

# 2023 FIRST QUARTER **REPORT**

Presentation to  
Investors & Analysts

# Agenda

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# Disclaimer



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

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

A nighttime photograph of an industrial or port area. In the foreground, a multi-lane bridge with concrete pillars spans across a body of water. The bridge is illuminated with blue lights, and the water reflects these lights. In the background, a large industrial facility with numerous cranes and buildings is visible, lit up with warm yellow and white lights. The sky is dark, and the overall scene conveys a sense of active operations in a modern industrial setting.

# Overview of Operating Environment

# Nigerian Economy and Key Developments in the Banking Sector

## Real GDP Growth:

- Nigeria's real GDP grew by 2.31% y/y in Q1 2023.
- The oil sector contracted by 4.31% y/y and contributed 6.21% to total real GDP in Q1 2023 while the non-oil sector expanded by 2.77% and contributed the balance of 93.79%. The expansion in non-oil sector was driven mainly by Information and Communication (Telecommunication); Financial and Insurance (Financial Institutions); Trade; Manufacturing (Food, Beverage & Tobacco); and Construction.

## Headline Inflation:

- Headline inflation increased to 22.04% y/y in Mar'23 from 21.91% y/y recorded in Feb'23.
- Food inflation rose by 10 bps to 24.45% y/y while core inflation decreased by 126 bps to 19.63% y/y over the same period.

## Oil Production & Price:

- OPEC average monthly basket price fell by 1.5% QoQ to \$78.5/bbl in Q1 2023. This rose to \$85.1/bbl in April 2023; while the average daily basket price currently stands at \$75.2/bbl as at 22nd May 2023.
- Nigeria recorded an average daily oil production of 1.51 mbpd in Q1 2023, a marginal increase from 1.34 mbpd recorded in Q4 2022.

## Foreign Reserves:

- Nigerian foreign reserves declined by 4.3% QoQ from \$37.1bn recorded at the end of Q4 2022 to \$35.5bn recorded at the end of Q1 2023.

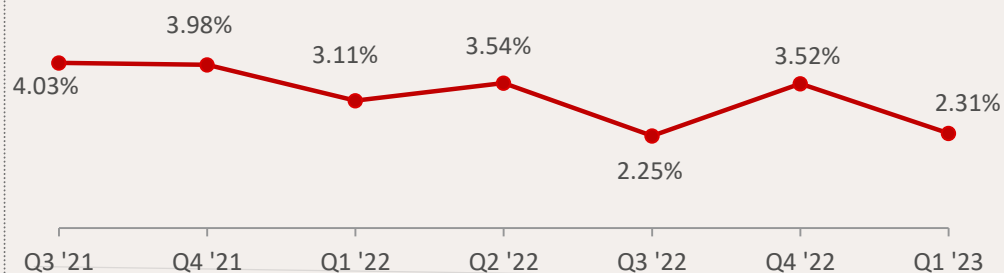
## Exchange Rate:

- In Q1 2023, the local currency (NGN) depreciated by 0.04% against the USD. NAFEX (I&E) window exchange rate (NGN/USD) as at Q1 2023 – 461.30 (Q4 2022 NAFEX – 461.1).

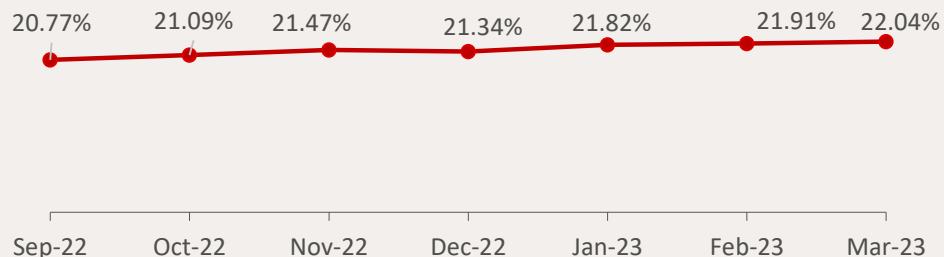
## Cash Reserve Ratio (CRR) & Monetary Policy Rate (MPR):

- The Monetary Policy Committee (MPC) of the Central Bank of Nigeria (CBN) voted to increase the MPR from 17.5% to 18% while keeping all other parameters constant during the MPC meeting held in March 2023. Cash Reserve Ratio (CRR) - 32.5%; Monetary Policy Rate (MPR) – 18.0%; and Liquidity Ratio - 30%.

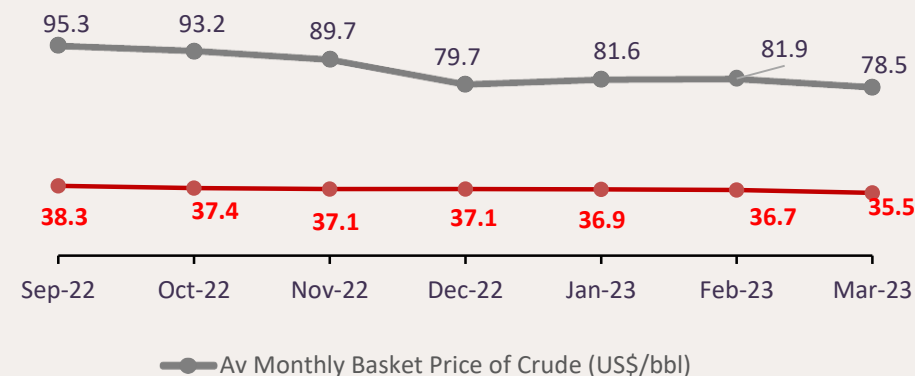
## GDP Growth Rate



## Inflation Rate



## Foreign Reserves / Oil Price



Source: National Bureau of Statistics, Central Bank of Nigeria, OPEC

# Our Investment Proposition

Corporate and retail space market dominance, solid and liquid capital base, strengthened ERM practices, good returns on investment and excellent customer service.

## A dominant player in the Nigerian Banking Industry:

- Controls a significant share of the high-end corporate clients in all sectors of the Nigerian economy.
- The bank uses its strong balance sheet and liquidity as well as efficient trade finance processes and services, to continuously grow and support its customers.

## Formidable achievements in the retail and digital space:

- Continues to attract and grow its share of retail business in the market.
- Deployment of state of the art technology for improved customer experience.

## Prioritization of Risk Management:

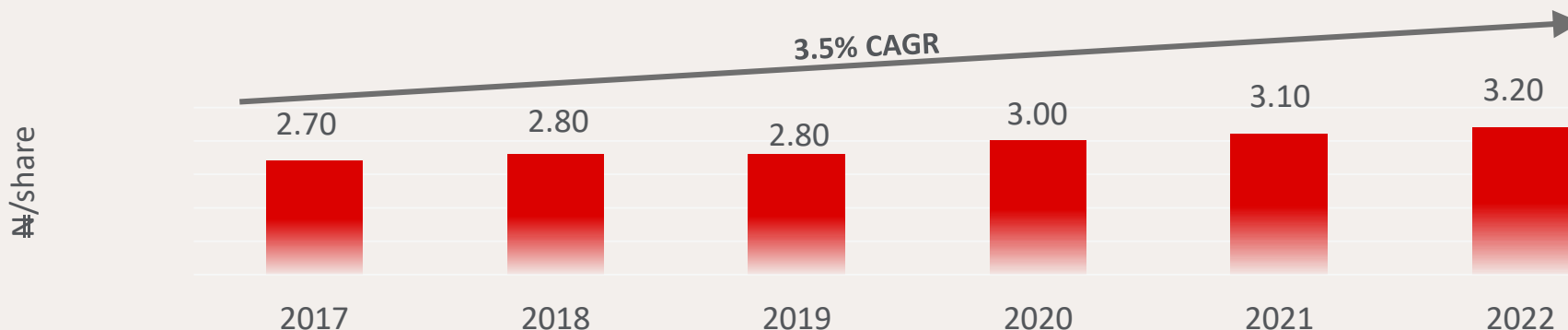
- NPL ratio came in at 4.3% with a coverage ratio of 117.0%.
- The Group will continue to implement robust risk management practices, thereby sustaining high quality of its risk assets.

## Credit Rating: Constrained by Sovereign Ratings

- Standard and Poor's ratings for Zenith Bank are: B-/Stable/B (Issuer Credit Rating).
- Fitch ratings are: 1) Long-term foreign currency IDR: 'B-' – stable outlook; 2) Short-term foreign currency IDR: 'B'; 3) National Long-term rating: 'AA-(nga)'; 4) National Short-term rating: 'F1+(nga)'.
- Moody's ratings: 1) Long Term CRR – Caa1; 2) Long-term Debt – Caa1 Stable Outlook

## Consistently improving Dividend Payout:

- Good and consistent dividend payout to its investors.









## ZENITH QR BANKING



Account Opening | Mobile Banking | Virtual Card | Scan to Pay | BVN Update | eToken  
Zenith Intelligent Virtual Assistant (ZiVA) | Account Reactivation | Dispense Error Resolution (ATM, POS & Web)  
Hardware Token Unlock/Reset | Zenith Trade Portal | NXP Processing (CBN) | Form M Processing (CBN)

# Non-financial Highlights

		Q1 2023	Q1 2022	GROWTH
Number of Customers		30,437,437	21,429,485	42%
Number of Cards Issued		22,914,281	16,564,082	38%
Number of active POS Terminals		270,015	178,512	51%
Agents		95,327	84,042	13%
Number of ATM Terminals		2,109	2,090	1%
Number of Branches		446	443	1%

## ON-BOARDING CHANNELS

- ZiVA
- USSD ( \*966\*0\*# )
- Zenith Mobile App
- [www.zenithbank.com](http://www.zenithbank.com)
- Zenith Bank ATMs
- Zenith Bank Branches
- Zenith Bank Agents

## SHARE HOLDINGS



Number of Shareholders

**645,352**

## PRODUCT INNOVATIONS

QR Solutions

Virtual Debit Card

ZiVA on WhatsApp (07040004422)

Emergency USSD Code ( \*966 \*911# )

Biometric ATM operations

## SOCIAL MEDIA FOLLOWING

 6,547,411

 587,000

 1,563,431

 231,691

 32,232,393 (views)



## Social Impact/CSR

- Relief Fund for Borno State Monday Market Fire Outbreak
- 2023 Financial Literacy Drive across Nigeria
- Donation to various Religious and Entertainment Activities
- Sponsorship of CFA Institute Research Challenge
- Donation to the Global Compact Network Nigeria
- War Against Addictions Tour
- Donation to various Charity Organizations
- Various Support for the Education Sector

## Awards

- Number One Bank in Nigeria by Tier-1 Capital 2022 – The Banker.
- Best Bank in Nigeria 2022 – Global Finance.
- Bank of the Year, Nigeria 2022 – The Banker
- Best Commercial Bank, Nigeria 2022 – World Finance.
- Best Corporate Governance, Nigeria 2022 – World Finance.
- Best Corporate Governance 'Financial Services' Africa 2023 – Ethical Boardroom.
- Best Commercial Bank, Nigeria 2022 – International Banker.
- Best Innovation in Retail Banking, Nigeria 2022 – International Banker.
- Retail Bank of the Year 2022 – Businessday Awards.
- Best Company in Technology for Development – SERAS
- Best Company in Workplace Practice – SERAS

# Group Results



## Income Statement

Gross earnings:	
<b>₺270.0Bn</b>	<b>+41% YoY</b>
Net-interest income:	
<b>₺120.8Bn</b>	<b>+20% YoY</b>
Non-interest income:	
<b>₺72.8Bn</b>	<b>+27% YoY</b>
Profit before tax:	
<b>₺86.6Bn</b>	<b>+27% YoY</b>
Profit after tax:	
<b>₺66.0Bn</b>	<b>+13% YoY</b>

## Balance Sheet

Customers' deposits:	
<b>₺9.14n</b>	<b>+2% YtD</b>
Gross loans:	
<b>₺4.15Tn</b>	<b>+1% YtD</b>
Total assets:	
<b>₺13.36Tn</b>	<b>+9% YtD</b>
Total shareholders' funds:	
<b>₺1.44Tn</b>	<b>+5% YtD</b>

