



Zenith Bank Plc – A Compelling Equity Story

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Who We Are

Market Leadership

Zenith Bank: A dominant player in the Nigerian Banking industry with strong international presence

Strong Shareholder Returns

Best Dividend Pay Out to Shareholders Amongst Nigerian Banks Over The Last 5 Years

Strong Shareholder Returns

If you bought 100,000 units of Zenith Bank Shares 5 years ago

Financial Performance: 5 Year Summary

Financial Performance: By Geography

Significant growth in the contribution of subsidiaries to the Group profit before tax year-on-year

Awards

Management Trackrecord & ESG

01

02

03

04

05

06

07

08



Who We Are —

Zenith Bank Plc was established in May 1990, and commenced operations in July of the same year as a commercial bank. The Bank became a public limited company on June 17, 2004 and was listed on the Nigerian Stock Exchange (NSE) on October 21, 2004 following a highly successful Initial Public Offering (IPO).

Zenith Bank Plc currently has a shareholder base of more than half a million and is Nigeria's biggest bank by tier-1 capital. In 2013, the Bank listed \$850 million worth of its shares at \$6.80 each on the London Stock Exchange (LSE).

Market Leadership

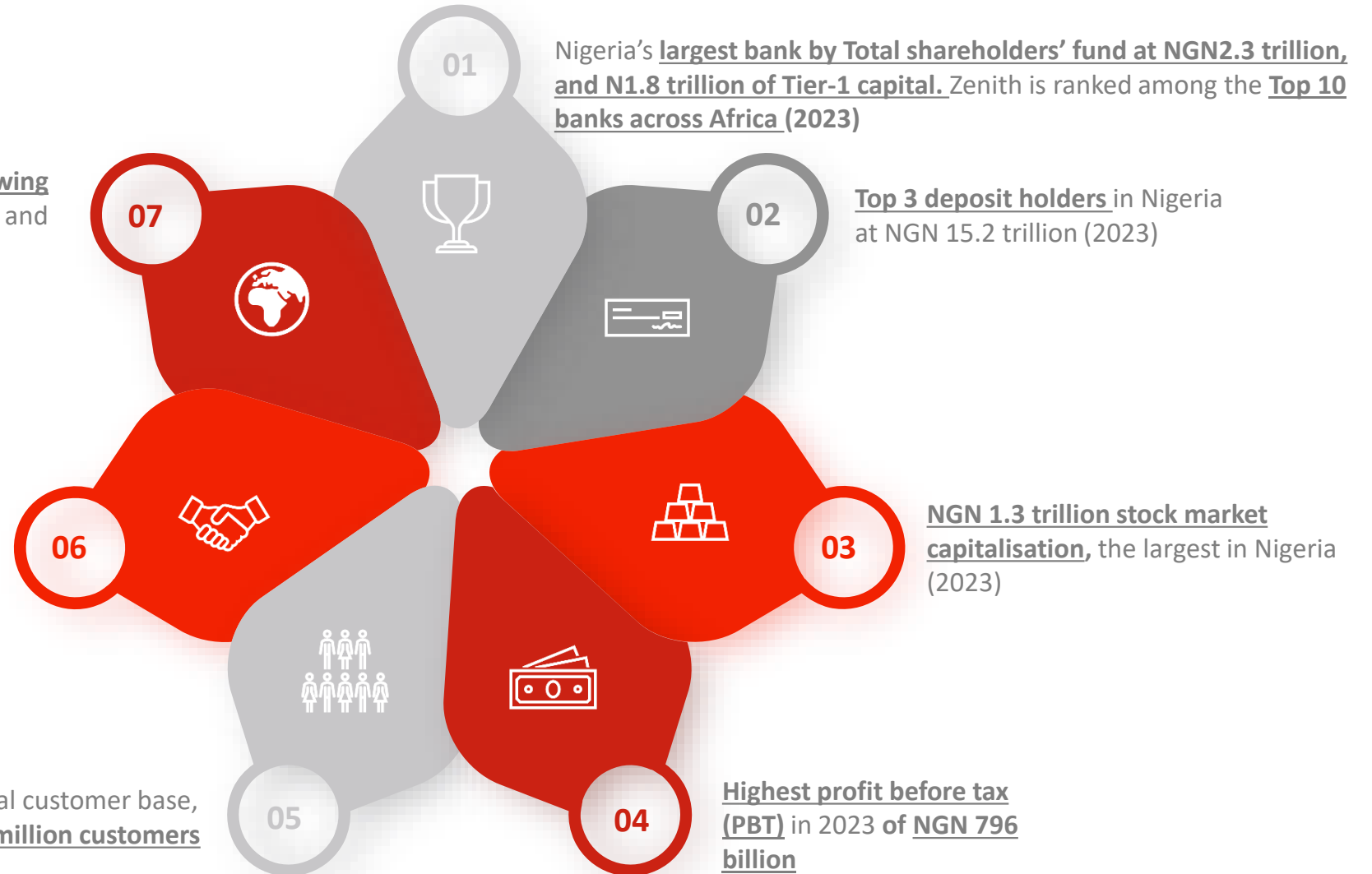


Zenith Bank: A dominant player in the Nigerian Banking industry with strong international presence

Dominant footprint in Nigeria, growing presence in the West African region and international network

Superior service and customer experience create strong brand loyalty, making it the preferred bank for many Nigerians

