Ecobank Group

1Q15 Earnings Presentation

29 May 2015

Ecobank
The Pan African Bank

Contents

Appendices

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.

1Q15 Highlights

1 Strong earnings growth in a difficult operating environment

- **Profit after tax for 1Q15 increased 37% YoY to 72% from 4Q14 to US$125m**
- Growth achieved despite a difficult operating environment with GDP growth forecasts for most African countries reduced by the IMF – Nigeria's 1Q GDP fell to 3.96% in1Q15
- Further depreciation of our key African currencies – Naira, Cedi and CFA
- Despite these headwinds earnings were strong and ROE was steady at 19.4% and above our cost-of-equity (CoE)

2 Group-wide focus on driving costs efficiency yielding desired results

- **YoY improvement in the cost-income ratio (CIR) resulting from ongoing Group-wide cost management initiatives implemented**
- Branch rationalisations to drive efficiency across our more than 1,200 branches. The ongoing migration of mass customers from branches to e-channels to reduce the costs to costs-to-serve
- Controlled personnel expense and lower depreciation and amortisation expenses

3 Balance Sheets volume growth impacted by currency headwinds; underlying growth still encouraging; healthy Tier 1 and CAR ratios

- **Tier 1 capital ratio 17.2% and Total CAR 19.4%**
- Decent loan and deposit growth in constant currency
- NPL ratio relatively stable at 4.5% in 1Q15

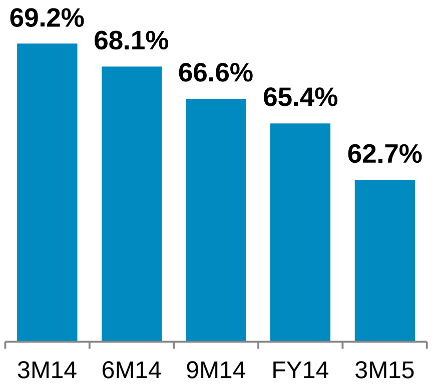
4 Other matters

- **CEO succession planning**

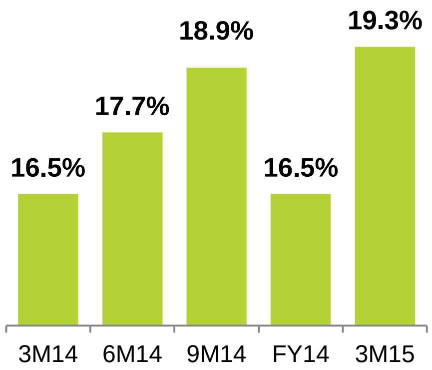
Performance Summary

In millions of US$ (unless otherwise stated)	**1Q15**	4Q14	1Q14	*1Q15 vs 1Q14*
Revenue	**534**	630	525	*2%*
Operating expenses	**(335)**	(393)	(363)	*(8)%*
Impairment losses (1)	**(44)**	(123)	(45)	*(2)%*
Profit before tax	**155**	112	117	*33%*
Profit for the period	**125**	73	91	*37%*
Attributable profit (2)	**111**	60	76	*46%*
Basic EPS (US$ cents)	**0.50**	-	0.44	*13%*

