

## ECOBANK GROUP REPORTS FIRST QUARTER 2013 RESULTS

### Pre-tax profit of \$99 million on Revenue of \$454 million

**LOMÉ, 23 April 2013:** Ecobank Transnational Inc. ("Ecobank" or "the Group"; NSE: ETI, GSE: ETI; BRVM: ETIT), the parent company of the pan-African banking Group present in 33 African countries today reported its unaudited financial results for the three months ended 31 March 2013.

#### Financial highlights:

- Profit after tax of \$81.6 million, up 133% from the prior year
- Revenue of \$454 million, up 26%, and pre-tax profit of \$99 million, up 97%, from the prior year
- Basic earnings per share of 0.42 \$ cents compared with 0.20 \$ cents in the prior year
- Cost-to-income ratio and return on average equity improved year-on-year

#### Balance sheet growth:

- Total assets of \$19.6 billion, up \$1.7 billion, or 10% from the prior year
- Customer loans of \$9.0 billion, up \$1.3 billion, or 16% from the prior year
- Customer deposits of \$14.5 billion, up \$1.6 billion, or 12% from the prior year
- Tier 1 capital under Basel 1 increased \$783 million to \$2.1 billion, with Tier 1 capital ratio of 16.4%

#### Key financial ratios:

	3M13	FY12	9M12	6M12	3M12
Net Interest Margin (NIM)	<b>6.7%</b>	6.5%	6.3%	6.5%	6.4%
Cost-to-Income Ratio (CIR)	<b>72.6%</b>	72.0%	76.5%	77.8%	80.5%
NPL ratio	<b>6.4%</b>	5.6%	5.4%	5.6%	6.5%
Return on Av. Equity (ROAE)	<b>14.8%</b>	15.8%	11.9%	11.5%	9.1%

#### Operational highlights:

- Strong performance across the Group, with robust growth in all revenue lines, including solid performance from our Treasury business, with trading income up 86% from the prior year. Each of our geographic clusters was profitable during the period
- We continued to drive efficiencies in our businesses and are starting to benefit from the cost synergies from our acquisitions. For the first quarter, operating expense grew at a lower rate relative to revenue growth on a year-on-year basis, and declined by 3% from the previous quarter

Commenting on these results, Thierry Tanoh, Group CEO said: "I am encouraged by our results at the start of the year. Our revenue grew 26% compared to the prior year reflecting strong client engagement and relationships. Our businesses in Ghana and Nigeria grew strongly, contributing to the near doubling in pre-tax profits to \$99 million. Our East Africa and Southern Africa clusters were both profitable, and we continue to invest in them to develop their huge potential. Our costs on a year-on-year basis grew at a rate lower than revenue, and declined from the fourth quarter of 2012.

Tanoh concluded: "We remain confident in the economic prospects of Middle Africa. We will continue to deliver to our customers the full benefits of our diversified geographical footprint and comprehensive product suite. Overall, we are pleased with our first quarter performance, and will continue to build on it during the rest of the year to deliver on our targets."

## FINANCIAL PERFORMANCE SUMMARY

### • Income statement

**Total revenue net of interest expense** increased \$93.2 million, or 26% to \$454 million, from the prior year period driven by a net interest income growth of \$35.5 million, or 17%, to \$241 million and a non-interest revenue growth of \$57.7 million, or 37%, to \$214 million.

The increase in net interest income was driven by both higher yields on earning assets and growth in loan balances. Compared to the fourth quarter of 2012, net interest income grew by 3% due to higher asset yields, partially offset by an increase in yields on interest bearing liabilities.

The increase in non-interest revenue was largely driven by growth in trading income, which rose by \$35.2 million, or 86%, to \$76 million, reflecting higher client activity in FX sales and purchases. Trading income rose 3% from the fourth quarter of 2012. Fees and commissions income increased \$20.1 million, or 19%, to \$128 million from the prior year period driven by fees and commissions on loans and cash management fees; however, they fell 11% compared with the fourth quarter of 2012, reflecting seasonally lower business volumes.

**Operating expenses** increased \$39 million or 13% to \$330 million from the prior year period but decreased 9% from the previous quarter. Staff expenses growth was kept at 3% year-on-year, with the majority of the increase coming from other expenses.

