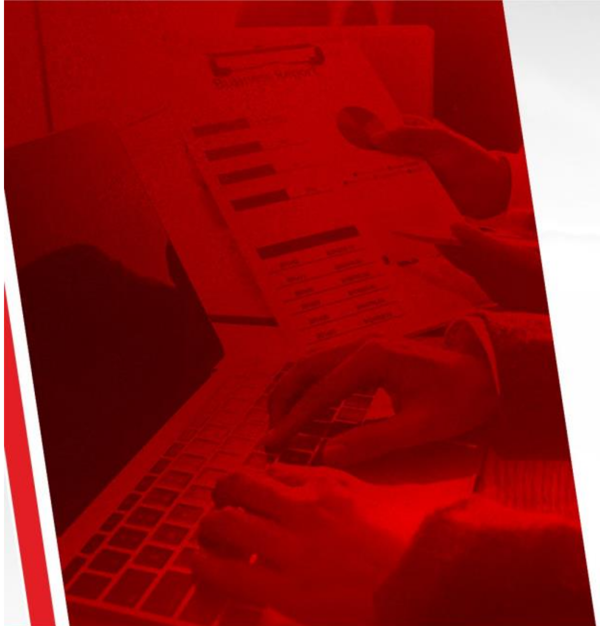


2017 Group Results

Presentation to Investors & Analysts

ZENITH BANK PLC

PEOPLE ▪ TECHNOLOGY ▪ SERVICE

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.

Agenda

1. Overview & Operating Environment

Nigerian Economy and Key Developments in the Banking Sector

With improving macroeconomic environment, Nigeria remains Africa's largest economy with strong sectors and significant opportunities.

Real GDP Growth (Rebase):

- Nigeria recorded a real GDP growth of 1.90% YoY in Q4 2017, up by 50bps from 1.40% recorded in Q3 2017.
- The Oil sector grew by 8.4% YoY, while the non-oil sector grew by 1.5% - driven largely by activities in the Agriculture Sector (specifically crops), which grew by a decent 4.2% YoY in real terms.

Headline Inflation:

- Headline Inflation moderated to 15.37% YoY in Dec. 2017, representing a 53bps decline from the preceding month. The inflation rate for January and February 2018 are 15.13% and 14.33% respectively.
- The Food Index (which contributed the most) increased by 19.42% YoY, down from the rate recorded in November 2017 (20.30%)

Oil Production & Price:

- OPEC Average Monthly Basket Price grew by 16.3% in the 4th quarter of 2017, from $53.4/bbl recorded at the end of Q3 2017 to $62.1/bbl recorded at the end Q4 2017.
- Nigeria oil production increased to an average of 1.9m bpd in Q4 2017 from 1.8m bpd recorded in Q4 2017

Foreign Reserves:

- Nigerian foreign reserves grew by 19.4% QoQ from $32.5bn recorded at the end of Q3 2017 to $38.8bn recorded at the end of Q4 2017.

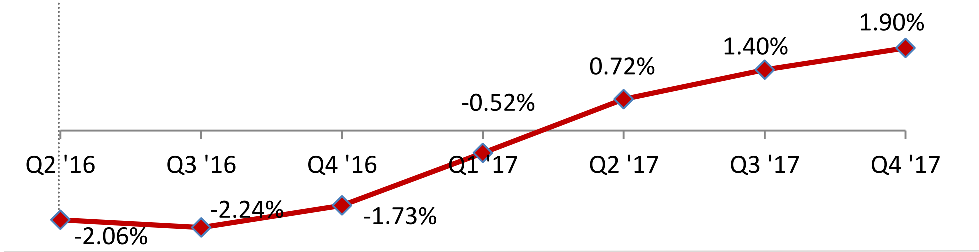
Exchange Rate:

- The CBN official exchange rate has remained stable at 306NGN/USD since the beginning of 2017 while we have seen a gradual convergence of the other exchange rate windows. Current rates (NGN/USD): Parallel – 362; NAFEX(I&E) – 360; NIFEX – 331)

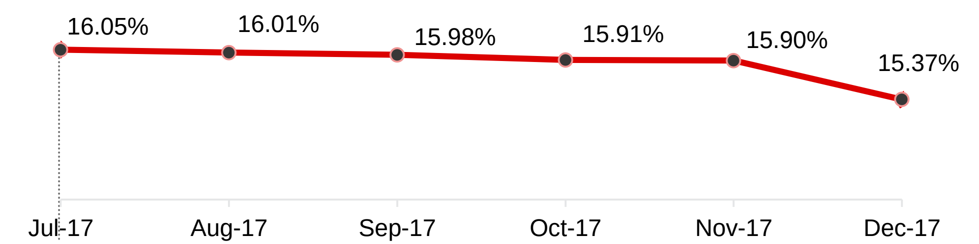
Cash Reserve Ratio (CRR) & Monetary Policy Rate (MPR):

- Monetary Policy Committee (MPC) of the Central Bank of Nigeria (CBN) voted to leave all policy rates unchanged during the meeting held in November, 2017 - the Monetary Policy Rate (MPR) at 14%, the Cash Reserve Ratio (CRR) at 22.5% and liquidity ratio at 30%.

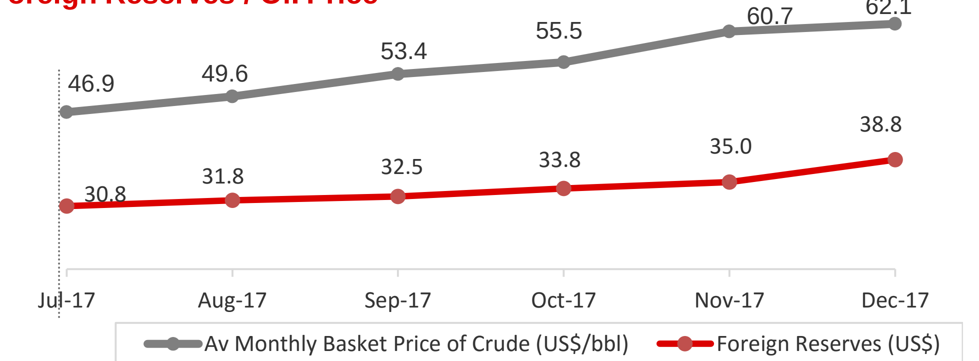
GDP Growth Rate



Inflation Rate



Foreign Reserves / Oil Price



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

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Our Investment Proposition

Strong earnings capacity and growth, 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 strategic 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 businesses.

- Strong Focus on Risk Management:
  - ✓ Despite the tough operating environment, NPL ratio came in at 4.7% with a coverage ratio of 143.4%.

- Decent Dividend Payout:
  - ✓ Good and consistent dividend payout to its investors.
  - ✓ The Bank paid a dividend of N1.60 per share for FY2012, N1.75 per share for both FY2013 and FY2014, N1.80 per share for FY2015 and N2.02 per share for FY2016
  - ✓ A final dividend of N2.45 per share has been proposed for FY2017, which in addition to the N0.25 per share already paid as interim dividend amounts to N2.70 per share

- Credit Rating/Certifications:
  - ✓ **Standard and Poor's** ratings for Zenith Bank Zenith Bank are: B/Stable/B (Issuer Credit Rating) and ngBBB/ngA-2 (National Scale Rating)
  - ✓ **Fitch** ratings are: 1) Long-term foreign currency IDR: 'B+' - Negative 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 Debt - B2 with Stable Outlook; 2) Long term foreign currency deposit - B3 with with Stable Outlook

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2. Group Results

Financial Highlights – FYE 2017

Key Themes	Efficiency and Risk Management for Superior Performance Building A Shock-Proof Balance Sheet	
P or L	Gross Earnings: N745.2bn	+46.7% YoY
	Net Interest Income: N258.0bn	+7.4% YoY
	Non-Interest Income: N270.6bn	+119.2% YoY
	Profit Before Tax: N203..5bn	+29.8% YoY
	Profit After Tax: N177.9bn	+37.2% YoY
Balance Sheet	Gross Loans & Advances: N2.3tn	- 4.6% YTD
	Total Assets: N5.6tn	+18.0% YTD
	Customer Deposits: N3.4tn	+15.2% YTD
	Total Shareholders' Funds: N821.7bn	+16.6% YTD
Key Ratios	Loans to Deposits Ratio: 60.5%	Cost of Funds: 5.2%
	Liquidity Ratio: 69.7%	Net Interest Margin: 9.0%
	NPL Ratio: 4.7%	Cost to Income Ratio: 52.7%
	Coverage Ratio: 143.4%	Cost of Risk: 4.3%
	Capital Adequacy Ratio: 27.0%	RoAE: 23.3%
		EPS: N5.66

Profit or Loss Statement

- Strong bottom-line profitability, driven by robust core earnings generation and continued cost control to deliver improved operating leverage.

