

#### Ecobank Group delivers strong performance for First Quarter 2015

- Net Revenue grew by 2% to \$534 million (up 40% to GHC1,862 million)
- Profit before tax up by 33% to \$155 million (up 82% to GHC 542 million)
- Profit for the period up by 37% to \$125 million (up 88% to GHC 435 million)
- Total assets up 1% to \$22.7 billion (up 42% to GHC85 billion)
- Total equity up 11% to \$2.5 billion (up 55% to GHC9.4 billion)

Financial Highlights	Period 31 Marc	l ended ch 2015	Period ended March	31 2014	% Change	
Income Statement :	US\$'000	GHC'000	US\$'000	GHC'000	US\$	GHC
Revenue	533,898	1,861,844	525,462	1,331,292	2%	40%
Profit before tax	155,492	542,241	117,317	297,229	33%	82%
Taxation	29,406	102,547	26,061	66,027	13%	55%
Profit for the period	124,719	434,927	90,873	231,202	37%	88%
Statement of Financial Position :						
Total assets	22,671,340	84,954,045	22,354,555	59,910,208	1%	42%
Loans & advances to customers	11,595,605	43,451,051	11,528,925	30,897,519	1%	41%
Deposits from customers	15,642,964	58,617,315	16,482,910	44,174,199	-5%	33%
Total equity	2,521,534	9,448,693	2,268,626	6,079,918	11%	55%

Commenting on these results, Group Chief Executive Officer said: "For the first three months of 2015, we grew profit for the period by US\$34 million or 37 percent to US\$125 million from same period last year, while earnings-per-share increased 13 percent to 0.50 US\$ cents. As expected, the quarter was characterised by macroeconomic headwinds including a strengthening US dollar, which significantly appreciated against our major functional currencies - Naira. Cedi, and XOF/XAF.

Despite the headwinds, our diversified pan-African business model continued to serve as well, with encouraging underlying performance in our line of businesses and geographies. We were pleased with our cost efficiency gains, which led to our cost-income ratio improving to 62.7 percent from 69.2 percent in 2014. Revenue growth was modest, given the seasonally low client-activity we see in the first quarter of the year and the currency translation impact we experienced."

Essien concluded: "We maintained adequate levels of capital to support our business. Our total capital adequacy ratio was 19.4% for the quarter versus 16.1% in the prior year. Overall, our results are reassuring in light of the challenging operating environment. We are deeply proud of the competitive advantage our platform provides and the work our dedicated staff continue to do for all our stakeholders."

Albert Essien

**Group Chief Executive Officer** 

Laurence do Rego Group Executive Director, Finance

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# **Unaudited Consolidated Income Statement**

	Period 31 Marcl		Period 6 31 March		% Change	
	US\$'000	GHC'000	US\$'000	GHC'000	US\$	GHC
Interest income Interest expense	428,224 (151,883)	1,493,331 (529,657)	408,495 (136,749)	1,034,949 (346,463)	5% 11%	44% 53%
Net interest income	276,341	963,674	271,746	688,486	2%	40%
Fee and commission income Fee and commission expense	153,955 (8,254)	536,882 (28,784)	152,673 (6,635)	386,807 (16,810)	1% 24%	39% 71%
Net fee and commission income	145,701	508,098	146,038	369,997	-0.2%	37%
Net trading income Other operating income	104,275 7,581	363,635 26,437	103,504 4,174	262,234 10,575	1% 82%	39% 150%
Operating income before impairment loss	533,898	1,861,844	525,462	1,331,292	2%	40%
Impairment losses for loans Impairment losses on other financial assets	(41,632) (2,112)	(145,182) (7,365)	(44,414) (214)	(112,526) (542)	-6% 887%	29% 1259%
Operating income after impairment loss	490,154	1,709,297	480,834	1,218,224	2%	40%
Staff expenses Depreciation and amortisation Other operating expenses	(150,267) (27,955) (156,501)	(524,021) (97,487) (545,761)	(170,627) (32,763) (160,071)	(432,295) (83,007) (405,551)	-12% -15% -2%	21% 17% 35%
Total operating expenses	(334,723)	(1,167,269)	(363,461)	(920,853)	-8%	27%
Operating profit	155,431	542,028	117,373	297,371	32%	82%
Share of profit /(loss) of associates	61	213	(56)	(142)	209%	250%
Profit before tax	155,492	542,241	117,317	297,229	33%	82%
Taxation	(29,406)	(102,547)	(26,061)	(66,027)	13%	55%
Profit for the period from continuing operations	126,086	439,694	91,256	231,202	38%	90%
Loss for the period from discontinued operations	(1,367)	(4,767)	(383)	(970)	257%	391%
Profit for the period	124,719	434,927	90,873	230,232	37%	89%
Attributable to:						
Owners of the parent Profit for the period from continuing operations Loss for the period from discontinued operations	111,260 111,998 (738)	387,993 390,567 (2,574)	76,280 76,487 (207)	193,259 193,783 (524)	46% 46% 257%	101% 102% 391%
Non-controlling interests Profit for the period from continuing operations Loss for the period from discontinued operations	13,459 14,088 (629)	46,934 49,127 (2,193)	14,593 14,769 (176)	36,973 37,419 (446)	-8% -5% 257%	27% 31% 392%
	124,719	434,927	90,873	230,232	37%	89%
Earnings per share for profit attributable to the equity holders per share) continuing operations	of the parent compan	y during the per	I riod (expressed in	United State	s cents/Ghana	pesewas
- Basic	0.50	1.74	0.44	1.11	13%	56%
- Diluted  Earnings per share for profit attributable to the equity holders	0.47 of the parent compan	1.64 y during the per	0.36 riod (expressed in	0.91 United State	31% s cents/Ghana	80% pesewas
per share) discontinued operations  - Basic - Diluted	0.00 0.00	0.00 0.00	0.00	0.00 0.00		