The cost-to-income ratio was 72.6% in the first three months of 2013, down from 80.5% in the prior year period. However, it deteriorated slightly if compared with the cost-to-income ratio of 72.0% achieved overall in 2012. The deterioration is largely due to the positive impact of the AMCON refund of \$72.4 million on the FY 2012 cost-to-income ratio.

**Net provision for impairment losses** was \$26 million in the quarter, increasing by \$5.5 million, or 27%, from \$20.4 million in the prior year's quarter. Compared to the fourth quarter of 2012, provisions fell 54%. The year-on-year increase reflected higher provisions on Ghana's SME loan portfolio, while the quarter-on-quarter decline reflected lower expectations for credit losses.

**Profit before tax** was \$98.6 million, up \$48.6 million, or 97%, from the prior year period. The increase in pre-tax profits benefited from higher revenue growth relative to the growth seen in operating expenses and provision for impairment losses. On a linked-quarter basis, pre-tax profits fell from \$157 million in the fourth quarter of 2012 largely due to the fact that the fourth quarter results included the AMCON refund.

The **tax expense** for the first three months of 2013 was \$17.1 million compared with \$15 million for the first three months of 2012. The effective tax rate was 17.3% compared with 30% in the first quarter of 2012.

**Net income** was \$81.6 million in the first three months of 2013, up \$46.5 million, or 133%, from the prior year period. This represents a record level of profitability for the Group for the first quarter.

**Earnings per share (EPS)** were 0.42 \$ cents (basic) and 0.32 \$ cents (diluted) compared with 0.20 \$ cents (basic) and 0.15 \$ cents (diluted) in the prior year period, respectively. There were no new shares issued during the quarter hence the share count used in the calculation of basic EPS was 17,212.2 million.

### • Balance sheet

**Total assets** grew by \$1.7 billion, or 10%, to \$19.6 billion from the prior year period driven by growth in loans and investments in government securities.

**Customer loans** in the first three months of 2013 were \$9.0 billion, an increase of \$1.3 billion, or 16%, from the prior year period, reflecting higher client activity. We saw strong loan growth among regional corporates, helping to drive an increase in Corporate Bank loans by \$662 million, or 18%, from the prior year period. In Domestic Bank, loans grew by \$608 million, or 15%, maintaining our balanced business mix. From a regional perspective, loan growth was driven by Nigeria, where loans increased by \$627 million, Côte d'Ivoire by \$147 million, and Benin by \$122 million. While in Ghana, the depreciation of the Cedi against the US dollar and softer loan demand led to an 11% decrease in customer loans from the prior year period.

Despite the overall increase in customer loans, the percentage of non-performing loans to total loans declined marginally to 6.4% in the first three months of 2013 compared with 6.5% in the prior year period driven by our continued focus on prudent underwriting and risk management.

Compared to the fourth quarter of 2012, customer loans declined by \$410 million, or 4%. This change reflects some loan repayments, and a negative currency translation impact of approximately \$200 million.

**Customer deposits** were \$14.5 billion, up \$1.6 billion, or 12%, from the prior year period. The increase was driven by Corporate Bank deposits, which rose by \$964 million, or 25%, to \$4.8 billion due to increased client engagements. Despite a competitive retail market, Domestic Bank grew deposits by \$626 million, or 7%, to \$9.7 billion helped by our value-chain strategy, particularly in Nigeria.

Compared with the fourth quarter of 2012, customer deposits declined by \$157 million, or 1%, from the previous quarter. Whilst we saw some seasonal declines in Domestic Bank deposits, Corporate Bank deposit balances increased during the quarter. In addition, the US dollar value of our deposits suffered an adverse currency translation impact of roughly \$300 million versus the fourth quarter of 2012.

**Shareholder's equity** was \$2.1 billion, up \$582 million, or 40%, from 2012. The increase reflects the \$350 million (\$250 million from the PIC/GEPP and \$100 million from IFC funds) in common equity raised during the second half of 2012 and the positive impact of retained profits.

**Tier I capital ratio** was 16.4% and our overall capital adequacy ratio (CAR) was 20.8%. Our Tier 1 capital ratio reflected a 61% increase in Tier 1 capital from growth in retained earnings and share capital additions and a 17% increase to \$12.6 billion in on- and off-balance sheet risk-weighted assets (RWA).

## BUSINESS SEGMENTS FINANCIAL PERFORMANCE

The Bank's operations and activities are organized around two key customer-focused business segments across its subsidiaries and affiliates: Corporate and Investment Bank (CIB) and Domestic Bank (DB).

