Zenith Bank Plc

Full Rating Report

Ratings

Long-Term IDR	B+
Short-Term IDR	B
National Long-Term Rating	AA-(nga)
National Short-Term Rating	F1+(nga)
Support Rating	5
Support Rating Floor	No Floor
Viability Rating	b+

Sovereign Risk

Long-Term Foreign-Currency IDR	B+
Long-Term Local-Currency IDR	B+
Country Ceiling	B+

Outlooks

Long-Term Foreign-Currency Rating	Negative
Sovereign Long-Term Foreign-Currency IDR	Negative
Sovereign Long-Term Local-Currency IDR	Negative

Financial Data

Zenith Bank Plc

	31 Mar 17	31 Dec 16
Total assets (USDm)	15,497.2	15,540.3
Total assets (NGNbn)	4,739.8	4,739.8
Total equity (NGNbn)	687.9	704.5
Operating profit (NGNbn)	44.2	156.5
Published net income (NGNbn)	37.5	129.7
Comprehensive income (NGNbn)	39.0	166.6
Operating ROAA (%)	3.78	3.60
Operating ROAE (%)	25.73	24.18
Internal capital generation (%)	22.11	8.29
Fitch Core Capital/ weighted risks (%)	21.97	23.49
Equity/assets (%)	14.51	14.86

Related Research

Zenith Bank Plc - Ratings Navigator (March 2017)

Nigerian Banks - Results Dashboard (May 2017)

Nigeria (March 2017)

Analysts

Janine Dow
+44 20 3530 1464
janine.dow@fitchratings.com

Andrew Parkinson
+44 20 3530 1420
andrew.parkinson@fitchratings.com

Key Rating Drivers

Standalone Strength Drives Ratings: Zenith Bank Plc's (Zenith) standalone creditworthiness, as defined by its Viability Rating (VR), drives its Issuer Default Ratings (IDRs). The VR is constrained by the operating environment. Zenith primarily operates in Nigeria, which continues to be affected by lower oil prices, weak GDP growth, policy uncertainty and exchange-rate pressures. The Negative Outlook mirrors that on the sovereign.

Strong Profile Relative to Peers: Zenith's VR is the highest assigned by Fitch Ratings to Nigerian banks. This reflects the bank's established franchise, particularly in the corporate segment, consistently above-average asset-quality indicators, stronger loss-absorption capacity and management's ability to deliver strong performance through the cycle.

Good Management and Strategy: Fitch has a high opinion of Zenith's management team. Decision-making is well spread across a broad number of executives to minimise reliance on individuals. Achieving targets in a volatile operating environment can be difficult but Zenith's execution is strong relative to peers'. The bank's strategy is primarily to continue to service leading corporate clients and continue to deliver good results.

Sound Reported Loan Quality: Zenith's reported impaired loans/total loans ratio of 3.2% at end-March 2017 is low. Impaired loans are fully reserved. Impairments may be under-reported in our view because restructured loans, largely oil-related, are not included in this figure and there are signs that lenience may, at times, be applied to troubled loans while restructuring negotiations take place.

High Single-Name Concentrations: Loans to large corporates represent about two-thirds of the loan book. Single-name concentrations are high, with the top 20 exposures representing 32% of gross loans at end-2016. Large borrowers are well-established domestic and multinational companies, specialist oil-related companies and some public-sector bodies. These are considered to be the least risky in Nigeria, but restructurings, largely oil-related, are widespread and some large borrowers face debt-servicing problems.

Stronger Capital Buffers: Zenith reports high capital adequacy ratios and its loss-absorption capacity is above peers' despite concentrations.

Deposit Funded, Well-Managed Liquidity: Zenith is largely deposit-funded like all Nigerian banks. Deposits, mainly short-term, are more highly diversified than peers', which is credit positive. Liquid assets cover about 60% of short-term deposits and liquidity buffers are well managed. US dollar liquidity buffers totalled about USD1.4 billion at end-March 2017, providing ample coverage for the USD510 million of dollar borrowings maturing in 2017. In addition, maturing derivative contacts will generate considerable further foreign-currency (FC) liquidity.

Rating Sensitivities

Ratings Sensitive to Financial Profile Weakening: A downgrade of Zenith's Long-Term IDR could result from deterioration in its financial profile and in FC liquidity.

Upgrade Unlikely: An upgrade of Zenith's Long-Term IDR is unlikely in the near term due to the economic pressure on the Nigerian operating environment.

Difficult Operating Environment

Lower Oil Prices Continue to Pose Severe Challenges

Zenith is Nigeria's most highly rated bank along with its closest peer, Guaranty Trust Bank. Its ability to withstand the challenges triggered by a tough operating environment is relatively strong compared with other Nigerian banks. The Nigerian banks continue to face challenges in 2017, although operating conditions have eased from the extremely difficult environment of 2016, when they were affected by recession, lower oil prices and severe shortages of FC. Banks' core operating profitability was negatively affected in 2016, although overall profits, in most cases, held up because banks reported FC gains arising from the revaluation of FC assets stemming from the steep naira depreciation.

Credit profiles of Nigerian banks remain under pressure, as credit growth remains sluggish by Nigerian standards, asset quality continues to deteriorate, access to FC, though easing, has not normalised and capital ratios are declining. Nevertheless, discussions with rated banks indicate that operating conditions are easing slightly and 1Q17 results support this.

Given feeble credit demand, banks are placing excess liquidity into high-yielding securities issued by Nigeria's central bank and this is helping to boost profitability. Additional channels for access to FC have been opened up and pressure on FC liquidity is easing. Rated banks have told Fitch that conditions in the trade finance market are improving and that some international banks have lifted the requirement for FC collateral prior to opening up letters of credit. For the larger banks, the international capital markets are beginning to open up and Zenith issued a five-year senior USD500 million bond in June 2017.

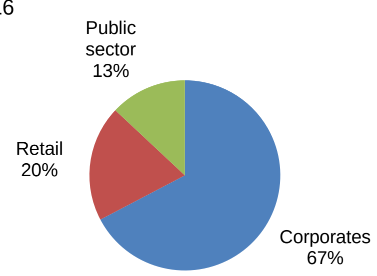
There was wide-scale restructuring of loans in 2016 to the oil sector, which represent about 30% of total lending in Nigeria. Oil prices remain volatile and additional restructuring cannot be ruled out. Fitch expects to see further deterioration in loan quality throughout 2017. High single-name concentrations in the loan books mean banks are exposed to event risk. Leading banks often participate in the largest syndicated loans, heightening systemic contagion risk, which is credit negative.