(N'million)	Group 12M 17	Group 12M 16	YOY Change
Gross earnings	745,189	507,997	46.69%
Interest Income	474,628	384,557	23.42%
Interest expense	(216,637)	(144,378)	50.05%
Net interest income	257,991	240,179	7.42%
Impairment charge for financial assets	(98,227)	(32,350)	203.64%
Net interest income after impairment charge for financial assets	159,764	207,829	(23.13%)
Fees and commission income	90,143	68,444	31.70%
Derivatives income	68,711	20,077	242.24%
Treasury bills trading income	88,895	8,649	927.81%
Bond trading income	368	(328)	212.20%
Other income	22,444	26,598	(15.62%)
Depreciation of property and equipment	(12,428)	(9,679)	28.40%
Amortisation of intangible assets	(1,631)	(1,435)	13.66%
Personnel expenses	(64,459)	(59,326)	8.65%
Operating expenses	(148,346)	(104,081)	42.53%
Profit before tax	203,461	156,748	29.80%
Tax expense	(25,528)	(27,096)	(5.79%)
Profit after tax	177,933	129,652	37.24%

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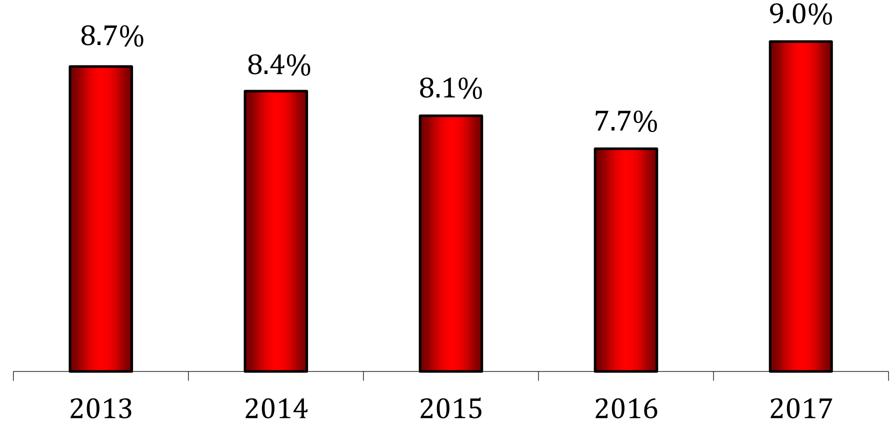
Consolidating Earnings and Profitability

- In spite of the macroeconomic backdrop, Zenith Bank has delivered an attractive earnings profile, supported by increasing revenue and improving operating efficiency.

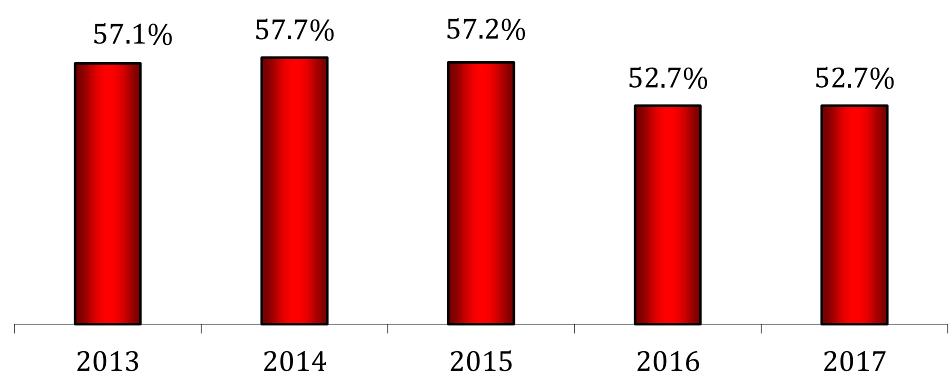
Comments

- **Net Interest Margin (NIM)** increased YoY by 16.9% (from 7.7% in 2016 to 9.0% in 2017) as a result of the high yielding environment in 2017
- **Cost-to-Income Ratio** remained flat YoY at 52.7%. Zenith Group is committed to keeping its cost-to-income ratio under control with a mid-term target of below 52%
- **PBT** increased by 29.8% YoY from N156.7bn in 2016 to N203.4bn in 2017 while **PAT** increased by 37.2% from N129.7bn in 2016 to N177.9bn in 2017

Net Interest Margin



Cost to Income Ratio



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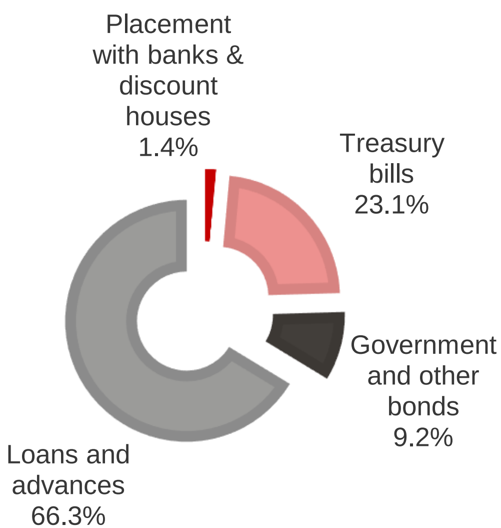
Revenue Base: Interest Income Diversification

- Attractive YoY growth in interest income (+23%) to support the Bank's net interest margin
- Growth in interest income is attributed to the high yielding environment 2017.
- The Group has maintained a consistent mix of interest income across the various interest-generating assets over the years

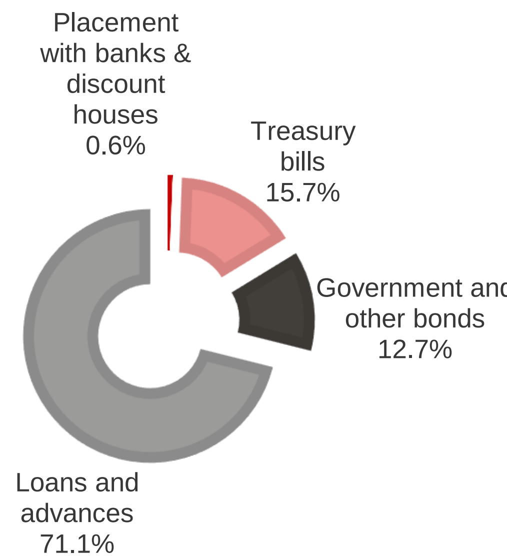
Interest Income

2017



N'million	2017	2016	YoY
Placement with banks & discount houses	6,733	2,289	194%
Treasury bills	109,740	60,187	82%
Government and other bonds	43,472	48,730	-11%
Loans and advances	314,683	273,351	15%
Total	**474,628**	**384,557**	**23%**

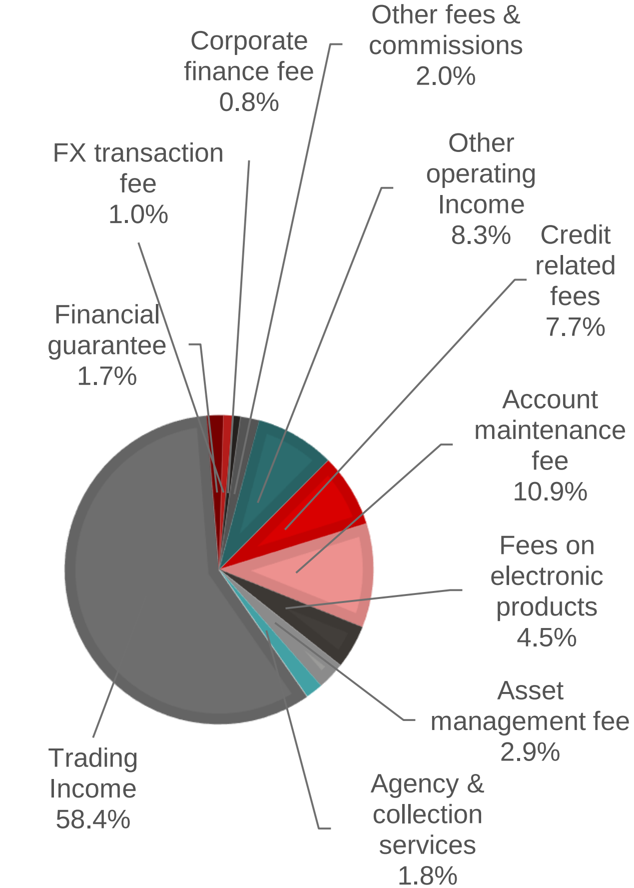
2016



Revenue Base: Non-Interest Income Diversification

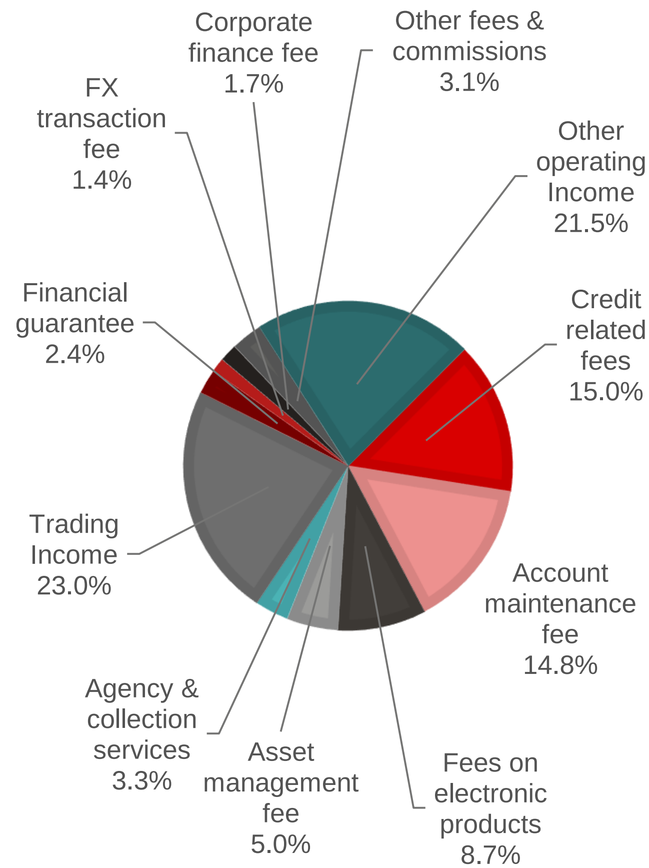
- The increase in most lines of non-interest income resulted in a YoY growth of +119%
- Trading and derivative activities led to the increase in trading income

