



# 2023 FULL YEAR **REPORT**

Presentation to  
Investors & Analysts



# Agenda

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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 concrete bridge with several pillars spans across a body of water. The water reflects the blue and white lights from the bridge's base. In the background, a large industrial facility with numerous cranes and buildings is illuminated by warm yellow and orange lights. The sky is dark. A semi-transparent red banner is overlaid on the left side of the image, containing the title text.

# Operating Environment & Non-financial Highlights

# Macroeconomic and Operating Environment Overview

## Real GDP Growth:

- Nigeria's real GDP grew by 3.46% y/y in Q4 2023. This was driven mainly by the Services sector which recorded a growth of 3.98% thereby contributing 56.55% to the aggregate GDP.

## Headline Inflation:

- 2023 YE inflation rate of 28.92% was higher than that of 2022 by 7.58%.
- Headline inflation rose to 31.7% y/y in Feb'24 from 29.9% y/y recorded in Jan'24.
- Over the same period, food inflation rose by 2.51% to close at 37.9% y/y while core inflation rose to 24.67% y/y.

## Oil Production & Price:

- OPEC average monthly basket price fell by 16.5% QoQ to \$79.0/bbl in Q4 2023. This rose to \$84.2/bbl in Mar'24 while the current daily price stands at \$91.1/bbl as at 5th April 2024.
- Nigeria recorded an average daily oil production of 1.55 mbpd in Q4 2023, an increase of 0.10 mbpd from 1.45 mbpd recorded in Q3 2023. Oil production for Feb 2024 stood at 1.32 mbpd.

## Foreign Reserves:

- Nigerian foreign reserves decreased by 0.9% QoQ from \$33.2bn recorded at the end of Q3 2023 to \$32.9bn recorded in Q4 2023. The foreign reserves currently stands at \$33.4bn as at 5th April 2024.

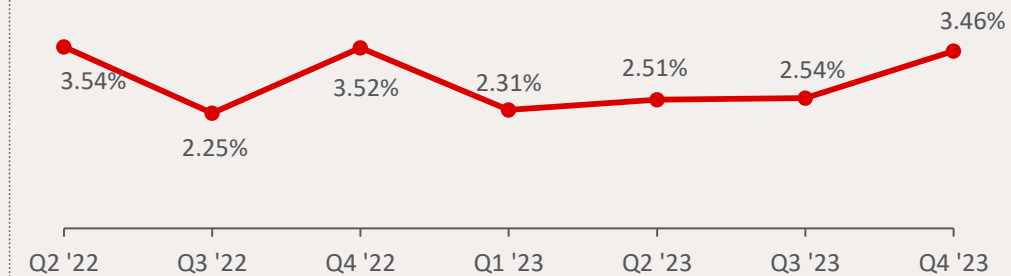
## Exchange Rate:

- As at 2023 FYE, the local currency (NGN) had depreciated by about 106% YoY against the USD. NAFEX (I&E) window exchange rate (NGN/USD) as at 2023 FYE – 951.79 (2022 FYE NAFEX – 461.1) .
- End of Q1 2024 exchange rate was NGN1,303.33/USD.

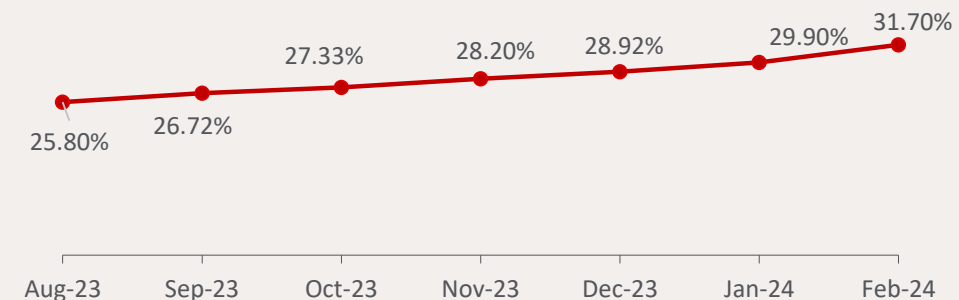
## Cash Reserve Ratio (CRR) & Monetary Policy Rate (MPR):

- The Monetary Policy Committee (MPC) of the Central Bank of Nigeria (CBN) has moved the MPR upward by a total of 600 bps from 18.75% arising from the two meetings held to date. MPR presently stands at 24.75% as at last MPC meeting held 25th and 26th March 2024.
- CRR was also reviewed upwards from 32.5% to 45%; Asymmetric window - +100/-300. Liquidity ratio held constant at 30%.
- At FYE 2023, Cash Reserve Ratio (CRR) - 32.5%; Monetary Policy Rate (MPR) – 18.75%; Asymmetric window – +100/-300 bps, and Liquidity Ratio - 30%.

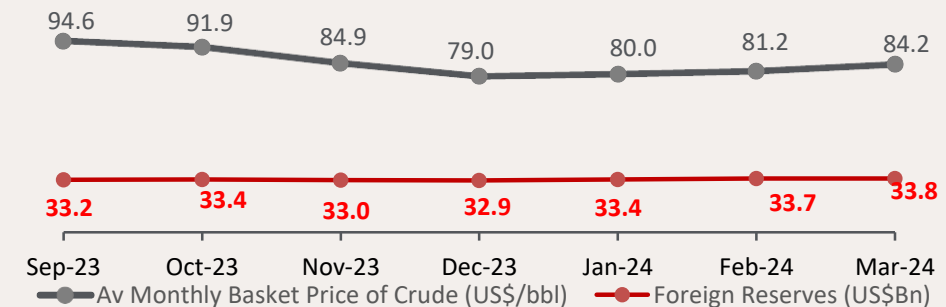
## GDP Growth Rate



## Inflation Rate



## Foreign Reserves / Oil Price



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

## Macroeconomic and Operating Environment Overview Contd.

- Nigeria is now an attractive market for FDIs in both capital markets and money markets. This is as a result of the increase in the pricing of government securities arising from monetary policy rate hikes intended to curb inflation.
- Effective 1 February 2024, banks are to maintain a Net Open Position (NOP) limit of overall FX assets and liabilities not exceeding 20% short or 0% long of shareholders' funds unimpaired by losses.
- Changes made to allowable deviation limit on the Price Verification System (PVS) portal for exports and imports to -15% and +15% of the global average prices, respectively.
- Settlement of forwards contract by the Central Bank of Nigeria (CBN), while outstanding items of about \$2.4bn are being reviewed.
- The allowable channels for the payout of personal and business travel allowance (PTA & BTA) now limited to electronic channels, including debit or credit cards.
- Activation of the Banking Sector Recapitalization Program by the CBN, requiring banks to increase their equity capital to a specified amount according to their licence category and authorization within the next two (2) years.
- Despite a 55% depreciation as at year end 2023 and an all-time low of N1,620/USD as at March 8 2024, the Naira has appreciated to c.N1,200/USD as at April 12 2024. According to Goldman Sachs, the Naira emerged as the best performing currency in April 2024.

# Our Investment Proposition

Market supremacy in both the corporate and retail space, strong capital and liquidity buffer, robust ERM practices and excellent value creation for shareholders supported by remarkable 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.
- Controls significant market share (circa 50%) in non-oil export business in Nigeria.

## Strong Focus on Risk Management:

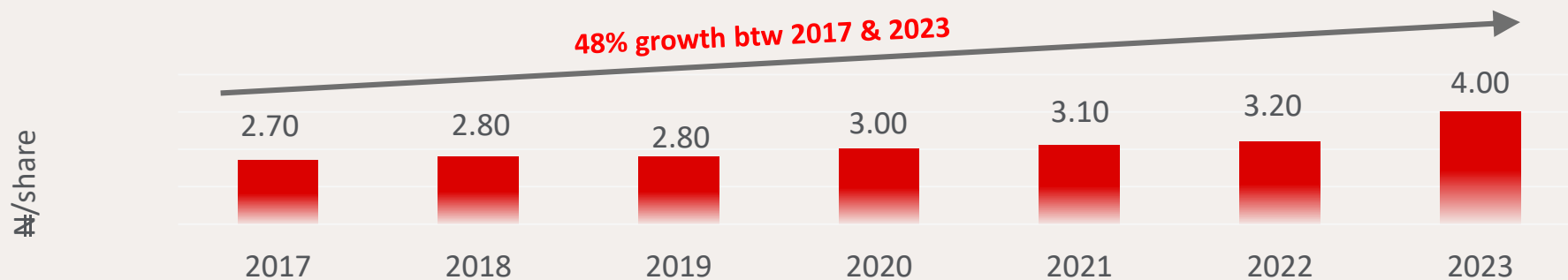
- NPL ratio came in at 4.4% with a coverage ratio of 191.1%.
- The Group will continue to enhance its risk management practices so as to maintain the highest quality of risk assets.

## 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 Positive Outlook

## Consistent and Growing Dividend Payout:

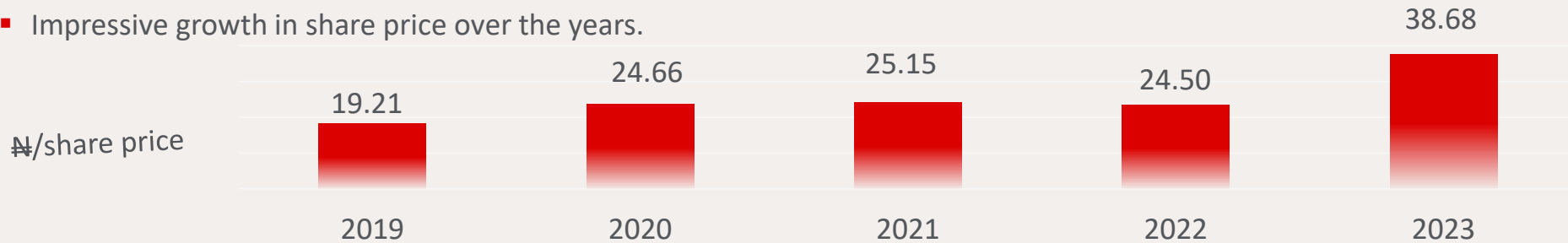
- Good and consistent dividend payout to its investors.



# Our Investment Proposition Contd.

## Sustained value creation:

- Institution with strong capital buffers and best in class talents.
- Largest market capitalization in the banking industry as at 31 December 2023.
- Impressive growth in share price over the years.



## Thriving in the retail and digital space:

- Continues to attract and grow its share of retail customers and retail business in the market.
- Deployment of state of the art technology for further banking penetration.
- Operational efficiency and resilience evidenced by the yearly recertification of 03 ISO Standards.
- Overhaul of entire IT infrastructure, bringing all subsidiaries on the same IT framework to enhance operational efficiency across the Group.

## Activation of its strategic growth plans via:

- Expansion to new territories to be kick started by upcoming Third Country Branch in Paris, France.
- Expansion into new business verticals such as Fintech services, as part of the benefits of forthcoming adoption of Holdco structure.









