PRESS RELEASE

ECOBANK REPORTS $408 MILLION IN PRE-TAX PROFIT ON REVENUE OF $1.7 BILLION FOR THE NINE MONTHS ENDED 30 SEPT. 2014

LOMÉ, 29 October 2014: Ecobank Transnational Inc. ("Ecobank" or “the Group”; NSE: ETI, GSE: ETI; BRVM: ETIT), the parent company of the pan-African banking Group present in 36 African countries today reported its unaudited financial results for the nine months ended 30 September 2014.

Financial highlights:

- Net revenue of $1.7 billion, up 14% from the prior year
- Cost-income ratio of 66.6%, an improvement of 4.6 percentage points from 2013
- Pre-tax profit of $408 million, up 35% from the prior year
- Profit after tax from continuing operations of $324 million, up 28% from the prior year
- Basic earnings per share of 1.59 $ cents, an increase of 26% from 1.26 $ cents in 2013

Balance sheet growth:

- Net customer loans of $12.1 billion, up $1.6 billion, or 15% from the prior year
- Customer deposits of $16.8 billion, up $1.1 billion, or 7% from the prior year
- Total assets of $23.4 billion, up $1.9 billion, or 9% from the prior year
- Tier I capital under Basel I increased by $234 million to $2.4 billion, for a Tier I capital ratio of 14.3% (pro-forma for Nedbank investment, Tier I capital ratio reaches 17.3%)

Business highlights:

- Revenue continues to benefit from our diversified business model, as non-funded income grew 23% year-on-year and contributed over half of overall net revenue
- Our focus on efficiency is delivering results. Group-wide cost-income ratio has improved consecutively in each quarter this year
- Nigeria sustained its strong performance, delivering strong loan and revenue growth, a significant reduction in its cost-income ratio and a return on equity of 19.2%

Commenting on these results, Group CEO Albert Essien 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 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, this meant our balance sheet growth was muted.

“Our capital position has been significantly enhanced 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 the 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.”

FINANCIAL PERFORMANCE SUMMARY

Selected Financial Information

In millions of $, except ratios and per share	Nine months ended **30 Sept 2014**	30 Sept 2013	*YoY*	Three months ended **30 Sept 2014**	**30 June** 2014	*QoQ*	30 Sept 2013	*YoY*
Net interest income	**811**	771	*5%*	**272**	267	*2%*	262	*4%*
Non-interest revenue	**840**	681	*23%*	**305**	281	*9%*	245	*24%*
Net revenue	**1,650**	1,452	*14%*	**577**	548	*5%*	508	*14%*
Operating expenses	**(1,099)**	(1,034)	*6%*	**(368)**	(367)	*0%*	(363)	*1%*
Impairment losses on financial assets	**(144)**	(115)	*25%*	**(57)**	(42)	*34%*	(42)	*35%*
Profit before tax	**408**	303	*35%*	**153**	138	*11%*	102	*50%*
Tax expense	**(84)**	(49)	*72%*	**(23)**	(34)	*(32%)*	(18)	*26%*
Profit for the period from continuing operations	**324**	254	*28%*	**129**	104	*25%*	84	*55%*
Losses from discontinued operations	**(2.4)**	(4.1)	*(43%)*	**(1.1)**	(0.8)	*41%*	(2.6)	*(57%)*
Profit for the period	**322**	250	*29%*	**128**	103	*24%*	81	*58%*
Attributable profit to owners of the company	**277**	217	*28%*	**113**	88	*29%*	68	*66%*
Basic EPS ($ cents)	**1.59**	1.26	*26%*	**0.63**	0.51	*23%*	0.40	*58%*
Diluted EPS ($ cents)	**1.37**	1.04	*32%*					
Retun on average equity (ROE)	**18.9%**	15.0%		**22.1%**	18.3%		14.8%	
Cost-income ratio (CIR)	**66.6%**	71.2%		**63.7%**	67.1%		71.6%	

Note: Selected income statement lines only and totals may not sum up

Net revenue was $1.7 billion, up 14% from the prior year, reflecting continued improved performance in non-interest revenue (NIR) generation, particularly in our Treasury business. This is a reflection of the strength of our diversified business model and distinctive pan-African platform.

Net interest income was $811 million in the year to 30 September, up 5% from the prior year. The increase in net interest income (NII) was driven by year on year growth in Corporate Bank loans, offset by changes in the cash reserve requirements (CRR) on public and private sector deposits in Nigeria reducing holdings of government bonds. For the third quarter (July – Sept.), NII was $272 million, up 2% on a consecutive quarter-on-quarter (QoQ) basis, with increases in Nigeria, East Africa and Southern Africa outweighing reductions in other clusters.

