

# **Zenith Bank PLC**

**Interim Report - 30 June 2016**

# ZENITH BANK PLC

## DIRECTORS, OFFICERS AND PROFESSIONAL ADVISERS

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### Directors

Mr.Jim Ovia, CON.	Chairman
Sir Steve Omojator	Non-Executive Director **
Mr.Babatunde Adejuwon	Non-Executive Director **
Alhaji Baba Tela	Non-Executive Director/ Independent
Prof. Chukuka Enwemeka	Non-Executive Director
Mr.Jeffrey Efeyini	Non-Executive Director
Prof.Oyewusi Ibidapo-Obe	Non-Executive Director/ Independent *
Mr.Gabriel Ukpeh	Non-Executive Director/ Independent *
Mr.Peter Amangbo	Group Managing Director/CEO
Ms. Adaora Umeoji	Executive Director
Mr.Ebenezer Onyeagwu	Executive Director
Mr.Oladipo Olusola	Executive Director

\* Appointed to the Board effective February 24, 2016

\*\* Retired from the Board effective April 6, 2016

### Company Secretary

Michael Osilama Otu

### Registered office

Zenith Bank Plc  
Zenith Heights  
Plot 87, Ajose Adeogun Street  
Victoria Island, Lagos

### Auditor

KPMG Professional Services  
KPMG Tower  
Bishop Aboyade Cole street  
Victoria Island  
Lagos

### Registrar and Transfer Office

Veritas Registrars Limited (formerly Zenith Registrars Limited)  
Plot 89 A, Ajose Adeogun Street  
Victoria Island  
Lagos

# ZENITH BANK PLC

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# ZENITH BANK PLC

## Directors' Report for the Period Ended 30 June 2016

The directors present their report on the affairs of ZENITH BANK PLC, together with the financial statements and independent auditor's report for the period ended 30 June 2016.

### 1. Legal form

The Bank was incorporated in Nigeria under the Companies and Allied Matters Act as a private limited liability company on 30 May, 1990. It was granted a banking licence in June 1990, to carry on the business of commercial banking and commenced business on 16 June 1990. The Bank was converted into a Public Limited Liability Company on 20 May 2004. The Bank's shares were listed on the 21 October 2004 on the floor of the Nigerian Stock Exchange. In August 2015, the Bank was admitted into the premium Board of the Nigerian Stock Exchange.

There have been no material changes to the nature of the group's business from the previous period.

### 2. Principal activities and business review

The principal activity of the Bank is the provision of banking and other financial services to corporate and individual customers. Such services include granting of loans and advances, corporate finance and money market activities.

The Bank has five subsidiary companies namely, Zenith Bank (Ghana) Limited, Zenith Pension Custodian Limited, Zenith Bank (UK) Limited, Zenith Bank (Sierra Leone) Limited, and Zenith Bank (The Gambia) Limited. In line with regulatory directives on the scope of banking operations in Nigeria, the Bank has concluded the divestment from its non-core banking operations (excluding Zenith Pension Custodian Limited). During the period, the Group opened three new branches. No branch was closed during the period.

### 3. Operating results

Gross earnings of the Group decreased by (6.2)% and profit before tax decreased by (12.4)% respectively. Highlights of the Group's operating results for the period under review are as follows:

	30 June 2016 N' Million	30 June 2015 N' million
<b>Gross earnings</b>	<b>214,812</b>	<b>229,082</b>
Profit before tax	63,281	72,201
Income tax expense	(18,438)	(19,021)
<b>Profit after taxation</b>	<b>44,843</b>	<b>53,180</b>
Non- controlling interest	(95)	(80)
<b>Profit attributable to the equity holders of the parent</b>	<b>44,748</b>	<b>53,100</b>
<b>Appropriations</b>		
Transfer to statutory reserve	6,005	7,616
Transfer to retained earnings and other reserves	38,743	45,484
	<b>44,748</b>	<b>53,100</b>
Basic and Diluted earnings per share (kobo)	143 k	169 k
Non-performing loan ratio %	2.34	1.44

### 4. Dividends

The Board of Directors, pursuant to the powers vested in it by the provisions of section 379 of the Companies and Allied Matters Act (CAMA) of Nigeria, proposed an interim dividend of N0.25 kobo per share (30 June 2015: N0.25 kobo per share) from the retained earnings account as at 30 June 2016. This will be presented for ratification by shareholders at the next Annual General Meeting.

If the proposed dividend is ratified, the Bank will be liable to pay tax in advance totalling N3.45 billion representing 30% of taxable profit N11.49 billion for period ended 30 June 2016.

Payment of dividends is subject to withholding tax at a rate of 10% in the hand of recipients.

# ZENITH BANK PLC

## Directors' Report for the Period Ended 30 June 2016

### 5. Directors' shareholding

The direct interests of directors in the issued share capital of Zenith Bank Plc as recorded in the register of directors shareholding and/or as notified by the directors for the purposes of sections 275 and 276 of the Companies and Allied Matters Act and the listing requirements of the Nigerian Stock Exchange is as follows:

#### Interests in shares

Director	Designation	Number of Shareholding	
		30 June 2016	31 Dec 2015
Mr.Jim Ovia, CON.	Chairman / Non-Executive Director	2,946,199,395	2,946,199,395
Mr.Peter Amangbo	Group Managing Director/CEO	5,000,000	5,000,000
Sir Steve Omojafor	Non-Executive Director **	4,768,836	4,768,836
Mr.Babatunde Adejuwon	Non Executive Director **	3,752,853	3,752,853
Alhaji Baba Tela	Non Executive Director / Independent	250,880	250,880
Mr.Gabriel Ukpeh	Non-Executive Director /Independent*	-	-
Prof. Chukuka Enwemeka	Non-Executive Director	127,137	127,137
Mr.Jeffrey Efeyini	Non Executive Director	541,690	541,690
Prof.Oyewusi Ibidapo-Obe	Non Executive Director / Independent *	267,856	-
Ms. Adaora Umeoji	Executive Director	26,620,141	26,620,141
Mr.Ebenezer Onyeagwu	Executive Director	3,106,918	2,500,000
Mr.Oladipo Olusola	Executive Director	2,000,000	2,000,000

\* Appointed to the board effective February 24, 2016.

\*\* Retired from the board effective April 6, 2016

### 6. Directors' interests in contracts

For the purpose of section 277 of the Companies and Allied Matters Act, all contracts with related parties during the period were conducted at arms length.

### 7. Acquisition of own shares

The shares of the Bank are held in accordance with the Articles of Association of the Bank. The Bank has no beneficial interest in any of its shares.

### 8. Property and equipment

Information relating to changes in property and equipment is given in Note 26 to the financial statements. In the opinion of the directors, the market value of the Group's properties is not less than the value shown in the financial statements.

### 9. Shareholding analysis

The shareholding pattern of the Bank as at 30 June, 2016 is as stated below:

Share range	No. of Shareholders	Percentage of Shareholders	Number of holdings	Percentage Holdings (%)
1-9,999	542,329	83.5151 %	1,634,462,655	5.21 %
10,000 - 50,000	84,638	13.0337 %	1,731,240,656	5.51 %
50,001 - 1,000,000	21,299	3.2799 %	3,278,496,943	10.44 %
1,000,001 - 5,000,000	817	0.1258 %	1,708,125,889	5.44 %
5,000,001 - 10,000,000	134	0.0206 %	929,441,647	2.96 %
10,000,001 - 50,000,000	108	0.0166 %	2,321,639,235	7.39 %
50,000,001 - 100,000,000	24	0.0037 %	1,753,037,788	5.58 %
100,000,001 - 500,000,000	22	0.0034 %	4,685,627,029	14.92 %
500,000,001 - 1,000,000,000	2	0.0003 %	1,902,215,954	6.06 %
Above 1,000,000,000	5	0.0008 %	11,452,205,990	36.48 %
	<b>649,378</b>	<b>100 %</b>	<b>31,396,493,786</b>	<b>100 %</b>

# ZENITH BANK PLC

## Directors' Report for the Period Ended 30 June 2016

The shareholding pattern of the Bank as at 31 December 2015 is as stated below:

Share range	No. of Shareholders	Percentage of Shareholders	Number of holdings	Percentage Holdings (%)
1-9,999	542,350	83.6025 %	1,636,659,160	5.21 %
10,000 - 50,000	84,456	13.0188 %	1,725,324,949	5.50 %
50,001 - 1,000,000	20,895	3.2209 %	3,170,851,377	10.10 %
1,000,001 - 5,000,000	739	0.1139 %	1,550,729,345	4.94 %
5,000,001 - 10,000,000	126	0.0194 %	867,539,144	2.76 %
10,000,001 - 50,000,000	102	0.0157 %	2,180,505,063	6.95 %
50,000,001 - 100,000,000	24	0.0037 %	1,753,365,976	5.58 %
100,000,001 - 500,000,000	26	0.0040 %	5,934,619,346	18.90 %
500,000,001 - 1,000,000,000	2	0.0003 %	1,952,372,598	6.22 %
Above 1,000,000,000	5	0.0008 %	10,624,526,828	33.84 %
	<b>648,725</b>	<b>100 %</b>	<b>31,396,493,786</b>	<b>100 %</b>

### 10. Substantial interest in shares

According to the register of members at 30 June 2016, the following shareholders held more than 5.0% of the issued share capital of the Bank.

	Number of Shares Held	Number of Shares Held
Jim Ovia, CON	2,946,199,395	9.38 %
Stanbic Nominees Nigeria Limited/C011 - MAIN	1,853,729,990	5.90 %
Stanbic Nominees Nigeria Limited/C002 - TRAD	2,480,588,062	7.90 %
Stanbic Nominees Nigeria Limited/C001 - TRAD	2,889,369,528	9.20 %

According to the register of members at 31 December 2015, the following shareholders held more than 5.0% of the issued share capital of the Bank.

	Number of Shares Held	Number of Shares Held
Jim Ovia, CON	2,946,199,395	9.38 %
Stanbic Nominees Nigeria Limited/C011 - MAIN	2,315,613,914	7.38 %
Stanbic Nominees Nigeria Limited/C001 - TRAD	2,273,779,509	7.24 %
Stanbic Nominees Nigeria Limited/C002 - TRAD	1,806,614,996	5.75 %

### 11. Donations and charitable gifts

The Group made contributions to charitable and non-political organisations amounting to N1,347 million during interim period ended 30 June 2016.

The beneficiaries are as follows:

	30 June 2016 N' Million
Donation of mobile cancer machines to the Committee Encouraging Corporate Philanthropy	614
Donation to Nigeria Institute of Journalism (NIJ)	200
States' Security Trust Funds	130
Educational support to Nigerian schools	96
Loyola Jesuit college	80
Medical Assistance to the Underprivileged	50
The Nigeria Football Federation	37
Warri Wolves Sponsorship	35
ICT Centres for Education Institutions	34
Musical society of Nigeria	30
Economic summits & conferences sponsorship for states	9
Others below N5 million	32
	<b>1,347</b>

# ZENITH BANK PLC

## Directors' Report for the Period Ended 30 June 2016

The Group made contributions to charitable and non-political organisations amounting to N923 million during the 2015 financial year.

The beneficiaries are as follows:

	<b>31 Dec 2015</b>
	<b>N' Million</b>
States' Security Trust Funds	324
Economic summits & conferences sponsorship	151
ICT Centres for Education Institutions	131
Medical Assistance to the Underprivileged	66
The Nigeria Football Federation	50
Nigerian Female Basketball League	43
Lagos Business School	30
Healthcare centre IGA Idugaran LGHA	24
Federal University of Agriculture Abeokuta	23
Warri Wolves Sponsorship	15
Plateau State ICT Development Project	10
Musical society of Nigeria	9
Others below N9 million	47
	<b>923</b>

### 12. Events after the reporting period

There were no significant events after the balance sheet date that could affect the reported amount of assets and liabilities as of the balance sheet date.

### 13. Disclosure of customer complaints in financial statements for the period ended 30 June 2016

Description	Number		Amount claimed		Amount refunded	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
			N.	N.	N.	N.
Pending complaint b/f	64	60	14,569,036,425	8,070,341,593	774,033,876	682,941,586
Received Complaints	212	212	723,831,973	14,872,147,292	17,753,618	1,089,886,664
Resolved Complaints	148	208	3,073,669,425	8,373,452,460	53,612,082	1,012,531,806
Unresolved Complaints escalated to CBN for Intervention	-	5	-	2,490,301,871		
Unresolved Complaints pending with the bank C/F	128	59	12,219,198,973	12,078,734,554		
<b>Unresolved Complaints C/F</b>	<b>128</b>	<b>64</b>	<b>12,219,198,973</b>	<b>14,569,036,425</b>		

### 14. Human resources

#### (i) Employment of disabled persons.

The Group continues to maintain a policy of giving fair consideration to the application for employment made by disabled persons with due regard to their abilities and aptitude. The Group's policy prohibits discrimination against disabled persons in the recruitment, training and career development of its employees. In the event of members of staff becoming disabled, efforts will be made to ensure that their employment continues and appropriate training arranged to ensure that they fit into the Group's working environment.

#### (ii) Health, safety and welfare at work.

The Group enforces strict health and safety rules and practices at the work environment, which are reviewed and tested regularly. The Group retains top-class private hospitals where medical facilities are provided for staff and their immediate families at the Group's expense.

# ZENITH BANK PLC

## Directors' Report for the Period Ended 30 June 2016

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Fire prevention and fire-fighting equipment are installed in strategic locations within the Group's premises, while occasional fire drills are conducted to create awareness amongst staff.

The Group operates both a Group Personal Accident and the Workmen's Compensation Insurance covers for the benefit of its employees. It also operates a contributory pension plan in line with the Pension Reform Act.

### **(iii) Employee training and development.**

The Group ensures, through various fora, that employees are informed on matters concerning them. Formal and informal channels are also employed in communication with employees with an appropriate two-way feedback mechanism.

In accordance with the Group's policy of continuous development, training facilities are provided in our well-equipped training centres. In addition, employees of the Bank are nominated to attend both locally and internationally organized training programmes. These are complemented by on-the-job training.



# ZENITH BANK PLC

## Directors' Report for the Period Ended 30 June 2016

### (iv) Gender analysis of staff.

The average number of employees of the Bank during the period by gender and level is as follows;

#### (a) Analysis of total employees.

	Gender			Gender	
	Male	Female	Total	Male	Female
Employees	3,284	2,991	6,275	52 %	48 %
	3,284	2,991	6,275	52 %	48 %

#### (b) Analysis of Board and top management staff.

	Gender			Gender	
	Male	Female	Total	Male	Female
Board members (Executive and Non-executive directors)	9	1	10	90 %	10 %
Top management staff (AGM-GM)	50	22	72	69 %	31 %
	59	23	82	72 %	28 %

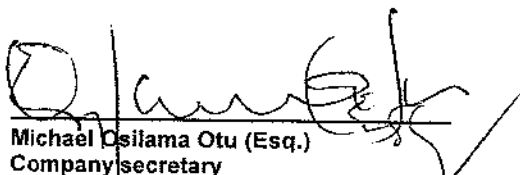
#### (c) Further analysis of board and top management staff.

	Gender			Gender	
	Male	Female	Total	Male	Female
Assistant general managers	25	15	40	62 %	38 %
Deputy general managers	12	2	14	86 %	14 %
General managers	13	5	18	72 %	28 %
Board members (Non-executive directors)	6	-	6	100 %	- %
Board members (Executive directors excluding MD/CEO)	2	1	3	67 %	33 %
Managing director/CEO	1	-	1	100 %	- %
	59	23	82	72 %	28 %

### 15. Auditors

The auditors, Messrs. KPMG Professional Services have indicated their willingness to continue in office as auditors in accordance with section 357 (2) of the Companies and Allied Matters Act, 1990.

By order of the Board

  
 Michael Osilama Otu (Esq.)  
 Company secretary  
 27 July 2016  
 FRC/2013/MULTI/00000001084

# ZENITH BANK PLC

## Corporate Governance Report for the Period Ended 30 June 2016

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### 1. Introduction

Zenith Bank Plc is an institution that conducts its business in line with time tested standards of good Corporate Governance.

To this end, the bank constantly reappraises its processes to ensure that our business conforms to the highest global standards at all times.

### 2. Shareholding

The Bank has a diverse shareholding structure with no single ultimate individual beneficiary holding more than 9.5% of the Bank's total shares.

### 3. Board of directors

The Board has the overall responsibility for setting the strategic direction of the Bank and also oversight of senior Management.

The Board consists of persons of mixed personages and skills, chosen on the basis of professional background and expertise, business experience and integrity as well as knowledge of the bank's business.

Directors are fully abreast of their responsibilities and knowledgeable in the business and are therefore able to exercise good judgment on issues relating to the bank's business.

### 4. Board structure

The board is made up of a non-executive Chairman, five (5) non-executive Directors and four (4) executive Directors including the GMD/CEO. Three (3) of the non-executive Directors are independent directors, appointed in compliance with the Central Bank of Nigeria (CBN) circular on Appointment of Independent Directors by Banks.

The Managing Director/Chief Executive is responsible for the day to day running of the bank, assisted by the Executive Committee (EXCO). EXCO comprises the Executive Directors and the Group Managing Director/Chief Executive, who chairs it.

### 5. Responsibilities of the board

**The Board is responsible for:**

- (a) reviewing and approving the Bank's strategic plans for implementation by management;
- (b) reviewing and approving the Bank's financial objectives, business plans and budgets, including capital allocations and expenditures;
- (c) monitoring corporate performance against the strategic plans and business, operating and capital budgets;
- (d) implementing the bank's succession planning;
- (e) approving acquisitions and divestitures of business operations, strategic investments and alliances, and major business development initiatives
- (f) approving delegation of authority for any unbudgeted expenditure; and
- (g) assessing its own effectiveness in fulfilling its responsibilities, including monitoring the effectiveness of individual directors.

# ZENITH BANK PLC

## Corporate Governance Report for the Period Ended 30 June 2016

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The membership of the Board during the period is as follows:

### Board of Directors

NAME	POSITION
Mr Jim Ovia, CON	Chairman
Sir. Steve Omojafor*	Non-Executive Director
Mr Babatunde Adejuwon*	Non-Executive Director
Alhaji Baba Tela	Non-Executive Director / Independent
Mr Jeffrey Efeyini	Non-Executive Director
Prof. Chukuka S. Enwemeka	Non-Executive Director
Prof. Oyewusi Ibidapo-Obe **	Non-Executive Director / Independent
Mr. Gabriel Ukpeh **	Non-Executive Director / Independent
Mr Peter Amangbo	Group Managing Director/Chief Executive Officer
Ms. Adaora Umeoji	Executive Director
Mr Ebenezer Onyeagwu	Executive Director
Mr Olusola Oladipo	Executive Director

\* Retired from the Board with effect from April 6, 2016.

\*\* Appointed to the Board effective February 24, 2016

The Board meets at least every quarter but may hold extra-ordinary sessions to address urgent matters requiring the attention of the Board.

### 6. Board committees

The Board carries out its oversight functions using its various Board Committees. This makes for efficiency and allows for a deeper attention to specific matters for the board.

Membership of the Committees of the Board is intended to make the best use of the skills and experience of non-executive directors in particular.

The Board has established the various Committees with well defined terms of reference and Charters defining their scope of responsibilities in such a way as to avoid overlap or duplication of functions.

The Committees of the Board meet quarterly but may hold extraordinary sessions as business of the bank demand.

The following are the current standing Committees of the Board:

#### 6.1 Board credit committee

The Committee is currently made up of six (6) members comprising three (3) non Executive Directors and three (3) Executive Directors of the bank. The Board Credit Committee is chaired by a non-Executive Director who is well versed in credit matters. The Committee considers loan applications above the level of Management Credit Committee. It also determines the credit policy of the bank or changes therein.

The membership of the Committee during the half year is as follows:

Mr Jeffrey Efeyini – (Chairman)  
Alhaji Baba Tela  
Prof. Chukuka Enwemeka  
Mr. Olusola Oladipo  
Mr. Ebenezer Onyeagwu  
Mr. Peter Amangbo  
Mr. Babatunde Adejuwon\*

\* - Retired from the Board with effect from April 6, 2016.

# ZENITH BANK PLC

## Corporate Governance Report for the Period Ended 30 June 2016

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### Committee's terms of reference

- To conduct a quarterly review of all collateral securities for Board consideration and approval;
- To recommend criteria by which the Board of Directors can evaluate the credit facilities presented from various customers;
- To review the credit portfolio of the Bank;
- To approve all credit facilities above Management approval limit;
- To establish and periodically review the bank's credit policy and portfolio in order to align organizational strategies, goals and performance;
- To evaluate on an annual basis the components of total credit facilities as well as market competitive data and other factors as deemed appropriate, and to determine the credit level based upon this evaluation;
- To make recommendations to the Board of Directors with respect to credit facilities based upon performance, market competitive data, and other factors as deemed appropriate;
- To recommend to the Board of Directors, as appropriate, new credit proposals, restructure plans, and amendments to existing plans;
- To recommend non-performing credits for write-off by the Board; and
- To perform such other duties and responsibilities as the Board of Directors may assign from time to time.

### 6.2 Staff matters, finance and general purpose committee

This Committee is made up of five (5) members: three (3) non Executive Directors and two (2) Executive Directors. It is chaired by a non-executive Director. The Committee considers large scale procurement by the Bank, as well as matters relating to staff welfare, discipline, staff remuneration and promotion.

The membership of the Committee during the half year is as follows:

Alhaji Baba Tela – (Chairman)  
Prof. Chukuka Enwemeka  
Prof. Oyewusi Ibidapo-Obe \*\*  
Ms. Adaora Umeoji  
Mr Peter Amangbo  
Sir. Steve Omojafor\*

\* Retired from the Board with effect from April 6, 2016

\*\* Appointed to the Board effective February 24, 2016

### Committee's terms of reference

- Approval of large scale procurements by the Bank and other items of major expenditure by the Bank;
- Recommendation of the Bank's Capital Expenditure (CAPEX) and major Operating Expenditure (OPEX) limits for consideration by the Board;
- Consideration of management requests for branch set up and other business locations;
- Consideration of management request for establishment of offshore subsidiaries and other offshore business offices;
- Consideration of the dividend policy of the Group and the declaration of dividends or other forms of distributions and recommendation to the Board;
- Consideration of capital expenditures, divestments, acquisitions, joint ventures and other investments, and other major capital transactions;
- Review and approval of any employment-related contracts with the GMD/CEO and other executive officers, if applicable;
- Consideration of senior management promotions as recommended by the GMD/CEO;
- Review and recommendations on recruitment, promotion, and disciplinary actions for senior management staff;
- Review and agreement at the beginning of the period, of the key performance indicators for the Group MD and Executive Directors;
- Review and ratification of the performance appraisal of the Executive Directors as presented by the Group MD;
- Review and agree the criteria for the performance review of the subsidiary companies Board of Directors and subsidiary companies Managing Director;
- Ensure annual review or appraisal of the performance of the Board is conducted. This review/appraisal covers all aspects of the Board's structure, composition, responsibilities, individual competencies, Board operations, Board's role in strategy setting, oversight over corporate culture, monitoring role and evaluation of management performance and stewardship towards shareholders etc;

# ZENITH BANK PLC

## Corporate Governance Report for the Period Ended 30 June 2016

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- To discharge the Board's responsibility relating to oversight of the management of the health and welfare plans that cover the company's employees.

### 6.3 Board risk management committee:

The Board Risk Management Committee has oversight responsibility for the overall risk assessment of various areas of the Bank's operations and compliance.

The Chief Risk Officer, the Chief Inspector and the Chief Compliance Officer have access to this Committee and make quarterly presentations for the consideration of the Committee. Chaired by Prof. Chukuka Enwemeka (a non executive Director), the Committee's membership comprises the following:

Prof. Chukuka S. Enwemeka – (Chairman)  
Mr. Jeffrey Efeyini  
Mr. Gabriel Ukpeh \*\*  
Mr. Ebenezer Onyeagwu  
Mr Peter Amangbo  
Mr. Babatunde Adejuwon\*

\*\* Appointed to the Board effective February 24, 2016

\* Retired from the Board with effect from April 6, 2016.

### Committee's terms of reference

- The primary responsibility of the Committee is to ensure that sound policies, procedures and practices are in place for the risk-wide management of the bank's material risks and to report the results of the Committee's activities to the Board of Directors.
- Design and implement risk management practices, specifically provide ongoing guidance and support for the refinement of the overall risk management framework and ensuring that best practices are incorporated;
- Ensure that management understands and accepts its responsibility for identifying, assessing and managing risk;
- Ensure and monitor risk management practices, specifically determine which enterprise risks are most significant and approve resource allocation for risk monitoring and improvement activities, assign risk owners and approve action plans;
- Periodically review and monitor risk mitigation process and periodically review and report to the Board of Directors:
  - (a) the magnitude of all material business risks;
  - (b) the processes, procedures and controls in place to manage material risks; and
  - (c) the overall effectiveness of the risk management process;
- Facilitate the development of a comprehensive risk management framework for the Bank and develop the risk management policies and processes and enforce its compliance;
- To perform such other duties and responsibilities as the Board of Directors may assign from time to time.

# ZENITH BANK PLC

## Corporate Governance Report for the Period Ended 30 June 2016

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### 6.4 Board audit committee:

The Committee was created from the former Board Risk & Audit Committee on February 24, 2016 in line with the Central Bank of Nigeria (CBN) regulations.

The Committee is made up of three (3) non Executive Directors. The Chief Inspector and the Chief Compliance officer has access to this Committee and makes quarterly presentations for the consideration of the Committee and two executive directors. The Committee is chaired by an Independent Non Executive Director - Mr. Gabriel Ukpeh, who is a Fellow of the Institute of the Chartered Accountants of Nigeria (ICAN) and who is knowledgeable in financial matters. Committee's membership comprises the following:

#### Membership of the committee is as follows:

Mr. Gabriel Ukpeh - (Chairman)\*  
Alhaji Baba Tela  
Mr. Jeffrey Efeyini  
Mr. Olusola Oladipo  
Mr. Peter Amangbo

\* – Appointed to the board effective February 24, 2016.

#### Committee's terms of reference

The Board Audit Committee shall have the following authority and responsibilities as delegated by the Board of Directors:

- Ascertain whether the accounting and reporting policies of the bank are in accordance with legal requirement and acceptable ethical practices.
- Review the scope and planning of audit requirements.
- Review the findings on management matters (Management Letter) in conjunction with the external auditors and Management's responses thereon.
- Keep under review the effectiveness the bank's system of accounting and internal control.
- Make recommendations to the Board with regard to the appointment, removal and remuneration of the external auditors of the bank.
- Authorize the internal auditor to carry out investigations into any activities of the bank which may be of interest or concern to the Committee.
- Assist in the oversight of compliance with legal and other regulatory requirements, assessment of qualifications and independence of the external auditors and performance of the bank's internal audit function as well as that of the external auditors.
- Ensure that the internal audit function is firmly established and that there are other reliable means of obtaining sufficient assurance of regular review or appraisal of the system of internal control in the bank.
- Ensure the development of a comprehensive internal control framework for the bank, obtain assurance and report annually in the financial report, on the operating effectiveness of the bank's internal control framework.
- Oversee management's processes for the identification of significant fraud risks across the bank and ensure that adequate prevention, detection and reporting mechanisms are in place.
- On a quarterly basis, obtain and review reports by the internal auditor on the strength and quality of internal controls, including any issues or recommendations for improvement, raised during the most recent control review of the bank.
- Discuss and review the bank's unaudited quarterly and annual financial statements with management and external and external auditors respectively to include disclosures, management control reports, independent reports and external auditors' reports before submission to the Board, in advance of publication.
- Discuss policies strategies with respect to risk assessment and management.
- Meet separately and periodically with management, the internal auditor and the external auditors, respectively.
- Review and ensure that adequate whistle - blowing procedures are in place and that a summary of issues reported is highlighted to the Board, where necessary
- Review with external auditors, any audit scope limitations or problems encountered and management responses to them.
- Review the independence of the external auditors and ensure that they do not provide restricted services to the bank.
- Appraise and make recommendation to the Board on the appointment of internal auditor of the bank and review his/her performance appraisal annually.
- Review the response of management to the observations and recommendation of the Auditors and bank regulatory authorities.
- Agree Internal Audit Plan for the year annually with the Internal auditor and ensure that the internal audit function is adequately resourced and has appropriate standing within the bank.

# ZENITH BANK PLC

## Corporate Governance Report for the Period Ended 30 June 2016

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- Review quarterly Internal Audit progress against Plan for the period and review outstanding Agreed Actions and follow up.
- The Chief Inspector shall report back to the Committee regularly on action of correction implemented by management including provisions and improvement to systems and control where necessary.
- To development a comprehensive internal control framework for the bank and obtain assurances on the operating effectiveness of the Bank's internal control framework.
- The Chief Inspector, the Chief Compliance Officer, as well as the Chief Risk Officer shall submit quarterly reports to the Committee, in addition to reporting to the Group Managing Director. The Chief Inspector, the Chief Compliance Officer and the Chief Risk Officer shall also have unrestricted access to the Chairman of the Committee.
- To perform such other duties and responsibilities as the Board of Directors may assign from time to time.

### 6.5 Board governance, nominations and remuneration committee:

The Committee is made up of five (5) Non Executive Directors. It is chaired by a Non-executive Director.

#### Membership of the committee is as follows:

Mr. Jeffrey Efeyini - (Chairman)  
Alhaji Baba Tela  
Prof. Chukuka Enwemeka  
Prof. Oyewusi Ibidapo Obe \*\*  
Mr. Gabriel Ukpeh \*\*  
Sir. Steve Omojafor\*  
Mr. Babatunde Adejuwon\*

\* Retired from the Board with effect from April 6, 2016.

\*\* Appointed th the Board effective February 24, 2016

#### Committee's terms of reference

- To determine a fair, reasonable and competitive compensation practice for executive officers and other key employees of the Bank which are consistent with the Bank's objectives.
- Determining the quantum and structure of compensation and benefits for Non-Executive Directors, Executive Directors and senior management of the Group;
- Ensuring the existence of an appropriate remuneration policy and philosophy for Executive Directors, Non-Executive Directors and staff of the Group;
- Review and recommend to the Board, salary revisions and services conditions for senior management staff, based on the recommendation of the Executives;
- Review and recommend for Board ratification, all terminal compensation arrangements for Directors and senior management;
- Oversight of broad-based employee compensation policies and programs;
- Recommendation of appropriate compensation for Non-Executive Directors for Board and Annual General Meeting consideration;
- Review and approval of any recommended compensation actions for the Company's Executive Committee members, including base salary, annual incentive bonus, long-term incentive awards, severance benefits, and perquisites;
- Review and continuous assessment of the size and composition of the Board and Board Committees, and recommend the appropriate Board structure, size, age, skills, competencies, composition, knowledge, experience and background in line with needs of the Group and diversity required to fully discharge the Board's duties;
- Recommend membership criteria for the Group Board, Board Committees and subsidiary companies Boards.
- Identify at the request of the Board of specific individuals for nomination to the Group and subsidiary companies Boards and to make recommendations on the appointment and election of New Directors (including the Group MD) to the Board, in line with the Group's approved Director Selection criteria;
- Review of the effectiveness of the process for the selection and removal of Directors and to make recommendations where appropriate;
- Ensure that there is an approved training policy for Directors, and monitor compliance with the policy;
- Review and make recommendations on the Group's succession plan for Directors and other senior management staff for the consideration of the Board;
- Regular monitoring of compliance with Group's code of ethics and business conduct for Directors and staff;
- Review the Group's organization structure and make recommendations to the Board for approval;

The committee is established in line with Section 359(6) of the Companies and Allied Matters Act, 1990. The committee's membership consists of three (3) representatives of the shareholders elected at the Annual General Meeting (AGM) and three (3) non-executive Directors. The committee meets every quarter, but could also meet at any other time, if the need arises.

# ZENITH BANK PLC

## Corporate Governance Report for the Period Ended 30 June 2016

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The membership of the Committee is as follows:

### Shareholders' Representative

Mrs Uche Erobu\*\* (Chairman)  
Prof (Prince) L.F.O. Obika  
Mr. Michael Olusoji Ajayi  
Ms Angela Agidi\*

### Non-Executive Directors

Alhaji Baba Tela  
Mr. Jeffrey Efeyini  
Mr Babatunde Adejuwon\*  
Mr. Gabriel Ukpeh \*\*

\*\* Elected member of the committee effective April 6, 2016

\* Retired from the committee with effect from April 6, 2016

### Committee's terms of reference

- To meet with the independent Auditors, Chief Financial Officer, internal Auditor and any other Bank executive both individually and/or together, as the Committee deems appropriate at such times as the Committee shall determine to discuss and review:
  - (a) the Bank's quarterly and audited annual financial statements, including any related notes, the Bank's specific disclosures and discussion under Management's Controls Report and the independent auditor's report, in advance of publication;
  - (b) the performance and results of the external and internal audits, including the independent auditor's management letter, and management's responses thereto;
  - (c) the effectiveness of the Bank's system of internal controls, including computerized information systems and security; any recommendations by the independent auditor and internal auditor regarding internal control issues and any actions taken in response thereto; and, the internal control certification and attestation required to be made in connection with the Bank's quarterly and annual financial reports; and
  - (d) such other matters in connection with overseeing the financial reporting process and the maintenance of internal controls as the committee shall deem appropriate.
- To prepare the Committee's report for inclusion in the Bank's annual report.
- To report to the Board at such times as the Committee shall determine.

### 6.6 Executive committee (EXCO)

The EXCO comprises of the Managing Director, who chairs it and all Executive Directors. The Committee meets twice weekly (or such other times as business exigency may require) to deliberate and take policy decisions on the effective and efficient management of the bank. It also serves as a first review platform for issues to be discussed at the Board level. EXCO's primary responsibility is to ensure the implementation of strategies approved by the Board, provide leadership to the Management team and ensure efficient deployment and management of the bank's resources. Its Chairman is responsible for the day-to-day running and performance of the Bank.

### 6.7 Other committees

In addition to the afore-mentioned committees, the Bank has in place, other standing management committees. They include:

- (a) Management Committee (MANCO);
- (b) Assets and Liabilities Committee (ALCO);



# ZENITH BANK PLC

## Corporate Governance Report for the Period Ended 30 June 2016

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(c) Management Global Credit Committee (MGCC);

(d) Risk Management Committee (RMC)

(e) Information Technology (IT) Steering Committee

### **(a) Management committee (MANCO)**

The Management Committee comprises the senior management of the Bank and has been established to identify, analyse, and make recommendations on risks arising from day-to-day activities. They also ensure that risk limits as contained in the Board and Regulatory policies are complied with. Members of the management committee make contributions to the respective Board Committees and also ensure that recommendations of the Board Committees are effectively and efficiently implemented. They meet weekly and as frequently as the need arises.

### **(b) Assets and liabilities committee (ALCO)**

The ALCO is responsible for the management of a variety of risks arising from the Bank's business including market and liquidity risk management, loan to deposit ratio analysis, cost of funds analysis, establishing guidelines for pricing on deposit and credit facilities, exchange rate risks analysis, balance sheet structuring, regulatory considerations and monitoring of the status of implemented assets and liability strategies. The members of the Committee include the Managing Director, Executive Directors, the Treasurer, the Head of Financial Control, Group Head, Risk Management Group and a representative of the Assets and Liability Management Unit. A representative of the Asset and Liability Management Department serves as the secretary of this Committee.

### **(c) Management global credit committee (MGCC)**

The Management Global Credit Committee is responsible for ensuring that the Bank complies with the credit policy guide as established by the Board. The Committee also makes contributions to the Board Credit Committee. The Committee can approve credit facilities to individual obligors not exceeding in aggregate a sum as pre-determined by the Board from time to time. The Committee is responsible for reviewing and approving extensions of credit, including one-obligor commitments that exceed an amount as may be determined by the Board. The Committee reviews the entire credit portfolio of the Bank and conducts periodic assessment of the quality of risk assets in the Bank. It also ensures that adequate monitoring of performance is carried out. The secretary of the committee is the Head of the Credit Administration Department.

The Committee meets weekly or fortnightly depending on the number of credit applications to be considered. The members of the Committee include the Managing Director, and all divisional and group heads, including the Executive Directors.

### **(d) Risk management committee (RMC)**

This Committee is responsible for regular analysis and consideration of risks other than credit risk in the Bank. It meets [at least once in a month or as the need arises] to review environmental and other risk issues and policies affecting the Bank and recommend steps to be taken. The Committee's approach is entirely risk based. The Committee makes contributions to the Board Risk and Audit Committee and also ensures that the Committee's decisions and policies are implemented. The members of the Committee include the Managing Director, two Executive Directors, the Chief Risk Officer and all divisional and group heads.

### **(e) Information technology (IT) steering committee**

The Information Technology (IT) Steering Committee is responsible for amongst others, development of corporate information technology (IT) strategies and plans that ensure cost effective application and management of resources throughout the organization.

Membership of the committee is as follows:

- 1 The Managing Director/Chief Executive;
- 2 Two (2) Executive Directors;
- 3 Head of Treasury;
- 4 Head of Trade Services;
- 5 Marketing Groups Representatives;
- 6 Chief Inspector;
- 7 Chief Risk Officer;
- 8 Head of IT;

# ZENITH BANK PLC

## Corporate Governance Report for the Period Ended 30 June 2016

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- 9 Head of Infotech - Software;
- 10 Head of Infotech - Engineering;
- 11 Head of Card Services;
- 12 Group Head of Operations;
- 13 Group Head of IT Audit;
- 14 Head of e-Business; and
- 15 Head of Investigation.

The committee meets monthly or as the need arises.

### 7. Policy on trade in the Bank's securities

The Bank has put in place a policy on trading in the Bank's Securities by Directors and other key personnel of the Bank.

During the period under review, the Directors and other key personnel of the Bank complied with the terms of the policy and the provisions of S.14 of the Amendment to the Listing Rules of the Nigeria Stock Exchange.

### 8. Code of Corporate Governance

The Bank subscribes to the following codes of Corporate Governance:

- (a) Central Bank of Nigeria (CBN) Code of Corporate Governance for Banks in Nigeria 2014.
- (b) Securities and Exchange Commission (SEC) Code of Corporate Governance.

During the year under review, the Bank complied with the provisions of both codes.

### 9. Relationship with shareholders

Zenith Bank maintains an effective communication with its shareholders, which enables them understand our business, financial condition and operating performance and trends. Apart from our annual report and accounts, proxy statements and formal shareholders' meetings, we maintain a rich website (with suggestion boxes) that provide information on a wide range of issues for all stakeholders.

Also, a quarterly publication of the bank and group performance is made in line with the disclosure requirements of the Nigeria Stock Exchange.

The Bank has an Investors Relations Unit which holds regular forum to brief all stakeholders on operations of the bank.

The bank also, from time to time, holds briefing sessions with market operators (stockbrokers, dealers, institutional investors, issuing houses, stock analysts, mainly through investors conference) to update them on the state of our business. These professionals, as advisers and purveyors of information, relate with and relay to the shareholders useful information about us. We also regularly brief the regulatory authorities, and file statutory returns which are usually accessible to the shareholders.

### 10. Directors remuneration policy

The Bank's remuneration policy is structured taking into account the environment in which it operates and the results it achieves at the end of each financial period. It includes the following elements:

#### Non-executive directors

- Components of remuneration is annual fee and sitting allowances which are based on levels of responsibilities.
- Directors are also sponsored for training programmes that they require to enhance their duties to the bank.

#### Executive directors

The remuneration policy for executive directors considers various elements, including the following:

- Fixed remuneration, taking into account the level of responsibility, and ensuring this remuneration is competitive with remuneration paid for equivalent posts in banks of equivalent status both within and outside Nigeria.

# ZENITH BANK PLC

## Corporate Governance Report for the Period Ended 30 June 2016

- Variable annual remuneration linked to the Zenith Bank financial results. The amount of this remuneration is subject to achieving specific quantifiable targets, aligned directly with shareholders' interests.

### 11. Schedule of board and board committees meeting held during the period

The table below shows the frequency of meetings of the Board of directors, board committees and members' attendance at these meetings during the period under review.

Directors	Board	Board credit committee	Finance and general purpose committee	Board risk and audit committee	Board governance, nomination and remuneration committee
<b>Attendance/no of meetings</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
Mr. Jim Ovia, CON	2	N/A	N/A	N/A	N/A
Sir Steve Omojafor *	2	N/A	2	N/A	2
Mr Babatunde Adejuwon *	2	2	N/A	2	2
Alhaji Baba Tela	2	2	2	N/A	2
Mr. Jeffrey Efeyini	2	2	N/A	2	N/A
Prof. Chukuka S.Enwemeka	2	N/A	2	2	2
Prof. Oyewusi Ibidapo-Obe **	1	N/A	1	N/A	-
Mr.Gabriel Ukpeh**	1	N/A	N/A	-	N/A
Ms. Adaora Umeoji	2	N/A	2	N/A	N/A
Mr. Ebenezer Onyeagwu	2	2	N/A	2	N/A
Mr. Olusola Oladipo	2	2	N/A	N/A	N/A
Mr. Peter Amangbo	2	2	2	2	N/A

#### Note:

\* Retired from the Board with effect from April 6, 2016.

\*\* Appointed to the Board effective February 24, 2016

N/A - Not Applicable (Not a Committee member)

Date for Board and Board Committee meetings held during the period:

Board meetings	Board credit committee meeting	Finance and general purpose committee	Board risk and audit committee meeting	Board governance, nominations and remuneration committee	Audit committee meeting
February 24, 2016	February 23, 2016	February 23, 2016	February 23, 2016	February 23, 2016	February 23, 2016
April 6, 2016	April 5, 2016	April 5, 2016	April 5, 2016	April 5, 2016	April 7, 2016
					June 10, 2015

# ZENITH BANK PLC

## Corporate Governance Report for the Period Ended 30 June 2016

### AUDIT COMMITTEE

The table below shows the frequency of meetings of the audit committee and members' attendance at these meetings during the period under review.

Date of meetings held during the period:

Members	Total number of meetings (3)	
	Number of Meetings attended	
Prof. (Prince) L.F.O Obika (SR)	3	
Alhaji Baba Tela (NED)	3	
Mr. Michael Olusoji Ajayi (SR)	3	
Ms. Angela Agidi (SR)*	2	
Mr. Babatunde Adejuwon (NED)*	2	
Mr. Jeffrey Efeyini (NED)	2	
Mr. Gabriel Ita Asuquo Ukpeh (NED) **	2	
Mrs Uche Erobu (SR) **	1	

**NED- Non-Executive Director**

**SR - Shareholders representative**

\* Retired from the committee with effect from April 6, 2016

\*\* Elected member of the Committee with effect from April 6, 2016

### Analysis of Fraud and forgeries Returns

Nature of Fraud	30 June 2016				31 Dec 2015		
	No.	% Loss	Actual Loss to the Bank (N) Jan-June 2016		No.	% Loss	Actual Loss to the Bank (N) Jan-Dec 2015
ATM/Electronic fraud	11	-	-	-	24	-	-
Staff Perpetrate	4	86	7,730,000	-	5	77	155,727,899
Impersonation	-	-	-	-	4	-	-
Stolen/Forged Instrument	12	-	-	-	8	16	31,482,925
Internet Banking	51	-	-	-	80	3	5,328,712
Others	37	14	1,300,000	-	90	4	7,983,900
<b>Total</b>	<b>115</b>	<b>100</b>	<b>9,030,000</b>	<b>-</b>	<b>211</b>	<b>100</b>	<b>200,523,436</b>

# ZENITH BANK PLC

## Statement of Directors' Responsibilities in Relation to the Financial Statements for the Period Ended 30 June 2016


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The Directors accept responsibility for the preparation of the interim financial statements that give a true and fair view in accordance with International Financial Reporting Standards (IFRS) and in the manner required by the Companies and Allied Matters Act of Nigeria, the Financial Reporting Council of Nigeria Act, 2011, the Banks and Other Financial Institutions Act of Nigeria and relevant Central Bank of Nigeria regulations.

