

Ecobank Group reports performance for First Quarter 2018

- Revenue up 9% to \$465.0 million (up 8% to GHC 2.1 billion)
- Operating profit before impairment losses up 19% to \$179.0 million (up 17% to GHC 790.0 million)
- Profit before tax up by 48% to \$110.9 million (up 46% to GHC 489.5 million)
- Total assets up 10% to \$22.4 billion (up 11% to GHC 98.7 billion)
- Total equity down 1% to \$1.8 billion (down 0.4% to GHC 8.0 billion)

Financial Highlights	Period ended 31 March 2018		Period ended 31 March 2017		% Change	
	US\$'000	GHC'000	US\$'000	GHC'000	US\$	GHC
Income Statement :						
Revenue	464,963	2,052,073	425,446	1,908,244	9%	8%
Operating profit before impairment losses	179,006	790,026	150,938	676,999	19%	17%
Profit before income tax	110,906	489,472	74,736	335,214	48%	46%
Taxation	(20,133)	(88,854)	(13,789)	(61,849)	-46%	-44%
Profit for the period	91,135	402,216	60,984	273,531	49%	47%
Financial Highlights	As at 31 March 2018		As at 31 March 2017		% Change	
Statement of Financial Position :						
Total assets	22,406,767	98,688,365	20,441,489	88,683,356	10%	11%
Loans & advances to customers	8,943,058	39,388,805	9,222,441	40,010,638	-3%	-2%
Deposits from customers	15,461,657	68,099,322	13,535,173	58,720,995	14%	16%
Total equity	1,826,709	8,045,557	1,846,721	8,011,814	-1%	0.4%

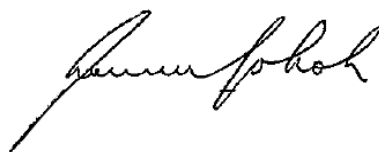
Ade Ayeyemi, Group CEO said, "The firm generated \$111 million in pre-tax profits, the largest quarterly profits since the third quarter of 2015, which was an increase of 48%, and 81%, from the first quarter and fourth quarter of 2017, respectively. Our return on tangible total shareholders' equity was a record 23.4%.

"We grew deposits by 14% year-on-year to \$15.5 billion through deeper client engagements and digital financial offerings. Our footprint, a competitive advantage, is an attraction that drives mutually beneficial partnerships.

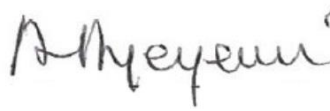
"Overall, our results show the progress that we have made in the last two years in strengthening the firm's foundations as part of our 'roadmap to leadership' and digitisation strategies – particularly around operating efficiency, credit risk management, and digitisation to reduce our cost-to-serve and advance our vision to bring affordable and convenient financial services solutions to the many unbanked Africans.

"We have now reached a turning point in our 5-year strategy. In the next few years, we will build on this momentum with one major goal – relentless execution. Internally, we will not rest on our laurels while externally, gradual economic growth and client activity continues to be supportive of the firm's growth."

The financial statements were approved for issue by the board of directors on 23 April 2018.



