2017

Half Year Investors/Analysts Presentation

Outline

- Macro-economic Review
- Overview of HY 2017
- HY 2017 Performance Review
- Business Segments and Subsidiary Review
- Guidance and Plans for H2 2017

Macro-economic Review

Macro-economic Review for HY 2017

Economic Performance

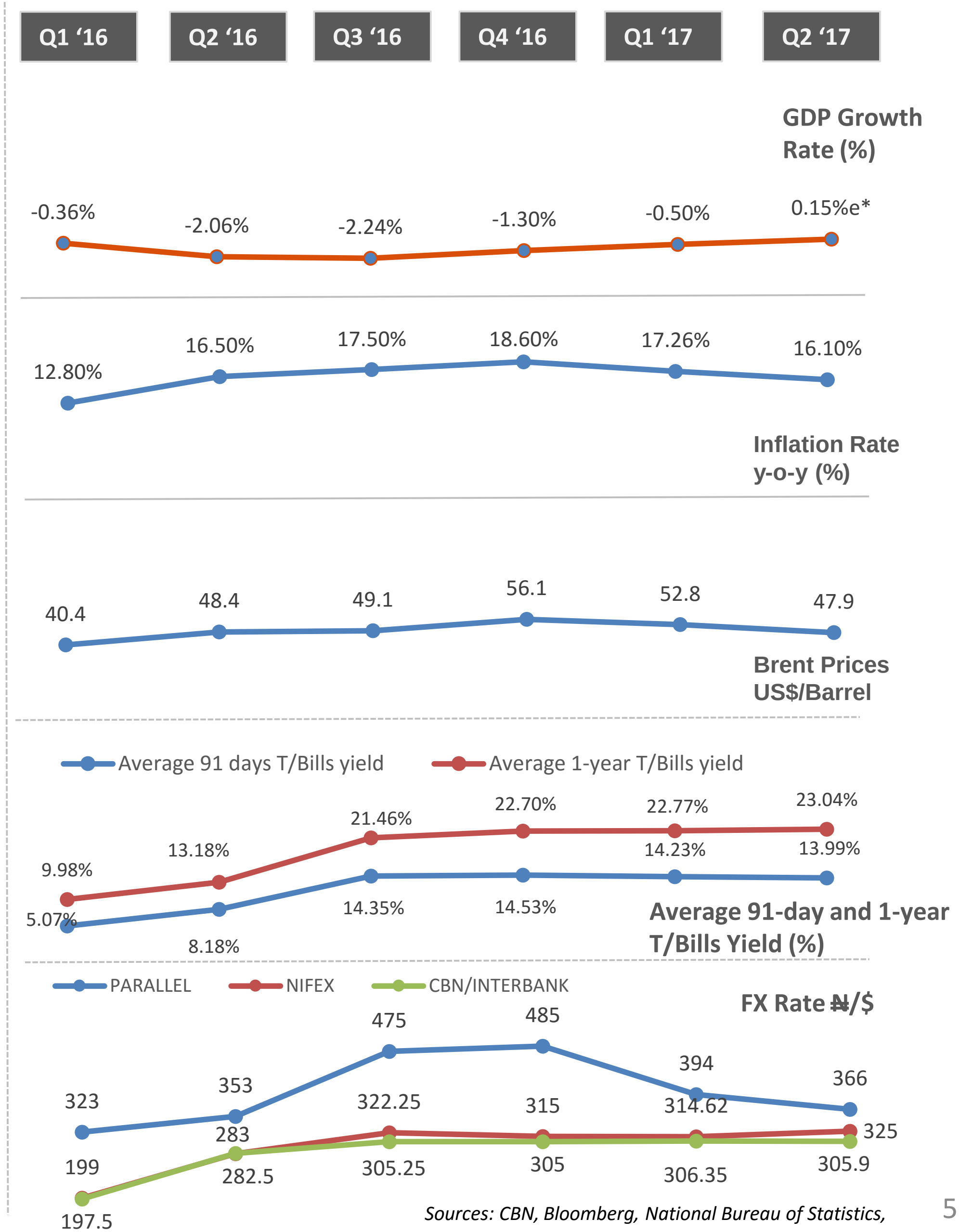
- The Federal Government launched its Economic Recovery and Growth Plan (ERGP) in April 2017 aimed at addressing the huge infrastructural deficit, attain food security and promote industrialization driven by the private sector.
- There was improvement in economic activity following increase in foreign exchange liquidity owing to the introduction of the Investors and Exporters' window in April 2017 with over USD4billion in trades recorded till date.
- The economy is projected to return to positive growth in Q2 2017 following a 0.52% contraction in Q1 and five (5) consecutive quarters of negative growth.

Oil Price and External Reserves

- Nigeria's crude oil production hit 2.025 mbpd in June 2017, following the suspension of hostilities in the Niger Delta and the lifting of restrictions of exports from the Forcados terminal.
- Oil prices climbed back up to c.USD49 mbpd in the wake of the decision by OPEC and non-OPEC members to extend production cuts by another nine (9) months to March 2018.
- Nigeria's external reserves increased by 16.1% (USD4.2 billion) from USD26.09 billion as at January 2, 2017 to USD30.29 billion in June 2017 following the increased crude receipts.

Inflation, Interest Rate and Exchange Rate

- Headline inflation moderated for the fifth consecutive month to 16.1% in June 2017 largely as a result of base effect. The inflation rate was 18.72% in January 2017.
- Fixed income yields moderated slightly but remained elevated as a result of continued tight monetary policy environment during the period.
- Exchange rate stability improved during the period following the introduction of the Investors and Exporters window in April 2017. This resulted in an increase in supply of foreign exchange and a 13% appreciation in autonomous rates.



** - the economy is expected to grow by 0.15% in Q2 2017*

Sources: CBN, Bloomberg, National Bureau of Statistics,

Overview of HY 2017

JAN

- CBN maintains status quo at January 2017 MPC meeting.
- CBN announces first Secondary Market Intervention Sales (SMIS) auction for the year
- World Bank projects 1% growth rate for Nigeria in 2017.
- Headline inflation increased slightly to 18.72% from 18.6% reported in December 2016.

FEB

- CBN sold US$660million in 3 and 5 months currency forwards to clear backlog of dollar demands for manufacturing, airlines, agriculture, petroleum sector etc.
- Nigeria's 15-yr US$1 billion Eurobond notes priced at 7.875% oversubscribed by $7.8billion (800%).
- Deposit Money Banks (DMB) agree to contribute 5% of their PAT to fund projects meant to drive export.
- CBN releases new guidelines for FX transactions for invisibles. PTA/BTA/School fees/Medicals.
- CBN directs banks to sell FX for invisible transactions (e.g. PTA, BTA, School and medical fees etc.) and pegged the rate at ₦375/$

MAR

- CBN drops FOREX Rate for Invisibles to ₦360/$1 from ₦375/$1; Pumps $185m into FOREX Market
- CBN maintains status quo at March 2017 MPC meeting
- Inflation rate drops further to 17.26% from 17.78% reported in February 2017

APR

- CBN directs all banks to pay dollar cash over-the-counter.
- President Buhari launches Nigerian Economic Recovery and Growth Plan (NERGP).
- CBN opens special FX window to sell a maximum of US$20,000 per quarter for SMEs
- CBN directs banks to remit 5% PAT into Agro/SME Investment scheme (AGSMEIS)
- CBN created a special FX window for Investors, exporters and end users.
- CBN extends BVN registration exercise for microfinance banks

MAY

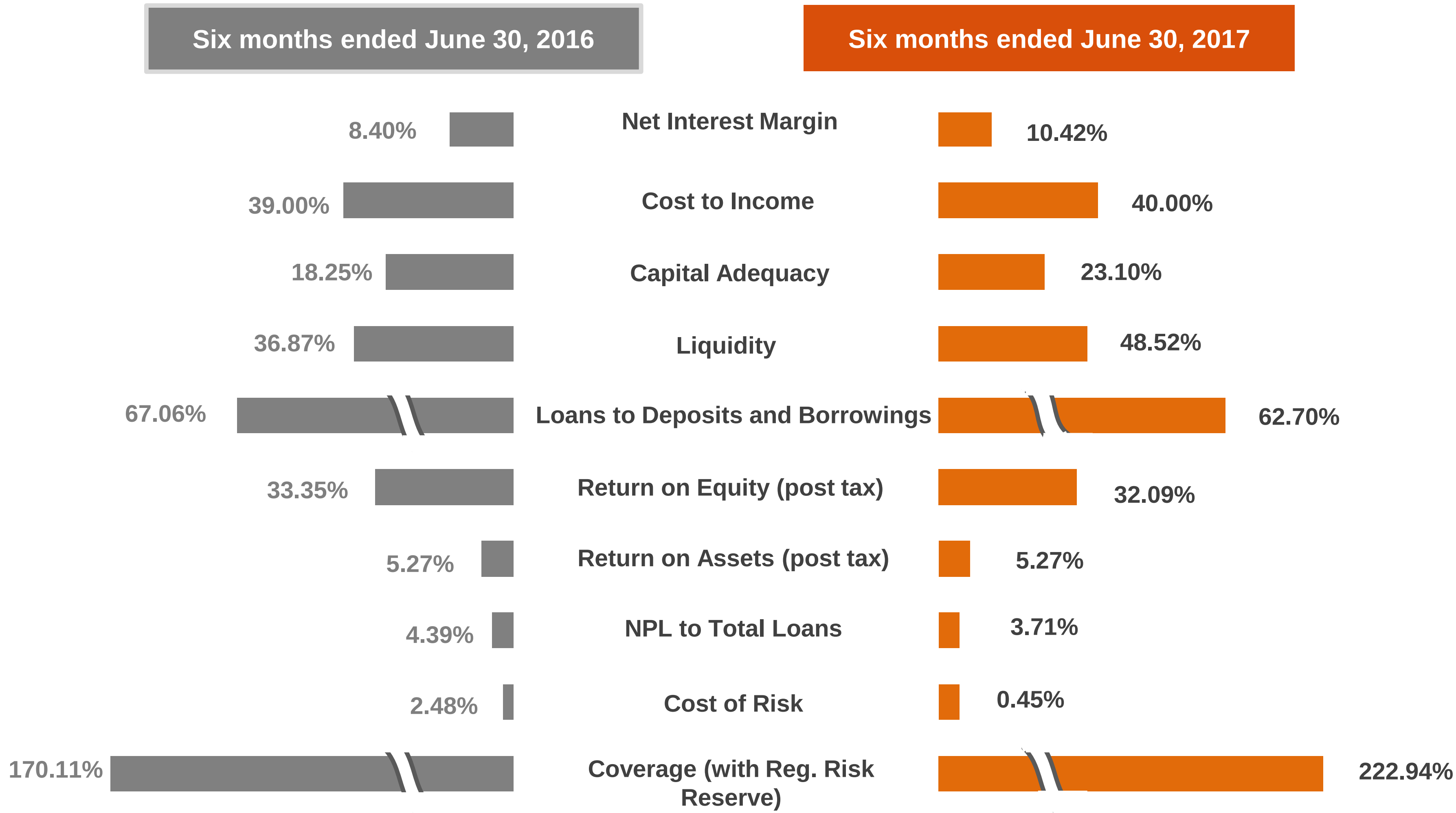
- CBN's new guide to charges by banks and other financial institutions becomes effective.
- National Assembly passed 2017 Budget of N7.441trillion into law.
- Inflation drops to 16.25% from 17.24% reported in April 2017
- Nigerian economy contracts by -0.52% in Q1 2017
- CBN maintains status quo at May 2017 MPC meeting
- Senate passes Petroleum Industry Governance Bill, first of four to replace the PIB.