## 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

		FYE 2023	FYE 2022	GROWTH
Number of Customers		33,069,875	28,987,074	14%
Number of Cards Issued		25,653,330	21,832,175	18%
Number of active POS Terminals		414,192	233,024	78%
Agents		105,810	93,271	13%
Number of ATM Terminals		2,102	2,108	0%
Number of Branches		447	446	0%

- ### ON-BOARDING CHANNELS
- ZIVA
  - USSD ( \*966\*0\*# )
  - Zenith Mobile App
  - www.zenithbank.com
  - Zenith Bank ATMs
  - Zenith Bank Branches
  - Zenith Bank Agents






### SHARE HOLDINGS

	Number of Shareholders
	<b>645,637</b>

### PRODUCT INNOVATIONS

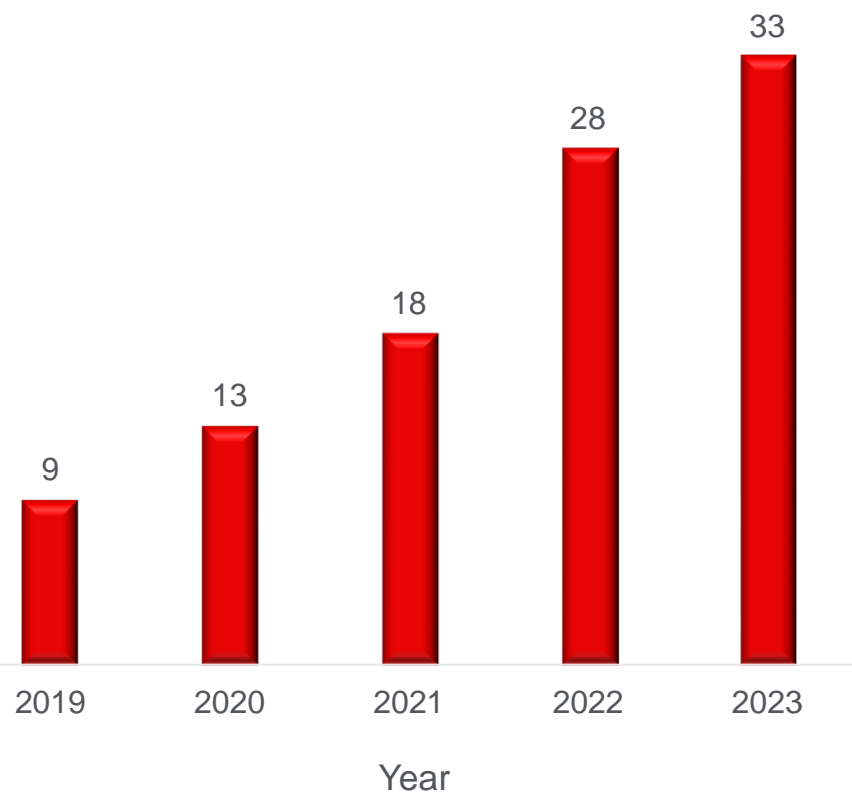
QR Solutions
Virtual Debit Card
ZiVA on WhatsApp (07040004422)
Emergency USSD Code ( *966 *911# )
Biometric ATM operations
API Banking Service
ZiVA Stores

### SOCIAL MEDIA FOLLOWING

	6,613,599
	608,324
	1,602,239
	242,898
	37,703,688 (views)

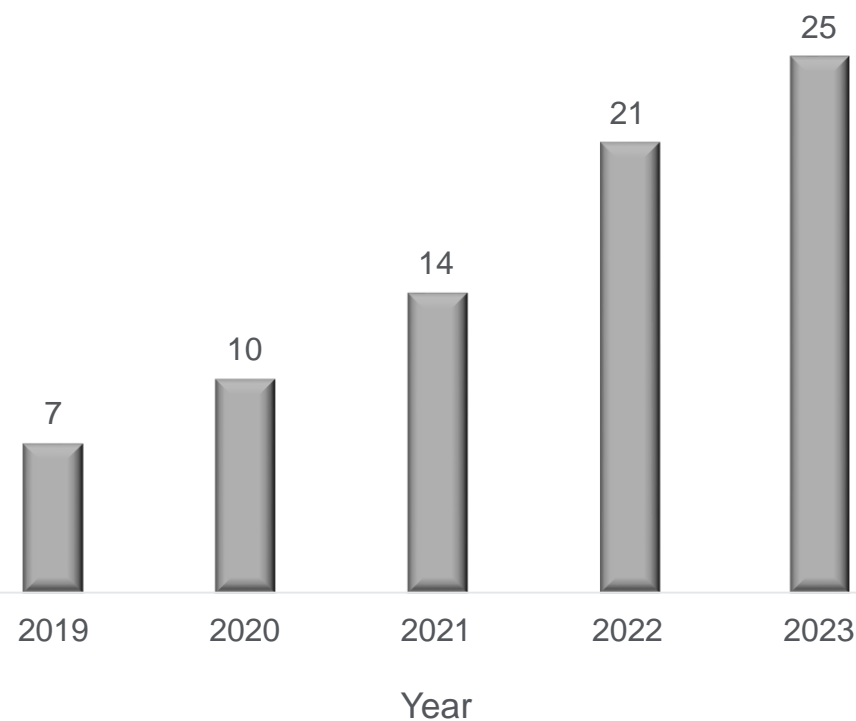
## Number of Customers

Total Number of Customers (millions)



## Number of Cards Issued

Total Number of Cards Issued (millions)



# Non-financial Highlights – Awards and Recognitions



**Number One Bank in Nigeria by Tier-1 Capital  
(2023)**



**Best Bank in Nigeria (2024)**



**Bank of the Year (2023)**



**Best Corporate Governance  
'Financial Services' Africa (2023)**



**Best Commercial Bank in Nigeria (2023)**



**Best Corporate Governance, Nigeria (2023)**



**Most Sustainable Bank, Nigeria (2023)**



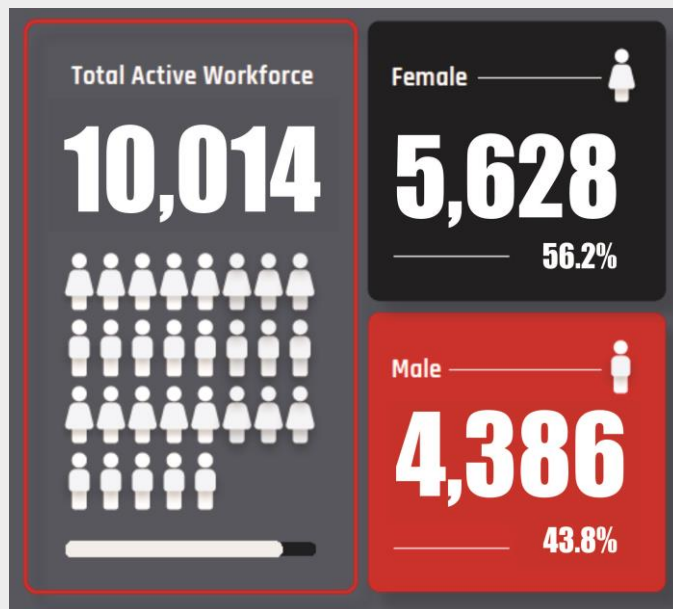
**Best Bank for Digital Solutions,  
Nigeria (2023)**

# Non-financial Highlights: Environmental, Social and Governance (ESG)

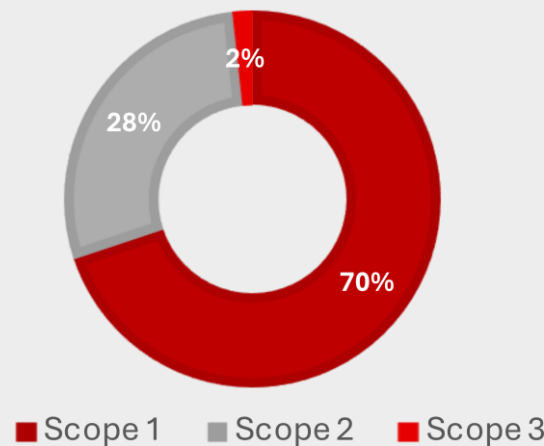
Sustainability is an integral part of our corporate identity and at the heart of our business. We evaluate our corporate success against key sustainability metrics, and remain committed to upholding the highest sustainability standards in the industry.

Here are just a few highlights of metrics we are tracking:

● Workforce gender diversity & balance



● Active tracking & measurement of our CO2 emissions footprint



● Increased social & developmental investments



# Non-financial Highlights: Environmental, Social and Governance (ESG) Contd.

Zenith Bank adheres to global sustainability principles and standards to ensure that corporate action is aligned with international best practices.

Each budgetary category and related project is carefully selected in ensuring alignment with the global sustainable development goals (SGDs)

CATEGORY	PROJECT/INITIATIVE	AMOUNT (NGN)	SDG CLASS
Education	Construction of school buildings	1,403,297,701.18	4,10,17
Women and Youth empowerment	Community Outreaches	1,194,916,666.66	1,5,8,10,17
State Government Infrastructure	Reconstruction of roads and Markets	1,117,605,660.50	9,11,17
Security	State Security Funds	109,196,737.44	11,16,17
Health	Various Health and Medical Initiatives	105,800,000.00	3,10,17
Sports Development	Zenith Women's Basket League	75,066,668.00	3,17



# Non-financial Highlights: Other Social Impact/ESG Footprint

- Publication of the Zenith Bank Sustainability Report.
- Sponsorship of War Against Addictions (WAA) Schools' Tour.
- Sponsorship of students for Microsoft Office Specialist World Championship.
- Sponsorship of Female Basketball League.
- Sponsorship of "Pad-a-Queen" Initiative.
- Donation of White Canes to Nigeria Association.
- Zenith Bank Financial Literacy Drive.
- Donation to care homes for children with different disabilities.
- 2023 Zenith Bank Tech Fair – Zenith Hackathon.
- 2023 Zenith Bank Christmas Youth Parade.
- Ajose Adeogun Street Christmas Light-up and Decorations, 2023.
- Z-Woman and SME for Women Initiative.

# Group Results



# Financial Highlights – FYE 2023

- Strong earnings and impressive capital buffer.

## Income Statement

Gross earnings:	
<b>₺2.13Tn</b>	<b>+125% YoY</b>
Net-interest income:	
<b>₺736.2Bn</b>	<b>+101% YoY</b>
Non-interest income:	
<b>₺918.9Bn</b>	<b>+141% YoY</b>
Profit before tax:	
<b>₺796.0Bn</b>	<b>+180% YoY</b>
Profit after tax:	
<b>₺676.9Bn</b>	<b>+202% YoY</b>

## Balance Sheet

Customers' deposits:	
<b>₺15.17Tn</b>	<b>+69% YoY</b>
Gross loans:	
<b>₺7.06Tn</b>	<b>+71% YoY</b>
Total assets:	
<b>₺20.37Tn</b>	<b>+66% YoY</b>
Total shareholders' funds:	
<b>₺2.32Tn</b>	<b>+68% YoY</b>

# Financial Highlights – FYE 2023 Contd.

- Stellar prudential ratios.

<b>Key Ratios</b>			
	<b>31-Dec-23</b>	<b>31-Dec-22</b>	<b>% change</b>
Earnings per share (EPS)	<b>N21.55</b>	<b>N7.14</b>	202%
Return on average equity (RoAE)	<b>36.6%</b>	<b>16.8%</b>	118%
Return on average assets (RoAA)	<b>4.1%</b>	<b>2.1%</b>	95%
Net interest margin - NIM	<b>7.3%</b>	<b>7.3%</b>	0%
Cost of funds	<b>3.0%</b>	<b>1.9%</b>	(58%)
Cost of risk	<b>7.3%</b>	<b>3.2%</b>	(128%)
Cost-to-income ratio	<b>36.1%</b>	<b>54.4%</b>	34%
Liquidity ratio (Group)	<b>71.0%</b>	<b>75.0%</b>	(5%)
Liquidity ratio (Bank)	<b>45.0%</b>	<b>67.0%</b>	(33%)
Loan-to-deposit ratio (Group)	<b>46.5%</b>	<b>45.9%</b>	1%
Loan-to-deposit ratio (Bank)	<b>52.8%</b>	<b>51.6%</b>	2%
Capital adequacy ratio (CAR)	<b>21.7%</b>	<b>19.8%</b>	10%
Non-performing loan ratio (NPL)	<b>4.4%</b>	<b>4.3%</b>	(2%)
Coverage ratio	<b>191.1%</b>	<b>115.9%</b>	65%

# Income Statement

- Strong profit before tax (PBT), bolstered by growth in interest income and trading gains.

