First Bank of Nigeria Limited Consolidated Financial Statements for the year ended 31 December 2014



# **NOTICE OF ANNUAL GENERAL MEETING**

**NOTICE IS HEREBY GIVEN** that the 46<sup>th</sup> Annual General Meeting of members of FIRST BANK OF NIGERIA LIMITED will be held in the Board Room, Samuel Asabia House, 12<sup>th</sup> Floor, 35 Marina, Lagos on Thursday, April 23, 2015 at 2.00 p.m. to transact the following:

# **Ordinary Business:**

- To receive the audited financial statements for the year ended December 31, 2014, together with the reports of the Directors, the Auditors and the Board Audit Committee thereon, as well as the report of the independent consultants on the annual appraisal of the Board of Directors.
- To declare a dividend.
- 3. To elect/re-elect Directors, including Prince Ajibola A. Afonja and Mr. Ebenezer A. Jolaoso, who are aged 72 and 71 years respectively.
- 4. To authorize the Directors to fix the remuneration of the Auditors.

# Special Business:

5. To approve the remuneration of Directors.

# **Proxy**

A member entitled to attend and vote at the Annual General Meeting is entitled to appoint a proxy to attend and vote in his stead. A proxy need not also be a member. A proxy form is attached to this Notice. All instruments of proxy should be duly stamped at the Stamp Duties Office and deposited at the registered office of the Company not later than 48 hours before the time for holding the meeting.

BY ORDER OF THE BOARD

Olayiwola Yahaya COMPANY SECRETARY

35 MARINA, LAGOS

Dated this 2<sup>nd</sup> day of April, 2015

# PROXY FORM

# FIRST BANK OF NIGERIA LIMITED {RC 6290}

ANNUAL GENERAL MEETING TO BE HELD in the Board Room, Samuel Asabia House, 35 Marina, Lagos on Thursday, April 23, 2015 at 2.00 p.m.

| Ma   | Thursday, April 23, 2015 at 2.00 p.m.   | the  | 2014, together with the reports   |      |  |
|--|---|--|---|------|--|
| The appoint the control of the contr | (Name of Shareholder in block letters) undersigned, being a member of the above named Company hereby bint   | resolution<br>as<br>indicated<br>alongside | of the Directors and the Board Audit Committee thereon, as well as the report of the external consultants on the annual appraisal of the Board of |      |  |
| he/sl  | ss otherwise instructed, the proxy will vote or abstain from voting as the thinks fit.  | s  | Directors.  |      |  |
| Date   | d this, 2015,   |  | 2] To declare a dividend.   |      |  |
| Share  | eholder's Signature and / or Common Seal  |  | 3] To elect/re-<br>elect Directors.   |      |  |
| NOT  | EC.   |  | 4] To authorize the Directors to  |      |  |
| 1.   | All instruments of proxy should be deposited at the registered office of the Company not later than 48 hours before the time for holding the meeting. |  | fix the remuneration of the Auditors.   |      |  |
| 2.   | Where the appointer is a corporation, this form may be under seal or under the hand of any officer or attorney duly authorized.                       | +  |   |      |  |
| 3.   | This proxy will be used only in the event of a poll being directed or demanded.   |  | 5] To approve a special resolution authorizing the  |      |  |
| 4.   | In the case of joint holders, the signature of any one of them will suffice, but the names of all joint holders should be shown.                      |  | Directors' remuneration.  |      |  |
| 5.   | It is a legal requirement that all instruments of proxy must bear appropriate stamp duty (currently \$\frac{45}{500.00}\$) from the Stamp Duties Of   |  |   |      |  |
| Before   | posting the above form please tear off this part and retain it for admission to the meeting.  |  |   |      |  |
| ADMI   | SSION FORM FIRST BANK OF NIGERIA  | LIMITED (R                                 | IC 6290}  |      |  |
|  | ANNUAL GENERAL MEETING TO BE HELD in the Board Room, Sa<br>On Thursday, April 23, 2015 at 2.0   | amuel Asabia<br>00 p.m.                    | House, 35 Marina, L   | agos |  |
| 'Name  | e of Shareholder  |  | •••••   |      |  |
| Name   | e of Proxy ARE UNABLE TO ATTEND THE MEETING)  |  |   |      |  |

RESOLUTION

statements

December

1] To receive the

audited financial

the year ended

for

31,

FOR

AGAINST

We desire

this proxy

to be

used in

favour

against

of/or

The above proxy form has been prepared to enable you exercise your right to vote.

Please insert your name in BLOCK CAPITALS on both proxy and admission forms where asterisked. Insert the name of any person whether a member of the company or not, with the exception of the Chairman of the Company, who will attend the meeting and vote on your behalf.

A member (shareholder) entitled to attend and vote is entitled to appoint one or more Proxies to attend and vote instead of him. A Proxy need not be a member.



# Chairman's Statement - 2014 Annual Report and Accounts

# 1. Introduction

In 2014, the industry's regulatory burden weighed heavily on our operations. Whereas in the 6 years to end-2013, the regulatory focus was more concerned with the health of individual bank players in the industry, and how this impacted overall systemic health, over the last 12 months macroprudential regulations have been added which prioritise macroeconomic concerns in the design of bank regulations.

However the net effect of these new regulations has been to dampen the industry's profit outlook. By virtue of our position in the industry we must wholly embrace these changes and continue to work with the regulator to responsibly contribute to economic growth while continuously delivering value to our shareholders.

Nonetheless, a firm focus on our earlier agreed goals ensured that FirstBank closed 2014 with much stronger balance sheet and profit numbers.

# 2. The Global Economy

The global economy was a mixed picture in 2014. Much of the publicity focussed on Japan, where Abenomics began the year with great promise; rising "lowflation" worries in the euro area; and the promise of an Indian renaissance on the back of a new government' reforming instinct.

Given the growth needs of the global economy, only the US economy produced growth noticeable enough to have had an effect. At 7.4%, Chinese growth was down from 'the elevated numbers that we have come to associate with that economy over the last 3 decades. Understandably, there was much worry over the ripple effect to the global economy of falling output rates in China, with most commentators linking the apparent end of the commodity super-cycle with falling demand in China.

Emerging markets were unduly affected by lower export revenues from falling commodity prices, with exchange rates from Brazil through Malaysia, to Nigeria reflecting these new pressure points. While commodity exporters, including of crude oil saw threats to their finances from lower export revenues, falling oil prices were a global net positive.

It may have contributed to the increase in US output numbers, as consumers' disposable incomes rose, but in the euro area, its contribution to the depressing prices, and thus to the risk of deflation was the most remarked.

# 3. Domestic Economy

The rebasing of the domestic economy's output numbers, which resulted in its re-classification as the continent's biggest economy, promised a number of positive externalities especially from an anticipated flow in investments into the new driver of the economy. A larger and growing services sector, appeared to confirm anecdotal evidence of the emergence of a growing middle class, with enough disposable income to drive demand for new and more sophisticated service and product offerings.

First Bank of Nigeria Ltd - RC 6290 An FBN Holdings Company The end of the commodity supercycle was also a net positive, as a lowering of prices across the range for most imports promised to boost domestic consumption reinforce net welfare gains. Consequently, in inflation-adjusted terms, the economy grew by 6.25% in 2014, a rate consistent with that achieved by the best-performing economies in the world in the year.

Still worries remain. For despite the new size of the economy, at around N90tn (or US\$550bn) GDP, which made it the world's 26th largest, in per capita terms, we remain 121st of 195 countries. Rising income inequalities further strengthening the need for domestic reforms that both transfer resources to the poor and vulnerable and improve their earning capacity, including through changes to the process of creating and accumulating social capital.

While a stronger economy is of immediate benefit to the financial services sector, through providing a more diverse need for financial services, rising income inequalities and poor poverty indices hurt our ability to drive higher levels of financial inclusion. Fortunately the reforms to physical and social infrastructure required to drive productivity increases would directly benefit our operations (through lower costs) and our markets (by increasing disposable incomes across the population).

It mattered, therefore, that oil prices took a knock by the second half of the year, falling from a June peak of US\$107pb to US\$43.14pb by year end. Whereas the larger effect of this on the economy, giving its fiscal dependence on oil receipts would be evident in 2015, lower oil prices and the associated pressure on the country's external reserves have driven the naira's exchange value down. A falling naira on the other hand, would have adverse inflation implications.

Both these new pressure points are a concern for the domestic banking industry going forward.

# 4. Monetary Policy

Following the mid-year drop in the oil price, and the subsequent pass-through of reduced government revenue to the naira's exchange rate, the focus on monetary policy during the year was on sustaining the naira. A concern with naira liquidity (as a possible source of elevated dollar demand), saw the Central Bank of Nigeria tighten monetary policy, at first through administrative measures, including increases in the reserve requirements for public and private sector deposits.

By year end, however, as the demand pressure on the naira built up, the CBN raised its policy rate by 100 basis points, and effectively devalued the naira when it moved the mid-point of the official exchange rate peg from US\$/N155 to US\$/N168.

# 5. Our Strategy

In my report last year, I had indicated as customary the adoption of our three-year plan for the period January 2014 to December 2016. At the heart of the new plan is the setting of segment-specific market share aspirations over the plan period.

Accordingly, in the retail market, our intention is to grow our share of the small- and medium-sized enterprises sector by an order of 11% to 15% over the next 3 years. Within this same period, we should see our wallet share of the affluent segment of the market for financial services grow by 5% to 6%, with the corporate and emerging corporate segments growing by 9% to 10% and 3% to 5% respectively.

Given ongoing structural changes to the public expenditure management framework, we have set rather narrow aspirations for the wholesale market, where we intend to defend our market shares in both the public sector and institutional segments of the market. The volatility which the changes in the public sector introduced into our model last year unintentionally validated our decision over the last plan cycle to pursue aggressively, expansion in sub-Saharan Africa. The operational diversity which we have now acquired is a key strength to cushioning future economic shocks from a group perspective as we expect increased growth from these new investments going forward.

In furtherance of a more diverse operating base, over the current plan cycle, we would be balancing our retail growth with a narrower focus on the high networth individual segment of the market. Essentially we intend to leverage existing strengths to grow our share of this market segment's wallet. This "inside-out approach" involves us sweating our already diverse portfolio of financial products and services and harnessing the accompanying synergies to serve a very discerning segment.

We have set these targets on the basis of our position in the market as the leading retail financial services provider, and in full cognisance of the increasingly narrow fiscal space within which the financial services industry would play in over the medium-term. We have no doubt therefore of the eventual success of this strategic platform within the plan horizon.

# 6. Board Priorities 2014 - 2015

Following the broadening of our continental footprint last year, the board agreed a set of new short- to medium-term priorities. Basically, these priorities aim to increase the pace of the Bank's growth across its diverse operational bases over the plan period.

Three planks support these new set of priorities. The first is a strong value proposition focussed on meeting our clients' diverse needs for financial services. Second is the continuous search for and the single-minded implementation of least cost solutions based on the customer's ease of access to and convenience of use of our different channels. Third is the sustainable return of value to our stakeholders from all our business lines.

In specific terms, our priorities over the near-term include growing non-interest revenue, driving service delivery excellence, optimising enterprise-wide cost, addressing market perception gap, enhancing sales force productivity whilst continuously enhancing our corporate governance and compliance spectrum.

The tasks facing us are far from insurmountable and equally underpinned by leading from the front and ensuring that measures put in place are holistic and clearly communicated across the business to galvanise our drive forward and ensure success in this regard. We remain aspirational and have no doubt in our ability as a bank to deliver.

# 7. Financial Results

The uncertainties associated with the general elections and the CBN's continued efforts to hold the floor on a domestic currency under pressure from lower oil earnings, were the main variables in our operating environment in the period covered by my report. In result, our operating environment was a lot more constrained last year.

Despite the downward pull of these variables, the Bank delivered robust results in the review period. The Bank's profit before tax (PBT) closed the year at N81.36bn compared with the

N76.85bn reported over the same period last year. The Group's PBT rose from N86.59bn reported in the 12 months to end-December 2013 to N94.45bn in the reporting period.

# 8. Outlook

Current global realities put oil price at an average of US\$60 per barrel this year and next. The impact of this on the domestic economy, in the light of our dependence on oil exports for much of our official revenue would be to constrain the fiscal space over the next 12 months. Monetary policy would equally tighten as the CBN strives to support the naira's exchange rate over this period.

Reduced government spend and rising domestic prices would ultimately dampen domestic demand. Along with a fall off in business investment, we should see domestic output growth slow considerably in 2015. The IMF, for instance, expects growth to be lower by about 1½ percentage points in 2015.

No doubt, a more difficult macroeconomic environment would impose huge costs on our operations. However, we have taken steps, a few of which I have enumerated here, both to guard against these shocks, and to take advantage of the limited opportunities that will open over the coming months.

# 9. Resignation

Mrs. Ibiai Ani, former non-Executive Director, resigned voluntarily with effect from March 20, 2014, while Mr. Adebayo Adelabu, former Executive Director/Chief Financial Officer, resigned with effect from March 28, 2014, to take up appointment as a Deputy Governor with the CBN.

# Appointments

Dr. (Mrs.) Ije Jidenma was appointed a non-Executive Director with effect from March 24, 2014; and Dr. Adesola K. Adeduntan was appointed an Executive Director/Chief Financial Officer with effect from July 01, 2014.

# 11. Acknowledgement

On behalf of the Board, I do thank our regulators and consultants for their cooperation over the last 12 months.

To our customers, partners (local and foreign), shareholders and other stakeholders, the Bank owes a continuing debt of gratitude. The clearest sign of our appreciation of their custom will be in the changes we make over the next 12 months with a view to serving them better.

The Bank also specially thanks Mrs. Ibiai Ani, and Mr. Adebayo Adelabu for their immeasurable contributions at board and committee deliberations.

I would like to place on record my appreciation to management for the clinical execution of the bold initiatives in 2014. Special recognition is reserved for staff whose unstinting performance we are all witnesses of today.

Last but not least, I thank the entire board for their unwavering resolve and total dedication to the affairs of the bank in pursuit of excellence.

May God Almighty guide us through the financial year to the next AGM and beyond.

Thank you.

Yours sincerely,

Prince Ajibola Afonja

Chairman

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# First Bank of Nigeria Limited

# DIRECTORS AND ADVISORS

## **DIRECTORS**

Prince Ajibola A. Afonja (Chairman)
Stephen Olabisi Onansanya (Group Managing Director/CEO)

Abiodun Odubola Adebayo Adelabu Adesola Adeduntan Adetokunbo Abiru Ambrose Feese Bello Maccido Dauda Lawal

Ebenezer Jolaoso

Francis Shobo Ibiai Ani (Mrs) Ibrahim Dahiru Waziri Ibukun Awosika (Mrs) Ijeoma Jidenwa (Mrs)

Khadijah Alao Straub (Mrs)

Lawal K. Ibrahim Mahey Rasheed Obafemi A. Otudeko Tunde Hassan-Odukale Urum.K. Eke DATE OF APPOINTMENT/ RESIGNATION

Appointed January 16, 2014 Resigned March 28, 2014 Appointed July 1, 2014

Resigned March 20, 2014

Appointed March 24, 2014

COMPANY SECRETARY:

Olayiwola Yahaya

REGISTERED OFFICE:

Samuel Asabia House

35, Marina Lagos

AUDITORS:

Price Waterhouse Coopers (Chartered Accountants) 252E Muri Okunola Street,

Victoria Island Lagos

1



Company Secretary's Department Samuel Asabia House, 35 Marina, P.O.8ox 5216, Lagos, Nigeria Telephone: +234 1 9050000, Ext. 2124, 9052124 Web: www.firstbanknigeria.com

# FIRST BANK OF NIGERIA LIMITED

Directors' Report For the Year Ended 31 December, 2014

The Directors present their report on the affairs of First Bank of Nigeria Limited ("the Bank") and its subsidiaries ("the Group"), together with the financial statements and auditors' report for the financial year ended 31 December, 2014.

## a. Legal Form

The Bank which commenced operations in Nigeria on 31 March, 1894 as a branch of Bank of British West Africa Limited (BBWA) was incorporated as a private limited liability company in Nigeria in 1969. It was converted to a public company in March, 1970. The Bank's shares were listed on the floor of The Nigerian Stock Exchange by way of introduction in March, 1971.

# b. Principal Activity and Business Review

The principal activity of the Bank is the provision of banking and other financial services to corporate and individual customers. Such services include: granting of loans and advances, corporate finance and money market activities.

The Bank has ten (10) subsidiaries namely: FBN Bank (UK) Limited, FBN Mortgages Limited, First Pension Custodian Nigeria Limited, FBN Bank (Congo) Limited, FBN Bank (Ghana) Limited, FBN Bank (Guinea) Limited, FBN Bank (Sierra Leone) Limited, FBN Bank (Senegal) Limited and FBN Finance Company (Netherlands) Limited.

The Bank prepares consolidated financial statements.

# c. Operating Results

Gross earnings of the Group increased by 22.2%, while the Profit before Tax increased by 9.1%, and the Profit before Tax for the Bank increased by 5.9%, over the previous year's.

The Directors recommend the approval of a final dividend of ₦9.79 billion (December, 2013: ₦39.15 billion).

Directors' Report For the Year Ended 31 December, 2014

Highlights of the Group's operating results for the period under review are as follows:

|  | 31-Dec-2014 | 31-Dec -2013 |
|--|-------------|--------------|
|  | # million   | ₩ million    |
| Gross Earnings                                       | 455,392     | 372,557      |
| Profit Before Tax                                    | 94,452      | 86,585       |
| Taxation   | (9,526)     | (21,009)     |
| Profit After Tax from Continuing Operations          | 84,926      | 65,572       |
| Profit/(Loss) After Tax from Discontinued Operations | (84)        | 875          |
| Non-Controlling Interest                             | 15          | 107          |
| Appropriations                                       |             |              |
| Transfer to Statutory Reserves                       | 12,536      | 9,015        |
| Transfer to/(from) Statutory Credit Reserves         | 41,043      | (8,114)      |
| Transfer to Retained Earnings Reserve                | 84,827      | 66,342       |

# d. Directors' Rotation

In accordance with the Company's Articles of Association, Mallam Bello Maccido, Alhaji Mahey R. Rasheed, OFR, Mrs. Ibukun A. Awosika, Mr. Ebenezer A. Jolaoso, Prince Ajibola A. Afonja and Mr. Bisi Onasanya would retire by rotation and being eligible, offer themselves for re-election.

# e. Resignation / Retirement

During the year under review, Mrs. Ibiai A. Ani, a Non-Executive Director, resigned from the Board with effect from March 20, 2014, and Mr. Adebayo Adelabu, the erstwhile Executive Director/CFO, resigned from the Board with effect from March 28, 2014.

# f. Appointment of Directors

Three (3) Directors were appointed in the 2014 financial year, as follows:

- Mr. Abiodun T. Odubola was appointed Executive Director/Chief Risk Officer with effect from January 16, 2014.
- Dr. (Mrs.) Ijeoma E. Jidenma was appointed an Independent Non-Executive Director with effect from January 16, 2014.
- Dr. Adesola K. Adeduntan was appointed Executive Director/Chief Financial Officer with effect from July 1, 2014.

Directors' Report For the Year Ended 31 December, 2014

## Directors' interests in contracts

For the purpose of section 277 of the Companies and Allied Matters Act, CAP C20 LFN 2004, none of the Directors had direct or indirect interest in contracts or proposed contracts with the company during the year.

# h. Property and equipment

Information relating to changes in property and equipment is given in Note 28 to the Accounts. In the Directors' opinion, the market value of the Group's properties is not less than the value shown in the financial statements.

# i. Shareholding Analysis

The Bank is 99.9% owned by FBN Holdings Plc.

## j. Human Resources

# Employment of Disabled Persons

It is the policy of the Bank that there should be no discrimination in considering applications for employment, including those from physically challenged persons. All employees whether or not physically challenged are given equal opportunities to develop. As at 31 December, 2014, 25 physically challenged persons were employed by the Bank.

In the event of members of staff becoming disabled, efforts will be made to ensure that their employment with the Bank continues and appropriate training arranged to ensure that they fit into the Bank's working environment.

# k. Health, Safety and Welfare at Work

Health and safety regulations are in force within the Bank's premises and employees are aware of existing regulations. The Bank provides subsidy to all levels of employees for medical, transportation, housing, etc.

Fire prevention and fire-fighting equipment are installed in strategic locations within the company's premises.

The company operates both Group Personal Accident and Workmen's Compensation insurance covers for the benefit of its employees. It also operates a contributory pension plan in line with the Pension Reform Act, 2004 (as amended).

Directors' Report For the Year Ended 31 December, 2014

# I. Employee Involvement and Training

The Bank ensures, through various fora, that employees are informed on matters concerning them. Formal and informal channels are also employed in communication with employees through an appropriate two-way feedback mechanism.

In accordance with the Bank's policy of continuous development, training facilities are provided in the Bank's well-equipped training school, First Academy. In addition, employees of the Bank are nominated to attend both local and international training courses. These are complemented by on the job training.

# m. Diversity in Employment

The Bank is committed to maintaining a positive work environment and to conducting business in a positive, professional manner by consistently ensuring equal employment opportunity. As at December 31, 2014, the Bank had 32% females in top management positions. The table below shows the gender distribution of top management staff by grade:

|   | Female | Male | Grand Total |
|---|--------|------|-------------|
| Group Managing Director/Chief Executive |        | 1    | 1           |
| Executive Director                      |        | 6    | 6           |
| General Manager                         | 3      | 3    | 6           |
| Deputy General Manager                  | 13     | 13   | 26          |
| Assistant General Manager               | 7      | 27   | 34          |
| Total                                   | 23     | 50   | 73          |
| % Distribution                          | 32     | 68   | 100         |



Directors' Report For the Year Ended 31 December, 2014

# n. Donations and Charitable Gifts

The Bank made contributions to charitable and non-political organizations amounting to ₩1,194.51 million (December, 2013: ₩1,248.78 million) during the year, as shown in the table below:

| SN | Description  | Amount (#4)      |
|----|--|------------------|
| 1  | Financial Markets Dealers Association's 25th Anniversary   | 2,000,000.00     |
| 2  | Kaduna Polo  | 2,015,000.00     |
| 3  | God's Children Got Talent season 4                         | 2,500,000.00     |
| 4  | First Bank Table Tennis Competition                        | 2,500,000.00     |
| 5  | Nigeria Guild of Editors                                   | 2,500,000.00     |
| 6  | CIBN 8th Annual Banking Conference                         | 2,500,000.00     |
| 7  | LEAP Africa  | 3,000,000.00     |
| 8  | Digital Africa Sponsorship                                 | 5,000,000.00     |
| 9  | 2014 Lagos Heritage week                                   | 5,000,000.00     |
| 10 | The Digital Africa 2014                                    | 5,000,000.00     |
| 11 | 2014 CIBN Lagos Bankers' Nite                              | 5,000,000.00     |
| 12 | Ajumogobia Science Foundation                              | 5,000,000.00     |
| 13 | Young Inventors - NTA Television Programme                 | 5,720,000.00     |
| 14 | Businessday Banking Awards 2014                            | 10,000,000.00    |
| 15 | Nigeria Leadership Initiative - 2014                       | 13,350,000.00    |
| 16 | World Economic Forum                                       | 18,600,000.00    |
| 17 | 2014 Nigeria Economic Summit                               | 18,760,000.00    |
| 18 | Diamond Category Sponsorship of the 20th NESG              | 20,000,000.00    |
| 19 | 2014 Subvention of the FirstBank Sustainability Centre LBS | 20,000,000.00    |
| 20 | Sponsorship of Ignite TV series - SME                      | 24,000,000.00    |
| 21 | World Pension Summit - Africa Special 2014                 | 25,000,000.00    |
| 22 | Ogun State Investors forum                                 | 25,000,000.00    |
| 23 | Crime Fighters - Police & You                              | 25,000,000.00    |
| 24 | Calabar Carnival   | 170,000,000.00   |
| 25 | Nigeria Centenary Celebration                              | 250,000,000.00   |
| 26 | Donations to Victims of Terror                             | 250,000,000.00   |
| 27 | Others   | 277,065,700.00   |
|    | Total  | 1,194,510,700.00 |

Directors' Report For the Year Ended 31 December, 2014

# o. Auditors

The Auditors, Messrs. PriceWaterhouseCoopers, have indicated their willingness to act and continue in office as auditors. In accordance with Section 357 (2) of the Companies and Allied Matters Act, CAP C20 LFN 2004, a resolution will be proposed at the Annual General Meeting to authorize the Directors to determine their remuneration.

BY ORDER OF THE BOARD

Olayiwola Yahaya

Company Secretary Lagos, Nigeria

February, 2015



Financial Control Samuel Asabia House, 35 Marina, P.O.Box 5216, Lagos, Nigeria Telephone: +234 1 9052000, 9052326, Ext. 2649, 9052649 Web: www.firstbanknigeria.com

February 27, 2015

The Director of Banking Supervision Central Bank of Nigeria Abuja

# FIRST BANK OF NIGERIA LTD

Responsibility for Annual Financial Statements

The Companies and Allied Matters Act and the Banks and Other Financial Institutions Act, require the directors to prepare financial statements for each financial year that gives a true and fair view of the state of financial affairs of the Bank at the end of the year and of its profit or loss. The responsibilities include ensuring that the Bank:

- keeps proper accounting records that disclose, with reasonable accuracy, the financial position of the bank and comply with the requirements of the Companies and Allied Matters Act and the Banks and Other Financial Institutions Act;
- ii. establishes adequate internal controls to safeguard its assets and to prevent and detect fraud and other irregularities; and
- iii. prepares its financial statements using suitable accounting policies supported by reasonable and prudent judgments and estimates, that are consistently applied.

The directors accept responsibility for annual financial statements, which have been prepared using appropriate accounting policies supported by reasonable and prudent judgments and estimates, in conformity with,

- International Financial Reporting Standards (IFRS);
- Financial Reporting Council of Nigeria (FRC) Act;
- Prudential Guidelines for Licensed Banks:
- relevant circulars issued by the Central Bank of Nigeria;
- the requirements of the Banks and Other Financial Institutions Act; and
- the requirements of the Companies and Allied Matters Act.



The directors are of the opinion that the IFRS financial statements give a true and fair view of the state of the financial affairs of the Bank and Group and of the profit for the year. The directors further accept responsibility for the maintenance of accounting records that may be relied upon in the preparation of financial statements, as well as adequate systems of internal financial control.

Nothing has come to the attention of the directors to indicate that the Bank will not remain a going concern for at least twelve months from the date of this statement.

Adesola Adeduntan

Executive Director/CFO

Bisi Onasanya

Group Managing Director/CEO



# REPORT OF THE INDEPENDENT AUDITOR TO THE MEMBERS OF FIRST BANK OF NIGERIA LIMITED

## Report on the financial statements

We have audited the accompanying separate and consolidated financial statements of First Bank of Nigeria Limited ("the bank") and its subsidiaries (together "the group"). These financial statements comprise the statement of financial position as at 31 December 2014, the income statement and the statements of other comprehensive income, changes in equity and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory notes.

## Directors' responsibility for the financial statements

The directors are responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards and with the requirements of the Companies and Allied Matters Act and the Banks and Other Financial Institutions Act and for such internal control, as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

# Auditor's responsibility

Our responsibility is to express an independent opinion on the financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform our audit to obtain reasonable assurance that the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.



# Opinion

In our opinion the accompanying financial statements give a true and fair view of the state of the financial affairs of the bank and the group as at 31 December 2014 and of the financial performance and cash flows of the group for the year then ended in accordance with International Financial Reporting Standards and the requirements of the Companies and Allied Matters Act, the Banks and Other Financial Institutions Act and the Financial Reporting Council of Nigeria Act.

# Report on other legal requirements

The Companies and Allied Matters Act and the Banks and Other Financial Institutions Act require that in carrying out our audit we consider and report to you on the following matters. We confirm that:

- we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit;
- the bank has kept proper books of account, so far as appears from our examination of those books and returns adequate for our audit have been received from branches not visited by us;
- iii) the bank's statements of financial position and comprehensive income are in agreement with the books of account;
- iv) the information required by Central Bank of Nigeria Circular BSD/1/2004 on insider related credits is disclosed in Note 43 to the financial statements;
- v) to the best of our information, there were no penalties for contraventions of relevant circulars issued by the Central Bank of Nigeria except as disclosed in note 46 to the financial statements.

For: PricewaterhouseCoopers

**Chartered Accountants** 

Lagos, Nigeria

Engagement Partner: Tola Ogundipe FRC/2013/ICAN/00000000639 12 March 2015



Company Secretary's Department Samuel Asabia House, 35 Marina, P.O.Box 5216, Lagos, Nigeria Telephone: +234 1 9050000, Ext. 2124, 9052124 Web: www.firstbanknigeria.com

# REPORT OF THE BOARD AUDIT COMMITTEE

Based on self-regulation aligned to Section 359 of the Companies and Allied Matters Act, Cap C20 LFN 2004, pertaining to public limited liability companies, and in compliance with S.5.2.5 of the Central Bank of Nigeria (CBN) Code of Corporate Governance for Banks and Discount Houses in Nigeria, we have reviewed the draft Audited Financial Statements for the Commercial Banking Group for the year ended December 31, 2014 and hereby state as follows:

- 1) The scope and planning of the audit were adequate in our opinion.
- 2) The accounting and reporting policies of the Bank conformed with statutory requirements and agreed ethical practices.
- 3) The internal control was being constantly and effectively monitored.
- The external auditors' Management Letter received satisfactory response from Management.
- 5) The external auditors are independent and did not engage in any of the services prohibited for statutory auditors under the Charter of the Committee.
- 6) The Committee reviewed the Audit Report on insider/related party transactions and is satisfied with their status, as required by the CBN.

Dated February 11, 2015.

MAM.

Mahey R. Rasheed, OFR Chairman, Board Audit Committee

# Members of the Committee

Alhaji Lawal K. Ibrahim Mr. Tunde Hassan-Odukale.

BOARD OF DIRECTORS: Chairman: Prince Ajibola A. Afonja, Group Managing Director and Chief Executive Officer: Bisl Onasanya, Directors: Adetokunbo M. Abiru.

Adesola K. Adeduntan, Ibukun A. Awosika, Urum K. Eke (MFR), Ambrose Feese, Tunde Hassan-Odukale, Lavval K. Ibrahim, Jeoma E. Jedenma, Ebenezer A. Jolaoso, Dauda Lawai, Belio M. Maccido, Abiodun Odubola, Obafemi A. Otudeko, Mahey R. Rasheed (OFR), Gbenga Shobo, Khadijah A. Straub, Ibrahim D. Waziri.



**KPMG Advisory Services** 

**KPMG Tower** Bishop Aboyade Cole Street Victoria Island PMB 40014, Falomo Lagos

Telephone

234 (1) 271 8955

234 (1) 271 8599

Fax

234 (1) 271 0540

Internet

www.kpmg.com/ng

# REPORT OF THE INDEPENDENT CONSULTANT ON THE APPRAISAL OF THE BOARD OF DIRECTORS OF FIRST BANK OF NIGERIA LTD

In compliance with the Central Bank of Nigeria (CBN) Code of Corporate Governance for Banks and Discount Houses in Nigeria ("the CBN Code"), First Bank of Nigeria Ltd ("FirstBank" or "the Bank") engaged KPMG Advisory Services to carry out an appraisal of the Board of Directors ("the Board") for the year ended 31 December 2014. The Code mandates an annual appraisal of the Board with specific focus on the Board's structure and composition, responsibilities, processes and relationships, individual director competencies and respective roles in the performance of the Board.

Corporate governance is the system by which business corporations are directed and controlled to enhance performance and shareholder value. It is a system of checks and balances among the Board, management, and investors to produce a sustainable corporation geared towards delivering long-term value.

Our approach to the appraisal of the Board involved a review of the Bank's key corporate governance structures, policies and practices. This included the review of the corporate governance framework and representations obtained during one-on-one interviews with the members of the Board and management. We also assessed the level of compliance of the Board with the CBN Code.

On the basis of our review, except as noted below, the Bank's corporate governance practices are largely in compliance with the key provisions of the CBN Code. Specific recommendations for further improving the Bank's governance practices have been articulated and included in our detailed report to the Board. These include recommendations in the following areas: Board appointment process, whistle-blowing activities, Board approval process and related-party transactions.

Olumide Olayinka

Partner, KPMG Advisory Services

FRC/2013/1CAN/00000000427

23 April 2015

# First Bank of Nigeria Limited

| INCOME STATEMENT |
|------------------|
|------------------|

**GROUP** 

BANK

| For the year ended 31 December  |          | 31 Dece             |                      | 31 Dec               | ember               |
|---|----------|---------------------|----------------------|----------------------|---------------------|
| To the year ended of December   | Note .   | 2014<br>N 'millions | 2013<br>N 'millions  | 2014<br>N 'millions  | 2013<br>N 'millions |
| Continuing operations   |          |                     |                      |                      |                     |
| Interest income   | 7        | 349,277             | 310,224              | 309,936              | 004 400             |
| Interest expense  | 8        | (109,722)           | (86,409)             | (94,487)             | 284,438<br>(77,729) |
| Net interest income   | •        | 239,555             | 223,815              | 215,449              | 206,709             |
| Impairment charge for credit losses                                     | 9        | (25,730)            | (20,521)             | (20,924)             | (19,838)            |
| Net interest income after impairment charge for credit losses           |          | 213,825             | 203,294              | 194,525              | 186,871             |
| Fee and commission income   | 10 (a)   | 58,499              | 53,246               | 49,416               | 45.047              |
| Fee and commission expense  | 10 (b)   | (6,940)             | (5,448)              | (8,574)              | 45,847              |
| Net gains on Foreign exchange income                                    | 11       | 43,284              | 6,625                | 41,283               | (5,479)             |
| Net gains on investment securities                                      | 12       | 837                 | 1,383                | 146                  | 4,750               |
| Net gains/(losses) from financial assets classified as held for trading | 13       | 541                 | (1,386)              | 541                  | 2,931               |
| Dividend income   |          | 1,202               | 905                  | 3,716                | (1,386)             |
| Other operating income  | 14       | 1,837               | 967                  |                      | 2,079               |
| Personnel Expenses  | 15 (b)   | (72,726)            | (60,456)             | 1,433                | 661                 |
| Amortisation of Intangible assets                                       | 29       | (1,268)             |                      | (63,011)             | (53,287)            |
| Depreciation of Property, plant & equipment                             | 28       | (10,531)            | (1,517)              | (647)                | (662)               |
| Other operating expenses  | 15 (a)   | (134,108)           | (9,823)<br>(101,205) | (9,741)<br>(127,727) | (9,164)<br>(96,308) |
| Profit before tax   | (313) Sh | 94,452              | 86,585               | 81,360               | 76,853              |
| Income tax expense  | 16       | (9,526)             | (21,009)             | (6,185)              | (17,488)            |
| PROFIT FOR THE YEAR FROM CONTINUING OPERATIONS                          | 5.50     | 84,926              | 65,576               | 75,175               | 59,365              |
| Discontinued operations   | -        |                     | 33,070               | 70,170               | 03,303              |
|   |          |                     |                      |                      |                     |
| (Loss)/Profit for the year from discontinued operations                 | 26       | (84)                | 875                  | 4,176                | :::                 |
| PROFIT FOR THE YEAR   | -        | 84,842              | 66,451               | 79,351               | 59,365              |
| Profit attributable to:   |          |                     |                      | ,                    | 00,000              |
| Owners of the parent  |          |                     |                      |                      |                     |
| Non-controlling interests   |          | 84,827              | 66,344               | 79,351               | 59,365              |
| Non-controlling interests   | G        | 15                  | 107                  | <u>-</u>             | -                   |
|   | -        | 84,842              | 66,451               | 79,351               | 59,365              |
| Earnings per share for profit attributable to owners of the parent      |          |                     |                      |                      |                     |
| Basic/diluted earnings per share:                                       | 49       |                     |                      |                      |                     |
| From continuing operations  |          | 2.60                | 2.01                 | 2.30                 | 1.82                |
| From discontinued operations  |          | (0.00)              | 0.03                 | 0.13                 |                     |
|   | -        | 2.60                | 2.04                 | 2.43                 | 1.82                |
|   | _        | 2.00                | 4.04                 | 2.43                 | 1.82                |

# First Bank of Nigeria Limited

| STATEMENT OF OTHER COMPREHENSIVE INCOME  |            | GRO                   | UP                     | BA                | ANK                 |
|--|------------|-----------------------|------------------------|-------------------|---------------------|
| For the year ended 31 December   | Note       | 31 Dece               | ember<br>2013          | 31 De             | cember              |
| The state of the s | Note       | N 'millions I         | Control of the Control |                   | 2013<br>N 'millions |
| PROFIT FOR THE YEAR  |            | 84,842                | 66,451                 | 79,351            | 59,365              |
| Other comprehensive income:<br>Items that may be subsequently reclassified to profit or loss   |            |                       |                        |                   |                     |
| Net gains /(loss) on available-for-sale financial assets -Unrealised net gains arising during the year, before tax -Net reclassification adjustments for realised net gains /(losses),   |            | 1,557                 | (15,217)               | 5,124             | (14,104)            |
| before tax Share of other comprehensive income of associates Exchange difference on translation of foreign operations  |            | (2,466)<br>-<br>5,296 | 2,487<br>(259)<br>434  | (2,061)<br>-<br>- | 2,487               |
| Items that will not be reclassified to profit or loss Remeasurements on defined benefits scheme  | 35         | (373)                 | 1,860                  | (408)             | 1.026               |
| Income tax relating to components of other comprehensive income  | 00         | 804                   | 917                    | 122               | 1,936<br>635        |
| Other comprehensive income for the year, net of tax  |            | 4,817                 | (9,778)                | 2,777             | (9,047)             |
| TOTAL COMPREHENSIVE INCOME FOR THE YEAR  | (I)<br>(3) | 89,659                | 56,673                 | 82,128            | 50,318              |
| Total comprehensive income attributable to:  |            |                       |                        |                   |                     |
| Owners of the parent<br>Non-controlling interests  |            | 89,644<br>15          | 56,566<br>107          | 82,128            | 50,318<br>-         |
|  |            | 89,659                | 56,673                 | 82,128            | 50,318              |
| Total comprehensive income attributable to owners of the parent arises from :  |            |                       |                        |                   |                     |
| Continuing operations Discontinued operations  | 00         | 89,728                | 55,691                 | 82,128            | 50,318              |
| Discontinued operations  | 26 .       | (84)                  | 875                    | •                 | (Th)                |
|  | -          | 89,644                | 56,566                 | 82,128            | 50,318              |

| STATEMENT OF FINANCIAL POSITION                  |                |                  | GROUP                                   | _                       | BAI            | NK          |
|--|----------------|------------------|---|-------------------------|----------------|-------------|
| As at 31 December                                |                | 31 December      | Restated<br>31 December                 | Restated<br>31 December | 24 5           |             |
|  | Note           | 2014             | SOUTH TO SECURITION OF THE PARTY OF THE |                         | 31 December    | 31 December |
|  | Hote           | N 'millions      | 2013                                    | 2012                    | 2014           | 2013        |
| ASSETS   |                | II IIIIIOIIS     | N 'millions                             | N 'millions             | N 'millions    | N 'millions |
| Cash and balances with central banks             |                |                  |   |                         |                |             |
| Loans and advances to banks                      | 17             | 697,601          | 593,973                                 | 298,024                 | 670,045        | 541,221     |
| Loans and advances to customers                  | 19             | 430,053          | 415,210                                 | 394,173                 | 242,842        | 367,571     |
| Financial assets held for trading                | 20             | 2,193,563        | 1,797,935                               | 1,562,695               | 1,794,037      | 1,473,839   |
| Investment securities                            | 21             | 10,708           | 4,743                                   | 2,565                   | 9,258          | 2,225       |
| -Available-for-sale investments                  | 1200           |                  |   | 100000                  | 0,200          | 2,225       |
| -Held to maturity investments                    | 22             | 442,551          | 451,423                                 | 353,499                 | 404,508        | 359,052     |
| Asset pledged as collateral                      | 22             | 156,353          | 283,267                                 | 330,860                 | 140,467        | 278,876     |
| Other assets                                     | 23             | 64,527           | 53,651                                  | 50,109                  | 63,158         | 52,406      |
| Investment in associates                         | 31             | 39,457           | 44,729                                  | 39,725                  | 29,173         | 36,067      |
| Investment in subsidiaries                       | 27             | -                | 6,225                                   | 5,609                   | -              | 2,224       |
| Property, plant and equipment                    | 24             |                  | -                                       | ((=)                    | 58,986         | 56,307      |
| Intangible assets                                | 28             | 83,404           | 78,489                                  | 74,474                  | 74,782         | 71,895      |
| Deferred tax                                     | 29             | 8,103            | 8,594                                   | 3,417                   | 2,272          | 1,241       |
| Dolottod tax                                     | 30 _           | 2,384            | 4,587                                   | 7,955                   | 1,343          | 3,655       |
| Asset held for sale                              |                | 4,128,704        | 3,742,826                               | 3,123,105               | 3,490,871      | 3,246,579   |
| And the second and a second second second second | 26             | 2,931            | 4,549                                   | 5,221                   |                | -           |
| Total assets                                     | 9 <del>-</del> | 4,131,635        | 3,747,375                               | 3,128,326               | 3,490,871      | 3,246,579   |
| LIABILITIES                                      |                |                  |   |                         |                |             |
| Deposits from banks                              |                | manage resources |   |                         |                |             |
| Deposits from customers                          | 32             | 163,710          | 77,481                                  | 87,551                  | 19,246         | 10,155      |
| Financial liabilities held for trading           | 33             | 2,989,735        | 2,942,782                               | 2,405,035               | 2,551,022      | 2,570,719   |
| Current income tax liability                     | 21             | 9,913            | 1,701                                   | 1,796                   | 7,946          | 1,697       |
| Other liabilities                                | 16             | 8,530            | 31,633                                  | 22,536                  | 6,558          | 29,836      |
| Borrowings                                       | 36             | 131,704          | 182,542                                 | 118,290                 | 103,556        | 156,989     |
| Retirement benefit obligations                   | 34             | 362,976          | 126,302                                 | 75,541                  | 377,950        | 125,363     |
| Deferred tax                                     | 35             | 2,012            | 1,776                                   | 18,648                  | 1,546          | 1,111       |
|  | 30 _           | 38               | 10                                      | 9                       | M <sub>e</sub> |             |
| Liabilities held for sale                        | 00             | 3,668,618        | 3,364,227                               | 2,729,406               | 3,067,824      | 2,895,870   |
| Total liabilities                                | 26             | 9 <b>4</b> 0     | -                                       | 819                     |                | -           |
| Total habilities                                 |                | 3,668,618        | 3,364,227                               | 2,730,225               | 3,067,824      | 2,895,870   |
| EQUITY   |                |                  |   |                         |                |             |
| Share capital                                    | 0.7            | 227              |   |                         |                |             |
| Share premium                                    | 37             | 16,316           | 16,316                                  | 16,316                  | 16,316         | 16,316      |
| Retained earnings                                | 38             | 189,241          | 189,241                                 | 189,241                 | 189,241        | 189,241     |
| Other reserves                                   | 38             | 118,620          | 93,584                                  | 97,437                  | 87,200         | 67,166      |
|  | 38 —           | 137,199          | 82,381                                  | 93,754                  | 130,290        | 77,986      |
|  |                | 461,376          | 381,522                                 | 396,748                 | 423,047        | 350,709     |
| Non-controlling interest                         |                | 1,641            | 1,626                                   | 1,353                   | -              | 20          |
| Total equity                                     | _              | 463,017          | 383,148                                 | 398,101                 | 423,047        | 350,709     |
| Total equity and liabilities                     |                | 4 424 605        | 0.747                                   |                         |                | 000,700     |
|  | -              | 4,131,635        | 3,747,375                               | 3,128,326               | 3,490,871      | 3,246,579   |

The financial statements on pages 14 to 115 were approved and authorized for issue by the Board of Directors on 24 February 2015 and signed on its behalf by:

Prince Ajibola Afonja

Chairman

FRC/2013/ICAN/00000002304

Bisi Onasanya

Group Managing Director / CEO FRC/2013/ICAN/00000001962

Adesola Adeduntan Executive Director / Group CFO FRC/2014/ICAN/00000010466

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

Attributable to equity holders of the parent

| Note that the control of the contr   |  | capital     | premium | earnings   | reserve | SSI       | AFS Fair value | AFS Fair value Statutory credit |             |             | Non-controlling | Total      |
|--|--|-------------|---------|------------|---------|-----------|----------------|---------------------------------|-------------|-------------|-----------------|------------|
| 16,316   189,241   197,457   191,1010   N millions   N    |  | N 'millions | _       | N'millione |         | I SELVE   | reserve        | reserve                         | FCTR        |             | interest        | equity     |
| leaf between the components of the control assets and the components of the control assets and the components of the control assets are of tax and the control assets and the control assets are of tax and tax and the control assets are of tax and  | Balance at 1 January 2013                                    | 16.316      | 1       | 07 404     |         | SHOILIN N | N millions     | N 'millions                     | N 'millions | N 'millions | N'millione      | N 'million |
| hersive income  96,344  107  Ty translation differences, net of tax  remetration fractional assets  remetration of financial assets  | Profit for the year  |             | 147'00' | 104,18     | 47,973  | 9/0'9     | 26,936         | 16,101                          | 1,668       | 396,748     | 1.353           | 398 101    |
| State   Stat   | Other comprehensive income                                   | •           |         | 66,344     | •       | •         | •              | ,                               | ,           | 66,344      | 107             | 66.451     |
| Parallation of manical assests   1281   434      | Foreign currency translation differences, net of tax         | •           | •       |            |         | ,         |                |                                 |             |             | i               | 24,00      |
| 1281      | Taismed of Tevaluation of Tinancial assets                   |             |         |            |         | Ċ         |                | •                               | 434         | 434         | •               | 434        |
| 12,730   10,730   12,730   1   | rair value movements on financial assets                     |             |         |            |         |           | 187            |                                 |             | 281         |                 | 281        |
| an teserves  reserves  res | Remeasurements on defined benefits scheme                    |             |         | 2.496      |         |           | (12,730)       |                                 |             | (12,730)    | ٠               | (12,730)   |
| figoachwill figoachwill figoachwill figoachwill figoachwill an reserves  v or distributions to equity holders figoachwill figo | onare or OCI or associates, net of tax                       | •           | •       |            |         |           |                |                                 |             | 2,496       |                 | 2.496      |
| tutty holders, recorded directly in reserves         (71,791)         (71,791)         (12,708)         434 56,565         107 56         107 56           In components of the components of other recorded directly in reserves         (71,791)         (71,791)         (180)         (71,791)         (181,4)         (71,791)         (180)         (71,791)         (71,791)         (71,791)         (71,791)   | Total comprehensive income                                   |             |         | 68 830     |         |           | (259)          |                                 |             | (259)       | •               | (259)      |
| 182   182   189   12   189   12   189   12   189   12   189   12   189   12   189    | ransactions with equity holders, recorded directly in equity |             |         | 500        |         | r         | (12,708)       |                                 | 434         | 56,565      | 107             | 56,672     |
| ons by or distributions to equity holders  2013  2013  2015  2015  2017  2017  16,316  | Remeasurement of goodwill                                    |             |         |            |         |           |                |                                 |             |             |                 |            |
| y or distributions to equity holders  16,316   | Lividends  | c           | *       | (71.791)   | 3       |           |                |                                 |             | ,           | 182             | 182        |
| y or distributions to equity holders  16,316   | I lansier Detween reserves                                   | 1           | 1       | (801)      | 9 0 15  | •         | •              | 1                               | •           | (71,791)    | (16)            | (71,807)   |
| ## 16,316 189,241 93,584 51,988 6,076 14,228 7,987 2,102 381,522 1,626 3   | oral contributions by or distributions to equity holders     | ,           | 3       | (72,602)   | 200     |           |                | (8,114)                         |             | ,           |                 | ·          |
| are remainded by the components of other recorded directly in a reserves  or distributions to equity holders  rensive income  n reserves  or distributions to equity holders  rensive income  n reserves  or distributions to equity holders  rensive income  16,316  16,316  16,316  17,987  16,316  18,487  16,316  18,487  18,787   | kt 31 December 2013  | 16316       | 180 244 | (12,032)   | 610,6   |           |                | (8,114)                         |             | (71,791)    | 166             | (74 RDE)   |
| The strict of  | Profit for the year  |             | 127001  | 90,004     | 21,988  | 6,076     | 14,228         | 7,987                           | 2,102       | 381,522     | 1.626           | 383 148    |
| y translations assets to flax  | Other comprehensive income                                   | a           | 100     | 84,827     | ٠       |           | ,              |                                 |             | 24 077      |                 | 21,000     |
| ments on financial assets that the first of the first of other than components of the component | Foreign currency translation differences net of the          |             |         |            |         |           |                |                                 |             | 04,02/      | 15              | 84,842     |
| ts on defined benefits scheme (373) 0 - (909) - (373) - (309) - (373)  | Fair value movements on financial assets                     | •           | į       | •          |         | •         | ,              | •                               | 5 20E       | 900         |                 |            |
| ing to components of other 122 682 804 15 89 income 122 682 89,644 15 89 income 804 15 89 income 804 15 89 income 804 15 89 income 804 804 15 89 income 804 804 15 89 income 804 804 15 89 income 804,575 - 0 (227) 0 5,296 89,644 15 89 income 804,575 - 0 (9,790) - 0 income 804,575 - 0 (227) 0 5,296 89,644 15 89 income 804,575 - 0 (9,790) - 0 income 804,575 | Remeasurements on defined benefits scheme                    |             |         |            |         |           | (606)          |                                 | 0,400       | 0,230       | •               | 5,296      |
| Income ansive income and an income an income and an income an income and an income an income and an income an income and an income an income and an income an income and an income and an income an income an income and an income an income an income and an income and an income and an  | Income tax relating to components of other                   |             | ı,      | (373)      | 0       | ı         |                | ,                               | î           | (373)       | ,               | (808)      |
| nity holders, recorded directly in - 84,575 - 0 (227) 0 5,296 89,644 15 n  | comprehensive income   |             |         |            |         |           |                |                                 |             | 6           |                 | (5/5)      |
| n reserves  or distributions to equity holders  16,316 189,241 118,620 6,326   | Total comprehensive income                                   |             |         | 122        |         |           | 682            |                                 |             | 804         |                 | 804        |
| n reserves (9,790) (9,790) (9,790) (9,790) (9,790) (9,790) (9,790) (9,790) (9,790) (9,790) (9,790) (9,790) (9,790) (9,790) (9,790) (9,790)   | ransactions with equity holders, recorded directly in quity  |             |         | 64,07,0    |         | 0         | (227)          | 0                               | 5,296       | 89,644      | 15              | 89,659     |
| n reserves (9,790) - (9,79 | Dividends  |             | s d     | 1007.01    |         |           |                |                                 |             |             |                 |            |
| 7 or distributions to equity holders - (59,539) 12,536 - 37,213 - (9,790) - 16,316 189,241 118,620 64,524 128 6.026 11,000   | Transfer between reserves                                    |             |         | (49.749)   | 12 536  |           | ı              |                                 |             | (06.76)     |                 | (9,790)    |
| 16,316 189,241 118 620 64,524 6.026 11600) -   | oral contributions by or distributions to equity holders     |             |         | (59,539)   | 12 536  |           |                | 37,213                          |             | •           |                 |            |
| The same of the sa | to December 2014   | 16,316      | 189,241 | 118.620    | 64 524  | 8.078     | 14.004         | 37,213                          |             | (062'6)     |                 | (9,790)    |

First Bank of Nigeria Limited BANK STATEMENT OF CHANGES IN EQUITY

| Balance at 1 January 2013  |            |             |             |                         |             |                                 |                  |               |
|--|------------|-------------|-------------|-------------------------|-------------|---------------------------------|------------------|---------------|
| Balance at 1 January 2013  | Share      | Share       | Retained    | Statutory               | SSI         | AFS Fair value Statutory crodit | Statutony orodit |               |
| Balance at 1 January 2013  | capital    | premium     | earnings    | reserve                 | reserve     | reserve                         | reserve          | Total         |
| Caranto at 1 Sailuai y 4013  | N millions | N 'millions | N 'millions | N 'millions N 'millions | N 'millions |                                 | N 'millions      | N 'millione   |
|  | 16,316     | 189,241     | 77,344      | 42,423                  | 6,076       |                                 | 16.101           | 372 181       |
| Profit for the year  Other comprehensive income                                    | ï          | •           | 59,365      | i i                     | *           | J.                              |                  | 59,365        |
| Fair value movements on financial assets Remeasurements on defined benefits scheme |            | ٠           | 2,570       |                         |             | (11,617)                        |                  | (11,617)      |
| Transactions with equity holders, recorded directly in equity                      |            |             | 61,935      |                         |             | (11,617)                        |                  | 50,318        |
| Dividends  |            | 3           | 74 700      |                         |             |                                 |                  |               |
| Transfer between reserves  |            | į           | (323)       | 8 906                   |             | ı                               |                  | (71,790)      |
| lotal contributions by or distributions to equity holders                          |            | 1           | (72,113)    | 8,906                   |             |                                 | (8,583)          | , 174 JOH     |
| Ac 31 December 2013  | 16,316     | 189,241     | 67,166      | 51,329                  | 6,076       | 13,063                          | 7.518            | 350 709       |
| Profit for the year Other comprehensive income                                     |            |             | 79,351      |                         | î           |                                 |                  | 79,351        |
| Fair value movements on financial assets Remeasurements on defined benefits scheme |            |             | (408)       |                         |             | 3,063                           |                  | 3,063         |
| comprehensive income   |            |             | 122         |                         |             |                                 |                  | 9             |
| Transactions with equity holders, recorded directly in                             |            |             | 79,065      |                         | 10          | 3,063                           | 1                | 122<br>82,128 |
| equity<br>Dividends  | ,          | ,           | (002.0)     |                         |             |                                 |                  |               |
| Transfer between reserves  |            |             | (49,241)    | 11,902                  |             |                                 | 37 330           | (9,790)       |
| 10tal contributions by or distributions to equity holders                          |            |             | (59,031)    | 11,902                  | ı           |                                 | 37 339           | (9 790)       |
| ACOL December 2014   | 16,316     | 189,241     | 87,200      | 63,231                  | 6,076       | 16,126                          | 44,857           | 423,047       |

# First Bank of Nigeria Limited

# STATEMENT OF CASH FLOWS

| GRO    | UP          | BAN         | K    |
|--------|-------------|-------------|------|
| 1 Dece | mber        | 31 Dece     | mber |
| 2014   | 2013        | 2014        |      |
| lions  | N 'millions | N 'millions | N 'n |
|        |             |             |      |

|   | Note | 31 December |                     | 31 December  |                     |
|---|------|-------------|---------------------|--|---------------------|
|   |      | 2014        | 2013                | 2014   | 2013                |
|   |      | N 'millions | N 'millions         | N 'millions  | N 'millions         |
| Cash flows from operating activities                        |      |             |                     |  |                     |
| Cash flow used in operations                                | 39   | (676,144)   | (400 270)           | (004 750)  |                     |
| Income taxes paid   | 00   | (30,276)    | (109,278)           | (691,756)  | (31,818)            |
| Interest received   |      | 342,481     | (8,455)             | (27,028)   | (3,734)             |
| Interest paid   |      | (96,306)    | 316,263<br>(83,705) | 300,537<br>(88,418)  | 290,527<br>(75,025) |
| Net cash flow (used in)/generated from operating activities | -    | (460,245)   | 114,825             | (506,665)  |                     |
|   | _    | (100)2107   | 111,020             | (300,003)  | 179,950             |
| Cash flows from investing activities                        |      |             |                     |  |                     |
| Purchase of investment securities                           |      | (405,833)   | (352,003)           | (383,723)  | (242.000)           |
| Proceeds from the sale of investment securities             |      | 406,794     | 368,398             | CC1071277 VITE 127 VI | (312,820)           |
| Cash and cash equivalent acquired from subsidiary           | 25   | 191         | 5,253               | 388,733  | 355,321             |
| Additional investment in subsidiaries                       |      | -           | 3,233               | (4.050)  | (45.050)            |
| Dividends received  |      | 1,202       | 905                 | (4,850)  | (15,959)            |
| Purchase of property, plant and equipment                   |      | (15,212)    |                     | 3,716  | 2,079               |
| Purchase of intangible assets                               |      | (2,086)     | (12,807)            | (13,154)   | (12,699)            |
| Proceeds on disposal of property, plant and equipment       |      | 654         | (1,160)<br>396      | (1,896)<br>591   | (603)<br>886        |
| Net cash (used in)/generated from investing activities      |      | (14,290)    | 8,982               | (10,583)   | 16,205              |
| Cash flows from financing activities                        |      |             |                     |  |                     |
| Dividend paid   |      | (00 1 50)   |                     |  |                     |
| Proceeds from new borrowings                                |      | (39,159)    | (32,632)            | (39,159)   | (32,632)            |
| Repayment of borrowings                                     |      | 309,298     | 96,297              | 288,179  | 98,353              |
| 903 D   | _    | (71,308)    | (46,473)            | (65,545)   | (54,975)            |
| Net cash (used in)/generated from financing activities      | _    | 198,831     | 17,192              | 183,475  | 10,746              |
| Increase in cash and cash equivalents                       |      | /27E 704)   | 440.000             |  | Name of the last    |
| Cash and cash equivalents at start of year                  | 18   | (275,704)   | 140,999             | (333,773)  | 206,901             |
|   | 10   | 762,421     | 621,422             | 707,290  | 500,389             |
| Effect of exchange rate fluctuations on cash held           |      | (438)       | -                   | 216  | _                   |
| Cash and cash equivalents at end of year                    | 18   | 486,279     | 762,421             | 373,734  | 707.290             |

#### 1 General information

These financial statements are the consolidated financial statements of First Bank of Nigeria Limited (the Bank), and its subsidiaries (hereafter referred to as 'the Group').

The Registered office address of the Bank is at 35 Marina, Samuel Asabia House, Lagos, Nigeria.

The principal activities of the Bank is mainly retail and corporate banking. Retail banking provides banking services and products to individuals and small/medium scale enterprises, such as savings account, investment savings products, loans and money transfers. Corporate banking provides banking services and products to multinational and local corporations, as well as financial and governmental institutions, such as credit facilities and project finance.

The consolidated financial statements for the year ended 31 December 2014 were approved for issue by the Board of Directors on 24 February 2015.

# 2 Summary of significant accounting policies

The principal accounting policies adopted in the preparation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

## 2.1 Basis of preparation

The Group's consolidated financial statements for the year 2014 have been prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the IASB. Additional information required by national regulations is included where appropriate.

The financial statements comprise the income statement, statement of comprehensive income, statement of financial position, the statement of changes in equity, statement of cash flows and the related notes for the Group and the Bank.

The financial statements have been prepared in accordance with the going concern principle under the historical cost convention, as modified by available-for-sale financial assets, and financial assets and financial liabilities (including derivative instruments) at fair value through profit or loss.

The preparation of financial statements in conformity with IFRS requires the use of certain critical accounting estimates. It also requires directors to exercise judgement in the process of applying the accounting policies. Changes in assumptions may have a significant impact on the financial statements in the period the assumptions changed.

The Directors believe that the underlying assumptions are appropriate and that the Group's financial statements therefore present the financial position and results fairly. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements, are disclosed in Note 5.

## 2.2 Changes in accounting policy and disclosures

New and amended standards adopted by the group The following standards have been adopted by the group for the first time for the financial year beginning on or after 1 January 2014 and are applicable to the Group:

## (i) Amendments to IAS 36 - Impairment of assets (effective 1 January 2014)

These amendments address the disclosure of information about the recoverable amount of impaired assets if that amount is based on fair value less costs of disposal. These amendments require disclosure of the recoverable amount of an asset or CGU when an impairment loss has been recognized or reversed; and it require detailed disclosure of how the fair value less costs of disposal has been measured when an impairment loss has been recognized or reversed. The amendment did not have an impact on the consolidated financial statements of the group, as the group did not reverse or recognise an impairment loss on any non-financial assets whose recoverable amount was based on fair value less costs of disposal.

## (ii) Amendments to IAS 32 - Offsetting financial assets and financial liabilities (effective 1 January 2014)

These amendments clarify some of the requirements for offsetting financial assets and financial liabilities on the statement of financial position. They do not change the current offsetting model in IAS 32 but clarify that the right of set-off must not be contingent on a future event. It also must be legally enforceable for all counterparties in the normal course of business, as well as in the event of default, insolvency or bankruptcy.

## (iii) IFRS 13 - Fair value measurement

The amendment clarifies that the portfolio exception in IFRS 13, which allows an entity to measure the fair value of a group of financial assets and financial liabilities on a net basis, applies to all contracts (including non-financial contracts) within the scope of IAS 39 or IFRS 9. When IFRS 13 was published, paragraphs B5.4.12 of IFRS 9 and AG79 of IAS 39 were deleted as consequential amendments. This led to a concern that entities no longer had the ability to measure short-term receivables and payables at invoice amounts where the impact of not discounting is immaterial. The IASB has amended the basis for conclusions of IFRS 13 to clarify that it did not intend to remove the ability to measure short-term receivables and payables at invoice amounts in such cases.

# (iv) IFRIC 21 - Levies (effective 1 January 2014)

IFRIC 21, 'Levies', sets out the accounting for an obligation to pay a levy that is not income tax. The interpretation could result in recognition of a liability later than today, particularly in connection with levies that are triggered by circumstances on a specific date. It addresses the accounting for a liability to pay a levy recognized in accordance with IAS 37, 'Provisions', and the liability to pay a levy whose timing and amount is certain. It excludes income taxes within the scope of IAS 12, 'Income taxes'. The interpretation does not address whether the liability to pay a levy gives rise to an asset or an expense. Entities will need to apply other standards to determine the accounting for the expense. The Group is not subjected to levies that are not income taxes within the scope of IAS 12, thus the standard did not have an impact on the consolidated financial statements for the Group.

# 2.2.1 New standards, interpretations and amendments to existing standards that are not yet effective

A number of new standards, interpretations and amendments thereto, had been issued by IASB which are not yet effective for these consolidated financial statements. The following new standards, interpretations and amendments to existing standards have been published and are mandatory for the Group's accounting periods beginning after 1 January 2014.

## (i) IFRS 9, 'Financial Instruments' (effective for periods beginning on or after 1 January 2018):

This IFRS is part of the IASB's project to replace IAS 39. IFRS 9 addresses classification and measurement of financial assets and replaces the multiple classification and measurement models in IAS 39 with a single model that has only two classification categories; amortised cost and fair value. The guidance in IAS 39 on impairment of financial assets continues to apply. However, entities will be required to present the effects of changes in own credit risk of financial liabilities designated at fair value through profit or loss in other comprehensive income. The standard also provides entities with an accounting policy choice between applying the hedge accounting requirements of IFRS 9 and continuing to apply IAS 39 to all hedges because the standard currently does not address accounting for macro hedging. The Group is yet to assess the full effect of IFRS 9 and intends to adopt IFRS 9 no later than the accounting period beginning on or after 1 January 2018. The directors will also consider the impact of the remaining phases of IFRS 9 when completed by the IASB.

# (ii) IFRS 15 - Revenue from contracts with customers (effective annual periods beginning on or after 1 January 2017)

IFRS 15 specifies how and when an IFRS reporter will recognise revenue as well as requiring such entities to provide users of financial statements with more informative, relevant disclosures. The standard provides a single, principles based five-step model to be applied to all contracts with customers. The Group is yet to assess the full effect of IFRS 15 and intends to adopt IFRS 15 not later than the accounting period beginning on or after January 2017.

# (iii) IAS 24 -Related party disclosures (effective annual periods beginning on or after 1 July 2014)

The standard is amended to include, as a related party, an entity that provides key management personnel services to the reporting entity or to the parent of the reporting entity ('the management entity'). The reporting entity is not required to disclose the compensation paid by the management entity to the management entity's employees or directors, but it is required to disclose the amounts charged to the reporting entity by the management entity for services provided.

## (iv) IFRS 8 - Operating segments' (effective annual periods beginning on or after 1 July 2014)

The standard is amended to require disclosure of the judgements made by management in aggregating operating segments. This includes a description of the segments which have been aggregated and the economic indicators which have been assessed in determining that the aggregated segments share similar economic characteristics. The standard is further amended to require a reconciliation of segment assets to the entity's assets when segment assets are reported.

# (v) Amendment to IAS 19 (effective annual periods beginning on or after 1 July 2014)

The amended IAS 19 states that changes in the defined benefit obligation and fair value of plan assets are recognised in the period as they occur. The "corridor" method is eliminated and actuarial gains and losses and unrecognised past service costs are recognised directly in other comprehensive income. Because actuarial gains and losses are no longer deferred, both the net defined benefit liability/asset and the amounts recognised in income statement are affected. The amended standard splits changes in defined benefit liabilities/assets in:

- Service cost (including past service costs, curtailments and settlements) in income statement
- Net interest costs (i.e. net interest on the net defined benefit liability) income statement;
- Remeasurement of the defined benefit liability/asset in other comprehensive income.

There are no other IFRSs or IFRIC interpretations that are not yet effective that would be expected to have a material impact on the Group.

## 2.3 Consolidation

The financial statements of the consolidated subsidiaries used to prepare the consolidated financial statements were prepared as of the parent company's reporting date.

#### a. Subsidiaries

Subsidiaries are all entities (including structured entities) over which the group has control. The group controls an entity when the group is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. Subsidiaries are fully consolidated from the date on which control is transferred to the group. They are deconsolidated from the date that control ceases.

Investment in subsidiaries is measured at cost in the separate financial statements of the parent.

The Group applies the acquisition method to account for business combinations. The consideration transferred for the acquisition of a subsidiary is the fair values of the assets transferred, the liabilities incurred to the former owners of the acquiree and the equity interests issued by the group.

The consideration transferred includes the fair value of any asset or liability resulting from a contingent consideration arrangement. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. The group recognises any non-controlling interest in the acquiree on an acquisition-by-acquisition basis, either at fair value or at the non-controlling interest's proportionate share of the recognised amounts of acquiree's identifiable net assets.

Acquisition-related costs are expensed as incurred. If the business combination is achieved in stages, the acquisition date carrying value of the acquirer's previously held equity interest in the acquiree is re-measured to fair value at the acquisition date; any gains or losses arising from such re-measurement are recognised in profit or loss.

Any contingent consideration to be transferred by the group is recognised at fair value at the acquisition date. Subsequent changes to the fair value of the contingent consideration that is deemed to be an asset or liability is recognised in accordance with IAS 39 either in profit or loss or as a change to other comprehensive income. Contingent consideration that is classified as equity is not remeasured, and its subsequent settlement is accounted for within equity.

#### 2.3 Consolidation

The excess of the consideration transferred, the amount of any non-controlling interest in the acquiree and the acquired-date fair value of any previous equity interest in the acquiree over the fair value of the identifiable net assets acquired is recorded as goodwill. If the total of consideration transferred, non-controlling interest recognised and previously held interest measured is less than the fair value of the net assets of the subsidiary acquired in the case of a bargain purchase, the difference is recognised directly in the income statement.

Inter-company transactions, balances and unrealised gains on transactions between group companies are eliminated. Unrealised losses are also eliminated. Where necessary, amounts reported by subsidiaries have been adjusted to conform with the Group's accounting policies.

 (i) Changes in ownership interests in subsidiaries without change of control

Transactions with non-controlling interests that do not result in loss of control are accounted for as equity transactions – that is, as transactions with the owners in their capacity as owners. The difference between fair value of any consideration paid and the relevant share acquired of the carrying value of net assets of the subsidiary is recorded in equity. Gains or losses on disposals to non-controlling interests are also recorded in equity.

## (ii) Disposal of subsidiaries

When the group ceases to have control, any retained interest in the entity is re-measured to its fair value at the date when control is lost, with the change in carrying amount recognised in profit or loss. The fair value is the initial carrying amount for the purposes of subsequently accounting for the retained interest as an associate, joint venture or financial asset. In addition, any amounts previously recognised in other comprehensive income in respect of that entity are accounted for as if the Group had directly disposed of the related assets or liabilities.