# **Unaudited Consolidated Statement of Comprehensive Income**

		Period ended 31 March 2015		Period ended 31 March 2014		% Change		Year ended 31 December 2014	
	US\$'000	GHC'000	US\$'000	GHC'000	US\$'	GHC	US\$'000	GHC'000	
Profit for the period	124,719	434,928	90,873	230,233	37%	89%	394,770	1,159,439	
tems that may be subsequently reclassed to profit or loss:									
Available-for-sale investments:  Net valuation (losses)/gains taken to equity  Remeasurements of post-employment benefit obligations	(6,851)	(23,890)	42,346	107,287	-116%	-122%	(40,389) 691	(118,622) 2,030	
Taxation relating to components of other comprehensive income that may be subsequently reclassed to profit or loss Exchange difference on translation of foreign operations	1,061 (248,526)	3,698 (866,676)	(15,375) 20,347	(38,954) 51,550	107% -1321%	109% -1781%	984 (433,754)	2,890 (1,273,935)	
tems that will not be reclassed to profit or loss: Property and equipment - net revaluation gain	-	-	-	-	na	na	112,179	329,470	
Taxation relating to components of other comprehensive income that will not be reclassed profit or loss	-	-	-	-	na	na	(40,181)	(118,012)	
Other comprehensive income for the period, net of taxation	(254,316)	(886,868)	47,318	119,883	-637%	-840%	(400,470)	(1,176,179)	
Fotal comprehensive income for the period	(129,597)	(451,940)	138,191	350,116	-194%	-229%	(5,700)	(16,740)	
Total comprehensive income attributable to:									
Owners of the parent	(115,612)	(403,169)	115,999	293,892	-200%	-237%	(41,001)	(120,418)	
Total comprehensive income for the period from continuing operations	(114,874)	(400,595)	116,206	294,416	-199%	-236%	(39,513)	(116,049)	
Total comprehensive income for the period from discontinued operations	(738)	(2,574)	(207)	(524)	n/a	n/a	(1,488)	(4,369)	
Non-controlling interests	(13,985)	(48,771)	22,192	56,224	-163%	-187%	35,301	103,678	
Total comprehensive income for the period from continuing operations	(13,357)	(46,578)	22,368	56,670	-160%	-182%	36,568	107,400	
Total comprehensive income for the period from discontinued operations	(629)	(2,193)	(176)	(446)	257%	392%	(1,267)	(3,722)	
	(129,597)	(451,940)	138,191	350,116	-194%	-229%	(5,700)	(16,740	