(N'million)	Group 2023	Group 2022	YoY Change
Gross earnings	2,131,750	945,554	125%
Interest and similar income	1,144,674	540,166	112%
Interest and similar expense	(408,492)	(173,539)	135%
<b>Net interest income</b>	<b>736,182</b>	<b>366,627</b>	<b>101%</b>
Impairment charge	(409,616)	(123,252)	232%
<b>Net interest income after impairment charge</b>	<b>326,566</b>	<b>243,375</b>	<b>34%</b>
Net income on fees and commission	109,307	132,795	(18%)
Trading gains	566,973	212,678	167%
Other operating income	242,588	35,494	584%
Depreciation of property and equipment	(29,857)	(26,630)	12%
Amortization of intangible assets	(3,469)	(3,678)	(6%)
Personnel expenses	(124,415)	(86,412)	44%
Operating expenses	(291,731)	(222,972)	31%
<b>Profit before income tax</b>	<b>795,962</b>	<b>284,650</b>	<b>180%</b>
Income tax expense	(119,053)	(60,739)	96%
<b>Profit after tax</b>	<b>676,909</b>	<b>223,911</b>	<b>202%</b>

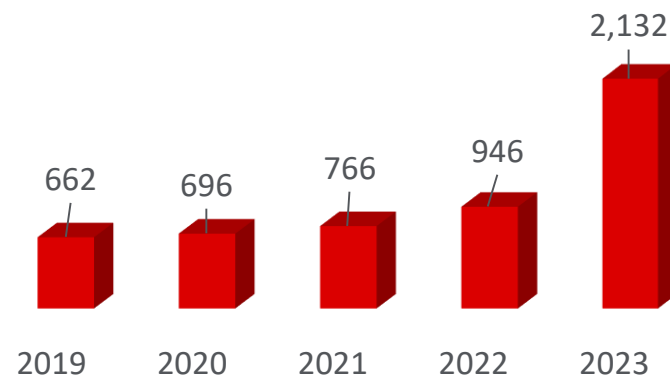
# Consolidating Earnings and Profitability



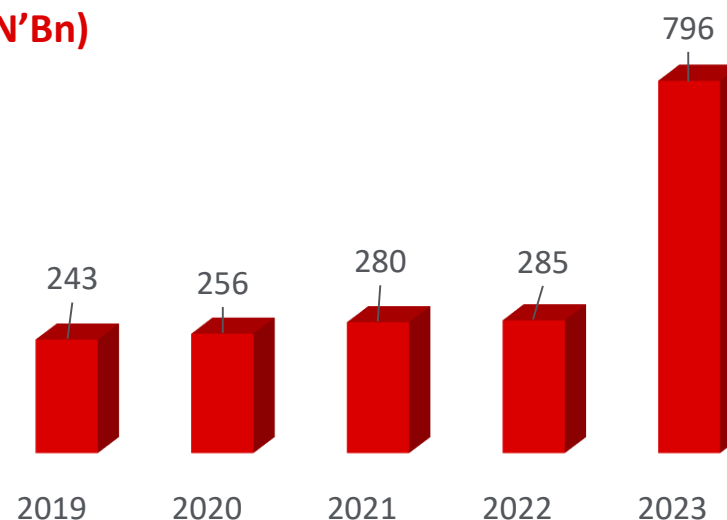
Zenith Group continues to deliver attractive earnings profile, supported by a robust revenue base.

- **Gross earnings** increased by 125% YoY from N946 billion in 2022 to N2.13 trillion in 2023.
- **PBT** increased by 180% YoY from N285 billion in 2022 to N796 billion in 2023.
- The growth in earnings and profitability was driven by significant growth in both interest and non-interest income.

## Gross earnings (N'Bn)



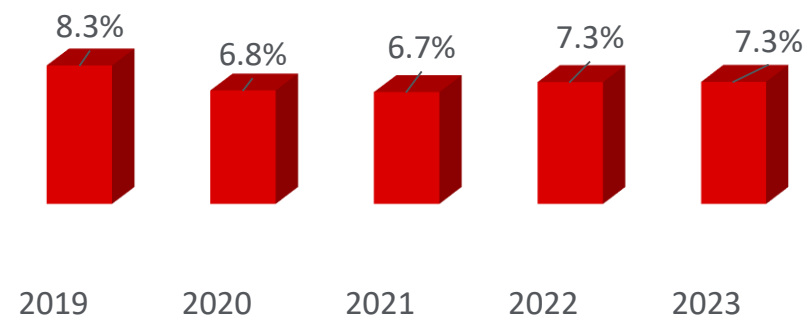
## PBT (N'Bn)



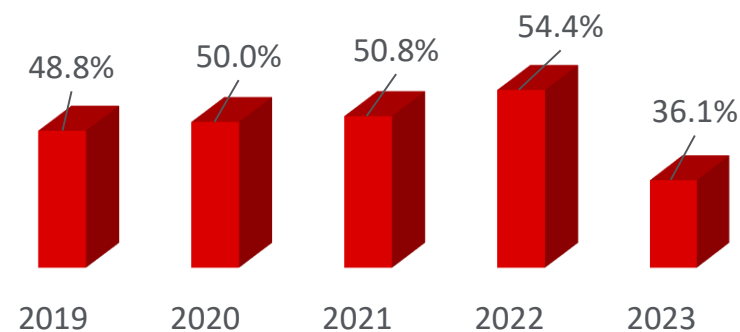
# Consolidating Earnings and Profitability Contd.

- **Net Interest Margin** - NIM remained flat YoY despite market volatility.
- **Cost of Funds** rose to 3.0% in 2023 from 1.9% recorded in 2022 as a result of consistent rate hikes during the year.
- **Cost-to-Income Ratio** fell from 54.4% in 2022 to 36.1% recorded in 2023, driven by a greater income growth rate as against expenses.

## Net Interest Margin



## Cost-to-Income Ratio

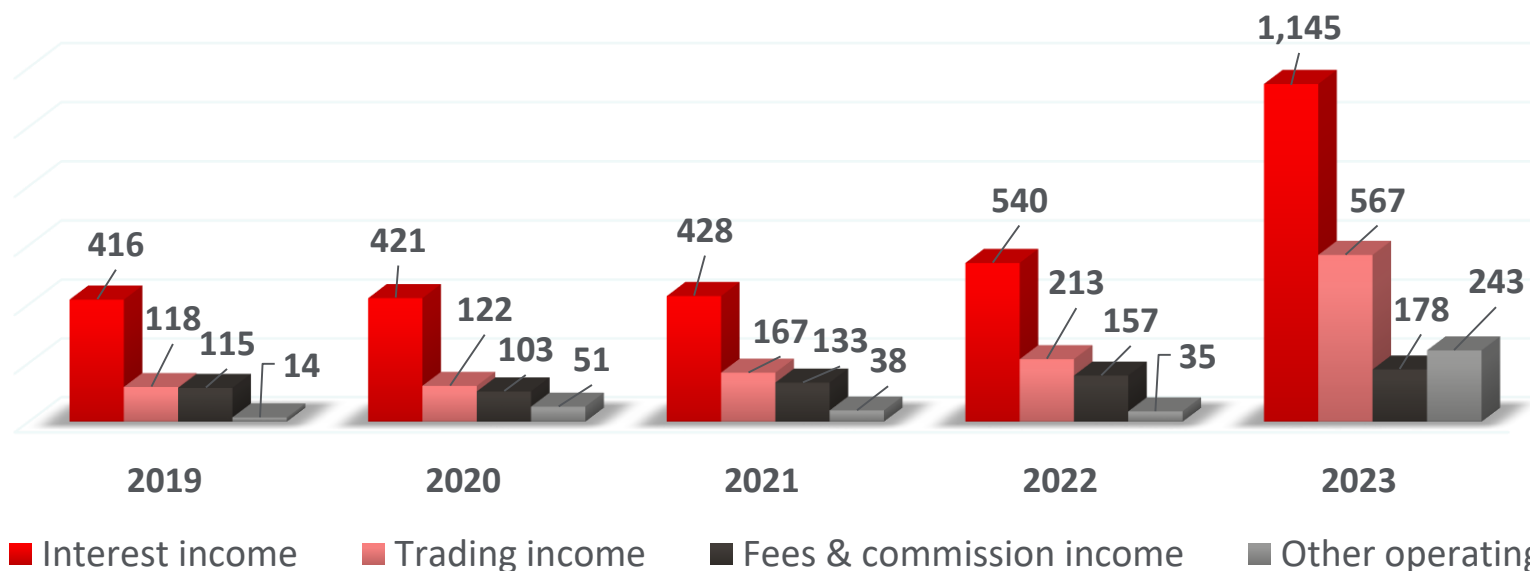


# Diversification of Revenue Base

- Contribution of non-interest income to total revenue increased from 42.9% in FYE 2022 to 46.3% in FYE 2023.

N'million	2023 % to Total Revenue		2022 % to Total Revenue		YoY
Interest income	1,144,674	53.7%	540,166	57.1%	111.9%
Trading income	566,973	26.6%	212,678	22.5%	166.6%
Gross Fees and commissions income	177,515	8.3%	157,216	16.6%	12.9%
Other operating Income	242,588	11.4%	35,494	3.8%	583.5%
<b>Non Interest Income</b>	<b>987,076</b>	<b>46.3%</b>	<b>405,388</b>	<b>42.9%</b>	<b>143.5%</b>
<b>Total Revenue</b>	<b>2,131,750</b>	<b>100.0%</b>	<b>945,554</b>	<b>100.0%</b>	<b>125.4%</b>

₦'Bn

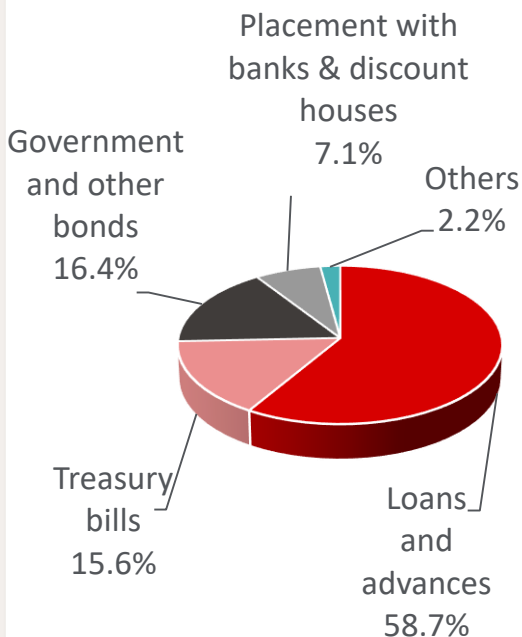


# Revenue Base: Interest Income Lines

- Increase in interest income across all elements, culminating in a 112% YoY growth.