### Highlights:

- **Corporate and Investment Bank** offers financial solutions to global and regional corporates, public corporates, financial institutions and international organisations, corporate finance, investment banking, securities and asset management, as well as our treasury business.

Corporate and Investment Bank revenue increased \$64 million, or 41%, to \$218 million, from the prior year period. Net interest income rose 28%, while non-interest revenue increased 54%. The increase in net interest income was driven by business volumes, partially offset by yield compression due to competitive pressures. The increase in non-interest revenue was primarily driven by treasury FX sales and purchases.

Operating expenses for CIB were \$112 million, up \$7.1 million, or 7% from the prior year period. The increase, partly, reflects internal cost allocation policies, however benefited also from the continued focus on cost discipline. As a result, the cost-to-income ratio (CIR) improved to 51.3% compared to 67.9% in March 2012.

Provision for impairment losses increased 9.0% to \$5.1 million from the prior year period, despite an 18% growth in Corporate Bank lending, reflecting the effort we place in underwriting good loans.

Corporate and Investment Bank reported profit before tax of \$101 million, up \$56 million, or 126% from the prior year period.

- **Domestic Bank** offers convenient, accessible and reliable financial products and services to retail, local corporates, public sector, and microfinance customers. Domestic Bank leverages an extensive branch and ATM network as well as mobile, internet and remittances banking platforms.

Domestic Bank grew revenue by \$16 million or 7% to \$241 million from the prior year period driven by higher loan balances.

Operating expenses increased \$29.1 million, or 15%, to \$221 million. The increase partly reflects internal cost allocation policies and a larger cost base from our acquisitions.

The provision for impairment losses increased \$5.1 million, or 32%, to \$20.9 million reflecting higher provisions on the SME loan portfolio.

Domestic bank reported a pre-tax loss of \$0.3 million in the first three months of 2013, compared to a pre-tax profit of \$18 million in the comparable period in 2012, largely due to higher operating expenses and provisions for impairment losses.

## GEOGRAPHICAL CLUSTER FINANCIAL PERFORMANCE

Ecobank's operations in Africa are grouped into six geographical clusters according to size and shared attributes such as a common currency or membership of a regional economic community: **Francophone West Africa, Nigeria, Rest of West Africa, Central Africa, East Africa** and **Southern Africa**. **International**<sup>(1)</sup>, our seventh cluster, comprises our Paris affiliate and representative offices in London, Dubai and Beijing.

The table below summarizes the financial performance of each of these clusters for the three months ended 31 March 2013. The results of our corporate finance, investment banking, and securities and asset management businesses, which are managed by Ecobank Development Corporation (EDC), are not reported under our geographical clusters, but are reported within our business segments. In addition, the amounts in the table below are unadjusted for consolidation eliminations, and do not include eProcess and ETI. For illustration, the difference in revenue between the cluster reported total and the Group figure was negative \$18.6 million in the first quarter of 2012 and positive \$1.6 million in the first quarter of 2013.

\$ million	Francophone West Africa	% y/y	Nigeria	% y/y	Rest of West Africa	% y/y	Central Africa	% y/y	East Africa	% y/y	Southern Africa	% y/y
<b>Revenue</b>	<b>97.2</b>	+12	<b>195.9</b>	+25	<b>85.5</b>	+13	<b>37.6</b>	+7	<b>15.7</b>	+41	<b>16.0</b>	+55
Operating expenses	(66.6)	+14	(162.0)	+11	(45.2)	+15	(27.3)	+18	(14.8)	+1	(11.8)	+11
Net provision for impairment losses	(7.0)	+40	(8.9)	+54	(9.4)	+28	(1.3)	-17	0.5	NA	(0.3)	(135)
<b>Profit before tax</b>	<b>23.6<sup>(A)</sup></b>	-1	<b>25.0</b>	+424	<b>30.9<sup>(B)</sup></b>	+6	<b>8.9<sup>(C)</sup></b>	-15	<b>1.4</b>	+129	<b>4.0</b>	+514
Customer loans	3,078.2	+17	3,149.9	+25	1,009.6	(10)	1,085.2	+21	382.5	+24	235.4	+43
Total assets	5,066.7	+14	8,360.7	+5	2,645.8	+8	1,855.5	+19	713.2	+14	445.4	+41
Customer deposits	3,733.9	+13	6,477.9	+11	1,905.3	+7	1,500.8	+21	491.7	+10	284.1	+51