# Financial Highlights – Q1 2023 Contd.

<b>Key Ratios</b>			
	<b>31-Mar-23</b>	<b>31-Mar-22</b>	<b>% change</b>
Earnings per share (EPS)	<b>N2.10</b>	<b>N1.85</b>	14%
Return on average equity (RoAE)	<b>18.7%</b>	<b>17.8%</b>	5%
Return on average assets (RoAA)	<b>2.1%</b>	<b>2.4%</b>	(13%)
Net interest margin - NIM	<b>6.9%</b>	<b>7.3%</b>	(6%)
Cost of funds	<b>2.7%</b>	<b>1.3%</b>	(110%)
Cost of risk	<b>0.7%</b>	<b>0.8%</b>	7%
Cost-to-income ratio	<b>53.4%</b>	<b>55.0%</b>	3%
	<b>31-Mar-23</b>	<b>31-Dec-22</b>	
Liquidity ratio (Group)	<b>72.0%</b>	<b>75.0%</b>	(4%)
Liquidity ratio (Bank)	<b>54.6%</b>	<b>67.0%</b>	(19%)
Loan-to-deposit ratio (Group)	<b>45.4%</b>	<b>45.9%</b>	(1%)
Loan-to-deposit ratio (Bank)	<b>48.8%</b>	<b>51.6%</b>	(5%)
Capital adequacy ratio (CAR)	<b>19.5%</b>	<b>19.8%</b>	(2%)
Non-performing loan ratio (NPL)	<b>4.30%</b>	<b>4.3%</b>	0%
Coverage ratio	<b>117.0%</b>	<b>115.9%</b>	1%

# Profit or Loss Statement

- Strong bottom line, enhanced by impressive double digit growth in interest income.

(N'million)	Group 3M 23	Group 3M 22	YoY Change
Gross earnings	269,994	191,523	41%
Interest and similar income	191,632	126,384	52%
Interest and similar expense	(70,843)	(25,845)	174%
Net Interest Income	120,789	100,539	20%
Impairment charge	(7,730)	(6,759)	14%
Net interest income after impairment charge	113,059	93,780	21%
Net fees and commission income	34,148	33,486	2%
Trading income	33,891	32,598	4%
Other income/(loss)	4,713	(8,854)	153%
Amortisation of intangible assets	(1,468)	(827)	78%
Depreciation of property and equipment	(6,422)	(6,370)	1%
Personnel expenses	(23,168)	(21,539)	8%
Operating expenses	(68,148)	(54,283)	26%
Profit before tax	86,605	67,991	27%
Income tax expense	(20,593)	(9,793)	110%
Profit after tax	66,012	58,198	13%

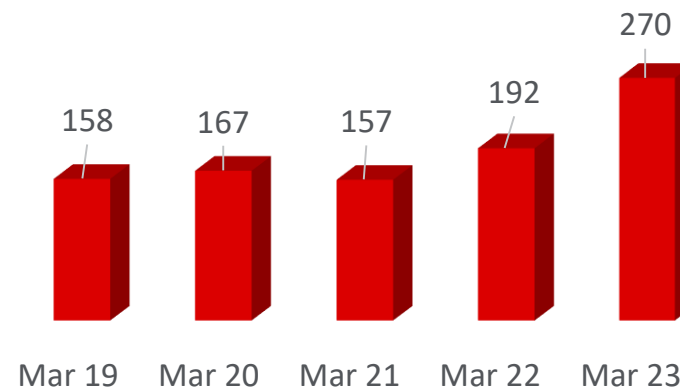
# Consolidating Earnings and Profitability



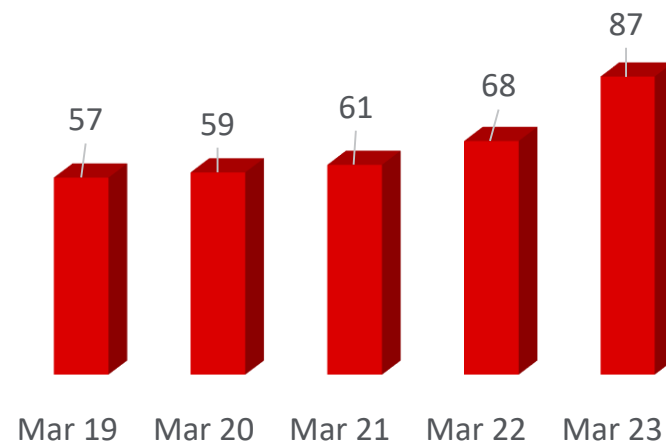
Zenith Group continues to deliver attractive earnings profile, supported by diversified revenue base.

- **Gross earnings** grew by 41% YoY from N192 billion in Q1 2022 to N270 billion on Q1 2023.
- **PBT** increased by 27% YoY from N68 billion in Q1 2022 to N87 billion in Q1 2023.

## Gross earnings (N'Bn)



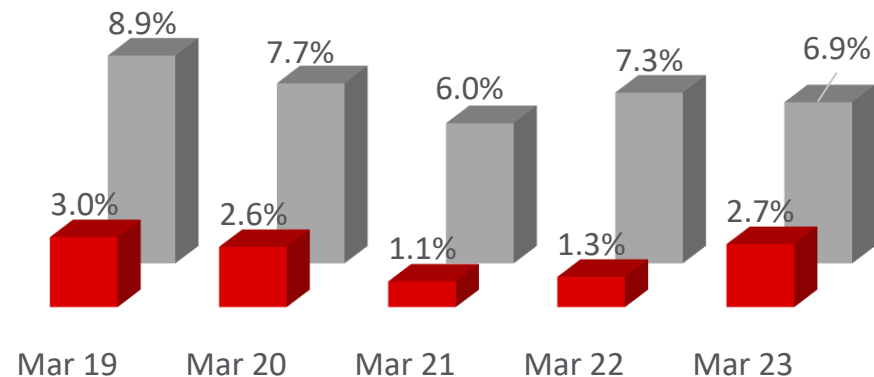
## PBT (N'Bn)



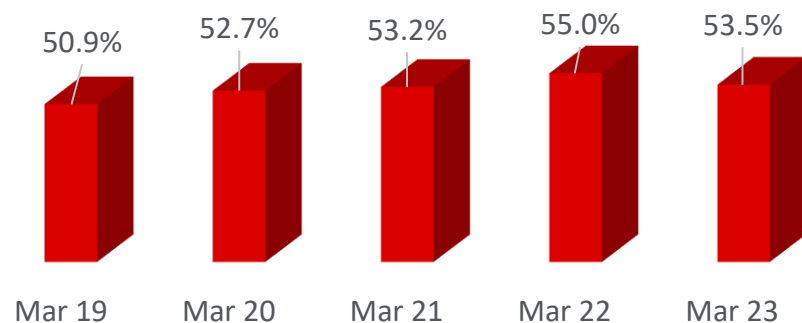
# Consolidating Earnings and Profitability Contd.

- **Net Interest Margin - NIM** declined from 7.3% in Q1 2022 to 6.9% in Q1 2023 due to increase in interest rate on deposits.
- **Cost of Funds** rose to 2.7% in Q1 2023 due to the rise in interest rates.
- **Cost-to-Income Ratio** improved by 3% to 53.5% recorded in Q1 2023 as the group strives to improve on its level of operating efficiency.

## Cost of Funds & Net Interest Margin



## Cost to Income Ratio

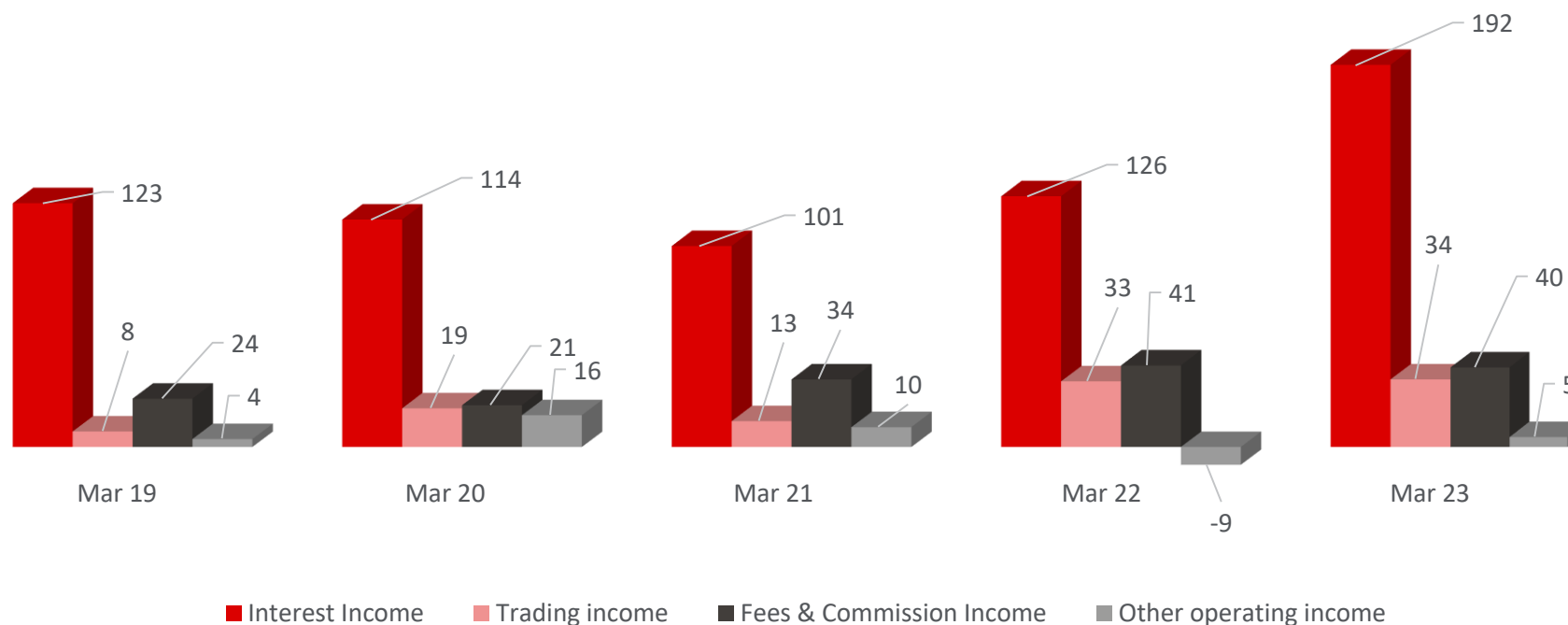


# Evolution of Revenue Base

- Contribution of interest income to total revenue grew from 66.0% in Q1 2022 to 71.0% in Q1 2023.

N'million	Q1 2023	% to Total Revenue	Q1 2022	% to Total Revenue	YoY
Interest income	191,632	71.0%	126,384	66.0%	51.6%
Trading income	33,891	12.6%	32,598	17.0%	4.0%
Fees and commissions income	39,758	14.7%	41,395	21.6%	(4.0%)
Other operating Income	4,713	1.7%	(8,854)	(4.6%)	153.2%
<b>Non Interest Income</b>	<b>78,362</b>	<b>29.0%</b>	<b>65,139</b>	<b>34.0%</b>	<b>20.3%</b>
<b>Total Revenue</b>	<b>269,994</b>	<b>100.0%</b>	<b>191,523</b>	<b>100.0%</b>	<b>41.0%</b>

₺'Bn



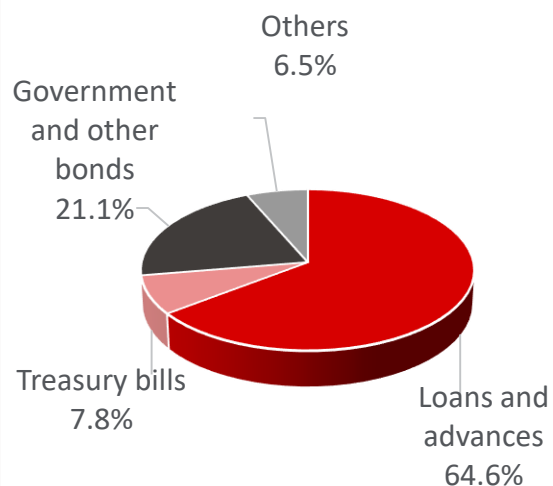


# Revenue Base: Interest Income Lines

- Interest income grew by 52% YoY on the back of the significant loan growth resulting in increased interest income from loans.

