Ecobank Group

Annual Results 2011

Presentation to Investors and Analysts

5 April 2012

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Group Chief Executive Officer

Forward Looking Statements

This presentation includes ‘forward-looking statements’. These statements contain the words “anticipate”, “believe”, “intend”, “estimate”, “expect” and words of similar meaning. All statements other than statements of historical facts included in this presentation, including, without limitation, those regarding the Group’s financial position, business strategy, plans and objectives of management for future operations (including development plans and objectives relating to the Group’s products and services) are forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other important factors that could cause the actual results, performance or achievements of the Group to be materially different from future results, performance or achievements expressed or implied by such forward-looking statements. Such forward looking statements are based on numerous assumptions regarding the Group’s present and future business strategies and the environment in which the Group will operate in the future. These forward-looking statements speak only as at the date of this presentation. The Group expressly disclaims any obligation or undertaking to disseminate any updates or revisions to any forward-looking statements contained herein to reflect any change in the Group’s expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based."

Contents

1	Results Overview	5
2	Business Update	20

Appendices

1	Summary Financial Statements	25
2	Segmental Analysis	28

Performance Snapshot: FY2011

Revenues **$1.2b** 2010: $900m; +33%	**Loan impairments** **$85.7m** 2010: $101m; -15%	**Profit before tax** **$277m** 2010: $169m; +64%	**Net income** **$207m** 2010: $132m; +57%
Total assets **$17.2b** 2010: $10.5b; +64%	**Customer loans** **$7.4b** 2010: $5.3b; +40%	**Customer deposits** **$12.1b** 2010: $7.9b; +52%	**Equity** **$1.5b** 2010: $1.3b; +13%
NPL Ratio **5.5%** 2010: 15.2%	**Efficiency ratio** **69.6%** 2010: 69.9%	**EPS** **1.76¢** 2010: 1.14¢; +54%	**ROAE** **15.9%** 2010: 10.4%
CAR **18.6%** 2010: 20.8%	**Branches** **1,151** 2010: 755; +52%	**ATMs** **1,487** 2010: 779; +91%	**Customers** **8.4m** 2010: 3.1m; +171%

Section 1

Results Overview

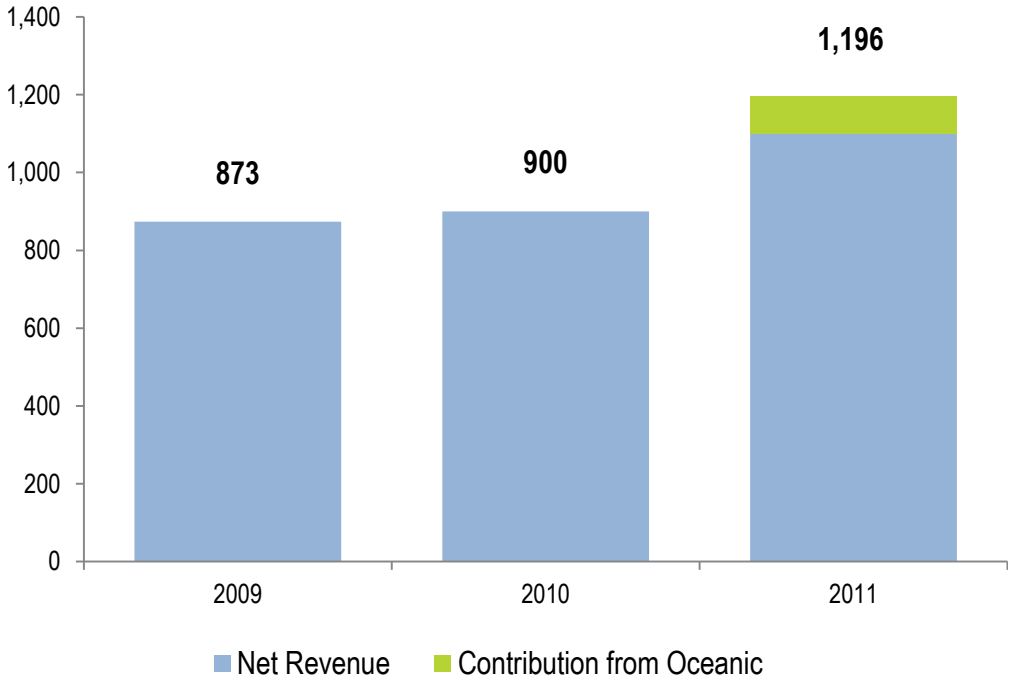
Ecobank
The Pan African Bank

Revenues

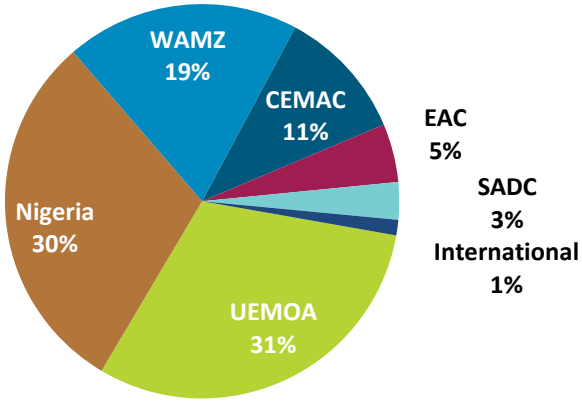
Net revenue up 33% YoY

Net revenue ($m)

CAGR: 17%



Net revenues by cluster



- Net revenue up 33% in 2011 reflecting strong growth across all clusters and businesses
- $92.3m contribution from Oceanic in 4Q2011

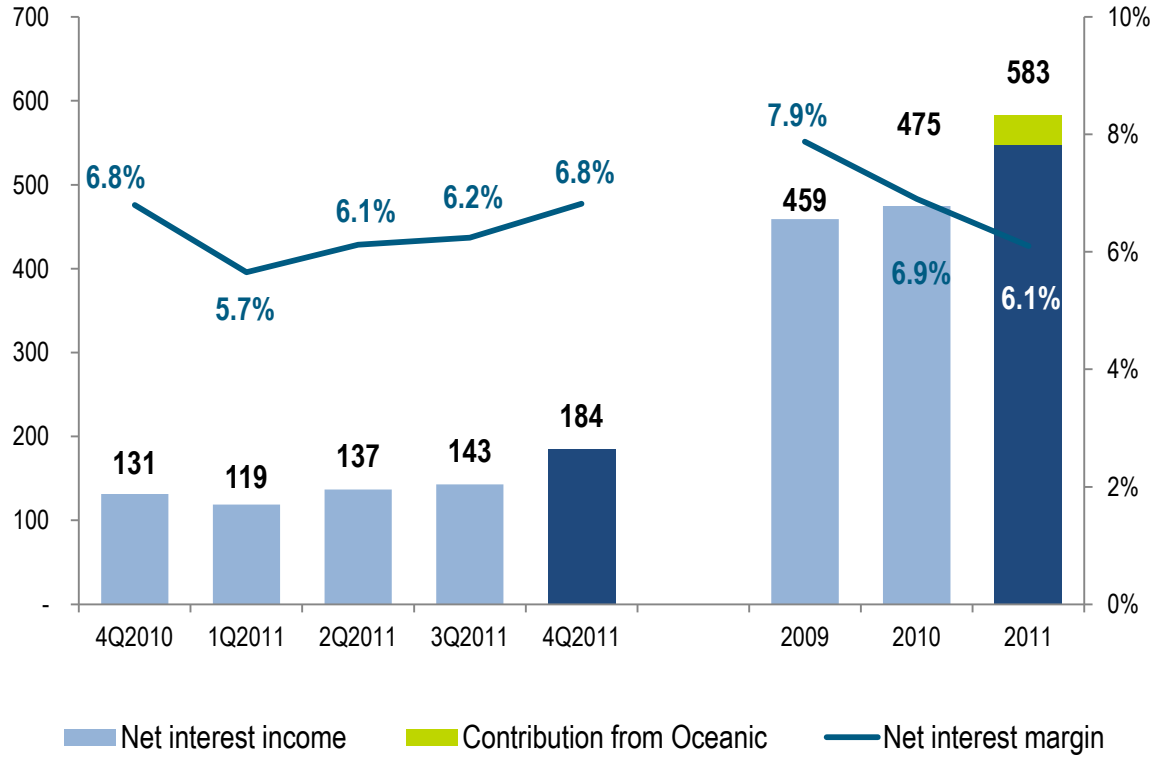
Note: Net revenue defined as net interest income plus non-interest revenue

Net Interest Income

Up 23% YoY despite contracting margins, which are now improving

Net interest income ($m)