- <sup>(1)</sup> International's revenue is largely derived from corporate and treasury business and was \$4.9 million for first quarter of 2013 and profit before tax was \$0.9 million.
- Revenue, PBT and other amounts are reported here unadjusted for consolidation eliminations.
- (A)(B)(C): Profit before tax includes share of loss and profit from associates of (\$0.01) million, \$0.08 million and (0.1) million, respectively

### Highlights

- **Francophone West Africa** (comprising affiliates in Benin, Burkina Faso, Cape Verde, Côte d'Ivoire, Guinea Bissau, Mali, Niger, Senegal, and Togo)

Revenue increased \$10 million, or 12%, to \$97.2 million from the prior year period. The increase was driven by volume growth. Countries contributing to revenue growth were Côte d'Ivoire, up \$3.3 million or 17%, Niger up \$2.7 million, or 61%, and Senegal up \$2.7 million, or 25%.

Operating expenses were \$66.6 million, up \$8.4 million, or 14%, from March 2012. The increase was across all affiliates except for Togo and Mali which saw moderate declines in operating expenses. The cost-to-income ratio improved to 68.5% in the first quarter from 66.8% in the prior year period.

Provisions for impairment losses were \$7 million in the first quarter, an increase of \$2.0 million, or 40% from the first quarter of 2012. The increase was predominately driven by provisions in Mali due to the challenging operating environment brought on by the unstable political situation. Burkina Faso, on the other hand, saw a decline in provisions.

Francophone West Africa reported profit before tax of \$23.6 million, a decrease of \$0.3 million or 1%, from the prior year period.

- **Nigeria** (categorized as a cluster in its own right due to its size)

Revenue for Nigeria was \$196 million, an increase of \$39.2 million, or 25% from the prior period benefiting from strong growth in trading income, earning assets and cash management commissions. Net interest income grew 8% year-on-year, driven by yields, partially offset by the net impact of the increase in the Central Bank of Nigeria's cash reserve ratio. Non-interest revenue increased 52%, year-on-year due to growth in trading income.

Operating expenses grew \$15.5 million, or 11%, to \$162 million, from the prior period, driven by the increase in levies from AMCON and the Nigerian Deposit Insurance Company (NDIC) and additional

spend on branches.

Provisions for impairment losses increased by \$3.1 million, or 54%, to \$8.9 million largely due to an increase in provisions from Domestic Bank.

Nigeria reported profit before tax of \$25 million in the first quarter, up \$20.3 million, or 424%, from March 2012.

- **Rest of West Africa** (*comprising affiliates in Ghana, Guinea, Liberia, Sierra Leone and The Gambia*)

Revenue increased by \$9.9 million, or 13%, to \$85.5 million driven by earning assets growth and specifically a favourable interest rate environment in Ghana. Of the increase in revenue, Ghana contributed \$8.0 million whilst Sierra Leone and Liberia reported moderate increases.

Operating expenses were \$45.2 million, an increase of \$6.0 million, or 15%, from the prior year period driven largely by cost growth in Ghana.

The provision for impairment loss was \$9.4 million, an increase of \$2.1 million, or 28%, from the prior year period primarily attributable to a \$1.6 million increase in provisions in Ghana. The increase was due to the higher provisions taken on the SME loan portfolio.

Rest of West Africa reported profit before tax of \$30.9 million for the first quarter of 2013, an increase of \$1.8 million, or 6%, compared with the same period in 2012. The increase was primarily driven by Ghana, up \$2.4 million, offset by a decline in pre-tax profits from Guinea, Sierra Leone and Gambia.

- **Central Africa** (*comprising affiliates in Cameroon, Central African Republic, Chad, Congo-Brazzaville, Equatorial Guinea, Gabon and Sao Tome & Principe*)

Revenue increased \$2.5 million, or 7%, to \$37.6 million from the prior year period driven by increases in net interest income and non-interest revenue. Contributing to revenue growth were Congo Brazzaville, Gabon and Chad offset by a revenue decline of \$2.9 million in Central Africa Republic.

Operating expenses grew \$4.3 million, or 18%, to \$27.3 million in the first quarter compared with \$23.1 million in the first quarter of 2012. The provision for impairment losses decreased 17% from the prior year period and was driven by all affiliates.

Central Africa's profit before tax this quarter was less than 10% of its \$3 million level in the first-quarter of 2012, resulting in cluster pre-tax profits falling slightly compared to last year.