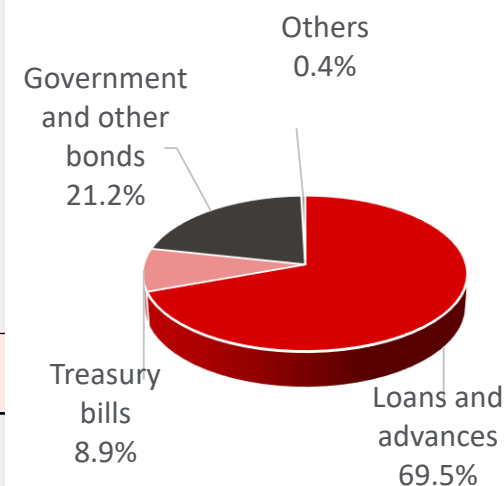
## Interest Income

### Q1 2023



N'million	Q1 2023	Q1 2022	YoY
Loans and advances	123,873	87,784	41%
Treasury bills	14,869	11,277	32%
Government and other bonds	40,403	26,760	51%
Others	12,487	563	
<b>Total</b>	<b>191,632</b>	<b>126,384</b>	<b>52%</b>

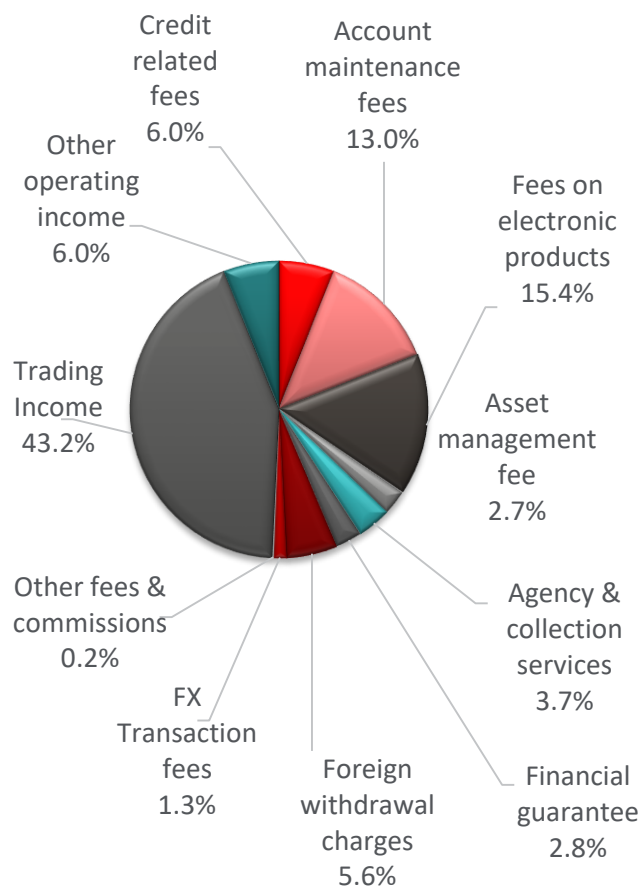
### Q1 2022



# Revenue Base: Non-Interest Income (NII) Diversification

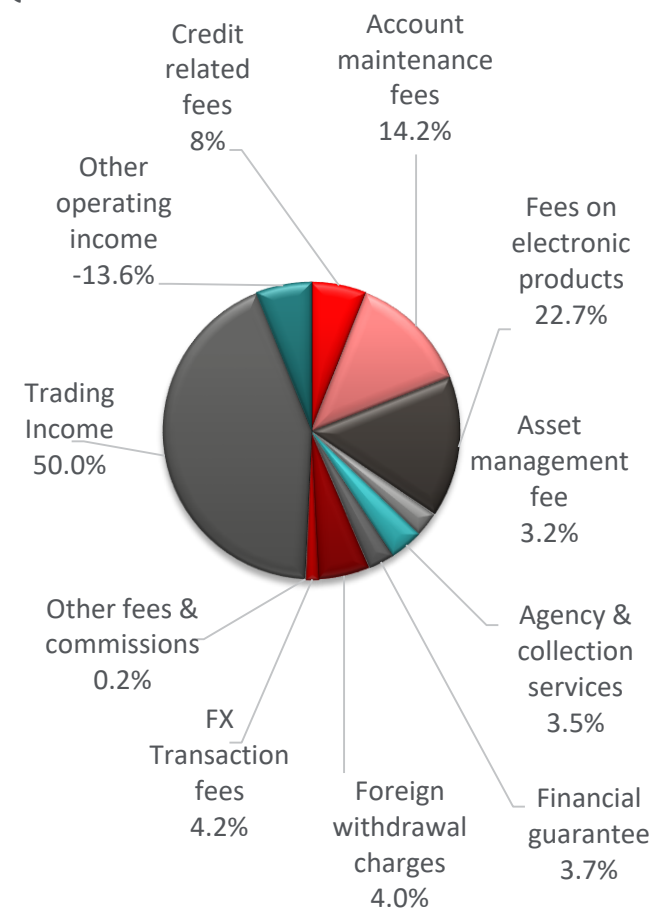
- Net non-interest income grew by 27% YoY on the strength of remarkable growth in volume of transactions.

## Q1 2023



N'million	Q1 2023	Q1 2022	YoY
Credit related fees	4,712	5,188	(9%)
Account maintenance fees	10,191	9,270	10%
Fees on electronic products	12,079	14,784	(18%)
Asset management fee	2,099	2,061	2%
Agency & collection services	2,894	2,286	27%
Financial guarantee	2,227	2,385	(7%)
Foreign withdrawal charges	4,380	2,593	69%
FX Transaction fees	1,023	2,731	(63%)
Other fees & commissions	153	97	58%
<b>Total fees &amp; commission income</b>	<b>39,758</b>	<b>41,395</b>	<b>(4%)</b>
Fees and commission expense	(5,610)	(7,909)	(29%)
<b>Net fee &amp; commission income</b>	<b>34,148</b>	<b>33,486</b>	<b>2%</b>
Trading Income	33,891	32,598	4%
Other operating income	4,713	(8,854)	153%
<b>Net non- interest income</b>	<b>72,752</b>	<b>57,230</b>	<b>27%</b>

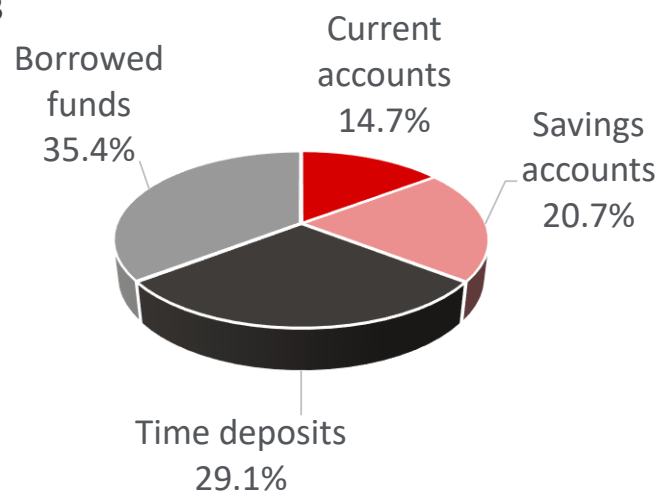
## Q1 2022



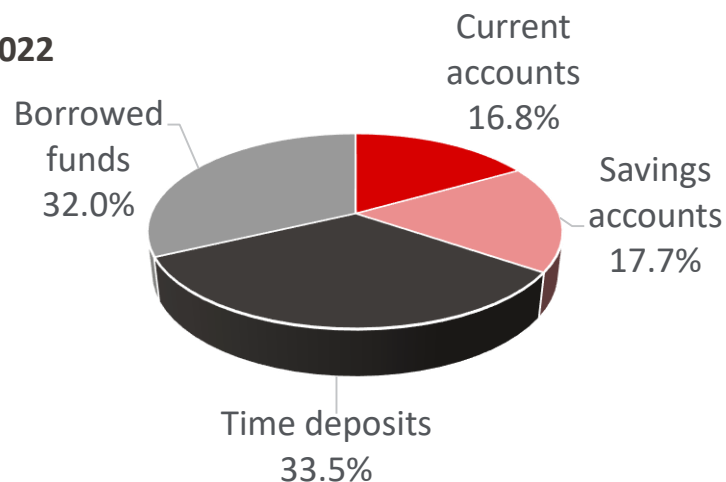
# Interest Expense lines

## Interest Expenses

Q1 2023



Q1 2022



- Interest expense rose by 174% YoY as a result of improvement in the yield environment.

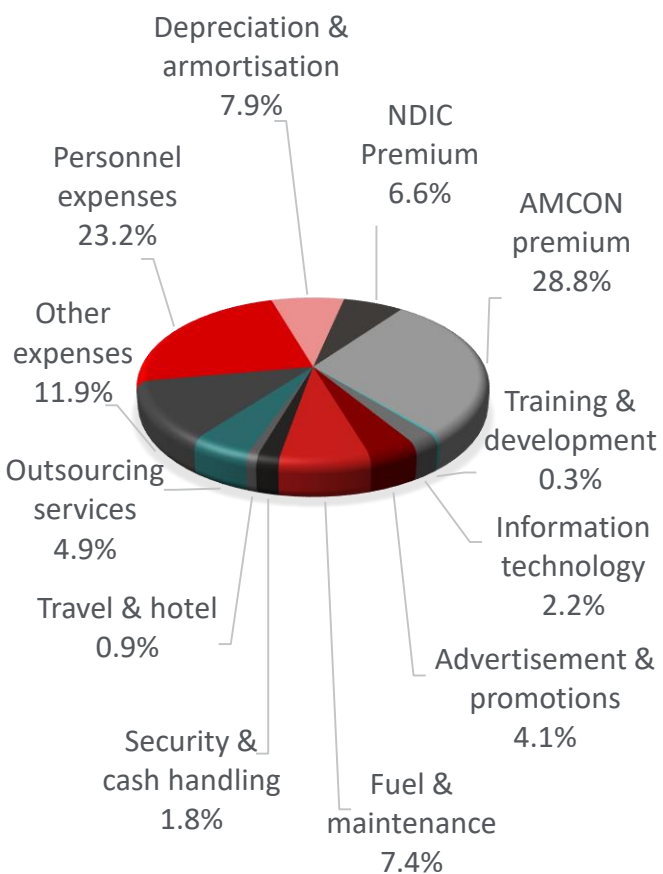
N'million	Q1 2023	Q1 2022	YoY
Current accounts	10,449	4,330	141%
Savings accounts	14,658	4,585	220%
Time deposits	20,650	8,657	139%
Borrowed funds	25,086	8,273	203%
<b>Total</b>	<b>70,843</b>	<b>25,845</b>	<b>174%</b>

# Continuous Efforts Towards Cost Optimisation.

- Total operating expenses grew by 19% YoY.
- Main drivers of operating expenses include high energy cost, increase in regulatory costs and inflationary pressures.