## Interest Income

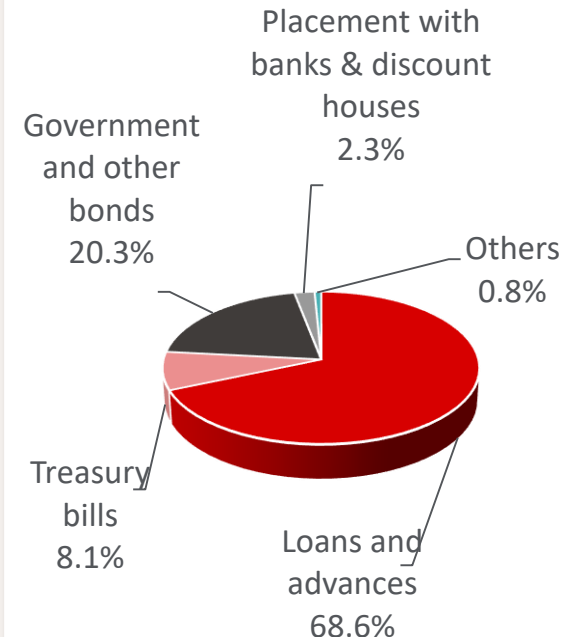
FYE 2023



N'million

	2023	2022	YoY
Loans and advances	671,920	370,446	81%
Treasury bills	178,967	43,609	310%
Government and other bonds	187,354	109,743	71%
Placement with banks & discount houses	81,822	12,270	567%
Others	24,611	4,098	501%
<b>Total</b>	<b>1,144,674</b>	<b>540,166</b>	<b>112%</b>

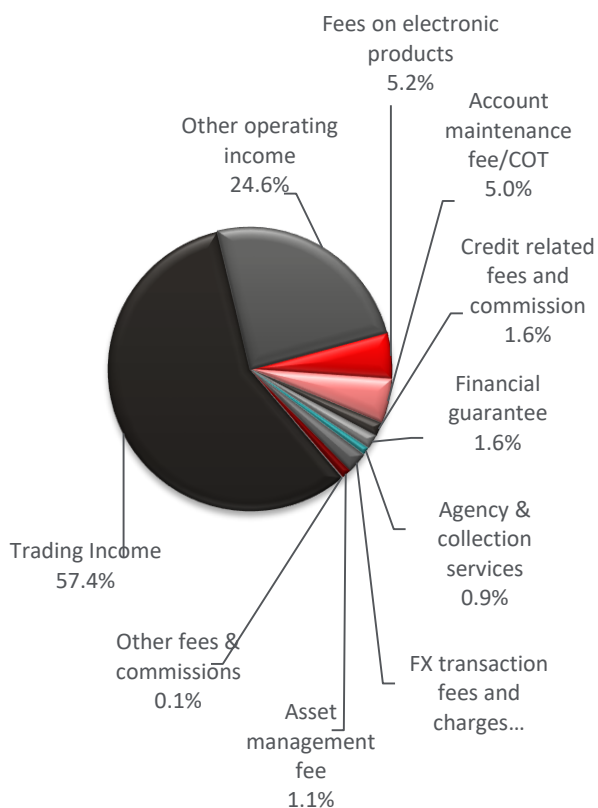
FYE 2022



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

- Non-interest income increased by 141% YoY as growth was recorded across most income lines.

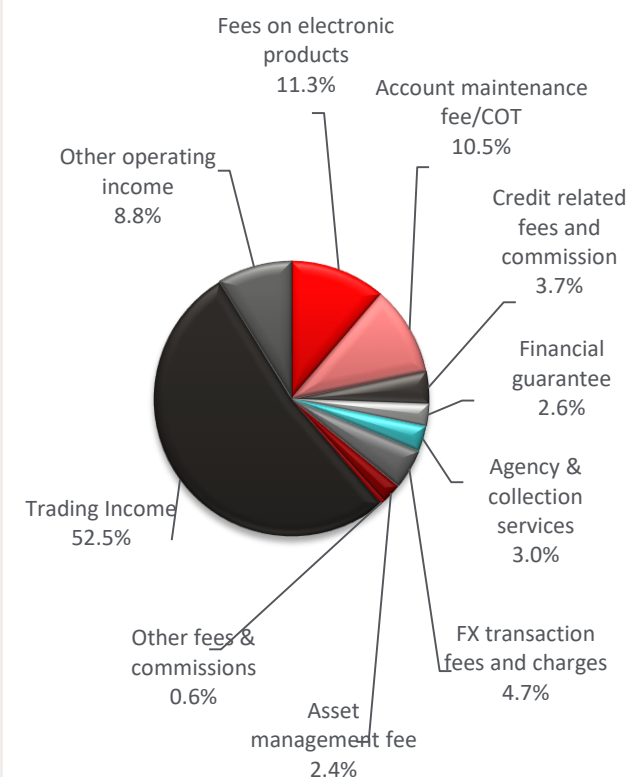
2023



N'million

	2023	2022	YoY
Fees on electronic products	51,818	45,739	13%
Account maintenance fees/COT	49,255	42,722	15%
Credit related fees and commission	16,048	15,150	6%
Financial guarantee	16,247	10,536	54%
Agency & collection services	8,460	12,221	(31)%
FX transaction fee and charges	23,908	18,940	26%
Asset management fee	10,956	9,595	14%
Other fees & commissions	823	2,313	(64)%
<b>Total fee &amp; commission income</b>	<b>177,515</b>	<b>157,216</b>	<b>13%</b>
Fees and commission expense	(68,208)	(24,421)	(179)%
<b>Net fee &amp; commission income</b>	<b>109,307</b>	<b>132,795</b>	<b>(18)%</b>
Trading Income	566,973	212,678	167%
Other operating income	242,588	35,494	583%
<b>Net non- interest income</b>	<b>918,868</b>	<b>380,967</b>	<b>141%</b>

2022

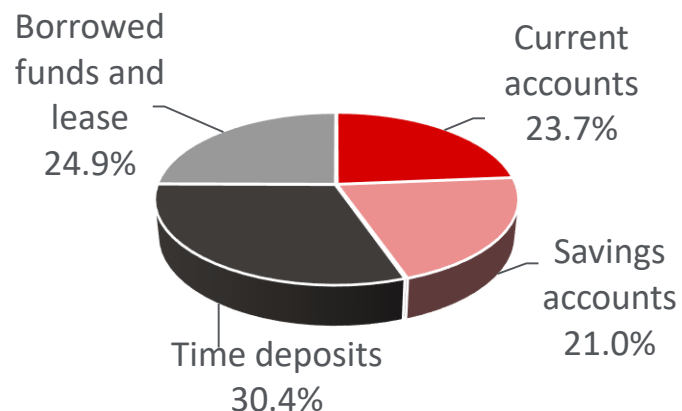




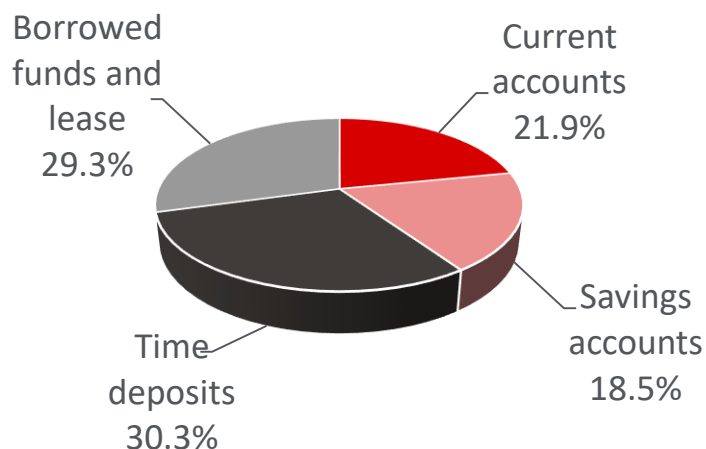
# Interest Expense: Funding Cost Optimization

## Interest Expenses

2023



2022



- Interest expense rose by 135% YoY, on the back of significant growth in deposits (69%), exchange rate and general increase in interest rate environment.

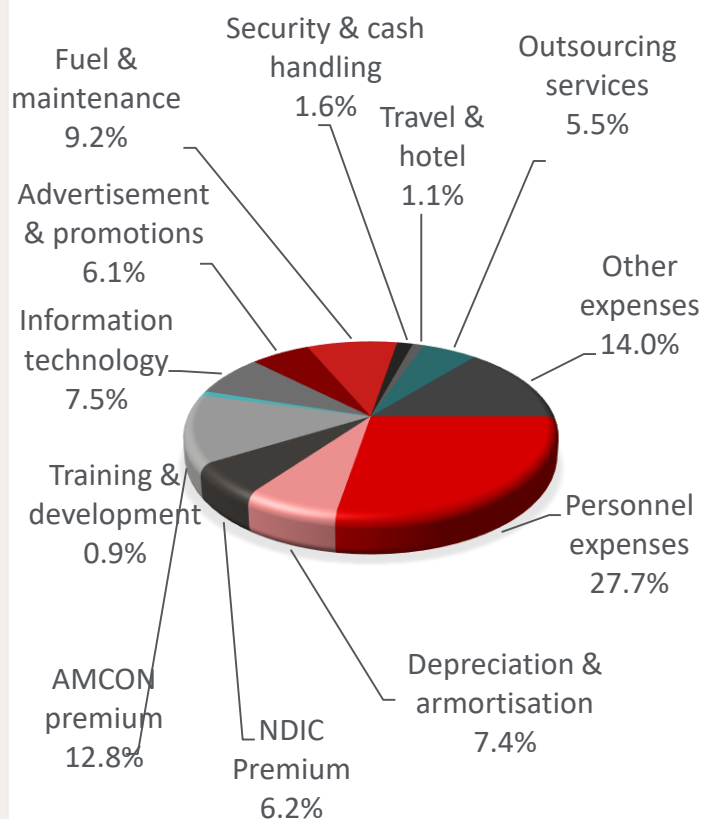
N'million	2023	2022	YoY
Current accounts	96,807	37,926	155%
Savings accounts	85,593	32,150	166%
Time deposits	124,348	52,634	136%
Borrowed funds and lease	101,744	50,829	100%
<b>Total</b>	<b>408,492</b>	<b>173,539</b>	<b>135%</b>

# Continuous Efforts Towards Cost Optimisation.

- Total operating expense grew by 32% YoY due to increase in regulatory charges and inflationary pressures.

## Total Operating Expenses

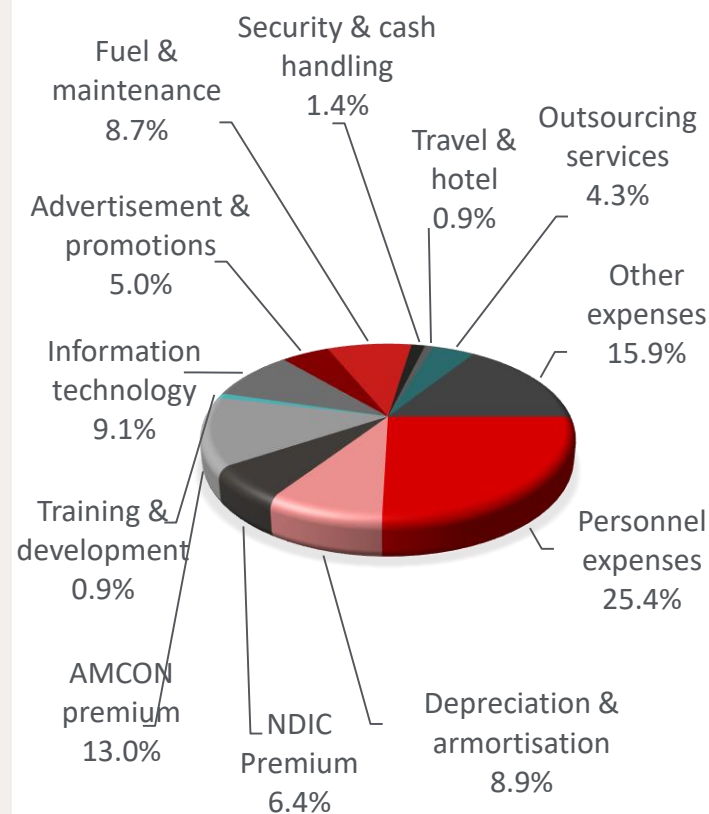
2023



N'million

	2023	2022	YoY
Personnel expenses	124,415	86,412	44%
Depreciation & amortization	33,326	30,308	10%
NDIC Premium	28,048	21,747	29%
AMCON premium	57,383	44,010	30%
Training & development	3,857	2,934	31%
Information technology	33,596	30,971	8%
Advertisement & promotions	27,340	17,017	61%
Fuel & maintenance	41,171	29,648	39%
Security & cash handling	7,246	4,784	51%
Travel & hotel	5,155	2,987	73%
Outsourcing services	24,876	14,758	69%
Other expenses	63,059	54,116	17%
<b>Total</b>	<b>449,472</b>	<b>339,692</b>	<b>32%</b>

2022



# Balance Sheet – Assets

- Strong and liquid balance sheet - well positioned for growth opportunities.