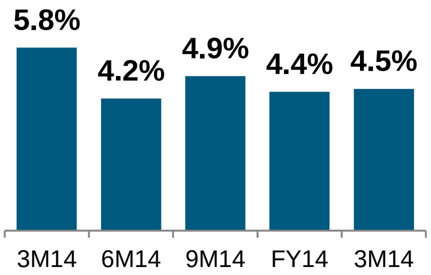
Cost-income ratio



RoAE

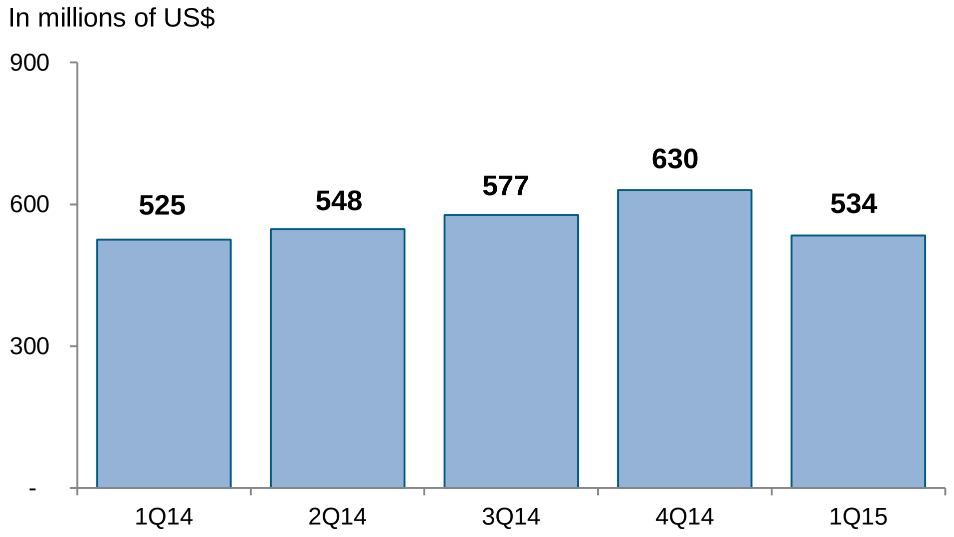


NPL ratio



(1) Impairment losses consist of impairment losses on loans and advances and impairment losses on other assets. Impairment losses on other assets were US$2.1m and US$0.2m for the 1Q15 and 1Q14 periods respectively.
(2) Profit attributable to owners of the parent company, Ecobank Transnational Inc. (ETI)

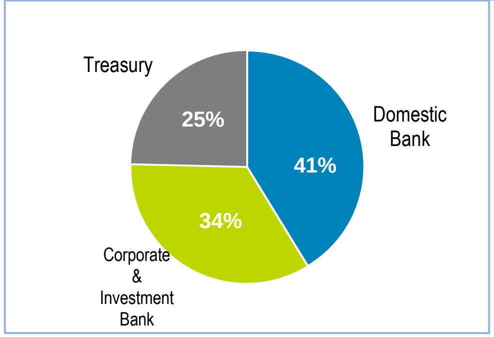
Revenue

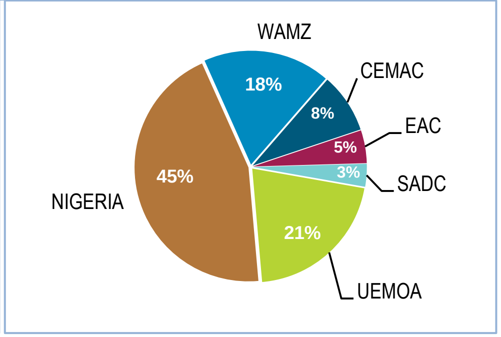


Comments

- **1Q15 net revenue of US$534 up 2% YoY and down 15% LQ (linked quarter)**
- Key drivers:
  - YoY Revenue growth was broad-based with both NII and NIR increasing by 2%
  -
  - Decent underlying volume growth
  - LQ decline in revenue primarily driven by lower NIR from seasonally lower client activity in the 1Q

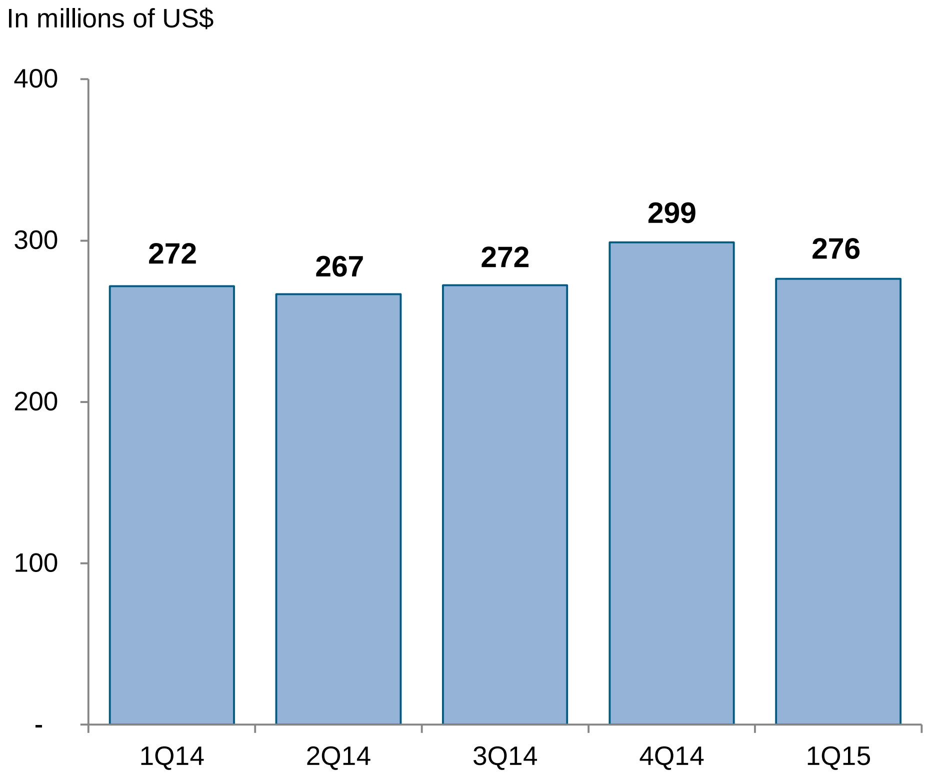
1Q15 Net revenue(1) split by business(2) & geography(2)