Company Profile

Domestic Systemically Important Bank; Strong Corporate Focus

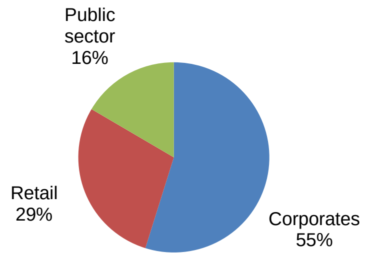
Zenith is one of Nigeria's largest banks, with an overall market share of about 16%. The bank provides traditional banking services to domestic corporate, retail and public-sector segments, and has a particularly well-developed franchise in the prime corporate sector. The corporate business generates a high proportion of revenues and accounts for two-thirds of consolidated lending.

Loan Book Split by Business Line
End-2016



Source: Fitch, Zenith

Divisional Contributions to Revenue
2016



Source: Fitch, Zenith

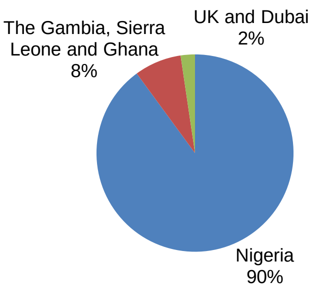
Related Criteria

Global Bank Rating Criteria (November 2016)

National Scale Ratings Criteria (March 2017)

Nigerian business dominates, generating 90% of consolidated revenues in 2016. International operations comprise subsidiaries in the UK (including a Dubai-based branch), Ghana, Sierra Leone and the Gambia. Representative offices have been set up in China and South Africa. Zenith's shares are listed on the London and Lagos stock exchanges.

Geographical Distribution of Revenue



Source: Fitch, Zenith

Management and Strategy

Stronger Management than Peers

In Fitch's view, Zenith's management team is strong and reasonably deep. Senior executive turnover is low and the corporate culture is strong. As the bank grows, efforts are made to extend decision-making powers to a broader circle of executives, reducing the risk of excessive concentration among a small number of individuals.

There are no signs of corporate governance failings at Zenith although standards can be weak in Nigeria. Zenith complies with governance standards imposed by the Central Bank of Nigeria (CBN) and relevant capital markets authorities. The bank's shares are widely held with only four shareholders owning stakes of more than 5%. The founder and chairman had the largest share of 9.4% at end-1Q17. The board comprises 11 members, three of whom are considered to be independent. Related-party lending is negligible. Financial reporting is timely and transparent.

Consistent Strategy; Good Execution

The bank's strategy focuses on serving prime corporate clients in key sectors of the Nigerian economy. Zenith also plans to build relationships with strong mid-tier companies offering growth potential, notably in the manufacturing, real-estate and agro-food sectors. On the liabilities side, the bank intends to continue to grow its more stable and cost-effective retail deposits through various mobile banking applications.

Maintaining a liquid balance sheet is a strategic focus given the volatile operating environment in Nigeria. The bank's African strategy focuses on a small number of countries offering synergistic trade ties with Nigeria. The UK subsidiary develops correspondent banking and other international relationships.

Management's ability to deliver sound results through volatile and difficult economic cycles demonstrates strong execution skills, in our view. The bank's ability to meet its economic targets is good compared with many peers'.

Risk Appetite

Reasonable Underwriting Standards and Risk Controls

The loan book represents about half of assets, which is lower than international banks but in line with the average for large Nigerian banks. In Fitch's view, Zenith's underwriting standards and risk controls compare favourably with the average for rated Nigerian banks. All areas of the group share a common risk-management framework and there is a clear separation between business and credit areas. Regular analysis are undertaken to highlight economic sectors considered to pose higher risks. Lending to SMEs, manufacturing sectors and gas and electricity companies is curtailed. An internal credit risk assessment rating system is in place and external ratings are also employed where available.

Cash flow lending is favoured and reliance on collateral for repayment is rare. At end-2016, 56% of the bank's exposures were backed by collateral in the form of real estate, shares in quoted companies, cash or liens over other fixed and floating assets. The credit approval system is centralised. The bulk of corporate loans are approved by the global credit committee and exposures above NGN7 billion are subject to approval from the board credit committee. Controls are tight and no lending authority is delegated to an individual.

High borrower and industry concentrations are frequent in Nigeria. The bank's internal large exposure limits are no stricter than those required by the regulator (20% of total equity). In our view, high concentrations are difficult to avoid, because the bank services large companies whose financing requirements are sizeable relative to the bank's balance sheet. While default probabilities associated with large corporates are low, high concentrations mean that losses can be sizeable in the event of default.

Exposure to the troubled telecommunications company, Etisalat, which is experiencing problems servicing its FC bank loans, is a good example of the type of heightened event risks faced by Zenith and several other leading Nigerian banks. Zenith has typically only extended FC loans to borrowers with clear FC revenue streams. FC loans to Etisalat, which relies on naira revenues, suggest a less prudent approach was adopted by the syndicate of lending banks. Etisalat's FC loans are secured on the company's assets but valuation of these will likely be difficult and there is no assurance that any realised value will be in FC. Zenith's largest loans are often FC-denominated. At end-2016, 71% of loans to its top 20 loan exposures were in FC. Zenith's lending experience to Etisalat (see Asset Quality below) triggered a review of FC lending underwriting standards and risk controls, which we view positively.

We understand that at end-March 2017, there had not been any delays on repayment of the Etisalat loans and no specific provisions had been set aside for the loan. The company's financial difficulties were well known at the time. While provisioning policies are in line with prudential guidelines, failure to recognise potential expected losses on the exposure suggests a flexible approach to loan-loss reserving in this instance. We understand that Nigerian banks are adopting a common approach to reserving for their Etisalat exposures.

Muted Loan Growth

We expect very little loan growth in 2017. Forty per cent of Zenith's balance sheet was denominated in US dollars at end-March 2017 and any further depreciation of the naira against the US dollar will boost the total loans figure when reported in naira, but true loan growth will likely be negligible.

Sizeable Exposure to Market Risk

Interest- and exchange-rate risks are the most significant market risks faced by Zenith. The bank undertakes mostly client-driven trading and investment activities in currencies and fixed-income securities, and also faces non-trading market risks arising from positions that are held for a longer period of time or are structural – for example, investments made in the equity of foreign subsidiaries.

Interest-rate fluctuations can be frequent in Nigeria. Zenith's loan book is extended at floating rates and the bulk of deposits are also remunerated at floating rates. However, following a USD500 million bond issuance in 1H17, about 15% of the bank's funding is remunerated at fixed rates. Rising interest rates would therefore boost the bank's profits. Stress tests conducted by management indicate that a 1% increase in Nigerian interest rates would have boosted consolidated 2016 pre-tax profits by 10%; rate cuts would have the opposite effect. This is not overly significant but interest-rate movements in Nigeria can exceed 1%; for example, the monetary policy rate increased by 2pp to 14% in July 2016.

At end-March 2017, 40% of the bank's consolidated assets and liabilities were denominated in FC, primarily the US dollar and exposure to exchange-rate risk is therefore significant. The CBN limits open FC banking book positions to 10% of equity and trading book limits are also set by the CBN at 0.5% long and 10% short of shareholders' funds. Internal trading limits applied by Zenith are slightly more conservative, limited to a maximum of 90% of the prudential limits.