CAGR: 13%



- NII up 23% in 2011
- $36 million contribution from Oceanic in 4Q2011
- NIM declined to 6.1%, primarily due to lower loans-to-deposits ratio and conservative lending policy
- NIM trending back up as interest rates remain high and continued shift toward low cost deposits

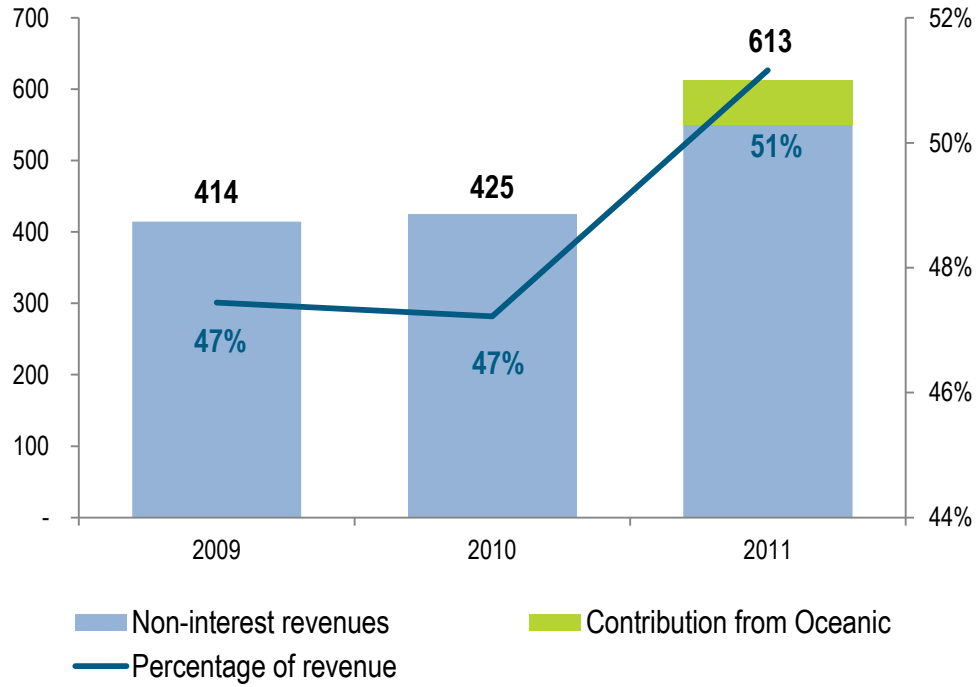
Note: Net interest margin defined as net interest income divided by average interest earning assets

Non-Interest Revenue

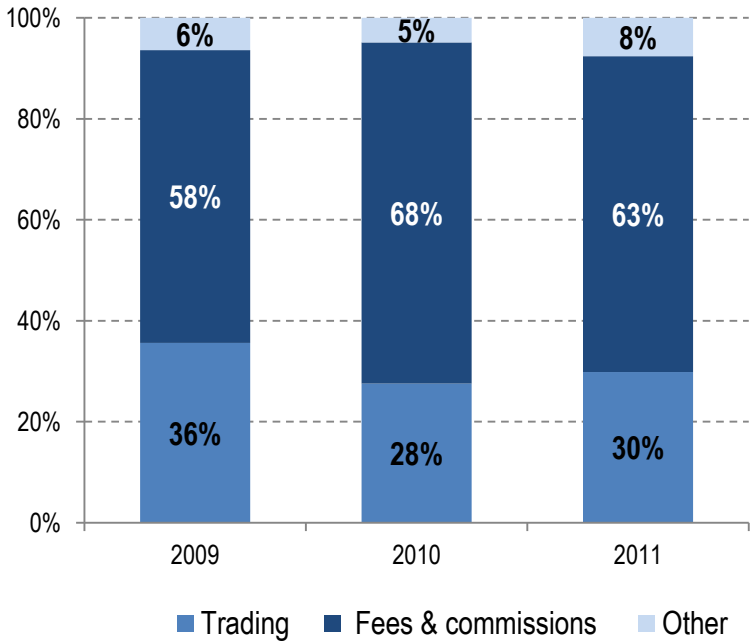
Up 44% YoY, with continued growth in FX trading

Non-interest revenues ($m)

CAGR: 22%



Sources of non-interest revenues



- NIR up 44% YoY on continued growth in FX trading, cash management and credit-related fees

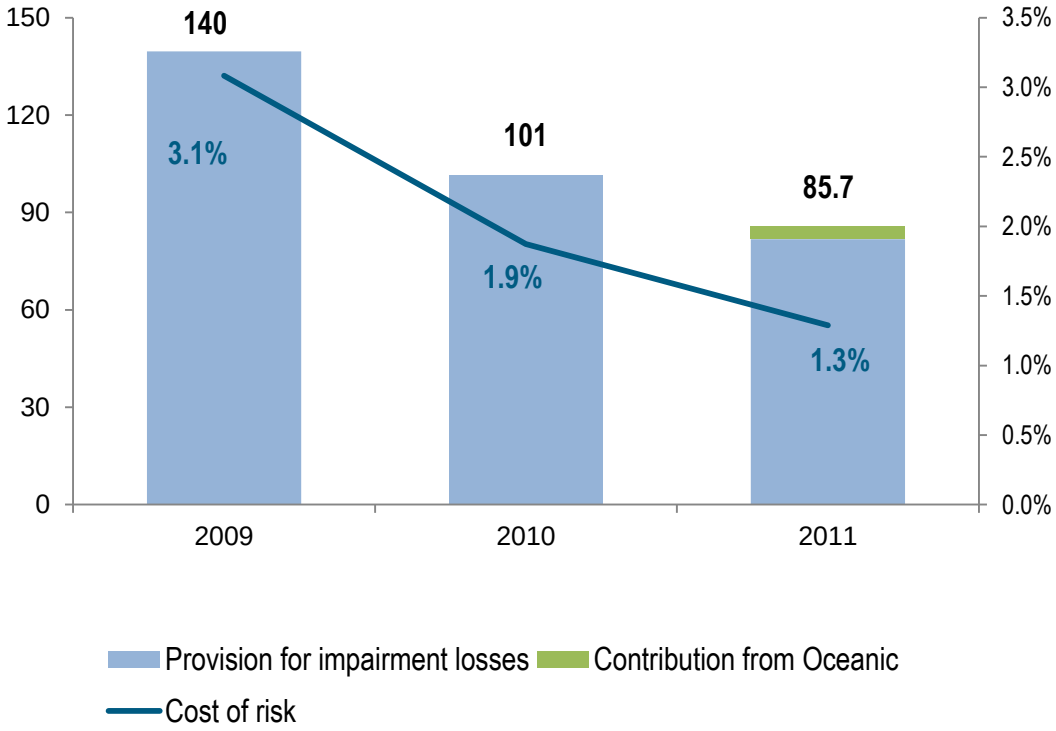
- $61.2m contribution from Oceanic in 4Q2011
- NIR continues to grow as percentage of net revenue

Impairment Losses on Loans

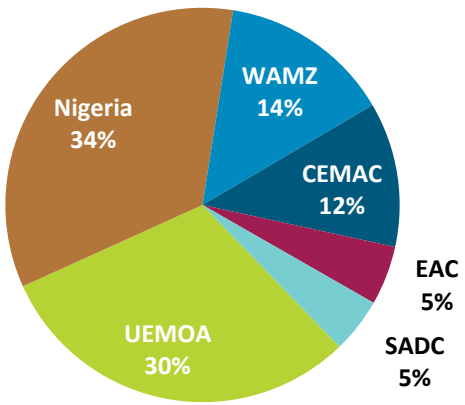
Provisioning costs down 15% YoY

Provision for impairment ($m)

CAGR: -22%



Provision for impairment by cluster



- Provisioning down 15% in 2011 to $86m, reflecting conservative credit risk administration
- Cost of risk declined to 1.3%
- $3.9m impact from Oceanic in 4Q2011