Emmanuel Ikazoboh
Group Chairman



Ade Ayeyemi
Group Chief Executive Officer



Greg Davis
Group Chief Financial Officer

Condensed Unaudited Consolidated Income Statement

	Period ended 31 March 2018		Period ended 31 March 2017		% Change	
	US\$'000	GHC'000	US\$'000	GHC'000	US\$	GHC
Interest income	414,031	1,827,290	377,570	1,693,507	10%	8%
Interest expense	(165,933)	(732,331)	(143,818)	(645,064)	15%	14%
Net interest income	248,098	1,094,959	233,752	1,048,443	6%	4%
Fee and commission income	124,577	549,810	109,667	491,887	14%	11.8%
Fee and commission expense	(18,310)	(80,810)	(13,057)	(58,564)	40%	38%
Net trading income	112,104	494,761	90,310	405,065	24%	22%
Other operating income	(1,506)	(6,647)	4,774	21,413	-132%	-131%
Non-interest revenue	216,865	957,114	191,694	859,801	13%	11%
Operating income	464,963	2,052,073	425,446	1,908,244	9%	8%
Staff expenses	(123,904)	(546,840)	(126,818)	(568,814)	-2%	-4%
Depreciation and amortisation	(24,682)	(108,932)	(22,808)	(102,300)	8%	6%
Other operating expenses	(137,371)	(606,275)	(124,882)	(560,131)	10%	8%
Operating expenses	(285,957)	(1,262,047)	(274,508)	(1,231,245)	4%	3%
Operating profit before impairment losses and taxation	179,006	790,026	150,938	676,999	19%	17%
Impairment losses on financial assets	(68,156)	(300,801)	(76,272)	(342,099)	-11%	-12%
Operating profit after impairment losses	110,850	489,225	74,666	334,900	48%	46%
Share of profit of associates	56	247	70	314	-20%	-21%
Profit before tax	110,906	489,472	74,736	335,214	48%	46%
Taxation	(20,133)	(88,854)	(13,789)	(61,849)	46%	44%
Profit for the period from continuing operations	90,773	400,618	60,947	273,365	49%	47%
Profit for the period from discontinued operations	362	1,598	37	166	878%	863%
Profit for the period	91,135	402,216	60,984	273,531	49%	47%
Attributable to:						
Owners of the parent	77,076	340,168	50,726	227,521	52%	50%
- Continuing operations	76,881	339,305	50,706	227,431	52%	49%
- Discontinued operations	195	863	20	90	878%	859%
Non-controlling interests	14,059	62,048	10,258	46,010	37%	35%
- Continuing operations	13,892	61,313	10,241	45,934	36%	33%
- Discontinued operations	167	735	17	76	878%	867%
	91,135	402,216	60,984	273,531	49%	47%
Earnings per share from continuing operations attributable to owners of the parent during the period (expressed in United States cents / pesewas per share):						
- Basic (cents and pesewas)	0.31	1.38	0.21	0.92	52%	50%
- Diluted (cents and pesewas)	0.31	1.38	0.20	0.89	58%	56%
Earnings per share from discontinued operations attributable to owners of the parent during the period (expressed in United States cents / pesewas per share):						
- Basic (cents and pesewas)	0.00	0.01	0.00	0.00		
- Diluted (cents and pesewas)	0.00	0.01	0.00	0.00		

Condensed Unaudited Consolidated Statement of Comprehensive Income

	Period ended 31 March 2018		Period ended 31 March 2017		% Change	
	US\$'000	GHC'000	US\$'000	GHC'000	US\$	GHC
Profit for the period	91,135	402,216	60,984	273,531	49%	47%
Other comprehensive income:						
Exchange difference on translation of foreign operations	(107,750)	(475,544)	41,891	187,891	-357%	-353%
Net fair value loss in investments securities	(29,039)	(128,161)	(23,929)	(107,328)	-21%	-19%
Taxation relating to components of other comprehensive income that may be subsequently reclassified to profit or loss	1,095	4,833	6,111	27,410	-82%	-82%
Other comprehensive (loss) /profit for the period, net of taxation	(135,694)	(598,872)	24,073	107,973	-664%	-655%
Total comprehensive (loss) / income for the period	(44,559)	(196,656)	85,057	381,504	-152%	-152%
Total comprehensive (loss) / income attributable to:						
Owners of the parent	(53,079)	(234,258)	70,765	317,401	-175%	-174%
-Continuing operations	(53,274)	(235,121)	70,745	317,311	-175%	-174%
-Discontinued operations	195	863	20	90	878%	859%
Non-controlling interests	8,520	37,602	14,292	64,103	-40%	-41%
-Continuing operations	8,353	36,867	14,275	64,027	-41%	-42%
-Discontinued operations	167	735	17	76	878%	867%
	(44,559)	(196,656)	85,057	381,504	-152%	-152%