The bulk of FC risk is US dollar-related (75% of trading activities), followed by euros (12%) and sterling (8%). Derivatives and hedging instruments (mostly taken out with international banks) are employed to manage foreign-exchange risk and at end-2016, the bank's consolidated net open FC trading position represented a low 0.1% of equity. For structural positions, the bank estimates that a 15% appreciation of the US dollar against the naira would have increased pre-tax profit by about 5% in 2016. However, Fitch believes that a material currency movement would also indirectly affect profitability due to the negative impact on asset quality as some borrowers may struggle to service their FC loans.

Financial Profile

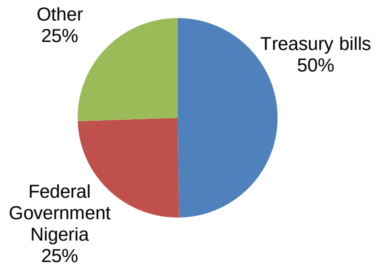
Asset Quality

Securities Concentrated in Nigerian Public Sector; Corporates Dominate Loans

Zenith's securities portfolio is highly concentrated in Nigerian public-sector bonds (see chart below) and risks associated with these are correlated with those of the sovereign. Government securities are liquid in the domestic markets and can readily be repo'ed with the CBN. Investments in treasury bills are likely to increase in 2017 because remuneration rates on these instruments are highly attractive.

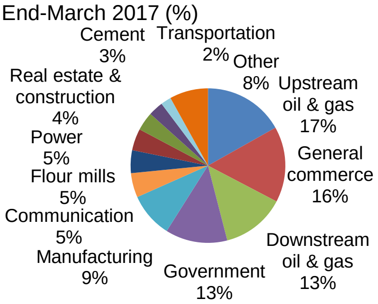
Corporate lending dominates the loan book. Distributions by economic sector highlight certain concentrations, notably in oil and gas, as is typical of Nigeria's corporate banks (see charts). Public-sector lending represented 10% of total loans at end-2016, the bulk of which relates to loans made to various states under a scheme introduced in 2015, which benefits from federal government collateralised cash flows. The performance of the loans has been satisfactory.

Securities Portfolio Split
End-March 2017 (%)



Source: Ftch, Zenith

Loan Book Split by Economic Sector
End-March 2017 (%)

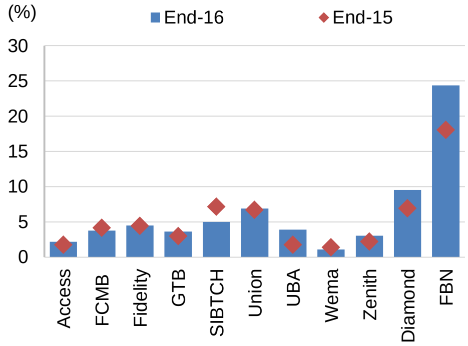


Source: Fitch, Zenith

Solid Metrics but Loan Restructuring Is Common in Nigeria

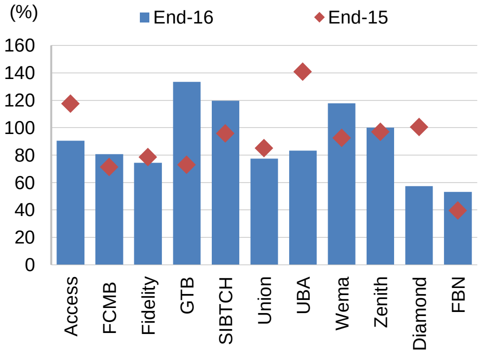
Zenith's loan-quality metrics are sound and compare well with peers'. Reported impaired loans are low as a percentage of gross loans and the bank's reserve coverage remains above 100%.

Impaired Loans (NPLs)/Gross Loans



Source: Fitch, Banks

LLR/NPLs



Source: Fitch, Banks

Loan-Quality Metrics

(%)	1Q17	2016	2015	2014
Growth of gross loans	2.84	16.17	22.56	15.14
Impaired loans/gross loans	3.20	3.02	2.23	2.34
Reserves for impaired loans/impaired loans	100.89	100.10	117.60	110.30
Impaired loans less reserves for impaired loans/ Fitch Core Capital	-0.10	-0.01	-1.43	n.a.
Loan impairment charges/average gross loans	1.34	1.41	0.30	0.01

Source: Fitch, Zenith

Bank loans extended to the oil and gas sectors in Nigeria have been extensively restructured in recent months in light of persistently weak oil prices. Typically, maturities are extended for a two-year period with a view to match cash flows with debt-servicing costs. The bulk of Zenith's oil-related loans are restructured. Loan-quality ratios would be considerably weaker were these reported as impaired.

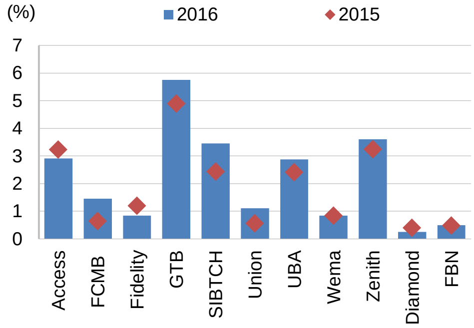
The top 20 loans, 11 of which are oil-related, represented 32% of total loans at end-2016. In addition to specialist oil companies, established Nigerian and multinational companies regularly feature among Zenith's leading risks. Zenith was a late entrant into the upstream oil sector and the bulk of its large oil and gas exposures are to established producers already generating regular cash flows. Management advise that this has a positive impact on reducing the complexity of restructurings.

Earnings and Profitability

Solid Profitability

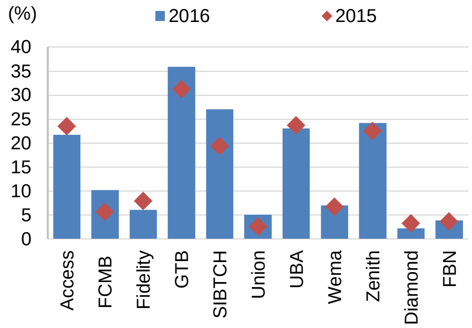
Zenith's operating performance metrics compare favourably with peers' (see charts). The corporate division is by far the largest contributor to revenues. Strong yields on treasury bills are helping to offset rising funding costs and support margins in 2017. Trading income is also being boosted by treasury bill trading income and our expectation is that these trends will continue to support profitability in 2017.