# b. Disposal of subsidiaries

This may mean that amounts previously recognised in other comprehensive income are reclassified to profit or loss.

## c. Associates

Associates are all entities over which the group has significant 2.6 influence but not control, generally accompanying a shareholding of between 20% and 50% of the voting rights.

Investment in associates is measured at cost in the separate financial statements of the investor.

Investment in associates are accounted for using the equity method of accounting in the Consolidated Financial Statements of the Group. Under the equity method, the investment is initially recognised at cost, and the carrying amount is increased or decreased to recognise the investor's share of the profit or loss of the investee after the date of acquisition.

The group's investment in associates includes goodwill identified on acquisition.

If the ownership interest in an associate is reduced but significant influence is retained, only a proportionate share of the amounts previously recognised in other comprehensive income is reclassified to profit or loss where appropriate.

The Group's share of post-acquisition profit or loss is recognised in the income statement, and its share of post-acquisition movements in other comprehensive income is recognised in other comprehensive income with a corresponding adjustment to the carrying amount of the investment. When the Group's share of losses in an associate equals or exceeds its interest in the associate, including any other unsecured receivables, the Group does not recognise further losses, unless it has incurred legal or constructive obligations or made payments on behalf of the

The Group determines at each reporting date whether there is any objective evidence that the investment in the associate is impaired. If this is the case, the Group calculates the amount of impairment as the difference between the recoverable amount of the associate and its carrying value and recognises the amount adjacent to 'share of profit/(loss) of associates in the income statement.

## 2.4 Segment reporting

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. The chief operating decision-maker, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the Group management Committee that makes strategic decisions.

## 2.5 Common control transactions

A business combination involving entities or businesses under common control is excluded from the scope of IFRS 3: Business Combinations. The exemption is applicable where the combining entities or businesses are controlled by the same party both before and after the combination. Where such transactions occur, the Bank, in accordance with IAS 8, uses its judgment in developing and applying an accounting policy that is relevant and reliable. In making this judgment, directors consider the requirements of IFRS dealing with similar and related issues and the definitions, recognition criteria and measurement concepts for assets, liabilities, income and expenses in the framework.

Directors also consider the most recent pronouncements of other standard setting bodies that use a similar conceptual framework to develop accounting standards, to the extent that these do not conflict with the IFRS Framework or any other IFRS or interpretation.

Accordingly, the Bank's policy is that the assets and liabilities of the business transferred are measured at their existing book value in the consolidated financial statements of the parent, as measured under IFRS.

The Bank incorporates the results of the acquired businesses only from the date on which the business combination occurs.

## 6 Foreign currency translation

# a. Functional and presentation currency

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates ("the functional currency").

The consolidated financial statements are presented in Naira which is the group's presentation currency.

## b. Transactions and balances

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions or valuation where items are re-measured. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the income statement.

Changes in the fair value of monetary securities denominated in foreign currency classified as available for sale are analysed between translation differences resulting from changes in the amortised cost of the security and other changes in the carrying amount of the security. Translation differences related to changes in amortised cost are recognised in profit or loss, and other changes in carrying amount are recognised in other comprehensive income.

# 2.6 Foreign currency translation (continued)

Translation differences on non-monetary financial assets and liabilities such as equities held at fair value through profit or loss are recognised in profit or loss as part of the fair value gain or loss. Translation differences on non-monetary financial assets, such as equities classified as available for sale, are included in 2.8 other comprehensive income.

## c. Group companies

The results and financial position of all the group entities which have functional currency different from the Group's presentation currency, are translated into the Group's presentation currency as follows:

- assets and liabilities of each foreign operation are translated at the rates of exchange ruling at the reporting date;
- income and expenses of each foreign operation are translated at the average exchange rate for the period, unless this average is not a reasonable approximation of the rate prevailing on transaction date, in which case income and expenses are translated at the exchange rate ruling at transaction date; and
- all resulting exchange differences are recognised in other comprehensive income.
- d. Goodwill and fair value adjustments arising on the acquisition of a foreign entity are treated as assets and liabilities of the foreign entity and translated at the closing rate . Exchange differences arising are recognised in other comprehensive income.

#### 2.7 Income taxation

#### Current income tax

Income tax payable is calculated on the basis of the applicable tax 2.9.1 law in the respective jurisdiction and is recognised as an expense (income) for the period except to the extent that current tax related to items that are charged or credited in other comprehensive income or directly to equity. In these circumstances, current tax is charged or credited to other comprehensive income or to equity (for example, current tax on equity instruments for which the entity has elected to present a. gains and losses in other comprehensive income).

## Deferred income tax

Deferred income tax is recognised on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements. However, deferred tax liabilities are not recognised if they arise from the initial recognition of goodwill; deferred income tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss.

Deferred income tax is determined using tax rates (and laws) that have been enacted or substantively enacted by the balance sheet date and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

Deferred income tax assets are recognised only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

Deferred income tax liabilities are provided on taxable temporary differences arising from investments in subsidiaries, associates and joint arrangements, except for deferred income tax liability where the timing of the reversal of the temporary difference is controlled by the group and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred income tax assets are recognised on deductible temporary differences arising from investments in subsidiaries, associates and joint arrangements only to the extent that it is probable the temporary difference will reverse in the future and there is sufficient taxable profit available against which the temporary difference can be utilised.

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes (assets and liabilities) relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities where there is an intention to settle the balances on a net basis.

Deferred tax assets and liabilities are only offset when they arise in the same tax reporting group and where there is both the legal right and the intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

#### .8 Inventories

The Mortgage subsidiary of the group purchases and constructs properties for resale.

Thus the Group recognises Property as inventory under the following circumstances:

- (i) property purchased for the specific purpose of resale.
- (ii) property constructed for the specific purpose of resale (work in progress under the scope of IAS 18, 'Revenue')
- (iii) property transferred from investment property to inventories. This is permitted when the Group commences the property's development with a view to sale.

They are valued at the lower of cost and net realisable value. Cost comprises direct materials and, where appropriate, labour and production overheads which have been incurred in bringing the inventories and work in progress to their present location and condition. Cost is determined using weighted average cost. Net realisable value represents the estimated selling price less estimated costs to completion and costs to be incurred in marketing, selling and distribution.

## Financial assets and liabilities

In accordance with IAS 39, all financial assets and liabilities – which include derivative financial instruments – have to be recognised in the statement of financial position and measured in accordance with their assigned category.

#### 9.1 Financial assets

The Group allocates financial assets to the following IAS 39 categories: financial assets at fair value through profit or loss; loans and receivables; held-to-maturity investments; and available-for-sale financial assets. Directors determine the classification of its financial instruments at initial recognition.

# Financial assets held for trading

A financial asset is classified as held for trading if it is acquired or incurred principally for the purpose of selling or repurchasing it in the near term or if it is part of a portfolio of identified financial instruments that are managed together and for which there is evidence of a recent actual pattern of short-term profit-taking. Derivatives are also categorised as held for trading unless they are designated and effective as hedging instruments. Financial assets held for trading consist of debt instruments, including money-market paper, traded corporate and bank loans, and equity instruments, as well as financial assets with embedded derivatives.

Financial instruments included in this category are recognised initially at fair value; transaction costs are taken directly to profit or loss. Gains and losses arising from changes in fair value are included directly in the income statement and are reported as 'Net gains/(losses) on financial instruments classified as held for trading'. Interest income and expense and dividend income on financial assets held for trading are included in 'Net interest income' or 'Dividend income', respectively.

The instruments are derecognised when the rights to receive cash flows have expired or the Group has transferred substantially all the risks and rewards of ownership and the transfer qualifies for derecognising.

# b. Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market, other than:

- (i) those that the Group intends to sell immediately or in the short term, which are classified as held for trading, and those that the entity upon initial recognition designates as at fair value through profit or loss:
- (ii) those that the Group upon initial recognition designates as available for sale; or
- (iii) those for which the holder may not recover substantially all of its initial investment, other than because of credit deterioration.

Loans and receivables are initially recognised at fair value – which is the cash consideration to originate or purchase the loan including any transaction costs – and measured subsequently at amortised cost using the effective interest method. Loans and receivables are reported in the statement of financial position as loans and advances to banks or customers or other assets and cash balances. Interest on loans is included in the profit or loss and is reported as 'Interest income'.

In the case of an impairment, the impairment loss is reported as a deduction from the carrying value of the loan and recognised in the profit or loss as 'impairment charge for credit losses'.

## c. Held-to-maturity financial assets

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturities that the Group's management has the positive intention and ability to hold to maturity, other than:

- (i) those that the Group upon initial recognition designates as held for trading;
- (ii) those that the Group designates as available for sale; and
- (iii) those that meet the definition of loans and receivables

These are initially recognised at fair value including direct and incremental transaction costs and measured subsequently at amortised cost, using the effective interest method.

Interest on held-to-maturity investments is included in the income statement and reported as 'Interest Income'. In the case of an impairment, the impairment loss has been reported as a deduction from the carrying value of the investment and recognised in the income statement as 'Net gains/(losses) on investment securities'.

# d. Available-for-sale financial assets

Available-for-sale investments are financial assets that are intended to be held for an indefinite period of time, which may be sold in response to needs for liquidity or changes in interest rates, exchange rates or equity prices or that are not classified as loans and receivables, held-to-maturity investments or financial assets at fair value through profit or loss.

Available-for-sale financial assets are initially recognised at fair value, which is the cash consideration including any transaction costs, and measured subsequently at fair value with gains and losses being recognised in other comprehensive income, except for impairment losses and foreign exchange gains and losses, until the financial asset is derecognised. If an available-for-sale financial asset is determined to be impaired, the cumulative gain or loss previously recognised in other omprehensive income is recognised in the income statement.

However, interest is calculated using the effective interest method, and foreign currency gains and losses on non-monetary assets classified as available for sale are recognised in other comprehensive income. Dividends on available-for-sale equity instruments are recognised in the income statement in 'dividend income' when the Group's right to receive payment is established.

## e. Recognition

The Group uses settlement date accounting for regular way contracts when recording financial asset transactions. Financial assets that are transferred to a third party but do not qualify for derecognition are presented in the statement of financial position as 'Assets pledged as collateral', if the transferee has the right to sell or repledge them.

## 2.9.2 Financial liabilities

The Group's holding in financial liabilities is in financial liabilities held for trading and financial liabilities at amortised cost . Financial liabilities are derecognised when extinguished.

# a. Financial Liabilities held for trading

A financial liability is classified as held for trading if it is acquired or incurred principally for the purpose of selling or repurchasing it in the near term or if it is part of a portfolio of identified financial instruments that are managed together and for which there is evidence of a recent actual pattern of short-term profit-taking. Derivatives are also categorised as held for trading unless they are designated and effective as hedging instruments. Financial liabilities held for trading also include obligations to deliver financial assets borrowed by a short seller.

Gains and losses arising from changes in fair value of financial liabilities classified held for trading are included in the income statement and are reported as 'Net gains' (losses) on financial instruments classified as held for trading'. Interest expenses on financial liabilities held for trading are included in 'Net interest income'.

# b. Other liabilities measured at amortised cost

Financial liabilities that are not classified at held for trading fall into this category and are measured at amortised cost. Financial liabilities measured at amortised cost are deposits from banks or customers, debt securities in issue for which the fair value option is not applied, convertible bonds and subordinated debts.

## 2.9.3 Derivative financial instruments

Derivatives are classified as assets when their fair value is positive or as liabilities when their fair value is negative. Derivative assets and liabilities arising from different transactions are only offset where there is a legal right of offset of the recognised amounts and the parties intend to settle the cash flows on a net basis, or realise the asset and settle the liability simultaneously.

## 2.9.4 Embedded derivatives

Hybrid contracts contain both a derivative and a non-derivative component. In such cases, the derivative component is termed an embedded derivative. Where the economic characteristics and risks of the embedded derivatives are not closely related to those of the host contract, and the host contract itself is not carried at fair value through profit or loss, the embedded derivative is bifurcated and measured at fair value with gains and losses being recognised in the income statement.

# 2.9.5 Determination of fair value

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

For financial instruments traded in active markets, the determination of fair values of financial assets and financial liabilities is based on quoted market prices or dealer price quotations. This includes listed equity securities and quoted debt instruments on major exchanges (for example, NSE) and broker quotes from Bloomberg and Reuters.

A financial instrument is regarded as quoted in an active market if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service or regulatory agency, and those prices represent actual and regularly occurring market transactions on an arm's length basis. 2.10 Offsetting financial instruments

If the above criteria are not met, the market is regarded as being inactive. Indications that a market is inactive are when there is a wide bid-offer spread or significant increase in the bid-offer spread or there are few recent transactions.

For all other financial instruments, fair value is determined using valuation techniques. In these techniques, fair values are estimated from observable data in respect of similar financial instruments, using models to estimate the present value of expected future cash flows or other valuation techniques, using inputs (for example, LIBOR yield curve, FX rates, volatilities and counterparty spreads) existing at the dates of the statement of financial position.

The Group uses widely recognised valuation models for 2.11 Revenue recognition determining fair values of non standardised financial instruments of lower complexity, such as options or interest rate and currency swaps. For these financial instruments, inputs into models are generally market-observable.

For more complex instruments, the Group uses internally developed models, which are usually based on valuation methods and techniques generally recognised as standard within the industry. Valuation models are used primarily to value derivatives transacted in the over-the-counter market, unlisted securities (including those with embedded derivatives) and other instruments for which markets were or have become illiquid. Some of the inputs to these models may not be market observable and are therefore estimated based on assumptions. The impact on net profit of financial instrument valuations reflecting non-market observable inputs (level 3 valuations) is disclosed in Note 3.7

The output of a model is always an estimate or approximation of a value that cannot be determined with certainty, and valuation techniques employed may not fully reflect all factors relevant to the positions the Group holds. Valuations are therefore adjusted, where appropriate, to allow for additional factors including model risks, liquidity risk and counterparty credit risk.

Based on the established fair value model governance policies, and related controls and procedures applied, management believes that these valuation adjustments are necessary and appropriate to fairly state the values of financial instruments carried at fair value in the statement of financial position. Price data and parameters used in the measurement procedures applied are generally reviewed carefully and adjusted, if necessary - particularly in view of the current market

The estimated fair value of loans and advances represents an estimation of the value of the loans using average benchmarked lending rates which were adjusted for specific entity risks based on history of losses.

# 2.9.6 De-recognition of financial instruments

The Group derecognises a financial asset only when the contractual rights to the cash flows from the asset expire or it transfers the financial asset and substantially all the risks and rewards of ownership of the asset to another entity. If the Group neither transfers nor retains substantially all the risks and rewards of ownership and continues to control the transferred asset, the Group recognises its retained interest in the asset and an associated liability for amounts it may have to pay. If the Group retains substantially all the risks and rewards of ownership of a transferred financial asset, the Group continues to recognise the financial asset and also recognises a collateralised borrowing for the proceeds received.

Master agreements provide that, if an event of default occurs, all outstanding transactions with the counterparty will fall due and all amounts outstanding will be settled on a net basis.

Financial assets and liabilities are offset and the net amount reported in the statement of financial position when there is a currently legally enforceable right to offset the recognised amounts and there is an intention to settle on a net basis or realise the asset and settle the liability simultaneously. The legally enforceable right must not be contingent on future events and must be enforceable in the normal course of business and in the event of default, insolvency or bankruptcy of the company or the counterparty.

# Interest income and expense

Interest income and expense for all interest-bearing financial instruments are recognised within 'interest income' and 'interest expense' in profit or loss using the effective interest method.

The effective interest method is a method of calculating the amortised cost of a financial asset or liability (or group of assets and liabilities) and of allocating the interest income or interest expense over the relevant period. The effective interest rate is the rate that exactly discounts the expected future cash payments or receipts through the expected life of the financial instrument, or when appropriate, a shorter period, to the net carrying amount of the instrument. The application of the method has the effect of recognising income (and expense) receivable (or payable) on the instrument evenly in proportion to the amount outstanding over the period to maturity or repayment. In calculating effective interest, the Group estimates cash flows considering all contractual terms of the financial instrument but excluding future credit losses.

Fees, including those for early redemption, are included in the calculation to the extent that they can be measured and are considered to be an integral part of the effective interest rate. Cash flows arising from the direct and incremental costs of issuing financial instruments are also taken into account in the calculation. Where it is not possible to otherwise estimate reliably the cash flows or the expected life of a financial instrument, effective interest is calculated by reference to the payments or receipts specified in the contract, and the full contractual term.

Once a financial asset or a group of similar financial assets has been written down as a result of an impairment loss, interest income is recognised using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss.

# 2. 11 Revenue recognition (continued)

## b. Fees and commission income

Unless included in the effective interest calculation, fees and commissions are recognised on an accruals basis as the service is provided. Fees and commissions not integral to effective interest arising from negotiating, or participating in the negotiation of a transaction from a third party, such as the acquisition of loans, shares or other securities or the purchase or sale of businesses, are recognised on completion of the underlying transaction. Portfolio and other management advisory and service fees are recognised based on the applicable service contracts. The same principle is applied to the recognition of income from wealth management, financial planning and custody services that are continuously provided over an extended period of time.

## 2. 12 Impairment of financial assets

# (a) Assets carried at amortised cost

The Group assesses at the end of each reporting period whether there is objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or group of financial assets is impaired and impairment losses are incurred only if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset (a 'loss event') and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated.

Evidence of impairment may include indications that the debtors or a group of debtors is experiencing significant financial difficulty, default or dlinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganisation, and where observable data indicate that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.

For loans and receivables category, the amount of the loss is measured as the difference between the asset's carrying amount 2.14 and the present value of estimated future cash flows (excluding future credit losses that have not been incurred) discounted at the financial asset's original effective interest rate. The carrying amount of the asset is reduced and the amount of the loss is recognised in the consolidated income statement. If a loan or held-to-maturity investment has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract. As a practical expedient, the group may measure impairment on the basis of an instrument's fair value using an observable market price.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised (such as an improvement in the debtor's credit rating), the reversal of the previously recognised impairment loss is recognised in the consolidated income statement.

# (b) Assets classified as available for sale

The group assesses at the end of each reporting period whether there is objective evidence that a financial asset or a group of financial assets is impaired. For debt securities, the group uses the criteria referred to (a) above. In the case of equity investments classified as available for sale, a significant or prolonged decline in the fair value of the security below its cost is also evidence that the assets are impaired. If any such evidence exists for available-for-sale financial assets, the cumulative loss measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognised in profit or loss is removed from equity and recognised

## (b) Assets classified as available for sale (continued)

in profit or loss. Impairment losses recognised in the consolidated income statement on equity instruments are not reversed through the consolidated income statement. If, in a subsequent period, the fair value of a debt instrument classified as available for sale increases and increase can be objectively related to an event occurring after the impairment loss was recognised in profit or loss, the impairment loss is reversed through the consolidated income statement.

## 2. 13 Impairment of non-financial assets

Assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. Additionally, assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash inflows (cash-generating units). The impairment test also can be performed on a single asset when the fair value less cost to sell or the value in use can be determined reliably. Non-financial assets other than goodwill that suffered impairment are reviewed for possible reversal of the impairment at each reporting date.

Impairment losses recognised in prior periods are assessed at each reporting date for any indication that the loss has decreased or no longer exists. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised. An impairment loss in respect of goodwill is not reversed.

## 2. 14 Collateral

The Group obtains collateral where appropriate, from customers to manage their credit risk exposure to the customer. The collateral normally takes the form of a lien over the customer's assets and gives the Group a claim on these assets for both existing and future customer in the event that the customer defaults.

The Group may also use other credit instruments, such as stock borrowing contracts, and derivative contracts in order to reduce their credit risk.

Collateral received in the form of securities is not recorded on the statement of financial position. Collateral received in the form of cash is recorded on the statement of financial position with a corresponding liability. These items are assigned to deposits received from bank or other counterparties. Any interest payable or receivable arising is recorded as interest expense or interest income respectively.

## 2. 15 Discontinued operations

Classification as a discontinued operation occurs on disposal or when the operation meets the criteria to be classified as held for sale. When an operation is classified as a discontinued operation, the comparative income statement is re-presented as if the operation had been discontinued from the start of the comparative year.

Non-current assets (or disposal groups) are classified as assets held for sale when their carrying amount is to be recovered principally through a sale transaction and a sale is considered highly probable. They are stated at the lower of carrying amount and fair value less costs to sell.

## 2.16 Leases

Leases are divided into finance leases and operating leases.

a. The group is the lessee

#### (i) Operating lease

Leases in which a significant portion of the risks and rewards of ownership are retained by another party, the lessor, are classified as operating leases. Payments, including prepayments, made under operating leases (net of any incentives received from the lessor) are charged to the income statement on a straight-line basis over the period of the lease. When an operating lease is terminated before the lease period has expired, any payment required to be made to the lessor by way of penalty is recognised as an expense in the period in which termination takes place.

## (ii) Finance lease

Leases of assets where the Group has substantially all the risks and rewards of ownership are classified as finance leases. Finance leases are capitalised at the lease's commencement at the lower of the fair value of the leased property and the present value of the minimum lease payments. Each lease payment is allocated between the liability and finance charges so as to achieve a constant rate on the finance balance outstanding. The corresponding rental obligations, net of finance charges, are included in deposits from banks or deposits from customers depending on the counter party.

The interest element of the finance cost is charged to the income statement over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period.

## b The group is the lessor

## (i) Operating lease

When assets are subject to an operating lease, the assets continue to be recognised as property and equipment based on the nature of the asset. Lease income is recognised on a straight line basis.

## (ii) Finance lease

When assets are held subject to a finance lease, the related asset is derecognised and the present value of the lease payments (discounted at the interest rate implicit in the lease) is recognised as a receivable. The difference between the gross receivable and the present value of the receivable is recognised as unearned finance income. Lease income is recognised over the term of the lease using the net investment method which allocates rentals between finance income and repayment of capital in each accounting period in such a way that finance income will emerge as a constant rate of return on the lessor's net investment in the lease.

# 2. 17 Property, Plant and Equipment

Land and buildings comprise mainly branches and offices. All property, plant and equipment used by the parent or its subsidiaries is stated at historical cost less depreciation. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

# 2. 17 Property, Plant and Equipment (continued)

Subsequent expenditures are included in the asset's carrying amount or are recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. The carrying amount of the replaced part is derecognised. All other repair and maintenance costs are charged to other operating expenses during the financial period in which they are incurred.

Land included in leasehold land and buildings is not depreciated. Depreciation of other assets is calculated using the straight-line method to allocate their cost to their residual values over their estimated useful lives, as follows:

| Materielides                    | 295   |  |  |
|---------------------------------|---|--|--|
| Office equipment                | 20%   |  |  |
| Furniture and littings          | 201   |  |  |
| Computer hardware and equipment | ביניון גנ   |  |  |
| Pant and machiner,              | 391   |  |  |
| Freehold buildings              | 25  |  |  |
| Lezsehold buildings             | The largest of 50 years and above and over<br>expected useful file for under 50 years |  |  |

Depreciation rates, methods and the residual values underlying the calculation of depreciation of items of property, plant and equipment are kept under review on an annual basis to take account of any change in circumstances.

When deciding on depreciation rates and methods, the principal factors the Group takes into account are the expected rate of technological developments and expected market requirements for, and the expected pattern of usage of the assets.

When reviewing residual values, the Group estimates the amount that it would currently obtain for the disposal of the asset after deducting the estimated cost of disposal if the asset were already of the age and condition expected at the end of its useful economic life.

No depreciation is provided on freehold land, although, in common with all long-lived assets, it is subject to impairment testing, if deemed appropriate.

Construction cost and improvements in respect of offices is carried at cost as capital work in progress. On completion of construction or improvements, the related amounts are transferred to the appropriate category of property and equipment.

## NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

## 2. 18 Intangible assets

#### a. Goodwill

Goodwill arises on the acquisition of subsidiary and associates, and represents the excess of the cost of acquisition, over the fair value of the Group's share of the assets acquired, and the liabilities and contingent liabilities assumed on the date of the acquisition. For the purpose of calculating goodwill, fair values of acquired assets, liabilities and contingent liabilities are determined by reference to market values or by discounting expected future cash flows to present value. This discounting is either performed using market rates or by using risk-free rates and risk-adjusted expected future cash flows. Goodwill is initially recognised as an asset at cost and subsequently measured at cost less accumulated impairment losses, if any. Goodwill which is recognised as an asset is reviewed at least annually for impairment. Any impairment loss is immediately recognised in profit or loss.

For the purpose of impairment testing, goodwill is allocated to each cash-generating unit that is expected to derive benefit from the synergies of the combination. Cash-generating units to which goodwill has been allocated are tested for impairment annually, or more frequently when there is an indication that the unit may be impaired. If the recoverable amount of the cash generating unit is less than the carrying amount of the unit, the impairment loss is allocated first to reduce the carrying amount of any goodwill allocated to the unit and then to the other assets of the unit prorata on the basis of the carrying amount of each asset in the unit. Any impairment loss recognised for goodwill is not reversed in a subsequent period.

Goodwill on acquisitions of associates is included in the amount of the investment.

Gains and losses on the disposal of an entity include the carrying amount of the goodwill relating to the entity sold.

### b. Computer software

Costs associated with maintaining computer software programmes are recognised as an expense as incurred. Development costs that are directly attributable to the design and testing of identifiable and unique software products controlled by the Group, are recognised as intangible assets when the following criteria are met:

- (i) It is technically feasible to complete the software product so that it will be available for use;
- (ii) Management intends to complete the software product and use or sell it;
- (iii) There is an ability to use or sell the software product;
- (iv) It can be demonstrated how the software product will generate probable future economic benefits;
- adequate technical, financial and other resources to complete the development and to use or sell the software product are available; and
- (vi) the expenditure attributable to the software product during its development can be reliably measured.

Subsequent expenditure on computer software is capitalised only when it increases the future economic benefits embodied in the specific asset to which it relates.

Direct computer software development costs recognised as intangible assets are amortised on the straight-line basis over 3 years and are carried at cost less any accumulated amortisation and any accumulated impairment losses. The carrying amount of capitalised computer software is reviewed annually and is written down when the carrying amount exceeds its recoverable amount.

c. Bank brands, customer deposits and customer relationships acquired in a business combination are recognised at fair value at the acquisition date. They have finite useful lives and are subsequently carried at cost less accumulated amortisation and accumulated impairment losses. These costs are amortised to profit or loss using straightline method over 3 years, 5 years and 2 years respectively.

## 2. 19 Cash and cash equivalents

Cash and cash equivalents comprise balances with less than three months' maturity from the date of acquisition, including cash in hand, deposits held at call with banks and other short-term highly liquid investments with original maturities of three months or less.

For the purposes of the statement of cash flows, cash and cash equivalents include cash and non-restricted balances with central banks.

#### 2.20 Employee benefits

The Group has both defined benefit and defined contribution plans

#### a. Defined contribution plan

A defined contribution plan is a pension plan under which the Group pays fixed contributions into a separate entity. The Group has no legal or constructive obligations to pay further contributions if the fund does not hold sufficient assets to pay all employees the benefits relating to employee service in the current and prior periods.

The Group pays contributions to publicly or privately administered pension insurance plans on a mandatory, contractual or voluntary basis. The Group has no further payment obligations once the contributions have been paid. The contributions are recognised as employee benefit expense when they are due. Prepaid contributions are recognised as an asset to the extent that a cash refund or a reduction in the future payments is available.

## b. Defined benefit plan

A defined benefit plan is a pension plan that defines an amount of pension benefit that an employee will receive on retirement, usually dependent on one or more factors, such as age, years of service and compensation.

The liability recognised in the statement of financial position in respect of defined benefit pension plans is the present value of the defined benefit obligation at the date of the statement of financial position less the fair value of plan assets.

The defined benefit obligation is calculated annually by independent actuaries using the projected unit credit method. The present value of the defined benefit obligation is determined by discounting the Estimated future cash outflows using interest rates of Federal government bonds that are denominated in the currency in which the benefits will be paid, and that have terms to maturity approximating the terms of the related pension liability.

Remeasurements are charged or credited to equity in other comprehensive income in the period in which they arise. Past service costs are recognised immediately in income.

## 2. 21 Provisions

Provisions are recognised for present obligations arising as consequences of past events where it is probable that a transfer of economic benefit will be necessary to settle the obligation, and it can be reliably estimated.

When a leasehold property ceases to be used in the business or a demonstrable commitment has been made to cease to use a property where the costs exceed the benefits of the property, provision is made, where the unavoidable costs of the future obligations relating to the lease are expected to exceed anticipated rental income and other benefits.

The net costs are discounted using market rates of interest to reflect the long-term nature of the cash flows.

Provision is made for the anticipated cost of restructuring, including redundancy costs when an obligation exists. An obligation exists when the Group has a detailed formal plan for restructuring a business and has raised valid expectations in those affected by the restructuring by starting to implement the plan or announcing its main features. The provision raised is normally utilised within nine months.

#### NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

#### 2. 21 Provisions (continued)

Provision is made for undrawn loan commitments and similar facilities if it is probable that the facility will be drawn and result in the recognition of an asset at an amount less than the amount advanced.

Contingent liabilities are possible obligations whose existence will be confirmed only by uncertain future events or present obligations where the transfer of economic benefit is uncertain or cannot be reliably measured. Contingent liabilities are not recognised but are disclosed unless they are remote.

#### 2. 22 Fiduciary activities

The Group acts as trustees and in other fiduciary capacities that result in the holding or placing of assets on behalf of individuals, trusts, retirement benefit plans and other institutions. These assets and income arising thereon are excluded from these financial statements, as they are not assets of the Group.

## 2. 23 Issued debt and equity securities

Issued financial instruments or their components are classified as liabilities where the contractual arrangement results in the Group having a present obligation to either deliver cash or another financial asset to the holder, to exchange financial instruments on terms that are potentially unfavourable or to satisfy the obligation otherwise than by the exchange of a fixed amount of cash or another financial asset for a fixed number of equity shares. Issued financial instruments, or their components, are classified as equity where they meet the definition of equity and confer on the holder a residual interest in the assets of the Bank. The components of issued financial instruments that contain both liability and\() equity elements are accounted for separately with the equity component being assigned the residual amount after deducting from the instrument as a whole the amount separately determined as the fair value of the liability component.

## 2. 24 Share capital

## a. Share issue costs

Incremental costs directly attributable to the issue of new shares or options or to the acquisition of a business are shown in equity as a deduction, net of tax, from the proceeds.

## b. Dividends on ordinary shares

Dividends on ordinary shares are recognised in equity in the period in which they are approved by the shareholders.

Dividends for the year that are declared after the reporting date are dealt with in the subsequent events note.

Dividends proposed by the Directors but not yet approved by 2.25 members are disclosed in the financial statements in accordance with the requirements of the Company and Allied Matters Act.

### c. Earnings per share

The Group presents basic and diluted earnings per share (EPS) for its ordinary shares. Basic EPS is calculated by dividing the profit and loss attributable to ordinary shareholders of the Bank by the weighted average number of ordinary shares outstanding during the period. Diluted EPS is determined by adjusting the profit or loss attributable to ordinary shareholders and the weighted average number of ordinary shares outstanding for the effects of all dilutive potential ordinary shares.

#### 2.24 Share capital continued

#### d. Treasury shares

Where the Bank or other members of the Group purchase the Bank's equity share capital, the consideration paid is deducted from total shareholders' equity as treasury shares until they are cancelled. Where such shares are subsequently sold or reissued, any consideration received is included in shareholders' equity.

#### e. Statutory credit reserve

In compliance with the Prudential Guidelines for licensed Banks, the Group assesses qualifying financial assets using the guidance under the Prudential Guidelines. The guidelines apply objective and subjective criteria towards providing for losses in risk assets. Assets are classed as performing or non-performing. Non-performing assets are further classed as Substandard, Doubtful or Lost with attendants provision as per the table below based on objective criteria.

#### Classification Percentage Basis

| 지 선생 하다 하는 것이다. 이 없는 게 되었습니다. |  |   |
|-------------------------------|--|---|
| Substandard                   | 10%  | Interest and/or<br>principal overdue by<br>90 days but less |
|                               |  | than 180 days   |
| Doubtful                      | 50%  | Interest and/or   |
|                               |  | principal overdue by  |
|                               |  | 180 days but less   |
| CO SERVICE DE LA CA           | The state of the s | than 365 days   |
| Lost                          | 100%   | Interest and/or   |
|                               |  | principal overdue by  |
|                               |  | more than 365 days  |
|                               |  |   |

A more accelerated provision may be done using the subjective criteria. A 1% provision is taken on all risk assets that are not specifically provisioned.

The results of the application of Prudential Guidelines and the impairment determined for these assets under IAS 39 are compared. The IAS 39 determined impairment charge is always included in the income statement.

Where the Prudential Guidelines provision is greater, the difference is appropriated from Retained Earnings and included in a non-distributable reserve "Statutory credit reserve". Where the IAS 39 impairment is greater, no appropriation is made and the amount of the IAS 39 impairment is recognised in income statement.

Following an examination, the regulator may also require more amounts be set aside on risk and other assets. Such additional amounts are recognised as an appropriation from retained earnings to statutory risk reserve.

## 2.25 Financial guarantees

Financial guarantees are contracts that require the Group to make specified payments to reimburse the holder for a loss it incurs because a specified debtor fails to make payment when due in accordance with the terms of a debt instrument. Financial guarantee liabilities are initially recognised at their fair value, and the initial fair value is amortised over the life of the financial guarantee. The guarantee liability is subsequently carried at the higher of this amortised amount and the present value of any expected payment (when a payment under the guarantee has become probable).

#### NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

#### 3. Financial risk management

#### 3.1 Introduction and overview

The Group defines risk as the possibility of losses or profits foregone, which may be caused by internal or external factors.

The Group's aim is to achieve an appropriate balance between risk and return and minimise potential adverse effects on the Group's financial performance.

Risk management is carried out by the Bank's risk management directorate (the Directorate) under policies approved by the Board of Directors. The Bank's Risk Management Directorate provides central oversight of risk management across the Bank and its subsidiaries to ensure that the full spectrum of risks facing the Bank and the Group are properly identified, measured, monitored and controlled to minimise adverse outcomes. The Board provides written principles for overall risk management, as well as written policies covering specific areas, such as foreign exchange risk, interest rate risk, credit risk, use of derivative financial instruments and non-derivative financial instruments. In addition, internal control is responsibile for the independent review of risk management and the control environment, while internal audit has the responsibility of auditing the risk management function to ensure that all units charged with risk management perform their roles effectively on a continuous basis. Internal audit also tests the adequacy of the internal controls and make appropriate recommendations where weaknesses are identified with the view of strengthening the Group's risk management framework.

The risks arising from financial instruments to which the Group is exposed are financial risks, which includes credit risk, liquidity risk and market risk (discussed

- The key elements of the risk management philosophy are the following:

   The Bank considers sound risk management to be the foundation of a long-lasting financial institution.

   The Bank continues to adopt a holistic and integrated approach to risk management and, therefore, brings all risks together under one or a limited number of

- Pilks officers are empowered to perform their duties professionally and independently without undue interference.

  Risk management is governed by well-defined policies that are clearly communicated across the Bank.

  Risk management is a shared responsibility. Therefore, the Bank aims to build a shared perspective on risks that is grounded in consensus.

- The Bank's risk management governance structure is clearly defined.

  The Bank's risk management governance structure is clearly defined.

  There is a clear segregation of duties between market-facing business units and risk management functions.

  Risk-related issues are taken into consideration in all business decisions. The Bank shall continue to strive to maintain a conservative balance between risk and revenue considerations.
- Risk officers work as allies and thought partners to other stakeholders within and outside the Bank and are guided in the exercise of their powers by a deep \*Risk officers work as allies and thought partners to other stakeholders within and outside the Bank and are guided in the exercise or their powers by a deep sense of responsibility, professionalism and respect for other parties; and

  Risks are reported openly and fully to the appropriate levels once they are identified.

  Risk officers work as allies and thought partners to other stakeholders within and outside the Bank, and are guided in the exercise of their powers by a deep sense of responsibility, professionalism and respect for other parties.

  All subsidiaries are guided by the principles enshrined in the risk management policies of the Bank.

#### 3.2 Credit risk

Credit risk is the risk of suffering financial loss, should any of the Group's customers, clients or market counterparties fail to fulfil their contractual obligations to the Group, Credit risk arises mainly from commercial and consumer loans and advances and loan commitments arising from such lending activities, but can also arise from credit enhancement provided, such as financial guarantees, letters of credit, endorsements and acceptances.

Credit risk is the single largest risk for the Group's business; management therefore carefully manages its exposure to credit risk. The credit risk management and control are centralised in a credit risk management team, which reports to the Chief Risk Officer (CRO) regularly.

## 3.2.1 Credit risk measurement

In measuring credit risk of loans and advances to customers and to banks at a counterparty level, the Group reflects the following components:

- The character and capacity to pay of the client or counterparty on its contractual obligations;
- Current exposures to the counterparty and its likely future development;
- Credit history of the counterparty; and
   The likely recovery ratio in case of default obligations value of collateral and other ways out. The Group's rating scale, which is shown below, reflects the range of default probabilities defined for each rating class. This means that, in principle, exposures migrate between classes as the assessment of their probability of default changes. The rating tools are reviewed and upgraded when necessary. The Group regularly validates the performance of the rating and

## 3.2.1 Credit risk measurement (continued)

#### (a) Obligor Risk Rating (ORR system)

The obligor risk rating grids have a minimum of ten risk buckets to provide a pre-set, objective basis for making credit decisions, with one additional bucket specifically included to categorise obligor in default. The obligor risk rating is mapped to the probability of default of the customer and the rating adopted depends on the type of customer and the nature of business to reflect the inherent risks associated with each customer. Accounts showing objective evidence of impairment are specifically noted in the default rating bucket of the obligor risk rating grid with impairment allowance calculated for losses that has been incurred. Each risk bucket may be denoted alphabetically and by range of scores as follows:

| 2                                 | Rating | Bucket |                 |                 | fault         |        |               |
|-----------------------------------|--------|--------|-----------------|-----------------|---------------|--------|---------------|
| Description                       | 12.000 |        | Range of Scores | Large Corporate | Mid-Corporate | SME    | Grade         |
| Extremely low risk                | AAA    | 1      | 100%-94.44%     |                 |               | - Cint |               |
| Very low risk                     | AA     | 2      | 100%-83.33%     | 0.01            | 0.01          |        | 1             |
| Low risk                          | A      | 3      | 100%-72.22%     |                 | 0.02          | 0.02   | Investment    |
| Low risk                          | BBB    | 4      | 72.21%-66.67%   |                 | 0.02          | 0.02   |               |
| Acceptable - Moderately High risk | BB     | 5      | 66.66%-55.56%   | 21917           | 0.04          |        |               |
| High risk                         | В      | 6      | 55.55%-44.44%   | 0.04            | 0.06          | 0.04   |               |
| Very high risk                    | ccc    | 7      | 44.43%-33.33%   | 9199            |               | 0.06   |               |
| Extremely high risk               | cc     | - 8    | 33.32%-16.67%   |                 | 0.09          | 0.09   | Non-Investmen |
| Highly Likelihood of default      | c      | 0      |                 | 9110            | 0.13          | 0.13   |               |
| Default risk                      |        | 9      | 16.65%-5.56%    | 0110            | 0.15          | 0.15   |               |
| Delault fisk                      | D      | 10     | 5.55%-0.00%     | 1.00            | 1.00          | 1.00   | Default       |

### (b) Collateral Risk Rating (CRR)/Facility Risk Rating (FRR)

• The Bank does not lend to non investment grade obligors, on an unsecured basis, except as specified under a product programme. The Facility Risk Rating (FRR) is different from the Obligor Risk Rating (ORR) to the extent of the perceived value of collateral/enhancement provided.

- The Facility Risk Rating approximates a 'loss norm' for each facility, and is the product of two components:

   The Default Probability of the Obligor, i.e. the ORR

   The Loss Given Default i.e. a measure of the expected economic loss if the obligor defaults, and includes write offs, recoveries, interest income, and legal
- The Collateral Risk Rating Grid indicates the acceptable collateral types and rated 1-8 from best to worst in order of liquidity, controllability and realizable

| ollateral risk rating | Collateral  |
|-----------------------|---|
| Rating Bucket         | Collateral  |
| 1                     | Cash  |
| 2                     | Treasury Bills/Govt Securities  |
|                       | Guarantee/receivables of investment grade banks   |
|                       | Legal And Equitable Mortgage  |
| 4                     | Debenture Trust Deed/Fixed Debenture & Mortgage Debenture   |
| 4                     | Legal Mortgage on residential business real estate in prime locations A & B                                       |
| 4                     | Legal Mortgage or debenture on business premises, factory assets or commercial real estates in locations A. E. B. |
|                       | Domicination of receivables from acceptable Corporates  |
| 5                     | Enforceable lien on fast moving inventory in bonded warehouses  |
|                       | Equitable Mortgages on real estates in any location   |
| 6                     | Negative Pledge/Clean lending   |
| 6                     | Domiciliation of other receivables  |
|                       | Letters Of Comfort Or Awareness, Guarantee Of Non - Investment Grade Banks And Corporates                         |
| 8                     | Letter Of Hypothecation, Personal Guarantee   |

## 3.2.2 Risk limit control and mitigation policies

The Group manages, limits and controls concentrations of credit risk wherever they are identified - in particular, to individual counterparties and groups, and to industries and countries.

Such risks are monitored on a regular basis and subject to an annual or more frequent review, when considered necessary. Limits on the level of credit risk by product, industry sector and counterparty are set by the Board of Directors on the recommendation of the Executive Director/Chief Risk Officer.

## (a) Portfolio limits

In line with the Group's credit policy, a detailed portfolio plan is prepared annually and provides a framework for creation of credits and risk appetite development. In drawing up the plan, the Group reviews macro-economic, regulatory and political factors, identifies sectors/industries with opportunity as well as the Group's business targets to determine appropriate portfolio and sub-portfolio limits.

The Group's Portfolio limit includes:

- Maintain aggregate large exposure of not more than 400% of Bank's shareholders' funds.
   Maintain minimum weighted average obligor risk rating (obligor-WARR) of 'BB'
   Maintain minimum weighted average facility risk rating (facility-WARR) of 'BB'

- The Group adopts Industry/economic sector limits on its loan portfolio, in line with the following policies:
   The Group would not have more than 25% of its portfolio in any group of positively correlated industries in terms of risk (e.g., oil exploration and oil service, tyre manufacturing and tyre distribution, etc.).
- The Group would strive to limit its exposure to any single industry to not more than 20% of its loan portfolio and such industry must be rated 'BBB' or better.

  No more than 15% of the Group's portfolio would be in any industry rated 'BB' or worse.

  -No more than 10% of the Group's portfolio in any single industry rated 'B' or worse

## NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

## 3.2.2 Risk limit control and mitigation policies continued

### (b) Geographical limits

Presently, the Group's exposures outside Nigeria are taken by its subsidiaries in the United Kingdom and other African countries, which operate within country limits defined by their Boards of Directors. However, the Group has a fully developed country risk rating system that could be employed, should the need arise. In such eventuality, limits will be graduated on country risk rating.

#### (c) Single obligor limits

- The Group as a matter of policy does not lend above the regulatory lending limit in each of the jurisdiction in which it operates. Internal guidance limits are also
- e For all retail borrowers, limits are kept low and graduated with credit scoring, forecast cash flow and realizable value of collateral. The group shall apply the granularity criterion on its retail credit portfolio:

  No single retail loan should amount to more than 0.2% of total retail portfolio.

The Group also sets internal credit approval limits for various levels in the credit process and these are shown in the table below.

Approval limits are set by the Board of Directors and reviewed from time to time as the circumstances of the Group demand. Exposure to credit risk is also where appropriate.

|   | STANDARD CREDIT APPROVAL GRID FOR<br>Approval levels                             | Investment grade<br>(N'000) | DING Non - investment grade (N'000) |
|---|--|-----------------------------|-------------------------------------|
| 1 | Board of Directors   |                             | 1                                   |
| 2 |  | >58,000,000                 | >58,000,00                          |
| 3 | Board Credit Committee   | 58,000,000                  | 58,000,00                           |
|   | Management Credit Committee  | 30,000,000                  | 15,000,00                           |
| 4 | Group Managing Director + Chief Risk<br>Officer + Business Senior Credit Officer | 10,000,000                  |                                     |
| 5 | Risk Senior Credit Officer 1 + Business<br>Senior Credit Officer 1/SCO2          | 8,000,000                   | 3,000,00                            |
| 1 | Business Senior Credit Officer 1 + Risk<br>Senior Credit Officer 2               | 5,000,000                   | 2,500,000                           |
| , | Risk Senior Credit Officer 3 + Business<br>Senior Credit Officer 2               | 500,000                     | 1,000,000                           |
| ı | Risk Senior Credit Officer 4 + Business<br>Development Manager/ Group Head       | 100,000                     | 250,000                             |
|   | Business Manager + Group Head + Credit<br>Officer                                | 25,000                      | 25,000                              |

The group also controls and mitigates risk through collateral.

## 3.2.3 Collateral held as security for Loans and advances to customers

The Group employs a range of policies and practices to mitigate credit risk. The most traditional of these is the taking of security on loans and advances, which is a common practice. The Group implements guidelines on the acceptability of specific classes of collateral or credit risk mitigation. The principal collateral types for loans and advances are:

- Mortgages over residential properties.
- Charges over business assets such as premises, inventory and accounts receivable.
- Charges over financial instruments such as debt securities and equities.

Lending decisions are usually based on an obligor's ability to repay from normal business operations rather than on proceeds from the sale of any security Lending decisions are usually based on an obligor's ability to repay from normal business operations rather than on proceeds from the sale of any security provided. Collateral values are assessed by a professional at the time of loan origination and are thereafter monitored in accordance with the provisions of the coredit policy. The types of collateral acceptable and the frequency with which they are required at origination is dependent on the size and structure of the borrower. For exposures to corporate and large institutions, the Group will often require the collateral to include a first charge over land and buildings owned whether or not collateral is required is based upon the nature of the transaction, the credit worthiness of the customer and obligor risk rating. Other than for project finance, object finance and income producing real estate where charges over the subject assets are a basic requirement, the provision of collateral will normal business sources to repay the debt.

NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

## 3.2.3 Collateral held as security for Loans and advances to customers (continued)

The extent to which collateral values are actively managed will depend on the credit quality and other circumstances of the obligor. Although lending decisions are predominantly based on expected cashflows, any collateral provided may impact other terms of a loan or facility granted. This will have a financial impact on the amount of net interest income recognised and on internal loss-given-default estimates that contribute to the determination of asset quality. The Group credit risk disclosures for unimpaired lending report assets gross of collateral and therefore disclose the maximum loss exposure. The Group believes this approach is appropriate as collateral values at origination and during a period of good performance may not be representative of the value of collateral if the obligor enters a distressed state. For impaired lending, the value of collateral is re-evaluated and its legal soundness re-assessed if there is observable evidence of distress of the borrower, this evaluation is used to determine potential loss allowances and management's strategy to try to either repair the business or recover the debt. Unimpaired lending, including any associated collateral, is managed on a customer-by-customer basis rather than a portfolio basis. No aggregated collateral information for the unimpaired secured lending portfolio is provided to key management personnel.

The Group takes physical possession of properties or other assets held as collateral and uses external agents to realise the value as soon as practicable to settle indebtedness. Any surplus funds realised from such disposal are returned to the borrower or are otherwise dealt with in accordance with appropriate regulations. The assets in such cases are not carried on the Group's balance sheet.

Collateral held as security for financial assets other than loans and advances depends on the nature of the instrument. Debt securities, treasury and other eligible bills are generally unsecured, with the exception of asset-backed securities and similar instruments, which are secured by portfolios of financial

### 3.2.4 Exposure Management

To minimise the risk and occurrence of loss as a result of decline in quality and non-performance of risk assets, clear requirements and guidelines for on-going management of the risk asset portfolio and individual risk exposures are defined. On-going exposure management entails collateral management, facility performance monitoring, exposure quality reviews, prompt and timely identification of decline in quality and risk portfolio reporting.

## 3.2.5 Delinquency Management/Loan Workout

The Group's delinquency management process involves effective and timely management of accounts showing signs of delinquency to reduce the crystallisation of impairment loss. In line with the Group's delinquency management process, all activities are geared towards resuscitating delinquent loans and includes restructuring and loan work-out arrangements.

#### 3.2.6 Credit Recovery

In the event of continued delinquency and failure of remediation, full credit recovery action is initiated to recover on such exposures and minimise the overall credit loss to the Group. Recovery action may include appointment of a receiver manager, external recovery agent and/or sale of pledged assets.

## 3.2.7 Management of concentration risk

Management or concentration risk
The Group manages limits and controls concentrations of credit risk to individual counterparties, groups, industries and countries.
The Group defines levels of concentration risk it is willing to take by placing limits on credit exposure to a single borrower, groups of borrowers and geographic and industry segments. Such concentration risk limits approved by the Board of Directors on the recommendation of the Executive Director/Chief Risk Officer and monitored on a regular basis. The concentration risk limits may be reviewed from time to time to reflect changing macroeconomic and regulatory conditions as well as the Group's business thrust.

## 3.2.8 Impairment and provisioning policies

Impairment allowances are recognised for financial reporting purposes only for losses that have been incurred at the reporting date based on objective evidence of impairment.

NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

## 3.2.9 Measurement basis of financial assets and liabilities.

## GROUP

|  | Fair Value   | Fair Value    |                     |              |
|--|--------------|---------------|---------------------|--------------|
|  | through P/L  | through OCI   |                     |              |
|  | Held for     | Available for |                     |              |
|  | trading      | sale          | Amortised Cost      | Total        |
|  | N'million    | N'million     | N'million           | N'million    |
| 31 December 2014                       |              |               | re tilliaoti        | IV IIIIIIOII |
| Financial assets                       |              |               |                     |              |
| Cash and balances with Central Banks   | 2            | 25            | 697,601             | 697,601      |
| Loans and advances to banks            | -            |               | 430,053             | 430,053      |
| Loans and advances to customers        |              |               | 450,055             | 430,033      |
| - Overdrafts                           | 2            |               | 314,112             | 314,112      |
| - Term loans                           | 2            |               | 1,792,119           | 1,792,119    |
| - Staff loans                          |              |               | 7,013               | 7.013        |
| - Project finance                      |              |               | 77,558              | 77,558       |
| - Advances under finance lease         |              | -             | 2,761               | 2,761        |
| Investment securities:                 |              |               | 2,101               | 2,701        |
| Available-for-sale investments         | <b>*</b>     | 442,551       | -                   | 442,551      |
| Held to maturity investments           | •            |               | 156,353             | 156,353      |
| Asset pledged as collateral            | •            | 19,203        | 45,324              | 64,527       |
| Financial assets held for trading      | 10,708       | 200.000       | 10,024              | 10,708       |
| Other assets                           | 5.57.510     |               | 26,728              | 26,728       |
| Total Financial Assets                 | 10,708       | 461,754       | 3,549,622           | 4,022,084    |
| Florencial III-t-1991                  | W            |               |                     | 1,022,001    |
| Financial liabilities                  |              |               |                     |              |
| Customer deposits                      | ( <u>*</u> ) |               | 2,989,735           | 2.989.735    |
| Deposits from banks                    |              | <u> 2</u>     | 163,710             | 163,710      |
| Financial liabilities held for trading | 9,913        |               | 1001.10             | 9,913        |
| Borrowings                             |              |               | 362,976             | 362,976      |
| Other liabilities                      |              |               | 129,484             | 129,484      |
| Total Financial Liabilities            | 9,913        |               | 3,645,905           | 3,655,818    |
| 31 December 2013                       |              |               |                     |              |
| Financial assets                       |              |               |                     |              |
| Cash and balances with Central Banks   |              |               | 122222              |              |
| Loans and advances to banks            |              | T.            | 593,973             | 593,973      |
| Loans and advances to customers        | -            | *             | 415,210             | 415,210      |
| - Overdrafts                           |              |               |                     |              |
| - Term loans                           | 7            |               | 340,054             | 340,054      |
| - Staff loans                          |              | 5             | 1,388,912           | 1,388,912    |
| - Project finance                      |              | *-<br>2:      | 6,071               | 6,071        |
| - Advances under finance lease         |              | •             | 60,803              | 60,803       |
| Investment securities:                 |              | •2            | 2,095               | 2,095        |
| Available-for-sale investments         |              | 451,423       |                     | 11221 12231  |
| Held to maturity investments           | -            | 431,423       |                     | 451,423      |
| Asset pledged as collateral            |              | 20,382        | 283,267             | 283,267      |
| Financial assets held for trading      | 4,743        | 20,362        | 33,269              | 53,651       |
| Other assets                           | 4,743        |               |                     | 4,743        |
| Total Financial Assets                 | 4,743        | 471,805       | 30,318<br>3,153,972 | 30,318       |
| F                                      |              |               | 0,100,012           | 3,030,320    |
| Financial liabilities                  |              |               |                     |              |
| Customer deposits                      | **           |               | 2,942,782           | 2,942,782    |
| Deposits from banks                    | <u>.</u>     |               | 77,481              | 77,481       |
| Financial liabilities held for trading | 1,701        | •             | 200790              | 1,701        |
| Borrowings                             |              |               | 126,302             | 126,302      |
| Other liabilities                      | W            |               | 181,734             | 181,734      |
| Total Financial Liabilities            | 1,701        |               | 3,328,299           | 3,330,000    |
|  |              |               | 0,020,239           | 3,330,000    |

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

## 3.2.9 Measurement basis of financial assets and liabilities (continued).

|  | Fair Value        | Fair Value   |                  |                   |
|--|-------------------|--|------------------|-------------------|
|  | through P/L       | through OCI  |                  |                   |
|  | Held for trading  | Available for<br>sale  | Amortised Cost   | Total             |
| BANK                                   | N'million         | N'million  | N'million        | N'million         |
| 31 December 2014                       |                   |  |                  |                   |
| Financial assets                       |                   |  |                  |                   |
| Cash and balances with Central Banks   |                   |  |                  |                   |
| Loans and advances to banks            | ¥1                |  | 670,045          | 670,045           |
| Loans and advances to customers        | -                 | -  | 242,842          | 242,842           |
| - Overdrafts                           |                   |  | 1011101101101101 | * ATTACOM *** ATT |
| - Term loans                           | 0.7               | 15   | 295,257          | 295,257           |
| - Staff loans                          |                   |  | 1,473,342        | 1,473,342         |
| - Project finance                      | S=3               |  | 6,152            | 6,152             |
| - Advances under finance lease         | 97 <del>8</del> 8 | *  | 16,525           | 16,525            |
| Financial assets held for trading      | 100               | •  | 2,761            | 2,761             |
| Investment securities:                 | 9,258             | •  | •                | 9,258             |
| Available-for-sale investments         |                   |  |                  |                   |
| Held to maturity investments           |                   | 404,508  |                  | 404,508           |
| Asset pledged as collateral            |                   | araprili de la companya de la compan | 140,467          | 140,467           |
| Other assets                           | •                 | 19,203   | 43,955           | 63,158            |
| Total Financial Assets                 |                   | -  | 17,323           | 17,323            |
|  | 9,258             | 423,711  | 2,908,669        | 3,341,638         |
| Financial liabilities                  |                   |  |                  |                   |
| Customer deposits                      |                   |  |                  |                   |
| Deposits from banks                    |                   |  | 2,551,022        | 2,551,022         |
| Financial liabilities held for trading |                   |  | 19,246           | 19,246            |
| Borrowings                             | 7,946             |  |                  | 7,946             |
| Other liabilities                      | •                 |  | 377,950          | 377,950           |
| Total Financial Liabilities            |                   | •  | 101,652          | 101,652           |
|  | 7,946             |  | 3,049,870        | 3,057,816         |
| 31 December 2013                       |                   |  |                  |                   |
| Financial assets                       |                   |  |                  |                   |
| Cash and balances with Central         |                   |  |                  |                   |
| Banks                                  |                   |  |                  |                   |
| Loans and advances to banks            | •                 |  | 502,249          | 502,249           |
| Loans and advances to customers        | **                |  | 367,571          | 367,571           |
| - Overdrafts                           |                   |  |                  | 1000000           |
| - Term loans                           |                   |  | 327,209          | 327,209           |
| - Staff loans                          | •                 | •  | 1,078,200        | 1,078,200         |
| - Project finance                      |                   |  | 5,532            | 5,532             |
| - Advances under finance lease         |                   | :÷   | 60,803           | 60,803            |
| Investment securities:                 | 97.5              | 2  | 2,095            | 2,095             |
| Available-for-sale investments         |                   |  |                  |                   |
| Held to maturity investments           |                   | 359,052  |                  | 359,052           |
| Asset pledged as collateral            | •                 | 44.144   | 278,876          | 278,876           |
| Financial assets held for trading      |                   | 19,137   | 33,269           | 52,406            |
| Other assets                           | 2,225             | 7  | •                | 2,225             |
| Total Financial Assets                 |                   | <u> </u>   | 22,968           | 22,968            |
|  | 2,225             | 378,189  | 2,678,772        | 3,059,186         |
| Financial liabilities                  |                   |  |                  |                   |
| Customer deposits                      |                   |  |                  |                   |
| Deposits from banks                    | •                 |  | 2,942,782        | 2,942,782         |
| Financial liabilities held for trading |                   | •  | 77,481           | 77,481            |
| Borrowings                             | 1,697             |  |                  | 1,697             |
| Other liabilities                      |                   |  | 125,363          | 125,363           |
| Total Financial Liabilities            |                   |  | 156,821          | 156,821           |
| Town I manifest Liabilities            | 1,697             |  | 3,302,447        | 3,304,144         |
|  |                   |  |                  | -10011114         |

NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

## 3.2.10 Maximum exposure to credit risk before collateral held or credit enhancements Credit risk exposures relating to on balance sheet assets are as follows:

| GROUP  | 31 Dec 2014<br>N'millions | 31 Dec 2013<br>N'millions               |
|--|---------------------------|---|
|  |                           |   |
| Balances with central banks  |                           |   |
| Loans and advances to banks  | 634,295                   | 522,292                                 |
| Loans and advances to customers  | 430,053                   | 415,210                                 |
| - Overdrafts   |                           | 0.0000000000000000000000000000000000000 |
| - Term loans   | 314,112                   | 340,054                                 |
| - Staff loans  | 1,792,119                 | 1,388,912                               |
| - Project finance  | 7,013                     | 6,071                                   |
| - Advances under finance lease   | 77.558                    | 60,803                                  |
| Financial assets held for trading  | 2,761                     | 2,095                                   |
| Investment securities - Debt   | 10,708                    | 4,743                                   |
| -Available-for-sale investments  |                           | 111.40                                  |
| -Held to maturity investments  | 400,205                   | 416,013                                 |
| Asset pledged as collateral  | 156,353                   | 283,267                                 |
| Other assets   | 64,527                    | 53,651                                  |
| 01101 033013   | 26,728                    | 30,318                                  |
|  | 3,916,432                 | 3,523,429                               |
| Credit risk exposures relating to off balance sheet assets are as follows: |                           | 5,525,725                               |
| Loan commitments   |                           |   |
| Letter of credit and other credit related obligations                      | 90,379                    | 408,008                                 |
|  | 701,997                   | 693,615                                 |
|  | 792,376                   | 1,101,623                               |
| TOTAL MAXIMUM EXPOSURE   |                           |   |
|  | 4,708,808                 | 4,625,052                               |
| BANK   |                           |   |
| Balances with central banks  |                           |   |
| Loans and advances to banks  | 625,706                   | 502,249                                 |
| Loans and advances to customers  | 242,842                   | 367,571                                 |
| - Overdrafts   |                           |   |
| - Term loans   | 295,257                   | 327,209                                 |
| - Staff loans  | 1,473,342                 | 1,078,200                               |
| - Project finance  | 6,152                     | 5,532                                   |
| - Advances under finance lease   | 16,525                    | 60,803                                  |
| Financial assets held for trading  | 2,761                     | 2,095                                   |
| Investment securities -Available-for-sale investments                      | 9,258                     | 2,225                                   |
| -Held to maturity investments  | 362,382                   | 325,839                                 |
| Asset pledged as collateral  | 140,467                   | 278,876                                 |
| Other assets   | 63,158                    | 52,406                                  |
| 21131 235612   | 17,323                    | 22,968                                  |
|  | 3,255,173                 | 3,025,973                               |
| Loan commitments   |                           |   |
| Letter of credit and other credit related obligations                      | 77,188                    | 352,008                                 |
|  | 642,751                   | 672,545                                 |
|  | 719,939                   | 1,024,553                               |
| TOTAL MAXIMUM EXPOSURE   | 3,975,112                 | 4,050,526                               |
|  | 0,010,112                 | 4,000,020                               |

NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

## 3.2.11 Concentration of risks of financial assets with credit risk exposure

### (a) Geographical sectors

The following table breaks down the Group's credit exposure at their carrying amounts (without taking into account any collateral held or other credit support), as categorised by geographical region as of 31 December 2014 and 31 December 2013. For this table, the Group has allocated exposures to regions based instruments.