The net interest margin (NIM) was 6.9% for the first nine months of the year, slightly down from the prior year period.

Non-interest revenue was $840 million, up 23% from the prior year. The growth in NIR was broad-based, but mostly driven by client foreign exchange (FX) related volumes and trading income, which was up 49% on the year ago period, as our Treasury business continued to take advantage of market opportunities across geographies. Additionally, NIR was boosted by fees and commissions on loans and, encouragingly, from our alternative channels (ATMs, Cards and remittance products). For the third quarter, NIR was $305 million, increasing 9% on a QoQ basis and 24% on a year-on-year (YoY) basis.

Operating expenses increased 6% from the prior year to $1.1 billion, reflecting a 12% increase in staff costs, partially offset by depreciation and amortization and other operating expenses, which were held flat. For the third quarter operating expenses were $368 million, flat QoQ, reflecting containment of non-staff expenses.

Our priority in driving efficiencies in our businesses continues to reflect in improvements in our cost-income ratio (CIR). The CIR improved to 66.6% in the first nine months of the year compared with 71.2% in the prior year period and is within our full-year target range of high 60s percent. For the third quarter, the CIR was down to 63.7%, a further improvement on the second and first quarter.

Impairment losses on financial assets were $144 million in the first nine months of the year, increasing 25% from the prior year, mainly coming from Nigeria, given the approximately $1.0 billion of additional lending there YoY. For the third quarter, impairment losses were $57 million, up 34% on a QoQ basis.

Profit before tax from continuing operations increased 28% to $324 million reflecting revenue growth and efficiency improvements, particularly in Nigeria.

On a cluster basis, year-on-year PBT growth for the nine months ended 30 September was strong across all regions: Nigeria (+76%), Central Africa (+63%), Rest of West Africa (+28%), Francophone West Africa (+37%), Southern Africa (53%), and East Africa which reported a pre-tax profit from a pre-tax loss in the prior year.

For the third quarter, profit before tax increased 11% on a QoQ basis to $153 million.

Tax expense was $84 million, representing an effective tax rate (ETR) of 20.5%. This was higher than the 16.0% ETR recorded in the prior year, which had benefitted from certain tax credits in Cote d'Ivoire and Congo Brazzaville. For the third quarter, the effective tax rate decreased to 15.3% from 18.1% in the prior year, given the increased proportion of our PBT generated in Nigeria, where our ETR is lower.

Profit after tax from continuing operations increased 28% to $324 million from the prior. The Group achieved a return on average equity (ROE) of 18.9% in the first nine months of 2014 compared with 15.0% in the prior year.

Earnings per share (EPS) were 1.59 $ cents (basic) and 1.37 $ cents (diluted) for the nine months ended 30 September, compared with 1.26 $ cents (basic) and 1.04 $ cents (diluted) in the prior year period, respectively. On 1 July 2014, two IFC funds were issued a total of 838.3 million new shares following a $75 million loan conversion. The weighted average number of shares used in the calculation of basic EPS for the nine months ended 30 September was 17,491.6 million (2013: 17,212.2 million). Shortly after the period end, 4,512.6 million new shares were issued to Nedbank following their $493 million investment, bringing our current total shares in issue to 22,563.1 million.

Selected Balance Sheet Information

	As at		
In billions of $, except ratio and per share	**30 Sept 2014**	30 June 2014	30 Sept 2013
Customer loans (net)	**12.06**	12.38	10.51
Domestic bank loans	**5.50**	5.75	5.38
Corporate bank loans	**6.56**	6.64	5.12
Total assets	**23.42**	23.43	21.54
Customer deposits	**16.84**	17.31	15.73
Domestic bank deposits	**10.72**	11.18	10.30
Corporate bank deposits	**6.12**	6.13	5.44
Total equity	**2.41**	2.28	2.27
Shareholders' equity	**2.22**	2.10	2.09
Book value per share, BVPS ($ cents)	**12.31**	12.23	12.13
Tier I capital	**2.39**	2.20	2.16
Tier I capital ratio	**14.3%**	13.0%	14.6%
Tier II capital	**0.47**	0.54	0.57
Tier II capital ratio	**2.8%**	3.2%	3.8%
Total capital ratio (CAR)[(1)]	**16.9%**	16.1%	18.5%
Risk weighted assets (RWA)	**16.71**	16.87	14.80