- **East Africa** (*comprising affiliates in Burundi, Kenya, Rwanda, Uganda and Tanzania*)

East Africa saw strong revenue growth, which was driven by increased lending activity, particularly, in Kenya and Tanzania. As a result, the quarter's revenue increased by \$4.6 million, or 41%, to \$15.7 million from the prior year period.

Operating expenses were \$14.8 million, an increase of \$0.1 million, or 1%, from the prior year period reflecting the keen focus on driving efficiency. Kenya's operating expense fell 16% from the prior year period, while Burundi's decreased 7%. The cost-to-income ratio, albeit still high, fell sharply to 93.8% in the first quarter from 131.2% in March 2012.

The provision for impairment losses was a benefit of \$0.5 million in the first-quarter of 2013, compared to a provision for impairment loss of \$1.5 million in the first-quarter of 2012, reflecting provision write-backs and releases in the quarter. Except for Rwanda, all affiliates in EAC recorded provision benefits for the quarter.

As a result of this, East Africa reported a pre-tax profit of \$1.4 million for the first three months of 2013 compared with a pre-tax loss of \$5.0 million in 2012. Kenya and Tanzania reported pre-tax profits in the current quarter, driven by healthy revenue growth, lower expenses and a healthier loan book.

- **Southern Africa** (*comprising affiliates in Democratic Republic of Congo, Malawi, Zambia, Zimbabwe and a representative office in Angola*)

Southern Africa saw revenue grow \$5.7 million, or 55% in the first quarter of 2013 from the prior year period. The increase was balanced between growth in net interest income, up 50%, or \$2.3 million and non-interest revenue, up 59%, or \$3.4 million. Countries that contributed strongly to revenue growth were DR Congo and Zimbabwe.

Operating expenses were \$11.8 million in the first quarter, increasing by \$1.1 million, or 11% from the

prior year period. The increase was primarily driven by expense growth in DR Congo. The other Cluster affiliates reported reductions in operating expenses for the quarter. These reductions in operating expenses were evidence of management's focus on expense discipline. As a result, the cost-to-income ratio for Southern Africa improved sharply and was 73.3% for the first quarter compared with 102.5% in the first quarter of 2012.

The provision for impairment losses was \$0.3 million for the first quarter compared with a provision benefit of \$0.9 million for March 2012. The increase was from Zimbabwe and Malawi.

Southern Africa boosted pre-tax profits by \$4.0 million, or 514%, from the prior year period largely because of the strong revenue performance and lower costs and provisions growth. Driving this increase was the return to profitability of Zambia and Zimbabwe from the prior year period.

- **International** (comprising our affiliate in Paris and representative offices in London, Johannesburg, Dubai and Beijing)

Revenue for the first quarter was \$4.9 million, up \$1.1 million, or 28%, from the prior year period driven by growth in our transaction services business.

Operating expenses were \$4.0 million, up \$1.5 million, or 62%, from the prior year period. The increase reflected higher staff costs and fees related to regulatory compliance activities.

Pre-tax profits fell \$0.5 million, or 33% from the prior year period reflecting the growth in operating expenses. As a result, the cost-to-income ratio deteriorated to 81.0% in the first quarter compared with 63.8% in the prior year period.

**About Ecobank:** Incorporated in Lomé, Togo, Ecobank Transnational Incorporated (ETI) is the parent company of the leading independent pan-African banking group, Ecobank. It currently has a presence in 33 African countries, namely: Angola, Benin, Burkina Faso, Burundi, Cameroon, Cape Verde, Central African Republic, Chad, Congo (Brazzaville), Congo (Democratic Republic), Côte d'Ivoire, Equatorial Guinea, Gabon, Gambia, Ghana, Guinea, Guinea-Bissau, Kenya, Liberia, Malawi, Mali, Niger, Nigeria, Rwanda, Sao Tome and Principe, Senegal, Sierra Leone, South Africa, Tanzania, Togo, Uganda, Zambia, Zimbabwe.

The Group is also represented in France through its affiliate EBI SA in Paris. ETI also has representative offices in Dubai-United Arab Emirates, London-UK and Beijing-China. ETI is listed on the stock exchanges in Lagos, Accra, and the West African Economic and Monetary Union (UEMOA) – the BRVM. The Group is owned by more than 600,000 local and international institutional and individual shareholders. The Group has over 18,500 employees in 37 different countries and 1,200 branches and offices as of March 2013. Ecobank is a full-service bank providing wholesale, retail, investment and transaction banking services and products to governments, financial institutions, multinationals, international organizations, medium, small and micro businesses and individuals. Additional information may be found at [www.ecobank.com](http://www.ecobank.com).

