



**PRESS RELEASE**

**PR. No 317/2014**

**ECOBANK TRANSNATIONAL INCORPORATED (ETI) -  
UNAUDITED FINANCIAL STATEMENTS FOR  
THE THIRD QUARTER ENDING SEPTEMBER 2014**

ETI has released its un-audited Financial Statements for the third quarter ending September 30, 2014 as per the attached.

Issued at Accra, this 29<sup>th</sup>  
day of October, 2014.

**- E N D -**

att'd.

Distribution:

1. All LDMs
2. General Public
3. Company Secretary, ETI
4. SEC
5. Central Securities Depository
6. GCB Registrars (Registrars for ETI)
7. GSE Council Members
8. GSE Notice Board

**For enquiries, contact:**

**General Manager/Head of Listings, GSE on 0302 669908, 669914,  
669935**

\*JEB

### Ecobank delivers strong performance for the first Nine months of 2014

- Revenue grew by 14% to \$1,650 million (up 65% to GHC 4,704 million)
- Profit before tax up by 35% to \$408 million (up 96% to GHC1,163 million)
- Profit for the period up by 29% to \$322 million (up 87% to GHC 918 million)
- Total assets up 9% to \$23.4 billion (up 74% to GHC 74.9 billion)
- Total equity up 6% to \$2.4 billion (up 70% to GHC 7.7 billion)

Financial Highlights	Period ended 30 September 2014		Period ended 30 September 2013		% Variation Sep 2014 - Sep 2013	
	US\$'000	GHC'000	US\$'000	GHC'000	US\$	GHC
<b>Income Statement :</b>						
Revenue	1 650 345	4 703 942	1 452 205	2 850 533	14%	65%
Profit before income tax	408 045	1 163 042	302 980	594 719	35%	96%
Income tax expense	83 589	238 252	48 578	95 354	72%	150%
Profit for the period	322 099	918 073	250 300	491 314	29%	87%
<b>Statement of Financial Position</b>	<b>As at 30 September 2014</b>		<b>As At September 2013</b>		<b>Variation GHC US\$</b>	
<b>Statement of Financial Position :</b>						
Total assets	23 422 042	74 887 295	21 540 858	43 055 866	9%	74%
Loans & advances to customers	12 058 429	38 554 415	10 507 532	21 002 455	15%	84%
Deposits from customers	16 837 695	53 835 162	15 734 053	31 449 225	7%	71%
Total equity	2 406 376	7 693 906	2 266 870	4 531 019	6%	70%

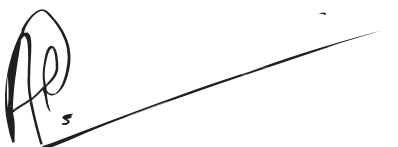
Commenting on these results, Albert Essien, Group CEO said: "Our strong results for the first nine months of 2014 show solid revenue growth and a further reduction in our cost-income ratio. The sustained improvement in our Nigeria business, the largest of our 36 countries in Africa, and another strong treasury performance, have helped deliver earnings per share up 26% on the same period last year. We took a selective approach to new lending during the third quarter. Combined with the 8% depreciation in the Euro-linked CFA Franc exchange rate versus the US Dollar during the third quarter and enhanced competition for deposits, our balance sheet growth was muted.

Our capital position has been significantly enhanced recently, with the conversion of \$75 million of loans by IFC funds in the third quarter and Nedbank's subsequent investment of \$493 million to reach a 20% shareholding in Ecobank, a welcome deepening of our long-established alliance. This takes our pro-forma Tier I capital ratio to over 17%. We are also pleased to have Qatar National Bank as a new shareholder and look forward to developing mutual business opportunities in the Gulf and North Africa region.

The management team and Board remain optimistic but vigilant going into the fourth quarter given the macroeconomic and other challenges in some of our countries where we have operations. We pay particular tribute to the dedication and professionalism of our staff in countries affected by the current Ebola epidemic as they work to serve our clients in very difficult circumstances."