(1) Total capital ratio (CAR) is calculated after accounting for investment in associates in total regulatory capital

NB: totals may not add up due to rounding

Customer loans (net) were $12.1 billion at 30 September 2014, up 15% from the prior year and down 3% from 30 June 2014. Loan growth YTD, has been modest at 6% because we have been selective in our approach to new lending. The 6% increase was driven primarily by Nigeria and partially offset by a reduction in US Dollar value of the loan book in Francophone WA and Central Africa in the third quarter given the depreciation of the Euro-linked CFA Franc. On the business side, loan growth was driven primarily by our Corporate Bank business, while our Domestic Bank business took a more cautious stance on credit extension, especially in the third quarter.

Customer deposits were $16.8 billion at 30 September 2014, up 7% from the prior year and down 3% from 30 June 2014. The YoY increase in deposit growth was driven predominantly by Francophone WA, while Nigeria saw modest growth and Rest of West Africa declined. The 3% QoQ reduction resulted from a 4% negative foreign exchange impact, combined with a 1% growth on a constant currency basis.

Overall, our cost of funds increased 0.1% from the prior year to 3.2% for the nine months to 30 September 2014. Our current and savings (CASA) account ratio, which reflects the proportion of relatively core and stable customer deposits was 71.2%, up from 70.7% at the end of the second quarter.

Total equity was $2.4 billion, up 6% from the prior year, reflecting improved profitability, partially offset by currency translation differences. The Nedbank transaction after the period end has increased pro-forma total equity by $493 million to $2.9 billion, with a pro-forma book value per share of 12.0 $ cents.

Tier I capital ratio was 14.3% for the first nine months of the year and our overall capital adequacy ratio (CAR) was 16.9%. Risk-weighted assets (RWA) were $16.7 billion, up 13% from the prior year but down 1% during the third quarter. Pro-forma for the Nedbank investment, the Tier I capital ratio reaches 17.3% with an overall CAR of 18.4%.

Credit Quality

In millions of $, except ratios

For the period ended:	**9 Mths to 30 Sept 2014**	6 Mths to 30 June 2014	9 Mths to 30 Sept 2013
Impairment losses on loans & advances	**(141)**	(88)	(115)
Impairment losses on other assets	**(3.1)**	0.8	(0.5)
Impairment losses on financial assets	**(144)**	(87)	(115)
As at:	**30 Sept 2014**	30 June 2014	30 Sept 2013
Non-performing loans (NPLs)	**608**	534	633
Allowance for impairment losses	**384**	353	442
NPL ratio	**4.9%**	4.2%	5.8%
Cost-of-risk	**1.53%**	1.42%	1.47%
Coverage ratio	**63.2%**	66.2%	69.9%

NB: totals may not add up due to rounding

Non-performing loans (NPLs) were $608 million as at 30 September 2014, down 4% from the prior year but up 14% from 30 June 2014. The YoY decrease in NPLs reflected primarily the $250 million loan write-offs at the end of the second quarter of 2014. The QoQ NPL increase was driven by Nigeria, partially offset by NPL reductions in Francophone WA and Rest of West Africa regions. The increase in NPLs resulted in in the Group's NPL ratio rising to 4.9% from 4.2% at 30 June 2014 and 5.8% in the prior year period.

Our coverage ratio reduced to 63.2% as at 30 September 2014 from 66.2% at the end of the second quarter. We expect to build the coverage ratio by year end.

GEOGRAPHICAL CLUSTER FINANCIAL PERFORMANCE

Ecobank's operations in Africa are grouped into six geographical clusters according to size and shared attributes such as a common currency or membership of a Regional Economic Community: **Francophone West Africa**, **Nigeria**, **Rest of West Africa**, **Central Africa**, **East Africa** and **Southern Africa**. We also show results for our **International** business (comprising our Paris affiliate and its representative office in London) and **EDC Group**, our investment banking business, including Securities and Asset Management.

The amounts in the tables below are unadjusted for consolidation eliminations, and do not include eProcess (our shared services center subsidiary) or ETI (the parent company).