Condensed Unaudited Consolidated Statement of Financial Position

Assets	As at 31 March 2018		As at 31 March 2017		As at 31 December 2017		%Change	
	US\$'000	GHC'000	US\$'000	GHC'000				
Cash and balances with central banks	2,909,802	12,815,932	2,314,926	10,043,075	2,661,745	11,749,475	9%	9%
Financial assets held for trading	60,134	264,854	28,795	124,924	36,557	161,370	64%	64%
Derivative financial instruments	26,439	116,448	717	3,111	39,267	173,332	-33%	-33%
Loans and advances to banks	1,351,534	5,952,696	1,478,855	6,415,865	1,685,806	7,441,485	-20%	-20%
Loans & advances to customers	8,943,058	39,388,805	9,222,441	40,010,638	9,357,864	41,307,483	-4%	-5%
Treasury bills and other eligible bills	2,025,026	8,919,025	1,396,959	6,060,567	1,718,977	7,587,908	18%	18%
Investment securities	4,318,628	19,020,965	3,361,660	14,584,226	4,405,240	19,445,610	-2%	-2%
Pledged assets	292,507	1,288,318	491,609	2,132,796	298,561	1,317,908	-2%	-2%
Others assets	1,004,195	4,422,876	797,300	3,459,006	760,724	3,357,988	32%	32%
Investments in associates	9,298	40,952	8,865	38,460	9,964	43,983	-7%	-7%
Intangible assets	294,168	1,295,634	278,461	1,208,075	283,664	1,252,150	4%	3%
Property and equipment	952,134	4,193,579	865,982	3,756,976	924,163	4,079,440	3%	3%
Investment properties	20,951	92,277	35,726	154,994	43,514	192,079	-52%	-52%
Deferred income tax assets	110,895	488,426	87,000	377,441	121,715	537,274	-9%	-9%
	22,318,769	98,300,787	20,369,296	88,370,154	22,347,761	98,647,485	-0.1%	-0.4%
Assets held for sale	87,998	387,578	72,193	313,202	83,843	370,101	5%	5%
Total Assets	22,406,767	98,688,365	20,441,489	88,683,356	22,431,604	99,017,586	-0.1%	-0.3%
Liabilities								
Deposits from other banks	1,457,488	6,419,360	1,900,966	8,247,151	1,772,414	7,823,790	-18%	-18%
Deposits from customers	15,461,657	68,099,322	13,535,173	58,720,995	15,203,271	67,110,279	2%	1%
Derivative financial instruments	25,014	110,172	-	-	32,497	143,448	-23%	-23%
Borrowed funds	1,652,957	7,280,284	1,558,836	6,762,854	1,728,756	7,631,075	-4%	-5%
Other liabilities	1,645,513	7,247,497	1,335,619	5,794,449	1,210,908	5,345,190	36%	36%
Provisions	56,475	248,738	35,053	152,074	52,450	231,525	8%	7%
Current income tax liabilities	58,342	256,962	43,061	186,816	58,107	256,496	0%	0%
Deferred income tax liabilities	60,559	266,726	56,588	245,501	64,269	283,696	-6%	-6%
Retirement benefit obligations	44,352	195,344	32,538	141,163	24,064	106,223	84%	84%
	20,462,357	90,124,405	18,497,834	80,251,003	20,146,736	88,931,722	2%	1%
Liabilities held for sale	117,701	518,403	96,934	420,539	112,785	497,855	4%	4%
Total Liabilities	20,580,058	90,642,808	18,594,768	80,671,542	20,259,521	89,429,577	2%	1%
Equity								
Capital and reserves attributable to the equity holders of the parent entity								
Share capital and premium	2,113,957	4,536,378	2,114,333	4,538,034	2,113,957	4,536,378	0%	0%
Retained earnings and reserves	(585,592)	2,195,153	(463,399)	2,624,378	(233,213)	3,765,602	151%	-42%
Shareholders Equity	1,528,365	6,731,531	1,650,934	7,162,412	1,880,744	8,301,980	-19%	-19%
Non-controlling interests	298,344	1,314,026	195,787	849,402	291,339	1,286,029	2%	2%
Total Equity	1,826,709	8,045,557	1,846,721	8,011,814	2,172,083	9,588,009	-16%	-16%
Total Liabilities and Equity	22,406,767	98,688,365	20,441,489	88,683,356	22,431,604	99,017,586	-0.1%	-0.3%