THE FINANCIAL STATEMENTS DO NOT CONTAIN UNTRUE STATEMENTS, MISLEADING FACTS OR OMIT MATERIAL FACTS TO THE BEST OF OUR KNOWLEDGE.

By Order of the Board of Directors



**Albert Essien**  
Group Chief Executive Officer



**Laurence do Rego**  
Group Executive Director, Finance

### Unaudited Consolidated Income Statement

	Period ended 30 September 2014		Period ended 30 September 2013		% Variation Sep 2014 - Sep 2013	
	US\$'000	GHC'000	US\$'000	GHC'000	US\$	GHC
Interest income	1 274 770	3 633 449	1 175 311	2 307 018	8%	57%
Interest expense	(463 938)	(1 322 352)	(403 867)	(792 751)	15%	67%
<b>Net interest income</b>	<b>810 832</b>	<b>2 311 097</b>	<b>771 444</b>	<b>1 514 267</b>	<b>5%</b>	<b>53%</b>
Fee and commission income	515 726	1 469 962	451 073	885 411	14%	66%
Fee and commission expense	(25 590)	(72 939)	(17 349)	(34 054)	48%	114%
<b>Net fee and commission income</b>	<b>490 136</b>	<b>1 397 023</b>	<b>433 724</b>	<b>851 357</b>	<b>13%</b>	<b>64%</b>
Net trading income	328 900	937 456	220 260	432 348	49%	117%
Other operating income	20 477	58 365	26 777	52 561	-24%	11%
<b>Operating income before impairment loss</b>	<b>1 650 345</b>	<b>4 703 941</b>	<b>1 452 205</b>	<b>2 850 533</b>	<b>14%</b>	<b>65%</b>
Impairment losses on financial assets	(143 660)	(409 471)	(115 205)	(226 136)	25%	81%
<b>Operating income after impairment loss</b>	<b>1 506 685</b>	<b>4 294 470</b>	<b>1 337 000</b>	<b>2 624 397</b>	<b>13%</b>	<b>64%</b>
Staff expenses	(514 329)	(1 465 981)	(461 165)	(905 221)	12%	62%
Depreciation and amortisation	(98 264)	(280 080)	(98 040)	(192 443)	0%	46%
Other operating expenses	(486 033)	(1 385 329)	(474 794)	(931 973)	2%	49%
<b>Total operating expenses</b>	<b>(1 098 626)</b>	<b>(3 131 390)</b>	<b>(1 033 999)</b>	<b>(2 029 637)</b>	<b>6%</b>	<b>54%</b>
<b>Operating profit</b>	<b>408 059</b>	<b>1 163 080</b>	<b>303 001</b>	<b>594 760</b>	<b>35%</b>	<b>96%</b>
Share of loss from associates	(14)	(40)	(21)	(41)	na	na
<b>Profit before tax</b>	<b>408 045</b>	<b>1 163 040</b>	<b>302 980</b>	<b>594 719</b>	<b>35%</b>	<b>96%</b>
Income tax expense	(83 589)	(238 252)	(48 578)	(95 354)	72%	150%
<b>Profit for the period from continuing operations</b>	<b>324 456</b>	<b>924 788</b>	<b>254 402</b>	<b>499 365</b>	<b>28%</b>	<b>85%</b>
Losses from discontinued operations	(2 357)	(6 717)	(4 102)	(8 051)	-43%	-17%
<b>Profit for the period</b>	<b>322 099</b>	<b>918 071</b>	<b>250 300</b>	<b>491 314</b>	<b>29%</b>	<b>87%</b>
<b>Attributable to:</b>						
Owners of the parent	277 429	790 750	217 145	426 234	28%	86%
Non-controlling interests	44 670	127 321	33 155	65 080	35%	96%
	<b>322 099</b>	<b>918 071</b>	<b>250 300</b>	<b>491 314</b>	<b>29%</b>	<b>87%</b>
Earnings per share for profit attributable to the equity holders of the parent company during the period (expressed in United States cents/Ghana pesewas per share)						
- Basic	1,59	5,07	1,26	2,47	26%	105%
- Diluted	1,37	4,37	1,04	2,04	31%	114%