FRANCOPHONE WEST AFRICA (UEMOA)

In millions of $, except ratios	Nine months ended **30 Sept 2014**	30 Sept 2013	*YoY*
Net revenue	**355.4**	306.9	*16%*
Operating expenses	**(217.9)**	(202.6)	*8%*
Impairment losses on financial assets	**(34.8)**	(29.2)	*19%*
Profit before tax	**102.8**	75.0	*37%*
Profit after tax	**80.6**	64.2	*26%*
Loans (net)	**3,623**	3,381	*7%*
Total assets	**6,171**	5,505	*12%*
Deposits	**4,570**	3,953	*16%*
Total equity	**372**	379	*(2%)*
Cost-income ratio	**61.3%**	66.0%	
NPL ratio	**5.2%**	5.0%	
Coverage ratio	**57.6%**	50.0%	

Francophone WA comprises subsidiaries in Benin, Burkina Faso, Cape Verde, Côte d'Ivoire, Guinea Bissau, Mali, Niger, Senegal, and Togo.

Note: Selected income statement line items only and thus totals may not sum up

Highlights

- Francophone WA reported a profit after tax (PAT) of $81 million, up 26% from the prior year on $355 million of revenue, up 16% from the prior year. The increase in after-tax profit reflected growth in non-funded income and strong efficiency gains, partially offset by a higher effective tax rate
- Revenue growth was driven primarily by non-interest revenue. NIR grew 22% driven by fees from client-driven foreign currency (FX) trading and fee and commission income. NII increased 10% from the prior year driven by an increase in the net interest margin, partially offset by lower loan balances YTD.
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- Operating expenses were $218 million, up 8% from the prior year driven by staff costs and other operating expenses. Expenses continue to be managed well and as a result the cost-income ratio (CIR) improved to 61.3% for the period, compared with 66.0% in the prior year period. The CIR has improved each quarter of the year and was 58.6% in the third quarter versus 64.7% in the year ago quarter
- The net impairment charge for the first nine months of 2014 was $35 million, up 19% from the prior year, reflecting higher provision charges in Benin, Niger and Togo, partially offset by impairment reductions in Cote d'Ivoire, Mali and Senegal. The NPL ratio rose slightly from 5.0% in 2013 to 5.2% in September 2014.

NIGERIA

In millions of $, except ratios	Nine months ended 30 Sept 2014	30 Sept 2013	YoY
Net revenue	**701.6**	592.7	*18%*
Operating expenses	**(479.5)**	(469.0)	*2%*
Impairment losses on financial assets	**(77.4)**	(41.8)	*85%*
Profit before tax	**144.6**	82.0	*76%*
Profit after tax	**157.2**	87.7	*79%*
Loans (net)	**4,702**	3,704	*27%*
Total assets	**9,564**	8,972	*7%*
Deposits	**6,801**	6,619	*3%*
Total equity	**1,187**	1,052	*13%*
Cost-income ratio	**68.3%**	79.1%	
NPL ratio	**3.7%**	3.4%	
Coverage ratio	**59.4%**	97.8%	

Nigeria is categorized as a cluster in its own right due to its size
Note: Selected income statement line items only and thus totals may not sum up

Highlights

- Nigeria reported a PAT of $157 million, up 79% from the prior year on $702 million of net revenue, up 18% from the prior year. Additionally, the PAT has increased each quarter in 2014 benefiting from efficiency gains
- Net revenue growth of 18% was driven mostly by growth in NIR, up 37% YoY than NII, which was up 5%. The modest NII growth reflected strong growth in interest earning assets particularly in customer loans, which have increased 27% YoY. NII was impacted by the increases in cash reserve ratio (CRR) requirements compared to last year, with funds in CRR reserve not able to earn any interest income. NIR benefited from strong client activity that boosted FX client and trading income, while the growth in loan balances and credit related activities helped increase fees and commissions income
- The focus on driving profitability, extracting ongoing synergies and maximising cross-sell capabilities is paying off. Operating expenses for the nine months to September 2014 were $480 million, up 2% from the prior year, reflecting flat growth in staff costs, a reduction in depreciation and amortisation charges slightly offset by an increase in other operating expenses. The CIR for the period improved to 68.3%. On a QoQ basis, the CIR has improved each quarter in 2014, registering 71.7%, 68.8% and 64.9% in first, second and third quarters respectively. Further efficiencies are expected to be realized from our ongoing cost management initiatives
- The impairment charge for the nine months to September was $77 million, an increase of 85% from the prior year period. The increase reflects the growth in the loan book and ongoing portfolio reviews. The NPL ratio was 3.7% in the quarter versus the 2.2% achieved in the second quarter, which benefited from the $250 million write-offs during the time.