Growing and loyal customer base, serving over **33 million customers**

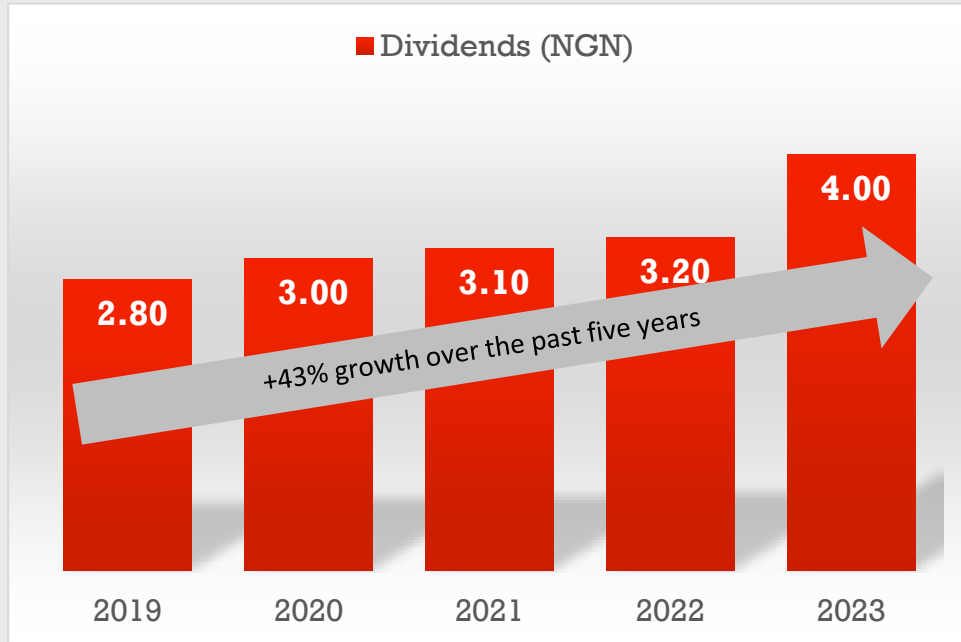


Strong Shareholder Returns

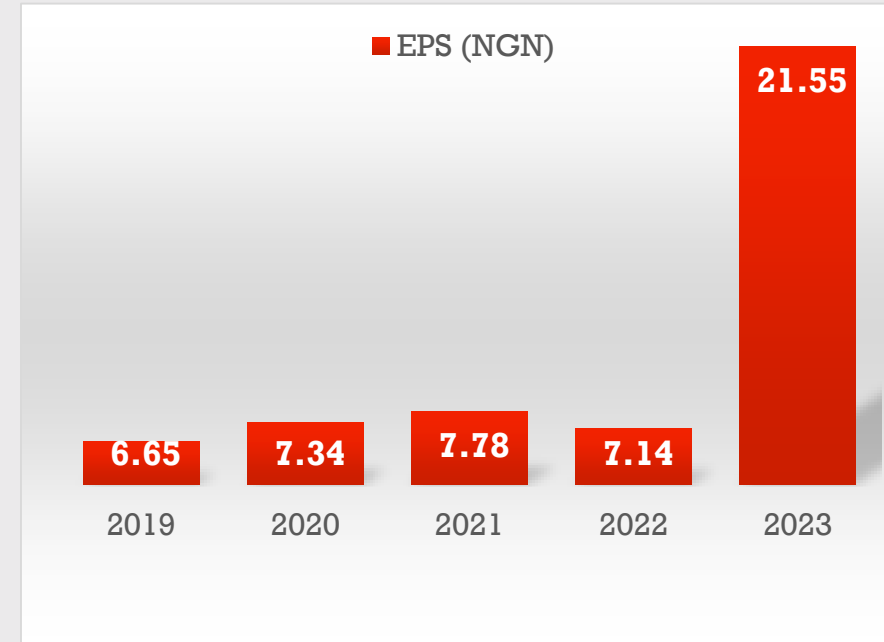