# **Unaudited Consolidated Statement of Financial Position**

Assets	31 March	As at 31 March 2015		As at h 2014	% Change	•	As at 31 December 2014		
	US\$'000	GHC'000	US\$'000	GHC'000	US\$	GHC	US\$'000	GHC'000	
Cash and balances with central banks	2,714,132	10.170.395	2.652.914	7.109.810	2%	43%	3.546.543	11.349.292	
Trading assets	90,541	339,275	229,595	615.315	-61%	-45%	279,434	894,217	
Derivative financial instruments	117,242	439,329	133,385	357,472	-12%	23%	247,664	792,550	
Loans and advances to banks	1,812,293	6,791,024	1,378,537	3,694,479	31%	84%	1,882,501	6,024,191	
Loans & advances to customers	11,595,605	43,451,051	11,528,925	30,897,519	1%	41%	12,311,642	39,398,486	
Treasury bills and other eligible bills	1,159,236	4,343,889	1,237,753	3,317,178	-6%	31%	1,276,120	4,083,712	
Investment securities: available for sale	1,826,808	6,845,415	1,690,839	4,531,449	8%	51%	1,435,580	4,594,000	
Pledged assets	952,830	3,570,445	994,292	2,664,703	-4%	34%	1,032,146	3,302,970	
Others assets	785,754	2,944,377	721,838	1,934,526	9%	52%	486,318	1,556,268	
Investments in associates	21,607	80,966	24,646	66,051	-12%	23%	16,773	53,675	
Intangible assets	380,919	1,427,380	495,945	1,329,133 2,290,585	-23% 0%	7% 40%	410,257 920,690	1,312,863	
Property and equipment Investment properties	856,867 167,799	3,210,852 628,776	854,696 169,819	, ,	-1%	40% 38%	920,690 168.167	2,946,300	
Deferred income tax assets	90,325	338,466	104,768	455,115 280,778	-1%	21%	113,110	538,151 361,963	
Assets held for sale	99,382	372,405	136,603	366.095	-27%	21%	116,617	373,186	
Assets field for sale	99,362	372,403	130,003	300,093	-21 /6	276	110,017	373,100	
Total Assets	22,671,340	84,954,045	22,354,555	59,910,208	1%	42%	24,243,562	77,581,824	
Liabilities									
Deposits from other banks	1.077.904	4.039.122	677,632	1.816.054	59%	122%	912.841	2.921.182	
Deposits from customers	15.642.964	58.617.315	16.482.910	44,174,199	-5%	33%	17,436,970	55,800,048	
Other deposits	360.084	1,349,307	645,728	1,730,551	-44%	-22%	573,300	1,834,617	
Derivative financial instruments	2,265	8,487	651	1,745	248%	386%	20,478	65,532	
Borrowed funds	1,654,949	6,201,426	1,153,410	3,091,139	43%	101%	1,540,264	4,928,998	
Other liabilities	1,141,597	4,277,793	836,302	2,241,289	37%	91%	801,572	2,565,112	
Provisions	21,989	82,397	30,656	82,158	-28%	0%	26,368	84,380	
Current income tax liabilities	43,210	161,917	51,128	137,023	-15%	18%	69,061	221,002	
Deferred income tax liabilities	57,085	213,909	39,380	105,538	45%	103%	65,405	209,303	
Retirement benefit obligations	35,738	133,918	20,003	53,608	79%	150%	12,957	41,464	
Liabilities held for sale	112,020	419,761	148,129	396,986	-24%	6%	129,261	413,648	
Total Liabilities	20,149,806	75,505,352	20,085,929	53,830,290	0%	40%	21,588,477	69,085,286	
Equity									
Equity attributable to the owners of the parent	4 070 500	7 447 000	4 400 004	0.770.400	400/	000/	4 070 500	0.004.070	
Share capital and premium	1,979,523	7,417,669	1,409,001	3,776,123	40%	96%	1,979,523	6,334,672	
Retained earnings and reserves	353,549	1,324,819	669,792	1,795,043	-47%	-26%	471,302	1,508,214	
Shareholders' equity	2,333,072	8,742,488	2,078,793	5,571,166	12%	57%	2,450,825	7,842,886	
Non-controlling interests	188,462	706,205	189,833	508,752	-1%	39%	204,260	653,652	
_		•					-		
Total Equity	2,521,534	9,448,693	2,268,626	6,079,918	11%	55%	2,655,085	8,496,538	
Total Liabilities and Equity	22,671,340	84,954,045	22,354,555	59,910,208	1%	42%	24,243,562	77,581,824	