Condensed Unaudited Consolidated Statement of Cash Flows

	Period ended 31 March 2018		Period ended 31 Mar 2017		% Change	
	US\$'000	GHC'000	US\$'000	GHC'000	US\$	GHC
Cash flows from operating activities						
Profit before tax	110,906	489,472	74,736	335,214	48%	46%
Net trading income - foreign exchange	4,623	20,403	(72,540)	(325,362)	-106%	-106%
Net loss from investment securities	-	-	49	220	-100%	-100%
Impairment losses on loans and advances	61,502	271,434	74,639	334,775	-18%	-19%
Impairment losses on other financial assets	6,654	29,367	1,633	7,324	307%	301%
Depreciation of property and equipment	19,869	87,690	19,476	87,355	2%	0%
Net interest income	(248,098)	(1,094,959)	(233,752)	(1,048,443)	6%	4%
Amortisation of software and other intangibles	4,813	21,242	3,332	14,945	44%	42%
Profit on sale of property and equipment	(287)	(1,267)	(200)	(897)	44%	41%
Share of loss of associates	(56)	(247)	(70)	(314)	-20%	-21%
Income taxes paid	(26,010)	(114,793)	(43,855)	(196,701)	-41%	-42%
Changes in operating assets and liabilities						
Trading assets	(23,577)	(104,055)	48,613	218,043	-148%	-148%
Derivative financial assets	12,828	56,615	67,487	302,698	-81%	-81%
Other treasury bills	(300,268)	(1,325,207)	(171,262)	(768,157)	-75%	-73%
Loans and advances to banks	92,286	407,296	(202,918)	(910,146)	145%	145%
Loans and advances to customers	33,966	149,906	40,898	183,439	-17%	-18%
Pledged assets	6,054	26,719	26,596	119,290	-77%	-78%
Other assets	(243,471)	(1,074,538)	53,521	240,057	-555%	-548%
Mandatory reserve deposits	(95,538)	(421,649)	14,915	66,898	-741%	-730%
Due to customers	258,386	1,140,364	38,453	172,472	572%	561%
Derivative liabilities	(7,483)	(33,026)	(23,102)	(103,619)	68%	68%
Other provisions	4,025	17,764	6,271	28,127	-36%	-37%
Other liabilities	434,605	1,918,092	(7,016)	(31,469)	6294%	6195%
Interest received	414,031	1,827,290	377,570	1,693,507	10%	8%
Interest paid	(165,933)	(732,331)	(143,818)	(645,064)	15%	14%
Net cashflow from /(used in) operating activities	353,827	1,561,582	(50,344)	(225,808)	-803%	-792%
Cash flows from investing activities						
Purchase of software	(14,115)	(62,295)	(2,368)	(10,621)	496%	487%
Purchase of property and equipment	(72,725)	(320,966)	(18,700)	(83,875)	289%	283%
Proceeds from sale and redemption of securities	86,612	382,255	(88,836)	(398,454)	-197%	-196%
Net cashflow used in investing activities	(228)	(1,006)	(109,904)	(492,950)	-100%	-100%
Cash flows from financing activities						
Net proceeds /repayment from borrowed funds	71,011	313,401	(49,728)	(223,044)	-243%	-241%
Dividends paid to non-controlling shareholders	(1,515)	(6,687)	(2,413)	(10,823)	-37%	-38%
Net cashflow from /(used in) financing activities	69,496	306,714	(52,141)	(233,867)	-233%	-231%
Net increase /(decrease in) cash and cash equivalents	423,095	1,867,290	(212,389)	(952,625)	-299%	-979%
Cash and cash equivalents at beginning of period	1,965,611	8,676,600	2,020,838	8,449,325	-3%	n/a
Effects of exchange differences on cash and cash equivalents	(45,044)	(221,466)	64,340	628,207	-170%	-135%
Cash and cash equivalents at end of the period	2,343,662	10,322,424	1,872,789	8,124,907	25%	27%

Condensed Unaudited Statement of Changes in Equity

in US\$'000

	Share Capital	PPE Revaluation Surplus	Available for Sale Fin. Assets reserves	Currency Translation Reserve	Other Reserves	Retained Earnings	Total equity and reserves attributable	Non-Controlling Interest	Total Equity
At 1 January 2017	2,114,332	138,454	(36,652)	(1,707,717)	838,660	230,847	1,577,924	186,154	1,764,078
Changes in Equity for 2017:									
Foreign currency translation differences	-	-	-	86,814	-	-	86,814	14,358	101,172
Net changes in investments securities, net of taxes	-	-	42,165.0	-	-	-	42,165	-	42,165
Net gains on revaluation of property	-	3,111	-	-	-	-	3,111	-	3,111
Remeasurements of post-employment benefit obligations	-	-	-	-	(6,064)	-	(6,064)	-	(6,064)
Profit for the year	-	-	-	-	-	178,585	178,585	49,949	228,534
Total comprehensive income for the year	-	3,111	42,165	86,814	(6,064)	178,585	304,611	64,307	368,918
Dividend relating to 2016	-	-	-	-	-	-	-	(23,378)	(23,378)
Change in minority interest	-	-	-	-	-	-	-	64,256	64,256
Transfer to other group reserve	-	-	-	-	130,447	(130,447)	-	-	-
Treasury shares	(375)	-	-	-	-	-	(375)	-	(375)
Transfer to share option reserve	-	-	-	-	344	(344)	-	-	-
Transfer to general banking reserves	-	-	-	-	17,049	(17,049)	-	-	-
Transfer to statutory reserve	-	-	-	-	45,450	(45,450)	-	-	-
Conversion of preference shares	-	-	-	-	-	-	-	-	-
Convertible loans - equity component	-	-	-	-	(1,416)	-	(1,416)	-	(1,416)
At 31 December 2017 / 1 January 2018	2,113,957	141,565	5,513	(1,620,903)	1,024,470	216,142	1,880,744	291,339	2,172,083
Changes in Equity for 2018 :									
IFRS 9 day 1 adjustment	-	-	-	-	-	(299,300)	(299,300)	-	(299,300)
Restated opening balance 1 January 2018	2,113,957	141,565	5,513	(1,620,903)	1,024,470	(83,158)	1,581,444	291,339	1,872,783
Foreign currency translation differences	-	-	-	(102,211)	-	-	(102,211)	(5,539)	(107,750)
Net changes in investments securities, net of taxes	-	-	(27,944)	-	-	-	(27,944)	-	(27,944)
Profit for the period	-	-	-	-	-	77,076	77,076	14,059	91,135
Total comprehensive loss for the period	-	-	(27,944)	(102,211)	-	77,076	(53,079)	8,520	(44,559)
Dividend relating to 2017	-	-	-	-	-	-	-	(1,515)	(1,515)
At 31 March 2018	2,113,957	141,565	(22,431)	(1,723,114)	1,024,470	(6,082)	1,528,365	298,344	1,826,709