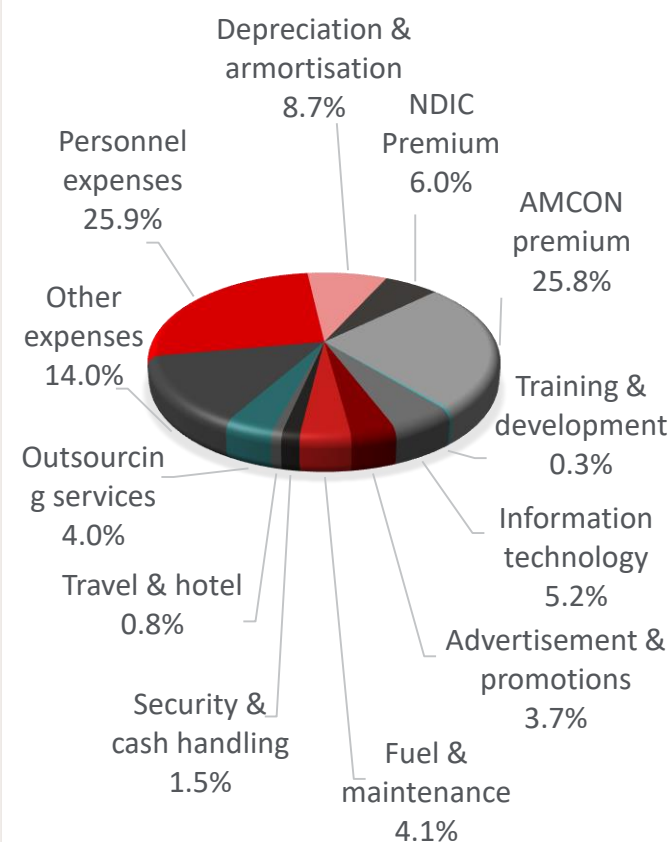
## Total Operating Expenses

### Q1 2023



N'million	Q1 2023	Q1 2022	YoY
Personnel expenses	23,168	21,539	8%
Depreciation & amortisation	7,890	7,197	10%
NDIC Premium	6,558	4,972	32%
AMCON premium	28,692	21,399	34%
Training & development	300	239	26%
Information technology	2,217	4,354	-49%
Advertisement & promotions	4,107	3,081	33%
Fuel & maintenance	7,395	3,420	116%
Security & cash handling	1,281	1,227	4%
Travel & hotel	851	686	24%
Outsourcing services	4,915	3,322	48%
Other expenses	11,832	11,583	2%
<b>Total</b>	<b>99,206</b>	<b>83,019</b>	<b>19%</b>

### Q1 2022



# Balance Sheet – Assets

- Robust balance sheet - well positioned to take on growth opportunities as the economy continues to recover.

(N'million)	Group Mar-23	Group Dec-22	YTD Change	Group Mar-22
Cash and balances with central banks	2,520,926	2,201,744	14%	1,919,775
Treasury bills	2,355,775	2,246,538	5%	1,895,054
Assets pledged as collateral	203,673	254,663	(20%)	339,753
Due from other banks	1,398,193	1,302,811	7%	819,190
Derivative assets	58,985	49,874	18%	19,270
Loans and advances	4,029,850	4,013,705	0%	3,552,623
Investment securities	1,651,484	1,728,334	(4%)	1,298,901
Deferred tax assets	16,652	18,343	(9%)	0
Other assets	870,102	213,523	307%	254,255
Property and equipment	229,019	230,843	(1%)	201,144
Intangible assets	24,557	25,251	(3%)	24,304
<b>Total assets</b>	<b>13,359,216</b>	<b>12,285,629</b>	<b>9%</b>	<b>10,324,269</b>

# Balance Sheet – Liabilities & Equity

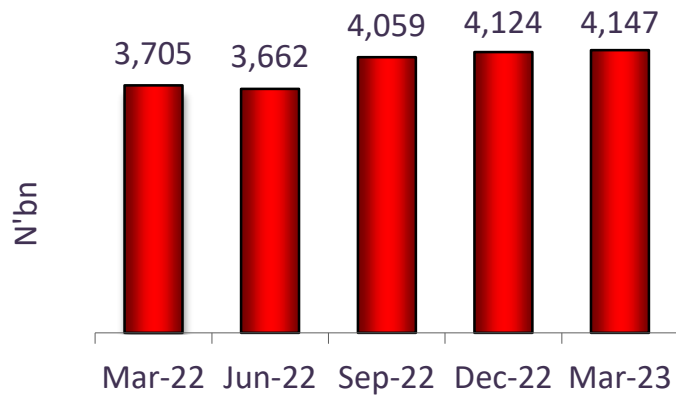
- Assets are largely funded by deposits with a strong capital base providing buffer for further growth.

(N'million)	Group Mar-23	Group Dec-22	YTD Change	Group Mar-22
<b>Liabilities</b>				
Customers deposits	9,136,259	8,975,653	2%	7,253,795
Derivative liabilities	12,949	6,325	105%	12,354
Current income tax payable	80,680	64,856	24%	26,779
Deferred tax liabilities	19,799	16,654	19%	6,893
Other liabilities	1,283,889	568,559	126%	636,462
On-lending facilities	301,304	311,192	(3%)	360,507
Borrowings	1,082,779	963,450	12%	651,309
Debt securities Issued	0	0	-	45,773
<b>Total liabilities</b>	<b>11,917,659</b>	<b>10,906,689</b>	<b>9%</b>	<b>8,993,872</b>
<b>Equities and reserves</b>				
Share capital	15,698	15,698	0%	15,698
Share premium	255,047	255,047	0%	255,047
Retained earnings	682,776	625,005	9%	657,665
Other reserves	487,187	482,377	1%	400,810
Non-controlling interest	849	813	4%	1,177
<b>Total Shareholders' equity</b>	<b>1,441,557</b>	<b>1,378,940</b>	<b>5%</b>	<b>1,330,397</b>

# Sustained Assets & Liabilities Match

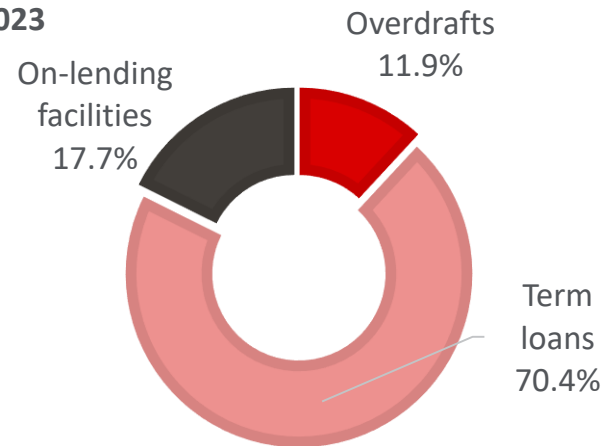
- Customers' deposits grew by 2% in Q1 2023, while gross loans grew by 1%..

## Gross Loans

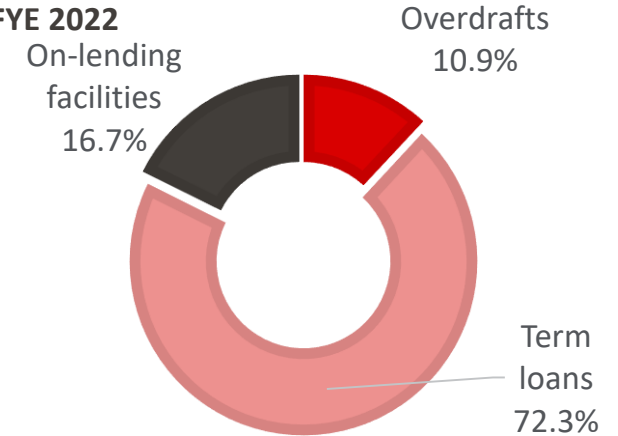


## Loans & Advances

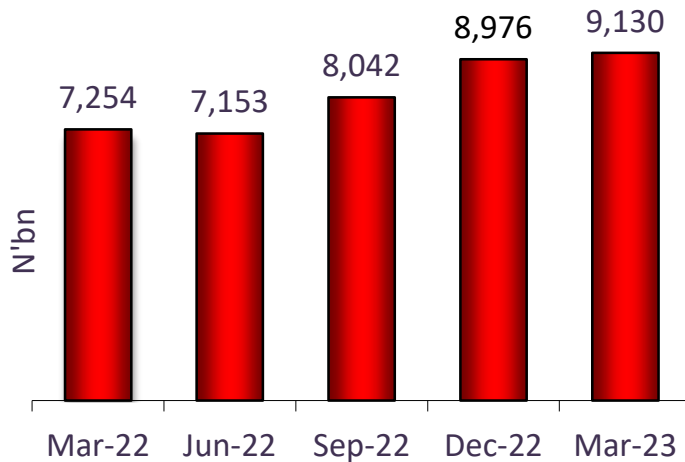
### Q1 2023



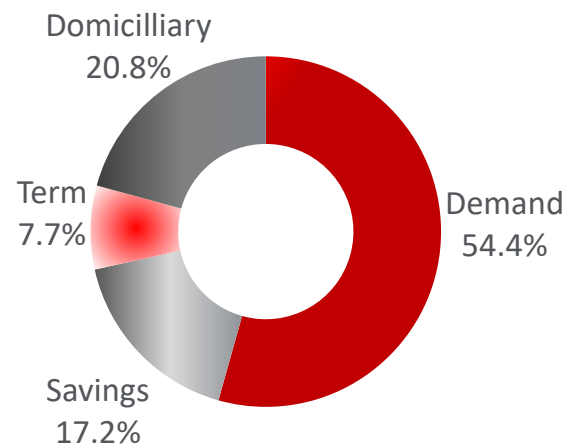
### FYE 2022



## Deposits

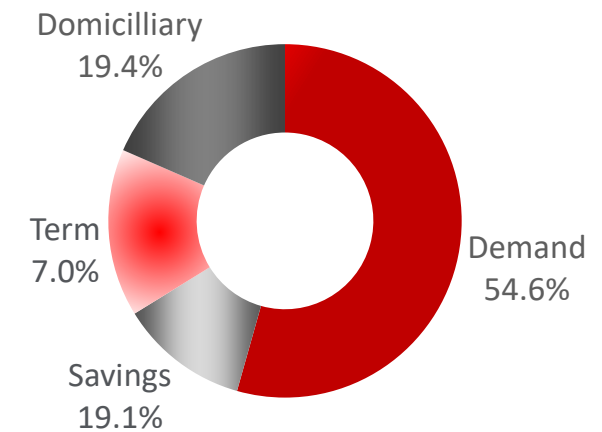


### Q1 2023



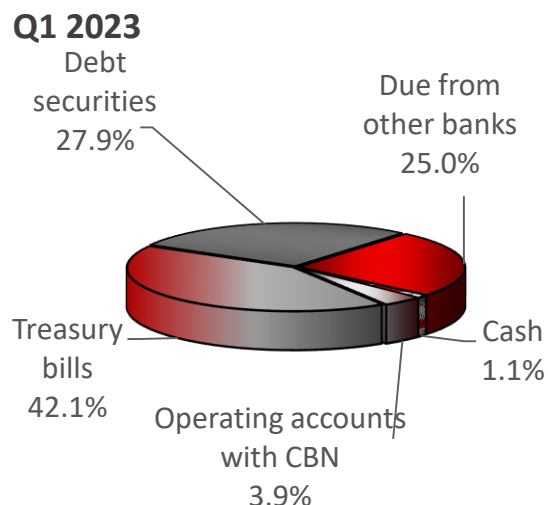
## Deposit Mix

### FYE 2022



# Continued Market Dominance - Strong Liquid Asset Base & Funding Mix

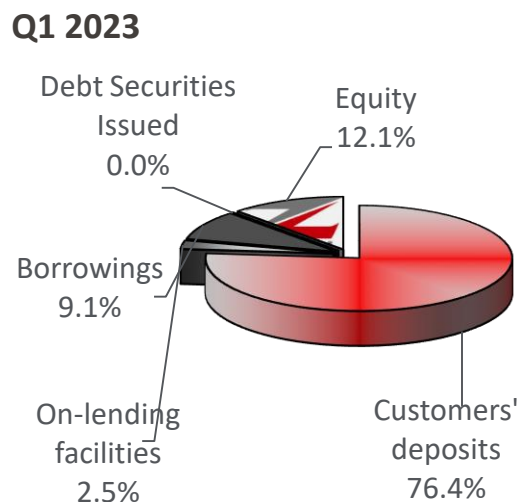
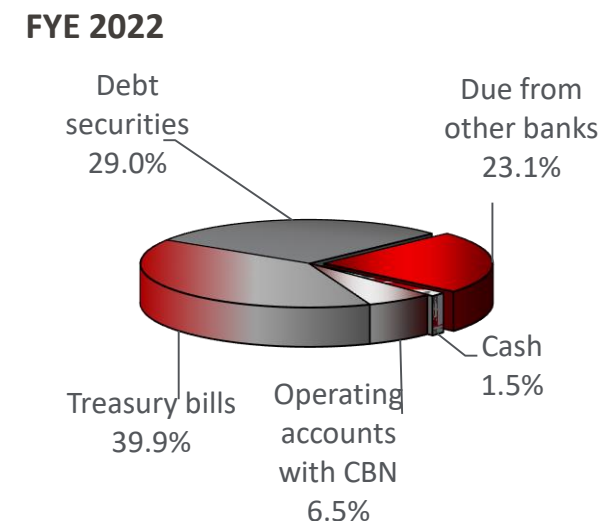
- High quality balance sheet with diversified funding sources.



