



**Zenith Bank Plc**  
**Group Audited Results for the financial year ended 31st December, 2013**

**ZENITH BANK PLC RECORDS IMPRESSIVE PERFORMANCE FOR THE YEAR ENDED 31st DECEMBER 2013**

LAGOS, NIGERIA - 11 March 2014 - Zenith Bank Plc, (Bloomberg: ZENITHBA NL) (“Zenith” or the “Bank”), the Nigerian bank headquartered in Lagos, announces its full year audited results for the year ended 31st December 2013.

**Financial Highlights**

<b>Financials (N'm)</b>	<b>Dec'13</b>	<b>Dec'12</b>	<b>% Change</b>
Gross Earnings	351,470	307,082	14.45%
Net Interest Income	189,263	156,757	20.74%
Non Interest Income	75,209	70,553	6.60%
Operating Income	257,792	221,719	16.27%
Operating Expenses	147,196	119,619	23.05%
Profit/Loss Before Tax	110,597	102,100	8.32%
Profit/Loss After Tax	95,318	100,681	-5.33%
Earnings Per Share	301	319	-5.64%
	<b>Dec'13</b>	<b>Dec'12</b>	<b>% Change</b>
Gross Loans & Advances	1,276,122	1,014,527	25.78%
Customer's Deposits	2,276,755	1,929,244	18.01%
Total Assets	3,143,133	2,604,722	20.67%
Shareholder's Funds	509,251	462,956	10.00%
	<b>Dec'13</b>	<b>Dec'12</b>	<b>% Change</b>
<b>Key ratios</b>			
Net Interest Margin	8.70%	8.19%	6.26%
Cost-to-Income Ratio	57.10%	53.95%	5.83%
Loan-to-Deposit Ratio	52.10%	51.94%	0.31%
Cost of Funds	3.22%	3.47%	-7.07%
Cost of Risk	0.97%	0.94%	2.76%
Return On Average Assets (ROAA)	3.32%	4.08%	-18.77%
Return On Average Equity (ROAE)	19.61%	23.49%	-16.52%
Liquidity Ratio	64.00%	61.40%	4.23%
Capital Adequacy Ratio (CAR)	25.88%	29.70%	-12.87%
Non Performing Loan Ratio (NPL)	2.91%	3.15%	-7.62%



Commenting on the results, **Godwin Emefiele GMD/CEO** posited: *“Our 2013 results testify to our consistency in delivering superior performance and returns, driven by our innovative processes, cutting edge technology and committed staff. Despite the increase in the cash reserve requirement for public Sector funds, Zenith Bank’s total revenue grew to an unprecedented level of N351 billion boosted by a 21% increase in interest income. Profit before tax (PBT) witnessed an impressive growth of 8.3% to N110.59bn while total assets increased by 21% to N3.1tn. Expectedly, Profit after tax (PAT) declined by 5.33% as a result of the increase in income tax charged in the current year compared to FY2012, arising from the commencement of tax waivers granted by the Federal Government on income from Bonds and Treasury bills in 2012.*

*Our focus on creation of competitively priced high quality risk assets, is evident in the Year on Year growth of loans and advances to N1.2tn ( 25.7% growth) with a marginal increase in cost of risk from 0.94% to 0.97%. The growth in risk assets (priced to maximise returns) was effectively matched by a corresponding increase in low priced deposits with a view to maximizing net interest margin.*

*Zenith Bank Plc maintained its high capacity to absorb shocks occasioned by various industry risks. The Group’s liquidity ratio of 64% and capital adequacy ratio of 26% stands it in good stead within the industry and the ratios are far above the regulatory limits of 30% and 15% respectively.*

*The year 2014 has high prospects of increased economic growth across different Sectors of the economy. This scenario will present the group with ample opportunity to grow its clientele and business volumes. We therefore anticipate improved returns on investment and value addition to our stakeholders in the years ahead.”*

- **Peter Amangbo (Executive Director - Corporate Banking Division)**, Commented on the group’s businesses by segment and geographical location, stating: *“Core banking operations of Corporate, Retail banking and Custodial services contributed 96% of group profit for the 2013 financial year. Zenith Bank has continued to consolidate on its foreign banking subsidiaries performance, with subsidiaries contributing 9% of the groups profit before tax as compared to 6% in 2012. Non core banking businesses (which will be discontinued in 2014) contributed 4% to group profit. We remain optimistic of the business opportunities inherent in the economies of our host countries outside Nigeria as we seek to cultivate a strong synergy with the corporate headquarters.”*



- **Ebenezer Onyeagwu, (Executive Director - Risk Management Division)** while commenting on the result noted that: *“In 2013, Zenith Bank grew its risk assets by 25.78% to N1.27 tn. Our asset quality remains one of the best in the industry with a non-performing loan (NPL) ratio of 2.91% and a cost of risk of below 1%. With loan to deposit ratio of 52.1%, the group has capacity to explore and take advantage of emerging opportunities for growth in the country and in all other economies where we have presence given our strong capital base, high capital adequacy ratio and low loan to deposit ratio.”*
- **Stanley Amuchie (Chief Financial Officer)** commented on the efficiency in the asset and liability management of the group and noted that *“The group has efficiently priced its risk assets in the year under review while mobilising deposits at the lowest possible cost. This has led to an enhanced net interest margin of 8.7%. Despite rising cost of operations due to the operating environment, we have been able to maintain a cost to income ratio of 57.1%.”*

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***Notes to editors:***

**About Zenith Bank Plc**

Zenith Bank Plc offers its clients a wide range of corporate, investment, business and personal banking products and solutions. It is one of the biggest and most profitable banks in Nigeria. The bank was established in May 1990 and started operations in July same year as a commercial bank. It became a public limited company on June 17, 2004 and was listed on the Nigerian Stock Exchange on October 21, 2004 following a highly successful Initial Public Offering (IPO). The Bank presently has a shareholder base of over one million, an indication of the strength of the Zenith brand. Zenith Bank listed \$850.00 million worth of non-capital raising GDR on the London Stock Exchange on March 21, 2013.

It is headquartered in Lagos, Nigeria. With over four hundred (400) branches and business offices nationwide Zenith Bank has presence in all the state capitals, the Federal Capital Territory (FCT) and major towns and metropolitan centres in Nigeria. The Bank's expansion is not limited to Nigeria as Zenith became the first Nigerian bank in 25 years to be licensed by the Financial Services Authority (FSA) in the UK for the commencement of banking operations by Zenith Bank (UK) Limited in April, 2007 which presently operates from two business offices. This is in addition to its presence in Ghana, Zenith Bank (Ghana) Limited with 28 branches and business offices, Sierra Leone, Zenith Bank (Sierra Leone) Limited, Gambia, Zenith Bank (Gambia) Limited and representative offices in Johannesburg, South Africa and Beijing, China.

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