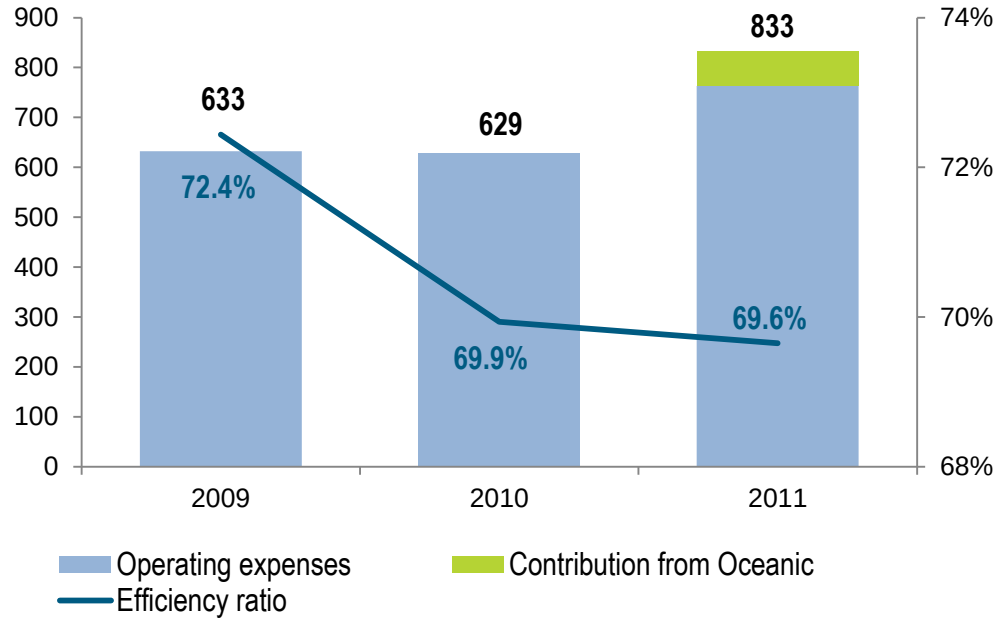
Note: Cost of risk defined as provision for impairment losses divided by average gross loans

Operating Expenses

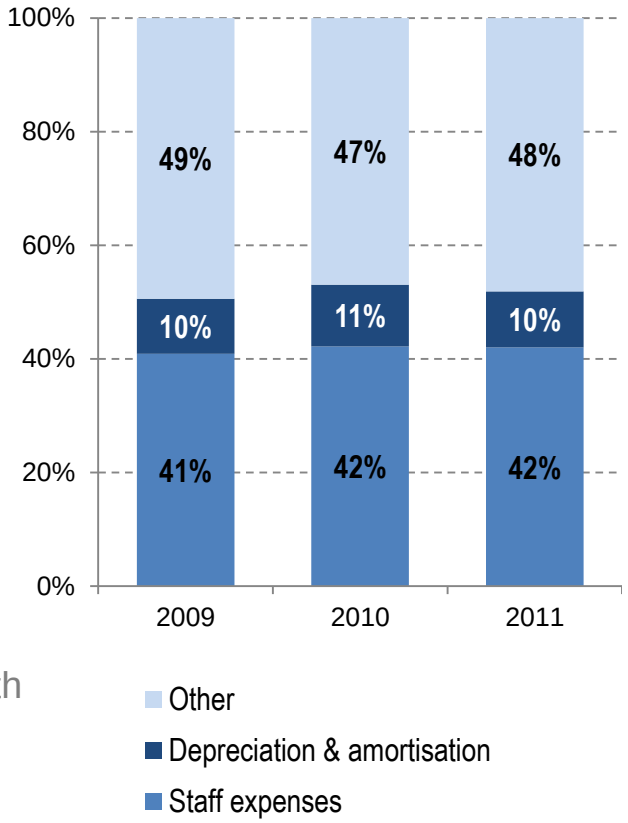
Efficiency ratio impacted in short term by acquisition of Oceanic Bank

Operating expenses ($m)

CAGR: 15%



Operating expenses mix



- Opex increased 32% YoY in 2011 on continued business growth
- Efficiency ratio down to 69.6%. Targeting 50% in medium term
- $69.9m impact from acquisition of Oceanic

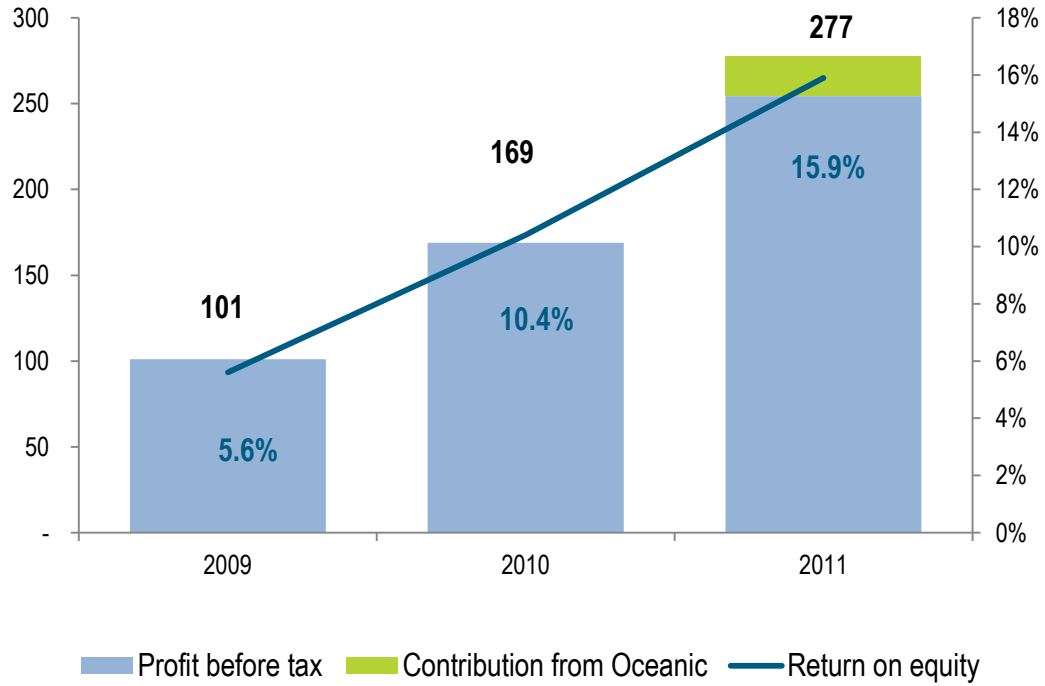
Note: Efficiency ratio defined as operating expenses divided by net revenue

Earnings Growth

Profit before tax increased 64% YoY

Profit before tax($m)

CAGR: 66%



- PBT up 64% in 2011 due to growth across the business
- $23m contribution from Oceanic
- ROE improved to 15.9% in 2011. Medium term target remains 25%
- Dividend of 0.4¢ per share proposed
- Effective tax rate for 2011 of 25%

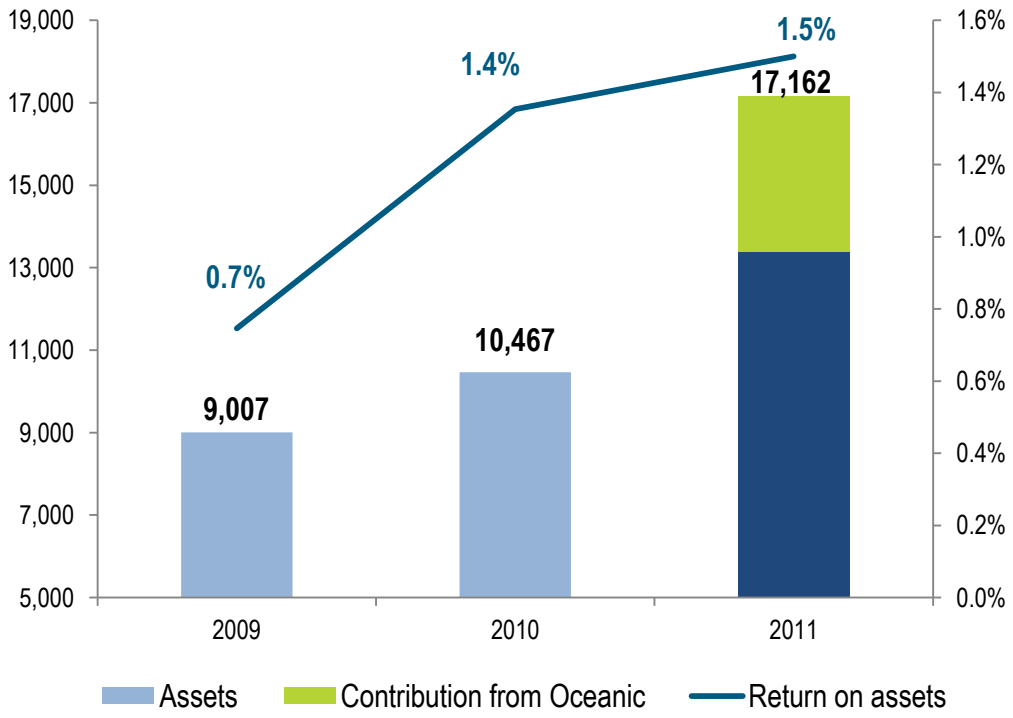
Note: Return on equity defined as profit after tax divided by average total shareholders equity