JUN

- CBN alters the guidelines for selection of FX Primary dealers (FxPD) as new flexible exchange rate regime becomes effective
- CBN introduces new FX circular to ease restrictions and further deepen the market
- Unemployment rises to 14.2% in Q2-2017
- Headline inflation was 16.10%, 15 bps down from 16.25% reported in May 2017

Half Year 2017 Financial Performance Review

Key Performance Ratios



Balance Sheet Snapshot - Group

Total Assets (₦'Bn)
3.7%
HY 2017 – 3,232.2
FY 2016 – 3,116.4

Total Liabilities (₦'Bn)
3.2%
HY 2017 – 2,694.2
FY 2016 – 2,611.5

Total Equity (₦'Bn)
6.6%
HY 2017 – 538.0
FY 2016 – 504.9

Total Loans and Advances (₦'Bn)
(6.2%)
HY 2017 – 1,490.8
FY 2016 – 1,590.1

Customers' Deposits (₦'Bn)
(1.0%)
HY 2017 – 1,966.4
FY 2016 – 1,986.2

Investment Securities (₦'Bn)
17.4%
HY 2017 – 690.8
FY 2016 – 588.5

EPS (Kobo)
16.5%
HY 2017 – 296
HY 2016 – 254

Interim Dividend (Kobo)
20%
HY 2017 – 30
HY 2016 – 25

Balance Sheet

In millions of Nigerian Naira	Group Jun-2017	Group Dec-2016	Y-t-d % change
Assets			
Cash and cash equivalents	513,291	455,863	13%
Financial assets held for trading	14,728	12,054	22%
Derivative financial assets	691	1,042	-34%
Investment securities:			
– Available for sale	524,558	448,057	17%
– Held to maturity	87,399	80,156	9%
Assets pledged as collateral	64,076	48,216	33%
Loans and advances to banks	797	654	22%
Loans and advances to customers	1,489,958	1,589,430	-6%
Property and equipment	93,164	93,488	0%
Intangible assets	14,035	13,859	1%
Deferred tax assets	1,676	1,578	6%
Restricted deposits & other assets	427,864	371,996	15%
Total assets	**3,232,238**	**3,116,393**	**4%**

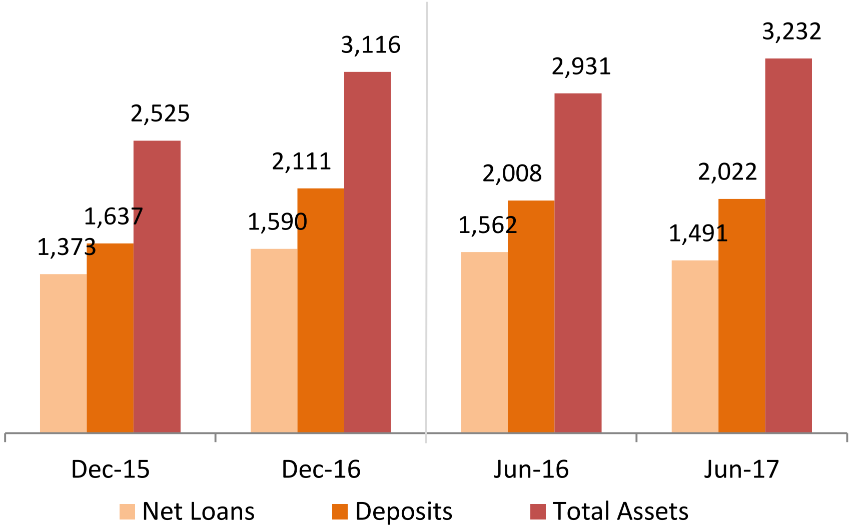
In millions of Nigerian Naira	Group Jun-2017	Group Dec-2016	Y-t-d % change
Liabilities			
Deposits from banks	55,608	125,068	-56%
Deposits from customers	1,966,376	1,986,246	-1%
Financial liabilities held for trading	10,388	2,065	403%
Derivative financial liabilities	639	988	-35%
Other liabilities	272,052	115,682	135%
Current income tax liabilities	20,136	17,928	12%
Deferred tax liabilities	13,511	17,641	-23%
Debt securities issued	128,005	126,238	1%
Other borrowed funds	227,524	219,634	4%
Total liabilities	**2,694,240**	**2,611,491**	**3%**
Equity			
Capital and reserves attributable to equity holders of the parent entity			
Share capital	14,716	14,716	0%
Share premium	123,471	123,471	0%
Treasury shares	(5,291)	(5,291)	0%
Retained earnings	97,140	90,274	8%
Other components of equity	297,827	272,891	9%
Total equity attributable to owners of the Parent	527,862	496,060	6%
Non-controlling interests in equity	10,135	8,843	15%
Total equity	**537,998**	**504,903**	**7%**
Total equity and liabilities	**3,232,238**	**3,116,393**	**4%**

Balance Sheet Composition

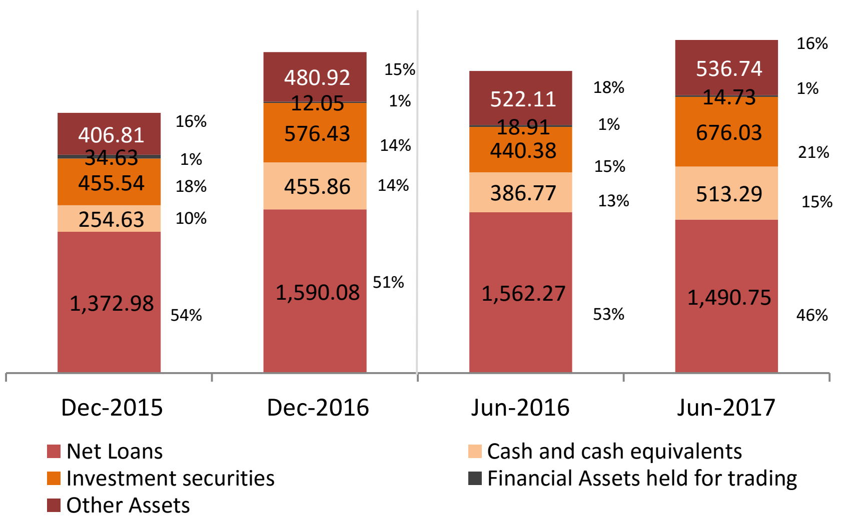
Balance Sheet Management

- Efficient management of balance sheet with interest earning assets and non-earning assets accounting for 73% and 27% respectively. CRR accounted for 40% of the Non earning Asset owing to sterilization of 27.5% of customers' deposits in CRR.
- Proportion of Fixed income securities to Total Assets improved to 21% in H1 2017 from 19% in FY2016 due to 18% growth recorded during the period.
- The Loan book contracted by 6.2% due to cautious effort to de-risk the balance sheet and unwinding of trade obligations as a result of improved dollar liquidity.
- Marginal decline in customers' deposits by 100 bps was due to customers' increased appetite for fixed income securities, as well as utilization of naira deposits by customers to clear pent up FX obligations.
- Robust capital buffers stem from strong earnings with Capital Adequacy Ratio closing at 23.1% which is well above regulatory requirement of 15%.