## Liquid Assets

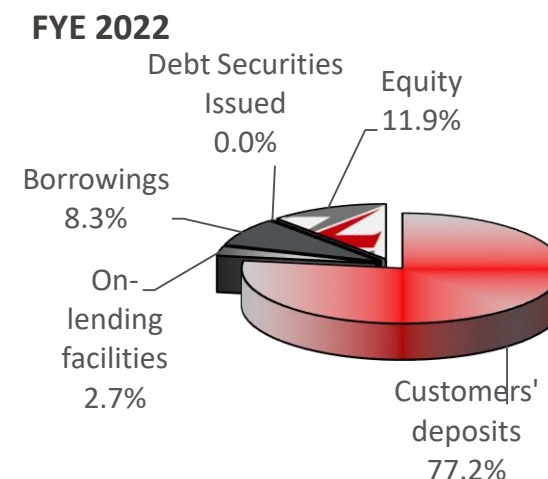
N'million	Q1 2023	FYE 2022	YTD
Cash	59,531	85,437	(30%)
Operating accounts with CBN	218,989	366,699	(40%)
Treasury bills	2,355,775	2,246,538	5%
Debt securities	1,557,096	1,634,451	(5%)
Due from other banks	1,398,193	1,302,811	7%
<b>Total</b>	<b>5,589,584</b>	<b>5,635,936</b>	<b>(1%)</b>

Total CRR balance: N2.24 Trillion (Dec. 2022: N1.75 Trillion)



## Funding Mix

N'million	Q1 2023	FYE 2022	YTD
Customers' deposits	9,136,259	8,975,653	2%
On-lending facilities	301,304	311,192	(3%)
Borrowings	1,082,779	963,450	12%
Debt Securities Issued	-	-	0%
Equity	1,441,557	1,378,940	5%
<b>Total</b>	<b>11,961,899</b>	<b>11,629,235</b>	<b>3%</b>



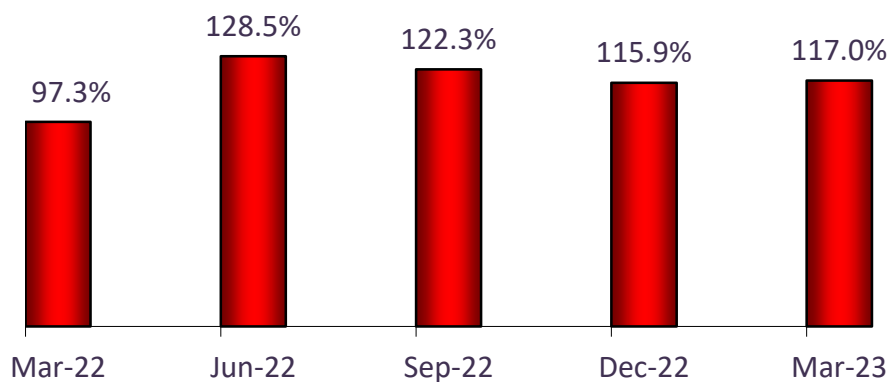


A close-up photograph of a hand balancing a yellow Jenga block on top of a tall, narrow tower of wooden blocks. The background is blurred, showing a person's face and hands, suggesting a focus on precision and balance.

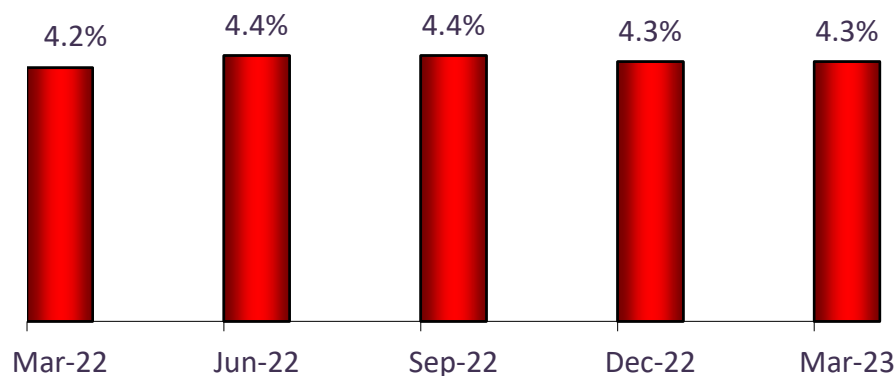
# Risk Management

# Healthy Risk Assets Portfolio

## NPL Coverage Ratio



## NPL Ratio



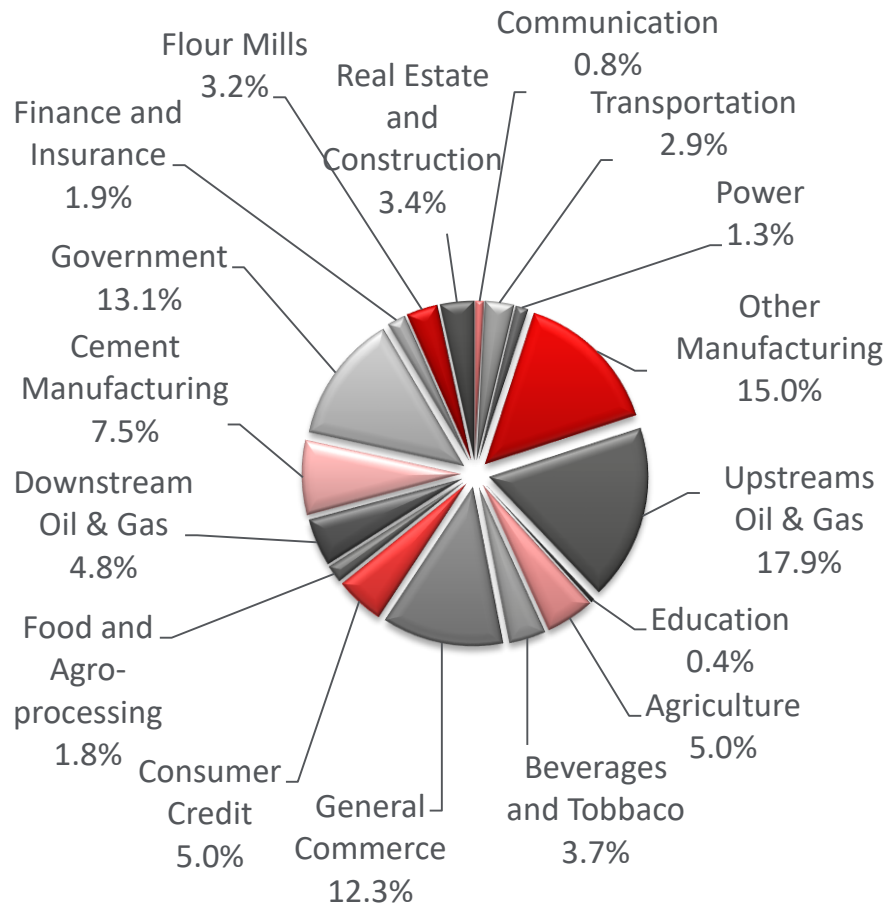
## Our Risk Management Strategy

- The Group adopts a holistic and integrated approach to risk management and therefore, brings all risks together under one or a limited number of oversight functions.
- Risk management is practiced as a shared responsibility; thus the Group aims to build a shared perspective on risks that is grounded in consensus.
- The process is governed by well defined policies that are subjected to continuous review and are clearly communicated across the Group.
- Risk related issues are taken into consideration in all business decisions.
- The Group ensures that there is clear segregation of duties between market-facing business units and risk management functions
- Risk culture is continuously being entrenched through appropriate training and acculturation.

# Focused Risk Management via Portfolio Diversification

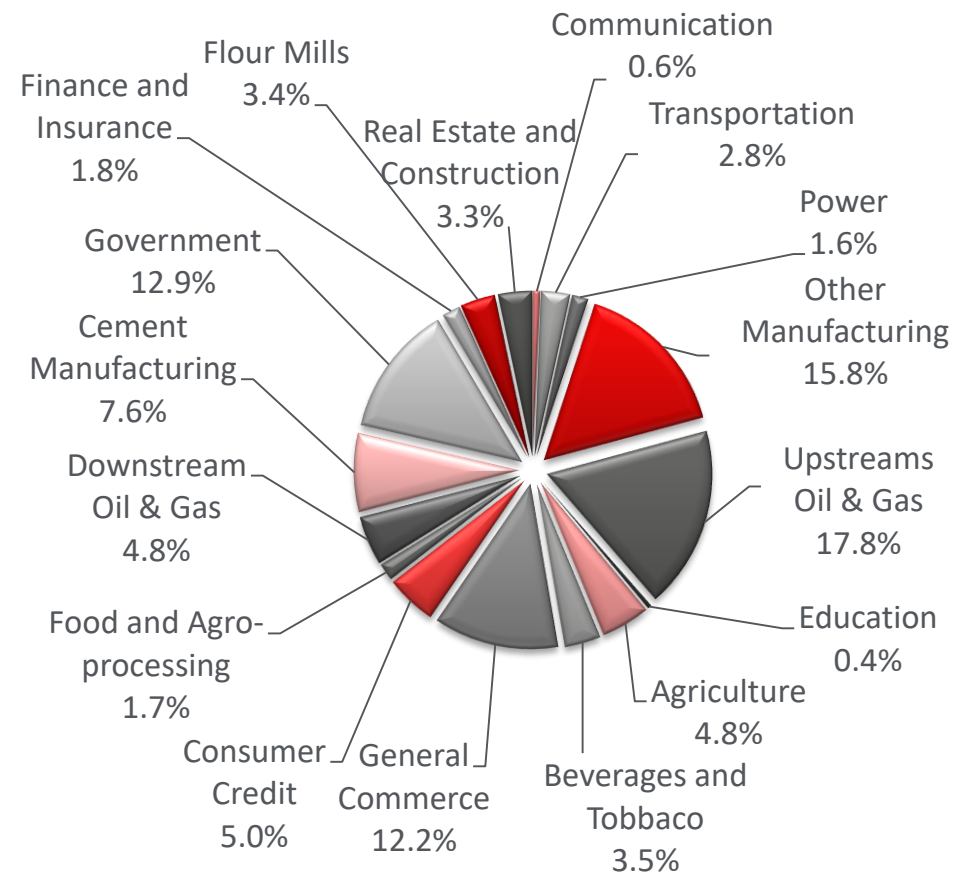
- Well diversified loan portfolio across sectors supports asset quality.