# **Uaudited Consolidated Statement of Cash Flows**

	Period end 31 March 20		Period et		% Change	
	US\$'000	GHC'000	US\$'000	GHC'000	US\$	GHC
Cash flows from operating activities Profit before tax	154,125	537,475	116,934	296,260	32%	81%
Net trading income - foreign exchange	979	3,413	(12,613)	(31,955)	-108%	-111%
Net loss from investment securities	-	-	6	15	na	na
Impairment losses on loans and advances	41,632	145,182	44,414	112,526	-6%	29%
Impairment losses on other financial assets	2,112	7,365	214	542		
Depreciation of property and equipment	21,611	75,363	25,351	64,228	-15%	17%
Net interest income	(276,341)	(963,675)	(271,746)	(688,487)	2%	40%
Amortisation of software and other intangibles	6,344	22,123	7,412	18,779	-14%	18%
Profit on sale of property and equipment	(51)	(179)	(29)	(72)	80%	149%
Share of loss of associates	(61)	(213)	56	142	na	na
Income taxes paid	(59,296)	(206,781)	(38,810)	(98,328)	53%	110%
Changes in operating assets and liabilities						
- Trading assets	188,893	658,720	(114,678)	(307,337)	-265%	-314%
- Pledged assets	79,316	276,596	141,142	378,261	na	na
- Derivative financial assets	130,422	454,816	7,961	21,335	1538%	2032%
Increase in other treasury bills	116,884	407,606	(109,826)	-	n/a	n/a
Loans and advances to banks	(21,728)	(75,770)	70,256	188,286	-131%	-140%
- Loans and advances to customers	761,233	2,654,623	(63,266)	(169,552)	-1303%	-1666%
- Other assets	(299,436)	(1,044,213)	31,925	85,559	-1038%	-1320%
- Mandatory reserve deposits	451,595	1,574,831	67,754	181,582	567%	767%
- Other deposits	(213,216)	(743,541)	(32,232)	(86,382)	562%	761%
- Due to customers	(1,794,006)	(6,256,177)	(6,994)	(18,744)	25551%	33277%
- Derivative liabilities	(18,213)	(63,514)	(803)	(2,152)	2168%	2851%
- Other liabilities	340,025	1,185,757	(89,796)	(240,653)	-479%	-593%
- Other provisions	(4,379)	(15,271)	2,145	5,749	-304%	-366%
Interest received	428,224	1,493,331	408,495	1,034,949	5%	44%
Interest paid	(151,883)	(529,657)	(136,749)	(346,463)	11%	53%
Net cashflow (used in)/from operating activities	(115,216)	(401,790)	46,524	398,088	-348%	-201%
Cash flows from investing activities						
Purchase of software	(5,903)	(20,585)	(3,498)	(9,375)	69%	120%
Purchase of property and equipment	(36,373)	(126,842)	(27,069)	(72,545)	34%	75%
Proceeds from sale and redemption of securities	(391,228)	(1,364,316)	202,650	543,102	-293%	-351%
Net cashflow (used in) / from investing activities	(433,504)	(1,511,743)	172,083	461,182	-352%	-428%
Cach flows from financing activities						
Cash flows from financing activities Proceeds from/ (repayment) of borrowed funds	114,686	399,939	(149,996)	(401,989)	-176%	-199%
Net cash from/ (used) in financing activities	114,686	399,939	(149,996)	(401,989)	-176%	-199%
Net (decrease) / increase in cash and cash equivalents	(434,034)	(1,513,594)	68,611	457,281	-733%	-431%
Cash and cash equivalents at start of period	2,373,090	8,892,443	1,641,749	4,399,887	45%	102%
Effects of exchange differences on cash and cash equivalents	(203,781)	(876,428)	(59,847)	(433,792)	241%	102%
Cash and cash equivalents at end of period	1,735,275	6,502,421	1,650,513	4,423,376	5%	47%