#### **Cautionary Note Regarding Forward- Looking Statements**

Certain statements in this document are "forward-looking statements". These statements are based on management's current expectations and are subject to uncertainty and changes in circumstances. Actual results may differ materially from those included in these statements.

### **Management Conference Call**

Ecobank will host a conference call for analysts and investors on **Friday 26<sup>th</sup> of April 2013 at 2.00pm GMT (3.00pm London/Lagos time)** during which senior management will present the unaudited financial results for the three months ended 31 March 2013. There will be an opportunity at the end of the call for questions.

The conference call facility can be accessed by dialling:

UK Standard International	+44 1452 555 566
UK Free call	0800 694 0257
USA Free call	1866 966 9439
USA Local call	1631 510 7498
South Africa Free Call	0800 980 759
United Arab Emirates	8000 440 189

Participants will be asked for their full name, company name and conference ID.

Conference ID: **448 54 594**

Participants should call at least five minutes before the start of the presentation.

For those who are unable to listen to the live call, an Encore replay facility will be available until **6 May, 2013** with details made available after the call on request.

The presentation will be posted on the Ecobank website prior to the conference call at [www.ecobank.com](http://www.ecobank.com).

### **Investor Relations**

Ecobank is committed to continuous improvement in its investor communications. For further information, and if you have any suggestions on what we can do better, please contact James Etherington and Ato Arku via [ir@ecobank.com](mailto:ir@ecobank.com). Full contact details below:

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**IFRS UNAUDITED CONSOLIDATED INCOME STATEMENT  
FOR THE PERIOD ENDED 31 MARCH 2013**

	<b>For the period ended 31 March</b>	
	<b>2013</b>	<b>2012</b>
	<b>US\$ '000</b>	<b>US\$ '000</b>
Interest income	376,440	328,742
Interest expense	(135,701)	(123,548)
<b>Net interest income</b>	<b>240,739</b>	<b>205,194</b>
Fee and commission income	134,062	113,247
Fee and commission expense	(5,616)	(4,861)
<b>Net fee and commission income</b>	<b>128,446</b>	<b>108,386</b>
Lease income	460	2,552
Dividend income	20	52
Net trading income	75,993	40,778
Gains less losses from investment securities	355	(21)
Other operating income	8,442	4,305
<b>Operating income before impairment loss</b>	<b>454,455</b>	<b>361,246</b>
Impairment losses for loans	(25,968)	(20,449)
<b>Operating income after impairment loss</b>	<b>428,487</b>	<b>340,797</b>
Staff expenses	(147,041)	(142,092)
Depreciation and amortisation	(32,553)	(32,341)
Other operating expenses	(150,268)	(116,329)
<b>Total operating expenses</b>	<b>(329,862)</b>	<b>(290,762)</b>
<b>Operating profit</b>	<b>98,625</b>	<b>50,035</b>
Share of loss of associates	(4)	-
<b>Profit before income tax</b>	<b>98,621</b>	<b>50,035</b>
Income tax expense	(17,058)	(15,011)
<b>Profit for the period</b>	<b>81,563</b>	<b>35,024</b>
<b>Attributable to:</b>		
- Owners of the parent	71,890	26,188
- Non-controlling interests	9,673	8,836
	<b>81,563</b>	<b>35,024</b>
Earnings per share for profit attributable to the equity holders of the parent company during the period (in US cents)		
• Basic EPS	0.42	0.20
• Diluted EPS	0.32	0.15