2017



N'million	2017	2016	YoY
Credit related fees	20,834	18,512	13%
Account maintenance fee	29,450	18,308	61%
Fees on electronic products	12,280	10,687	15%
Asset management fee	7,943	6,224	28%
Agency & collection services	4,860	4,093	19%
Derivatives income	68,711	20,077	242%
T-bills trading income	88,895	8,649	928%
Bond trading income	368	(328)	212%
Financial guarantee	4,617	2,997	54%
FX transaction fee	2,708	1,724	57%
Corporate finance fee	2,048	2,123	-4%
Other fees & commissions	5,403	3,776	43%
Other operating Income	22,444	26,598	(16%)
Total	**270,561**	**123,440**	**119%**

2016



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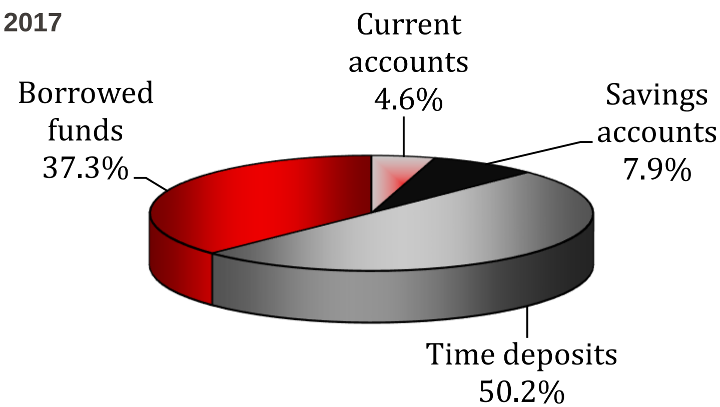
Continuous Efforts in Cost-Reduction Strategies

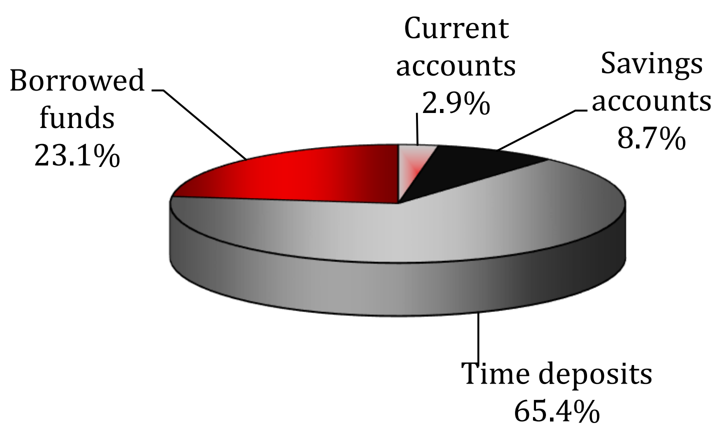
- Interest expense increased by 50% due to the tight monetary environment and the additional $500m Eurobond issued in 2017, resulting in elevated cost of funding.

Interest Expenses

2017



2016

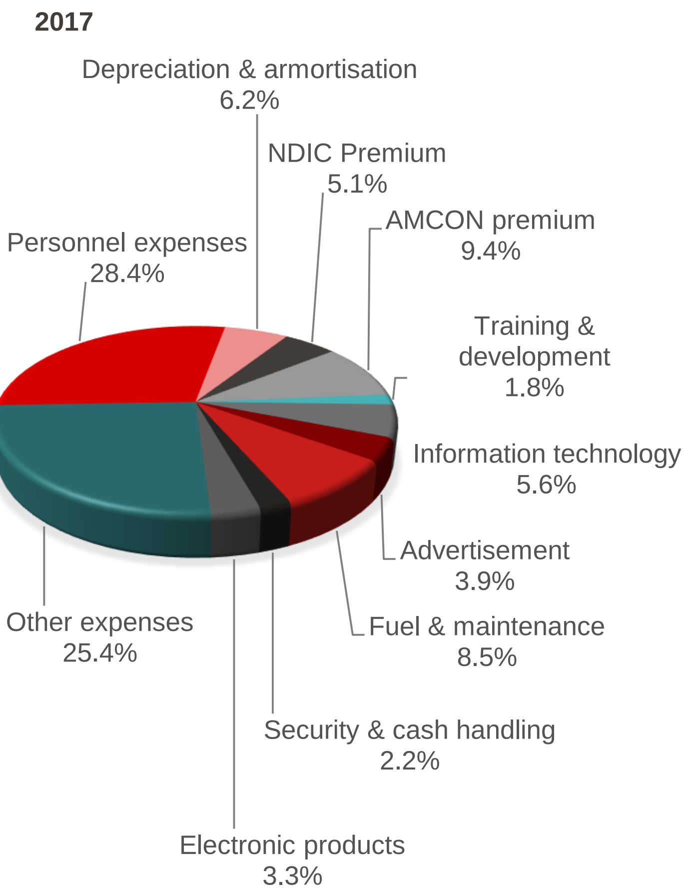


N'million	2017	2016	YoY
Current accounts	10,029	4,125	143%
Savings accounts	17,099	12,516	37%
Time deposits	108,735	94,369	15%
Borrowed funds	80,774	33,368	142%
Total	**216,637**	**144,378**	**50%**

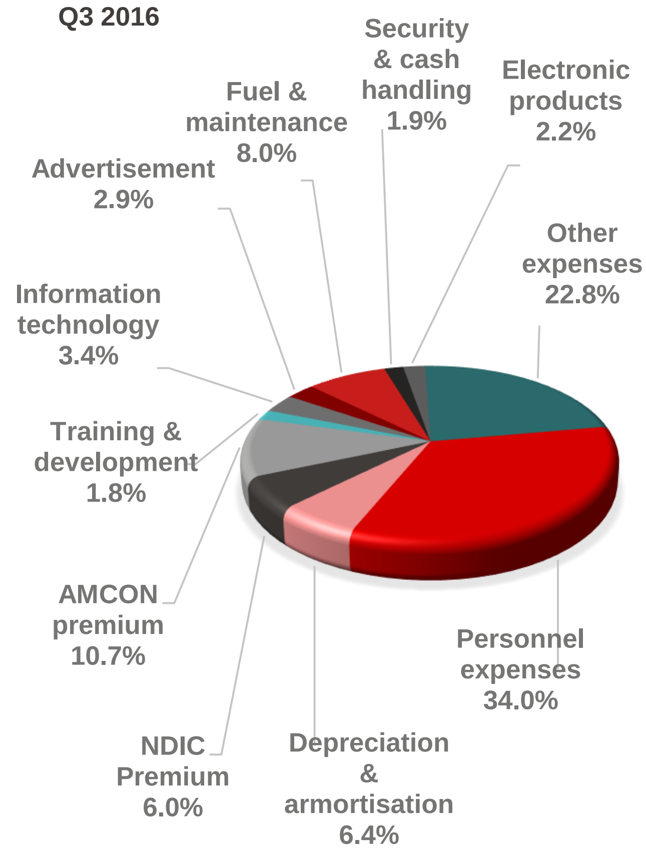
Continuous Efforts in Cost-Reduction Strategies

- High inflation rate, Naira devaluation and Information Technology cost contributed significantly to the 30% increase in total operating expenses.

Total Operating Expenses



N'million	2017	2016	YoY
Personnel expenses	64,459	59,326	9%
Depreciation & armortisation	14,059	11,114	26%
NDIC Premium	11,683	10,393	12%
AMCON premium	21,419	18,752	14%
Training & development	4,070	3,215	27%
Information technology	12,686	5,856	117%
Advertisement	8,819	4,991	77%
Fuel & maintenance	19,367	14,021	38%
Security & cash handling	4,975	3,322	50%
Electronic products	7,595	3,818	99%
Other expenses	57,732	39,713	45%
Total	**226,864**	**174,521**	**30%**



Balance Sheet – Assets

Strong and liquid balance sheet led by loans and securities portfolio.

(N'million)	Group Dec-17	Group Dec-16	YOY Change
Cash and balances with central banks	957,663	669,058	43.14%
Treasury bills	936,817	557,359	68.08%
Assets pledged as collateral	468,010	328,343	42.54%
Due from other banks	495,803	459,457	7.91%
Derivative assets	57,219	82,860	-30.94%
Loans and advances	2,100,362	2,289,365	-8.26%
Investment securities	330,951	199,478	65.91%
Deferred tax assets	9,561	6,440	48.46%
Other assets	92,494	37,536	146.41%
Property and equipment	133,384	105,284	26.69%
Intangible assets	12,989	4,645	179.63%
Total Assets	5,595,253	4,739,825	18.05%

Balance Sheet – Liabilities & Equity

Assets are well funded by a significant deposit base and the balance sheet remains robustly capitalised, providing a buffer for further growth.