The Directors further accept responsibility for maintaining adequate accounting records as required by the Companies and Allied Matters Act of Nigeria and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement whether due to fraud or error.

The Directors have made assessment of the Bank's ability to continue as a going concern and have no reason to believe that the Bank will not remain a going concern in the period ahead.

SIGNED ON BEHALF OF THE  
BOARD OF DIRECTORS BY:



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Mr. Jim Ovia, CON.  
Chairman  
FRC/2013/CIBN/00000002406  
27 July 2016



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Mr. Peter Amangbo  
Managing Director  
FRC/2013/ICAN/0000001310  
27 July 2016



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Mr. Ebenezer Onyeagwu  
Executive Director  
FRC/2013/ICAN/0000003788  
27 July 2016



**ZENITH BANK PLC  
REPORT OF THE AUDIT COMMITTEE  
FOR THE SIX (6) MONTHS ENDED 30 JUNE, 2016**

In compliance with Section 359(6) of the Companies and Allied Matters Act of Nigeria (1990), Cap C20 LFN 2004, we have reviewed the consolidated and separate financial statements of Zenith Bank Plc for the six (6) months ended 30 June 2016 and hereby state as follows:

1. The scope and planning of the audit were adequate in our opinion;
2. The accounting and reporting policies of the Group and Bank conformed with the statutory requirements and agreed ethical practices;
3. The Internal Control and Internal Audit functions were operating effectively; and
4. The External Auditor's findings as stated in the management letter are being dealt with satisfactorily by the Management.
5. Related party transactions and balances have been disclosed in note 38 to the Financial Statements in accordance with the requirements of the International Financial Reporting Standards (IFRS) and the Central Bank of Nigeria (CBN) directives as contained in the Prudential Guidelines for Deposit Money Banks in Nigeria and Circular on Disclosure of Insider-Related Credits in Financial Statements BSD/1/2004.

Dated July 26, 2016.

**Mrs. Uche Erobu**  
Chairman, Audit Committee  
FRC/2013/ICAN/00000000871

**MEMBERS OF THE COMMITTEE**

1. Mrs. Uche Erobu \*\* - Chairman
2. Professor Leonard F.O. Obika
3. Mr. Michael Olusoji Ajayi
4. Mr. Babatunde Adejuwon \*
5. Alhaji Baba Tela
6. Mr. Jeffrey Efeyini
7. Ms. Angela Agidi \*
8. Mr. Gabriel Ukpeh \*\*

\*\* Appointed to the Committee with effect from April 6, 2016

\* Retired from the Committee with effect from April 6, 2016



**KPMG Professional Services**

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Lagos

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Internet: www.kpmg.com/ng

**INDEPENDENT AUDITOR'S REPORT**

To the Members of Zenith Bank Plc

**Report on the Interim Financial Statements**

We have audited the accompanying interim financial statements of Zenith Bank Plc ("the Bank") and its subsidiary companies (together "the Group"), which comprise the consolidated and separate statements of financial position as at 30 June 2016, and the consolidated and separate statements of profit or loss and other comprehensive income, the consolidated and separate statements of changes in equity, and the consolidated and separate statements of cash flows for the period then ended, and a summary of significant accounting policies and other explanatory information, as set out on pages 24 to 140.

*Directors' Responsibility for the Financial Statements*

The directors are responsible for the preparation of interim financial statements that give a true and fair view in accordance with IAS 34 *Interim Financial Reporting* and in the manner required by the Companies and Allied Matters Act of Nigeria, the Financial Reporting Council of Nigeria Act, 2011, the Banks and Other Financial Institutions Act of Nigeria, and relevant Central Bank of Nigeria circulars, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

*Auditor's Responsibility*

Our responsibility is to express an opinion on these interim financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial statements.





We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### *Opinion*

In our opinion, these interim financial statements give a true and fair view of the financial position of Zenith Bank Plc ("the Bank") and its subsidiaries (together "the Group") as at 30 June 2016, and of the Group and Bank's financial performance and cash flows for the period then ended in accordance with IAS 34 *Interim Financial Reporting* and in the manner required by the Companies and Allied Matters Act of Nigeria, the Financial Reporting Council of Nigeria Act, 2011, the Banks and Other Financial Institutions Act of Nigeria, and relevant Central Bank of Nigeria circulars.

#### **Report on Other Legal and Regulatory Requirements**

##### *Compliance with the requirements of Schedule 6 of the Companies and Allied Matters Act of Nigeria*

In our opinion, proper books of account have been kept by the Bank, so far as appears from our examination of those books and the Bank's statement of financial position and statement of profit or loss and other comprehensive income are in agreement with the books of account and returns.

##### *Compliance with Section 27 (2) of the Banks and Other Financial Institutions Act of Nigeria and Central Bank of Nigeria circular BSD/1/2004*

- i. The Bank did not pay any penalty in respect of contraventions of the Banks and Other Financial Institutions Act during the period ended 30 June 2016.
- ii. Related party transactions and balances are disclosed in note (38) of the financial statements in compliance with the Central Bank of Nigeria circular BSD/1/2004.

Signed:

*Kalav*

Kabir Q. Okunlola, FCA

FRC/2012/ICAN/00000000428

For: KPMG Professional Services

Chartered Accountants

5 August 2016

Lagos, Nigeria





# ZENITH BANK PLC

## Consolidated and Separate Statement of Profit or Loss and other Comprehensive Income for the Period Ended 30 June 2016

For the six month ended 30 June	Note(s)	Group		Bank	
		2016	2015	2016	2015
<b>In millions of Naira</b>					
<b>Gross earnings</b>		<b>214,812</b>	<b>229,082</b>	<b>192,163</b>	<b>213,571</b>
Interest and similar income	6	181,408	176,223	165,629	160,081
Interest and similar expense	7	(54,385)	(63,585)	(49,612)	(59,199)
<b>Net interest income</b>		<b>127,023</b>	<b>112,638</b>	<b>116,017</b>	<b>100,882</b>
Impairment loss on financial assets	8	(14,232)	(7,201)	(11,144)	(6,392)
Net interest income after impairment loss on financial assets		<b>112,791</b>	<b>105,437</b>	<b>104,873</b>	<b>94,490</b>
Fee and commission income	9	30,701	36,641	25,230	31,476
Trading income	10	(864)	11,987	(977)	11,987
Other income	11	3,567	4,231	2,281	10,027
Share of profit of associates	23	-	206	-	-
Depreciation of property and equipment	26	(4,524)	(5,067)	(4,082)	(4,690)
Amortisation of intangible assets	27	(696)	(602)	(670)	(587)
Personnel expenses	37	(34,593)	(34,378)	(31,745)	(31,679)
Operating expenses	12	(43,101)	(46,254)	(38,894)	(43,240)
<b>Profit before income tax</b>		<b>63,281</b>	<b>72,201</b>	<b>56,016</b>	<b>67,784</b>
Income tax expense	13(a)	(18,438)	(19,021)	(15,986)	(17,010)
<b>Profit after tax</b>		<b>44,843</b>	<b>53,180</b>	<b>40,030</b>	<b>50,774</b>
<b>Other comprehensive income:</b>					
<b>Items that will never be reclassified to profit or loss:</b>					
Fair value movements on equity instruments	21(b)	4,153	(2,390)	4,153	(2,390)
<b>Items that are or may be reclassified to profit or loss:</b>					
Foreign currency translation differences for foreign operations		26,053	(2,058)	-	-
<b>Other comprehensive income for the period, net of tax</b>		<b>30,206</b>	<b>(4,448)</b>	<b>4,153</b>	<b>(2,390)</b>
<b>Total comprehensive income for the period</b>		<b>75,049</b>	<b>48,732</b>	<b>44,183</b>	<b>48,384</b>
<b>Profit attributable to:</b>					
Equity holders of the parent		44,748	53,100	40,030	50,774
Non controlling interest		95	80	-	-
<b>Total comprehensive income attributable to:</b>					
Equity holders of the parent		74,770	48,754	44,183	48,384
Non-controlling interest		279	(22)	-	-
<b>Earnings per share:</b>					
Basic and diluted	14	143 k	169 k	128 k	162 k

# ZENITH BANK PLC

## Consolidated and Separate Statement of Profit or Loss and other Comprehensive Income for the Three Months Ended 30 June 2016

	Group		Bank	
For the three month ended 30 June (Unaudited) Note(s)	2016	2015	2016	2015
<b>In millions of Naira</b>				
<b>Gross earnings</b>	<b>115,377</b>	<b>115,760</b>	<b>103,572</b>	<b>111,177</b>
Interest and similar income	97,231	94,802	88,782	87,295
Interest and similar expense	(28,365)	(24,795)	(25,849)	(22,567)
<b>Net interest income</b>	<b>68,866</b>	<b>70,007</b>	<b>62,933</b>	<b>64,728</b>
Impairment loss on financial assets	(11,655)	(5,111)	(8,686)	(4,312)
Net interest income after impairment loss on financial assets	<b>57,211</b>	<b>64,896</b>	<b>54,247</b>	<b>60,416</b>
Fee and commission income	15,033	19,422	12,368	16,877
Trading income	1,029	6,564	916	6,564
Other income	2,084	(5,028)	1,506	441
Share of profit of associates	(48)	170	-	-
Depreciation of property and equipment	(2,272)	(2,845)	(2,043)	(2,659)
Amortisation of intangible assets	(355)	(382)	(342)	(375)
Personnel expenses	(17,708)	(18,920)	(16,335)	(17,528)
Operating expenses	(23,814)	(24,804)	(21,377)	(23,359)
<b>Profit before income tax</b>	<b>31,160</b>	<b>39,073</b>	<b>28,940</b>	<b>40,377</b>
Income tax expense	(12,890)	(13,573)	(11,790)	(12,665)
<b>Profit after tax</b>	<b>18,270</b>	<b>25,500</b>	<b>17,150</b>	<b>27,712</b>
<b>Other comprehensive income:</b>				
<b>Items that will never be reclassified to profit or loss:</b>				
Fair value movements on equity instruments	3,996	(2,815)	3,996	(2,815)
<b>Items that are or may be reclassified to profit or loss:</b>				
Foreign currency translation differences for foreign operations	26,063	(2,688)	-	-
<b>Other comprehensive income for the period, net of tax</b>	<b>30,059</b>	<b>(5,503)</b>	<b>3,996</b>	<b>(2,815)</b>
<b>Total comprehensive income for the period</b>	<b>48,329</b>	<b>19,997</b>	<b>21,146</b>	<b>24,897</b>
<b>Profit attributable to:</b>				
Equity holders of the parent	18,223	25,483	17,150	27,712
Non controlling interest	47	17	-	-
<b>Total comprehensive income attributable to:</b>				
Equity holders of the parent	48,099	20,035	21,146	24,897
Non-controlling interest	230	6	-	-
<b>Earnings per share:</b>				
Basic and diluted	14	143 k	81 k	89 k

# ZENITH BANK PLC

## Consolidated and Separate Statement of Financial Position as at 30 June 2016

In millions of Naira	Note(s)	Group		Bank	
		30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
<b>Assets</b>					
Cash and balances with central banks	15	627,156	761,561	598,723	735,946
Treasury bills	16	379,990	377,928	311,196	330,900
Assets pledged as collateral	17	277,862	265,051	277,862	264,320
Due from other banks	18	343,389	272,194	257,888	266,894
Derivative assets	19	34,943	8,481	34,943	8,481
Loans and advances	20	2,279,655	1,989,313	2,114,808	1,849,225
Investment securities	21	258,497	213,141	179,726	150,724
Investment in subsidiaries	22	-	-	33,003	33,003
Investment in associates	23	530	530	90	90
Deferred tax assets	24	7,026	5,607	6,354	5,131
Other assets	25	50,107	22,774	48,758	21,673
Property and equipment	26	94,090	87,022	85,812	81,187
Intangible assets	27	4,051	3,240	3,194	2,753
<b>Total assets</b>		<b>4,357,296</b>	<b>4,006,842</b>	<b>3,952,357</b>	<b>3,750,327</b>
<b>Liabilities</b>					
Customers' deposits	28	2,685,477	2,557,884	2,354,921	2,333,017
Derivative liabilities	33	3,562	384	3,562	384
Current income tax payable	13(a)	4,824	3,579	4,489	2,534
Deferred income tax liabilities	24	50	19	-	-
Other liabilities	29	196,881	205,062	193,311	212,636
On-lending facilities	30	344,883	286,881	344,883	286,881
Borrowings	31	358,789	258,862	366,634	268,111
Debt securities issued	32	142,091	99,818	142,091	99,818
<b>Total liabilities</b>		<b>3,736,557</b>	<b>3,412,489</b>	<b>3,409,891</b>	<b>3,203,381</b>
<b>Capital and reserves</b>					
Share capital	34	15,698	15,698	15,698	15,698
Share premium	35	255,047	255,047	255,047	255,047
Retained earnings	35	186,042	200,115	147,136	160,408
Other reserves	35	163,080	122,900	124,585	115,793
Attributable to equity holders of the parent		619,867	593,760	542,466	546,946
Non-controlling interest	35	872	593	-	-
<b>Total shareholders' equity</b>		<b>620,739</b>	<b>594,353</b>	<b>542,466</b>	<b>546,946</b>
<b>Total liabilities and equity</b>		<b>4,357,296</b>	<b>4,006,842</b>	<b>3,952,357</b>	<b>3,750,327</b>

The accompanying notes are an integral part of these consolidated and separate financial statements.

The financial statements were approved by the Board of Directors for issue on 27 July, 2016 and signed on its behalf by:

Jim Ovia (Chairman)  
FRC/2013/CIBN/00000002406

Peter Amangbo (Group Managing Director and Chief Executive)  
FRC/2013/ICAN/00000001310

Ebenezer Onyeagwu (Executive Director)  
FRC/2013/ICAN/00000003788

Stanley Amuchie (Chief Financial Officer)  
FRC/2013/MULTI/00000001063

# ZENITH BANK PLC

## Consolidated and Separate Statement of Changes in Equity as at 30 June 2016

### Group

In millions of Naira	Attributable to equity holders of the Bank									Non-controlling interest	Total equity
	Share capital	Share premium	Foreign currency translation reserve	Fair value reserve	Statutory reserve	SMIEIS reserve	Credit risk reserve	Retained earnings	Total		
<b>At 1 January 2015</b>	<b>15,698</b>	<b>255,047</b>	<b>(2,389)</b>	<b>6,066</b>	<b>78,267</b>	<b>3,729</b>	<b>12,272</b>	<b>183,396</b>	<b>552,086</b>	<b>552</b>	<b>552,638</b>
Profit for the period	-	-	-	-	7,616	-	-	45,484	53,100	80	53,180
Foreign currency translation differences	-	-	(1,956)	-	-	-	-	-	(1,956)	(102)	(2,058)
Fair value movements on equity instruments, net of tax	-	-	-	(2,390)	-	-	-	-	(2,390)	-	(2,390)
<b>Total comprehensive income for the period</b>	<b>-</b>	<b>-</b>	<b>(1,956)</b>	<b>(2,390)</b>	<b>7,616</b>	<b>-</b>	<b>-</b>	<b>45,484</b>	<b>48,754</b>	<b>(22)</b>	<b>48,732</b>
Transfer between reserves	-	-	-	-	333	-	(6,979)	6,646	-	-	-
Dividends	-	-	-	-	-	-	-	(54,944)	(54,944)	(40)	(54,984)
<b>At 30 June 2015</b>	<b>15,698</b>	<b>255,047</b>	<b>(4,345)</b>	<b>3,676</b>	<b>86,216</b>	<b>3,729</b>	<b>5,293</b>	<b>180,582</b>	<b>545,896</b>	<b>490</b>	<b>546,386</b>
At 1 January 2016	15,698	255,047	(1,701)	4,314	93,093	3,729	23,465	200,115	593,760	593	594,353
Profit for the period	-	-	-	-	6,005	-	-	38,743	44,748	95	44,843
Foreign currency translation differences	-	-	25,869	-	-	-	-	-	25,869	184	26,053
Fair value movements on equity instruments, net of tax	-	-	-	4,153	-	-	-	-	4,153	-	4,153
<b>Total comprehensive income for the period</b>	<b>-</b>	<b>-</b>	<b>25,869</b>	<b>4,153</b>	<b>6,005</b>	<b>-</b>	<b>-</b>	<b>38,743</b>	<b>74,770</b>	<b>279</b>	<b>75,049</b>
Transfer between reserves	-	-	-	-	-	-	4,153	(4,153)	-	-	-
Dividends	-	-	-	-	-	-	-	(48,663)	(48,663)	-	(48,663)
<b>At 30 June 2016</b>	<b>15,698</b>	<b>255,047</b>	<b>24,168</b>	<b>8,467</b>	<b>99,098</b>	<b>3,729</b>	<b>27,618</b>	<b>186,042</b>	<b>619,867</b>	<b>872</b>	<b>620,739</b>

# ZENITH BANK PLC

## Consolidated and Separate Statement of Changes in Equity as at 30 June 2016

Bank In millions of Naira	Share capital	Share premium	Fair value reserve	Statutory reserve	SMIEIS reserve	Credit risk reserve	Retained earnings	Total equity
<b>At 1 January 2015</b>	<b>15,698</b>	<b>255,047</b>	<b>6,066</b>	<b>71,582</b>	<b>3,729</b>	<b>10,243</b>	<b>150,342</b>	<b>512,707</b>
Profit for the period	-	-	-	7,616	-	-	43,158	50,774
Fair value movements on equity instruments, net of tax	-	-	(2,390)	-	-	-	-	(2,390)
<b>Total comprehensive income for the period</b>	-	-	<b>(2,390)</b>	<b>7,616</b>	-	-	<b>43,158</b>	<b>48,384</b>
Transfer between reserves	-	-	-	-	-	(7,881)	7,881	-
Dividend	-	-	-	-	-	-	(54,944)	(54,944)
<b>At 30 June 2015</b>	<b>15,698</b>	<b>255,047</b>	<b>3,676</b>	<b>79,198</b>	<b>3,729</b>	<b>2,362</b>	<b>146,437</b>	<b>506,147</b>
At 1 January 2016	15,698	255,047	4,314	86,400	3,729	21,350	160,408	546,946
Profit for the year period	-	-	-	6,005	-	-	34,025	40,030
Fair value movements on equity instruments, net of tax	-	-	4,153	-	-	-	-	4,153
<b>Total comprehensive income for the period</b>	-	-	<b>4,153</b>	<b>6,005</b>	-	-	<b>34,025</b>	<b>44,183</b>
Transfer between reserves	-	-	-	-	-	(1,366)	1,366	-
Dividends	-	-	-	-	-	-	(48,663)	(48,663)
<b>At 30 June 2016</b>	<b>15,698</b>	<b>255,047</b>	<b>8,467</b>	<b>92,405</b>	<b>3,729</b>	<b>19,984</b>	<b>147,136</b>	<b>542,466</b>

The accompanying notes are an integral part of these consolidated and separate financial statements.

# ZENITH BANK PLC

## Consolidated and Separate Statement of Cash Flows for the Period Ended 30 June 2016

In millions of Naira	Note(s)	Group		Bank	
		2016	2015	2016	2015
<b>Cash flows from operating activities</b>					
Profit after tax for the period		44,843	53,180	40,030	50,774
<b>Adjustments for:</b>					
Impairment loss					
On overdrafts	8	5,304	3,665	5,002	3,350
On term loans	8	8,616	3,546	5,823	3,052
On leases	8	41	(10)	41	(10)
On other assets	8	271	-	278	-
Fair value changes in trading bond	44(i)	272	(89)	272	(89)
Depreciation of property and equipment	26	4,524	5,067	4,082	4,690
Amortisation of intangible assets	27	696	602	670	587
Dividend income	11	(457)	(525)	(457)	(4,485)
Net revaluation loss on debt securities issued	32	42,272	6,707	42,272	6,707
Interest income	6	(181,408)	(176,223)	(165,629)	(160,081)
Interest expense	7	54,385	63,585	49,612	59,199
Share of profit of associates	23	-	(206)	-	-
Profit on sale of property and equipment	11	(73)	(11)	(59)	(4)
Gain on disposal of subsidiary and equity securities	11	-	(1,017)	-	(1,017)
Tax expenses	13	18,438	19,021	15,986	17,010
		(2,276)	(22,708)	(2,077)	(20,317)
<b>Changes in operating asset and liabilities:</b>					
Net increase in loans and advances	44(iv)	(289,956)	(182,866)	(258,651)	(190,930)
Net (increase)/decrease in other assets	25	(27,604)	(19,090)	(27,363)	(19,108)
Net (increase)/decrease in treasury bills with maturities greater than three months	44(ii)	83,717	(87,825)	84,172	(83,585)
Net (increase)/decrease in treasury bills (FVTPL)	44(iii)	3,331	-	3,331	-
Net increase in assets pledged as collateral	17	(12,811)	(87,332)	(13,542)	(85,681)
Net decrease in investment securities	44(i)	(41,591)	29,679	(25,120)	22,733
Net increase in restricted balances (cash reserves)	15	(89,999)	(39,820)	(89,852)	(39,728)
Net increase/(decrease) in customer deposits	44(v)	125,646	67,493	19,957	75,004
Net decrease in other liabilities	44(vi)	(7,092)	(31,994)	(18,236)	(7,015)
Net increase in derivative assets	19	(26,462)	(10,084)	(26,462)	(2,433)
Net decrease in derivative liabilities	33	3,178	(5,376)	3,178	(5,376)
		(281,919)	(389,923)	(350,665)	(356,436)
Interest received	44 (ix)	163,611	176,223	147,832	160,081
Dividend received	11	457	525	457	4,485
Interest paid	44 (x)	(52,438)	(63,585)	(47,665)	(59,199)
Tax paid	13	(18,813)	(21,450)	(15,254)	(17,520)
VAT paid	44(vi)	(1,089)	(1,082)	(1,089)	(1,082)
<b>Net cash flows used in operations</b>		<b>(190,191)</b>	<b>(299,292)</b>	<b>(266,384)</b>	<b>(269,671)</b>

# ZENITH BANK PLC

## Consolidated and Separate Statement of Cash Flows for the Period Ended 30 June 2016

		Group		Bank	
In millions of Naira					
For the six month ended 30 June	Note(s)	2016	2015	2016	2015
<b>Cash flows from investing activities</b>					
Purchase of property and equipment	26	(10,691)	(6,369)	(8,790)	(4,915)
Proceeds from sale of property and equipment	44(viii)	133	64	119	57
Purchase of intangible assets	27	(1,480)	(667)	(1,089)	(665)
Proceeds from sale of equity securities	44(xii)	681	1,876	-	1,876
<b>Net cash (Used in)/from investing activities</b>		<b>(11,357)</b>	<b>(5,096)</b>	<b>(9,760)</b>	<b>(3,647)</b>
<b>Cash flows from financing activities</b>					
Borrowed funds					
Inflow from long term borrowing	31	106,051	87,557	104,647	87,557
Repayment of long term borrowing	31	(6,124)	(19,438)	(6,124)	(19,438)
Net inflow from On-lending facilities	30	58,002	33,909	58,002	33,909
Dividends paid to shareholders	40	(48,663)	(54,944)	(48,663)	(54,944)
<b>Net cash from financing activities</b>		<b>109,266</b>	<b>47,084</b>	<b>107,862</b>	<b>47,084</b>
<b>(Decrease)/Increase in cash and cash equivalents</b>		<b>(92,282)</b>	<b>(257,304)</b>	<b>(168,282)</b>	<b>(226,234)</b>
<b>Analysis of changes in cash and cash equivalents :</b>					
Cash and cash equivalent at the start		709,714	965,723	663,375	871,853
(Decrease)/Increase in cash and cash equivalents		(92,282)	(257,304)	(168,282)	(226,234)
Effect of exchange rate movement on cash balances		28,183	(2,833)	-	-
<b>Cash and cash equivalents at end of the year</b>	41	<b>645,615</b>	<b>705,586</b>	<b>495,093</b>	<b>645,619</b>

The accompanying notes are an integral part of these consolidated and separate financial statements.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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### 1.1 General information

Zenith Bank Plc (the "Bank") was incorporated in Nigeria under the Companies and Allied Matters Act as a private limited liability company on May 30, 1990. It was granted a banking licence in June 1990, to carry on the business of commercial banking and commenced business on 16 June 1990. The Bank was converted into a Public Limited Liability Company on May 20, 2004. The Bank's shares were listed on October 21, 2004 on the Nigerian Stock Exchange.

The principal activity of the Bank is the provision of banking and other financial services to corporate and individual customers. Such services include granting of loans and advances, corporate finance and money market activities.

The Bank has five subsidiary companies namely, Zenith Bank (Ghana) Limited, Zenith Pension Custodian Limited, Zenith Bank (UK) Limited, Zenith Bank (Sierra Leone) Limited, and Zenith Bank (Gambia) Limited.

The consolidated interim financial statements for the period ended 30 June 2016 comprise the Bank and its subsidiaries (together referred to as "the Group" and individually as "Group entities") and the Group's interest in associates. The separate interim financial statements comprise the Bank. The consolidated and separate interim financial statements for the period ended 30 June 2016 were approved for issue by the Board of Directors on 27 July 2016.

The Group does not have any unconsolidated structured entity.

### 2.0 (a) Changes in accounting policies

Except as noted below, the Group has consistently applied the accounting policies as set out in Note 2(b) to all periods presented in these consolidated and separate interim financial statements.

The Group has adopted the following new standards and amendments including any consequential amendments to other standards with initial date of application of 1 January 2016.

#### (i) Disclosure initiative (Amendments to IAS 1),

The amendments provide additional guidance on the application of materiality and aggregation when preparing financial statements. The amendments also clarify presentation principles applicable to of the order of notes, OCI of equity accounted investees and subtotals presented in the statement of financial position, and statement of profit or loss and other comprehensive income.

The Group have adopted the amendments in the preparation of these interim financial statements, however, the amendments did not have any material impact on the Group's interim financial statements.

### (b) Significant accounting policies

Except as noted in Note 2(a), the Group has consistently applied the following accounting policies to all periods presented in these consolidated and separate interim financial statements, unless otherwise stated.

### 2.1 Basis of preparation

#### (a). Statement of compliance

The interim financial statements are prepared in accordance with International Accounting standards (IAS 34 - Interim Financial Reporting) as issued by the International Accounting Standard Board (IASB) and in the manner required by the Companies and Allied Matters Act of Nigeria, the Financial Reporting Council of Nigeria Act, 2011, the Banks and other Financial Institutions Act of Nigeria, and relevant Central Bank of Nigeria circulars.

#### (b). Basis of measurement

The interim financial statements have been prepared under the historical cost convention as modified by the measurement of certain financial assets and financial liabilities held at fair value.



# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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### (c). Use of estimates and judgements

The preparation of financial statements in conformity with IFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Group's accounting policies. The areas involving a higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the consolidated and separate interim financial statements are disclosed in Note 4.

### 2.2 New standards, interpretations and amendments to existing standards that are not yet effective

#### IFRS 9 early adoption

IFRS 9, Financial Instruments (amended November 2013), which is available for early adoption has been early adopted by the group in the preparation of these financial statement as permitted by the standard.

A number of new standards, amendments to standards and interpretations are effective for annual periods beginning after 1 January 2016, and have not been applied in preparing these consolidated and separate financial statements.

The Group plans to adopt these standards at their respective effective dates. Management is in the process of assessing the impact of these standards on the Group.

#### (i) IFRS 9, Financial Instruments (Revised)

On 24 July 2014, the IASB issued the final IFRS 9 Financial Instruments Standard, which replaces earlier versions of IFRS 9 and completes the IASB's project to replace IAS 39 Financial Instruments: Recognition and Measurement.

This standard will probably have a significant impact on the Group, which will include changes in the measurement bases of the Group's financial assets to amortised cost, fair value through other comprehensive income or fair value through profit or loss. Even though these measurement categories are similar to IAS 39, the criteria for classification into these categories are significantly different. In addition, the IFRS 9 impairment model has been changed from an "incurred loss" model from IAS 39 to an "expected credit loss" model, which is expected to increase the impairment allowance for credit losses recognised in the Group.

The amendments apply retrospectively. IFRS 9 allows users who have early adopted the first version of The Revised IFRS 9 to continue the adoption. The Group is therefore continuing with the early adoption of the initial IFRS 9 and will fully adopt the revised IFRS 9 for the year ending 31 December 2018.

#### (ii) IFRS 15: Revenue from contracts with customers

This standard replaces IAS 11 Construction Contracts, IAS 18 Revenue, IFRIC 13 Customer Loyalty Programmes, IFRIC 15 Agreements for the Construction of Real Estate, IFRIC 18 Transfer of Assets from Customers and SIC-31 Revenue – Barter of Transactions Involving Advertising Services.

The standard contains a single model that applies to contracts with customers and two approaches to recognising revenue: at a point in time or over time. The model features a contract-based five-step analysis of transactions to determine whether, how much and when revenue is recognised.

This new standard is not expected to have a significant impact on the Group. The Group is currently in the process of performing a more detailed assessment of the impact of this standard on the Group and will provide more information in the year ending December 2016.

The Group will adopt the amendments for the year ending 31 December 2018.

#### (vi) IFRS 16: Leases

This standard sets out the principles for the recognition, measurement, presentation and disclosure of leases for both parties to a contract, i.e the customer ('lessee') and the supplier ('lessor'). IFRS 16 eliminates the classification of leases as required by IAS 17 and introduces a single lease accounting model. Applying that model, a lessee is required to recognise:

assets and liabilities for leases with a term of more than 12 months, unless the underlying assets is of low value;

depreciation of lease assets separately from interest on lease liabilities in profit or loss

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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For the lessor, IFRS 16 substantially carries forward the lessor accounting requirements in IAS 17. Accordingly, a lessor continues to classify its leases or finance leases, and to account for these two types of leasers differently.

The Group is currently in the process of assessing the impact that the initial application would have on its business and will adopt the standard for the year ending 31 December 2019.

### 2.3 Basis of Consolidation

#### (a) Subsidiaries

Subsidiaries are entities controlled by the Group. The Group controls an entity if it is exposed to, or has the rights to variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. The Group reassesses whether it has control if there are changes to one or more elements of control. This includes circumstances in which protective rights held become substantive and lead to the Group having control over an investee.

The financial statements of subsidiaries are consolidated from the date the Group acquires control, up to the date that such effective control ceases.

Changes in the Group's interest in a subsidiary that do not result in a loss of control are accounted for as equity transactions (transactions with owners). When the proportion of the equity held by NCIs changes, the carrying amounts of the controlling and NCIs are adjusted to reflect the changes in their relative interests in the Subsidiary. Any difference between the amount by which the non-controlling interest is adjusted and the fair value of the consideration paid or received is recognised directly in equity and attributed to the Group.

Inter-company transactions, balances and unrealised gains on transactions between companies within the Group are eliminated on consolidation. Unrealised losses are also eliminated in the same manner as unrealised gains, but only to the extent that there is no evidence of impairment. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

In the separate financial statements, investments in subsidiaries is measured at cost.

#### (b) Loss of Control

On loss of control, the Group derecognises the assets and liabilities of the subsidiary, any related non-controlling interests and the other components of equity relating to a subsidiary. Any surplus or deficit arising on the loss of control is recognised in profit or loss. If the Group retains any interest in the previous subsidiary, then such interest is measured at fair value at the date that control is lost. Subsequently, that retained interest is accounted for as an equity-accounted investee or as an available-for-sale financial asset depending on the level of influence retained.

#### (c) Associates

Associates are all entities over which the Group has significant influence but not control, generally accompanying a shareholding of between 20% and 50% of the voting rights. Investments in associates are accounted for using the equity method of accounting and are initially recognised at cost. The Group's investment in associates includes goodwill identified on acquisition, net of any accumulated impairment loss.

The Group's share of its associates' post-acquisition profits or losses is recognised in profit or loss, and its share of post-acquisition movements in reserves is recognised in reserves. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. When the Group's share of losses in an associate equals or exceeds its interest in the associate, including any other unsecured receivables, the Group does not recognise further losses, unless it has incurred obligations or made payments on behalf of the associate.

Unrealised gains on transactions between the Group and its associates are eliminated to the extent of the Group's interest in the associates. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred. Accounting policies of associates have been changed where necessary to ensure consistency with the policies adopted by the Group. Dilution gains and losses arising in investments in associates are recognised in profit or loss.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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### (d) Non-controlling interests

Non-controlling interests are measured at their proportionate share of the acquiree's identifiable net assets at the acquisition date. Changes in the Group's interest in a subsidiary that do not result in a loss of control are accounted for as equity transactions.

### 2.4 Translation of foreign currencies

#### Foreign currency transactions and balances

##### (a) Functional and presentation currency

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates (functional currency). The parent entity's functional currency (Nigerian Naira) is adopted as the presentation currency for the consolidated financial statements. Except as otherwise indicated, financial information presented in Naira has been rounded to the nearest million.

##### (b) Group companies

The results and financial position of all the Group entities (none of which has the currency of a hyper-inflationary economy) that have a functional currency different from the presentation currency are translated into the presentation currency as follows:

- (i) assets and liabilities for statement of financial position presented are translated at the closing rate at the reporting date;
- (ii) income and expenses for each statement of profit or loss and other comprehensive income are translated at average exchange rates (unless this average is not a reasonable approximation of the cumulative effect of the rates prevailing on the transaction dates, in which case income and expenses are translated at the rate on the dates of the transactions); and
- (iii) all resulting exchange differences are recognised in other comprehensive income and presented within equity as foreign currency translation reserves.

On the disposal of a foreign operation, the Group recognises in profit or loss the cumulative amount of exchange differences relating to that foreign operation. When a subsidiary that includes a foreign operation is partially disposed of or sold, the Group re-attributes the proportionate share of the cumulative amount of the exchange differences recognised in other comprehensive income to the non-controlling interests in that foreign operation. In the case of any other partial disposal of a foreign operation, the Group reclassifies to profit or loss only the proportionate share of the cumulative amount of exchange differences recognised in other comprehensive income.

Goodwill and fair value adjustments arising on the acquisition of a foreign entity are treated as assets and liabilities of the foreign entity and translated at the closing rate at the reporting date.

##### (c) Transactions and balances

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions or valuation where items are re-measured. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at period-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in profit or loss.

Non-monetary assets and liabilities denominated in foreign currencies that are measured at historical cost are translated to the functional currency using the exchange rate at the transaction date, and those measured at fair value are translated to the functional currency at the exchange rate at the date that the fair value was determined and are recognised in the profit or loss. Exchange differences on non-monetary assets are accounted for based on the classification of the underlying items.

Translation differences on equities measured at fair value through other comprehensive income are included in other comprehensive income and transferred to the revaluation reserve in equity.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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Foreign currency gains and losses on intra-group loans are recognised in profit or loss unless settlement of the loan is neither planned nor likely to occur in the foreseeable future, in which case the foreign currency gains and losses are initially recognised in the foreign currency translation reserve in the consolidated financial statements. Those gains and losses are recognised in profit or loss at the earlier of settling the loan or at the time at which the foreign operation is disposed.

### 2.5 Cash and cash equivalents

For the purposes of the statement of cash flow, cash and cash equivalents comprise balances with original maturities of three (3) months or less than three months from the date of acquisition that are subject to an insignificant risk of changes in their fair value, and are used by the Group in the management of its short-term commitments. They include cash and non-restricted balances with central banks, treasury bills and other eligible bills, amounts due from other banks and short-term government securities.

### 2.6 Financial instruments

#### (a) Initial recognition and measurement

Financial instruments are recognised initially when the Group becomes a party to the contractual provisions of the instruments.

Regular way purchases of financial assets are accounted for at settlement date.

Financial instruments carried at fair value through profit or loss are initially recognised at fair value with transaction costs, which are directly attributable to the acquisition or issue of the financial instruments, being recognised immediately through profit or loss. Financial instruments that are not carried at fair value through profit or loss are initially measured at fair value plus transaction costs that are directly attributable to the acquisition or issue of the financial instruments.

Financial instruments are recognised or de-recognised on the date the Group commits to purchase or sell the instruments (trade day accounting).

#### (b) Subsequent measurement

Subsequent to initial measurement, financial instruments are measured either at amortised cost or fair value depending on their classification category.

#### (c) Classification

##### (i) Financial assets

The Group classifies its financial assets as subsequently measured at amortised cost or fair value.

A financial asset is subsequently measured at amortised cost if it is held within a business model whose objective is to hold assets in order to collect contractual cash flows and the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding. Interest in this context is consideration for the time value of money and for the credit risk associated with the principal amount outstanding during a particular period of time. Interest income is recognised in interest and similar income in profit or loss.

The following instruments have been measured at amortised cost;

- Loans and advances
- Treasury bills and investment securities.

All other financial assets are subsequently measured at fair value. Financial assets which meet the requirement for measurement at amortised cost may also be designated as measured at fair value through profit or loss if doing so eliminates or significantly reduces a measurement or recognition inconsistency (accounting mismatch). Gains and losses arising from changes in the fair value of financial assets subsequently measured at fair value are recognised in profit or loss ("FVTPL"), except where the Group irrevocably elect to present in other comprehensive income fair value gains and losses arising on investments in equity instruments which are not held for trading but for strategic purposes ("Fair value through OCI"). Gains and losses recognised directly in other comprehensive income are not subsequently transferred to profit or loss on disposal of the equity instrument.

The following instruments have been measured at fair value through profit or loss, or other comprehensive income:

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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- Financial guarantees measured at fair value through profit or loss.
- Equity securities measured at fair value through other comprehensive income.
- Trading debt securities measured at fair value through profit or loss.
- Derivatives held for risk management purposes.

Financial liabilities consist of financial liabilities at fair value through profit or loss and other financial liabilities measured at amortised cost.

Financial liabilities that are not classified at fair value through profit or loss are measured at amortised cost. Interest expense is recognised in interest and similar expense in the profit or loss. The financial liabilities that are carried at amortised cost are customers' deposits, on-lending facilities, borrowings and debt securities issued.

Derivatives liabilities have been classified as fair value through profit or loss at the reporting date.

### **(iii) Financial guarantees contracts**

A financial guarantee contract is a contract that requires the Group (issuer) to make specified payments to reimburse the holder for a loss it incurs because a specified debtor fails to make payment when due in accordance with the original or modified terms of a debt instrument.

Financial guarantee liabilities are initially recognised at fair value, which is generally equal to the premium received, and then amortised over the life of the financial guarantee. Subsequent to initial recognition, the financial guarantee liability is measured at the higher of the present value of any expected payment, when a payment under the guarantee has become probable, and the unamortised premium.

The Group conducts business involving commitments to customers. The majority of these facilities are set-off by corresponding obligations of third parties. Contingent liabilities and commitments comprise usance lines and letters of credit.

Usance and letters of credit are agreements to lend to a customer in the future subject to certain conditions. An acceptance is an undertaking by a bank to pay a bill of exchange drawn on a customer.

Letters of credit are given as security to support the performance of a customer to third parties. As the Group will only be required to meet these obligations in the event of the Customer's default, the cash requirements of these instruments are expected to be considerably below their nominal amounts.

Contingent liabilities and commitments are initially recognized at fair value which is also generally equal to the fees received and amortized over the life of the commitment. The carrying amount of contingent liabilities are subsequently measured at the higher of the present value of any expected payment, when a payment under the contingent liability has become probable and the unamortised fee.

### **(iv) Debt securities issued**

Debt securities issued are the Group's sources of debt funding. Debt securities issued are initially measured at fair value plus transaction costs, and subsequently measured at their amortised cost using the effective interest method.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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### (d) Derecognition

#### (i) Financial assets

Financial assets are de-recognised when the contractual rights to receive the cash flows from the assets have expired or the Group has transferred the financial asset in a transaction in which substantially all the risks and rewards of ownership of the financial assets are transferred or which the Group neither retains substantially all the risks and rewards of ownership and it does not retain control of the financial assets. Any interest in transferred financial assets that qualify for de-recognition that is created or retained by the Group is recognised as a separate asset or liability in the statement of financial position. On de-recognition of a financial asset, the difference between the carrying amount of the asset (or the carrying amount allocated to the portion of the asset transferred), and consideration received (including any new asset obtained less any new liability assumed) is recognised in profit or loss.

The Group enters into transactions whereby it transfers assets recognised in the statement of financial position, but retains either all or substantially all of the risks and rewards of the transferred assets or a portion of them. If all or substantially all risks and rewards are retained, then the transferred assets are not de-recognised. Transfers of assets with retention of all or substantially all risks and rewards include, for example, securities lending and repurchase transactions.

In transactions in which the Group neither retains nor transfers substantially all the risks and rewards of ownership of a financial asset and it retains control over the asset, the Group continues to recognise the asset to the extent of its continuing involvement, determined by the extent to which it is exposed to changes in the value of the transferred asset.

#### (ii) Financial liabilities

The Group derecognises a financial liability when its contractual obligations are discharged, cancelled or expired.

### (e) Offsetting

The Group has applied the right of set off if it is available at the reporting date.

The Group also complied with the legally enforceable criterion by ensuring that the laws governing contracts give backing (support) to the right to set off financial assets and financial liabilities where applicable.

Finally, the Group's settlement process consists of settlement of financial assets and liabilities on a net basis, therefore, a single net amount is reported in the financial statements.

Income and expenses are presented on a net basis only when permitted under IFRS, or for gains and losses arising from a group of similar transactions. Gains and loss are presented separately if they are material.

### (f) Amortised cost measurement

The amortised cost of a financial asset or liability is the amount at which the financial asset or liability is measured at initial recognition, minus principal repayments, plus or minus the cumulative amortisation using the effective interest rate method of any difference between the initial amount recognised and the maturity amount, minus any reduction for impairment.

### (g) Fair value measurement

'Fair value' is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or, in its absence, the most advantageous market to which the Group has access at that date. The fair value of a liability reflects its non performance risk.

The best evidence of the fair value of a financial instrument at initial recognition is the transaction price – i.e. the fair value of the consideration given or received. However, in some cases the initial estimate of fair value of a financial instrument on initial recognition may be different from its transaction price. If this estimated fair value is evidenced by comparison with other observable current market transactions in the same instrument (without modification or repackaging) or based on a valuation technique whose variables include only data from observable markets, then the difference is recognised in profit or loss on initial recognition of the instrument. In other cases, the fair value at initial recognition is considered to be the transaction price and the difference is not recognised in profit or loss immediately but is recognised over the life of the instrument on an appropriate basis or when the instrument is redeemed, transferred or sold, or the fair value becomes observable.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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If an asset or a liability measured at fair value has a bid price and an ask price, then the Group measures assets and long positions at a bid price and liabilities and short positions at an ask price. Where the Bank has positions with offsetting risks, mid market prices are used to measure the offsetting risk positions and a bid or ask price adjustment is applied only to the net open position as appropriate.

The fair value of a demand deposit is not less than the amount payable on demand, discounted from the first date on which the amount could be required to be paid.