Operating Return on Average Assets (ROAA)



Source: Fitch, Banks

Operating Return on Average Equity (ROAE)



Source: Fitch, Banks

Treasury bills generated 25% of total interest income in 1Q17, which is higher than comparable results for 2016 (14%). Operating costs are rising due to high inflation in Nigeria which reached 17.3% in March 2017. Loan and securities impairment charges rose in 1Q17, reflecting more conservative adjustments to internal models and a deterioration in certain sectors, notably the power sector which is experiencing problems with inadequate tariff pricing. IFRS 9, to be introduced in January 2018, is likely to increase loan impairment charges by 20%-30%.

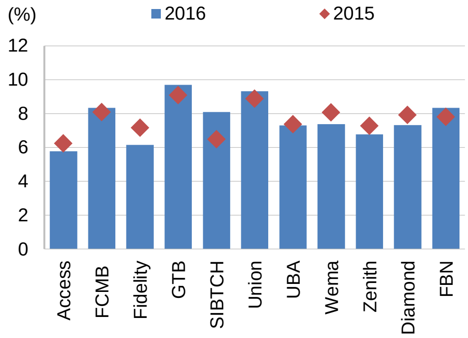
In 2016, FC translation gains stemming from the depreciation of the naira and reported as adjustments to other comprehensive income recognised directly in equity were significant, generating NGN30.3 billion (23% of net income).

Key Performance Metrics

(%)	1Q17	2016	2015	2014
Net interest income/average earning assets	7.26	6.77	7.34	7.76
Non-interest income/gross revenues	29.55	33.81	33.06	20.50
Loans and securities impairment charges/ pre-impairment operating profit	15.15	17.13	15.29	18.38
Non-interest expenses/gross revenues	48.06	48.03	49.71	51.71
Operating profit/average equity	25.73	24.18	25.56	20.77
Operating profit/average assets	3.78	3.60	3.80	3.09

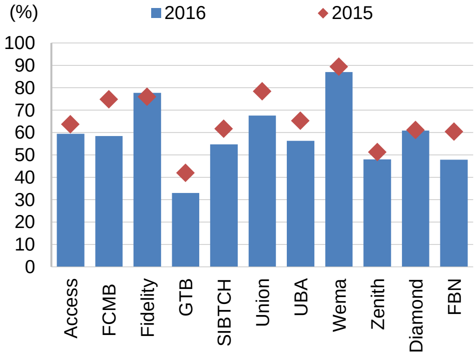
Source: Fitch

Net Interest Margin



Source: Fitch, Banks

Cost/Income



Source: Fitch, Banks

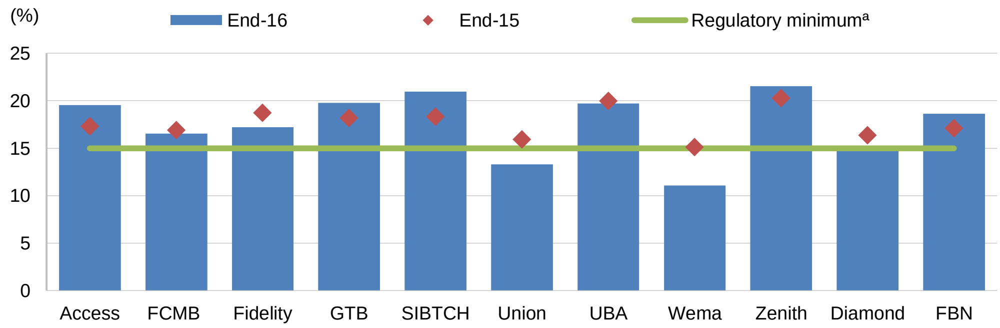
Capitalisation and Leverage

Satisfactory Capital and Leverage Ratios

Zenith's capital adequacy ratios are among the strongest in Nigeria and leverage ratios are stable (see charts and table below). The bank's relative capital strengths are a positive ratings differentiator.

High dividend payments combined with naira devaluation (which "inflates" FC loan values when converted to local currency) result in growth rates exceeding internal capital generation. Reported impaired loans are fully reserved but, in our view, unexpected credit losses, potentially arising from under-reported impaired loans, could still erode some of the bank's capital buffers.

Total Capital Adequacy Ratio (CAR)



[a] Wema is subject to only a 10% minimum CAR (15% for most others)
Source: Fitch, Banks

Key Capital Metrics

(%)	1Q17	2016	2015	2014
Fitch Core Capital/risk-weighted assets	21.97	23.49	22.42	20.53
Tangible common equity/tangible assets	14.25	14.78	14.76	14.66
Regulatory total capital adequacy ratio	22.13	22.89	21.30	19.92
Internal capital generation	22.11	8.29	6.95	8.05
Equity/assets	14.51	14.86	14.83	14.72

Source: Fitch, Zenith

Funding and Liquidity

Mostly Deposit Funded, Low Concentrations; Solid Liquidity

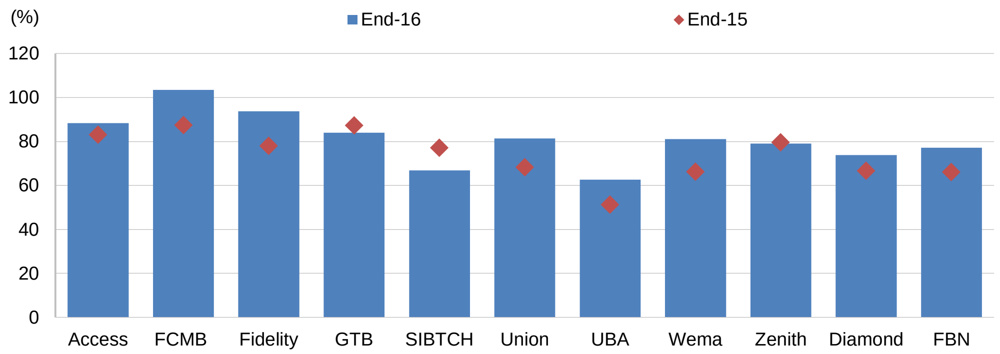
Like most Nigerian banks, deposits provide the bulk of funding (76% of total non-equity funding at end-March 2017). Deposits from corporate and commercial customers represented 55% of consolidated deposits at end-2016. Concentrations were not significant, with the top 10 deposits representing 5.7% of total deposits. Deposit diversification is credit positive in our opinion. Public-sector deposits are centralised in a special treasury account and no longer held in the Nigerian banking sector.

Nigerian companies prefer operating deposit accounts on a rolling basis and do not typically place funds on deposit on a long-term basis. To protect against the risk of sudden deposit withdrawals, the CBN requires Nigerian domestic systemically important banks to maintain a 35% liquidity ratio, defined as liquid assets as a percentage of short-term deposits. At end-March 2017, Zenith's consolidated liquidity ratio reached 65.9%. Like most Nigerian banks, Zenith regularly pledges government securities with international counterparties in connection with trade finance and other credit lines from international banks. At end-March 2017, 43% of government securities were pledged.