Loans by Sector – Q1 2023



Gross Loans – ~~N4.15~~ **N4.15 Trillion**

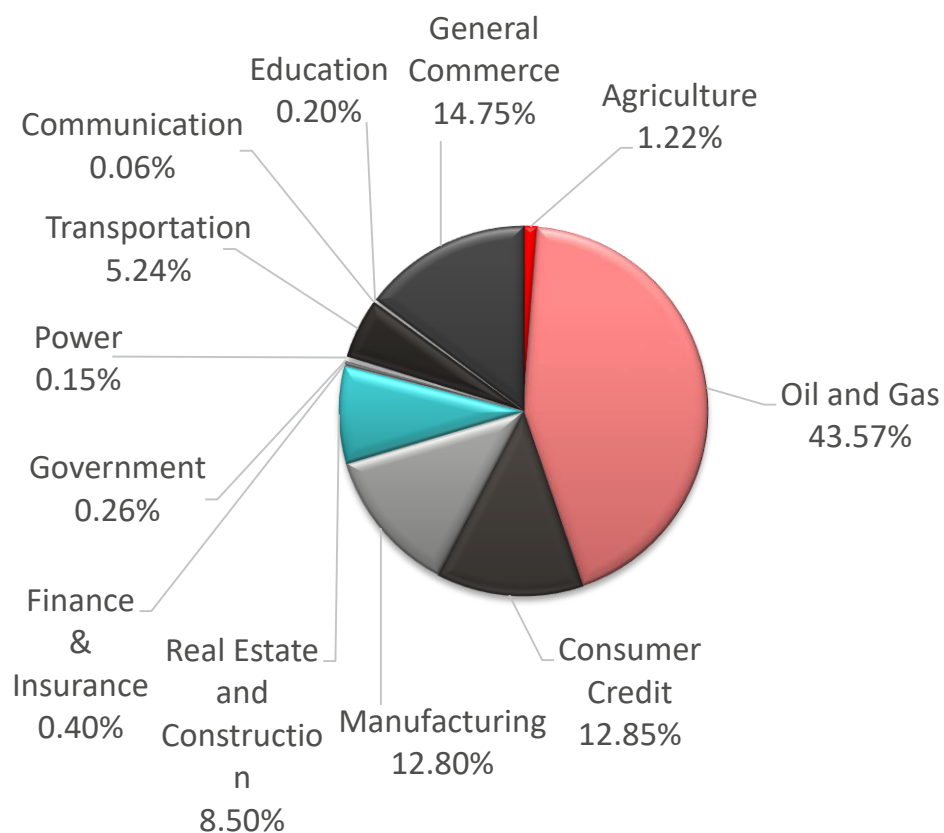
Loans by Sector – FYE 2022



Gross Loans – ~~N4.12~~ **N4.12 Trillion**

# NPL by Sectors

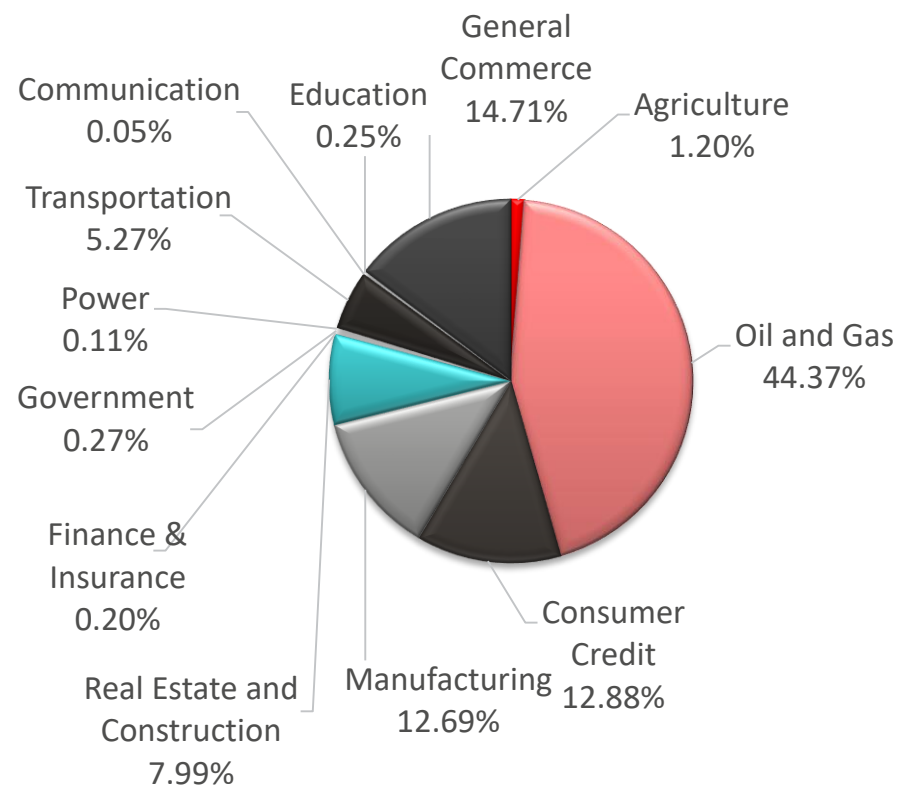
## Q1 2023



**Total NPLs – ₦178.0 Billion**

**NPL Ratio – 4.30%**

## FYE 2022



**Total NPLs – ₦177.3 Billion**

**NPL Ratio – 4.30%**

# Foreign Currency Loans & Restructured Loans

## Foreign Currency Loans

### Q1 2023

USD loans by sector	US\$' m	N'm	% to US\$ loans	% to Gross loans
Oil and gas	1,605	740,146	48.3%	17.9%
Manufctg	1,033	476,368	31.0%	11.5%
Power	79	36,431	2.4%	0.9%
Others	609	280,840	18.3%	6.8%
<b>Total US\$ loans</b>	<b>3,326</b>	<b>1,533,785</b>	<b>100.0%</b>	<b>37.1%</b>

### FYE 2022

USD loans by sector	US\$' m	N'm	% to US\$ loans	% to Gross loans
Oil and gas	1,615	744,857	48.6%	18.1%
Manufctg	1,021	470,563	30.8%	11.4%
Power	75	34,792	2.3%	0.8%
Others	608	280,194	18.3%	6.8%
<b>Total US\$ loans</b>	<b>3,319</b>	<b>1,530,407</b>	<b>100.0%</b>	<b>37.1%</b>

## Cumulative Restructured Loans

### Q1 2023

Restructured Loans by sector	N'm	% to Restructured loans	% to Gross loans
Oil and gas	575,409	80.3%	13.5%
Manufctg	5,014	0.7%	0.3%
Power	21,823	3.0%	0.4%
Public	75,610	10.6%	1.5%
Others	39,165	5.4%	1.3%
<b>Total restructured loans</b>	<b>717,021</b>	<b>100.0%</b>	<b>17.0%</b>

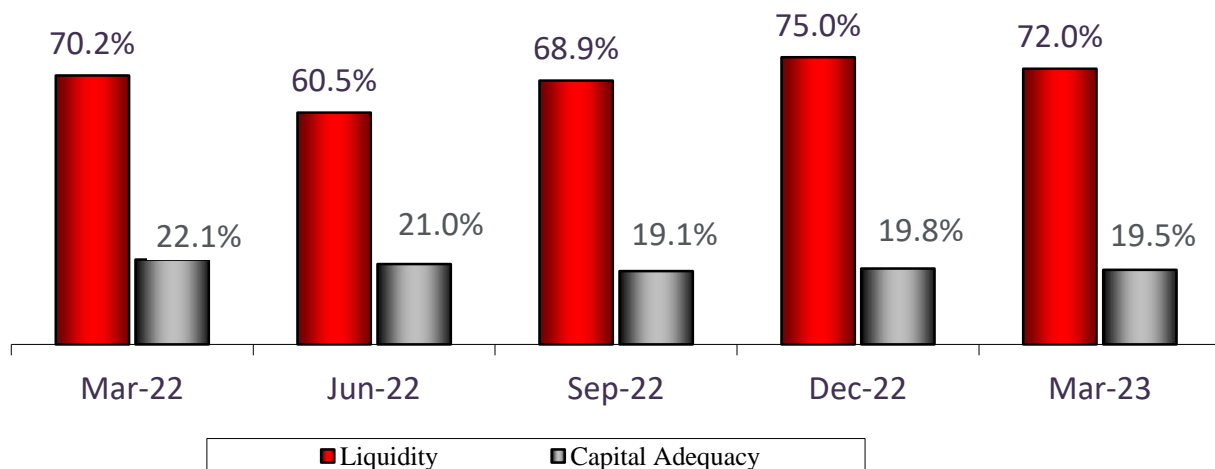
### FYE 2022

Restructured Loans by sector	N'm	% to Restructured loans	% to Gross loans
Oil and gas	578,075	80.7%	14.0%
Manufctg	5,401	0.8%	0.4%
Power	17,421	2.4%	0.1%
Public	82,795	11.6%	2.0%
Others	33,111	4.6%	0.8%
<b>Total restructured loans</b>	<b>716,802</b>	<b>100.0%</b>	<b>17.4%</b>

# Strong Capitalisation

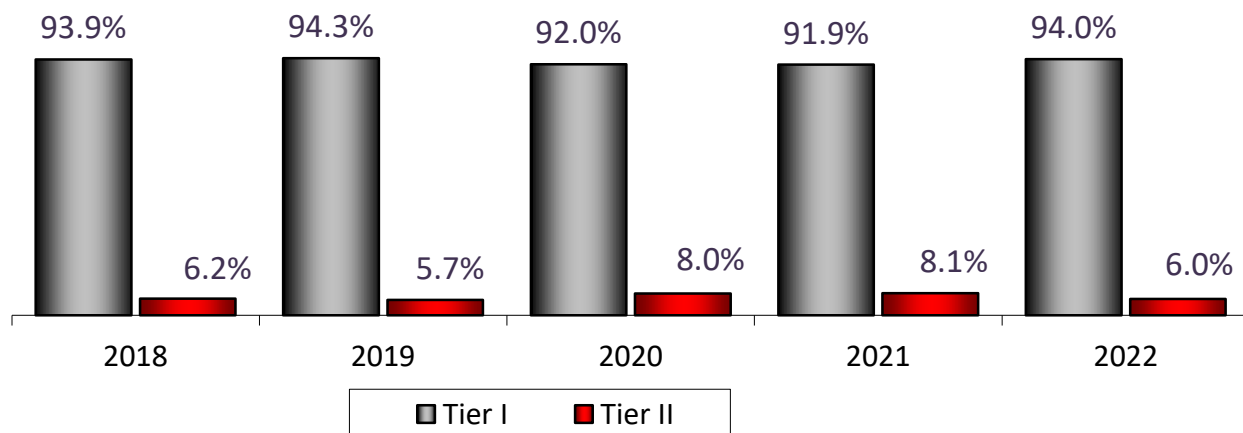
- Solid and high-quality capital position provides room for further growth.

## Liquidity & Capital Adequacy

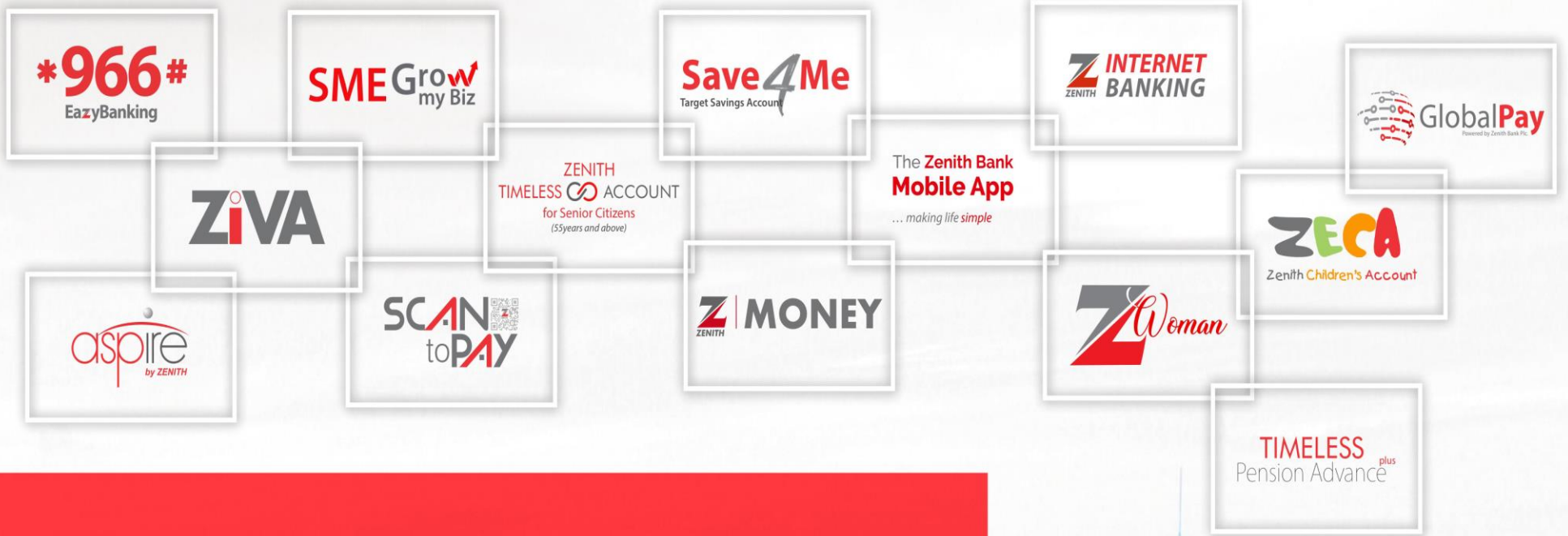


Capital and liquidity ratios – well above regulatory requirements of 30% for Liquidity and 15% for Capital Adequacy Ratio.