Total Assets

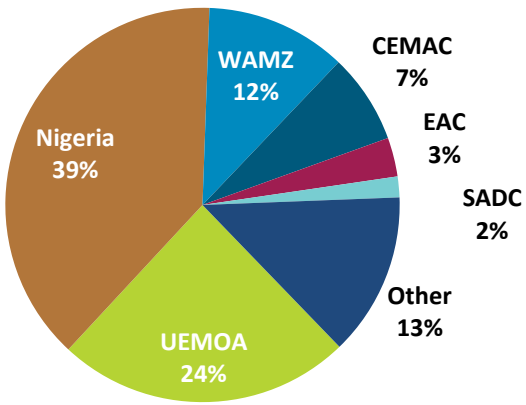
Balance sheet size increased by 64%

Total assets ($m)

CAGR: 38%



Total assets by cluster



- Total assets up 64% YoY in 2011 driven by increased customer deposit mobilisation
- $3,773m contribution from Oceanic
- ROAA steadily improving to 1.5%. Medium term target of 3.5%

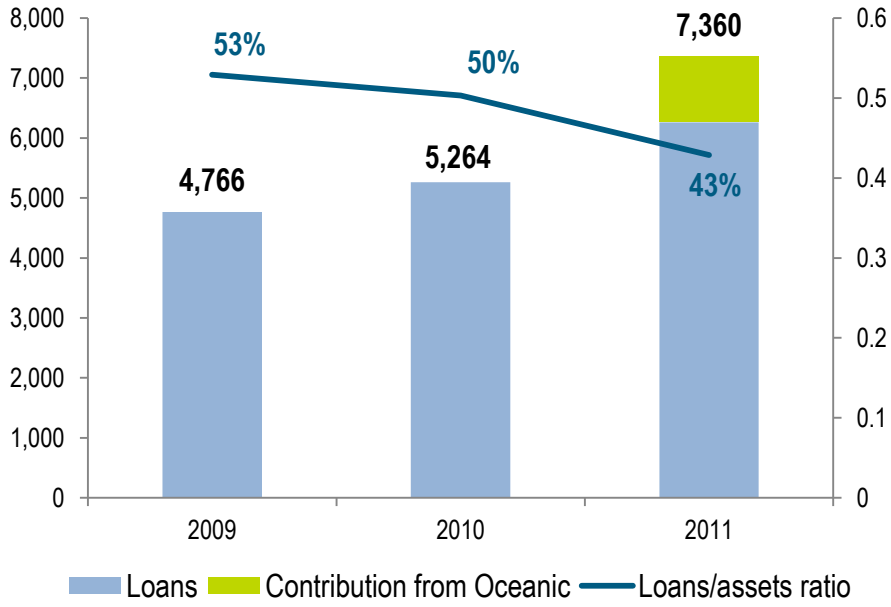
Note: Return on assets defined as profit after tax divided by average total assets.
"Other " cluster includes EDC Group, ETI, eProcess and EBI SA

Customer Loans

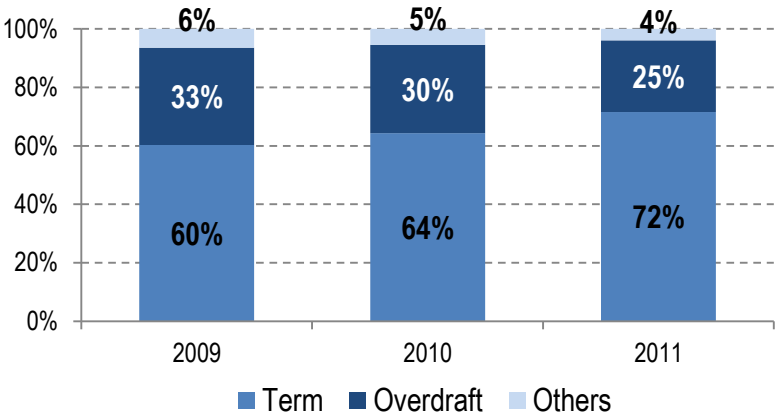
Increased by 40% YoY

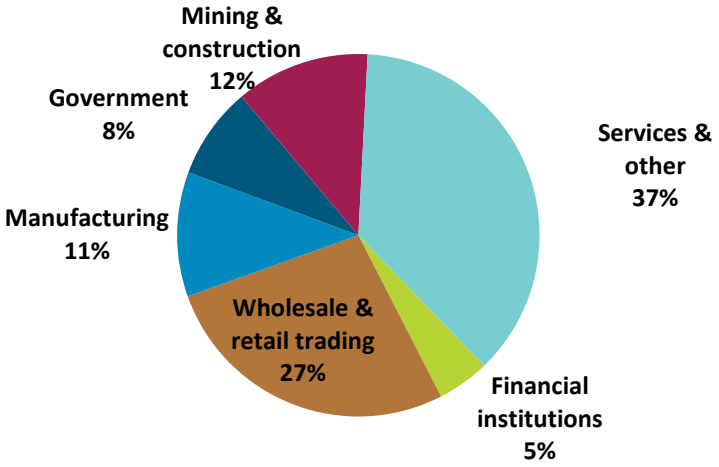
Net loans and advances to customers ($m)

CAGR: 24%



Gross loans by type





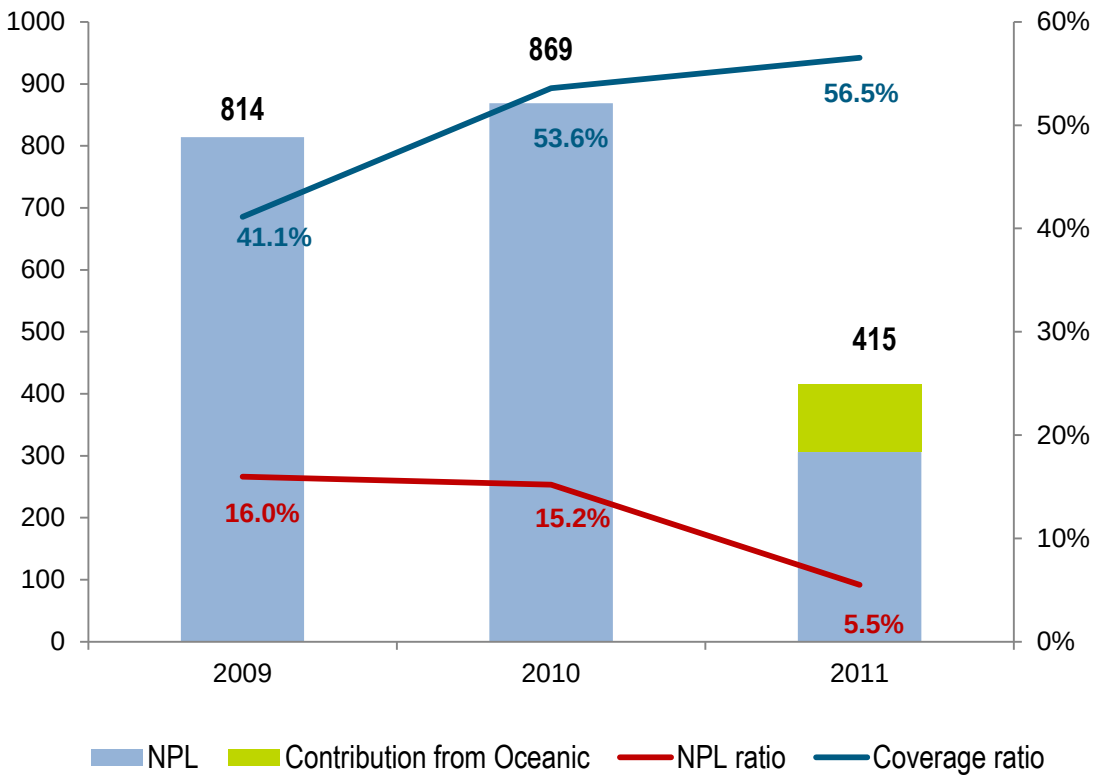
- Customer loans increased 40% in 2011 due to broad-based growth
- $1,098m contribution from Oceanic
- Loans/assets ratio impacted by Oceanic (only 34%)

Asset Quality

Steadily declining NPLs and increasing coverage

Non-performing loans ($m)

CAGR: -29%



- NPLs declined to $415m, following disposals to AMCON. This includes a contribution of $109 million from Oceanic
- NPL ratio = 5.5%. Medium term target of <3%
- Coverage ratio target of 75%