The Group recognises transfers between levels of the fair value hierarchy as of the end of the reporting period during which the change has occurred.

Subsequent to initial recognition, the fair value of a financial instrument is based on quoted market prices or dealer price quotation for financial instruments. If a market for a financial instrument is not active, then the Group establishes fair value using a valuation technique. Valuation techniques include using recent arm's length transactions between knowledgeable, willing parties (if available), reference to the current fair value of other instruments that are substantially the same, discounted cash flow analyses and option pricing models. The chosen valuation technique makes maximum use of market inputs, relies as little as possible on estimates specific to the Group, incorporates all factors that market participants would consider in setting a price, and is consistent with accepted economic methodologies for pricing financial instruments. Inputs into valuation techniques reasonably represent market expectations and measures of the risk-return factors inherent in the financial instrument.

See note 3.5 on fair valuation methods and assumptions.

### **(h) Assets pledged as collateral**

Financial assets transferred to external parties that do not qualify for de-recognition are reclassified in the statement of financial position from treasury bills and investment securities to assets pledged as collateral, if the transferee has received the right to sell or re-pledge them in the event of default from agreed terms. Initial recognition of assets pledged as collateral is at fair value, whilst subsequently measured at amortized cost or fair value as appropriate. These transactions are performed in accordance with the usual terms of securities lending and borrowing.

### **(i) Assets under repurchase agreement**

Assets under repurchase agreement are transactions in which the Group sells a security and simultaneously agrees to repurchase it (or an asset that is substantially the same) at a fixed price on a future date. The Group continues to recognise the securities in their entirety in the statement of financial position because it retains substantially all of the risks and rewards of ownership. The cash consideration received is recognised as a financial asset and a financial liability is recognised for the obligation to pay the repurchase price. Because the Group sells the contractual rights to the cash flows of the securities, it does not have the ability to use the transferred assets during the term of the arrangement.

## **2.7 Derivative instruments**

The Group recognizes the derivative instruments on the statement of financial position at their fair value. At inception, the Group designates the derivative as:

- (a) derivative held for risk management purposes, or
- (b) an instrument that is held for trading or non-hedging purposes (a "trading" or "non-hedging" instrument).

### **(a) Derivatives held for risk management purposes and hedge accounting**

Derivatives held for risk management purposes include all derivative assets and liabilities that are not classified as trading assets or liabilities. Derivatives held for risk management purposes are measured at fair value in the statement of financial position

### **(b) Trading or non-hedging derivatives assets and liabilities**

Trading or non-hedging derivatives assets and liabilities are those derivative assets and liabilities such as swaps and forward contracts that the Group acquires or incurs for the purpose of selling or purchasing in the near term, or holds as part of a portfolio that is managed together for short-term profit or position taking.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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Non-hedging derivative assets and liabilities are initially recognized and subsequently measured at fair value in the statement of financial position. All changes in fair value are recognized as part of net trading income in profit or loss. Non-hedging derivative assets and liabilities are not reclassified subsequent to their initial recognition.

### 2.8 Impairment

#### (a) Impairment of Financial Assets carried at amortised cost

The Group assesses at each reporting date whether there is objective evidence that a financial asset or group of financial assets not carried at fair value through profit or loss is impaired. A financial asset or a group of financial assets is impaired and impairment losses are incurred only if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset (a 'loss event') and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated.

The criteria that the Group uses to determine that there is objective evidence of an impairment loss include:

- (i) Delinquency in contractual payments of principal or interest;
- (ii) Cash flow difficulties experienced by the borrower (for example, equity ratio, net income percentage of sales);
- (iii) Breach of loan covenants or conditions;
- (iv) Initiation of bankruptcy proceedings;
- (v) Deterioration of the borrower's competitive position;
- (vi) Deterioration in the value of collateral; and
- (vii) Downgrading below investment grade level.

The Group first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, and individually or collectively for financial assets that are not individually significant. If the Group determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognised are not included in a collective assessment of impairment.

The amount of impairment loss for financial assets carried at amortised cost is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred) discounted at the financial asset's original effective interest rate. The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognised in profit or loss. If a financial instrument has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract.

The calculation of the present value of the estimated future cash flows of a collateralised financial asset reflects the cash flows that may result from foreclosure less costs for obtaining and selling the collateral, whether or not foreclosure is probable.

For the purposes of a collective evaluation of impairment, financial assets are grouped on the basis of similar credit risk characteristics (i.e. on the basis of the Group's grading process that considers asset type, industry, geographical location, collateral type, past-due status and other relevant factors). Those characteristics are relevant to the estimation of future cash flows for groups of such assets by being indicative of the debtors' ability to pay all amounts due according to the contractual terms of the assets being evaluated.

Future cash flows in a group of financial assets that are collectively evaluated for impairment are estimated on the basis of the contractual cash flows of the assets in the group and historical loss experience for assets with credit risk characteristics similar to those in the group. Historical loss experience is adjusted on the basis of current observable data to reflect the effects of current conditions that did not affect the period on which the historical loss experience is based and to remove the effects of conditions in the historical period that do not currently exist.

Estimates of changes in future cash flows for groups of assets are reflected and directionally consistent with changes in related observable data from period to period (for example, changes in unemployment rates, property prices, payment status, or other factors indicative of changes in the probability of losses in the group and their magnitude). The methodology and assumptions used for estimating future cash flows are reviewed regularly by the Group to reduce any differences between loss estimates and actual loss experience.



# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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When a loan is uncollectible, it is written off against the related provision for loan impairment. Such loans are written off after all the necessary procedures including regulatory appraisal where necessary have been completed and the amount of the loss has been determined.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised (such as an improvement in the debtor's credit rating), the previously recognised impairment loss is reversed by adjusting the allowance account. The amount of the reversal is recognised in profit or loss under impairment charge for credit losses.

Amount reported as other financial assets are tested for impairment on an individual basis at the reporting date. In testing for impairment, the Group assess whether there is objective evidence that a loss event has occur. If it is established that a loss event has occurred and the loss event has an impact on the recoverable amount of the asset, an impairment charge is taken against the asset carrying amount.

### **(b) Impairment of non-financial assets**

The carrying amounts of the Group's non-financial assets, other than deferred tax assets, are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated. For intangible assets that have indefinite useful lives or that are not yet available for use, the recoverable amount is estimated each period at the same time.

An impairment loss is recognised if the carrying amount of an asset or its Cash Generating Unit (CGU) exceeds its estimated recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset or CGU. For the purposes of assessing impairment, assets that cannot be tested individually are grouped together into the smallest group of assets that generates cash inflows from continuing use that are largely independent of the cash flows of other assets or CGU.

The Group's corporate assets do not generate separate cash inflows and are utilised by more than one CGU. Corporate assets are allocated to CGUs on a reasonable and consistent basis and tested for impairment as part of the testing of the CGU to which the corporate asset is allocated.

Impairment losses are recognised in profit or loss. Impairment losses in respect of CGUs are allocated first to reduce the carrying amount of any goodwill allocated to the CGU (group of CGUs) and then to reduce the carrying amount of the other assets in the CGU (group of CGUs) on a pro rata basis.

Impairment losses recognised in prior periods are assessed at each reporting date for any indications that the loss has decreased or no longer exists. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised. An impairment loss in respect of goodwill is not reversed.

### **2.9 Reclassification of financial instruments**

Reclassifications are made at fair value as of the reclassification date. Fair value becomes the new cost or amortised cost as applicable, and no reversals of fair value gains or losses recorded before reclassification date are subsequently made. Effective interest rates for financial assets reclassified to loans and receivables and held-to-maturity categories are determined at the reclassification date. Further increases in estimates of cash flows adjust effective interest rates prospectively.

The Group may reclassify a financial instrument when its intentions and the characteristics of the financial instrument changes.

### **2.10 Restructuring of financial instruments**

Financial instruments are restructured when the contractual terms are renegotiated or modified or an existing financial instrument is replaced with a new one due to financial difficulties of the borrower. Restructured loans represent loans whose repayment periods have been extended due to changes in the business dynamics of the borrowers. For such loans, the borrowers are expected to pay the principal amounts in full within extended repayment period and all interest, including interest for the original and extended terms.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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The Group grants no principal waiver, interest waiver and interest rate concession on financial asset. The expected cashflows arising from the modified financial asset are included in calculating the cash shortfalls from the existing assets.

### 2.11 Collateral

The Group obtains collateral where appropriate, from customers to manage their credit risk exposure to the customers. The collateral normally takes the form of a lien over the customer's assets and gives the Group a claim on these assets for customers in the event that the customer defaults.

The Group may also use other credit instruments, such as derivative contracts in order to reduce their credit risk.

Collateral received in the form of securities is not recorded on the statement of financial position. Collateral received in the form of cash is recorded on the statement of financial position with a corresponding liability see note 3.2.7(a)(i).

### 2.12 Property and equipment

Property and equipment are stated at historical cost less accumulated depreciation and accumulated impairment losses. Historical cost includes expenditure that is directly attributable to the acquisition of the items. Where significant parts of an item of property and equipment have different useful lives, they are accounted for as separate items (major components) of property and equipment.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repairs and maintenance are charged to profit or loss during the financial year in which they are incurred.

Property and equipment are depreciated on the straight line basis to their residual values over the estimated useful lives of the assets. The assets' residual values and useful lives are reviewed, and adjusted if appropriate at each reporting date and the depreciation method is reviewed at each financial year end. Leasehold land and buildings are depreciated over the period of the lease or over such lesser period as is considered appropriate.

Depreciation is calculated on a straight line basis to write down the cost of property and equipment to their residual values over their estimated useful lives as follows:

#### Item

Leasehold land	Over the remaining lease period
Motor vehicles	4 years
Office equipment	5 years
Furniture and fittings	5 years
Computer hardware and equipment	3 years
Buildings	50 years
Leasehold improvement	Over the remaining lease period

Depreciation is included in profit or loss.

Work in progress consists of items of property and equipment that are not yet available for use. Work in progress is carried at cost less any required impairment. Depreciation starts when assets are available for use. An impairment loss is recognised if the asset's recoverable amount is less than cost. The asset is reviewed for impairment when events or changes in circumstances indicate that the carrying amount may not be recoverable. Once the items are available for use, they are transferred to relevant classes of property and equipment as appropriate.

Property and equipment are derecognized on disposal, or when no future economic benefits are expected from their use or disposal

Gains and losses on disposal are determined by comparing proceeds with carrying amount. These are included in profit or loss.

Depreciation methods, useful lives and residual values are reassessed at each reporting date and adjusted if appropriate.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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### Borrowing Costs

Borrowing costs that are directly attributable to the acquisition or construction of a qualifying asset is capitalized as part of the cost of the asset. Other borrowings, which the group undertakes in the normal course of business are expensed in the period which it is incurred.

### 2.13 Intangible assets

#### (a) Computer software

Software not integral to the related hardware acquired by the Group is stated at cost less accumulated amortisation and accumulated impairment losses.

Costs associated with maintaining computer software programmes are recognised as an expense as incurred. Development costs that are directly attributable to the design and testing of identifiable and unique software products controlled by the Group, are recognised as intangible assets when the following criteria are met:

- (i) it is technically feasible to complete the software product so that it will be available for use;
- (ii) management intends to complete the software product and use or sell it;
- (iii) there is an ability to use or sell the software product;
- (iv) it can be demonstrated how the software product will generate probable future economic benefits;
- (v) adequate technical, financial and other resources to complete the development and to use or sell the software product are available; and
- (vi) the expenditure attributable to the software product during its development can be reliably measured.

Subsequent expenditure on computer software is capitalised only when it increases the future economic benefits embodied in the specific asset to which it relates.

Amortisation is recognised in profit or loss on a straight-line basis over the estimated useful life of the software, from the date that the asset is available for use since this most closely reflects the expected pattern of consumption of the future economic benefits embodied in the asset. The estimated useful life for computer software is 5 years.

Amortisation methods, useful lives and residual values are reviewed at each financial period-end and adjusted if appropriate.

Intangible assets are derecognized on disposal or when no future economic benefits are expected from their use or disposal.

### 2.14 Leases

#### (a) A Group company is the lessee

Leases, where the Group assumes substantially all the risks and rewards of ownership, are classified as finance leases. Finance leases are capitalised at the inception of the lease at the lower of the fair value of the leased asset and the present value of the minimum lease payments. Lease payments are separated using the interest rate implicit in the lease to identify the finance cost, which is charged against income over the lease period, and the capital repayment, which reduces the liability to the lessor.

Leases of assets are classified as operating leases if the lessor effectively retains all the risks and rewards of ownership. Payments made under operating leases, net of any incentives received from the lessor, are charged to profit or loss on a straight-line basis over the period of the lease. When an operating lease is terminated before the lease period has expired, any payment required to be made to the lessor by way of penalty is recognised as an expense in the period in which termination takes place.

#### (b) A Group company is the lessor

Lease and instalment sale contracts are primarily financing transactions in banking activities, with rentals and instalments receivable, less unearned finance charges, being included in Loans and advances to customers in the statement of financial position.

Finance charges earned are computed using the effective interest method which reflects a constant periodic return on the investment in the finance lease. Initial direct costs paid are capitalised to the value of the lease amount receivable and accounted for over the lease term as an adjustment to the effective rate of return.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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Leases of assets under which the Group effectively retains all the risks and rewards of ownership are classified as operating leases. Receipts of operating leases are accounted for as income on the straight-line basis over the period of the lease. When an operating lease is terminated before the lease period has expired, any payment required by the lessee by way of penalty is recognised as income in the period in which termination takes place.

### 2.15 Provisions

Provisions are recognised when the Group has a present legal or constructive obligation as a result of past events and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the amount of the obligation can be made. Provisions are determined by discounting the expected future cash flows using a pre-tax discount rate that reflects current market assessments of the time value of money and, where appropriate, the risks specific to the liability.

A provision for restructuring is recognised when the Group has approved a detailed formal plan, and the restructuring either has commenced or has been announced publicly. Future operating costs or losses are not provided for. A provision for onerous contracts is recognised when the expected benefits to be derived by the Group from a contract are lower than the unavoidable cost of meeting its obligations under the contract. The provision is measured at the present value of the lower of the expected cost of terminating the contract and the expected net cost of continuing with the contract. Before a provision is established, the Group recognises any impairment loss on the assets associated with that contract.

Contingent liabilities are possible obligations that arise from past events whose existence will be confirmed only by the occurrence, or non-occurrence, of one or more uncertain future events not wholly within the Group's control. Contingent liabilities are not recognised in the financial statements but are disclosed in the notes to the financial statements.

The Group recognises liability for a levy not earlier than when the activity that triggers payment occurs. Also, the Group accrues liability on levy progressively only if the activity that triggers payment occurs over a period of time. However, for a levy that is triggered upon reaching a minimum threshold, no liability is recognised before the specified minimum threshold is reached.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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### 2.16 Employee benefits

#### (a) Post-employment benefits

The Group has a defined contribution plan.

A defined contribution plan is a pension plan under which the Group pays fixed contributions into a separate entity. The Group has no legal or constructive obligations to pay further contributions if the fund does not hold sufficient assets to pay all employees the benefits relating to employee service in the current and prior periods. For defined contribution plans, the Group makes contributions on behalf of qualifying employees to a mandatory scheme under the provisions of the Pension Reform Act. The Group has no further payment obligations once the contributions have been paid. The contributions are recognised as employee benefit expense when they are due. Prepaid contributions are recognised as an asset to the extent that a cash refund or a reduction in the future payments is available. For entities operating in Nigeria, the contribution by employees and the employing entities are 2.5% and 15.5% respectively of the employees' basic salary, housing and transport allowances. Entities operating outside Nigeria contribute in line with the relevant pension laws in their jurisdictions.

#### (b) Short-term benefits

Short-term benefits consist of salaries, accumulated leave allowances, profit share, bonuses and any non-monetary benefits.

Short-term employee benefits are measured on an undiscounted basis and are expensed as the related services are provided. They are included in personal expenses in the profit or loss.

A liability is recognised for the amount expected to be paid under short-term cash benefits such as accumulated leave and leave allowances if the Group has a present legal or constructive obligation to pay this amount as a result of past services provided by the employee and the obligation can be measured reliably.

#### (c) Termination benefits

The Group recognises termination benefits as an expense when the Group is demonstrably committed, without realistic possibility of withdrawal, to a formal detailed plan to either terminate employment before the normal retirement date, or to provide termination benefits as a result of an offer made to encourage voluntary redundancy. The Group settles termination benefits within twelve months and are accounted for as short-term benefits.

### 2.17 Share capital and reserves

#### (a) Share issue costs

Incremental costs directly attributable to the issue of new shares or options or to the acquisition of a business are shown in equity as a deduction, net of tax, from the proceeds.

#### (b) Dividends on ordinary shares

Dividends on ordinary shares are recognised in equity in the period in which they are approved by the Bank's shareholders. Dividends for the period that are declared after the end of the reporting period are dealt with in the subsequent events note.

#### (c) Share premium

Premiums from the issue of shares are reported in share premium.

#### (d) Statutory reserve

Nigerian banking regulations require the Bank to make an annual appropriation to a statutory reserve. As stipulated by section 16(1) of the Bank and Other Financial Institutions Act of 1991 (amended), an appropriation of 30% of profit after tax is made if the statutory reserve is less than the paid-up share capital and 15% of profit after tax if the statutory reserve is greater than the paid-up share capital.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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### (e) SMIEIS reserve

The SMIEIS reserve is maintained to comply with the Central Bank of Nigeria (CBN) requirement that all licensed banks set aside a portion of the profit after tax in a fund to be used to finance equity investments in qualifying small and medium scale enterprises. Under the terms of the guideline (amended by CBN letter dated 11 July 2006), the contributions will be 10% of profit after tax and shall continue after the first 5 years but banks' contributions shall thereafter reduce to 5% of profit after tax. The small and medium scale industries equity investment scheme reserves are nondistributable. Transfer to this reserve is no longer mandatory.

### (f) Statutory reserve for credit risk

The Nigerian banking regulator requires the bank to create a reserve for the difference between impairment charge determined in line with the principles of IFRS and impairment charge determined in line with the prudential guidelines issued by the Central Bank of Nigeria (CBN). This reserve is not available for distribution to shareholders.

### (g) Retained earnings

Retained earnings comprise the undistributed profits from previous periods which have not been reclassified to any specified reserves.

### (h) Revaluation reserve

Comprises fair value movements on equity instruments.

### (i) Foreign currency translation reserve

Comprises exchange differences resulting from the translation to Naira of the results and financial position of Group companies that have a functional currency other than Naira.

## 2.18 Recognition of interest income and expense

Interest income and expense for all financial assets and financial liabilities carried at amortised cost are recognised in profit or loss using the effective interest method.

The effective interest method is a method of calculating the amortised cost of a financial asset or a financial liability and of allocating the interest income or interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument or, when appropriate, a shorter period to the net carrying amount of the financial asset or financial liability. Direct incremental transaction costs incurred and origination fees received, including loan commitment fees, as a result of bringing margin-yielding assets or liabilities in the statement of financial position, are capitalised to the carrying amount of financial instruments, excluding financial instruments at fair value through profit or loss, and amortised as interest income or expense over the life of the asset as part of the effective interest rate.

When calculating the effective interest rate, the Group estimates cash flows considering all contractual terms of the financial instrument (for example, prepayment options) but does not consider future credit losses. The calculation includes all fees and points paid or received between parties to the contract that are an integral part of the effective interest rate, transaction costs and all other premiums or discounts. Where the estimated cash flows on financial assets are subsequently revised, other than impairment losses, the carrying amount of the financial assets is adjusted to reflect actual and revised estimated cash flows.

Where a financial asset or a Group of similar financial assets has been written down as a result of an impairment loss, interest income is recognised using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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### 2.19 Fees, commission and other income

Fee and commission income and expense that are integral to the effective interest rate on a financial asset or liability are included in the measurement of the effective interest rate. Other fees and commission income and expenses are generally recognised on an accrual basis when the service has been provided. Loan commitment fees for loans that are likely to be drawn down are deferred (together with related direct costs) and recognised as an adjustment to the effective interest rate on the loan. Loan syndication fees are recognised as revenue when the syndication has been completed and the Group has retained no part of the loan package for itself or has retained a part at the same effective interest rate as the other participants. Commission and fees arising from negotiating, or participating in the negotiation of, a transaction for a third party, are recognised on completion of the underlying transaction.

Dividend income is recognised in profit or loss in the period in which the right of receipt is established. Usually, this is the ex-dividend date for quoted securities.

### 2.20 Net Trading income

Net trading income comprises gains less losses relating to trading assets and liabilities and includes all fair value changes, interest, dividends and foreign exchange differences.

### 2.21 Operating expense

Expenses are decreases in economic benefits during the accounting period in the form of outflows, depletion of assets or incurrence of liabilities that result in decrease in equity, other than those relating to distributions to equity participants.

Expenses are recognized on an accrual bases regardless of the time of spending cash. Expenses are recognized in the income statement when a decrease in future economic benefit related to a decrease in an assets or an increase of a liability has arisen that can be measured reliably.

Expenses are measured at historical cost. Assets are recorded at the amount of cash or cash equivalents paid or their fair value of consideration given. Liabilities are recorded at the amount of proceeds received in exchange for the obligation.

Only the portion of cost of a previous period that is related to the income earned during the reporting period is recognized as an expense. Expenses that are not related to the income earned during the reporting period, but expected to generate future economic benefits, are recorded in the financial statement as assets. The portion of assets which is intended for earning income in the future periods shall be recognized as an expense when the associated income is earned.

Expenses are recognized in the same reporting period when they are incurred in cases when it is not probable to directly relate them to particular income earned during the current reporting period and when they are not expected to generate any income during the coming years.

### 2.22 Current and deferred income tax

#### (a) Current tax

The current income tax charge is calculated on the basis of the tax rates enacted or substantively enacted at the reporting date in the countries where the Bank and its subsidiaries as well as associates operate and generate taxable income. Current tax also includes any tax arising from dividend.

Current income tax is recognised as an expense for the period and adjustments to past periods except to the extent that current tax related to items that are charged or credited in OCI or directly to equity.

#### (b) Deferred tax

Deferred income tax is provided in full, using the liability method, on all temporary differences arising between the tax bases of assets and liabilities and their carrying values for financial reporting purposes. Deferred income tax is determined using tax rates enacted or substantively enacted at the reporting date and are expected to apply when the related deferred income tax liability is settled.

Deferred tax is not recognised for the following temporary differences:

- (i) the initial recognition of goodwill;

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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- (ii) the initial recognition of assets and liabilities in a transaction that is not a business combination, which affects neither accounting nor taxable profits or losses; and
- (iii) investments in subsidiaries where the group controls the timing of the reversal of temporary differences and it is probable that these differences to the extent that it is probable that they will not reverse in the foreseeable future.

Deferred income tax assets are recognised on unused tax losses, unused tax credits and deductible temporary differences only to the extent that it is probable that future taxable profits will be available against which the temporary differences can be utilised.

Unrecognised deferred tax assets are reassessed at each reporting date and recognised to the extent that it has become probable that future taxable profits will be available against which they can be used.

The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amount of the asset or liability and is not discounted. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

Deferred tax assets and liabilities are offset if there is a legally enforceable right to offset current tax liabilities and assets, and they relate to taxes levied by the same tax authority on the same taxable entity, or on different tax entities, but they intend to settle current tax liabilities and assets on a net basis or their tax assets and liabilities will be realised simultaneously.

Additional taxes that arise from the distribution of dividends by the Bank are recognised at the same time as the liability to pay the related dividend is recognized. These amounts are generally recognised in profit or loss because they generally relate to income arising from transactions that were originally recognised in profit or loss.

Deferred tax related to the fair value re-measurement of equity instruments which are charged or credited directly to other comprehensive income, is also credited or charged directly to other comprehensive income and is not subsequently transferred from equity to profit or loss.

### 2.23 Earnings per share

The Group presents basic earnings per share (EPS) for its ordinary shares. Basic EPS is calculated by dividing the profit or loss attributable to ordinary shareholders of the Bank by the weighted average number of ordinary shares outstanding during the period. Where there are shares that could potentially affect the numbers of share issued, those shares are considered in calculating the diluted earnings per share. There are currently no share that could potentially dilute the total issued shares.

### 2.24 Segment reporting

An operating segment is a component of the Group engaged in business activities from which it can earn revenues, whose operating results are regularly reviewed by the Group's Executive [Management/Board] in order to make decisions about resources to be allocated to segments and assessing segment performance. The Group's identification of segments and the measurement of segment results is based on the Group's internal reporting to management.

### 2.25 Fiduciary activities

The Group acts as trustees and in other fiduciary capacities through Zenith Pension Custodians that result in the holding or placing of assets on behalf of individuals, trusts, retirement benefit plans and other institutions. These assets and income arising thereon are excluded from these financial statements, as they are not assets of the Group.



# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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### 3. Risk management

#### 3.1 Enterprise Risk Management

The Zenith Bank Group adopts an integrated approach to risk management by bringing all risks together under a limited number of oversight functions. The Group addresses the challenge of risks comprehensively through the Enterprise Risk Management (ERM) Framework by applying practices that are supported by a governance structure consisting of board level and executive management committees.

As part of its risk management policy, the Group segregates duties between market facing business units and risk management functions while management is governed by well-defined policies which are clearly communicated across the Group.

Risk related issues are taken into consideration in all business decisions and the Group continually strives to maintain a conservative balance between risk and revenue consideration. Risk culture and education is on the ascendancy across the group.

##### 3.1.1 Risk Management Philosophy/Strategy

The group considers sound risk management practise to be the foundation of a long lasting financial institution.

- (a) The group continues to adopt a holistic and intergrated approach to risk management and therefore, brings all risks together under one or a limited number of oversight functions.
- (b) Risk management is a shared responsibility. Therefore the Group aims to build a shared perspective on risks that is grounded in consensus.
- (c) There is clear segregation of duties between market facing business units and risk management functions.
- (d) Risk Management is governed by well defined policies which are clearly communicated across the Group.
- (e) Risk related issues are taken into consideration in all business decisions. The Group shall continually strive to maintain a conservative balance between risk and revenue consideration.

##### 3.1.2 Risk Appetite

The Group's risk appetite is reviewed by the Board of Directors annually, at a level that minimizes erosion of earnings or capital due to avoidable losses or from frauds and operational inefficiencies. This reflects the conservative nature of Zenith Group as far as risk taking is concerned.

The Group's risk appetite describes the quantum of risk that it would assume in pursuit of its business objectives at any point in time. For the Group, it is the core instrument used in aligning its overall corporate strategy, its capital allocation and risks.

The Group sets tolerance limits for identified key risk indicators ("KRIs"), which serve as proxies for the risk appetite for each risk area and business/support unit. Tolerance levels for KRIs are jointly defined and agreed upon by the business/support units and are subject to annual reviews.

##### 3.1.3 Risk Management Approach

The Group addresses the challenge of risks comprehensively through an enterprise-wide risk management framework and a risk governance policy by applying leading practices that are supported by a robust governance structure consisting of board level and executive management committees. The Board drives the risk governance and compliance process through its committees. The audit committee provides oversight on the systems of internal control, financial reporting and compliance. The Board credit committee reviews the credit policies and approves all loans above the defined limits for Executive Management. The Board Risk Committee sets the risk philosophy, policies and strategies as well as provides guidance on the various risk elements and their management. The Board Risk Control Functions are supported by various management committees and sub committees (Global Credit committee and Management Risk committee) that help it develop and implement various risk strategies. The Global Credit committee manages the credit approval and documentation activities. It ensures that the credit policies and procedures are aligned with the Group's business objectives and strategies. The Management Risk committee drives the management of the financial risks (Market, Liquidity and Credit Risk), operational risks as well as strategic and reputational risks.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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In addition, Zenith Group manages its risks in a structured, systematic and transparent manner through a global risk policy which embeds comprehensive risk management processes into the organisational structure and risk measurement and monitoring activities. This structure ensures that the Group's overall risk exposures are within the thresholds set by the Board.

The key features of the Group's risk management policy are:

- (a) The Board of Directors provides overall risk management direction and oversight.
- (b) The Group's risk appetite is approved by the Board of Directors.
- (c) Risk management is embedded in the Group as an intrinsic process and is a core competence of all its employees.
- (d) The Group manages its credit, market, operational and liquidity risks in a co-ordinated manner within the organisation.
- (e) The Group's risk management function is independent of the business divisions.
- (f) The Group's internal audit function reports to the Board Audit Committee and provides independent validation of the business units' compliance with risk policies and procedures and the adequacy and effectiveness of the risk management framework on an enterprise-wide basis.

The Group continually modifies and enhances its risk management policies and systems to reflect changes in markets, products and international best practices. Training, individual responsibility and accountability, together with a disciplined and cautious culture of control, is an integral part of the Group's management of risk.

The Board of Directors ensures strict compliance with relevant laws, rules and standards issued by the industry regulators and other law enforcement agencies, market conventions, codes of practices promoted by industry associations and internal policies.

The compliance function, under the leadership of the Chief Compliance Officer of the Bank has put in place a robust compliance framework, which includes:

- (a) Comprehensive compliance manual detailing the roles and responsibilities of all stakeholders in the compliance process,
- (b) Review and analysis of all relevant laws and regulations, which are adopted into policy statements to ensure business is conducted professionally;
- (c) Review of the Bank's Anti Money Laundering Policy in accordance with changes in the Money Laundering Prohibition Act 2011 and Anti Terrorism Act 2011 as amended;
- (d) Incorporation of new guidelines in the Bank's Know Your Customer policies in line with the increasing global trend as outlined in the Central Bank of Nigeria's Anti Money Laundering/Combating Finance of Terrorism Compliance Manual.

The Group's culture emphasizes high standard of ethical behaviour at all levels of the Group. Therefore the Group's board of directors promotes sound organisation.

### 3.1.4 Methodology for Risk Rating

The risk management strategy is to develop an integrated approach to risk assessments, measurement, monitoring and control that captures all risks in all aspects of the Group's activities.

All activities in the Group have been profiled and the key risk drivers and threats in them identified. Mitigation and control techniques are then determined in tackling each of these threats. These techniques are implemented as risk policies and procedures that drive the strategic direction and risk appetite as specified by the board. Techniques employed in meeting these objectives culminate in the following roles for the risk control functions of the Group:

- (a) Develop and implement procedures and practices that translate the board's goals, objectives, and risk tolerances into operating standards that are well understood by staff.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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- (b) Establish lines of authority and responsibility for managing individual risk elements in line with the Board's overall direction.
- (c) Risk identification, measurement, monitoring and control procedures.
- (d) Establish effective internal controls that cover each risk management process.
- (e) Ensure that the group's risk management processes are properly documented.
- (f) Create adequate awareness to make risk management a part of the corporate culture of the Group.
- (g) Ensure that risk remains within the boundaries established by the Board.
- (h) Ensure that business lines comply with risk parameters and prudent limits established by the Board.

The CBN Risk Management Guidelines prescribes quantitative and qualitative criteria for the identification of significant activities and sets a threshold of contributions for determining significant activities in the Bank and its subsidiaries. This practice is essentially to drive the risk control focus of financial institutions.

Zenith Bank applies a mix of qualitative and quantitative techniques in the determination of its significant activities under prescribed broad headings. The criteria used in estimating the materiality of each activity is essentially based on the following:

- (a) The strategic importance of the activity and sector.
- (b) The contribution of the activity/sector to the total assets of the Bank.
- (c) The net income of the sector.
- (d) The risk inherent in the activity and sector.

Risk Management structures and processes are continually reviewed to ensure, their adequacy and appropriateness for the group's risk and opportunities profile as well as bringing them up to date with changes in strategy, business environment, evolving thoughts and trends in risk management.

### 3.1.5 Risk management strategies under the current economic conditions

Nigeria is the sixth largest producer of oil in the world and oil revenue constitutes over 70% of its revenue. The recent volatility and decline of the crude oil prices has therefore significantly affected the country's revenue and capacity.

This has shown negatively in economic indicators with the following impacts:

- (a) Reduced government earnings
- (b) The foreign exchange reserve has declined to \$26.36bn as at 30 June 2016 compared to over \$29.07bn in corresponding period in 2015.
- (c) Inability of CBN to fund import requests from customers leading to reduced production capacity of most companies and in some cases outright closure of business. There are therefore serious dollar liquidity challenges.

This situation has raised concerns around ability of banks and their customers to meet their obligations when they fall due. These are mainly with the funding of oil and gas and power assets purchases and other exposures to foreign exchange obligations.

There are also concerns with reduced capacity utilization in local industries and therefore possibility of NPL increase in the period as customers may not be able to produce enough or do so at a higher cost which may affect sales and cash flows to meet repayment arrangements.

The Central Bank of Nigeria introduced a market driven Foreign Currency Exchange Rate Policy in the month of June 2016 which led to a further devaluation of the Naira from N197 to N283. Additionally, the policy is expected to have the following effects among others:

- (a) Inflation- increase in the prices of some items particularly those that enjoyed special allocation from the CBN at N197 before now.

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## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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- (b) Government Spending- The policy will make more money available to the government especially at this time when it needs to reflate the economy. There will be more money from both the oil and non-oil sources in addition to the proceeds from the Naira conversion of the external borrowing. This is because of the higher exchange rate. This will better position the government to fund the 2016 budget.
- (c) Corporate Earnings- Companies with U.S Dollar receivables will benefit from this policy change. Meanwhile, companies with Naira receivables but with dollar denominated financial obligations without any hedging strategy in place will record exchange rate losses.
- (d) External Reserve- The external reserves will take a knock as the Central Bank strives to meet outstanding Fx Settlement obligations. However, as demand on FX reduces and supply increases it is expected that, the external reserves will receive a boost.
- (e) Demand/Supply of FX- The introduction of the FX Futures market will reduce the frontloading of FX and consequently in the spot market. On the supply side, this policy is expected to increase the supply of FX from Foreign Portfolio Investors (FPIs) and Foreign Direct Investors (FDIs) over time.

Zenith Bank PLC has set out various strategies to deal with the outcome of this recent turbulence. The financial indicators and fundamentals are strong enough to withstand any resultant shocks.

The Bank have also carried out stress tests analysis and scenario review of worsening situations against our current financial positions and the results affirms our capacity to deal with them if they were to occur.

The Bank strongly believe it is poised to deal with liquidity risk and funding challenges that may arise from these situations and our capital and earnings capacity (profitability) can withstand any shock that may arise.

Zenith Bank Plc will continue to support its customers as much as possible in terms of foreign exchange funding challenges; credit performance obligations (restructuring repayments to match cash-flows, where necessary);

Some of the key risk management strategies in the period would include the following:

- (a) Continue to monitor impact of global economy in commodity pricing, Foreign Direct Investment (FDI) inflows and general behavior of local economy to the changes in the global market.
- (b) Source for cheaper and stable funds
- (c) Drive other income sources - Increase marginal value of current assets utilization and their derivable income as much as possible. Seek new sources and champions.
- (d) Pursue other government activities especially trapping utilization of government funds for projects and other activities
- (e) Further develop SME/Retail product sales and penetrations
- (f) Develop market hub initiative to host market players and drive retail participation
- (g) Ensure that the Net Interest Margin (NIM) is maintained for all changes in interest rates.
- (h) Create additional foreign exchange funding sources from the receipt of foreign exchange deposits from customers especially export proceeds.
- (i) Pursue and support export strategies to assure expanded foreign exchange inflow.
- (j) Increased collections of payments (Deploy more friendly collection tools)
- (k) Improve customer service delivery through trainings, systems, communication, and compensation medium.
- (l) Stabilize the Bank's technology/platforms – This is to increase and aids customers' confidence, loyalty and Bank's reputation.
- (m) Cautiously grow risk assets while maintaining adequate level of capital.

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## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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### 3.2 Credit Risk

Credit risk is the risk of a financial loss if an obligor does not fully honour its contractual commitments to the Group. Obligors may be borrowers, issuers, counterparties or guarantors. Credit risk is the most significant risk facing the Bank in the normal course of business. The Bank is exposed to credit risk not only through its direct lending activities and transactions but also through commitments to extend credit, letters of guarantee, letters of credit, securities purchased under reverse repurchase agreements, deposits with financial institutions, brokerage activities, and transactions carrying a settlement risk for the Bank such as irrevocable fund transfers to third parties via electronic payment systems.

The Group has robust credit standards, policies and procedures to control and monitor intrinsic and concentration risks through all credit levels of selection, underwriting, administration and control. Some of the policies are:

- (a) Credit is only extended to suitable and well identified customers and never where there is any doubt as to the ethical standards and record of the intending borrower.
- (b) Exposures to any industry or customer will be determined by the regulatory guidelines, clearly defined internal policies, debt service capability and balance sheet management guidelines.
- (c) Credit is not extended to customers where the source of repayment is unknown or speculative, and also where the destination of funds is unknown. There must be clear and verifiable purpose for the use of the funds.
- (d) Credit is not given to a customer where the ability of the customer to meet obligations is based on the most optimistic forecast of events. Risk considerations will always have priority over business and profit considerations
- (e) The primary source of repayment for all credits must be from an identifiable cash flow from the counterparty's normal business operations or other financial arrangements. The realization of security remains a fall back option.
- (f) A pricing model that reflects variations in the risk profile of various credits to ensure that higher risks are compensated by higher returns is adopted.
- (g) All insiders' related credits are limited to regulatory and strict internal limits and are disclosed as required.
- (h) The consequences for non-compliance with the credit policy and credit indiscipline are communicated to all staff and are implemented.

#### 3.2.1 Credit Metrics and Measurement Tools

Zenith Bank and its subsidiaries have devoted resources and harnessed its credit data into developing models to improve the determination of economic and financial threats due to credit risk. Before a sound and prudent credit decision can be taken, the credit risk engendered by the borrower or counterparty must be accurately assessed. This is the first step in processing credit applications. As a result some key factors are considered in credit risk assessment and measurement:

- (a) Adherence to the strict credit selection criteria which includes defined target market, credit history, the capacity and character of customers.
- (b) Credit rating of obligor
- (c) The likelihood of failure to pay over the period stipulated in the contract.
- (d) The size of the facility in case default occurs.
- (e) Estimated Rate of Recovery which is a measure of the portion of the debt that can be regained through realisation of assets and collateral should default occur.

#### 3.2.2 Credit Rating Tools

The principal objective of the credit risk rating system is to produce a reliable assessment of the credit risk to which the Group is exposed. As such, all loans and indirect credits such as guarantees and bonds as well as treasury investments undergo a formal credit analysis process that would ensure the proper appraisal of the facility.

- (a) Loans and advances and amounts due from banks

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Each individual borrower is rated based on an internally developed rating model that evaluates risk based on financial, qualitative and industry specific inputs. The associated loss estimate norms for each grade have been developed based on the experience of the Bank and its various subsidiaries.

In order to allow for a meaningful distribution of exposures across grades with no excessive concentrations on the Group's borrower-rating and its facility-rating scale, the Group maintains the under listed rating grade which is applicable to both new and existing customers.

Zenith Group's internal rating:

Zenith Group Rating	Description of the grade	Equivalent of external rating (Standard & poor's)
AAA	Investment Risk (Extremely Low Risk)	AAA
AA	Investment Risk (Very Low Risk)	AA
A	Investment Risk (Low Risk)	A
BBB	Upper Standard Grade (Acceptable Risk)	BBB
BB	Lower Standard Grade (Moderately High Risk)	BB
B	Non Investment Grade (High Risk)	B
CCC	Non Investment Grade (Very High Risk)	CCC
CC	Non Investment Grade (Extremely High Risk)	CC
C	Non Investment Grade (High Likelihood of Default)	C
D	Non Investment Grade (Lost)	D
Unrated	Unrated	Unrated

The credit rating system seeks to achieve the foundation level of the internal ratings based approach under Basel II, through continuous validation exercises over the years.

### (b) Other debt instruments

With respect to other debt instruments, the Group takes the following into consideration in the management of the associated credit risk:

- (i) External ratings of such instruments/institutions by rating agencies like Fitch; Standard & Poor's; Agosto & Co. etc.
- (ii) Internal and external research and market intelligence reports
- (iii) Regulatory agencies reports

In addition to the above, we have put in place a conservative limits structure which is monitored from time to time in order to limit our risk exposures on these securities.

### Control mechanisms for the credit risk rating system

Zenith's credit risk rating system is reviewed periodically to confirm that the rating criteria and procedures are appropriate given the current portfolio and external conditions. Hence, in accordance with the Groups model risk policy, all models that materially impact the risk rating process are reviewed.

Furthermore, the ratings accorded to customers are regularly reviewed, incorporating new financial information available and the experience in the development of the banking relationship. The regularity of the reviews increases in the case of clients who reach certain levels in the automated warning systems. The rating system is currently undergoing external review with a view to enhancing its robustness.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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### 3.2.3 Credit Processes

Zenith operates a Centralised Credit Approval Process System. Credits are originated from the branches/business groups and subjected to reviews at various levels before presentation to the Global Credit Committee for approvals, and including all documents and information defined for the proper assessment and decision of Credit. All credit presented for approval are required to be in conformity with the documented and communicated Risk Acceptance Criteria(RAC).

As part of credit appraisal process, the Group will have to satisfy itself in the following areas:

- (a) Credit assessment of the borrower's industry, and macro economic factors.
- (b) The purpose of credit and source of repayment.
- (c) The track record / repayment history of borrower.
- (d) Assess/evaluate the repayment capacity of the borrower.
- (e) The proposed terms and conditions and covenants.
- (f) Adequacy and enforceability of collaterals.
- (g) Approval from appropriate authority.

### 3.2.4 Group Credit Risk Management

Zenith's dynamic and proactive approach in managing credit risk is a key element in achieving its strategic objective of maintaining and further enhancing its asset quality and credit portfolio risk profile. The conservative, prudent and well-established credit standards, policies and procedures, risk methodologies and framework, solid structure and infrastructure, risk monitoring and control activities enable the Group to deal with the emerging risks and challenges with a high level of confidence and determination.

The framework for Credit Risk at Zenith is well defined and institutionally predicated on:

- (a) Clear tolerance limits and risk appetite set at the Board level, well communicated to the business units and periodically reviewed and monitored to adjust as appropriate.
- (b) Well-defined target market and risk asset acceptance criteria.
- (c) Rigorous financial, credit and overall risk analysis for each customer/transaction.
- (d) Portfolio quality examined on regular basis according to key performance indicators mechanism and periodic stress testing.
- (e) Concentrations together with mitigation strategies are continuously assessed.
- (f) Early warning system is continually validated and modified to ensure proper functioning for risk identification.
- (g) Systematic and objective credit risk rating methodologies that are based on quantitative, qualitative and expert judgment.
- (h) Systematic credit limits management enabling the Bank to monitor its credit exposure on daily basis at country, borrower, industry, credit risk rating and credit facility type levels.
- (i) Solid documentation and collateral management process with proper coverage and top-up triggers and follow-ups.
- (j) Annual and interim individual credit reviews to ensure detection of weakness signs or warning signals and considering proper remedies.

Our rigorous credit processes are supplemented by sectoral portfolio reviews focused on countries, regions or specific industries as well as multiple stress testing scenarios.

These are intended to identify any inherent risks in the portfolios resulting from changes in market conditions and are supplemented by independent reviews from our Group Internal Audit.

Additionally, the Group continues to upgrade and fine-tune the above in line with the developments in the financial services industry environment and technology.