#### GROUP

|  | Lagos<br>N'millions | Southern<br>Nigeria<br>N 'millions | Northem<br>Nigeria<br>N'millions | Africa<br>N 'millions | Europe<br>N'millions | America<br>N'millions | Total<br>N'millions                     |
|--|---------------------|------------------------------------|----------------------------------|-----------------------|----------------------|-----------------------|---|
| Balances with central bank                                 | COE 707             |                                    |                                  |                       |                      | 14 millions           | N millions                              |
| Loans and advances to banks                                | 625,707             |                                    |                                  | 8,160                 | 428                  |                       | 634,295                                 |
| Loans and advances to customers                            | 78,391              |                                    | 2,717                            | 21,905                | 271,640              | 55,400                |   |
| - Overdrafts   |                     |                                    |                                  |                       | 904U.7 \$750.6740    | 55,400                | 430,053                                 |
| - Term loans   | 220,337             | 58,629                             | 16,745                           | 17,411                | 991                  |                       |   |
| - Staff loans  | 1,047,805           | 332,387                            | 102,839                          | 97,653                | 211,435              |                       | 314,113                                 |
| - Project finance  | 6,173               |                                    |                                  | 798                   | 42                   |                       | 1,792,119                               |
| - Advances under finance lease                             | 38,310              | 803                                | 9,563                            | 25,896                | 2,986                |                       | 7,013                                   |
| Figure is a sector bald for a                              | 2,039               | 683                                | 39                               |                       | 2,500                |                       | 77,558                                  |
| Financial assets held for trading<br>Investment securities | 904                 |                                    | 3.0                              |                       | 8,674                |                       | 2,761                                   |
| Avellant securities  |                     |                                    |                                  |                       | 0,074                | 1,130                 | 10,708                                  |
| Available-for-sale investments                             | 376,523             | 3,235                              | 799                              | 9,065                 | 10,583               |                       |   |
| Held to maturity investments                               | 137,678             | 7,334                              | 504                              | 10,837                | 10,583               |                       | 400,205                                 |
| Asset pledged as collateral                                | 63,158              | 0.00                               | -                                | 1,369                 | 0.00                 |                       | 156,353                                 |
| Other assets   | 12,830              | 8,584                              | 609                              | 4,479                 | •                    |                       | 64,527                                  |
| 31 December 2014   | 2,609,855           | 411,655                            | 133,815                          | 197,573               | 227                  |                       | 26,729                                  |
| Credit risk exposure relating to off b                     |                     |                                    |                                  | 191,313               | 507,006              | 56,530                | 3,916,434                               |
| Loan commitments<br>Letters of credit and other credit     | 63,409              | 7,172                              | 10,327                           | 2,239                 | 7,232                | (4)                   | 90,379                                  |
| related obligations  | 458,546             | 66,959                             | 46,960                           | 40.000                | *                    |                       | 525000000000000000000000000000000000000 |
| 31 December 2014   | 521,955             | 74,131                             | 57,287                           | 18,602                | 110,929              |                       | 701,996                                 |
|  |                     | 1 11101                            | 37,207                           | 20,841                | 118,161              |                       | 792,375                                 |
| Balances with central bank                                 | 502,252             |                                    |                                  | -                     |                      |                       |   |
| Loans and advances to banks                                | 113,615             |                                    |                                  | 6,569                 | 13,471               |                       | 522,292                                 |
| Loans and advances to customers                            | ,                   | 50                                 | 440                              | 37,220                | 135,824              | 128,111               | 415,210                                 |
| - Overdrafts   | 258,027             | 43,577                             | 25 500                           | 100110000             |                      | 8                     |   |
| - Term loans   | 835,666             | 179,725                            | 25,609                           | 12,402                | 439                  |                       | 340,054                                 |
| - Staff loans  | 5,526               |                                    | 92,626                           | 105,245               | 124,964              | 50,686                | 1,388,912                               |
| - Project finance  | 20,865              | 30,742                             |                                  | 513                   | 32                   | 5534555               | 6,071                                   |
| - Advances under finance lease                             | 1,587               | 482                                | 9,196                            | -                     |                      |                       | 60,803                                  |
| Financial assets held for trading                          | 2,213               | 11000000                           | 26                               | *                     | •                    |                       | 2,095                                   |
| Investment securities                                      | 2,213               |                                    | •                                |                       | 2,530                | <u> </u>              | 4,743                                   |
| Available-for-sale investments                             | 240.000             | 202500                             |                                  |                       |                      |                       | 4,743                                   |
| Held to maturity investments                               | 342,228             | 2,690                              | 3,008                            | 14,504                | 50,467               | 3,116                 | ***                                     |
| Asset pledged as collateral                                | 273,064             | 9,276                              | 927                              | 135200000             | 2500 1000            |                       | 416,013                                 |
| Other assets   | 52,406              |                                    | 17                               | 1,245                 | -                    |                       | 283,267                                 |
| 31 December 2013   | 13,490              | 11,791                             | 1,404                            | 2,587                 | 328                  | 718                   | 53,651                                  |
| 2. Describer 2013  | 2,420,939           | 278,283                            | 133,236                          | 180,285               | 328,055              | 182,631               | 30,318                                  |
| Credit risk exposure relating to off be                    |                     |                                    |                                  |                       |                      | 102,031               | 3,523,428                               |

## Credit risk exposure relating to off balance sheet items are as follows

| Loan commitments                        | Lagos<br>N'millions | Southern<br>Nigeria<br>N 'millions | Northern<br>Nigeria<br>N'millions | Africa<br>N'millions | Europe<br>N'millions  | America<br>N'millions | Total       |
|---|---------------------|------------------------------------|-----------------------------------|----------------------|-----------------------|-----------------------|-------------|
|   | 286,761             | 30,345                             | 34,902                            | 49,353               | 1-1-12/11/11/11/11/11 | 14 millions           | N 'millions |
| Letters of credit and other credit      | credit              |                                    | 04,002                            | 49,353               | 53 6,647              |                       | 408,008     |
| related obligations<br>31 December 2013 | 440,762             | 88,555                             | 92,032                            | 1,078                | 71,188                |                       |             |
|   | 727,523             | 118,900                            | 126,934                           |                      |                       |                       | 693,615     |
|   |                     | 110,000                            | 120,934                           | 50,431               | 77,835                |                       | 1,101,623   |

## 3.2.11 Concentration of risks of financial assets with credit risk exposure continued

|  | Figure   | Southern   | Northern   |             |             |   |  |
|--|--|--|--|-------------|-------------|---|--|
|  | Lagos  | Nigeria  | Nigeria  | Africa      | Europe      | America   | Total  |
|  | N'millions   | N 'millions  | N 'millions  | N 'millions | N 'millions | N 'millions   | N 'millions  |
| Balances with central bank   | 625,706  |  |  |             |             |   |  |
| Loans and advances to banks  | 28,650   |  | 2,717  |             |             |   | 625,706  |
| Loans and advances to customers  | 33334344   | 377  | 2,717  | 3,168       | 185,287     | 23,020  | 242,842  |
| - Overdrafts   | 219,883  | 58,629   | 16,745   |             |             |   |  |
| - Term loans   | 1,037,772  | 332,387  | 102,839  | •           | •           | *   | 295,257  |
| - Staff loans  | 6,152  | 552,567  | 102,039  |             | 344         | 2   | 1,473,342  |
| - Project finance  | 6,159  | 803  | 9,563  | -           | (875)       | ₩:  | 6,152  |
| <ul> <li>Advances under finance lease</li> </ul>   | 2,039  | 683  | 39   | ~           | •           | •0  | 16,525   |
| Financial assets held for trading  | 904  | 003  | 0.000  | *           | 12.43       |   | 2,761  |
| Investment securities  | 001  | -  |  | 97          | 7,224       | 1,130   | 9,258  |
| Available-for-sale Investments   | 358,348  | 3,235  |  |             |             |   | 2,500000   |
| Held to maturity investments   | 132,630  |  | 799  | •           | 11.5        | -   | 362,382  |
| Asset pledged as collateral  | 63,158   | 7,334  | 504  | -           | -           |   | 140,468  |
| Other assets   |  |  | 55   | *           | 3.★3        | \$ and the second se | 63,158   |
| 31 December 2014   | 8,130  | 8,584  | 609  |             |             |   | 17,323   |
|  | 2,489,531  | 411,655  | 133,815  | 3,168       | 192,855     | 24,150  | 3,255,174  |
| Credit risk exposure relating to off back<br>Loan commitments  |  |  |  |             |             |   |  |
| Letters of credit and other credit   | 59,689   | 7,172  | 10,327   | 5           |             | 02  | 77,188   |
| related obligations  | 427,361  | 55.050   | 22020  |             |             |   |  |
| 31 December 2014   | 487,050  | 66,959   | 47,150   | 1,572       | 99,709      |   | 642,751  |
|  | 407,000  | 74,131   | 57,477   | 1,572       | 99,709      |   | 719,939  |
| Balances with central bank   | 500 O 10   |  |  |             |             |   |  |
|  |  |  |  |             |             |   |  |
|  | 502,249  | -  | •  | •           |             |   | 502 249  |
| Loans and advances to banks  | 12,149   | -  | 440  | 16,164      | 216,672     | 122.146   | 502,249<br>367 571   |
| Loans and advances to banks<br>Loans and advances to customers   | 12,149   |  |  | 16,164      | 216,672     | 122,146   | 502,249<br>367,571   |
| Loans and advances to banks  | 12,149<br>258,024  | 43,577   | 25,609   | 16,164      | 216,672     | 122,146   | 367,571  |
| Loans and advances to banks<br>Loans and advances to customers<br>- Overdrafts   | 12,149<br>258,024<br>805,849   | 43,577<br>179,725  | 25,609<br>92,626   | 16,164      | 216,672     |   | 367,571<br>327,210   |
| Loans and advances to banks<br>Loans and advances to customers<br>- Overdrafts<br>- Term loans<br>- Staff loans  | 12,149<br>258,024<br>805,849<br>5,532  | 179,725  | 25,609<br>92,626   |             | 848         |   | 367,571<br>327,210<br>1,078,200  |
| Loans and advances to banks<br>Loans and advances to customers<br>- Overdrafts<br>- Term loans<br>- Staff loans<br>- Project finance   | 12,149<br>258,024<br>805,849<br>5,532<br>20,865  | 179,725<br>30,742  | 25,609<br>92,626<br>-<br>9,196   |             | 141<br>181  |   | 367,571<br>327,210<br>1,078,200<br>5,532   |
| Loans and advances to banks Loans and advances to customers Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease   | 12,149<br>258,024<br>805,849<br>5,532<br>20,865<br>1,587   | 179,725<br>30,742<br>482   | 25,609<br>92,626<br>-<br>9,196<br>26   |             | :           |   | 367,571<br>327,210<br>1,078,200<br>5,532<br>60,803   |
| Loans and advances to banks Loans and advances to customers - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Financial assets held for trading   | 12,149<br>258,024<br>805,849<br>5,532<br>20,865  | 179,725<br>30,742  | 25,609<br>92,626<br>-<br>9,196   |             | •           |   | 367,571<br>327,210<br>1,078,200<br>5,532<br>60,803<br>2,095  |
| Loans and advances to banks Loans and advances to customers - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Financial assets held for trading Investment securities   | 12,149<br>258,024<br>805,849<br>5,532<br>20,865<br>1,587<br>2,213  | 179,725<br>30,742<br>482   | 25,609<br>92,626<br>-<br>9,196<br>26   |             | :           |   | 367,571<br>327,210<br>1,078,200<br>5,532<br>60,803   |
| Loans and advances to banks Loans and advances to customers - Overdrafts - Term loans - Staff loans - Project finence - Advances under finance lease Financial assets held for trading Investment securities Available-for-sale investments  | 12,149<br>258,024<br>805,849<br>5,532<br>20,865<br>1,587<br>2,213  | 179,725<br>-<br>30,742<br>482<br>-<br>2,690  | 25,609<br>92,626<br>-<br>9,196<br>26<br>-  |             | :           |   | 367,571<br>327,210<br>1,078,200<br>5,532<br>60,803<br>2,095<br>2,225   |
| Loans and advances to banks Loans and advances to customers Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Financial assets held for trading Investment securities Available-for-sale investments Held to maturity investments   | 12,149<br>258,024<br>805,849<br>5,532<br>20,865<br>1,587<br>2,213<br>320,141<br>268,673                                  | 179,725<br>-<br>30,742<br>482<br>-<br>2,690<br>9,276   | 25,609<br>92,626<br>-<br>9,196<br>26   |             | :           |   | 367,571<br>327,210<br>1,078,200<br>5,532<br>60,803<br>2,095<br>2,225<br>325,839                                |
| Loans and advances to banks Loans and advances to customers - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Financial assets held for trading Investment securities Available-for-sale investments Held to maturity investments Asset pledged as collateral   | 12,149<br>258,024<br>805,849<br>5,532<br>20,865<br>1,587<br>2,213<br>320,141<br>268,673<br>52,406                        | 179,725<br>  | 25,609<br>92,626<br>-<br>9,196<br>26<br>-<br>3,008<br>927                          |             | :           |   | 367,571<br>327,210<br>1,078,200<br>5,532<br>60,803<br>2,095<br>2,225<br>325,839<br>278,876                     |
| Loans and advances to banks Loans and advances to customers - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Financial assets held for trading Investment securities Available-for-sale investments Held to maturity investments Asset pledged as collateral Other assets  | 12,149<br>258,024<br>805,849<br>5,532<br>20,865<br>1,587<br>2,213<br>320,141<br>268,673<br>52,406<br>12,152              | 179,725<br>  | 25,609<br>92,626<br>-<br>9,196<br>26<br>-<br>3,008<br>927<br>-<br>1,090            |             | :           |   | 367,571<br>327,210<br>1,078,200<br>5,532<br>60,803<br>2,095<br>2,225<br>325,839<br>278,876<br>52,406           |
| Loans and advances to banks Loans and advances to customers - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Financial assets held for trading Investment securities Available-for-sale investments Held to maturity investments Asset pledged as collateral   | 12,149<br>258,024<br>805,849<br>5,532<br>20,865<br>1,587<br>2,213<br>320,141<br>268,673<br>52,406                        | 179,725<br>  | 25,609<br>92,626<br>-<br>9,196<br>26<br>-<br>3,008<br>927                          |             | :           | 718   | 367,571<br>327,210<br>1,076,200<br>5,532<br>60,803<br>2,095<br>2,225<br>325,839<br>278,876<br>52,406<br>22,968 |
| Loans and advances to banks Loans and advances to customers - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Financial assets held for trading Investment securities Available-for-sale investments Held to maturity investments Asset pledged as collateral Other assets  | 12,149<br>258,024<br>805,849<br>5,532<br>20,865<br>1,587<br>2,213<br>320,141<br>268,673<br>52,406<br>12,152<br>2,261,840 | 179,725<br>-<br>30,742<br>482<br>-<br>2,690<br>9,276<br>-<br>9,008<br>275,500                          | 25,609<br>92,626<br>-<br>9,196<br>26<br>-<br>3,008<br>927<br>-<br>1,090<br>132,922 |             | 12          |   | 367,571<br>327,210<br>1,078,200<br>5,532<br>60,803<br>2,095<br>2,225<br>325,839<br>278,876<br>52,406           |
| Loans and advances to banks Loans and advances to customers - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Financial assets held for trading Investment securities Available-for-sale investments Held to maturity investments Asset pledged as collateral Other assets 31 December 2013 Credit risk exposure relating to off balance  | 12,149 258,024 805,849 5,532 20,865 1,587 2,213 320,141 268,673 52,406 12,152 2,261,840 ance sheet ilemans               | 179,725<br>30,742<br>482<br>-<br>2,690<br>9,276<br>-<br>9,008<br>275,500                               | 25,609<br>92,626<br>-<br>9,196<br>26<br>-<br>3,008<br>927<br>-<br>1,090<br>132,922 |             | 12          | 718   | 367,571<br>327,210<br>1,076,200<br>5,532<br>60,803<br>2,095<br>2,225<br>325,839<br>278,876<br>52,406<br>22,968 |
| Loans and advances to banks Loans and advances to customers - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Financial assets held for trading Investment securities Available-for-sale investments Held to maturity investments Asset pledged as collateral Other assets 31 December 2013  Credit risk exposure relating to off bala Loan commitment                                    | 12,149<br>258,024<br>805,849<br>5,532<br>20,865<br>1,587<br>2,213<br>320,141<br>268,673<br>52,406<br>12,152<br>2,261,840 | 179,725<br>-<br>30,742<br>482<br>-<br>2,690<br>9,276<br>-<br>9,008<br>275,500                          | 25,609<br>92,626<br>-<br>9,196<br>26<br>-<br>3,008<br>927<br>-<br>1,090<br>132,922 |             | 12          | 718<br>122,864  | 367,571 327,210 1,078,200 5,532 60,803 2,095 2,225 325,839 278,876 52,406 52,968 3,025,974                     |
| Loans and advances to banks Loans and advances to customers - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Financial assets held for trading Investment securities Available-for-sale investments Held to maturity investments Asset pledged as collateral Other assets 31 December 2013  Credit risk exposure relating to off ball Loan commitment Letters of credit and other credit | 12,149 258,024 805,849 5,532 20,865 1,587 2,213 320,141 268,673 52,406 12,152 2,261,840 ance sheet items                 | 179,725<br>30,742<br>482<br>-<br>2,690<br>9,276<br>-<br>9,008<br>275,500<br>s are as follows<br>30,345 | 25,609<br>92,626<br>-<br>9,196<br>26<br>-<br>3,008<br>927<br>-<br>1,090<br>132,922 |             | 12          | 718   | 367,571<br>327,210<br>1,076,200<br>5,532<br>60,803<br>2,095<br>2,225<br>325,839<br>278,876<br>52,406<br>22,968 |
| Loans and advances to banks Loans and advances to customers - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Financial assets held for trading Investment securities Available-for-sale investments Held to maturity investments Asset pledged as collateral Other assets 31 December 2013  Credit risk exposure relating to off bala Loan commitment                                    | 12,149 258,024 805,849 5,532 20,865 1,587 2,213 320,141 268,673 52,406 12,152 2,261,840 ance sheet ilemans               | 179,725<br>30,742<br>482<br>-<br>2,690<br>9,276<br>-<br>9,008<br>275,500                               | 25,609<br>92,626<br>-<br>9,196<br>26<br>-<br>3,008<br>927<br>-<br>1,090<br>132,922 |             | 12          | 718<br>122,864  | 367,571 327,210 1,078,200 5,532 60,803 2,095 2,225 325,839 278,876 52,406 52,968 3,025,974                     |

## 3.2.11 Concentration of risks of financial assets with credit risk exposure continued b) Industry sectors

The following table breaks down the Group's credit exposure at carrying amounts (without taking into account any collateral held or other credit support), as investments in equity instruments.

| G |  |  |  |
|---|--|--|--|
|   |  |  |  |
|   |  |  |  |

|                           | Balances<br>with central<br>bank | Loans and<br>advances to<br>banks | Financial<br>assets held<br>for trading | Investment<br>Securities-<br>Available for | Investment<br>Securities -<br>Held to | Asset pledged as collateral | Other assets |
|---------------------------|----------------------------------|-----------------------------------|---|--|---------------------------------------|-----------------------------|--------------|
|                           | N'millions                       | N'millions                        | N 'millions                             | sale<br>N 'millions                        | maturity<br>N'millions                | N*millions                  | N 'millions  |
| Agriculture               |                                  |                                   |   |  |                                       | 14 minoria                  | 14 Hillions  |
| Oil and gas               | -                                | 100                               |   | #3   | -                                     | 95                          | GH.          |
| Consumer credit           |                                  |                                   |   | *  |                                       |                             | 4,408        |
| Manufacturing             |                                  |                                   |   | 70   |                                       |                             | 4,400        |
| Real estate               |                                  |                                   | *                                       | 1.5  | 1,007                                 | -                           | 8            |
| Construction              |                                  |                                   |   |  | -                                     |                             |              |
| Finance and insurance     | 634.295                          | 420.050                           |   | 100  |                                       |                             |              |
| Transportation            | 034,293                          | 430,053                           | 9,804                                   | 38,079                                     | 5,170                                 | •                           | 21,766       |
| Communication             |                                  |                                   | -                                       | •  |                                       |                             | 21,100       |
| General commerce          |                                  |                                   | *:                                      | •  | -                                     | 3.43                        | 949          |
| Utilities                 |                                  |                                   |   |  | -                                     |                             |              |
| Retail services           |                                  |                                   |   |  | *                                     | 뵕                           |              |
| Public sector             |                                  |                                   | -                                       |  | -                                     | 34                          | _            |
| Total at 31 December 2014 | 634,295                          | 430,053                           | 904                                     | 362,126                                    | 150,176                               | 64,527                      | 554          |
|                           |                                  | 430,033                           | 10,708                                  | 400,205                                    | 156,353                               | 64,527                      | 26,728       |

|  | 22          |                                       | Lo          | ans to custome  | ers                          |             |
|--|-------------|---------------------------------------|-------------|-----------------|------------------------------|-------------|
|  | Overdraft   | Term loans                            | Staff loans | project finance | Advances under finance lease | Total       |
|  | N 'millions | N 'millions                           | N 'millions | N 'millions     | N 'millions                  | N 'millions |
| Agriculture  |             | 12/27/27/27/                          |             |                 |                              |             |
| Oil and gas  | 1,611       | 56,305                                |             |                 |                              | 57,916      |
| Consumer credit  | 130,255     | 679,423                               | •           | 33,805          | 284                          | 843,767     |
| Manufacturing  | 5,137       | 163,494                               | 5,592       |                 | 29                           |             |
| Real estate  | 54,165      | 294,080                               |             | 18,043          | 405                          | 174,252     |
| Construction   | 20,297      | 164,114                               | 1,421       |                 |                              | 366,693     |
|  | 32,709      | 43,257                                |             | 14,322          | 839                          | 185,832     |
| Finance and insurance  | 853         | 15,971                                |             | 1,744           | *                            | 90,288      |
| Transportation   | 3,710       | 4,316                                 |             | 3,851           | 14                           | 18,582      |
| Communication  | 2,432       | 59,384                                |             | 130475504.7     | 28                           | 11,905      |
| General commerce   | 23,987      | 69,615                                |             | -               | •                            | 61,816      |
| Utilities  | 6,888       | 51,201                                | •           | 209             | 9                            | 93,820      |
| Retail services  | 25,869      | 77.762                                |             |                 | •                            | 58,089      |
| Public sector  | 6,199       | 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | •           | 4,409           | 1,974                        | 110,014     |
| Total at 31 December 2014  |             | 113,197                               | *           | 1,174           | 18                           | 120,588     |
| execution of the second of the | 314,112     | 1,792,119                             | 7,013       | 77,557          | 2.761                        | 2 193 563   |

|                          | Balances<br>with central<br>bank<br>N'millions | Loans and advances to banks | Financial<br>assets held<br>for trading | Investment<br>Securities-<br>Available for | Investment<br>Securities -<br>Held to | Asset pledged as collateral | Other assets<br>N 'millions |
|--------------------------|--|-----------------------------|---|--|---------------------------------------|-----------------------------|-----------------------------|
|                          | 14 minoris                                     | N'millions                  | N'millions                              | N 'millions                                | N'millions                            | N 'millions                 | N 'millions                 |
| Agriculture              | 52   |                             |   |  |                                       |                             |                             |
| Oil and gas              | 20   | •                           | 2000                                    | *  |                                       | _                           | 6,653                       |
| Consumer credit          |  |                             | 1,625                                   | **   | (*)                                   | <u> </u>                    | 0,000                       |
| Manufacturing            |  |                             | -                                       |  | 18                                    | 2                           | - 5                         |
| Real estate              | 3  | ÷                           | -                                       |  | 1,923                                 | 7740                        | - 0                         |
| Construction             | 7  |                             |   |  | -                                     | -                           |                             |
| Finance and insurance    |  | •                           |   |  | 92                                    | 9050                        |                             |
| Transportation           | 522,292  | 415,210                     | 2,530                                   | 33,610                                     | 5,171                                 |                             | 23,665                      |
| Communication            | 5  | -                           | 4                                       |  |                                       |                             | 23,665                      |
| General commerce         | -  | *                           | **                                      | •  | 2                                     | -                           | - 5                         |
| Jtilities .              | -  |                             | *0                                      |  | <u> </u>                              |                             | -                           |
| Retail services          | *  |                             | 120                                     |  |                                       |                             | *:                          |
| Public sector            | **   |                             |   |  | -                                     | •                           | **                          |
| otal at 31 December 2013 | -  | -                           | 584                                     | 382,403                                    | 276,173                               | 52.054                      |                             |
| our at 31 December 2013  | 522,292  | 415,210                     | 4,743                                   | 416,013                                    | 283,267                               | 53,651                      | -                           |
|                          |  |                             |   |  | 200,207                               | 53,651                      | 30,318                      |

# 3.2.11 Concentration of risks of financial assets with credit risk exposure continued b) Industry sectors

| of moderny sectors        |                                  |                             |   |  |                                       |                              |                             |
|---------------------------|----------------------------------|-----------------------------|---|--|---------------------------------------|------------------------------|-----------------------------|
|                           |                                  |                             |   | L  | oans to custor                        | ners                         |                             |
|                           |                                  | Overdraft                   | Term loans                              | Staff loans                                | project<br>finance                    | Advances under finance lease | Tota                        |
|                           |                                  | N'millions                  | N 'millions                             | N 'millions                                | N 'millions                           | N'millions                   | N 'million                  |
| Agriculture               |                                  | (2000)                      |   |  |                                       | 14 minoris                   | IV million                  |
| Oil and gas               |                                  | 549                         | 64,456                                  | 1/2  |                                       |                              |                             |
| Consumer credit           |                                  | 173,008                     | 445,678                                 | -  | 2,697                                 | 47                           | 65,005                      |
| Manufacturing             |                                  | 4,649                       | 134,933                                 | 3,682                                      |                                       |                              | 621,430                     |
| Real estate               |                                  | 63,144                      | 207,958                                 | -  | -                                     | 23                           | 143,287                     |
| Construction              |                                  | 9,752                       | 104,140                                 | 2,237                                      | 45,755                                | 113                          | 271,215                     |
| Finance and insurance     |                                  | 10,875                      | 24,758                                  |  | 12,351                                | •                            | 161,884                     |
| Transportation            |                                  | 1,689                       | 9,817                                   | 117  | 12,001                                | 18                           | 47,984                      |
| Communication             |                                  | 5,171                       | 2,972                                   | 2,900                                      |                                       | . Daram                      | 11,623                      |
| General commerce          |                                  | 4,936                       | 90,623                                  |  |                                       | 142                          | 8,285                       |
| Utilities                 |                                  | 31,868                      | 61,114                                  | 3  |                                       | •                            | 95,559                      |
| Retail services           |                                  | 5,738                       | 27,537                                  |  | •                                     | *                            | 92,985                      |
| Public sector             |                                  | 22,842                      | 78,400                                  | 32   | -                                     | 18                           | 33,293                      |
|                           |                                  | 5,833                       | 136,525                                 | 32   |                                       | 1,720                        | 102,994                     |
| Total at 31 December 2013 |                                  | 340,054                     | 1,388,911                               | 6,071                                      |                                       | 31                           | 142,389                     |
|                           |                                  |                             | 1,000,511                               | 6,071                                      | 60,803                                | 2,094                        | 1,797,933                   |
|                           | Balances<br>with central<br>bank | Loans and advances to banks | Financial<br>assets held<br>for trading | Investment<br>Securities-<br>Available for | Investment<br>Securities -<br>Held to | Asset pledged as collateral  | Other assets<br>N 'millions |
| BANK                      | N'millions                       | N 'millions                 | N'millions                              | N 'millions                                | N'millions                            | N 'millions                  | N1 1701                     |
| Agriculture               |                                  |                             |   | 7.53                                       |                                       | 14 milloris                  | N'millions                  |
| Oil and gas               | 7                                | •                           | ₩.                                      |  | -                                     |                              |                             |
| Consumer credit           |                                  |                             |   |  |                                       | *                            |                             |
| Manufacturing             |                                  |                             | *                                       |  |                                       | (*)                          | 4,408                       |
| Real estate               |                                  |                             |   |  | 1,007                                 |                              |                             |
| Construction              |                                  |                             |   |  |                                       |                              |                             |
| Finance and insurance     |                                  |                             |   |  | ₹.                                    |                              |                             |
| ransportation             | 625,706                          | 242,842                     | 8,354                                   | 6,427                                      | 5,170                                 | :#                           |                             |
| Communication             |                                  |                             |   | 0,421                                      | 5,170                                 | 1.0                          | 12,361                      |
|                           |                                  |                             |   |  | **                                    |                              |                             |
| Seneral commerce          |                                  |                             |   | 8  | *S                                    | •                            |                             |
| Utilities                 |                                  |                             | -                                       |  | 1573                                  | -                            |                             |
| Retail services           |                                  |                             | 1                                       | *  |                                       | *                            |                             |
| oublic sector             |                                  |                             | 904                                     | 355.955                                    |                                       |                              |                             |
| otal at 31 December 2014  | 625,706                          | 242,842                     | 9,258                                   | 362,382                                    | 134,290                               | 63,158                       | 554                         |
|                           |                                  |                             | 0,230                                   | 362,382                                    | 140,467                               | 63,158                       | 17,323                      |

|                           |             |             |             | ans to custome     | ers                          |                |
|---------------------------|-------------|-------------|-------------|--------------------|------------------------------|----------------|
|                           | Overdraft   | Term loans  | Staff loans | project<br>finance | Advances under finance lease | Total          |
|                           | N 'millions | N 'millions | N 'millions | N'millions         | N 'millions                  | N 'millions    |
| Agriculture               |             |             |             |                    | 14 millions                  | iv millions    |
| Oil and gas               | 1,412       | 18,848      |             |                    |                              | (300001000000) |
| Consumer credit           | 127,954     | 644,237     |             | 2,204              | ž.,                          | 20,260         |
| Manufacturing             | 4,847       | 161,732     | 4,731       | 2,204              | 284                          | 774,679        |
| Real estate               | 51,247      | 158,350     | -,,,,,      |                    | 29                           | 171,339        |
| Construction              | 19,628      | 94,423      | 1,421       | •                  | 405                          | 210,002        |
|                           | 32,288      | 42,864      | 1,421       | 44 000             | 2                            | 115,472        |
| Finance and insurance     | 259         | 12,778      |             | 14,322             |                              | 89,474         |
| Transportation            | 2,310       | 1,173       | *           |                    | 14                           | 13,051         |
| Communication             | 1,815       | 58,523      | *           | -                  | 28                           | 3,511          |
| General commerce          | 17,918      | 52,408      | -           | •                  | -                            | 60,338         |
| Utilities                 | 6,797       |             |             |                    | 9                            | 70,335         |
| Retail services           |             | 51,142      |             |                    |                              | 57,939         |
| Public sector             | 22,885      | 66,092      |             |                    | 1,974                        |                |
| Total at 31 December 2014 | 5,895       | 110,772     |             |                    | 18                           | 90,951         |
| 2014                      | 295,257     | 1,473,342   | 6,152       | 16,526             | 2,761                        | 1,794,037      |

3.2.11 Concentration of risks of financial assets with credit risk exposure continued b) Industry sectors

|   | Balances<br>with central<br>bank<br>N 'millions | Loans and<br>advances to<br>banks<br>N'millions | Financial<br>assets held<br>for trading<br>N'millions | Investment<br>Securities-<br>Available for<br>N'millions | Investment<br>Securities -<br>Held to<br>N'millions | Asset pledged as collateral N 'millions | Other assets |
|---|---|---|---|--|---|---|--------------|
| Agriculture                                 | 20  | 21  | 127   |  |   |   |              |
| Oil and gas                                 |   |   | 1,626   |  | 7   | •                                       |              |
| Consumer credit                             | 52  | •   |   | -  | -   |   |              |
| Manufacturing                               | •   |   |   |  | •   | 9                                       | 1.00         |
| Real estate                                 | •   | *   |   | -  | 1,924   | 2                                       |              |
| N 9 2 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 |   |   | -   | -  |   | -                                       | 64           |
| Construction                                | •   |   |   | 4  | - 3   | -                                       |              |
| Finance and insurance                       | 502,249   | 367,571   | 12  | 4,866  | 5,170   |   |              |
| Transportation                              |   |   | 4   | -  | 0,110   |   | 7            |
| Communication                               | -   | 200   |   |  |   | -                                       | -            |
| General commerce                            |   | 200   |   |  | •   |   |              |
| Utilities                                   | 1000  |   |   | -  |   | •                                       | 22,968       |
| Retail services                             | 100   | •   | •   | -  |   |   |              |
| Public sector                               |   | 1   | 23500   |  |   | •                                       |              |
| Total at 31 December 2013                   |   | •   | 584   | 320,973  | 271,782   | 52,406                                  | 9            |
| Total at 51 December 2013                   | 502,249   | 367,571   | 2,226   | 325,839  | 278,876   | 52,406                                  | 22,968       |

|                           |             | Loans to customers |                |                    |                              |             |  |  |  |  |
|---------------------------|-------------|--------------------|----------------|--------------------|------------------------------|-------------|--|--|--|--|
|                           | Overdraft   | Term loans         | Staff loans    | project<br>finance | Advances under finance lease | Total       |  |  |  |  |
|                           | N 'millions | N 'millions        | N 'millions    | N'millions         | N 'millions                  | N 'millions |  |  |  |  |
| Agriculture               | 437         | 25,175             |                |                    |                              |             |  |  |  |  |
| Oil and gas               | 171,668     | 383,384            |                |                    | *                            | 25,612      |  |  |  |  |
| Consumer credit           | 3,742       |                    |                | 2,697              | 47                           | 557,796     |  |  |  |  |
| Manufacturing             |             | 131,620            | 3,295          | -                  | 23                           | 138,680     |  |  |  |  |
| Real estate               | 58,482      | 114,584            | •              | positions.         | 113                          | 173,179     |  |  |  |  |
| Construction              | 9,685       | 38,356             | 2,237          | 45,755             |                              | 96,033      |  |  |  |  |
| Finance and insurance     | 10,774      | 24,535             | •              | 12,351             | 17                           | 47,660      |  |  |  |  |
|                           | 1,646       | 12,938             |                | -                  | -                            | 14,584      |  |  |  |  |
| Transportation            | 2,690       | 600                |                |                    | 142                          | 3,432       |  |  |  |  |
| Communication             | 4,804       | 90,434             | 18 <b>7</b> 83 |                    | 177                          | 95,238      |  |  |  |  |
| General commerce          | 30,850      | 21,390             |                | -                  |                              | 52,240      |  |  |  |  |
| Utilities                 | 5,669       | 27,537             |                | 2                  | 18                           |             |  |  |  |  |
| Retail services           | 22,252      | 77,587             |                |                    |                              | 33,224      |  |  |  |  |
| Public sector             | 4.511       | 130,060            |                |                    | 1,720                        | 101,559     |  |  |  |  |
| Total at 31 December 2013 | 327,210     | 1,078,200          | 5,532          | 60,803             | 2.094                        | 1.473.839   |  |  |  |  |

Credit risk exposure relating to off balance sheet items are as follow

| Creuit risk exposure relating to off balance sheet items are as follows | Loan<br>commitments<br>31 Dec 2014<br>N 'millions | Letter of<br>credit and<br>other related<br>obligations<br>31 Dec 2014<br>N'millions | Loan commitments<br>31 Dec 2013<br>N'millions | Letter of credit<br>and other<br>related<br>obligations<br>31 Dec 2013<br>N 'millions |
|---|---|--|---|---|
| Agriculture   |   |  | GROUP   |   |
| Oil and gas   | 138   | 6,896  | 2,443   | 3,662   |
| Consumer credit   | 19,145  | 116,243  | 169,100                                       | 115,457   |
| Manufacturing   | 432   | 24   | 15,427  | 484   |
| Real estate   | 39,004  | 171,184  | 79,175  | 11,976  |
| Construction  | 1,436   | 663  | 10,005  | 27,944  |
| Finance and insurance   | 10,923  | 85,179   | 18,357  | 205,450   |
| Transportation  | 9   | 189,320  | 1,911   | 99,042  |
| Communication   | 1,686   | 9,748  | 1,240   | 1,786   |
| General commerce  | 8,218   | 2,024  | 54,962  | 7,062   |
| Utilities   | 3,341   | 39,642   | 27,464  | 147,327   |
| Retail services   | 3,911   | 48,350   | 2,364   | 457   |
| Public sector   | 2,097   | 29,183   | 22,640  | 66,890  |
| TOTAL   | 39  | 3,541  | 2,920   | 6,078   |
| TO THE  | 90,379  | 701,997  | 408,008                                       | 693,615   |

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

| Concentration of risks of financial assets with credit risk exposure Bank (continued) | Loan<br>commitments<br>31 Dec 2014<br>N'millions | Letter of<br>credit and<br>other related<br>obligations<br>31 Dec 2014<br>N'millions | •   | Loan commitments<br>31 Dec 2013<br>N'millions | Letter of credit<br>and other<br>related<br>obligations<br>31 Dec 2013<br>N'millions |
|---|--|--|-----|---|--|
| Credit risk exposure relating to off balance sheet items are as follows               | W  |  |     | TO THIRMOOTIS                                 | 14 minions   |
| Agriculture   |  |  | BAN | IK .  |  |
| Oil and gas   | 138  | 4,340  |     | 432   | 3,662  |
| Consumer credit   | 11,352   | 114,391  |     | 165,777                                       | 115,457  |
| Manufacturing   | 432  | 24   |     | 2,144   | 484  |
| Real estate   | 38,988   | 190,583  |     | 75,798  | 11,976   |
| Construction  | 974  | 663  |     | 8,948   | 27,944   |
| Finance and insurance   | 10,923   | 85,428   |     | 17,261  | 128,859  |
| Transportation  | 9  | 115,449  |     | 1,483   | 99,042   |
| Communication   | 324  | 8,987  |     | 150   | 1,786  |
| General commerce  | 7,989  | 2,024  |     | 53,189  | 7,062  |
| Utilities   | 19   | 39,818   |     | 7,157   | 202,848  |
| Retail services   | 3,911  | 48,350   |     | 1,370   | 457  |
| Public sector   | 2,091  | 29,153   |     | 18,126  | 66,890   |
| TOTAL   | 39   | 3,541  |     | 172   | 6,078  |
| 160 MANA  | 77,189   | 642,751  |     | 352,007                                       | 672,545  |

## 3.2.12 Loans and advances to customers

Credit quality of Loans and advances to customers is summarised as follows:

|  |            |             | Lo          | ans to custome     | ers                          |             |
|--|------------|-------------|-------------|--------------------|------------------------------|-------------|
|  | Overdraft  | Term loans  | Staff loans | project<br>finance | Advances under finance lease | Total       |
| GROUP                                    | N'millions | N 'millions | N 'millions | N'millions         | N 'millions                  | N 'millions |
|  |            |             |             |                    |                              |             |
| December 2014                            |            |             |             |                    |                              |             |
| Neither past due nor impaired            | 300,766    | 1,691,269   | 7,081       | 77,424             | 4.000                        |             |
| Past due but not impaired                | 11,087     | 81,046      | ,,,,,       | 284                | 1,698                        | 2,078,238   |
| Individually impaired                    | 14,571     | 37,798      |             | 204                | 1,058                        | 93,475      |
| Collectively impaired                    | 3,151      | 8,977       |             | 220                | 241                          | 52,610      |
| Gross                                    | 329,575    | 1,819,090   | 7,081       | 77,708             | 46                           | 12,174      |
| Less: allowance for impairment (note 20) | (15,464)   | (26,971)    | (68)        | (151)              | 3,043                        | 2,236,497   |
| Net                                      | 314,111    | 1,792,119   | 7,013       | 77,557             | (282)                        | (42,936)    |
|  |            | 11.02,110   | 7,013       | 11,551             | 2,761                        | 2,193,561   |
| Specific impairment (see note 20)        | 11,845     | 15,640      |             |                    |                              |             |
| Portfolio allowance (see note 20)        | 3,619      | 11,331      | 68          | i.e.               | 241                          | 27,726      |
| Total                                    | 15,464     | 26,971      | 68          | 151                | 41                           | 15,210      |
|  | 10,101     | 20,071      | - 00        | 151                | 282                          | 42,936      |
| December 2013                            |            |             |             |                    |                              |             |
| Neither past due nor impaired            | 321,174    |             |             |                    |                              |             |
| Past due but not impaired                | 14,771     | 1,248,568   | 6,124       | 59,425             | 1,616                        | 1,636,907   |
| Individually impaired                    | 14,771     | 135,055     | 122         | 2,109              | 490                          | 152,547     |
| Collectively impaired                    | 3,744      | 16,545      | 38          | -                  | 696                          | 32,169      |
| Gross                                    |            | 17,724      | 3           |                    | 60                           | 21,531      |
| Less: allowance for impairment (note 20) | 354,578    | 1,417,892   | 6,287       | 61,534             | 2,862                        | 1,843,154   |
| Net                                      | (14,524)   | (28,981)    | (216)       | (731)              | (768)                        | (45,220)    |
|  | 340,054    | 1,388,912   | 6,071       | 60,803             | 2,095                        | 1,797,934   |
| Specific impairment (see note 20)        |            |             |             |                    |                              | 1,101,004   |
| Portfolio allowance (see note 20)        | 10,465     | 9,393       | 31          | *                  | 696                          | 20,585      |
| Total                                    | 4,060      | 19,587      | 185         | 731                | 71                           | 24,634      |
|  | 14,524     | 28,981      | 216         | 731                | 768                          | 45.219      |

NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

## 3.2.12 Loans and advances to customers

Credit quality of Loans and advances to customers is summarised as follows:

|   | 2 10 10                              |  | Lo              | ans to custome     | ers                             |                                |
|---|--------------------------------------|--|-----------------|--------------------|---------------------------------|--------------------------------|
| BANK<br>December 2014   | Overdraft                            | Term loans                             | Staff loans     | project<br>finance | Advances under finance<br>lease | Tota                           |
| 7.30 (A)  | N 'millions                          | N 'millions                            | N 'millions     | N 'millions        | N 'millions                     |                                |
| Neither past due nor impaired   | 283,576                              | 1,373,529                              | 6,220           | 16,676             |                                 | N 'millions                    |
| Past due but not impaired   | 9,998                                | 79,074                                 | 2 (22.20)       | 10,070             | 1,698                           | 1,681,699                      |
| Individually impaired   | 13,795                               | 36,677                                 |                 |                    | 1,058                           | 90,130                         |
| Collectively impaired   | 1,354                                | 8,164                                  | 2               | 0.50               | 241                             | 50,713                         |
| Gross   | 308,723                              | 1,497,444                              | 6,220           | 16,676             | 46                              | 9,564                          |
| Less: allowance for impairment (note 20)  | (13,467)                             | (24,102)                               | (68)            |                    | 3,043                           | 1,832,106                      |
| Net   | 295,256                              | 1,473,342                              | 6,152           | (151)              | (282)                           | (38,070)                       |
|   |                                      | 1,470,042                              | 6,152           | 16,525             | 2,761                           | 1,794,036                      |
| Specific impairment (see note 20) Portfolio allowance (see note 20)   | 11,299                               | 14,616                                 | -               | *                  | 241                             | 26,156                         |
| Total   | 2,168                                | 9,486                                  | 68              | 151                | 41                              | 11,914                         |
|   | 13,467                               | 24,102                                 | 68              | 151                | 282                             | 38,070                         |
| December 2013   |                                      |  |                 |                    |                                 | 00,070                         |
| Neither past due nor impaired<br>Past due but not impaired<br>Individually impaired<br>Collectively impaired<br>Gross | 312,638<br>11,930<br>13,433<br>2,854 | 943,411<br>131,063<br>12,388<br>17,473 | 5,702<br>-<br>- | 59,425<br>2,109    | 1,616<br>490<br>696<br>60       | 1,322,792<br>145,592<br>26,517 |
|   | 340,855                              | 1,104,335                              | 5,702           | 61,534             | 2,862                           | 20,387                         |
| Less: allowance for impairment (note 20)  | (13,645)                             | (26, 135)                              | (170)           | (731)              |                                 | 1,515,288                      |
| Net   | 327,210                              | 1,078,200                              | 5,532           | 60,803             | (767)                           | (41,448)                       |
|   |                                      |  |                 | 00,000             | 2,095                           | 1,473,840                      |
| Specific Impairment (see note 20) Portfolio allowance (see note 20)   | 10,022                               | 7,297<br>18,838                        | 170             | 731                | 696                             | 18,016                         |
| Total   | 13,645                               | 26,135                                 | 170             | 731                | 71                              | 23,433                         |
|   |                                      | 401100                                 | 170             | /31                | 767                             | 41,449                         |

#### GROUP

December 2014
(a) Loans and advances to customers - neither past due nor impaired

The credit quality of the portfolio of loans and advances to customers that were neither past due nor impaired can be assessed by reference to the internal rating system adopted by the Group (See section 3.2.1 for an explanation of the internal rating system).

| 8  | Overdraft   | Term loans | Staff loans    | Project finance | Advances under finance lease | Total       |
|--|-------------|------------|----------------|-----------------|------------------------------|-------------|
|  | N 'millions | N'millions | N 'millions    | N 'millions     | N 'millions                  | N 'millions |
| Grades:  |             |            |                |                 |                              |             |
| AAA  | 141         | 4.500      |                |                 |                              |             |
| AA   | 141         | 4,598      | 1              |                 | •                            | 4.740       |
| A  | 390         | 17,667     | 1.0            | *               |                              | 17,667      |
| BBB  | 66,005      | 44,251     | 32             |                 | -                            | 44,673      |
| BB   | 163,467     | 130,344    |                | 1,404           | ·                            | 197,753     |
| В  |             | 870,472    | 6,323          | 14,464          | 1,066                        | 1,055,792   |
| CCC  | 69,614      | 329,111    | 685            | 1,973           | 632                          | 402,015     |
| CC   | -           | 5,974      | 17             | 7               |                              | 5,974       |
| C  | 1,149       |            |                |                 |                              |             |
|  | 300,766     | 288,852    | 40             | 59,583          |                              | 349,624     |
|  |             | 1,691,269  | 7,081          | 77,424          | 1,698                        | 2,078,238   |
| (b) Loans and advances past due but not impaired                                       |             |            |                |                 |                              |             |
| Past due up to 30 days   | 10,046      | 57,356     |                |                 |                              |             |
| Past due by 30 - 60 days   | 178         | 3,035      | -              | -               | 996                          | 68,398      |
| Past due 60-90 days  | 863         | 20,655     | •              |                 |                              | 3,213       |
| Gross amount   | 11,087      | 81,046     |                | 284             | 62                           | 21,864      |
|  | 11,007      | 01,040     |                | 284             | 1,058                        | 93,475      |
| (c) Collectively impaired loans  |             |            |                |                 |                              |             |
| These represent insignificant impaired loans which are assessed on a collective basis. |             |            |                |                 |                              |             |
|  | 3,151       | 8,977      | 8              | 21              | 46                           | 12,174      |
| (d) Loans and advances individually impaired   |             |            |                |                 |                              | 12,113      |
| Gross amount   | 14,571      | 37,798     |                |                 |                              |             |
| Specific impairment  | 11,845      |            | ₩ <del>-</del> | •               | 241                          | 52,610      |
| Net amount -   | 2,726       | 15,640     |                | -               | 241                          | 27,726      |
| -  | 4,120       | 22,158     |                | 2               | 0                            | 24,884      |

## 3.2.12 Loans and advances to customers continued

| Credit quality of Loans and advances to custor   | Overdraft                               | Term loans       | Staff loans      | Project finance   | Advances under finance lease | Tot                |
|--|---|------------------|------------------|-------------------|------------------------------|--------------------|
|  | N *millions                             | N 'millions      | N 'millions      | N 'millions       | N 'millions                  | N 'millions        |
| GROUP  |   |                  |                  |                   |                              |                    |
| December 2013  |   |                  |                  |                   |                              |                    |
| (a) Loans and advances to customers - neither  | past due nor imp                        | aired            |                  |                   |                              |                    |
| Grades:  |   |                  |                  |                   |                              |                    |
| AAA<br>AA  | 939                                     | 8,271            | 133              | -                 |                              | 9,3                |
| A  | 6,189<br>6,224                          | 10,816           | 130              | 0.20              | 94                           | 17,0               |
| BBB  | 20,318                                  | 50,110<br>91,007 | 2,311            | 2,580             | 7                            | 58,9               |
| BB   | 205,461                                 | 509,398          | 2,311            | 1,051<br>21,566   | 56<br>623                    | 114,74             |
| B  | 82,042                                  | 578,967          | 3,580            | 34,227            | 938                          | 737,05<br>699,75   |
| ccc  | 201 170                                 | 4 0 40 500       | 92               |                   |                              |                    |
|  | 321,173                                 | 1,248,569        | 6,123            | 59,424            | 1,617                        | 1,636,90           |
| (b) Loans and advances past due but not impaire  | ed                                      |                  |                  |                   |                              |                    |
| Past due up to 30 days   | 12,397                                  | 62,668           | 110              | 1,467             | 484                          | 77 10              |
| Past due by 30 - 60 days   | 2,220                                   | 64,035           | 3                | 642               | 5                            | 77,12<br>66,90     |
| Past due 60-90 days  | 154                                     | 8,353            | 8                | 1/4               |                              | 8,51               |
| Gross amount   | 14,771                                  | 135,056          | 121              | 2,109             | 489                          | 152,54             |
| (c) Collectively impaired loans These represent insignificant impaired loans which are assessed on a collective basis. |   |                  |                  |                   |                              |                    |
|  | 3,744                                   | 17,724           | 3                |                   | 60                           | 21,53              |
| d) Loans and advances individually impaired  Gross amount  Specific impairment   | 14,889<br>10,465                        | 16,545<br>9,393  | 38<br>31         |                   | 696                          | 32,16              |
| Net amount   | 4,424                                   | 7,152            | 7                |                   | 696                          | 20,58<br>11,58     |
| BANK   |   |                  |                  |                   |                              | 11,00              |
| December 2014 a) Loans and advances to customers - neither page 1  | ast due nor impa                        | ired             |                  |                   |                              |                    |
| The credit quality of the portfolio of loans and a rating system adopted by the Group (See section                     | dvances to custor<br>3.2.1 for an expla | mers that were r | neither past due | e nor impaired ca | n be assessed by reference   | to the interna     |
| Grades:  |   |                  |                  |                   |                              |                    |
| AAA  | 141                                     | 1                | 20               |                   |                              | 1909               |
| AA   |   | 8,707            |                  | 2                 |                              | 142<br>8,707       |
| A<br>BBB   | 390                                     | 44,251           |                  |                   | 2                            | 44,641             |
| 8B   | 66,005                                  | 124,363          |                  | 1,404             |                              | 191,772            |
| B  | 161,655                                 | 864,141          | 6,197            | 14,464            | 1,066                        | 1,047,523          |
| ccc  | 55,385                                  | 326,093<br>5,973 | 24               | 808               | 632                          | 382,942            |
|  | 283,576                                 | 1,373,529        | 6,221            | 16,676            | 1,698                        | 5,973<br>1,681,699 |
| Loans and advances past due but not impaired   |   |                  |                  | 10,010            | 1,050                        | 1,001,098          |
| Past due up to 30 days   |   | -                |                  |                   |                              |                    |
| Past due up to 30 days Past due by 30 - 60 days  | 9,600                                   | 57,214           | *                |                   | 996                          | 67,810             |
| Past due 60-90 days  | 6<br>392                                | 2,588            | *                | 194               | The color                    | 2,594              |
| Gross amount   | 9,998                                   | 19,272<br>79,074 | - :              |                   | 1,058                        | 19,726<br>90,130   |
|  |   |                  |                  |                   | 1,058                        | 90,130             |
| ) Collectively impaired loans  These represent insignificant impaired loans which are assessed on a collective basis.  |   |                  |                  |                   |                              |                    |
|  | 1,354                                   | 8,164            |                  |                   | 46                           | 9,564              |
|  |   |                  |                  |                   |                              |                    |

|  | Overdraft  | Term loans   | Staff loans                          | Project finance                              | Advances under finance lease | Tota  |
|--|--|--|--------------------------------------|--|------------------------------|---|
| BANK   | N 'millions  | N'millions   | N 'millions                          | N 'millions                                  | N 'millions                  | N 'millions   |
| (d) Loans and advances individually impaired   |  |  |                                      |  |                              |   |
| Gross amount   | 13,795   | 36,677   |                                      | 2  | 241                          | 50.713  |
| Specific impairment  | 11,299   | 14,616   |                                      |  | 241                          | 26,155  |
| Net amount   | 2,496  | 22,061   |                                      |  | 241                          | 24,558  |
| <ul> <li>(a) Loans and advances to customers - neither p.<br/>The credit quality of the portfolio of loans and a<br/>rating system adopted by the Group (See section</li> </ul>                  | dvances to custo   | mere that were   | neither past du<br>ternal rating sys | e nor impaired o<br>tem).                    | can be assessed by reference | to the internal   |
| The credit quality of the portfolio of loans and a<br>rating system adopted by the Group (See section<br>Grades:   | dvances to custor<br>3.2.1 for an expla                  | mere that were   | neither past du<br>ternal rating sys | e nor impaired o<br>tem).                    | can be assessed by reference | to the internal   |
| The credit quality of the portfolio of loans and a<br>rating system adopted by the Group (See section<br>Grades:<br>AAA  | dvances to custor<br>3.2.1 for an expla<br>5,405         | mers that were<br>anation of the in                          | neither past du<br>ernal rating sys  | e nor impaired o<br>tem).                    | can be assessed by reference |   |
| The credit quality of the portfolio of loans and a<br>rating system adopted by the Group (See section<br>Grades:<br>AAA<br>AA  | 3.2.1 for an explain<br>5,405<br>5,659                   | mers that were<br>anation of the int<br>-<br>49,945          | emai rating sys                      |  | can be assessed by reference | to the internal<br>5,405<br>58,184                            |
| The credit quality of the portfolio of loans and a rating system adopted by the Group (See section Grades:  AAA  AA  A   | 5,405<br>5,659<br>18,573                                 | mers that were sanation of the interest 49,945 80,313        | ernal rating sys                     | 2,580<br>1,051                               | can be assessed by reference | 5,405   |
| The credit quality of the portfolio of loans and a rating system adopted by the Group (See section Grades:  AAA  AA  BBB   | 5,405<br>5,659<br>18,573<br>203,910                      | mers that were anation of the interest 49,945 80,313 503,833 | 2,311                                | 2,580<br>1,051<br>21,566                     | 2                            | 5,405<br>58,184   |
| Grades:<br>AAA<br>AA<br>A  | 5,405<br>5,659<br>18,573<br>203,910<br>79,090            | 49,945<br>80,313<br>503,833<br>309,321                       | 2,311<br>- 3,391                     | 2,580<br>1,051<br>21,566<br>34,227           | -<br>-<br>56<br>623<br>938   | 5,405<br>58,184<br>102,304                                    |
| The credit quality of the portfolio of loans and a rating system adopted by the Group (See section Grades:  AAA  AA  BBB   | 5,405<br>5,659<br>18,573<br>203,910                      | mers that were anation of the interest 49,945 80,313 503,833 | 2,311                                | 2,580<br>1,051<br>21,566                     | -<br>-<br>56<br>623          | 5,405<br>58,184<br>102,304<br>729,932<br>426,967              |
| The credit quality of the portfolio of loans and a rating system adopted by the Group (See section Grades:  AAA  AA  BBB   | 5,405<br>5,659<br>18,573<br>203,910<br>79,090<br>312,637 | 49,945<br>80,313<br>503,833<br>309,321                       | 2,311<br>- 3,391                     | 2,580<br>1,051<br>21,566<br>34,227           | -<br>-<br>56<br>623<br>938   | 5,405<br>58,184<br>102,304<br>729,932<br>426,967              |
| The credit quality of the portfolio of loans and a rating system adopted by the Group (See section Grades: AAA AA BBB BB (b) Loans and advances past due but not impaired Past due up to 30 days | 5,405<br>5,659<br>18,573<br>203,910<br>79,090<br>312,637 | 49,945<br>49,945<br>80,313<br>503,833<br>309,321<br>943,412  | 2,311<br>-<br>3,391<br>5,702         | 2,580<br>1,051<br>21,566<br>34,227<br>59,424 | 56<br>623<br>938<br>1,617    | 5,405<br>58,184<br>102,304<br>729,932<br>426,967<br>1,322,792 |
| The credit quality of the portfolio of loans and a rating system adopted by the Group (See section Grades:  AAA  AA  BBB  BB  (b) Loans and advances past due but not impaired                   | 5,405<br>5,659<br>18,573<br>203,910<br>79,090<br>312,637 | 49,945<br>80,313<br>503,833<br>309,321                       | 2,311<br>- 3,391                     | 2,580<br>1,051<br>21,566<br>34,227           | -<br>-<br>56<br>623<br>938   | 5,405<br>58,184<br>102,304<br>729,932<br>426,967              |

7,753

17,473

12,388

7,297

2,109

7,771

20,387

26,517

18.015

8,502

489

60

696

696

## (e) Sensitivity analysis on impairment

Specific impairment

(c) Collectively impaired loans

These represent insignificant impaired loans which are assessed on a collective basis.

(d) Loans and advances individually impaired Gross amount

The loan portfolio of First Bank Nigeria the most significant entity of the commercial banking group has been adopted for this sensitivity test; this is based on the premise that the outcome of this stress test on the Bank is reflective of the entire portfolio of the group. The credit factors considered for this sensitivity are highlighted below;

11,930

2,854

13,433

10,022

3.411

Probability of Default (PD): This represents the probability that a currently performing account will decline in credit quality. The probability of default model is designed to provide a measurement of obligor quality by estimating the likelihood default over a short term horizon (usually 12 months). A low probability of default indicates a borrower with good credit quality while a high probability of default indicates a borrower with low credit quality and a high likelihood of default.

Loss Given Default (LGD): The Loss Given Default estimates the expected loss on a default account after all recoveries have being exhausted. In estimating the LGD for the credit portfolio, recoveries made on historic loan loss data by way of loan repayment, recovery efforts and/or sale of collateral was applied.

## Approach to sensitivity analysis

In performing the sensitivity analysis, two scenarios were considered as detailed below.

### Scenario 1

The PD of the performing book was flexed by 20% while LGD was held constant. This is based on the assumption that obligor quality will deteriorate and this will lead to an increase in default. Scenario 2

The LGD of the performing book and insignificant non-performing loans were flexed by 20% respectively while the PD was held constant. This is premised on deterioration in obligor quality, increase in rate of default as well as difficulty in realizing collaterals pledged.

NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

3.2.12 Loans and advances to customers continued
 (e) Sensitivity analysis on impairment continued
 Outcome of the sensitivity analysis is shown below as well as the impact on profit or loss

|   | Impairme     | nt charge in profit or los | 55         |
|---|--------------|----------------------------|------------|
| 31 December 2014  | Current year | Scenario 1                 | Scenario 2 |
|   | N'millions   | N'millions                 | N'millions |
| - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Total                  | 10,253       | 10,638                     | 10,675     |
|   | 13,956       | 15,579                     | 15,813     |
|   | (102)        | (88)                       | (88)       |
|   | (580)        | (550)                      | (550)      |
|   | (456)        | (433)                      | (432)      |
|   | 23,071       | 25,146                     | 25,418     |
| 31 December 2013 - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Total | 11,806       | 12,350                     | 12,350     |
|   | 10,117       | 10,792                     | 10,792     |
|   | (430)        | (396)                      | (396)      |
|   | (1)          | 145                        | 145        |
|   | 681          | 691                        | 691        |
|   | 22,173       | 23,582                     | 23,582     |

## 3.2.13 Loans and advances to banks

(a) Credit quality of loans to banks is summarised as follows:

All loans to banks are neither past due nor impaired.

The credit quality has been assessed by reference to Moody's rating, Agusto & Agusto's rating (credit rating agency) and the bank's internal rating system at 31 December 2014 and 31 December 2013.

|                  | Group          |          | Bank           |
|------------------|----------------|----------|----------------|
|                  | Loans to banks |          | Loans to banks |
| 31 December 2014 | N              | millions | N'millions     |
| A+ to A-         |                |          |                |
| B+ to B-         |                | 254,781  | 180,615        |
| Unrated          |                | 108,576  | 57,587         |
|                  |                | 66,697   | 4,641          |
| 31 December 2013 | 4              | 30,054   | 242,843        |
| A+ to A-         |                |          | 2.12,010       |
| B+ to B-         | 2              | 20,663   | 170,615        |
| Unrated          |                | 64,519   | 196,956        |
|                  |                | 30,029   | .00,000        |
|                  | 4              | 15,211   | 367,571        |

## 3.2.14 Credit quality of investment in debt securities and other assets is summarised as follows:

All investments in debt instruments are neither past due nor impaired.

The credit quality of investments in debt securities (including assets pledged for collateral) that were neither past due nor impaired can be assessed by reference to Agusto's rating (credit rating agency) at 31 December 2014 and 31 December 2013.

#### Group

|                      | Treasury<br>bills as<br>reported in<br>the AFS<br>portfolio  | Bonds as<br>reported in<br>the AFS<br>portfolio | Treasury<br>bills as<br>reported in<br>the HTM<br>portfolio | Bonds as reported in the<br>HTM portfolio  | Other assets |
|----------------------|--|---|---|--|--------------|
| 31 December 2014     | N'millions   | N'millions                                      | N'millions  | N'millions   | N'millions   |
| A+ to A-             |  |   |   | TT TIME OF THE OWNER OWNE | iv minions   |
| B+ to B-             |  | 19,001  | -   | 22,359   | 937          |
| Unrated              | 308,984  | 91,423  | 8,970   | 165,999  |              |
| Unrated              |  | 5,000,000                                       | 4,350   | 105,999  | 8,316        |
| 24.5                 | 308,984  | 110,424   | 13,320  | 188,358  | 17,475       |
| 31 December 2013     |  |   | 10,020  | 100,338  | 26,728       |
| A+ to A-             | 276,233  | 136,956   | 10,498  | 202 207  |              |
| B+ to B-             |  | 20,607  | 10,450  | 306,037  | -            |
| Unrated              | •  | 2,597   |   |  | 250500000    |
|                      | 276,233  | 160,160   | 10,498  | ***************************************  | 30,318       |
|                      |  | 100,100   | 10,430  | 306,037  | 30,318       |
| Bank                 |  |   |   |  |              |
|                      | Treasury<br>bills as<br>reported in<br>the AFS<br>portfolio  | Bonds as<br>reported in<br>the AFS<br>portfolio | Treasury<br>bills as<br>reported in<br>the HTM              | Bonds as reported in the<br>HTM portfolio  | Other assets |
| 31 December 2014     | N'millions   | N. 11. 11. 11. 11. 11. 11. 11. 11. 11. 1        | portfolio   |  |              |
|                      | 14 minoris   | N'millions                                      | N'millions  | N'millions   | N'millions   |
| A+ to A-             |  |   |   |  |              |
| A+ to A-<br>B+ to B- | <b>₽</b> ?   | 8,418   |   | 22,358   |              |
|                      | 302,814  | 70,353  |   |  | 975          |
| Unrated              | 44000 mm - 1000 mm - | ,   |   | 162,064  | 8,316        |
| 0.4.0                | 302,814  | 78,771  |   | 194 400  | 8,032        |
| 31 December 2013     |  | 7-11-1  |   | 184,422  | 17,323       |
| A+ to A-             | 217,235  | 127,741   | 6,107   | 202 207  |              |
| Unrated              | •  |   | 0,107   | 306,037  | 1000         |
|                      | 217,235  | 127,741   | 6,107   | 200.007  | 22,968       |
|                      |  |   | 0,107   | 306,037  | 22,968       |

3.2.15 Collaterized Assets

The financial effect of collateral is presented by disclosing collateral values separately for (i) those assets where collateral and other credit enhancements are equal to or exceed carrying value of the asset ("over-collateralised assets") and (ii) those assets where collateral and other credit enhancements are less than the carrying value of the asset ("under-collateralised assets"). The effect of collateral at 31 December 2014 and 31 december 2013 are shown below

| (i) GROUP                         | Over-collaterised assets                              | Under-collaterised           | d assets                      |
|-----------------------------------|---|------------------------------|-------------------------------|
| 31 December 2014                  | Carrying value Fair value of of the assets collateral | Carrying value of the assets | Fair value of collateral held |
| Financial assets                  |   |                              |                               |
| Loans and advances to banks       |   |                              |                               |
| Financial assets held for trading |   | 430,053                      | 19,837                        |
| Total Financial Assets            |   | 10,708                       | 5,983                         |
|                                   |   | 440,761                      | 25,820                        |
|                                   |   |                              |                               |

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

| GROUP                             | Over-collaterised assets     |              | Under-collaterise            | d assets                 |
|-----------------------------------|------------------------------|--------------|------------------------------|--------------------------|
| 31 December 2013                  | Carrying value of the assets |              | Carrying value of the assets | Fair value of the assets |
| Financial assets                  |                              |              |                              |                          |
| Loans and advances to banks       |                              |              | *****                        | 222                      |
| Total Financial Assets            |                              |              | 415,210<br>415,210           |                          |
| ii) BANK                          | Over-collate                 | rised assets | Under-collaterised           | d assets                 |
| 31 December 2014                  | Carrying value of the assets |              | Carrying value of the assets | Fair value of the assets |
| Financial assets                  |                              |              |                              |                          |
| Loans and advances to banks       | 2                            | -            | 242,842                      | 19,837                   |
| Financial assets held for trading |                              | 1.0          | 9.258                        | 5,983                    |
| Total Financial Assets            |                              |              | 252,100                      | 25,820                   |
| BANK                              | Over-collater                | ised assets  | Under-collaterised           | l assets                 |
| 31 December 2013                  | Carrying value of the assets |              | Carrying value of the assets | Fair value of the assets |
| Loans and advances to banks       |                              | :=           | 367,571                      | 8,800                    |
| Total Financial Assets            |                              | -            | 367,571                      | 8,800                    |

Loans and advances to customers have been excluded from the tables above, as no aggregated collateral information for the unimpaired secured lending portfolio is provided to key management personnel. See further details on collateral management for the loan book in note 3.2.3

The underlisted financial assets are not collaterised:

Cash and balances with Central Banks Investment securities: Available-for-sale investments Held to maturity investments Asset pledged as collateral Other assets

The Group's investment in risk-free Government securities (constituting 90% of debt instruments portfolio) and its Cash and balances with Central Banks are not considered to require collaterals given their sovereign nature.

## 3.2.16 Statement of Prudential Adjustment

In compliance with the CBN circular dated March 19, 2013 reference BSD/DIR/CEN/LAB/06/014, the impairment provision under IFRS and the provisions under the Nigerian Prudential Guidelines as determined by the Central Bank of Nigeria (CBN) were compared and shown below:

| Tabalis De la carta de la cart | 31 Dec 2014<br>N'millions | 31 Dec 2013<br>N'millions |
|--|---------------------------|---------------------------|
| Total IFRS impairment losses   | (38,867)                  | (42,650)                  |
| Prudential provisions  | 83,724                    | 50,168                    |
| Balance in Statutory credit reserve  | 44,857                    | 7,518                     |
| Analysis of the IFRS impairment losses   |                           |                           |
| Loans : Specific impairment (note 20)  | 26,156                    | 18,015                    |
| Loans: Collective impairment (note 20)   | 11,914                    | 23,433                    |
| Other assets (note 31)   | 797                       |                           |
| Total IFRS impairment losses   |                           | 1,202                     |
| STANDARD AND AND THE PROPERTY AND  | 38,867                    | 42,650                    |

#### NOTES TO THE ANNUAL FINANCIAL STATEMENTS. For the year ended 31 December 2014

#### 3.3 Liquidity risk

#### 3.3,1 Liquidity risk

Eliquidity risk is the risk that the Group does not have sufficient financial resources to meet its obligation as they fall due or will have to meet the obligations at excessive costs. This risk could arise from mismatches in the timing of cash flows.

Funding risk is a form of liquidity risk that arises when the liquidity needed to fund illiquid asset positions cannot be obtained at the expected terms and when

The objective of the Group's liquidity risk management is to ensure that all anticipated funding commitments can be met when due and that access to funding sources is coordinated and cost effective.

Management of liquidity risk

The Group's liquidity management process includes:

- Maintaining a portfolio of highly marketable assets that can easily be liquidated as protection against any unforeseen interruption to cash flow,
   Day-to-day funding, managed by monitoring future cash flows to ensure that requirements can be met. This includes replenishment of funds as they mature or
- Active monitoring of the timing of cashflows and maturity profiles of assets and liabilities to ensure mismatches are within stipulated limits;
   Monitoring the liquidity ratios against internal and regulatory requirements; and

Managing the concentration and profile of debt maturities.

Monitoring and reporting take the form of cash flow measurement and projections for the next day, week and month respectively, as these are key periods for liquidity management. The starting point for those projections is an analysis of the contractual maturity of the financial liabilities and the expected collection date

Particular attention is also paid to the level and type of undrawn lending commitments, the usage of overdraft facilities and the impact of contingent liabilities such as standby letters of credit and guarantees.

Liquidity risk on derivatives is managed using the same source of funding as for the non derivative liabilities.

#### Funding approach

The Group is funded primarily by a well diversified mix of retail, corporate and public sector deposits. This funding base ensures stability and low funding cost with minimal reliance on more expensive tenured deposit and interbank takings as significant sources of funding.

Non-derivative financial liabilities and assets held for managing liquidity risk

The table below presents the cash flows payable by the Group under non-derivative financial liabilities and assets held for managing liquidity risk by remaining contractual maturities at the date of the consolidated statement of financial position. The amounts disclosed in table A below, are the contractual undiscounted cash flow, whereas the Group manages the liquidity risk on a behavioural basis which is shown in table B below.