REST OF WEST AFRICA (WAMZ)

In millions of $, except ratios	Nine months ended 30 Sept 2014	30 Sept 2013	YoY
Net revenue	**285.4**	279.1	*2%*
Operating expenses	**(134.0)**	(141.5)	*(5%)*
Impairment losses on financial assets	**(17.8)**	(32.9)	*(46%)*
Profit before tax	**133.8**	104.9	*28%*
Profit after tax	**93.6**	75.2	*24%*
Loans, net	**1,180**	1,222	*(3%)*
Total assets	**2,697**	2,863	*(6%)*
Deposits	**1,920**	2,031	*(5%)*
Total equity	**288**	323	*(11%)*
Cost-income ratio	**46.9%**	50.7%	
NPL ratio	**5.9%**	6.7%	
Coverage ratio	**86.0%**	77.7%	

Rest of West Africa comprises subsidiaries in Ghana, Guinea, Liberia, Sierra Leone and The Gambia
Note : Selected income statement line items only and thus totals may not sum up

Highlights

- Rest of West Africa reported a PAT of $94 million, an increase of 24% from the prior year on $285 million of net revenue, up 2% from the prior year
- The cluster's revenue generation capacity was stifled by the macroeconomic challenges in Ghana, although there are signs of improvement there, and the unfortunate outbreak of the Ebola epidemic in Liberia, Guinea and Sierra Leone
- The Ghana business delivered strong growth in local currency terms, but reported results are impacted by the significant depreciation of the Ghana cedi versus the US dollar
- Revenues of $285 million were up 2% from the prior year period. NII was $173 million, flat on a year ago, driven by a decrease in interest earning assets, particularly customer loans and a tightening in loan spreads. NIR was $112 million, up 5% from the prior year, driven by a 29% increase in client-driven FX and trading income in Ghana but partially offset by a 6% decrease in fee and commission income. The decrease in fee and commission income reflects lower loan balances and reduced fees from credit-related activities
- Operating expenses fell 5% from the prior year and the decrease was broad-based across staff and non-staff costs. The efficiency ratio, as a result, improved to 46.9% from 50.7% in the prior year
- The net impairment charge decreased by 46%, reflecting lower NPL formation and a heightened credit risk management agenda. The NPL ratio improved and the coverage ratio has been increased
- We are monitoring the situation in Liberia, Guinea and Sierra Leone very closely, and have established a cross-divisional Ebola taskforce.

CENTRAL AFRICA (CEMAC)

	Nine months ended		
In millions of $, except ratios	**30 Sept 2014**	30 Sept 2013	*YoY*
Net revenue	**153.8**	127.2	*21%*
Operating expenses	**(95.3)**	(85.9)	*11%*
Impairment losses on financial assets	**(4.8)**	(8.1)	*(41%)*
Profit before tax	**53.5**	32.9	*63%*
Profit after tax	**31.2**	23.1	*35%*
Loans, net	**1,370**	1,300	*5%*
Total assets	**2,412**	2,186	*10%*
Deposits	**2,054**	1,817	*13%*
Total equity	**178**	160	*11%*
Cost-income ratio	**61.9%**	67.6%	
NPL ratio	**4.4%**	4.2%	
Coverage ratio	**51.0%**	58.9%	

Central Africa comprises subsidiaries in Cameroon, Central African Republic, Chad, Congo-Brazzaville, Equatorial Guinea, Gabon and Sao Tome & Principe.

Note : Selected income statement line items only and thus totals may not sum up

Highlights

- Central Africa reported a PAT of $31 million, up 35% from the prior year on $154 million of net revenue, up 21% from the prior year
- The revenue growth was broad-based across revenue lines. NII increased 17% to $71 million from the prior year, driven by higher yields on earning assets. NIR was $83 million, up 25% from the prior period, on increased fee and commission income (+28%) and trading income (+20%)
- Operating expenses were $95 million, up 11% from the prior year, reflecting the investments we continue to make to develop the business. Despite the growth in operating expenses, the CIR improved to 61.9% from 67.6% in the prior year
- The impairment charge fell 41% to $4.8 million reflecting lower provisions in Cameroon.