(N'million)	Group Dec-17	Group Dec-16	YOY Change
Customers deposits	3,437,915	2,983,621	15.23%
Derivative liabilities	20,805	66,834	(68.87%)
Current income tax payable	8,915	8,953	(0.42%)
Deferred income tax liabilities	18	45	(60.00%)
Other liabilities	233,481	208,680	11.88%
On-lending facilities	383,034	350,657	9.23%
Borrowings	356,496	263,106	35.50%
Debt Securities Issued	332,931	153,464	116.94%
Total liabilities	4,773,595	4,035,360	18.29%

(N'million)	Group Dec-17	Group Dec-16	YOY Change
Share capital	15,698	15,698	0.00%
Share premium	255,047	255,047	0.00%
Retained earnings	365,757	267,549	36.71%
Other reserves	183,839	165,188	11.29%
Total Shareholders’ equity	821,658	704,465	16.64%
Non-controlling interest	1,317	983	33.98%
Total liabilities & equity	5,595,253	4,739,825	18.05%

Balance Sheet – Currency Breakdown

Diversification of funding base contributes to matching FX loan exposures.

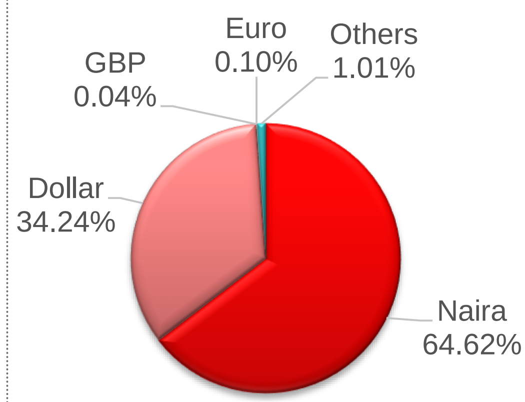
➢ The short USD on- balance sheet position is covered by off-balance sheet derivative assets in the form of swaps

(N'million) @ December 31, 2017	Naira	Dollar	GBP	Euro	Others	Total
Cash and balances with central banks	517,794	385,147	5,802	3,365	45,554	957,662
Treasury bills	799,992	74,511	23,279	–	39,035	936,817
Assets pledged as collateral	468,010	–	–	–	–	468,010
Due from other banks	9,574	424,742	19,850	36,120	5,517	495,803
Derivative assets	57,219	–	–	–	–	57,219
Loans and advances to customers (gross)	1,357,236	719,066	873	2,027	21,161	2,100,363
Investment securities	116,112	213,587	–	1,252	–	330,951
Other financial assets	77,328	–	–	–	–	77,328
Total Financial Assets	**3,403,265**	**1,817,053**	**49,804**	**42,764**	**111,267**	**5,424,153**

(N'million)	Naira	Dollar	GBP	Euro	Others	Total
Customers' deposits	2,045,413	1,193,820	37,972	33,100	127,610	3,437,915
Derivative liabilities	20,805	–	–	–	–	20,805
Other financial liabilities	225,019	–	–	–	–	225,019
On-lending facilities	383,034	–	–	–	–	383,034
Borrowings	–	356,496	–	–	–	356,496
Debt securities issued	–	332,931	–	–	–	332,931
Total Financial Liabilities	**2,674,271**	**1,883,247**	**37,972**	**33,100**	**127,610**	**4,756,200**
Net On-balance Sheet Position	**728,994**	**(66,194)**	**11,832**	**9,664**	**(16,343)**	**667,953**

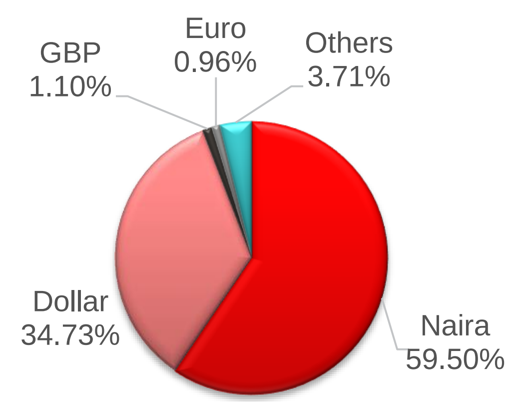
Loans and Advances (Gross)

Dec. 2017



Deposits

Dec. 2016



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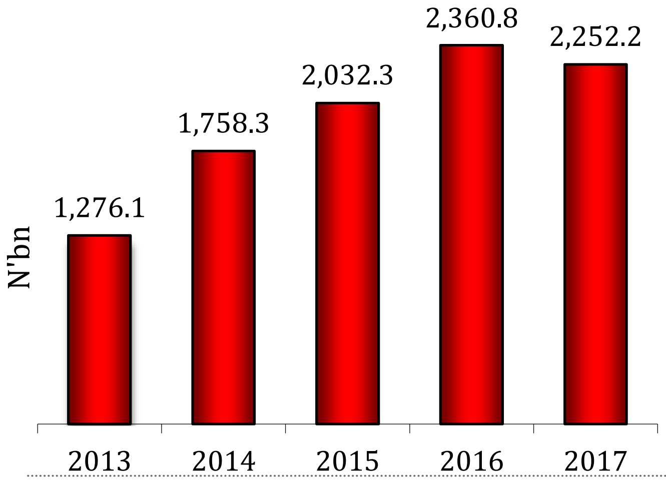
Sustained Assets & Liabilities Match

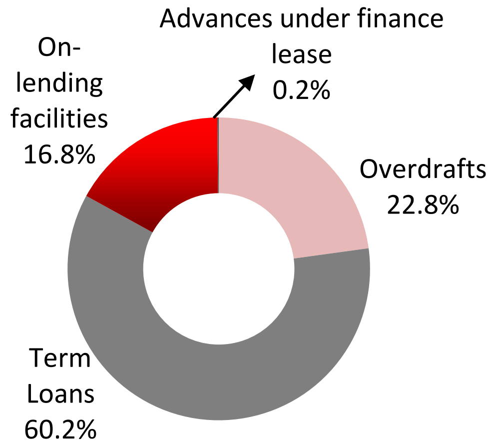
Deposit funded loan portfolio, with largely term loans to top-rated corporates and a predominantly demand deposit funding base that supports attractive net interest margin extraction.