## Capital Mix



Capital base – predominantly made up of Tier 1 (core capital) which consists of share capital and reserves.



# Business Segments Performance & Subsidiary Review

# Performance – By Business Segments

- Marginal increase in the contribution of most segments to the group's gross revenue YoY.

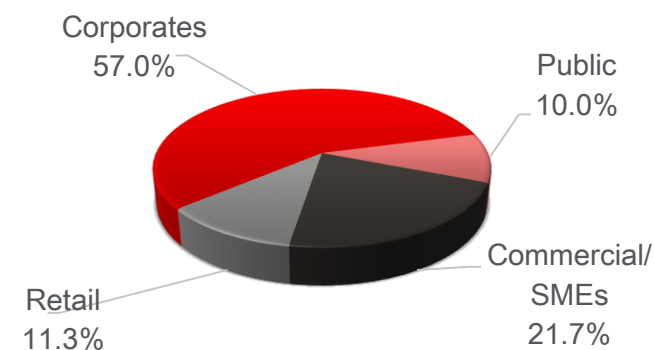
## 3 Months Ended March 2023

(£'million)

	Corporates	Public	Commercial/ SMEs	Retail	Consolidated
Gross revenue	153,897	26,999	58,599	30,499	269,994
Total expenses	(108,200)	(16,505)	(45,847)	(12,837)	(183,389)
Profit before tax	45,697	10,494	12,752	17,662	86,605

## Gross Revenue

Q1 2023

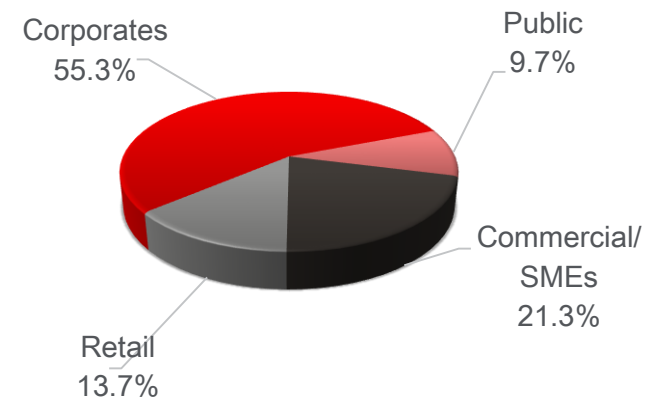


## 3 Months Ended March 2022

(£'million)

	Corporates	Public	Commercial/ SMEs	Retail	Consolidated
Gross revenue	105,912	18,578	40,794	26,239	191,523
Total expenses	(70,413)	(10,500)	(30,018)	(12,600)	(123,532)
Profit before tax	35,499	8,078	10,776	13,638	67,991

Q1 2022



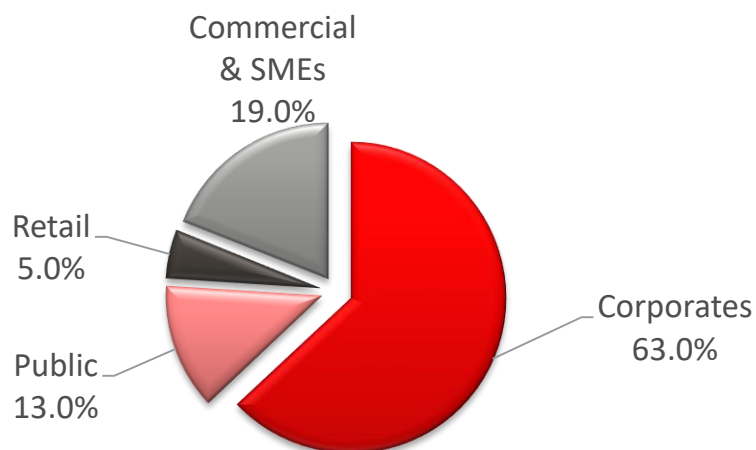


# Loans & Deposits – By Business Segments

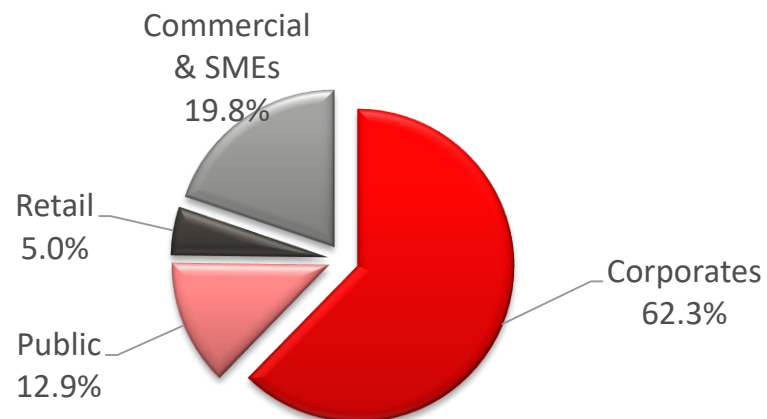
- Our intense retail drive continues to impact positively on both sides of the balance sheet.
- The contribution of retail deposits to total deposits grew from 44.2% to 44.9% YTD

## Gross Loans

### Q1 2023 Gross Loans – ~~₹4.15~~ Trillion

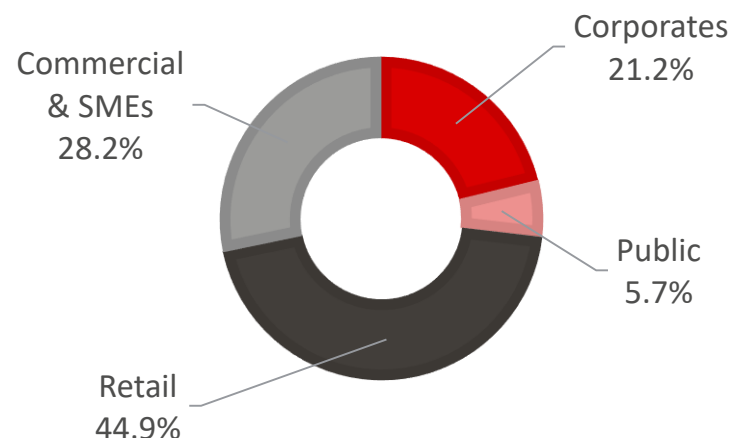


### FYE 2022 Gross Loans – ~~₹4.12~~ Trillion

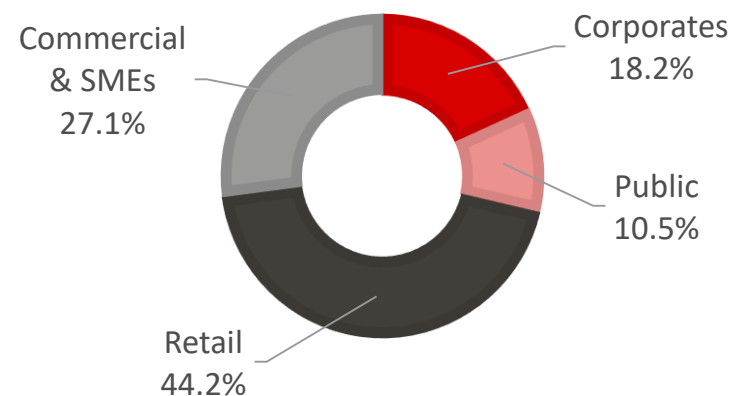


## Total Deposit

### Q1 2023 Total Deposits – ~~₹9.14~~ Trillion



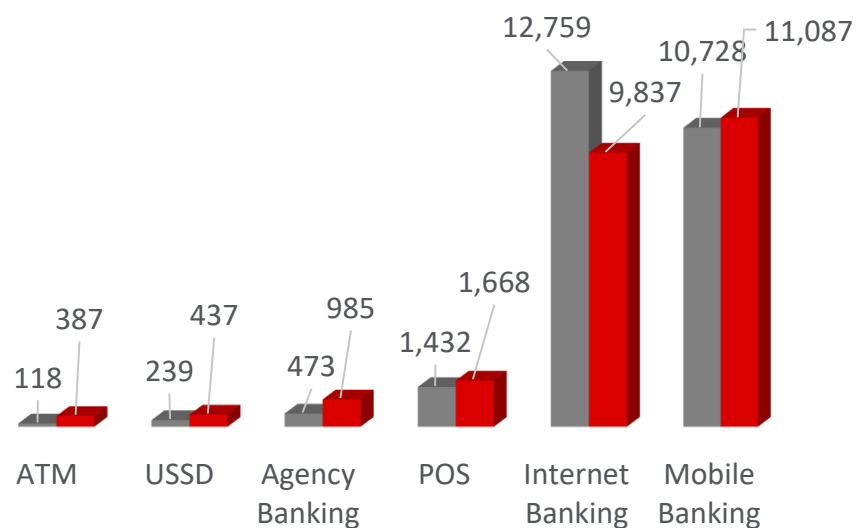
### FYE 2022 Total Deposits – ~~₹8.98~~ Trillion



# Electronic Banking Products Performance by Channels.

## Value of Electronic Product Transactions

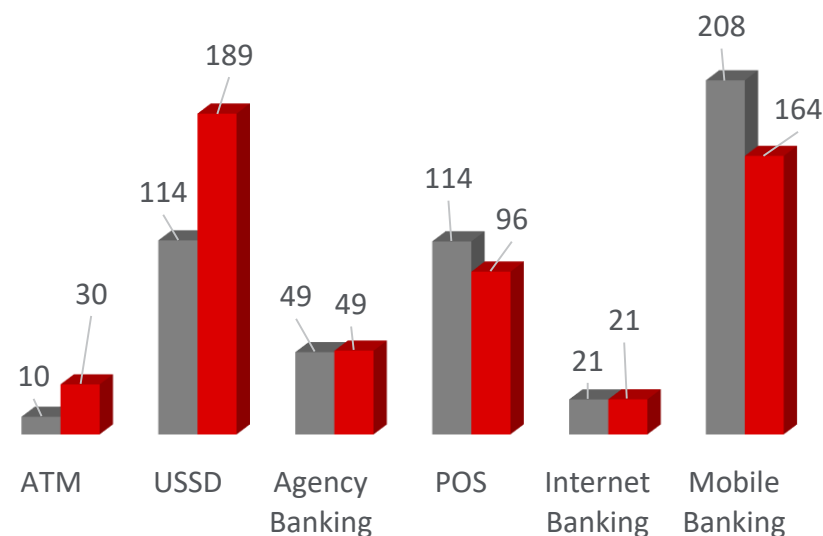
	Q1 2023	Q1 2022	YoY
Total Transaction Value (N'bn)	25,750	24,403	6%



■ Value (N'bn) - Jan. 2023 to Mar. 2023  
 ■ Value (N'bn) - Jan. 2022 to Mar. 2022

## Number of Electronic Product Transactions

	Q1 2023	Q1 2022	YoY
Total Number of Transactions (million)	515	548	(6%)



■ Number (million) - Jan. 2023 to Mar. 2023  
 ■ Number (million) - Jan. 2022 to Mar. 2022

□ The bank recorded growth in the value of electronic product transactions.