EAST AFRICA (EAC)

In millions of $, except ratios	Nine months ended 30 Sept 2014	30 Sept 2013	YoY
Net revenues	**59.2**	48.9	*21%*
Operating expenses	**(57.8)**	(52.2)	*11%*
Impairment losses on financial assets	**(1.3)**	(1.9)	*(30%)*
Profit before tax	**0.1**	(5.2)	*n.m*
Profit after tax	**0.4**	(6.1)	*n.m*
Loans (net)	**522**	436	*20%*
Total assets	**1,057**	893	*18%*
Deposits	**778**	640	*22%*
Total equity	**126**	106	*19%*
Cost-income ratio	**97.6%**	106.8%	
NPL ratio	**7.7%**	9.2%	
Coverage ratio	**40.5%**	37.3%	

East Africa comprises subsidiaries in Burundi, Kenya, Rwanda, South Sudan, Tanzania, Uganda and a rep office in Ethopia.
Note: Selected income statement line items only and thus totals may not sum up

Highlights

- East Africa reported a PAT of $0.4 million compared with a after-tax loss of $6.1 million in the prior year on $59 million of net revenue, up 21% from the prior year
- Revenue growth was broad-based and balanced between NII and NIR. NII increased 24% to $32 million from the prior year, driven by both higher yields and strong loan growth. NIR was up 18% to $28 million driven by strong fee and commission income (+29%) and to a lesser extent FX trading income (+10%)
- Operating expenses increased 11% reflecting increases in staff and non-staff costs. The cost-income ratio improved to just below 100%
- The impairment charge for the period was $1.3 million, down 30% from the prior year. The NPL ratio improved as well as the coverage ratio for the period.

SOUTHERN AFRICA (SADC)

In millions of $, except ratios	Nine months ended 30 Sept 2014	30 Sept 2013	YoY
Net revenues	**74.9**	53.0	*41%*
Operating expenses	**(52.8)**	(40.6)	*30%*
Impairment losses on financial assets	**(5.9)**	(1.8)	*220%*
Profit before tax	**16.2**	10.6	*53%*
Profit after tax	**11.1**	6.5	*70%*
Loans (net)	**356**	252	*41%*
Total assets	**700**	504	*39%*
Deposits	**458**	344	*33%*
Total equity	**126**	91	*39%*
Cost-income ratio	**70.5%**	76.6%	
NPL ratio	**6.3%**	6.8%	
Coverage ratio	**77.2%**	92.2%	

Southern Africa comprises subsidiaries in Democratic Republic of Congo, Malawi, Zambia, Zimbabwe, Mozambique and rep office in Angola.

Note: Selected income statement line items only and thus totals may not sum up

Highlights

- Southern Africa reported a PAT of $11 million for the nine months ended 30 September, up 70% from the prior year on $75 million of net revenue, up 41% from the prior year
- NII was up 35% to $30 million, driven by earning assets growth, with customer loans up 34% year-to-date and stable margins. NIR increased 46% to $45 million benefiting from strong growth in FX trading income (+49%) and fees and commissions income (+45%)
- Operating expenses grew by 30%, and was broad-based as we continue to invest for growth in the cluster, including in Mozambique. Despite the growth in expenses, the CIR improved to 70.5% versus 76.6% in the prior year period
- Impairment charges increased 220% to $5.9 million largely following portfolio reviews.

EDC GROUP

In millions of $, except ratio	Nine months ended **30 Sept 2014**	 30 Sept 2013	 *YoY*
Net revenue	**38.8**	36.2	*7%*
Operating expenses	**(15.2)**	(12.9)	*17%*
Impairment losses on financial assets	**(1.7)**	0.6	*n.m*
Profit before tax	**22.0**	23.9	*(8%)*
Profit after tax	**19.1**	22.3	*(15%)*
Loans & advances to banks	**104**	119	*(13%)*
Other liabilities	**110**	105	*5%*
Cost-income ratio	**39.1%**	35.7%	

EDC Group is the Investment Banking subsidiary of ETI including Securities and Asset Management

Note: Selected income statement line items only and thus totals may not sum up

Highlights

- EDC Group reported a PAT of $19 million for the nine months ended 30 September, down 15% from the prior year on $39 million of net revenue, up 7% from the prior year
- Strong third quarter performance, driven by the closing of a large syndicated capex financing in Congo-Brazzaville
- Securities and Asset Management business growing well.

INTERNATIONAL

In millions of $, except ratio	Nine months ended **30 Sept 2014**	 30 Sept 2013	 *YoY*
Total revenue, net of interest expense	**20.2**	21.5	*(6%)*
Operating expenses	**(13.8)**	(15.3)	*(10%)*
Profit before tax	**6.4**	6.2	*3%*
Profit after tax	**4.2**	4.3	*(2%)*
Loans (net)	**334**	222	*50%*
Loans & advances to banks	**296**	353	*(16%)*
Deposits from banks	**317**	374	*(15%)*
Deposits from customers	**257**	196	*31%*
Cost-income ratio	**68.5%**	71.3%	

The results for International includes those for our subsidiary in Paris and its rep office in London

Note: Selected income statement line items only and thus totals may not sum up

Highlights

- International reported a PAT of $4.2 million for the nine months ended 30 September, down 2% from the prior year on $20 million of net revenue, down 6% from the prior year
- Good cost control has helped maintain profitability.