Loan Growth

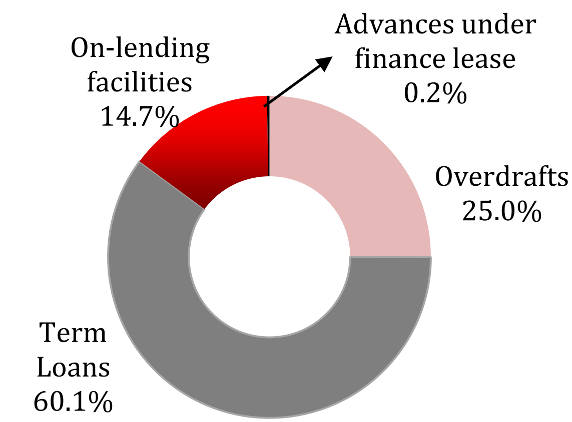


Loans & Advances

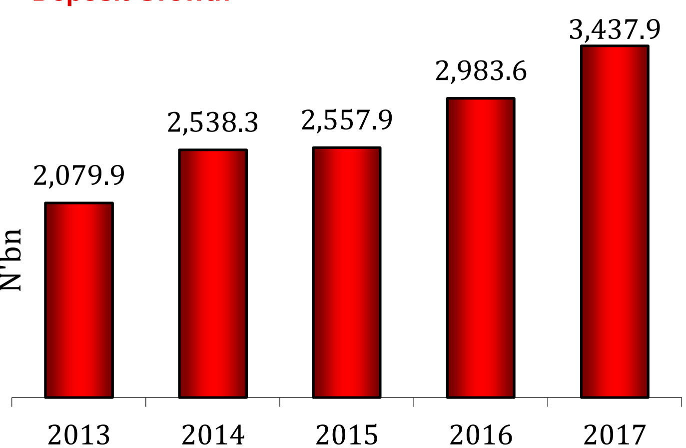
2017



2016

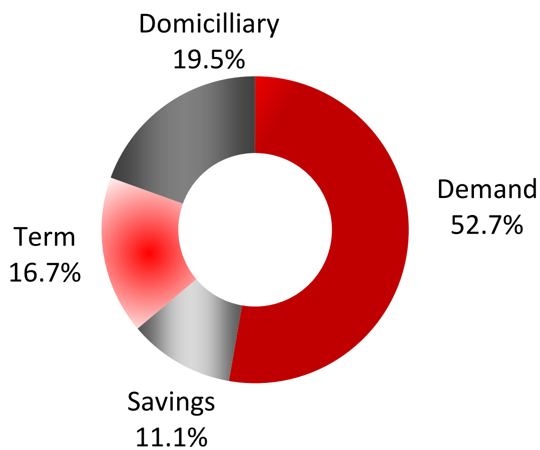


Deposit Growth

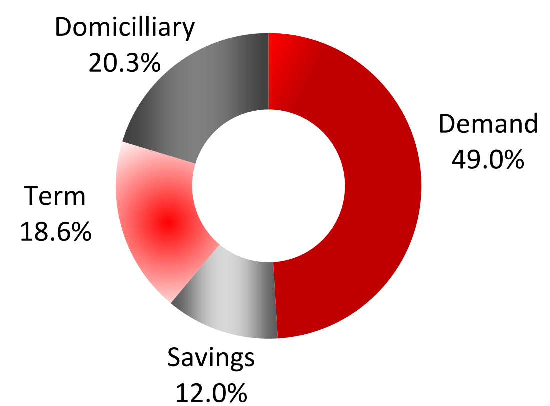


Deposit Mix

2017



2016



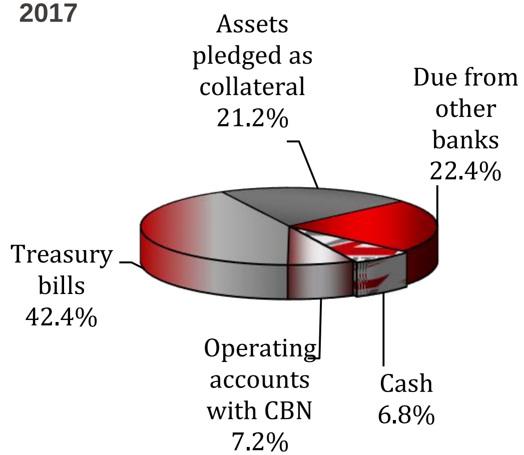
ZENITH BANK®

Continued Market Dominance through Strong Liquid Asset Base and Funding Mix

High quality and liquid balance sheet, with diversified source of funding.

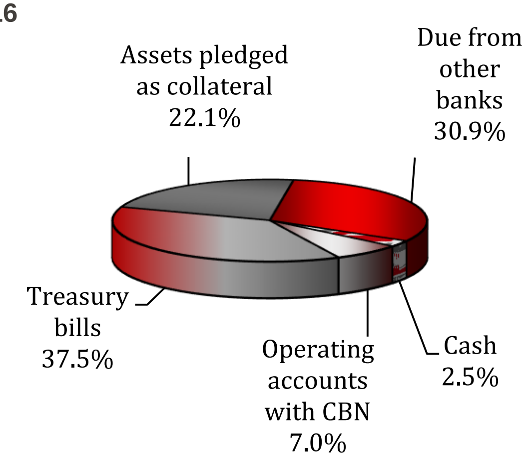
Liquid Assets

2017



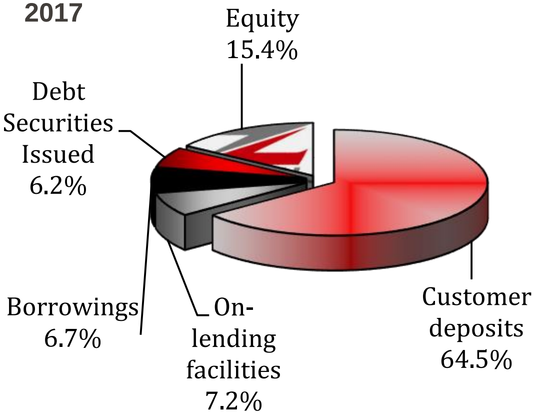
N'million	2017	2016	YoY
Cash	150,883	36,953	308%
Operating accounts with CBN	159,666	103,921	54%
Treasury bills	936,817	557,359	68%
Assets pledged as collateral	468,010	328,343	43%
Due from other banks	495,803	459,457	8%
Total	**2,211,179**	**1,486,033**	**49%**

2016



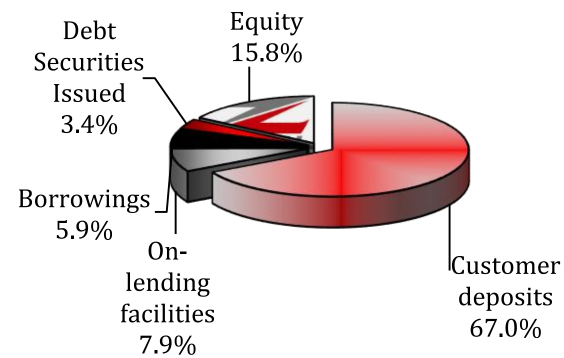
Funding Mix

2017



N'million	2017	2016	YoY
Customers' deposits	3,437,915	2,983,621	15%
On-lending facilities	383,034	350,657	9%
Borrowings	356,496	263,106	35%
Debt Securities Issued	332,931	153,464	117%
Equity	821,658	704,465	17%
Total	**5,332,034**	**4,455,313**	20%

2016



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Performance by Geography

Nigeria continues to be the main driver of profitability, providing about 90% of gross revenue.

FYE December 2017

(N'million)

	Nigeria	Rest of Africa	Europe	Eliminations	Consolidated
Total revenue	683,969	53,822	14,204	(6,806)	745,189
Total expense	(501,391)	(33,239)	(9,503)	2,405	(541,728)
Profit before tax	182,578	20,583	4,701	-4,401	203,461
Tax	(18,891)	(5,602)	(1,035)	-	(25,528)
Profit after tax	163,687	14,981	3,666	-4,401	177,933

Gross Revenue

2017

FYE December 2016

(N'million)

	Nigeria	Rest of Africa	Europe	Eliminations	Consolidated
Total revenue	464,493	39,737	12,010	(8,243)	507,997
Total expense	(316,709)	(24,590)	(11,350)	1,400	(351,249)
Profit before tax	145,666	15,147	660	(4,725)	156,748
Tax	(22,547)	(4,417)	(132)	-	(27,096)
Profit after tax	123,119	10,730	528	(4,725)	129,652

2016

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Performance – By Business Segments

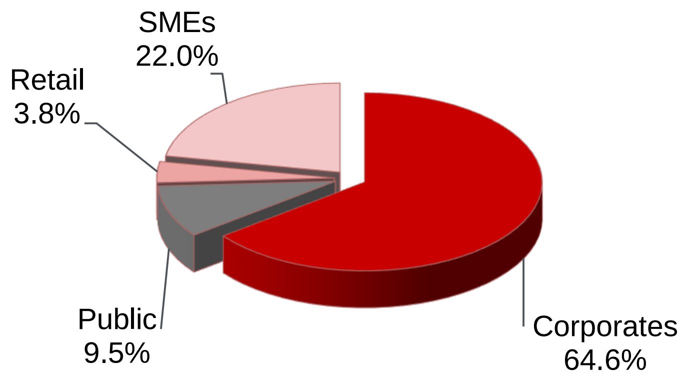
Continuous diversification and improved profitability across core business segments

FYE December 2017
(N'million)

	Corporates	Public	Retail	SMEs	Consolidated
Total revenue	481,571	70,993	28,317	164,308	745,189
Total expenses	(352,758)	(47,513)	(11,061)	(130,396)	(541,728)
Profit before tax	128,813	23,480	17,256	33,912	203,461
Tax	(16,162)	(2,946)	(2,165)	(4,255)	(25,528)
Profit after tax	112,651	20,534	15,091	29,657	177,933

Gross Revenue

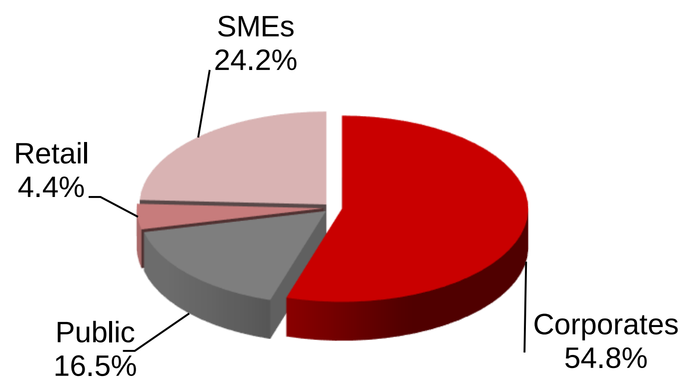
2017



FYE December 2016
(N'million)

	Corporates	Public	Retail	SMEs	Consolidated
Total revenue	278,463	84,012	22,447	123,075	507,997
Total expenses	(179,037)	(65,070)	(9,405)	(97,737)	(351,249)
Profit before tax	99,426	18,943	13,043	25,337	156,748
Tax	(12,475)	(2,377)	(1,636)	(3,179)	(27,096)
Profit after tax	86,951	16,566	11,406	22,158	129,652

2016



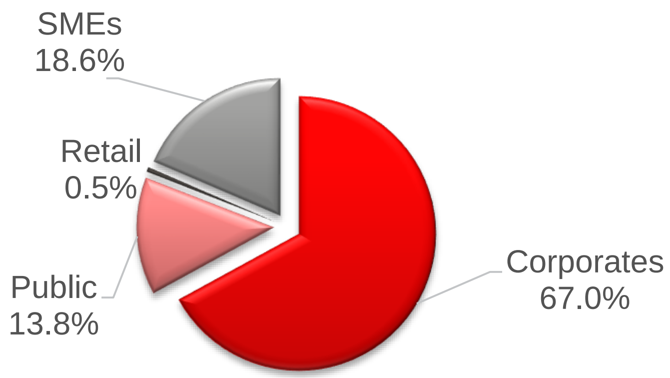
ZENITH BANK®

Loans & Deposits – By Business Segments

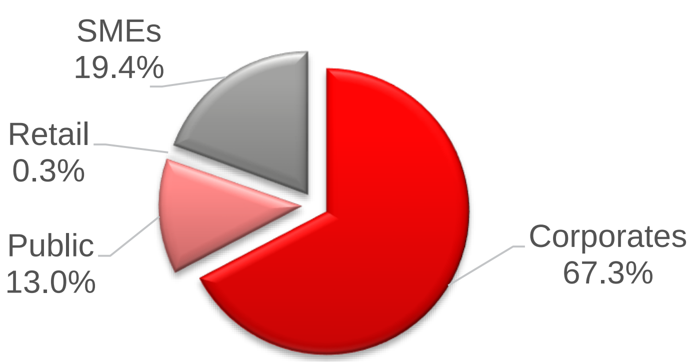
Corporate-oriented franchise, with recently improved retail component.