### GROUP

| ON A CONTRA                  | CTUAL BASIS   |   |   | Over 1 year  |                 |   |
|------------------------------|---|---|---|--|-----------------|---|
| 0 - 30<br>days<br>N'millions | 31 - 90<br>days<br>N'millions   | 91 - 180<br>days<br>N'millions  | 181 - 365<br>days<br>N 'millions  | but less<br>than 5 yrs   | Over<br>5 years | Total   |
|                              |   |   | 2   | 7  | 14 minions      | N 'millions   |
|                              |   |   |   |  |                 |   |
| 118,294                      | 42,793  | 2,623   | 2   |  |                 | 400 740   |
| 2,287,945                    | 404,931   | 69,393  | 91.319  |  |                 | 163,710   |
| 59,211                       | 130,550   | 7,489   |   |  |                 | 2,997,276   |
| 70,516                       | 30,464  | 566   |   | A STATE OF THE PARTY OF THE PAR | 164,088         | 435,262   |
| 2,535,966                    | 608,738   | 80,071  | 128,909   |  | 173 744         | 129,483<br>3,725,731  |
|                              | Magazi  | 0.00  |   |  | 110,144         | 3,723,731   |
| 947                          | 198   | 433   | 3,714   | 28,921   | 56,166          | 90,379  |
| 228,750                      | 67,929  | 48.963  | 95 902  | 50.601   | 202.252         |   |
| 229,697                      | 68,127  |   | -   | The second secon |                 | 701,997   |
|                              |   | 10,000  | 33,010  | 19,522   | 266,018         | 792,376   |
| 240,924                      | 271,270   | 210,521   | 31,470  | 300,519  | 114 123         | 1,168,827   |
|                              | 0 - 30 days N'millions  118,294 2,287,945 59,211 70,516 2,535,966 947 228,750 229,697 | 0 - 30 days days N'millions N'millions  118,294 42,793 2,287,945 404,931 59,211 130,550 70,516 30,464 2,535,966 608,738 947 198 228,750 67,929 229,697 68,127 | days<br>N 'millions         days<br>N 'millions         days<br>N 'millions           118,294         42,793         2,623           2,287,945         404,931         69,393           59,211         130,550         7,489           70,516         30,464         566           2,535,966         608,738         80,071           947         198         433           228,750         67,929         48,963           229,697         68,127         49,395 | 0 - 30 days days days N'millions  | 0 - 30          | 0 - 30 days days days days days days days than 5 yrs but less but less than 5 yrs but less than 5 yrs han |

## 3.3.1 Liquidity risk

Non-derivative financial liabilities and assets held for managing liquidity risk continued

| TABLE A - LIQUIDITY ANALYSIS           | 0 - 30<br>days<br>N 'millions | 31 - 90<br>days<br>N 'millions | 91 - 180<br>days<br>N'millions | 181 - 365<br>days<br>N'millions | Over 1 year<br>but less<br>than 5 yrs<br>N'millions | Over<br>5 years<br>N'millions | Total<br>N'millions |
|--|-------------------------------|--------------------------------|--------------------------------|---------------------------------|---|-------------------------------|---------------------|
| 31 December 2013                       | 167                           |                                |                                |                                 |   | iv millions                   | N millions          |
| Financial liabilities                  |                               |                                |                                |                                 |   |                               |                     |
| Deposits from banks                    | 28,205                        | 47,412                         | 1,864                          |                                 |   |                               |                     |
| Deposits from customers                | 2,489,503                     | 271,246                        | 47,330                         | 60,609                          | 78,684  | 823                           | 77,48               |
| Borrowings                             | 17,568                        | 32,494                         | 1,854                          | 8,013                           | 40,498  |                               | 2,948,19            |
| Other liabilities                      | 11,996                        | 156,172                        | 548                            | 24                              | 40,430  | 54,931<br>12,994              | 155,35              |
| Total financial liabilities            | 2,547,272                     | 507,323                        | 51,597                         | 68,646                          | 119,182   | 68,748                        | 181,73              |
| Loan commitments                       |                               | 42/2/10/2007                   | perconnectors.                 | 1111000000000                   |   | 00,140                        | 3,362,76            |
| Letters of credit and other credit     | 58,505                        | 85,962                         | 62,610                         | 67,961                          | 56,415  | 76,555                        | 408,00              |
| related obligations                    | 04004                         |                                |                                |                                 |   | , 0,000                       | 400,000             |
| Total Commitments                      | 643,247                       | 4,347                          | 5,940                          | 23,934                          | 16,147  |                               | 693,615             |
| , our communicates                     | 701,752                       | 90,309                         | 68,550                         | 91,895                          | 72,562  | 76,555                        | 1,101,624           |
| Assets held for managing liquidity     |                               |                                |                                |                                 |   |                               | 11101102            |
| risk                                   | 944,453                       | 179,891                        | 77 400                         | 722724UV                        |   |                               |                     |
|  | 514,455                       | 179,091                        | 77,123                         | 55,931                          | 129,012   | 62,611                        | 1,449,021           |
| BANK                                   |                               |                                |                                |                                 |   |                               |                     |
| 75-77-5                                | 0 - 30                        |                                | 440.0000                       |                                 | Over 1 year   |                               |                     |
|  |                               | 31 - 90                        | 91 - 180                       | 181 - 365                       | but less  | Over                          |                     |
|  | days                          | days                           | days                           | days                            | than 5 yrs  | 5 years                       | Total               |
| 31 December 2014                       | N 'millions                   | N 'millions                    | N'millions                     | N 'millions                     | N'millions  | N 'millions                   | N'millions          |
| Financial liabilities                  |                               |                                |                                |                                 |   |                               | re militoria        |
| Deposits from banks                    | 222                           |                                |                                |                                 |   |                               |                     |
| Deposits from customers                | 19,246                        |                                |                                | 0.00                            | *   |                               | 19,246              |
| Borrowings                             | 2,197,510                     | 286,199                        | 52,547                         | 22,307                          |   |                               | 2,558,563           |
| Other liabilities                      | 61,536                        | 142,515                        | 8,266                          | 11,586                          | 62,302  | 164,086                       | 450,291             |
| Total financial liabilities            | 42,685                        | 30,464                         | 566                            | 25,966                          | 1,971   | 104,000                       | 101,652             |
| rotal mancial habilities               | 2,320,977                     | 459,178                        | 61,379                         | 59,859                          | 64,273  | 164,086                       | 3,129,752           |
| Loan commitments                       | 48                            | 198                            | 400                            |                                 | (NEDWOOD)   | F-107-1938                    | -1,120,1102         |
| Letters of credit and other credit     |                               | 130                            | 433                            | 3,714                           | 16,630  | 56,166                        | 77,189              |
| related obligations                    | 250,700                       | 63,232                         | 20,309                         | F4 474                          | 25020   |                               |                     |
| Total Commitments                      | 250,748                       | 63,430                         | 20,742                         | 51,171                          | 50,578  | 206,760                       | 642,750             |
|  |                               | 00,400                         | 20,742                         | 54,885                          | 67,208  | 262,926                       | 719,939             |
| Assets held for managing liquidity isk | **********                    |                                |                                |                                 |   |                               |                     |
| 100                                    | 406,913                       | 73,600                         | 194,554                        | 13,192                          | 158,331   | 72,228                        | 918,818             |
| 1 December 2013                        |                               |                                |                                |                                 |   |                               |                     |
| inancial liabilities                   |                               |                                |                                |                                 |   |                               |                     |
| Deposits from banks                    | 6972010-24-H                  |                                |                                |                                 |   |                               |                     |
|  | 10,155                        |                                |                                | 14                              |   |                               | 40 455              |
| Deposits from customers                | 2,346,507                     | 175,119                        | 38,561                         | 11,812                          | 3,118   | <u> </u>                      | 10,155<br>2,575,117 |
| Other liabilities                      | 17,568                        | 31,555                         | 1,854                          | 8,013                           | 40,498  | 54,931                        | 154,419             |
| otal financial liabilities             | 56,818                        | 90,642                         |                                | 4,811                           |   | 4,550                         | 156,821             |
| our mancial nabilities                 | 2,431,048                     | 297,316                        | 40,415                         | 24,636                          | 43,616  | 59,481                        | 2,896,512           |
| oan commitments                        | 10,567                        | 70 245                         | 04 400                         | 57272572735                     | 1020101010  | 241.01                        | 2,000,012           |
| etters of credit and other credit      | 10,50/                        | 79,315                         | 61,195                         | 67,961                          | 56,415  | 76,555                        | 352,008             |
| elated obligations                     | 622,177                       | 4 247                          | E 040                          |                                 |   | 364505//                      | 672,545             |
| otal Commitments                       | 632,744                       | 4,347                          | 5,940                          | 23,934                          | 16,147  |                               |                     |
| -                                      | 332,744                       | 83,662                         | 67,135                         | 91,895                          | 72,562  | 76,555                        | 1,024,553           |
| ssets held for managing liquidity      |                               |                                |                                |                                 |   |                               | .,,                 |
| sk                                     | 631,976                       | 105,878                        | 50.000                         | 002-2003-2012-00                | 575.776.0300000                                     |                               |                     |
| 900 )                                  | 301,010                       | 100,070                        | 56,933                         | 42,427                          | 50,080  | 22,512                        | 909,806             |

3.3.1 Liquidity risk
(b) TABLE B - LIQUIDITY ANALYSIS ON A BEHAVIOURAL BASIS GROUP

|  | 0 - 30<br>days  | 31 - 90<br>days  | 91 - 180<br>days  | 181 - 365<br>days  | Over 1 year<br>but less<br>than 5 yrs  | Over<br>5 years   | Total   |
|--|---|--|---|--|--|---|---|
| 31 December 2014   | N'millions  | N 'millions  | N 'millions   | N 'millions  | N 'millions  | N 'millions   | N'millions  |
| Financial liabilities  |   |  |   |  |  |   |   |
| Deposits from banks  | 78,002  | 40 700   | 12222   |  |  |   |   |
| Deposits from customers  | 465,588   |  | 42,915  |  |  |   | 163,7   |
| Borrowings   |   | Chicago Tracor.  | 227,152   | 281,624  | 324,473  | 1,210,135   | 2,997,2   |
| Other liabilities  | 59,211  |  | 7,489   | 11,624   | 62,302   | 164,086   | 435,2   |
| Total financial liabilities  | 70,516  |  | 566   | 25,966   | 1,971  |   | 129,4   |
| Total manetal nabilities   | 673,317   | 692,104  | 278,122   | 319,214  | 388,746  | 1,374,221   | 3,725,7   |
| Loan commitments<br>Letters of credit and other credit   | 947   | 198  | 433   | 3,714  | 28,921   | 56,166  | 90,3  |
| related obligations  | 000 750   | 22020  | 4827437555  |  |  |   | 107   |
| Total Commitments  | 228,750   | 67,929   | 48,963  | 95,902   | 50,601   | 209,852   | 701,9   |
| 10mi communicities   | 229,697   | 68,127   | 49,396  | 99,616   | 79,522   | 266,018   | 792,3   |
| Assets held for managing   |   |  |   |  |  |   |   |
| liquidity risk   |   |  |   |  |  |   |   |
| inquidity risk   | 240,924   | 271,270  | 210,521   | 31,470   | 300,519  | 114,123   | 1,168,82  |
| 31 December 2013   |   |  |   |  |  |   | 1,100,02  |
|  |   |  |   |  |  |   |   |
| Financial liabilities  |   |  |   |  |  |   |   |
| Deposits from banks  | 28,205  | 47,412   | 1,864   | 19   |  |   | 77.4  |
| Deposits from customers  | 2,489,503   | 271,246  | 47,330  | 60,609   | 78,684   | 900   | 77,41   |
| Borrowings   | 17,568  | 32,494   | 1,854   | 8,013  | 40,498   | 823   | 2,948,1   |
| Other liabilities  | 11,996  | 156,172  | 548   | 24   | 40,430   | 54,931  | 155,3   |
| Total financial liabilities  | 2,547,272   | 507,324  | 51,596  | 68,646   | 110 192  | 12,994  | 181,73  |
|  |   |  | 01,000  | 00,040   | 119,182  | 68,748  | 3,362,76  |
| Loan commitments   | 58,505  | 85,962   | 62,610  | 67.004   | EC 445   | 225255  |   |
| Letters of credit and other credit   | 643,247   | 4,347  | 5,940   | 67,961   | 56,415   | 76,555  | 408,00  |
| related obligations  | 010,211   | 4,547  | 5,840   | 23,934   | 16,147   |   | 693,61  |
| Total Commitments  | 701,752   | 90,309   | 68,550  | 04.005   | 70.000   |   |   |
|  | 101,102   | 30,309   | 00,550  | 91,895   | 72,562   | 76,555  | 1,101,62  |
| Assets held for managing   |   |  |   |  |  |   |   |
| liquidity risk   | 944,453   | 179,891  | 77 400  | ********   | 040000000000000000000000000000000000000  |   |   |
| 22. 1 TO TO TO STORE .   | 314,433   | 119,091  | 77,123  | 55,931   | 129,012  | 62,611  | 1,449,021   |
| BANK   |   |  |   |  | Over 1 year  |   |   |
| BANK   | 0 - 30<br>days<br>N 'millions   | 31 - 90<br>days<br>N'millions  | 91 - 180<br>days<br>N'millions  | 181 - 365<br>days<br>N 'millions   | Over 1 year<br>but less<br>than 5 yrs<br>N'millions  | Over<br>5 years<br>N'millions   | Total   |
|  | days  | days   | days  |  | but less   |   | Total<br>N'millions   |
|  | days  | days   | days  | days   | but less<br>than 5 yrs   | 5 years   |   |
| 31 December 2014   | days  | days   | days  | days   | but less<br>than 5 yrs   | 5 years   |   |
| 31 December 2014<br>Financial liabilities  | days<br>N 'millions   | days   | days  | days   | but less<br>than 5 yrs   | 5 years   |   |
| 31 December 2014<br>Financial liabilities<br>Deposits from banks   | days<br>N'millions  | days<br>N'millions   | days<br>N'millions  | days<br>N 'millions  | but less<br>than 5 yrs<br>N 'millions  | 5 years<br>N 'millions  | N 'millions   |
| 31 December 2014<br>Financial liabilities<br>Deposits from banks<br>Deposits from customers  | days<br>N 'millions<br>19,246<br>412,437  | days<br>N'millions   | days<br>N'millions  | days<br>N 'millions<br>212,750   | but less<br>than 5 yrs<br>N'millions   | 5 years<br>N'millions   | N 'millions   |
| 31 December 2014<br>Financial liabilities<br>Deposits from banks<br>Deposits from customers<br>Dorrowings  | days<br>N 'millions<br>19,246<br>412,437<br>61,465  | days<br>N 'millions<br>369,507<br>142,515  | days<br>N 'millions<br>172,948<br>8,267   | days<br>N 'millions<br>212,750<br>11,586   | but less<br>than 5 yrs<br>N'millions   | 5 years<br>N 'millions  | N millions<br>19,24<br>2,558,56   |
| 31 December 2014<br>Financial liabilities<br>Deposits from banks<br>Deposits from customers<br>Borrowings<br>Uther liabilities   | 19,246<br>412,437<br>61,465<br>42,685   | days<br>N 'millions<br>369,507<br>142,515<br>30,464  | days<br>N 'millions<br>172,948<br>8,267<br>566  | days<br>N *millions<br>212,750<br>11,586<br>25,966   | but less<br>than 5 yrs<br>N'millions   | 5 years<br>N millions<br>1,200,477<br>164,086   | N 'millions<br>19,24<br>2,558,56<br>450,22  |
| 31 December 2014<br>Financial liabilities<br>Deposits from banks<br>Deposits from customers<br>Borrowings<br>Diher liabilities   | days<br>N 'millions<br>19,246<br>412,437<br>61,465  | days<br>N 'millions<br>369,507<br>142,515  | days<br>N 'millions<br>172,948<br>8,267   | days<br>N 'millions<br>212,750<br>11,586   | but less<br>than 5 yrs<br>N'millions   | 5 years<br>N'millions   | 19,24<br>2,558,56<br>450,22<br>101,65   |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Borrowings Other liabilities Fotal financial liabilities  | 19,246<br>412,437<br>61,465<br>42,685<br>535,833  | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486  | days<br>N'millions<br>172,948<br>8,267<br>566<br>181,781  | days<br>N 'millions<br>212,750<br>11,586<br>25,966<br>250,302  | but less<br>than 5 yrs<br>N'millions<br>190,443<br>62,302<br>1,971<br>254,716  | 5 years<br>N millions<br>1,200,477<br>164,086<br>-<br>1,364,563   | 19,24<br>2,558,56<br>450,22<br>101,65   |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Sorrowings Other liabilities Fotal financial liabilities  | 19,246<br>412,437<br>61,465<br>42,685<br>535,833  | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486  | days<br>N'millions<br>172,948<br>8,267<br>566<br>181,781  | days<br>N'millions<br>212,750<br>11,586<br>25,966<br>250,302<br>3,714                                | but less<br>than 5 yrs<br>N'millions<br>190,443<br>62,302<br>1,971<br>254,716  | 5 years<br>N millions<br>1,200,477<br>164,086<br>1,364,563<br>56,166  | 19,24<br>2,558,56<br>450,22<br>101,65<br>3,129,68   |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Dorrowings Dither liabilities Fotal financial liabilities Loan commitments Letters of credit and other credit   | 19,246<br>412,437<br>61,465<br>42,685<br>535,833  | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486  | days<br>N'millions<br>172,948<br>8,267<br>566<br>181,781  | days<br>N 'millions<br>212,750<br>11,586<br>25,966<br>250,302  | but less<br>than 5 yrs<br>N'millions<br>190,443<br>62,302<br>1,971<br>254,716  | 5 years<br>N millions<br>1,200,477<br>164,086<br>-<br>1,364,563   | 19,24<br>2,558,56<br>450,22<br>101,652<br>3,129,68  |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Dorrowings Other liabilities Fotal financial liabilities Loan commitments Letters of credit and other credit letated obligations  | days<br>N millions<br>19,246<br>412,437<br>61,465<br>42,685<br>535,833<br>48<br>250,700   | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486<br>198<br>63,232   | days<br>N'millions<br>172,948<br>8,267<br>566<br>181,781<br>433<br>20,309   | days<br>N 'millions<br>212,750<br>11,586<br>25,966<br>250,302<br>3,714<br>51,171                     | but less<br>than 5 yrs<br>N'millions<br>190,443<br>62,302<br>1,971<br>254,716<br>16,630<br>50,578  | 5 years<br>N millions<br>1,200,477<br>164,086<br>-<br>1,364,563<br>56,166<br>206,760                            | 19,24t<br>2,558,562<br>450,22<br>101,652<br>3,129,681<br>77,189<br>642,750  |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Borrowings Other liabilities Fotal financial liabilities Loan commitments Letters of credit and other credit leated obligations Total Commitments   | 19,246<br>412,437<br>61,465<br>42,685<br>535,833  | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486  | days<br>N'millions<br>172,948<br>8,267<br>566<br>181,781  | days<br>N'millions<br>212,750<br>11,586<br>25,966<br>250,302<br>3,714                                | but less<br>than 5 yrs<br>N'millions<br>190,443<br>62,302<br>1,971<br>254,716  | 5 years<br>N millions<br>1,200,477<br>164,086<br>1,364,563<br>56,166  | 19,24t<br>2,558,562<br>450,22<br>101,652<br>3,129,681<br>77,189<br>642,750  |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Borrowings Other liabilities Fotal financial liabilities Loan commitments Letters of credit and other credit leated obligations Total Commitments   | days<br>N millions<br>19,246<br>412,437<br>61,465<br>42,685<br>535,833<br>48<br>250,700   | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486<br>198<br>63,232   | days<br>N'millions<br>172,948<br>8,267<br>566<br>181,781<br>433<br>20,309   | days<br>N 'millions<br>212,750<br>11,586<br>25,966<br>250,302<br>3,714<br>51,171                     | but less<br>than 5 yrs<br>N'millions<br>190,443<br>62,302<br>1,971<br>254,716<br>16,630<br>50,578  | 5 years<br>N millions<br>1,200,477<br>164,086<br>-<br>1,364,563<br>56,166<br>206,760                            | 19,24t<br>2,558,562<br>450,22<br>101,652<br>3,129,681<br>77,189<br>642,750  |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Dorrowings Other liabilities Fotal financial liabilities Leaters of credit and other credit elated obligations Total Commitments  | days<br>N'millions<br>19,246<br>412,437<br>61,465<br>42,685<br>535,833<br>48<br>250,700<br>250,748                              | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486<br>198<br>63,232   | days<br>N'millions<br>172,948<br>8,267<br>566<br>181,781<br>433<br>20,309<br>20,742   | days<br>N 'millions<br>212,750<br>11,586<br>25,966<br>250,302<br>3,714<br>51,171<br>54,885           | but less<br>than 5 yrs<br>N'millions<br>190,443<br>62,302<br>1,971<br>254,716<br>16,630<br>50,578<br>67,208  | 5 years<br>N'millions<br>1,200,477<br>164,086<br>-<br>1,364,563<br>56,166<br>206,760<br>262,926                 | N millions  19,244 2,558,563 450,22: 101,652 3,129,681 77,188 642,750   |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Jorowings Other liabilities Fotal financial liabilities Letters of credit and other credit elated obligations Total Commitments Lessets held for managing quidity risk  | days<br>N millions<br>19,246<br>412,437<br>61,465<br>42,685<br>535,833<br>48<br>250,700   | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486<br>198<br>63,232<br>63,430   | days<br>N'millions<br>172,948<br>8,267<br>566<br>181,781<br>433<br>20,309   | days<br>N 'millions<br>212,750<br>11,586<br>25,966<br>250,302<br>3,714<br>51,171                     | but less<br>than 5 yrs<br>N'millions<br>190,443<br>62,302<br>1,971<br>254,716<br>16,630<br>50,578  | 5 years<br>N millions<br>1,200,477<br>164,086<br>-<br>1,364,563<br>56,166<br>206,760                            | N millions  19,24 2,558,56: 450,22: 101,65: 3,129,68: 77,188 642,750 719,938  |
| 31 December 2014  Financial liabilities Deposits from banks Deposits from customers Deposits from cust | days<br>N'millions<br>19,246<br>412,437<br>61,465<br>42,685<br>535,833<br>48<br>250,700<br>250,748                              | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486<br>198<br>63,232<br>63,430   | days<br>N'millions<br>172,948<br>8,267<br>566<br>181,781<br>433<br>20,309<br>20,742   | days<br>N 'millions<br>212,750<br>11,586<br>25,966<br>250,302<br>3,714<br>51,171<br>54,885           | but less<br>than 5 yrs<br>N'millions<br>190,443<br>62,302<br>1,971<br>254,716<br>16,630<br>50,578<br>67,208  | 5 years<br>N'millions<br>1,200,477<br>164,086<br>-<br>1,364,563<br>56,166<br>206,760<br>262,926                 | N millions  19,24 2,558,56: 450,22 101,65: 3,129,68: 77,18: 642,750 719,936   |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Borrowings Other liabilities Cotal financial liabilities Loan commitments Letters of credit and other credit lelated obligations Cotal Commitments Lessets held for managing quidity risk 1 December 2013   | days<br>N'millions<br>19,246<br>412,437<br>61,465<br>42,685<br>535,833<br>48<br>250,700<br>250,748                              | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486<br>198<br>63,232<br>63,430   | days<br>N'millions<br>172,948<br>8,267<br>566<br>181,781<br>433<br>20,309<br>20,742   | days<br>N 'millions<br>212,750<br>11,586<br>25,966<br>250,302<br>3,714<br>51,171<br>54,885           | but less<br>than 5 yrs<br>N'millions<br>190,443<br>62,302<br>1,971<br>254,716<br>16,630<br>50,578<br>67,208  | 5 years<br>N'millions<br>1,200,477<br>164,086<br>-<br>1,364,563<br>56,166<br>206,760<br>262,926                 | N millions  19,24 2,558,56: 450,22 101,65: 3,129,68: 77,18: 642,750 719,936   |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Deposits from customers Deposits from customers Deposits from customers December Sold liabilities Total financial liabilities Lean commitments Leated obligations Total Commitments Leasets held for managing Quidity risk  1 December 2013 Linancial liabilities   | days<br>N millions<br>19,246<br>412,437<br>61,465<br>42,685<br>535,833<br>48<br>250,700<br>250,748                              | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486<br>198<br>63,232<br>63,430   | days<br>N'millions<br>172,948<br>8,267<br>566<br>181,781<br>433<br>20,309<br>20,742   | days<br>N 'millions<br>212,750<br>11,586<br>25,966<br>250,302<br>3,714<br>51,171<br>54,885           | but less<br>than 5 yrs<br>N'millions<br>190,443<br>62,302<br>1,971<br>254,716<br>16,630<br>50,578<br>67,208  | 5 years<br>N'millions<br>1,200,477<br>164,086<br>-<br>1,364,563<br>56,166<br>206,760<br>262,926                 | N millions  19,24 2,558,56: 450,22 101,65: 3,129,68: 77,18: 642,750 719,936   |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Deposits from customers Deposits from customers Deposits from customers December Idabilities Onan commitments Letters of credit and other credit Detected beligations Otal Commitments Lessets held for managing Quidity risk  1 December 2013 Linancial liabilities Lipposits from banks   | 19,246<br>412,437<br>61,465<br>42,685<br>535,833<br>48<br>250,700<br>250,748<br>406,913   | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486<br>198<br>63,232<br>63,430   | days<br>N'millions<br>172,948<br>8,267<br>566<br>181,781<br>433<br>20,309<br>20,742   | days<br>N 'millions<br>212,750<br>11,586<br>25,966<br>250,302<br>3,714<br>51,171<br>54,885           | but less than 5 yrs N 'millions N 'million | 5 years<br>N'millions<br>1,200,477<br>164,086<br>-<br>1,364,563<br>56,166<br>206,760<br>262,926                 | N 'millions  19,24 2,558,56: 450,22 101,65: 3,129,68: 77,18: 642,750 719,933  |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Borrowings Other liabilities Coan commitments Letters of credit and other credit lelated obligations Total Commitments Lessets held for managing quidity risk 1 December 2013 Linancial liabilities Leposits from banks Leposits from banks Leposits from customers   | 19,246<br>412,437<br>61,465<br>42,685<br>535,833<br>48<br>250,700<br>250,748<br>406,913   | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486<br>198<br>63,232<br>63,430<br>73,600   | days N'millions  172,948 8,267 566 181,781 433 20,309 20,742 194,554  | days<br>N 'millions<br>212,750<br>11,586<br>25,966<br>250,302<br>3,714<br>51,171<br>54,885           | but less<br>than 5 yrs<br>N'millions<br>190,443<br>62,302<br>1,971<br>254,716<br>16,630<br>50,578<br>67,208  | 5 years<br>N'millions<br>1,200,477<br>164,086<br>-<br>1,364,563<br>56,166<br>206,760<br>262,926                 | N millions  19,246 2,558,566 450,22 101,652 3,129,68 77,189 642,750 719,939   |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Deposits from customers Deposits from customers Deposits from customers December liabilities Ocan commitments Letters of credit and other credit cetters of credit and other credi | 19,246<br>412,437<br>61,465<br>42,685<br>535,833<br>48<br>250,700<br>250,748<br>406,913   | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486<br>198<br>63,232<br>63,430<br>73,600   | days<br>N'millions<br>172,948<br>8,267<br>566<br>181,781<br>433<br>20,309<br>20,742   | days<br>N 'millions<br>212,750<br>11,586<br>25,966<br>250,302<br>3,714<br>51,171<br>54,885           | but less than 5 yrs N 'millions N 'million | 5 years<br>N millions<br>1,200,477<br>164,086<br>1,364,563<br>56,166<br>206,760<br>262,926                      | N 'millions  19,24t 2,558,56t 450,22t 101,65t 3,129,68t 77,188 642,750 719,935 918,818  |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Deposits from customers Deposits from customers Deposits from customers Differ liabilities Onan commitments Letters of credit and other credit  | 19,246 412,437 61,465 42,685 535,833 48 250,700 250,748 406,913   | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486<br>198<br>63,232<br>63,430<br>73,600   | days<br>N'millions<br>172,948<br>8,267<br>566<br>181,781<br>433<br>20,309<br>20,742<br>194,554  | days<br>N 'millions<br>212,750<br>11,586<br>25,966<br>250,302<br>3,714<br>51,171<br>54,885<br>13,192 | but less than 5 yrs N'millions  190,443 62,302 1,971 254,716  16,630 50,578 67,208  158,331  | 5 years<br>N'millions<br>1,200,477<br>164,086<br>-<br>1,364,563<br>56,166<br>206,760<br>262,926                 | N 'millions  19,24 2,558,56: 450,22 101,65: 3,129,68: 77,18: 642,750 719,933 918,818  10,155 2,575,117 154,419                                      |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Deposits from customers Deposits from customers Deposits from customers December Identification Commitments Letters of credit and other credit celated obligations Total Commitments Lessets held for managing quidity risk  1 December 2013 Inancial liabilities Leposits from banks Leposits from customers Lepos | 19,246<br>412,437<br>61,465<br>42,685<br>535,833<br>48<br>250,700<br>250,748<br>406,913   | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486<br>198<br>63,232<br>63,430<br>73,600   | days N'millions  172,948 8,267 566 181,781 433 20,309 20,742 194,554  | days<br>N 'millions<br>212,750<br>11,586<br>25,966<br>250,302<br>3,714<br>51,171<br>54,885           | but less than 5 yrs N'millions  190,443 62,302 1,971 254,716  16,630 50,578 67,208  158,331  | 5 years<br>N'millions<br>1,200,477<br>164,086<br>-<br>1,364,563<br>56,166<br>206,760<br>262,926<br>72,228       | N 'millions  19,24 2,558,56, 450,22 101,65; 3,129,68  77,189 642,750  719,939 918,818  10,155 2,575,117 154,419 156,821                             |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Deposits from customers Deposits from customers Deposits from customers Dither liabilities Fotal financial liabilities Ocan commitments Cetters of credit and other credit elated obligations Fotal Commitments Cetters of credit and other credit elated obligations Fotal Commitments Cetters of credit and other credit elated obligations Fotal Commitments Cetters of credit and other credit elated obligations Fotal Commitments Cetters of credit and other credit elated obligations Fotal Commitments Cetters of credit and other credit elated obligations Fotal Commitments Cetters of credit and other credit elated obligations Fotal Commitments Cetters of credit and other credit elated obligations Cetters of credit and other credit elated obligations Fotal Commitments Cetters of credit and other credit elated obligations Cetters o | 19,246<br>412,437<br>61,465<br>42,685<br>535,833<br>48<br>250,700<br>250,748<br>406,913   | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486<br>198<br>63,232<br>63,430<br>73,600<br>175,119<br>31,555<br>90,642<br>297,316             | days<br>N'millions<br>172,948<br>8,267<br>566<br>181,781<br>433<br>20,309<br>20,742<br>194,554  | days<br>N 'millions<br>212,750<br>11,586<br>25,966<br>250,302<br>3,714<br>51,171<br>54,885<br>13,192 | but less than 5 yrs N'millions  190,443 62,302 1,971 254,716  16,630 50,578 67,208  158,331  | 5 years<br>N millions  1,200,477 164,086 - 1,364,563 56,166 206,760 262,926  72,228                             | N 'millions  19,24 2,558,56, 450,22 101,65; 3,129,68  77,189 642,750  719,939 918,818  10,155 2,575,117 154,419 156,821                             |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Deposits from customers Deposits from customers Deposits from customers December Idealities Coan commitments Letters of credit and other credit Determitments Letters of credit and other credit Letters of cr | 19,246 412,437 61,465 42,685 535,833 48 250,700 250,748 406,913   | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486<br>198<br>63,232<br>63,430<br>73,600   | days<br>N'millions<br>172,948<br>8,267<br>566<br>181,781<br>433<br>20,309<br>20,742<br>194,554  | days<br>N 'millions<br>212,750<br>11,586<br>25,966<br>250,302<br>3,714<br>51,171<br>54,885<br>13,192 | but less than 5 yrs N'millions  190,443 62,302 1,971 254,716  16,630 50,578 67,208  158,331  | 5 years<br>N millions  1,200,477 164,086 - 1,364,563 56,166 206,760 262,926  72,228                             | N 'millions  19,24 2,558,56: 450,22 101,65: 3,129,68: 77,18: 642,750 719,933 918,818  10,155 2,575,117 154,419 156,821 2,896,512                    |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Dorrowings Other liabilities Total financial liabilities Letters of credit and other credit elated obligations Total Commitments Lessets held for managing quidity risk 1 December 2013 Inancial liabilities Leposits from banks Leposits from customers Leposits from customers Leposits from customers Letters of credit and other credit letters of credit and other credit letters of credit and other credit   | 19,246 412,437 61,465 42,685 535,833 48 250,700 250,748 406,913   | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486<br>198<br>63,232<br>63,430<br>73,600<br>175,119<br>31,555<br>90,642<br>297,315             | days<br>N'millions<br>172,948<br>8,267<br>566<br>181,781<br>433<br>20,309<br>20,742<br>194,554<br>38,561<br>1,854<br>40,415<br>61,195 | days<br>N 'millions<br>212,750<br>11,586<br>25,966<br>250,302<br>3,714<br>51,171<br>54,885<br>13,192 | but less than 5 yrs N 'millions 190,443 62,302 1,971 254,716 16,630 50,578 67,208 158,331 3,118 40,498 43,616  | 5 years<br>N'millions<br>1,200,477<br>164,086<br>-<br>1,364,563<br>56,166<br>206,760<br>262,926<br>72,228       | N 'millions  19,241 2,558,56: 450,22: 101,65: 3,129,68: 77,18: 642,750 719,935  918,818  10,155 2,575,117 154,419 156,821 2,896,512                 |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Deposits from customers Deposits from customers Deposits from customers December liabilities Ocan commitments Letters of credit and other credit elated obligations Total Commitments Lessets held for managing quidity risk  1 December 2013 Linancial liabilities Leposits from banks Leposits from customers Lep | 19,246 412,437 61,465 42,685 535,833 48 250,700 250,748 406,913 10,155 2,346,507 17,568 56,818 2,431,048 10,567 622,177         | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486<br>198<br>63,232<br>63,430<br>73,600<br>175,119<br>31,555<br>90,642<br>297,316             | days<br>N'millions<br>172,948<br>8,267<br>566<br>181,781<br>433<br>20,309<br>20,742<br>194,554  | days<br>N 'millions<br>212,750<br>11,586<br>25,966<br>250,302<br>3,714<br>51,171<br>54,885<br>13,192 | but less than 5 yrs N'millions  190,443 62,302 1,971 254,716  16,630 50,578 67,208  158,331  3,118 40,498 43,616 56,415  | 5 years<br>N'millions<br>1,200,477<br>164,086<br>-<br>1,364,563<br>56,166<br>206,760<br>262,926<br>72,228       | N 'millions  19,24 2,558,56: 450,22 101,65: 3,129,68: 77,18: 642,75: 719,93: 918,818  10,155 2,575,117 154,419 156,821 2,896,512 352,008            |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Borrowings Other liabilities Fotal financial liabilities Coan commitments Letters of credit and other credit elated obligations Fotal Commitments Assets held for managing equidity risk  1 December 2013 Inancial liabilities Deposits from banks Deposits from customers Deposits from cu | 19,246 412,437 61,465 42,685 535,833 48 250,700 250,748 406,913   | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486<br>198<br>63,232<br>63,430<br>73,600<br>175,119<br>31,555<br>90,642<br>297,315             | days<br>N'millions<br>172,948<br>8,267<br>566<br>181,781<br>433<br>20,309<br>20,742<br>194,554<br>38,561<br>1,854<br>40,415<br>61,195 | 11,812<br>8,013<br>4,811<br>24,636<br>23,934   | but less than 5 yrs N 'millions 190,443 62,302 1,971 254,716 16,630 50,578 67,208 158,331 3,118 40,498 43,616 56,415 16,147  | 5 years<br>N'millions  1,200,477 164,086 - 1,364,563 56,166 206,760 262,926  72,228  54,931 4,550 59,481 76,555 | N 'millions  19,241 2,558,56: 450,22: 101,65: 3,129,68: 77,18: 642,750 719,935  918,818  10,155 2,575,117 154,419 156,821 2,896,512 352,008 672,545 |
| BANK  31 December 2014 Financial liabilities Deposits from banks Deposits from customers Borrowings Other liabilities Coan commitments Letters of credit and other credit elated obligations fotal Commitments Assets held for managing quidity risk  1 December 2013 inancial liabilities leposits from banks leposits from customers orrowings ther liabilities otal financial liabilities otal financial liabilities otal commitments etters of credit and other credit elated obligations otal Commitments   | 19,246 412,437 61,465 42,685 535,833 48 250,700 250,748 406,913 10,155 2,346,507 17,568 56,818 2,431,048 10,567 622,177         | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486<br>63,232<br>63,430<br>73,600<br>175,119<br>31,555<br>90,642<br>297,316<br>79,315<br>4,347 | days N'millions  172,948 8,267 566 181,781 433 20,309 20,742  194,554  38,561 1,854 40,415 61,195 5,940                               | 11,812<br>8,013<br>4,811<br>24,636   | but less than 5 yrs N'millions  190,443 62,302 1,971 254,716  16,630 50,578 67,208  158,331  3,118 40,498 43,616 56,415  | 5 years<br>N'millions<br>1,200,477<br>164,086<br>-<br>1,364,563<br>56,166<br>206,760<br>262,926<br>72,228       | N 'millions  19,244 2,558,563 450,22* 101,652 3,129,681 77,189 642,750 719,939 918,818  10,155 2,575,117 154,419 156,821 2,896,512 352,008          |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Borrowings Other liabilities Coan commitments Leiters of credit and other credit elated obligations Total Commitments Assets held for managing iquidity risk  1 December 2013 inancial liabilities Leposits from banks Leposits from customers Leposits from customers Leposits from customers Letters of credit and other credit elated obligations Letters of credit and commitments Letters of credit and commitment | 19,246 412,437 61,465 42,685 535,833 48 250,700 250,748 406,913 10,155 2,346,507 17,568 56,818 2,431,048 10,567 622,177 632,744 | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486<br>63,232<br>63,430<br>73,600<br>175,119<br>31,555<br>90,642<br>297,316<br>79,315<br>4,347 | days N'millions  172,948 8,267 566 181,781 433 20,309 20,742  194,554  38,561 1,854 40,415 61,195 5,940                               | 11,812<br>8,013<br>4,811<br>24,636<br>23,934   | but less than 5 yrs N 'millions 190,443 62,302 1,971 254,716 16,630 50,578 67,208 158,331 3,118 40,498 43,616 56,415 16,147  | 5 years<br>N'millions  1,200,477 164,086 - 1,364,563 56,166 206,760 262,926  72,228  54,931 4,550 59,481 76,555 | N 'millions  19,246 2,558,562 450,221 101,652 3,129,681 77,189 642,750 719,939 918,818  10,155 2,575,117 154,419 156,821 2,896,512 352,008 672,545  |
| 31 December 2014 Financial liabilities Deposits from banks Deposits from customers Borrowings Other liabilities Coan commitments Letters of credit and other credit elated obligations Total Commitments Lessets held for managing quidity risk 1 December 2013 Inancial liabilities Leposits from banks Leposits from customers Leposits from custome | 19,246 412,437 61,465 42,685 535,833 48 250,700 250,748 406,913 10,155 2,346,507 17,568 56,818 2,431,048 10,567 622,177         | days<br>N'millions<br>369,507<br>142,515<br>30,464<br>542,486<br>63,232<br>63,430<br>73,600<br>175,119<br>31,555<br>90,642<br>297,316<br>79,315<br>4,347 | days N'millions  172,948 8,267 566 181,781 433 20,309 20,742  194,554  38,561 1,854 40,415 61,195 5,940                               | 11,812<br>8,013<br>4,811<br>24,636<br>23,934   | but less than 5 yrs N 'millions 190,443 62,302 1,971 254,716 16,630 50,578 67,208 158,331 3,118 40,498 43,616 56,415 16,147  | 5 years<br>N'millions  1,200,477 164,086 - 1,364,563 56,166 206,760 262,926  72,228  54,931 4,550 59,481 76,555 | N 'millions  19,246 2,558,562 450,221 101,652 3,129,681 77,189 642,750 719,939 918,818  10,155 2,575,117 154,419 156,821 2,896,512 352,008 672,545  |

NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

## Assets held for managing liquidity risk

The Group holds a diversified portfolio of liquid assets - largely cash and government securities to support payment and funding obligations in normal and stressed market conditions across foreign and local currencies. The Group's liquid assets comprise

Cash and balances with the central bank comprising reverse repos and Overnight deposits

Short term and overnight placements in the interbank market

Government bonds and T-bills that are readily accepted in repurchase agreements with the Central bank and other market participants

Secondary sources of liquidity in the form of highly liquid instruments in the Group's trading portfolios.

The ability to access incremental short term funding by interbank borrowing from the interbank market

The bank is largely deposit funded and thus, as is typical amongst Nigerian banks, has significant funding mismatches on a contractual basis, given that the deposits are largely demand and short tenured, whilst lending is longer term. On an actuarial basis, our demand deposits exhibit much longer duration, with 75.53% of our current account balances and 67.48% of savings account balances being deemed core.

To manage liquidity shocks in either foreign or local currency, largely as a result of episodic movements, the bank typically holds significant short term liquidity in currency placements or taps the repo markets to raise short term funding as is required. To grow local currency liquidity the Group have also systematically worked towards reducing the duration of our securities portfolio in the last year, shifting the emphasis to holding more liquid shorter dated treasury bills over longer term bonds, to allow more flexibility in managing liquidity. Whilst on the foreign currency side, the Group has built up placement balances with our offshore correspondents.

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

Liquidity risk
3.3.2 Derivative liabilities
Derivatives settled on a net basis

The Put options and the accumulator forex contract will be settled on a net basis.

The table below analyses the Group's derivative financial liabilities that will be settled on a net basis into relevant maturity groupings based on the remaining period at the date of the consolidated statement of financial position to the contractual maturity date. The amounts disclosed in the table are the contractual undiscounted cash flows.

| GROUP   | Up to 1<br>month<br>N'millions   | 1-3<br>months<br>N'millions   | 3-6<br>months<br>N'millions  | 6 - 12 months<br>N 'millions   | 1-5<br>years<br>N'millions  | Over 5 years N'millions          | Total   |
|---|--|---|--|--|---|----------------------------------|---|
| At 31 December 2014   |  | 14 minoris  | 14 minoris   | 14 minions   | 14 millions   | N millions                       | N 'millions   |
| Derivative liabilities  |  |   |  |  |   |                                  |   |
| Accumulator-Forward FX contract   | _  | 343   | 00   |  |   |                                  |   |
| Put Option  | 919  | 2,664   | 98   |  |   |                                  | 98  |
| . at option   | 919  |   | 2,783  |  | 9,528   | •                                | 21,960  |
| Derivative assets   | 919  | 2,664   | 2,881  | 6,066  | 9,528   |                                  | 22,058  |
| Put Options   |  | 72/200  | OC COMPANY   |  |   |                                  |   |
|   | 938  | 2,728   | 2,842  | 6,257  | 9,848   |                                  | 22,613  |
| Forward Contract  | 1,011  | 439   |  |  |   |                                  | 1,450   |
|   | 1,949  | 3,167   | 2,842  | 6,257  | 9,848   |                                  | 24,063  |
|   | 2,868  | 5,831   | 5,723  | 12,323   | 19,376  |                                  | 46,121  |
| At 31 December 2013   |  |   |  |  |   |                                  |   |
| Derivative liabilities  |  |   |  |  |   |                                  |   |
| Accumulator-Forward FX contract   |  | 8   |  |  | 1022715   |                                  |   |
| Put options   | -  | 7   | -  | 9.5  | (71)  | -                                | (71)  |
| 1 at options  |  |   |  | -  |   | 1,626                            | (1,626)   |
| Derivative assets   |  |   | *  |  | (71) -  | 1,626                            | (1,697)   |
| Cross-Currency Swap   |  |   |  |  |   |                                  |   |
|   | 100  |   |  | 12   | *   |                                  | 12  |
| Foreign exchange derivatives  | 1,546  | 602   | 370  | S.*  |   |                                  | 2,518   |
| Put options   |  | ×   | 4  |  |   | 1,626                            | 1,626   |
|   | 1,546  | 602   | 370  | 12   |   | 1,626                            | 4,156   |
|   |  |   |  |  |   | 1,000                            | 11100   |
|   |  |   |  |  |   |                                  |   |
|   | 1,546  | 602   | 370  | 12   | (71)  |                                  | 2,459   |
| Derivatives settled on a net basis<br>BANK  | Up to 1  | 1-3   | 3-6  | 12<br>6 - 12 months  | 1.5   | Over 5 years                     | 2,459<br>Total  |
|   | Up to 1  | 1-3<br>months   | 3-6<br>months  | 6 - 12 months  | 1-5<br>years  | Over 5 years                     | Total   |
| BANK  | Up to 1  | 1-3   | 3-6  |  | 1.5   | SC 550                           |   |
| BANK At 31 December 2014  | Up to 1  | 1-3<br>months   | 3-6<br>months  | 6 - 12 months  | 1-5<br>years  | Over 5 years                     | Total   |
| BANK At 31 December 2014 Derivative liabilities   | Up to 1<br>month<br>N'millions   | 1-3<br>months   | 3-6<br>months<br>N'millions  | 6 - 12 months  | 1-5<br>years  | Over 5 years                     | Total   |
| BANK At 31 December 2014 Derivative liabilities Accumulator-Forward FX contract   | Up to 1<br>month<br>N'millions   | 1-3<br>months<br>N 'millions  | 3-6<br>months<br>N'millions  | 6 - 12 months<br>N 'millions   | 1-5<br>years  | Over 5 years                     | Total   |
| BANK At 31 December 2014 Derivative liabilities   | Up to 1<br>month<br>N'millions   | 1-3<br>months<br>N 'millions  | 3-6<br>months<br>N'millions<br>98<br>2,783                                     | 6 - 12 months<br>N 'millions<br>6,066                                      | 1-5<br>years<br>N'millions<br>9,528   | Over 5 years                     | Total<br>N'millions<br>98   |
| BANK At 31 December 2014 Derivative liabilities Accumulator-Forward FX contract   | Up to 1<br>month<br>N'millions   | 1-3<br>months<br>N 'millions  | 3-6<br>months<br>N'millions  | 6 - 12 months<br>N 'millions   | 1-5<br>years<br>N'millions  | Over 5 years                     | Total<br>N'millions<br>98<br>21,960   |
| BANK  At 31 December 2014  Derivative liabilities  Accumulator-Forward FX contract  Put Option  | Up to 1<br>month<br>N'millions   | 1-3<br>months<br>N 'millions  | 3-6<br>months<br>N'millions<br>98<br>2,783                                     | 6 - 12 months<br>N 'millions<br>6,066                                      | 1-5<br>years<br>N'millions<br>9,528   | Over 5 years<br>N 'millions      | Total<br>N'millions<br>98   |
| BANK  At 31 December 2014 Derivative liabilities Accumulator-Forward FX contract Put Option  Derivative assets  | Up to 1<br>month<br>N'millions   | 1-3<br>months<br>N'millions<br>2,664<br>2,664                             | 3-6<br>months<br>N'millions<br>98<br>2,783<br>2,881                            | 6 - 12 months<br>N 'millions<br>6,066                                      | 1-5<br>years<br>N'millions<br>9,528   | Over 5 years<br>N 'millions      | Total<br>N'millions<br>98<br>21,960   |
| BANK  At 31 December 2014  Derivative liabilities  Accumulator-Forward FX contract  Put Option  | Up to 1<br>month<br>N'millions   | 1-3<br>months<br>N 'millions<br>2,664<br>2,664                            | 3-6<br>months<br>N'millions<br>98<br>2,783                                     | 6 - 12 months<br>N 'millions<br>6,066                                      | 1-5<br>years<br>N'millions<br>9,528   | Over 5 years<br>N 'millions      | Total<br>N 'millions<br>98<br>21,960<br>22,058                                  |
| BANK  At 31 December 2014 Derivative liabilities Accumulator-Forward FX contract Put Option  Derivative assets  | Up to 1<br>month<br>N'millions<br>919<br>919                             | 1-3<br>months<br>N'millions<br>2,664<br>2,664<br>2,728<br>2,728           | 3-6<br>months<br>N'millions<br>98<br>2,783<br>2,881                            | 6 - 12 months<br>N 'millions<br>6,066<br>6,066                             | 1-5<br>years<br>N'millions<br>9,528<br>9,528                                      | Over 5 years<br>N 'millions<br>- | Total<br>N 'millions<br>98<br>21,960<br>22,058                                  |
| BANK  At 31 December 2014 Derivative liabilities Accumulator-Forward FX contract Put Option  Derivative assets  | Up to 1<br>month<br>N'millions   | 1-3<br>months<br>N 'millions<br>2,664<br>2,664                            | 3-6<br>months<br>N'millions<br>98<br>2,783<br>2,881                            | 6 - 12 months<br>N 'millions<br>8,066<br>6,066<br>6,257                    | 1-5<br>years<br>N 'millions<br>9,528<br>9,528                                     | Over 5 years<br>N 'millions      | Total<br>N 'millions<br>98<br>21,960<br>22,058<br>22,613<br>22,613              |
| BANK  At 31 December 2014 Derivative liabilities Accumulator-Forward FX contract Put Option  Derivative assets Put Options  | Up to 1<br>month<br>N'millions<br>919<br>919                             | 1-3<br>months<br>N'millions<br>2,664<br>2,664<br>2,728<br>2,728           | 3-6<br>months<br>N'millions<br>98<br>2,783<br>2,881<br>2,842<br>2,842          | 6 - 12 months<br>N 'millions<br>6,066<br>6,066<br>6,257<br>6,257           | 1-5<br>years<br>N'millions<br>9,528<br>9,528<br>9,848<br>9,848                    | Over 5 years N'millions          | Total<br>N 'millions<br>98<br>21,960<br>22,058                                  |
| BANK  At 31 December 2014 Derivative liabilities Accumulator-Forward FX contract Put Option  Derivative assets Put Options  At 31 December 2013   | Up to 1<br>month<br>N'millions<br>919<br>919                             | 1-3<br>months<br>N'millions<br>2,664<br>2,664<br>2,728<br>2,728           | 3-6<br>months<br>N'millions<br>98<br>2,783<br>2,881<br>2,842<br>2,842          | 6 - 12 months<br>N 'millions<br>6,066<br>6,066<br>6,257<br>6,257           | 1-5<br>years<br>N'millions<br>9,528<br>9,528<br>9,848<br>9,848                    | Over 5 years N'millions          | Total N 'millions 98 21,960 22,058 22,613 22,613                                |
| BANK  At 31 December 2014 Derivative liabilities Accumulator-Forward FX contract Put Option  Derivative assets Put Options  At 31 December 2013 Derivative liabilities  | Up to 1<br>month<br>N'millions<br>919<br>919                             | 1-3<br>months<br>N'millions<br>2,664<br>2,664<br>2,728<br>2,728           | 3-6<br>months<br>N'millions<br>98<br>2,783<br>2,881<br>2,842<br>2,842          | 6 - 12 months<br>N 'millions<br>6,066<br>6,066<br>6,257<br>6,257           | 1-5<br>years<br>N'millions<br>9,528<br>9,528<br>9,848<br>9,848                    | Over 5 years N'millions          | Total N 'millions 98 21,960 22,058 22,613 22,613                                |
| BANK  At 31 December 2014 Derivative liabilities Accumulator-Forward FX contract Put Option  Derivative assets Put Options  At 31 December 2013 Derivative liabilities Accumulator-Forward FX contract  | Up to 1<br>month<br>N'millions<br>919<br>919                             | 1-3<br>months<br>N'millions<br>2,664<br>2,664<br>2,728<br>2,728           | 3-6<br>months<br>N'millions<br>98<br>2,783<br>2,881<br>2,842<br>2,842          | 6 - 12 months<br>N 'millions<br>6,066<br>6,066<br>6,257<br>6,257           | 1-5<br>years<br>N'millions<br>9,528<br>9,528<br>9,848<br>9,848<br>19,376          | Over 5 years N'millions          | Total N 'millions  98 21,960 22,058  22,613 22,613 44,671                       |
| BANK  At 31 December 2014 Derivative liabilities Accumulator-Forward FX contract Put Option  Derivative assets Put Options  At 31 December 2013 Derivative liabilities Accumulator-Forward FX contract  | Up to 1 month N'millions 919 919 938 938 1,857                           | 1-3<br>months<br>N 'millions<br>2,664<br>2,664<br>2,728<br>2,728<br>5,392 | 3-6<br>months<br>N'millions<br>98<br>2,783<br>2,881<br>2,842<br>2,842<br>5,723 | 6 - 12 months<br>N 'millions<br>6,066<br>6,066<br>6,257<br>6,257<br>12,323 | 1-5<br>years<br>N'millions<br>9,528<br>9,528<br>9,848<br>9,848                    | Over 5 years N'millions          | Total N 'millions  98 21,960 22,058  22,613 22,613 44,671  (71)                 |
| BANK  At 31 December 2014 Derivative liabilities Accumulator-Forward FX contract Put Option  Derivative assets Put Options  At 31 December 2013 Derivative liabilities Accumulator-Forward FX contract  | Up to 1 month N'millions 919 919 938 938 1,857                           | 1-3<br>months<br>N'millions<br>2,664<br>2,664<br>2,728<br>2,728<br>5,392  | 3-6<br>months<br>N'millions<br>98<br>2,783<br>2,881<br>2,842<br>2,842<br>5,723 | 6 - 12 months<br>N 'millions<br>6,066<br>6,066<br>6,257<br>6,257<br>12,323 | 1-5<br>years<br>N'millions<br>9,528<br>9,528<br>9,528<br>9,848<br>9,848<br>19,376 | Over 5 years N 'millions         | Total N 'millions  98 21,960 22,058  22,613 22,613 44,671  (71) (1,626)         |
| BANK  At 31 December 2014 Derivative liabilities Accumulator-Forward FX contract Put Option  Derivative assets Put Options  At 31 December 2013 Derivative liabilities Accumulator-Forward FX contract Put options  | Up to 1<br>month<br>N'millions<br>-<br>919<br>919<br>938<br>938<br>1,857 | 1-3<br>months<br>N 'millions<br>2,664<br>2,664<br>2,728<br>2,728<br>5,392 | 3-6<br>months<br>N'millions<br>98<br>2,783<br>2,881<br>2,842<br>2,842<br>5,723 | 6 - 12 months<br>N 'millions<br>8,066<br>6,066<br>6,257<br>6,257<br>12,323 | 1-5<br>years<br>N 'millions<br>9,528<br>9,528<br>9,848<br>9,848<br>19,376         | Over 5 years N'millions          | Total N 'millions  98 21,960 22,058  22,613 22,613 44,671  (71)                 |
| BANK  At 31 December 2014 Derivative liabilities Accumulator-Forward FX contract Put Option  Derivative assets Put Options  At 31 December 2013 Derivative liabilities Accumulator-Forward FX contract Put options  Derivative assets                     | Up to 1<br>month<br>N'millions<br>-<br>919<br>919<br>938<br>938<br>1,857 | 1-3<br>months<br>N 'millions<br>2,664<br>2,664<br>2,728<br>2,728<br>5,392 | 3-6<br>months<br>N'millions<br>98<br>2,783<br>2,881<br>2,842<br>2,842<br>5,723 | 6 - 12 months<br>N 'millions<br>8,066<br>6,066<br>6,257<br>6,257<br>12,323 | 1-5<br>years<br>N 'millions<br>9,528<br>9,528<br>9,848<br>9,848<br>19,376         | Over 5 years N 'millions         | Total N'millions  988 21,960 22,058  22,613 22,613 44,671  (71) (1,626)         |
| BANK  At 31 December 2014 Derivative liabilities Accumulator-Forward FX contract Put Option  Derivative assets Put Options  At 31 December 2013 Derivative liabilities Accumulator-Forward FX contract Put options  Derivative assets Cross-Currency Swap | Up to 1<br>month<br>N'millions<br>-<br>919<br>919<br>938<br>938<br>1,857 | 1-3<br>months<br>N 'millions<br>2,664<br>2,664<br>2,728<br>2,728<br>5,392 | 3-6<br>months<br>N'millions<br>98<br>2,783<br>2,881<br>2,842<br>2,842<br>5,723 | 6 - 12 months<br>N 'millions<br>8,066<br>6,066<br>6,257<br>6,257<br>12,323 | 1-5<br>years<br>N'millions<br>9,528<br>9,528<br>9,528<br>9,848<br>9,848<br>19,376 | Over 5 years N 'millions         | Total N 'millions  98 21,960 22,058  22,613 22,613 44,671  (71) (1,626) (1,697) |
| BANK  At 31 December 2014 Derivative liabilities Accumulator-Forward FX contract Put Option  Derivative assets  | Up to 1 month N millions  - 919 919 919 938 938 1,857                    | 1-3<br>months<br>N 'millions<br>2,664<br>2,664<br>2,728<br>2,728<br>5,392 | 3-6<br>months<br>N'millions<br>98<br>2,783<br>2,881<br>2,842<br>2,842<br>5,723 | 6 - 12 months<br>N 'millions<br>8,066<br>6,066<br>6,257<br>6,257<br>12,323 | 1-5<br>years<br>N'millions<br>9,528<br>9,528<br>9,848<br>9,848<br>19,376<br>(71)  | Over 5 years N'millions          | Total N'millions  98 21,960 22,058  22,613 22,613 44,671  (71) (1,626) (1,697)  |
| BANK  At 31 December 2014 Derivative liabilities Accumulator-Forward FX contract Put Option  Derivative assets Put Options  At 31 December 2013 Derivative liabilities Accumulator-Forward FX contract Put options  Derivative assets Cross-Currency Swap | Up to 1 month N millions  - 919 919 919 938 938 1,857                    | 1-3<br>months<br>N 'millions<br>2,664<br>2,664<br>2,728<br>2,728<br>5,392 | 3-6<br>months<br>N'millions<br>98<br>2,783<br>2,881<br>2,842<br>2,842<br>5,723 | 6 - 12 months<br>N 'millions<br>6,066<br>6,066<br>6,257<br>6,257<br>12,323 | 1-5<br>years<br>N'millions<br>9,528<br>9,528<br>9,528<br>9,848<br>9,848<br>19,376 | Over 5 years N 'millions         | Total N 'millions  98 21,960 22,058  22,613 22,613 44,671  (71) (1,626) (1,697) |

NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

3.3.2 Liquidity risk
Derivatives settled on a gross basis.

The Group's derivatives that will be settled on a gross basis are foreign exchange derivatives. The table below analyses the Group's derivative financial instruments that will be settled on a gross basis into relevant maturity groupings based on the remaining period at the date of the consolidated statement of financial position to the contractual maturity date. Contractual maturities are assessed to be essential for an understanding of the timing of the cashflows on all derivatives including derivatives classified as 'liabilities held for trading'. The amounts disclosed in the table are the contractual undiscounted cash flows.

| GROUP At 31 December 2014 Liabilities held for trading FX Swap - Payable FX Swap - Receivable Forward Contract - Payment Forward Contract - Receipt | Up to 1<br>month<br>N' million<br>14,777<br>(14,884)<br>1,169<br>(376) | 1-3 months<br>N' million<br>-<br>-<br>1,022 | 3-6 months N' million | 6 - 12 months<br>N' million | 1-5 years<br>N' million<br>-<br>-<br>- | Total N' million 14,777 (14,884) 2,353 (376) |
|---|--|---|-----------------------|-----------------------------|--|--|
|   |  | 1,022                                       | 102                   | •                           |  | 1,870  |
| At 31 December 2013<br>Derivatives held for trading<br>Foreign exchange derivatives:  | 6 6  | 2 2   |                       | *                           | 3<br>9                                 | 8  |
| BANK  |  |   |                       |                             |  |  |
| Liabilities held for trading<br>FX Swap - Payable<br>FX Swap - Receivable<br>Forward Contract - Payable<br>Forward Contract - Receivable            | 14,777<br>(14,884)<br>386<br>(376)                                     | 1   |                       |                             | 94<br>194<br>21                        | 14,777<br>(14,884)<br>386<br>(376)           |
|   | (97)   |   |                       |                             |  | (97)   |
| At 31 December 2013 Derivatives held for trading Foreign exchange derivatives:  | 2  | 2   |                       |                             |  |  |
|   | 2  | 2   |                       |                             |  | 4  |
|   | X = 2  |   |                       |                             |  | -  |

NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

### 3.4 Market risk

Market risk is the potential for adverse changes in the value of a trading or an investment portfolio due to changes in market risk variables such as equity and commodity prices, interest rates, and foreign exchange rates.

Market risk arises from positions in currencies, interest rate and securities held in our trading portfolio and from our retail banking business, investment portfolio. Market risk arises from positions in currencies, interest rate and securilies held in our trading portfolio and from our retail banking business, investme and other non-trading activities. The movement in market risk variables may have a negative impact on the balance sheet and or income statement. Through the financial year, the Bank was exposed to market risk in its trading, and non-trading activities mainly as a result of:
interest rate movements in reaction to monetary policy changes by the Central Bank of Nigeria, fiscal policies changes, and market forces;
foreign exchange fluctuations arising from demand and supply as well as government policies; and
equity price movements in response to market forces and changing market dynamics, such as market making on the Nigerian Stock Exchange.

#### 3.4.1 Management of market risk

FirstBank Group market risk management process applies disciplined risk-taking within a framework of well-defined risk appetite that enables the group to boost shareholders value while maintaining competitive advantage through effective utilisation of risk capital. Thus, FirstBank's Group market risk management policy

- formal definition of market risk management governance recognised individual roles and committees, segregation of duties, avoidance of conflicts, etc.;
   management is responsible for the establishment of appropriate procedures and processes in implementing the Board-approved market risk policy and strategy. The procedures are documented in a periodically reviewed market risk procedural manual that spells out the procedures for executing relevant market

- risk controls.;

   an independent market risk management function reporting directly to the Bank's Chief Risk Officer,
   a Group-wide market risk management process to which all risk-taking units are subjected;
   alignment of market risk management standards with international best practice. Risk measurements are progressively based on modern techniques such as alignment or market risk management standards with international best practice. Risk measurements are progressively based on modem techniques such as sensitivity, value-at-risk methodology (VaR), stress testing and scenario analysis;
   a robust market risk management infrastructure reinforced by a strong management information system (MIS) for controlling, monitoring and reporting market risk including transactions between the Bank and the subsidiaries;
   continual evaluation of risk appetite, communicated through risk limits and overall effectiveness of the market risk management process;

- the Group does not undertake any risk that cannot be managed, or risks that are not fully understood especially in new products and;

  where the Group takes on any risk, full consideration is given to product maturity, financial market sophistication and regulatory pronouncement, guidelines or policies. The risk taken must be adequately compensated by the anticipated reward.

### 3.4.2 Market risk measurement techniques

The major measurement techniques used to measure and control market risk are outlined below:

### (a) Value at risk (VAR)

VaR measures potential loss in fair value of financial instruments due to adverse market movements over a defined time horizon at a specified confidence level.

VaR is calculated for expected movements over a minimum of one business day and to a confidence level of 99% and a 10-day holding period. The confidence level suggests that potential daily losses, in excess of the VaR measure, are likely to be experienced three times per year in every 250 days. Only the bank is deemed to be fairly representative of the Group. Thus, the VAR of the bank is

The Bank continues to use VaR to estimate the potential losses that could occur on its positions as a result of movements in market factors

The Bank uses the parametric method as its VaR methodology with an observation period of two years obtained from published data from pre-approved sources. VaR is calculated on the Bank's positions at close of business daily.

The table on the next page shows the trading VaR of the Bank. The major contributors to the trading VaR are Treasury Bills and Foreign Exchange due to votatility in those instruments impacting positions held by the Bank during the period.

The assets included in the VAR analaysis are the held for trading assets.

The treasury bill trading VaR is NGN106 million as at 31st December 2014 and reflects the potential loss given assumptions of a 10-day holding period, volatility computed using 500-day return data, and a 99% statistical confidence level.

The foreign exchange trading VaR was Nil as at 31st December 2014, reflecting the new regulatory Trading Open Position of Zero stipulated by the CBN. Hence, there was no open position as at year end.

NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

# 3.4.2 Market risk measurement techniques (continued)

#### (a) VAR summary

|                       |        | BANK                             |     |
|-----------------------|--------|----------------------------------|-----|
|                       | 12 mor | oths to 31 December 2014<br>High | Low |
| Foreign exchange risk | 12     | 34                               | -   |
| Interest rate risk    | 415    | 1,286                            | 22  |
| Total VAR             | 427    | 1,320                            | 22  |
| VAR summary           |        | BANK                             |     |
|                       | 12 mon | ths to 31 December 2013<br>High  | Low |
| Foreign exchange risk | 16     | 52                               |     |
| Interest rate risk    | 528    | 1,738                            | 38  |
| Total VAR             | 544    | 1,790                            | 38  |
| VAR summary           |        | BANK                             |     |

#### (b) Stress tests

Based on the reality of unpredictable market environment and the frequency of regulations that have had significant effect on market rates and prices, the Bank augments other risk measures with stress testing to evaluate the potential impact of possible extreme movements in financial variables on portfolio values.

Stress testing is an integral part of the market risk management framework and considers both historical market events and forward-looking scenarios. A consistent stress-testing methodology is applied to trading and non-trading books. Stress scenarios are regularly updated to reflect changes in risk profile and economic events.

The ALCO is responsible for reviewing stress exposures and where necessary, enforcing reductions in overall market risk exposure. The stress-testing methodology assumes that scope for management action would be limited during a stress event, reflecting the decrease in market liquidity that often occurs. Regular stress-test scenarios are applied to interest rates, exchange rates and equity prices. This covers all asset classes in the financial markets banking and trading books. Ad hoc scenarios are also prepared reflecting specific market conditions and for particular concentrations of risk that arise within the businesses.

## Non-trading portfolio

The principal objective of market risk management of non-trading portfolios is to optimise net interest income. Due to the size of the Bank's holdings in rate-sensitive assets and liabilities the Bank is exposed to interest rate risk.

Non-trading interest rate risk results mainly from differences in the mismatches or re-pricing dates of assets and liabilities, both on- and off-balance sheet as interest rate changes.

- The Bank uses a variety of tools to measure non-tradable interest rate risk such as:

   interest rate gap analysis (which allows the Bank to maintain a positive or negative gap depending on the perceived interest rate direction). The size of the gap is then adjusted to either hedge net interest income against changing interest rates or to speculatively increase net interest income;

   forecasting and simulating interest rate margins;

   market value sensitivity;

   calculating earnings at risk (EaR) using various interest rate forecasts; and

   re-pricing risk in various portfolios and yield curve analysis.

## Hedged non-trading market risk exposures

The Bank's books have some key market risk exposures, which have been identified and are being managed using swaps and options.

## 3.4.3 Foreign exchange risk

The Group is exposed to foreign exchange risks due to fluctuations in foreign currency exchange rates on its financial position and cash flows. The Board sets limits on the level of exposure by currency and in aggregate for both overnight and intra-day positions, which are monitored daily. The table below summarises the Group's exposure to foreign currency exchange rate risk at 31 December 2014 and 31 December 2013. Included in the table are the Group's financial instruments at carrying amounts, categorised by currency.

### GROUP

| Sitool   |                      |            |             |  |   |                      |
|--|----------------------|------------|-------------|--|---|----------------------|
|  | Naira<br>N 'millions | USD        | GBP         | Euro   | Others  | Total                |
| 31 December 2014   | IV millions          | N'millions | N 'millions | N 'millions  | N 'millions   | N 'millions          |
| Financial assets   |                      |            |             |  |   |                      |
| Cash and balances with Central   |                      |            |             |  |   |                      |
| Banks  | //2/2019/201         | 1000000000 |             |  |   |                      |
| Loans and advances to banks  | 664,466              | 14,526     | 2,599       | 4,203  | 11,807  | 697,601              |
| Loans and advances to customers  | 22,453               | 232,292    | 147,746     | 22,959   | 4,603   | 430,053              |
| - Overdrafts   | 12222000             |            |             |  |   | ,                    |
| - Term loans   | 186,565              | 109,295    | 117         | 99   | 18.036  | 314,112              |
| - Staff loans  | 755,911              | 884,209    | 60,655      | 80,648   | 10,696  | 1,792,119            |
| - Project finance  | 6,152                | - 7        | 42          | •  | 819   | 7,013                |
|  | 15,766               | 60,048     |             | 1,743  | 0   | 77.557               |
| <ul> <li>Advances under finance lease<br/>Investment securities</li> </ul> | 2,761                |            | 2           |  |   | 2,761                |
|  |                      |            |             |  |   | 2,701                |
| Available-for-sale investments   | 373,078              | 64,330     |             | 1  | 5.142   | 442,551              |
| Held to maturity investments   | 145,519              | =          | 177         |  | 10,834  | 158,353              |
| Asset pledged as collateral  | 63,159               |            |             | 8  | 1,368   | 64,527               |
| Financial assets held for trading  | 904                  | 8,354      | _           | 1.450  | 1,300   |                      |
| Other assets   | 16,754               | 5,215      | 238         | 1  | 4,520   | 10,708               |
| 1922a ni burrothe su postula mesono  | 2,253,488            | 1,378,270  | 211,397     | 111,105  | 67,825  | 26,728               |
| Financial liabilities  | 1-01-000             |            | 211,001     | 111,100  | 67,625  | 4,022,083            |
| Customer deposits  | 2,037,521            | 529,284    | 340,812     | 8,115  | 74.000  |                      |
| Deposits from banks  | 13,086               | 126,205    | 18,416      | 5,897  | 74,003  | 2,989,735            |
| Financial liabilities held for trading                                     | 58                   | 9,722      | 10,410      | 133  | 105   | 163,709              |
| Borrowings   | 30,414               | 327,488    | 105         | 958  | 10 to | 9,913                |
| Other liabilities  | 78,273               | 20,240     | 21,724      | The state of the s | 4,011   | 362,976              |
|  | 2,159,352            | 1,012,939  | 381,057     | 3,433<br>18,536  | 5,814<br>83,933   | 129,484<br>3,655,817 |
| 31 December 2013   |                      |            |             | 13,000   | 00,000  | 3,033,017            |
| Financial assets   |                      |            |             |  |   |                      |
|  |                      |            |             |  |   |                      |
| Cash and balances with Central Banks                                       | 560,399              | 8,904      | 3,646       | 16,049   | 4,975   | 593,973              |
| Loans and advances to banks  | 15,590               | 325,094    | 46,284      | 23,887   | 4,355   | 415,210              |
| Loans and advances   |                      |            |             | 88010000   | 1,000   | 415,210              |
| - Overdrafts   | 272,675              | 63,248     | 85          | 95   | 3,951   | 340.054              |
| - Term loans   | 633,468              | 604,024    | 53,972      | 88,205   | 9.243   | 1,388,912            |
| - Staff loans  | 5,525                | 254        | 32          | 07.75  | 260   | 6,071                |
| - Project finance  | 50,150               | 10,653     | -           |  | 200   | 60,803               |
| - Advances under finance lease   | 2,095                |            | -           |  |   | 2,095                |
| Investment securities  |                      |            |             |  | -   | 2,095                |
| Available-for-sale investments   | 335,383              | 60,896     | 46,687      | 4  | 8,453   | 454 400              |
| Held to maturity investments   | 283,267              |            | 13.00       | *  | 0,433   | 451,423              |
| Asset pledged as collateral  | 52,406               | _          |             |  | 1,245   | 283,267              |
| Financial assets held for trading  | 2,225                | 1,598      |             | 784  |   | 53,651               |
| Other assets   | 15,069               | 12,361     | 1,881       | 111  | 136   | 4,743                |
|  | 2,228,252            | 1,087,032  | 152,587     | 129,135  | 896   | 30,318               |
| Financial liabilities  |                      | 1,007,002  | 102,007     | 129,133  | 33,514  | 3,630,520            |
| Customer deposits  | 1,963,923            | 688,267    | 223,116     | 0.007  | 1227917   |                      |
| Deposits from banks  | 1,487                | 44,263     |             | 9,007  | 58,469  | 2,942,782            |
| Financial liabilities held for trading                                     | 1,697                | 44,203     | 15,688      | 15,665   | 378   | 77,481               |
| Borrowings   | 28,698               | 95,442     |             |  | 4   | 1,701                |
| Other liabilities  | 53,724               |            | 140         | 2,012  | 10  | 126,302              |
|  | 2,049,529            | 85,427     | 24,473      | 13,576   | 4,534   | 181,734              |
|  | 2,045,329            | 913,399    | 263,417     | 40,260   | 63,395  | 3,330,000            |

## 3.4.3 Foreign exchange risk (continued) BANK

| DANK  |             |   |               |             |  |                |
|---|-------------|---|---------------|-------------|--|----------------|
|   | Naira       | USD                                     | GBP           | Euro        | Others   | Total          |
| 31 December 2014  | N 'millions | N 'millions                             | N 'millions   | N 'millions | N 'millions  | N 'millions    |
| Financial assets  |             |   | drawn and the |             | ***************************************  |                |
|   |             |   |               |             |  |                |
| Cash and balances with Central Banks<br>Loans and advances to banks | 664,452     | 4,238                                   | 827           | 525         | 3  | 670.04         |
|   | 22,081      | 174,600                                 | 33,210        | 11,688      | 1,263  | 242.842        |
| Loans and advances to customers                                     |             |   |               | AMMERIEC    | 1,200  | 242,042        |
| - Overdrafts<br>- Term loans  | 186,895     | 108,305                                 | 7             | 51          |  | 295,257        |
|   | 755,267     | 717,731                                 | S-0           | 344         |  | 1,473,342      |
| - Staff loans   | 6,152       |   |               | -           |  |                |
| - Project finance   | 15,766      | 759                                     |               | _           |  | 6,152          |
| - Advances under finance lease                                      | 2,761       | •0                                      |               |             |  | 16,525         |
| Investment securities   |             |   |               |             |  | 2,761          |
| Available-for-sale investments                                      | 371,831     | 32,677                                  | -             |             |  | 404 500        |
| Held to maturity investments  | 140,467     |   |               | 層           | -  | 404,508        |
| Asset pledged as collateral   | 63,158      |   | -             | 9           |  | 140,467        |
| Financial assets held for trading                                   | 904         | 8,354                                   |               |             | •  | 63,158         |
| Other assets  | 12,096      | 5,215                                   | 11            | 7.2         | •  | 9,258          |
|   | 2,241,830   | 1,051,879                               | 34.055        | 10.000      | 0  | 17,323         |
| Financial liabilities   |             | 1,051,075                               | 34,055        | 12,609      | 1,266  | 3,341,638      |
| Customer deposits   | 2,030,463   | 505,144                                 |               |             |  |                |
| Deposits from banks   | 13,087      |   | 9,827         | 5,588       | 0  | 2,551,022      |
| Financial liabilities held for trading                              | 58          | 6,131                                   | 75            | 24          | 3  | 19,245         |
| Borrowings  |             | 7,755                                   | •             | 133         |  | 7,946          |
| Other liabilities   | 30,416      | 346,227                                 | 256           | 1,029       | 22   | 377,950        |
|   | 76,731      | 20,240                                  | 553           | 3,433       | 695  | 101,652        |
|   | 2,150,755   | 885,497                                 | 10,636        | 10,207      | 720  | 3,057,815      |
| 31 December 2013  |             |   |               |             |  |                |
| Financial assets  |             |   |               |             |  |                |
| Cash and balances with CBN  | 538,350     | 4.750                                   | 1000          |             |  |                |
| Loans and advances to banks   |             | 1,753                                   | 477           | 638         | 3  | 541,221        |
| Loans and advances  | 9,623       | 315,410                                 | 28,513        | 11,756      | 2,269  | 367,571        |
| - Overdrafts  | 070.000     |   |               |             |  | 2002/2010/2012 |
| - Term loans  | 273,020     | 54,184                                  |               | 5           | 10.0   | 327,209        |
| - Staff loans   | 637,944     | 422,758                                 |               | 17,495      | 3  | 1,078,200      |
| - Project finance   | 5,532       |   | 1000          |             | · ·  | 5,532          |
| - Advances under finance lease                                      | 50,150      | 10,653                                  | 2.73          | 25          | 196  | 60,803         |
| Investment securities   | 2,095       |   |               |             | (*)  | 2,095          |
| Available-for-sale investments                                      | ****        |   |               |             |  | 2,000          |
| Held to maturity investments  | 328,171     | 30,881                                  | 0.00          | · ·         | 2  | 359,052        |
| Asset pledged as collateral   | 278,876     | *                                       | 9.50          |             |  | 278,876        |
| Financial assets held for trading                                   | 52,406      | •                                       | -             |             |  | 52,406         |
| Other assets  | 2,225       |   |               | -           |  | 2,225          |
| Office assets   | 10,559      | 12,124                                  | 191           | 85          | 9  | 22,968         |
| Financial liabilities   | 2,188,951   | 847,763                                 | 29,181        | 29,979      | 2,284  | 3,098,158      |
|   |             | 100000000000000000000000000000000000000 |               |             | 2,204  | 3,090,136      |
| Customer deposits   | 1,952,814   | 605,971                                 | 8,120         | 3,814       |  | 2 570 742      |
| Deposits from banks   | 1,487       | 124                                     | -             | 8,544       | į.   | 2,570,719      |
| Financial liabilities held for trading                              | 1,697       | 0.00                                    | -             | 0,044       |  | 10,155         |
| Borrowings  | 28,699      | 94,506                                  | 140           | 2,012       | - 6  | 1,697          |
| Other liabilities   | 50,017      | 75,880                                  | 21.058        | 7,485       | DOMESTIC CONTRACTOR OF THE PERSON OF THE PER | 125,363        |
|   | 2,034,714   | 776,481                                 | 29,318        | 21,855      | 2,381  | 156,821        |
|   |             |   | 20,010        | 21,000      | 2.38/  | 2.864.755      |

## 3.4.3 Foreign exchange risk (continued)

The group is exposed to the US dollar and EURO currencies.