Best Dividend Pay Out to Shareholders Amongst Nigerian Banks Over The Last 5 Years

DIVIDENDS PAID OUT OVER THE YEARS



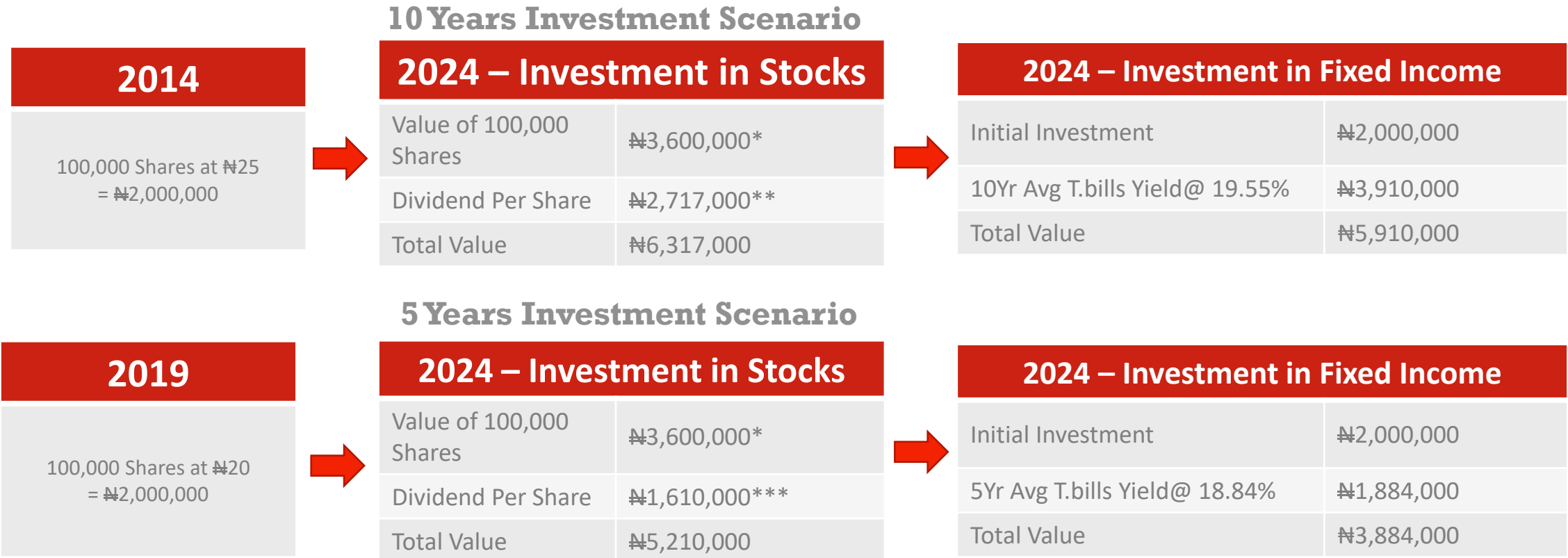
EARNINGS PER SHARE (EPS)