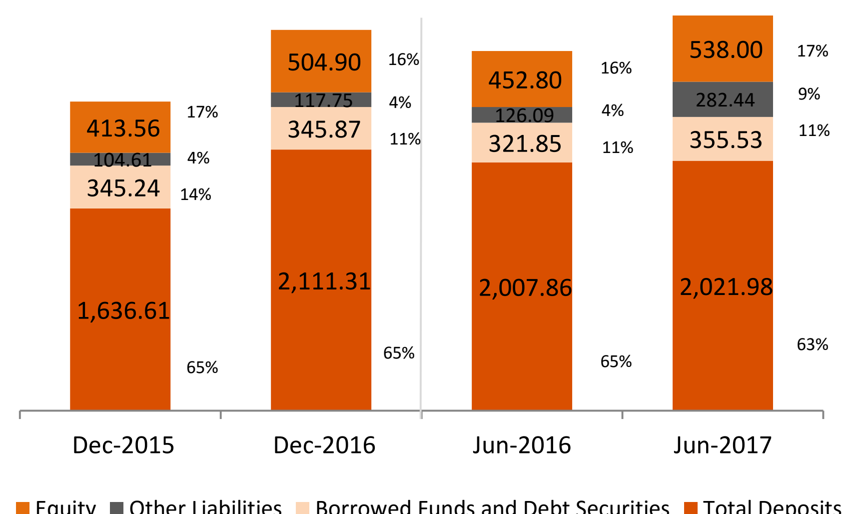
Loans, Deposits & Total Assets (₦'Bn)



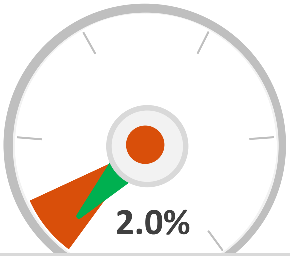
Components of Asset Base (₦'Bn)



Diverse Funding Mix (₦'Bn)

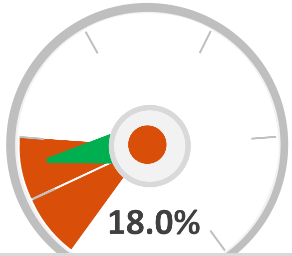


Income Statement Snapshot - Group



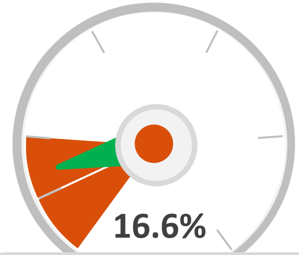
Gross Earnings (₦'Bn)

HY 2017 – 214.1
HY 2016 – 209.9



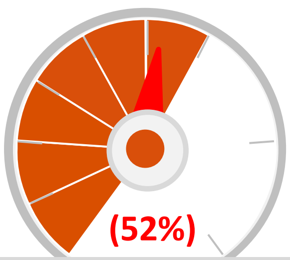
Profit Before Tax (₦'Bn)

HY 2017 – 101.1
HY 2016 – 85.7



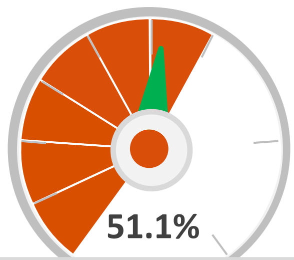
Profit After Tax (₦'Bn)

HY 2017 – 83.7
HY 2016 – 71.8



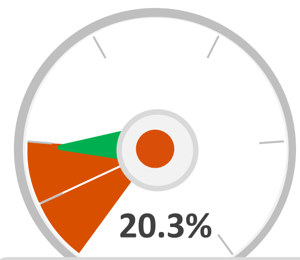
Non-Interest Income (₦'Bn)

HY 2017 – 48.2
HY 2016 – 100.1



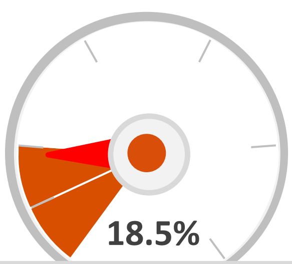
Interest Income (₦'Bn)

HY 2017 – 165.9
HY 2016 – 109.8



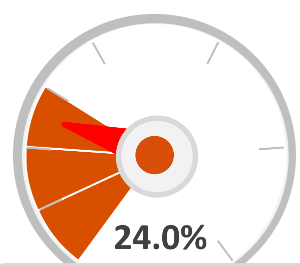
Operating Income (₦'Bn)

HY 2017 – 168.9
HY 2016 – 140.4



Interest Expense (₦'Bn)

HY 2017 – 36.3
HY 2016 – 30.7



Operating Expense (₦'Bn)

HY 2017 – 67.8
HY 2016 – 54.7

Income Statement - Group

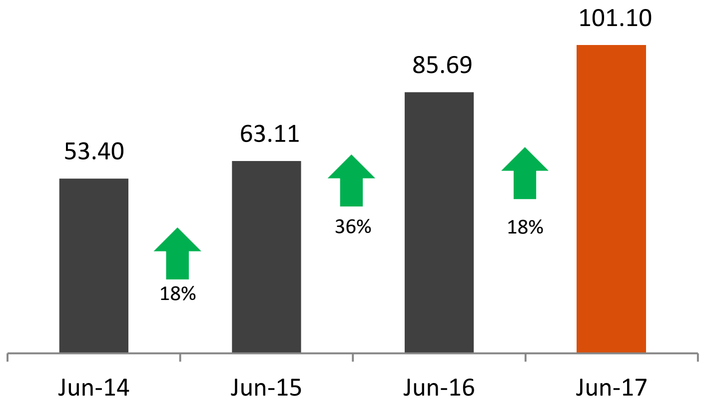
In millions of Nigerian Naira	Group Jun-2017	Group Jun-2016	Y-t-d % change
Gross Earnings	**214,098**	**209,873**	**2%**
Interest income	165,885	109,778	51%
Interest expense	(36,347)	(30,663)	19%
Net interest income	**129,537**	**79,115**	**64%**
Loan impairment charges	(7,213)	(37,547)	-81%
Net interest income after loan impairment charges	**122,325**	**41,569**	**194%**
Fee and commission income	28,027	36,077	-22%
Fee and commission expense	(966)	(1,268)	-24%
Net fee and commission income	**27,062**	**34,809**	**-22%**
Net gains/(losses) on financial instruments classified as held for trading	5,664	2,346	141%
Other income	14,522	61,671	-76%
Net impairment on other financial assets	(646)	-	100%
Personnel expenses	(16,368)	(14,514)	13%
Operating lease expenses	(750)	(603)	24%
Depreciation and amortization	(7,881)	(7,011)	12%
Other operating expenses	(42,826)	(32,579)	31%
Profit before income tax	**101,101**	**85,688**	**18%**
Income tax expense	(17,421)	(13,921)	25%
Profit for the period	**83,679**	**71,768**	**17%**

PBT Evolution

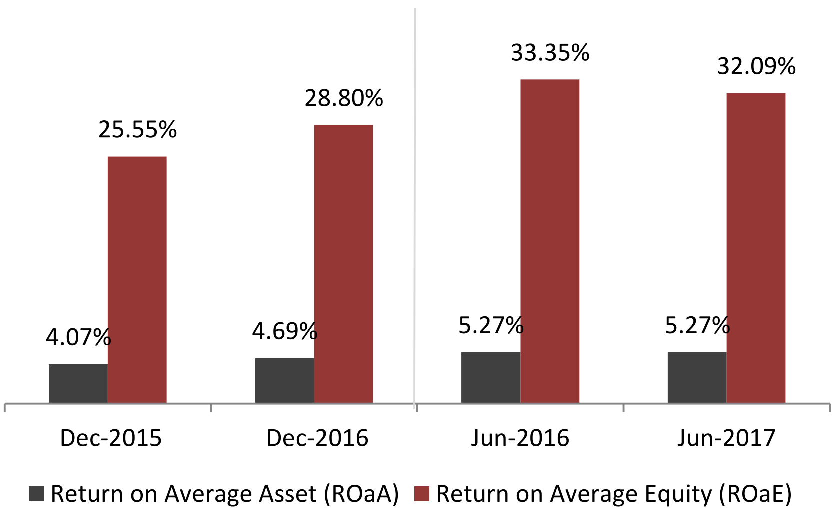
Robust HY 2017 PBT

- Impressive PBT largely driven by optimisation of the balance sheet asset yield, efficient deposit mix with resultant low cost of funds coupled with effective Cost to Income Ratio.
- Despite non recurrence of FX revaluation gain and negative economic growth, Gross Earnings up by 2% due to 51.1% increase in Funded Income.
- 51.1% growth in Funded income resulted from Asset Yield optimization. Exchange rate was relatively stable with ~2% depreciation in H1 2017 against ~42% in H1 2016, this stability caused a dip in earnings from FX revaluation gains and Fx component of E-biz income.
- In spite of stiff competition for customers' deposits and exchange rate protection during the period, interest expense was only up by 18.5% and Interest expense as a percentage of interest income closed at 21.9%.
- 24% growth in OPEX was largely driven by increase in regulatory cost and the contagion effects of naira depreciation and hike in pump price of PMS and Diesel in May 2016. The impact of the naira depreciation and hike in Pump price was felt for only 2 months in H1 2016 as opposed to 6 months in H1 2017. A detailed breakdown of OPEX drivers is provided on slide 16 under Cost Management.
- Loan impairments moderated due to proactive stance of the Bank in FY 2016 when it created huge collective impairment reserves to act as buffer against future credit losses.
- Subsidiaries contribution closed at 9.3%, an improvement of 310 bps over 6.2% reported in H1 2016.
- PBT growth of 18.0% from ₦85.69bn in H12016 to ₦101.1Bn in H1 2017.