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## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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### 3.2.5 Group Credit Risk Limits

The Group applies credit risk limits, among other techniques in managing credit risk. This is the practice of stipulating a maximum amount that the individual or counterparty can obtain as loan. Internal and regulatory limits are strictly adhered to. Through this, the Group not only protects itself, but also in a sense, protects the counterparty from borrowing more than they are capable of paying.

The Group continues to focus on its concentration and intrinsic risks and further manage them to a more comfortable level. This is very important due to the serious risk implications that intrinsic and concentration risk pose to the Group. A thorough analysis of economic factors, market forecasting and prediction based on historical evidence is used to mitigate the crystallization of these risks.

The Group has in place various portfolio concentration limits (which are subject to periodic review). These limits are closely monitored and reported on from time to time.

The Group's internal credit approval limits for the various authorities levels are as indicated below.

Zenith Group Rating	Approval limit (% of Shareholders' Fund)
Board Credit Committee	N7 billion and above (Not exceeding 20% of Total Shareholders' funds)
Global Credit Committee	Below N7 billion

These internal approval limits are set and approved by the Group Board and are reviewed regularly as the state of affairs of the Group and the wider financial environment demands.

### 3.2.6 Group Credit Risk Monitoring

The Group's exposures are continuously monitored through a system of triggers and early-warning signals aimed at detecting symptoms which could result in deterioration of credit risk quality. The triggers and early-warning systems are supplemented by facility utilisation and collateral valuation monitoring together with a review of upcoming credit facility expiration and market intelligence to enable timely corrective action by management. The results of the monitoring process are reflected in the internal rating process in a quarterly review activity.

Credit risk is monitored on an ongoing basis with formal weekly, monthly and quarterly reporting to ensure senior management's awareness of shifts in credit quality and portfolio performance along with changing external factors such as economic and business cycles.

The capabilities of the credit review team is continuously being improved in order to improve the facility monitoring activity and assure good quality Risk Assets Portfolio across the Group.

A specialised and focused loan recovery and workout team handles the management and collection of problem credit facilities.

### 3.2.7 (a) Credit Risk Mitigation, Collateral and other Credit Enhancements

The Group's approach to controlling various risks begins with optimizing the diversification of its exposures. Zenith uses a variety of techniques to manage the credit risk arising from its lending activities. These techniques are set out in the Group's internal policies and procedures. They are mainly reflected in the application of various exposure limits: credit concentration limits by counterparty and credit concentration limits by industry, country, region and type of financial instrument.

Enforceable legal documentation establishes Zenith's direct, irrevocable and unconditional recourse to any collateral, security or other credit enhancements.

#### (i) Collateral Security

A key mitigation step employed by the Group in its credit risk management process includes the use of collateral securities to secure its loans and advances as alternative sources of repayment during adverse conditions. All major credit facilities to our customers are to be secured and the security instruments and documentations must be perfected and all conditions precedent must be met before drawdown or disbursement is allowed. Collateral analysis includes a good description of the collateral, its value, how the value was arrived at, and when the valuation was made. It is usually necessary to review the potential adverse changes in the value of collateral security for the foreseeable future.

Collateral securities that are pledged must be in negotiable form and usually fall under the following categories:



# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

- (a) Real estate, plant and equipment collateral (usually all asset or mortgage debenture or charge) which have to be registered and enforceable under Nigerian law;
- (b) Collateral consisting of inventory, accounts receivable, machinery equipment, patents, trademarks, farm products, general intangibles, etc. These require a security agreement (usually a floating debenture) which has to be registered and, must be enforceable under Nigerian law;
- (c) Stocks and shares of publicly quoted companies;
- (d) Domiciliation of contracts proceeds;
- (e) Documents of title to goods such as shipping documents consigned to the order of Zenith Bank or any of its subsidiaries; and
- (f) Letter of lien.

Collateral securities are usually valued and inspected prior to disbursement and on a regular basis thereafter until full repayment of the exposure. We regularly conduct a review of all collateral documentation in respect of all credits in the Bank and specific gaps in the collateral documentation are advised to the Lending Group/Zones/Branch for appropriate action and follow-up. Borrowers are required to confirm adherence to covenants including confirmation of collateral values on a periodic basis, which are used by the Bank to provide early warning signals of collateral value deterioration. Periodic inspections of physical collateral are performed where appropriate and where reasonable means of doing so are available.

The type and size of collateral held as security for financial assets other than loans and advances is usually a function of the nature of the instrument. Our debt securities, treasury and other eligible bills are normally unsecured but our comfort is on the issuer's credit rating which is the Federal Government of Nigeria (FGN).

Details of collateral pledged by customers against the carrying amount of loans and advances as at 30 June 2016 are as follows:

In millions of Naira	Group		Bank	
	Total exposure	Value of collateral	Total exposure	Value of collateral
Secured against real estate	149,109	96,988	123,215	78,670
Secured by shares of quoted companies	5,688	1,687	5,517	1,532
Cash Collateral, lien over fixed and floating assets	1,364,159	696,205	1,313,977	616,265
Unsecured	820,995	-	718,622	-
<b>Total Gross amount</b>	<b>2,339,951</b>	<b>794,880</b>	<b>2,161,331</b>	<b>696,467</b>
Specific allowance for impairment	(26,661)	-	(14,272)	-
Collective allowance for impairment	(33,635)	-	(32,251)	-
<b>Net carrying amount</b>	<b>2,279,655</b>	<b>794,880</b>	<b>2,114,808</b>	<b>696,467</b>

Details of collateral pledged by customers against carrying amount of loans and advances as at 31 December 2015 are as follows:

In millions of Naira	Group		Bank	
	Total exposure	Value of collateral	Total exposure	Value of collateral
Secured against real estate	147,919	92,030	135,822	87,451
Secured by shares of quoted companies	7,467	1,782	7,467	1,782
Cash Collateral, lien over fixed and floating assets	950,009	676,105	919,475	539,951
Unsecured	926,861	-	822,177	-
<b>Total Gross amount</b>	<b>2,032,256</b>	<b>769,917</b>	<b>1,884,941</b>	<b>629,184</b>
Specific allowance for impairment	(22,390)	-	(16,116)	-
Collective allowance for impairment	(20,553)	-	(19,600)	-
<b>Net carrying amount</b>	<b>1,989,313</b>	<b>769,917</b>	<b>1,849,225</b>	<b>629,184</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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### (ii) Balance Sheet Netting Arrangements

Risk reduction by way of current account set-off is recognised for exposures to highly rated and creditworthy customers. Customers are required to enter into formal agreements giving Zenith Bank Plc the unfettered right to set-off gross credit and debit balances in their nominated accounts to determine the Groups net exposure. Cross-border set-offs are not permitted.

### (iii) Guarantees and Standby Letters of Credit

Guarantees and Standby Letters of Credit are considered to carry about the same level of credit risk as loans and advances. And in accordance with the Group's credit policies, banks and creditworthy companies and individuals with high net worth are accepted as guarantor, subject to credit risk assessment. Furthermore Zenith Bank Plc only recognises unconditional irrevocable guarantees or standby letters of credit provided they are not related to the underlying obligor.

### 3.2.7 (b) Maximum Exposure to Credit Risk Before Collateral Held or Credit Enhancements

The Group's maximum exposure to credit risk at 30 June 2016 and 31 December 2015 respectively, is represented by the net carrying amounts of the financial assets, with the exception of financial and other guarantees issued by the Group for which the maximum exposure to credit risk is represented by the maximum amount the Group would have to pay if the guarantees are called on (refer to note 39 Contingent liabilities and commitments).

### 3.2.8 Concentration of Risks of Financial Assets with Credit Risk Exposure

The Group monitors concentrations of credit risk by geographical location and by industry sector. An analysis of concentrations of credit risk at 30 June 2016 and 31 December 2015 respectively for loans and advances to customers and amounts due from banks, is set out below:

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

### (a) Geographical sectors

The following table breaks down the Group's main credit exposure at their carrying amounts, as categorised by geographical region at 30 June 2016 and 31 December 2015 respectively. For this table, the Group has allocated exposures to regions based on the region of domicile of our counterparties. Financial assets included in the table below represents other assets excluding prepayment.

In millions of Naira 30 June 2016	Group				Bank			
	Due from banks	Treasury bills	Investment securities	Financial assets	Due from banks	Treasury bills	Investment securities	Financial assets
Nigeria	152,768	311,196	179,726	14,240	54,740	311,196	179,726	15,208
Rest of Africa	24,731	68,794	420	109	-	-	-	-
Outside Africa	165,890	-	78,351	806	203,148	-	-	-
	<b>343,389</b>	<b>379,990</b>	<b>258,497</b>	<b>15,155</b>	<b>257,888</b>	<b>311,196</b>	<b>179,726</b>	<b>15,208</b>

In millions of Naira 31 December 2015	Group				Bank			
	Due from banks	Treasury bills	Investment securities	Financial assets	Due from banks	Treasury bills	Investment securities	Financial assets
Nigeria	100,088	330,900	150,724	15,109	38,577	330,900	150,724	15,109
Rest of Africa	34,673	47,028	62,417	(75)	-	-	-	-
Outside Africa	137,433	-	-	-	228,317	-	-	-
	<b>272,194</b>	<b>377,928</b>	<b>213,141</b>	<b>15,034</b>	<b>266,894</b>	<b>330,900</b>	<b>150,724</b>	<b>15,109</b>

Gross loans and advances to customers and the Non-performing portion per geographical region as at 30 June 2016

\*Carrying amount in the table below is determined as gross loans less impairment allowance.

### In millions of Naira

	Group				Bank			
	Gross loans	NPL	Impairment allowance	Carrying amount	Gross loans	NPL	Impairment allowance	Carrying amount
South South	162,003	2,105	3,095	158,908	162,003	2,105	3,095	158,908
South West	1,736,780	28,343	39,853	1,696,927	1,736,780	28,343	39,853	1,696,927
South East	67,409	978	741	66,668	67,409	978	741	66,668
North Central	89,819	3,345	2,328	87,491	89,819	3,345	2,328	87,491
North West	42,048	28	148	41,900	42,048	28	148	41,900
North East	63,272	606	358	62,914	63,272	606	358	62,914
Rest of Africa	88,449	12,022	7,685	80,764	-	-	-	-
Outside Africa	90,171	7,238	6,088	84,083	-	-	-	-
	<b>2,339,951</b>	<b>54,665</b>	<b>60,296</b>	<b>2,279,655</b>	<b>2,161,331</b>	<b>35,405</b>	<b>46,523</b>	<b>2,114,808</b>

Gross loans and advances and Non-performing portion per geographical region as at 31 December 2015

	Group				Bank			
	Gross loans	NPL	Impairment allowance	Carrying amount	Gross loans	NPL	Impairment allowance	Carrying amount
South South	115,400	2,414	6	115,394	115,400	2,414	6	115,394
South West	1,607,883	24,364	2,090	1,605,793	1,607,883	24,364	2,090	1,605,793
South East	40,138	818	1,262	38,876	40,138	818	1,262	38,876
North Central	25,766	2,367	13,164	12,602	25,766	2,367	13,164	12,602
North West	25,281	140	7,314	17,967	25,281	140	7,314	17,967
North East	70,473	768	11,880	58,593	70,473	768	11,880	58,593
Rest of Africa	63,178	8,972	3,634	59,544	-	-	-	-
Outside Africa	84,137	5,053	3,593	80,544	-	-	-	-
	<b>2,032,256</b>	<b>44,896</b>	<b>42,943</b>	<b>1,989,313</b>	<b>1,884,941</b>	<b>30,871</b>	<b>35,716</b>	<b>1,849,225</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

### (b) Industry sectors

Gross loans and advances to customers and the Non-performing portion per industry sector as at 30 June 2016

\*Carrying amount in the table below is determined as gross loans less impairment allowance.

In millions of Naira	Group				Bank			
	Loans and advances to customers				Loans and advances to customers			
	Gross loans	NPL	Impairment allowance	Carrying amount	Gross loans	NPL	Impairment allowance	Carrying amount
Agriculture	75,719	1,631	1,822	73,897	75,719	1,631	1,822	73,897
Oil and gas	456,248	7,447	12,284	443,964	409,703	1,503	7,596	402,107
Consumer Credit	2,916	620	314	2,602	2,880	620	314	2,566
Manufacturing	458,930	7,433	10,133	448,797	424,926	6,785	9,762	415,164
Real estate and construction	172,911	7,985	5,188	167,723	168,099	7,468	4,698	163,401
Finance and Insurance	138,143	5,342	3,721	134,422	114,302	5,332	3,720	110,582
Government	309,541	165	1,592	307,949	308,878	163	1,592	307,286
Power	99,992	1,583	4,685	95,307	82,919	1,583	4,685	78,234
Transportation	57,756	50	519	57,237	44,915	50	519	44,396
Communication	125,409	1,535	2,826	122,583	109,895	19	1,572	108,323
Education	7,949	42	251	7,698	7,650	42	251	7,399
General Commerce	434,437	20,832	16,961	417,476	411,445	10,209	9,992	401,453
	<b>2,339,951</b>	<b>54,665</b>	<b>60,296</b>	<b>2,279,655</b>	<b>2,161,331</b>	<b>35,405</b>	<b>46,523</b>	<b>2,114,808</b>

Gross loans and advances to customers and the Non-performing portion per industry sector as at 31 December 2015

In millions of Naira	Group				Bank			
	Loans and advances to customers				Loans and advances to customers			
	Gross loans	NPL	Impairment allowance	Carrying amount	Gross loans	NPL	Impairment allowance	Carrying amount
Agriculture	42,089	7,430	1,399	40,690	39,698	1,490	1,399	38,299
Oil and gas	362,489	1,134	8,465	354,024	337,006	1,013	5,831	331,175
Consumer Credit	2,820	477	241	2,579	2,729	433	241	2,488
Manufacturing	462,805	7,443	7,774	455,031	444,585	6,048	7,494	437,091
Real estate and construction	109,617	6,557	3,977	105,640	105,450	5,976	3,606	101,844
Finance and Insurance	82,222	3,981	2,857	79,365	81,404	3,916	2,856	78,548
Government	251,248	219	1,222	250,026	250,751	219	1,222	249,529
Power	55,753	566	3,597	52,156	55,753	566	3,597	52,156
Transportation	81,757	1,168	398	81,359	47,750	41	398	47,352
Communication	107,574	119	2,154	105,420	106,678	-	1,207	105,471
Education	7,741	46	193	7,548	7,741	46	193	7,548
General Commerce	466,141	15,756	10,666	455,475	405,396	11,122	7,672	397,724
	<b>2,032,256</b>	<b>44,896</b>	<b>42,943</b>	<b>1,989,313</b>	<b>1,884,941</b>	<b>30,871</b>	<b>35,716</b>	<b>1,849,225</b>

The group's credit risk exposure from "other financial assets" is categorized under the "finance and insurance", and government sector.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

### 3.2.9 Credit quality

In millions of Naira At 30 June 2016	Group			Bank		
	Due from banks	Loans and advances to customers	Financial guarantee	Due from banks	Loans and advances to customers	Financial guarantee
Neither past due nor impaired	343,389	2,272,522	146,359	257,888	2,115,278	146,359
Past due but not impaired	-	12,764	-	-	10,648	-
Individually impaired	-	37,975	-	-	21,151	-
Collectively impaired	-	16,690	-	-	14,254	-
<b>Gross</b>	<b>343,389</b>	<b>2,339,951</b>	<b>146,359</b>	<b>257,888</b>	<b>2,161,331</b>	<b>146,359</b>
Impairment allowance						
Specific impairment	-	(26,661)	-	-	(14,272)	-
Collective impairment *	-	(33,635)	-	-	(32,251)	-
	<b>343,389</b>	<b>2,279,655</b>	<b>146,359</b>	<b>257,888</b>	<b>2,114,808</b>	<b>146,359</b>

In millions of Naira At 31 December 2015	Group			Bank		
	Due from banks	Loans and advances to customers	Financial guarantee	Due from banks	Loans and advances to customers	Financial guarantee
Neither past due nor impaired	272,194	1,977,748	121,637	266,894	1,844,263	121,637
Past due but not impaired	-	10,195	-	-	9,807	-
Individually impaired	-	25,148	-	-	21,023	-
Collectively impaired	-	19,165	-	-	9,848	-
<b>Gross</b>	<b>272,194</b>	<b>2,032,256</b>	<b>121,637</b>	<b>266,894</b>	<b>1,884,941</b>	<b>121,637</b>
Impairment allowance						
Specific impairment	-	(22,390)	-	-	(16,116)	-
Collective impairment *	-	(20,553)	-	-	(19,600)	-
	<b>272,194</b>	<b>1,989,313</b>	<b>121,637</b>	<b>266,894</b>	<b>1,849,225</b>	<b>121,637</b>

\*Loans that are not individually significant are subjected to collective impairment.

All other financial assets are neither past due nor impaired, except loans and advances to customers of NGN 202.24 billion which are neither past due nor impaired have been renegotiated (31 December 2015: NGN 73.07 billion).

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira

### (a) Credit portfolio neither past due nor impaired

The credit quality of the portfolio of loans and advances, amounts due from banks and financial assets that were neither past due nor impaired can be assessed by reference to the internal rating system adopted by the Group.

At 30 June 2016	Group			Bank		
	Due from banks	Loans and advances to customers	Financial assets	Due from banks	Loans and advances to customers	Financial assets
AAA	343,389	307,186	15,155	257,888	225,072	15,208
AA to A	-	946,068	-	-	871,779	-
BBB to BB	-	595,364	-	-	594,909	-
Below B	-	404,257	-	-	404,094	-
Unrated	-	19,647	-	-	19,424	-
	<b>343,389</b>	<b>2,272,522</b>	<b>15,155</b>	<b>257,888</b>	<b>2,115,278</b>	<b>15,208</b>

At 31 December 2015	Group			Bank		
	Due from banks	Loans and advances to customers	Financial assets	Due from banks	Loans and advances to customers	Financial assets
AAA	272,194	316,904	10,064	266,894	184,904	10,139
AA to A	-	758,487	-	-	758,216	-
BBB to BB	-	515,880	-	-	515,300	-
Below B	-	383,024	-	-	382,405	-
Unrated	-	3,453	-	-	3,438	-
	<b>272,194</b>	<b>1,977,748</b>	<b>10,064</b>	<b>266,894</b>	<b>1,844,263</b>	<b>10,139</b>

The credit quality of cash and balances with central banks, treasury bills, derivative assets and assets pledged as collateral that were neither past due nor impaired can also be assessed by reference to the internal rating system adopted by the Group.

At 30 June 2016	Group				Bank			
	Cash and balances with central banks	Treasury bills	Derivative assets	Assets pledged as collateral	Cash and balances with central banks	Treasury bills	Derivative assets	Assets pledged as collateral
AAA	627,156	379,990	-	277,862	598,723	311,196	-	277,862
AA to A	-	-	34,943	-	-	-	34,943	-
BBB to BB	-	-	-	-	-	-	-	-
Below B	-	-	-	-	-	-	-	-
Unrated	-	-	-	-	-	-	-	-
	<b>627,156</b>	<b>379,990</b>	<b>34,943</b>	<b>277,862</b>	<b>598,723</b>	<b>311,196</b>	<b>34,943</b>	<b>277,862</b>

At 31 December 2015	Group				Bank			
	Cash and balances with central banks	Treasury bills	Derivative assets	Assets pledged as collateral	Cash and balances with central banks	Treasury bills	Derivative assets	Assets pledged as collateral
AAA	761,561	377,928	-	265,051	735,946	330,900	-	264,320
AA to A	-	-	8,481	-	-	-	8,481	-
BBB to BB	-	-	-	-	-	-	-	-
Below B	-	-	-	-	-	-	-	-
Unrated	-	-	-	-	-	-	-	-
	<b>761,561</b>	<b>377,928</b>	<b>8,481</b>	<b>265,051</b>	<b>735,946</b>	<b>330,900</b>	<b>8,481</b>	<b>264,320</b>

The table below shows the credit quality of investment securities

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## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

At 30 June 2016	Group				Bank			
	Investment securities				Investment securities			
	Federal Govt. Bonds	State Govt. Bonds	Corporate bonds	Unquoted equities	Federal Govt. Bonds	State Govt. Bonds	Corporate bonds	Unquoted equities
AAA	212,072	-	523	-	133,301	-	523	-
AA to A	-	16,469	517	14,169	-	16,469	517	14,169
BBB to BB	-	12,658	1,452	-	-	12,658	1,452	-
Below B	-	-	637	-	-	-	637	-
Unrated	-	-	-	-	-	-	-	-
<b>Total</b>	<b>212,072</b>	<b>29,127</b>	<b>3,129</b>	<b>14,169</b>	<b>133,301</b>	<b>29,127</b>	<b>3,129</b>	<b>14,169</b>
				<b>258,497</b>				<b>179,726</b>

At 31 December 2015	Group				Bank			
	Investment securities				Investment securities			
	Federal Govt. Bonds	State Govt. Bonds	Corporate bonds	Unquoted equities	Federal Govt. Bonds	State Govt. Bonds	Corporate bonds	Unquoted equities
AAA	160,798	-	-	-	99,063	-	-	-
AA to A	6,707	32,114	2,825	10,697	6,707	32,114	2,825	10,015
BBB to BB	-	-	-	-	-	-	-	-
Below B	-	-	-	-	-	-	-	-
Unrated	-	-	-	-	-	-	-	-
<b>Total</b>	<b>167,505</b>	<b>32,114</b>	<b>2,825</b>	<b>10,697</b>	<b>105,770</b>	<b>32,114</b>	<b>2,825</b>	<b>10,015</b>
				<b>213,141</b>				<b>150,724</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira

### (b) Credit portfolio past due but not impaired

	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
Past due up to 30 days	3,830	8,010	3,788	7,954
Past due 30 - 60 days	4,569	558	4,548	540
Past due 60 - 90 days	4,365	1,627	2,312	1,313
	<b>12,764</b>	<b>10,195</b>	<b>10,648</b>	<b>9,807</b>

### (c) Credit rating of past due but not impaired

	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
A	8,399	5,084	8,336	5,027
BB	4,365	5,111	2,312	4,780
	<b>12,764</b>	<b>10,195</b>	<b>10,648</b>	<b>9,807</b>

In millions of Naira

### (d) Credit portfolio individually impaired

	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
Gross amount				
BB	33,265	18,749	19,263	18,749
Grade: Below BB	4,710	6,399	1,888	2,274
Specific impairment	(26,661)	(22,390)	(14,272)	(16,116)
	<b>11,314</b>	<b>2,758</b>	<b>6,879</b>	<b>4,907</b>

### Restructuring policy

Loans with renegotiated terms are loans that have been restructured because the Group has made concessions by agreeing to terms and conditions that are more favorable for the customer than the Group has provided initially. The Group implements restructuring policy in order to maximize collections opportunities and minimize the risk of default.

The Group's credit committee may from time to time grant approval for restructuring of certain facilities due to the following reasons:

- Where the execution of the loan purpose and the repayment is no longer realistic in light of new cash flows.
- To avoid unintended default arising from adverse business conditions.
- To align loan repayment with new pattern of achievable cash flows.
- Where there are proven cost over runs that may significantly impair the project repayment capacity.
- Where there is temporary downturn in the customer's business environment.
- Where the customer's going concern status is NOT in doubt or threatened.
- The revised terms of restructured facilities usually include extended maturity, changing timing of interest payments and amendments to the terms of the loan agreement.



# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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### (h) Write-off policy

The Group writes off a loan balance when the Group's credit department determines that the loan is uncollectable and had been declared delinquent and subsequently classified as lost. This determination is made after considering information such as the continuous deterioration in the customer's financial position, such that the customer can no longer pay the obligation, or that proceeds from the collateral will not be sufficient to pay back the entire exposure. Board approval is required for such write-off. For insider related, CBN approval is required. The loan recovery department continues with its recovery efforts and any loan subsequently recovered is treated as other income.

### 3.3 Market risk

Market risk is the risk of potential losses in both on and off balance-sheet positions arising from movements in market prices. Market risks can arise from adverse changes in interest rates, foreign exchange rates, equity prices, commodity prices and other relevant factors such as Market Volatilities.

The Group undertakes activities which give rise to some level of market risks exposures. The objective of market risk management activities is to continually identify, manage and control market risk exposure within acceptable parameters, while optimizing the return on risks taken.

#### 3.3.1 Management of market risk

The Group has an independent Market Risk Management unit which assesses, monitors, manages and reports on market risk taking activities across the Group. The Group has continued to enhance its Market Risk Management Framework. The operations of the unit is guided by the mission of "inculcating enduring market risk management values and culture, with a view to reducing the risk of losses associated with market risk-taking activities, and optimizing risk-reward trade-off."

The Group's market risk objectives, policies and processes are aimed at instituting a model that objectively identifies, measures and manages market risks in the Group and ensure that:

- (a) The individuals who take or manage risk clearly understand it.
- (b) The Group's risk exposure is within established limits.
- (c) Risk taking decisions are in line with business strategy and objectives set by the Board of Directors.
- (d) The expected payoffs compensate for the risks taken.
- (e) Sufficient capital, as a buffer, is available to take risk.

The Group proactively manages its market risk exposures in both the trading and non-trading books within the acceptable levels.

The Group's market risks exposures are broadly categorised into:

- (i) Trading Market Risks - These are risks that arise primarily through trading activities and market making activities. These include position taking in foreign exchange and fixed income securities (Bonds and Treasury Bills).
- (ii) Non Trading Market Risks -These are risks that arise from assets and liabilities that are usually on the books for a longer period of time, but where the intrinsic value is a function of the movement of financial market parameter.

The introduction of the new flexible FX market policy is expected to restore confidence to the Nigerian forex Market while attracting more FX supply from Foreign Portfolio Investors (FPIs) and Foreign Direct Investors (FDIs). Also, FX request for future obligations can now be accommodated by the Non-Deliverable Futures product, this will stem the tides of frontloading of FX and reduce the pressure on Spot FX deals. However, the speculative rate at the parallel market is expected to gradually slide down. The risk of dollar liquidity amid increasing demand and future maturing obligations still persists. The new policy also introduced different limits for Overall Short and Long Net Open Position. It is pertinent to note that the policy comes with its attendant volatilities (stemming from the liberalisation –allowing market to determine the price of Naira) which we will continue to monitor in transaction processing and position taking in a guided manner.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

The table below sets out the allocation of assets and liabilities subject to market risk between trading and non-trading portfolios:

'In millions of Naira  
Group

	Note	At 30 June 2016			At 31 December 2015		
		Carrying amount	Trading	Non-trading	Carrying amount	Trading	Non-trading
<b>Assets</b>							
Cash and balances with central banks	15	627,156	-	627,156	761,561	-	761,561
Treasury bills	16	379,990	50,367	329,623	377,928	53,698	324,230
Assets pledged as collateral	17	277,862	75,430	202,432	265,051	48,638	216,413
Due from other banks	18	343,389	-	343,389	272,194	-	272,194
Derivative assets	19	34,943	34,943	-	8,481	8,481	-
Loans and advances	20	2,279,655	-	2,279,655	1,989,313	-	1,989,313
Investment securities	21	258,497	-	258,497	213,141	6,707	206,434
Financial assets	25	15,155	-	15,155	10,064	-	10,064
<b>Liabilities</b>							
Customer deposits	28	2,685,477	-	2,685,477	2,557,884	-	2,557,884
Derivative liabilities	33	3,562	3,562	-	384	384	-
Financial liabilities	29	174,986	-	174,986	186,111	-	186,111
On-lending facilities	30	344,883	-	286,881	286,881	-	286,881
Borrowings	31	358,789	-	358,789	258,862	-	258,862
Debt securities issued	32	142,091	-	142,091	99,818	-	99,818

### Bank

		At 30 June 2016			At 31 December 2015		
		Carrying amount	Trading	Non-trading	Carrying amount	Trading	Non-trading
<b>Assets</b>							
Cash and balances with central banks	15	598,723	-	598,723	735,946	-	735,946
Treasury bills	16	311,196	50,367	260,829	330,900	53,698	277,202
Assets pledged as collateral	17	277,862	75,430	202,432	264,320	48,638	215,682
Due from other banks	18	257,888	-	257,888	266,894	-	266,894
Derivative assets	19	34,943	34,943	-	8,481	8,481	-
Loans and advances	20	2,114,808	-	2,114,808	1,849,225	-	1,849,225
Investment securities	21	179,726	-	179,726	150,724	6,707	144,017
Financial assets	25	15,208	-	15,208	10,139	-	10,139
<b>Liabilities</b>							
Customer deposits	28	2,354,921	-	2,354,921	2,333,017	-	2,333,017
Derivative liabilities	33	3,562	3,562	-	384	384	-
Financial liabilities	29	178,169	-	178,169	197,208	-	197,208
On-lending facilities	30	344,883	-	286,881	286,881	-	286,881
Borrowings	31	366,634	-	366,634	268,111	-	268,111
Debt securities issued	32	142,091	-	142,091	99,818	-	99,818

### 3.3.2 Measurement of Market Risk

The Group adopts Non-VAR (Value at risk) approach for quantitative measurement and control of market risks in both trading and non trading books. The Non -VAR (Value at risk) measurements includes: Duration; Factor Sensitivities (Pv01), Stress Testing, Aggregate Open Position etc. The measured risks are therefore monitored against the pre-set limits on a daily basis. All exceptions are investigated and reported in line with internal policies and guidelines.

Limits are sets to reflect the risk appetite that is approved by the Board of Directors. These limits are reviewed, at least, annually or at a more frequent interval. Some of the limits include; Net Open Position (NOP- for foreign exchange); Aggregate Control Limits (for Securities); Management Action Trigger (MAT); Duration; Factor Sensitivities (Pv01); Permitted Instrument and Tenor Limits; Holding Period and Off Market Rate Tolerance limit.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

Stress testing is an important risk management tool that is used by the Group as part of its enterprise-wide risk management. It is the evaluation of the Group's financial position under severe but plausible scenarios to assist in decision making. Stress testing provides the Group with the opportunity to spot emerging risks, uncover weak spots and take preventive action. It also alerts management to adverse unexpected outcomes related to a variety of risks and provides an indication of how much capital might be needed to absorb losses should large shocks occur. The Group adopts both single factor and multifactor stress testing approaches (sensitivity and scenario based) in conducting stress testing within the risk areas of liquidity, foreign exchange, interest rate, market and credit risks. Stress testing is conducted both on a regular and ad-hoc basis in response to changing financial, regulatory and economic environment/circumstances.

Zenith Group generally does not offer very complex derivative products. However, the Central bank in June 2016 introduced the "Naira-settled OTC FX Futures" in a bid to encourage users to spread out their demand for Spot FX deals and lock down the exchange rates for future FX requirements. This product is expected to generate a lot of interest among FX funds users and traders alike as they try to hedge against FX volatilities. The Bank will continue to ensure that adequate capacity (both systems and training/knowledge base) are in place to handle these products as at when they are introduced. The overall size of the trading book is maintained at a very manageable size.

### 3.3.3 Foreign exchange risk

Fluctuations in the prevailing foreign currency exchange rates can affect the Groups financial position and cash flows - 'On' and 'Off' Balance Sheet. The Group manages part of the foreign exchange risks through basic derivative products and hedges (such as forward and swap). The risk is also managed by ensuring that all risks taken by the Group are within approved limits. In addition to adherence to regulatory limits, Zenith Group established various internal limits (such as the banks non-VAR models, overall Overnight and Intra-day positions), dealer limits, as well as individual currency limits among others limits which are monitored by the Market Risk Department on a regular basis. These limits are set with the aim of minimizing the Group's risk exposures to exchange rates volatilities to an acceptable level. The Group's transactions are carried out majorly in four (4) foreign currencies with a significant percentage of transactions involving US Dollars. The Group uses the average interbank exchange rate for each foreign currency to value assets and liabilities denominated in foreign currencies.

#### Group

The table below summarizes the Group's exposure to foreign currency exchange rate risk at 30 June 2016 and 31 December 2015. Included in the table are the Group's financial instruments at carrying amounts (except for loans and advances to customers and other assets which are shown at their gross amount), categorised by currency.

#### In millions of Naira At 30 June 2016

	Naira	Dollar	GBP	Euro	Others	Total
<b>Assets</b>						
Cash and balances with central banks	509,557	88,360	3,394	5,661	20,184	627,156
Treasury bills	311,196	-	-	-	68,794	379,990
Assets pledged as collaterals	277,862	-	-	-	-	277,862
Due from other banks	1,204	283,907	18,500	27,760	12,018	343,389
Derivative assets	-	34,943	-	-	-	34,943
Loans and advances to customers (gross)	1,448,916	762,732	1,043	7,798	59,165	2,279,654
Investment securities	178,274	79,445	-	-	778	258,497
Financial assets	15,014	141	-	-	-	15,155
	<b>2,742,023</b>	<b>1,249,528</b>	<b>22,937</b>	<b>41,219</b>	<b>160,939</b>	<b>4,216,646</b>
<b>Liabilities</b>						
Customer's deposits	1,871,104	672,972	13,679	19,692	108,030	2,685,477
Derivative liabilities	-	3,562	-	-	-	3,562
Financial liabilities	178,169	14,778	867	2,996	71	196,881
On-lending facilities	344,883	-	-	-	-	344,883
Borrowings	-	358,789	-	-	-	358,789
Debt securities issued	-	142,091	-	-	-	142,091
	<b>2,394,156</b>	<b>1,192,192</b>	<b>14,546</b>	<b>22,688</b>	<b>108,101</b>	<b>3,731,683</b>
Net on-balance sheet position	<b>347,867</b>	<b>57,336</b>	<b>8,391</b>	<b>18,531</b>	<b>52,838</b>	<b>484,963</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

At 31 December 2015	Naira	Dollar	GBP	Euro	Others	Total
<b>Assets</b>						
Cash and balances with CBN	655,118	85,199	323	2,759	18,162	761,561
Treasury bills	330,900	24,583	-	3,537	18,908	377,928
Assets pledged as collaterals	264,320	-	-	-	731	265,051
Due from other banks	45,345	196,060	9,059	21,607	123	272,194
Derivative assets	-	8,481	-	-	-	8,481
Loans and advances to customers (gross)	1,162,092	827,965	1,210	4,996	35,993	2,032,256
Investment securities	149,703	37,599	-	-	25,839	213,141
Financial assets	10,064	-	-	-	-	10,064
	<b>2,617,542</b>	<b>1,179,887</b>	<b>10,592</b>	<b>32,899</b>	<b>99,756</b>	<b>3,940,676</b>
<b>Liabilities</b>						
Customer's deposits	1,898,795	637,191	10,430	11,317	151	2,557,884
Derivative liabilities	-	384	-	-	-	384
Financial liabilities	65,586	94,711	6,107	19,707	-	186,111
On-lending facilities	286,881	-	-	-	-	286,881
Borrowings	-	258,862	-	-	-	258,862
Debt securities issued	-	99,818	-	-	-	99,818
	<b>2,251,262</b>	<b>1,090,966</b>	<b>16,537</b>	<b>31,024</b>	<b>151</b>	<b>3,389,940</b>
Net on-balance sheet position	<b>366,280</b>	<b>88,921</b>	<b>(5,945)</b>	<b>1,875</b>	<b>99,605</b>	<b>550,736</b>

The Group's exposure to foreign currency risk is largely concentrated in the US Dollar. Movement in exchange rate between the US Dollar, and the Nigerian Naira affects reported earnings through revaluation gain or loss and statement of financial position size through increase or decrease in the revalued amounts of assets and liabilities denominated in US Dollars.

The table below shows the impact on the Group's profit or loss and statements of financial position size if the exchange rate between the US Dollars, and Nigerian Naira had increased or decreased by 15% and 30%, with all other variables held constant.

	30 June 2016	31 Dec 2015
US Dollar effect of 15% up or (down) movement on profit before tax and statement of financial position size (In millions of Naira)	8,600	9,347
US Dollar effect of 30% up or (down) movement on profit before tax and statement of financial position size (In millions of Naira)	17,201	-

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

### Bank

The table below summarizes the Bank's exposure to foreign currency exchange rate risk at 30 June 2016 and 31 December 2015. Included in the table are the Banks's financial instruments at carrying amounts, categorised by currency.

In millions of Naira

At 30 June 2016	Naira	Dollar	GBP	Euro	Others	Total
<b>Assets</b>						
Cash and balances with central banks	509,557	81,083	2,500	5,583	-	598,723
Treasury bills	311,196	-	-	-	-	311,196
Assets pledged as collaterals	277,862	-	-	-	-	277,862
Due from other banks	1,204	222,649	9,724	24,100	211	257,888
Derivative assets	-	34,943	-	-	-	34,943
Loans and advances to customers (gross)	1,495,439	663,875	-	2,017	-	2,161,331
Investment securities	178,253	1,473	-	-	-	179,726
Financial assets	15,067	141	-	-	-	15,208
	<b>2,788,578</b>	<b>1,004,164</b>	<b>12,224</b>	<b>31,700</b>	<b>211</b>	<b>3,836,877</b>
<b>Liabilities</b>						
Customer's deposit	1,874,913	466,814	4,059	9,135	-	2,354,921
Derivative liabilities	-	3,562	-	-	-	3,562
Financial liabilities	46,547	106,902	5,013	19,707	-	178,169
On-lending facilities	344,883	-	-	-	-	344,883
Borrowings	-	366,634	-	-	-	366,634
Debt securities issued	-	142,091	-	-	-	142,091
	<b>2,266,343</b>	<b>1,086,003</b>	<b>9,072</b>	<b>28,842</b>	<b>-</b>	<b>3,390,260</b>
Net on-balance sheet position	<b>522,235</b>	<b>(81,839)</b>	<b>3,152</b>	<b>2,858</b>	<b>211</b>	<b>446,617</b>

In millions of Naira

At 31 December 2015	Naira	Dollar	GBP	Euro	Others	Total
<b>Assets</b>						
Cash and balances with central banks	655,118	80,360	198	270	-	735,946
Treasury bills	330,900	-	-	-	-	330,900
Assets pledged as collaterals	264,320	-	-	-	-	264,320
Due from other banks	45,346	190,882	9,059	21,607	-	266,894
Derivative assets	-	8,481	-	-	-	8,481
Loans and advances to customers (gross)	1,162,092	718,397	-	4,452	-	1,884,941
Investment securities	149,703	1,021	-	-	-	150,724
Financial assets	10,139	-	-	-	-	10,139
	<b>2,617,618</b>	<b>999,141</b>	<b>9,257</b>	<b>26,329</b>	<b>-</b>	<b>3,652,345</b>
<b>Liabilities</b>						
Customer's deposits	1,898,795	423,935	3,942	6,345	-	2,333,017
Derivative liabilities	-	384	-	-	-	384
Financial liabilities	65,586	106,902	5,013	19,707	-	197,208
On-lending facilities	286,881	-	-	-	-	286,881
Borrowings	-	268,111	-	-	-	268,111
Debt securities issued	-	99,818	-	-	-	99,818
	<b>2,251,262</b>	<b>899,150</b>	<b>8,955</b>	<b>26,052</b>	<b>-</b>	<b>3,185,419</b>
Net on-balance sheet position	<b>366,356</b>	<b>99,991</b>	<b>302</b>	<b>277</b>	<b>-</b>	<b>466,926</b>

The Bank's exposure to foreign currency risk is largely concentrated in US Dollar. Movement in exchange rate between the US Dollar, and the Nigerian Naira affects reported earnings through revaluation gain or loss and statement of financial position size through increase or decrease in the revalued amounts of assets and liabilities denominated in US Dollars.

The table below shows the impact on the Bank's profit and statement of financial position size if the exchange rate between the US Dollars, and Nigerian Naira had increased or decreased by 15% and 30%, with all other variables held constant.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira	30 June 2016	31 Dec 2015
US Dollar effect of 15% up or (down) movement on profit before tax and balance sheet size	3,738	10,013
US Dollar effect of 30% up or (down) movement on profit before tax and statement of financial position size (In millions of Naira)	7,476	-

### 3.3.4 Interest Rate Risk

The Group is exposed to a considerable level of interest rate risk-especially on the banking book (i.e. the risk that the future cash flows of a financial instrument will fluctuate because of changes in market interest rates). Interest rate was quite volatile within the period (especially in the Nigerian environment) in various geographical regions where the Bank operates. The combined effect of the increase in Monetary Policy Rate (MPR) to 14% (from 11%), Foreign Exchange Rate to N283.05 (from N199.05), Cash Reserve Ratio (CRR) on Public Deposit 22.5% (from 22%) and Private deposits 25% (from 20%) by the Central Bank of Nigeria (CBN) resulted in huge jump in the market rates and market volatility. The corresponding rates were largely flat in Ghana, Gambia, Sierra-Leone and United Kingdom. These changes could have a negative impact on the net interest income, if not properly managed. The Group however, has a significant portion of its liabilities in non-rate sensitive liabilities. This helps it in minimising the impact of the exposure to interest rate risks. The Group also enjoys some form of flexibility in adjusting both lending and deposits rates to reflect current realities.