Strong Shareholder Returns



If you bought 100,000 units of Zenith Bank Shares 10 years ago, when the stock price was N25 on average, today your investment would be worth N6.3mn+, as against N5.9mn if invested in treasury bills over the same period.



*Calculated using stock price as at Wednesday, June 19th, 2024

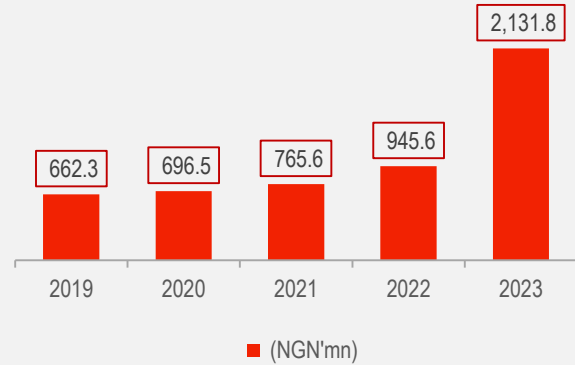
**Calculated using actual annual dividend per share paid by Zenith Bank plc over the past ten years.

***Calculated using actual annual dividend per share paid by Zenith Bank plc over the past five years.

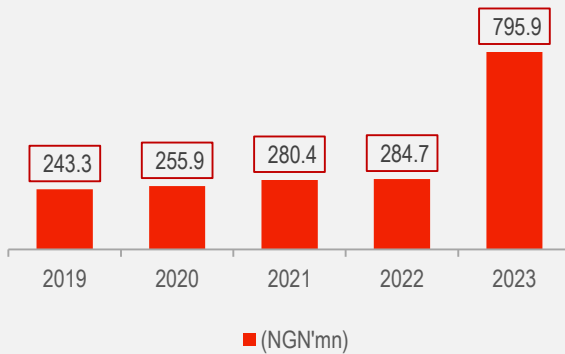
Financial Performance: 5 Year Summary



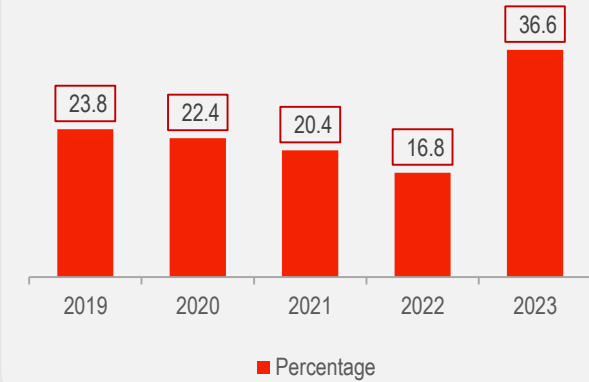
Total revenue



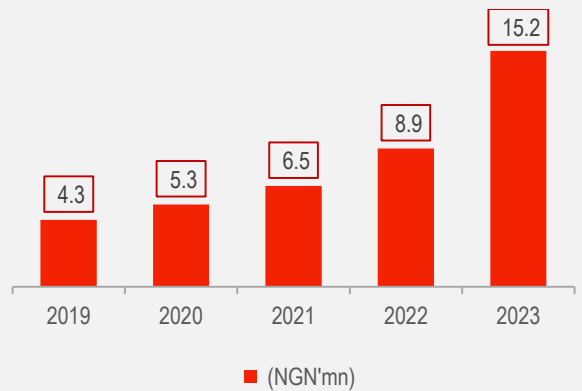
Profit Before Tax



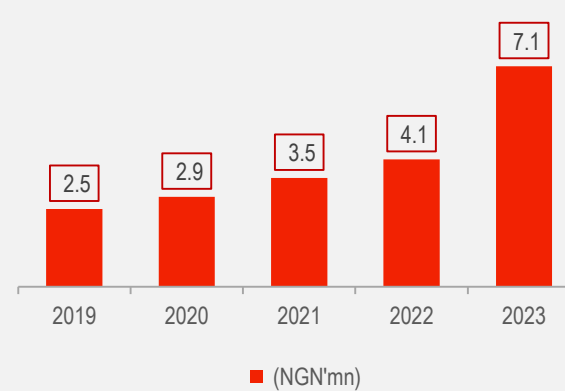
Return on Average Equity



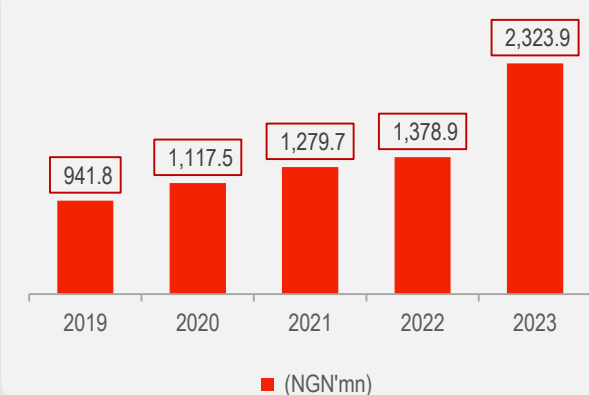
Customer Deposits