About 70% of Zenith's long-term borrowings are denominated in FC. FC borrowings falling due in 2017 total USD510 million. US dollar liquid assets at end-March 2017 totalled USD1.4 billion, providing a comfortable buffer against short-term FC debt obligations. Proceeds from the bond issued in 1H17 can also be used to liquidate these obligations and Zenith has access to further inflows of FC through loan repayments and maturing derivative contacts which it undertakes with the CBN. The most sizeable single FC obligation falling due will be in April 2019 when repayment of the USD500 million bond issued in 2014 falls due. Zenith's ability to access international market funding, even in times of stress for Nigeria's economy, is credit positive, in our view, providing the bank with funding diversification and access to longer-term finance.

Comparative liquidity data (see charts below) indicate metrics that are roughly in line with peers.

Loans/Deposits



Source: Fitch, Banks

Key Liquidity Metrics

(%)	1Q17	2016	2015	2014
Loans/customer deposits	81.03	79.13	92.52	87.13
Customer deposits/total funding	76.48	77.39	73.32	74.32
Regulatory liquidity ratio[a]	66.0	59.59	51.37	46.80

[a] 30% minimum requirement
Source: Fitch, Zenith

Sovereign Support Factors

Fitch considers the authorities' propensity to support the banking system to be high and there is a record of recent support across the sector.

However, Fitch believes that sovereign support to Nigerian banks cannot be relied on given Nigeria's (B+/Negative) weak ability to provide support, particularly in FC. Although the size of the banking sector is small by international standards at about 30% of GDP, government finances have been weakened by lower oil prices. Therefore, the Support Rating Floor of all Nigerian banks is at 'No Floor' and all Support Ratings are at '5'. This reflects our view that senior creditors cannot rely on receiving full and timely extraordinary support from the Nigerian sovereign if any of the banks become non-viable.

Zenith Bank Plc
Income Statement

	31 Mar 2017			31 Dec 2016		31 Dec 2015		31 Dec 2014	
	3 Months - 1st Quarter USDm Unaudited	3 Months - 1st Quarter NGNbn Unaudited	As % of Earning Assets	Year End NGNbn Audited - Unqualified	As % of Earning Assets	Year End NGNbn Audited - Unqualified	As % of Earning Assets	Year End NGNbn Audited - Unqualified	As % of Earning Assets
1. Interest Income on Loans	257.7	78.8	8.06	273.4	6.98	255.1	8.16	213.0	7.34
2. Other Interest Income	128.4	39.3	4.02	111.2	2.84	93.0	2.98	100.5	3.46
3. Dividend Income	0.0	0.0	0.00	0.3	0.01	0.5	0.02	0.5	0.02
4. Gross Interest and Dividend Income	**386.1**	**118.1**	**12.08**	**384.9**	**9.83**	**348.7**	**11.15**	**313.9**	**10.82**
5. Interest Expense on Customer Deposits	127.0	38.8	3.97	111.0	2.83	106.0	3.39	95.4	3.29
6. Other Interest Expense	28.3	8.7	0.89	33.4	0.85	17.6	0.56	11.6	0.40
7. Total Interest Expense	**155.3**	**47.5**	**4.86**	**144.4**	**3.69**	**123.6**	**3.95**	**106.9**	**3.69**
8. Net Interest Income	**230.8**	**70.6**	**7.22**	**240.5**	**6.14**	**225.1**	**7.20**	**207.0**	**7.13**
9. Net Gains (Losses) on Trading and Derivatives	23.1	7.1	0.72	28.4	0.73	18.2	0.58	15.9	0.55
10. Net Gains (Losses) on Other Securities	0.0	0.0	0.00	0.0	0.00	1.6	0.05	n.a.	-
11. Net Gains (Losses) on Assets at FV through Income Statement	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
12. Net Insurance Income	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
13. Net Fees and Commissions	69.1	21.1	2.16	68.4	1.75	60.9	1.95	70.5	2.43
14. Other Operating Income	4.7	1.4	0.15	26.0	0.66	3.1	0.10	2.6	0.09
15. Total Non-Interest Operating Income	**96.8**	**29.6**	**3.03**	**122.9**	**3.14**	**83.8**	**2.68**	**89.0**	**3.07**
16. Personnel Expenses	60.2	18.4	1.88	70.1	1.79	68.7	2.20	73.0	2.51
17. Other Operating Expenses	97.3	29.8	3.04	104.4	2.67	89.4	2.86	90.8	3.13
18. Total Non-Interest Expenses	**157.5**	**48.2**	**4.93**	**174.5**	**4.46**	**158.1**	**5.06**	**163.7**	**5.64**
19. Equity-accounted Profit/ Loss - Operating	0.0	0.0	0.00	0.0	0.00	0.2	0.01	0.1	0.00
20. Pre-Impairment Operating Profit	**170.2**	**52.1**	**5.32**	**188.9**	**4.82**	**151.0**	**4.83**	**132.4**	**4.56**
21. Loan Impairment Charge	25.8	7.9	0.81	31.5	0.81	15.3	0.49	13.1	0.45
22. Securities and Other Credit Impairment Charges	n.a.	n.a.	-	0.8	0.02	10.1	0.32	n.a.	-
23. Operating Profit	**144.4**	**44.2**	**4.52**	**156.5**	**4.00**	**125.6**	**4.02**	**119.3**	**4.11**
24. Equity-accounted Profit/ Loss - Non-operating	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
25. Non-recurring Income	0.1	0.0	0.00	0.2	0.01	0.0	0.00	0.5	0.02
26. Non-recurring Expense	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
27. Change in Fair Value of Own Debt	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
28. Other Non-operating Income and Expenses	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
29. Pre-tax Profit	**144.5**	**44.2**	**4.52**	**156.7**	**4.00**	**125.6**	**4.02**	**119.8**	**4.13**
30. Tax expense	21.9	6.7	0.69	27.1	0.69	20.0	0.64	20.3	0.70
31. Profit/Loss from Discontinued Operations	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
32. Net Income	**122.6**	**37.5**	**3.83**	**129.7**	**3.31**	**105.7**	**3.38**	**99.5**	**3.43**
33. Change in Value of AFS Investments	3.1	1.0	0.10	6.6	0.17	(1.8)	(0.06)	2.6	0.09
34. Revaluation of Fixed Assets	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
35. Currency Translation Differences	1.7	0.5	0.05	30.3	0.77	0.7	0.02	3.3	0.11
36. Remaining OCI Gains/(losses)	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
37. Fitch Comprehensive Income	**127.4**	**39.0**	**3.98**	**166.6**	**4.25**	**104.6**	**3.35**	**105.3**	**3.63**
38. Memo: Profit Allocation to Non-controlling Interests	0.2	0.1	0.01	0.2	0.01	0.1	0.00	0.2	0.01
39. Memo: Net Income after Allocation to Non-controlling Interests	122.4	37.4	3.83	129.4	3.30	105.5	3.38	99.3	3.42
40. Memo: Common Dividends Relating to the Period	n.a.	n.a.	-	71.3	1.82	64.4	2.06	54.9	1.89
41. Memo: Preferred Dividends Related to the Period	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Exchange rate		USD1 = NGN305.85		USD1 = NGN305		USD1 = NGN197		USD1 = NGN169.68	