PBT (₦'Bn)



Return on Assets and Equity

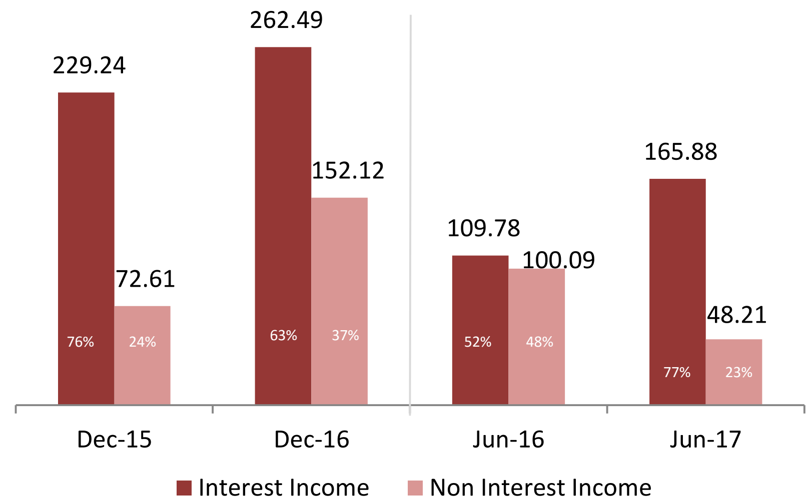


Revenue Generation

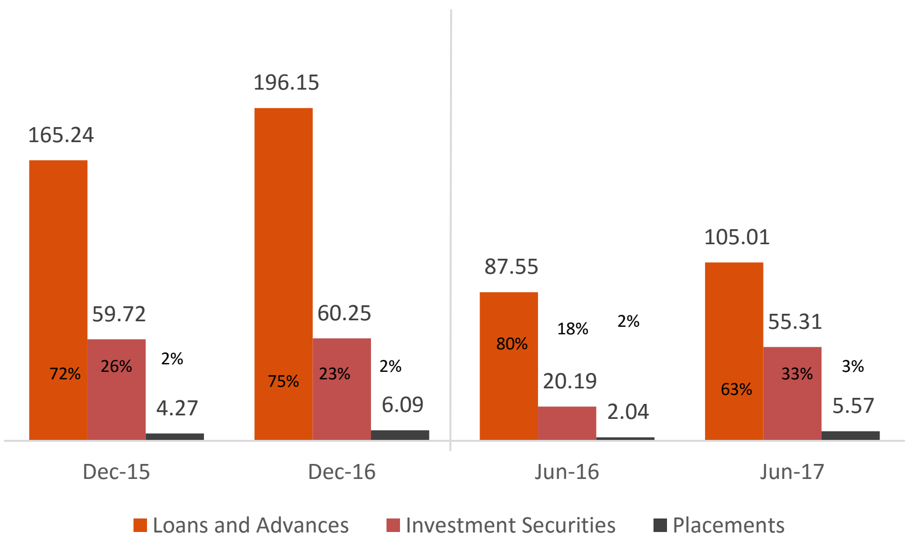
Strong Revenue

- Funded Income - Interest income up 51.1% due to:
  - Improved yield on earning assets by 299 bps from 11.52% in H1 2016 to 14.51% in H1 2017.
  - Strong liquidity position which enabled the Bank optimise its earnings from Fixed Income Securities.
  - Positive impact from Risk assets re-pricing in response to increase in Monetary Policy Rate (MPR) from 11% in April 2016 to 14% in August 2016
- Non Funded Income - Fees and commissions and Other Income down 22% principally from decline of N15.0bn in earnings from FX component of e-Business Income and N46bn dip in FX Revaluation gains.

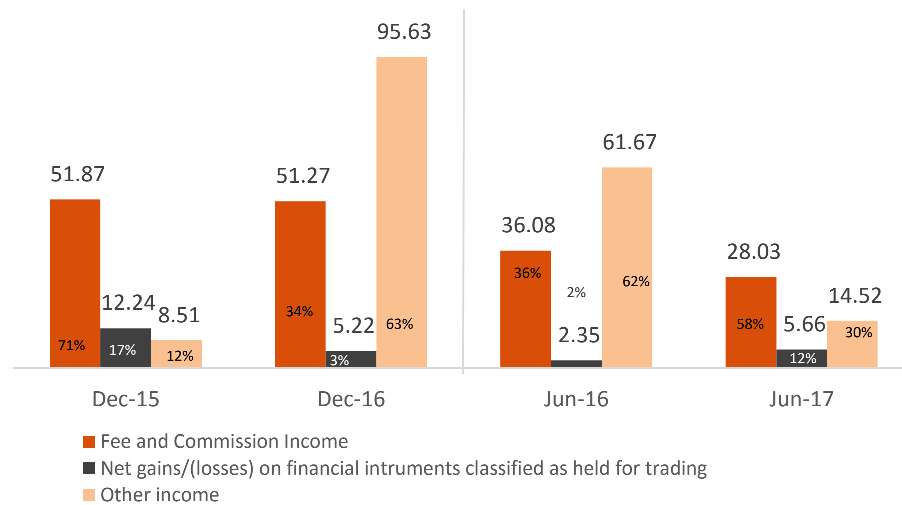
Revenue Mix (₦'Bn)



Interest Income (₦'Bn)



Non-Funded Income (₦'Bn)

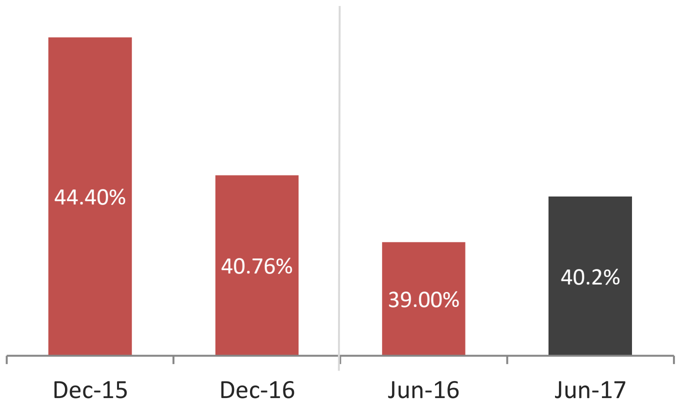


Effective Cost Management

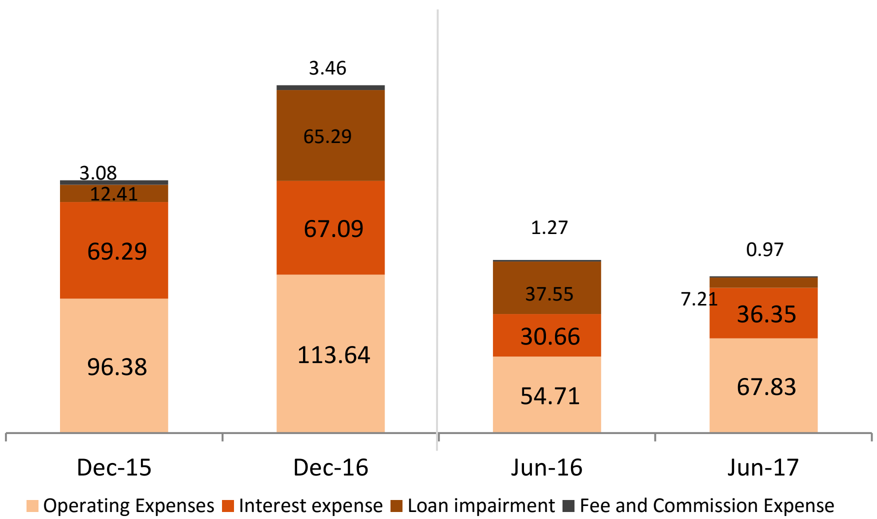
Cost Efficiency

- Maintained Operating efficiency via effective cost management despite inflationary pressure, as Cost to Income ratio (CIR) remains stable at 40%.
- Improved low cost deposit mix (80.9% in H1 2017 vs 73.4% in H1 2016) driven by initiatives (alternative channels) which enabled the Bank grow low interest bearing deposits.
- Continuous focus on low cost funds under-pined by retail strategy of the Bank with customer base reaching 10.7 million as at H1 2017.
- Cost of Funds remained at 2.9% despite system illiquidity and pressure from hike in MPR from 11% in April 2016 to 14% in August 2016.

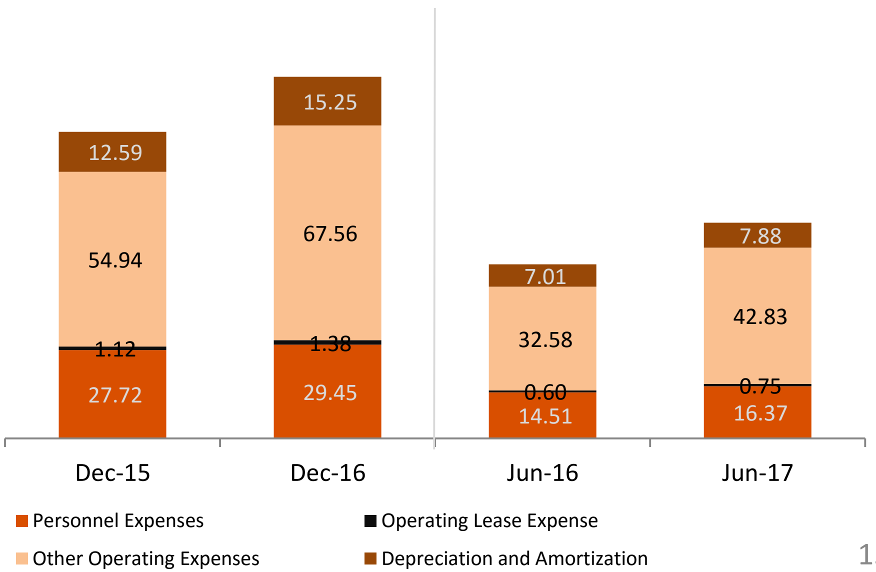
Cost to Income (CIR)



Overview of Expenses (₦'Bn)



Operating Expenses (OPEX) (₦'Bn)



Effective Cost Management – Depreciation and Other Operating Expenses

In billions of Naira	Group Jun-2017	Group Jun-2016	Y-o-Y change	Y-o-Y % change
Regulatory Cost – AMCON Levy	13.1	11.4	1.7	15%
Regulatory Cost – Insurance Premium	3.9	3.1	0.8	26%
Occupancy Costs and Repairs & Maintenance	7.3	4.1	3.2	78%
Depreciation and Amortization	7.9	7.0	0.9	13%
Translation Impact of Subsidiary OPEX	3.7	0.5	3.2	640%
Others	31.9	28.6	3.3	12%
Total	**67.8**	**54.7**	**13.1**	**24%**

Key OPEX Drivers

- Key drivers of 24% OPEX growth are Regulatory Cost (AMCON & Deposit Insurance Premium), Depreciation and Occupancy costs and depreciation of Naira against US Dollars resulting in increased Translation Impact of Subsidiaries Opex in H1 2017. The impact of the naira depreciation was felt for only 2 months in H1 2016 as opposed to 6 months in H1 2017.