(N'million)	Group Dec-23	Group Dec-22	YoY Change
Cash and balances with central bank	4,253,374	2,201,744	93%
Treasury bills	2,736,273	2,246,538	22%
Assets pledged as collateral	308,638	254,663	21%
Due from other banks	1,834,314	1,302,811	41%
Derivative assets	534,739	49,874	972%
Loans and advances	6,556,470	4,013,705	63%
Investment securities	3,290,895	1,728,334	90%
Deferred tax assets	17,251	18,343	(6%)
Current tax receivable	18,975	0	100%
Other assets	474,976	213,523	122%
Property and equipment	295,532	230,843	28%
Intangible assets	47,018	25,251	86%
<b>Total assets</b>	<b>20,368,455</b>	<b>12,285,629</b>	<b>66%</b>

# Balance Sheet – Liabilities & Equity

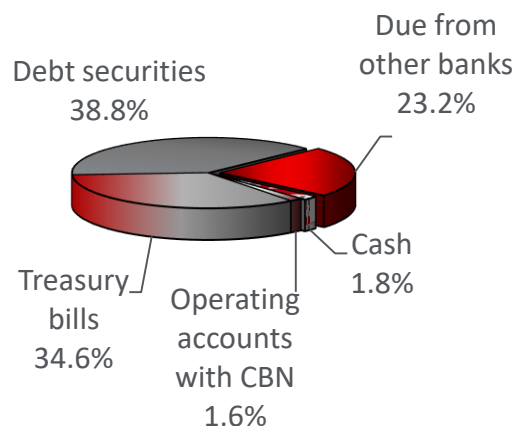
- Assets are largely funded by deposits with a strong capital base providing buffer for further growth.

(N'million)	Group Dec-23	Group Dec-22	YoY Change
<b>Liabilities</b>			
Customers' deposits	15,167,740	8,975,653	69%
Derivative liabilities	70,486	6,325	1014%
Current income tax payable	33,877	64,856	(48%)
Deferred income tax liabilities	59,310	16,654	256%
Other liabilities	1,039,712	568,559	83%
On-lending facilities	263,065	311,192	(15%)
Borrowings	1,410,885	963,450	46%
<b>Total liabilities</b>	<b>18,045,075</b>	<b>10,906,689</b>	<b>65%</b>
<b>Equities and reserves</b>			
Share capital	15,698	15,698	0%
Share premium	255,047	255,047	0%
Retained earnings	1,179,390	625,005	89%
Other reserves	871,617	482,377	81%
Non-controlling interest	1,628	813	100%
<b>Total shareholders' equity</b>	<b>2,323,380</b>	<b>1,378,940</b>	<b>68%</b>

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

- High quality balance sheet with diversified funding sources.

FYE 2023

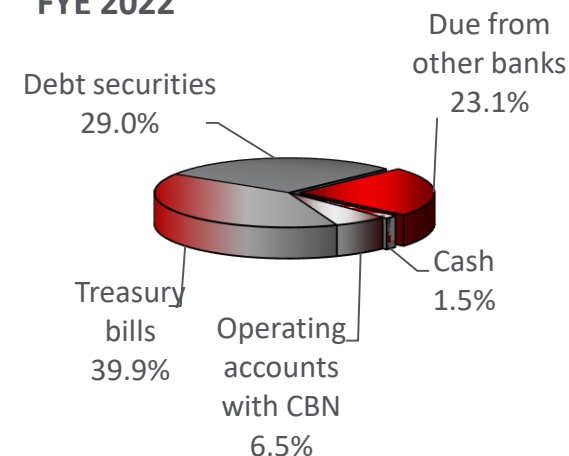


## Liquid Assets

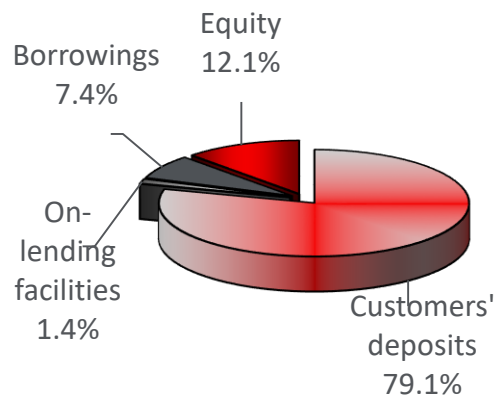
N'million	2023	2022	YoY
Cash	146,264	85,437	71%
Operating accounts with CBN	123,703	366,699	(66%)
Treasury bills	2,736,273	2,246,538	22%
Debt securities	3,074,761	1,634,451	88%
Due from other banks	1,834,314	1,302,811	41%
<b>Total</b>	<b>7,915,315</b>	<b>5,635,936</b>	<b>40%</b>

Total CRR balance: N3.98 Trillion (2022: N1.75 trillion)

FYE 2022



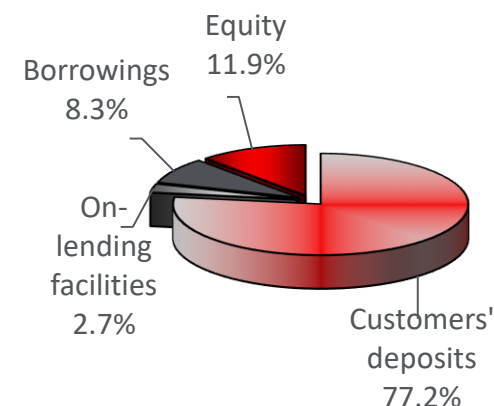
FYE 2023



## Funding Mix

N'million	2023	2022	YoY
Customers' deposits	15,167,740	8,975,653	69%
On-lending facilities	263,065	311,192	(15%)
Borrowings	1,410,885	963,450	46%
Equity	2,323,380	1,378,940	68%
<b>Total</b>	<b>19,165,070</b>	<b>11,629,235</b>	<b>65%</b>