# **Unaudited Consolidated Statement of Changes in Equity**

in US '000

	Share Capital and Premium	PPE Revaluation Reserve	Available for Sale Fin. Assets reserves	Currency Translation Reserve	Other Reserves	Retained Earnings	Total equity and reserves attributable	Non-Controlling Interests	Total Equity
At 31 December 2013 / 1 January 2014	1,409,001	65,600	(41,027)	(412,781)	340,874	574,769	1,936,436	198,212	2,134,648
Changes in Equity for 2014:									
Currency translation differences				(412,148)			(412,148)	(21,606)	(433,754)
Net changes in AFS investments, net of tax			(39,405)				(39,405)		(39,405)
Net gains on revaluation of property		71,998					71,998		71,998
Post-employment benefit obligations					691		691		691
Profit for the year						337,863	337,863	56,907	394,770
Total Comprehensive Income	-	71,998	(39,405)	(412,148)	691	337,863	(41,001)	35,301	(5,700)
Dividend relating to 2013						-	-	(29,252)	(29,253)
Issued Share Capital	208,376						208,375		208,375
Treasury shares	1,932						1,932		1,932
Transfer to share options					(1,066)	1,066	-		-
Share option reserve exercised	34						34		34
Transfer and Reclassification					363,017	(363,017)	-		-
Convertible loans - equity component	360,180				(15,132)		345,048		345,048
At 31 December 2014 / 1 January 2015	1,979,523	137,598	(80,432)	(824,929)	688,384	550,681	2,450,825	204,260	2,655,085
Changes in Equity for 2015 :									
Currency translation differences				(223,223)			(223,223)	(25,303)	(248,526)
Net changes in AFS investments, net of tax			(5,790)	, , ,			(5,790)		(5,790)
Profit for the period						111,260	111,260	13,459	124,719
Total Comprehensive Income	-	-	(5,790)	(223,223)	_	111,260	(117,753)	(11,844)	(129,597)
Dividend relating to 2014							-	(3,954)	(3,954)
At 31 March 2015	1,979,523	137,598	(86,222)	(1,048,152)	688,384	661,941	2,333,072	188,462	2,521,534



#### Unaudited Statement of Changes in Equity

#### in GHC'000

	Share Capital & Premium	PPE Revaluation Surplus	Available for Sale Fin. Assets reserves	Currency Translation Reserve	Other Reserves	Retained Earnings	Total equity and reserves attributable	Non- Controlling Interests	Total Equity
At 31 December 2013/ 1 January 2014	2,188,878	97,165	(80,003)	532,477	521,122	926,161	4,185,800	428,455	4,614,255
Changes in Equity for 2014:									
Currency translation differences Net changes in AFS investments, net of tax Net gains on revaluation of property Post-employment benefit obligations		211,458	(115,732)	789,723	2,030		789,723 (115,732) 211,458 2,030	151,671	941,394 (115,732) 211,458 2,030
Profit for the year Total Comprehensive Income	-	211.458	(115.732)	789.723	2.030	992,303 992.303	992,303 1.879,782	167,136 318,807	1,159,439 2,198,589
Dividend relating to 2013 Issued Share Capital Treasury share options Transfer to share options Reclassification of share option reserve Transfer and Reclassification Convertible loans - equity component Actific technical	666,823 6,184 109 1,152,612 4,014,606	308,624	(195,735)	1,322,200	(3,411) 1,161,691 (48,424) 1,633,008	3,411 (1.161.691) 760,185	666,823 6,184 - 109 - 1,104,188 7,842,886	(93,610) 653,652	(93,610) 666,823 6,184 - 109 - 1,104,188 8,496,538
Changes in Equity for 2015 :  Currency translation differences Net changes in AFS investments, net of tax Profit for the period Total Comprehensive Income			(20,192)	531,801		387,993 387,993	531,801 (20,192) 387,993 899,603	20,435 46,935 67,370	552,236 (20,192) 434,928 966,973
Dividend relating to 2014 At 31 March 2015	4,014,606	308,624	(215,927)	1,854,001	1,633,008	1,148,178	8,742,488	(14,816) 706,205	(14,817) 9,448,693

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#### **DISCLOSURES**

- 1. The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS).
- 2. The accounting policies applied in the preparation of these financial statements were consistent with those applied in the preparation of the annual consolidated financial statements of 31 December 2014.
- 3. Contingent liabilities in respect of bankers acceptance, guarantees, letters of credits and commitments to extend credit not provided for in the financial statements were US\$ 6.5 billion (GHC 24.2 billion) (31 Mar 2014: US\$ 6.2 billion (GHC 16.5 billion))