Zenith Bank Plc
Balance Sheet

	3 Months - 1st Quarter USDm	31 Mar 2017 3 Months - 1st Quarter NGNbn	As % of Assets	31 Dec 2016 Year End NGNbn	As % of Assets	31 Dec 2015 Year End NGNbn	As % of Assets	31 Dec 2014 Year End NGNbn	As % of Assets
Assets									
A. Loans									
1. Residential Mortgage Loans	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
2. Other Mortgage Loans	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
3. Other Consumer/ Retail Loans	n.a.	n.a.	-	6.1	0.13	2.8	0.07	25.9	0.69
4. Corporate & Commercial Loans	n.a.	n.a.	-	2,354.7	49.68	2,028.2	50.62	1,528.7	40.71
5. Other Loans	7,938.1	2,427.9	51.22	n.a.	-	1.2	0.03	203.7	5.42
6. Less: Reserves for Impaired Loans	256.3	78.4	1.65	71.4	1.51	42.9	1.07	28.8	0.77
7. Net Loans	**7,681.8**	**2,349.5**	**49.57**	**2,289.4**	**48.30**	**1,989.3**	**49.65**	**1,729.5**	**46.06**
8. Gross Loans	**7,938.1**	**2,427.9**	**51.22**	**2,360.8**	**49.81**	**2,032.3**	**50.72**	**1,758.3**	**46.82**
9. Memo: Impaired Loans included above	254.0	77.7	1.64	71.4	1.51	44.3	1.11	30.8	0.82
10. Memo: Loans at Fair Value included above	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
B. Other Earning Assets									
1. Loans and Advances to Banks	1,273.6	389.5	8.22	459.5	9.69	265.2	6.62	506.6	13.49
2. Reverse Repos and Cash Collateral	470.0	143.8	3.03	249.1	5.26	166.7	4.16	n.a.	-
3. Trading Securities and at FV through Income	418.5	128.0	2.70	84.1	1.77	60.4	1.51	1.2	0.03
4. Derivatives	63.8	19.5	0.41	82.9	1.75	8.5	0.21	17.4	0.46
5. Available for Sale Securities	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
6. Held to Maturity Securities	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
7. Equity Investments in Associates	0.0	0.0	0.00	0.0	0.00	0.5	0.01	0.3	0.01
8. Other Securities	3,059.0	935.6	19.74	752.0	15.86	636.0	15.87	646.1	17.20
9. Total Securities	**4,011.3**	**1,226.9**	**25.88**	**1,168.0**	**24.64**	**872.1**	**21.77**	**664.9**	**17.71**
10. Memo: Government Securities included Above	2,600.3	795.3	16.78	673.7	14.21	427.2	10.66	447.1	11.91
11. Memo: Total Securities Pledged	1,108.4	339.0	7.15	328.3	6.93	265.1	6.61	151.7	4.04
12. Investments in Property	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
13. Insurance Assets	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
14. Other Earning Assets	n.a.	n.a.	-	n.a.	-	n.a.	-	0.0	0.00
15. Total Earning Assets	**12,966.7**	**3,965.9**	**83.67**	**3,916.9**	**82.64**	**3,126.6**	**78.03**	**2,901.0**	**77.25**
C. Non-Earning Assets									
1. Cash and Due From Banks	1,976.2	604.4	12.75	669.1	14.12	761.6	19.01	752.6	20.04
2. Memo: Mandatory Reserves included above	1,725.3	527.7	11.13	528.2	11.14	403.6	10.07	508.1	13.53
3. Foreclosed Real Estate	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
4. Fixed Assets	345.8	105.8	2.23	105.3	2.22	87.0	2.17	71.6	1.91
5. Goodwill	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
6. Other Intangibles	26.2	8.0	0.17	4.6	0.10	3.2	0.08	2.2	0.06
7. Current Tax Assets	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
8. Deferred Tax Assets	21.7	6.6	0.14	6.4	0.14	5.6	0.14	6.4	0.17
9. Discontinued Operations	n.a.	n.a.	-	n.a.	-	n.a.	-	0.0	0.00
10. Other Assets	160.6	49.1	1.04	37.5	0.79	22.8	0.57	21.5	0.57
11. Total Assets	**15,497.2**	**4,739.8**	**100.00**	**4,739.8**	**100.00**	**4,006.8**	**100.00**	**3,755.3**	**100.00**
Liabilities and Equity									
D. Interest-Bearing Liabilities									
1. Customer Deposits - Current	6,940.9	2,122.9	44.79	2,069.1	43.65	1,755.4	43.81	1,862.3	49.59
2. Customer Deposits - Savings	1,184.3	362.2	7.64	359.0	7.57	246.1	6.14	213.4	5.68
3. Customer Deposits - Term	1,671.3	511.2	10.78	555.5	11.72	556.4	13.89	461.6	12.29
4. Total Customer Deposits	**9,796.5**	**2,996.3**	**63.21**	**2,983.6**	**62.95**	**2,557.9**	**63.84**	**2,537.3**	**67.57**
5. Deposits from Banks	n.a.	n.a.	-	n.a.	-	n.a.	-	0.0	0.00
6. Repos and Cash Collateral	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
7. Commercial Paper and Short-term Borrowings	355.1	108.6	2.29	104.6	2.21	71.9	1.80	72.1	1.92
8. Total Money Market and Short-term Funding	**10,151.6**	**3,104.9**	**65.51**	**3,088.3**	**65.16**	**2,629.8**	**65.63**	**2,609.4**	**69.49**
9. Senior Unsecured Debt (original maturity > 1 year)	1,479.4	452.5	9.55	416.6	8.79	358.7	8.95	218.9	5.83
10. Subordinated Borrowing	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
11. Covered Bonds	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
12. Other Long-term Funding	1,177.7	360.2	7.60	350.7	7.40	286.9	7.16	68.3	1.82
13. Total LT Funding (original maturity > 1 year)	**2,657.1**	**812.7**	**17.15**	**767.2**	**16.19**	**645.6**	**16.11**	**287.2**	**7.65**
14. Derivatives	6.6	2.0	0.04	66.8	1.41	0.4	0.01	6.1	0.16
15. Trading Liabilities	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
16. Total Funding	**12,815.4**	**3,919.6**	**82.69**	**3,922.3**	**82.75**	**3,275.8**	**81.75**	**2,902.7**	**77.30**
E. Non-Interest Bearing Liabilities									
1. Fair Value Portion of Debt	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
2. Credit impairment reserves	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
3. Reserves for Pensions and Other	27.5	8.4	0.18	8.4	0.18	9.8	0.24	0.0	0.00
4. Current Tax Liabilities	44.4	13.6	0.29	9.0	0.19	3.6	0.09	10.0	0.27
5. Deferred Tax Liabilities	0.2	0.0	0.00	0.0	0.00	0.0	0.00	0.0	0.00
6. Other Deferred Liabilities	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
7. Discontinued Operations	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
8. Insurance Liabilities	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
9. Other Liabilities	360.8	110.4	2.33	95.6	2.02	123.4	3.08	289.9	7.72
10. Total Liabilities	**13,248.2**	**4,052.0**	**85.49**	**4,035.4**	**85.14**	**3,412.5**	**85.17**	**3,202.6**	**85.28**
F. Hybrid Capital									
1. Pref. Shares and Hybrid Capital accounted for as Debt	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
2. Pref. Shares and Hybrid Capital accounted for as Equity	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
G. Equity									
1. Common Equity	2,112.0	645.9	13.63	664.1	14.01	591.1	14.75	548.4	14.60
2. Non-controlling Interest	3.3	1.0	0.02	1.0	0.02	0.6	0.01	0.6	0.01
3. Securities Revaluation Reserves	38.9	11.9	0.25	11.0	0.23	4.3	0.11	6.1	0.16
4. Foreign Exchange Revaluation Reserves	94.8	29.0	0.61	28.5	0.60	(1.7)	(0.04)	(2.4)	(0.06)
5. Fixed Asset Revaluations and Other Accumulated OCI	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
6. Total Equity	**2,249.0**	**687.9**	**14.51**	**704.5**	**14.86**	**594.4**	**14.83**	**552.6**	**14.72**
7. Total Liabilities and Equity	**15,497.2**	**4,739.8**	**100.00**	**4,739.8**	**100.00**	**4,006.8**	**100.00**	**3,755.3**	**100.00**
8. Memo: Fitch Core Capital	2,201.3	673.3	14.20	699.8	14.76	591.0	14.75	550.3	14.65
Exchange rate		USD1 = NGN305.85		USD1 = NGN305		USD1 = NGN197		USD1 = NGN169.68	