### Unaudited Consolidated Statement of Comprehensive Income

	Period ended 30 September 2014		Period ended 30 September 2013		% Variation Sep 2014 - Sep 2013	
	US\$'000	GHC'000	US\$'000	GHC'000	US\$'	GHC
<b>Profit for the period</b>	<b>322 099</b>	918 071	<b>250 300</b>	<b>491 314</b>	<b>29%</b>	<b>87%</b>
<b>Items that may be subsequently reclassified to profit or loss:</b>						
Exchange difference on translation of foreign operations	(125 427)	(357 504)	(43 792)	(85 959)	186%	316%
Available-for-sale investments:						
Net valuation (losses)/gains taken to equity	31 643	90 190	(25 955)	(50 947)	222%	277%
Taxation relating to components of other comprehensive income that may be subsequently reclassified to profit or loss	(3 688)	(10 512)	623	1 223	-692%	-960%
<b>Other comprehensive income for the period, net of taxation</b>	<b>(97 472)</b>	<b>(277 826)</b>	<b>(69 124)</b>	<b>(135 683)</b>	<b>41%</b>	<b>105%</b>
<b>Total comprehensive income for the period</b>	<b>224 627</b>	<b>640 245</b>	<b>181 176</b>	<b>355 631</b>	<b>24%</b>	<b>80%</b>
<b>Total comprehensive income attributable to:</b>						
Owners of the parent	193 474	551 453	157 177	308 524	23%	79%
Non controlling interests	31 153	88 792	23 999	47 107	30%	88%
	<b>224 627</b>	<b>640 245</b>	<b>181 176</b>	<b>355 631</b>	<b>24%</b>	<b>80%</b>

### Unaudited Consolidated Statement of Financial Position

Assets	As at 30 September 2014		As at 30 September 2013		% Variation Sep 2014 - Sep 2013	
	US\$'000	GHC'000	US\$'000	GHC'000	US\$	GHC
Cash and balances with central banks	3 022 789	9 664 763	2 805 941	5 608 515	8%	72%
Treasury bills and other eligible bills	951 624	3 042 627	1 085 985	2 170 667	-12%	40%
Loans and advances to banks	1 606 712	5 137 140	1 742 090	3 482 089	-8%	48%
Loans & advances to customers	12 058 429	38 554 415	10 507 532	21 002 455	15%	84%
Trading assets	243 906	779 841	35 048	70 054	596%	1013%
Derivative financial instruments	140 671	449 767	138 567	276 968	2%	62%
Investment securities: available for sale	2 023 884	6 470 964	1 859 653	3 717 074	9%	74%
Investments in associates	27 205	86 983	15 609	31 199	74%	179%
Pledged assets	923 570	2 952 930	1 056 845	2 112 422	-13%	40%
Intangible assets	481 549	1 539 657	507 268	1 013 927	-5%	52%
Property and equipment	866 263	2 769 703	860 723	1 720 413	1%	61%
Investment properties	167 338	535 030	197 945	395 652	-15%	35%
Deferred income tax assets	107 324	343 147	101 528	202 934	6%	69%
Others assets	681 097	2 177 672	626 124	1 251 497	9%	74%
Assets held for sale	119 681	382 656	-	-	na	na
<b>Total Assets</b>	<b>23 422 042</b>	<b>74 887 295</b>	<b>21 540 858</b>	<b>43 055 866</b>	<b>9%</b>	<b>74%</b>
<b>Liabilities</b>						
Deposits from other banks	894 665	2 860 512	929 704	1 858 292	-4%	54%
Deposits from customers	16 837 695	53 835 162	15 734 053	31 449 225	7%	71%
Other deposits	484 216	1 548 184	564 537	1 128 397	-14%	37%
Derivative financial instruments	6 162	19 702	4 140	8 275	49%	138%
Borrowed funds	1 647 437	5 267 350	1 082 669	2 164 039	52%	143%
Other liabilities	855 677	2 735 856	843 220	1 685 428	1%	62%
Other provisions	28 286	90 439	28 562	57 090	-1%	58%
Current income tax liabilities	66 653	213 110	31 329	62 620	113%	240%
Deferred income tax liabilities	42 042	134 421	40 460	80 871	4%	66%
Retirement benefit obligations	20 803	66 513	15 314	30 610	36%	117%
Liabilities held for sale	132 030	422 140	-	-	na	na
<b>Total Liabilities</b>	<b>21 015 666</b>	<b>67 193 389</b>	<b>19 273 988</b>	<b>38 524 847</b>	<b>9%</b>	<b>74%</b>
<b>Equity</b>						
Equity attributable to the owners of the parent						
Share capital and premium	1 484 181	2 429 251	1 411 556	2 821 418	5%	-14%
Retained earnings and reserves	737 551	4 674 293	676 329	1 351 846	9%	246%
<b>Shareholders' equity</b>	<b>2 221 732</b>	<b>7 103 544</b>	<b>2 087 885</b>	<b>4 173 264</b>	<b>6%</b>	<b>70%</b>
<b>Non-controlling interests</b>	<b>184 644</b>	<b>590 362</b>	<b>178 985</b>	<b>357 755</b>	<b>3%</b>	<b>65%</b>
<b>Total Equity</b>	<b>2 406 376</b>	<b>7 693 906</b>	<b>2 266 870</b>	<b>4 531 019</b>	<b>6%</b>	<b>70%</b>
<b>Total Liabilities and Equity</b>	<b>23 422 042</b>	<b>74 887 295</b>	<b>21 540 858</b>	<b>43 055 866</b>	<b>9%</b>	<b>74%</b>