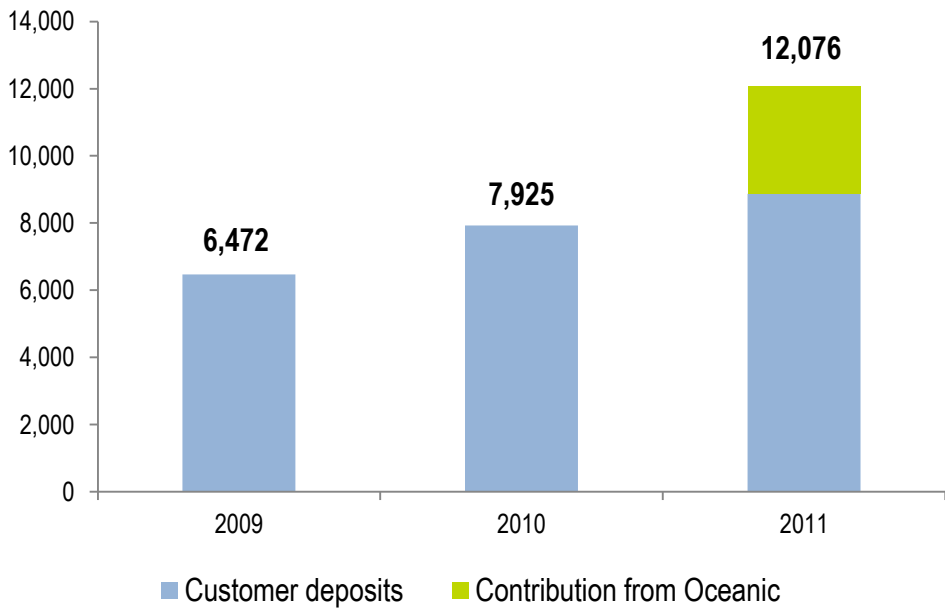
Note: NPL ratio calculated as NPLs / Gross Loans
Coverage ratio calculated as Allowance for impairment divided by NPLs

Customer Deposits

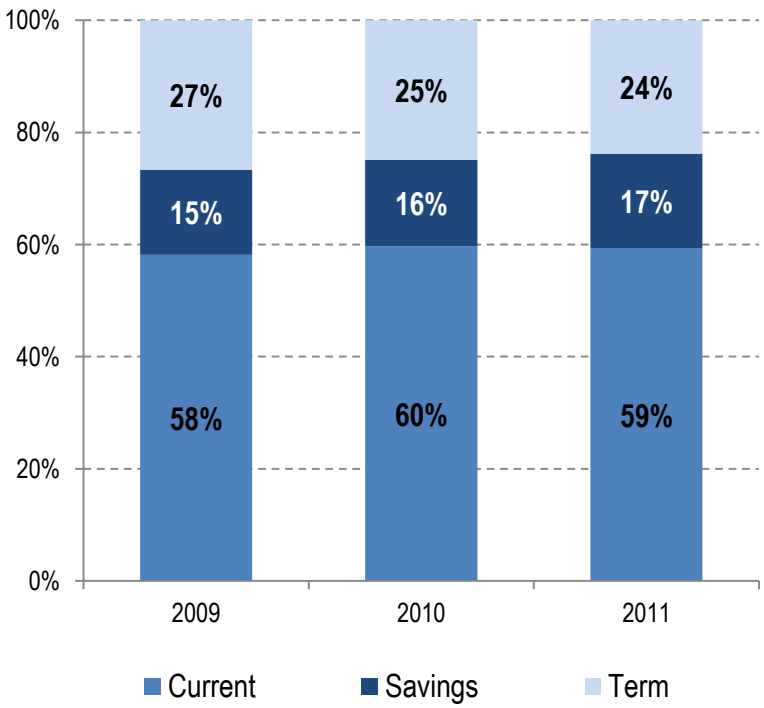
Up 52% YoY on broad-based growth

Customer deposits ($m)

CAGR: 37%



Deposit mix

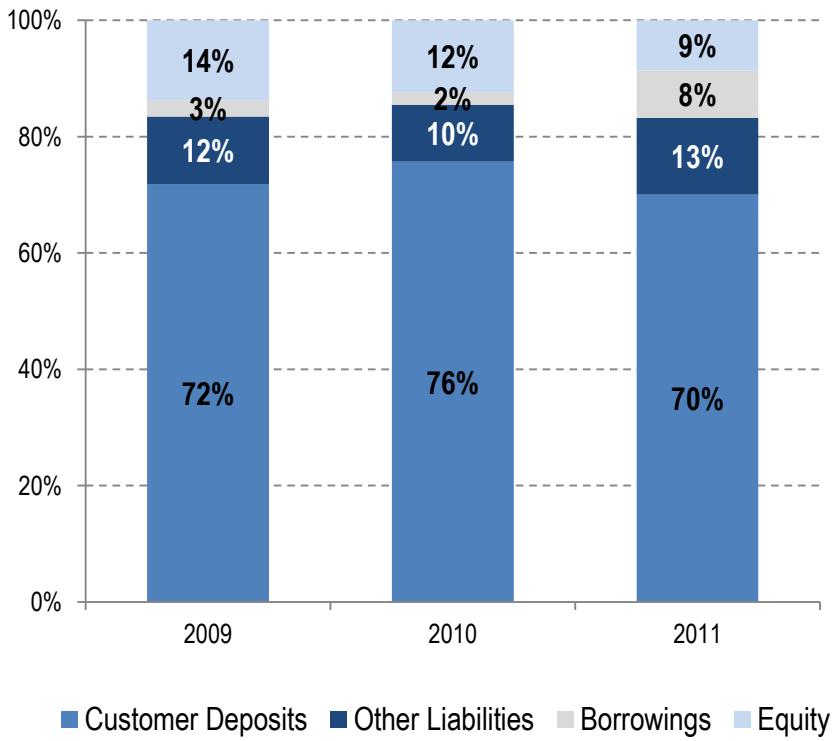


- Customer deposits up 52% in 2011
- Includes $3,205 million contribution from Oceanic

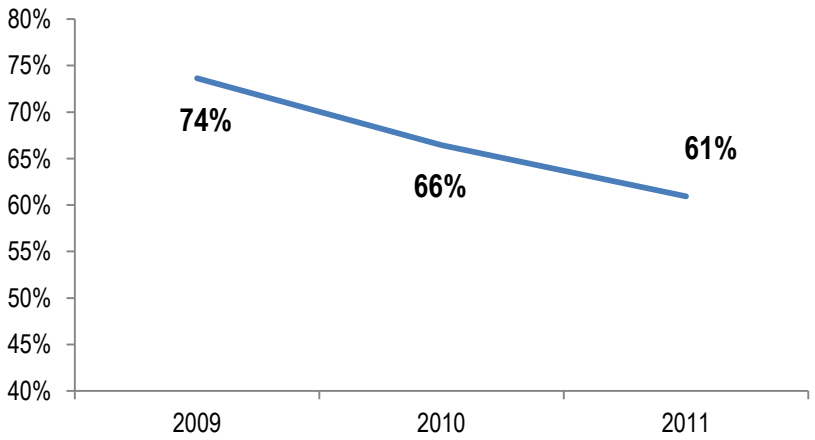
Funding & Liquidity

Funding strength underpinned by customer deposits

Funding mix ($m)



Loans to deposits

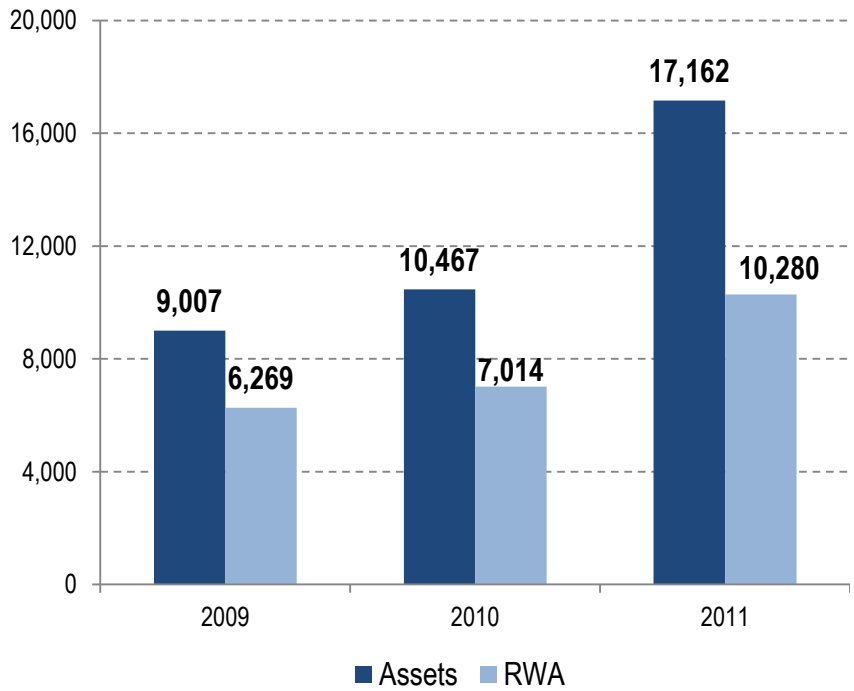


- Significant convertible debt raised during 2011, including preferred shares issued to Oceanic shareholders
- Falling loans-to-deposits ratio due to acquisition of Oceanic. Target 75% in medium term