#### Group

The table below summarizes the Group's interest rate gap position:

#### In millions of Naira

At 30 June 2016	Note	Carrying amount	Rate sensitive	Non rate sensitive
<b>Assets</b>				
Cash and balances with central banks	15	627,156	-	627,156
Treasury and other eligible bills (Amortized cost)	16	379,990	379,990	-
Assets pledged as collateral	17	277,862	277,862	-
Due from other banks	18	343,389	343,389	-
Derivative assets	19	34,943	34,943	-
Loans and advances to customers (gross)	20	2,339,951	2,339,951	-
Investment securities (Amortized cost and Fair value through OCI)	21	258,497	244,328	14,169
Financial assets	25	15,155	-	15,155
		4,276,943	3,620,463	656,480
<b>Liabilities</b>				
Customer deposits	28	2,685,477	2,200,338	485,139
Derivative liabilities	33	3,562	3,562	-
Financial liabilities	29	174,986	-	174,986
On-lending facilities	30	344,883	344,883	-
Borrowings	31	358,789	358,789	-
Debt securities issued	32	142,091	142,091	-
		3,709,788	3,049,663	660,125
Total interest repricing gap		567,155	570,800	(3,645)

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

At 30 June 2016	Up to 1 month	1 - 3 months	3 - 6 months	6 - 12 months	Over 1 year	Total rate sensitive
<b>Assets</b>						
Treasury bills	122,269	46,354	105,670	105,697	-	379,990
Assets pledged as collateral	-	63,251	39,404	45,597	129,610	277,862
Due from other banks	303,637	34	5,930	31,919	1,869	343,389
Derivative assets	12,454	12,093	9,529	867	-	34,943
Loans and advances to customers (gross)	801,893	96,944	59,745	51,462	1,329,907	2,339,951
Investment securities (Amortized cost and Fair value through OCI)	359	68,275	-	49,367	126,327	244,328
	1,240,612	286,951	220,278	284,909	1,587,713	3,620,463
<b>Liabilities</b>						
Customer deposits	872,872	128,826	15,793	6,159	1,176,688	2,200,338
Derivative liabilities	57	1,363	-	2,142	-	3,562
On-lending facilities	38,663	59,294	3,789	4,413	238,724	344,883
Borrowings	-	-	-	-	358,789	358,789
Debt securities issued	-	-	-	566	141,525	142,091
	911,592	189,483	19,582	13,280	1,915,726	3,049,663
Total interest repricing gap	329,020	97,468	200,696	271,629	(328,013)	570,800

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

At 31 December 2015	Note	Carrying amount	Rate sensitive	Non rate sensitive
<b>Assets</b>				
Cash and balances with central banks	15	761,561	7,500	754,061
Treasury and other eligible bills (Amortized cost)	16	377,928	377,928	-
Assets pledged as collaterals	17	265,051	265,051	-
Due from other banks	18	272,194	272,194	-
Derivative assets	19	8,481	8,481	-
Loans and advances to customers (gross)	20	2,032,256	2,032,256	-
Investment securities (Amortized cost and Fair value through OCI)	21	213,141	202,444	10,697
Financial assets	25	10,064	-	10,064
		<b>3,940,676</b>	<b>3,165,854</b>	<b>774,822</b>
<b>Liabilities</b>				
Customer deposits	28	2,557,884	2,017,265	540,619
Derivative liabilities	33	384	384	-
On-lending facilities	30	286,881	286,881	-
Borrowings	31	258,862	258,862	-
Financial liabilities	29	186,111	-	186,111
Debt securities issued	32	99,818	99,818	-
		<b>3,389,940</b>	<b>2,663,210</b>	<b>726,730</b>
Total interest repricing gap		<b>550,736</b>	<b>502,644</b>	<b>48,092</b>

In millions of Naira At 31 December 2015	Up to 1 month	1 - 3 months	3 - 6 months	6 - 12 months	Over 1 year	Total rate sensitive
<b>Assets</b>						
Cash and balances with central banks	7,500	-	-	-	-	7,500
Treasury bills	32,858	46,655	133,141	165,274	-	377,928
Assets pledged as collateral	4,435	20,134	15,548	52,848	172,086	265,051
Due from other banks	268,582	1,871	-	-	1,741	272,194
Derivative assets	-	239	5,224	3,018	-	8,481
Loans and advances to customers (gross)	735,259	88,294	45,498	53,984	1,109,221	2,032,256
Investment securities (Amortized cost and Fair value through OCI)	21	28	36	1,732	200,627	202,444
	<b>1,048,655</b>	<b>157,221</b>	<b>199,447</b>	<b>276,856</b>	<b>1,483,675</b>	<b>3,165,854</b>
<b>Liabilities</b>						
Customer deposits	921,169	70,578	4,466	1,744	1,019,308	2,017,265
Derivative liabilities	-	5	379	-	-	384
On-lending facilities	17,975	71,269	2,615	10,922	184,100	286,881
Borrowings	-	-	-	528	258,334	258,862
Debt securities issued	-	-	-	293	99,525	99,818
	<b>939,144</b>	<b>141,852</b>	<b>7,460</b>	<b>13,487</b>	<b>1,561,267</b>	<b>2,663,210</b>
Total interest repricing gap	<b>109,511</b>	<b>15,369</b>	<b>191,987</b>	<b>263,369</b>	<b>(77,592)</b>	<b>502,644</b>

The management of interest risk against interest rate gap limits is supplemented by monitoring the sensitivity of the Group's financial assets and liabilities to various scenarios. Interest rate movement affects reported income by causing an increase or decrease in net interest income and fair value changes.

The table below shows the impact on the Group's profit before tax if interest rates on financial instruments held at amortized cost or at fair value had increased or decreased by 100 basis points, with all other variables held constant.

In millions of Naira	30 June 2016	31 Dec 2015
Effect of 100 basis points movement on profit before tax	5,708	9,216



# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

### Bank

The table below summarizes the Bank's interest rate gap position:

#### In millions of Naira

##### At 30 June 2016

	Note	Carrying amount	Rate sensitive	Non-rate sensitive
<b>Assets</b>				
Cash and balances with central banks	15	598,723	-	598,723
Treasury and other eligible bills (Amortized cost)	16	311,196	311,196	-
Assets pledged as collateral	17	277,862	277,862	-
Due from other banks	18	257,888	257,888	-
Derivative assets	19	34,943	34,943	-
Loans and advances to customers (gross)	20	2,161,331	2,161,331	-
Investment securities (Amortized cost and Fair value through OCI)	21	179,726	165,557	14,169
Financial assets	25	15,208	-	15,208
		<b>3,836,877</b>	<b>3,208,777</b>	<b>628,100</b>
<b>Liabilities</b>				
Customer deposits	28	2,354,921	1,869,782	485,139
Derivative liabilities	33	3,562	3,562	-
Financial liabilities	29	178,169	-	178,169
On-lending facilities	30	344,883	344,883	-
Borrowings	31	366,634	366,634	-
Debt securities issued	32	142,091	142,091	-
		<b>3,390,260</b>	<b>2,726,952</b>	<b>663,308</b>
Total interest repricing gap		<b>446,617</b>	<b>481,825</b>	<b>(35,208)</b>

#### In millions of Naira

##### At 30 June 2016

	Up to 1 month	1 - 3 months	3 - 6 months	6 - 12 months	Over 1 year	Total rate sensitive
<b>Assets</b>						
Treasury bills	113,085	18,693	33,130	146,288	-	311,196
Assets pledged as collateral	-	63,251	39,404	45,597	129,610	277,862
Due from other banks	224,483	34	5,930	25,572	1,869	257,888
Derivative assets	12,454	12,093	9,529	867	-	34,943
Loans and advances to customers (gross)	755,397	96,863	59,744	51,486	1,197,841	2,161,331
Investment securities (Amortized cost and Fair value through OCI)	-	53,118	-	38,653	73,786	165,557
	<b>1,105,419</b>	<b>244,052</b>	<b>147,737</b>	<b>308,463</b>	<b>1,403,106</b>	<b>3,208,777</b>
<b>Liabilities</b>						
Customer deposits	798,936	106,396	10,435	107	953,908	1,869,782
Derivative liabilities	57	1,363	-	2,142	-	3,562
On-lending facilities	38,663	59,294	3,789	4,413	238,724	344,883
Borrowings	-	-	-	-	366,634	366,634
Debt securities	-	-	-	566	141,525	142,091
	<b>837,656</b>	<b>167,053</b>	<b>14,224</b>	<b>7,228</b>	<b>1,700,791</b>	<b>2,726,952</b>
Total interest repricing gap	<b>267,763</b>	<b>76,999</b>	<b>133,513</b>	<b>301,235</b>	<b>(297,685)</b>	<b>481,825</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira

At 31 December 2015	Note	Carrying amount	Rate sensitive	Non rate sensitive
<b>Assets</b>				
Cash and balances with central banks	15	735,946	7,500	728,446
Treasury and other eligible bills (Amortized cost)	16	330,900	330,900	-
Assets pledged as colaterals	17	264,320	264,320	-
Due from other banks	18	266,894	266,894	-
Derivative assets	19	8,481	8,481	-
Loans and advances to customers (gross)	20	1,884,941	1,884,941	-
Investment securities (Amortized cost and Fair value through OCI)	21	150,724	140,709	10,015
Financial assets	25	10,139	-	10,139
		<b>3,652,345</b>	<b>2,903,745</b>	<b>748,600</b>
<b>Liabilities</b>				
Customer deposits	28	2,333,017	1,792,398	540,619
Financial liabilities	29	197,208	-	197,208
Derivative liabilities	33	384	384	-
On-lending facilities	30	286,881	286,881	-
Borrowings	31	268,111	268,111	-
Debt securities issued	32	99,818	99,818	-
		<b>3,185,419</b>	<b>2,447,592</b>	<b>737,827</b>
Total interest repricing gap		<b>466,926</b>	<b>456,153</b>	<b>10,773</b>

At 31 December 2015	Up to 1 month	1 - 3 months	3 - 6 months	6 - 12 months	Over 1 year	Total rate sensitive
<b>Assets</b>						
Cash and balances with central banks	7,500	-	-	-	-	7,500
Treasury bills	28,066	35,913	118,025	148,896	-	330,900
Assets pledged as collateral	4,435	20,134	15,548	52,848	171,355	264,320
Due from other banks	263,282	1,871	-	-	1,741	266,894
Derivative assets	-	239	5,224	3,018	-	8,481
Loans and advances to customers ( gross)	683,739	88,293	45,436	53,991	1,013,482	1,884,941
Investment securities (Amortized cost and Fair value through OCI)	-	-	-	1,395	139,314	140,709
	<b>987,022</b>	<b>146,450</b>	<b>184,233</b>	<b>260,148</b>	<b>1,325,892</b>	<b>2,903,745</b>
<b>Liabilities</b>						
Customer deposits	864,026	53,935	2,475	866	871,096	1,792,398
Derivative liabilities	-	5	379	-	-	384
On-lending facilities	17,975	71,269	2,615	10,922	184,100	286,881
Borrowings	-	-	-	529	267,582	268,111
Debt securities issued	-	-	-	293	99,525	99,818
	<b>882,001</b>	<b>125,209</b>	<b>5,469</b>	<b>12,610</b>	<b>1,422,303</b>	<b>2,447,592</b>
Total interest repricing gap	<b>105,021</b>	<b>21,241</b>	<b>178,764</b>	<b>247,538</b>	<b>(96,411)</b>	<b>456,153</b>

The management of interest risk against interest rate gap limits is supplemented by monitoring the sensitivity of the Group's financial assets and liabilities to various scenarios. Interest rate movement affects reported income by causing an increase or decrease in net interest income and fair value changes.

The table below shows the impact on the Bank's profit before tax if interest rates on financial instruments held at amortized cost or at fair value had increased or decreased by 100 basis points, with all other variables held constant.

In millions of Naira	30 June 2016	31 Dec 2015
Effect of 100 basis points movement on profit before tax	4,818	9,640

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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The effect of 100 basis points movement on profit is considered moderate and we do not expect all the rates to move at the same time and in the same direction. This risk can largely be handled by the flexibility in the changing/adjusting rates on loans and deposits.

### 3.3.5 Equity and commodity price risk

The Group is exposed to equity price risk by holding investments quoted on the Nigerian Stock Exchange (NSE) and other non-quoted investments. Equity securities quoted on the NSE are exposed to movement based on the general movement of the all share index and movement in prices of specific securities held by the Group.

Unquoted equity security held by the Group is mainly 4.59% equity holding in African Finance Corporation (AFC) valued at N 10 billion (cost N6.4 billion) as at 30 June 2016. The AFC is a private sector-led investment bank and development finance institution which has the Central Bank of Nigeria (CBN) as the single major shareholder (42.5%) with other African financial institutions and investors holding the remaining shares. The AFC operates a US Dollar denominated statement of financial position and provides financing in this currency.

The Group does not deal in commodities and is therefore not exposed to any commodity price risk.

### 3.4 Liquidity risk

Liquidity risk is the potential loss arising from the Group's inability to meet its obligations as they fall due or to fund increases in assets without incurring unacceptable cost or losses. Liquidity risk is not viewed in isolation, because financial risks are not mutually exclusive and liquidity risk is often triggered by consequences of other bank risks such as credit, market and operational risks.

#### 3.4.1 Liquidity risk management process

The Group has a sound and robust liquidity risk management framework that ensures that sufficient liquidity, including a cushion of unencumbered and high quality liquid assets are maintained at all times, to enable the Group withstand a range of stress events, including those that might involve loss or impairment of funding sources.

The Group's liquidity risk exposure is monitored and managed by the Asset and Liability Management Committee (ALCO) on a regular basis. This process includes:

- (a) Projecting cash flows and considering the level of liquid assets necessary in relation thereto;
- (b) Monitoring balance sheet liquidity ratios against internal and regulatory requirements;
- (c) Maintaining a diverse range of funding sources with adequate back-up facilities;
- (d) Managing the concentration and profile of debt maturities;
- (e) Monitoring depositor concentration in order to avoid undue reliance on large individual depositors and ensure a satisfactory overall funding mix;
- (f) Maintaining up to date liquidity and funding contingency plans. These plans identify early indicators of stress conditions and describe actions to be taken in the event of difficulties arising from systemic or other crises while minimizing any adverse long-term implications for the business;
- (g) Regular conduct of stress testing, coupled with testing of contingency funding plans from time to time.

The Maximum Cumulative Outflow has remained positive all through the short tenor maturity buckets. Assessments are carried out on contractual basis. These reveal very sound and robust liquidity position of the Group.

The Group maintains adequate liquid assets and marketable securities sufficient to manage any liquidity stress situation. The liquidity ratio remains one of the best among the peer banks and is far above the regulatory limits.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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### 3.4.2 Stress testing and contingency funding

#### Stress testing

Zenith Bank Plc considers different liquidity risk mitigation tools, including a system of limits and liquidity buffers in order to be able to withstand a range of different stress events and adequately diversify funding structure and access to funding sources. Those events are regularly reviewed and monitored by the Asset and Liability Committee (ALCO). Alternative scenarios on liquidity positions and on risk mitigants are considered. In line with standard risk Management practise and global best practise, the Bank:

- (a). Conducts on a regular basis appropriate stress tests so as to:
  - (i) Identify sources of potential liquidity strain;
  - (ii) Ensure that current liquidity exposures continue to conform to the liquidity risk tolerance established by the board
- (b). Analyses the separate and combined impact of possible future liquidity stresses on:
  - (i) Cash flows;
  - (ii) Liquidity position;
  - (iii) Profitability.

The Board and the Asset and Liability Committee (ALCO) reviews regularly the stresses and scenarios tested to ensure that their nature and severity remain appropriate and relevant to the Bank. This reviews takes into the account the followings;

- (a) Changes in market condition;
- (b) Changes in the nature, scale or complexity of the Bank's business model and activities;
- (c) The Bank's practical experience in periods of stress.

The Bank considers the potential impact of idiosyncratic (Institution Specific), market-wide and combined alternative scenarios while carrying out the test so as to ensure that all areas are appropriately covered. In addition, the Bank also considers the impact of severe stress scenarios.

#### Contingency Funding Plan

The Bank maintains a contingency funding plan which sets out strategies for addressing liquidity

- (a) outlines strategies, policies and plans to manage a range of stresses;
- (b) establishes a clear allocation of roles and clear lines of management responsibility;
- (c) is formally documented;
- (d) includes clear invocation and escalation procedures;
- (e) is regularly tested and the result shared with the ALCO and Board;
- (f) outlines that banks operational arrangements for managing a huge funding run;
- (g) is sufficiently robust to withstand simultaneous disruptions in a range of payment and settlement;
- (h) outlines how the bank will manage both internal communications and those with its external;
- (i) establishes mechanisms to ensure that the board and Senior Management receive management.

As part of the contingency funding plan process, the bank maintains committed credit lines that can be drawn in case of liquidity crises. These lines are renewed as at when due.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

### 3.4.3 Funding approach

Our sources of liquidity are regularly reviewed by both the ALCO and the Treasury Group in order to avoid undue reliance on large individual depositors and ensure that a satisfactory overall funding mix is maintained at all times. The funding strategy is geared toward ensuring effective diversification in the sources and tenor of funding. The Group however places greater emphasis on demand deposits as against purchased funds in order to minimize the cost of funding.

As part of the management of liquidity risk arising from financial liabilities, the Group holds liquid assets comprising cash and cash equivalents, and debt securities issued by sovereigns, which can be readily sold to meet liquidity requirements. In addition, the Group maintains agreed lines of credit with other banks.

#### (a) Exposure to liquidity risk

The key measure used by the Group for managing liquidity risk is the ratio of net liquid assets to deposits from customers. For this purpose, 'net liquid assets' includes cash and cash equivalents and investment-grade debt securities for which there is an active and liquid market less any balances with foreign banks and regulatory restricted cash. Customers' deposit excludes deposit denominated in foreign currencies. Details of the reported Group ratio of net liquid assets to deposits from customers at the reporting date and during the reporting period were as follows.

	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
<b>At 30 June 2016</b>	55.15%	51.37%	47.94%	47.74%
Average for the period	56.91%	49.24%	53.28%	41.17%
Maximum for the period	62.99%	56.83%	60.70%	50.16%
Minimum for the period	53.09%	43.35%	47.94%	33.85%

#### (b) Liquidity reserve

The table sets out the component of the Group's liquidity reserve.

Group	30 June 2016		31 Dec 2015	
	Carrying value	Fair value	Carrying value	Fair value
<b>In millions of naira</b>				
Cash and balances with Central Banks	133,603	133,603	358,007	358,007
Treasury Bills	379,990	404,602	377,928	355,556
Balances with other banks	152,768	159,807	93,087	84,844
Investment securities	244,328	304,806	166,690	181,011
Assets pledged as collaterals	202,432	246,090	104,701	207,528
<b>Total</b>	<b>1,113,121</b>	<b>1,248,908</b>	<b>1,100,413</b>	<b>1,186,946</b>
<b>Bank</b>				
Cash and balances with Central Banks	105,427	105,427	332,502	332,502
Treasury Bills	311,196	249,877	330,900	277,350
Balances with other banks	1,279	1,279	31,576	38,577
Investment securities	105,863	165,557	105,863	157,145
Assets pledged as collaterals	202,432	201,759	104,581	144,454
<b>Total</b>	<b>726,197</b>	<b>723,899</b>	<b>905,422</b>	<b>950,028</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

### (c) Financial assets available to support funding

The table below sets out the availability of the Group's financial assets to support future funding

#### 'In millions of Naira Group

	Note	At 30 June 2016			At 31 December 2015		
		Encumbered	Unencumbered	Total	Encumbered	Unencumbered	Total
Cash and balances with central banks	15	493,553	133,603	627,156	403,554	358,007	761,561
Treasury bills	16	-	379,990	379,990	-	377,928	377,928
Assets pledged as collateral	17	277,862	-	277,862	265,051	-	265,051
Due from other banks	18	-	343,389	343,389	-	272,194	272,194
Loans and advances	20	-	2,279,655	2,279,655	-	1,989,313	1,989,313
Investment securities	21	-	258,497	258,497	-	213,141	213,141
Financial assets	25	-	15,155	15,155	-	10,064	10,064

#### 'In millions of Naira Bank

	Note	At 30 June 2016			At 31 December 2015		
		Encumbered	Unencumbered	Total	Encumbered	Unencumbered	Total
Cash and balances with central banks	15	493,296	105,427	598,723	403,444	332,502	735,946
Treasury bills	16	-	311,196	311,196	-	330,900	330,900
Assets pledged as collateral	17	277,862	-	277,862	264,320	-	264,320
Due from other banks	18	-	257,888	257,888	-	266,894	266,894
Loans and advances	20	-	2,114,808	2,114,808	-	1,849,225	1,849,225
Investment securities	21	-	179,726	179,726	-	150,724	150,724
Financial assets	25	-	15,208	15,208	-	10,139	10,139

### (d) Financial assets pledged as collateral

The total financial assets recognised in the statement of financial position that have been pledged as collateral for liabilities as at 30 June 2016 and 31 December 2015 are shown above. Financial assets are pledged as collateral as part of sales and repurchases, borrowing transaction and collection agency transactions under terms that are usual for such activities.

The Group does not hold any financial assets accepted as collateral that the Group is permitted to sell or repledge in the absence of default.

### 3.4.4 Liquidity gap analysis

The table below presents the cash flows of the Group's financial assets and liabilities and other liabilities by their remaining contractual maturities at the statement of financial position date. The amounts disclosed in the table are the contractual undiscounted cash flows, whereas the Group manages the inherent liquidity risk based on expected undiscounted cash flows.

The Group's loan disbursement and avallment process is centralized and controlled by Credit Risk Management Group (CRMG) of each banking subsidiary. All loan commitments advised to customers in offer letters are contingent on the satisfaction of conditions precedent to draw down and availability of funds. Additionally, the Group retains control of drawings on approved loan facilities, through a referral method, where any such drawings must be sanctioned before it is processed. This ensures that the Group's commitments on any loan is to the extent of the drawn amount at any point in time.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

Group

At 30 June 2016 In millions of Naira	Note	Up to 1 month	1 - 3 months	3 - 6 months	6 - 12 months	Over 1 year	Gross nominal inflow/ (outflow)	Carrying amount
<b>Assets</b>								
<b>Non-derivative assets</b>								
Cash and balances with central banks	15	133,603	-	-	493,553	-	627,156	627,156
Treasury bills	16	122,269	46,354	105,670	105,697	-	379,990	379,990
Assets pledged as collateral	17	-	63,251	39,404	45,597	129,610	277,862	277,862
Due from other banks	18	303,637	34	5,930	31,919	1,869	343,389	343,389
Loans and advances to customers (gross)	20	801,893	96,944	59,745	51,462	1,329,907	2,339,951	2,279,655
Investment securities	21	359	68,275	-	49,367	140,496	258,497	258,497
Financial assets	25	15,155	-	-	-	-	15,155	15,155
		<b>1,376,916</b>	<b>274,858</b>	<b>210,749</b>	<b>777,595</b>	<b>1,601,882</b>	<b>4,242,000</b>	<b>7,107,084</b>
<b>Derivative assets</b>								
Trading:	19	-	-	-	-	-	-	34,943
Inflow		12,454	12,093	9,529	867	-	34,943	-
Outflow		-	-	-	-	-	-	-
Risk management:		-	-	-	-	-	-	-
Inflow		-	-	-	-	-	-	-
Outflow		-	-	-	-	-	-	-
		<b>12,454</b>	<b>12,093</b>	<b>9,529</b>	<b>867</b>	<b>-</b>	<b>34,943</b>	<b>34,943</b>
<b>Liabilities</b>								
<b>Non-derivative liabilities</b>								
Customer's deposits	28	2,534,675	128,826	15,793	6,159	24	2,685,477	2,685,477
Financial liabilities	29	174,986	-	-	-	-	174,986	174,986
On-lending facilities	30	38,663	59,294	3,789	4,413	238,724	344,883	344,883
Borrowings	31	-	-	-	-	358,789	358,789	358,789
Debt securities issued	32	-	-	-	566	141,525	142,091	142,091
Financial guarantees contracts	39	851	2,570	1,804	69,551	71,583	146,359	146,359
		<b>2,749,175</b>	<b>190,690</b>	<b>21,386</b>	<b>80,689</b>	<b>810,645</b>	<b>3,852,585</b>	<b>3,852,585</b>
<b>Derivative liabilities</b>								
Trading:	33	-	-	-	-	-	-	3,562
inflow		57	1,363	-	2,142	-	3,562	-
outflow		-	-	-	-	-	-	-
Risk management:		-	-	-	-	-	-	-
inflow		-	-	-	-	-	-	-
outflow		-	-	-	-	-	-	-
		<b>57</b>	<b>1,363</b>	<b>-</b>	<b>2,142</b>	<b>-</b>	<b>3,562</b>	<b>3,562</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

At 31 December 2015 In millions of Naira	Note	Up to 1 month	1 - 3 months	3 - 6 months	6 - 12 months	Over 1 year	Gross nominal inflow/ (outflow)	Carrying amount
<b>Assets</b>								
<b>Non-derivative assets</b>								
Cash and balances with central banks	15	350,646	-	-	403,554	-	754,200	761,561
Treasury bills	16	32,859	46,655	133,141	165,273	-	377,928	377,928
Assets pledged as collateral	17	4,435	20,134	15,548	52,848	172,086	265,051	265,051
Due from other banks	18	268,838	1,871	-	-	1,741	272,450	272,194
Loans and advances to customers (gross)	20	736,565	88,294	45,498	53,984	1,109,221	2,033,562	1,989,313
Investment securities	21	21	28	36	1,732	177,673	179,490	213,141
Financial assets	25	10,064	-	-	-	-	10,064	10,064
		<b>1,403,428</b>	<b>156,982</b>	<b>194,223</b>	<b>677,391</b>	<b>1,460,721</b>	<b>3,892,745</b>	<b>3,889,252</b>
<b>Derivative assets</b>								
Trading:	19	-	-	-	-	-	-	8,481
Inflow		-	-	16,727	4,451	-	21,178	-
Outflow		-	(9,940)	(40)	(61)	-	(10,041)	-
Risk management:		-	-	-	-	-	-	-
Inflow		-	-	-	-	-	-	-
Outflow		-	-	-	-	-	-	-
		-	<b>(9,940)</b>	<b>16,687</b>	<b>4,390</b>	-	<b>11,137</b>	<b>8,481</b>
<b>Liabilities</b>								
<b>Non-derivative liabilities</b>								
Customer's deposits	28	2,475,614	70,578	4,466	1,723	19	2,552,400	2,557,884
Financial liabilities	29	186,111	-	-	-	-	186,111	186,111
On-lending facilities	30	17,945	71,269	2,615	10,922	184,100	286,851	286,881
Borrowings	31	-	-	-	27	267,582	267,609	258,862
Debt securities issued	32	-	-	-	529	289,492	290,021	99,818
Financial guarantees contracts	39	-	11,577	14,520	35,100	60,440	121,637	121,637
		<b>2,679,670</b>	<b>153,424</b>	<b>21,601</b>	<b>48,301</b>	<b>801,633</b>	<b>3,704,629</b>	<b>3,511,193</b>
<b>Derivative liabilities</b>								
Trading:	33	-	-	-	-	-	-	384
Outflow		-	1,985	10,200	-	-	12,185	-
Inflow		-	-	-	-	-	-	-
Risk management:		-	-	-	-	-	-	-
Outflow		-	-	-	-	-	-	-
Inflow		-	-	-	-	-	-	-
		-	<b>1,985</b>	<b>10,200</b>	-	-	<b>12,185</b>	<b>384</b>



# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

Bank

At 30 June 2016 In millions of Naira	Note	Up to 1 month	1 - 3 months	3 - 6 months	6 - 12 months	Over 1 year	Gross nominal inflow/ (outflow)	Carrying amount
<b>Assets</b>								
<b>Non-derivative assets</b>								
Cash and balances with central banks	15	105,426	-	-	493,297	-	598,723	598,723
Treasury bills	16	92,925	63,368	109,539	45,695	137,993	449,520	311,196
Assets pledged as collateral	17	-	63,251	39,404	357,097	-	459,752	277,862
Due from other banks	18	224,483	34	5,930	25,572	1,869	257,888	257,888
Loans and advances to customers (gross)	20	755,397	96,863	59,744	51,486	1,197,841	2,161,331	2,161,331
Investment securities	21	5,853	4,016	9,362	36,588	319,394	375,213	179,726
Financial assets	25	15,208	-	-	-	-	15,208	15,208
		<b>1,199,292</b>	<b>227,532</b>	<b>223,979</b>	<b>1,009,735</b>	<b>1,657,097</b>	<b>4,317,635</b>	<b>7,435,978</b>
<b>Derivative assets</b>								
Trading:	19	-	-	-	-	-	-	34,943
Inflow		12,454	12,093	9,529	867	-	34,943	-
Outflow		-	-	-	-	-	-	-
Risk management:		-	-	-	-	-	-	-
Inflow		-	-	-	-	-	-	-
Outflow		-	-	-	-	-	-	-
		<b>12,454</b>	<b>12,093</b>	<b>9,529</b>	<b>867</b>	<b>-</b>	<b>34,943</b>	<b>34,943</b>
<b>Liabilities</b>								
<b>Non-derivative liabilities</b>								
Customer's deposits	28	2,237,983	106,396	10,435	107	-	2,354,921	2,354,921
Financial liabilities	29	178,169	-	-	-	-	178,169	178,169
On-lending facilities	30	38,663	59,294	3,789	4,413	238,724	344,883	344,883
Borrowings	31	-	-	-	-	366,634	366,634	366,634
Debt securities issued	32	-	-	-	566	141,525	142,091	142,091
Financial guarantees contracts	39	851	2,570	1,804	69,551	71,583	146,359	146,359
		<b>2,455,666</b>	<b>168,260</b>	<b>16,028</b>	<b>74,637</b>	<b>818,466</b>	<b>3,533,057</b>	<b>3,533,057</b>
<b>Derivative liabilities</b>								
Trading:	33	-	-	-	-	-	-	3,562
inflow		57	1,363	-	2,142	-	3,562	-
outflow		-	-	-	-	-	-	-
Risk management:		-	-	-	-	-	-	-
inflow		-	-	-	-	-	-	-
outflow		-	-	-	-	-	-	-
		<b>57</b>	<b>1,363</b>	<b>-</b>	<b>2,142</b>	<b>-</b>	<b>3,562</b>	<b>3,562</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

At 31 December 2015 In millions of Naira	Note	Up to 1 month	1 - 3 months	3 - 6 months	6 - 12 months	Over 1 year	Gross nominal inflow/ (outflow)	Carrying amount
<b>Assets</b>								
<b>Non-derivative assets</b>								
Cash and balances with central banks	15	325,141	-	-	403,444	-	728,585	735,946
Treasury bills	16	28,067	35,913	118,025	148,895	-	330,900	330,900
Assets pledged as collateral	17	4,435	20,134	15,548	52,848	171,355	264,320	264,320
Due from other banks	18	263,538	1,871	-	-	1,741	267,150	266,894
Loans and advances to customers (gross)	20	685,045	88,293	45,436	53,991	1,013,482	1,886,247	1,884,941
Investment securities	21	-	-	-	1,395	115,678	117,073	150,724
Financial assets	25	10,139	-	-	-	-	10,139	10,139
		<b>1,316,365</b>	<b>146,211</b>	<b>179,009</b>	<b>660,573</b>	<b>1,302,256</b>	<b>3,604,414</b>	<b>3,643,864</b>
<b>Derivative assets</b>								
Trading:	19	-	-	-	-	-	-	8,481
Inflow		-	-	16,727	4,451	-	21,178	-
Outflow		-	(9,940)	(40)	(61)	-	(10,041)	-
Risk management:		-	-	-	-	-	-	-
Inflow		-	-	-	-	-	-	-
Outflow		-	-	-	-	-	-	-
		-	<b>(9,940)</b>	<b>16,687</b>	<b>4,390</b>	-	<b>11,137</b>	<b>8,481</b>
<b>Liabilities</b>								
<b>Non-derivative liabilities</b>								
Customer's deposits	28	2,270,277	53,935	2,475	846	-	2,327,533	2,333,017
Financial liabilities	29	197,207	-	-	-	-	197,207	197,208
On-lending facilities	30	17,945	71,269	2,615	10,922	184,100	286,851	286,881
Borrowings	31	-	-	-	27	267,582	267,609	268,111
Debt securities issued	32	-	-	-	293	98,538	98,831	99,818
Financial guarantees contracts	39	-	11,577	14,520	35,100	60,440	121,637	121,637
		<b>2,485,429</b>	<b>136,781</b>	<b>19,610</b>	<b>47,188</b>	<b>610,660</b>	<b>3,299,668</b>	<b>3,306,672</b>
<b>Derivative liabilities</b>								
Trading:	33	-	-	-	-	-	-	384
Inflow		-	1,985	10,200	-	-	12,185	-
Risk management:		-	-	-	-	-	-	-
Outflow		-	-	-	-	-	-	-
Inflow		-	-	-	-	-	-	-
		-	<b>1,985</b>	<b>10,200</b>	-	-	<b>12,185</b>	<b>384</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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### Liquidity gap analysis (continued)

The amounts in the table above have been compiled as follows.

<b>Type of financial instrument</b>	<b>Basis on which amounts compiled</b>
Non-derivative financial liabilities and financial assets	Undiscounted cash flows, which include estimated interest payments.
Issued financial guarantee contracts, and unrecognised loan commitments	Earliest possible contractual maturity. For issued financial guarantee contracts, the maximum amount of the guarantee is allocated to the earliest period in which the guarantee could be called.
Derivative financial liabilities and financial assets held for risk management purposes	Contractual undiscounted cash flows. The amounts shown are the gross nominal inflows and outflows for derivatives that have simultaneous gross settlement (e.g. forward exchange contracts and currency swaps) and the net amounts for derivatives that are net settled.
Trading derivative liabilities and assets forming part of the Group's proprietary trading operations that are expected to be closed out before contractual maturity	Fair values at the date of the statement of financial position. This is because contractual maturities are not reflective of the liquidity risk exposure arising from these positions. These fair values are disclosed in the 'less than one month' column.
Trading derivative liabilities and assets that are entered into by the Group with its customers	Contractual undiscounted cash flows. This is because these instruments are not usually closed out before contractual maturity and so the Group believes that contractual maturities are essential for understanding the timing of cash flows associated with these derivative positions.

The Group's expected cash flows on some financial assets and financial liabilities vary significantly from the contractual cash flows. The principal differences are as follows:

- (a) demand deposits from customers are expected to remain stable or increase;
- (b) unrecognised loan commitments are not all expected to be drawn down immediately; and

As part of the management of liquidity risk arising from financial liabilities, the Group holds liquid assets comprising cash and cash equivalents, and debt securities issued by sovereigns, which can be readily sold to meet liquidity requirements. In addition, the Group maintains agreed lines of credit with other banks and holds unencumbered assets eligible for use as collateral with central banks (these amounts are referred to as the 'Group's liquidity reserves').

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

### 3.5 Fair value of financial assets and liabilities

IFRS 7 specifies a hierarchy of valuation techniques based on whether the inputs to those valuation techniques are observable or unobservable. Observable inputs reflect market data obtained from independent sources; unobservable inputs reflect the Group's market assumptions. These two types of inputs have created the following fair value hierarchy.

- (a) Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities.
- (b) Level 2: Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).
- (c) Level 3: Inputs for the asset or liability that are not based on observable market data (unobservable inputs).

This hierarchy requires the use of observable market data when available. The Group considers relevant and observable market prices in its valuations where possible.

#### Classification of financial assets and liabilities

##### Group

The table below sets out the Group's classification of each class of its financial assets and liabilities.

In millions of Naira	Note	At 30 June 2016			At 31 December 2015		
		Carrying value	Fair value	Fair value hierarchy	Carrying value	Fair value	Fair value hierarchy
<b>Assets</b>							
<b>Carried at FVTPL:</b>							
Treasury bills	16	50,367	50,367	1	53,698	53,698	1
Investment securities (FGN bonds)	21	-	-	-	6,707	6,707	1
Derivative assets	19	34,943	34,943	1	8,481	8,481	1
<b>Carried at FVTOCI:</b>							
Investment securities (Unquoted)	21	14,169	14,169	2	10,697	10,697	2
<b>Carried at amortized cost:</b>							
Cash and balances with central banks	15	627,156	627,156	2	761,561	761,561	2
Treasury bills	16	329,623	318,602	1	324,230	355,556	1
Assets pledged as collateral	17	277,862	277,189	1	265,051	304,804	1
Due from other banks	18	343,389	336,701	2	272,194	272,194	2
Loans and advances to customers (gross)	20	2,339,951	3,377,671	3	2,032,256	1,487,515	3
Investment securities	21	244,328	254,861	1	195,737	229,542	1
Financial assets	25	15,155	15,155	3	10,064	10,064	3
<b>Liabilities</b>							
<b>Carried at FVTPL</b>							
Derivative liabilities	33	3,562	3,562	1	384	384	1
<b>Carried at amortized cost:</b>							
Customer's deposits	28	2,685,477	2,669,304	2	2,557,884	2,551,143	2
Financial liabilities	29	174,986	174,986	3	186,111	186,111	3
On-lending facilities	30	344,883	396,327	2	286,881	275,641	2
Borrowings	31	358,789	523,465	3	258,862	263,268	3
Debt securities issued	32	142,091	118,510	2	99,818	82,667	2

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

### Bank

The table below sets out the Bank's classification of each class of its financial assets and liabilities.

In millions of Naira	Note	At 30 June 2016			At 31 December 2015		
		Carrying value	Fair value	Fair value hierarchy	Carrying value	Fair value	Fair value hierarchy
<b>Assets</b>							
<b>Carried at FVTPL:</b>							
Treasury bills	16	50,367	50,367	1	53,698	53,698	1
Investment securities (FGN bonds)	21	-	-	-	6,707	6,707	1
Derivative assets	19	34,943	34,943	1	8,481	8,481	1
<b>Carried at FVTOCI:</b>							
Investment securities (Unquoted)	21	14,169	14,169	2	10,015	10,015	2
<b>Carried at amortized cost:</b>							
Cash and balances with central banks	15	598,723	598,723	2	735,946	735,946	2
Treasury bills	16	260,829	249,877	1	277,202	277,350	1
Assets pledged as collateral	17	277,862	277,189	1	264,320	304,193	1
Due from other banks	18	257,888	257,888	2	266,894	266,894	2
Loans and advances to customers (gross)	20	2,161,331	3,098,622	3	1,884,941	1,385,377	3
Investment securities	21	165,557	167,231	1	134,002	157,145	1
Financial assets	25	15,208	15,208	3	10,139	10,139	3
<b>Liabilities</b>							
<b>Carried at FVTPL</b>							
Derivative liabilities	33	3,562	3,562	1	384	384	1
<b>Carried at amortized cost:</b>							
Customer's deposits	28	2,354,921	2,368,746	2	2,333,017	2,326,960	2
Financial liabilities	29	178,169	178,169	3	197,208	197,207	3
On-lending facilities	30	344,883	396,327	2	286,881	275,641	2
Borrowings	31	366,634	544,662	3	268,111	263,268	3
Debt securities issued	32	142,091	118,510	2	99,818	82,667	2

Where available, the fair value of loans and advances is based on observable market transactions. Where observable market transactions are not available, fair value is estimated using valuation models, such as discounted cash flow techniques. Input into the valuation techniques includes expected lifetime credit losses, interest rates, prepayment rates\* and primary origination or secondary market spreads. For collateral – dependent impaired loans, the fair value is measured based on the value of the underlying collateral.

The fair value of deposits from banks and customers is estimated using discounted cash flow techniques, applying the rates that are offered for deposits of similar maturities and terms. The fair value of deposits payable on demand is the amount payable at the reporting date.

No fair value disclosures are provided for equity investment securities of N71 million (31 December 2015: N71 million) that are measured at cost because their fair value cannot be measured reliably.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

### Financial instruments measured at fair value

#### At 30 June 2016

#### In millions of Naira

#### Financial assets

		Level 1	Level 2	Level 3
Treasury bills (FVTPL)	16	50,367	-	-
Derivative assets	19	-	34,943	-
Derivative liabilities	33	-	3,562	-
Investment securities (Unquoted)	21	-	-	14,169
		<b>50,367</b>	<b>38,505</b>	<b>14,169</b>

#### Reconciliation of Level 3 items

At 1 January 2016	10,697
Gains/(losses) recognised through profit or loss	(681)
Gains/(losses) recognised through other comprehensive income	4,153
<b>At 30 June 2016</b>	<b>14,169</b>

#### At 31 December 2015

#### In millions of Naira

#### Financial assets

		Level 1	Level 2	Level 3
Treasury bills (FVTPL)	16	53,698	-	-
Investment securities (FVTPL)-FGN bonds	21	6,707	-	-
Derivative assets	19	-	8,481	-
Derivative liabilities	33	-	384	-
Investment securities -Unquoted	21	-	-	10,697
		<b>60,405</b>	<b>8,865</b>	<b>10,697</b>

#### Reconciliation of Level 3 items

At 1 January 2015	13,535
Gains/(losses) recognised through profit or loss	510
Gains/(losses) recognised through other comprehensive income	(1,752)
Disposal of equity securities	(1,596)
<b>At 31 December 2015</b>	<b>10,697</b>

### Level 3 fair value measurements

#### (a) Unobservable inputs used in measuring fair value

The table below sets out information about significant unobservable inputs used at 30 June 2016 and 31 December 2015 in measuring financial instruments categorized as level 3 in the fair value hierarchy

Type of financial instrument	Fair values at 30 June 2016	Valuation technique	Significant unobservable input	Range of estimates (average) for unobservable inputs	Fair value measurement sensitivity to unobservable inputs
Unquoted equity investment	N14.1 billion	Equity DCF model.	-Discount rate. -Estimate cash flow.	Risk premium of 11.44-11.68% (11.96%) above risk-free interest rate (2.01%) (December 2015:11.44-11.68% (11.96%) above risk free rate (2.23%)) 4-year Compound Annual Growth Rate (CAGR) of cash flow of 16-17% (12%) (December 2015: 16-17% (12%))	A significant increase in the risk premium above the risk rate would result in a lower fair value.  A significant increase in the CAGR of cash flow would result in a higher fair value

Risk premium is determined by adding country risk premium to the product of market premium and equity beta.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

### (b) The effect of unobservable inputs on fair value measurements

Although the Group believes that its estimates of fair value are appropriate, the use of different methodologies or assumptions could lead to different measurements of fair value. For fair value measurement in Level 3, changing one or more of the assumptions would have the following effects.

#### Effect on OCI

In millions of Naira	At 30 June 2016		At 31 December 2015	
	Favourable changes	Un-favourable changes	Favourable changes	Un-favourable changes
Unquoted investment securities	2.00	(0.64)	2.00	(0.64)

The favourable and unfavourable effects of using reasonably possible alternative assumptions for valuation of unquoted equity securities have been calculated by recalibrating the model values using unobservable inputs based on upper and lower quartile respectively of the Group's range of possible estimates. Key inputs and assumptions used in the model at 30 June 2016 included a risk premium 11.56% above the risk-free interest rate of 2.01% (with reasonably possible alternative assumptions of 11.44% and 11.68%) (31 December 2015: 10.26, 9.23 and 11.29 % respectively above risk free rate of 2.17%), and a 5-year CAGR of 19% (with reasonable possible alternative assumptions of 18 and 20%) (31 December 2015: 18, 17, 19 % respectively).

The fair values of quoted equity securities are determined by reference to quoted prices (unadjusted) in active markets for identical instruments. For unquoted equity securities, where observable market transactions are not available, fair value is estimated using valuation models, such as discounted cash flow techniques. The fair value of our unquoted equity holding in African Finance Corporation (AFC) is determined using equity discounted cash flow model. Inputs into the model include estimated future cash flows to equity, valuation horizon and Capital Asset Pricing Model (CAPM) discount rate (Risk free rate plus risk premium).

### (c) Fair valuation methods and assumptions

#### (i) Cash and balances with central banks

Cash and balances with Central banks represent cash held (including mandatory cash reserve requirements of 30 June 2016: N493 billion, 31 December 2015: N 404 billion) with Central banks of the various jurisdictions in which the Group operates. The fair value of these balances is their carrying amounts.

#### (ii) Due from other banks

Due from other banks represents balances with local and correspondence banks, inter-bank placements and items in the course of collection. The fair value of the current account balances, floating placements and overnight deposits are their carrying amounts.

#### (iii) Treasury bills and investment securities

Treasury bills represent short term instruments issued by the Central banks of the jurisdiction where the Group has operations. The fair value of treasury bills and bonds at fair value through profit or loss are determined with reference to quoted prices (unadjusted) in active markets for identical assets. The estimated fair value of treasury bills and bonds at amortized cost represents the discounted amount of estimated future cash flows expected to be received. Expected cash flows are discounted at current market rates to determine fair value.

The fair values of quoted equity securities are determined by reference to quoted prices (unadjusted) in active markets for identical instruments. The fair value of the unquoted equity holding in AFC is determined on the basis of the discounted cashflow methodology which takes into account the discounted stream of future income and free cashflows of the investment. Subsequently, the percentage holding of the Bank is then applied on the derived company value.

#### (iv) Loans and advances to customers

Loans and advances are carried at amortized cost net of provision for impairment. The estimated fair value of loans and advances represents the discounted amount of estimated future cash flows expected to be received. Expected cash flows are discounted at current market rates to determine fair value.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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(v) Other assets

Other assets represent monetary assets which usually has a short recycle period and as such the fair values of these balances approximate their carrying amount.

(vi) Customer deposits and borrowings

The estimated fair value of deposits with no stated maturity, which includes non-interest-bearing deposits, is the amount repayable on demand. The estimated fair values of fixed interest-bearing deposits and borrowings are determined using a discounted cash flow model based on a current yield curve appropriate for the remaining term to maturity.