The following table details the Group's sensitivity to a 5% increase and decrease in Naira against the US dollar and EURO. Management believe that a 5% movement in either direction is reasonably possible at the balance sheet date. The sensitivity analyses below include outstanding US dollar and EURO denominated financial assets and liabilities. A positive number indicates an increase in profit where Naira weakens by 5% against the US dollar and EURO, For a 5% strengthening of Naira against the US dollar and EURO, there would be an equal and opposite impact on profit.

|  | GR          | OUP         |             | BANK    |         |
|--|-------------|-------------|-------------|---------|---------|
|  | 31 Dec 2014 | 31 Dec 2013 | 31 Dec 2014 |         | ec 2013 |
| Naira strengthens by 5% against the US dollar<br>Profit/(loss) | (18,267)    | (8,682)     |             | (8,319) | (3,564) |
| Naira weakens by 5% against the US dollar<br>Profit/(loss)     | 18,267      | 8,682       |             | 8,319   | 3,564   |
| Naira strengthens by 5% against the EURO<br>Profit/(loss)      | (4,628)     | (4,444)     |             | (120)   | (406)   |
| Naira weakens by 5% against the EURO<br>Profit/(loss)          | 4,628       | 4,444       |             | 120     | 406     |

### 3.4.4 Interest rate risk

Interest rate risk is the risk of loss in income or portfolio value as a result of changes in market interest rates. The Group is exposed to interest rate risk in its fixed income securities portfolio, as well as on the interest sensitive assets and liabilities in the course of banking and or trading. The Board sets limits on the level of mismatch of interest rate repricing and value at risk that may be undertaken, which is monitored daily by the Asset and Liability Committee.

The table below summarises the Group's interest rate gap position showing its exposure to interest rate risks. Value at risk exposure is disclosed in Note 3.4.2.

| GROUP  | Carrying<br>amount<br>N millions | Variable<br>interest<br>N millions | Fixed<br>interest<br>N millions | Non Interest-<br>bearing<br>N millions  |
|--|----------------------------------|------------------------------------|---------------------------------|---|
| 31 December 2014                                     |                                  |                                    |                                 | 7.5.5.5.5.5.5.5.5.5.5.5.5.5.5.5.5.5.5.5 |
| Financial assets                                     |                                  |                                    |                                 |   |
| Cash and balances with Central Banks                 |                                  |                                    |                                 |   |
| Loans and advances to banks                          | 697,601                          | 8,238                              | 7,500                           | 681,863                                 |
| Loans and advances to banks Loans and advances       | 430,053                          | 207,842                            | 43,777                          | 178,434                                 |
| - Overdrafts   |                                  | 1 120 1310 F40 2017                | 10,111                          | 110,454                                 |
| - Term loans   | 314,112                          | 314,112                            | 2                               |   |
| - Staff loans  | 1,792,119                        | 1,792,119                          |                                 | - 1                                     |
| - Project finance                                    | 7,013                            | -                                  | 7,013                           | - 2                                     |
| - Advances under finance lease                       | 77,558                           | 77,558                             |                                 |   |
| Investment securities:                               | 2,761                            | 2,761                              | 2                               |   |
| Available-for-sale investments                       |                                  |                                    |                                 | - 5                                     |
| Held to maturity investments                         | 442,551                          | 1.71                               | 400,206                         | 42,345                                  |
|  | 156,353                          | 14                                 | 156,353                         | 42,040                                  |
| Assets pledged as collateral                         | 64,527                           |                                    | 64,527                          |   |
| Financial assets held for trading Other assets       | 10,708                           |                                    | 2,354                           | 8,354                                   |
| Other assets   | 26,728                           |                                    | 2,007                           | 26,728                                  |
| Financial liabilities                                | 4,022,084                        | 2,402,630                          | 681,730                         | 937,724                                 |
| Customer deposits                                    | 2504000000000                    |                                    |                                 |   |
| Deposits from banks                                  | 2,989,735                        | 1,360,118                          | 1,084,852                       | 544,765                                 |
|  | 163,710                          | 144,599                            | 9,100                           | 10,011                                  |
| Financial liabilities held for trading<br>Borrowings | 9,913                            |                                    |                                 | 9,913                                   |
| Other liabilities                                    | 362,976                          | 185,000                            | 177,976                         | 5,515                                   |
| Outer natimites                                      | 129,484                          |                                    | 111,010                         | 129,484                                 |
|  | 3,655,818                        | 1,689,717                          | 1,271,928                       | 694,173                                 |
| Interest rate mismatch                               | _                                | 712,913                            | (590,198)                       | 243,551                                 |

## 3.4.4 Interest rate risk continued

| A Company of the Company  | Carrying<br>amount<br>N millions  | Variable<br>interest<br>N millions  | Fixed<br>interest   | Non interest-<br>bearing   |
|---|---|---|---|--|
| 31 December 2013  | 14 millions   | iv millions   | N millions  | N millions   |
| Financial assets  |   |   |   |  |
| Cash and balances with Central Banks  | 502 072   |   |   |  |
| Loans and advances to banks   | 593,973   | 181,281   | •   | 412,69   |
| Loans and advances  | 415,210   | 287,412   | 126,019   | 1,77   |
| - Overdrafts  | 240.054   |   |   |  |
| - Term loans  | 340,054   | 340,054   |   | E  |
| - Staff loans   | 1,388,912   | 1,346,891   | 42,021  |  |
| - Project finance   | 6,071   |   | 6,071   |  |
| - Advances under finance lease  | 60,803  | 60,803  | •   |  |
| Investment securities   | 2,095   | 2,095   |   | -  |
| Available-for-sale investments  | 0.444.0.000   |   |   |  |
| Held to maturity investments  | 451,423   |   | 416,013   | 35,410   |
| Assets pledged as collateral  | 283,267   |   | 283,267   |  |
| Financial assets held for trading   | 53,651  | -   | 53,650  |  |
| Other assets  | 4,743   |   | 3,102   | 1,641  |
|   | 30,318  |   |   | 30,317   |
| Financial liabilities   | 3,630,520   | 2,218,536   | 930,143   | 481,839  |
| Customer deposits   | 100000000000000000000000000000000000000   |   |   | 401,033  |
| Deposits from banks   | 2,942,782   | 2,282,463   | 627,520   | 20.700   |
| Financial liabilities held for trading  | 77,481  | 68,052  |   | 32,799   |
| Borrowings  | 1,701   |   | 8,745   | 684  |
| Other liabilities   | 126,302   | 1,603   | 124,699   | 1,701  |
| Other habilities  | 181,732   |   | 124,099   |  |
|   | 3,329,998   | 2,352,118   | 760,964   | 181,732  |
| Laboration of the state of the |   | -11110  | 760,964   | 216,916  |
| Interest rate mismatch  |   | (422 500)   |   |  |
| The table below summarises the Bank's interest rate gap position  | · -   | (133,582)   | 169,178   | 264,923  |
| BANK  | s=  | (133,382)   | 169,178   | 264,923  |
| BANK<br>31 December 2014  | s-  | (133,582)   | 169,178   | 264,923  |
| BANK 31 December 2014 Financial assets  | -   | (133,382)   | 169,178   | 264,923  |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nineria   | 670,045   | (133,382)   |   |  |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks   |   | -   | 7,500   | 662,545  |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks Loans and advances  | 670,045<br>242,842  | (133,582)<br>36,105   |   |  |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks Loans and advances - Overdrafts   |   | 36,105  | 7,500<br>28,332   | 662,545  |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks Loans and advances - Overdrafts - Term loans  | 242,842<br>295,257  | 36,105<br>295,257   | 7,500   | 662,545  |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks Loans and advances - Overdrafts - Term loans - Staff loans  | 242,842   | 36,105  | 7,500<br>28,332<br>-  | 662,545<br>178,405   |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks Loans and advances - Overdrafts - Term loans - Staff loans - Project finance  | 242,842<br>295,257<br>1,473,342<br>6,152  | 36,105<br>295,257<br>1,473,342  | 7,500<br>28,332   | 662,545<br>178,405   |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks Loans and advances - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease   | 242,842<br>295,257<br>1,473,342<br>6,152<br>16,525  | 36,105<br>295,257<br>1,473,342<br>16,525  | 7,500<br>28,332<br>-<br>6,152   | 662,545<br>178,405   |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks Loans and advances - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Investment securities   | 242,842<br>295,257<br>1,473,342<br>6,152  | 36,105<br>295,257<br>1,473,342  | 7,500<br>28,332<br>-  | 662,545<br>178,405   |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks Loans and advances - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Investment securities Available-for-sale investments  | 242,842<br>295,257<br>1,473,342<br>6,152<br>16,525  | 36,105<br>295,257<br>1,473,342<br>16,525  | 7,500<br>28,332<br>-<br>6,152   | 662,545<br>178,405   |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks Loans and advances - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Investment securities Available-for-sale investments Held to maturity investments   | 242,842<br>295,257<br>1,473,342<br>6,152<br>16,525<br>2,761   | 36,105<br>295,257<br>1,473,342<br>16,525  | 7,500<br>28,332<br>-<br>6,152<br>-<br>-<br>-<br>-<br>362,383  | 662,545<br>178,405   |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks Loans and advances - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Investment securities Available-for-sale investments Held to maturity investments Assets pledged as collateral  | 242,842<br>295,257<br>1,473,342<br>6,152<br>16,525<br>2,761<br>404,508  | 36,105<br>295,257<br>1,473,342<br>16,525<br>2,761   | 7,500<br>28,332<br>-<br>6,152<br>-<br>-<br>362,383<br>140,467   | 662,545<br>178,405   |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks Loans and advances - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Investment securities Available-for-sale investments Held to maturity investments Assets pledged as collateral Financial assets held for trading  | 242,842<br>295,257<br>1,473,342<br>6,152<br>16,525<br>2,761<br>404,508<br>140,467<br>63,158                                       | 36,105<br>295,257<br>1,473,342<br>16,525<br>2,761   | 7,500<br>28,332<br>-<br>6,152<br>-<br>-<br>362,383<br>140,467<br>63,158   | 662,545<br>178,405<br>-<br>-<br>-<br>-<br>42,125   |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks Loans and advances - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Investment securities Available-for-sale investments Held to maturity investments Assets pledged as collateral  | 242,842<br>295,257<br>1,473,342<br>6,152<br>16,525<br>2,761<br>404,508<br>140,467<br>63,158<br>9,258                              | 36,105<br>295,257<br>1,473,342<br>16,525<br>2,761   | 7,500<br>28,332<br>-<br>6,152<br>-<br>-<br>362,383<br>140,467   | 662,545<br>178,405   |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks Loans and advances - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Investment securities Available-for-sale investments Held to maturity investments Assets pledged as collateral Financial assets held for trading Other assets   | 242,842<br>295,257<br>1,473,342<br>6,152<br>16,525<br>2,761<br>404,508<br>140,467<br>63,158<br>9,258<br>17,323                    | 36,105<br>295,257<br>1,473,342<br>16,525<br>2,761   | 7,500<br>28,332<br>-<br>6,152<br>-<br>-<br>362,383<br>140,467<br>63,158<br>904  | 662,545<br>178,405   |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks Loans and advances - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Investment securities Available-for-sale investments Held to maturity investments Assets pledged as collateral Financial assets held for trading Other assets   | 242,842<br>295,257<br>1,473,342<br>6,152<br>16,525<br>2,761<br>404,508<br>140,467<br>63,158<br>9,258                              | 36,105<br>295,257<br>1,473,342<br>16,525<br>2,761   | 7,500<br>28,332<br>-<br>6,152<br>-<br>-<br>362,383<br>140,467<br>63,158   | 662,545<br>178,405<br>-<br>-<br>-<br>-<br>-<br>42,125<br>-<br>8,354  |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks Loans and advances - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Investment securities Available-for-sale investments Held to maturity investments Assets pledged as collateral Financial assets held for trading Other assets Financial liabilities Customer deposits   | 242,842<br>295,257<br>1,473,342<br>6,152<br>16,525<br>2,761<br>404,508<br>140,467<br>63,158<br>9,258<br>17,323<br>3,341,638       | 36,105<br>295,257<br>1,473,342<br>16,525<br>2,761   | 7,500<br>28,332<br>-<br>6,152<br>-<br>-<br>362,383<br>140,467<br>63,158<br>904<br>-<br>608,896                                | 662,545<br>178,405<br>-<br>-<br>-<br>42,125<br>-<br>8,354<br>17,323<br>908,752                               |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks Loans and advances - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Investment securities Available-for-sale investments Held to maturity investments Assets pledged as collateral Financial assets held for trading Other assets Financial liabilities Customer deposits Deposits from banks   | 242,842 295,257 1,473,342 6,152 16,525 2,761 404,508 140,467 63,158 9,258 17,323 3,341,638 2,551,022                              | 36,105<br>295,257<br>1,473,342<br>16,525<br>2,761   | 7,500 28,332 - 6,152 - 362,383 140,467 63,158 904 - 608,896 713,611   | 662,545<br>178,405<br>-<br>-<br>-<br>42,125<br>-<br>8,354<br>17,323<br>908,752                               |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks Loans and advances - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Investment securities Available-for-sale investments Held to maturity investments Assets pledged as collateral Financial assets held for trading Other assets Financial liabilities Customer deposits Deposits from banks Financial liabilities held for trading  | 242,842 295,257 1,473,342 6,152 16,525 2,761 404,508 140,467 63,158 9,258 17,323 3,341,638 2,551,022 19,246                       | 36,105<br>295,257<br>1,473,342<br>16,525<br>2,761   | 7,500<br>28,332<br>-<br>6,152<br>-<br>-<br>362,383<br>140,467<br>63,158<br>904<br>-<br>608,896                                | 662,545<br>178,405<br>   |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks Loans and advances - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Investment securities Available-for-sale investments Held to maturity investments Assets pledged as collateral Financial assets held for trading Other assets  Financial liabilities Customer deposits Deposits from banks Financial liabilities held for trading Borrowings  | 242,842 295,257 1,473,342 6,152 16,525 2,761 404,508 140,467 63,158 9,258 17,323 3,341,638 2,551,022 19,246 7,946                 | 36,105<br>295,257<br>1,473,342<br>16,525<br>2,761   | 7,500<br>28,332<br>-<br>6,152<br>-<br>-<br>362,383<br>140,467<br>63,158<br>904<br>-<br>608,896<br>713,611<br>9,100            | 662,545<br>178,405<br>-<br>-<br>-<br>42,125<br>-<br>8,354<br>17,323<br>908,752                               |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks Loans and advances - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Investment securities Available-for-sale investments Held to maturity investments Assets pledged as collateral Financial assets held for trading Other assets  Financial liabilities Customer deposits Deposits from banks Financial liabilities held for trading Borrowings  | 242,842 295,257 1,473,342 6,152 16,525 2,761 404,508 140,467 63,158 9,258 17,323 3,341,638 2,551,022 19,246 7,946 377,950         | 36,105<br>295,257<br>1,473,342<br>16,525<br>2,761   | 7,500 28,332 - 6,152 - 362,383 140,467 63,158 904 - 608,896 713,611   | 662,545<br>178,405<br>-<br>-<br>-<br>42,125<br>-<br>8,354<br>17,323<br>908,752<br>493,268<br>10,010<br>7,946 |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks Loans and advances - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Investment securities Available-for-sale investments Held to maturity investments Assets pledged as collateral Financial assets held for trading Other assets   | 242,842 295,257 1,473,342 6,152 16,525 2,761 404,508 140,467 63,158 9,258 17,323 3,341,638 2,551,022 19,246 7,946 377,950 101,652 | 36,105<br>295,257<br>1,473,342<br>16,525<br>2,761<br>1,823,990<br>1,344,143<br>136<br>205,716 | 7,500<br>28,332<br>-<br>6,152<br>-<br>362,383<br>140,467<br>63,158<br>904<br>-<br>608,896<br>713,611<br>9,100<br>-<br>172,234 | 662,545<br>178,405<br>   |
| BANK 31 December 2014 Financial assets Cash and balances with Central Bank of Nigeria Loans and advances to banks Loans and advances - Overdrafts - Term loans - Staff loans - Project finance - Advances under finance lease Investment securities Available-for-sale investments Held to maturity investments Assets pledged as collateral Financial assets held for trading Other assets  Financial liabilities Customer deposits Deposits from banks Financial liabilities held for trading Borrowings  | 242,842 295,257 1,473,342 6,152 16,525 2,761 404,508 140,467 63,158 9,258 17,323 3,341,638 2,551,022 19,246 7,946 377,950         | 36,105<br>295,257<br>1,473,342<br>16,525<br>2,761   | 7,500<br>28,332<br>-<br>6,152<br>-<br>-<br>362,383<br>140,467<br>63,158<br>904<br>-<br>608,896<br>713,611<br>9,100            | 662,545<br>178,405<br>   |

## NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

3.4.4 Interest rate risk continued BANK

| 31 December 2013   | Carrying amount N millions | Variable<br>Interest<br>N millions             | Fixed<br>interest<br>N millions | Non Interest-<br>bearing<br>N millions |
|--|----------------------------|--|---------------------------------|--|
| Financial assets   |                            |  | TT TIME OF THE OF               | N IIIIIIONS                            |
|  |                            |  |                                 |  |
| Cash and balances with Central Bank of Nigeria   | 541,221                    | 177,507  |                                 |  |
| Loans and advances to banks  | 367,571                    | 252,999  |                                 | 363,714                                |
| Loans and advances   | 007,071                    | 232,399  | 112,794                         | 1,779                                  |
| - Overdrafts   | 327,209                    | 207.000  |                                 |  |
| - Term loans   |                            | 327,209  |                                 |  |
| - Staff loans  | 1,078,200                  | 1,036,179                                      | 42,021                          |  |
| - Project finance  | 5,532                      |  | 5,532                           |  |
| - Advances under finance lease   | 60,803                     | 60,803   |                                 |  |
| Investment securities  | 2,095                      | 2,095  | -                               |  |
| Available-for-sale investments   |                            |  |                                 |  |
| Held to maturity investments   | 359,052                    | •  | 325.839                         | 33,213                                 |
| Assets pledged as collateral   | 278,876                    |  | 278,876                         | 33,213                                 |
| Financial assets held for trading  | 52,406                     | •  | 52,406                          |  |
| Other assets   | 2,225                      |  | 584                             |  |
| STEATURE EXPLANA   | 22,968                     |  | 304                             | 1,641                                  |
| Financial liabilities  | 3,098,158                  | 1,856,792                                      | 818,052                         | 22,968                                 |
| Customer deposits  |                            | E. J. 300 1 - 12 - 12 - 12 - 12 - 12 - 12 - 12 | 010,032                         | 423,315                                |
| Deposits from banks  | 2,570,719                  | 2,112,914                                      | 457.005                         |  |
| Figureial liabilities but to a m   | 10,155                     | 956  | 457,805                         |  |
| Financial liabilities held for trading<br>Borrowings   | 1,697                      | 555  | 8,533                           | 666                                    |
|  | 125.363                    | 1,603  |                                 | 1,697                                  |
| Other liabilities  | 156,821                    |  | 123,760                         |  |
|  | 2,864,755                  | 2 445 470                                      | ·                               | 156,821                                |
| 1. A PORT OF THE P | 2,004,755                  | 2,115,473                                      | 590,098                         | 159,184                                |
| nterest rate mismatch  | _                          | (258,681)                                      | 227,954                         | 264,130                                |

## Interest rate sensitivity gap analysis

The table below summarises the repricing profile of FirstBank Nigeria Ltd.'s non-trading book as at 31st December 2014. Carrying amounts of items are allocated to time bands by reference to the earlier of the next contractual interest rate repricing date and the maturity date. The interest rate exposure of the other subsidiaries' is considered insignificant to the Group. Thus, the repricing profile of the bank is deemed to be fairly representative of the Group.

| <=30 DAYS | 31 - 90<br>DAYS                             | 91 - 180<br>DAYS | 181 - 365   | 1 - 2 YEARS   | 2 YEARS & AROVE  | Rate Sensitive  |
|-----------|---|------------------|---|---|--|---|
| 54        |   |                  |   | 1000  | - TEARS & ABOVE  | Rate Sensitive  |
|           |   | -                |   |   |  | 303   |
|           |   |                  |   | 153   | 72   | 256   |
|           |   |                  | 2   | 5   |  | 7   |
|           |   | -                |   |   |  | 243   |
| _         |   | 4                | 4   | 4   |  | 60  |
|           |   |                  | 226   | 364   | 300  | 1,382   |
|           | 49  | 73               | 150   |   |  | 296   |
|           | -   | 3                |   | -   |  | 236   |
| -         |   | 6                |   |   |  | 3   |
| 500       | 375   | 390              | 393   | Enc   |  | 6   |
| 412       | 365   |                  |   |   | 372  | 2,556   |
|           |   |                  | 211   | 190   | 439  | 1,789   |
|           |   |                  | -   |   | 2  | 20  |
|           |   |                  | 0   | 1   | 142  | 334   |
|           |   | 180              | 211   | 191   |  |   |
| 14        | (119)                                       | 210              | 182   |   |  | 2,143   |
|           | 54<br>-<br>-<br>243<br>20<br>159<br>24<br>- | 54 74            | 54 74 162 33 243 20 28 4 159 224 109 24 49 73 6 500 375 390 412 365 172 20 54 129 8 486 494 180 | DAYS   DAYS | DAYS   DAYS   DAYS   1 - 2 YEARS   1 - 2 Y | DAYS   DAYS   DAYS   DAYS   1 - 2 YEARS   2 YEARS & ABOVE |

Current and Savings deposits, which are included within customer deposits, are repayable on demand on a contractual basis. In practice however, these deposits form a stable base for the bank's operations and liquidity needs because of the broad customer base – both numerically and by depositor type. From on historical maturity patterns.

The sensitivity analyses below for FirstBank Nigeria Limited has been determined based on the exposure to interest rates for both derivatives and non-derivative instruments at the balance sheet date. For floating rate liabilities, the analysis is prepared assuming the amount of liability outstanding at the balance sheet date was outstanding for the whole year. A 7% increase or decrease is used when reporting interest rate risk for USD Libor or EURIBOR. The interest rate exposure of the other subsidiaries is considered insignificant to the Group. Thus, the repricing profile of the bank is deemed to be fairly representative of the Group.

#### 3.4.4 Interest rate risk continued Interest rate sensitivity gap analysis

Management believe that the following movements in either direction (per currency) are reasonably possible at the balance sheet date

| postalic movement         |             | BANK     |          |
|---------------------------|-------------|----------|----------|
| Nibor Increase by 7%      | 31 Dec 2014 | 31       | Dec 2013 |
| Profit/(loss)             |             |          |          |
| Nibor decrease by 7%      |             | (10,810) | 9,769    |
| Profit/(loss)             |             |          |          |
| USD Libor increases by 3% |             | 19,086   | (7,366)  |
| Profit/(loss)             |             |          |          |
| USD Libor decreases by 3% |             | 16,435   | 9,593    |
| Profit/(loss)             |             |          |          |
| EURIBOR increases by 3%   |             | (17,938) | (11,466) |
| Profit/(loss)             |             |          |          |
| EURIBOR decreases by 3%   |             | (22)     | 205      |
| Profit/(loss)             |             |          |          |
| 10 - 120                  |             | (5)      | 473      |

## 3.5 Equity risk

The Group is exposed to equity price risk by holding investments quoted on the Nigerian Stock Exchange (NSE) and other non-quoted investments. Equity securities quoted on the NSE is exposed to movement based on the general movement of the all share index and movement in prices of specific securities held by the Group.

As at 31 December 2014, the market value of quoted securities held by the Group is N1.47billion (2013: N3.9 billion). If the all share index of the NSE moves by 1600 basis points from the 34,657.45 position at 31 December 2014, the effect on the fair value of these quoted securities and the other comprehensive income statement would have been N25.25 million.

The Group holds a number of investments in unquoted securities with a market value of N40.65 billion (2013; N35.54 billion) of which investments in African Finance Corporation (63%), Airtel Nigeria Ltd (23%), and Interswitch Ltd (9%) are the significant holdings. These investments were valued at N25.65 billion (cost N12.7 billion); N9.53 billion (cost N2.9 billion) and N3.73 billion (cost N31 million) respectively as at 31 December 2014. AFC is a private sector led investment bank and development finance institution which has the Central Bank as a single major shareholder (42.5%) with other African financial institutions and investors holding the remaining shares. Airtel Nigeria is a private limited liability company whose principal activity is the provision of mobile telecommunications service using the Global System for Mobile Communications (GSM) platform. Interswitch is an integrated payment and transaction processing company that provides technology integration, advisory services, transaction processing and payment infrastructure to banks, government and corporate organisations. These investments are level 3 instruments, see sensitivity analysis in note 3.6.

The Group does not deal in commodities and is therefore not exposed to any commodity price risk.

NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

## 3.6 Fair value of financial assets and liabilities

(a) Financial instruments measured at fair value
The following table presents the group's assets and liabilities that are measured at fair value at reporting date. There was no transfer between levels during the year.

Recurring Fair value measurement
GROUP

| GROUP                                   |                        |                       |             |                 |
|---|------------------------|-----------------------|-------------|-----------------|
|   | Level 1<br>N 'millions | Level 2<br>N'millions | Level 3     | Total           |
| 31 December 2014                        | IN IMIIIONS            | N millions            | N 'millions | N 'millions     |
| Financial assets                        |                        |                       |             |                 |
| Financial assets held for trading       |                        |                       |             |                 |
| Debt Securities                         | 604                    | 300                   |             |                 |
| Derivatives                             | -                      | 9,804                 |             | 904             |
| Available-for-sale financial assets     | ₹.                     | 8,004                 | *           | 9,804           |
| Investment securities - debt            | 349,546                | 50,659                |             |                 |
| Investment securities - unlisted equity | 543,546                | A                     | 40 700      | 400,205         |
| Investment securities - listed equity   | 1,623                  | -                     | 40,722      | 40,722          |
| Assets pledged as collateral            | 16,261                 | 2,942                 | :           | 1,623<br>19,203 |
| Financial liabilities held for trading  |                        |                       |             | 1,74,000        |
| Derivatives                             |                        | 9,913                 |             |                 |
|   | S#3                    | 9,913                 |             | 9,913           |
| 31 December 2013                        |                        |                       |             |                 |
| Financial assets held for trading       |                        |                       |             |                 |
| Debt Securities                         | 584                    | 2                     |             | 504             |
| Derivatives                             | -                      | 4,159                 |             | 584<br>4,159    |
| Available-for-sale financial assets     |                        |                       |             |                 |
| Investment securities - debt            | 343.074                | 72,939                |             | 440.040         |
| Investment securities - unlisted equity | 010,074                | 12,000                | 31,659      | 416,013         |
| Investment securities - listed equity   | 3,751                  | 3                     |             | 31,659          |
| Assets pledged as collateral            | 20,382                 | 8                     |             | 3,751<br>20,382 |
| Financial liabilities held for trading  |                        |                       |             |                 |
| Derivatives                             | 9                      | 1,701                 | 2           | 1,701           |
| BANK                                    |                        |                       |             |                 |
|   | Level 1                | Level 2               | Level 3     | Total           |
| 31 December 2014                        | N 'millions            | N 'millions           | N 'millions | N 'millions     |
| Financial assets                        |                        |                       |             |                 |
| Financial assets held for trading       |                        |                       |             |                 |
| Listed Debt Securities                  |                        |                       |             |                 |
| Denivatives                             | 604                    | 300                   |             | 904             |
| Available-for-sale financial assets     | •                      | 8,354                 |             | 8,354           |
| Investment securities - debt            |                        |                       |             |                 |
|   | 317,985                | 44,397                |             | 362,382         |
| Investment securities - unlisted equity |                        |                       | 40,655      | 40,655          |
| Investment securities - listed equity   | 1,470                  |                       | (S.*)       | 1,470           |
| Assets pledged as collateral            | 16,261                 | 2,942                 | -           | 19,203          |
| Financial liabilities held for trading  |                        |                       |             |                 |
| Derivatives                             | •                      | 7.946                 | <u>.</u>    | 7.946           |
|   |                        |                       |             | 7,940           |

#### 3.6 Fair value of financial assets and liabilities continued

31 December 2013 Financial assets

| Financial assets held for trading       |          |        |        |         |
|---|----------|--------|--------|---------|
| Listed Debt Securities                  | 584      | 25     |        | 584     |
| Derivatives                             |          | 4.044  | 5      |         |
| Available-for-sale financial assets     |          | 1,641  | 8      | 1,641   |
| Investment securities - debt            | 265,562  | 60,277 | 2      |         |
| Investment securities - unlisted equity | 200,002  |        |        | 325,839 |
| Investment securities - listed equity   | ed Baren | •      | 31,659 | 31,659  |
|   | 1,554    |        | -      | 1,554   |
| Assets pledged as collateral            | 19,137   | 82     | *      | 19,137  |
| Financial liabilities held for trading  |          |        |        |         |
| Derivatives                             | *        | 1,697  |        | 1.697   |

#### (i) Financial instruments in level 1

The fair value of financial instruments traded in active markets is based on quoted market prices at the balance sheet date. A market is regarded as active if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service, or regulatory agency, and those prices represent actual and regularly occurring market transactions on an arm's length basis. The quoted market price used for financial assets held by the group is the current bid price. These instruments are included in Level 1. Instruments included in Level 1 comprise primarily bonds and equity investments classified as trading securities or available for sale.

#### (ii) Financial instruments in level 2

Financial instruments in tevel 2
The fair value of financial instruments that are not traded in an active market (for example, over-the-counter derivatives) is determined by using valuation techniques. These valuation techniques maximise the use of observable market data where it is available and rely as little as possible on entity specific estimates, if all significant inputs required to fair value an instrument are observable, the instrument is included in level 2.

If one or more of the significant inputs is not based on observable market data, the instrument is included in Level 3.

- Specific valuation techniques used to value financial instruments include:
  a) Quoted market prices or dealer quotes for similar instruments;
  b) The fair value of forward foreign exchange contracts is determined using forward exchange rates at the balance sheet date, with the resulting value discounted back to present value: discounted back to present value;
- Other techniques, such as discounted cash flow analysis, sales prices of comparable proprties in close proximity, are used to determine fair value for the

Note that all of the resulting fair value estimates are included in Level 2 except for certain unquoted equities explained below.

#### (iii) Financial instruments in level 3

Inputs for the asset or liability in this fair value hierarchy are not based on observable market data (unobservable inputs). This level includes equity investments with significant unobservable components.

The following table presents changes in level 3 instruments

| At 1 January 2013   |          |
|---|----------|
| Transfer out of Level 3 due to availability of market data          | (*)      |
| Total losses recognised through OCI                                 | 46,309   |
| At 31 December 2013   | (14,650) |
| Total Gains/(losses) recognised through OCI                         | 31,659   |
| Transfer into Level 3 due to change in observability of market data | 8,996    |
| At 31 December 2014   | 67       |
|   | 40,722   |
| BANK  |          |
| At 1 January 2013   |          |
| Transfer out of Level 3 due to availability of market data          | *        |
| Total losses recognised through OCI                                 | 46,309   |
| At 31 December 2013   | (14,650) |
| Total Gains/(losses) recognised through OCI                         | 31,659   |
| Transfer into Level 3 due to change in observability of market data | 8,996    |
| At 31 December 2014   |          |
| activities to activitate that                                       | 40,655   |

Total gains or losses for the period included in profit or loss are presented in 'Net gains/(losses) from investment securities.

## 3.6 Fair value of financial assets and liabilities continued

Information about the fair value measurements using significant unobservable inputs (Level 3)

| Description                | Valuation<br>technique | Range of<br>Unobservable<br>Input(probabil<br>ity-weighted<br>average) |  |   |
|----------------------------|------------------------|--|--|---|
| AIRTEL NIGERIA             | EV/EBITDA              | 25% illiquidity<br>discount  | the higher the illiquidity discount the lower the fair value | _ |
| NIBSS PLC                  |                        | 25% illiquidity discount   | the higher the illiquidity discount the lower the fair value |   |
| AFREXIM BANK LIMITED       | P/E multiples          | 10% illiquidity discount   | the higher the illiquidity discount the lower the fair value |   |
| NTERSWITCH LIMITED         |                        | 25% illiquidity discount   | the higher the illiquidity discount the lower the fair value |   |
| AFRICA FINANCE CORPORATION |                        | 10% illiquidity discount   | the higher the illiquidity discount the lower the fair value |   |

EV/EBITDA or P/E valuation multiple - the bank determines appropriate comparable public company/ies based on industry, size, developmental stage, revenue generation and strategy. The bank then calculates a trading multiple for each comparable company identified. The multiple is calculated by either dividing the enterprise value of the comparable company by its earning before interest, tax, depreciation and amortisation (EBITDA), or dividing the quoted price of the comparable company by its net income (P/E). The trading multiple is then adjusted for discounts/premiums with regards to such consideration as illiquidity and facts and circumstances.

A reasonable change in the illiquidity discount will not result in a material change to the fair value of the investment.

#### (iv) Group's valuation process

The Group's asset liability management (ALM) unit performs the valuation of financial assets required for financial reporting purposes. This team also engages external specialist valuers when the need arises, and reports directly to the Chief Risk Officer. Discussions on the valuation process and results are held between the ALM team and the Chief Risk Officer on a monthly basis in line with the group's management reporting dates.

## 3.7 Financial instruments not measured at fair value

(a) Table below shows the carrying value of financial assets not measured at fair value.

GROUP

| 31 December 2014                     | Level 1<br>N 'millions | Level 2<br>N 'millions | Level 3<br>N 'millions | Total<br>N'millions |
|--------------------------------------|------------------------|------------------------|------------------------|---------------------|
| Financial assets                     |                        |                        |                        |                     |
| Cash and balances with central banks |                        | 7222703                |                        |                     |
| Loans and advances to banks          |                        | 697,601                | 2                      | 697,601             |
| Loans and advances to Customers:     | 55                     | 430,053                | ₽1                     | 430,053             |
| - Overdrafts                         |                        |                        |                        |                     |
| - Term loans                         | -                      |                        | 314,112                | 314,112             |
| - Staff loans                        |                        |                        | 1,792,119              | 1,792,119           |
| - Project finance                    | 2.4                    | •                      | 7,013                  | 7,013               |
| - Advances under finance lease       | X.                     | 14                     | 77,558                 | 77,558              |
| Held to maturity investments         |                        |                        | 2,761                  | 2,761               |
| Asset pledged as collateral          | 110,139                | 46,214                 | •                      | 156,353             |
| Other assets                         | 43,962                 | 1,362                  | -                      | 45,324              |
|                                      | 3 <del>-</del> 38      | 26,728                 |                        | 26,728              |
| Deposit from customers               |                        | Q1015010076511         |                        |                     |
| Deposit from bank                    | •                      | 2,989,735              |                        | 2,989,735           |
| Зогоміпа                             | -                      | 163,710                | 3.                     | 163,710             |
| Other liabilities                    | 141,819                | 221,157                | 98                     | 362,976             |
|                                      | -                      | 129,484                |                        | 129,484             |

| GROUP   | Level 1           | Laure .                | Winds and State of the Control of th |                     |
|---|-------------------|------------------------|--|---------------------|
| ANALY CONTRACTOR                                    | N 'millions       | Level 2<br>N'millions  | Level 3<br>N 'millions   | Total<br>N'millions |
| 31 December 2013 <u>Financial assets</u>            |                   |                        | N mimons   | iv millions         |
| Cash and balances with central banks                |                   | 500 000                |  |                     |
| Loans and advances to banks                         | <u> </u>          | 593,973<br>415,210     | *  | 593,97              |
| Loans and advances to Customers:                    |                   | 415,210                | *  | 415,21              |
| - Overdrafts  | -                 |                        | 340,054  | 240.00              |
| - Term loans  |                   |                        | 1,388,912  | 340,05<br>1,388,91  |
| - Staff loans                                       | *                 | (*)                    | 6,071  | 6,07                |
| - Project finance<br>- Advances under finance lease |                   | ( <del>) (</del> () () | 60,803   | 60,80               |
| Held to maturity investments                        | *                 |                        | 2,095  | 2,09                |
| Asset pledged as collateral                         | 159,791           | 123,476                |  | 283,26              |
| Other assets  | 33,269            | 30,318                 |  | 33,26               |
| Deposit from customers                              |                   | COCON-PROPERTY.        | •  | 30,31               |
| Deposit from bank                                   | 100               | 2,942,782              | ( <b>*</b> )   | 2,942,78            |
| Borrowing   | 0.000             | 77,481                 | (5)  | 77,48               |
| Other liabilities                                   | 0.00<br>0.00      | 126,302                | •  | 126,30              |
|   | 8.2.8             | 181,734                | -  | 181,73              |
| BANK  |                   |                        |  |                     |
|   | Level 1           | Level 2                | Level 3  | Total               |
| 31 December 2014                                    | N 'millions       | N 'millions            | N 'millions  | N 'millions         |
| Financial assets                                    |                   |                        |  |                     |
| Cash and balances with central banks                |                   | 670,045                |  |                     |
| Loans and advances to banks                         |                   | 242,842                |  | 670,04              |
| Loans and advances to Customers:                    |                   |                        | •  | 242,842             |
| - Overdrafts<br>- Term loans                        | ¥                 |                        | 295,257  | 295,257             |
| - Staff loans                                       |                   |                        | 1,473,342  | 1,473,342           |
| - Project finance                                   | 2                 | -                      | 6,152  | 6,152               |
| - Advances under finance lease                      |                   |                        | 16,525   | 16,525              |
| Held to maturity investments                        | 405.007           | -                      | 2,761  | 2,761               |
| Asset pledged as collateral                         | 105,087<br>43,955 | 35,380                 | ₫:   | 140,467             |
| Other assets  | 43,855            | 17,323                 |  | 43,955<br>17,323    |
| Deposit from customers                              | 1.01              | 0.554.000              |  |                     |
| Deposit from bank                                   | 000               | 2,551,022              | 25   | 2,551,022           |
| Borrowing   | 141,819           | 19,246<br>236,131      |  | 19,246              |
| Other liabilities                                   |                   | 101,652                | -  | 377,950<br>101,652  |
| 1 December 2013                                     |                   |                        |  |                     |
| inancial assets                                     |                   |                        |  |                     |
| ash and balances with central banks                 |                   | 541,221                |  | 541,221             |
| oans and advances to banks                          |                   | 367,571                |  | 367,571             |
| oans and advances to Customers: Overdrafts          |                   | 1000-0500090           |  | 551,071             |
| Term loans  |                   |                        | 327,209  | 327,209             |
| Staff loans   |                   |                        | 1,078,200  | 1,078,200           |
| Project finance                                     |                   | •                      | 5,532  | 5,532               |
| Advances under finance lease                        |                   |                        | 60,803   | 60,803              |
| eld to maturity investments                         | 155,400           | 122 470                | 2,095  | 2,095               |
| sset pledged as collateral                          | 33,269            | 123,476                |  | 278,876             |
| ther assets   | -                 | 22,968                 | *  | 33,269<br>22,968    |
| eposit from customers                               |                   | 2,570,719              |  |                     |
| and all forms to the second                         | -                 |                        |  | 2,570,719           |
|   | 40                | 10 155                 |  |                     |
| eposit from bank<br>prowing<br>her liabilities      | #5<br>₩3          | 10,155<br>125,363      |  | 10,155<br>125,363   |

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

3.7 Financial instruments not measured at fair value(b) The fair value of loans and advances to customers (including loan commitments), investment securities and assets held for sale are as follows:

| At 31st Dec<br>Carrying<br>value<br>N 'millions | Fair<br>value   | At 31st December<br>Carrying   |  |
|---|---|--|--|
| value   |   |  |  |
| N 'millions                                     | 4.17.00.00  | value  | Fair<br>value  |
|   | N 'millions   | N 'millions  | N 'millions  |
|   |   |  |  |
|   |   |  |  |
|   |   |  |  |
|   | vandacioni  |  |  |
|   |   | 48,308   | 47,489   |
|   |   | 1,749,627  | 1,749,615  |
|   |   | 283,266  | 251,533  |
| 45,324  | 30,649  | 33,269   | 24,040   |
|   |   |  |  |
| 362,976   | 350,437   | 126,302  | 127,592  |
|   |   | At 31st December 2   | 2013   |
|   |   | Carrying   | Fair   |
|   |   | value  | value  |
| N 'millions                                     | N'millions  | N 'millions  | N 'millions  |
|   |   |  |  |
|   |   |  |  |
| 0.450   | VETTER  |  |  |
|   |   | 47,553   | 47,070   |
|   |   | 1,426,287  | 1,425,893  |
|   |   | 278,875  | 247,550  |
| 43,955  | 29,281  | 33,268   | 24,040   |
|   |   |  |  |
| 377,950   | 365.343   | 125 202  | 126,652  |
|   | At 31st Dece<br>Carrying<br>value<br>N 'millions<br>6,152<br>1,787,885<br>140,467<br>43,955 | 2,186,550 2,186,550 156,353 124,566 45,324 30,649  362,976 350,437  At 31st December 2014 Carrying Fair value value N 'millions N 'millions  6,152 4,377 1,787,885 1,787,885 140,487 108,580 43,955 29,281 | 2,186,550 2,186,550 1,749,627 155,353 124,566 283,266 45,324 30,649 33,269  362,976 350,437 126,302  At 31st December 2014 At 31st December 2 Carrying Value Value N'millions N' |

Investment securities have been fair valued using market prices and is within level 1 of the fair value hierarchy.

(c) The carrying value of the following financial assets and liabilities for both the bank and group approximate their fair values:

Cash and balances with Central banks Loans and advances to banks Assets held for sale Other assets (excluding prepayments) Deposits from banks
Deposits from banks
Deposits from customers
Other flabilities (excluding provisions and accruals)

#### 4. Capital management

The Group's objectives in managing capital are (i) to comply with the capital requirements set by the Central Bank of Nigeria, (ii) to safeguard the Group's ability to continue as a going concern and (iii) to maintain an optimal capital structure suitable for the Group's business strategy.

The Group's capital management approach is driven by its strategy and organisational requirements, taking into account the regulatory and commercial environment in which it operates. It is the Group's policy to maintain a strong capital base to support the development of its business and to meet regulatory

Through its corporate governance processes, the Group maintains discipline over its investment decisions and where it allocates its capital, seeking to ensure that returns on investment are appropriate after taking account of capital costs.

The Group's strategy is to allocate capital to businesses based on their economic profit generation and, within this process, regulatory and economic capital requirements and the cost of capital are key factors. The Bank has an Internal Capital Adequacy Assessment Process which proactively evaluates capital needs vis business growth and the operating environment. It also guides the capital allocation among the subsidiaries and the business units. The Bank's internal capital adequacy assessment entails periodic review of risk management processes and stress testing models to gauge the vulnerability of the bank to exceptional yet possible events; monitoring of levels of risk exposures; and strategic business focus through a system of internal controls that provides assurance to those charged with governance on risk management models and processes.

The Group's capital is divided into two tiers:

- Tier 1 capital: core equity tier one capital including ordinary shares, statutory reserve, share premium and general reserve. Non-controlling interests arising on consolidation from interests in permanent shareholders' equity. The book value of goodwill, unpublished losses and under provisions are deducted in arriving at
- Tier 2 capital: qualifying subordinated loan capital and unrealised gains arising from the fair valuation of financial instruments held as available for sale. Under the Basel II requirements as implemented in Nigeria, Tier 2 capital is restricted to 331/3% of Tier 1 capital.

During the year, Nigerian banks based on regulatory requirements issued by the Central Bank migrated from the Basel I to Basel II in terms of capital adequacy monitoring and reporting. Basel II introduced capital charges for operational risk and market risks which hitherto were unweighted, in addition to the credit risk.

The Central Bank of Nigeria prescribed a minimum limit of 15% of total qualifying capital/total risk weighted assets as a measure of capital adequacy of banks The central balls of regena prescribed a minimum limit of 1976 of lotal qualitying capitational risk weighted assets as a measure of capital adequacy of banks with international banking licence in Nigeria. Total qualifying capital consists of tier 1 and 2 capital less investments in subsidiaries and other regulatory.

The Bank works to maintain adequate capital cover for its trading activities, with a minimum internal target of 16%. Current position is closely monitored and reported fortnightly to the Assets and Liabilities Management Committee.

The table below summarises the Basel II capital adequacy ratio for 2014 and 2013 (December 2013 capital adequacy ratio [Group: 17.73% and Bank: 16.76%] was initially reported in accordance with the requirements of Basel 1 Accord as adopted by the Central Bank of Nigeria). It shows the composition of regulatory capital and ratios for the years. During those years, the individual entities within the Group complied with all the regulatory capital requirements to which they

| Tier 1 capital                                  | '31 Dec 2014<br>N'millions | Group<br>'31 Dec 2013<br>N'millions | Bank<br>'31 Dec 2014<br>N'millions | Bank<br>'31 Dec 2013<br>N'millions |
|---|----------------------------|-------------------------------------|------------------------------------|------------------------------------|
| Share capital                                   |                            |                                     |                                    |                                    |
| Share premium                                   | 16,316                     | 16,316                              | 16.316                             | 16,316                             |
| Statutory reserve                               | 189,241                    | 189,241                             | 189.241                            | 189,241                            |
| Non-controlling interest                        | 64,524                     | 51,988                              | 63,231                             | 51,329                             |
| SMEEIS reserves                                 | 1,641                      | 1,626                               | -                                  | 31,329                             |
| Retained earnings                               | 6,076                      | 6,076                               | 6,076                              | 6.076                              |
| Less: Goodwill/Deferred Tax                     | 118,620                    | 93,584                              | 87,200                             | 67,166                             |
|   | (6,736)                    | (11,172)                            | (1,343)                            |                                    |
| Less: Loan to subsidiary                        |                            | (11,11,2)                           |                                    | (3,655)                            |
| less: Investment in unconsolidated subsidiaries | -                          |                                     | (14,541)                           |                                    |
| Total qualifying for tier 1 capital             | 389,682                    | 347,658                             | (29,493)                           | (29,265)                           |
| 222 CASCO CONTACO                               |                            | 347,038                             | 316,687                            | 297,208                            |
| Tier 2 capital                                  |                            |                                     |                                    |                                    |
| Fair value reserve                              | 14,001                     | 44.000                              |                                    |                                    |
| Other borrowings                                | 141,819                    | 14,228                              | 16,126                             | 13,063                             |
| Total Tier 2 Capital                            | 155.820                    | 47,249                              | 141,819                            | 47,249                             |
|   | 133,020                    | 61,477                              | 157,945                            | 60,312                             |
| Tier 2 Capital Restriction                      | 132,139                    | 61,478                              | 120,688                            | 60,312                             |
| less: Investment in unconsolidated subsidiaries |                            |                                     |                                    |                                    |
| Total qualifying for tier 2 capital             | 400 400                    |                                     | (29,493)                           | (29,265)                           |
|   | 132,139                    | 61,478                              | 91,195                             | 31,047                             |
| Total regulatory capital                        | 521,821                    | 100 100                             |                                    |                                    |
|   | 321,821                    | 409,136                             | 407,882                            | 328,255                            |
| Risk-weighted assets                            |                            |                                     |                                    |                                    |
| Credit Risk                                     | 2,641,045                  | 0.507.554                           |                                    |                                    |
| Operational Risk                                | 485,259                    | 2,587,551                           | 2,131,421                          | 2,029,705                          |
| Market Risk                                     | 465,259                    | 421,658                             | 453,746                            | 393,993                            |
| Total risk-weighted assets                      |                            | 783                                 | 46                                 | 783                                |
|   | 3,126,350                  | 3,009,991                           | 2,585,214                          | 2,424,481                          |
| Risk-weighted Capital Adequacy Ratio (CAR)      | 16.69%                     | 13.59%                              | 15.78%                             | 13.54%                             |
| TIER I CAR                                      | 12.46%                     | 11.55%                              | 12.25%                             | 12.26%                             |

# 5 Significant accounting judgments, estimates and assumptions

The Group's financial statements and its financial result are influenced by accounting policies, assumptions, estimates and management judgement, which necessarily have to be made in the course of preparation of the consolidated financial statements. The Group makes estimates and assumptions that affect the reported amounts of assets and liabilities within the next financial year. All estimates and assumptions required in conformity with IFRS are best estimates undertaken in accordance with the applicable standard. Estimates and judgements are evaluated on a continuous basis, and are based on past experience and other factors, including expectations with regard to future events. Accounting policies and management's judgements for certain items are especially critical for the Group's results and financial situation due to their materiality

## a Impairment charges on financial assets

The Group reviews its loan portfolios for impairment on an on-going basis. The Group first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, and individually or collectively for financial assets that are not individually significant. Impairment provisions are also recognised for losses not specifically identified but which, experience and observable data indicate, are present in the portfolio at the date of assessment.

Management uses estimates based on historical loss experience for assets with credit risk characteristics and objective evidence of impairment similar to those in the portfolio, when scheduling its future cash flows. The methodology and assumptions used for estimating both the amount and timing of future cash flows are reviewed regularly to reduce any differences between loss estimates and actual loss experience.

The use of historical loss experience is supplemented with significant management judgment to assess whether current economic and credit conditions are such that the actual level of inherent losses is likely to differ from that suggested by historical experience. In normal circumstances, historical experience provides objective and relevant information from which to assess inherent loss within each portfolio. In other circumstances, historical loss experience provides less relevant information about the inherent loss in a given portfolio at the balance sheet date, for example, where there have been changes in economic conditions such that the most recent trends in risk factors are not fully reflected in the historical information. In these circumstances, such risk factors are taken into account when calculating the appropriate levels of impairment allowances, by adjusting the impairment loss derived solely from historical loss experience.

The detailed methodologies, areas of estimation and judgement applied in the calculation of the Group's impairment charge on financial assets are set out in the Financial risk management section.

The estimation of impairment losses is subject to uncertainty, which has increased in the current economic environment, and is highly sensitive to factors such as the level of economic activity, unemployment rates, property price trends, and interest rates. The assumptions underlying this judgement are highly subjective. The methodology and the assumptions used in calculating for more information.

# b Fair value of financial instruments

The fair value of financial instruments where no active market exists or where quoted prices are not otherwise available are determined by using valuation techniques. In these cases, the fair values are estimated from observable data in respect of similar financial instruments or using models. Where market observable inputs are not available, they are estimated based on appropriate assumptions.

Where valuation techniques (for example, models) are used to determine fair values, they are validated and periodically reviewed by qualified personnel independent of those that sourced them. All models are certified before they are used, and models are calibrated to ensure that outputs reflect actual data and comparative market prices. To the extent practical, models use only require management to make estimates.

Changes in assumptions about these factors could affect the reported fair value of financial instruments. Refer to Note 3.6 for additional sensitivity information for financial instruments

### c Held-to-maturity investments

In accordance with IAS 39 guidance, the Group classifies some non-derivative financial assets with fixed or determinable payments and fixed maturity as held to maturity. This classification requires significant judgement. In making this judgement, the Group evaluates its intention and ability to hold such investments to maturity. If the Group were to fail to keep these investments to maturity other than for the specific circumstances – for example, selling an insignificant amount close to maturity – the Group is required to reclassify the entire category as available for sale. Accordingly, the investments would be measured at fair value instead of amortised cost.

## d Retirement benefit obligation

For defined benefit pension plans, the measurement of the group's benefit obligation and net periodic pension cost/(income) requires the use of certain assumptions, including, among others, estimates of discount rates and expected return on plan assets. See note 35, "Retirement benefits obligation," for a description of the defined benefit pension plans. An actuarial valuation is performed by actuarial valuation experts on an annual basis to determine the retirement benefit obligation of the group.

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

# 5 Significant accounting judgments, estimates and assumptions

#### e Impairment of Goodwill

The group tests annually whether goodwill has suffered any impairment, in accordance with the accounting policy. The recoverable amounts of cash-generating units have been determined based on value-in-use calculations. These calculations

An impairment charge of N501 million arose in ICB Guinea in the retail segment during the course of year 2014, resulting in the carrying amount of the CGU being written down to its recoverable amount.

If the terminal growth rate had been higher by 0.5%,the group would have recognised impairment lower by N20 million while if it had been lower by 0.5% a further charge of N19 million would have been recognised in the group books. See note 29 for key assumptions on impairment testing for goodwill.

If the weighted average cost of capital rate had been lower by 0.5% the group would have recognised impairment lower by N45 million while if it had been higher by 0.5% a further charge of N43 million would have been recognised in the group's books.

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS At 31 December 2014

## 6 Segment information

Following the management adoption of IFRS 8, operating segments are reported in accordance with the internal reports provided to the Group's Management Committee (the chief operating decision maker), which is responsible for allocating resources to the operating segments and The Group is divided into the following business units:

# Retail Banking

Retail Banking cuts across private individuals, businesses and public sector clients, at the lower end of the market. It also covers small and medium enterprises (SMEs), local government agencies, and affluent customers.

### Corporate Banking

Corporate Banking serves the middle segment of the business banking value chain, and clients comprise predominantly unrated and noninvestment grade companies with a generally higher risk profile compared to institutional clients.

# Institutional Banking

The Institutional Banking segment is the top end of the business banking value chain and consists of the largest organisations across our target industries i.e., oil and gas, conglomerates and services, manufacturing, telecommunications, transport, financial institutions/multilaterals,

#### **Public Sector**

The public sector banking serves the three tiers of government especially the state governments. It also caters for government's parastatals, Ministries, Department and Agencies (MDAs) by serving their banking needs and provide structured facilities to aid in the economic development of

#### Treasury Services

The corporate treasury serves the needs of the group in the following areas among others:

- Cash Management
- Liquidity Planning and Control
- Management of interest, currency and commodity risks
- Procurement of finance and financial investments
- Contacts with banks and rating agencies
- Corporate finance.

#### Others

This segment includes the corporate office excluding treasury services.

The Group's management reporting is based on a measure of operating profit . This measurement basis excludes the effects of non-recurring expenditure from the operating segments such as restructuring costs, legal expenses and goodwill impairments when the impairment is the result of an isolated, non-recurring event.

The information provided about each segment is based on the internal reports about segment profit or loss, assets and other information, which are

# Segment result of operations

Total revenue in the segment represents: Interest income, fee and commission income, net gains or losses on foreign exchange income, net gains/ losses on investment securities, net gains/ losses from financial assets classified as held for trading, dividend income and other operating income.

The segment information provided to the Group management committee for the reportable segments for the year ended 31 December 2014 is as follows:

| At 31st December 2014   | Institutional<br>Banking<br>N'millions | Corporate<br>Banking<br>N 'millions | Retail<br>Banking<br>N'millions | Public<br>Sector<br>N'millions | Treasury<br>Services<br>N'millions | Others<br>N 'millions | Total N 'millions |
|---|--|-------------------------------------|---------------------------------|--------------------------------|------------------------------------|-----------------------|-------------------|
| Total segment revenue Inter-segment revenue Revenue from external customers | 61,828<br>21,356<br>83,183             | 88,038<br>20,461<br>108,499         | 230,325<br>(81,189)             | (                              | 28,829<br>61,055                   | 11,454<br>(4,397)     | 455,096<br>-      |
|   | - 00,100                               | 100,433                             | 149,136                         | 17,335                         | 89,884                             | 7,057                 | 455,096           |
| Profit/(loss) before tax<br>Income tax expense<br>Profit for the year       | 37,105<br>(44)                         | 47,526<br>(2,035)                   | 149,346<br>(165)                | 10,183                         | 24,890<br>(377)                    | (174,599)<br>(6,905)  | 94,451<br>(9,526) |
| Impairment charge on credit losses  | 37,061                                 | 45,491                              | 149,181                         | 10,183                         | 24,513                             | (181,504)             | 84,925            |
| Impairment charge on doubtful receivables                                   | (561)                                  | (14,257)                            | (9,180)                         | (637)                          | -                                  | (3,213)               | (27,848)          |
| Impairment charge on goodwill   |  |                                     |                                 |                                | • 1                                | (17)                  | (17)              |
| Profit for the year from discontinued operations                            |  | -                                   |                                 | -                              | •                                  | (501)                 | (501)             |
| Depreciation  |  | -                                   |                                 | (*)                            |                                    | (84)                  | (84)              |
|   |  | -                                   | -                               | •                              |                                    | (10,531)              | (10,531)          |

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS At 31 December 2014

# 6 Segment information continued

|  | Institutional<br>Banking<br>N'millions | Corporate<br>Banking<br>N'millions | Retail<br>Banking<br>N 'millions | Public<br>Sector<br>N'millions | Treasury<br>Services<br>N'millions | Others N 'millions  | Total N 'millions  |
|--|--|------------------------------------|----------------------------------|--------------------------------|------------------------------------|---|--|
| At 31st December 2014  |  |                                    |                                  |                                |                                    | Tr minoris  | IV IIIIIIOIIS  |
| Total assets   | 604.007                                | 4 000 000                          | 1000000000                       | -240                           |                                    |   |  |
| Other measures of assets:                                    | 684,887                                | 1,030,227                          | 450,833                          | 37,260                         | 548,163                            | 1,380,265   | 4,131,635  |
| Loans and advances to customers                              | 077.704                                |                                    |                                  |                                |                                    |   |  |
| Investment in associates                                     | 677,724                                | 1,030,227                          | 448,331                          | 37,260                         | 250                                | 21  | 2,193,563  |
| Expenditure on non-current assets                            | 5                                      | 100                                |                                  | -                              | -                                  | -   | #  |
| Investment securities  | 7.400                                  | -                                  | -                                |                                |                                    | 83,404  | 83,404   |
|  | 7,163                                  | 100                                | 2,503                            | 2                              | 546,893                            | 42,345  | 598,904  |
| Total liabilities  | 312,649                                | 694,974                            | 1,619,975                        | 429,508                        | 4,896                              | 606,616   | 3,668,618  |
| At 31st December 2013  |  |                                    |                                  |                                |                                    |   |  |
| Total segment revenue  | 79,988                                 | 74,637                             | 98,468                           | 34,843                         | 83,371                             | 375   | 274 000  |
| Inter-segment revenue  | (23,801)                               | (12,815)                           | 82,985                           | 29,609                         | (75,955)                           |   | 371,682  |
| Revenue from external customers                              | 56,187                                 | 61,822                             | 181,453                          | 64,452                         | 7,416                              | (23)<br>352   | 371,682  |
| Profit/(loss) before tax                                     | 44,825                                 | 34,952                             | 133,369                          | 37,647                         | 22.424                             | (400 040)   | Variation  |
| Income tax expense   |  | -1,002                             | 100,000                          | 37,047                         | 22,434                             | (186,643)   | 86,586   |
| Profit for the year  | 44,825                                 | 34,952                             | 133,369                          | 37,647                         | 22 424                             | (21,009)  | (21,009)   |
| Impairment charge on credit losses                           | (5,458)                                | (11,014)                           | (7,107)                          | 691                            | 22,434                             | (207,652)   | 65,577   |
| Impairment charge on doubtful receivables                    | (0,100)                                |                                    |                                  |                                |                                    | -   | (22,887)   |
| Profit for the year from discontinued operations             |  |                                    |                                  | -                              |                                    | (264)   | (264)  |
| Depreciation =   |  | -                                  | -                                |                                | -                                  | 875   | 875  |
|  |  | 1174<br>1174                       | -                                | -                              |                                    | (9,823)   | (9,823)  |
| At 31st December 2013 Total assets                           | 616,291                                | 670,530                            | 328,797                          | 182,317                        | 757,674                            | 1,193,766   | 3,749,375  |
| Other measures of assets:                                    |  |                                    | ,,,,,,                           | 102,017                        | 707,014                            | 1, 193,700  | 3,749,375  |
| Loans and advances to customers                              | 616,291                                | 670,530                            | 328,797                          | 182,317                        |                                    |   | 4 707 025  |
| Investment in associates =                                   | -                                      |                                    | -                                | -                              |                                    | 6,225   | 1,797,935  |
| Expenditure on non-current assets                            | -                                      | -                                  | -                                | <b>a</b> )                     | 565                                | 78,489  | 6,225  |
| Investment securities =                                      | 4                                      |                                    |                                  | -                              | 699,280                            | 35,410  | 78,489<br>734,690  |
| Total liabilities =  | 321,558                                | 589,275                            | 1,333,723                        | 705,693                        | 440.000                            |   |  |
|  |  |                                    |                                  |                                | 143,360                            | 270,618   | 3,364,227  |
| Geographical information                                     |  |                                    |                                  |                                | 143,360                            | 270,618   | 3,364,227  |
| Geographical information                                     |  |                                    |                                  |                                | 143,360                            | 270,618   | 3,364,227  |
|  |  |                                    |                                  |                                | 3                                  | 1 Dec 2014  | 31 Dec 2013  |
| Revenues   |  |                                    |                                  |                                | 3                                  | 1 Dec 2014<br>N'millions                                  | 31 Dec 2013<br>N'millions  |
| Revenues   |  |                                    |                                  |                                | 3                                  | 1 Dec 2014<br>N'millions<br>413,913                       | 31 Dec 2013<br>N 'millions<br>344,806  |
| Revenues  Nigeria  Dutside Nigeria                           |  |                                    |                                  |                                | 3                                  | 1 Dec 2014<br>N 'millions<br>413,913<br>41,181            | 31 Dec 2013<br>N 'millions<br>344,806<br>26,876  |
|  |  |                                    |                                  |                                | 3                                  | 1 Dec 2014<br>N'millions<br>413,913                       | 31 Dec 2013<br>N 'millions<br>344,806  |
| Revenues  Nigeria  Dutside Nigeria                           |  |                                    |                                  |                                | 3                                  | 1 Dec 2014<br>N 'millions<br>413,913<br>41,181            | 31 Dec 2013<br>N 'millions<br>344,806<br>26,876  |
| Revenues  Nigeria  Dutside Nigeria  Total                    |  |                                    |                                  |                                | 31                                 | 1 Dec 2014<br>N'millions<br>413,913<br>41,181<br>455,094  | 31 Dec 2013<br>N 'millions<br>344,806<br>26,876  |
| Revenues  Nigeria  Dutside Nigeria  Total  Ion current asset |  |                                    |                                  |                                | 31                                 | 1 Dec 2014<br>N 'millions<br>413,913<br>41,181<br>455,094 | 31 Dec 2013<br>N 'millions<br>344,806<br>26,876<br>371,682                               |
| Revenues  Nigeria  Dutside Nigeria  Total  Ion current asset |  |                                    |                                  |                                | 31                                 | 1 Dec 2014<br>N 'millions<br>413,913<br>41,181<br>455,094 | 31 Dec 2013<br>N 'millions<br>344,806<br>26,876<br>371,682                               |
| Revenues  Nigeria  Dutside Nigeria  Total                    |  |                                    |                                  |                                | 31                                 | 1 Dec 2014<br>N 'millions<br>413,913<br>41,181<br>455,094 | 31 Dec 2013<br>N 'millions<br>344,806<br>26,876<br>371,682<br>31 Dec 2013<br>N 'millions |

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

#### 7 Interest income

|  | GRO         | GROUP       |             | NK          |
|--|-------------|-------------|-------------|-------------|
|  | 31 December | 31 December | 31 December | 31 December |
|  | 2014        | 2013        | 2014        | 2013        |
|  | N 'millions | N 'millions | N 'millions | N 'millions |
| Investment securities Loans and advances to banks Loans and advances to customer | 79,627      | 76,071      | 69,516      | 71,571      |
|  | 14,071      | 15,085      | 8,044       | 9,202       |
|  | 255,579     | 219,068     | 232,376     | 203,665     |
|  | 349,277     | 310,224     | 309,936     | 284,438     |

Interest income on loans and advances to customers includes interest income on impaired financial assets, recognised using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss. This is analysed as follows: Group N0.598 billion (2013:N1.3 billion) and Bank N0.499 billion (2013:N1.3 billion)

### 8 Interest expense

|   | GRO                                | GROUP                             |                                    | NK                                 |
|---|------------------------------------|-----------------------------------|------------------------------------|------------------------------------|
|   | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N'millions | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N 'millions |
| Customer Deposits<br>Deposit from banks | 89,085<br>2,713                    | 79,678                            | 81,788                             | 73,592                             |
| Borrowings                              | 17,924                             | 2,631<br>4,100                    | 2,248<br>10,451                    | 2,094                              |
|   | 109,722                            | 86,409                            | 94,487                             | 77,729                             |

# 9 Impairment charge for credit losses

|  | GRO                                | UP                                 | BA                                 | NK                                |
|--|------------------------------------|------------------------------------|------------------------------------|-----------------------------------|
|  | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N 'millions | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N'millions |
| Loans and advances to customers (refer note 20)  |                                    |                                    |                                    |                                   |
| Increase in collective impairment  | 2,960                              | 1,265                              | 2,343                              | 1,262                             |
| Increase in specific impairment  | 24,888                             | 21,622                             | 20,727                             | 20,912                            |
| Not seemed to the seemed to th | 27,848                             | 22,887                             | 23,070                             | 22,174                            |
| Net recoveries on loans previously written off   | (2,135)                            | (2,630)                            | (2,089)                            | (2,597)                           |
| Other assets (refer note 31.1)   |                                    |                                    |                                    |                                   |
| Increase/(decrease) in impairment  | 17                                 | 264                                | (57)                               | 261                               |
|  | 25,730                             | 20,521                             | 20,924                             | 19,838                            |

The Group Impairment charge in the financial year ended December 2014 stood at N27.8 billion from N22.8 billion recorded in December 2013. This is due to the recognition of impairment in some small-medium sized exposures to fast track remedial action in line with the bank's delinquency management/loan workout process.

| 10 (a) Fee and commission income              | GRO                                | DUP                                | BANK                              |                                    |
|---|------------------------------------|------------------------------------|-----------------------------------|------------------------------------|
|   | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N 'millions | 31 December<br>2014<br>N'millions | 31 December<br>2013<br>N 'millions |
| Credit related fees<br>Commission on turnover | 2,435                              | 2,782                              | 1,374                             | 1,919                              |
| Letters of credit commissions and fees        | 15,284<br>6,636                    | 17,618                             | 15,270                            | 17,615                             |
| Electronic banking fees                       | 11,465                             | 5,472<br>7,648                     | 5,327<br>11,465                   | 4,527<br>7,648                     |
| Money transfer commission                     | 2,195                              | 3,634                              | 2,177                             | 1,837                              |
| Commission on Bonds and Guarantees            | 1,146                              | 617                                | 1,131                             | 620                                |
| Funds transfer & Intermediation fees          | 5,086                              | 3,388                              | 3,171                             | 3,193                              |
| Account Maintenance                           | 8,344                              | 7,931                              | 7,749                             | 7,220                              |
| Brokerage and Intermediations                 | 4,631                              | 3,810                              | 1,076                             | 1,154                              |
| Other fees and commissions                    | 1,277                              | 346                                | 676                               | 114                                |
|   | 58,499                             | 53,246                             | 49,416                            | 45,847                             |
| 10 (b) Fee and commission expense             | 6,940                              | 5,448                              | 8,574                             | 5,479                              |

Fee and commission expense relates to charges raised by other banks on holders of First Bank Limited ATM cards, who make use of the other banks machines while transacting business, and SMS alert related expenses.

| 11 | Net gains/(losses) on Foreign exchange income GROUP                           |                                    | DAIN                               |                                    | NK                                 |
|----|---|------------------------------------|------------------------------------|------------------------------------|------------------------------------|
|    |   | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N 'millions | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N 'millions |
|    | Fair value gain/(loss) on foreign exchange<br>Foreign exchange trading income | 29,174<br>14,110                   | (2,417)<br>9,042                   | 28,607<br>12,676                   | (2,620)<br>7,370                   |
|    |   | 43,284                             | 6,625                              | 41,283                             | 4,750                              |

The revaluation gain in 2014 is due to exchange rate movements on the bank's long foreign currency balance sheet position as at 31 December

# 12 Net gains/(losses) on investment securities

|                                   |             | GROUP       |             | NK          |
|-----------------------------------|-------------|-------------|-------------|-------------|
|                                   | 31 December | 31 December | 31 December | 31 December |
|                                   | 2014        | 2013        | 2014        | 2013        |
|                                   | N'millions  | N'millions  | N 'millions | N 'millions |
| Equity securities Debt securities | 769         | (489)       | 91          | (554)       |
|                                   | 68          | 1,872       | 55          | 3,485       |
|                                   | 837         | 1,383       | 146         | 2,931       |

# 13 Net gains / (losses) from financial instruments held for trading

| 31 December         |                                    | BANK  |  |
|---------------------|------------------------------------|---|--|
| 2014<br>N 'millions | 31 December<br>2013<br>N 'millions | 31 December<br>2014<br>N 'millions  | 31 December<br>2013<br>N 'millions   |
| (28)<br>541         | 595<br>(20)<br>(1,961)<br>(1,386)  | 569<br>(28)   | 595<br>(20)<br>(1,961)<br>(1,386)  |
|                     | N 'millions<br>569<br>(28)         | 2014 2013<br>N 'millions N 'millions<br>569 595<br>- (20)<br>(28) (1,961) | 2014 2013 2014<br>N'millions N'millions N'millions 569 595 569<br>- (20) - (28) (1,961) (28) |

# 14 Other operating income

|   | GROUP                              |                                    | BANK                               |                                    |
|---|------------------------------------|------------------------------------|------------------------------------|------------------------------------|
|   | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N 'millions | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N 'millions |
| Profit on sale of property, plant and equipment<br>Other income | 382<br>1,455                       | 284<br>683                         | 401<br>1,032                       | 302<br>359                         |
| 240 TW - 10 TO  | 1,837                              | 967                                | 1,433                              | 661                                |
| Other income is lesselves at the                                |                                    |                                    |                                    |                                    |

Other income is largely comprises of income made by the group from private banking services.