Risk-Weighted Assets

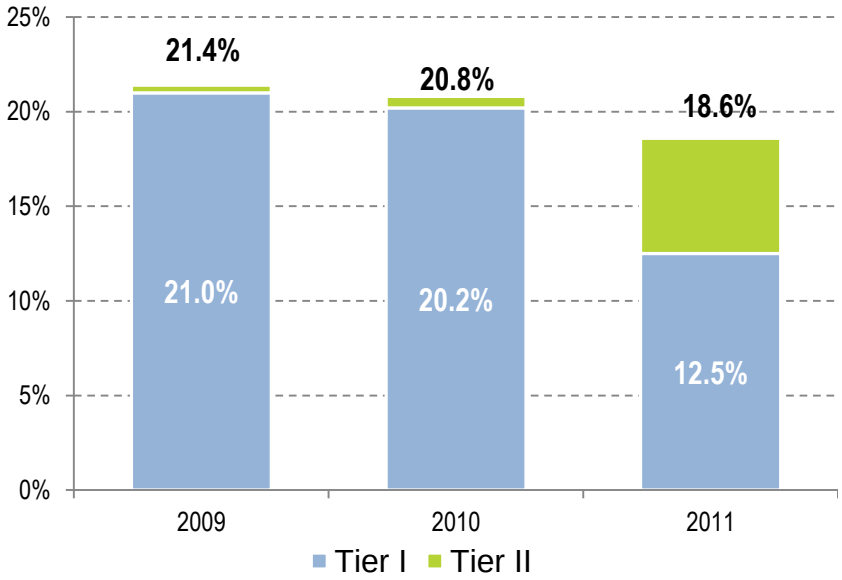
Capital in excess of regulatory requirements

Assets and risk-weighted assets ($m)



RWA/ Total Assets	**70%**	**67%**	**60%**

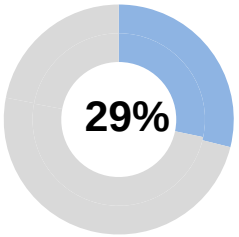
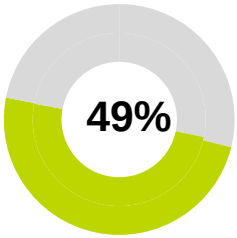
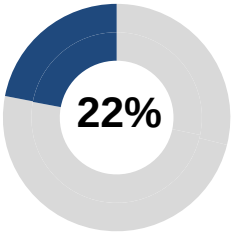
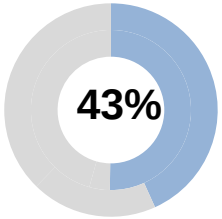
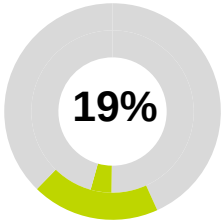
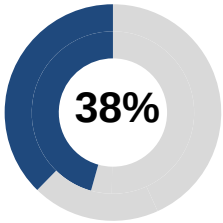
Capital adequacy ratio (%)



- Tier 2 capital raising during 2011, including Nedbank loan and preference shares issued to Oceanic shareholders
- Tier 1 impacted by goodwill on acquisition of Oceanic

Business Segment Overview

Balanced portfolio with growth across all lines of business

	Corporate Bank		Domestic Bank		Ecobank Capital	
	2010	2011	2010	2011	2010	2011
Revenue	$255m 28%	$351m 29%	$448m 50%	$598m 49%	$199m 22%	$267m 22%
						
Profit before tax	$87m 50%	$122m 43%	$7m 4%	$54m 19%	$79m 46%	$106m 38%
						

Note: relative contributions to group results from business segments determined before group allocations and consolidation adjustments

Geographic Cluster Overview

Building a balanced portfolio across Middle Africa

Francophone WA

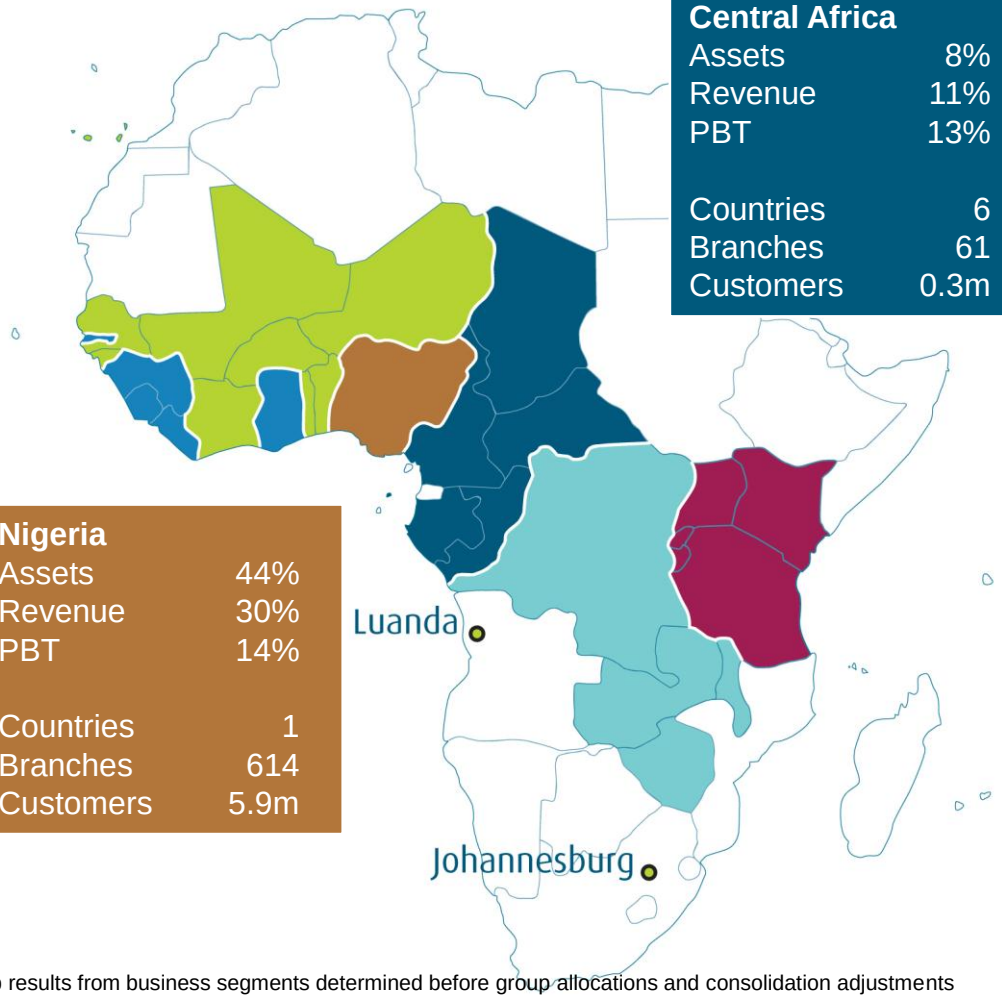
Assets	27%
Revenue	31%
PBT	43%
Countries	9
Branches	237
Customers	1.1m

Rest of WA

Assets	13%
Revenue	19%
PBT	32%
Countries	5
Branches	135
Customers	0.8m

Nigeria

Assets	44%
Revenue	30%
PBT	14%
Countries	1
Branches	614
Customers	5.9m



Central Africa

Assets	8%
Revenue	11%
PBT	13%
Countries	6
Branches	61
Customers	0.3m

East Africa

Assets	4%
Revenue	5%
PBT	-1%
Countries	5
Branches	68
Customers	0.2m

Southern Africa

Assets	2%
Revenue	3%
PBT	-2%
Countries	5
Branches	33
Customers	0.1m

International

Assets	2%
Revenue	1%
PBT	2%
Countries	4
Branches	4
Customers	-

Note: relative contributions to group results from business segments determined before group allocations and consolidation adjustments

Business Update

Ecobank
The Pan African Bank

Towards Becoming the Leading Bank in Middle Africa

The platform has been built

1985-2011 → 2012-2014

Build the platform

- Pan-African full service banking group
- At 31 December 2011:
  - 32 African countries
  - $17.2 billion assets
  - 8.4 million customers
  - 23,355 employees
- Strategic alliances
- Single IT platform