- AMCON expenses increased due to 14.7% growth in total assets from ₦2.28tn in FY 2015 to ₦2.61tn in FY 2016 (AMCON charge is computed as 0.5% of total assets on a preceding year basis) at Bank level.

- Occupancy Cost and Repairs & Maintenance is the expense line that warehouses costs incurred on Fuel, Diesel, Electricity, Repairs and Maintenance. The reasons for the increase are: Fuel price hike from ₦86.5/l to ₦145/l, hike in diesel price from ₦120/l to ₦185/l, 45% increase in electricity tariff. The impact of the increase was felt for only 2 months in H1 2016 as opposed to 6 months in H1 2017. This expense line was also negatively impacted by aggressive drive for revenue by State and Local Governments on water rates, tenement rates, land use charge e.t.c. Repairs and maintenance cost increase was a direct consequence of inflation.

- Depreciation expense increased as a result of impact of the exchange rate difference on depreciation and amortization expense at Subsidiary level and also additions to property and equipment and purchased software during the period in order to sustain and enhance the current level of productivity in 2017 and beyond.

- Other OPEX lines outside the above recorded 12% growth. This line warehouses technology, training, corporate branding, advert, promotion, business travel, donations etc. The persistent rise in inflation and exchange difference during the year contributed significantly to the growth on these OPEX lines.

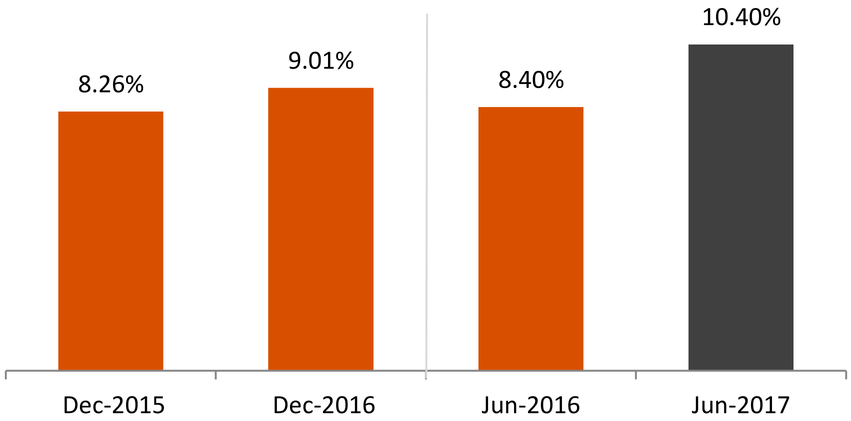
- Given the efficient cost management of the Group and in terms of current performance, growth in total Opex for FY 2017 will not exceed 14% i.e. 10% improvement from current position at HY 2017.

Margin Metrics

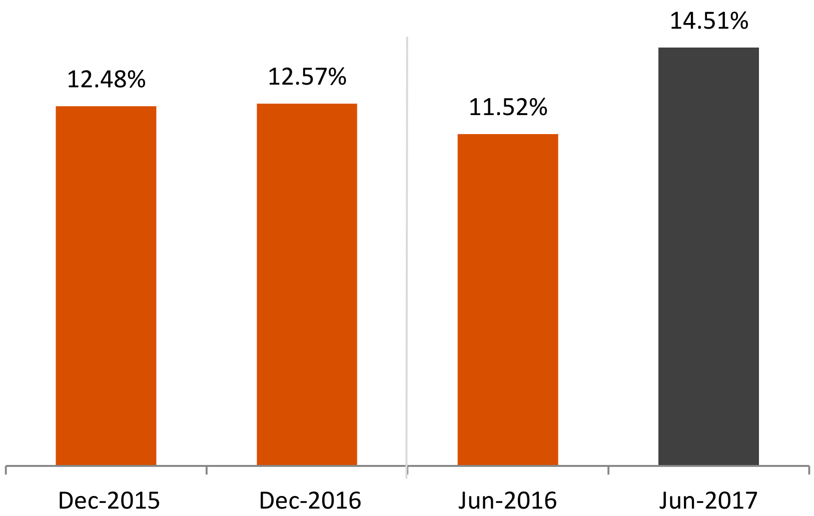
Sustained Competitive Margins

- NIM improved by 200 bps to 10.4% from 8.4% of comparative period. (Asset yield of 14.5% in H1 2017 vs 11.5% in H1 2016, Cost of Funds remained stable at 2.9%)
- NIMs was also enhanced by reduction in Impairment Charges during the period (N37.5bn in H1 2016 vs N7.2Bn in H1 2017).

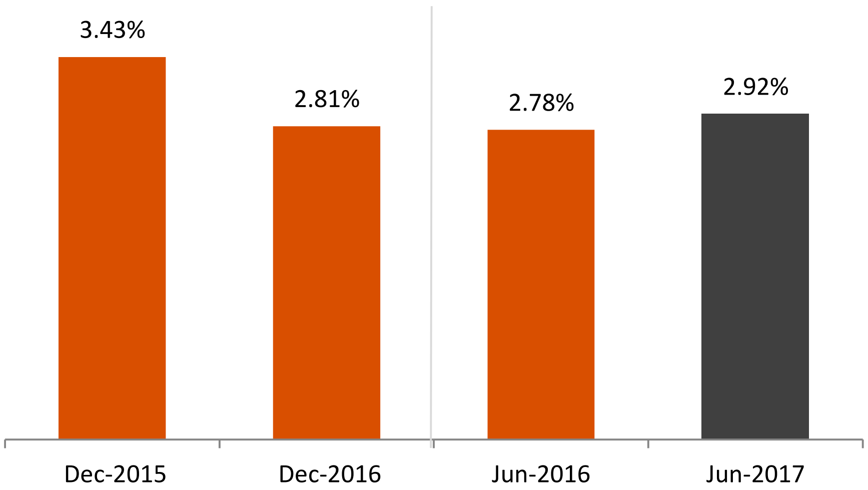
Net Interest Margin



Yields on Interest earning Assets



Cost of Funds

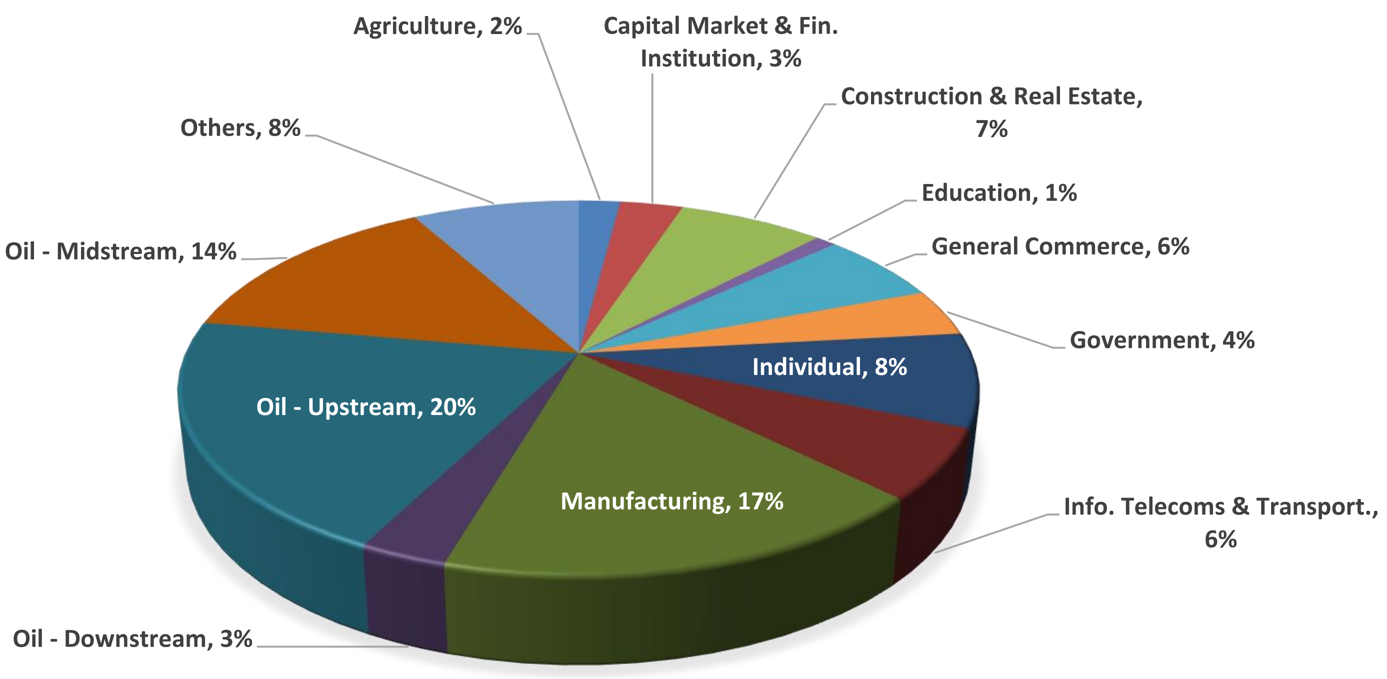


Risk Asset Mix

Asset Diversification

- Well diversified Loan exposures as shown in the pie-chart below.
- Contribution of each sector was largely impacted by pay downs and ₦5 depreciation in naira.