Gross Loans

2017 Gross Loans – ₦2.25 Trillion

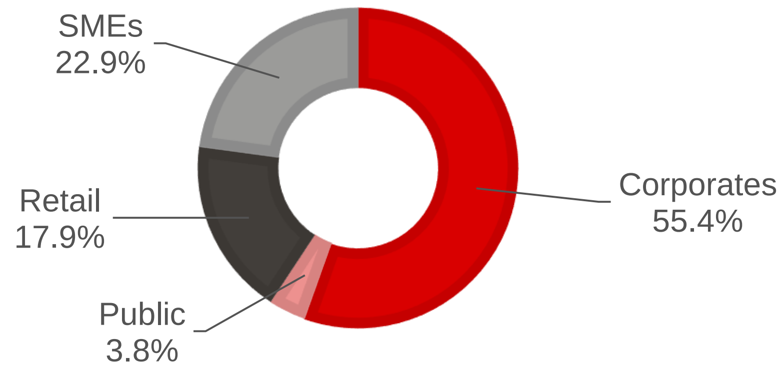


2016 Gross Loans – ₦2.36 Trillion

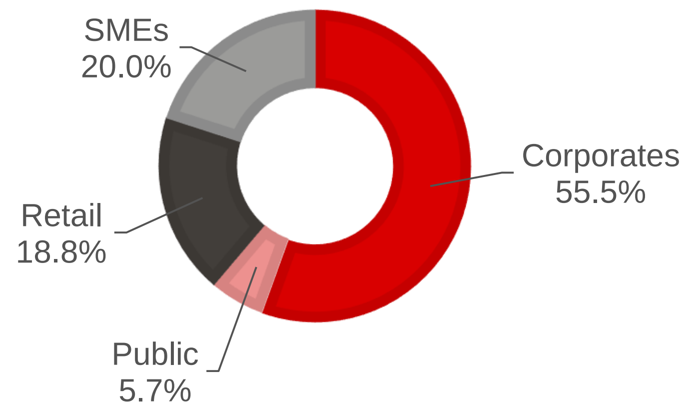


Total Deposits

2017 Total Deposits – ₦3.44 Trillion



2016 Total Deposits – ₦2.98Trillion



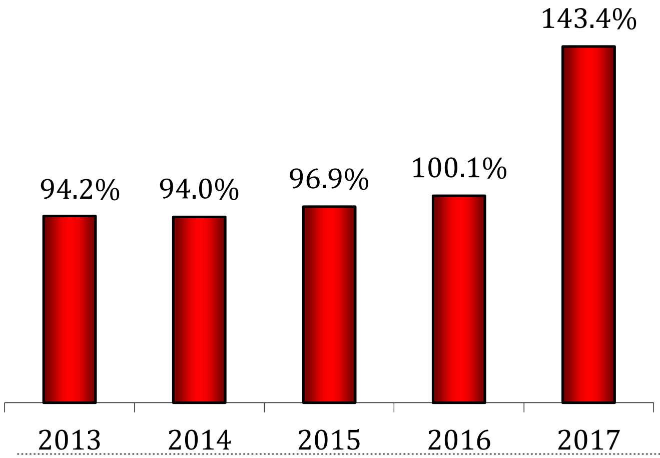
ZENITH BANK®

3. Risk Management

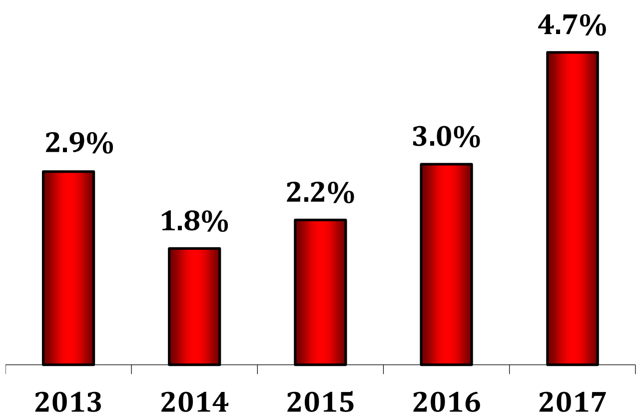
Healthy Risk Assets Portfolio

Historically strong risk management have resulted in a contained NPL ratio, with robust coverage levels that compare favourably with peers and the sector.

NPL Coverage Ratio



NPL Ratio



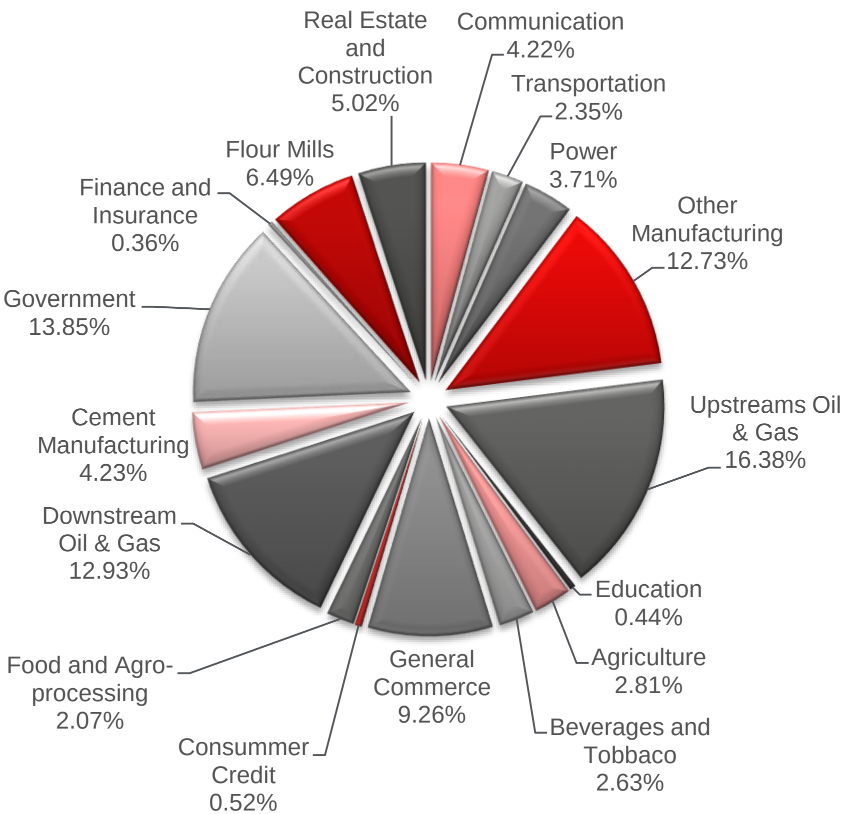
Our Risk Management Strategy

- ✓ The Group adopts a complete and integrated approach to risk management that is driven from the Board level to the operational activities of the bank.
- ✓ Risk management is practiced as a collective responsibility coordinated by the risk control units and is properly segregated from the market facing units to assure independence.
- ✓ The process is governed by well defined policies and procedures that are subjected to continuous review and are clearly communicated across the group.
- ✓ There is a regular scan of the environment for threats and opportunities to improve industry knowledge and information that drives decision making.
- ✓ The group maintains a proacive approach to business and ensures an appropriate balance in its risk and reward objectives.
- ✓ Risk culture is continuously being entrenched through appropriate training and acculturation.
- ✓ **Loans to Oil & Gas Sector:** Although the price of crude oil has recovered from its 2016 lows and is currently trading above $60 per barrel, the bank has put in place the following to guide against delinquent loans:
  - ➢ Hedges against drop in crude oil price for customers with loans
  - ➢ Encourage customers to increase production capacity to generate more cash flows
  - ➢ Customers are advised to diversify into gas production
  - ➢ Restructuring of loans in line with expected cash flow
- ✓ **Loans to Power Sector:**
  - ➢ Zenith Bank advanced loans to DISCOs with high cash generating capacity
  - ➢ The bank supported customers with other thriving businesses