Condensed Unaudited Statement of Changes in Equity

in LCY'000

	Share Capital	PPE Revaluation Surplus	Available for Sale Fin. Assets reserves	Currency Translation Reserve	Other Reserves	Retained Earnings	Total equity and reserves attributable	Non-Controlling Interest	Total Equity
At 1 January 2017	4,538,034	311,939	(143,812)	65,484	2,324,800	(498,986)	6,597,459	778,328	7,375,787
Changes in Equity for 2017:									
Foreign currency translation differences	-	-	-	751,460	-	-	751,460	106,953	858,413
Net changes in investments securities, net of taxes	-	-	186,040	-	-	-	186,040	-	186,040
Property and equipment - net revaluation gain	-	13,726	-	-	-	-	13,726	-	13,726
Remeasurements of post-employment benefit obligations	-	-	-	-	(26,756)	-	(26,756)	-	(26,756)
Profit for the year	-	-	-	-	-	787,955	787,955	220,384	1,008,339
Total comprehensive income for the year	-	13,726	186,040	751,460	(26,756)	787,955	1,712,425	327,338	2,039,763
Dividend relating to 2016	-	-	-	-	-	-	-	(103,150)	(103,150)
Transfer to other group reserve	-	-	-	-	575,559	(575,559)	-	-	-
Treasury shares	(1,656)	-	-	-	-	-	(1,656)	-	(1,656)
Transfer to share options	-	-	-	-	1,518	(1,518)	-	-	-
Minority interest	-	-	-	-	-	-	-	283,513	283,513
Transfer to general banking reserves	-	-	-	-	75,224	(75,224)	-	-	-
Transfer to statutory reserve	-	-	-	-	200,535	(200,535)	-	-	-
Conversion of preference shares	-	-	-	-	-	-	-	-	-
Convertible loans - equity component	-	-	-	-	(6,248)	-	(6,248)	-	(6,248)
At 31 December 2017 / 1 January 2018	4,536,378	325,665	42,228	816,943	3,144,633	(563,867)	8,301,980	1,286,029	9,588,009
Changes in Equity for 2018 :									
IFRS 9 day 1 adjustment	-	-	-	-	-	(1,320,935)	(1,320,935)	-	(1,320,935)
Restated opening balance 1 January 2018	4,536,378	325,665	42,228	816,943	3,144,633	(1,884,802)	6,981,045	1,286,029	8,267,074
Foreign currency translation differences	-	-	-	(466,354)	-	-	(466,354)	(27,366)	(493,720)
Net changes in investments securities, net of taxes	-	-	(123,328)	-	-	-	(123,328)	-	(123,328)
Profit for the period	-	-	-	-	-	340,168	340,168	62,048	402,216
Total comprehensive loss for the period	-	-	(123,328)	(466,354)	-	340,168	(249,514)	34,682	(214,832)
Dividend relating to 2017	-	-	-	-	-	-	-	(6,685)	(6,685)
At 31 March 2018	4,536,378	325,665	(81,100)	350,589	3,144,633	(1,544,633)	6,731,531	1,314,026	8,045,557



DISCLOSURES

1. The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS).
 - The accounting policies applied in the preparation of these financial statements were consistent with those applied in the preparation of the annual consolidated financial statements of 31 December 2017.
3. Contingent liabilities in respect of bankers acceptance, guarantees, letters of credits and commitments to extend credit not provided for in the financial statements were US\$ 4.4 billion (GHC 19.4 billion) (31 Dec 2017: US\$ 3.9 billion (GHC 17.3 billion))