Loans by Industry



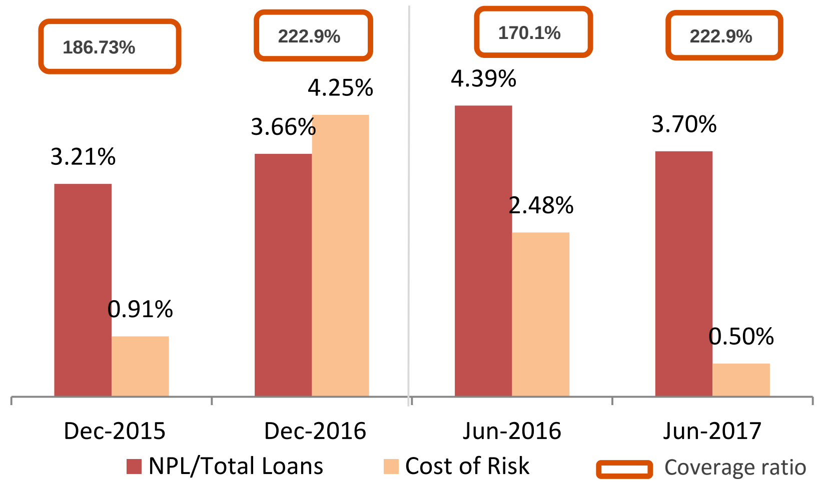
* *Includes Engineering services, Hospitality, Clubs, co-operative societies etc.*

Asset Quality

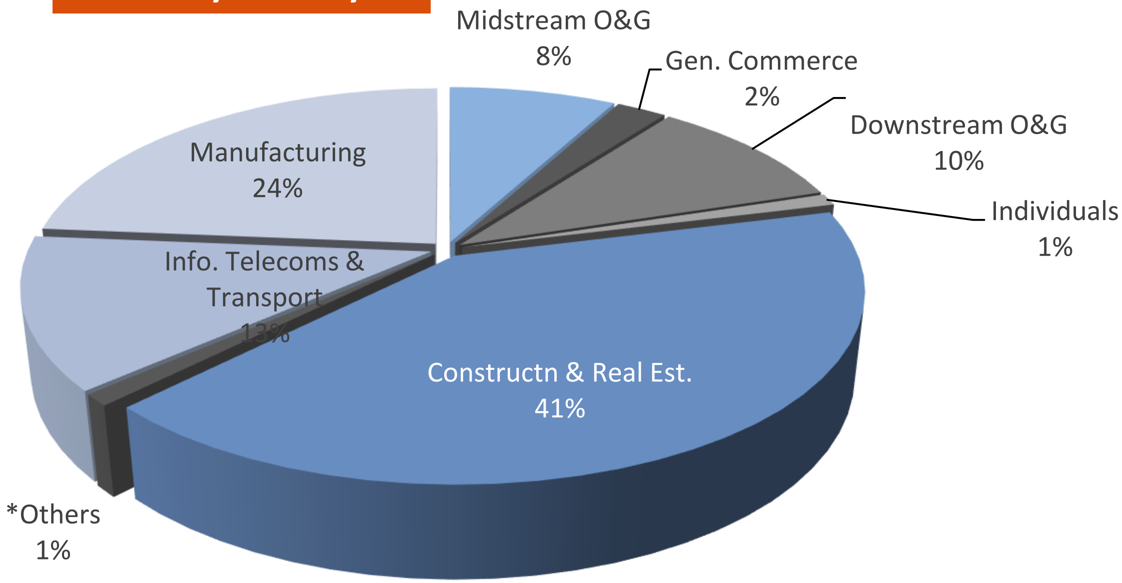
Asset Quality

- NPL ratio remained flat at 3.7% between FY 2016 and H1 2017 due to efficient risk management
- Cost of risk moderated to 0.5% in H1 2017 from 2.5% in H1 2016 due to proactive stance of the Bank in H1 2016 to create huge collective impairment reserves to act as buffer against future credit losses.
- The Bank has ₦52.3Bn in regulatory risk reserves which is over and above any impairment that might crystalize from the EMTS exposure. In addition, the Bank has also set aside ₦6bn in collective impairment in respect of the EMTS exposure.
- Overall, coverage for delinquent loans remains strong at 222.9%.

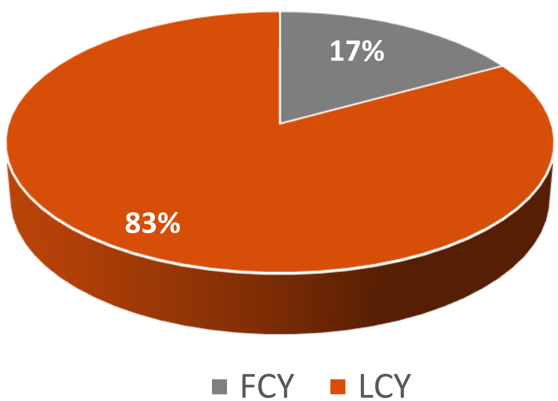
NPL and Coverage



NPL by Industry

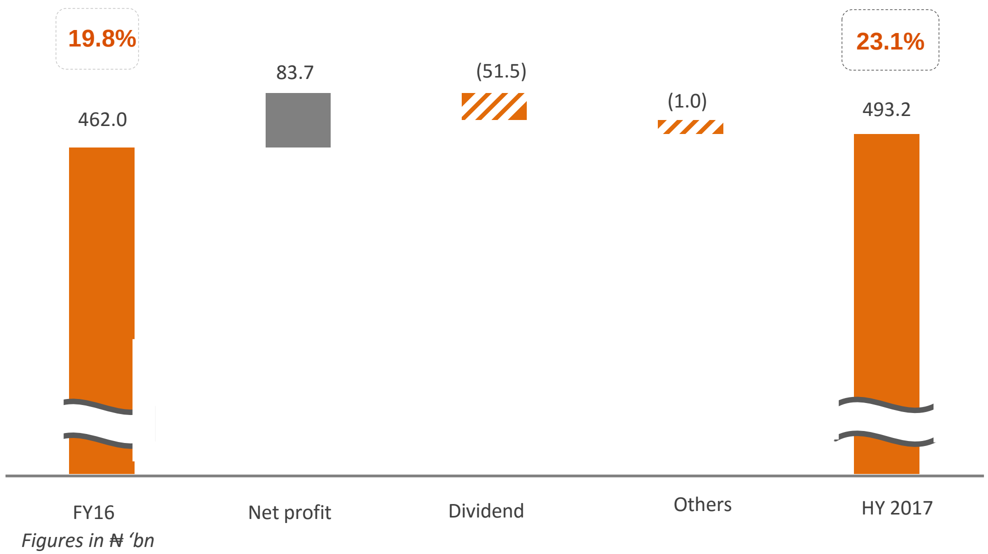


NPL by Currency

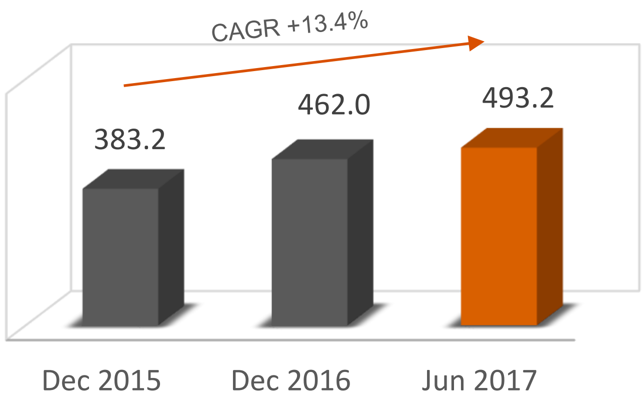


** Includes Engineering services, Hospitality, Clubs, co-operative societies etc.*

Strong Capital Ratios – Group and Parent



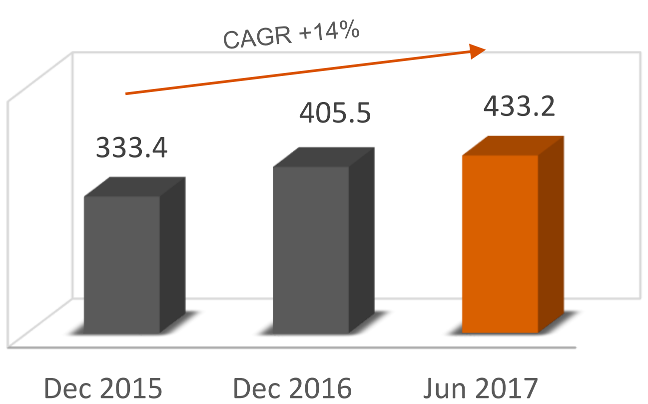
Regulatory Capital (Group) - Tier 1 & 2 (₦'Bn)



Capital Adequacy Computation (Basel II)

In Millions of Naira	Group		Parent	
	Jun-17	Dec-16	Jun-17	Dec-16
Net Tier 1 Capital	485,446	454,039	433,917	406,527
Net Tier 2 Capital	7,703	7,971	(752)	(1,001)
Total Regulatory Capital	**493,149**	**462,010**	**433,164**	**405,527**
Risk-Weighted for Credit Risk	1,663,849	1,913,051	1,575,430	1,700,023
Risk-Weighted for Operational Risk	464,676	416,735	371,127	347,267
Risk-Weighted for Market Risk	4,184	5,364	1,058	1,798
Aggregate Risk-Weighted Assets	**2,132,709**	**2,335,150**	**1,947,615**	**2,049,088**
Capital Adequacy				
Tier I Risk-Weighted Capital Ratio	22.76%	19.44%	22.28%	19.84%
Tier II Risk-Weighted Capital Ratio	0.36%	0.34%	-0.04%	-0.05%
Total Risk-Weighted Capital Ratio	23.12%	19.79%	22.24%	19.79%

Regulatory Capital (Parent) - Tier 1 & 2 (₦'Bn)