Loans



Shareholder Funds

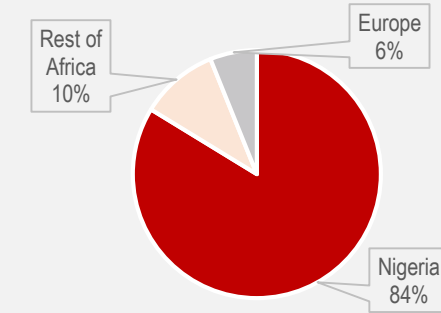


Financial Performance: By Geography

Significant growth in the contribution of subsidiaries to the Group profit before tax year-on-year

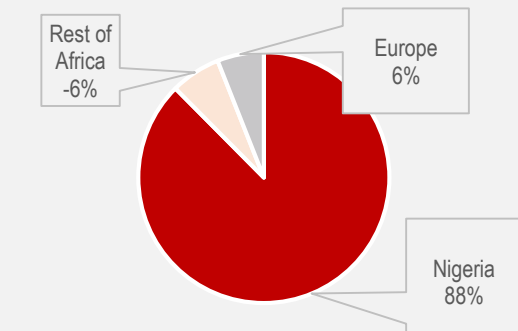
FY2023 Summary Income Statement (NGN'million)					
	Nigeria	Rest of Africa	Europe	Eliminations	Consolidated
Total revenue	1,883,899	174,567	106,594	(33,310)	2,131,750
Total expense	(1,206,017)	(92,182)	(57,493)	19,904	(1,335,788)
Profit before tax	677,882	82,385	49,101	(13,406)	795,962
Tax	(75,021)	(31,205)	(12,116)	(711)	(119,053)
Profit after tax	602,861	51,180	36,985	(14,117)	676,909

% Share of PBT by Geography – FY2023



FY2022 Summary Income Statement (NGN'million)					
	Nigeria	Rest of Africa	Europe	Eliminations	Consolidated
Total revenue	844,972	79,647	39,572	(18,637)	945,554
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