### Unaudited Consolidated Statement of Cash Flows

	Period ended 30 September 2014		Period ended 30 September 2013		% Variation Sep 2014 - Sep 2013	
	US\$'000	GHC'000	US\$'000	GHC'000	US\$	GHC
<b>Cash flows from operating activities</b>						
Profit before tax	408 045	1 163 042	302 980	594 719	35%	96%
Net trading income - foreign exchange	(29 757)	(84 816)	(27 445)	(53 872)	8%	57%
Net gain from investment securities	18	52	63	124	-71%	-58%
Impairment losses on loans and advances	140 570	400 664	114 686	225 117	23%	78%
Impairment losses on other financial assets	3 090	8 807	519	1 019	495%	764%
Depreciation of property and equipment	77 113	219 793	80 079	157 187	-4%	40%
Net interest income	(810 832)	(2 311 096)	(771 444)	(1 514 267)	5%	53%
Amortisation of software and other intangibles	21 151	60 286	17 961	35 256	18%	71%
Impairment charges:						
- Property and equipment	-	-	192	377	-100%	-100%
Profit on sale of property and equipment	(704)	(2 007)	(598)	(1 173)	18%	71%
Share of loss of associates	14	40	21	41	-33%	-2%
Income taxes paid	(93 442)	(266 336)	(61 400)	(120 522)	52%	121%
<b>Changes in operating assets and liabilities</b>						
- Trading assets	(128 989)	(367 654)	57 806	115 543	-323%	-418%
- Derivative financial assets	675	1 924	4 850	9 694	-86%	-80%
- Other treasury bills	176 303	502 513	-	-	na	na
- Loans and advances to banks	(261 043)	(744 046)	269 751	539 179	-197%	-238%
- Loans and advances to customers	(432 833)	(1 233 694)	(1 102 267)	(2 203 211)	-61%	-44%
- Pledged assets	211 864	603 871	(356 791)	(713 154)	-159%	-185%
- Other assets	8 816	25 128	(46 014)	(91 973)	-119%	-127%
- Mandatory reserve deposits	(76 242)	(217 310)	(605 152)	(1 209 577)	-87%	-82%
- Other deposits	(193 744)	(552 224)	195 177	390 120	-199%	-242%
- Due to customers	347 791	991 301	1 113 574	2 225 812	-69%	-55%
- Derivative liabilities	4 708	13 419	4 011	8 017	17%	67%
- Other provisions	(225)	(641)	2 522	5 041	-109%	-113%
- Other liabilities	(70 421)	(200 719)	110 561	220 989	-164%	-191%
Interest received	1 274 770	3 633 449	1 175 311	2 307 018	8%	57%
Interest paid	(463 938)	(1 322 352)	(403 867)	(792 751)	15%	67%
<b>Net cashflow from operating activities</b>	<b>112 758</b>	<b>321 394</b>	<b>75 087</b>	<b>134 753</b>	<b>50%</b>	<b>139%</b>
<b>Cash flows from investing activities</b>						
Acquisition/disposal of subsidiaries	(2 723)	(7 761)	21 420	42 814	-113%	-118%
Purchase of software	(5 606)	(15 979)	(13 759)	(27 501)	-59%	-42%
Net purchase of property and equipment	(93 254)	(265 799)	(75 326)	(150 562)	24%	77%
Purchase/ Sale of investment securities	(130 395)	(371 662)	458 600	916 650	-128%	-141%
<b>Net cashflow (used in)/from investing activities</b>	<b>(231 978)</b>	<b>(661 201)</b>	<b>390 935</b>	<b>781 401</b>	<b>-159%</b>	<b>-185%</b>
<b>Cash flows from financing activities</b>						