## 15 (a) Operating expenses

|  | GRO                                | GROUP                              |                                   | BANK                              |  |
|--|------------------------------------|------------------------------------|-----------------------------------|-----------------------------------|--|
| Auditors' remuneration                   | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N 'millions | 31 December<br>2014<br>N'millions | 31 December<br>2013<br>N'millions |  |
| Directors' emoluments                    | 315                                | 321                                | 250                               | 300                               |  |
| Regulatory cost                          | 5,340                              | 6,085                              | 4,311                             | 5,262                             |  |
| Maintenance                              | 30,159                             | 24,922                             | 29,809                            | 24,627                            |  |
| Insurance premium                        | 19,079                             | 21,916                             | 18,668                            | 21,924                            |  |
| Rent & rates                             | 1,729                              | 1,296                              | 1,333                             | 1,296                             |  |
| Advert and Corporate Promotions          | 4,025                              | 2,710                              | 3,670                             | 2,710                             |  |
| Legal and Professional fees              | 11,783                             | 7,704                              | 11,629                            | 7,474                             |  |
| Donations & Subscriptions                | 2,109                              | 2,011                              | 1,531                             | 1,526                             |  |
| Stationary & printing                    | 1,792                              | 1,747                              | 1,458                             | 1,558                             |  |
| Consultancy Fees                         | 2,195                              | 2,016                              | 1,972                             | 1,869                             |  |
| Communications, lights and power         | 1,966                              | 1,534                              | 1,676                             | 1,418                             |  |
| Cash handling charges                    | 6,106                              | 3,053                              | 5,987                             | 3,053                             |  |
| Operational and other losses             | 3,042                              | 2,771                              | 3,016                             | 2,771                             |  |
| Passages & Travels                       | 18,488                             | 5,155                              | 16,950                            | 3,947                             |  |
| Outsourced cost                          | 5,058                              | 5,092                              | 5,054                             | 5,092                             |  |
| Impairment of investment in subsidiaries | 12,248                             | 9,850                              | 12,248                            | 9,850                             |  |
| Other operating expenses                 | •                                  | 7                                  | 2,121                             | -                                 |  |
| t  | 8,674                              | 3,022                              | 6,044                             | 1,631                             |  |
|  | 134,108                            | 101,205                            | 127,727                           | 96,308                            |  |

| 5 (b) Personr             | ici expenses   | GRO         | 77          | BAI         | NK         |
|---------------------------|--|-------------|-------------|-------------|------------|
|                           |  | 31 December | 31 December | 31 December | 31 Decembe |
|                           |  | 2014        | 2013        | 2014        | 201        |
|                           |  | N'millions  | N 'millions | N 'millions | N 'million |
| Wages a                   | and salaries   | 67.005      | 22/22/7     |             | 2000000000 |
| Pension                   |  | 67,625      | 52,579      | 58,298      | 45,617     |
|                           | d contribution plans   | 0.744       | 1740000     |             |            |
|                           | d benefit plans (Note 35)  | 2,711       | 2,550       | 2,463       | 2,429      |
| - Other e                 | employee benefits  | 166         | 3,689       | 26          | 3,603      |
|                           | ,,   | 2,224       | 1,638       | 2,224       | 1,638      |
| 6 Taxation                | 1  | 72,726      | 60,456      | 63,011      | 53,287     |
| Corporate                 | e tax  | *           |             |             |            |
|                           | Fiscal Levy/ Contingent Tax  | 6,161       | 15,200      | 2,937       | 11,748     |
| Education                 |  | -           | 13          |             |            |
| Technolo                  |  | 20          | 1,301       |             | 1,258      |
| Capital ga                |  | 814         | 769         | 814         | 769        |
|                           |  | •           | 27          | 77.         | 27         |
|                           | ovision in prior years   |             | 11          |             | -          |
|                           | ncome tax - current period   | 6,975       | 17,321      | 3,751       | 13,802     |
| Originatio                | n and reversal of temporary deferred tax differences   | 2,551       | 3,688       | 2,434       | 3,686      |
| Income to                 | ax expense   | 9,526       | 21,009      | 6,185       | 17,488     |
| Group                     |  |             |             | 9,100       | 17,400     |
| Desti hat                 |  | 2014        | į.          | 201:        | 3          |
| The second second         | ore income tax   | 94,367      |             | 87,460      |            |
| 2012: 30%                 | lated using the domestic corporation tax rate of 30% (2013: 30%,   | 28,310      | 30%         | 26,238      | 30%        |
| Effect of to              | Dy roton in foreign bulledfull   |             |             | 20,200      | 30%        |
|                           | ax rates in foreign jurisdictions<br>clible expenses   | (129)       | 0%          |             | 0%         |
|                           | ducation tax levy  | 17,090      | 18%         | 4,516       | 5%         |
|                           | officer and the state of the st | -           | 0%          | 1,301       | 1%         |
|                           | apital gains tax   | 814         | 1%          | 769         | 1%         |
|                           | inimum tax   | *           | 0%          | 27          | 0%         |
|                           | ational fiscal levy  | 21          | 0%          | •           | 0%         |
|                           | xcess dividend tax   | 22          | 0%          |             | 0%         |
| Tax exemp                 | ot income  | 403         | 0%          | 5,349       | 6%         |
|                           | sposal of items of PPE   | (36,797)    | -39%        | (17,712)    | -19%       |
| Effect of ch              | nange in PBT due to IFRS adjustments   |             | 0%          | 1           | 0%         |
| Tax incenti               | ves  |             | 0%          | 15          | 0%         |
| Tax loss ef               |  | (230)       | 0%          | (231)       | 0%         |
|                           | der provided in prior years  | 70          | 0%          | (4)         | 0%         |
| Effect of pri             | ior period adjustment on deferred tax  | -           | 0%          | 13          | 0%         |
| Total incom               | ne tax expense in income statement   | 22          | 0%          | 727         | 1%         |
| Income tax                |  | 9,526       | 0           | 21,009      | 0          |
| Bank                      | Conputible   | 9,526       | 10%         | 21,009      | 24%        |
|                           |  | 2014        |             | 2013        |            |
| Profit before             | e income tax   | 85,536      |             | 76,853      |            |
| Tax calcula<br>2010: 30%) | ted using the domestic corporation tax rate of 30% (2011: 30%,   |             |             |             |            |
| 2010. 30%)                | 10   | 25,661      | 30%         | 23,056      | 30%        |
|                           | ible expenses<br>ucation tax levy  | 16,292      | 19%         | 3,782       | 4%         |
|                           | ormation tax levy  | -           | 0%          | 1,258       | 1%         |
|                           | ormation technology<br>Dital gains tax   | 814         | 1%          | 769         | 1%         |
|                           | cess dividend tax  | in the same | 0%          | 27          | 0%         |
| Tax exempt                |  | 402         | 0%          | 5,346       | 6%         |
| Tax incentiv              |  | (36,754)    | -43%        | (17,383)    | -20%       |
|                           |  | (230)       | 0%          | (94)        | 0%         |
| Total income              | or period adjustment on deferred tax   |             | 0%          | 727         | 1%         |
|                           | e tax expense in income statement  | 6,185       | 7%          | 17,488      | 23%        |
|                           | expense  | 6,185       | 7%          |             |            |

### NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

| 16 | Taxation continued   | GRO  | UP  | BANK   |   |
|----|--|--|---|--|---|
|    | Manager and the second   | 31 December<br>2014<br>N 'millions                     | 31 December<br>2013<br>N 'millions                          | 31 December<br>2014<br>N'millions                    | 31 December<br>2013<br>N 'millions              |
|    | The movement in the current income tax liability is as follows:  |  |   |  | 14 1111110110                                   |
|    | At start of the year Effect of adjustment on acquired entities Tax paid Withholding tax credit utilised Prior period (over)/ under provision AFS Securities Revaluation Tax charge/(credit) Income tax charge Effect of Changes in Exchange Rate | 31,633<br>3<br>(30,276)<br>(11)<br>-<br>(682)<br>6,975 | 22,536<br>(729)<br>(8,455)<br>(4)<br>(2)<br>(282)<br>17,321 | 29,836<br>-<br>(27,029)<br>-<br>-<br>-<br>-<br>3,751 | 19,768<br>-<br>(3,734)<br>-<br>-<br>-<br>13,802 |
|    | At 31 December   | 888  | 1,248   | -  |   |
|    |  | 8,530  | 31,633  | 6,558  | 29,836  |
|    | Current  | 8,530  | 31,633  | 6,558  | 29,836  |

# 17 Cash and balances with central banks

|   | GROUP       |             | BANK        |             |
|---|-------------|-------------|-------------|-------------|
|   | 31 December | 31 December | 31 December | 31 December |
|   | 2014        | 2013        | 2014        | 2013        |
|   | N 'millions | N 'millions | N 'millions | N 'millions |
| Cash Balances with central banks excluding mandatory reserve deposits | 63,306      | 71,681      | 44,338      | 38,973      |
|   | 71,058      | 181,281     | 65,630      | 177,507     |
| Mandatory reserve deposits with Central Banks                         | 134,364     | 252,962     | 109,968     | 216,480     |
|   | 563,237     | 341,011     | 560,077     | 324,741     |
|   | 697,601     | 593,973     | 670,045     | 541,221     |

Included in balances with central bank is a call placement of N7.5 billion for Group and Bank (31 December 2013: N137.04 billion)

Restricted deposits with central banks are not available for use in Group's day to day operations. The bank had restricted balances of N560.08 billion with central Bank of Nigeria (CBN) as at 31st December 2014 (December 2013: N325 billion). This balance is CBN cash reserve requirement. The cash reserve ratio represents a mandatory 15% of non-government deposits (December 2013: 12%) and 75% of government deposit (December 2013:50%) which should be held with the Central Bank of Nigeria as a regulatory requirement. FBN UK, FBN Ghana, FBN Gambia, FBN Gulnea and FBN Senegal had restricted balances of N0.428 billion, N0.968 billion, N0.159 million,N1.407 billion and N0.198 billion respectively with their

### Cash and cash equivalents

For the purpose of the statement of cash flows, cash and cash equivalents comprise balances with less than three months' maturity from the date of acquisition, including cash in hand, deposits held at call with other banks and other short-term highly liquid investments with original maturities less than three months.

|    |  | GRO                                | OUP                                | BANK                               |                                    |
|----|--|------------------------------------|------------------------------------|------------------------------------|------------------------------------|
|    |  | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N 'millions | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N 'millions |
|    | Cash (Note 17)   | 62 200                             | 74.004                             |                                    | especial disastration              |
|    | Balances with central banks other than mandatory reserve deposits (Note 17)          | 63,306<br>71,058                   | 71,681                             | 44,338                             | 38,973                             |
|    | Loans and advances to banks excluding long term placements (Note 19)                 |                                    | 181,281                            | 65,630                             | 177,507                            |
|    | Treasury bills included in financial assets held for trading (Note 21)               | 290,692                            | 311,581                            | 212,679                            | 346,970                            |
|    | Treasury bills and eligible bills evaluation stated to trading (Note 21)             | 174                                | 438                                | 174                                | 438                                |
|    | Treasury bills and eligible bills excluding pledged treasury bills (Note 22.1 & 22.2 | 61,049                             | 197,440                            | 50,913                             | 143,402                            |
|    | _  | 486,279                            | 762,421                            | 373,734                            | 707,290                            |
| 19 | Loans and advances to banks  |                                    |                                    |                                    |                                    |
|    | Current balances with banks within Nigeria   | 52,962                             | 4,768                              | 3,478                              | 4.000                              |
|    | Current balances with banks outside Nigeria  | 156,808                            |                                    |                                    | 1,620                              |
|    | Placements with banks and discount houses  | 80,922                             | 287,414                            | 171,567                            | 337,348                            |
|    | -  |                                    | 19,399                             | 37,634                             | 8,002                              |
|    | Long term placement  | 290,692                            | 311,581                            | 212,679                            | 346,970                            |
|    | Carrying amount —  | 139,361                            | 103,629                            | 30,163                             | 20,601                             |
|    | - anilud amount  | 430,053                            | 415,210                            | 242,842                            | 367,571                            |

Included in loans to banks is a non current placement of N139.36 billion for Group and N30.16 billion for Bank(31 December 2013: N103.6 billion for Group and N20.6 billion for Bank) which does not qualify as cash and cash equivalent. All other loans to banks are due within 3 months.

# 20 Loans and advances to customers

| GROUP  | Gross<br>amount<br>N'millions | Specific<br>impairment<br>N'millions | Collective<br>Impairment<br>N'millions | Total<br>impairment<br>N'millions       | Carrying amount  |
|--|-------------------------------|--------------------------------------|--|---|--|
| 31 December 2014   |                               | TO THIRD TO                          | 14 minions                             | N IIIIIIONS                             | N 'millions  |
| Overdrafts   | 329,576                       | 11.845                               | 3,619                                  |   |  |
| Term loans   | 1,819,090                     | 15,640                               | 0,010                                  | ,                                       | 314,112  |
| Staff loans  | 7,081                         | 75-18-50-19-50                       |  | 7                                       | 1,792,119  |
| Project finance  | 77.709                        | 70                                   | 68                                     | -                                       | 7,013  |
|  |                               |                                      | 151                                    | 101                                     | 77,558   |
| Advances under finance lease   | 2,233,456                     | 27,485                               | 15,169                                 | 42,654                                  | 2,190,802  |
|  | 2,236,499                     | 241                                  | 41                                     | 282                                     | 2,761  |
|  |                               | 27,726                               | 15,210                                 | 42,936                                  | 2,193,563  |
| 31 December 2013   |                               |                                      |  |   |  |
| Overdrafts   | 254 570                       | 1227000                              |  |   |  |
| Term loans   | 354,578                       | 10,465                               | 4,060                                  | 14,524                                  | 340,054  |
| Staff loans  | 1,417,892                     | 9,393                                | 19,587                                 | 28,981                                  | 1,388,912  |
| Project finance  | 6,287                         | 31                                   | 185                                    | 216                                     | 6,071  |
|  | 61,534                        |                                      | 731                                    | 731                                     | 60,803   |
| Advances under finance lease   | 1,840,291                     | 19,889                               | 24,563                                 | 44,452                                  | 1,795,840  |
|  |                               | 696                                  | 71                                     | 768                                     | 2,095  |
|  | 1,043,133                     | 20,585                               | 24,634                                 | 45,220                                  | 1,797,935  |
| BANK   | Gross<br>amount<br>N'millions | Specific<br>Impairment<br>N'millions | Collective<br>impairment<br>N'millions | Total<br>Impairment                     | Carrying<br>amount   |
| 31 December 2014   |                               | N minons                             | N millions                             | N 'millions                             | N 'millions  |
| Overdrafts   | 308,724                       | 44 000                               | -27024                                 |   |  |
| Term loans   | 1,497,444                     | 11,299                               | 2,168                                  | 13,467                                  | 295,257  |
| Staff loans  |                               | 14,616                               | 9,486                                  | 24,102                                  | 1,473,342  |
| Project finance  | 6,220                         | 187                                  | 68                                     | 68                                      | 6,152  |
|  | 16,676                        | -                                    | 151                                    | 151                                     | 16,525   |
| Advances under finance lease   | 1,829,064                     | 25,915                               | 11,873                                 | 37,788                                  | 1,791,276  |
| The state of the s | 3,043                         | 241                                  | 41                                     | 282                                     | 2,761  |
|  | 1,832,107                     | 26,156                               | 11,914                                 | 38,070                                  | 1,794,037  |
| 31 December 2013   |                               | *                                    |  |   |  |
| Overdrafts   | 240.054                       | SECTION.                             |  |   |  |
| Term loans   | 340,854<br>1,104,336          | 10,022                               | 3,623                                  | 13,645                                  | 327,209  |
| Staff loans  |                               | 7,297                                | 18,838                                 | 26,135                                  | 1,078,200  |
| Project finance  | 5,702                         | 5                                    | 170                                    | 170                                     | 5,532  |
|  | 61,534<br>1,512,426           | 47.040                               | 731                                    | 731                                     | 60,803   |
| Advances under finance lease   | 2,862                         | 17,319                               | 23,362                                 | 40,681                                  | 1,471,744  |
|  | 1,515,288                     | 696                                  | 71                                     | 768                                     | 2,095  |
|  |                               | 18,015                               | 23,433                                 | 41,449                                  | 1,473,839  |
|  |                               | GRO                                  | ID                                     | 12000                                   | 22   |
|  | •                             |                                      |  | BAN                                     | Contract Con |
|  | •                             | 2014                                 | 31 December                            | 31 December                             | 31 December  |
|  |                               | N 'millions                          | 2013                                   | 2014                                    | 2013   |
|  | 8 <del></del>                 | in millions                          | N 'millions                            | N 'millions                             | N 'millions  |
| Current  |                               | 4 400                                | (a) Constitution                       | 200000000000000000000000000000000000000 |  |
| Non-current  |                               | 1,196,808                            | 931,142                                | 989,639                                 | 719,304  |
|  | -                             | 996,755                              | 866,793                                | 804,398                                 | 754,535  |
|  | -                             | 2,193,563                            | 1,797,935                              | 1,794,037                               | 1,473,839  |

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

# 20 Loans and advances to customers continued

# 20a CBN/Bank of Industry facilities

Included in Loans and Advances to customers are term loans granted to customers in line with Central Bank of Nigeria (CBN) N200 billion intervention funds for refinancing and restructuring of banks' loans to the manufacturing sector. The on-lending facilities are for a maximum of 15 years' tenor at 6% interest per annum.

# CBN/Commercial Agriculture Credit (CACS)

This relates to the balance on term loan facilities granted to customers under Central Bank of Nigeria (CBN) Commercial Agriculture Credit Scheme. The facilities under the scheme are for a period of 7 years at 9% interest per annum. These balances are included in the loans and advances.

|                                   | 31 December | 31 December |
|-----------------------------------|-------------|-------------|
|                                   | 2014        | 2013        |
| CBN/Bank of Industry              | N 'millions | N 'millions |
| CBN/Commercial Agriculture Credit | 14,514      | 7,429       |
|                                   | 13,733      | 20,319      |

# Reconciliation of impairment allowance on loans and advances to customers:

#### GROUP

| GROUP  |                           |             |               |             |                  |
|--|---------------------------|-------------|---------------|-------------|------------------|
|  | Overdrafts<br>N 'millions | Term loans  | Finance lease | Others      | Total            |
| At 1 January 2014  | N millions                | N 'millions | N 'millions   | N 'millions | N 'millions      |
| Specific impairment  | 40 405                    | 120000      |               |             |                  |
| Collective impairment  | 10,465                    | 9,393       | 696           | 31          | 20,585           |
|  | 4,058                     | 19,587      | 72            | 916         | 24,633           |
| Additional provision/(Writeback)   | 14,523                    | 28,980      | 768           | 947         | 45,218           |
| Specific impairment  |                           | 522/12/5    |               |             |                  |
| Collective Impairment  | 7,490                     | 16,409      | (455)         | (31)        | 23,413           |
| The state of the s | 2,918                     | 2,213       | 1             | (697)       | 4,435            |
|  | 10,408                    | 18,622      | (454)         | (728)       | 27,848           |
| Loans written off  |                           |             |               |             | OR DESIGNATION   |
| Specific impairment  |                           |             |               |             |                  |
| Collective impairment  | (6,444)                   | (10,239)    |               |             | (16,683)         |
| Solicate impairment  | (3,359)                   | (10,470)    | (31)          |             | (13,860)         |
| Acquisition through business combination (specific impairment)   |                           |             |               |             | (10,000)         |
| (specific impairment)  | 335                       | 77          |               |             | 412              |
| At 31 December 2014  |                           |             |               |             | 712              |
| At 51 December 2014  | 15,463                    | 26,970      | 283           | 219         | 42,935           |
|  |                           |             |               |             | 12,000           |
| Specific impairment  |                           |             |               |             |                  |
| Collective impairment  | 11,846                    | 15,640      | 241           | 1.50        | 27,727           |
| - mpainten   | 3,617                     | 11,330      | 41            | 219         | 15,208           |
| 19   | 15,463                    | 26,970      | 282           | 219         | 42,935           |
| ***  |                           |             |               |             |                  |
| At 1 January 2013  |                           |             |               |             |                  |
| Specific impairment  | 6.882                     | 10,251      | 2             |             |                  |
| Collective impairment  | 3,402                     | 17,372      | 87            | 1,332       | 17,133           |
| Wilderhood or some of a street of the source | 10,284                    | 27,623      | 87            |             | 22,193           |
| Additional provision/(Writeback)   | 10,201                    | 21,020      | 0/            | 1,332       | 39,326           |
| Specific impairment/(write back)   | 11,628                    | 9,267       | 696           |             | 1. 3230040.70.00 |
| Collective impairment/(write back)   | 647                       | 1,048       |               | 31          | 21,622           |
| \$5  | 12,275                    | 10,315      | (15)          | (416)       | 1,265            |
|  | 12,210                    | 10,315      | 681           | (385)       | 22,887           |
| Loans written off  | 10 0001                   | 40 447      |               |             |                  |
|  | (8,693)                   | (10,447)    |               | 2           | (19,140)         |
| Acquisition through business   |                           |             |               |             |                  |
| combination (specific impairment)  | ***                       |             |               |             |                  |
| Acquisition through business   | 648                       | 322         |               |             | 970              |
| combination (collective impairment)  | 10500                     |             |               |             |                  |
| osmaniatori (conective impaimient)   | 9                         | 1,167       |               |             | 1,176            |
| At 31 December 2013  | 44500                     |             |               |             | 1005 100700      |
| _  | 14,523                    | 28,980      | 768           | 947         | 45,219           |
| Specific impairment  | Tan York                  |             | 90-0:         |             |                  |
| Collective impairment  | 10,465                    | 9,393       | 696           | 31          | 20,585           |
| - mpannent   | 4,058                     | 19,587      | 72            | 916         | 24,634           |
| 8 <u>-</u>   | 14,523                    | 28,980      | 768           | 947         | 45,219           |

# 20 Loans and advances to customers continued

| At 1 January 2014  | Overdrafts<br>N 'millions | Term loans<br>N'millions | Finance lease<br>N 'millions | Others<br>N 'millions | Total<br>N 'millions |
|--|---------------------------|--------------------------|------------------------------|-----------------------|----------------------|
|  |                           |                          |                              |                       | 14 minions           |
| Specific impairment  | 10,020                    | 7,297                    | 698                          |                       | 40.040               |
| Collective impairment  | 3,623                     | 18,838                   | 71                           | 901                   | 18,015               |
| Additional provides - mass:                                  | 13,643                    | 26,135                   | 769                          | 901                   | 23,433               |
| Additional provision/(Writeback)                             |                           | (5)                      |                              | 501                   | 41,448               |
| Specific impairment  | 8,346                     | 12,838                   | (457)                        | 2                     | 00 707               |
| Collective Impairment  | 1,906                     | 1,118                    | 1                            | (682)                 | 20,727               |
| 1 man and a second   | 10,252                    | 13,956                   | (456)                        | (682)                 | 2,343                |
| Loans written off  | . Alan et control         | 10,000                   | (430)                        | (002)                 | 23,070               |
| Specific impairment  | (7,068)                   | (5,519)                  |                              |                       | ***                  |
| Collective impairment  | (3,360)                   | (10,470)                 | (31)                         | -                     | (12,587)             |
|  | (-,)                      | (10,470)                 | (31)                         | -                     | (13,861)             |
| At 31 December 2014  | 13,467                    | 24,102                   | 282                          | 219                   | 38,070               |
|  |                           |                          |                              | 2.10                  | 30,070               |
| Specific impairment  | 44.000                    | ***                      |                              |                       |                      |
| Collective impairment  | 11,298                    | 14,616                   | 241                          |                       | 26,155               |
|  | 2,168                     | 9,486                    | 41                           | 219                   | 11,915               |
|  | 13,466                    | 24,102                   | 282                          | 219                   | 38,069               |
| At 1 January 2013  |                           |                          |                              |                       |                      |
| Specific impairment  |                           |                          |                              |                       |                      |
| Collective impairment  | 6,585                     | 8,222                    | -                            | 040                   | 14,807               |
| Concente impairment  | 3,602                     | 17,150                   | 87                           | 1,332                 | 22,171               |
| Additional provision/(Writeback)                             | 10,187                    | 25,372                   | 87                           | 1,332                 | 36,978               |
| Specific impairment  |                           |                          |                              | 11. E-1               | ,                    |
| Collective impairment  | 11,785                    | 8,429                    | 698                          |                       | 20,912               |
| Concent o impairment   | 21                        | 1,688                    | (15)                         | (431)                 | 1,262                |
|  | 11,806                    | 10,117                   | 683                          | (431)                 | 22,174               |
| Loans written off  | (8,350)                   | (9,354)                  |                              | 543                   | 155                  |
| A V 24 4 V 42 0 1 D 12 4 P 4 P 4 P 4 P 4 P 4 P 4 P 4 P 4 P 4 | (0,000)                   | (9,554)                  | 2                            | 75                    | (17,704)             |
| At 31 December 2013  | 13,643                    | 26,135                   | 769                          | 901                   | 41 440               |
| Specific Imperiors   |                           |                          | 700                          | 301                   | 41,448               |
| Specific impairment  | 10,020                    | 7.297                    | 698                          | 20                    | 40.045               |
| Collective impairment  | 3,623                     | 18,838                   | 71                           |                       | 18,015               |
|  | 13,643                    | 26,135                   | 769                          | 901                   | 23,433               |
|  |                           | 20,100                   | 709                          | 901                   | 41,448               |

# Loans and advances to customers include finance lease receivables as follows:

|   | GROUP                             |                                    | BANK                               |                                   |
|---|-----------------------------------|------------------------------------|------------------------------------|-----------------------------------|
| Gross investment in finance lease, receivable   | 31 December<br>2014<br>N'millions | 31 December<br>2013<br>N 'millions | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N'millions |
| No later than 1 year     Later than 1 year and no later than 5 years     Later than 5 years                                       | 168<br>3,555                      | 547<br>2,678<br>24                 | 168<br>3,555                       | 547<br>2,678<br>24                |
| Unearned future finance income on finance leases<br>Impairment allowance on leases<br>Net investment in finance lease, receivable | 3,723<br>(680)<br>(282)           | 3,249<br>(387)<br>(768)            | 3,723<br>(680)<br>(282)            | 3,249<br>(387)<br>(768)           |
| 1,000,000   | 2,761                             | 2,094                              | 2,761                              | 2,094                             |
| Net investment in finance lease, receivable is analysed as follows<br>- No later than 1 year                                      |                                   |                                    |                                    |                                   |
| - Later than 1 year and no later than 5 years   | 151                               | 147                                | 151                                | 147                               |
| - Later than 5 years  | 2,610                             | 1,925                              | 2,610                              | 1,925                             |
|   | 2,761                             | 22                                 |                                    | 22                                |
| Nature of socurity in year at 1   | 2,701                             | 2,094                              | 2,761                              | 2,094                             |

# 20.1 Nature of security in respect of loans and advances:

|   | GRO   | DUP  | BANK  |  |
|---|---|--|---|--|
|   | 31 December<br>2014<br>N 'millions                            | 31 December<br>2013<br>N 'millions                             | 31 December<br>2014<br>N'millions                           | 31 December<br>2013<br>N 'millions               |
| Legal Mortgage/Debenture On Business<br>Premises, Factory Assets Or Real Estates<br>Guarantee/Receivables Of Investment Grade<br>Banks and State Government | 579,351<br>746,557  | 627,755<br>178,923   | 490,974<br>738,045  | 544,204<br>373,890                               |
| Domidilation of receivables Clean/Negative Pledge Marketable Securities/Shares Otherwise Secured Cash/Government Securities                                 | 630,801<br>79,749<br>14,755<br>81,184<br>104,102<br>2,236,499 | 112,102<br>47,791<br>374,221<br>484,590<br>17,772<br>1,843,154 | 484,648<br>78,012<br>14,755<br>2,290<br>23,383<br>1,832,107 | 402,821<br>138,238<br>23,955<br>15,540<br>16,640 |

The Group is not permitted to sell or repledge the collateral in the absence of default by the owner of the collateral.

# 21 Financial assets and liabilities held for trading

|   | GROUP                              |                                    | BANK                              |                                   |
|---|------------------------------------|------------------------------------|-----------------------------------|-----------------------------------|
| Transport bills with match.   | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N 'millions | 31 December<br>2014<br>N'millions | 31 December<br>2013<br>N'millions |
| Treasury bills with maturity of less than 90 days Treasury bills with maturity over 90 days | 174                                | 438                                | 174                               | 438                               |
| Total debt securities   | 730                                | 146                                | 730                               | 146                               |
| Derivative assets   | 904                                | 584                                | 904                               | 584                               |
| Total assets held for trading   | 9,804                              | 4,159                              | 8,354                             | 1,641                             |
|   | 10,708                             | 4,743                              | 9,258                             | 2,225                             |

The Group did not designate any financial assets as fair value through profit or loss on initial recognition. The Group uses the following derivative strategies:

#### Economic hedges

The Group use of derivative instrument is very nascent and has been limited to hedging of risk exposures resulting from adverse movement in market The Group use or derivative institution in the series and has been limited to nedging or have exposures resulting in risk factors. The Group's derivative transactions are principally in;

Forward FX Contracts entered into to hedge against Foreign Exchange Risks arising from cross-currency exposures.

Exchange rate risk in EURO borrowing disbursed in USD is being managed by the use of Forward FX Contracts that allows a notional accrual of Euros that will close the open position over the life of the borrowing.

#### Customers Risk Hedge Needs

Customers RISK Hedge Needs

The Group offers its customers derivatives in connection with their risk-management objectives to transfer modify or reduce foreign exchange risk for their own trading purposes. As part of this process, the Group considers the customers' suitability for the risk involved, and the business purpose for the transaction. Currently all hedge transactions with the customers are backed by trade (visible and invisible) transactions. The Group also manages its derivative-risk positions through calculation of pre-settlement risk exposure and daily reporting of positions and risk measures to senior

The derivative instruments become favourable (assets) or unfavourable (liabilities) as a result of fluctuations in market interest rates or foreign exchange rates relative to their terms. The aggregate contractual or notional amount of derivative financial instruments on hand, the extent to which instruments are favourable or unfavourable, and thus the aggregate fair values of derivative financial assets and liabilities, can fluctuate significantly from time to time. The fair values of derivative instruments held are set out below:

|   | Notional                          | GROUP<br>31 Dec 2014           |                                   | N-41   | BANK<br>31 Dec 2014           |                                   |
|---|-----------------------------------|--------------------------------|-----------------------------------|--|-------------------------------|-----------------------------------|
|   | contract<br>amount<br>N 'millions | Fair v<br>Asset<br>N 'millions | alues<br>Liability<br>N 'millions | Notional<br>contract<br>amount<br>N'millions | Fair v<br>Asset<br>N'millions | values<br>Liability<br>N'millions |
| Foreign exchange derivatives<br>Forward FX contract |                                   |                                |                                   |  |                               |                                   |
| FX Accumulator Contract                             | 281,325                           | 1,450                          | (1,975)                           | 386  |                               | (8)                               |
| Currency swap                                       | 565                               | -                              | (133)                             | 565  | *                             | (133)                             |
| Put options   | 14,884                            | -                              | (58)                              | 14,884                                       | -                             | (58)                              |
| i di opuoris  | 52,996                            | 8,354                          | (7,747)                           | 52,996                                       | 8,354                         | (7,747)                           |
|   | 349,770                           | 9,804                          | (9,913)                           | 68,831                                       | 8,354                         | (7,946)                           |
| Current<br>Non Current                              | 296,774                           | 1,450                          | (2,166)                           | 15,835                                       | 2                             | (199)                             |
|   | 52,996                            | 8,354                          | (7,747)                           | 52,996                                       | 8,354                         | (7,747)                           |
|   | 349,770                           | 9,804                          | (9,913)                           | 68,831                                       | 8,354                         | (7.946)                           |

# 21 Financial assets and liabilities held for trading continued

|                              | Notional                     | GROUP<br>31 Dec 2013    |                           | Notional                  | BANK<br>31 Dec 2013  |            |
|------------------------------|------------------------------|-------------------------|---------------------------|---------------------------|----------------------|------------|
|                              | contract                     | Fair v                  | ralues                    | contract                  | Fair v               | alues      |
|                              | amount                       | Asset                   | Liability                 | amount                    | Asset                | Liability  |
|                              | N 'millions                  | N 'millions             | N 'millions               | N'millions                | N'millions           | N'millions |
| Foreign exchange derivatives | 189,302                      | 2,522                   | (71)                      | 1,425                     | 4                    | (71)       |
| Forward FX contract          | 19,617                       | 12                      | (4)                       | 19,617                    | 12                   | -          |
| Currency swap                | 34,361                       | 1,626                   | (1,626)                   | 34,361                    | 1,626                | (1,626)    |
| Put options                  | 243,280                      | 4,160                   | (1,701)                   | 55,403                    | 1,642                | (1,697)    |
| Current<br>Non Current       | 195,510<br>47,770<br>243,280 | 2,534<br>1,626<br>4,160 | (4)<br>(1,697)<br>(1,701) | 7,633<br>47,770<br>55,403 | 16<br>1,626<br>1,642 | (1,697)    |

### 22 Investment Securities

|      | Investment Securities   |                                    |                                    |                                    |                                    |
|------|---|------------------------------------|------------------------------------|------------------------------------|------------------------------------|
|      |   | GRO                                | DUP                                | BA                                 | NK                                 |
| 22.1 | Securities available for sale   | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N 'millions | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N 'millions |
|      | Debt securities – at fair value:  |                                    |                                    |                                    |                                    |
|      | - Treasury bills with maturity of less than 90 days                           | 57,083                             |                                    |                                    |                                    |
|      | - I reasury bills with maturity of more then 90 days                          | 232,698                            | 197,440                            | 50,913                             | 143,402                            |
|      | - Government bonds  | 72,169                             | 58,616                             | 232,698                            | 54,696                             |
|      | - Other bonds   | 38,256                             | 139,626                            | 72,169                             | 107,410                            |
|      | Equity securities – at fair value:<br>– Listed                                | 100 To 70000                       | 20,331                             | 6,603                              | 20,331                             |
|      | Equity securities – at fair value:  – Unlisted                                | 1,623                              | 3,751                              | 1,470                              | 1,554                              |
|      |   | 40,722                             | 31,659                             | 40,655                             | 31,659                             |
|      |   | 442,551                            | 451,423                            | 404,508                            | 359,052                            |
|      | Assets pledged as collateral Debt securities - at fair value - Treasury bills |                                    |                                    |                                    |                                    |
|      | - Bonds   | 19,203                             | 20,178<br>204                      | 19,203                             | 19,137                             |
|      |   | 19,203                             | 20,382                             | 19,203                             | 19,137                             |
|      | Total securities classified as available for sale                             | 461,754                            | 471,805                            | 423,711                            | 378,189                            |
| 22.2 | Securities held to maturity   |                                    |                                    |                                    | 570,100                            |
|      | Debt securities – at amortised cost   |                                    |                                    |                                    |                                    |
|      | - Treasury bills with maturity of less than 90 days                           |                                    |                                    |                                    |                                    |
|      | - Freasury bills with maturity of more then 90 days                           | 3,966<br>7,993                     |                                    | -                                  | 140                                |
| 100  | - Bonds   | 144.394                            | 10,498                             |                                    | 6,107                              |
|      |   | 156,353                            | 272,769<br>283,267                 | 140,467                            | 272,769                            |
| 3    | Assets pledged as collateral  |                                    | 200,207                            | 140,467                            | 278,876                            |
|      | Debt securities - at amortised cost<br>- Treasury bills                       |                                    |                                    |                                    |                                    |
|      | - Bonds   | 1,360                              |                                    | -                                  |                                    |
|      | Collus  | 43,964                             | 33.269                             | 43,955                             | 33,269                             |
|      |   | 45,324                             | 33,269                             | 43,955                             | 33,269                             |
| 5    | otal securities classified as held-to-maturity                                |                                    |                                    |                                    | 55,205                             |
|      | as neig-to-maturity   | 201,677                            | 316,536                            | 184,422                            | 312,145                            |
| 1    | otal investment securities  | 663,431                            | 788,341                            | 608,133                            | 690,334                            |

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

# 23 Asset pledged as collateral

The assets pledged by the group are strictly for the purpose of providing collateral to counterparties. To the extent that the counterparty is not permitted to sell and/or repledge the assets in the absence of default, they are classified in the statement of financial position as pledged assets. The nature and carrying amounts of the assets pledged as collaterals are as follows:

|  | GRO                                | OUP                                | BANK                              |                                    |
|--|------------------------------------|------------------------------------|-----------------------------------|------------------------------------|
|  | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N 'millions | 31 December<br>2014<br>N'millions | 31 December<br>2013<br>N 'millions |
| Available for sale debt securities (note 22.1)<br>Held to maturity debt securities (note 22.2)   | 19,203<br>45,324                   | 20,382<br>33,269                   | 19,203<br>43,955                  | 19,137<br>33,269                   |
|  | 64,527                             | 53,651                             | 63,158                            | 52,406                             |
| The related liability for assets held as collateral include:<br>Bank of Industry   | 44704                              | 0.4204.2300103                     |                                   |                                    |
| Central Bank of Nigeria/Commercial Agriculture<br>Credit Scheme Intervention fund  | 14,791                             | 7,394                              | 14,791                            | 7,394                              |
| The constraint of the constrai | 15,624                             | 21,305                             | 15,624                            | 21,305                             |

The assets pledged as collateral include assets pledged to third parties under secured borrowing with the related liability disclosed above. Also included in pledged assets are assets pledged as collateral or security deposits to clearing house and payment agencies of N40.24 bn for the group in December 2014 (2013: N40.3bn) and N40.24bn for bank in December 2014 (2013: N40.3bn) for which there is no related liability.

|             | 64,527 | 53,651 | 63,158 | 52,406 |
|-------------|--------|--------|--------|--------|
| Current     | 20,563 | 20,178 | 19,203 | 19,137 |
| Non current | 43,964 | 33,473 | 43,955 | 33,269 |

### 24 Investment in subsidiaries

# 24.1 Principal subsidiary undertakings

|  | 31 December | 31 December |
|--|-------------|-------------|
|  | 2014        | 2013        |
| FBN Bank (UK) Limited (Note 24 (i))              | N 'millions | N 'millions |
| First Pension Custodian Limited (Note 24 (ii) )  | 30,695      | 30,695      |
| FBN Mortgages Limited (Note 24 (iii) )           | 2,000       | 2,000       |
| FBN Bureau de Change Limited (Note 24 (iv) )     | 4,777       | 2,100       |
| FBN Bank Congo DRC (Note 24 (v))                 |             | 50          |
| FBN Bank Ghana                                   | 5,503       | 5,503       |
| International Commercial Bank (ICB) Sierra Leone | 10,559      | 10,559      |
| FBN Bank Guinea                                  | 1,685       | 1,685       |
| International Commercial Bank (ICB) Gambia       | 2,378       | 2,243       |
| International Commercial Bank (ICB) Senegal      | 1,472       | 1,472       |
| Impairment loss on investment in subsidiaries    | 2,038       |             |
|  | (2,121)     |             |
|  | 58,986      | 56,307      |

During the year, the Bank made additional investments of N2.677bn and N135.3m in FBN Mortgages and FBN Bank Guinea respectively.

All shares in subsidiary undertakings are ordinary shares. For all periods shown, the group owned the total issued shares in all its subsidiary undertakings except Banque Internationale de Crédit in which it owned 75%. There are no significant restrictions on any of the subsidiaries. All subsidiary undertakings are included in the consolidation. The proportion of the voting rights in the subsidiary undertakings held directly by the parent company and the group do not differ from the proportion of ordinary shares held. The total non-controlling interest for the year is N1.64 billion.

## Subsidiary

| occession of a   | Principal activity   | Country of  | Proportion of<br>shares held<br>directly by | Proportion of<br>shares held<br>directly by | Statutory year  |
|--|--|---|---|---|---|
| FBN Bank (UK) Limited (Note 24 (i)) First Pension Custodian Limited (Note 24 (ii))   | Banking<br>Pension fund Assets                                 | incorporation<br>United Kingdom                                   | parent (%)<br>100                           | the group (%)<br>100                        | end<br>31 December  |
| FBN Mortgages Limited (Note 24 (iii) )<br>FBN Bureau de Change Limited (Note 24 (iv) )   | custodian<br>Mortgage banking<br>Bureau De Change              | Nigeria<br>Nigeria<br>Nigeria<br>Democratic                       | 100<br>100<br>100                           | 100<br>100<br>100                           | 31 December<br>31 December<br>31 December                               |
| FBN Bank Congo (DRC) (Note 24 (v)) FBN Bank Ghana (Note 24 (vi)) ICB Sierra Leone (Note 24 (vii)) FBN Bank Guinea (Note 24 (viii)) ICB Gambia (Note 24 (ix)) ICB Senegal (Note 24 (x)) | Banking<br>Banking<br>Banking<br>Banking<br>Banking<br>Banking | Republic of<br>Congo<br>Ghana<br>Sierra Leone<br>Guinea<br>Gambia | 75<br>100<br>100<br>80<br>100<br>80         | 100<br>100                                  | 31 December<br>31 December<br>31 December<br>31 December<br>31 December |

i FBN Bank (UK) Limited

FBN Bank (UK) Ltd (\*FBNUK') is a company incorporated in the United Kingdom under the Companies Act 1985 as a UK registered bank authorised by the Financial Services Authority to accept deposits and undertake banking business. FBNUK was incorporated in November 2002. It is a wholly owned subsidiary of First Bank of Nigeria Limited. The bank has a branch in Paris.

# 24 Investment in subsidiaries continued

#### ii First Pension Custodian Limited

First Pension Custodian Limited was incorporated on 12 August 2005 and granted an approval in principle by the National Pension Commission on 1 August 2005 while the operating licence was obtained on the 7 December 2005. The principal activity of the company is to act as a Custodian of Pension Fund Assets in accordance with the Pension Reform Act, 2004.

#### iii FBN Mortgages Limited

The Company was incorporated on 17 March 2003 and commenced operations on 1 May 2004. Its principal activities include acceptance of deposits, provision of mortgage finance for customers and investment in properties.

#### iv FBN Bureau de Change Limited

This represents the Bank's 100% holding in FBN Bureau de Change Limited. The Bank obtained approval from the Central Bank of Nigeria to operate a bureau de change on 8 August 2006. In September 2013, the Central Bank of Nigeria (CBN) withdrew the license of the FBN Bureau De Change Limited. During the period,the company was wound up and the Bank assumed the residual asets and liabilities.

## v FBN Bank (Congo DRC)

FBN Bank (DRC) (previously known as Banque Internationale de Crédit (BIC)), is a company incorporated in the Democratic Republic of Congo (DRC) on 6th April 1994, following the approval granted by the Central Bank of Congo on September 24, 1993.

First Bank Nigeria Limited has a holding of 75% in the equity of BIC.

### vi FBN Bank (Ghana)

FBN Bank (Ghana) (previously known as ICB Ghana), is a company incorporated in Ghana on March 19,1996, and commenced operations in November 1996. The bank operates with a Class 1 universal banking license and is a Tier III bank in the Ghana banking landscape with a network of seventeen (17) branches and two (2) cash agencies. Its principal activities include business banking and consumer banking. The target customers of the consumer banking are individuals while SMEs and corporates are the focus of the business banking unit.

first Bank Nigeria Limited has a holding of 100% in the equity of FBN Bank (Ghana). The Bank obtained Central Bank of Nigeria (CBN)'s approval for the acquisition of ICB West Africa including ICB Ghana on June 7,2013 while the Bank of Ghana (BoG) gave its provisional approval for the transaction on September 19, 2013.

#### vii ICB Sierra Leone

ICB Sierra Leone, is a company incorporated in Sierra Leone on August 2004, and is one of the ten foreign-owned commercial banks in Sierra Leone. Presently, the bank has a branch network of two branches located in one of the four regions of Sierra Leone. Its principal activities include Public Sector, Retail banking, SMEs and Corporate banking.

First Bank Nigeria Limited has a holding of 100% in the equity of ICB Sierra Leone. The Bank obtained CBN's approval for the acquisition of ICB West Africa including ICB Sierra Leone on June 7,2013 while the Bank of Sierra Leone (BoSL) gave its approval for the acquisition on June 25,2013.

#### viii FBN Bank (Guineal

FBN Bank (Guinea) (previously known as ICB Guinea) is a Tier III bank in Guinea banking sector. The bank was incorporated on September 17,1996 and commenced operations in 1997. ICB Guinea currently operates from five locations in Conakry, the capital city and is well known in Guinea as one of the leading banks with quality services, transparent transactions and compliance with legal and regulatory policies. Its principal activities include business and commercial banking. The business banking group focuses on corporate and institutional customers while consumer banking group provides services to retail customers.

group provides services to retail customers.

First Bank Nigeria Limited has a holding of 80% in the equity of FBN Bank (Guinea), while FBN Bank (Ghana) holds the other 20% equity. The CBN's approval for the acquisition of FBN Bank (Guinea) was gotten alongside the other ICBs operations in West Africa in June 7, 2013 while Central Bank of Republic of Guinea (BCRG) gave its final approval for the transaction on August 26, 2013.

#### ix ICB Gambia

ICB Gambia, is a company incorporated and commenced operations in Gambia on July 2004. The bank is a Tier III bank in the Gambian banking sector, and currently operates from four (4) locations in one of the six regions in the Gambia. Key sectors targeted by the bank are public sector, corporate companies, SMEs and retail customers.

colporate companies, owned and retail customers.

First Bank Nigeria Limited has a holding of 100% in the equity of ICB Gambia. The approval for the acquisition was granted by CBN on June 7,2013 while the Central Bank of Gambia (CBG) gave its provisional approval on April 24,2013.

#### x ICB Senegal

ICB Senegal was incorporated and commenced operations in Senegal on June 2001. The bank is a Tier III bank, and currently operates from three customers. SMEs and retails customers.

Customers, Since and retails customers.

First Bank of Nigeria Limited acquired 80% in the equity of ICB Senegal, with FBN Bank (Ghana) holding the remaining 20% equity. The acquisition of ICB Senegal was deferred until when the Central Bank of West Africa States, the regulatory authority in charge of banking business in Senegal, gave its final approval for the transaction on May 28,2014.

### xi FBN Finance Company B.V

This is a special purpose entity which issued Eurobonds during the year. The results of the SPE have been consolidated by the bank.

# xii First Dependants Nigeria Limited

First Dependants was set up as a special purpose vehicle/fund established by a trust deed for the purpose of provisions for pensions and other benefits on retirement for and in respect of employees of FBN Limited. Being a fund established by a trust deed, the management entered into a fund management agreement with First Trustees Limited to invest the funds in eligible transactions and assets held in anticipation of needs.

# xIII First Nominees Nigeria Limited

First Nominees Nigeria Limited was set up as a special purpose vehicle by the bank and funded by contributions from the bank. A provident fund and profit -sharing scheme, which was replaced by the "Pension and Gratuity Scheme". The fund was been managed to provide for pensions and other benefits on retirement for and in respect of employees of FirstBank Nigeria Limited. The fund is being managed by FirstTrustees Nigeria Limited.

### xiv Sinking Fund

The fund is an in-house insurance scheme established as a fund against the risk on the FBN Holdings Group's motor vehicles. This fund is being managed by FBN insurance brokers, who has the responsibilities to manage, operate and administer the fund in settlement of claims

#### xv FBC Assets Limited

FBC Assets Limited (previously called First Bank Capital Assets Limited) is a special purpose vehicle (SPV) incorporated to acquire shares of Zain Nigeria Limited (now Airtel Networks Limited). The shares are held in trust for First Bank of Nigeria Ltd.

24.2 Condensed results of consolidated entitles from continuing operations

| 31 December 2014  | les from continui   | ng operations       |          |                       |   |            |              |                                       |           |              |            |                |             |               |
|---|---------------------|---------------------|----------|-----------------------|---|------------|--------------|---------------------------------------|-----------|--------------|------------|----------------|-------------|---------------|
| Simmond   | PARENT<br>N'million | FBN UK<br>N'million | N'millon | CB GHANA<br>N'million | ICB GAMBIA CB SIERRA-LEONE ICB GUINEA ICB SENEGAL MORTGAGES | ERRA-LEONE | CB GUINEA IC | B SENEGAL N                           | IORTGAGES | PENSION      | OTHERS     | TOTAL          | ADJUSTMENTS | BANKING GROUP |
| Operating income Statement  | 303,008             | 19,390              | 9.049    |                       | 200   | no de      | N IIIION     | N'million                             | N'million | N'million    | N'millon   | N'million      | N'million   | N'million     |
| Operating expenses<br>Provision expense   | (200,726)           | (7,414)             | (6,678)  | (1,468)               | (188)   | (156)      | (413)        | (442)                                 | (1)       | 4,025        | 1,668      | 341,692        | (3,261)     | 338,431       |
| Operating profit  | 81,358              | 9,176               | 1,045    | 941                   | 49  | (33)       | - 180        | (63)                                  | (76)      |              | fat.       | (25,730)       | 3,565       | (25,730)      |
| Profit before tax   | 81.358              | 9 178               | 1046     |                       | ,   | i .        | 2 .          |                                       | (2,345)   | 2,511        | 1,120      | 94,147         | 304         | 94,451        |
| Tax<br>(Loss)/Profit for the year   | (6,185)             | (2,023)             | (984)    | (141)                 | (20)  | 207        | 189          | (104)                                 | (2,345)   | 2,511        | 1,120      | 94,147         | 304         | 94.451        |
| Other comprehensive income  | 75,173              | 7,153               | 19       | 800                   | 29  | 144        | 123          | (105)                                 | (20)      | 2 544        | (24)       | (9,526)        |             | (9,526)       |
| Total comprehensive income  | 77,950              | 4.993               | 8 69     | 101                   | 4   | 18         | 15           | (13)                                  | 1         | 1.0.3        | (1,105)    | 84,621         | 304         | 84,925        |
| Total comprehensive income allocated to non   |                     |                     | 8        | 000                   | S.  | 162        | 138          | (118)                                 | (2,364)   | 2,511        | (6)        | 84,621         | 5,476       | 90,097        |
| controlling interest  | ×                   | •                   | 15       |                       | ,   |            |              |                                       |           |              |            |                |             |               |
| Dividends paid to non controlling interest  | ě                   |                     |          |                       | E 48  |            | •            | 9                                     | •         | •            | ٠          | 15             | •           | 15            |
|   |                     |                     |          |                       |   |            | •            | (6)                                   | ٠         | •            |            | ٠              | ě           | ,             |
| Summarized Financial Position   |                     |                     |          |                       |   |            |              |                                       |           |              |            |                |             |               |
| Cash and balances with Central Bank   | 670 045             | 0000                | 100      |                       |   |            |              |                                       |           |              |            |                |             |               |
| Due from other banks  | 242,843             | 246,767             | 4,873    | 2,060                 | 1,203   | 1,190      | 3,167        | 761                                   |           | ě            |            | 697,601        |             | 697.601       |
| Financial Assets held for Trading (HFT)   | 1,794,037           | 369,660             | 32,338   | 9,063                 | 735   | 1,034      | 1,936        | 294                                   | 2,638     | 209          | 3,226      | 511,648        | (81,594)    | 430,054       |
| Investment securities   | 544,975             | 31.653              | 5 142    | 978                   |   |            |              |                                       |           | 7 .          |            | 2,214,278      | (20,716)    | 2,193,562     |
| Assets Pledged as collateral  | 63,158              |                     |          | 1,360                 | 000   | 2,503      | 1,849        | 5,319                                 | 28        | 5,059        | 144,226    | 741,960        | (143,056)   | 598,904       |
| Investment in Associates  | 58,986              |                     | 0        | ٠                     | ٠   | •          |              | ,                                     |           | . 1          | <b>9</b> 9 | 64,527         |             | 64,527        |
| Other assets  | 29,174              | 592                 | 4 265    | . 203                 | , [   | . !        |              |                                       | •         |              |            | 28,985         | (58,986)    | 0             |
| Deferred tax  | 1,343               |                     | 754      | 71                    | ۶ ۵   | 4 43       | 435          | 126                                   | 3,974     | 549          | 376        | 40,074         | (618)       | 39 456        |
| Property, plant and equipment   | 2,272               | 516                 | 93       | 37                    | 7   | -          |              | ,                                     | ۲,        | 117          | 1          | 2,379          |             | 2,384         |
| Assets held for sale  | 14,182              | 910                 | 5,412    | 337                   | 25  | 12         | 90           | 127                                   | 53 4      | 982          | 37         | 3,038          | 5,067       | 8,105         |
| Financed  | 3,490,873           | 659,686             | 63,814   | 20,977                | 2.744   | 4 797      | 0 307        | . 0                                   | 2,931     |              |            | 2,931          |             | 2.931         |
| Customer deposits   | 2 554 000           | 240 040             |          |                       |   | 10.11      | 100'0        | 9,400                                 | 14,151    | 7,048        | 147,865    | 4,430,812      | (299,174)   | 4,131,638     |
| Due to other banks  | 19,246              | 144,463             | 52,500   | 989'6                 | 1,465   | 3,159      | 7,047        | 4,771                                 | 11,265    | ×            |            | 3,054,827      | (65.092)    | 2 080 736     |
| Financial liabilities held for trading<br>Borrowed funds  | 7,948               | 1,967               | •        |                       |   |            |              | ٠,                                    |           | <b>K</b> 550 |            | 163,710        |             | 163,710       |
| Tax payable   | 6.558               | 14,546              |          | 4,896                 | 282   |            | 10           | 2,530                                 |           |              | 143.012    | 9,915          |             | 9,915         |
| Other liabilities   | 103,556             | 21,495              | 3,744    | 488                   | 15  | 7          | 13           | 2 5                                   | 94        | 319          | 27         | 8,530          | (180,240)   | 362,976       |
| Neurement benefit obligations Deferred income tax liabilities   | 1,546               |                     |          |                       | ٠.  | 11         | 81           | 438                                   | 3,291     | 456          | 105        | 134,302        | (2,601)     | 131,701       |
| CONTRACTOR OF THE PROPERTY OF | 3 067 828           | 38                  |          |                       | ٠   |            |              | · .                                   |           | 26 -         |            | 1,733          | 280         | 2,013         |
|   | 070'100'0           | 230,004             | 57,275   | 15,071                | 1,803   | 3,206      | 7,799        | 7,745                                 | 14,650    | 867          | 143,144    | 3,916,271      | (247,653)   | 3.668.618     |
| Equity and reserves   | 270 567             | 200                 |          |                       |   |            |              |                                       |           |              |            |                |             |               |
|   | 140,034             | 100,20              | 6,539    | 906'5                 | 941   | 1,591      | 1,597        | 1,714                                 | (488)     | 6,181        | 4,719      | 514,538        | (51,521)    | 463,021       |
| Summarized cash flows   |                     |                     |          |                       |   |            |              |                                       |           |              |            |                |             |               |
| Operating activities  |                     |                     |          |                       |   |            |              |                                       |           |              |            |                |             |               |
| Interest received<br>Interest paid  | 300,537             |                     |          | 3419                  | 306   | 244        | 502          | 574                                   | 797       | ,            | 170        | 900            |             | 3             |
| Purchase of investment securities   | (383,723)           |                     | . ,      | (685)                 | (80)  | (148)      | (105)        | (185)                                 | 988       |              | 2 .        | (88,633)       | 35,923      | 342,481       |
| Proceeds from the sale of investment securities   | 388,733             |                     | ٠        | 00                    | 1,558   |            | 426          |                                       |           | (6,330)      | (208)      | (390,693)      | (15,140)    | (405,833)     |
| Cash flow generated from operations   | (27,028)            | (1,713)             | (927)    | (145)                 | (32)  | (139)      | 88           | 0                                     | . 0       | 245.0        | (23)       | 398,633        | 8,161       | 406,794       |
| Net cash generated from operating activities  | (501,655)           | (11,097)            | (4,482)  | 3.245                 | (235)   | 768        | 157          | (820)                                 | 1,560     | 2,249        | 642        | (699,718) -    | 20,974      | (720,692)     |
| Net cash used in financing activities   | (15,593)            | (513)               | (1,173)  | 2223                  | (57)  | (06)       | 1,386        | 16                                    | 3,355     | 4,261        | 591        | (503,761)      | (71)        | (503,832)     |
| Increase in cash and cash equivalents   | (333,773)           | (13.041)            | (4,275)  | (2,161)               | 282   | •          |              |                                       | ,         | (1,003)      | 900        | 177.886        | 20 945      | 108 834       |
| Cash and cash equivalents at start of year  | 707,290             | 96,300              | 26,678   | 4484                  | 732   | 635        | 2,454        | (415)                                 | 1,997     | 3,217        | 1,499      | (340,166)      | 20,875      | (319,291)     |
| Lifect of exchange rate fluctuations on cash held   | 216                 | •                   | •        |                       |   |            | *2           | , , , , , , , , , , , , , , , , , , , | 174'7     | 6/6          | 1,713      | 847,139<br>216 | (84,718)    | 762,421       |
| Cash and cash equivalents at end of year  | 373,733             | 83,260              | 19,747   | 7,791                 | 1,617   | 1,190      | 2,454        | 6.171                                 | 4 424     | 3 500        | 2040       | 400            |             | (00.)         |
|   |                     |                     |          |                       |   |            |              |                                       | - marks   | 2000         | 2120       | 201,150        | 64,497      | 442,692       |

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

|  | FBN Finance | Clatrian                   | IN OF OTHERS IN NO        |                              |               |
|--|-------------|----------------------------|---------------------------|------------------------------|---------------|
| 31 December 2014   | N'million   | Sinking Funds<br>N'million | FBN Nominees<br>N'million | FirstDependants<br>N'million | To<br>N'milli |
| Summarized Income Statement  |             |                            |                           |                              |               |
| Operating income   |             |                            |                           |                              |               |
| Operating income Operating expenses  | 16          | 312                        | 942                       | 398                          | 4.0           |
| Provision expense  | (9)         | (66)                       | (463)                     |                              | 1,6           |
| Operating profit —   |             | 2                          | (1.55)                    | (9)                          | (5            |
| Associate  | 7           | 246                        | 479                       | 389                          | 4.4           |
| Profit before tax  | <u> </u>    | No. of the                 | -                         | -                            | 1,1:          |
| Tax  | 7           | 246                        | 479                       | 389                          |               |
| (Loss)/Profit for the year —   | (1)         |                            | (23)                      | 309                          | 1,12          |
| Other comprehensive income   | 6           | 246                        | 456                       | 389                          | (2            |
| Total comprehensive income —   | 1           | (2)                        | (406)                     | (698)                        | 1,09          |
| - otal comprehensive income  | 7           | 244                        | 50                        | (309)                        | (1,10         |
| Total comprehensive inner all the second   |             |                            |                           | (000)                        |               |
| Total comprehensive income allocated to non controlling<br>interest                    |             |                            |                           |                              |               |
|  |             |                            |                           |                              |               |
| Dividends paid to non controlling interest   |             |                            |                           |                              |               |
| Summarized Financial Position  |             |                            |                           |                              |               |
| Assets   |             |                            |                           |                              |               |
| Cash and balances with Central Bank  |             |                            |                           |                              |               |
| Due from other banks   | •           | •                          | -                         |                              | 560           |
| Loans and advances   | 17          | 398                        | 1,002                     | 1,809                        | 3,22          |
| Financial Assets held for Trading (HFT)  |             | 19 <b>-</b> 57             |                           | 1,003                        | 3,22          |
| Investment securities  | 5           | *                          | 2                         |                              |               |
| Assets Pledged as collateral   | 143,012     | 1,045                      | 134                       | 35                           | 444.00        |
| Investment in subsidiaries   | ** <u>*</u> |                            | -                         | 33                           | 144,22        |
| Investment in Associates   | 2           |                            | 1/20                      | 10 <b>=</b> 3                | •             |
| Other assets   | -           | -                          | 100                       | -                            |               |
| 2007 190 200 000 000 000 000 000 000 000 000 0   | 13          | 1                          | 75                        |                              | 7.            |
| Deferred tax   | *           |                            | ,,,                       | 287                          | 37            |
| Intangible Assets  |             | 9                          |                           |                              | -             |
| Property, plant and equipment  |             | 8                          | 37                        | •                            | -             |
| Assets held for sale   | -           |                            | 3/                        |                              | 3             |
| _  | 143,042     | 1,444                      | 1,248                     | 2,131                        | 147,86        |
| Financed by  |             |                            |                           |                              |               |
| Customer deposits  |             |                            |                           |                              |               |
| Due to other banks   | 12.0        |                            |                           | 2                            | 21            |
| Financial liabilities held for trading   | -           | (( <del>*</del> )          | ×                         | 2                            | 7.5           |
| Borrowed funds   | 7           | (⊕)                        | 2                         | -                            | 375           |
| Tax payable  | 143,012     | 5.43                       | _                         | -                            | 143,01        |
| Other liabilities  | 1           |                            | 26                        |                              | 27            |
| Retirement benefit obligations   | 12          | 32                         | 61                        | 20                           |               |
| Deferred income tax liabilities  | 2           | - T                        |                           | - S                          | 108           |
| Liabilities held for sale  | -           |                            | -                         |                              | -             |
| liabilities field for sale   | -           | -                          | 2                         | 0.70                         |               |
|  | 143,025     | 32                         | 87                        |                              | 143,144       |
| Equity and reserves  | 16          | 1,412                      | 1.160                     | 2 121                        |               |
| otal Equity and Liabilities  | 143,041     | 02 M 10 80 22              |                           | 2,131                        | 4,719         |
| -  | 170,041     | 1,444                      | 1,247                     | 2,131                        | 147,863       |
| ummarized cash flows   |             |                            |                           |                              |               |
| perating activities  |             |                            |                           |                              |               |
| terest received  | 2           | 151                        | 7                         |                              | 20022020      |
| terest paid  | 2           | 101                        | ,                         | 21                           | 179           |
| urchase of investment securities   |             | (208)                      |                           |                              | (1 <b>-</b> 1 |
| oceeds from the sale of investment securities  | -           | (200)                      |                           |                              | (208)         |
| come tax paid  | 2           |                            | (00)                      | *                            | -             |
| ash flow generated from operations   | <u>.</u>    | 400                        | (23)                      |                              | (23)          |
| et cash generated from operating activities  | <del></del> | 162                        | 479                       | 1                            | 642           |
| t cash used in investing activities  |             | 105                        | 463                       | 22                           | 590           |
| et cash used in financing activities   |             | -                          | (329)                     | 1,237                        | 908           |
| crease in cash and cash equivalents  |             |                            | -                         |                              | -             |
| sh and cash equivalents at start of year   |             | 105                        | 134                       | 1,259                        | 1,498         |
|  |             | 294                        | 868                       |                              | /DE-STREET    |
| fect of exchange rate fluctuations an each bald  |             | 234                        | 000                       | 221                          |               |
| ect of exchange rate fluctuations on cash held   |             | 254                        | -                         | 551                          | 1,713         |
| fect of exchange rate fluctuations on cash held sh and cash equivalents at end of year | 955<br>951  | 254                        |                           | -                            | 1,713         |

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

### 25 Acquisition of Subsidiary

In May 2014, First Bank of Nigeria Limited acquired 80% equity interest in ICB Senegal. This concluded the 100% acquisition of the West Africa operations of International Commercial Bank (ICB) from International Commercial Bank Financial Group Holdings AG (ICBFGH) which commenced in 2013 with the acquisition of equity interests in four entities (ICB Ghana, ICB Sierra Leone, ICB Guinea and ICB Gambia) in October 2013. As a result of these acquisitions, the Commercial Banking segment of the Group will consolidate its position as one of the largest corporate and retail banking financial institutions in sub-Sahara Africa (excluding South Africa). This acquisition will enhance the Group's total asset base by about 1%, billion from the provisional amount recognised in the 2013 consolidated financial statements.