Focused Risk Management via Portfolio Diversification

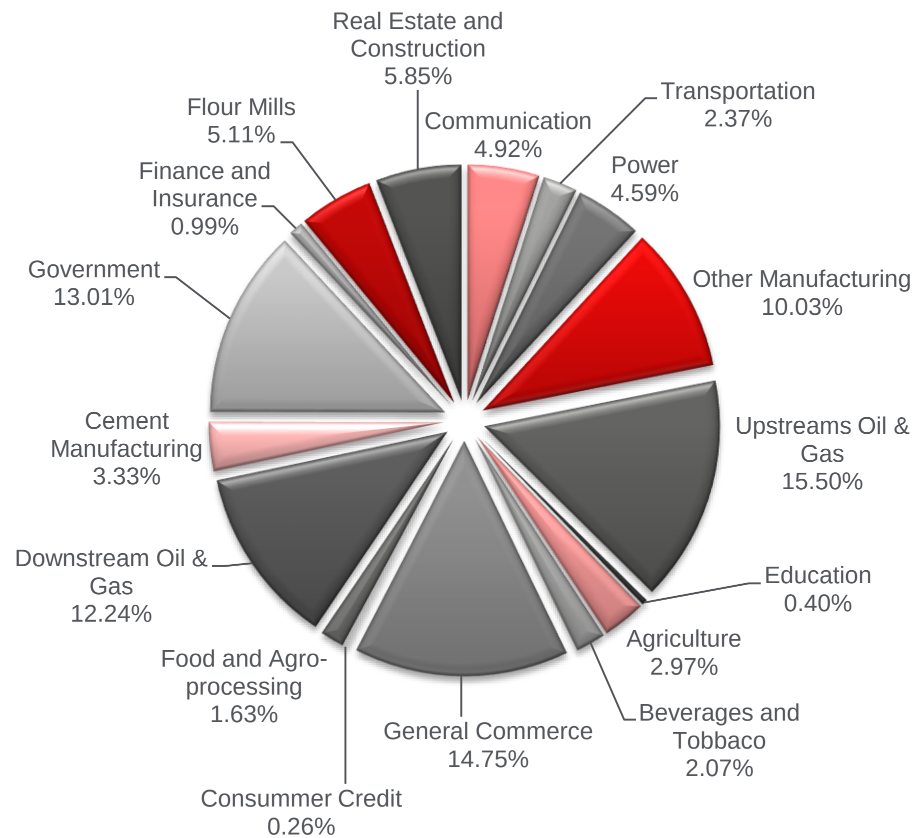
Well diversified loan portfolio across sectors supports asset quality.

Loans by Sector – 2017



Gross Loans – N2.25 Trillion

Loans by Sector – 2016

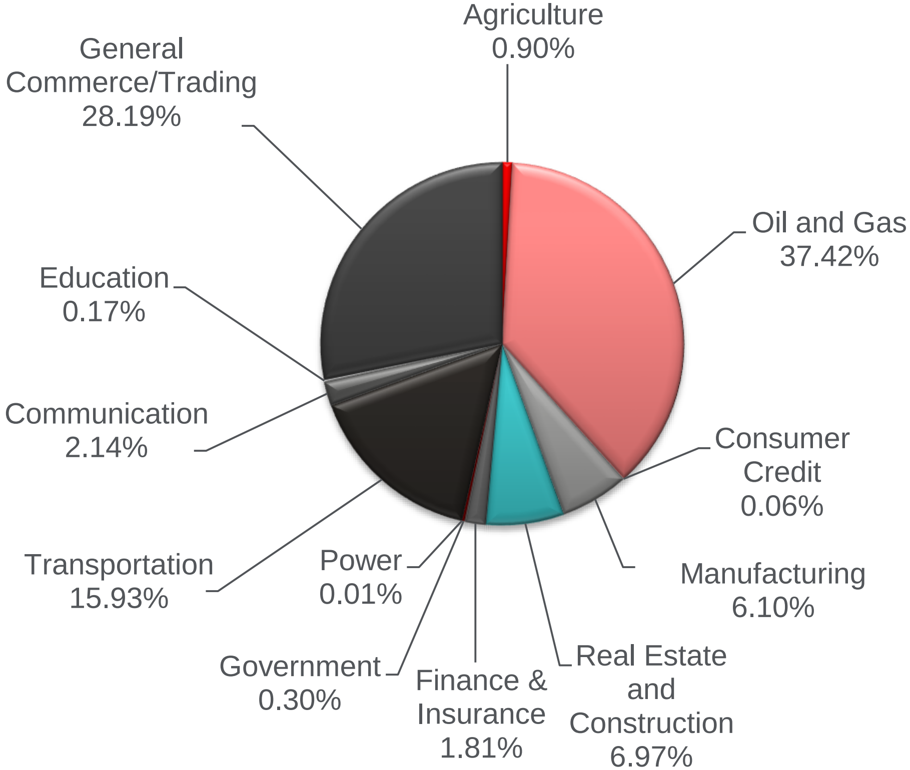


Gross Loans – N2.36 Trillion

NPL by Sectors

Zenith Bank continues to develop its risk management strategy and improve on the quality of its loan portfolio.

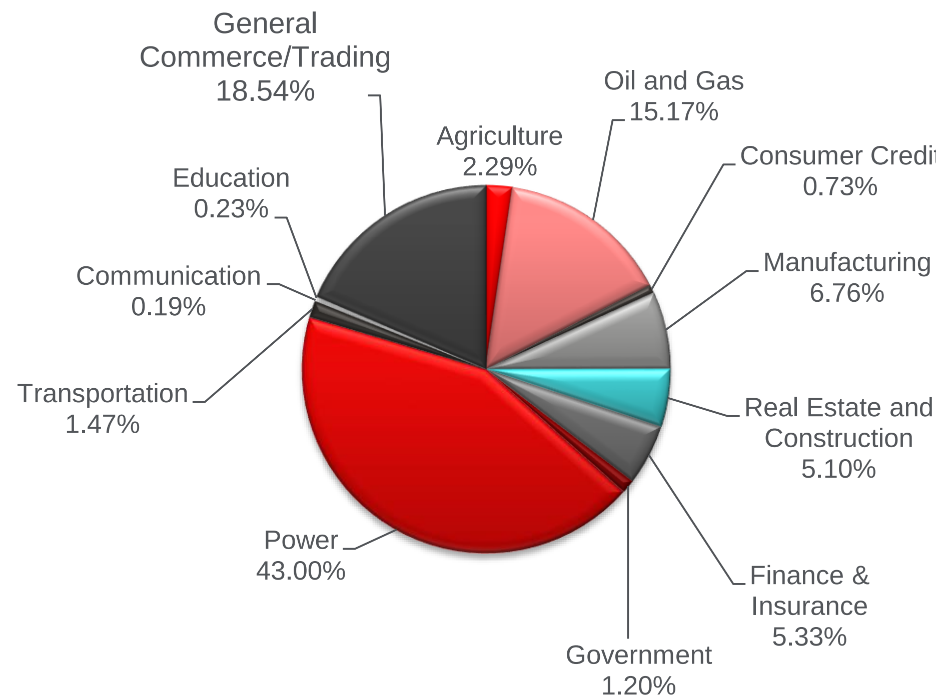
2017



Total NPLs – N105.87 Billion

NPL Ratio – 4.7%

2016



Total NPLs – N71.37 Billion

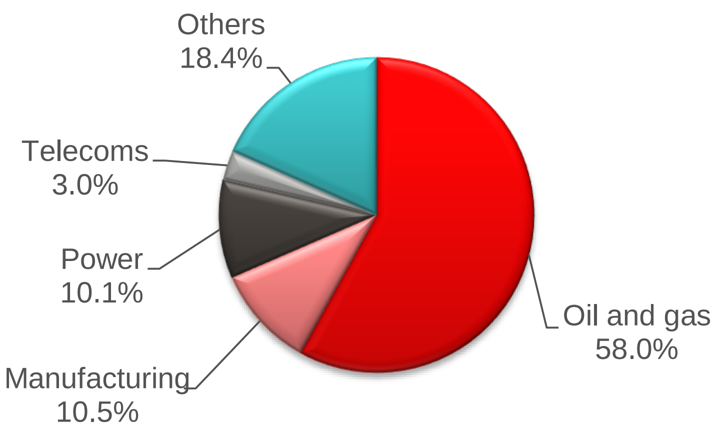
NPL Ratio – 3.0%

Foreign Currency Loans & Restructured Loans

Well diversified loan portfolio across sectors support asset quality.