Additional/(Repayment of) borrowed funds	344 031	980 584	(157 014)	(313 840)	-319%	-412%
Dividends paid to non-controlling shareholders	(28 078)	(89 774)	(23 404)	(46 779)	na	na
Dividends paid	-	-	(68 879)	(137 675)	na	na
<b>Net cashflow from/ (used in) financing activities</b>	<b>315 953</b>	<b>890 810</b>	<b>(249 297)</b>	<b>(498 294)</b>	<b>-227%</b>	<b>-279%</b>
<b>Net increase in cash and cash equivalents</b>	<b>196 733</b>	<b>551 003</b>	<b>216 725</b>	<b>417 860</b>	<b>-9%</b>	<b>32%</b>
Cash and cash equivalents at start of period	1 641 749	3 548 804	1 813 053	3 416 879	-9%	4%
Effects of exchange differences on cash and cash equivalents	(383 293)	552 868	259 239	740 548	-248%	-25%
<b>Cash and cash equivalents at end of period</b>	<b>1 455 189</b>	<b>4 652 676</b>	<b>2 289 017</b>	<b>4 575 287</b>	<b>-36%</b>	<b>2%</b>

**Unaudited Statement of Changes in Equity**

in US '000

	Share Capital and Premium	PPE Revaluation Reserve	Available for Sale Fin. Assets reserves	Currency Translation Reserve	Other Reserves	Retained Earnings	Total equity and reserves attributable	Non-Controlling Interests	Total Equity
<b>At 31 December 2012/ 1 January 2013</b>	<b>1 409 001</b>	<b>63 624</b>	<b>(342)</b>	<b>(356 428)</b>	<b>260 141</b>	<b>630 192</b>	<b>2 006 188</b>	<b>167 729</b>	<b>2 173 917</b>
<b>Changes in Equity for 2013:</b>									
Currency translation differences				(57 839)			(57 839)	2 395	(55 444)
Net changes in AFS investments, net of tax			(40 685)				(40 685)		(40 685)
Net gains on revaluation of property		1 976					1 976		1 976
Profit for the year						95 541	95 541	52 232	147 773
<b>Total Comprehensive Income</b>	<b>-</b>	<b>1 976</b>	<b>(40 685)</b>	<b>(57 839)</b>	<b>-</b>	<b>95 541</b>	<b>(1 007)</b>	<b>54 627</b>	<b>53 620</b>
Dividend relating to 2012						(68 879)	(68 879)	(24 144)	(93 023)
Convertible loans - equity component					134		134		134
Reclassification of share option reserve							-		-
Transfer and Reclassification					82 085	(82 085)	-		-
<b>At 31 December 2013 / 1 January 2014</b>	<b>1 409 001</b>	<b>65 600</b>	<b>(41 027)</b>	<b>(414 267)</b>	<b>342 360</b>	<b>574 769</b>	<b>1 936 436</b>	<b>198 212</b>	<b>2 134 648</b>
<b>Changes in Equity for 2014 :</b>									
Currency translation differences				(95 267)			(95 267)	(30 160)	(125 427)
Net changes in AFS investments, net of tax			27 954				27 954		27 954
Profit for the period						277 429	277 429	44 670	322 099
<b>Total Comprehensive Income</b>	<b>-</b>	<b>-</b>	<b>27 954</b>	<b>(95 267)</b>	<b>-</b>	<b>277 429</b>	<b>210 116</b>	<b>14 510</b>	<b>224 626</b>
Dividend relating to 2013							-	(28 078)	(28 078)
Issued Share Capital	75 180						75 180		75 180
<b>At 30 September 2014</b>	<b>1 484 181</b>	<b>65 600</b>	<b>(13 073)</b>	<b>(509 534)</b>	<b>342 360</b>	<b>852 198</b>	<b>2 221 732</b>	<b>184 644</b>	<b>2 406 376</b>