Zenith Bank Plc

Summary Analytics

	31 Mar 2017 3 Months - 1st Quarter	31 Dec 2016 Year End	31 Dec 2015 Year End	31 Dec 2014 Year End
A. Interest Ratios				
1. Interest Income on Loans/ Average Gross Loans	13.35	12.21	13.37	14.51
2. Interest Expense on Customer Deposits/ Average Customer Deposits	5.27	4.12	4.11	4.14
3. Interest Income/ Average Earning Assets	12.15	10.83	11.25	12.05
4. Interest Expense/ Average Interest-bearing Liabilities	4.91	4.05	3.92	4.16
5. Net Interest Income/ Average Earning Assets	7.26	6.77	7.26	7.95
6. Net Int. Inc Less Loan Impairment Charges/ Av. Earning Assets	6.45	5.88	6.77	7.45
7. Net Interest Inc Less Preferred Stock Dividend/ Average Earning Assets	7.26	6.77	7.26	7.95
B. Other Operating Profitability Ratios				
1. Non-Interest Income/ Gross Revenues	29.55	33.81	27.12	30.06
2. Non-Interest Expense/ Gross Revenues	48.06	48.03	51.19	55.32
3. Non-Interest Expense/ Average Assets	4.12	4.01	4.07	4.90
4. Pre-impairment Op. Profit/ Average Equity	30.33	29.18	27.05	25.39
5. Pre-impairment Op. Profit/ Average Total Assets	4.45	4.34	3.89	3.96
6. Loans and securities impairment charges/ Pre-impairment Op. Profit	15.15	17.13	16.85	9.87
7. Operating Profit/ Average Equity	25.73	24.18	22.49	22.88
8. Operating Profit/ Average Total Assets	3.78	3.60	3.23	3.57
9. Operating Profit / Risk Weighted Assets	5.85	5.25	4.76	4.45
C. Other Profitability Ratios				
1. Net Income/ Average Total Equity	21.85	20.03	18.93	19.08
2. Net Income/ Average Total Assets	3.21	2.98	2.72	2.98
3. Fitch Comprehensive Income/ Average Total Equity	22.70	25.74	18.74	20.20
4. Fitch Comprehensive Income/ Average Total Assets	3.33	3.83	2.69	3.15
5. Taxes/ Pre-tax Profit	15.16	17.29	15.88	16.98
6. Net Income/ Risk Weighted Assets	4.96	4.35	4.01	3.71
D. Capitalization				
1. FCC/FCC-Adjusted Risk Weighted Assets	21.97	23.49	22.42	20.53
2. Tangible Common Equity/ Tangible Assets	14.25	14.78	14.76	14.66
3. Tier 1 Regulatory Capital Ratio	20.85	21.57	21.20	19.76
4. Total Regulatory Capital Ratio	22.13	22.89	21.30	19.92
5. Common Equity Tier 1 Capital Ratio	20.85	21.57	21.20	n.a.
6. Equity/ Total Assets	14.51	14.86	14.83	14.72
7. Cash Dividends Paid & Declared/ Net Income	n.a.	54.97	60.91	55.24
8. Internal Capital Generation	22.11	8.29	6.95	8.05
E. Loan Quality				
1. Growth of Total Assets	0.00	18.29	6.70	19.48
2. Growth of Gross Loans	2.84	16.17	15.58	37.79
3. Impaired Loans/ Gross Loans	3.20	3.02	2.18	1.75
4. Reserves for Impaired Loans/ Gross Loans	3.23	3.03	2.11	1.64
5. Reserves for Impaired Loans/ Impaired Loans	100.89	100.10	96.91	93.69
6. Impaired loans less Reserves for Impaired Loans/ Fitch Core Capital	(0.10)	(0.01)	0.23	0.35
7. Impaired Loans less Reserves for Impaired Loans/ Equity	(0.10)	(0.01)	0.23	0.35
8. Loan Impairment Charges/ Average Gross Loans	1.34	1.41	0.80	0.89
9. Net Charge-offs/ Average Gross Loans	0.15	0.41	0.10	0.65
10. Impaired Loans + Foreclosed Assets/ Gross Loans + Foreclosed Assets	3.20	3.02	2.18	1.75
F. Funding and Liquidity				
1. Loans/ Customer Deposits	81.03	79.13	79.45	69.30
2. Interbank Assets/ Interbank Liabilities	n.a.	n.a.	n.a.	n.a.
3. Customer Deposits/ Total Funding (excluding derivatives)	76.48	77.39	78.09	87.59
4. Liquidity Coverage Ratio	n.a.	n.a.	n.a.	n.a.
5. Net Stable Funding Ratio	n.a.	n.a.	n.a.	n.a.