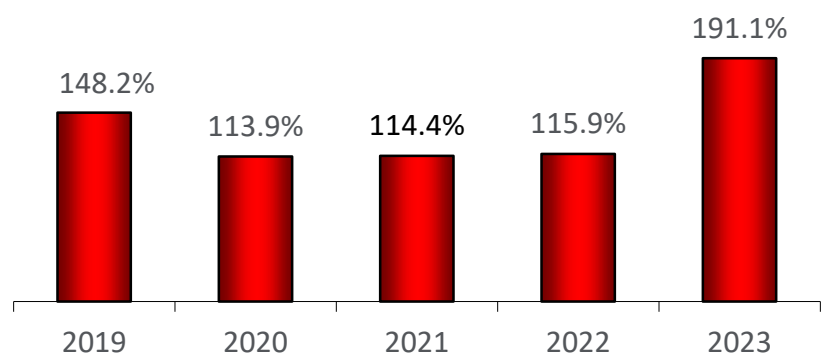
FYE 2022



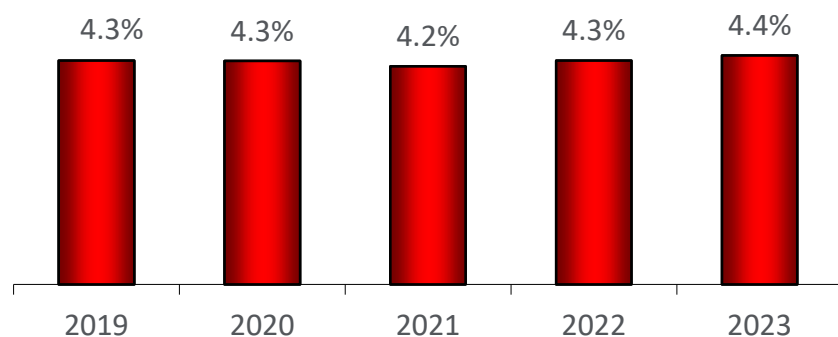


# Risk Management

## NPL Coverage Ratio



## NPL Ratio



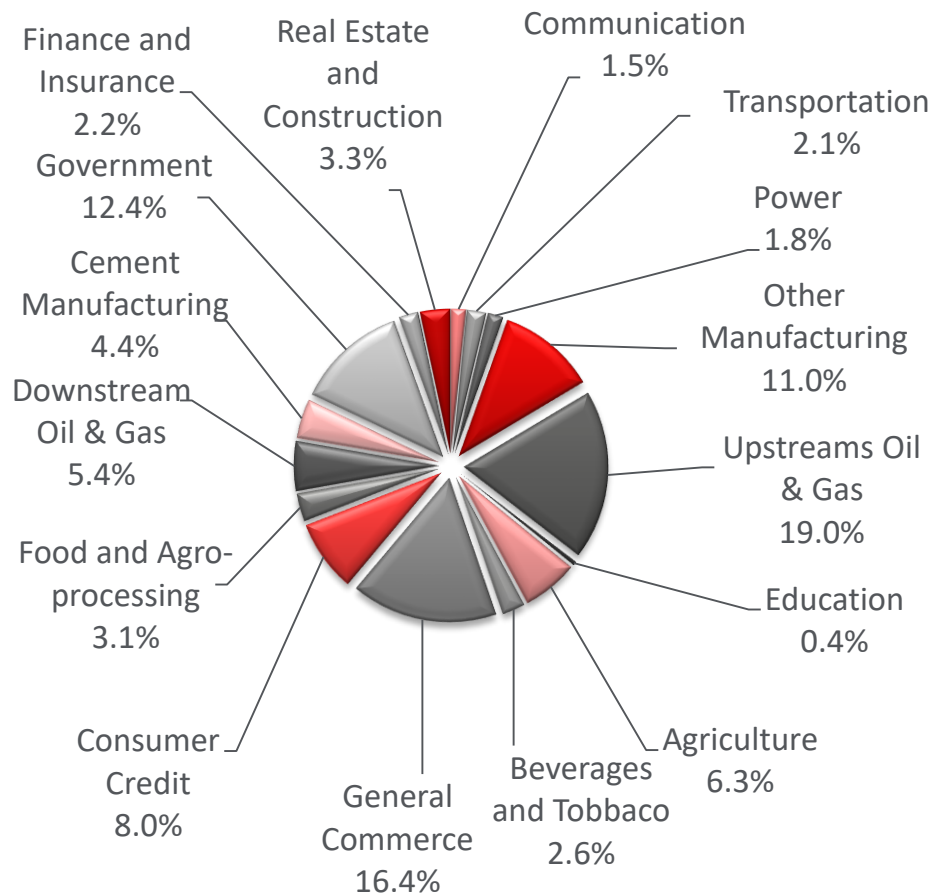
## Our Risk Management Strategy

- 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

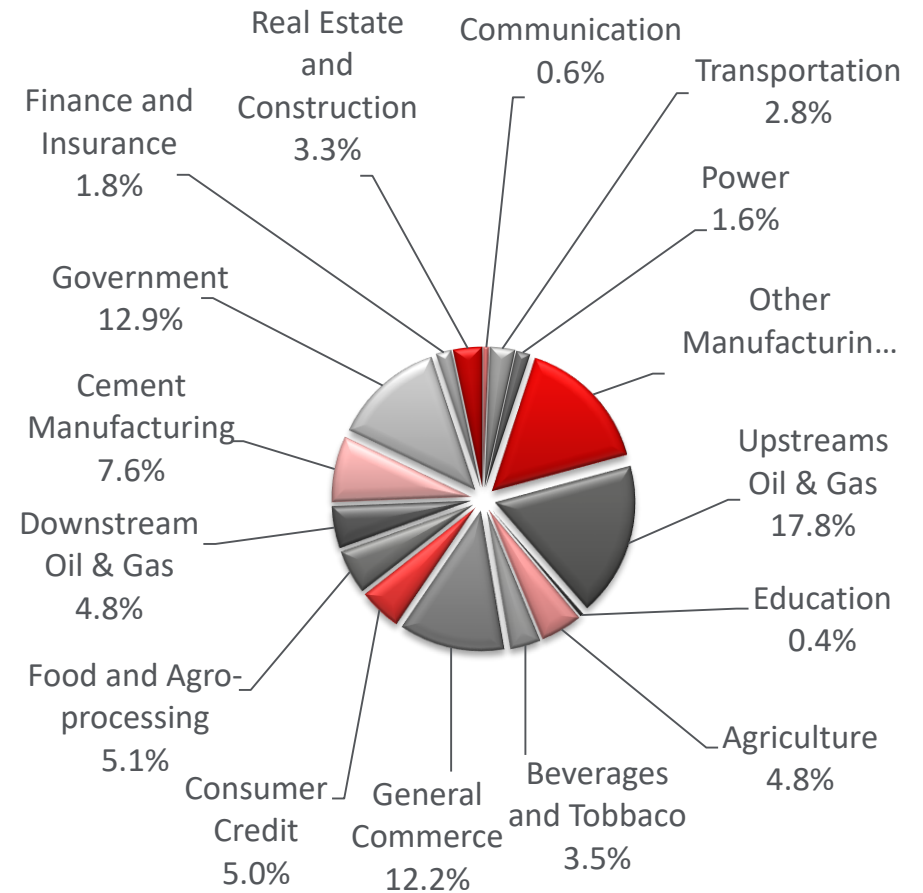
- Well diversified loan portfolio across sectors supports asset quality.
- Loans and advances grew by 71% YoY, while still maintaining the Group's risk acceptance criteria.

## Loans by Sector – FYE 2023



Gross Loans – ~~₹~~7.06 Trillion

## Loans by Sector – FYE 2022

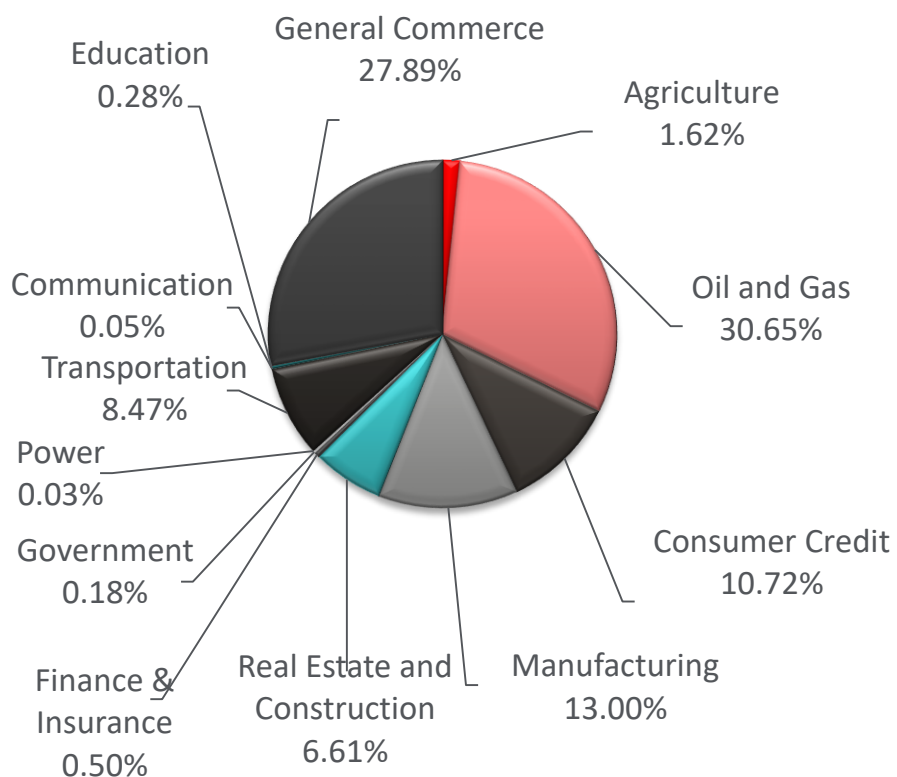


Gross Loans – ~~₹~~4.12 Trillion



# NPL by Sectors

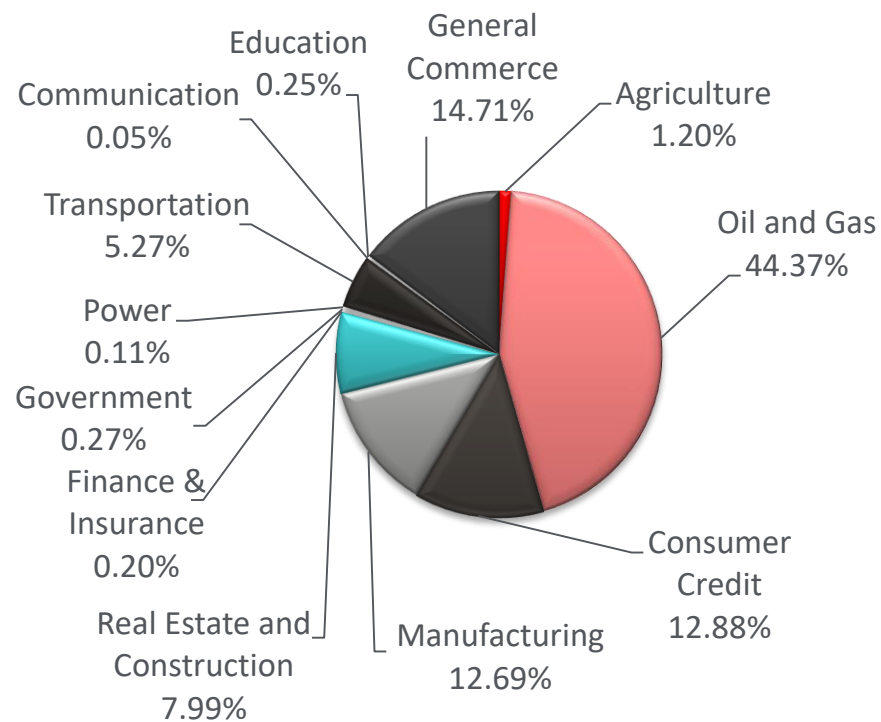
FYE 2023



Total NPLs – ~~₹~~310.3 Billion

NPL Ratio – 4.40%

FYE 2022



Total NPLs – ~~₹~~177.3 Billion

NPL Ratio – 4.30%

# Foreign Currency Loans & Restructured Loans

## Foreign Currency Loans

### FYE 2023

USD loans by sector	US\$' m	N'm	% to US\$ loans	% to Gross loans
Oil and gas	1,906	1,814,519	50.3%	25.7%
Manufctg	758	721,913	20.0%	10.2%
Power	93	88,346	2.5%	1.3%
Others	1,031	981,181	27.2%	13.9%
<b>Total US\$ loans</b>	<b>3,789</b>	<b>3,605,959</b>	<b>100.0%</b>	<b>51.1%</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

### FYE 2023

Restructured Loans by sector	N'm	% to Restructured loans	% to Gross loans
Oil and gas	1,179,876	90.8%	18.4%
Manufctg	1,586	0.1%	0.0%
Power	15,369	1.2%	0.3%
Public	60,986	4.7%	0.9%
Others	40,916	3.2%	0.6%
<b>Total restructured loans</b>	<b>1,298,733</b>	<b>100.0%</b>	<b>20.2%</b>

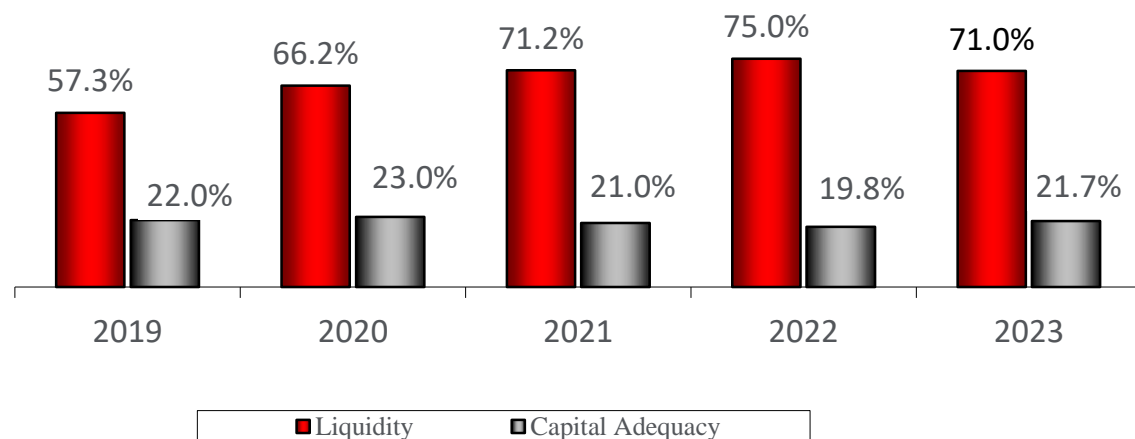
### FYE 2022

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

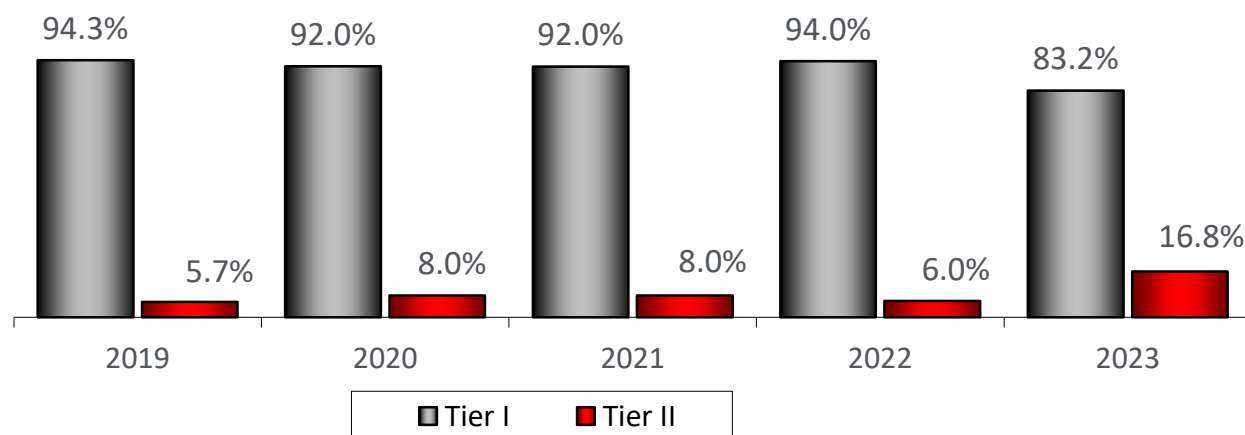
- Solid and high-quality capital position provide room for further growth.