## The Bank and its Subsidiaries

### Zenith Bank Plc. (Parent)

Established: 1990  
 Branches: 396  
 2023 Q1 PBT: ₦72.2Bn  
 Total deposits: ₦7,934Bn  
 Total assets: ₦11,926Bn  
 ROE: 18%  
 Staff strength: 6,519

### Zenith Pension

Established: 2005  
 Branches: 2  
 Zenith ownership: 99%  
 2023 Q1 PBT: ₦2.4Bn  
 Custody assets: ₦6,435Bn  
 Total assets: ₦30Bn  
 ROE: 27%  
 Staff strength: 117

### Zenith Nominee

Established: 2018  
 Branches: 1  
 Zenith ownership: 99%  
 2023 Q1 PBT: ₦58M  
 Custody assets: ₦464Bn  
 Total assets: ₦2Bn  
 ROE: 8%  
 Staff strength: 7

### Gambia

Established: 2009  
 Zenith ownership: 99.96%  
 Branches: 7  
 2023 Q1 PBT: ₦521M  
 Total deposits: ₦23Bn  
 Total assets: ₦32Bn  
 ROE: 24%  
 Staff strength: 146

### Ghana

Established: 2005  
 Zenith ownership: 99.42%  
 Branches: 30  
 2023 Q1 PBT: ₦8.3Bn  
 Total deposits: ₦376Bn  
 Total assets: ₦436Bn  
 ROE: 71%  
 Staff strength: 705

### Sierra Leone

Established: 2008  
 Zenith ownership: 99.99%  
 Branches: 7  
 2023 Q1 PBT: ₦696M  
 Total deposits: ₦22Bn  
 Total assets: ₦29Bn  
 ROE: 34%  
 Staff strength: 182

### United Kingdom

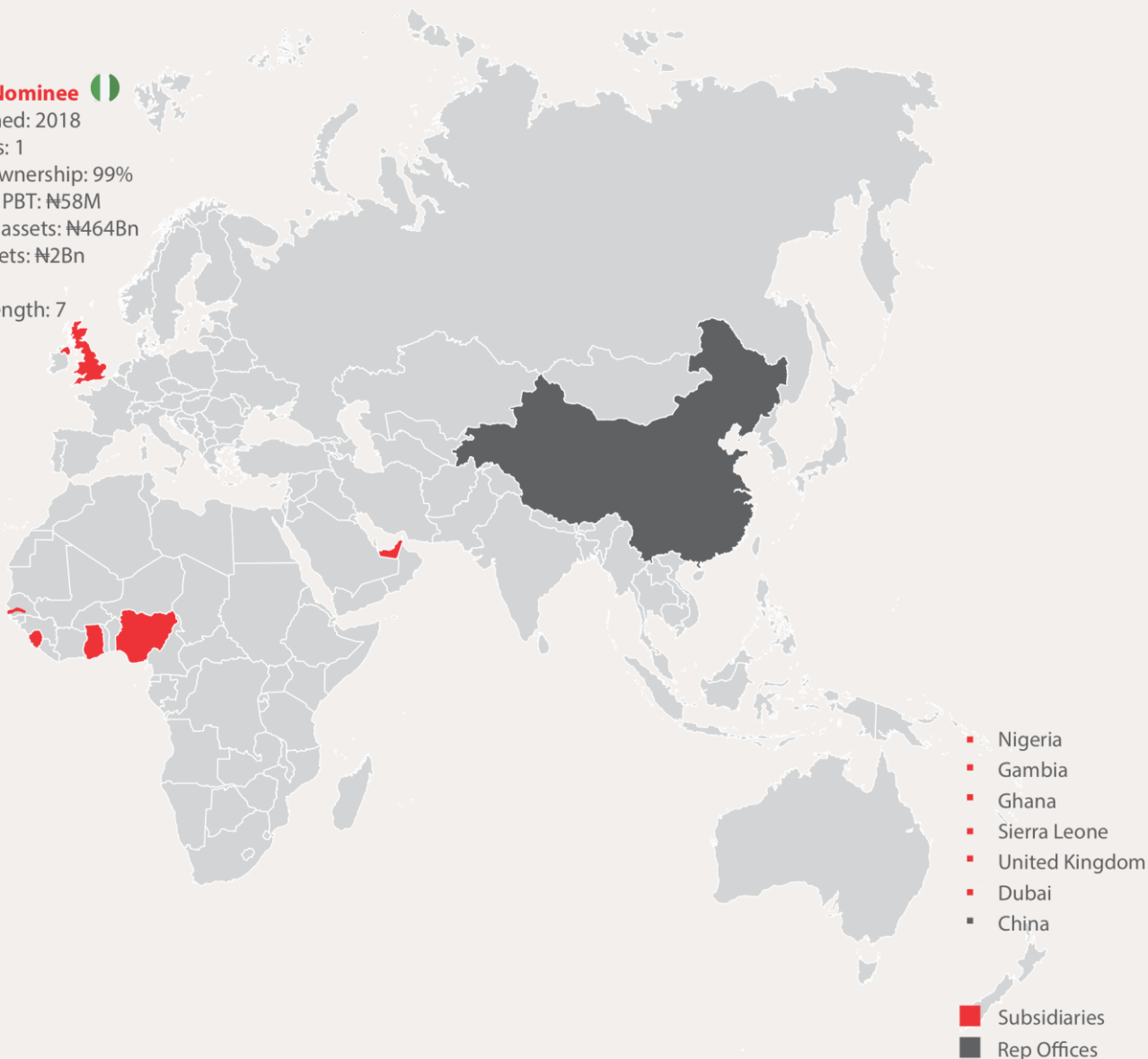
Established 2007  
 Zenith ownership: 100%  
 Branches: 2  
 2023 Q1 PBT: ₦10.6Bn  
 Total deposits: ₦1,062Bn  
 Total assets: ₦1,204Bn  
 ROE: 26%  
 Staff strength: 136

### UAE

Branch of Zenith UK  
 Established 2016  
 1 branch

### China

Representative Office  
 Established 2011



# Performance by Geography

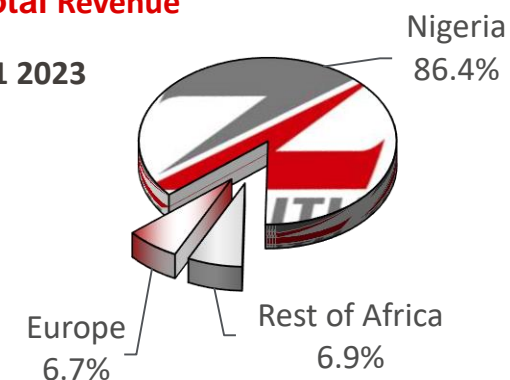
## 3 Months Ended March 2023

(₦'million)

	Nigeria	Rest of Africa	Europe	Eliminations	Consolidated
<b>Total revenue</b>	<b>240,400</b>	<b>19,064</b>	<b>18,649</b>	<b>(8,119)</b>	<b>269,994</b>
Total expense	(167,416)	(9,501)	(8,081)	1,609	(183,389)
Profit before tax	72,984	9,563	10,568	(6,510)	86,605
Tax	(18,353)	(230)	(2,010)	-	(20,593)
Profit after tax	54,631	9,333	8,558	(6,510)	66,012

## Total Revenue

Q1 2023



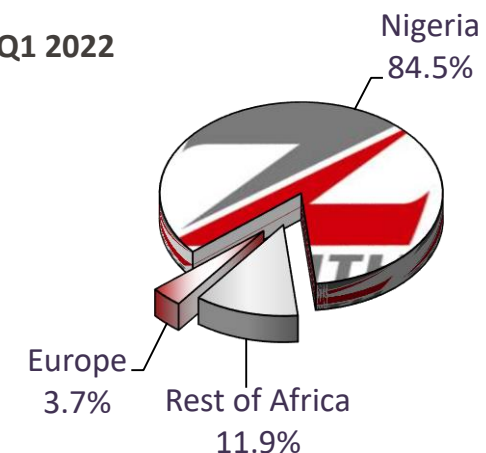
## 3 Months Ended March 2022

(₦'million)

	Nigeria	Rest of Africa	Europe	Eliminations	Consolidated
<b>Total revenue</b>	<b>168,752</b>	<b>23,712</b>	<b>7,316</b>	<b>(8,257)</b>	<b>191,523</b>
Total expense	(109,687)	(11,004)	(2,957)	116	(123,532)
Profit before tax	59,065	12,708	4,359	(8,141)	67,991
Tax	(7,077)	(2,031)	(685)	-	(9,793)
Profit after tax	51,988	10,677	3,674	(8,141)	58,198

## Total Revenue

Q1 2022



A top-down view of a white desk with a white keyboard, a silver pen, a pair of glasses, and a white notepad. A red banner is overlaid on the bottom left.

# Strategy & Outlook

# Strategies for Driving our Vision

1

Compete aggressively for market share while focusing on high quality assets and adopting cost reduction strategies

- Attracting cost effective deposits from the retail end of the market for deployment in the corporate segment with emphasis on emerging sectors.

2

Deliver superior service experience to all our clients and customers

- Adopting efficient digital channels.
- Attracting talented people and investing in training.
- Employing cutting edge technology.
- Enhancing the experience of customers with excellent service.

3

Effective Risk Management

- Entrenching robust risk management and corporate governance practices.
- Value preservation is absolutely important.

4

Treasury Management

- Taking advantage of our liquidity in Naira and foreign currencies to optimize yields in the FX and money markets

5

Develop specific solutions for each segment of our customers base

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

6

Retail and Digital Footprint

- Official launch of the Zenith Bank Intelligent Virtual Assistant (ZIVA)
- Deepening retail market penetration using our digital platforms.
- Increasing the volume of transactions processed on our digital platforms.

# Our Key Growth Target Sectors

## Driving Profitability with our Competitive Advantages

### Identified Growth Sectors

- Retail/SMEs
- Agriculture
- Healthcare/Pharmaceuticals
- Infrastructure
- Manufacturing
- Petrochemicals
- Real Estate and Construction
- Service Industry
- Telecoms
- Transportation and General Commerce

### Competitive Advantage

- Strong capital and liquidity
- Strong brand
- Robust risk management framework
- Extensive branch network
- Robust ICT and digital channels
- Well motivated staff force
- Excellent customer services

# Guidance for FYE 2023

	Q1 2023 Achieved	FYE 2023 Guidance	FYE 2022 Achieved
PBT	₦86.6Bn	<b>₦330Bn</b>	₦285Bn
Effective Tax Rate	23.8%	<b>22%</b>	21%
PAT	₦66.0Bn	<b>₦257Bn</b>	₦224Bn
ROAE	18.7%	<b>20.0%</b>	16.8%
ROAA	2.1%	<b>2.5%</b>	2.1%
NIM	6.9%	<b>8.0%</b>	7.3%
Cost of Funds	2.7%	<b>2.2%</b>	1.9%
Cost of Risk	0.7%	<b>2.0%</b>	3.2%
Cost to Income	53.4%	<b>50.0%</b>	54.4%
Deposit Growth	1.8%	<b>20.0%</b>	38.6%
Loan Growth	0.6%	<b>10.0%</b>	17.8%
Loan to Deposit (Group)	45.4%	<b>60.0%</b>	45.9%
Loan to Deposit (Bank)	48.8%	<b>65.0%</b>	51.6%
Capital Adequacy	19.5%	<b>20.0%</b>	19.8%
Liquidity Ratio	72.0%	<b>60.0%</b>	75.0%
NPL	4.3%	<b>4.5%</b>	4.3%
NPL Coverage	117.0%	<b>120.0%</b>	115.9%



# Thank You

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