Zenith Bank Plc
Reference Data

	31 Mar 2017			31 Dec 2016		31 Dec 2015		31 Dec 2014	
	3 Months - 1st Quarter USDm	3 Months - 1st Quarter NGNbn	As % of Assets	Year End NGNbn	As % of Assets	Year End NGNbn	As % of Assets	Year End NGNbn	As % of Assets
A. Off-Balance Sheet Items									
1. Managed Securitized Assets Reported Off-Balance Sheet	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
2. Other off-balance sheet exposure to securitizations	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
3. Guarantees	9,837.1	3,008.7	63.48	2,923.1	61.67	2,791.2	69.66	2,360.0	62.85
4. Acceptances and documentary credits reported off-balance sheet	1,305.3	399.2	8.42	410.4	8.66	361.0	9.01	373.4	9.94
5. Committed Credit Lines	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
7. Other Off-Balance Sheet items	36.0	11.0	0.23	6.5	0.14	3.8	0.09	3.2	0.09
8. Total Assets under Management	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
B. Average Balance Sheet									
Average Loans	7,828.5	2,394.3	50.52	2,239.4	47.25	1,908.8	47.64	1,467.8	39.09
Average Earning Assets	12,886.6	3,941.4	83.15	3,554.7	75.00	3,100.4	77.38	2,604.2	69.35
Average Assets	15,497.2	4,739.8	100.00	4,350.1	91.78	3,884.9	96.96	3,340.0	88.94
Average Managed Securitized Assets (OBS)	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Average Interest-Bearing Liabilities	12,819.8	3,920.9	82.72	3,564.7	75.21	3,156.9	78.79	2,571.7	68.48
Average Common equity	2,141.6	655.0	13.82	618.9	13.06	535.0	13.35	519.9	13.84
Average Equity	2,276.2	696.2	14.69	647.2	13.66	558.3	13.93	521.3	13.88
Average Customer Deposits	9,775.8	2,989.9	63.08	2,696.6	56.89	2,580.9	64.41	2,301.9	61.30
C. Maturities									
Asset Maturities:									
Loans & Advances < 3 months	n.a.	n.a.	-	n.a.	-	n.a.	-	740.4	19.72
Loans & Advances 3 - 12 Months	n.a.	n.a.	-	n.a.	-	n.a.	-	94.1	2.51
Loans and Advances 1 - 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-	923.8	24.60
Loans & Advances > 5 years	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Debt Securities < 3 Months	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Debt Securities 3 - 12 Months	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Debt Securities 1 - 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Debt Securities > 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Loans & Advances to Banks < 3 Months	n.a.	n.a.	-	n.a.	-	n.a.	-	498.7	13.28
Loans & Advances to Banks 3 - 12 Months	n.a.	n.a.	-	n.a.	-	n.a.	-	7.2	0.19
Loans & Advances to Banks 1 - 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-	0.7	0.02
Loans & Advances to Banks > 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Liability Maturities:									
Retail Deposits < 3 months	n.a.	n.a.	-	n.a.	-	n.a.	-	2,535.9	67.53
Retail Deposits 3 - 12 Months	n.a.	n.a.	-	n.a.	-	n.a.	-	1.4	0.04
Retail Deposits 1 - 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-	0.0	0.00
Retail Deposits > 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Other Deposits < 3 Months	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Other Deposits 3 - 12 Months	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Other Deposits 1 - 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Other Deposits > 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Deposits from Banks < 3 Months	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Deposits from Banks 3 - 12 Months	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Deposits from Banks 1 - 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Deposits from Banks > 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Senior Debt Maturing < 3 months	n.a.	n.a.	-	n.a.	-	n.a.	-	67.3	1.79
Senior Debt Maturing 3-12 Months	n.a.	n.a.	-	n.a.	-	n.a.	-	4.9	0.13
Senior Debt Maturing 1- 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-	218.9	5.83
Senior Debt Maturing > 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Total Senior Debt on Balance Sheet	n.a.	n.a.	-	n.a.	-	n.a.	-	291.0	7.75
Fair Value Portion of Senior Debt	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Subordinated Debt Maturing < 3 months	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Subordinated Debt Maturing 3-12 Months	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Subordinated Debt Maturing 1- 5 Year	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Subordinated Debt Maturing > 5 Years	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Total Subordinated Debt on Balance Sheet	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Fair Value Portion of Subordinated Debt	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
D. Risk Weighted Assets									
1. Risk Weighted Assets	10,020.7	3,064.8	64.66	2,979.3	62.86	2,636.4	65.80	2,680.0	71.37
2. Fitch Core Capital Adjustments for Insurance and Securitisation Risk Weighted Assets	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
3. Fitch Core Capital Adjusted Risk Weighted Assets	10,020.7	3,064.8	64.66	2,979.3	62.86	2,636.4	65.80	2,680.0	71.37
4. Other Fitch Adjustments to Risk Weighted Assets	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
5. Fitch Adjusted Risk Weighted Assets	10,020.7	3,064.8	64.66	2,979.3	62.86	2,636.4	65.80	2,680.0	71.37
E. Equity Reconciliation									
1. Equity	2,249.0	687.9	14.51	704.5	14.86	594.4	14.83	552.6	14.72
2. Add: Pref. Shares and Hybrid Capital accounted for as Equity	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
3. Add: Other Adjustments	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-
4. Published Equity	2,249.0	687.9	14.51	704.5	14.86	594.4	14.83	552.6	14.72
F. Fitch Core Capital Reconciliation									
1. Total Equity as reported (including non-controlling interests)	2,249.0	687.9	14.51	704.5	14.86	594.4	14.83	552.6	14.72
2. Fair value effect incl in own debt/borrowings at fv on the B/S- CC only	0.0	0.0	0.00	0.0	0.00	0.0	0.00	0.0	0.00
3. Non-loss-absorbing non-controlling interests	0.0	0.0	0.00	0.0	0.00	0.0	0.00	0.0	0.00
4. Goodwill	0.0	0.0	0.00	0.0	0.00	0.0	0.00	0.0	0.00
5. Other intangibles	26.2	8.0	0.17	4.6	0.10	3.2	0.08	2.2	0.06
6. Deferred tax assets deduction	21.6	6.6	0.14	0.0	0.00	0.1	0.00	0.1	0.00
7. Net asset value of insurance subsidiaries	0.0	0.0	0.00	0.0	0.00	0.0	0.00	0.0	0.00
8. First loss tranches of off-balance sheet securitizations	0.0	0.0	0.00	0.0	0.00	0.0	0.00	0.0	0.00
9. Fitch Core Capital	**2,201.3**	**673.3**	**14.20**	**699.8**	**14.76**	**591.0**	**14.75**	**550.3**	**14.65**
Exchange Rate		USD1 = NGN305.85		USD1 = NGN305		USD1 = NGN197		USD1 = NGN169.68	

The ratings above were solicited by, or on behalf of, the issuer, and therefore, Fitch has been compensated for the provision of the ratings.