ICB Senegal contributed interest income of N326 million and fee commission of N61 million to the Group for the period June 2014 to 31 December 2014 but with a loss of N104 million. If the acquisition had occurred on 1 January 2014, ICB Senegal would contribute interest income of N232 million, fee and commission of N39 million and a loss before tax of N227 million to the Group.

The following table summarises the consideration paid for the subsidiaries, the fair value of assets acquired, liabilities assumed and the non-controlling interest at the acquisition date.

| Consideration<br>Cash | 10,559                           | 1,685                            | 2,243                            | 1,435                            | 2,038                     |
|-----------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|---------------------------|
|                       | October 31<br>2013<br>N' million | October 31<br>2013<br>N' million | October 31<br>2013<br>N' million | October 31<br>2013<br>N' million | May 31 2014<br>N' million |
|                       | ICB Ghana                        | ICB Sierra<br>Leone              | ICB Guinea                       | ICB Gambia                       | ICB Senegal               |

Recognised amounts of identifiable assets acquired and liabilities assumed

|  | Fair value            | Fair value      | Fair value | Fair value | Fair value   |
|--|-----------------------|-----------------|------------|------------|--------------|
| Cash and balances with central banks                         | 1,768                 | 416             | 2,846      |            | DAME         |
| Investment Securities  | 10,632                | 1,647           |            | 949        | 139          |
| Loans and advances to banks                                  | 404                   | 0.50000         | 1,501      | 767        | 4,422        |
| Loans and advances to customers                              | 9,316                 |                 | 3,073      |            | 952          |
| Deferred tax asset   |                       | 1,111           | 1,655      | 659        | 3,218        |
| Other assets   | 76                    | 14              | 11. T.     |            |              |
| Property, plant and equipment                                | 277                   | 238             | 234        | 73         | 62           |
| Intangible assets  | 319                   | 14              | 67         | 22         | 102          |
| Deposits   | 725                   | 172             | 202        | 60         | 88           |
| Other liabilities  | (11,687)              | (1,999)         | (7,284)    | (1,517)    | (4,743)      |
| Other Habilities   | (4,695)               | (217)           | (706)      | (84)       | (2,438)      |
| Total identifiable net assets                                | 7,135                 | 1,396           | 1 500      |            | 40-10-00 M   |
| Non controlling interest                                     | - 1,100               | 1,030           | 1,588      | 929        | 1,802        |
| Goodwill   | 3,424                 | 290             |            | -          |              |
|  |                       | -               | 655        | 506        | 236          |
| Cash and cash equivalents acquired from the subsidiary is ma | de up of the followin | a.              |            |            |              |
| Cash and balances with central banks                         | 723                   | 416             | 1,230      | 782        | (40)         |
| Treasury bills   | 10,632                | 1,647           | 1,501      | 767        | (12)         |
| Loans and advances to banks                                  | 404                   | ,,,,,,          | 3,073      | (5) (5)    | 1,288        |
|  | 11,759                | 2,063           | 5,804      | 1,549      | 952<br>2,228 |
| Net cash on acquisition of subsidiary                        |                       | 010.#151.8000.V |            | 1,040      | 2,220        |
| on addition of subsidiary                                    | 1,200                 | 377             | 3,561      | 114        | 190          |

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

### 25 Acquisition of Subsidiary continued

The cash and balances with central banks did not include any mandatory or restricted balances.

The goodwill of N5.1 billion from the acquisition of the Five ICB entities arises from a number of factors such as expected synergy's through combining a highly skilled workforce and obtaining economies of scale.

There were no contingent consideration. So the fair value of the contingent consideration arrangement was deemed nil.

The treasury bills were not marked to market as at acquisition date. The treasury bills are highly liquid investments that are convertible into cash with an insignificant risk of changes in value with original maturities of less than three months. The maturity of the treasury bills ranges between 7 days and 28 days. The amount represents its fair value.

The carrying amount of cash and balances with central bank and loans and advances to banks represents their respective fair value.

The gross contractual amount for loans and advances to customers is N18.6 billion which excludes a loan loss provision of N2.6 billion.

The gross carrying value of other assets is N0.882 billion, this includes an account receivable of N0.15 billion. None of the trade receivables have been impaired and it is expected that the full contractual amount can be collected. The difference between the fair value and the gross amount is the result of discounting over the expected timing of the cash collection.

The fair values of acquired assets and liabilities, including goodwill, previously disclosed as provisional for the ICB Ghana, ICB Slerra Leone, ICB Gambia and ICB Guinea have been finalised in the current year with no material changes to the fair value disclosed in the 2013 consolidated financial statements.

#### 26 Discontinued operations

a) Following the board's approval to dispose the group's 40% interest in Kakawa Discount House Limited on April 24,2014, equity method of accounting was discontinued and the group's interest was classified as asset held for sale having met all the conditions to be classified as such in accordance with IFRS 5 as the carrying amount is expected to be recovered principally by a sale rather than through continuing use. On 22 December 2014, the group sold its entire shareholding in Kakawa to its Parent Company - FBN Holdings Plc at a price of N6.4 billion. The group's share of results of Kakawa to the date of classification as held for sale is shown within the discontinued operations for the current and prior periods, while the gain/(losses) on the disposal is included in the current period.

The results from discontinued operations which have been included in the consolidated income statement are as follows:

|   | Grou                                      | ip .                                 | Bar   | nk  |
|---|---|--------------------------------------|---|---|
| Share of results of equity accounted investments Profit/(loss) on disposal of discontinued operations Profit/(loss) for the year - discontinued | 2014<br>N'million<br>136<br>(220)<br>(84) | 2013<br>N'million<br>875<br>-<br>875 | 2014<br>N'million<br>-<br>4,176<br>4,176        | 2013<br>N'million<br>-<br>-                         |
| Profit/(loss) on disposal of discontinued operations is calculated as follows:  |   |                                      |   |   |
| Consideration Carrying value as at point of sale (Note 27) Share of associate's OCI recycled (Note 27)  |   | _                                    | Group<br>N'million<br>6,400<br>(6,361)<br>(259) | Bank<br>N'million<br>6,400<br>(2,224)<br>-<br>4,176 |

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

# 26 Discontinued operations continued

## b) Asset classified as Held for Sale

The property development portfolio of First Mortgages Limited is being presented as held for sale following the commitment to its sale by the Group's management in compliance with the Central Bank of Nigeria's (CBN) Regulation on the scope of Banking Activities and Ancillary Matters No 3, 2010, which require banks in Nigeria to concentrate on banking businesses. In August 2012, as part of the capital restructuring scheme of the First Bank Group, shareholders approved the full divestment by FirstBank, of all the property development business of FBN Mortgages, prior to the Central Mortgage banks sufficient time to exercise any of the options for capital reising and business combination. The prior year balance was restated Management assessed the new the same property assessed t

Management assessed the appropriateness of the continued classification of the assets in line with IFRS 5 and remains committed to completing the sale.

|  | Group  |                                      |
|--|--|--------------------------------------|
| Assets classified as held for sale Inventory | A Part and the second of the s | Restated<br>31 Dec 2013<br>N'million |
| inventory                                    | 2,931  | 4,549                                |
|  | 2,931  | 4,549                                |

# 27 Investment in associates (equity method)

First Bank of Nigeria Limited had a 40% share holding in Kakawa Discount house (KDH). Following the board's approval to dispose the group's interest in Kakawa Discount House Limited on April 24,2014, equity method of accounting was discontinued and the group's interest was classified as asset held for sale. The sale was subsequently made on 22 December 2014.

KDH is a company incorporated in Nigeria and is involved in trading in, holding and provision of discount and re-discount facilities for treasury bills, commercial bills and other eligible financial instruments normally purchased by banks, corporate bodies and the investing public. KDH has share capital consisting only of ordinary share capital which are held directly by the group; the country of incorporation or registration is also their principal place of business. KDH is not publicly traded and there is no published price information.

|  | GRO                 | UP                  | BAN                 | IK                  |
|--|---------------------|---------------------|---------------------|---------------------|
|  | 2014<br>N 'millions | 2013<br>N 'millions | 2014<br>N 'millions | 201:<br>N 'millions |
| Balance at beginning of year                   | 0.005               | 2002-000            |                     |                     |
| Share of profit                                | 6,225               | 5,609               | 2,224               | 2,224               |
| Share of other comprehensive income            | 136                 | 875                 |                     | -                   |
| Classification as held for sale                | 12.5                | (259)               |                     | 142                 |
| At end of year                                 | (6,361)             |                     | (2,224)             |                     |
| 90000 40 C (40 ABC 20 ABC)                     | •                   | 6,225               |                     | 2,224               |
| Summarised balance sheet for KDH is as follows |                     |                     |                     |                     |
|  |                     |                     |                     | 2013                |
| Cash and balances with CBN                     |                     |                     |                     | N 'millions         |
| Loans and advances to Banks                    |                     |                     |                     |                     |
| Loans and advances to customers                |                     |                     |                     | 1,039               |
| Financial assets held for trading              |                     |                     |                     | 25,661              |
| investment securities                          |                     |                     |                     | 6,330               |
| nvestment in subsidiaries                      |                     |                     |                     | 48,696              |
| Pledged assets                                 |                     |                     |                     |                     |
| Other assets                                   |                     |                     |                     | 19,900              |
| Property, plant and equipment                  |                     |                     |                     | 73                  |
| ntangible assets                               |                     |                     |                     | 1,051               |
| Deferred tax assets                            |                     |                     |                     | 30                  |
| ssets held for sale                            |                     |                     |                     | 2,533               |
| otal assets                                    |                     |                     |                     | *                   |
|  |                     |                     |                     | 105,313             |

| 27   | Investment in associates (equity method)   |               |
|------|--|---------------|
|      | Summarised balance sheet for KDH continued   | 2013          |
|      | Due to banks   | N 'millions   |
|      | Due to customers   | 38,123        |
|      | Derivative financial instruments   |               |
|      | Current income tax liability   | 52,541        |
|      | Other liabilities  | 265           |
|      | Deferred tax liabilities   | 87            |
|      | Liabilities held for sale  | 792           |
|      |  | 101           |
|      | Total Liabilities  | 91,909        |
|      | Summarised statement of comprehensive income   |               |
|      | Discount and similar income  |               |
|      | Discount and similar expense   | 12,418        |
|      | Net discount income  | (9,629)       |
|      | Impairment (charge) for/reversal of credit losses (Net)  | 2,789         |
|      | Net interest income after net impairment charge  | 5000000       |
|      | Net gains from financial assets held for trading   | 2,789         |
|      | Net gains from investment securities at fair value   | 933           |
|      | Other operating income   | (241)         |
|      | Operating Income   | 607           |
|      | Operating expenses   | 4,088         |
|      | Income tax   | (1,746)       |
|      |  | (176)         |
| 1    | Profit for the year from continuing operations   | (170)         |
| 1    | Profit for the year from discontinued operations   | 2,166         |
| - 1  | Profit for the year  | 23            |
|      |  | 2,189         |
| (    | Other comprehensive income   | 2,100         |
| 1    | tems that may be subsequently reclassified to profit or loss   |               |
|      | y security reclassified to profit or loss  |               |
| ١    | Net gains on available-for-sale financial assets   |               |
| -    | Unrealised net gains arising during the period, before tax   |               |
|      | game aroung during the period, before tax  | (648)         |
|      | MA.  | (0.10)        |
|      | other comprehensive income for the year<br>et of tax   |               |
|      |  |               |
|      | OTAL COMPREHENSIVE INCOME FOR THE YEAR   |               |
| ~    | The state of the s | 1,541         |
|      | he information above reflects the amounts presented in the financial statements of the associates (and not FBN Limited's share of  | those amounts |
| R    | econciliation of summarised financial information presented to the carrying amount of its interest in associates   | anound.       |
| 4    | prosented to the carrying amount of its interest in associates   |               |
|      |  | 2013          |
| 0    | · ·  | N 'millions   |
| Of   | pening net assets on 1 January   |               |
| Pr   | ofit or loss for the period  | 14,712        |
| Ot   | her comprehensive income   | 2,189         |
| Clo  | osing net assets   | (648)         |
|      |  | 16,253        |
| Inte | erest in associates (40%)  |               |
| Ca   | rrying value   | 6,501         |
|      |  | 6,225         |
| KD   | H did not have any commitment or contingent liabilities as at 31st December 2013   |               |
|      | and an art of 1st December 5019  |               |

NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

| Total   | LOIIII N | 117 400   | 17,493            | 12,090            |            | (1,776)   | (4,898)             | 102 777                                  | 111,50                   |                       | 46,772     | 9,163     | (20,898)            | (4,155) | 30,882                              | 74.005 | 1,895 |                   | 102 777   | 13 152            | 5          | (0)       | (794)               | 114.817                                 |                          |   | 30,882   | 12        | 9,741               | (600)   | 40,035                              |
|---|----------|-----------|-------------------|-------------------|------------|-----------|---------------------|--|--------------------------|-----------------------|------------|-----------|---------------------|---------|-------------------------------------|--------|-------|-------------------|-----------|-------------------|------------|-----------|---------------------|---|--------------------------|---|--|-----------|---------------------|---|-------------------------------------|
| Work in<br>progress   |          | 9 868     | 200,0             | (3 493)           | (4,776)    | (011,1)   |                     | 5,307                                    |                          |                       | re         |           | c                   |         |                                     | 5 307  | innin |                   | 5.307     | 1680              | (2 453)    | (322)     | -                   | 4,212                                   |                          |   | •  |           |                     | e a   |                                     |
| Computer Furniture, fittings<br>quipment & equipment<br>N million N million |          | 5.975     | 1,986             | 119               |            | (1.894)   | (66)                | 6,087                                    |                          | c                     | 1,801      | 700       | (1,894)             | 2 647   | 1017                                | 3.440  |       |                   | 6,087     | 691               | 124        | •         | £                   | 6,901                                   |                          | 7 647                                     | 101  | 1 073     | £ .                 | 3.719   |                                     |
| Computer Fur<br>equipment<br>N million                                      |          | 14,106    | 944               | 123               |            | (7,302)   | (2,135)             | 5,736                                    |                          | 11 870                | 1,00       | (2027)    | (2 139)             | 3,855   |                                     | 1,881  |       |                   | 5,736     | 1,751             | 174        | ¥         | (1)                 | 7,660                                   |                          | 3.855                                     |  | 1.534     | (5)                 | 5,388   | 2 5 5 7 5                           |
| Office<br>equipment<br>N million  |          | 32,853    | 2,524             | 1,779             | •          | (8,219)   | (479)               | 28,458                                   |                          | 21.071                | 4,645      | (8.219)   | (200)               | 16,997  |                                     | 11,461 |       | 1                 | 28,458    | 4,491             | 1,241      | •         | (26)                | 34,164                                  |                          | 16,997                                    |  | 4,743     | (25)                | 21,715  | 12 449                              |
| Motor<br>vehicles<br>N million  |          | 9,986     | 2,278             | 4                 | •          | (3,423)   | (1,670)             | 7,175                                    |                          | 6,397                 | 1,596      | (3,423)   | (1,333)             | 3,237   |                                     | 3,938  |       | 1                 | 6/1,      | 1,874             | ·          | •         | (763)               | 8,286                                   |                          | 3,237                                     | 12   | 1,728     | (573)               | 4,404   | 3.882                               |
| Land<br>N million   |          | 13,563    | 2,491             | 1,468             |            |           | 47 500              | 770,11                                   |                          | ·                     |            |           |                     | •       |                                     | 17,522 |       | 17 500            | 270,11    | 771,7             | 422        |           | 20 404              | 20,104                                  |                          |   | •  | Ü         |                     |   | 20,104                              |
| Improvement<br>& buildings<br>N million                                     |          | 31,142    | 1011              | 6 /9              | 100/       | (90)      | 32 492              | 201,20                                   |                          | 3,631                 | 636        | (09)      | (61)                | 4,146   | 27 0 00                             | 28,346 |       | 32 492            | 530       | 750               |            | es s      | 33.490              | 00100                                   |                          | 4,146                                     |  | 663       |                     | 4,809   | 28,681                              |
| 28 Property, plant and equipment BANK                                       | Cost     | Additions | Reclassifications | Other Adjustments | Write offs | Disposals | At 31 December 2013 | 20 E E E E E E E E E E E E E E E E E E E | Accumulated depreciation | Charge for the second | Write offe | Disposals | At 31 December 2013 |         | Net book amount at 31 December 2012 | 2013   | Cost  | At 1 January 2014 | Additions | Reclassifications | Write offs | Disposals | At 31 December 2014 | 2 | Accumulated depreciation | At 1 January 2014<br>Exchange differences | Control of the fact of the control o | Disposals | At 31 December 2014 | #107 IDOI 100 10 10 10 10 10 10 10 10 10 10 10 10 | Net book amount at 31 December 2014 |

First Bank of Nigeria Limited

NOTES TO THE CONSOLIDATED FINANCIAL INFORMATION FOR THE YEAR ENDED 31 DECEMBER 2014

| 28 Property, plant and equipment GROUP   | Improvement              | Land      | Motor                 | Office                 | Computer Fu            | Computer Furniture fiftings | 0                        |                       |          |
|--|--------------------------|-----------|-----------------------|------------------------|------------------------|-----------------------------|--------------------------|-----------------------|----------|
|  | & buildings<br>N million | N million | vehicles<br>N million | equipment<br>N million | equipment<br>N million | & equipment<br>N million    | & machinery<br>N million | progress<br>N million | Total    |
| Cost   |                          |           |                       |                        |                        |                             |                          |                       | N IIII   |
| At 1 January 2013  | 32,988                   | 13.626    | 10.675                | 32 505                 | 100                    |                             |                          |                       |          |
| Additions  | 3,901                    | 2.491     | 2,500                 | 25,283                 | 15,466                 | 6,878                       | a                        | 10,883                | 124,111  |
| Acquisition of new subsidiary  | 226                      | 134       | 100                   | 434                    | 1,169                  | 2,019                       | ĸ                        | 814                   | 15,558   |
| Reclassifications  | 269                      | 1 110     | 50                    | 45.                    | 228                    | 22                          | 36                       | 24                    | 948      |
| Other Adjustments  |                          | 0 +1-     | 4                     | 1,815                  | 123                    | (344)                       | (36)                     | (3,541)               | •        |
| Disposals  | (357)                    |           |                       | 0                      | •                      | ×                           |                          | (1.776)               | (1776)   |
| Write Offs   | (100)                    | (63)      | (1,747)               | (489)                  | (2,136)                | (106)                       | E                        |                       | (4 898)  |
| Exchange difference  | (8)                      | r         | (3,423)               | (8,226)                | (7,302)                | (1,894)                     | ·                        |                       | (20 032) |
| At 31 December 2013  | 28                       |           | 44                    | 151                    | 52                     | 2                           |                          |                       | (20,332) |
|  | 37,266                   | 17,598    | 8,162                 | 29,644                 | 7,600                  | 6,612                       |                          | 6.404                 | 113 286  |
| Accumulated depreciation   |                          |           |                       |                        |                        |                             |                          |                       |          |
| Chargo for the contract  | 3,853                    | 6         | 6,873                 | 21,657                 | 12.933                 | 4 225                       |                          |                       |          |
| Accurate for the year  | 776                      | (2)       | 1,735                 | 4,734                  | 1,676                  | 200                         |                          | 1                     | 49,651   |
| Dealers of new subsidiary  | 192                      | 4         | 83                    | 86                     | 176                    | 700                         | - 6                      | c                     | 9,822    |
| Reciassifications  | 200                      | ٠         | -                     | 27                     | 2                      | 45                          | 52                       | •                     | 622      |
| Disposals  | (61)                     | ,         | (4 383)               | (240)                  |                        | (200)                       | (27)                     | e                     | *        |
| Write Offs   | (85)                     |           | (505,0)               | (016)                  | (2,139)                | (129)                       | ٠                        | •                     | (4,222)  |
| Exchange differences   | (50)                     |           | (3,423)               | (8,222)                | (7,302)                | (1,894)                     | •                        | ٠                     | (20,926) |
| At 31 December 2013  | 4 875                    |           | (21)                  | (41)                   | (22)                   | (33)                        | •                        | •                     | (150)    |
|  | 20,4                     | 7         | 3,864                 | 17,743                 | 5,289                  | 3,024                       | (0)                      |                       | 34.797   |
| Net book amount at 31 December 2013  | 32,391                   | 17.595    | 4 298                 | 77 007                 | 7700                   |                             |                          |                       |          |
| AND ADDRESS OF THE PROPERTY OF |                          | 00011     | 4,430                 | 11,901                 | 2,311                  | 3,588                       | 0                        | 6,404                 | 78,489   |
| Cost   |                          |           |                       |                        |                        |                             |                          |                       |          |
| At 1 January 2014  | 37.266                   | 17.598    | 8 183                 | ****                   |                        |                             |                          |                       |          |
| Additions  | 1.455                    | 2 188     | 0,102                 | 29,644                 | 7,600                  | 6,612                       | i                        | 6,404                 | 113,286  |
| Acquisition of new subsidiary  | 2                        | 23        | 2,173                 | 4,653                  | 2,205                  | 748                         | 7                        | 1,783                 | 15,212   |
| Reclassifications  | 09                       | 2 2       | 33                    | 13                     | 36                     | 28                          | 19                       |                       | 182      |
| Disposals  | -                        | 420       |                       | 1,241                  | 173                    | 124                         | æ                        | (3.153)               | ! ,      |
| Write Offs   | <b>0</b> ( )             |           | (888)                 | (34)                   | (4)                    | (10)                        | (2)                      | (41)                  | (989)    |
| Exchange difference  | 1 1                      |           | (26)                  | 4)                     | (3)                    | (3)                         |                          | (344)                 | (380)    |
| At 31 December 2014  | 45 270                   | 37        | 142                   | 140                    | 234                    | 80                          | 2                        | 160                   | 1 284    |
|  | 40,370                   | 20,302    | 9,586                 | 35,653                 | 10,241                 | 7,609                       | 26                       | 4.809                 | 128 595  |
| Accumulated depreciation   |                          |           |                       |                        |                        |                             |                          | 11.11.                | 200      |
| At 1 January 2014  | 4,875                    | 2         | 3 864                 | 47 743                 | 000                    |                             |                          |                       |          |
| Exchange differences   | 70                       | ٤,        | 200,0                 | 041,71                 | 5,289                  | 3,024                       | 0)                       | t                     | 34,796   |
| Charge for the year  | 0 00                     |           | C I                   | 6                      | 192                    | 53                          | က                        | 3                     | 475      |
| Acquisition of new subsidiary  | 200                      | D         | 1,855                 | 4,850                  | 1,778                  | 1,133                       | S                        |                       | 10.531   |
| Disposals  |                          | 90        | 19                    | 10                     | 30                     | 32                          | 15                       | 3                     | 106      |
| At 31 December 2014  | 2 8 4 0                  |           | (670)                 | (32)                   | (4)                    | (8)                         | a                        |                       | (717)    |
| THE CONTRACT OF THE CONTRACT O | 040'0                    | ٥         | 5,164                 | 22,629                 | 7,285                  | 4,234                       | 23                       |                       | 45,191   |
| Net book amount at 31 December 2014  | 34,521                   | 20,294    | 4.422                 | 13.024                 | 2000                   |                             |                          |                       |          |
|  |                          |           |                       | - Anini                | 4,500                  | 3,375                       | 3                        | 4,809                 | 83,404   |
|  |                          |           |                       |                        |                        |                             |                          |                       |          |

Exchange Difference on PPE
These exchange difference on PPE occurs as a result of translation of balances relating to the foreign entities of the group as at reporting date. The subsidiaries whose translation gave rise to the difference are FBN Bank (UK) and FBN Bank (Congo).

#### 29 Intangible assets

| 9   | Intangible assets           |           |                          |                |               |   |                                       |
|-----|-----------------------------|-----------|--------------------------|----------------|---------------|---|---------------------------------------|
|     |                             |           |                          | (              | GROUP         |   |                                       |
|     |                             | Goodwill  | Customer<br>Relationship | Brand          | Core Deposits | Computer software   | Total                                 |
|     | 23.2                        | N'million | N'million                | N'million      | N'million     | N'million   | N'millio                              |
|     | Cost                        |           |                          |                |               | TT TIME   | i i i i i i i i i i i i i i i i i i i |
|     | At 1 January 2013           | 1,646     | ₩.                       | -              | 2             | 4,722   | 6,368                                 |
|     | Additions                   | -         | <b>=</b> 0               | 2              | 2             | 1,042   | 5500 700000                           |
|     | Write off                   | -         |                          |                | 0             | (2,218)   | 1,042                                 |
|     | Other changes               | (542)     | 0.00                     |                |               | (2,210)   | (2,218                                |
|     | Acquisition of subsidiary   | 6,033     |                          | -              | 2             | 151   | (542                                  |
|     | Exchange difference         |           |                          |                |               | 19  | 6,184                                 |
|     | At 31 December 2013         | 7,137     |                          | -              |               | 3,716   | 19                                    |
|     | Additions                   | 70000000  |                          |                |               |   | 10,853                                |
|     | Acquisition of subsidiary   | 346       |                          |                |               | 2,086   | 2,086                                 |
|     | Write off                   |           | 12 P-02                  | -              | 12            | 251   | 597                                   |
|     | Other changes               | (1,081)   | 52                       | 330            | 699           | (732)   | (732)                                 |
|     | Exchange difference         | (996)     |                          | 330            | 699           |   | 0                                     |
|     | At 31 December 2014         | 5,406     | 52                       | 330            | 699           | 126   | (870)                                 |
|     |                             |           |                          | 000            | 099           | 5,447   | 11,934                                |
|     | Amortisation and impairment |           |                          |                |               |   |                                       |
|     | At 1 January 2013           |           |                          |                |               |   |                                       |
|     | Amortisation charge         | 250       | 1.5                      | *              | (4)           | 2,951   | 2,951                                 |
|     | Write off                   | •         |                          | -              | -             | 857   | 857                                   |
|     | Acquisition of subsidiary   |           |                          | 3 <del>4</del> | ( <u>=</u>    | (2,218)   | (2,218)                               |
|     | Impairment charge           | 2         | ≅                        |                | -             | 108   | 108                                   |
|     | Exchange difference         | 552       | 25                       | ·              |               | -   | 552                                   |
|     | At 31 December 2013         |           |                          |                | -             | 9   | 9                                     |
|     | Amortisation charge         | 552       | 7                        | -              | +             | 1,707   | 2,259                                 |
|     | Acquisition of subsidiary   | •         | 20                       | 207            | 139           | 901   | 1,267                                 |
| ,   | Write off                   | -         | 25                       | =              | -             | 228   | 228                                   |
|     | mpairment charge            | -         |                          |                | +             | (512)   | (512)                                 |
|     | Exchange difference         | 501       |                          | -              | -             |   | 501                                   |
|     | At 31 December 2014         |           | -                        |                |               | 88  | 88                                    |
| •   | K 31 December 2014          | 1,053     | 20                       | 207            | 139           | 2,412   | 3,831                                 |
|     | let book value              |           |                          |                |               |   |                                       |
|     | t 31 December 2014          | 4,352     | 32                       | 123            | 560           | 3.035   | 0.400                                 |
| F   | t 31 December 2013          | 6,585     |                          | -              | 500           | 1 min | 8,103                                 |
|     |                             | (3,05,10) | 255                      | 959            | 5*3           | 2,009   | 8,594                                 |
|     |                             |           |                          |                |               |   |                                       |
|     |                             |           |                          |                |               | BANK  |                                       |
|     |                             |           |                          |                |               | Computer<br>software  | Total                                 |
| 100 |                             |           |                          |                |               | N'million   | Memille                               |
|     | ost                         |           |                          |                |               | 14 million  | N'million                             |
|     | t 1 January 2013            |           |                          |                |               | 2.004   | 0.05                                  |
| 877 | dditions                    |           |                          |                |               | 3,904   | 3,904                                 |
|     | /rite off                   |           |                          |                |               | 603   | 603                                   |
| A   | t 31 December 2013          |           |                          |                | -             | (2,219)   | (2,219)                               |
| A   | dditions                    |           |                          |                |               | 2,288   | 2,288                                 |
| W   | frite off                   |           |                          |                |               | 1,897   | 1,897                                 |
|     | 24 December 2014            |           |                          |                |               | (732)   | (732)                                 |

|  | DANI      | <b>6</b> 0 |  |
|--|-----------|------------|--|
|  | Computer  | Total      |  |
|  | software  |            |  |
| Cost   | N'million | N'million  |  |
| At 1 January 2013  |           |            |  |
| Additions  | 3,904     | 3,904      |  |
| Write off  | 603       | 603        |  |
| At 31 December 2013  | (2,219)   | (2,219)    |  |
| Additions  | 2,288     | 2,288      |  |
| Write off  | 1,897     | 1,897      |  |
| At 31 December 2014  | (732)     | (732)      |  |
|  | 3,453     | 3,453      |  |
| Amortisation and impairment  |           |            |  |
| At 1 January 2013  | 12000     |            |  |
| Amortisation charge  | 2,602     | 2,602      |  |
| Write off  | 662       | 662        |  |
| At 31 December 2013  | (2,218)   | (2,218)    |  |
| Amortisation charge  | 1,046     | 1,046      |  |
| Write off  | 647       | 647        |  |
| At 31 December 2014  | (512)     | (512)      |  |
|  | 1,181     | 1,181      |  |
| Net book value   |           |            |  |
| At 31 December 2014  | P08200    |            |  |
| At 31 December 2013  | 2,272     | 2,272      |  |
| who conversions and the state of the state o | 1,241     | 1,241      |  |

The amortisation charge for the year is included in the income statement.

The software is not internally generated.

The goodwill balance of N4.35 billion includes N0.55 billion attributable to the acquisition of BIC (Banque International du Credit in the Democratic Republic of Congo) concluded in 2013 and N3.80 billion attributable to the acquisition of the ICB West Africa entities in 2013 and 2014.

See note 25 on goodwill arising on acquisition of ICB entities.

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

#### 29 Intangible assets continued

### Impairment tests for goodwill

Impairment tests for goodwill
Goodwill is monitored on the operating segment level. The entities to which the goodwill relates is recognized as a cash generating unit (CGU) and segmented as part of the retail business outside Nigeria.

In prior year, the value of goodwill on the BIC acquisition was reduced to the recoverable amount by an impairment loss which was recognized in operating expenses in the income statement. In the current year, the value of goodwill in ICB Guinea was reduced to the recoverable amount by an impairment loss which has been recognized in operating expenses in the income statement.

The impairment in Guinea arose as a result of the outbreak of Ebola which has led to an adverse effect on the economy. The epidemic has recently been brought under control, and this is expected to reflect positively on the economy with time.

The recoverable amount of each CGU has been based on value in use and the weighted average cost of capital WACC. These calculations use pretax cash flow projection covering five years. The discount rate used is pre-tax

The key assumptions used in the value-in-use calculation for 2014 are as follows:

| _   | BIC                 | Ghana            | Guinea | Gambia | Sierra Leone | Senegal      |
|---|---------------------|------------------|--------|--------|--------------|--------------|
| Terminal growth rate: %                           | 6%                  | 6%               | 10%    | 6%     | 7%           | 5%           |
| Discount rate: %                                  | 24%                 | 27%              | 31%    | 25%    | 30%          |              |
| Deposit growth rate:%                             | 12%                 | 15%              | 15%    | 18%    | 18%          | 18%          |
| Recoverable amount of the CGU: (N' million)       | 12,983              | 8,776            | 2,065  | 1,448  | 2,053        | 15%<br>2,927 |
| Management determined deposits to be the key va   | alue driver in each | of the entities. |        |        |              |              |
| Goodwill (N' million)                             | 1,104               | 2,285            | 678    | 478    | 291          | 230          |
| Net Asset (N' million)                            | 6,158               | 5,272            | 1,937  | 925    | 1.556        | 1.755        |
| Total carrying amount (N' million)                | 7,262               | 7,557            | 2,615  | 1,403  | 1,847        | 1,985        |
| Excess of recoverable amount over carrying amount | 5,722               | 1,219            | (550)  | 45     | 206          | 942          |

#### 30 Deferred tax

Deferred income taxes are calculated on all temporary differences under the liability method using an effective tax rate of 30% (2012: 30%, 2011:

|   |               | GROUP       |                     | BANK        |                     |  |
|---|---------------|-------------|---------------------|-------------|---------------------|--|
|   |               | 2014        | 31 December<br>2013 | 2014        | 31 December<br>2013 |  |
| Deferred income tax assets and liabilities are attributable to litems:  | the following | N 'millions | N 'millions         | N 'millions | N 'millions         |  |
| Deferred tax assets   |               |             |                     |             |                     |  |
| Property, plant and equipment   |               | (0.004)     |                     |             | 1922/2013           |  |
| Allowance for loan losses   |               | (8,304)     | (490)               | (8,245)     | (361                |  |
| Tax losses carried forward  |               | 3,432       | 3,591               | 2,047       | 2,128               |  |
| Other assets  |               | 10,360      | (426)               | 10,791      | (0                  |  |
| Other liabilities   |               | 1,100       | (597)               | 1,254       | (445                |  |
| Defined benefit obligation  |               | (7,598)     | (630)               | (7,671)     | (703                |  |
| Effect of changes in exchange rate  |               | 3,269       | 3,139               | 3,167       | 3,036               |  |
| check of changes in exchange rate   |               | 125         |                     |             |                     |  |
| Deferred tax liabilities  |               | 2,384       | 4,587               | 1,343       | 3,655               |  |
|   |               |             |                     | 100         |                     |  |
| Property, plant and equipment   |               | (13)        |                     | 23          | 2                   |  |
| Allowance for loan losses   |               | 32          |                     | ¥6          | ¥                   |  |
| Tax losses carried forward  |               | (2)         | *                   | *           |                     |  |
| Other assets  |               | 11          |                     |             | 2                   |  |
| Other liabilities   |               | 10          | 10                  |             | 2                   |  |
| Defined benefit obligation  |               |             |                     |             | 2                   |  |
|   |               | 38          | 10                  |             |                     |  |
| Deferred tax assets   | (4)           |             |                     | 1.5         |                     |  |
| - Deferred tax asset to be recovered after more than 12 months  |               | N/A/ACCCO   |                     |             |                     |  |
| - Deferred tax asset to be recovered within 12 months   |               | 1,284       | 5,185               | 89          | 4,100               |  |
| Deterred tax asset to be recovered within 12 months   |               | 1,100       | (597)               | 1,254       | (445)               |  |
| Deferred tax liabilities  |               | 2,384       | 4,588               | 1,343       | 3,655               |  |
| - Deferred tax liability to be recovered after more than 12 months  |               | 100         |                     |             |                     |  |
| - Deferred tax liability to be recovered within 12 months   |               | 27          | 10                  |             | 30 <b>.</b>         |  |
| - Deferred tax liability to be recovered within 12 months   |               | 11          |                     |             | · ·                 |  |
|   |               | 38          | 10                  | -           |                     |  |
| Group   |               | Adjustment  |                     |             |                     |  |
|   |               | on acquired | Recognised          | Recognised  |                     |  |
|   | 1 Jan 2014    |             | in P&L              | OCI         | 31 Dec 2014         |  |
|   | N 'millions   | N 'millions | N 'millions         | N 'millions |                     |  |
| Movements in Deferred tax assets during the year:   | 14 militaria  | W minoris   | 14 minions          | N millions  | N 'millions         |  |
| Property, plant and equipment   | (490)         |             |                     |             | na arrestante       |  |
| Allowance for loan losses   |               | •           | (7,814)             | -           | (8,304)             |  |
| Tax losses carried forward  | 3,591         | *           | (158)               | -           | 3,433               |  |
| Other assets  | (426)         | •           | 10,786              |             | 10,360              |  |
| Other liabilities   | (597)         |             | 1,697               |             | 1,100               |  |
| Defined benefit obligation  | (630)         | -           | (6,968)             | 5           | (7,598)             |  |
| Effect of changes in exchange rate  | 3,139         | -           | 9                   | 122         | 3,270               |  |
| - and the control of |               | -           | 125                 |             | 125                 |  |
|   | 4,587         | -           | (2,323)             | 122         | 2,385               |  |

| )  | Deferred tax continued   | 1 Jan 2013<br>N 'millions | Adjustment<br>on acquired<br>entities<br>N'millions | Recognised<br>in P&L<br>N 'millions | Recognised<br>OCI<br>N 'millions | 31 Dec 20      |
|----|--|---------------------------|---|-------------------------------------|----------------------------------|----------------|
|    | Movements in Deferred tax assets during the year:                                    |                           | 14 minions  | - N mintons                         | N millions                       | N 'millior     |
|    | Property, plant and equipment  | 9.253                     | 927.79  | 100000000                           |                                  |                |
|    | Allowance for loan losses  |                           | (115)   | (9,628)                             |                                  | (49            |
|    | Tax losses carried forward   | 3,159                     | (258)   | 406                                 | 283                              | 3,59           |
|    | Other assets   | -                         | (426)   | -                                   | *                                | (42            |
|    | Other liabilities  | 527                       | (5)   | (1,119)                             | 8                                | (59            |
|    | Defined benefit obligation   | (10,286)                  |   | 9,657                               |                                  | (63            |
|    | Defined benefit obligation   | 5,301                     | 206   | (3,004)                             | 635                              | 3,13           |
|    |  | 7,954                     | (598)   | (3,688)                             | 918                              | 4,58           |
|    |  |                           | Opening balance                                     | Discontinued<br>Operations          |                                  | Closing balan  |
|    | Movements in Deferred tax liabilities during the year: 2014                          |                           | N 'millions   | N 'millions                         | N 'millions                      | N 'million     |
|    | Property, plant and equipment  |                           |   |                                     |                                  |                |
|    |  |                           | *   | <u> </u>                            | (13)                             | (1             |
|    | Allowance for loan losses  |                           | *   | 2                                   | 32                               | 3              |
|    | Tax losses carried forward   |                           | 20  |                                     | (2)                              |                |
|    | Other assets   |                           | 23  | 9                                   | 11                               | (              |
|    | Other liabilities  |                           | 10  | 62                                  |                                  | 1              |
| 1  | Defined benefit obligation   | _                         |   |                                     | :                                | 1              |
|    |  | -                         | 10  |                                     | 28                               | 3              |
|    | 2013   |                           |   |                                     |                                  |                |
| (  | Other liabilities  | 10                        | 9   |                                     | 1                                | 10             |
| E  | Sank   |                           | *   |                                     |                                  |                |
| 7  |  |                           |   | Recognised                          | D                                |                |
|    |  |                           | 1 Jan 2014  | in P&L                              | Recognised                       |                |
|    |  |                           | N 'millions   |                                     | ocı                              | 31 Dec 201     |
| N  | Movements in temporary differences during the year:<br>Property, plant and equipment | -                         | N millions  | N 'millions                         | N 'millions                      | N 'million     |
| Δ  | Allowance for loan losses  |                           | (361)   | (7,884)                             |                                  | (8,245         |
|    | ax losses carried forward  |                           | 2,128   | (81)                                | 9                                | 2,047          |
|    | Other assets   |                           | -   | 10,791                              | 2                                | 10,791         |
| -  | Other liabilities  |                           | (445)   | 1,700                               |                                  | 1,255          |
|    |  |                           | (703)   | (6,968)                             | ₽                                | (7,671         |
| U  | Defined benefit obligation   | 5 <u>2</u>                | 3,036   | 8                                   | 122                              | 3,166          |
|    |  |                           | 3,655   | (2,435)                             | 122                              | 1,343          |
|    |  |                           |   | Recognised                          | Recognised                       |                |
|    |  |                           | 1 Jan 2013  | In P&L                              | OCI                              | 31 Dec 2013    |
| M  | lovements in temporary differences during the year:                                  | -                         | N 'millions   | N 'millions                         | N 'millions                      | N 'millions    |
|    | roperty, plant and equipment   |                           | 9,254   | (9,615)                             | 1920                             | (361           |
|    | llowance for loan losses   |                           | 1,762   | 366                                 | -                                |                |
|    | ther assets  |                           | 527   | (972)                               | -                                | 2,128          |
|    | ther liabilities   |                           | (10,287)  | 9,584                               | 120                              | (445)          |
| -  | efined benefit obligation  |                           | 5,447   | (3,046)                             | 635                              | (703)          |
| De |  |                           |   |                                     |                                  |                |
| DE |  |                           | 6,703   | (3,683)                             | 635                              | 3,036<br>3,655 |

Deferred income tax assets are recognised for tax loss carry -forwards to the extent that the realisation of the related tax benefit through future taxable profits is probable. Temporary difference relating to the Group's Investment in subsidiaries is N7.8 billion (2013: N5.2 billion). As the Group exercises control over the subsidiaries, it has the power to control the timing of the reversals of the temporary difference arising from its investments in them. The group has determined that the subsidiaries will not be disposed of. Hence, the deferred tax arising from the temporary differences above will not be recognised.

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

### 31 Other assets

| Ciliar adocto   |   |  |             |             |
|---|---|--|-------------|-------------|
|   | GRO                                     | GROUP  |             | NK          |
|   |   | Restated   |             | no.         |
|   | 31 December                             | 31 December  | 31 December | 31 December |
|   | 2014                                    | 2013   | 2014        | 2013        |
|   | N 'millions                             | N 'millions  | N 'millions | N 'millions |
| Financial assets:   |   |  | _           |             |
| Accounts receivable   | 27,612                                  | 24 520   |             |             |
|   |   | 31,536   | 18,120      | 24,170      |
| Less specific allowances for impairment                           | 27,612                                  | 31,536   | 18,120      | 24,170      |
|   | (884)                                   | (1,218)  | (797)       | (1,202)     |
|   | 26,728                                  | 30,318   | 17,323      | 22,968      |
| Non Financial assets:   |   |  |             |             |
| Inventory   | 1,326                                   | 0.404  |             |             |
| Prepayments   | 1 To | 2,464  | 1,320       | 2,128       |
|   | 11,403                                  | 11,947   | 10,530      | 10,971      |
|   | 12,729                                  | 14,411   | 11,850      | 13,099      |
| Net other assets balance  | 39,457                                  | 44,729   | 29,173      | 36,067      |
| Reconciliation of impairment account                              |   |  |             |             |
| recommend of impairment account                                   | GRO                                     | UP   | BAN         | IK .        |
|   | 2014                                    | 2013   | 2014        | 2013        |
| At start of year  | N 'millions                             | N 'millions  | N 'millions | N 'millions |
| Write off   | 1,218                                   | 6,238  | 1,202       | 6,224       |
|   | (351)                                   | (5,284)  | (349)       | (5,283)     |
| ncrease/(write back) of impairment<br>At end of year              | 17                                      | 264  | (57)        | 261         |
| nt end of year  | 884                                     | 1,218  | 796         | 1,202       |
| All other financial assets on the statement of financial position |   | I STATE OF THE STA |             |             |

All other financial assets on the statement of financial position of the Group and Bank had a remaining period to contractual maturity of less than 12 months.

## 32 Deposits from banks

|                              |             | GROUP       |             | NK          |
|------------------------------|-------------|-------------|-------------|-------------|
|                              | 31 December | 31 December | 31 December | 31 December |
|                              | 2014        | 2013        | 2014        | 2013        |
|                              | N 'millions | N 'millions | N 'millions | N 'millions |
| Due to banks within Nigeria  | 71,417      | 2,496       | 13,127      | 1,739       |
| Due to banks outside Nigeria | 92,293      | 74,985      | 6,119       | 8,416       |
|                              | 163,710     | 77,481      | 19,246      | 10,155      |

Deposits from banks only include financial instruments classified as liabilities at amortised cost and has a remaining period to contractual maturity of less than 12 months

| 3 Deposits  | from customers | GROUP   |   |   | BANK  |  |
|---|----------------|---|---|---|---|--|
|   |                | 31 December<br>2014<br>N 'millions                | 31 December<br>2013<br>N'millions                 | 31 December<br>2014<br>N 'millions                | 31 December<br>2013<br>N 'millions                |  |
| Current<br>Savings<br>Term<br>Domiciliary<br>Electronic |                | 750,252<br>728,728<br>985,280<br>515,476<br>9,999 | 927,225<br>664,899<br>726,021<br>616,368<br>8,269 | 698,754<br>714,987<br>614,039<br>513,243<br>9,999 | 833,917<br>654,479<br>457,805<br>616,353<br>8,165 |  |
|   |                | 2,989,735   | 2,942,782   | 2,551,022   | 2,570,719   |  |
| Current<br>Non-curren                                   | τ              | 2,823,835<br>165,900                              | 2,863,177<br>79,605                               | 2,551,022   | 2,567,602<br>3,117                                |  |
|   |                | 2,989,735   | 2,942,782   | 2,551,022   | 2,570,719   |  |

Deposits from customers only include financial instruments classified as liabilities at amortised cost.

#### 34 Borrowings

|  | GRO  | GROUP  |   | BANK  |  |
|--|--|--|---|---|--|
|  | 31 December<br>2014<br>N 'millions                                       | 31 December<br>2013<br>N 'millions                                 | 31 December<br>2014<br>N'millions                             | 31 December<br>2013<br>N 'millions                    |  |
| Long term borrowing comprise: FBN EuroBond (i)   |  |  |   |   |  |
| Due to European Investment Bank (ii)   | 141,819  | 47,249   | 141,819   | 47,249  |  |
| On-lending facilities from financial institutions (iii)  | 565  | 1,603  | 565   | 1,603   |  |
| Borrowing from correspondent banks (Iv)  | 32,449   | 31,389   | 32,449  | 31,389  |  |
| Desirenting from correspondent banks (IV)  | 188,143  | 46,061   | 203,117   | 45,122  |  |
|  | 362,976  | 126,302  | 377,950   | 125,363   |  |
| Current<br>Non-current   | 206,299<br>156,677<br>362,976  | 55,739<br>70,563<br>126,302  | 223,802<br>154,148<br>377,950                                 | 54,801<br>70,562<br>125,363                           |  |
| At start of the year Acquisition of subsidiary Proceeds of new borrowings Finance Cost Foreign exchange (gains)/ losses Repayments of borrowings Interest paid | 126,302<br>2,497<br>309,298<br>17,924<br>(9,927)<br>(71,308)<br>(11,810) | 75,541<br>937<br>96,297<br>4,100<br>(1,611)<br>(46,473)<br>(2,489) | 125,363<br>288,179<br>10,451<br>26,707<br>(65,545)<br>(7,205) | 81,987<br>-<br>98,353<br>2,043<br>(1,611)<br>(54,975) |  |
| At end of year   | 362,976  | 126,302  | 377,950   | 125,363   |  |
|  |  |  | ,000  | 120,000   |  |

The Group has not had any defaults of principal, interest or other breaches with respect to their liabilities during the year (2013: nil).

- (i) Facilities represent dollar notes I and II issued by FBN Finance Company B.V, Netherlands on 7 August 2013 and on 18 July 2014 for a period of 7 years. The notes I bear interest at 8.25% per annum up to the bank call date of 7 August 2018, while notes II bear interest at 8.00% per annum to the bank call date of 23 July 2019. From the call date up to the maturity date, the notes I and II bear interest at a fixed rate of 6.875% and 6.488% per annum respectively plus the prevailing mid swap rate for United States Dollar swap transactions with a maturity of 2 years. The loans are redeemable, subject to having obtained the prior approval of the CBN, on the Bank call date of 7 August 2018 and of 23 July 2019, and not in part at the option of the issuer, at the liquidation preference amount plus any additional amounts and outstanding payments due.
- (ii) Facility represents a medium-term loan (callable notes) secured from European Investment Bank. The loan is divided into tranche A of euro 35 million for a tenure of five year and tranche B of euro 15 million for a tenure of eight years, which qualifies it as tier II capital. Interest is payable half-yearly at 2% and 3% above LIBOR rate for tranche A and tranche B respectively. The outstanding balance at 31 December 2014 relates to tranche B
- (iii) Included in on-lending facilities from financial institutions are disbursements from other banks and Financial Institutions which are guaranteed by FBN for specific customers. These facilities include the BOI funds and CACS intervention funds. See further notes below.

#### a. CBN/BOI facilities

CBNBO ractimes

The Central Bank of Nigeria (CBN), in a bid to unlock the credit market, approved the investment of N200 billion debenture stock to be issued by the Bank of Industry (BOI), which would be applied to the re-financing/restructuring of bank's loans to the manufacturing sector. During the year, the Bank of Industry (BOI) disbursed an additional N9.16 billion (2013: N2.4 billion) to First Bank of Nigeria Limited. The fund disbursed is for a period of 15 years effective from the disbursement date at an interest rate is 7% per annum.

#### b. CBN/CACS Intervention funds

CBNCACS intervention rungs

The Central Bank of Nigeria (CBN) in collaboration with the Federal Government of Nigeria (FGN) represented by the Federal Ministry of Agriculture and Water Resources (FMA & WR) established the Commercial Agricultural Credit Scheme (CACS). During the year, First Bank Nigeria Limited received N6.8 billion ( 2013: N3.77 billion) for on-lending to customers as specified by the guidelines. Loans granted under the scheme are for a seven year period at an interest rate of 9% p.a.

(Iv) Borrowings from correspondence banks include loans from foreign banks utilised in funding letters of credits for international trade.

## 35 Retirement benefit obligations

|   | GROUP                              |                                   | BANK                               |                                   |
|---|------------------------------------|-----------------------------------|------------------------------------|-----------------------------------|
|   | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N'millions | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N'millions |
| Defined Benefits Plan Gratuity Scheme (i) |                                    |                                   |                                    |                                   |
| Defined benefits - Pension (ii)           | -                                  | 343                               | 100                                | -                                 |
| Gratuity Scheme (iii)                     | 1,636                              | 1,111                             | 1,546                              | 1,111                             |
| Gratuity Scrieme (III)                    | 376                                | 322                               |                                    |                                   |
|   | 2,012                              | 1,776                             | 1,546                              | 1,111                             |

Plan liabilities are based upon independent actuarial valuation performed by HR Nigeria Limited using the projected unit credit basis. This valuation was carried out as at 31 December 2014 and 31 December 2013.

# 35 Retirement benefit obligations continued

#### Defined benefit - Pension (2)

First Pensions Custodian Nigeria Limited (FPCNL) has a non-contributory defined gratuity scheme for staff and directors. Staff who have spent a minimum number of 5 years are paid a sum based on their qualifying emoluments and the number of periods spent in service of the entity. Directors are paid a sum based on an approved scale and the number of years of service subject to a maximum of 9 years. The Board approved the discontinuance of the staff gratuity scheme on 30 April 2014. On 30 June 2014 FPCNL funded the schemes and transferred the balance of N349m to a Fund Manager. When the scheme was funded it was transferred from Gratuity Scheme (1) into Defined Benefit Scheme (2). The calculated curtailment loss was adjusted in the current year. The Directors' scheme is on a continuing basis.

The Bank has an old Defined Benefit scheme, discontinued in March 2001. The funds are placed with fund managers and the Bank is under obligation to fund the deficit.

The movement in the defined benefit Pension (2) over the year is as follows:

|   | Present<br>value of the<br>obligation<br>N 'millions | GROUP Fair value of plan assets N 'millions | Total<br>N 'millions |
|---|--|---|----------------------|
| Defined benefit pension obligations at 1 January 2013                                     | 13,596   | (0.000)                                     |                      |
| Interest expense/(income)   | 1,439  | (9,233)                                     | 4,363                |
| Remeasurement:  | 1,459  | (984)                                       | 455                  |
| - Return on plan assets not included in net   |  |   |                      |
| interest cost on pension scheme   | 794  | (216)                                       | (0.40)               |
| change in demographic assumptions     Contributions:                                      | (1,719)  | (216)                                       | (216)                |
| - Employer  | (1,110)  |   | (1,719)              |
| Payments:   | -  | (1,772)                                     | (1,772)              |
| - Benefit payment   |  | (1,1,12)                                    | (1,772)              |
|   | (1,515)  | 1,515                                       | 950                  |
| Defined benefit pension obligations at 31 December 2013 Transfer from gratuity scheme (1) | 11,801   | (10,690)                                    | 1,111                |
| Interest expense/(income)   | 343  | 18 18 18                                    | 343                  |
| Service Cost  | 1,254  | (1,190)                                     | 64                   |
| Curtailment losses  | 69   | (1,1,00)                                    | 69                   |
| Remeasurement   | 23   |   | 23                   |
| - Return on plan assets not included in net   |  |   |                      |
| interest cost on pension scheme   |  |   |                      |
| - change in demographic assumptions   |  | 1,861                                       | 1,861                |
| Contributions:  | (1,445)  |   | (1,445)              |
| - Employer  |  |   |                      |
| Payments:   | -  | (381)                                       | (381)                |
| - Benefit payment   |  |   |                      |
| Defined benefit pension obligations at 31 December 2014                                   | (1,608)  | 1,598                                       | (10)                 |
|   | 10,437   | (8,802)                                     | 1,635                |

The movement in the defined benefit Pension (2) over the year is as follows:

|   | Present<br>value of the<br>obligation<br>N'millions | BANK Fair value of plan assets N'millions | Total<br>N 'millions |
|---|---|---|----------------------|
| Defined benefit pension obligations at 1 January 2013 Interest expense/(income) Remeasurement: - Return on plan assets not included in net  | 13,596<br>1,439                                     | (9,233)<br>(984)                          | 4,363<br>455         |
| interest cost on pension scheme - change in demographic assumptions Contributions: - Employer   | (1,719)   | (216)                                     | (216)<br>(1,719)     |
| - Employer<br>Payments:<br>- Benefit payment<br>Defined benefit pension obligations at 31 December 2013   | (1,515)   | (1,772)<br>1,515                          | (1,772)              |
| Interest expense/(income) Remeasurement: - Return on plan assets not included in net  | 11,801<br>1,216                                     | (10,690)<br>(1,190)                       | 1,111<br>26          |
| interest cost on pension scheme - change in demographic assumptions Contributions: - Employer   | (1,453)   | 1,861                                     | 1,861<br>(1,453)     |
| Payments:   | •   | <b>8</b> 3                                | -                    |
| - Benefit payment   |   | -   | - 1                  |
| Defined benefit pension obligations at 31 December 2014   | (1,486)   | 1,486                                     |                      |
| and a second state of the | 10,078  | (8,533)                                   | 1,545                |

The actual return on plan assets was Group N671million (2013: N1.2billion); Bank N671million (2013: N1.2 billion).

## 35 Retirement benefit obligations continued

#### GROUP

| Composition of Plan assets              |             | 2014        |             |             | 2013        |             |
|---|-------------|-------------|-------------|-------------|-------------|-------------|
|   | N 'millions |
| Equity Instruments                      | Quoted      | Unquoted    | Total       | Quoted      | Unquoted    | Total       |
| Banking                                 | 1,471       |             | 1,557       | 3,220       |             | 3,316       |
| Oil Service                             | 53          |             |             | 44          |             |             |
| Real Estate Debt Instruments            | 33          |             | 70.7        | 52          |             |             |
| Government                              |             | 5,738       | 7,247       |             | 5,436       | 7,374       |
| Corporate Bond                          |             | 466         |             |             | 155         |             |
| Money market investments  Money on call |             | 976         |             |             | 1,564       |             |
| Others                                  |             | 67          |             |             | 209         |             |
| Total                                   | 1,557       | 7,247       | 8,804       | 3,316       | 7,374       | 10,690      |

#### BANK

| Composition of Plan assets                 |             | 2014        |                |             | 2013         |             |
|--|-------------|-------------|----------------|-------------|--------------|-------------|
|  | N 'millions | N 'millions | N 'millions    | N 'millions | N 'millions  | N 'millions |
| Equity Instruments                         | Quoted      | Unquoted    | Total<br>1,557 | Quoted      | Unquoted     | Total       |
| Banking<br>Oil Service                     | 1,471       |             | 1,007          | 3,220       |              | 3,316       |
| Real Estate                                | 53<br>33    |             |                | 44<br>52    |              |             |
| Debt Instruments Government                |             | 5,491       | 6,977          |             | E 400        | 7,374       |
| Corporate Bond<br>Money market investments |             | 466         |                |             | 5,436<br>155 |             |
| Money on call                              |             | 976<br>44   |                |             | 1,564<br>209 |             |
| Others<br>Total                            |             | 10.00       |                |             | 10           |             |
| 01.52H4                                    | 1,557       | 6,977       | 8,534          | 3,316       | 7,374        | 10,690      |

The fair value of plan assets is calculated with reference to quoted prices and are within level 1 of the fair value hierarchy

Arising from the defined benefit pension plan, the group is exposed to a number of risk, the most significant of which are dealled below:

Asset Volatility: The plan liabilities are calculated using a discount rate set with reference to Federal Government Bond yields. If the plan assets underperform this yield, this will create a deficit. As the plans mature, the group intends to reduce the level of investment risk by investing more in asset that better match the liabilities. In equity market, focus will be to seek to reduce the volatility on the fund and align asset allocation with the long term objectives of the fund whilst taking advantage of selling offs Government Bonds to enter duration at attractive yields.

Changes In Bond Yields: A decrease in Federal bond yields will increase plan liabilities, although this will be partially offset by an increase in the

value of the plans' bond holdings.

The rate used to discount post-employment benefit obligations is determined with reference to market yields at the balance sheet date on high quality. The rate used to discount post-employment benefit obligations is determined with reference to market yields at the balance sheet date on high quality. The rate used to discount post-employment benefit obligations is determined with reference to market yields on government bonds are used. The Group is of the opinion that there is no deep market in Corporate Bonds in Nigeria and as such assumptions underlying the determination of discount rate are referenced to the yield on Nigerian Government bonds of medium duration, as compiled by the Debt Management Organisation.

Life Expectancy: The majority of the plans' obligations are to provide benefits for the members, so increases in the life expectancy will result in an increase in the plan's liabilities. This risk is significantly curtailed by the weighted average liability duration of the plan which is currently 6yrs and retirement age of 60vrs

Under the funded plan, the Legacy scheme, the groups ensures that the investment positions are managed within the Asset-liability matching (ALM) Under the funded plan, the Legacy scheme, the groups ensures that the investment positions are managed within the Asset-liability matching (ALM) framework that has been developed to achieve long-term investment that are in line with the obligations under the pension schemes. Within this ALM framework, the objective is to match assets to the pension obligation by investing in long term fixed interest securities with maturities that match the benefit payments as they fall due. The group actively monitors how the duration and the expected yield of the investment are matching the expected cash outflows arising from the pension obligation

The weighted average duration of the defined benefit obligation is 6years

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

# 35 Retirement benefit obligations continued

#### GROUP/BANK

The principal actuarial assumptions were as follows: 31 Dec 2014 31 Dec 2013 Discount rate on pension plan Inflation rate 14% 11% Future pension increases 9% 9% 0% 0%

The sensitivity of the pension liability to changes in the weighted principal assumptions is shown in table below:

| Discount rate   | Assumption<br>14%<br>15.0%<br>13.0% | Defined<br>Benefit<br>Obligation N'm<br>10,079<br>9,584<br>10,628 | Impact on<br>Liability<br>0.0%<br>-4.9%<br>5.4% |
|-----------------|-------------------------------------|---|---|
| Life expectancy | Base                                | 10,079  | 0.0%  |
|                 | Improved by 1 year                  | 10,148  | 0.7%  |
|                 | Decreased by 1 year                 | 10,010  | -0.7%   |

The above sensitivity analyses is for FBN Limited and deemed to be representative of the Group. It is based on a change in an assumption while holding all other assumptions constant. In practice, this is unlikely to occur, and changes in some of the assumptions may be correlated. When calculating the sensitivity of the defined benefit obligation to significant actuarial assumptions the same method (present value of the defined benefit obligation calculated with the projected unit credit method at the end of the reporting period) has been applied as when calculating the pension change compared to the previous period.

#### Gratuity scheme 3

This relates to the schemes operated by the subsidiaries of the bank as follows:

Banque International de Credit (BIC) Congo has a scheme whereby on separation, staff who have spent a minimum of 3 years are paid a sum based on their qualifying emoluments and the number of periods spent in service of the Bank.

ICB Guinea and ICB Sierra Leone each have a graduated gratuity scheme for staff on separation where staff receives a lump sum based on their qualifying basic salaries on the number of year spent. The aggregate balance on this scheme is deemed immaterial.

#### NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

| 36 | Other liabilities   | GRO   | OUP<br>Restated                               | ВА   | NK  |
|----|---|---|---|--|---|
|    | Financial Liabilities:  | 31 December<br>2014<br>N 'millions            | 31 December<br>2013<br>N 'millions            | 31 December<br>2014<br>N'millions            | 31 December<br>2013<br>N 'millions            |
|    | Customer deposits for letters of credit<br>Accounts payable<br>Creditors<br>Bank cheques<br>Collection on behalf of third parties | 34,264<br>59,012<br>13,882<br>14,964<br>7,362 | 58,029<br>84,698<br>20,474<br>12,823<br>5,710 | 16,579<br>55,088<br>8,647<br>14,580<br>6,758 | 43,403<br>83,444<br>12,255<br>12,630<br>5,089 |
|    | Non Financial Liabilities:<br>Accruals  | 2,220   | 808   | 1,904  | 168   |
|    | Other liabilities balance   | 131,704                                       | 182,542                                       | 103,556                                      | 156,989                                       |

Other liabilities are expected to be settled within 12 months after the date of the consolidated statement of financial position.

#### 37 Share capital

| Authorised  |          | 31 December<br>2014<br>N'millions | 31 December<br>2013<br>N 'millions |
|---|----------|-----------------------------------|------------------------------------|
| 50 billion ordinary shares of 50k each (2013: 50 billion) | <u> </u> | 25,000                            | 25,000                             |
| Issued and fully paid                                     |          |                                   |                                    |
| Movements during the year:                                |          | Number of shares                  | Ordinary<br>shares                 |
| At 31 December 2013                                       |          | In millions                       | N 'millions                        |
| At 31 December 2014                                       |          | 32,632<br>32,632                  | 16,316<br>16,316                   |

#### 38 Share premium and reserves

The nature and purpose of the reserves in equity are as follows:

Share premium: Premiums from the issue of shares are reported in share premium.

Retained earnings: Retained earnings comprise the undistributed profits from previous years, which have not been reclassified to the other reserves noted below.

Statutory reserve: Nigerian banking regulations require the Bank to make an annual appropriation to a statutory reserve. As stipulated by S16(1) of the Bank and Other Financial Institutions Act of 1991(amended), an appropriation of 30% of profit after tax is made if the statutory reserve is less than the paid-up share capital and 15% of profit after tax if the statutory reserve is greater than the paid-up share capital.

Available For Sale (AFS) Fair value reserve: The AFS fair value reserve shows the effects from the fair value measurement of financial instruments elected to be presented in other comprehensive income on initial recognition after deduction of deferred taxes. No gains or losses are recognised in the consolidated income statement.

SSI reserve: This reserve is maintained to comply with the Central Bank of Nigeria (CBN) requirement that all licensed banks set aside a portion of the profit after tax in a fund to be used to finance equity investments in qualifying small and medium-scale enterprises. Under the terms of the guideline (amended by CBN letter dated 11 July 2006), the contributions will be 10% of profit after tax and shall continue after the first five years but banks' contributions shall thereafter reduce to 5% of profit after tax. However, this is no longer mandatory. The small and medium-scale industries equity investment scheme reserves are non-distributable.

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

#### 38 Share premium and reserves continued

Statutory credit reserve: The group determines its loan loss provisions based on the requirements of IFRS. The difference between the loan loss provision as determined under IFRS and the provision as determined under Nigerian Prudential guideline ( as prescribed by the Central Bank of Nigeria) is recorded in this reserve. This reserve is non distributable.

Foreign currency translation reserve (FCTR): Records exchange movements on the Group's net investment in foreign subsidiaries.