(vii) Derivatives

The Group uses widely recognised valuation models for determining the fair value of common and simple financial instruments, such as interest rate and currency swaps that use only observable market data and require little management judgement and estimation. Observable prices or model inputs are usually available in the market for listed debt and equity securities, exchange traded derivatives and simple OTC derivatives such as interest rate swaps. Availability of observable market prices and model inputs reduces the need for management judgement and estimation and also reduces the uncertainty associated with determining fair values. Availability of observable markets prices and inputs varies depending on the products and markets and is prone to changes based on specific events and general conditions in the financial markets.



# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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### 3.6 Capital management

The strategy for assessing and managing the impact of our business plans on present and future regulatory capital forms an integral part of the Group's strategic plan. Specifically, the Group considers how the present and future capital requirements will be managed and met against projected capital requirements. This is based on the Group's assessment and against the supervisory/regulatory capital requirements taking account of the Group business strategy and value creation to all its stakeholders.

The Group prides itself in maintaining very healthy capital adequacy ratio in all its areas of operations. Capital levels are determined either based on internal assessments or regulatory requirements. The Group maintained impressive capital levels above the regulatory minimum prescribed in all its operating jurisdictions. The recent technical Naira devaluation impacted the capital adequacy ratio (CAR) via the increase in the naira equivalent of exposures denominated in Foreign Currencies. However, actual and projected increase in the exchange rate, sees the group's Capital Adequacy Ratio at comfortable region.

The Capital Adequacy of the Group is reviewed regularly to meet regulatory requirements and standard of international best practises in order to adopt and implement the decisions necessary to maintain the capital at a level that ensures the realisation of the business plan with a certain safety margin.

The Group undertakes a regular monitoring of capital adequacy and the application of regulatory capital by deploying internal systems based on the guidelines provided by the Central Bank of Nigeria (CBN) and the regulatory authorities of the subsidiaries for supervisory purposes.

The Group has consistently met and surpassed the minimum capital adequacy requirements applicable in all areas of operations.

Most of the Group's capital is Tier 1 (Core Capital) which consists of essentially share capital, and reserves created by appropriations of retained earnings.

Banking subsidiaries in the Group, not incorporated in Nigeria, are directly regulated and supervised by their local banking supervisor and are required to meet the capital requirement directive of the local regulatory jurisdiction. Parental support and guidance are given at the Group level where the risk level in the Group in relation to capital level and adequacy is closely monitored. The Group supports and meet all capital requests from these regulatory jurisdictions and determine the adequacy based on its expansion strategies and internal capital assessments.

The Group's capital plan is linked to its business expansion strategy which anticipates the need for growth and expansion in its branch network and IT infrastructure. The capital plan sufficiently meets regulatory requirements as well as providing adequate cover for the Group's risk profile. The Group's capital adequacy remains strong and the capacity to generate and retain reserves continues to grow.

The Group will only seek additional capital where it finds compelling business need for it and with the expectation that the returns would adequately match the efforts and risks undertaken.

The following sources of funds are available to the Group to meet its capital growth requirements:

- (a) Profit from Operations :The Group has consistently reported good profit which can easily be retained to support the capital base.
- (b) Issue of Shares: The Group can successfully access the capital market to raise desired funds for its operations and needs.
- (c) Bank Loans (long term/short term).

In 2014 financial year, Zenith Bank commenced capital computations in accordance with Basel II standard under the guidelines issued by the Central Bank of Nigeria. The guidelines require capital adequacy computations based on the Standardized Measurement Approach for Credit Risk and Market Risk while Basic Indicator Measurement Approach was advised for Operational Risk. The capital requirement for the Bank has been set at 15% and an addition of 1% as a Systemically Important Bank (SIB) in accordance with the guidelines.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

The table below shows the computation of the Group's capital adequacy ratio for the period ended 30 June 2016 as well as the 31 December 2015 comparatives. During those two years, the individual entities within the Group complied with all of the externally imposed capital requirements to which they are subject.

The Group and Bank's capital adequacy ratio are above the minimum statutory requirement.

In millions of Naira	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
<b>Tier 1 capital</b>	<b>Basel II</b>	<b>Basel II</b>	<b>Basel II</b>	<b>Basel II</b>
Share capital	15,698	15,698	15,698	15,698
Share premium	255,047	255,047	255,047	255,047
Statutory reserves	99,098	93,093	92,405	86,400
SMEIES reserve	3,729	3,729	3,729	3,729
Retained earnings	186,042	200,115	147,136	160,408
Total qualifying Tier 1 capital	559,614	567,682	514,015	521,282
Deferred tax assets	(7,026)	(5,607)	(6,354)	(5,131)
Intangible assets	(4,051)	(3,240)	(3,194)	(2,753)
Investment in capital and financial subsidiaries	-	-	(24,536)	(28,689)
Adjusted Total qualifying Tier 1 capital	548,537	558,835	479,931	484,709
<b>Tier 2 capital</b>				
Other comprehensive income (OCI)	32,877	2,613	8,467	4,314
Total qualifying Tier 2 capital	32,877	2,613	8,467	4,314
Investment in capital and financial subsidiaries	-	-	(8,467)	(4,314)
Net Tier 2 capital	32,877	2,613	-	-
Total regulatory capital	581,414	561,448	479,931	484,709
<b>Risk-weighted assets</b>				
Credit risk	2,553,523	2,078,727	2,268,964	1,876,380
Market risk	16,272	17,670	1,172	6,983
Operational risk	552,947	540,020	509,493	509,493
Total risk-weighted assets	3,122,742	2,636,417	2,779,629	2,392,856
<b>Risk-weighted Capital Adequacy Ratio (CAR)</b>	<b>19 %</b>	<b>21 %</b>	<b>17 %</b>	<b>20 %</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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### 3.7 Operational risk

Operational Risk is the risk of loss resulting from inadequate and /or failed internal processes, people and systems or from external events, including legal risk and any other risks that is deemed fit on an ongoing basis but exclude reputation & strategic risk. Operational risk exists in all products and business activities.

The Group has a broad Operational Risk management framework which defines the set of activities designed to proactively identify, assess and manage all operational risk by aligning the people, technology and processes with best risk management practices towards enhancing stake holder's value and sustaining industry leadership.

Operational risk objectives include the following:

- (a) To provide clear and consistent direction in all operations of the group
- (b) To provide a standardised framework and appropriate guidelines for creating and managing all operational risk exposures
- (c) To enable the group identify and analyse events (both internal and external) that impact on its business.

The Operational Risk unit constantly carry-out reviews to identify and assess the operational risk inherent in all material products, activities, processes and systems. It also ensures that all business unit within the Bank monitor their operational risk using set standards and indicators. Significant issues and exceptions are reported to Risk Management and are also picked up by the independent risk function for discussion at the risk management committee.

Disaster recovery procedures, business continuity planning, self compliance assurance and internal audit also form an integral part of our operational risk management process.

There was no significant financial loss resulting from operational risk incidence during the period across the group. However, the terrorist activities in the North-East part of Nigeria impacted on business operation in those locations to a certain extent.

### 3.8 Strategic risk

Strategic risk is a possible source of loss that might arise from the pursuit of an unsuccessful business plan. Strategic risk examines the impact of design and implementation of business models and decisions, on earnings and capital as well as the responsiveness to industry changes. This responsibility is taken quite seriously by the Board and Executive Management of the Group and deliberate steps are taken to ensure that the right models are employed and appropriately communicated to all decision makers in the Group. The execution, processes and constant reviews ensures that strategic objectives are achieved. This has essentially driven the Group's sound banking culture and performance record to date.

### 3.9 Legal risk

Legal risk is defined as the risk of loss due to defective contractual arrangements, legal liability (both criminal and civil) incurred during operations by the inability of the organisation to enforce its rights, or by failure to address identified concerns to the appropriate authorities where changes in the law are proposed.

The Group manages this risk by monitoring new legislation, creation of awareness of legislation amongst employees, identification of significant legal risks as well as assessing the potential impact of these.

Legal risks management in the Group is also being enhanced by appropriate product risk review and management of contractual obligations via well documented Service Level Agreements and other contractual documents.

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### 3.10 Reputational risk

Reputation risk is defined as the risk of indirect losses arising from a decline in the bank's reputation amongst one or multiple bank stakeholders. The risk can expose the bank to litigation, financial loss or damage to its reputation. The Reputation risk management philosophy of the Bank involves anticipating, acknowledging and responding to changing values and behaviours on the part of a range of stakeholders. Accordingly, the following are the roles and responsibilities:

- (a) Board and senior management overseeing the proper set-up and effective functioning of the reputational risk management framework
- (b) Enterprise Risk Management Policy/Strategy (ERSP) is responsible for supporting the Board and senior management in overseeing the implementation of reputational risk management framework.
- (c) Corporate Communications is responsible for managing both the internal and external communications that may impact the reputation of the Bank

The process of reputation risk management within the Bank encompasses the following steps:

- (a) Identification: Recognizing potential reputational risk as a primary and consequential risk
- (b) Assessment: Qualitative assessment of reputational risk based on the potential events that have been identified as reputational risk.
- (c) Monitoring: Frequent monitoring of the reputational risk drivers
- (d) Mitigation and Control: Preventive measures and controls for management of reputational risk and regular tracking of mitigation actions
- (e) Independent review: The reputational risk measures and mitigation techniques shall be subject to regular independent review by the Internal Auditors and/or Statutory Auditors.
- (f) Reporting: Regular, action-oriented reports for management on reputational risk.

### 3.11 Taxation risk

Taxation risk refers to the risk that new taxation laws will adversely affect the Group and/or the loss of non-compliance with tax laws.

The taxation risk is managed by monitoring applicable tax laws, maintaining operational policies that enable the Group to comply with taxation laws and, where required, seeking the advice of tax specialists.

This risk is well managed across the group.

### 3.12 Regulatory risk

The Group manages the regulatory risk it is potentially exposed to by monitoring new regulatory rules and applicable laws, and the identification of significant regulatory risks. The Group strives to maintain appropriate procedures, processes and policies that enable it to comply with applicable regulation.

The Group has continued to maintain zero tolerance posture for any regulatory breaches in all its area of operations.

### 3.13 Sustainability Report

Our sustainability journey started with the establishment of the Zenith Philanthropy unit, which was charged with the responsibility of seeking out worthy projects that positively impacts the lives of people and the communities at large. Learning from our long experience in philanthropic community development and support, the Group realized the opportunity to achieve greater impacts by delivering on its community commitment through a more strategic approach and established a Corporate Social Responsibility (CSR) vision and mission.

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Later as global awareness on sustainable development became prevalent, the Bank was quick to realize the benefits of sustainability to its core business. Today, we continue to expand on our community initiatives, but are striving to integrate sustainability into everything we do. Under our newly developed sustainability strategy and framework we are working to entrench the Nigerian Sustainability Banking Principles (NSBP) into the DNA of our business. Based on the Nine Principles of the NSBP, we have achieved the following:

### 3.13.1 Principle 1: Managing environmental and social risks in our business decisions

Our lending policies have been redesigned to ensure that facilities are not extended to industries that engage in illegal activities, pollute the environment, have no proper pollution control methods, are involved in manufacturing and selling arms, as well as those engaged in activities that involve harmful or exploitative forms of forced labour or child labour.

We also have in place an Environmental and Social Management System (ESMS) where the Bank does a social and environmental risk analysis for borrowers and takes measures to avoid, mitigate and minimise the risks identified. The ESMS of the Bank identifies Environmental & Social (E&S) risks in the projects/companies the bank finances and encourages mitigating action by these groups to minimize such risks at a very early stage of the credit evaluation.

### 3.13.2 Principle 2: Managing the bank's own environmental and social footprints

As a financial institution, Zenith Bank's direct environmental impacts occur through the occupation, operation and maintenance of buildings, fleet, data centres and ATMs. This includes environmental impacts associated with energy use, water use and waste. The Bank also bears a burden on outsourced technical activities carried out on its behalf. An example is in the provision of network links, construction activities and advertising.

All required regulations are complied with in outsourcing these services as the providers of solutions and suppliers of equipment's and tools are requested to obtain the necessary licenses and comply with relevant laws and regulations. The internal environmental management developed in Zenith Bank can be illustrated as follows:

#### (a) Paper consumption

Paper is one of the most largely consumed natural resources in the bank. It is used both internally and to send information to customers, in advertising, publications, etc. Though the use of paper is relevant; its reduction and rational use is of particular interest to the Bank as regards the environmental impact of our business.

#### Actions

- (i) Use of Board IQ- Electronic documentation for Board Meetings since 2013.
- (ii) A co-ordinated campaign to encourage employees to limit their printing.
- (iii) Use of Intranet for different information flows (communications to employees, press releases, employees' newssheet, etc.)
- (iv) Multi-use envelopes for internal correspondence.
- (v) Use of recycled paper.
- (vi) Scanner in branches / offices to digitalize documents.
- (vii) Bank statements printed on both sides.
- (viii) Correspondence to customers replaced with electronic documents / sending single receipts to customers / alerts to cell phones, where possible.
- (ix) Reduced paper consumption in statements of account entries in ATMs and use of e-statements.
- (x) Installation of paper and cardboard containers for subsequent collection by external companies for recycling.

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## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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### (b) Water consumption

#### Actions

- (i) Cisterns with optional reduced discharge
- (ii) Posters encouraging rational use of water in WC
- (iii) Reduced flow in push-button taps
- (iv) Renewal of cooling equipment to save on consumption

### (c) Energy consumption

Zenith Bank has taken action to save energy. Apart from the environmental aspect, this also means economic savings. Different initiatives have thus been taken in this regard:

- (i) Substitution of low-consumption monitors
- (ii) Automatic shutdown of equipment where possible
- (iii) Replacement of conventional lighting with lights with a greater lighting efficiency

### (d) Branch Expansion

The Bank will continue to drive efficiency in its expanding property portfolio to internationally recognized green building certification system, providing a framework for identifying, and implementing, practical and measurable green building design features. In addition, Zenith Bank will:

- (i) Continue to build its flagship buildings to high standards of environmental efficiency
- (ii) Promote the reduction in energy consumption in all branches
- (iii) Continue to develop the use of renewable technology to reduce carbon emissions
- (iv) Use lower power generating sets at off-peak periods

### (e) Emissions Control

- (i) Travel control
- (ii) Control of emissions in air-conditioning installations according to the Kyoto Protocol
- (iii) Monitoring of generators for efficiency, reduction of emissions and discharges
- (iv) Monitoring of noise and vibrations

### (f) Waste Control

This section is important to Zenith, although the Bank does not produce highly polluting waste, they do produce waste in large quantities. Consequently, the Bank contracts specialized firms to collect and recycle that waste.

- (i) Selective waste collection
- (ii) Contract with confidential paper destruction and waste management firms
- (iii) Toner refills for reuse
- (iv) Collection of hazardous waste (fluorescent lights, expired extinguishers, generators batteries)
- (v) Collection of bio-sanitary waste
- (vi) Collection of electric/electronic waste for reuse
- (vii) Collection of cell phones

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- (viii) Collection of used batteries
- (ix) Collection of rubble at suitable places

Specifically, for electronic waste control, effort is made to encourage recycling of the disposed units at the Ojota dump site in Lagos where low scale recycling has commenced.

(g) Actions regarding purchases and suppliers

- (i) They must be committed to aligning their operations with the acceptable standards in the areas of human rights, labour, environment and anti-corruption.
- (ii) They must comply with environmental and waste management laws
- (iii) Environmentally responsible purchase criteria of material suppliers

(h) Actions regarding training and awareness

Since Zenith Bank requires vast human resources, the bank has contacts with large numbers of individuals. Thus, Zenith has a huge potential to influence people, promoting environment-friendly habits and conduct. In an effort to increase our employees' environmental conscience and awareness, Zenith Bank has developed several training programmes and actions, including:

- (i) Key Environmental Risk Management unit in the Bank and appointment of Environmental Coordinators for the Bank.
- (ii) Specialized training (technicians, internal auditors, cleaning staff on waste management)
- (iii) Environment awareness programmes for all employees. Memorandums encouraging energy saving and reduced consumption
- (iv) Environment awareness programmes for new employees
- (v) Employee environment manual in intranet and environmental procedures. Code of conduct and best practices among employees
- (vi) Promotion of volunteer work among employees

(i) Occupational Health and Safety

The health and safety of employees, customers and other stakeholders is of paramount importance to the Bank. The Group constantly seeks to identify and reduce the potential for accidents or injuries in all its operations. There is on-going training of health and safety officers in line with the Bank's health and safety policy. There is also adequate communication of the health and safety policies across the Bank to ensure staff are conversant with its content.

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### 3.13.3 Principle 3: Safeguarding Human Rights in our Business Operations and Business Activities.

Zenith Group upholds human rights in our Business Operations and Business Activities, which reflects in our dealings with employees, suppliers and third-party contractors. The Bank remains committed to the protection of human rights in the workforce and will continue to provide a level playing field, giving equal platform for all to thrive.

We recognize the need to promote a diverse workforce as a means to attracting top-flight talent and enhancing our competitive advantage. We further recognize that each employee brings to the workplace experiences and capabilities that are as unique as the individual; hence the Bank treats all employees fairly. All employees and applicants for employment will be treated and evaluated according to their job-related skills, qualifications, abilities and aptitudes. Decisions based on attributes unrelated to job performance (for example, race, colour, gender, religion, personal associations, national origin, age, disability, political beliefs, marital status, sexual orientation, and family responsibilities) constitute unlawful discrimination and are prohibited.

The recruitment of disabled people is a pivotal aspect of the bank's diversity policy. The bank ensures that all available positions are open to disabled people and as a matter of recruitment priority; the bank encourages qualified disabled persons to apply to join its workforce.

Zenith Bank has developed and disseminated a Code of Conduct policy which is a common reference point for defining how each employee is expected to act when conducting Zenith Bank business. All employees must adhere to the principles and requirements contained in the Code and take reasonable steps to ensure that other individuals or groups that conduct business on behalf of Zenith Bank, including contractors, agents, consultants and other business partners do likewise. Employees must also have a detailed understanding of Zenith Bank policies, procedures and other Bank requirements that apply to their work.

Zenith Bank will only collect and retain personal information that is necessary to meet business requirements, and as permitted by law in places where we operate.

### 3.13.4 Principle 4: Promoting women's economic participation/empowerment through our Business Activities.

Zenith Group promotes women's economic empowerment through a gender inclusive workplace culture in our Business Operations and seeks to provide products and services designed specifically for women through our Business Activities.

As testament to our belief in female empowerment, the bank consciously took steps to assure that women continue to have access to opportunities within the organisation and are upwardly mobile within the system at all managerial levels within the bank - achievement of 44% female gender balance within management workforce.

Zenith Bank is also implementing female mentoring framework a program under which talented female staff who have distinguished themselves over the years in the employment of Zenith Bank and have demonstrated immense leadership potentials are assigned mentors at the top echelon of the Bank (General Manager to Executive Director level) with a view to groom them for top flight positions within the Bank or its subsidiaries right up to board level.

In fulfilment of the Banker's Committee Recommendation on Women Economic Empowerment, the Bank shall organize a minimum of one female leadership training at least once annually with a view to maximize the career potential of female employees with high leadership promise. In the coming period, Zenith Bank will create working plans that are flexible so as to assist working mothers contribute meaningfully to the bank whilst also meeting the demanding requirements of a mother. Flexi plans do not imply lower standards for working mothers, rather it provides for flexible working hours around the "core" working hours and employees are allowed to build their working hours around the "core" working hours but the total hours worked is the same for all employees.

The Bank will consider partnerships with relevant organizations such as the Women in Business (WIMBIZ) to target promising women entrepreneurs and design products that will effectively meet their needs. Zenith has also empowered female participation in sports with our titled sponsorship of the Zenith National Female Basketball League. Several of the beneficiaries of this initiative now ply their basketball trade in different teams and leagues in the United States and Europe.



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## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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### **3.13.5 Principle 5: Promoting financial inclusion of community and groups with limited access to the formal financial sector.**

Zenith Group as a key stakeholder in the Nigerian financial services landscape supports efforts to promote financial inclusion and literacy and views same as a responsibility it owes the un-banked public. We have taken steps to reduce the preponderance of adults without access to suitable financial products and explore opportunities to promote financial literacy.

In Zenith Bank, the overall goal of our financial literacy strategy is to assist the attainment of financial independence and financial stability through the empowerment of citizens with knowledge of various types of financial products and services available;

We realize that some groups are disadvantaged with respect to access to financing. Available data has shown that women, persons with disabilities, vulnerable groups, people in rural areas and the un-banked, etc have limited or no access to credit. Furthermore, an analysis of Bank products shows that women and disadvantaged persons tend to be limited to savings (basic) accounts only, thus limiting the velocity and range of transactions that these groups can carry out.

The Bank's has developed some products to support this initiative:

- (a) Zenith Children's Account (ZECA)
- (b) Zenith Integrated Student Account (ZISA)
- (c) Aspire Account
- (d) EazySave Classic Accounts
- (e) EazySave Premium Accounts
- (f) EazyMoney – Mobile Phone enabled
- (g) Agent Banking
- (h) Zenith Mobile Banking

The Bank believes that strategic development and deployment of e-banking products and platforms will be a key competitive factor in the banking industry in Nigeria as these products are expected to enable the Bank to reach out to existing and potential customers even in areas where the Bank may not have a physical presence.

The Bank also anticipates using its e- banking products to gain customers who did not previously use banking services, the so-called 'un- banked' population, by providing easy access to banking services through their mobile telephones. The Bank therefore sees its deployment of e-banking services as a key driver to expanding the Bank's Financial Inclusion Strategy.

The Bank is also planning to expand its network of ATM, POS, branches and business offices throughout Nigeria to maintain its position amongst the top five banks in Nigeria.

### **3.13.6 Principle 6: Meeting the imperatives for good governance, transparency and accountability.**

The Bank has since established an E&S governance structure in support of its sustainable banking approach. Also, the Bank's Environmental Risk Policy and process details clear roles, lines of responsibility, authority and accountability relating to assessing, categorising and managing of environmental risk.

Nevertheless, to further strengthen our governance structure and bring it at par to best practices, we are currently working towards institutionalising the following:

- (a) The formation of a standalone Sustainability Department.
- (b) Formation of a Board-level Sustainable Banking Governance Committee to oversee the development of Sustainable Banking commitments.

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### 3.13.7 Principle 7: Supporting capacity building.

Zenith has in the past conducted E&S introductory training for staff of key business units and back-office functions. Some staffs of key departments have also enjoyed external E&S training even though locally. Most recently, we developed a sustainability portal on the intranet for the specific purpose of creating awareness on E&S issues and making available all information relating to the Bank's E&S governance, policies and processes.

Nevertheless, the Bank is working to further improve in our capacity building plan by exploring the following:

- (a) Developing a tailor-made Sustainable Banking training session specific for Board and senior management.
- (b) A bank-wide E&S e-learning programme across all levels and operational functions.

### 3.13.8 Principle 8: Promoting collaborative partnership to accelerate sector progress.

Zenith is a member of United Nations Environment Programme Finance Initiative (UNEPFI) and continues to foster other partnership arrangements to accelerate the growth of sustainability within the sector. The Bank played an active role in the development of 'Nigeria Sustainable Banking Principles' in collaboration with other financial institutions. The Bank is also a Member of the Steering Committee on Sustainability.

Other initiatives taken up by the bank include:

- (a) Compliance with building codes and environmental criteria in the construction and management of properties used as business facilities. This includes impact on traffic flow and the layout of the branches.
- (b) The construction and maintenance of roads and other facilities at host communities where we operate. For example construction and maintenance of Ajose Adeogun street where our Head Office is located for over 7 years.
- (c) Participate in other CSR activities – Youth Empowerment, provision of laptops to schools, Sports sponsorship, construction of IT Centres, renovation of schools and City Social Centres, etc.

### 3.13.9 Principle 9: Reporting

As a signatory to the Nigerian Sustainable Banking Principle (NSBP), Zenith remains fully committed to its reporting framework as mandated by the CBN. We have complied with the CBN's request for one-off reports on the NSBP and will continue to report on the subsequent semi-annual reporting which commenced in 2015. While we continue to enhance our E&S methodologies in order to strengthen our internal reporting capacity, we have for the past three (3) years reported exclusively on sustainability in our published annual financials.

Going forward, our strategy is to benchmark and align the extent of the Bank's sustainability reporting (internal and external) to other international and best practice standards like the Equator Principles and Global Reporting Initiative (GRI).

The Group believes that social and environmental issues will continue to grow in importance in the coming years and Zenith aims to develop a greater understanding of the risks associated with these issues, and the effect they will have on its clients, through investigation and research and, where appropriate, through engagement with relevant industry and regulatory bodies.

## 4 Critical accounting estimate and judgements

The Group makes estimates and assumptions that affect the reported amounts of assets and liabilities within the next financial year. Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

### 4.1 Impairment losses on loans and advances

The Group reviews its loan portfolios to assess impairment at least on half yearly basis. In determining whether an impairment loss should be recognised, the Group makes judgements as to whether there is any observable data indicating that there is a measurable decrease in the estimated future cash flows from a portfolio of loans before the decrease can be identified with an individual loan in that portfolio. This evidence may include observable data indicating that there has been an adverse change in the payment status of borrowers in a group, or national or local economic conditions that correlate with defaults on assets in the group. Management uses estimates based on historical loss experience for assets with credit risk characteristics and objective evidence of impairment similar to those in the portfolio when scheduling its future cash flows. The methodology and assumptions used for estimating both the amount and timing of future cash flows are reviewed regularly to reduce any differences between loss estimates and actual loss experience.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

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The specific component of total allowance for impairment applies to credits evaluated individually for impairment and is based upon management's best estimate of the present value of the cash flows that are expected to be received. In estimating these cash flows, management makes judgment about a customer's financial situation and the net realizable value of any underlying collateral. Each impaired asset is assessed on its merits, and the workout strategy and estimates of cash flows considered recoverable are independently reviewed and approved.

Collectively assessed impairment allowances cover credit losses inherent in portfolios with similar economic characteristics when there is objective evidence to suggest that they contain impaired claims, but the individual impaired items cannot be identified. In assessing the need for collective loan assessment, management considers factors such as credit quality, portfolio size, concentrations, and economic factors. In estimating the required allowance, assumptions are made to define how inherent losses are modelled and to determine the required input parameter, based on historical experience and current economic conditions. The accuracy of allowance depends on how well future cash flows and the model assumptions and parameters are estimated. Loans that are above N500 million are considered significant.

### 4.2 Determining fair values

The determination of fair value for financial assets and liabilities for which there is no observable market prices requires the use of valuation techniques as described in note 3.3.6(a). For financial instruments that trade infrequently and have little price transparency, fair value is less objective, and requires varying degrees of judgment depending on liquidity, concentration, uncertainty of market factors, pricing assumptions and other risks affecting the specific instrument.

The Group measures fair values using the following fair value hierarchy that reflects the significance of the inputs used in making the measurements.

- i) Level 1 : Quoted market price (unadjusted) in an active market for an identical instrument.
- ii) Level 2 : Valuation techniques based on observable inputs, either directly - i.e, as prices - or indirectly - i.e derived from prices. This category includes instruments valued using; quoted market prices in active markets for similar instruments; quoted prices for identical or similar instruments in markets that are considered less than active; or other valuation techniques where all significant inputs are directly or indirectly observable from market data.
- iii) Level 3 : Valuation techniques using significant unobservable inputs. This category includes all instruments where the valuation technique includes inputs not based on observable data and the unobservable inputs have a significant effect on the instrument's valuation. This category includes instrument that are valued based on quoted prices for similar instruments where significant unobservable adjustments or assumptions are required to reflect differences between the instruments.

### 4.3 Income taxes

The Group is subject to income taxes in numerous jurisdictions. Significant estimates are required in determining the groupwide provision for income taxes. There are many transactions and calculations for which the ultimate tax determination is uncertain during the ordinary course of business. The Group recognises liabilities for anticipated tax audit issues based on estimates of whether additional taxes will be due. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the income tax and deferred tax provisions in the period in which such determination is made.

### 4.4 Prudential Adjustments

Provisions under prudential guidelines are determined using the time based provisioning prescribed by the Revised Central Bank of Nigeria (CBN) Prudential Guidelines. This is at variance with the incurred loss model required by IFRS under IAS 39. As a result of the differences in the methodology/provision, there will be variances in the impairments allowances required under the two methodologies.

Paragraph 12.4 of the revised Prudential Guidelines for Deposit Money Banks in Nigeria stipulates that Banks would be required to make provisions for loans as prescribed in the relevant IFRS when IFRS is adopted. However, Banks would be required to comply with the following:

- (a) Provisions for loans recognised in the profit and loss account should be determined based on the requirements of IFRS. However, the IFRS provision should be compared with provisions determined under prudential guidelines and the expected impact/changes in general reserves should be treated as follows:
  - (i) Prudential Provisions is greater than IFRS provisions; the excess provision resulting should be transferred from the general reserve account to a "regulatory risk reserve".
  - (ii) Prudential Provisions is less than IFRS provisions; IFRS determined provision is charged to the statement of comprehensive income. The cumulative balance in the regulatory risk reserve is thereafter reversed to the general reserve account.

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(b) The non-distributable reserve should be classified under Tier 1 as part of the core capital.

In the guidelines to IFRS implementation, the Central Bank of Nigeria (CBN) directed banks to maintain a regulatory credit risk reserve in the event that the impairment on loans determine using the CBN prudential guideline is higher than the impairment determined using IFRS principles. As a result of this directive, the Bank holds total credit risk reserves of N19,984 million as at 30 June 2016.

### Provision for loan losses per prudential guidelines

In millions of Naira

	Note	30 June 2016	31 Dec 2015
Loans and advances		66,507	57,066
Other financial assets		6,470	6,192
		<u>72,977</u>	<u>63,258</u>
<b>Impairment assessment under IFRS</b>			
<b>Loans and advances</b>			
Specific allowance for impairment	20	14,272	16,116
Collective allowance for impairment	20	32,251	19,600
		<u>46,523</u>	<u>35,716</u>
<b>Other financial assets</b>			
Specific allowance for impairment on associated companies	23	1,222	1,222
Specific allowance for impairment on other assets	25	5,248	4,970
		<u>52,993</u>	<u>41,908</u>
<b>Required credit reserve as at period end</b>		<u><b>19,984</b></u>	<u><b>21,350</b></u>

### 5. Segment analysis

The Group's strategic divisions offer different products and services, and are managed separately based on the Group's management and internal reporting structure. For each of the strategic divisions, the Group's Executive Management (Chief Operating Decision Maker) reviews internal management reports on a monthly basis.

The Group's operations are primarily organised on the basis of its products and service offerings in Nigeria, while the banking operations outside Nigeria are reported separately for Africa and Europe. The following summary describes each of the Group's reportable segments:

#### (a) Corporate, Retail Banking and Pension Custodial services - Nigeria

This segment provides a broad range of banking and pension custodial services to a diverse group of corporations, financial institutions, investment funds, governments and individuals.

#### (b) Treasury and Investment Management - Nigeria

Provision of investment advisory, financial planning services and investment product offerings (primarily through separately managed accounts such as mutual funds and private investment funds) to a diverse group of institutions and individuals. It also includes brokerage services, financing services and securities lending services to institutional clients, including mutual funds, pension funds and to high-net-worth individuals.

#### (c) Outside Nigeria Banking - Africa and Europe

These segments provide a broad range of banking services to a diverse group of corporations, financial institutions, investment funds, governments and individuals outside Nigeria. The reportable segments covers banking operations in other parts of Africa (Ghana, Sierra Leone and The Gambia) and Europe (the United Kingdom).

#### (d) All other segments

These segments provide share registration and funds trusteeship services in Nigeria. None of these individual activities or services constitutes a separate reportable segment.

Transactions between the business segments are on normal commercial terms and conditions.

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	Nigeria Corporate retail and pension custodian services	Outside Nigeria Africa	Banking Europe	Total reportable segments	Eliminations	Consolidated
<b>In millions of Naira</b>						
<b>30 June 2016</b>						
Revenue:						
Derived from external customers	191,552	-	-	191,552	-	191,552
Derived from other business segments	3,913	15,507	4,915	24,335	(1,075)	23,260
<b>Total revenue*</b>	<b>195,465</b>	<b>15,507</b>	<b>4,915</b>	<b>215,887</b>	<b>(1,075)</b>	<b>214,812</b>
Interest expense	(49,612)	(4,692)	(1,159)	(55,463)	1,078	(54,385)
Impairment loss on financial assets	(11,137)	(302)	(2,793)	(14,232)	-	(14,232)
Admin and operating expenses	(76,183)	(4,385)	(1,664)	(82,232)	(682)	(82,914)
Profit before tax	58,533	6,128	(701)	63,960	(679)	63,281
Tax expense	(16,672)	(1,759)	(7)	(18,438)	-	(18,438)
<b>Profit after tax</b>	<b>41,861</b>	<b>4,369</b>	<b>(708)</b>	<b>45,522</b>	<b>(679)</b>	<b>44,843</b>
<b>In millions of Naira</b>						
<b>30 June 2016</b>						
Capital expenditure**	9,879	2,178	114	12,171	-	12,171
Identifiable assets	3,970,392	221,151	336,427	4,527,970	(170,674)	4,357,296
Identifiable liabilities	3,410,760	180,468	283,440	3,874,668	(138,111)	3,736,557

\* Revenues are allocated based on the location of the operations. \*\* Capital expenditure consists of expenditure on intangible assets and property and equipment during the period.

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	Nigeria Corporate retail and pension custodian services	Outside Nigeria Africa	Banking Europe	Total reportable segments	Eliminations	Consolidated
<b>In millions of Naira</b>						
<b>30 June 2015</b>						
Revenue:						
Derived from external customers	212,357	-	-	212,357	-	212,357
Derived from other business segments	4,642	13,471	5,889	24,002	(7,277)	16,725
<b>Total revenue*</b>	<b>216,999</b>	<b>13,471</b>	<b>5,889</b>	<b>236,359</b>	<b>(7,277)</b>	<b>229,082</b>
Share of profit of associates	-	-	-	-	206	206
Interest expense	(59,199)	(4,812)	(2,892)	(66,903)	3,318	(63,585)
Impairment loss on financial assets	(6,393)	(315)	(493)	(7,201)	-	(7,201)
Admin and operating expenses	(80,620)	(4,041)	(1,640)	(86,301)	-	(86,301)
Profit before tax	70,787	4,303	864	75,954	(3,753)	72,201
Tax expense	(17,820)	(985)	(216)	(19,021)	-	(19,021)
<b>Profit after tax</b>	<b>52,967</b>	<b>3,318</b>	<b>648</b>	<b>56,933</b>	<b>(3,753)</b>	<b>53,180</b>
<b>In millions of Naira</b>						
<b>31 December 2015</b>						
Capital expenditure**	23,292	3,770	178	27,240	-	27,240
Identifiable assets	3,766,960	157,613	229,587	4,154,160	(147,318)	4,006,842
Identifiable liabilities	3,204,679	131,583	191,664	3,527,926	(115,437)	3,412,489

\* Revenues are allocated based on the location of the operations. \*\* Capital expenditure consists of expenditure on intangible assets and property and equipment during the period.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

For the six month ended 30 June In millions of Naira	Group		Bank	
	2016	2015	2016	2015

### 6. Interest and similar income

Loans and advances to customers	132,081	129,309	123,503	121,014
Placements with banks and discount houses	779	5,156	772	4,810
Treasury bills	23,348	27,540	17,662	25,152
Government and other bonds	25,200	14,218	23,692	9,105
	<b>181,408</b>	<b>176,223</b>	<b>165,629</b>	<b>160,081</b>

Total interest income, calculated using the effective interest rate method reported above relates to financial assets not carried at fair value through profit or loss are N181,408 million (30 June 2015: N176,223 million) and N165,629 million (30 June 2015: N160,081 million) for Group and Bank respectively.

Included in interest income on loans and advances are amounts totalling N2,152 million (30 June 2015: N481.23 million) and N1,349 million (30 June 2015: N376.64 million) for the Group and Bank respectively which represent interest income on impaired financial assets, recognised using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss.

### 7. Interest and similar expense

Current accounts	1,438	2,504	1,354	2,435
Savings accounts	6,592	5,364	6,547	5,334
Time deposits	29,870	50,385	25,944	46,098
Borrowed funds	16,485	5,332	15,767	5,332
	<b>54,385</b>	<b>63,585</b>	<b>49,612</b>	<b>59,199</b>

Total interest expense, calculated using the effective interest rate method reported above does not include interest expense on financial liabilities carried at fair value through profit or loss.

### 8. Impairment loss on financial assets

Overdraft	5,304	3,665	5,002	3,350
Term loan	8,616	3,546	5,823	3,052
Advances under finance lease	41	(10)	41	(10)
Other financial assets	271	-	278	-
	<b>14,232</b>	<b>7,201</b>	<b>11,144</b>	<b>6,392</b>

### 9. Fee and commission income

Credit related fees	6,342	7,734	5,406	6,667
Commission on turnover	579	12,625	-	12,096
Account maintenance fee	8,922	-	8,922	-
Income from financial guarantee contracts issued	1,894	1,332	1,718	1,139
Fees on electronic products	2,008	1,429	1,781	1,263
Foreign currency transaction fees and commissions	799	731	626	555
Asset based fees	2,890	2,597	-	-
Auction fees income	113	883	113	883
Corporate finance fees	3,532	4,644	3,468	4,527
Foreign withdrawal charges	2,002	3,716	2,002	3,716
Commission on agency and collection services	1,620	950	1,194	630
	<b>30,701</b>	<b>36,641</b>	<b>25,230</b>	<b>31,476</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

For the six month ended 30 June In millions of Naira	Group		Bank	
	2016	2015	2016	2015

### 9. Fee and commission income (continued)

The fees and commission income reported above excludes amount included in determining effective interest rates on financial assets that are not carried at fair value through profit or loss.

### 10. Trading income

Foreign exchange trading income/(loss)	(2,795)	5,390	(2,908)	5,390
Treasury bill trading income	2,203	6,508	2,203	6,508
Bond trading income	(272)	89	(272)	89
	<b>(864)</b>	<b>11,987</b>	<b>(977)</b>	<b>11,987</b>

Foreign exchange trading income is principally made up of trading income on foreign currencies, as well as gains and losses from revaluation of trading position. The amount reported above are totally from financial assets carried at fair value through profit or loss.

### 11. Other income

Dividend income from equity investments	457	525	457	4,485
Gain on disposal of property and equipment (see note 44(vii))	73	11	59	4
Gain on disposal of equity securities (see note 44(viii))	-	1,017	-	1,017
Income on cash handling	197	139	197	139
Foreign currency revaluation gain	2,840	2,539	1,568	4,382
	<b>3,567</b>	<b>4,231</b>	<b>2,281</b>	<b>10,027</b>

### 12. Operating expenses

Directors' emoluments (see note 37 (b))	401	476	136	133
Auditors' remuneration	265	228	217	200
Deposit insurance premium	5,196	4,627	5,196	4,627
Professional fees	1,404	518	1,288	463
Training and development	1,993	1,155	1,902	1,064
Information technology	3,178	1,884	2,976	1,746
Operating lease	1,598	1,356	1,074	1,018
Advertisement	3,161	1,731	3,074	1,689
Bank charges	718	699	682	638
Fuel and maintenance	6,362	5,146	4,577	4,538
Insurance	824	656	778	622
Licenses, registrations and subscriptions	719	1,353	638	1,270
Travel and hotel expenses	1,407	639	1,197	442
Printing and stationery	823	638	663	489
Security and cash handling	1,474	4,829	1,390	4,755
Fraud and forgery	10	-	10	-
Expenses on electronic products	853	2,327	804	2,258
Donations	1,349	-	1,347	-
AMCON premium	9,376	8,560	9,376	8,560
Telephone and postages	764	791	661	791
Corporate promotions	857	594	813	594
Provision for claims	-	-	-	-
Other expenses	369	8,047	95	7,343
	<b>43,101</b>	<b>46,254</b>	<b>38,894</b>	<b>43,240</b>



# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

For the six month ended 30 June In millions of Naira	Group		Bank	
	2016	2015	2016	2015
<b>13. Taxation</b>				
<b>(a) Major components of the tax expense</b>				
<b>Income tax expense</b>				
Corporate tax	5,832	5,550	3,448	2,888
Information technology tax	579	701	552	671
Excess dividend tax (see note (i) below)	12,720	11,445	12,720	11,445
Prior year (over)/under provision	-	(1,269)	-	(1,445)
Tertiary Education tax	530	614	489	575
Effect of tax rates in foreign jurisdictions	-	-	-	-
Current income tax	19,661	17,041	17,209	14,134
Deferred tax expense:				
Origination/(reversal) of temporary differences	(1,223)	1,980	(1,223)	2,876
Income tax expense	18,438	19,021	15,986	17,010
<b>Total income tax</b>	<b>18,438</b>	<b>19,021</b>	<b>15,986</b>	<b>17,010</b>

(i) During the period, the Bank was liable to excess dividend tax of N16.95 billion, representing 30% of N56.51 billion dividend paid as the Nigerian tax laws requires companies to pay tax calculated at 30% of the higher of taxable profit and dividend paid. For the 2015 financial year, income tax payable based on taxable profit was N3.6 billion. However, total Companies Income tax paid based on dividend for 2015 financial year was N16.4 billion, which was net of tax credits amounting to N0.58 billion. The difference between income tax payable assessed on dividend and income tax payable assessed on taxable profit amounted to N12.72 billion which was charged as tax expense in 2016 financial year.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

For the six month ended 30 June In millions of Naira	Group		Bank	
	2016	2015	2016	2015
<b>13. Taxation (continued)</b>				
<b>Reconciliation of effective tax rate</b>				
Profit before income tax	63,281	72,201	56,016	67,784
Tax calculated at the weighted average Group rate of 30% (2015: 30%)	18,984	21,660	16,805	20,335
<b>Tax effect of adjustments on taxable income</b>				
Effect of tax rates in foreign jurisdictions	24	-	-	-
Non-deductible expenses	5,586	3,890	5,228	2,927
Tax exempt income	(20,013)	(14,762)	(19,836)	(14,430)
Balancing charge	28	-	28	-
Deductible expense	-	(5,943)	-	(5,943)
Information technology levy	579	700	552	671
Origination/reversal of temporary difference	-	2,862	-	2,875
Excess dividend tax paid	12,720	11,445	12,720	11,445
Education tax	530	614	489	575
Changes in estimate relating to prior year	-	(1,445)	-	(1,445)
<b>Tax expense</b>	<b>18,438</b>	<b>19,021</b>	<b>15,986</b>	<b>17,010</b>
<b>Tax charge as a percentage of profit before tax</b>				
Tax rate computation	29.00	26.00	29.00	25.00
Non-deductible expenses	(9.00)	(4.00)	(9.00)	(4.00)
Tax exempt income	32.00	20.00	35.00	21.00
Information technology tax levy	(1.00)	(1.00)	(1.00)	(1.00)
Effect of deferred tax reversal	-	(4.00)	-	(4.00)
Excess dividend tax paid	(20.00)	(16.00)	(23.00)	(17.00)
Deductible expense	-	8.00	-	9.00
Changes in estimate relating to prior year	-	2.00	-	2.00
Education tax	(1.00)	(1.00)	(1.00)	(1.00)
<b>Standard rate of tax</b>	<b>30</b>	<b>30</b>	<b>30</b>	<b>30</b>
<b>(b) The movement in the current income tax payable balance is as follows:</b>				
At start of the year	3,579	10,042	2,534	7,709
Tax paid	(18,813)	(26,356)	(15,254)	(20,409)
Tax effect of translation	397	763	-	-
Minimum tax	-	-	-	-
Income tax charge (see note 13a)	19,661	19,130	17,209	15,234
<b>At end of the year</b>	<b>4,824</b>	<b>3,579</b>	<b>4,489</b>	<b>2,534</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

	Group		Bank	
For the six month ended 30 June In millions of Naira	2016	2015	2016	2015

### 14. Earnings per share

#### Basic earnings per share

Basic earnings per share (EPS) is calculated by dividing the net profit attributable to shareholders by the weighted average number of ordinary shares in issue during the period. Where a stock split or bonus share issue has occurred, the number of shares in issue in the prior period is adjusted to achieve comparability.