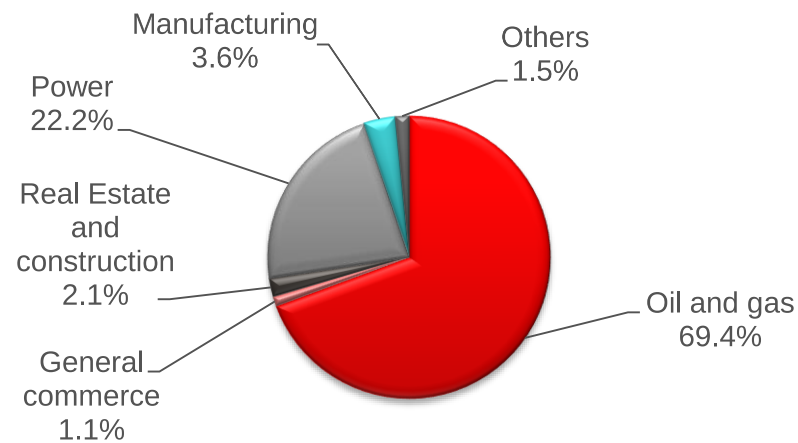
Foreign Currency Loans – 2017

USD loans by sector	US$' m	N'm	% to US$ loans	% to Gross loans
Oil and gas	1,247	413,018	57.4%	18.3%
Manufacturing	231	76,479	10.4%	3.4%
Power	222	73,595	10.0%	3.3%
Telecoms	67	22,023	3.0%	1.0%
Others	404	133,951	18.2%	5.9%
Total US$ loans	**2,171**	**719,066**	**100.0%**	**31.9%**



Cumulative Restructured Loans – 2017

Restructured Loans by sector	N'm	% to Restructured loans	% to Gross loans
Oil and gas	187,280	69.39%	8.32%
General commerce	2,995	1.11%	0.13%
Real Estate and construction	5,756	2.13%	0.26%
Power	59,961	22.22%	2.66%
Manufacturing	9,806	3.63%	0.44%
Others	4,108	1.52%	0.18%
Total restructured loans	**269,907**	**100.00%**	**11.98%**

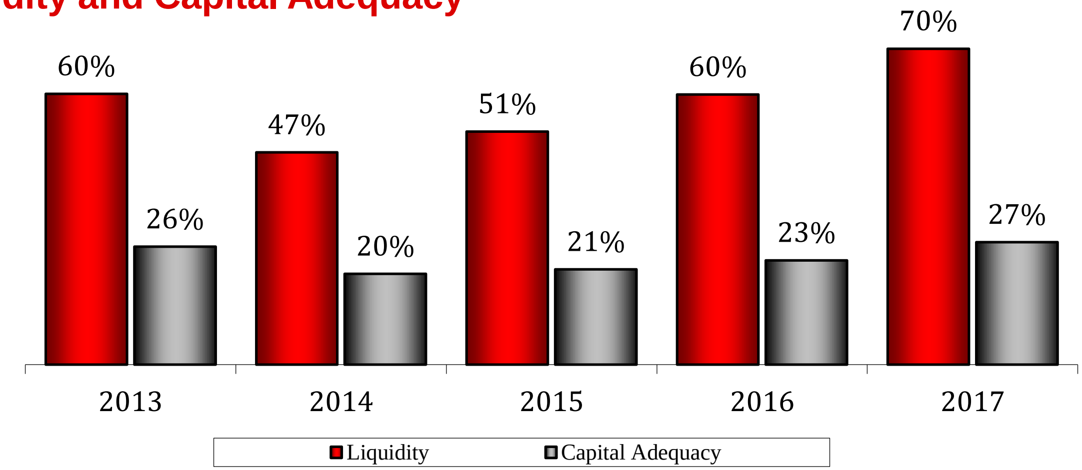


ZENITH BANK®

Strong Capitalisation and Liquidity

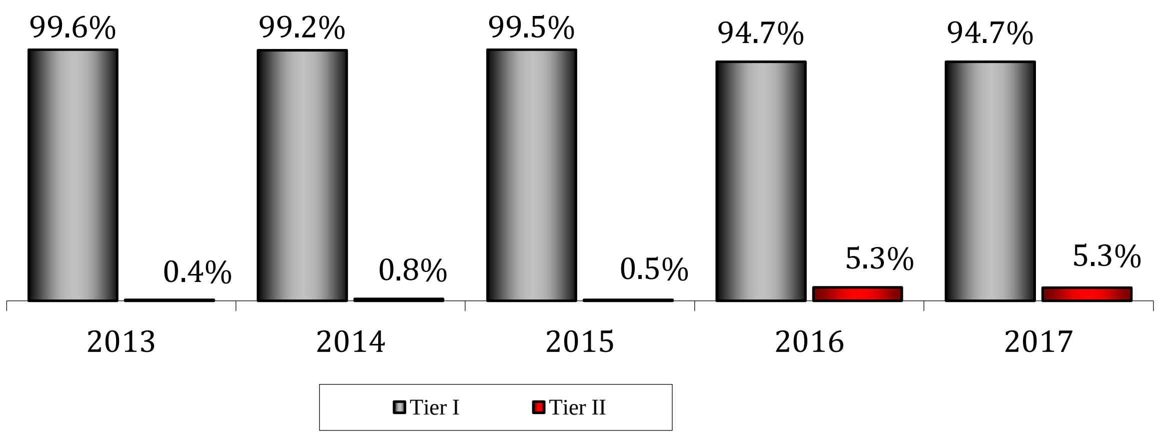
Liquidity buffer well in excess of regulatory requirements. Solid and high-quality capital position provides room for further growth and has supported Zenith Bank's historically strong dividend payout ratio.

Liquidity and Capital Adequacy



Capital and liquidity ratios for the Bank – well above industry requirements of 30% for Liquidity and 15% for Capital Adequacy Ratio (Banks with international authorisation which are also systematically significant)

Capital Mix



Capital base – predominantly made up of Tier 1 (core capital) which consists of mainly share capital and reserves created by appropriations of retained earnings

ZENITH BANK®

4. Strategy & Outlook

Strategies for driving our vision

1

Compete aggressively for market share, but focus on high quality assets and top-end relationships while adopting cost reduction strategies

- The Bank focuses on cost effective deposits from the retail end of the market to lend to the corporate end with emphasis on emerging business opportunities
- Encourages strong risk management and corporate governance practices

2

Delivering superior service experience to all clients and customers

The Bank accomplishes this strategy by:

- Use of robust digital platform
- Consistent focus and investment in attracting and keeping quality people
- Employing cutting edge technology
- Deploying excellent customer service

3

Develop specific solutions for each segment of our customers base

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

4

Trading Management

- We are taking advantage of our liquidity in Naira and foreign currencies to optimize our yields in the FX and money markets.

5

Retail

- Deepen retail market penetration by leveraging on our retail platforms
- Continue to create innovative solutions to grow market share.

ZENITH BANK®

Our Key Growth Target Sectors

Driving profitability with our competitive advantages

Identified Growth Sectors	Competitive Advantage
• Agriculture • Infrastructure • Manufacturing • Petrochemicals • Real Estate and Construction • Retail • Service Industry • Telecoms • Transportation and General Commerce	• Strong capital and liquidity • Strong brand • Strong international rating • Extensive branch network • Robust ICT and E-bank channels • Well motivated staff force • Excellent customer services

Outlook and Prospects for FY2018

- **Retail Banking:** The bank will continue to grow its retail business especially in liability generation. This will be achieved through the deployment of innovative products in mobile banking, internet banking and cards services. The capturing of bio-data of all bank's customers across the industry into a single data base has also boosted our retail banking business. Each customer now has a unique Biometric Verification Number (BVN) and this has helped to reduce fraud in the banking system.

- **Agriculture:** The Federal government's resolve to boost the agricultural sector in the country would no doubt create quite a number of opportunities in the areas of funding, job creation and indeed food security to Africa's most populous nation. Various Funding Schemes to ensure that the country's economy is diversified have been put in place. These include Commercial Agriculture Credit Scheme (CACS) that has 159 projects and Nigeria Incentive-Based Risk Sharing for Agricultural Lending (NIRSAL). Others are Seed and Fertilizer Scheme launched for banks to lend at a subsidized rate to local farmers and the value chain for the production of fertilizer. Zenith Bank has played a major role in this sector to support the various government's projects aimed at boosting our economy.
- **Deposit Base:** Our drive for low cost and appropriately mixed deposit base to fund our credit and money market transactions would continue in FY2018. We are committed to be a dominant player in the money market space to drive up income and profitability going forward.

- **Customer Services:** At the center of the Group's pursuit of excellent customer service, we would continue to focus on strengthening our relationship management in a bid to surpass stakeholders' expectations.

- **Investments in Technology and Product Innovations:** The Group has over the years become synonymous with the use of ICT in banking and general innovation in the Nigerian banking industry. We have renewed our commitment in ensuring that all our activities are anchored on the e-platform and providing service delivery through the electronic media to all customers irrespective of place, time and distance. Zenith group only recently scored another first, becoming the first Nigerian institution to be awarded a triple ISO certification by the British Standards International (BSI): the ISO 22301, 27001 and 20000 standards

- **Risk Assets:** The Group would continue to seek opportunities to grow its risk assets while maintaining a low NPL ratio and sustaining our improved coverage ratio. We would continue to strive for the optimal protection of our shareholders' wealth through the continuous review and improvement of our risk management culture and processes

- **Manufacturing and Real Sector:** More emphasis will be placed on manufacturing and the real sector by providing support to local production. This is expected to drive the self sustainability policy of the federal government.

Guidance for FYE 2018

	FYE 2018 Guidance	FYE 2017 Achieved	FYE 2017 Guidance
PBT	N210.0bn	N203.5bn	N160.0bn
Effective Tax Rate	13.00%	12.55%	18.00%
PAT	N182.7bn	N177.9bn	N131.2bn
ROAE	23.40%	23.30%	19.00%
ROAA	3.45%	3.40%	3.00%
NIM	8.69%	9.00%	7.50%
Cost of Funds	4.00%	5.20%	4.50%
Cost of Risk	3.10%	4.30%	1.50%
Cost to Income	51.80%	52.70%	53.00%
Deposit Growth	5.00%	15.20%	10.00%
Loan Growth	10.00%	-4.60%	15.00%
Loan to Funding	65.00%	60.50%	70.00%
Capital Adequacy	24.20%	27.00%	19.00%
Liquidity Ratio	60.00%	69.70%	45.00%
NPL	3.50%	4.70%	3.50%
NPL Coverage	110.00%	143.40%	95.00%

Thank you