#### 39 Reconciliation of profit before tax to cash generated from operations

| 31 December                             | 31 December  | 24 5   |   |
|---|--|--|---|
| 2014                                    | 2013   | 31 December<br>2014  | 31 December<br>2013   |
| N millions                              | N 'millions  | N 'millions  | N 'millions   |
| 94,368                                  | 87,460   | 85,536   | 76,853  |
| 11.798                                  | 10.849   | 10 388   | 9,826   |
|   |  | 10,000   | 5,020   |
|   | 1,000,000  | (401)  | (302)   |
|   |  |  |   |
|   | (1,011)  |  | (1,611)   |
|   | (1 383)  |  | (0.004)   |
|   |  |  | (2,931)   |
|   |  |  | 1,386   |
|   | The second secon |  | 22,174  |
|   |  |  | -   |
|   |  |  | 261   |
|   |  |  | 45.005  |
| (100)                                   |  | 26   | (15,325)  |
| /1 2021                                 |  | (0.740)  |   |
| (239,555)                               | (223,815)  | (215,449)  | (2,079)<br>(206,709)  |
|   |  | History manuscriptus   |   |
| 200400000000000000000000000000000000000 |  |  |   |
|   |  |  | (137,286)   |
|   |  | (9,562)  | (7,337)   |
|   |  | (335,204)  | (184,453)   |
|   |  | (505)  | (840)   |
|   |  | 13,400   | (2,087)   |
| (10,877)                                | (3,538)  | (10,752)   | (2,296)   |
|   |  |  |   |
|   |  |  |   |
|   |  |  | (8,606)   |
|   |  | (21,284)   | 398,118   |
|   | (95)   | 100  | 419   |
| (21,411)                                | 19,477   | (24,062)   | 31,007  |
| (676,144)                               | (109,278)  | (691,756)  | (31,818)  |
|   | 11,798 501 (382) (9,927) - (837) (541) 27,845 (401) 17 - (138) - (1,202) (239,555)  (222,075) (35,732) (410,847) 563 19,590 (10,877)  84,924 36,212 1,963 (21,411)   | 94,368 87,460  11,798 10,849 501 552 (382) (284) (9,927) (1,611) - (837) (1,383) (541) 1,386 27,845 22,887 (401) - (17 264 - (138) (14,377) - (875) (1,202) (905) (239,555) (223,815)  (222,075) (146,674) (35,732) (102,923) (410,847) (253,020) 563 (3,319) 19,590 (3,433) (10,877) (3,538)  84,924 (10,368) 36,212 514,467 1,963 (95) (21,411) 19,477 | 94,368 87,460 85,536  11,798 10,849 10,388 501 552 - (382) (284) (401) (9,927) (1,611) 26,707 (4,176) (837) (1,383) (146) (541) 1,386 (541) 27,845 22,887 23,070 (401) - 333 17 264 (57) 2,121 (138) (14,377) 26 (1,202) (905) (3,716) (239,555) (223,815) (215,449)  (222,075) (146,674) (235,335) (35,732) (102,923) (9,562) (410,847) (253,020) (335,204) 553 (3,319) (505) 19,590 (3,433) 13,400 (10,877) (3,538) (10,752)  84,924 (10,368) 7,853 36,212 514,467 (21,284) 1,963 (95) - (21,411) 19,477 (24,062) |

NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

#### Commitments and Contingencies

#### 40.1 Capital commitments

At the balance sheet date, the bank had capital commitments amounting to N375 million (31 December 2013; N573 million) in respect of authorized and contracted capital projects. The expenditure will be funded from the group's internal resources.

| Maria - a - a - a - a - a - a - a - a - a - | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N'millions |
|---|------------------------------------|-----------------------------------|
| Authorised and contracted Group             |                                    |                                   |
| Bank  | 375                                | 573                               |
|   | 375                                | 573                               |

#### 40.2 Operating lease rentals:

At 31 December 2014 the Group was committed to making the following future payments in respect of operating leases for land and buildings. Subsisting lease agreements are expected to expire in June 2031 and February 2017 respectively.

|   | GRO                                | UP                                 | BA                                | NK                                |
|---|------------------------------------|------------------------------------|-----------------------------------|-----------------------------------|
| Within one year   | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N 'millions | 31 December<br>2014<br>N'millions | 31 December<br>2013<br>N'millions |
| valuin one year<br>Between two and five years<br>More than five years | 257                                | 250                                |                                   |                                   |
|   | 834                                | 918                                |                                   |                                   |
|   | 2,265                              | 2,173                              |                                   | 500                               |
|   | 3,356                              | 3,341                              |                                   |                                   |
|   |                                    |                                    |                                   |                                   |

#### 40.3 Legal proceedings

The Group is a party to a number of legal actions arising out of its normal business operations

The Directors believe that, based on currently available information and advice of counsel, none of the outcomes that result from such proceedings will have a material adverse effect on the financial position of the Group, either individually or in the aggregate. Consequently, no provision has been made in these financial statements.

#### 40.4 Other contingent commitments

In the normal course of business the group is a party to financial instruments which carry off-balance sheet risk. These instruments are issued to meet the credit and other financial requirements of customers. The contractual amounts of the off-balance sheet financial instruments are:

|                                    |  | BANK   |  |
|------------------------------------|--|--|--|
| 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N 'millions                   | 31 December<br>2014<br>N 'millions   | 31 December<br>2013<br>N 'millions   |
| 429,279                            | 459,723  | 420,805  | 475,377  |
| 272,718                            | 233,892  | 221,946  | 197,168  |
| 701,997                            | 693,615  | 642,751  | 672,545  |
|                                    |  |  |  |
| GRO                                | UP   | BAN  | νκ   |
| 31 December                        | 31 December<br>2013                                  | 31 December<br>2014  | 31 December<br>2013  |
|                                    | 31 December 2014 N 'millions 429,279 272,718 701,997 | 31 December 2014 2013 N'millions 429,279 459,723 272,718 233,892 701,997 693,615 | 31 December 2014 2013 2014 N 'millions N 'millions 429,279 459,723 420,805 272,718 233,892 221,946 701,997 693,615 642,751  GROUP GROUP BAR 31 December 31 Decembe |

The total outstanding contractual amount of undrawn credit lines, letters of credit, and guarantees does not necessarily represent future cash requirements, as these financial instruments may expire or terminate without being funded. The fair value of credit related commitments is disclosed in note 3.7

90,379

408,008

77,188

352,008

#### 40.6 Compliance with covenants

Undrawn irrevocable loan commitments

40

The Group is subject to certain covenants primarily relating to its borrowings. Non-compliance with such covenants may result in negative consequences for the Group including growth in the cost of borrowings and declaration of default. In the event of default, the lenders are entitled to take various actions, including the acceleration of amounts due under the loan agreements and all actions permitted to be taken by a secured creditor which would have a material adverse effect on the Bank's business, results of operations, financial condition, cash flows, liquidity and/or

The Group and the Bank are subject to minimum capital requirements established by covenants stated in loan agreements, including capital adequacy levels calculated in accordance with the requirements of the Basel Accord, as defined in the International Convergence of Capital Measurement and Capital Standards (updated April 1998) and the Amendment to the Capital Accord to incorporate market risks (updated November 2005), commonly known as Basel II. The Group complied with this loan covenant. See Note 4 for the calculation of the composition of the Group's capital in accordance with the Basel Accord Others covenants are a maximum non performing loans (NIPL) ratio, a maximum related party lending zeros, continuity known as baser in. The Group compiled with this loan covernant, see Note 4 for the calculation of the composition of the Group's capital in accordance with the Basel Accord. Others covenants are a maximum non performing loans (NPL) ratio, a maximum related party lending ratio, a minimum liquidity ratio, and minimum provisions for NPLs. Management believes that the Group is in compliance with these covenants at 31

#### NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

#### 41 Offsetting Financial Assets and Financial Liabilities

"This information is shown for the bank as no other entity within the group has an offsetting arrangement."

Financial instruments subject to offsetting, enforceable master netting and similar arrangements are as follows at 31 December 2014:

| BANK   | Gross<br>amounts<br>before<br>offsetting in<br>the | Gross<br>amounts set<br>off in the<br>statement of<br>financial | Net amounts<br>after<br>offsetting in<br>the statement<br>of financial | Amounts subject to master netting and similar arrangements not set off in the statement of financial position  Financial Cash instruments Collaterals received |       | netting and similar exp<br>arrangements not set off in<br>atement the statement of financial<br>ancial position |  | Net amounts of exposure |
|--|--|---|--|--|-------|---|--|-------------------------|
|  | of financial position                              | position  | position   |  |       |   |  |                         |
| ASSETS   | (a)<br>N 'millions                                 | (b)<br>N 'millions  | (c)= (a) - (b)<br>N 'millions  | (d)<br>N 'millions   | ( e)  | (f) =(c) - (e)<br>N 'millions   |  |                         |
|  |  |   |  |  |       |   |  |                         |
| - Financial assets held for trading  | 9,258  | -   | 9,258  |  | 5,983 | 3,275   |  |                         |
| Total Assets subject to offsetting,master<br>netting and similar arrangements      | 9,258  |   | 9,258  |  | 5,983 | 3,275   |  |                         |
| LIABILITIES  |  |   |  |  |       |   |  |                         |
| Financial derivatives  | 7,946  | _   | 7,946  |  |       |   |  |                         |
| Total liabilities subject to offsetting,master<br>netting and similar arrangements | 7,946  | •   | 7,946  |  | •     | 7,946<br>7,946  |  |                         |

The amount set off in the statement of financial position reported in column (b) is the lower of (i) the gross amount before offsetting reported in column (a) and (ii) the amount of the related instrument that is eligible for offsetting. Similarly, the amounts in columns (d) and (e) are limited to the exposure reported in column (c) for each individual instrument in order not to understate the ultimate net exposure.

The Group has master netting arrangements with counterparty banks, which are enforceable in case of default. In addition, applicable legislation allows an entity to unilaterally set off trade receivables and payables that are due for payment, denominated in the same currency and outstanding with the same counterparty. These fall in the scope of the disclosure as they were set off in the statement of financial position. The Group also made margin deposits with Merril Lynch and Goldman Sachs as collateral for its oustanding derivative positions. The counterparty may set off the Group's liabilities with the margin deposit in case of default.

The disclosure does not apply to loans and advances to customers and related customer deposits unless they are set off in the statement of financial

## NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

#### 42 Restatement

The Group has restated its previously issued Consolidated Statements of Financial Position as at 31 December 2013 and 31 December 2012 to correct for an error made in the reporting of the 'Held for Sale' property development portfolio of a subsidiary, FBN Mortgages.

The restatement in 2014 is to adjust for wrong classifications into the held for sale portfolios in 2012 and 2013. The restatement impacted on the following balances: other assets, other liabilities, assets held for sale and liabilities held for sale.

The effect of the above errors is limited to the the Consolidated Statement of Financial Position and as such the restatement has no impact on the Income statement and Statement of changes in equity.

(i) Impact of restatement on consolidated statement of financial position.

| (a)  | As at 31 December   |             |                   |
|--|---------------------|-------------|-------------------|
|  | 2013                | Restatement | As at 31 December |
|  |                     | adjustment  | 2013              |
| to advantable of the stand   | Previously reported |             | Restated          |
| ASSETS   | N 'millions         | N 'millions | N 'millions       |
| Other assets   | 10.101              |             |                   |
| Asset held for sale  | 40,494              | 4,235       | 44,729            |
|  | 10,784              | (6,235)     | 4,549             |
| LIABILITIES  |                     |             |                   |
| Other liabilities  | 400 700             |             |                   |
| Liabilities held for sale  | 182,795             | (253)       | 182,542           |
|  | 1,747               | (1,747)     | 5                 |
| (6)  | As at 31 December   | Restatement |                   |
| (b)  | 2012                | adjustment  | As at 31 December |
| ASSETS   | Previously reported | adjustment  | 2012              |
| Other assets   | N 'millions         | N 'millions | Restated          |
| Asset held for sale  | 33,984              | 5,740       | N 'millions       |
| rioset field for sale  | 12,978              | (7,757)     | 39,725            |
| LIABILITIES  |                     | (1,101)     | 5,221             |
| Liabilities held for sale  |                     |             |                   |
| 00104 (0 007 m) 1000 (2 Ta) 1 Ta) 1 Ta) 1 (2 Ta) 1 Ta) | 2,836               | (2,017)     | 819               |
|  |                     |             |                   |

## NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

#### 43 Related party transactions

The Group is controlled by FBN Holdings Plc. incorporated in Nigeria, which owns 99.9% of the ordinary shares. FBN Holdings Plc. is the immediate parent company of FBN Nigeria Limited as well as the ultimate controlling party.

A number of banking transactions are entered into with related parties in the normal course of business. These include loans and deposits. The outstanding balances at the year-end, and related expense and income for the year are as follows:

#### 43.1 Loans and advances to related parties

The Bank granted various credit facilities to other companies which have common directors with the bank and those that are members of the Group.

|                                  | Parent      | Entities<br>controlled by<br>Parent and<br>Associates of<br>the Parent | other key<br>management<br>personnel<br>(and close<br>family<br>members)  | Associates  | Subsidiaries |
|----------------------------------|-------------|--|---|-------------|--------------|
| 31 December 2014                 | N 'millions | N 'millions  | N 'millions   | N 'millions | N 'millions  |
| Loans and advances to customers  |             | TT IIIIIIONO   | 14 minoris  | N minions   | N millions   |
| Loans outstanding at 1 January   |             | 32,033   | 60,962  |             |              |
| Loans issued during the year     |             | 11,719   | 12,548  |             | 275          |
| Loan repayments during the year  |             | 11,715   | 11 To 12 To | 8           | -            |
| Loans outstanding at 31 December |             | 10.750   | (13,258)  |             |              |
|                                  |             | 43,752   | 60,252  |             | •            |
| 31 December 2013                 |             |  |   |             |              |
| Loans and advances to customers  |             |  |   |             |              |
| Loans outstanding at 1 January   |             | - Contractor   |   |             |              |
| Loans issued during the year     | n()         | 22,963   | 62,218  |             | *3           |
| Loan repayments during the year  | -           | 9,070  | 17,055  |             | 20           |
|                                  |             | _  | (18,311)  |             |              |
| Loans outstanding at 31 December |             | 32,033   | 60,962  | (#)         |              |

The loans to directors and other key management personnel are repayable from various cycles ranging from monthly to annually over the tenor and have average interest rates ranging from 0% to 24%.

#### 43.2 Deposits from related parties

| 1.471    | 10 786  | 977   | 700   |   |
|----------|---|---|---|---|
|          |   | 0.000   |   | 338   |
|          |   |   |   | 123,303   |
| (10,201) |   | (10,357)  | 77.0000.0000  | (118,873)   |
| -        |   |   | (165)   |   |
|          | 24,000  | 1,052   | *   | 4,768   |
|          |   |   |   |   |
|          |   |   |   |   |
|          | 2 667   |   | 100   |   |
|          |   | 222   |   | 2,113   |
|          |   |   | 59,968  | 247,997   |
| (36,908) | (999,929)   | (5,787)   | (59,304)  | (249,772)   |
| 1,471    | 10,786  | 977   | 792   | 338   |
|          | 1,471<br>8,824<br>(10,287)<br>8<br>38,379<br>(36,908) | 8,824 598,936<br>(10,287) (585,231)<br>165<br>8 24,656<br>- 3,657<br>38,379 1,007,058<br>(36,908) (999,929) | 8,824 598,936 10,432<br>(10,287) (585,231) (10,357)<br>165<br>8 24,656 1,052<br>3,657 642<br>38,379 1,007,058 6,122<br>(36,908) (999,929) (5,787) | 8,824 598,936 10,432 101,162<br>(10,287) (585,231) (10,357) (101,789)<br>165 (165)<br>8 24,656 1,052 -<br>- 3,657 642 128<br>38,379 1,007,058 6,122 59,968<br>(36,908) (999,929) (5,787) (59,304) |

## NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

#### Related party transactions continued

|      | rang manadations continued                                       |  |   |             |                  |
|------|--|--|---|-------------|------------------|
|      |  | Entities<br>controlled by<br>Parent and<br>Associates of<br>the Parent | Directors and<br>other key<br>management<br>personnel<br>(and close<br>family<br>members) | Associates  | Subsidiaries     |
| 43.3 | Other transactions with related parties                          | N 'millions  | N 'millions   | N 'millions | N 'millions      |
|      | 31 December 2014   |  |   |             |                  |
|      | Interest income<br>Interest expense<br>Fee and commission income | 5,573<br>(427)<br>53   | 8,522<br>(37)<br>3  | :           | -<br>(502)<br>17 |
|      | 31 December 2013   |  |   |             | 17               |
|      | Interest income<br>Interest expense<br>Fee and commission income | 4,168<br>(76)<br>116   | 7,081<br>(27)<br>3  |             | -<br>(74)        |
| 43.4 | Key management compensation                                      |  | š   | 56          | (2)              |

Key management includes Executive directors and members of the Management Committee. The compensation paid or payable to key management for employee services is shown below:

|   | GRO         |             | BA          | NK          |
|---|-------------|-------------|-------------|-------------|
|   | 31 December | 31 December | 31 December | 31 December |
|   | 2014        | 2013        | 2014        | 2013        |
|   | N 'millions | N 'millions | N 'millions | N 'millions |
| Salaries and other short-term employee benefits | 799         | 757         | 799         | 757         |
| Post-employment benefits                        | 383         | 516         | 383         | 516         |
|   | 1,182       | 1,273       | 1,182       | 1,273       |

Note 43.5 Related party transactions continued Direct credit assets to Directors

| ABIODUN ODUBOLA  | Reporting<br>Institution                 | Name of the related<br>Interest  | Outstanding Credit                          | Outstanding Gredit Non |   |  |  |
|--|--|--|---|------------------------|---|--|--|
| Abiru Adetokunba Mukhali   | ED.                                      | ABIODUN ODUBOLA  | Performing (N)                              | Performing (N)         | TOTAL (N)   | Status   | COLLATERAL   |
|  | ED.                                      | Abiru Adetokunbo Mukhail   | 71,783,333                                  | LES VIETNES            |   | 33 Performing  | L/M OVER PPTY  |
| Abiru Adetokunbo Mukhail   | ED.                                      | Abiru Adetokunbo Mukhali   | 67,500,000                                  |                        |   | 00 Performing  | L/M BEING PERFECTED  |
| Abiru Adetokunbo Mukhali   | ED.                                      |  | 1,837,159                                   |                        | 1,000,  | 59 Performing  |  |
| Abiru Adetokunbo Mukhail   | £0.                                      | Abiru Adetokunbo Mukhali   | 20,218,726                                  | - 3                    |   |  | L/M BEING PERFECTED  |
| ADESOLA ADEDUNTAN  |  | Abiru Adetokunbo Mukhaili  |   |                        | 20,218,7  | 26 Performing  | L/M BEING PERFECTED  |
| AWOSIKA IBUKUN ABIODUN   | ED.                                      | ADESOLA ADEDUNTAN MORTGAGE ACCOUNT   | 73,000,000                                  |                        |   | 6 Performing   | L/M BEING PERFECTED  |
| BISI ONASANYA  | Non-ED                                   | AWOSIKA IBUKUN ABIODUN   |   |                        | 73,000,0  | 00 Performing  | L/M OVER PPTY  |
| FEESE AMBROSE ASULA  | ED.                                      | BISI ONASANYA  | 4,883,122                                   |                        | 4,883,1   | 22 Performing  | DOMICILIATION OF SALARY  |
|  | Non-ED                                   | FEESE AMBROSE ASULA  | 3,491,250                                   |                        |   | 50 Performing  | DOMICILIATION OF SALARY  |
| AGUSTO & CO LIMITED  | ED.                                      | Francis Shobo  | 2,528,682                                   |                        | 2 529 6   | 12 Performing  |  |
| AGUSTO & CO LIMITED  | EO.                                      |  | 603,530                                     |                        | 603.5   | 10 Performing  | DOMICILIATION OF SALARY  |
| IBRAHIM LAWAL KANKIA   | Non-ED                                   | Francis Shobo  | 6,768,016                                   |                        |   |  | COMPREHENSIVE INSURANCE ON ASSETS PURCHASED  |
| JOLAOSO EBENEZER ADEWALE ALAM  |  | IORAHIM LAWAL KANKIA   | 516,188                                     | <u> </u>               |   | 16 Performing  | COMPREHENSIVE INSURANCE ON ASSETS PURCHASED  |
|  | Mon ED                                   | JOLAOSO EBENEZER ADEWALE ALANI   | 218,358                                     | *1                     | 516,11  | S Performing   | DOMICILIATION OF SALARY  |
| LISTER FLOUR MILLS (NIGERIA) LIMITED   | Non-ED                                   | 200  |   | 7.0                    | 218,3   | 8 Performing   | FIXED DEPOSITS TO THE TUNE OF 200% OF THE CREDIT LIMIT   |
| AL-Fit Petroleum Company Ltd   | Non-ED                                   | Xhedija Alao-Straub  | 20  | \$14.505.824           | 514 505 41  |  | MORTGAGE DEBENTURE ON LISTER FLOUR MILLSLEGAL  |
| 2000   |  | Khadija Alao-Straub  | ₹8  | 241,069,179            | 241.069.12  | 9 pon-Perform  | ng CHARGE ON ASSET FINANCED.   |
| LISTER FLOUR MILLS (NIG) LTD   | Non-ED                                   | Khadia Alao-Strawh   |   |                        | 4-4,000,17  | 2 indirection  | THE CHARGE ON ASSET FINANCED.  |
| BORINI PRONO & CO. LTD   | Non-ED                                   | ALCO TRANSPORTED AND ADDRESS OF THE PROPERTY O |   | 6,700,376,836          | 6 700 275 61  |  |  |
| BORINI PRONO & CO. LTD   | Non-ED                                   | LAWAL KANKIYA IBRAHIM  | 668.858.448                                 |                        | 0,700,370,63  | o non-rertarmi   | MORTGAGE DEBENTURE ON PROPERTY VALUED AT N1.6BILLIO  |
| LAWAL KANKIYA IBRAHIM  |  | LAWAL KANKIYA IBRAHIM  | 561,747,722                                 |                        |   |  | ISPO/DOMICILIATION   |
| LAWAL KANKIYA IBRAHIM  | Non-ED                                   | LAWAL KANKIYA IBRAHIM  | 235,774                                     |                        |   | 2 Performing   | ISPO/DOMICILIATION   |
| Maccido Bello Mohammed   | Non-ED                                   | LAWAL KANKIYA HIRAHIM  |   |                        | 235,77  | Ferforming   | L/M ON PTY FINANCED  |
|  | CEO FBN HOLDINGS PLC                     | Macrido Relin Mohammad   | 3,495,702                                   |                        | 3,495,70  | 2 Performing   | DOMICILIATION OF SALARY  |
| LE GLOBAL OILFIELD SERVICES LTD  | Charmain FBNBank Senegal                 | Mr Remi Makankuola   | 5,060,908                                   |                        | 5,060 90  | Performing   | DOMICH ATION OF SALAKI   |
|  |  | THE PERSON NAMED AND ADDRESS OF THE PERSON NAMED AND ADDRESS O |   | 350,390,046            | 150 300 04  | non-Resident   | DOMICILIATION OF SALARY  |
| HONEYWELL GROUP LIMITED-NON CHECKING A/C   | Ex-Chairman/Non-ED                       |  |   |                        | 230,330,041   | - MONTH STREET   | L/M ON PPTY  |
| HONEYWELL OIL & GAS LIMITED-NON CHECKING   |  | Oba Otudeko/Obafemi Adedamola Otudeko  | 8,022,913,784                               |                        | 44444   |  | LM ON PTY.CG OF PIVOT AND HONEYWELL OIL & GAS  |
|  | Ex-Chairman/Non.Ed                       | Oba Otudeko/Obařemi Adedamola Otudeko  | 5,313,949,705                               | *                      | 8,022,913,784   | Performing   | PG OF OBA OTUDEKO. ALL ASSET DEB OF HEM  |
| HONEYWELL FLOUR MILLS PLC[ (SRF) D/A   |  | C C14 L4040 - VSAICSS (S4) 0070 5 TO 4720 1170 - 5 C474 5 C4   | 0,010,049,705                               | (*)                    | 5,313,949,709   | Performing   | LIEN, DEBENTURE, PG AND CG.  |
| THE PERSON WILLS PLC (SRF) D/A   | Ex-Chairman/Non-ED                       | Oba Otudeko/Obalemi Adedamola Otudeko  | ***   |                        |   |  | LM ON PTY.CG OF PIVOT AND HONEYWELL OIL & GAS  |
| A ATTACABATION PROPERTY AND A STANDARD AND A STANDARD ASSESSMENT AND A STANDARD ASSESSMENT ASSESSME | 11.00                                    | and otooctoy obaiemi Adedamora Otudeko   | 4,153,204,686                               |                        | 4,153,204,686   | Performing   | DG OF ORA COLUMN AND HONEYWELL OIL & GAS   |
| HONEYWELL FLOUR MILLS PLC -NON CHECKING  | Ex-Chairman/Hon-ED                       | 0210 1214 (241 131 131 131 131 131 131 131 131 131 1   |   |                        |   | renomining   | PG OF OBA OTUDEKO. ALL ASSET DEB OF HFM  |
| AN MILK PLC LOAN   |  | Oba Otudeko/Obalemi Adedamola Otudeko  | 8,999,792,522                               |                        |   |  | LM ON PTY.CG OF PIVOT AND HONEYWELL OF B.C.F.  |
| fivot Engineering Ltd (CL)   | Ex-Chairman/Non.Ed                       | Oba Otudeko/Obafemi Adedamola Otudeko  | 715,036,121                                 |                        | 8,999,792,522   | Performing   | PG OF OBA OTUDEKO. ALL ASSET DEB OF HEM  |
| an Milk Pic  | Ex-Chairman/Non.Ed                       | Oba Otudeko/Obafemi Adedamola Otudeko  |   | *                      | 715,036,121   | Performing   | MORTG. DEB. OVER KANO & IBADAN FACTORY.  |
| Ioneywell Oil & Gas Ltd(CP)  | Ex-Chairman/Hon.Ed                       | Oba Otudeko/Obafemi Adedamola Otudeko  | 106,804,743                                 | **                     | 106,804,743   | Performing   | CG OF HONEYWELL FLOUR MILL, DEBENTURE  |
|  | Ex-Chairman/Non.Ed                       | Oba Otudeko/Obafemi Adedamola Otudeko  | 212,524,077                                 | •                      | 212,524,077   | Performine   | MORTG. DEB. OVER KANO & IBADAN FACTORY.  |
| oneywell Oil & Gas Ltd   | Ex-Chairman/Non-Ed                       | Ohn David L. Cat. 1  | 263,040,039                                 |                        | 263,040,039   | Performine   | LIEU DEDECTORY.  |
| ONEYWELL OIL & GAS LIMITED   | Ex-Chairman/Non-FD                       | Oba Otudeko/Obalemi Adedamola Otudeko  | 97,138                                      |                        | 07110   | Performing   | LIEN, DEBENTURE, PG AND CG.  |
| IVOT ENGINEERING CO. LTDNON CHECKING 1   |  | Oba Otudeko/Obafemi Adedamola Otudeko  | 7,465,956                                   |                        | 77,138  | rersorming   | LIEN, DEBENTURE, PG AND CG.  |
| vot Engineering Ltd  | Ex-Chairman/Non.Ed                       | Oba Otudeko/Obalemi Adedamola Otudeko  | 3,544,935,229                               |                        |   | Performing   | LIEN, DEBENTURE, PG AND CG.  |
|  | Ex-Chairman/Non-ED                       | Oba Otudeko/Obalemi Adedamola Otudeko  | 203,051,370                                 | 2.0                    | 3,544,935,229   |  | CG OF HONEYWELL FLOUR MILL, DEBENTURE  |
| oneywell Flour Mill Ltd (srf)  |  |  | 203,072,370                                 |                        | 203,051,370   | Performing   | CG OF HONEYWELL FLOUR MILL, DEBENTURE  |
| was the same well file (811)   | Ex-Chairman/Non-ED                       | Oba Otudeko/Obafemi Adedamola Otudeko  |   |                        |   | NAME OF TAXABLE PARTY.                                   | LM ON PTY.CG OF PIVOT AND HONEYWELL OIL & GAS  |
| vot Engineering Ltd  | Ex-Chairman/Non.Ed                       | Oba Otudeko/Obalemi Adedamola Otudeko  | 5,993,535,989                               |                        | 5,993,535,989   | Performing   | DG OF ONA OTHER STATE OF AND HONEYWELL OIL & GAS   |
| VOT ENGINEERING CO. LTDNON CHECKING 2  | Ex-Chairman/Non Ed                       | Cos Ottobero/Costemi Adedamola Otudeko   | 1,079,291,615                               |                        | 1,079,291,615   |  | PG OF OBA OTUDEKO. ALL ASSET DEB OF HFM  |
|  | an enanthment indices                    | Oba Otudeko/Obalemii Adedamola Otudeko   | 1,469,822,768                               | 12                     | 1,072,191,013   | rersorming   | CG OF HONEYWELL FLOUR MILL, DEBENTURE  |
| DNETWELL FLOUR MILLS PLC[ (SRF) D/A  | Ex-Chairman/Non-FD                       |  |   |                        | 1,469,822,768   | Performing   | CG OF HONEYWELL FLOUR MILL DEBENTURE   |
|  | S. S | Oba Otudeko/Obalemi Adedamola Otudeko  | 1,000,767,123                               |                        | 1,000,757,123   | Performing   | LM ON PTY.CG OF PIVOT AND HONEYWELL OIL & GAS  |
| ONEYWELL FLOUR MILLS PLC-NON CHECKING ACCOUNT  | Ex-Chairman/Non-ED                       | Oba Otudeko/Obašemi Adedamola Otudeko  | 7000  |                        |   |  | PG OF OBA OTUDEKO. ALL ASSET DEB OF HFM<br>LM ON PTY.CG OF PIVOT AND HONEYWELL OIL & GAS   |
| neywell Flour Mill Ltd (CI)  |  | The district of the second sec | 1,516,721,883                               |                        | 1,516,721,883   | Performing   | PG OF OBA OTUDEKO. ALL ASSET DEB OF HFM  |
| usekwan sions synt rea (Ct)  | Ex-Chairman/Non-ED                       | Oba Otudeko/Obalemi Adedamola Otudeko  | 2003-000                                    |                        |   |  | LM ON PTY.CG OF PIVOT AND HONEYWELL OIL & GAS  |
| thorage Uesure Ltd   | 200000000000000000000000000000000000000  | Oba Otudeko/Obalemi Adadamata Os., d. L. t.  | 3,211,813,333                               |                        | 3,711,813,333   | Performing   | PG OF OBA OTUDEKO, ALL ASSET DEB OF HFM  |
| UDEKO AYOOLA OBA   | Ex-Chairman/Non.Ed/Ex-Non-I              | Alfr. Abdullahi Mahmoud  | 988,077,372                                 |                        |   |  | TO THE WASTE WEEK OF HIM   |
| ubola Abiodun  | Non.Ed                                   | Obafemi Adedamola Otudeko  |   |                        | 988,077,372   | Performing   | DEB., LM ON PTY, DOMICILIATION, CG OF HONEYWELL GROUP  |
|  |  | Odubola Abiodun  | 49,437                                      |                        |   |  | CO OF HONEWALL STOUR AND A STOUR HONEYWELL GROUP   |
| ASANYA S.O.AND H.O.MR AND MRS  |  |  | 21,661,875                                  |                        | 21,661,875  |  | CG OF HONEYWELL FLOUR MILL, DEBENTURE  |
| asanya O.Stephen   |  | Onasanya O.Stephen   | 179,587                                     |                        | 12001,075   |  | LEGAL MORTGAGE OVER PROPERTY   |
| JDEKO OBAFEMI ADEDAMOLA  |  | Onasanya O.Stephen   | 643,331                                     |                        | 179,587   | restorming   | DOMICILIATION OF SALARY  |
| walf Oilfield Services   |  | OTUDEKO OBAFEMI ADEDAMOLA  | 4,146,948                                   |                        | 643,331   |  | DOMICILIATION OF SALARY  |
| EKE.   | Non.ED/Ex-Non-ED                         | Seawolf Oilfield Services  |   |                        | 4,146,948   | erforming  | CG OF HONEYWELL FLOUR MILL, DEBENTURE  |
|  |  | UK EKE   | 66.338.161                                  | 2,606,570,981          | 2,606,570,981   | xon-Performing   | CHARGE OVER ASSET FINANCED   |
|  |  |  | 64,338,161                                  |                        | 66,338,161  |  | LEGAL MORTGAGE OVER PROPERTY   |
|  |  |  |   |                        |   |  | MORYCA CE PERSONNELLE  |
|  |  |  |   |                        |   | - 2  | MORTGAGE DEBENTURE TRUST DEED IN FAVOUR OF THE   |
| BOW TOWN DEVELOPMENT LIMITED   |  |  |   |                        |   |  | SECURITY VENTURES (FIRST TRUSTEES LTD) ON DEVALE OF  |
|  |  | MINBOW TOWN DEVELOPMENT LIMITED  | 30,086,795,745                              |                        | 2222222   | oranomi I  | THIS I BANK MIG LTD OVER RAINBOW TOWN ESTATE PORT  |
|  |  |  |   |                        | 30,086,795,245 P                                      | ersonmit 1   | SACOURI, RIVERSTATE  |
|  |  |  |   |                        |   | 3  | MORTGAGE DEBENTURE TRUST DEED IN FAVOUR OF THE   |
|  |  |  |   |                        |   | - 3  | ECURITY VENTURES (FIRST TRUSTEES LTD) ON BEHALF OF   |
|  |  |  |   |                        |   | - 9  | THE THE PERSON OF THE PERSON O |
| BOW TOWN DEVELOPMENT LIMITED   |  | AMBOUT YOUN DOWN   |   |                        |   |  |  |
| BOW TOWN DEVELOPMENT LIMITED   | 0  | AINBOW TOWN DEVELOPMENT LIMITED  | 8,131,206,362                               | 94                     | 8.131.205 162 8                                       | erformin-  | IRSTBANK NIG LTD OVER RAINBOW TOWN ESTATE, PORT  |
| BOW TOWN DEVELOPMENT LIMITED   | 5  | AINBOW TOWN DEVELOPMENT LIMITED  | 8,131,206,362                               | 734                    | 8,131,206,362 P                                       | triorining 1   | MACOURT, RIVER STATE   |
|  | ā  | AINBOW TOWN DEVELOPMENT LIMITED  | 8,131,206,362                               | %4                     | 8,131,206,362 Pr                                      | 3  | MORTGAGE DEBENTURE TRUST DEED IN FAVORIS OF THE  |
|  |  |  | 8,131,206,362                               | 12                     | 8,131,205,362 P                                       | 3  | AORTGAGE DEBENTURE TRUST DEED IN FAVOUR OF THE<br>ECURITY VENTURES (FIRST TRUSTESS LTD) ON BEAUT OF  |
| BOW TOWN DEVELOPMENT LIMITED   |  |  |   | 524                    |   | s<br>S<br>F  | AORTGAGE DEBENTURE TRUST DEED IN FAVOUR OF THE<br>ECURITY VENTURES (FIRST TRUSTESS LTD) ON BEAUT OF  |
|  |  | AINBOW TOWN DEVELOPMENT LIMITED  | 8,131,206,362<br>5,234,454,795              | u<br>s                 | 8,131,205,362 P.<br>5,234,454,795 Pe                  | )<br>S   | MACOURT, HIVER STATE  AGRIGAGE DEBENTURE TRUST DEED IN FAVOUR OF THE  ECURITY VENTURES (FIRST TRUSTEES LTD) ON BEHALF OF  IRSTBANK NIG LTD OVER RAINBOW TOWN ESTATE, PORT  |
|  |  |  |   | u<br>u                 |   | S<br>F<br>rforming H                                     | ORGODIT, MVER STATE  COURT AGE DEFITURE TRUST DEED IN FAVOUR OF THE  COURTY VENTURES (FIRST TRUSTEES LTD) ON BEHALF OF  RESTBANK NIG LTD OVER RANNBOW TOWN ESTATE, PORT  ARCOURT, RIVER STATE  |
| BOW TOWN DEVELOPMENT LIMITED   | a R                                      | AINBOW TOWN DEVELOPMENT LIMITED  |   | u<br>s                 |   | storming A   | OARCOURT, RIVER STATE  COURTS AGE DEBENTURE TRUST DEED IN FAVOUR OF THE  ECURITY VENTURES (FIRST TRUSTEES LTD) ON BEHALF OF  RISTBANK NIG LTD OVER RAINBOW TOWN ESTATE, PORT  ARCOURT, RIVER STATE  LORTGAGE DEBENTURE TRUST DEED IN FAMOUR OF THE   |
| BOW TOWN DEVELOPMENT LIMITED   | . R                                      | AINBOW TOWN DEVELOPMENT LIMITED  |   | u<br>u                 |   | Sorming H  | ONCOURT, NUMER STATE  ONT TAUST COME OF THE  ECURITY VENTURES (FIRST TRUSTEES LTD) ON BEHALF OF  RETAINN RIGHT TO OVER RANNEOW TOWN ESTATE, PORT  ARCOURT, RIVER STATE  ORT GAGE DEENTURE TRUST DEED IN FAVOUR OF THE  CURTY VENTURES (FIRST TRUSTEES LTD) ON BEHALF OF  |
| BOW TOWN DEVELOPMENT LIMITED  FOW TOWN DEVELOPMENT LIMITED-INTEREST CAPITALIZATION [1]   | . R                                      | AINBOW TOWN DEVELOPMENT LIMITED  |   | ©                      | 5,234,454,795 Pe                                      | s storming H   | OARCOURT, NURR STATE  COURT VENTURES (FIRST TRUSTEES LTD) ON BEHALF OF  RESIDANN INGLTD OVER RANBOW TOWN ESTATE, PORT  ARCOURT, NURR STATE  IDRITAGE DEBENTURE TRUST DEED IN FAVOUR OF THE  COURT OF THE STATE  IDRITAGE DEBENTURE TRUST DEED IN FAVOUR OF THE  COURT OF THE STATE  RESIDANN INGLICT OVER RAINBOW TOWN ESTATE PORT  RESTANN INGLICT OVER RAINBOW TOWN ESTATE PORT  |
| BOW TOWN DEVELOPMENT LIMITED  FOW TOWN DEVELOPMENT LIMITED-INTEREST CAPITALIZATION [1]   | a<br>D                                   | AINSOW TOWN DEVELOPMENT LIMITED  LUNBOW TOWN DEVELOPMENT LIMITED  TEREST CAPITALIZATION (11)   | 5,234,454,795                               | u<br>v                 |   | s storming H   | OARCOURT, NURR STATE  COURT VENTURES (FIRST TRUSTEES LTD) ON BEHALF OF  RESIDANN INGLTD OVER RANBOW TOWN ESTATE, PORT  ARCOURT, NURR STATE  IDRITAGE DEBENTURE TRUST DEED IN FAVOUR OF THE  COURT OF THE STATE  IDRITAGE DEBENTURE TRUST DEED IN FAVOUR OF THE  COURT OF THE STATE  RESIDANN INGLICT OVER RAINBOW TOWN ESTATE PORT  RESTANN INGLICT OVER RAINBOW TOWN ESTATE PORT  |
| BOW TOWN DEVELOPMENT LIMITED   | a<br>D                                   | AINSOW TOWN DEVELOPMENT LIMITED  LUNBOW TOWN DEVELOPMENT LIMITED  TEREST CAPITALIZATION (11)   | 5,234,454,795<br>299,655,376                | ii<br>N                | 5,234,454,795 Pe                                      | offerming H  | ONCOURT, NUMB STATE  GORTGAGE DEBENTURE TRUST DEED IN FAVOUR OF THE  ECURITY VENTURES (FIRST TRUSTEES LTD) ON BEHALF OF  RETRAIN KING LTO OVER RANIBOW TOWN ESTATE, PORT  ARCOURT, RIVER STATE  COURTY VENTURE TRUST DEED IN FAVOUR OF THE  CURITY VENTURE (FIRST TRUSTEES LTD) ON BEHALF OF  RSTBANK NIG LTD OVER RANIBOW TOWN ESTATE, PORT  ARCOURT, RIVER STATE   |
| BOW TOWN DEVELOPMENT LIMITED  FOW TOWN DEVELOPMENT LIMITED-INTEREST CAPITALIZATION [12]  FUM POULTRY FARMS LIMITED   | a<br>D                                   | AINBOW TOWN DEVELOPMENT LIMITED  | 5,234,454,795                               | u<br>u<br>u            | 5,234,454,795 Pe<br>299,655,376 Pe                    | of forming H   | ONCOURT, NUTRY STATUST DEED IN FAVOUR OF THE<br>COURTY VENTURES (FIRST TRUSTEES LTD) ON BEHALF OF<br>RISTBANK INGLITD OVER RAINBOW TOWN ESTATE, PORT<br>ARCOURT, INTER STATE<br>LORTCAGE DEBENTURE TRUST DEED IN FAVOUR OF THE<br>CURTY VENTURES (FIRST TRUSTEES LTD) ON BEHALF OF<br>RISTBANK INGLITD OVER RAINBOW TOWN ESTATE, PORT<br>ARCOURT, NIVER STATE.   |
| BOW TOWN DEVELOPMENT LIMITED  FOW TOWN DEVELOPMENT LIMITED-INTEREST CAPITALIZATION [1]   | R<br>III<br>Non-Ed M                     | AINSOW TOWN DEVELOPMENT LIMITED LINBOW TOWN DEVELOPMENT LIMITED TEREST CAPITALIZATION (11) shey Ralindad Rasheed   | 5,234,454,795<br>299,655,376                | u<br>u<br>u            | 5,234,454,795 Pe                                      | offerming H  | ONCOURT, NOVER STATE  GORTEGAGE DEEMTURE TRUST DEED IN FAVOUR OF THE  GEOURTY VENTURES (FIRST TRUSTEES LTD) ON BEHALF OF  RETAINN ING ITO OVER RAINBOW TOWN ESTATE, PORT  ARCOURT, RIVER STATE  GORTEGAGE DEEMTURE TRUST DEED IN FAVOUR OF THE  COURTY VENTURES (FIRST TRUSTESS LTD) ON BEHALF OF  ASTRAIN, NIG LTD OVER RAINBOW TOWN ESTATE, PORT  MICCOURT, RIVER STATE  Lassest debendure on assets of Premium Farms valued at  1835.5M   |
| BOW TOWN DEVELOPMENT LIMITED  FOW TOWN DEVELOPMENT LIMITED-INTEREST CAPITALIZATION (12  FUM POULTRY FARMS LIMITED  UM POULTRY FARMS LIMITED  | R<br>III<br>Non-Ed M                     | AINSOW TOWN DEVELOPMENT LIMITED  LUNBOW TOWN DEVELOPMENT LIMITED  TEREST CAPITALIZATION (11)   | 5,234,454,795<br>299,655,376                |                        | 5,234,454,795 Pe<br>299,655,376 Pe<br>680,335,342 Per | s s s s s s s s s s s s s s s s s s s                    | ONCOURT, NOVER STATE  GORTGAGE DEBERTURE TRUST DEED IN FAVOUR OF THE  GCURITY VENTURES (FIRST TRUSTEES LTD) ON BEHALF OF  RSTBANK ING (IJ DO VER RANIBOW TOWN ESTATE, PORT  ARCOURT, RIVER STATE  ORTGAGE DEBENTURE TRUST DEED IN FAVOUR OF THE  CURITY VENTURES (FIRST TRUSTEES LTD) ON BEHALF OF  RSTBANK ING (ID OVER RANIBOW TOWN ESTATE, PORT  ARCOURT, RIVER STATE  I assets debenture on assets of Premium Farms valued at  18.5.M  |
| BOW TOWN DEVELOPMENT LIMITED  FOW TOWN DEVELOPMENT LIMITED-INTEREST CAPITALIZATION [12]  FUM POULTRY FARMS LIMITED   | R  Non-Ed M  Non-Ed M                    | ANNSOW TOWN DEVELOPMENT LIMITED  ANNSOW TOWN DEVELOPMENT LIMITED- TEMEST CAPITALIZATION [31]  abey Ralindads Rasheed  they Ralindads Rasheed   | 5,234,454,795<br>299,655,376<br>680,335,342 | 5<br>5<br>2<br>2       | 5,234,454,795 Pe<br>299,655,376 Pe                    | of forming H  forming H  forming H  forming N  Al        | ONCOURT, NOVER STATE  GORTEGORE SERVING TRUSTEES LTD) ON BEHALF OF  RETAINS ING TO VERT RANDOW TOWN ESTATE, PORT  ARCOURT, NOVER STATE  GORTEGORE SERVING STATE  COURT VENTURES (FIRST TRUSTEES LTD) ON BEHALF OF  RESTBANK RIGHT OF THE  COURTY VENTURES (FIRST TRUSTEES LTD) ON BEHALF OF  RESTBANK RIGHT OVER RANDOW TOWN ESTATE, PORT  ARCOURT, NOVER STATE  I assets debenture on assets of Premium Farms valued at  1835.5M  Lasses debendure on assets of Premium Farms valued at  1835.5M  |
| BOW TOWN DEVELOPMENT LIMITED  FOW TOWN DEVELOPMENT LIMITED-INTEREST CAPITALIZATION (12  FUM POULTRY FARMS LIMITED  UM POULTRY FARMS LIMITED  | R  Non-Ed M  Non-Ed M                    | AINSOW TOWN DEVELOPMENT LIMITED LINBOW TOWN DEVELOPMENT LIMITED TEREST CAPITALIZATION (11) shey Ralindad Rasheed   | 5,234,454,795<br>299,655,376<br>680,335,342 | u<br>u<br>u<br>u       | 5,234,454,795 Pe<br>299,655,376 Pe<br>680,335,342 Per | s forming H  A forming N  Al forming N  Al forming N  Al | ONCOURT, NOVER STATE  GORTGAGE DEBERTURE TRUST DEED IN FAVOUR OF THE  GCURITY VENTURES (FIRST TRUSTEES LTD) ON BEHALF OF  RSTBANK ING (IJ DO VER RANIBOW TOWN ESTATE, PORT  ARCOURT, RIVER STATE  ORTGAGE DEBENTURE TRUST DEED IN FAVOUR OF THE  CURITY VENTURES (FIRST TRUSTEES LTD) ON BEHALF OF  RSTBANK ING (ID OVER RANIBOW TOWN ESTATE, PORT  ARCOURT, RIVER STATE  I assets debenture on assets of Premium Farms valued at  18.5.M  |

Related party transactions and balances disclosed above are in accordance with the Central Nank of Nigeria Circular BSD/1/2004.

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

#### 44 Employees

The average number of persons employed by the Group during the period was as follows:

|  | GRO                                      | GROUP                                      |  | NK  |
|--|--|--|--|---|
| Executive directors  | 31 Dec 2014                              | 31 Dec 2013                                | 31 Dec 2014                              | 31 Dec 201                                |
| Management   | 7  | 6  | 7  | 6   |
|  | 187                                      | 65   | 66                                       | 57  |
| Non-management   | 9,474                                    | 9,127                                      | 8,103                                    | 7,840                                     |
|  | 9,668                                    | 9,198                                      | 8,176                                    | 7,903                                     |
| See note 15 for compensation for the above staff   |  |  |  |   |
| The number of employees of the Group, other than directors, who certain benefits) were:  | received emoluments in the follo         | wing ranges (ex                            | cluding pension co                       | ontributions and                          |
| N300,000 - N2,000,000  | 1,140                                    | 1,096                                      | 28                                       |   |
| N2,000,001 - N2,800,000  |  | 1,050                                      |  | 222                                       |
|  | 691                                      | 65   | S. 100                                   |   |
|  | 691<br>410                               | 65   | 546                                      | 19  |
| 3,500,001 - N4,000,000   | 410                                      | 624  | S. 100                                   | 19  |
| 3,500,001 - N4,000,000   | 410<br>8                                 | 624<br>6                                   | 546<br>388                               | 19<br>586                                 |
| I3,500,001 - N4,000,000<br>I4,000,001 - N5,500,000   | 410<br>8<br>2,357                        | 624<br>6<br>2,600                          | 546<br>388<br>-<br>2,333                 | 19<br>586<br>-<br>2,597                   |
| I3,500,001 - N4,000,000<br>I4,000,001 - N5,500,000<br>I5,500,001 - N6,500,000  | 410<br>8<br>2,357<br>1,686               | 624<br>6<br>2,600<br>1,580                 | 546<br>388<br>-<br>2,333<br>1,678        | 19  |
| I3,500,001 - N4,000,000<br>I4,000,001 - N5,500,000<br>I5,500,001 - N6,500,000<br>I6,500,000 - N7,800,000   | 410<br>8<br>2,357<br>1,686<br>743        | 624<br>6<br>2,600<br>1,580<br>1,024        | 546<br>388<br>-<br>2,333<br>1,678<br>714 | 19<br>586<br>-<br>2,597                   |
| 13,500,001 - N4,000,000<br>14,000,001 - N5,500,000<br>15,500,001 - N6,500,000<br>16,500,000 - N7,800,000<br>17,800,001 - N9,000,000  | 410<br>8<br>2,357<br>1,686<br>743<br>448 | 624<br>6<br>2,600<br>1,580<br>1,024<br>213 | 546<br>388<br>-<br>2,333<br>1,678        | 1,569                                     |
| N2,800,001 - N3,500,000<br>N3,500,001 - N4,000,000<br>N4,000,001 - N5,500,000<br>N5,500,001 - N6,500,000<br>N6,500,000 - N7,800,000<br>N7,800,001 - N9,000,000<br>N9,000,001 and above | 410<br>8<br>2,357<br>1,686<br>743        | 624<br>6<br>2,600<br>1,580<br>1,024        | 546<br>388<br>-<br>2,333<br>1,678<br>714 | 19<br>586<br>-<br>2,597<br>1,569<br>1,010 |

### 45 Directors' emoluments

| Remuneration paid to the Group's directors (excluding certain allowances) was: |             |             |
|--|-------------|-------------|
|  | GRO         | OUP         |
|  | 31 December | 31 December |
|  | 2014        | 2013        |
|  | N 'millions | N 'millions |
| Fees and sitting allowances  | 200         |             |
| Executive compensation   | 118         | 118         |
| Retirement benefit costs   | 432         | 403         |
| Other director expenses  | 474         | 1,467       |
|  | 3,287       | 3,274       |
|  | 4,311       | 5,262       |
| Fees and other emoluments disclosed above include amounts paid to:             |             |             |
|  |             |             |
| Chairman   | 00          | 122         |
|  | 26          | 25          |
| Highest paid director  | 100         | 100         |

## NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2014

#### 45 Directors' emoluments continued

The number of directors who received fees and other emoluments (excluding pension contributions and certain benefit) in the following ranges was:

|             | mber        |
|-------------|-------------|
| GRO         | )UP         |
| 31 Dec 2014 | 31 Dec 2013 |
| 19          | 18          |
| 19          | 18          |

N5,500,001 and above

#### 46 Compliance with banking regulation

- A penalty of N88 million was paid by the Bank for inability to provide evidence on CBN's no objection letter to promotions/appointments of 28 senior
- -A penalty of N2 million was imposed on the Bank for failure to comply with the CBN directives on the issue of Eurobonds
- The bank paid a penalty of N2m for failure to render suspicious transcations to NFIU within 72 hours of transaction
- A penalty of N2 million was imposed on the bank for failure to conduct due dilligence before opening a Politically Exposed Persons (PEPs)
- The bank paid a penalty of N2 million for issuing a single draft of N30.5 million
- The bank paid a penalty of N2 million for contravening Section 25(2) of Banks and Other Financial Institutions Act LFN 2004 on rendition of statutory returns through FINA application to CBN and NDIC.
- The bank paid N210 million penalty for opening / closing 62 cash centers and 32 branches without stipulated approval from the CBN
- The bank was charged a penalty of N74 million for mis reporting public sector deposit.
- The bank paid N2 million penalty for failure to address all observations and recommendations of external auditors (Year ended 31 December 2013)
- The bank paid N2 million penalty for failure to address all observations and recommendations of external auditors (Period ended 30 September 2014
- A penalty of N2.3 million was imposed on the bank for delay on unapplied funds

#### 47 Events after statement of financial position date

The Bank has no events after the financial position date that will materially affect the financial position shown in these financial statements.

#### 48 Dividends per share

A dividend of N0.3 kobo per share was proposed by the board of directors on 24 December 2014. This interim dividend amounts to N9,790 million. A dividend of N32,632 million at N1.00 per share that relates to the year to 31 December 2012 was approved at the AGM in May 2013 and paid in June paid on 9 January 2014.

#### 49 Earnings per share

Basic earnings per share is calculated by dividing the net profit attributable to equity holders of the Bank by the weighted average number of ordinary shares in issue during the year, excluding the average number of ordinary shares purchased by the members of the group and held as treasury shares.

The company does not have potential ordinary shares with convertible options and therefore there is no dilutive impact on the profit attributable to the equity holders of the parent.

|  | GROUP                              |                                    | BANK                              |                                   |
|--|------------------------------------|------------------------------------|-----------------------------------|-----------------------------------|
|  | 31 December<br>2014<br>N 'millions | 31 December<br>2013<br>N 'millions | 31 December<br>2014<br>N'millions | 31 December<br>2013<br>N'millions |
| Profit from continuing operations attributable to owners of the parent (N'millions)          | 20000                              |                                    |                                   |                                   |
| Profit/(loss) from discontinued operations attributable to owners of the parent (N'millions) | 84,926                             | 65,576                             | 75,175                            | 59,365                            |
| Weighted average number of ordinary shares in issue (in million)                             | (84)                               | 875                                | 4,176                             | *                                 |
| s and a station of ordinary strates in issue (in million)                                    | 32,632                             | 32,632                             | 32,632                            | 32,632                            |
| Basic/diluted earnings per share (expressed in Kobo per share): - From continuing operations |                                    |                                    |                                   |                                   |
| -From discontinued operations  | 2.60                               | 2.01                               | 2.30                              | 1.82                              |
| operations   | (0.00)                             | 0.03                               | 0.13                              | 0.00                              |
|  | 2.60                               | 2.04                               | 2.43                              | 1.82                              |

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2013

#### Statement of Value Added - Group Year ended 31 December 2014

| Group                                      | 31 December<br>2014<br>N'million        |     | 31 December<br>2013<br>N'million | %     |  |
|--|---|-----|----------------------------------|-------|--|
| Gross income                               |   |     |                                  |       |  |
| Interest expense                           | 455,392                                 |     | 372,840                          |       |  |
| 100 Sect - Section 2016 € 1900 Section 201 | (116,662)                               |     | (91,857)                         |       |  |
| Administrative overheads:                  | 338,730                                 |     | 280,983                          |       |  |
| - Local                                    | (134,108)                               |     | (95,966)                         |       |  |
| - Foreign                                  | (,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |     | (5,238)                          |       |  |
| Value added                                |   |     | (5,236)                          |       |  |
| value added                                | 204,622                                 | 100 | 179,779                          | 10    |  |
| Distribution                               |   |     |                                  |       |  |
| Employees                                  |   |     |                                  |       |  |
| - Salaries and benefits                    | 72,726                                  | 36  | 60,456                           | 34    |  |
| Government                                 |   |     |                                  |       |  |
| - Taxation                                 | 9,526                                   | 5   | 21,009                           | 12    |  |
| The future                                 |   |     |                                  |       |  |
| - Asset replacement (depreciation)         |   |     |                                  |       |  |
| - Local                                    | 10,530                                  | 5   | 0.000                            |       |  |
| - Foreign                                  | 10,030                                  | 5   | 9,279                            | 5     |  |
| - Asset replacement (amortisation)         |   | ₹.  | 546                              | 0     |  |
| - Local                                    | 1,268                                   |     | 1,381                            | 17520 |  |
| - Foreign                                  | .,200                                   |     | 136                              | 1     |  |
| Asset replacement (provision for losses)   | 25,730                                  | 13  | 20,521                           | 11    |  |
| Expansion (transfers to reserves)          | 84,842                                  | 41  | 66,451                           | 37    |  |
|  | 204,622                                 | 100 | 179,779                          | 100   |  |

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS For the year ended 31 December 2013

### Statement of Value Added - Bank

| moment of value Audeu - Bank               | 24.2              |     |             |     |
|--|-------------------|-----|-------------|-----|
|  | 31 December       |     | 31 December |     |
| Bank                                       | 2014<br>N'million | 0/  | 2013        |     |
|  | N IIIIIION        | %   | N'million   | 9   |
| Gross income                               | 410,648           |     | 220 200     |     |
| Interest and fee expense                   | (103,061)         |     | 339,320     |     |
|  |                   |     | (83,208)    |     |
|  | 307,587           |     | 256,112     |     |
| Administrative overheads                   | (127,727)         |     | (96,308)    |     |
| Volume data t                              |                   |     | (50,500)    |     |
| Value added                                | 179,860           | 100 | 159,804     | 100 |
| Distribution                               |                   |     |             |     |
| Employees                                  |                   |     |             |     |
| - Salaries and benefits                    | 00.040            |     |             |     |
|  | 63,012            | 35  | 53,287      | 33  |
| Government                                 |                   |     |             |     |
| - Company income tax                       | 6,185             | 4   | 17,488      |     |
|  | 4,100             |     | 17,400      | 11  |
| The future                                 |                   |     |             |     |
| - Asset replacement (depreciation)         | 9,741             | 5   | 9,164       | 6   |
| - Asset replacement (amortisation)         | 647               | 0   | 662         | 0   |
| - Asset replacement (provision for losses) | 20,924            | 12  | 19,838      | 13  |
| - Expansion (transfers to reserves)        | 79,351            | 44  | 59,365      | 37  |
|  | 179,860           | 100 | 159,804     | 100 |

# FIRST BANK OF NIGERIA LIMITED FIVE YEAR FINANCIAL SUMMARY - BANK

## STATEMENT OF FINANCIAL POSITION

As reported under IFRS

|  | 31 December     | r 31 December                         | 31 December 31 December 31 December |                   |           |  |
|--|-----------------|---------------------------------------|-------------------------------------|-------------------|-----------|--|
|  | 2014            | 2013                                  | 2012                                |                   |           |  |
|  | N'million       | 2010                                  | N'million                           | 2011<br>N'million | 2010      |  |
|  |                 | · · · · · · · · · · · · · · · · · · · | TV TITILIOT                         | N IIIIIION        | N'million |  |
| Assets:                                |                 |                                       |                                     |                   |           |  |
| Cash and balances with central bank    | 670,045         | 541,221                               | 288,125                             | 199,091           | 74.004    |  |
| Loans and advances to banks            | 242,842         | 367,571                               | 329,120                             | 222,347           | 74,894    |  |
| Loans and advances to customers        | 1,794,037       | 1,473,839                             | 1,316,407                           | 1,144,461         | 383,880   |  |
| Financial assets held for trading      | 9,258           | 2,225                                 | 1,942                               | 2,552             | 1,046,925 |  |
| Investment securities                  | 544,975         | 637,928                               | 631,211                             | 670,624           | 11,485    |  |
| Assets pledged as collateral           | 63,158          | 52,406                                | 50,109                              |                   | 245,494   |  |
| Investment in associates               | -               | 2,224                                 | 2,224                               | 72,129            | 122,009   |  |
| Investment in subsidiaries             | 58,986          | 56,307                                | 40,348                              | 14,099            | 14,099    |  |
| Other assets                           | 29,173          | 36,067                                | 32,459                              | 32,416            | 30,416    |  |
| Intangible assets                      | 2,272           | 1,241                                 | 1,302                               | 43,734            | 33,344    |  |
| Property, plant and equipment          | 74,782          | 71,895                                | 70,724                              | 734               | 265       |  |
| Deferred tax                           | 1,343           | 3,655                                 | 6,703                               | 64,056            | 62,252    |  |
| e e                                    |                 |                                       | 0,703                               | 5,195             | 12,146    |  |
|  | 3,490,871       | 3,246,579                             | 2,770,674                           | 2,471,438         | 2,037,209 |  |
| Financed by:                           |                 |                                       |                                     |                   |           |  |
| Share capital                          | 20.202.000.0000 |                                       |                                     |                   |           |  |
| Share premium                          | 16,316          | 16,316                                | 16,316                              | 16,316            | 16,316    |  |
| Reserves                               | 189,241         | 189,241                               | 189,241                             | 254,524           | 254,524   |  |
| Deposits from banks                    | 217,490         | 145,152                               | 166,619                             | 106,404           | 144,769   |  |
|  | 19,246          | 10,155                                | 18,463                              | 51,306            | 55,221    |  |
| Deposits from customers                | 2,551,022       | 2,570,719                             | 2,171,807                           | 1,784,490         | 1,328,218 |  |
| Financial liabilities held for trading | 7,946           | 1,697                                 | 1,278                               | 1,143             | 1,639     |  |
| Borrowings                             | 377,950         | 125,363                               | 81,987                              | 104,287           | 126,096   |  |
| Retirement benefit obligations         | 1,546           | 1,111                                 | 18,156                              | 14,676            | 11,075    |  |
| Current income tax                     | 6,558           | 29,836                                | 19,768                              | 21,354            | 15,118    |  |
| Other liabilities                      | 103,556         | 156,989                               | 87,039                              | 116,938           | 84,233    |  |
| Deferred income tax liabilities        | -               |                                       |                                     | -                 | -         |  |
| _                                      | 3,490,871       | 3,246,579                             | 2,770,674                           | 2,471,438         | 2,037,209 |  |

## FIRST BANK OF NIGERIA LIMITED

## FIVE YEAR FINANCIAL SUMMARY - BANK

| INCOME STATEMENT   | 12 months<br>ended<br>31 Dec 2014               | 12 months ended                                 | under IFRS<br>12 months<br>ended<br>31 Dec 2012 | 12 months<br>ended<br>31 Dec 2011                 | As reported<br>under N-<br>GAAP<br>12 months<br>ended<br>31 Dec 2010 |
|--|---|---|---|---|--|
| Gross Earnings   | 410,648   | 339,320   | 313,822   | 251,312   | 209,187  |
| Net operating income Gain from disposal of associate Operating expenses Impairment charge for credit losses (Loss) on sale of assets to AMCON Exceptional item | 303,410<br>-<br>(201,126)<br>(20,924)<br>-<br>- | 256,112<br>-<br>(159,421)<br>(19,838)<br>-<br>- | 258,554<br>3,490<br>(168,908)<br>(9,847)<br>-   | 220,706<br>-<br>(133,368)<br>(32,165)<br>(15,501) | 163,142<br>-<br>(107,392)<br>(22,596)<br>-<br>383                    |
| Profit before taxation Taxation  | 81,360<br>(6,185)                               | 76,853<br>(17,488)                              | 83,289<br>(12,145)                              | 39,672<br>(16,620)                                | 33,537<br>(1,414)  |
| Profit from continuing operations Profit from discontinuing operations   | . 75,175<br>4176                                | 59,365  | 71,144<br>-                                     | 23,052  | 32,123   |
| Profit for the year  | 79,351  | 59,365  | 71,144  | 23,052  | 32,123   |
| Earnings per share (basic)   | 243   | 182   | 218   | 71  | 98   |

In line with IFRS 1.22(d), the figures reported in the above income statement for years 2011 to 2014 have been prepared using relevant IFRS guidelines and standards. In constrast, the figures in the above income statement for years 2010 only has been prepared using relevant Nigerian GAAP guidelines and standards.

Therefore, the numbers in the affected relevant areas listed below should not be compared when being used.

#### Income Statement

- Interest income
- impairment charge for credit losses
- Net operating income

### FIRST BANK OF NIGERIA LIMITED

## FIVE YEAR FINANCIAL SUMMARY - GROUP

## STATEMENT OF FINANCIAL POSITION

| As reported | under IFRS | • |
|-------------|------------|---|
|             |            |   |

|  |             | Restated Restated |             |             |             |
|--|-------------|-------------------|-------------|-------------|-------------|
|  | 31 December | 31 December       | 31 December | 31 December | 31 December |
|  | 2014        | 2013              | 2012        | 2011        |             |
|  | N'million   | N'million         | N'million   | N'million   | 2010        |
| Assets:                                |             |                   |             |             |             |
| Cash and balances with central bank    |             |                   |             |             |             |
| Loans and advances to banks            | 697,601     | 593,973           | 298,024     | 199,228     | 75,517      |
| Loans and advances to banks            | 430,053     | 415,210           | 394,173     | 463,328     | 575,467     |
| Financial assets held for trading      | 2,193,563   | 1,797,935         | 1,562,695   | 1,252,153   | 1,160,293   |
| Investment securities                  | 10,708      | 4,743             | 2,565       | 5,964       | 16,636      |
|  | 598,904     | 734,690           | 684,359     | 697,001     | 254,708     |
| Assets pledged as collateral           | 64,527      | 53,651            | 50,109      | 72,129      | 122,009     |
| Inventory                              |             | 5.7               | 14          | 25,609      | 23,081      |
| Managed funds                          |             | -                 |             | -           | 20,001      |
| Investment in associates               |             | 6,225             | 5,609       | 7,489       | 8,996       |
| Investment in subsidiaries             | 0.00        | 923               | -           | -           | 0,990       |
| Other assets                           | 39,457      | 44,729            | 33,984      | 63,061      | 39,282      |
| Investment property                    |             | •                 | -           | 4,055       | 2,440       |
| Intangible assets                      | 8,103       | 8,594             | 3,417       | 1,008       | 494         |
| Property, plant and equipment          | 83,404      | 78,489            | 74,474      | 65,889      |             |
| Deferred tax                           | 2,384       | 4,587             | 7,954       | 6,954       | 63,634      |
| Assets held for sale                   | 2,931       | 4,549             | 12,978      | -           | 12,274      |
|  | 4,131,635   | 3,747,375         | 3,130,341   | 2,863,868   | 2,354,831   |
| Financed by:                           | -           |                   |             |             | 2,001,001   |
| Share capital                          |             |                   |             |             |             |
| Share premium                          | 16,316      | 16,316            | 16,316      | 16,316      | 16,316      |
| Reserves                               | 189,241     | 189,241           | 189,241     | 254,524     | 254,524     |
| Non controlling interest               | 255,819     | 175,965           | 191,190     | 98,425      | 129,607     |
| Deposits from banks                    | 1,641       | 1,626             | 1,353       | 964         | 1,148       |
|  | 163,710     | 77,481            | 87,551      | 183,500     | 148,352     |
| Deposits from customers                | 2,989,735   | 2,942,782         | 2,405,035   | 1,951,011   | 1,447,600   |
| Financial liabilities held for trading | 9,913       | 1,701             | 1,796       | 2,857       | 1,639.00    |
| iabilities on investment contracts     | •           | -                 |             | 49,440      | 76,446      |
| labilities on insurance contracts      | -           | 2                 | -           | 824         | 70,110      |
| Borrowings                             | 362,976     | 126,302           | 75,541      | 106,204     | 126,350     |
| Retirement benefit obligations         | 2,012       | 1,776             | 18,648      | 15,081      | 11,426      |
| current income tax                     | 8,530       | 31,633            | 22,536      | 24,328      | 20,052      |
| other liabilities                      | 131,704     | 182,542           | 118,289     | 159,325     |             |
| eferred income tax liabilities         | 38          | 10                | 9           | 1,069       | 120,470     |
| iabilities held for sale               |             | 121               | 2,836       | -           | 901         |
| _                                      | 4,131,635   | 3,747,375         | 3,130,341   | 2,863,868   | 2,354,831   |
| _                                      |             |                   |             |             | 2,004,001   |

#### FIRST BANK OF NIGERIA LIMITED

## FIVE YEAR FINANCIAL SUMMARY - GROUP

#### INCOME STATEMENT

|   |  | As reported u                                  | As reported                                    |   |  |
|---|--|--|--|---|--|
|   | 12 months<br>ended<br>31 Dec 2014<br>N'million | 12 months<br>ended<br>31 Dec 2013<br>N'million | Restated 12 months ended 31 Dec 2012 N'million | 12 months<br>ended<br>31 Dec 2011<br>N'million          | under N-<br>GAAP<br>12 months<br>ended<br>31 Dec 2010<br>N'million |
| Gross Earnings  | 455,392  | 372,840  | 338,921  | 265,580   | 232,079  |
| Net operating income Operating expenses Group's share of associate's results Impairment charge for credit losses (Loss) on sale of assets to AMCON Exceptional item | 338,814<br>(218,632)<br>-<br>(25,730)<br>-     | 280,107<br>(173,001)<br>-<br>(20,521)          | 280,410<br>(182,329)<br>1,008<br>(12,912)      | 230,853<br>(136,668)<br>(1,507)<br>(38,011)<br>(15,501) | 178,062<br>(119,274)<br>(3,657)<br>(21,590)                        |
| Profit before taxation Taxation   | 94,452<br>(9,526)                              | 86,585<br>(21,009)                             | 86,177<br>(14,918)                             | 39,166<br>(18,864)                                      | 33,767<br>(4,590)  |
| Profit from continuing operations Profit from discontinuing operations  | 84,926<br>(84)                                 | 65,576<br>875                                  | 71,259<br>3,838                                | 20,302 (1,666)  | 29,177   |
| Profit for the year   | 84,842   | 66,451   | 75,097   | 18,636  | 29,177   |
| Profit attributable to: Owners of the parent Non controlling interest   | 84,827<br>15<br>84,842                         | 66,344<br>107<br>66,451                        | 75,040<br>57<br>75,097                         | 19,520<br>(884)<br>18,636                               | 27,244<br>1,933<br>29,177  |
| Earnings per share in kobo (basic/diluted   | 260  | 204  | 230  | 57  | 89   |

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#### Income Statement

- Interest income
- impairment charge for credit losses
- Net operating income