**IFRS UNAUDITED CONSOLIDATED STATEMENT OF FINANCIAL POSITION  
AS AT 31 MARCH 2013**

	<b>As at 31 March</b>	
	<b>2013</b>	<b>2012</b>
	<b><u>USD '000</u></b>	<b><u>USD '000</u></b>
<b>Assets</b>		
Cash and balances with central banks	2,143,527	1,548,597
Treasury bills and other eligible bills	1,603,426	942,873
Loans and advances to banks	1,986,249	2,129,872
Loans and advances to customers	9,030,694	7,762,646
Trading assets	52,789	70,219
Derivative financial instruments	143,680	64
Reinsurance assets	1,721	3,580
Investment securities: available for sale	1,710,882	3,059,443
Investment in associates	12,025	3,436
Pledged assets	628,095	97,446
Intangible assets	506,170	533,685
Property and equipment	843,057	828,794
Investment properties	190,912	72,800
Deferred income tax assets	55,258	41,540
Other assets	670,870	736,193
<b>Total Assets</b>	<b>19,579,355</b>	<b>17,831,188</b>
<b>Liabilities</b>		
Deposits from other banks	305,101	539,280
Deposits from customers	14,463,170	12,873,252
Other deposits	422,671	187,834
Derivative financial instruments	366	45
Insurance liabilities	1,034	3,580
Borrowed funds	1,225,530	1,241,585
Other liabilities	833,694	1,299,721
Other provisions	22,152	25,817
Current income tax liabilities	34,628	30,965
Deferred income tax liabilities	31,843	14,426
Retirement benefit obligations	13,540	11,427
<b>Total Liabilities</b>	<b>17,353,729</b>	<b>16,227,932</b>
<b>Equity</b>		
<b>Equity attributable to the owners of the parent</b>		
Share capital and premium	1,411,556	1,080,186
Retained earnings and reserves	641,155	390,538
<b>Shareholders' equity</b>	<b>2,052,711</b>	<b>1,470,724</b>
Non-controlling interests in equity	172,915	132,532
<b>Total Equity</b>	<b>2,225,626</b>	<b>1,603,256</b>
<b>Total Liabilities and Equity</b>	<b>19,579,355</b>	<b>17,831,188</b>

**IFRS UNAUDITED CONSOLIDATED STATEMENT OF CASH FLOWS  
FOR PERIOD ENDED 31 MARCH 2013**

	<b>For the period ended 31 March</b>	
	<b>2013</b>	<b>2012</b>
	<b><u>USD '000</u></b>	<b><u>USD '000</u></b>
<b>Cash flows from operating activities</b>		
Profit before tax	98,621	50,035
Net trading income – foreign exchange	(45,739)	(40,642)
Net gain from investment securities	(355)	23
Impairment losses on loans and advances	25,968	20,449
Depreciation of property and equipment	27,557	26,472
Amortisation of software and other intangibles	4,996	5,869
Impairment charges:		
- property and equipment	67	73
- doubtful receivables	72	(822)
Profit on sale of property and equipment	(11)	(258)
Share of loss of associates	4	-
Income tax paid	(26,581)	(27,038)
<b>Changes in operating assets and liabilities</b>		
- net decrease/(increase) in trading assets	40,065	(68,649)
- net decrease in pledged assets	71,959	-
- net (increase)/decrease in derivative financial assets	(263)	8,547
- net decrease in loans and advances to banks	188,907	991,751
- net decrease/(increase) in loans and advances to customers	410,251	(521,621)
- net increase in other assets	(79,863)	(254,657)
- net (increase)/ decrease in mandatory reserve deposits with central banks	(14,354)	73,118
- net increase in other deposits	53,311	17,735
- net (decrease)/ increase in amounts due to customers	(157,308)	796,757
- net increase/(decrease) in derivative liabilities	237	(10,225)
- net increase in other liabilities	101,035	288,824
- net decrease in other provisions	(3,888)	(14,607)
<b>Net cash flow from operating activities</b>	<b>694,688</b>	<b>1,341,135</b>
<b>Cash flow from investing activities</b>		
Disposal of subsidiaries	13,901	-
Purchase of software	(1,174)	(8,892)
Net purchase of property and equipment	(18,950)	(31,671)
Sale/ (Purchase) of investment securities	607,371	(361,532)
Interest received	38,096	65,215
<b>Net cash from / (used in) investing activities</b>	<b>639,244</b>	<b>(336,880)</b>
<b>Cash flow from financing activities</b>		
Repayment of borrowed funds	(14,153)	(161,436)
<b>Net cash used in financing activities</b>	<b>(14,153)</b>	<b>(161,436)</b>
<b>Net increase in cash and cash equivalents</b>	<b>1,319,779</b>	<b>842,819</b>
Cash and cash equivalents at start of period	1,813,053	1,330,596
Effects of exchange differences on cash and cash equivalents	116,505	318,055
<b>Cash and cash equivalents at end of period</b>	<b>3,249,337</b>	<b>2,491,470</b>