Develop scale in key markets

- Focus on performance: risk management, customer service, capacity building
- Optimize balance sheet: diversify funding sources & optimize capital allocation
- Develop key businesses
- Proactive inorganic opportunities to build market share
- Target key customer segments

Growth acceleration

- Seek to be Top 3 in all markets and #1 in key parameters
- Exploit international opportunities
- Capture efficiency & process improvements through centralization & outsourcing
- Investment in key growth drivers
- Fill out holes in network
- Enhance profitability & operating efficiency

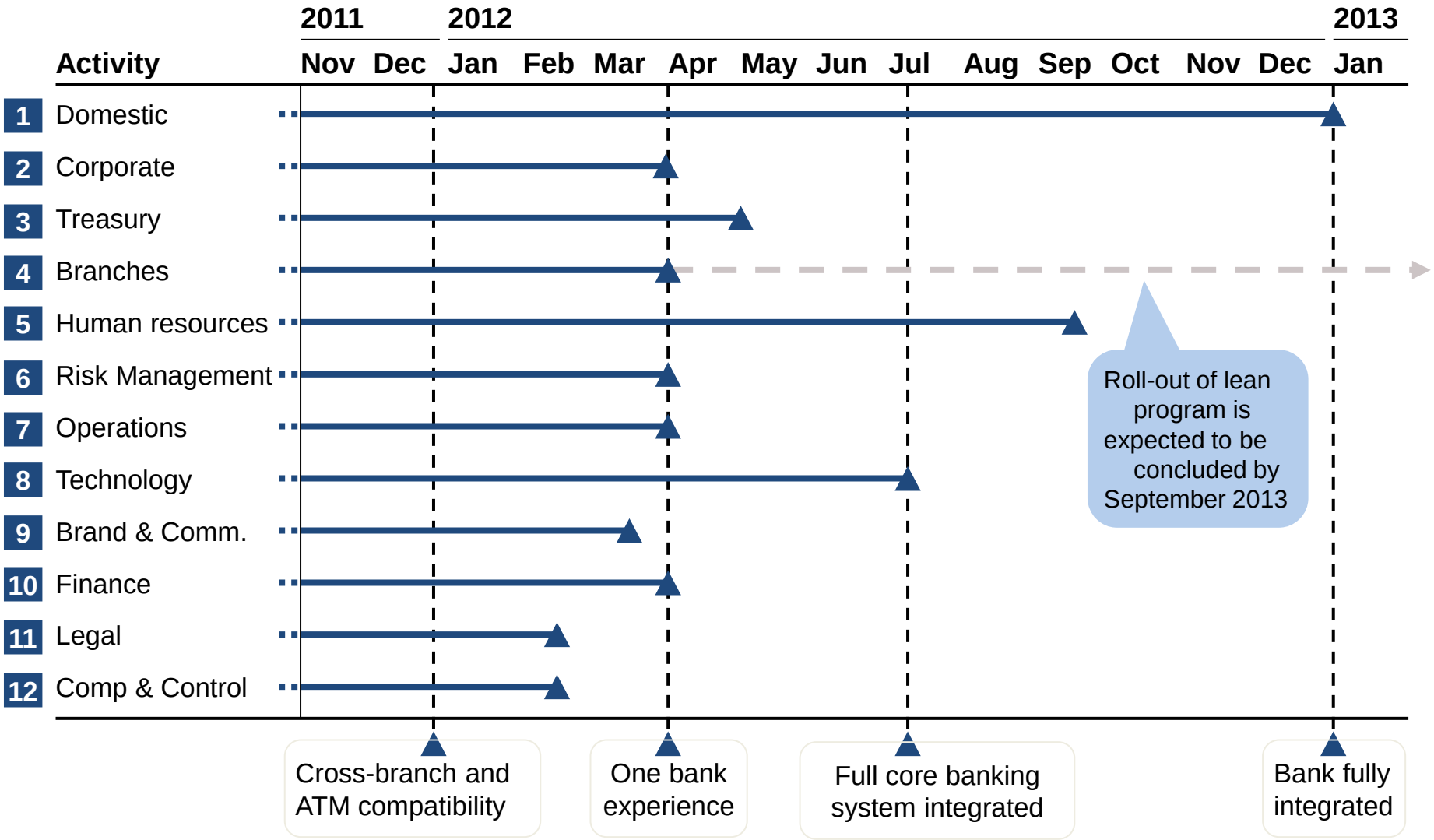
Management Dashboard

Progress towards medium term goals

		2009	2010	2011	3-year target
Scale	Assets	$9.0b	$10.5b	$17.2b	$25b
	Markets	30	33	35	41
Efficiency	Efficiency Ratio	72%	70%	70%	50%
	Loans/Deposits	74%	66%	61%	75%
Quality	NPL	16%	15%	6%	<3%
	Coverage	41%	54%	56%	75%
Solvency	CAR	21%	21%	19%	25%
Earnings	ROE	5%	11%	16%	25%
	PBT growth	-38%	67%	64%	>30%

Oceanic Bank Integration Update

To be completed in 2012, with most areas integrated by Q2



Oceanic Non-Core Subsidiaries

Ongoing disposal process

Oceanic HMO	• Due diligence is ongoing and final binding offers expected soon
Oceanic Life	• Old Mutual selected as preferred bidder and agreements being finalised
Oceanic General Insurance	• Confirmatory due diligence and negotiation of SPA in progress
Oceanic Homes	• Due diligence process has commenced with offers expected by end of April
Union Bank of Cameroon	• Decision taken to approach new investors
Airtel Nigeria	• Engaging with existing shareholders
Oceanic Registrars **Oceanic Trustees**	• Being integrated into Ecobank Group
Oceanic PFC **Oceanic Bureau de Change** **Oceanic Securities**	• Liquidation

Summary Financial Statements

Ecobank
The Pan African Bank

Summary Income Statement

($m, except per share & ratio)	2009	2010	2011	
Net interest income	459.0	474.8	583.4	+23%
Non-interest revenue	414.3	424.9	612.2	+44%
Net revenues	**873.3**	**899.6**	**1,195.6**	**+33%**
Operating expenses	(632.6)	(629.2)	(832.7)	+32%
Provision for impairment losses	(139.7)	(101.5)	(85.7)	-15%
Profit before tax	**101.1**	**169.0**	**277.4**	**+64%**
Income tax	(36.5)	(37.2)	(70.6)	+90%
Net income	**64.6**	**131.8**	**206.8**	**+57%**
Effective tax rate	*36%*	*22%*	*25%*	
Profit attributable to ordinary shareholders	**51.1**	**112.7**	**182.2**	**+62%**
Basic EPS ($ cents)	0.58	1.14	1.76	+54%
Return on average equity	**5.6%**	**10.4%**	**15.9%**	
Efficiency ratio	**72.4%**	**69.9%**	**69.6%**	

Summary Statement of Financial Position

($m)	2009	2010	2011	
Cash & treasury bills	1,434	1,715	2,453	+43%
Loans to banks	1,380	1,613	2,559	+59%
Loans to customers	4,766	5,264	7,360	+40%
Available-for-sale	506	893	2,698	+202%
Other assets	921	982	2,092	+113%
Total assets	**9,007**	**10,467**	**17,162**	**+64%**
Deposits from other banks	393	372	937	+152%
Customer deposits	6,472	7,925	12,076	+52%
Borrowed funds	254	226	1,403	+521%
Other liabilities	652	651	1,287	+97%
Total liabilities	**7,771**	**9,174**	**15,703**	**+71%**
Shareholders' equity	1,112	1,155	1,354	+17%
Minority interest	123	137	105	-23%
Total equity	**1,236**	**1,293**	**1,459**	**+13%**
Total liabilities and equity	**9,007**	**10,477**	**17,162**	**+25%**

Segmental Analysis

Ecobank
The Pan African Bank

Corporate Bank

Serving international businesses focused on Africa

$m	2010	2011
Net interest income	184.3	233.4
Non-interest revenue	70.9	117.7
Operating expenses	(129.3)	(212.7)
Provisions for impairment	(38.5)	(16.3)
Profit before tax	87.4	122.1
Net loans	2,668	3,302
Customer deposits	2,763	3,466
Cost/income ratio	*50.7%*	*60.6%*
Loans/deposits ratio	*96.6%*	*95.3%*
NPL ratio	*9.3%*	*1.3%*

- Revenues benefited from increased regional business and growth in non-interest income
- Operating expenses increased from prior year, reflecting growth in both staff & non-staff costs
- Launch of OMNI corporate internet banking platform that allows corporate clients to view multiple regional accounts at the same time
- Launch of China desk in Ghana in collaboration with Bank of China
- Singed MOU with Islamic Development Bank to collaborate on trade finance across Africa

Corporate Bank provides financial solutions to global and regional corporates, public corporates, financial institutions and international organisations.