About Ecobank: Incorporated in Lomé, Togo, Ecobank Transnational Incorporated (ETI) is the parent company of the leading independent pan-African banking group, Ecobank, present in 36 African countries.

The Group is also represented in France through its affiliate EBI SA in Paris. ETI also has representative offices in Dubai-United Arab Emirates, London-UK and Beijing-China. ETI is listed on the stock exchanges in Lagos, Accra, and the West African Economic and Monetary Union (UEMOA) – the BRVM. The Group is owned by more than 600,000 local and international institutional and individual shareholders. The Group employs over 20,000 people in 40 different countries in over 1,200 branches and offices. Ecobank is a full-service bank providing wholesale, retail, investment and transaction banking services and products to governments, financial institutions, multinationals, international organizations, medium, small and micro businesses and individuals. Additional information may be found at: www.ecobank.com.

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.

Management Conference Call

Ecobank will host a conference call for analysts and investors on **Friday 31st October 2014 at 12:00 GMT (13:00 Lagos time)** during which senior management will present the unaudited financial results for the nine months ended 30 September 2014. There will be an opportunity at the end of the call for questions.

The conference call facility can be accessed by dialling:

UK Standard International	+44 1452 555 566
UK Free Call	0800 694 0257
USA Free Call	1866 966 9439
USA Local Call	1631 510 7498
South Africa Free Call	0800 980 759
United Arab Emirates	8000 3570 3030

Participants will be asked for their full name, company name and conference ID.

Conference ID**:** **2648 8544**

Participants should call at least five minutes before the start of the presentation.

For those who are unable to listen to the live call, an Encore replay facility will be available until 6 November, 2014 with details made available after the call on request.

The presentation will be posted on the Ecobank website prior to the conference call at www.ecobank.com.

Investor Relations

Ecobank is committed to continuous improvement in its investor communications. For further information, and if you have any suggestions on what we can do better, please contact James Etherington and Ato Arku via ir@ecobank.com. Full contact details below:

James Etherington	Group Manager, Investor Relations London	T: M: E:	+44 203 582 8803 +44 783 747 1182 jetherington@ecobank.com
Ato Arku	Group Officer, Investor Relations Lomé	T: M: E:	+228 2221 0303 +228 9240 9009 aarku@ecobank.com

IFRS UNAUDITED CONSOLIDATED INCOME STATEMENT FOR THE NINE MONTHS ENDED 30 SEPTEMBER 2014

In thousands of US dollars, except per-share amounts	**2014**	2013
Interest income	**1,274,770**	1,175,311
Interest expense	**(463,938)**	(403,867)
Net interest income	**810,832**	771,444
Fee and commission income	**515,726**	451,073
Fee and commission expense	**(25,590)**	(17,349)
Net fee and commission income	**490,136**	433,724
Net trading income	**328,900**	220,260
Other operating income	**20,477**	26,777
Operating income before impairment loss	**1,650,345**	1,452,205
Impairment losses for financial assets	**(143,660)**	(115,205)
Operating income after impairment loss	**1,506,685**	1,337,000
Staff expenses	**(514,329)**	(461,165)
Depreciation and amortisation	**(98,264)**	(98,040)
Other operating expenses	**(486,033)**	(474,794)
Total operating expenses	**(1,098,626)**	(1,033,999)
Operating profit	**408,059**	303,001
Share of loss of associates	**(14)**	(21)
Profit before income tax from continuing operations	**408,045**	302,980
Income tax expense	**(83,589)**	(48,578)
Profit for the period from continuing operations	**324,456**	254,402
Losses from discontinued operations	**(2,357)**	(4,102)
Profit for the period	**322,099**	250,300
Attributable to:		
Owners of the parent	**277,429**	217,145
Non-controlling interest	**44,670**	33,155
	322,099	250,300
Earnings per share for the profit attributable to owners of the parent during the period (expressed in United States cents per share)		
Basic	**1.59**	1.26
Diluted	**1.37**	1.04

IFRS UNAUDITED CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 30 SEPTEMBER 2014