Profit attributable to shareholders of the Bank (N'million)	44,748	53,100	40,030	50,774
Number of shares in issue at end of the period (millions)	31,396	31,396	31,396	31,396
Weighted average number of ordinary shares in issue (millions)	31,396	31,396	31,396	31,396
Basic and diluted earnings per share (Kobo)	143	169	128	162

Basic and diluted earnings per share are the same, as there are no dilutive shares.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
<b>15. Cash and balances with central banks</b>				
Cash and balances with central banks consist of:				
Cash	39,830	41,649	32,812	35,544
Operating accounts with Central Banks	93,773	316,358	72,615	296,958
Mandatory reserve deposits with central bank (cash reserve)	393,576	403,554	393,319	403,444
Special Cash Reserve Requirement	99,977	-	99,977	-
	<b>627,156</b>	<b>761,561</b>	<b>598,723</b>	<b>735,946</b>
Current	627,156	761,561	598,723	735,946
Non current	-	-	-	-
	<b>627,156</b>	<b>761,561</b>	<b>598,723</b>	<b>735,946</b>

Mandatory reserve deposits with central banks represents a percentage of customers' deposits (prescribed from time to time by the central bank) which are not available for daily use. For the purposes of the Statement of cashflow, these balances are excluded from cash and cash equivalents.

### 16 Treasury bills

Treasury bills (FVTPL)	50,367	53,698	50,367	53,698
Treasury bills (Amortized cost)	329,623	324,230	260,829	277,202
	<b>379,990</b>	<b>377,928</b>	<b>311,196</b>	<b>330,900</b>
<b>Classified as:</b>				
Current	379,990	377,928	311,196	330,900
Non-current	-	-	-	-
	<b>379,990</b>	<b>377,928</b>	<b>311,196</b>	<b>330,900</b>

The following treasury bills have maturities less than three months and are classified as cash and cash equivalents for purposes of the statements of cash flows (Note 41).

	168,623	79,513	131,778	63,979
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### 17. Assets pledged as collateral

Treasury bills pledged as collateral	-	611	-	-
Bonds pledged as collateral	202,432	104,701	202,432	104,581
Treasury bills under repurchase agreement	75,430	48,638	75,430	48,638
Bonds under repurchase agreement	-	111,101	-	111,101
	<b>277,862</b>	<b>265,051</b>	<b>277,862</b>	<b>264,320</b>

The assets pledged as collateral were given to the counter parties without transferring the ownership to them. These are held by the counterparty for the term of the transaction being collateralized. These assets were pledged as collateral to Nigeria Interbank Settlement System (NIBBS), Federal Inland Revenue Services, V-Pay, Interswitch Limited, the Bank of Industry (Nigeria) for on-lending facilities, E- Tranzact and CBN Real Sector Support Fund (RSSF).

Assets exchanged under repurchase agreement are with the following counterparties: JP Morgan, CITIBANK, Standard Bank and ABSA. (See Note 31)

### Classified as:

Current	148,252	92,965	148,252	92,965
Non-current	129,610	172,086	129,610	171,355
	<b>277,862</b>	<b>265,051</b>	<b>277,862</b>	<b>264,320</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
<b>18. Due from other banks</b>				
Current balances with banks within Nigeria	13,190	15,244	-	-
Current balances with banks outside Nigeria	190,621	172,106	256,609	228,317
Placements with banks and discount houses	139,578	77,843	1,279	31,576
Due from other banks under repurchase agreement	-	7,001	-	7,001
	<b>343,389</b>	<b>272,194</b>	<b>257,888</b>	<b>266,894</b>
<b>Classified as:</b>				
Current	343,389	272,194	257,653	266,894
Non-current	-	-	235	-
	<b>343,389</b>	<b>272,194</b>	<b>257,888</b>	<b>266,894</b>

Included in balances with banks outside Nigeria is the amount of N82.20 billion and N82.09 billion for the Group and Bank respectively (31 December 2015: N71.93 billion and N71.91 billion for the Group and Bank respectively) which represents the Naira value of foreign currency balances held on behalf of customers in respect of letters of credit. The corresponding liabilities are included in other liabilities (See Note 29). These balances are not available for the day to day operations of the banks within the Group.

### 19. Derivative assets

#### Instrument types:

#### Forward contracts

Fair value of assets	34,943	8,481	34,943	8,481
<b>Total</b>	<b>34,943</b>	<b>8,481</b>	<b>34,943</b>	<b>8,481</b>

#### Non-hedging derivative assets and liabilities

The Group enters into currency forward contracts with counterparties. On initial recognition, the Group estimates the fair value of derivatives transacted with the counterparties using valuation techniques (see Note 3.3.6 C(vii)). In many cases, all significant inputs into the valuation techniques are wholly observable -e.g with reference to similar transactions in the wholesale dealer market.

During the period, various forward contracts entered into by the Bank generated net losses of N2.80 billion (30 June 2015 net gain of N2.43 billion) which were recognized in the statement of comprehensive income. These net losses related to the fair values of the forward contracts, producing derivative assets and liabilities of N34.9 and N3.56 billion respectively (31 December 2015 N8.5 and N0.38 billion respectively).

All derivative assets are current.

### 20. Loans and advances

Overdrafts	651,274	507,512	604,779	473,203
Term loans	1,334,858	1,226,277	1,203,050	1,113,622
On-lending facilities	345,303	287,937	345,303	287,937
Advances under finance lease	8,516	10,530	8,199	10,179
Gross loans and advances to customers	2,339,951	2,032,256	2,161,331	1,884,941
Less: Allowance for impairment	(60,296)	(42,943)	(46,523)	(35,716)
Specific allowances for impairment	(26,661)	(22,390)	(14,272)	(16,116)
Collective allowance for impairment	(33,635)	(20,553)	(32,251)	(19,600)
	<b>2,279,655</b>	<b>1,989,313</b>	<b>2,114,808</b>	<b>1,849,225</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
<b>Overdrafts</b>				
Gross Overdrafts	651,274	507,512	604,779	473,203
Less: Allowances for impairment	(25,999)	(18,880)	(18,314)	(13,312)
Specific allowances for impairment	(11,775)	(10,088)	(5,473)	(5,474)
Collective allowance for impairment	(14,224)	(8,792)	(12,840)	(7,838)
	<b>625,275</b>	<b>488,632</b>	<b>586,466</b>	<b>459,891</b>
<b>Term loans</b>				
Gross Term loans	1,334,858	1,226,277	1,203,050	1,113,622
Less: Allowances for impairment	(31,504)	(21,310)	(25,416)	(19,651)
Specific allowances for impairment	(14,887)	(12,302)	(8,799)	(10,642)
Collective allowance for impairment	(16,617)	(9,008)	(16,617)	(9,009)
	<b>1,303,354</b>	<b>1,204,967</b>	<b>1,177,634</b>	<b>1,093,971</b>
<b>On-lending facilities</b>				
Gross On-lending facilities	345,303	287,937	345,303	287,937
Less: Allowances for impairment	(2,673)	(2,673)	(2,673)	(2,673)
Collective allowance for impairment	(2,673)	(2,673)	(2,673)	(2,673)
	<b>342,630</b>	<b>285,264</b>	<b>342,630</b>	<b>285,264</b>
<b>Advances under finance lease</b>				
Gross investment in finance lease	8,516	10,530	8,199	10,179
Less: collective allowance for impairment	(121)	(80)	(121)	(80)
	<b>8,395</b>	<b>10,450</b>	<b>8,078</b>	<b>10,099</b>
<b>Net Loans classified as:</b>				
Current	1,010,044	923,035	963,490	871,459
Non-current	1,329,907	1,109,221	1,197,841	1,013,482
	<b>2,339,951</b>	<b>2,032,256</b>	<b>2,161,331</b>	<b>1,884,941</b>

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira

### Reconciliation of impairment allowance on loans and advances to customers: Group

	Overdrafts	Term loans	On-lending facilities	Advances under finance lease	Total
Balance at 01 January 2016	18,880	21,310	2,673	80	42,943
Specific impairment	10,088	12,302	-	-	22,390
Collective impairment	8,792	9,008	2,673	80	20,553
Additional impairment for the period (see note 8)	5,304	8,858	-	41	14,203
Specific impairment	-	(486)	-	-	(486)
Collective impairment	5,304	9,344	-	41	14,689
Foreign currency translation and other adjustments	1,815	1,394	-	-	3,209
Write-offs (collective)	-	(58)	-	-	(58)
<b>Balance at 30 June 2016</b>	<b>25,999</b>	<b>31,504</b>	<b>2,673</b>	<b>121</b>	<b>60,297</b>
Specific impairment	11,775	14,887	-	-	26,662
Collective impairment	14,224	16,617	2,673	121	33,635
Balance at 01 January 2015	19,943	8,432	397	56	28,828
Specific impairment	7,372	2,693	-	-	10,065
Collective impairment	12,571	5,739	397	56	18,763
Additional impairment for the year	(178)	13,219	2,276	24	15,341
Specific impairment	3,460	13,972	-	-	17,432
Collective impairment	(3,638)	(753)	2,276	24	(2,091)
Write-backs	1,486	-	-	-	1,486
Foreign currency translation and other adjustments	(858)	7	-	-	(851)
Write-offs (collective)	(1,513)	(348)	-	-	(1,861)
<b>Balance at 31 December 2015</b>	<b>18,880</b>	<b>21,310</b>	<b>2,673</b>	<b>80</b>	<b>42,943</b>

\* Impaired loans that are not individually significant are included in the collective impairment. Therefore, when such loans are written off, the cumulative impairment on them are taken from the collective impairment reserve.

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira

### Reconciliation of impairment allowance on loans and advances to customers:

#### Bank

	Overdrafts	Term loans	On-lending facilities	Advances under finance lease	Total
Balance at 01 January 2016	13,312	19,651	2,673	80	35,716
Specific impairment	5,474	10,642	-	-	16,116
Collective impairment	7,838	9,009	2,673	80	19,600
Additional impairment for the period (see note 8)	5,002	5,823	-	41	10,866
Specific impairment	-	(1,465)	-	-	(1,465)
Collective impairment	5,002	7,288	-	41	12,331
Write-offs (Collective)	-	(58)	-	-	(58)
<b>Balance at 30 June 2016</b>	<b>18,314</b>	<b>25,416</b>	<b>2,673</b>	<b>121</b>	<b>46,524</b>
Specific impairment	5,474	8,799	-	-	14,273
Collective impairment	12,840	16,617	2,673	121	32,251
Balance at 01 January 2015	16,446	8,432	397	56	25,331
Specific impairment	4,787	2,693	-	-	7,480
Collective impairment	11,659	5,739	397	56	17,851
Additional impairment for the year	(3,108)	11,567	2,276	24	10,759
Specific impairment	688	8,298	-	-	8,986
Collective impairment	(3,796)	3,269	2,276	24	1,773
Write-backs	1,486	-	-	-	1,486
Write-offs (Collective)	(1,512)	(348)	-	-	(1,860)
<b>Balance at 31 December 2015</b>	<b>13,312</b>	<b>19,651</b>	<b>2,673</b>	<b>80</b>	<b>35,716</b>

\* Impaired loans that are not individually significant are included in the collective impairment. Therefore, when such loans are written off, the cumulative impairment on them are taken from the collective impairment reserve.



## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
<b>Advances under finance lease</b>				
Gross investment	8,516	11,653	8,199	11,267
Less: Unearned income	(53)	(1,123)	(53)	(1,088)
Net Investment	8,463	10,530	8,146	10,179
The net investment may be analysed as follows:				
No later than 1 year	-	1,561	-	1,478
Later than 1 year and no later than 5 years	8,463	8,969	8,146	8,701
	<b>8,463</b>	<b>10,530</b>	<b>8,146</b>	<b>10,179</b>
<b>Reconciliation of gross investment to minimum lease rental payments</b>				
Gross investment	8,516	16,212	8,199	15,776
Less: Unearned income	(53)	(5,682)	(53)	(5,597)
Net Investment	8,463	10,530	8,146	10,179
Impairment on leases	(80)	(80)	(80)	(80)
<b>Present value of minimum lease payments</b>	<b>8,383</b>	<b>10,450</b>	<b>8,066</b>	<b>10,099</b>
<b>The nature of security in respect of loans and advances is as follows:</b>				
Secured against real estate	149,109	147,919	123,215	135,822
Secured by shares of quoted companies	5,688	7,467	5,517	7,467
Cash collateral, lien over fixed and floating assets.	1,364,159	950,009	1,313,977	919,475
Unsecured	820,995	926,861	718,622	822,177
	<b>2,339,951</b>	<b>2,032,256</b>	<b>2,161,331</b>	<b>1,884,941</b>
<b>21. Investment securities</b>				
<b>(a) Analysis of investments</b>				
Debt securities (measured at amortised cost)	244,328	195,737	165,557	134,002
Debt securities (measured at fair value through profit or loss)	-	6,707	-	6,707
Equity securities (measured at fair value through other comprehensive income)	14,169	10,697	14,169	10,015
	<b>258,497</b>	<b>213,141</b>	<b>179,726</b>	<b>150,724</b>
<b>Classified as:</b>				
Current	2,498	1,817	1,395	1,395
Non-current	255,999	211,324	178,331	149,329
	<b>258,497</b>	<b>213,141</b>	<b>179,726</b>	<b>150,724</b>

The Group holds equity investments in unquoted entities which the Group has elected to carry at fair value through other comprehensive income. These investments are held for strategic purposes rather than for trading purposes.

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
<b>(b) Movement in investment securities</b>				
The movement in investment securities for the group may be summarised as follows:				
<b>Group</b>				
	<b>Debt securities at fair value through profit or loss</b>	<b>Debt securities at amortised cost</b>	<b>Equity securities at fair value through other comprehensive income</b>	<b>Total</b>
At 01 January 2016	6,707	195,737	10,697	213,141
Exchange differences	42	523	-	565
Additions	-	70,579	-	70,579
Disposals (sale and redemption)	(6,477)	(16,933)	(681)	(24,091)
Gains from changes in fair value recognised in profit or loss	(272)	-	-	(272)
Gains from changes in fair value recognised in other comprehensive income	-	-	4,153	4,153
Interest accrued	-	16,958	-	16,958
Coupon interest received	-	(22,536)	-	(22,536)
<b>At 30 June 2016</b>	<b>-</b>	<b>244,328</b>	<b>14,169</b>	<b>258,497</b>
At 01 January 2015	-	186,544	13,535	200,079
Exchange differences	(52)	(1,523)	-	(1,575)
Additions	5,865	91,797	510	98,172
Disposals (sale and redemption)	-	(84,849)	(1,596)	(86,445)
Gains from changes in fair value recognised in profit or loss (Note 10)	894	-	-	894
Gains from changes in fair value recognised in other comprehensive income	-	-	(1,752)	(1,752)
Interest accrued	-	34,998	-	34,998
Coupon interest received	-	(31,230)	-	(31,230)
<b>At 31 December 2015</b>	<b>6,707</b>	<b>195,737</b>	<b>10,697</b>	<b>213,141</b>

The movement in investment securities for the bank may be summarised as follows:

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
<b>Bank</b>				
	Debt securities at fair value through profit or loss	Debt securities at amortised cost	Equity securities at fair value through other comprehensive income	Total
At 01 January 2016	6,707	134,002	10,015	150,724
Additions	-	54,066	1	54,067
Disposals (sale and redemption)	(6,435)	(16,933)	-	(23,368)
Gains from changes in fair value recognised in profit or loss	(272)	-	-	(272)
Gains from changes in fair value recognised in other comprehensive income	-	-	4,153	4,153
Interest accrued	-	16,958	-	16,958
Coupon interest received	-	(22,536)	-	(22,536)
<b>At 30 June 2016</b>	<b>-</b>	<b>165,557</b>	<b>14,169</b>	<b>179,726</b>
At 01 January 2015	-	79,469	13,363	92,832
Additions	5,813	85,917	-	91,730
Disposals (sale and redemption)	-	(31,715)	(1,596)	(33,311)
Gains from changes in fair value recognised in profit or loss	894	-	-	894
Gains from changes in fair value recognised in other comprehensive income	-	-	(1,752)	(1,752)
Interest accrued	-	28,111	-	28,111
Coupon interest received	-	(27,780)	-	(27,780)
<b>At 31 December 2015</b>	<b>6,707</b>	<b>134,002</b>	<b>10,015</b>	<b>150,724</b>

### 22. Investment in subsidiaries

The following table lists the entities which are controlled by the group, either directly or indirectly through subsidiaries.

#### Bank

Name of company	30 June 2016	30 June 2016	31 Dec 2015
	Ownership interest %	Carrying amount	
Zenith Bank (Ghana) Limited	98.0700	6,444	6,444
Zenith Bank (UK) Limited	100.0000	21,482	21,482
Zenith Bank (Sierra Leone) Limited	99.9900	2,059	2,059
Zenith Bank (Gambia) Limited	99.9600	1,038	1,038
Zenith Pensions Custodian Limited	99.0000	1,980	1,980
		33,003	33,003

All investments in subsidiaries are non-current.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira

### 22. Investment in subsidiaries (continued)

#### (b) Condensed results of consolidated entities

30 June 2016

	Zenith Group	Elimination	Zenith Bank	Zenith Bank	Zenith Bank	Zenith Bank	Zenith Bank	Zenith
		entries	Plc	Ghana	UK	SierraLeone	Gambia	Pension Custodian
<b>Condensed statement of profit or loss</b>								
Operating income	214,812	(1,075)	192,163	13,982	4,915	861	664	3,302
Operating expenses	(137,299)	395	(125,003)	(8,120)	(2,823)	(623)	(332)	(793)
Impairment charge for financial assets	(14,232)	-	(11,144)	(302)	(2,793)	-	-	7
Profit before tax	63,281	(680)	56,016	5,560	(701)	238	332	2,516
Taxation	(18,438)	-	(15,986)	(1,664)	(7)	-	(94)	(687)
<b>Profit / loss for the period</b>	<b>44,843</b>	<b>(680)</b>	<b>40,030</b>	<b>3,896</b>	<b>(708)</b>	<b>238</b>	<b>238</b>	<b>1,829</b>
<b>Condensed statement of financial position</b>								
<b>Assets</b>								
Cash and balances with central banks	627,156	-	598,723	24,839	11	2,238	1,280	65
Treasury bills	379,990	-	311,196	54,538	-	9,192	5,064	-
Assets pledged as collateral	277,862	-	277,862	-	-	-	-	-
Due from other banks	343,389	(120,205)	257,888	26,355	156,069	5,601	734	16,947
Derivative asset held for risk management	34,943	-	34,943	-	-	-	-	-
Loans and advances	2,279,655	-	2,114,808	79,232	84,083	725	807	-
Investment securities	258,497	-	179,726	420	78,351	-	-	-
Investment in subsidiaries	-	(33,003)	33,003	-	-	-	-	-
Investments in associates	530	440	90	-	-	-	-	-
Deferred tax asset	7,026	-	6,354	578	52	42	-	-
Other assets	50,107	(17,589)	48,758	622	17,273	249	116	678
Property and equipment	94,090	-	85,812	7,105	400	314	320	139
Intangible assets	4,051	-	3,194	384	189	3	76	205
	<b>4,357,296</b>	<b>(170,357)</b>	<b>3,952,357</b>	<b>194,073</b>	<b>336,428</b>	<b>18,364</b>	<b>8,397</b>	<b>18,034</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira

### 22. Investment in subsidiaries (continued)

In millions of Naira 30 June 2016	Zenith Group	Elimination entries	Zenith Bank Plc	Zenith Bank Ghana	Zenith Bank UK	Zenith Bank SierraLeone	Zenith Bank Gambia	Zenith Pension Custodian
<b>Liabilities &amp; Equity</b>								
Customer deposits	2,685,477	(3,809)	2,354,921	147,290	165,847	16,285	4,943	-
Derivative liabilities	3,562	-	3,562	-	-	-	-	-
Current income tax	4,824	(419)	4,489	-	-	-	98	656
Deferred income tax liabilities	50	-	-	-	-	-	33	17
Other liabilities	196,881	(125,722)	193,311	10,504	117,594	66	931	197
On-lending facilities	344,883	-	344,883	-	-	-	-	-
Borrowings	358,789	(7,845)	366,634	-	-	-	-	-
Debt securities issued	142,091	-	142,091	-	-	-	-	-
Equity and reserves	620,739	(32,562)	542,466	36,279	52,987	2,013	2,392	17,164
	<b>4,357,296</b>	<b>(170,357)</b>	<b>3,952,357</b>	<b>194,073</b>	<b>336,428</b>	<b>18,364</b>	<b>8,397</b>	<b>18,034</b>
<b>Condensed cash flow</b>								
Net cash (used in)/from operating activities	(190,191)	104,703	(266,384)	(6,729)	(22,817)	(263)	(1,195)	2,494
Net cash (used in)/from financing activities	109,266	14,612	107,862	(9,028)	-	-	(180)	(4,000)
Net cash (used in)/from investing activities	(11,357)	(20,083)	(9,760)	19,358	(2,575)	(89)	(46)	1,838
<b>Increase / decrease in cash and cash equivalents</b>	<b>(92,282)</b>	<b>99,232</b>	<b>(168,282)</b>	<b>3,601</b>	<b>(25,392)</b>	<b>(352)</b>	<b>(1,421)</b>	<b>332</b>
<b>Cash and cash equivalents</b>								
At start of period	709,714	(80,132)	663,375	32,190	83,388	7,359	3,500	34
Exchange rate movements on cash and cash equivalents	28,183	28,183	-	-	-	-	-	-
At end of period	645,615	47,283	495,093	35,791	57,996	7,007	2,079	366
<b>Increase / decrease in cash and cash equivalents</b>	<b>(92,282)</b>	<b>99,232</b>	<b>(168,282)</b>	<b>3,601</b>	<b>(25,392)</b>	<b>(352)</b>	<b>(1,421)</b>	<b>332</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira

### 22. Investment in subsidiaries (continued)

30 June 2015

	Zenith Group	Elimination entries	Zenith Bank Plc	Zenith Bank Ghana Limited	Zenith Bank UK Limited	Zenith Bank SierraLeone Limited	Zenith Bank Gambia Limited	Zenith Pension Custodian Limited
<b>Condensed statement of profit or loss</b>								
Operating income	229,082	(7,277)	213,571	12,426	5,889	513	532	3,428
Share of profit of associate	206	-	-	-	-	-	-	-
Operating expenses	(149,886)	3,319	(139,395)	(8,173)	(4,532)	(406)	(274)	(425)
Impairment charge for financial assets	(7,201)	-	(6,392)	(314)	(493)	-	(2)	-
Profit before tax	72,201	(3,958)	67,784	3,939	864	107	256	3,003
Taxation	(19,021)	-	(17,010)	(919)	(216)	-	(66)	(810)
<b>Profit for the period</b>	<b>53,180</b>	<b>(3,958)</b>	<b>50,774</b>	<b>3,020</b>	<b>648</b>	<b>107</b>	<b>190</b>	<b>2,193</b>

31 December 2015

	Zenith Group	Elimination entries	Zenith Bank Plc	Zenith Bank Ghana	Zenith Bank UK	Zenith Bank SierraLeone	Zenith Bank Gambia	Zenith Pension Custodian
<b>Condensed statement of financial position</b>								
<b>Assets</b>								
Cash and balances with central banks	761,561	-	735,946	23,005	6	1,630	956	18
Treasury bills	377,928	-	330,900	36,172	-	7,223	3,633	-
Assets pledged as collateral	265,051	-	264,320	731	-	-	-	-
Due from other banks	272,194	(91,125)	266,894	12,618	61,752	5,394	1,138	15,523
Derivative asset held for risk management	8,481	-	8,481	-	-	-	-	-
Loans and advances	1,989,313	-	1,849,225	55,917	82,480	720	971	-
Investment securities	213,141	681	150,724	877	60,859	-	-	-
Investment in subsidiaries	-	(33,003)	33,003	-	-	-	-	-
Investments in associates	530	440	90	-	-	-	-	-
Deferred tax asset	5,607	-	5,131	422	40	14	-	-
Other assets	22,774	(24,311)	21,673	420	23,979	175	80	758
Property and equipment	87,022	-	81,187	4,816	289	292	235	203
Intangible assets	3,240	-	2,753	109	182	3	62	131
	<b>4,006,842</b>	<b>(147,318)</b>	<b>3,750,327</b>	<b>135,087</b>	<b>229,587</b>	<b>15,451</b>	<b>7,075</b>	<b>16,633</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira

### 22. Investment in subsidiaries (continued)

In millions of Naira  
31 December 2015

	Zenith Group	Elimination entries	Zenith Bank Plc	Zenith Bank Ghana Limited	Zenith Bank UK Limited	Zenith Bank Sierra Leone Limited	Zenith Bank Gambia Limited	Zenith Pension Custodian Limited
<b>Liabilities &amp; Equity</b>								
Customer deposits	2,557,884	(348)	2,333,017	105,451	101,336	13,760	4,668	-
Derivative liabilities	384	-	384	-	-	-	-	-
Current income tax	3,579	-	2,534	(260)	-	11	108	1,186
Deferred income tax liabilities	19	-	-	-	-	-	8	11
Other liabilities	205,062	(105,840)	212,636	7,135	90,328	10	692	101
On-lending facilities	286,881	-	286,881	-	-	-	-	-
Borrowings	258,862	(9,249)	268,111	-	-	-	-	-
Debt securities issued	99,818	-	99,818	-	-	-	-	-
Equity and reserves	594,353	(31,881)	546,946	22,761	37,923	1,670	1,599	15,335
	<b>4,006,842</b>	<b>(147,318)</b>	<b>3,750,327</b>	<b>135,087</b>	<b>229,587</b>	<b>15,451</b>	<b>7,075</b>	<b>16,633</b>
<b>30 June 2015</b>								
<b>Condensed cash flow</b>								
Net cash from operating activities	(306,524)	(87,728)	(280,863)	13,159	38,851	4,485	1,431	4,141
Net cash from financing activities	53,791	(9,290)	53,791	-	9,290	-	-	-
Net cash from investing activities	(4,571)	3,271	838	(2,145)	(6,733)	513	(40)	(275)
<b>Decrease/increase in cash and cash equivalents</b>	<b>(257,304)</b>	<b>(93,747)</b>	<b>(226,234)</b>	<b>11,014</b>	<b>41,408</b>	<b>4,998</b>	<b>1,391</b>	<b>3,866</b>
<b>30 June 2015</b>								
<b>Cash and cash equivalents</b>								
At start of period	965,723	17,064	871,728	28,171	36,045	6,479	1,593	4,518
Exchange rate movements on cash and cash equivalents	(2,833)	5,096	-	(7,929)	-	-	-	-
At start of period	705,586	(71,587)	645,494	31,256	77,453	11,477	2,984	8,384
<b>Decrease/increase in cash and cash equivalents</b>	<b>(257,304)</b>	<b>(93,747)</b>	<b>(226,234)</b>	<b>11,014</b>	<b>41,408</b>	<b>4,998</b>	<b>1,391</b>	<b>3,866</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015

### 22. Investment in subsidiaries (continued)

Apart from Zenith Bank Pensions Custodian Limited which is incorporated in Nigeria, the remaining subsidiaries are incorporated in their respective countries.

Zenith Bank (Ghana) Limited provides Corporate and Retail Banking services. It was incorporated on April 15, 2005 and commenced operations on September 16, 2005.

Zenith Pensions Custodian Limited provides pension funds custodial services to Licensed Pension Fund Administrators (PFAs) and Closed Pension Funds Administrators under the Pension (Reform) Act, 2004. It was incorporated on 1 March 2005. The name was changed from "Zenith Pensions Limited" to "Zenith Pensions Custodian Limited" on September 20, 2005. It was licensed by the National Pension Commission as a custodian of pension funds and assets on 7 December 2005 and commenced operations in December 2005 .

Zenith Bank (UK) Limited provides a range of commercial, wholesale, investment, retail banking and financial services in the United Kingdom. It was incorporated on 17 February 2006 and commenced operations on 30 March 2007.

Zenith Bank (Sierra Leone) Limited provides Corporate and Retail Banking services. It was incorporated in Sierra Leone on 17 September 2007 and granted an operating license by the Bank of Sierra Leone on 10 September 2008. It commenced banking operations on 15 September 2008. This subsidiary was tested for impairment, and was not impaired.

Zenith Bank (Gambia) Limited provides corporate and retail banking services. It was incorporated in The Gambia on 24 October 2008 and granted an operating licence by the Central Bank of Gambia on 30 December 2009. It commenced banking operations on 18 January 2010.

There are no significant restrictions on the ability of subsidiaries to transfer funds to the Group in the form of cash dividends or repayment of loans and advances.

### 23. Investment in associates

The Group's investments under the Small and Medium Enterprises Equity Investment Scheme ("SMEEIS") is in compliance with the Policy Guidelines for 2001 Fiscal Year (Monetary Policy Circular No. 35). The Group generally holds 20 percent or more of the voting power of the investee and is therefore presumed to have significant influence over the investee. In instances where the Group holds less than 20 percent of the voting power of the investee, the Group concluded that it has significant influence due to the Group's representation on the board of the relevant investee, with such board generally limited to a small number of board members.

	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
Gross investment	1,312	1,312	1,312	1,312
Share of profit b/f	440	212	-	-
Share of profit for period	-	228	-	-
Diminution in investment	(1,222)	(1,222)	(1,222)	(1,222)
<b>Balance at end of the period</b>	<b>530</b>	<b>530</b>	<b>90</b>	<b>90</b>
Classified as:				
Current	-	-	-	-
Non-current	530	530	90	90
	<b>530</b>	<b>530</b>	<b>90</b>	<b>90</b>

There were no published price quotations for any associates of the Group. Furthermore, there are no significant restrictions on the ability of associates to transfer funds to the Group in the form of cash dividends or repayment of loans and advances. The aggregate summary of results of the immaterial associates are presented below.



# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015

### 23. Investment in associates (continued)

#### Summarised financial information of associates

The aggregate amounts of assets, liabilities, revenue and profits of associates are shown below;

In millions of Naira	30 June 2016	31 Dec 2015
Total assets	17,750	17,580
Total liabilities	8,620	8,520
Total revenue	18,630	34,247
Profit before tax	2,841	5,589

### 24. Deferred tax

#### Group

#### 30 June 2016

##### Assets:

#### Movements in temporary differences during the period

	1 January 2016	Recognised in profit or loss	30 June 2016
Property and equipment	(4,662)	(857)	(5,519)
Other assets	2	(13)	(11)
Unutilized capital allowances	3,905	(1,670)	2,235
Allowances for loan losses	6,356	3,796	10,152
Tax loss carry forward	116	283	399
Foreign exchange differences	(110)	(120)	(230)
	5,607	1,419	7,026

##### Liabilities :

#### Movements in temporary differences during the period

	1 January 2016	Recognised in profit or loss	30 June 2016
Property and equipment	11	23	34
Allowances for loan losses	8	-	8
Foreign exchange differences	-	8	8
	19	31	50

#### 31 Dec 2015

##### Assets:

#### Movements in temporary differences during the year

	1 January 2015	Recognised in profit or loss	31 Dec 2015
Property and equipment	(3,376)	(1,286)	(4,662)
Other assets	(11)	13	2
Allowances for loan losses	5,355	1,001	6,356
Unutilized capital allowances	4,357	(452)	3,905
Tax loss carry forward	116	-	116
Foreign exchange differences	8	(118)	(110)
	6,449	(842)	5,607

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira

### 24. Deferred tax (continued)

#### Liabilities

#### Movements in temporary differences during the year

	1 January 2015	Recognised in profit or loss	31 Dec 2015
Property and equipment	-	11	11
Allowances for loan losses	-	8	8
	-	19	19

#### Bank

#### June 2016

#### Assets

#### Movements in temporary differences during the period

	1 January 2016	Recognised in profit or loss	30 June 2016
Property and equipment	(4,667)	(889)	(5,556)
Other assets	13	(13)	-
Allowances for loan losses	5,880	3,795	9,675
Unutilized capital allowances	3,905	(1,670)	2,235
	5,131	1,223	6,354

#### 31 December 2015

#### Movements in temporary differences during the year:

	1 January 2015	Recognised in profit or loss	31 Dec 2015
Property and equipment	(3,379)	(1,288)	(4,667)
Other assets	-	13	13
Allowances for loan losses	5,355	525	5,880
Unutilised capital allowance	4,357	(452)	3,905
	6,333	(1,202)	5,131

All deferred tax are non current.

### 25. Other assets

	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
<b>Non financial assets</b>				
Prepayments	34,952	12,710	33,550	11,534
<b>Financial assets</b>				
Electronic card related receivables	15,695	10,446	14,266	9,118
Intercompany receivables	-	-	837	753
Receivables	4,708	4,588	4,703	4,588
Deposits for shares	-	-	650	650
Gross financial assets	20,403	15,034	20,456	15,109
Less: Specific impairment	(5,248)	(4,970)	(5,248)	(4,970)
Net financial assets	15,155	10,064	15,208	10,139
<b>Total other assets</b>	<b>50,107</b>	<b>22,774</b>	<b>48,758</b>	<b>21,673</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
<b>25. Other assets (continued)</b>				
<b>Classified as:</b>				
Current	50,107	17,820	48,757	16,775
Non-current	-	4,954	1	4,898
	<b>50,107</b>	<b>22,774</b>	<b>48,758</b>	<b>21,673</b>
<b>Movement in specific impairment:</b>				
At start of the period	4,970	4,638	4,970	4,638
Charge for the period	271	332	278	332
Unused amounts reversed	7	-	-	-
<b>At end of the period</b>	<b>5,248</b>	<b>4,970</b>	<b>5,248</b>	<b>4,970</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira

### 26. Property and equipment

#### Group

	Leasehold land	Buildings	Leasehold improvements	Furniture and fittings and equipment	Computer equipment	Motor Vehicles	Work in progress	Total
<b>Cost</b>								
At the start of the period	22,297	30,117	14,745	43,659	23,865	14,858	24,282	173,823
Additions	216	941	294	3,724	2,160	1,014	2,342	10,691
Reclassifications	1,078	397	(957)	128	(297)	4	(376)	(23)
Disposals	-	-	(2)	(206)	(5)	(492)	-	(705)
Foreign exchange movements	-	(26)	198	196	203	77	202	850
<b>At the end of the period</b>	<b>23,591</b>	<b>31,429</b>	<b>15,278</b>	<b>47,501</b>	<b>25,926</b>	<b>15,461</b>	<b>26,450</b>	<b>185,636</b>
<b>Accumulated Depreciation</b>								
At the start of the period	1,709	4,034	12,646	34,483	22,269	11,660	-	86,801
Charge for the period	116	331	357	2,129	697	894	-	4,524
Reclassifications	-	13	(13)	1	(1)	-	-	-
Disposals	-	-	(2)	(196)	(5)	(442)	-	(645)
Foreign exchange movements	-	(22)	211	107	453	117	-	866
<b>At the end of the period</b>	<b>1,825</b>	<b>4,356</b>	<b>13,199</b>	<b>36,524</b>	<b>23,413</b>	<b>12,229</b>	<b>-</b>	<b>91,546</b>
<b>Net book amount</b>								
At 30 June 2016	21,766	27,073	2,079	10,977	2,513	3,232	26,450	94,090
At 31 December 2015	20,588	26,083	2,099	9,176	1,596	3,198	24,282	87,022

There were no impairment losses on any class of property and equipment during the period (31 December 2015 :Nil)

There were no capitalised borrowing costs related to the acquisition of property and equipment during the period (31 December 2015:Nil).

All property and equipment are non current.

None of the Groups assets were financed from borrowings, consequently no borrowing cost has been capitalized as part of asset cost.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira

### 26 Property and equipment (continued)

Bank	Leasehold land	Buildings	Leasehold improvements	Furniture fittings and equipment	Computer Equipment	Motor Vehicle	Work in progress	Total
Cost								
At the start of the period	22,297	29,853	12,967	42,243	22,894	13,868	20,366	164,488
Additions	216	721	225	2,854	1,655	777	2,342	8,790
Reclassifications	1,078	493	(61)	628	22	4	(2,187)	(23)
Disposals	-	-	(2)	(206)	(5)	(492)	-	(705)
<b>At the end of the period</b>	<b>23,591</b>	<b>31,067</b>	<b>13,129</b>	<b>45,519</b>	<b>24,566</b>	<b>14,157</b>	<b>20,521</b>	<b>172,550</b>
Accumulated depreciation								
	Leasehold land	Buildings	Leasehold improvements	Furniture fittings and equipment	Computer equipment	Motor vehicle	Work in progress	Total
At the start of the period	1,709	4,014	11,655	33,416	21,519	10,988	-	83,301
Charge for the period	116	298	321	1,916	627	804	-	4,082
Reclassifications	-	13	(13)	1	(1)	-	-	-
Disposals	-	-	(2)	(196)	(5)	(442)	-	(645)
<b>At the end of the period</b>	<b>1,825</b>	<b>4,325</b>	<b>11,961</b>	<b>35,137</b>	<b>22,140</b>	<b>11,350</b>	<b>-</b>	<b>86,738</b>
<b>Net book amount</b>								
<b>At 30 June 2016</b>	21,766	26,742	1,168	10,382	2,426	2,807	20,521	85,812
<b>At 31 December 2015</b>	20,588	25,839	1,312	8,827	1,375	2,880	20,366	81,187

There were no impairment losses on any class of property and equipment during the period (31 December 2015 :Nil)

There were no capitalised borrowing costs related to the acquisition of property and equipment during the period (31 December 2015:Nil).

All property and equipment are non current.

None of the groups assets were financed from borrowings, consequently no borrowing cost has been capitalized as part of asset cost

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
<b>27. Intangible assets</b>				
<b>Computer software</b>				
<b>Cost</b>				
At start of the period	8,761	6,142	7,236	5,255
Exchange difference	102	179	-	-
Reclassification	22	219	22	-
Additions	1,480	2,221	1,089	1,981
<b>At end of the period</b>	<b>10,365</b>	<b>8,761</b>	<b>8,347</b>	<b>7,236</b>
<b>Accumulated amortization</b>				
At start of the period	5,521	3,940	4,483	3,354
Exchange difference	97	123	-	-
Reclassification	-	219	-	-
Charge for the period	696	1,239	670	1,129
<b>At the end of the period</b>	<b>6,314</b>	<b>5,521</b>	<b>5,153</b>	<b>4,483</b>
<b>Carrying amount at end of the period</b>	<b>4,051</b>	<b>3,240</b>	<b>3,194</b>	<b>2,753</b>

All intangible assets are non current. All intangible assets of the Group have finite useful life and are amortised over 5 years.

The Group does not have internally generated intangible assets.

### 28. Customers' deposits

Demand	1,291,163	1,282,559	1,091,001	1,153,442
Savings	311,635	246,113	273,302	222,035
Term	556,544	556,375	510,610	521,219
Domiciliary	526,135	472,837	480,008	436,321
	<b>2,685,477</b>	<b>2,557,884</b>	<b>2,354,921</b>	<b>2,333,017</b>

#### Classified as:

Current	2,685,477	2,557,884	2,354,921	2,333,017
Non-current	-	-	-	-
	<b>2,685,477</b>	<b>2,557,884</b>	<b>2,354,921</b>	<b>2,333,017</b>

### 29. Other liabilities

#### Financial liabilities

Customer deposits for letters of credit	82,197	71,927	82,090	71,913
Settlement payables	29,609	21,232	29,657	21,282
Managers' cheques	13,221	12,016	12,455	11,663
Due to banks for clean letters of credit	18,109	53,016	26,360	66,673
Deferred income on financial guarantee contracts	93	441	93	441
Tax collections	2,401	1,803	2,280	1,673
Sales and other collections	15,815	19,895	15,815	19,895
Unclaimed dividend	2,932	-	2,932	-
Electronic card related payables	4,840	1,449	4,743	1,392
Customer's foreign transactions payables	5,769	4,332	1,744	2,276
<b>Total other financial liabilities</b>	<b>174,986</b>	<b>186,111</b>	<b>178,169</b>	<b>197,208</b>

#### Non financial liabilities

Provision for claims (see note (a) below)	9,766	9,766	9,766	9,766
Other payables	12,129	9,185	5,376	5,662
<b>Total other non financial liabilities</b>	<b>21,895</b>	<b>18,951</b>	<b>15,142</b>	<b>15,428</b>
<b>Total other liabilities</b>	<b>196,881</b>	<b>205,062</b>	<b>193,311</b>	<b>212,636</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015

### 29. Other liabilities (continued)

#### Classified as:

Current	196,881	205,062	193,311	212,636
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The amounts above for financial guarantee contracts represents the amounts initially recognised less cumulative amortisation.

#### (a) Reconciliation of provision for claims

At start of the period	9,766	-	9,766	-
Charge for the period	-	9,766	-	9,766
<b>At end of the period</b>	<b>9,766</b>	<b>9,766</b>	<b>9,766</b>	<b>9,766</b>

The provision represents amount reserved for claims that the bank is currently reconciling with the claimants.

### 30. On-lending facilities

#### This comprises:

Central Bank of Nigeria (CBN) Commercial Agriculture Credit Scheme Loan (i)	38,662	33,482	38,662	33,482
Bank of Industry (BOI) Intervention Loan (ii)	56,877	58,755	56,877	58,755
Central Bank of Nigeria (CBN) / Bank of Industry(BOI) - Power & Aviation intervention Funds (iii)	10,864	11,798	10,864	11,798
CBN MSMEDF Deposit (iv)	1,545	1,561	1,545	1,561
FGN SBS Intervention Fund (v)	138,032	111,194	138,032	111,194
Excess Crude Loan Facility Deposit (vi)	98,903	70,091	98,903	70,091
	<b>344,883</b>	<b>286,881</b>	<b>344,883</b>	<b>286,881</b>

#### Classified as:

Current	106,158	-	106,158	-
Non-current	238,725	286,881	238,725	286,881
	<b>344,883</b>	<b>286,881</b>	<b>344,883</b>	<b>286,881</b>

#### Movement in on-lending facilities

At beginning of the period	286,881	68,344	286,881	68,344
Addition during the period	60,208	219,942	60,208	219,942
Repayment during the period	(2,206)	(1,405)	(2,206)	(1,405)
<b>At end of the period</b>	<b>344,883</b>	<b>286,881</b>	<b>344,883</b>	<b>286,881</b>

(i) The fund received under the Central Bank of Nigeria (CBN) Commercial Agriculture Credit Scheme represent a credit line granted to the Bank for the purpose of providing concessionary funding to the agricultural sector. The facility has a tenor of 16 years with effect from 2009 to expire by September 2025. The facility attracts an interest rate of 2% per annum and the Bank is under obligation to on-lend to customers at an all-in interest rate of not more than 9% per annum. Based on the structure of the facility, the Bank assumes the default risk of all amounts lent to the Bank's customers.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015

(ii) The Central Bank of Nigeria (CBN) / Bank of Industry (BOI) - SME / Manufacturing Intervention Fund represents an intervention credit granted to the Bank for the purpose of refinancing / restructuring existing loans to Small and Medium Scale Enterprises (SMEs) and Manufacturing Companies. The total facility is secured by Nigerian Government Securities. The value of Government securities pledged as collateral is N61.5 billion (31 December 2015: N59.6 billion). The maximum tenor for term loan under the programme is 15 years while the tenor for working capital is one year, renewable annually subject to a maximum tenor of five years. A management fee of 1% per annum deductible at source in the first year, and quarterly in arrears thereafter, is paid by the Bank under the Intervention programme and the Bank is under obligation to on-lend to customers at an all-in interest rate of 7% per annum. The Bank is the primary obligor to CBN / BOI and assumes the risk of default. Treasury bills and Federal Government bonds amounting to N61.5 billion have been pledged as collateral for the facility.