## Liquidity & Capital Adequacy

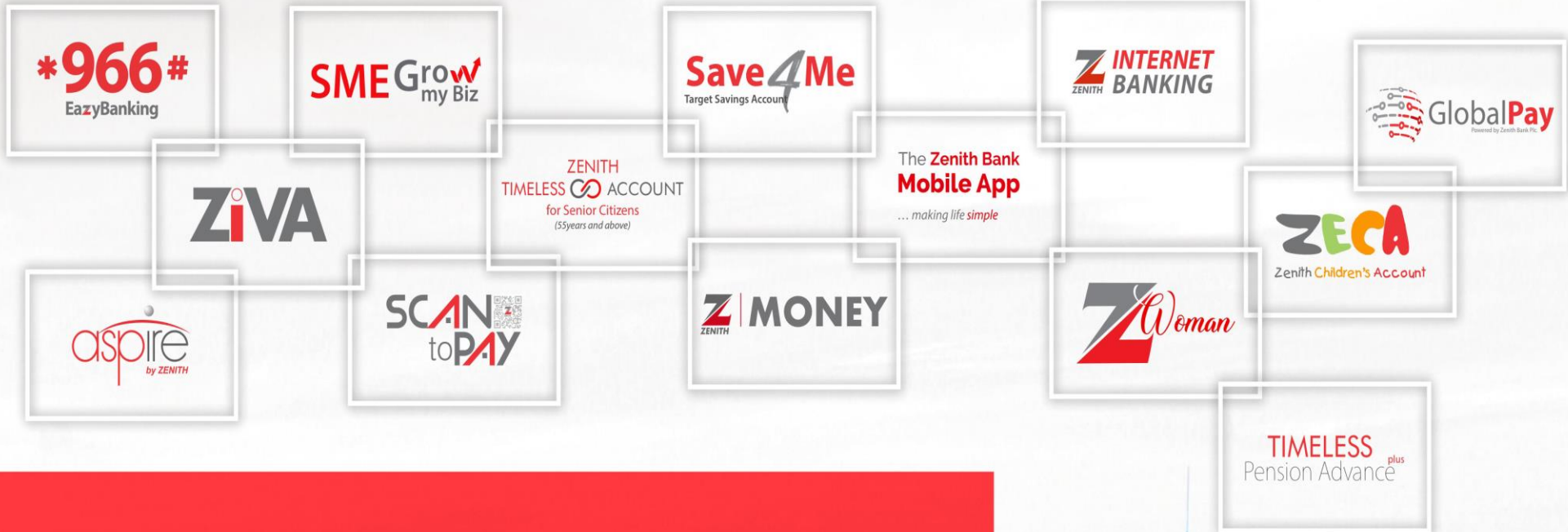


Capital and liquidity ratios – well above regulatory requirements of 30% for Liquidity and 15% for Capital Adequacy Ratio.

## 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

- Continuous diversification and enhanced profitability across core business segments.

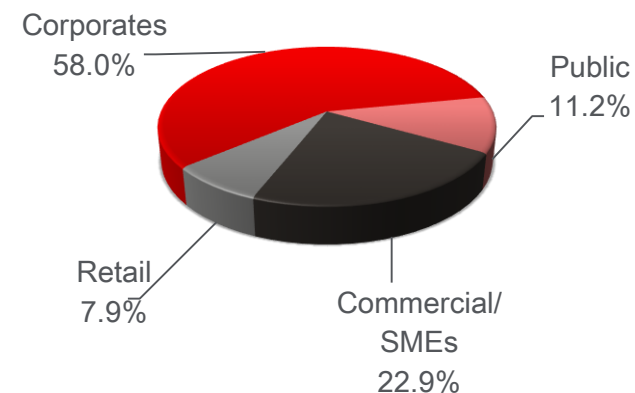
## FY 2023

(₹million)

	Corporates	Public	Commercial/ SMEs	Retail	Consolidated
<b>Gross revenue</b>	<b>1,237,126</b>	<b>239,589</b>	<b>487,237</b>	<b>167,798</b>	<b>2,131,750</b>
Total expenses	(801,473)	(146,937)	(293,873)	(93,505)	(1,335,788)
Profit before tax	435,654	92,652	193,364	74,292	795,962

## Gross Revenue

2023

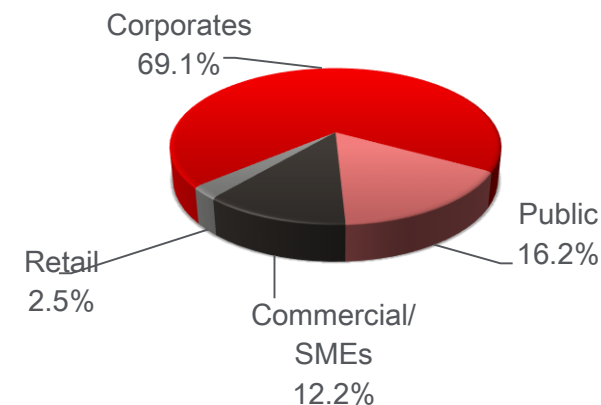


## FY 2022

(₹million)

	Corporates	Public	Commercial/ SMEs	Retail	Consolidated
<b>Gross revenue</b>	<b>653,119</b>	<b>153,408</b>	<b>114,945</b>	<b>24,082</b>	<b>945,554</b>
Total expenses	(411,572)	(165,225)	(69,788)	(14,318)	(660,904)
Profit before tax	241,547	(11,818)	45,157	9,764	284,650

2022

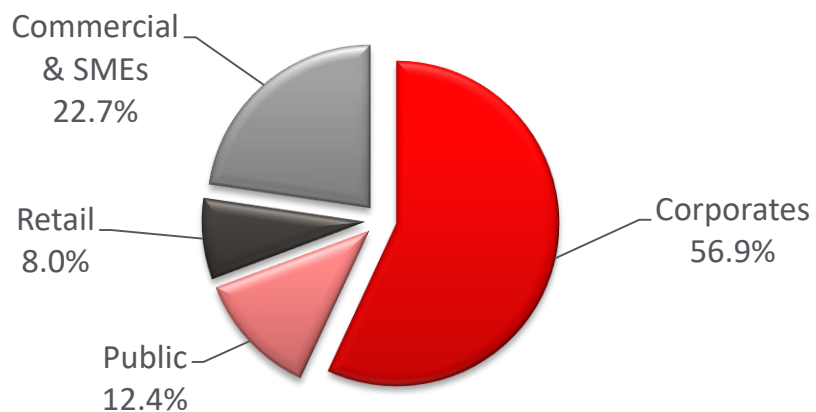


# Loans & Deposits – By Business Segments

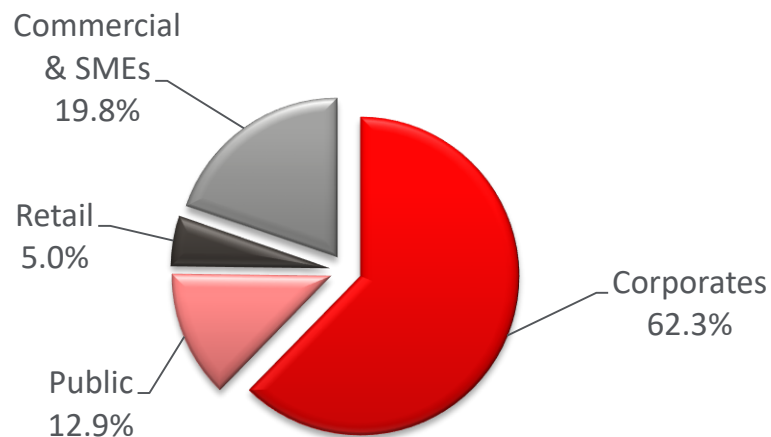
- Impressive retail growth recorded in both gross loans and total deposits.

## Gross Loans

### FYE 2023 Gross Loans – ~~₹~~7.06 Trillion

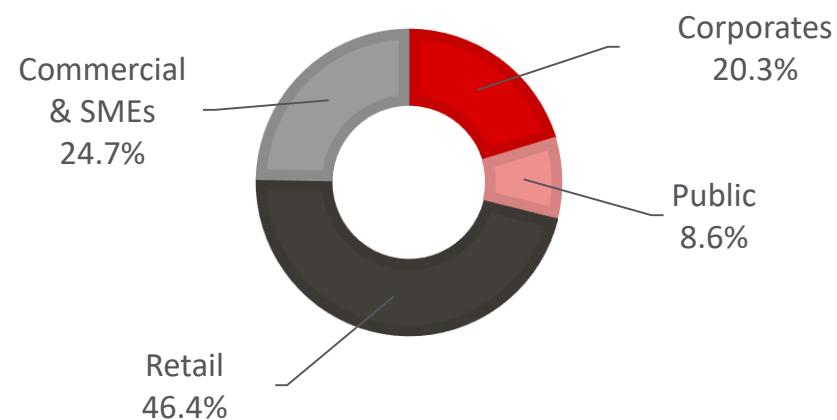


### FYE 2022 Gross Loans – ~~₹~~4.12 Trillion

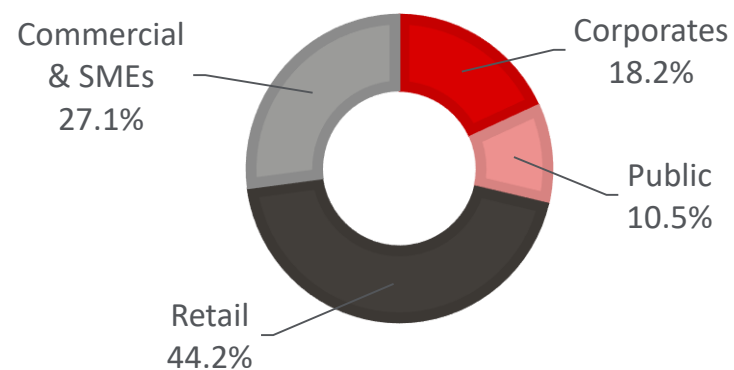


## Total Deposit

### FYE 2023 Total Deposits – ~~₹~~15.17 Trillion



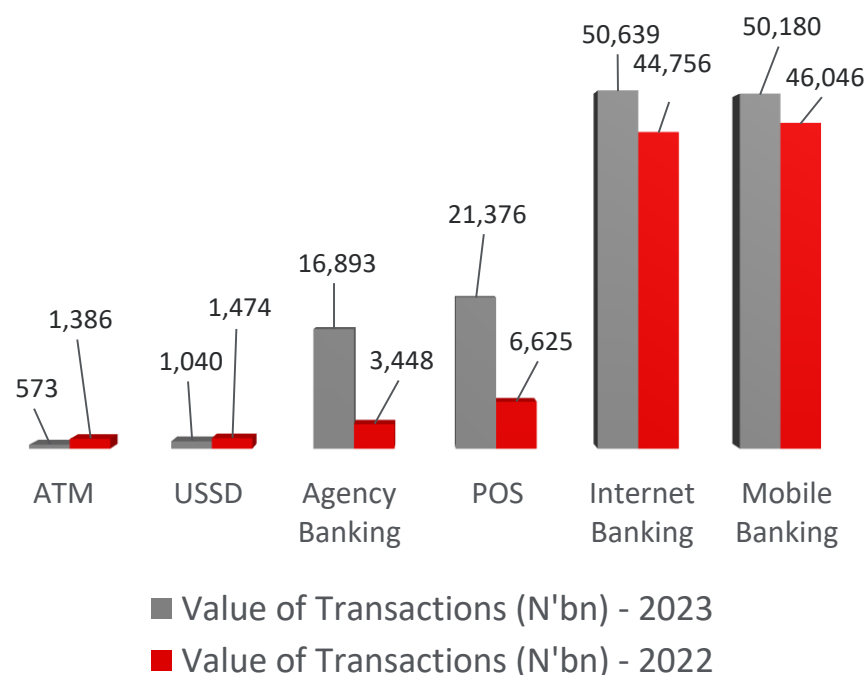
### FYE 2022 Total Deposits – ~~₹~~8.98 Trillion



