



Guaranty Trust Bank plc  
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## Guaranty Trust Bank Plc

### UNAUDITED Q1 GROUP RESULTS FOR THE QUARTER ENDED MARCH 31, 2018: DECLARES A PBT OF ₦52.6BILLION

Lagos, Nigeria – April 18, 2018 – Guaranty Trust Bank Plc (“GTBank”), (Bloomberg: GUARANTY:NL/Reuters: GUARANT.LG), provider of diversified financial services, announces its unaudited Financial Results, in accordance with IFRS, for the quarter ended 31 March 2018 and declares a PBT of ₦52.6bn.

Commenting on the financial results, the Managing Director/CEO of Guaranty Trust Bank plc, Mr. Segun Agbaje, said; “Our performance in the first quarter reflects the strength of our businesses and the success of our digital-first customer-centric strategy in delivering services to our customers that are simple, cheap and easily accessible.

He further stated that “Despite the challenging environment, we focused our resources on strengthening relationships with our customers, building our digital capabilities to ensure that our customers enjoy the same superior experience across all touch points, whilst consolidating our leading position in all the economies wherein we operate.”

#### Financial Highlights

- Strong Earnings
  - **Profit before tax of ₦52.6bn** (31 March 2017 ₦50.4bn) an increase of 4.4%.
  - **Profit after tax improved to ₦44.7bn** from ₦41.5bn of 31 March 2017
  - Earnings per share of 158kobo compared to 147kobo per share of 31 March 2017
- Revenue
  - **Interest Income of ₦80.8bn** (31 March 2017: ₦84.1bn) down 4.0% as a result of 7.7% dip in interest income on loans and advances and 300bp decline in yield of Fixed Income Securities. Loan Book contracted by 7.8% from N1.645trn in March 2017 to N1.526trn due to drop in FCY components of the Loan book as a result of pay-down of pent up obligations owing to improved FX liquidity in the market following the introduction of the investors’ and exporters’ window in April 2017.
  - **Non-Interest Income of ₦28.2bn** (31 March 2017: ₦20.0bn) up 40.8% largely as a result of 11.3% growth in fee and commission income and growth in other Income comprising Advisory, Discounts, rebate Commissions & revaluation gains.
  - **Net interest margin** remained strong at 10.1% (31 March 2017: 10.6%).
- Balance Sheet
  - **Total assets of ₦3.507trn** (31 December 2017: ₦3.351trn) up 4.6%
  - **Net loans and advances of ₦1.354trn** (31 December 2017: ₦1.449trn) dip of 6.5%.
  - **Deposits from customers of ₦2.214trn** (31 December 2017: ₦2.062trn) up 7.4%.

- Credit Quality
  - **Non-performing loans to total loans** improved to **6.2%** from **7.7%** as at 31 December 2017.
  - **Coverage (with Regulatory risk reserves) at 202.9%** (31 December 2017: 119.6%)
  - **Cost of Risk at 0.1%** (31 Dec 2017: 0.8%).
- Continued focus on efficiency
  - **Cost to income of 38.5%** (31 March 2017: 38.7%) due to improved revenue growth and continuous implementation of cost cutting initiatives.
- Subsidiaries
  - Contribution to PBT from subsidiaries increased to 11.3% from 9.0% in Q1-2017.

### **March 2018 Financial Analysis and Ratios**

<b>Key Financials (N' billion)</b>	<b>Q1-2018</b>	<b>Q1-2017</b>	<b>Δ%</b>
Interest Income	80.8	84.1	-4.0%
Net Interest Income	59.7	66.1	-9.7%
Operating Income	85.5	82.2	4.1%
Operating Expenses	32.9	31.8	3.5%
Profit Before Tax	52.6	50.4	4.4%
Profit After Tax	44.7	41.5	7.7%
Earnings Per Share (in Naira)	1.6	1.5	7.7%
	<b>Q1-2018</b>	<b>FY-2017</b>	<b>Δ%</b>
Total Assets	3,506.8	3,351.1	4.6%
Net Loans	1,354.3	1,449.3	-6.5%
Customer Deposits	2,213.8	2,062.0	7.4%

<b>Key Ratios</b>	<b>Q1-2018</b>	<b>Q1-2017</b>
ROAE ( <i>post-tax</i> )	30.8%	31.6%
ROAA ( <i>post-tax</i> )	5.2%	5.3%
ROAE (pre-tax)	36.3%	38.3%
ROAA (pre-tax)	6.1%	6.4%
Net Interest Margin	10.1%	10.6%
Cost-to-Income Ratio	38.5%	38.7%
	<b>Q1-2018</b>	<b>FY-2017</b>
Loans to Deposits	58.6%	67.5%
Liquidity Ratio	55.9%	47.6%
Capital Adequacy Ratio	24.6%	25.7%
NPL/Total Loans	6.2%	7.7%
Cost of Risk	0.1%	0.8%
Coverage (with Reg. Risk Reserves)	202.9%	119.6%

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**Notes to the Editors:**

Guaranty Trust Bank is a diversified financial services company with N3.507 trillion in assets, providing commercial banking services through 217 local branches, 65 e-branches & GTExpress locations, 1,192 ATMs, our international subsidiary offices and the Internet ([gtbank.com](http://gtbank.com)).

The Group operates as one of the leading Nigerian banks offering a wide range of commercial banking services and products throughout Nigeria, West and East African sub-regions as well as the United Kingdom. The Bank is rated B and B+ by S&P and Fitch respectively, a reflection of the Bank's stability and reputation of being a well-established franchise with strong asset quality and consistent excellent financial performance.

The Bank has ten bank subsidiaries established outside of Nigeria —

- 1) Guaranty Trust Bank (Gambia) Limited ("GTB Gambia"),
- 2) Guaranty Trust Bank (Sierra Leone) Limited ("GTB Sierra Leone"),
- 3) Guaranty Trust Bank (Ghana) Limited ("GTB Ghana"),
- 4) Guaranty Trust Bank (Liberia) Limited ("GTB Liberia"),
- 5) Guaranty Trust Bank (United Kingdom) Limited ("GTB UK")
- 6) Guaranty Trust Bank (Cote D'Ivoire) ("GTB Cote D'Ivoire"),
- 7) Guaranty Trust Bank (Kenya) Limited ("GTB Kenya"),
- 8) Guaranty Trust Bank (Rwanda) Limited ("GTB Rwanda"),
- 9) Guaranty Trust Bank (Uganda) Limited ("GTB Uganda")
- 10) Guaranty Trust Bank (Tanzania) Limited ("GTB Tanzania").