% Share of PBT by Geography – FY2022



Global Recognition for Banking Excellence



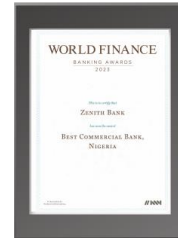
Awards

BEST CORPORATE GOVERNANCE FINANCIAL SERVICES IN AFRICA

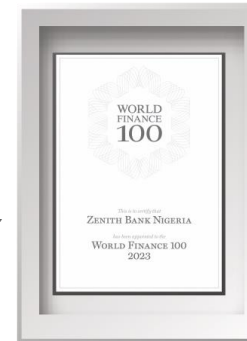
- *The Ethical Boardroom*



BEST COMMERCIAL BANK, NIGERIA
- *World Finance*



BEST CORPORATE GOVERNANCE, NIGERIA
- *World Finance*



WORLD FINANCE 100
- *World Finance*
(The only Nigerian Company Listed)

5 Unique Corporate Culture



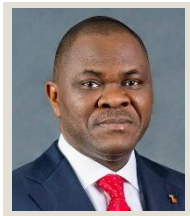
Well-seasoned management team with an average tenure of more than 20 years, driving a strong culture and continuity across all departments

The combined intellect and dedication of the staff, management and board contribute to making Zenith Bank a world-class institution. The bank has recorded five consecutive smooth successions internally for the role of Group Managing Director since its inception.

Management Team



Dame (Dr.) Adaora Umeoji OON
Group Managing Director / CEO



Mr. Henry Oroh
Executive Director



Mrs. Adobi Nwapa
Executive Director



Mr. Akindele Ogunranti
Executive Director



Mr. Adamu Saliu Lawani
Executive Director



Mr. Louis Odom
Executive Director



Governance and Recognition

- ✓ Awarded Best Corporate Governance Financial Services, Africa in 2023 by Ethical Boardroom
- ✓ 31% women representation in the Board and top management
- ✓ Operates in accordance with the highest standards of corporate governance and best practices, which are maintained across all subsidiary companies

The Board and management of the Bank, comprise individuals from diverse disciplines and skills, with educational backgrounds from prestigious universities, chosen for their professional expertise, business experience, integrity, management capabilities, and knowledge of the Bank's business

We Prioritize Environmental Social and Governance (ESG)



Strong commitment to sustainability, prioritising ethical business practices, community engagement and environmental sustainability

Sustainability is an integral part of the bank's corporate identity and at the heart of the business

- Z-Women and SME for Women Initiative to address the unique needs of women-owned businesses
- Balanced and diversified workforce with a 50:50 female-to-male employees' ratio
- 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



- Founding signatory to various standards, such as the UN Global Compact, UN Environmental Programme Finance Initiative
- Active tracking and measurement of CO2 emissions footprint
- Energy target is to achieve a 40% reduction in overall energy consumption at Head Office buildings by 2025
- Minimise environmental impact under effluents and waste
- Increased economic activities, job creation, infrastructure development, economic diversification and overall economic growth and development
- Creating economic value for all our stakeholders, government and the larger society
- Establishing strategic partnerships and alliances with global financial institutions

Building lasting relationships with diverse social networks - including families, communities, businesses and institutions to achieve tangible impact

Investing in local communities and supporting diverse activities across all Nigerian states, and footprint countries to achieve lasting, tangible success



Funded a charity organisation focused on promoting girls' education in underserved areas in Nigeria and providing healthcare to women



Zenith Bank Hackathon's 4th Place Price Winner



Partnered with the WiseWalk Foundation on tour across secondary schools in Lagos to raise awareness about drug abuse and addiction among young people



Donated medications and equipment worth ₦45,000,000 to Iga Idunganran Healthcare Centre in Lagos to enhance the medical services provided to the local community



Zenith Bank Tech Fair which included masterclasses on artificial intelligence, cloud computing, agile networks, and a hackathon named "Zecathon"



Promotes Financial Literacy Day and World Savings Day, celebrated in March and November, across various Nigerian states to teach students about financial literacy and savings

Contributing to the fabric of a better society by investing in the moral education of young minds

Investing in the education of students from low-income homes across various states



World Savings Day Lecture, Owerri



Financial Literacy Day Lecture, Benin



Teens Against Addiction Initiative