In thousands of US dollars	**2014**	2013
Assets		
Cash and balance with central banks	**3,022,789**	2,805,941
Treasury bills and other eligible bills	**951,624**	1,085,985
Loans and advances to banks	**1,606,712**	1,742,090
Loans and advances to customers	**12,058,429**	10,507,532
Trading assets	**243,906**	35,048
Derivative financial instruments	**140,671**	138,567
Investment securities: available-for-sale	**2,023,884**	1,859,653
Investments in associates	**27,205**	15,609
Pledged assets	**923,570**	1,056,845
Intangible assets	**481,549**	507,268
Property and equipment	**866,263**	860,723
Investment properties	**167,338**	197,945
Deferred income tax assets	**107,324**	101,528
Other assets	**681,097**	626,124
Assets held for sale	**119,681**	-
Total assets	**23,422,042**	21,540,858
Liabilities		
Deposits from other banks	**894,665**	929,704
Deposits from customers	**16,837,695**	15,734,053
Other deposits	**484,216**	564,537
Derivative financial instruments	**6,162**	4,140
Borrowed funds	**1,647,437**	1,082,669
Other liabilities	**855,677**	843,220
Other provisions	**28,286**	28,562
Current income tax liabilities	**66,653**	31,329
Deferred income tax liabilities	**42,042**	40,460
Retirement benefit obligations	**20,803**	15,314
Liabilities held for sale	**132,030**	
Total liabilities	**21,015,666**	19,273,988
Equity		
Capital and reserves attributable to the equity holders of the parent entity		
Share and premium	**1,484,181**	1,411,556
Retained earnings and reserves	**737,551**	676,329
Shareholders' equity	**2,221,732**	2,087,885
Non-controlling interest in equity	**184,644**	178,985
Total equity	**2,406,376**	2,266,870
Total liabilities and equity	**23,422,042**	21,540,858

IFRS UNAUDITED CONSOLIDATED STATEMENT OF CASH FLOWS
FOR THE NINE MONTHS ENDED 30 SEPTEMBER 2014

In thousands of US dollars	**2014**	2013
Cash flow from from operating activities		
Profit before tax	**408,045**	302,980
Net trading income - foreign exchange	**(29,757)**	(27,445)
Net gain from investment securities	**18**	63
Impairment losses on loans and advances	**140,570**	114,686
Impairment losses on other financial assets	**3,090**	519
Depreciation of property and equipment	**77,113**	80,079
Net interest income	**(810,832)**	(771,444)
Amortisation of software and other intangibles	**21,151**	17,961
Impairment charges:		
property and equipment	**-**	192
Profit on sale of property and equipment	**(704)**	(598)
Share of loss associates	**14**	21
Income taxes paid	**(93,442)**	(61,400)
Changes in operating assets and liabilities		
- Trading assets	**(128,989)**	57,806
- Derivative financial assets	**675**	4,850
- Other treasury bills	**176,303**	-
- Loans and advances to banks	**(261,043)**	269,751
- Loans and advances to customers	**(432,833)**	(1,102,267)
- Pledged assets	**211,864**	(356,791)
- Other assets	**8,816**	(46,014)
- Mandatory reserve deposits	**(76,242)**	(605,152)
- Other deposits	**(193,744)**	195,178
- Due to customers	**347,791**	1,113,574
- Derivative liabilities	**4,708**	4,011
- Other provisions	**(225)**	2,522
- Other liabilities	**(70,421)**	110,561
Interest received	**1,274,770**	1,175,311
Interest paid	**(463,938)**	(403,867)
Net cash flow (used in) / from operating activities	**112,758**	75,087
Cash flows from investing activities		
Acquisition/disposal of subsidiaries	**(2,723)**	21,420
Purchase of software	**(5,606)**	(13,759)
Net purchase of property and equipment	**(93,254)**	(75,326)
Sale of investment securities	**(130,395)**	458,600
Net cash flow from investing activities	**(231,978)**	390,935
Cash flows from financing activities		
Additional/(Repayment of) borrowed funds	**344,031**	(157,014)
Dividends paid to non-controlling shareholders	**(28,078)**	(23,404)
Dividends paid	**-**	(68,879)
Net cash flow (used in) / from financing activities	**315,953**	(249,297)
Net (decrease) / increase in cash and cash equivalents	**196,733**	216,725
Cash and cash equivalents at start of period	**1,641,749**	1,813,053
Effects of exchange differences on cash and cash equivalents	**(383,293)**	259,238
Cash and cash equivalents at end of period	**1,455,189**	2,289,016