(iii) The purpose of granting new loans and refinancing / restructuring existing loans to companies in the power and aviation industries is to support Federal Government focus on the sectors. The facility is secured by Irrevocable Standing Payment Order (ISPO). The maximum tenor for term loan under the programme is 15 years while the tenor for working capital is one year, renewable annually subject to a maximum tenor of five years. The facility attracts an interest rate of 1% per annum payable quarterly in arrears and the Bank is under obligation to on-lend to customers at an all-in interest rate of 7% per annum.

(iv) The Micro Small & Medium Scale Enterprises Development Fund (MSMEDF) is an intervention fund with the objective of channelling low interest funds to the MSME sub-sector of the Nigerian economy. The facility attracts an interest rate of 2% per annum and the Bank is under obligation to on-lend to the SMEs at 9% per annum. The maximum tenor is 5 years while the tenor for working capital is 1 year.

(v) The Salary Bailout Scheme is approved by the Federal Government to assist State Governments clear outstanding salaries owed their workers. Funds are disbursed to Banks nominated by beneficiary States at 2% for on-lending at 9% to the beneficiaries and the loans have a tenor of 20 years. Repayment is to be deducted at source, by the Accountant General of the Federation, as a first line charge against each beneficiary State's monthly Statutory Allocation.

(vi) Excess Crude Account (ECA) facilities are loans of N10billion to each State with a tenor of 10-years at 9% per annum interest rate to the beneficiaries. Repayment is to be deducted at source, by the Accountant General of the Federation, as a first line charge against each beneficiary State's monthly Statutory Allocation.

### 31. Borrowings

#### Long term borrowing comprise:

Due to ADB (i)	35,740	25,013	35,740	25,013
Due to KEXIM (ii)	6,750	9,996	6,750	9,996
Due to EIB (iii)	6,850	5,491	6,850	5,491
Due to PROPARCO (iv)	17,707	13,758	17,707	13,758
Due to CITIBANK (v)	21,354	9,958	21,354	9,958
Due to ABSA Bank (vi)	57,020	40,097	57,020	40,097
Due to J P morgan Chase Bank (vii)	21,248	14,941	21,248	14,941
Due to Standard Bank (viii)	67,323	49,962	67,323	49,962
Due to First Rand Bank (ix)	8,189	7,740	8,189	7,740
Due to Commerz Bank (x)	84,129	59,259	84,129	59,259
Due to IFC (xi)	28,764	20,034	28,764	20,034
Due to British Arab Bank (xii)	3,715	2,613	3,715	2,613
Due to Zenith Bank (UK) (xiii)	-	-	7,845	9,249
	<b>358,789</b>	<b>258,862</b>	<b>366,634</b>	<b>268,111</b>

The Group has not had any defaults of principal, interest or other breaches with respect to their liabilities during the period (31 Dec 2015: nil).

#### Classified as:

Current	-	529	-	529
Non-current	358,789	258,333	366,634	267,582
	<b>358,789</b>	<b>258,862</b>	<b>366,634</b>	<b>268,111</b>



# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
<b>Movement in borrowings</b>				
At beginning of the period	258,862	198,066	268,111	198,066
Addition during the period	106,051	75,909	104,647	85,158
Repayment during the period	(6,124)	(15,113)	(6,124)	(15,113)
<b>At end of the period</b>	<b>358,789</b>	<b>258,862</b>	<b>366,634</b>	<b>268,111</b>

(i) The amount due to African Development Bank (AfDB) of N24.95 billion (\$125.00 million) represents the dollar facility granted by AfDB in September 2014 which is repayable over 7 years. Interest is payable half-yearly at the rate of LIBOR + 3.6% per annum. The facility which has three (3) years moratorium will mature in 2021.

(ii) The amount of N5.78 billion (US \$23.84 million) represents the outstanding balances from six short term loan facilities of US \$12million, US \$9 million, US \$10.2 million, US \$7.2million, US \$17.14 million, and US \$ 6.24 million granted by The Export-Import Bank of Korea (KEXIM) in August, September, November, November, December 2015 and January, 2016. Interest is payable monthly at LIBOR+ 1.65%, Libor+1.73%, LIBOR+1.68%, LIBOR+1.73%, LIBOR+1.71% and LIBOR+1.73 respectively. The outstanding balances are US \$2 million, US \$2.25million, US \$4.25million, US \$3million, US \$8.7million, and US \$3.64 million respectively. Final repayments on these facilities are due in August, September, November, November, December 2016 and January 2017 respectively.

(iii) The amount of N4.79 billion (\$23.91 million) represents a 6-year dollar facility, with two (2) years moratorium, granted by the European Investment Bank (EIB) in 2013. Interest is payable at the rate of 6 months' LIBOR plus 2.74% per annum. The facility will mature in 2019.

(iv) The amount of N13.75 billion (\$62.12 million) represents the outstanding balance of two tranches of the credit facilities of \$25m and \$50m granted by Promotion et Participation pour la Coopération économique (PROPARCO) in February 2013 and December 2013 respectively. The facilities are priced at Libor+3.76% and Libor+3.71% per annum and will mature in April 2020 and April 2021 respectively. Interest on each of the facilities are payable semi-annually.

(v) The amount of N12.39 billion (US \$25 million) represents the amount payable by the Bank from a term loan facility of US \$ 100 million granted by CitiBank in Dec 2013. Interest is payable quarterly at the rate of LIBOR + 3.5% p.a and the facility will mature in December 2016.

(vi) The amount of N19.9 billion (\$100 million) represents a facility from ABSA Bank with a year tenor, effective from November 2015. Interest is payable quarterly with a pricing of Libor+3.85%. The final maturity date is November 2016.

(vii) The amount due to JP Morgan Chase Bank of N14.94 billion (\$75million) represents the outstanding balance of two tranches of dollar facilities in the sums of \$50 million and \$25 million. Both tranches are being rolled over on a monthly basis. Interest is payable monthly at the rate of LIBOR + 2.25% per annum on each of the tranches.

(viii) The amount of N49.96 billion (\$75 million) represents a Dollar Term Loan from Standard Bank granted in September 2014 and is priced at Libor +3.50%. The facility of which interest is payable quarterly has a maturity date of April 2017.

(ix) The amount of N7.74 billion (\$27.78 million) represent the balance of the US\$50m Term Loan from First Rand Bank granted in August 2014 and is priced at Libor +3.50%. The facility of which interest is payable quarterly has a maturity date of August 2017.

(x) The amount of N59.7 billion (\$300 million) represents a syndicated facility of which Commerzbank AG is the Facility Agent. The 2-year syndicated facility which was granted on December 2014 is priced at Libor+3.50% with a maturity date of December 2016. Interest is payable quarterly.

(xi) The amount N19.9 billion (\$100 million) represents a Dollar Term Loan from International Finance Corporation (IFC) granted in June 2015. It is priced at Libor+4.5% with interest payable quarterly and has a final maturity date of September, 2022. It has a moratorium of about two (2) years.

(xii) The amount N2.63 billion (\$13 million) represents a Dollar Term Loan from British Arab Bank granted in October 2015. It is priced at Libor+4.5% with interest payable quarterly and has a final maturity date of April, 2015.

(xiii) The amount N7.56 billion (\$46 million) represents a Dollar Term Loan Zenith Bank UK granted in September 2015. It is priced at Libor+4.0% with interest payable quarterly and has a final maturity date of March, 2016. This amount has been eliminated on consolidation.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
<b>32. Debt securities issued</b>				
Due to Euro bond holders	142,091	99,818	142,091	99,818
	<b>142,091</b>	<b>99,818</b>	<b>142,091</b>	<b>99,818</b>

The amount of N99.3 billion (\$500 million) represents the Eurobond issued by Zenith Bank Plc on April 22, 2014 with a maturity date of April 22, 2019 and a yield of 6.50% .The rate of interest (coupon) is 6.25% payable semi-annually with bullet repayment of the Principal sum at maturity.

The Group has not had any defaults of principal, interest or other breaches with respect to the debt securities during the period (31 Dec 2015: Nil).

### Classified as:

Current	566	293	566	293
Non-current	141,525	99,525	141,525	99,525
	<b>142,091</b>	<b>99,818</b>	<b>142,091</b>	<b>99,818</b>

### 33. Derivative liabilities

#### Instrument types:

#### Forward contracts

Fair value of liabilities	3,562	384	3,562	384
	<b>3,562</b>	<b>384</b>	<b>3,562</b>	<b>384</b>

### Classified as:

Current	3,562	384	3,562	384
Non-current	-	-	-	-
	<b>3,562</b>	<b>384</b>	<b>3,562</b>	<b>384</b>

The Group enters into currency forward contracts with counterparties. On initial recognition, the Group estimates the fair value of derivatives transacted with the counterparties using valuation techniques (see Note 3.3.6 C(vii)). In many cases, all significant inputs into the valuation techniques are wholly observable-e.g with reference to similar transactions in the wholesale dealer market.

During the period, various forward contracts entered into by the Bank generated net losses of N2.80 billion (30 June 2015 net gain of N2.43 billion) which were recognized in the statement of comprehensive income. These net losses related to the fair values of the forward contracts, producing derivative assets and liabilities of N34.9 and N3.56 billion respectively (31 December 2015 N8.5 and N0.38 billion respectively).

### 34. Share capital

#### Authorised

40,000,000,000 ordinary shares of 50k each ( 2015: 40,000,000,000 )	20,000	20,000	20,000	20,000
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#### Issued and fully paid

31,396,493,786 ordinary shares of 50k each (31 Dec 2015: 31,396,493,786)	15,698	15,698	15,698	15,698
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There was no movement in the share capital account during the period.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015

### 35. Share premium, retained earnings and other reserves

(a) There was no movement in the Share premium account during the current and prior period.

Share premium	255,047	255,047	255,047	255,047
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The nature and purpose of the reserves in equity are as follows:

(b) Share premium: Premiums from the issue of shares are reported in share premium.

(c) Retained earnings: Retained earnings comprise the undistributed profits from previous years which have not been reclassified to the other reserves noted below.

(d) Statutory reserve: Nigerian banking regulations require the Bank to make an annual appropriation to a statutory reserve. As stipulated by section 16(1) of the Bank and Other Financial Institutions Act of 1991 (amended), an appropriation of 30% of profit after tax is made if the statutory reserve is less than the paid-up share capital and 15% of profit after tax if the statutory reserve is greater than the paid-up share capital.

(e) SMIEIS reserve: The SMIEIS reserve is maintained to comply with the Central Bank of Nigeria (CBN) requirement that all licensed banks set aside a portion of the profit after tax in a fund to be used to finance equity investments in qualifying small and medium scale enterprises. Under the terms of the guideline (amended by CBN letter dated 11 July 2006), the contributions will be 10% of profit after tax and shall continue after the first 5 years but banks' contributions shall thereafter reduce to 5% of profit after tax. The small and medium scale industries equity investment scheme reserves are non-distributable. Transfer to this reserve is no longer mandatory.

(f) Fair reserve: Comprises fair value movements on equity instruments.

(g) Foreign currency translation reserve: Comprises exchange differences resulting from the translation to Naira of the results and financial position of Group companies that have a functional currency other than Naira.

(h) Regulatory reserve for credit risk: The Nigerian banking regulator requires the bank to create a reserve for the difference between impairment charge determined in line with the principles of IFRS and impairment charge determined in line with the prudential guidelines issued by the Central Bank of Nigeria (CBN). This reserve is not available for distribution to shareholders.

### 36. Pension contribution

In accordance with the provisions of the Pensions Reform Act 2014, the Bank and its subsidiaries commenced a contributory pension scheme in January 2005. For entities operating in Nigeria, the contribution by employees and the employing entities are 2.5% and 15.5% respectively of the employees' basic salary, housing and transport allowances. Entities operating outside Nigeria contribute in line with the relevant pension laws in their jurisdictions. The contribution by the Group and the Bank during the period were N1.75 billion and N1.51 billion respectively (30 June 2015: N1.75 billion and N 1.54 billion).

### 37. Personnel expenses

Compensation for the staff are as follows:

Salaries and wages	30,036	27,925	27,437	25,454
Other staff costs	2,812	4,702	2,801	4,690
Pension contribution	1,745	1,751	1,507	1,535
	<b>34,593</b>	<b>34,378</b>	<b>31,745</b>	<b>31,679</b>

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

For the six month ended 30 June In millions of Naira	Group		Bank	
	2016	2015	2016	2015

### 37. Personnel expenses (continued)

(a) The average number of persons employed during the period by category:

	Number	Number	Number	Number
Executive directors	11	14	4	4
Management	462	497	426	449
Non-management	6,930	6,746	5,845	5,823
	<b>7,403</b>	<b>7,257</b>	<b>6,275</b>	<b>6,276</b>

The table below shows the number of employees, whose earnings during the period, fell within the ranges shown below:

	Number	Number	Number	Number
N300,001 - N2,000,000	822	567	512	288
N2,000,001 - N2,800,000	194	149	-	-
N2,800,001 - N4,000,000	1,003	1,030	788	835
N4,000,001 - N6,000,000	1,626	1,663	1,357	1,410
N6,000,001 - N8,000,000	2,193	1,339	2,149	1,322
N8,000,001 - N9,000,000	495	930	480	913
N9,000,001 - and above	1,070	1,579	989	1,508
	<b>7,403</b>	<b>7,257</b>	<b>6,275</b>	<b>6,276</b>

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

For the six month ended 30 June In millions of Naira	Group		Bank	
	2016	2015	2016	2015

### 37. Personnel expenses (continued)

#### (b) Directors' emoluments

The remuneration paid to directors are as follows:

Executive compensation	256	333	101	101
Fees and sitting allowances	130	119	33	30
Retirement Benefit costs	15	24	2	2
	<b>401</b>	<b>476</b>	<b>136</b>	<b>133</b>

Fees and other emoluments disclosed above include amounts paid to:

The chairman	38	15	13	15
The highest paid director	171	78	41	65

The number of directors who received fees and other emoluments (excluding pension contributions and reimbursable expenses) in the following ranges was:

	Number	Number	Number	Number
N5,500,001 and above	30	36	10	9

### 38. Group subsidiaries and related party transactions

#### Parent:

Zenith Bank Plc (incorporated in Nigeria) is the ultimate parent company of the Group.

#### Subsidiaries:

Transactions between Zenith Bank Plc and its subsidiaries which are eliminated on consolidation are not separately disclosed in the consolidated financial statements. The Group's effective interests and investments in subsidiaries as at 30 June 2016 are shown below.

Entity	Effective holding %	Nominal share capital held
<b>Foreign / banking subsidiaries:</b>		
Zenith Bank (Ghana) Limited	98.07 %	6,444
Zenith Bank (UK) Limited	100.00 %	21,482
Zenith Bank (Sierra Leone) Limited	99.99 %	2,059
Zenith Bank (Gambia ) Limited	99.96 %	1,038
Zenith Pensions Custodian Limited	99.00 %	1,980

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
<b>30 June 2016</b>				
<b>Transactions and balances with subsidiaries In millions of naira</b>	<b>Receivable from</b>	<b>Payable to</b>	<b>Income received from</b>	<b>Expense paid to</b>
Zenith Bank (UK) Limited	109,842	16,097	460	-
Zenith Bank (Ghana) Limited	700	-	-	-
Zenith Bank (Sierra Leone) Limited	480	-	-	-
Zenith Bank (Gambia) Limited	739	-	-	-
Zenith Pension Custodians Limited	-	3,809	-	595

### 31 Dec 2015

<b>Transactions and balances with subsidiaries In millions of naira</b>	<b>Receivable from</b>	<b>Payable to</b>	<b>Income received from</b>	<b>Expense paid to</b>
Zenith Bank (UK) Limited	82,738	22,906	2,959	-
Zenith Bank (Ghana) Limited	661	-	-	-
Zenith Bank (Sierra Leone) Limited	23	-	-	-
Zenith Bank (Gambia) Limited	721	-	-	-
Zenith Pension Custodians Limited	-	348	3,960	2,036

### Significant restrictions

The Group does not have significant restrictions on its ability to access or use its assets and settle its liabilities other than those resulting from the supervisory frameworks within which banking subsidiaries operate. The supervisory frameworks require banking subsidiaries to keep certain levels of regulatory capital and liquid assets, limit their exposure to other parts of the Group and comply with other ratios. See notes 3.4, 3.5 and 4.4b for disclosures on liquidity, capital adequacy, and credit risk reserve requirements respectively. The carrying amounts of banking subsidiaries' assets and liabilities are N557.26 billion and N463.59 billion respectively (31 December 2015: N403.83 billion and N324.55 billion respectively).

### Non controlling interest in subsidiaries

The Group does not have any subsidiary that has material non controlling interest.

### Key management personnel

Key management personnel is defined as the Group's executive management, including their close members of family and any entity over which they exercise control. Close members of family are those family members who may be expected to influence, or be influenced by that individual in their dealings with the Group.

<b>Key management compensation</b>	<b>30 June 2016</b>	<b>30 June 2015</b>	<b>30 June 2016</b>	<b>30 June 2015</b>
Executive compensation	256	333	101	101
Retirement benefit cost	15	24	2	2
Fees and sitting allowances	126	119	29	30
	<b>397</b>	<b>476</b>	<b>132</b>	<b>133</b>

### Loans and advances

	<b>30 June 2016</b>	<b>31 Dec 2016</b>	<b>30 June 2016</b>	<b>31 Dec 2016</b>
At start of the period	559	787	522	735
Granted during the period	2	6	-	-
Repayment during the period	(235)	(234)	(196)	(213)
<b>At end of the period</b>	<b>326</b>	<b>559</b>	<b>326</b>	<b>522</b>
Interest earned	7	12	5	10

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015

Loans to key management personnel include mortgage loans and other personal loans which are given under terms that are no more favourable than those given to other staff. No impairment has been recognised in respect of loans granted to key management (31 December 2015: Nil) as they are performing. Mortgage loans amounting to N715 million (31 December 2015: N497 million) are secured by the underlying assets. All other loans are unsecured.

### 30 June 2016

Name of company	Relationship/ Name	Loans	Deposits	Interest received	Interest paid
Quantum Fund Management *	Common directorship /Jim Ovia	-	284	-	-
Zenith General Insurance company Ltd	Common directorship/Ji m Ovia	-	271	-	-
Zenith Trustees Ltd	Common directorship	-	1	-	-
Directors and relations	-	-	344	-	-
		-	<b>2,077</b>	-	<b>6</b>

### 31 Dec 2015

Name of company	Relationship	Loans	Deposits	Interest received	Interest paid
Visafone Communication Limited	Common directorship / Jim Ovia	-	1,177	-	6
Quantum Fund Management	Common directorship / Jim Ovia	4,499	31	585	-
		<b>4,499</b>	<b>1,208</b>	<b>585</b>	<b>6</b>

Interest charged on loans to related parties and interest and other fees paid to related parties are similar to what would be charged in an arms' length transaction. Loans granted to related parties are secured over real estate and other assets of the respective borrowers. No impairment has been recognised in respect of loans granted to related parties (30 June 2015: Nil).

During the period, Zenith Bank Plc paid N1,822 million as insurance premium to Zenith General Insurance Limited (30 June 2015: N621 million). These expenses were reported as operating expenses.

## 39. Contingent liabilities and commitments

### (a) Legal proceedings

The Group is presently involved in 121 (31 December 2015:131) litigation suits in the ordinary course of business. The total amount claimed in the cases against the Group is estimated at N13.16 billion (31 December 2015: N11.68 billion). The actions are being contested and the Directors are of the opinion that none of the aforementioned cases is likely to have a material adverse effect on the Group and are not aware of any other pending or threatened claims and litigations.

### (b) Capital commitments

At the balance sheet date, the Group had capital commitments amounting to N3.92 billion (31 December 2015: N3.80 billion) in respect of authorized and contracted capital projects.

### (c) Confirmed credits and other obligations on behalf of customers

In the normal course of business the Group is a party to financial instruments with off-balance sheet risk. These instruments are issued to meet the credit and other financial requirements of customers. The contractual amounts of the off-balance sheet financial instruments are:

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015

### 39. Contingent liabilities and commitments (continued)

	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
Performance bonds and guarantees	649,356	794,021	599,825	763,891
Usance	92,343	128,123	92,343	128,123
Letters of credit	211,427	232,837	163,399	187,947
Pension Funds (See Note (below))	2,165,619	1,997,182	2,165,619	1,997,182
	<b>3,118,745</b>	<b>3,152,163</b>	<b>3,021,186</b>	<b>3,077,143</b>

The transaction related performance bonds and guarantees are, generally, short-term commitments to third parties which are not directly dependent on the customer's creditworthiness. As at 30 June 2016, performance bonds and guarantees worth N275 billion (31 December 2015: N181 billion) are secured by cash while others are otherwise secured.

Usance and Letters of credit are agreements to lend to a customer in the future, subject to certain conditions. Such commitments are either made for a fixed period, or have no specific maturity dates, but are cancellable by the Group (as lender) subject to notice requirements. These Letters of credit are provided at market-related interest rates and cannot be settled net in cash. Usance and letters of credit are secured by different types of collaterals similar to those accepted for actual credit facilities.

The amount of N2,165.62 billion (31 December 2015: N1,997.18 billion) represents the full amount of the Group's guarantee for the assets held by its subsidiary, Zenith Pensions Custodian Limited under the latter's custodial business as required by the National Pensions Commission of Nigeria.

### 40. Dividend per share

	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
Dividend proposed	7,849	56,513	7,849	56,513
Number of shares in issue and ranking for dividend	31,396	31,396	31,396	31,396
Proposed dividend per share	25 k	180 k	25 k	180
2015 dividend paid during the year	48,663	62,793	48,663	62,793

The Board of Directors, pursuant to the powers vested in it by the provisions of section 379 of the Companies and Allied Matters Act of Nigeria, Cap C20 LFN 2004, proposed a interim dividend of N0.25 kobo per share for the retained earnings account as at 30 June 2016. This is subject to approval by shareholders at the next Annual General Meeting.

The number of shares in issue and ranking for dividend represents the outstanding number of shares as at 30 June 2016 and 31 December 2015 respectively.

Payment of dividends to shareholders is subject to withholding tax at a rate of 10% in the hand of recipients.

### 41. Cash and cash equivalents

For the purposes of the statement of cash flow, cash and cash equivalents include cash and non-restricted balances with central banks, treasury bills maturing within three months, operating account balances with other banks, amounts due from other banks.

	30 June 2016	30 June 2015	30 June 2016	30 June 2015
Cash and cash balances with central bank (less mandatory reserve deposits)	133,603	87,005	105,427	66,536
Treasury bills (maturing within 3 months)	168,623	119,488	131,778	97,323
Due from other banks	343,389	499,093	257,888	481,760
	<b>645,615</b>	<b>705,586</b>	<b>495,093</b>	<b>645,619</b>



# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

In millions of Naira	Group		Bank	
	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015

### 42. Compliance with banking regulations

During the period, the Bank did not contravene any regulation of the Banks and Other Financial Institutions Act, 1991.

### 43. Events after the reporting period

No significant event that requires special disclosure occurred between the reporting date and the date when the financial statements were issued.

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

	Group	Bank
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In millions of Naira

### 44. Statement of cash flow workings

#### (i) Debt securities (see note 21)

##### 30 June 2016

	Debt securities at fair value through profit or loss	Debt securities at fair value through profit or loss	Debt securities at fair value through profit or loss	Debt securities at fair value through profit or loss
At 1 January 2016	6,707	195,737	6,707	134,002
Gains from changes in fair value recognised in profit or loss (note 10)	(272)	894	(272)	894
Exchange differences	42	523	-	-
Additions	-	70,579	-	54,066
Disposals (sale and redemption)	(6,477)	(16,933)	(6,435)	(16,933)
Interest accrued	-	16,958	-	16,958
Coupon received	-	(22,536)	-	(22,536)
	<b>(230)</b>	<b>245,222</b>	<b>(272)</b>	<b>166,451</b>
Unrealised bond FV gain	(272)	-	(272)	-
Movement for cash flow statement	(6,477)	48,068	(6,435)	31,555
Recognised in Cashflow statement	-	(41,591)	-	(25,120)

##### 30 June 2015

	Debt securities at fair value through profit or loss	Debt securities at amortised cost	Debt securities at fair value through profit or loss	Debt securities at amortised cost
At 1 January 2015	-	186,544	-	79,469
Additions	9,018	37,574	9,018	36,512
Disposals (sale and redemption)	-	(83,146)	-	(64,187)
Interest accrued	-	17,015	-	8,406
Coupon received	-	(10,140)	-	(12,484)
	<b>9,018</b>	<b>147,847</b>	<b>9,018</b>	<b>47,716</b>
Movement for cash flow statement	9,018	(38,697)	9,018	(31,753)
Recognised in Cashflow statement	-	29,679	-	22,733

#### (ii) Treasury bills (Amortised cost) (see note 16)

##### 30 June 2016

	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
Treasury bills (Amortised cost)	329,623	324,230	260,829	277,202
Treasury bills (with 3 months maturity)	(168,623)	(79,513)	(131,778)	(63,979)
Changes	161,000	244,717	129,051	213,223
Recognised in Cashflow	<b>83,717</b>		<b>84,172</b>	

##### 30 June 2015

30 June 2015	31 Dec 2014	30 June 2015	31 Dec 2014
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# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

	Group		Bank	
In millions of Naira				
Treasury bills (Amortized cost)	287,989	295,397	252,824	253,414
Treasury bills (with 3 months maturity)	(119,488)	(214,721)	(97,323)	(181,498)
Changes	168,501	80,676	155,501	71,916
<b>Recognised in Cashflow</b>	<b>(87,825)</b>		<b>(83,585)</b>	

### (iii) Treasury bills (FVTPL) (see note 16)

#### 30 June 2016

	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
Treasury bills (FVTPL)	50,367	53,698	50,367	53,698
Unrealised fair value gain	-	878	-	878
<b>Recognised in Cashflow</b>	<b>3,331</b>		<b>3,331</b>	

#### 30 June 2015

	30 June 2015	31 Dec 2014	30 June 2015	31 Dec 2014
Treasury bills (FVTPL)	83,804	1,162	83,804	1,162
<b>Recognised in Cashflow</b>	<b>(82,642)</b>		<b>(82,642)</b>	

### (iv) Loans and advances (see note 20)

#### 30 June 2016

	30 June 2016	31 Dec 2015	30 June 2016	31 Dec 2015
Gross loans and advances	2,339,951	2,032,256	2,161,331	1,884,941
Changes	(307,695)	-	(276,390)	-
Write-back (specific)	(58)	-	(58)	-
Interest receivables	17,797	-	17,797	-
	<b>(289,956)</b>		<b>(258,651)</b>	

#### 30 June 2015

	30 June 2015	31 Dec 2014	30 June 2015	31 Dec 2014
Gross loans and advances	1,941,175	1,758,335	1,796,486	1,605,581
Changes	(182,840)	-	(190,905)	-
Write-back	(26)	-	(25)	-
	<b>(182,866)</b>		<b>(190,930)</b>	

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

	Group		Bank	
In millions of Naira				
<b>(v) Customer deposits</b>				
<b>30 June 2016</b>				
As per financial statement	<b>30 June 2016</b>	<b>31 Dec 2015</b>	<b>30 June 2016</b>	<b>31 Dec 2015</b>
Changes	2,685,477	2,557,884	2,354,921	2,333,017
Interest payables	127,593	-	21,904	-
	(1,947)	-	(1,947)	-
	<b>125,646</b>	<b>-</b>	<b>19,957</b>	<b>-</b>
<b>30 June 2015</b>				
As per financial statement	<b>30 June 2015</b>	<b>31 Dec 2014</b>	<b>30 June 2015</b>	<b>31 Dec 2014</b>
Changes	2,604,804	2,537,311	2,340,266	2,265,262
	67,493	-	75,004	-
	<b>67,493</b>	<b>-</b>	<b>75,004</b>	<b>-</b>
<b>(vi) Other liabilities (see note 29)</b>				
<b>30 June 2016</b>				
As per statement of financial position	<b>30 June 2016</b>	<b>31 Dec 2015</b>	<b>30 June 2016</b>	<b>31 Dec 2015</b>
Changes	196,881	205,062	193,311	212,636
Vat paid	8,181	-	19,325	-
	(1,089)	-	(1,089)	-
<b>Net cash movement</b>	<b>(7,092)</b>	<b>-</b>	<b>(18,236)</b>	<b>-</b>
<b>30 June 2015</b>				
As per statement of financial position	<b>30 June 2015</b>	<b>31 Dec 2014</b>	<b>30 June 2015</b>	<b>31 Dec 2014</b>
Changes	256,782	289,858	264,629	272,726
Vat paid	33,076	-	8,097	-
	(1,082)	-	(1,082)	-
<b>Net cash movement</b>	<b>(31,994)</b>	<b>-</b>	<b>(7,015)</b>	<b>-</b>
<b>(vii) Profit on disposal of property and equipment</b>				
	<b>30 June 2016</b>	<b>30 June 2015</b>	<b>30 June 2016</b>	<b>30 June 2015</b>
Cost (see note 26)	705	2,200	705	2,200
Accumulated depreciation (see note 26)	645	2,147	645	2,147
Net book value	<b>60</b>	<b>53</b>	<b>60</b>	<b>53</b>
Sales proceed	133	64	119	57
<b>Profit on Disposal (see note 11)</b>	<b>73</b>	<b>11</b>	<b>59</b>	<b>4</b>

# ZENITH BANK PLC

## Notes to the Consolidated and Separate Financial Statements for the Period Ended 30 June 2016

	Group	Bank
In millions of Naira		

### (viii) Proceed from sale of equity securities

	Group 30 June 2016	Group 30 June 2015	Bank 30 June 2016	Bank 30 June 2015
Cost of equity securities disposed (see note 21b)	681	859	-	859
Gain on disposal of equity securities (see note 11)	-	1,017	-	1,017
<b>Recognised in cash flow</b>	<b>681</b>	<b>1,876</b>	<b>-</b>	<b>1,876</b>

### (ix) Interest received

	Group 30 June 2016	Group 30 June 2015	Bank 30 June 2016	Bank 30 June 2015
Interest income as per financial statement	181,408	176,223	165,629	160,081
Interest receivables	(17,797)	-	(17,797)	-
<b>Recognised in cash flow</b>	<b>163,611</b>	<b>176,223</b>	<b>147,832</b>	<b>160,081</b>

### (x) Interest paid

	Group 30 June 2016	Group 30 June 2015	Bank 30 June 2016	Bank 30 June 2015
Interest expense as per financial statement	54,385	(63,585)	49,612	(59,199)
Interest payables	(1,947)	-	(1,947)	-
<b>Recognised in cash flow</b>	<b>52,438</b>	<b>(63,585)</b>	<b>47,665</b>	<b>(59,199)</b>

## Other National Disclosures

**ZENITH BANK PLC**  
**Other National Disclosures**  
**Value Added Statement**

In millions of Naira	30 June 2016	30 June 2016 %	30 June 2015	30 June 2015 %
<b>Group</b>				
Gross income	214,812		229,082	
<b>Interest expense</b>				
- Local	<b>(45,940)</b>		<b>(53,287)</b>	
- Foreign	<b>(8,445)</b>		<b>(10,298)</b>	
	160,427		165,497	
Impairment loss on financial assets	(14,232)		(7,201)	
	146,195		158,296	
<b>Bought-in materials and services</b>				
- Local	(40,507)		(43,454)	
- Foreign	(2,594)		(2,594)	
<b>Value added</b>	<b>103,094</b>	<b>100</b>	<b>112,248</b>	<b>100</b>
<b>Distribution</b>				
<b>Employees</b>				
Salaries and benefits	<b>34,593</b>	<b>34</b>	<b>34,378</b>	<b>31</b>
<b>Government</b>				
Income tax	<b>18,438</b>	<b>18</b>	<b>19,021</b>	<b>17</b>
<b>Retained in the Group</b>				
Replacement of property and equipment / intangible assets	5,220	5	5,669	5
To pay proposed dividend	56,513	55	54,944	49
Profit for the year (including statutory, small scale industry, and non-controlling interest)	(11,670)	(12)	(1,764)	(2)
<b>Total Value Added</b>	<b>103,094</b>	<b>100</b>	<b>112,248</b>	<b>100</b>

Value added represents the additional wealth which the group has been able to create by its own and employees efforts.

**ZENITH BANK PLC**  
**Other National Disclosures**  
**Value Added Statement**

In millions of Naira	30 June 2016	30 June 2016 %	30 June 2015	30 June 2015 %
<b>Bank</b>				
Gross income	192,163		213,571	
<b>Interest expense</b>				
- Local	<b>(47,018)</b>		<b>(56,605)</b>	
- Foreign	<b>(2,594)</b>		<b>(2,594)</b>	
	142,551		154,372	
Impairment loss on financial assets	(11,144)		(6,392)	
	131,407		147,980	
<b>Bought-in materials and services</b>				
- Local	(36,317)		(40,663)	
- Foreign	(2,577)		(2,577)	
<b>Value added</b>	<b>92,513</b>	<b>100</b>	<b>104,740</b>	<b>100</b>
<b>Distribution</b>				
<b>Employees</b>				
<b>Salaries and benefits</b>	<b>31,745</b>	<b>34</b>	<b>31,679</b>	<b>30</b>
<b>Government</b>				
<b>Income tax</b>	<b>15,986</b>	<b>17</b>	<b>17,010</b>	<b>16</b>
<b>Retained in the Bank</b>				
Replacement of property and equipment / intangible assets	4,752	5	5,277	5
To pay proposed dividend	56,513	61	54,944	52
Profit for the year (including statutory, and small scale industry)	(16,483)	(17)	(4,170)	(4)
<b>Total Value Added</b>	<b>92,513</b>	<b>100</b>	<b>104,740</b>	<b>100</b>

Value added represents the additional wealth which the bank has been able to create by its own and employees efforts.



# ZENITH BANK PLC

## Other National Disclosures

### Five Year Financial Summary

In millions of Naira 30 June 2016 31 Dec 2015 31 Dec 2014 31 Dec 2013 31 Dec 2012

#### Group

#### Statement of Financial Position

##### Assets

Cash and balances with central banks	627,156	761,561	752,580	603,851	332,515
Treasury bills	379,990	377,928	295,397	579,511	669,164
Assets pledged as collateral	277,862	265,051	151,746	6,930	-
Due from other banks	343,389	272,194	506,568	256,729	182,020
Derivative assets	34,943	8,481	17,408	2,681	-
Loans and advances	2,279,655	1,989,313	1,729,507	1,251,355	989,814
Assets classified as held for sale	-	-	-	30,454	31,943
Investment securities	258,497	213,141	200,079	303,125	299,343
Investments in associates	530	530	302	165	420
Deferred tax assets	7,026	5,607	6,449	749	432
Other assets	50,107	22,774	21,455	36,238	28,665
Property and equipment	94,090	87,022	71,571	69,410	68,782
Intangible assets	4,051	3,240	2,202	1,935	1,406

<b>Total assets</b>	<b>4,357,296</b>	<b>4,006,842</b>	<b>3,755,264</b>	<b>3,143,133</b>	<b>2,604,504</b>
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##### Liabilities

Customers deposits	2,685,477	2,557,884	2,537,311	2,276,755	1,929,244
Derivative liabilities	3,562	384	6,073	-	-
Current tax payable	4,824	3,579	10,042	7,017	6,577
Deferred income tax liabilities	50	19	-	678	5,584
Other liabilities	196,881	205,062	289,858	215,643	117,355
On-lending facilities	344,883	286,881	68,344	59,528	56,066
Borrowings	358,789	258,862	198,066	60,150	15,138
Liabilities classified as held for sale	-	-	-	14,111	11,584
Debt securities issued	142,091	99,818	92,932	-	-

<b>Total liabilities</b>	<b>3,736,557</b>	<b>3,412,489</b>	<b>3,202,626</b>	<b>2,633,882</b>	<b>2,141,548</b>
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<b>Net assets</b>	<b>620,739</b>	<b>594,353</b>	<b>552,638</b>	<b>509,251</b>	<b>462,956</b>
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##### Equity

Share capital	15,698	15,698	15,698	15,698	15,698
Share premium	255,047	255,047	255,047	255,047	255,047
Retained earnings	186,042	200,115	183,396	161,144	130,153
Other Reserves	163,080	122,900	97,945	73,347	58,786

Attributable to equity holders of the parent	619,867	593,760	552,086	505,236	459,684
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Non-controlling interest	872	593	552	4,015	3,272
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<b>Total shareholders' equity</b>	<b>620,739</b>	<b>594,353</b>	<b>552,638</b>	<b>509,251</b>	<b>462,956</b>
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# ZENITH BANK PLC

## Other National Disclosures

### Five Year Financial Summary

In millions of Naira 30 June 2016 31 Dec 2015 31 Dec 2014 31 Dec 2013 31 Dec 2012

#### STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

			Unaudited	Unaudited	Unaudited
	30 June 2016	30 June 2015	30 June 2014	30 June 2013	30 June 2012
Gross earnings	214,812	229,082	184,434	171,024	151,103
Share of profit / (loss) of associates	-	206	324	-	-
Interest expense	(54,385)	(63,585)	(48,781)	(36,966)	(31,132)
Operating and direct expenses	(82,914)	(86,301)	(75,170)	(76,365)	(68,055)
Impairment charge for financial assets	(14,232)	(7,201)	(2,948)	(3,610)	(1,753)
<b>Profit before taxation</b>	<b>63,281</b>	<b>72,201</b>	<b>57,859</b>	<b>54,083</b>	<b>50,163</b>
Income tax	(18,438)	(19,021)	(10,414)	(8,664)	(7,752)
<b>Profit after tax</b>	<b>44,843</b>	<b>53,180</b>	<b>47,445</b>	<b>45,419</b>	<b>42,411</b>
Foreign currency translation differences	26,053	(2,058)	(4,452)	178	(1,633)
Fair value movements on equity instruments	4,153	(2,390)	-	-	-
	<b>30,206</b>	<b>(4,448)</b>	<b>(4,452)</b>	<b>178</b>	<b>(1,633)</b>
<b>Total comprehensive income</b>	<b>75,049</b>	<b>48,732</b>	<b>42,993</b>	<b>45,597</b>	<b>40,778</b>

#### Earning per share:

Basic and diluted	143 K	336 K	316 K	301 K	319 K
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# ZENITH BANK PLC

## Other National Disclosures

### Five Year Financial Summary

In millions of Naira 30 June 2016 31 Dec 2015 31 Dec 2014 31 Dec 2013 31 Dec 2012

#### Bank

##### Statement of Financial Position

##### Assets

Cash and balances with central banks	598,723	735,946	728,291	587,793	313,546
Treasury bills	311,196	330,900	253,414	565,668	647,474
Assets pledged as collateral	277,862	264,320	151,746	6,930	-
Due from other banks	257,888	266,894	470,139	249,524	203,791
Derivative assets	34,943	8,481	16,896	-	-
Loans and advances	2,114,808	1,849,225	1,580,250	1,126,559	895,354
Investment securities	179,726	150,724	92,832	212,523	256,905
Investments in subsidiaries	33,003	33,003	33,003	24,375	24,375
Investments in associates	90	90	90	90	463
Deferred tax assets	6,354	5,131	6,333	-	-
Other assets	48,758	21,673	19,393	31,415	16,814
Assets classified as held for sale	-	-	-	4,749	10,338
Property and equipment	85,812	81,187	69,531	67,364	66,651
Intangible assets	3,194	2,753	1,901	1,703	1,175
<b>Total assets</b>	<b>3,952,357</b>	<b>3,750,327</b>	<b>3,423,819</b>	<b>2,878,693</b>	<b>2,436,886</b>

##### Liabilities

Customers deposits	2,354,921	2,333,017	2,265,262	2,079,862	1,802,008
Derivative liabilities	3,562	384	6,073	-	-
Current tax payable	4,489	2,534	7,709	5,266	5,071
Deferred income tax liabilities	-	-	-	-	5,573
Other liabilities	193,311	212,636	272,726	201,265	115,027
On-lending facilities	344,883	286,881	68,344	59,528	56,066
Borrowings	366,634	268,111	198,066	60,150	15,138
Debt securities issued	142,091	99,818	92,932	-	-
<b>Total liabilities</b>	<b>3,409,891</b>	<b>3,203,381</b>	<b>2,911,112</b>	<b>2,406,071</b>	<b>1,998,883</b>
<b>Net assets</b>	<b>542,466</b>	<b>546,946</b>	<b>512,707</b>	<b>472,622</b>	<b>438,003</b>

##### Equity

Share capital	15,698	15,698	15,698	15,698	15,698
Share premium	255,047	255,047	255,047	255,047	255,047
Retained earnings	147,136	160,408	150,342	126,678	106,010
Other reserves	124,585	115,793	91,620	75,199	61,248
Attributable to equity holders of the parent	542,466	546,946	512,707	472,622	438,003
<b>Total shareholders' equity</b>	<b>542,466</b>	<b>546,946</b>	<b>512,707</b>	<b>472,622</b>	<b>438,003</b>

# ZENITH BANK PLC

## Other National Disclosures

### Five Year Financial Summary

In millions of Naira

30 June 2016 31 Dec 2015 31 Dec 2014 31 Dec 2013 31 Dec 2012

#### STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

	30 June 2016	30 June 2015	Unaudited 30 June 2014	Unaudited 30 June 2013	Unaudited 30 June 2012
Gross earnings	192,163	213,571	174,569	152,843	135,085
Interest expense	(49,612)	(59,199)	(46,255)	(36,638)	(31,108)
Operating and direct expenses	(75,391)	(80,196)	(69,939)	(66,387)	(57,867)
Impairment charge for financial assets	(11,144)	(6,392)	(2,800)	(3,396)	(1,718)
<b>Profit before tax</b>	<b>56,016</b>	<b>67,784</b>	<b>55,575</b>	<b>46,422</b>	<b>44,392</b>
Income tax	(15,986)	(17,010)	(8,906)	(6,914)	(6,720)
<b>Profit after tax</b>	<b>40,030</b>	<b>50,774</b>	<b>46,669</b>	<b>39,508</b>	<b>37,672</b>
Other comprehensive income					
Fair value movements on equity instruments	4,153	(2,390)	-	-	-
	<b>4,153</b>	<b>(2,390)</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total comprehensive income</b>	<b>44,183</b>	<b>48,384</b>	<b>46,669</b>	<b>39,508</b>	<b>37,672</b>

#### Earning per share:

Basic and diluted	128 K	315 K	295 K	266 K	305 K
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