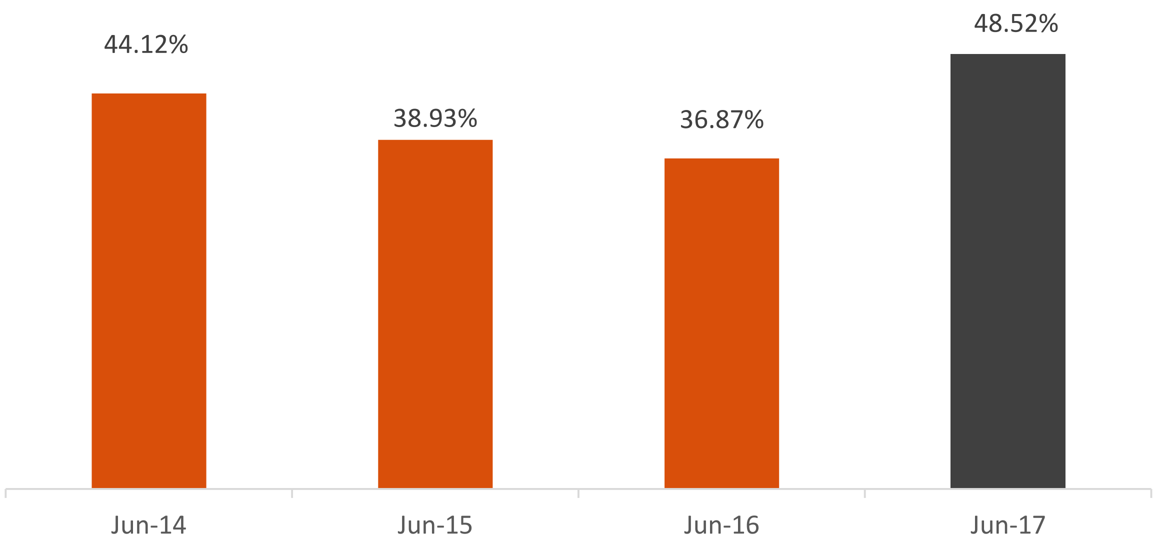


Liquidity Ratio

Strong Liquidity Position

- Liquidity Ratio at 48.5% in H1 2017 (Dec.2016: 42.2%) well above regulatory minimum of 30% inspite of pressure on customers' deposits
- Average Liquidity for the period under review stood at 45.3% largely aided by growth in Fixed Income Securities.

Liquidity Trend



Business Segments and Subsidiary Review

Business Segmentation (Group) – HY 2017

	Description	Key figures	Loans	Deposits	PBT
Institutional and Wholesale	• Multinationals and large corporates (turnover ₦5bn) • Comprises five sectors: • Energy • Telecoms • Maritime • Wholesale Banking • Corporate Banking	Over 700 Customers • **Loans** – ₦1,077.9bn • **Deposits** - ₦464.3bn • **PBT** – ₦74.8bn	72.3% (FY 2016: 72.4%)	23.6% (FY 2016: 24.2%)	74.0% (H1 2016: 64.2%)
Commercial	• Middle market companies (turnover between ₦500mm and ₦5bn) • Extensive product range: tailor-made solutions and flexibility • Customized e-commerce solutions	Over 100,000 Customers • **Loans** – ₦185.9bn • **Deposits** – ₦329.6bn • **PBT** – ₦3.5bn	12.5% (FY 2016: 12.0%)	16.8% (FY 2016: 16.0%)	3.5% (H1 2016: 5.6%)
SME	• Small and medium enterprises (turnover under ₦500mm) • Products tailored to cater to small, fledgling and other types of fairly unstructured businesses	Over 500,000 Customers • **Loans** – ₦26.4bn • **Deposits** – ₦228.3bn • **PBT** – ₦1.3bn	1.8% (FY 2016: 1.4%)	11.6% (FY 2016: 10.6%)	1.3% (H1 2016: 2.2%)
***Retail**	• Deposit drive focus for retail customer-base • Rapidly developing business line • 224 branches, 46 e-branches & 1,165 ATMs • Extensive leverage of all distribution channels	Over 9.5 mil. Customers • **Loans** – ₦139.2bn • **Deposits** – ₦920.5bn • **PBT** – ₦19.6bn	9.3% (FY 2016: 10.3%)	46.8% (FY 2016: 47.6%)	19.3% (H1 2016: 27.2%)
Public Sector	• Focus on: • Federal government • State governments • Local governments and customers • Active in all government segments	All tiers of government (over 80,000 Customers) • **Loans** – ₦60.7bn • **Deposits** – ₦23.7bn • **PBT** – ₦1.9bn	4.1% (FY 2016: 3.9%)	1.2% (FY 2016: 1.5%)	1.9% (H1 2016: 0.8%)

*Decline in Retail contribution to PBT is as a result of N15bn drop in earnings from FX component of e-business income

Geographical Presence

GTB UK

- Established in 2008
- 100% owned by parent
- 1 branch
- ₦9.6bn invested by parent
- H1 2017 PBT: ₦328.8mm
- ROE: 5.2%

GTB Gambia

- Established in 2002
- 77.81% owned by parent
- 17 branches
- ₦574.28mm invested by parent
- H1 2017 PBT: ₦1,048.6mm
- ROE: 47.7%

GTB Sierra Leone

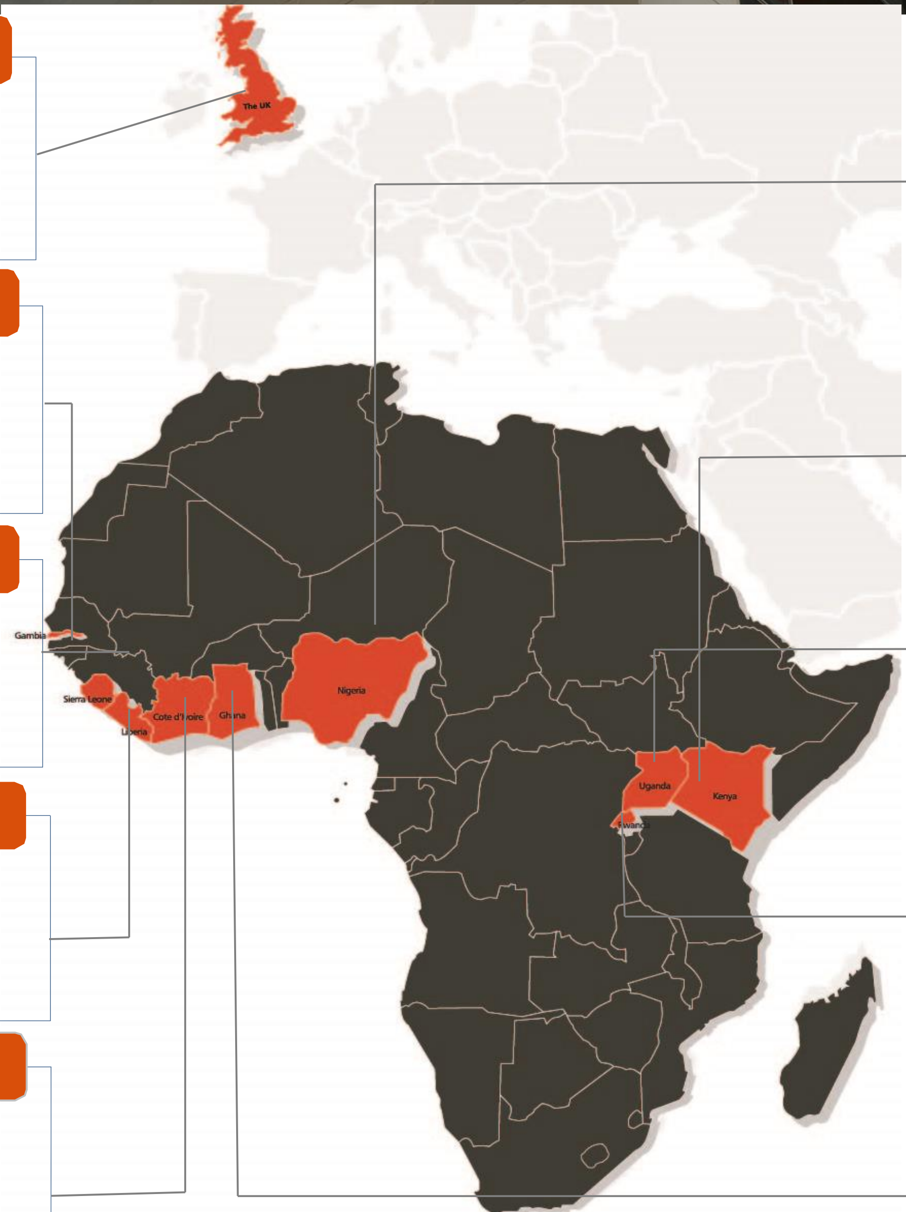
- Established in 2002
- 84.24% owned by parent
- 15 branches
- ₦594.11mm invested by parent
- H1 2017 PBT: ₦1,393.5mm
- ROE: 48.9%

GTB Liberia

- Established in 2009
- 99.43% owned by parent
- 8 branches
- ₦1.95bn invested by parent
- H1 2017 PBT: ₦1,287mm
- ROE: 44.7%

GTB Cote D'Ivoire

- Established in 2012
- 100% owned by parent
- 4 branches
- ₦5.08bn invested by parent
- H1 2017 PBT: ₦18.0mm
- ROE: 0.8%



GTBank plc

- Parent Company
- Established in 1991
- 218 branches, 55 e-branches
- ₦506.55bn in SHF (Parent)
- H1 2017 PBT: ₦94.6bn (Parent)
- ROE: 32.1% (Parent)

GTB Kenya

- Acquired in 2013
- 70% owned by parent
- 9 branches
- ₦17.13bn invested by parent
- H1 2017 PBT: ₦824.8mm
- ROE: 4.9%