# Electronic Banking Products Performance by Channels.

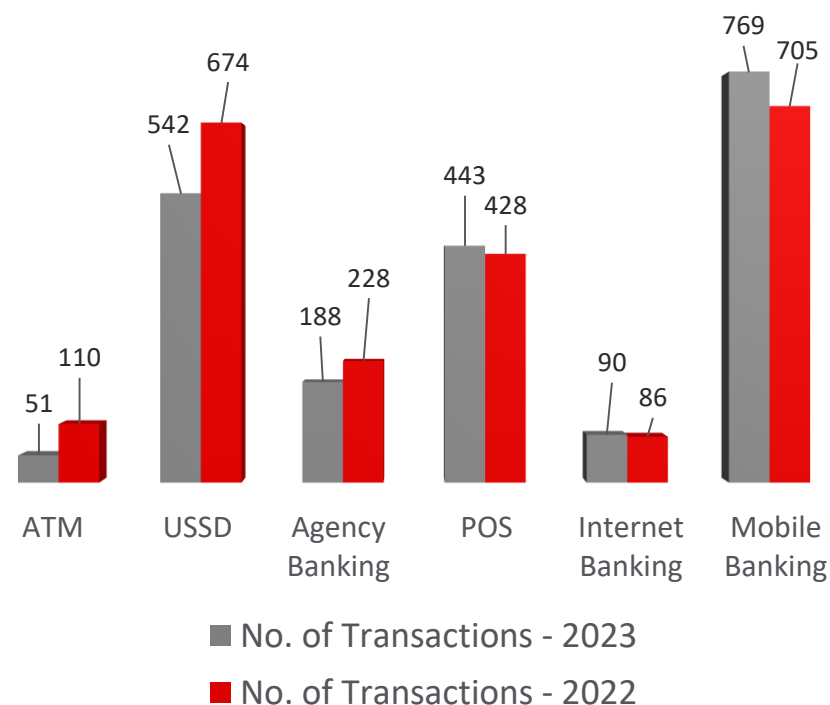
## Value of Electronic Product Transactions

	FYE 2023	FYE 2022	YoY
Total Transaction Value (N'bn)	140,701	103,734	36%



## Number of Electronic Product Transactions

	FYE 2023	FYE 2022	YoY
Total Number of Transactions (million)	2,083	2,231	(7%)



- The bank recorded a remarkable growth in the value of electronic product transactions, resulting in a 13% (ref.: slide 24) growth in income on electronic products.

# Geographical Presence

## The Bank and its Subsidiaries

### Zenith Bank Plc. (Parent)

Established: 1990  
Branches: 397  
2023 FYE PBT: ₦667.7Bn  
Total deposits: ₦12,155Bn  
Total assets: ₦16,811Bn  
ROE: 40%  
Staff strength: 6,679

### Zenith Pension

Established: 2005  
Branches: 2  
Zenith ownership: 99%  
2023 FYE PBT: ₦9.8Bn  
Custody assets: ₦7,649Bn  
Total assets: ₦30Bn  
ROE: 28%  
Staff strength: 131

### Zenith Nominee

Established: 2018  
Branches: 1  
Zenith ownership: 99%  
2023 FYE PBT: ₦330M  
Custody assets: ₦734Bn  
Total assets: ₦2.6Bn  
ROE: 11%  
Staff strength: 8

### Gambia

Established: 2009  
Zenith ownership: 80%  
Branches: 7  
2023 FYE PBT: ₦2.5Bn  
Total deposits: ₦46Bn  
Total assets: ₦65Bn  
ROE: 15%  
Staff strength: 143

### Ghana

Established: 2005  
Zenith ownership: 99.42%  
Branches: 30  
2023 FYE PBT: ₦75.2Bn  
Total deposits: ₦938Bn  
Total assets: ₦1,176Bn  
ROE: 42%  
Staff strength: 778

### Sierra Leone

Established: 2008  
Zenith ownership: 99.99%  
Branches: 7  
2023 FYE PBT: ₦4.7Bn  
Total deposits: ₦45Bn  
Total assets: ₦64Bn  
ROE: 32%  
Staff strength: 168

### United Kingdom

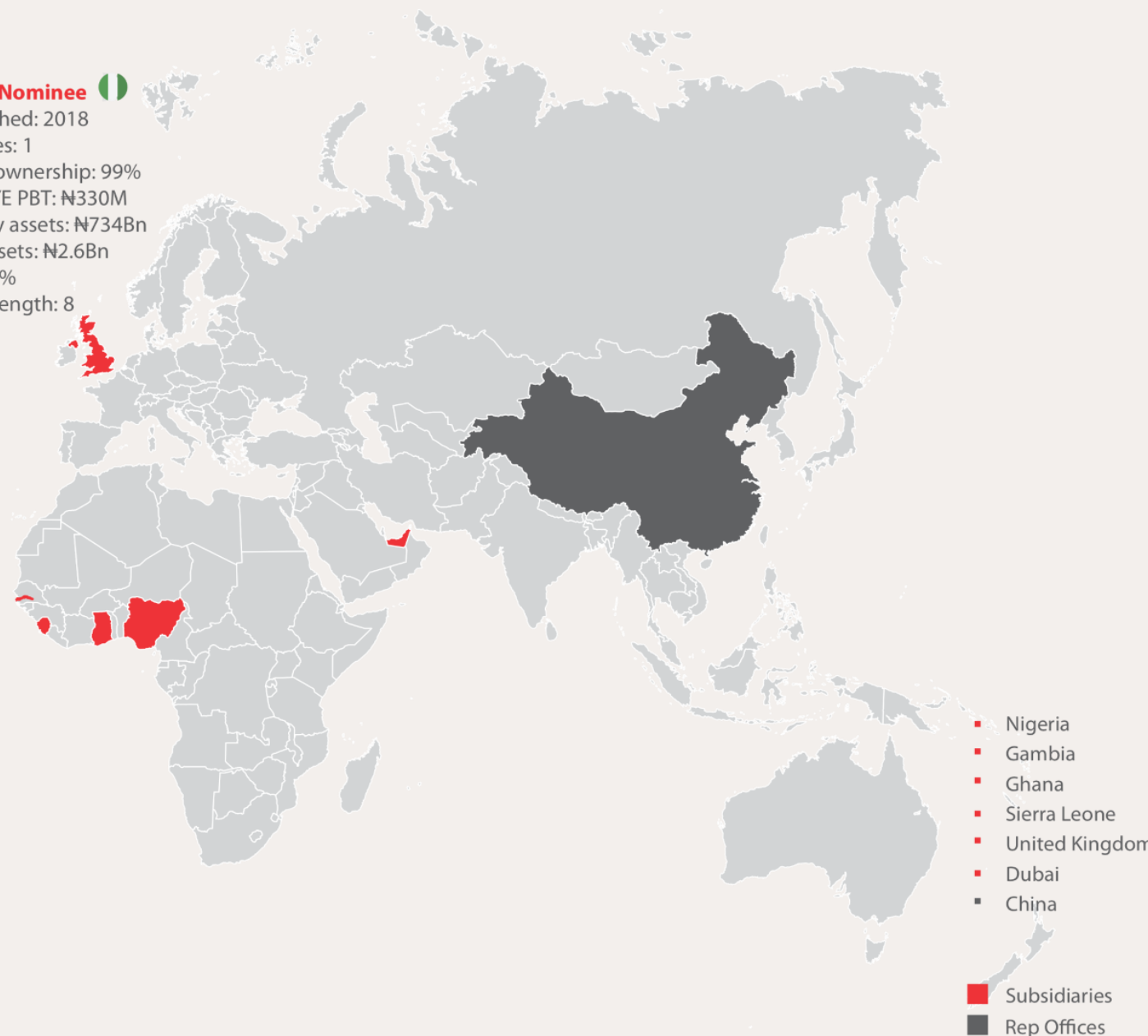
Established 2007  
Zenith ownership: 100%  
Branches: 2  
2023 FYE PBT: ₦49.1Bn  
Total deposits: ₦2,204Bn  
Total assets: ₦2,532Bn  
ROE: 16%  
Staff strength: 134

### UAE

Branch of Zenith UK  
Established 2016  
1 branch

### China

Representative Office  
Established 2011





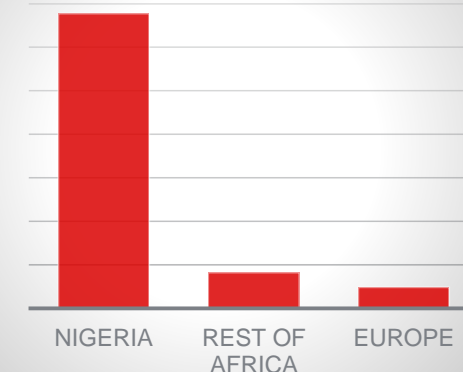
# Performance by Geography

- Significant growth in the contribution of subsidiaries to the Group PBT YoY.

## FYE 2023 (₦'million)

	Nigeria	Rest of Africa	Europe	Eliminations	Consolidated
<b>Total Revenue</b>	<b>1,883,899</b>	<b>174,567</b>	<b>106,594</b>	<b>(33,310)</b>	<b>2,131,750</b>
Total expense	(1,206,017)	(92,182)	(57,493)	19,904	(1,335,788)
Profit before tax	677,882	82,385	49,101	(13,406)	795,962
Tax	(75,021)	(31,205)	(12,116)	(711)	(119,053)
Profit after tax	602,861	51,180	36,985	(14,117)	676,909

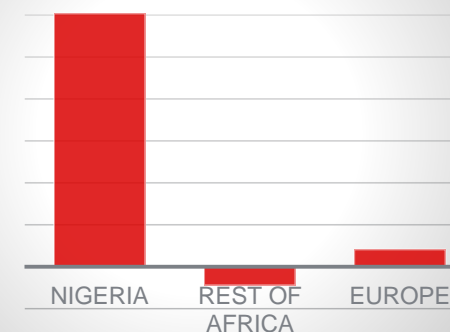
## 2023 PBT

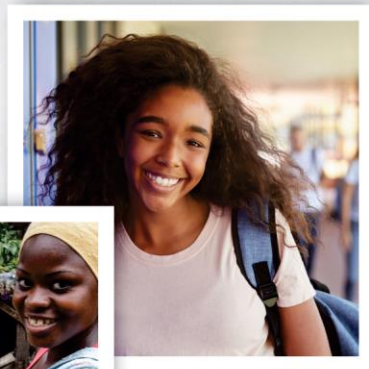


## FYE 2022 (₦'million)

	Nigeria	Rest of Africa	Europe	Eliminations	Consolidated
<b>Total Revenue</b>	<b>844,972</b>	<b>79,647</b>	<b>39,572</b>	<b>(18,637)</b>	<b>945,554</b>
Total expense	(543,123)	(101,896)	(18,997)	3,112	(660,904)
Profit before tax	301,849	(22,249)	20,575	(15,525)	284,650
Tax	(62,117)	5,695	(4,317)	-	(60,739)
Profit after tax	239,732	(16,554)	16,258	(15,525)	223,911

## 2022 PBT





# 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 customer 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

- Deepening retail market penetration using our digital platforms.
- Increasing the volume of transactions processed on our digital platforms.

# Guidance for FYE 2024

	FYE 2024 Guidance	FYE 2023 Achieved	FYE 2023 Guidance
PBT	₦650Bn	₦796Bn	₦510Bn
Effective Tax Rate	15%	15%	15%
PAT	₦553Bn	₦677Bn	₦433.5Bn
ROAE	21.8%	36.6%	35.0%
ROAA	2.5%	4.1%	4.0%
NIM	10.0%	7.3%	8.0%
Cost of Funds	5.0%	3.0%	2.2%
Cost of Risk	3.0%	7.3%	8.8%
Cost to Income	50.0%	36.1%	45.0%
Deposit Growth	20.0%	69.0%	35.0%
Loan Growth	20.0%	71.1%	35.0%
Loan to Deposit (Group)	60.0%	46.5%	60.0%
Loan to Deposit (Bank)	65.0%	52.8%	65.0%
Capital Adequacy	20.0%	21.7%	20.0%
Liquidity Ratio	60.0%	71.0%	60.0%
NPL	4.5%	4.4%	4.5%
NPL Coverage	100.0%	191.1%	200.0%

# Thank You

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