Domestic Bank

Innovative solutions to retail and local businesses

$m	2010	2011
Net interest income	224.6	314.3
Non-interest revenue	223.1	283.5
Operating expenses	(376.7)	(475.8)
Provisions for impairment	(63.7)	(68.1)
Profit before tax	7.2	53.9
Net loans	2,596	4,057
Customer deposits	5,161	8,611
Cost/income ratio	*84.1%*	*79.6%*
Loans/deposits ratio	*50.3%*	*47.1%*
NPL ratio	*20.6%*	*8.7%*

- Increase in revenues driven by growth in both NII and NIR
- Operating expenses were up 26% from the prior year, reflecting increased staff costs and branch rental charges
- Launch of new retail internet banking platform and African Diaspora account
- Pan-African agreements signed with Bharti Airtel and MasterCard
- Ghana microfinance joint venture with Accion won the Microfinance Institution/Project of the Year award at the African Banker Awards in Washington DC on 23 September 2011

Domestic Bank provides convenient, accessible and reliable financial products and services to retail, local corporate, public sector and microfinance customers. It leverages an extensive branch and ATM network as well as mobile, internet and remittances banking platforms

Ecobank Capital

One-stop shop for institutional investors focused on Africa

$m	2010	2011
Net interest income	69.4	41.5
Non-interest revenue	129.3	225.3
Operating expenses	(120.1)	(159.0)
Provisions for impairment	0.8	(1.6)
Profit before tax	79.4	106.5
Earning assets	2,386	5,066
Funding[1]	659	2,520
Cost/income ratio	*60.5%*	*59.6%*

Note 1: funding for Ecobank Capital is a mix of interbank deposits, interbank borrowings and other borrowed funds

- The strong revenue growth reflects growth in all business lines, particularly treasury and fixed-income
- Operating expenses increased reflecting increased business volumes
- Ecobank Capital won the Best Africa Research Team award at the Africa Investor Index Series Awards in New York on 26 September 2011
- Electronic FX platform quoting 24 African currencies launched
- Awarded “Best Investment Bank” in Cameroon, Chad, Côte d’Ivoire and Gabon at EMEA Finance Awards

Ecobank Capital provides treasury, corporate finance and investment banking, and securities and asset management solutions to corporate and government customers. Our research team, based on the ground in key markets, provides unique information support capabilities

Francophone West Africa (UEMOA)

$m	2010	2011
Net interest income	151.2	189.3
Non-interest revenue	129.9	178.2
Operating expenses	(182.0)	(224.1)
Provisions for impairment	(8.6)	(25.6)
Profit before tax	90.5	117.8
Total assets	3,952	4,684
Loans	2,211	2,633
Deposits	2,885	3,261
Cost/income ratio	*64.7%*	*61.0%*
Loans/deposits ratio	*76.6%*	*80.7%*
NPL ratio	*3.0%*	*1.8%*

- Revenues were up 31% driven by growth in all affiliates
- Côte d'Ivoire recovering well from the impact of the political crisis in the first quarter of 2011
- Higher provisions in Burkina Faso, Togo, Côte d'Ivoire and Mali contributed to the overall increase in net provisions
- PBT up 30% on strong revenues and improved efficiency

Francophone West Africa comprises affiliates in Benin, Burkina Faso, Cape Verde, Cote d'Ivoire, Guinea Bissau, Mali, Niger, Senegal, and Togo

Nigeria

$m	2010	2011
Net interest income	144.1	176.6
Non-interest revenue	110.4	183.8
Operating expenses	(199.8)	(292.7)
Provisions for impairment	(71.1)	(28.8)
Profit before tax	(16.3)	38.8
Total assets	2,997	7,503
Loans	1,517	2,606
Deposits	2,258	5,472
Cost/income ratio	*78.5%*	*81.2%*
Loans/deposits ratio	*67.2%*	*47.6%*
NPL ratio	*31.5%*	*7.5%*

- Revenue growth of 42% driven by fees and commissions and trading income. NII benefited from higher interest rate environment. Oceanic Bank contributed to revenue growth
- PBT of $39 million compared with a pre-tax loss of $16 million, driven by provision write-backs and decline in net provisions (-59%)
- Merger of Oceanic bank and Ecobank Nigeria has transformed Ecobank Nigeria into a tier one bank with the 2nd largest branch network and 5th largest asset size in Nigeria

Nigeria categorized as a cluster in its own right due to its size

Rest of West Africa (WAMZ)

$m	2010	2011
Net interest income	103.4	120.8
Non-interest revenue	80.3	108.5
Operating expenses	(98.6)	(129.8)
Provisions for impairment	(11.6)	(11.8)
Profit before tax	73.5	87.8
Total assets	1,706	2,243
Loans	475.9	837.1
Deposits	1,304	1,628
Cost/income ratio	*53.7%*	*56.6%*
Loans/deposits ratio	*36.5%*	*51.4%*
NPL ratio	*7.3%*	*2.7%*

- Revenue growth of 25% primarily driven by Guinea, Sierra Leone, and Gambia.
- NPLs largely reduced across the board. Liberia still has relatively higher non-performing loan balances
- In January 2012, we completed the acquisition of The Trust Bank in Ghana, which will improve our market share in this important market.

Rest of West Africa comprises affiliates in Ghana, Guinea, Liberia, Sierra Leone and The Gambia

Central Africa (CEMAC)

$m	2010	2011
Net interest income	43.9	58.7
Non-interest revenue	52.7	70.5
Operating expenses	(63.2)	(84.5)
Provisions for impairment	(6.7)	(10.0)
Profit before tax	26.7	34.8
Total assets	1,214	1,430
Loans	583.0	807.9
Deposits	979.3	1,083
Cost/income ratio	*65.4%*	*65.4%*
Loans/deposits ratio	*59.5%*	*74.6%*
NPL ratio	*5.6%*	*3.4%*

- Revenue growth of 34% reflected growth in business volumes across affiliates.
- PBT up 30% on strong revenues, efficiency gains and proportionately lower NPLs

.

Central Africa comprises affiliates in Cameroon, Central Africa Republic, Chad, Congo-Brazzaville, Gabon and Sao Tome & Principe

East Africa (EAC)

$m	2010	2011
Net interest income	25.5	26.5
Non-interest revenue	24.9	30.7
Operating expenses	(49.6)	(56.7)
Provisions for impairment	(3.8)	(4.1)
Profit before tax	(3.0)	(3.5)
Total assets	603.4	620.0
Loans	227.1	282.8
Deposits	396.1	417.6
Cost/income ratio	*98.4%*	*99.0%*
Loans/deposits ratio	*57.3%*	*67.7%*
NPL ratio	*15.8%*	*7.5%*

- Revenue up 34%, driven by solid growth in Burundi, Uganda and Tanzania
- Business environment remained difficult in Rwanda and Kenya
- Prudent management of legacy NPLs and credit administration helped improve NPL ratio

East Africa comprises affiliates in Burundi, Kenya, Rwanda, Uganda and Tanzania

Southern Africa (SADC)

$m	2010	2011
Net interest income	9.4	17.2
Non-interest revenue	8.7	19.5
Operating expenses	(20.0)	(38.2)
Provisions for impairment	(0.5)	(3.8)
Profit before tax	(2.5)	(5.3)
Total assets	160.1	331.4
Loans	63.2	157.5
Deposits	85.4	199.7
Cost/income ratio	*111%*	*104%*
Loans/deposits ratio	*74.0%*	*78.8%*
NPL ratio	*3.6%*	*13.2%*

- Increase in revenues was driven by solid progress across all countries in all income lines, together with the commencement of operations in Zimbabwe in January 2011 through the acquisition of Premier Finance Group. Further growth will come from the anticipated conversion into a commercial bank licence in 2012
- The improvement in profit before tax was a result of particularly strong performances from DRC and Malawi
- Increase in balance sheet size is the result of the acquisition in Zimbabwe and deposit mobilization and business development in the region

Southern Africa comprises affiliates in Democratic Republic of Congo, Malawi, Zambia and Zimbabwe

International

$m	2010	2011
Net interest income	0.9	1.3
Non-interest revenue	2.2	14.3
Operating expenses	(4.6)	(10.2)
Profit before tax	(0.9)	3.6
Total assets	319.7	325.2
Cost/income ratio	*148%*	*65.6%*

- Increase in revenues was driven by growth in volume of FX and trade finance.
- Opened a representative office in London

International encompasses operations in Paris and representative offices in London and Dubai