GTB Uganda

- Acquired in 2013
- Subsidiary of GTB Kenya
- 9 branches
- ROE: 1.8%

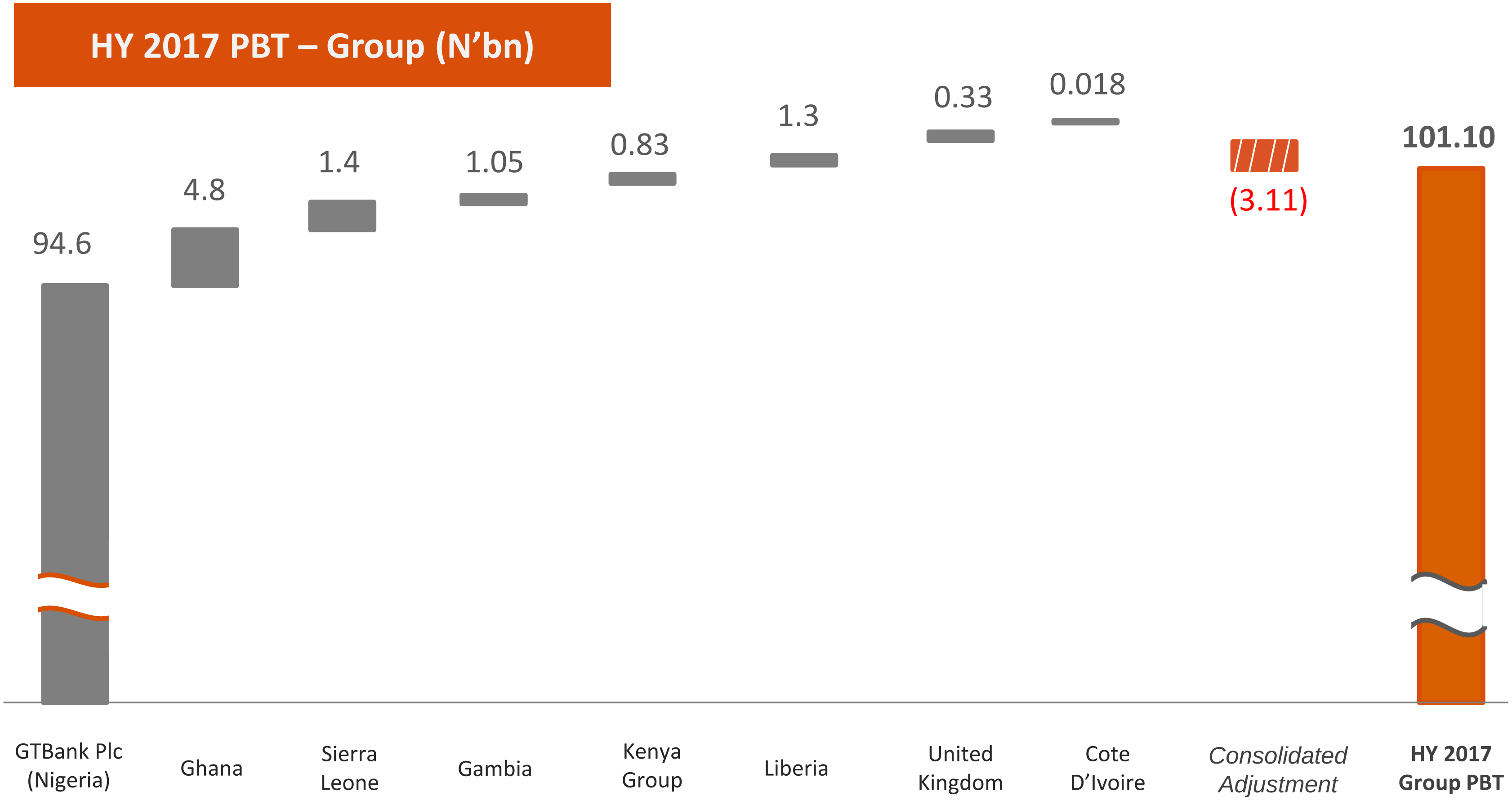
GTB Rwanda

- Acquired in 2013
- Subsidiary of GTB Kenya
- 14 branches
- ROE: 4.6%

GTBank Ghana

- Established in 2006
- 97.97% owned by parent
- 34 branches
- ₦9.04bn invested by parent
- H1 2017 PBT: ₦4,753mn
- ROE: 45.9%

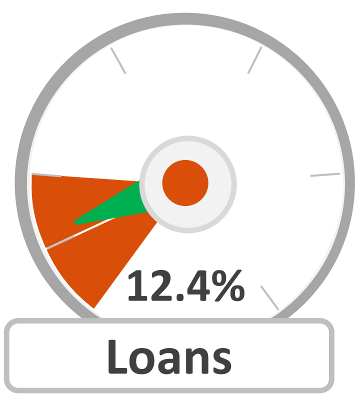
Group PBT Breakdown



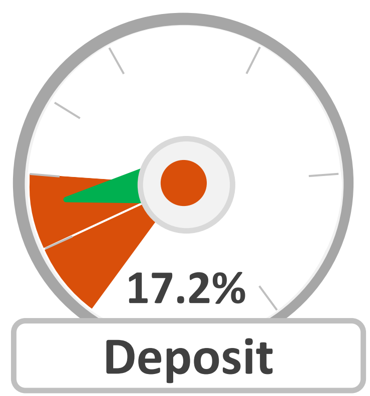
Parent and Subsidiary Highlights

Millions of Naira	H1 2017 vs FY 2016						HY 2017 vs HY 2016	
	Assets	**% change**	**Loans**	**% change**	**Deposits**	**% change**	**PBT**	**% change**
Cote D'Ivoire	13,929	5.8%	5,471	(10.6%)	7,395	7.7%	18	147%
Gambia	44,318	6.4%	6,148	0.7%	25,077	5.4%	1,049	91%
Ghana	134,567	17.1%	44,663	(4.2%)	105,282	27.4%	4,753	132%
Kenya Group	125,682	2.4%	63,454	7.1%	82,533	(0.4%)	825	172%
Liberia	36,116	16.9%	19,796	35.9%	26,030	16.5%	1,287	396%
Sierra Leone	33,327	(10.9%)	13,978	(2.1%)	26,137	(13.2%)	1,393	89%
United Kingdom	168,842	13.8%	32,506	16.2%	66,275	17.3%	329	100%
Nigeria	2,757,575	5.5%	1,306,277	(7.8%)	1,627,718	(3.2%)	94,558	15%
Grand Total*	**3,232,238**	**3.7%**	**1 ,589,430**	**(6.3%)**	**1,966,376**	**(1.0%)**	**101,100**	**18%**

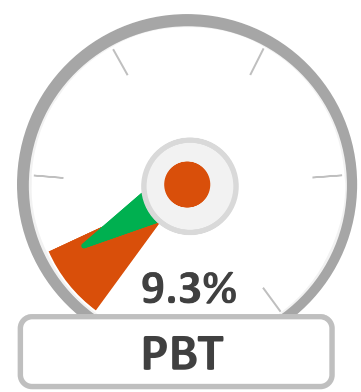
% Contribution of Subsidiaries to Group



FY 2016 -11 %



FY 2016 – 15.4%



HY 2016 – 6.2%

**post elimination entries*

Non-Financial Highlights for HY 2017

EMPLOYEES

55% Gender 45%

6,473 employees

Training

95% employee received training in HY 2017

CUSTOMERS

Over **10.7** million Customers

International Branch Nework over **400**

GT Express

55 e-branches & GT Express locations in Nigeria

ATM

over **1,200**

SHAREHOLDERS

Shareholders **331,576**

EPS

296kobo

Positioning **No.1** in market Capitalization (Bank) and Best in Class Returns

COMMUNITIES

CSR projects in Schools

Principals Cup **747** Schools

Masters Cup **21** Schools

2017 Annual Autsim Conference

207 Children

1,451 Caregivers

benefitted from the Annual Austim Child Assessment and conference

GTCrea8 eSavers Scholarship

36 university undergraduates in the six geo-political zones of Nigeria

GTBANK FOOD AND DRINK

Over **110,000** participants

Over **130** vendors

RATINGS

FitchRatings **B+**

S&P Global Ratings **B**

ACCOLADES

Euromoney Private Banking and Wealth Management Awards 2017
- Best private banking services overall
- Net-worth-specific services
- Commercial Banking Capabilities

The Asian Banker Excellence In Retail Financial Services Awards
- Best Deposit Service
- Best Retail Payment in Nigeria

Ethical Boardroom Corporate Governance Awards 2017
- Best Corporate Governance – Financial Services – Africa

Finance Monthly CEO Award
- 2017 CEO of the Year

African Banker Awards
- African Bank of the Year

Euromoney Awards
- Nigeria's Best Bank
- Best Bank for SMEs in Africa

International Finance Awards
- Best Digital Bank

World Finance Award 2017
- Best Banking Group Nigeria

Guidance and Plans for FY 2017

Guidance and Plans for FY 2017

	FY 2017 Guidance	HY 2017 Achievements
PBT	₦168 bn	₦101 bn
Deposit growth	15%	-1%
Loan growth	10%	-6.2%
Coverage (with Reg. Risk Reserve)	100%	222.9%
Cost of Risk	1-2%	0.5%
NPL to Total Loans	Below 5%	3.7%
Return on average Assets	5%	5.3%
Return on average Equity	Above 25%	32.1%
Loans to Deposits and Borowings	75%	62.7%
Liquidity	40%	48.5%
Capital Adequacy Ratio	20%	23.1%
Cost to Income	40%	40.2%
Net Interest Margin	9%	10.4%

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This presentation is based on Guaranty Trust Bank Plc (“**GTBank**” or “**Bank**”)’s audited financial results for the half year ended June 30, 2017 prepared in accordance with International Financial Reporting Standards (“**IFRS**”) as issued by the International Accounting Standards Board (IASB). The Bank has also obtained certain information in this presentation from sources it believes to be reliable. Although GTBank has taken all reasonable care to ensure that such external information are accurate and correct, the Bank makes no representation or warranty, express or implied, as to the accuracy, correctness or completeness of such information.

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Thank You