Unaudited Statement of Changes in Equity

in GHC'000

	Share Capital & Premium	PPE Revaluation Surplus	Available for Sale Fin. Assets reserves	Currency Translation Reserve	Other Reserves	Retained Earnings	Total equity and reserves attributable	Non-Controlling Interests	Total Equity
<b>At 31 December 2012/ 1 January 2013</b>	<b>2 188 878</b>	<b>93 225</b>	<b>1 146</b>	<b>85 446</b>	<b>373 335</b>	<b>1 038 835</b>	<b>3 780 865</b>	<b>316 103</b>	<b>4 096 968</b>
<b>Changes in Equity for 2013:</b>									
Currency translation differences				443 820			443 820	59 692	503 512
Net changes in AFS investments, net of tax			(81 148)				(81 148)		(81 148)
Net gains on revaluation of property		3 940					3 940		3 940
Profit for the year						175 442	175 442	104 180	279 622
<b>Total Comprehensive Income</b>	<b>-</b>	<b>3 940</b>	<b>(81 148)</b>	<b>443 820</b>	<b>-</b>	<b>175 442</b>	<b>542 054</b>	<b>163 872</b>	<b>705 926</b>
Dividend relating to 2012						(137 384)	(137 384)	(51 520)	(188 904)
Issued Share Capital							-		-
Convertible loans - equity component					265		265		265
Reclassification of share option reserve							-		-
Transfer and Reclassification					150 733	(150 733)	-		-
<b>At 31 December 2013 / 1 January 2014</b>	<b>2 188 878</b>	<b>97 165</b>	<b>(80 002)</b>	<b>529 266</b>	<b>524 333</b>	<b>926 160</b>	<b>4 185 800</b>	<b>428 455</b>	<b>4 614 255</b>
<b>Changes in Equity for 2014 :</b>									
Currency translation differences				1 797 242			1 797 242	124 359	1 921 601
Net changes in AFS investments, net of tax			89 378				89 378		89 378
Profit for the period						790 750	790 750	127 322	918 072
<b>Total Comprehensive Income</b>	<b>-</b>	<b>-</b>	<b>89 378</b>	<b>1 797 242</b>	<b>-</b>	<b>790 750</b>	<b>2 677 370</b>	<b>251 681</b>	<b>2 929 051</b>
Dividend relating to 2013							-	(89 774)	(89 774)
Issued Share Capital	240 373						240 373		240 373
<b>At 30 September 2014</b>	<b>2 429 251</b>	<b>97 165</b>	<b>9 376</b>	<b>2 326 508</b>	<b>524 334</b>	<b>1 716 910</b>	<b>7 103 544</b>	<b>590 362</b>	<b>7 693 906</b>





## **DISCLOSURES**

1. The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS).
2. 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 2013.
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\$ 7.3 billion (GHC 23.3 billion) (30 Sep 2013: US\$ 4.9 billion (GHC 9.8 billion))

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

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