(1) Net revenue defined as net interest income plus non-interest revenue
(2) Net revenue breakdown of our business segments and clusters are based on gross unadjusted numbers before the elimination of intra-group transactions
Corporate and investment bank comprises our corporate banking business, investment banking and securities and asset management businesses

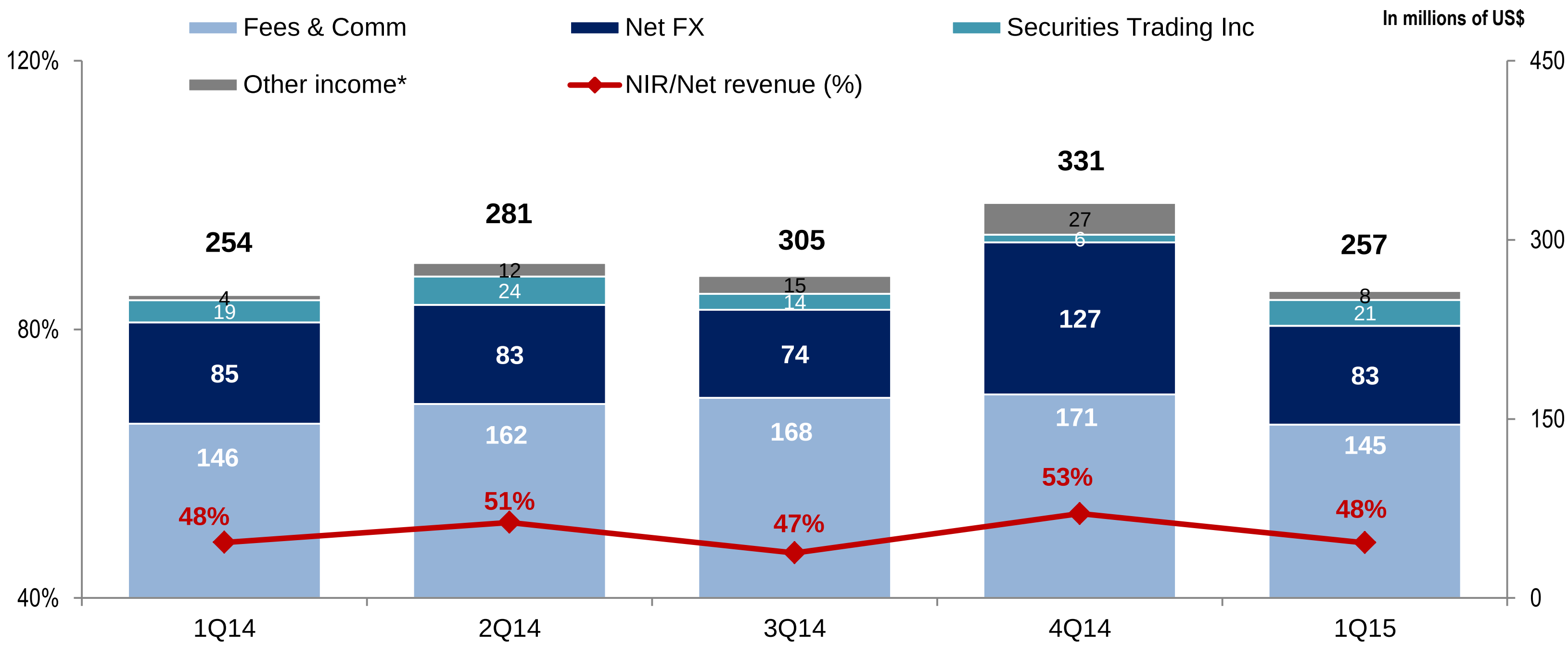
Net Interest Income



Comments

- **NII for 1Q15, up 2% YoY to US$276m but down 7% LQ**
  - The YoY marginal increase driven by underlying volume growth, partially offset by a decline in NIM
  - On a LQ basis, NII decreased on spread compression and lower earning asset balances due to currency translation effects
  - Quarter performance largely impacted by currency translation effects
- **NIM for the 1Q15 was 7.2% improving from 6.8% at year end 2014.** But was lower than 1Q14 NIM of 7.7%

Non-Interest Revenue



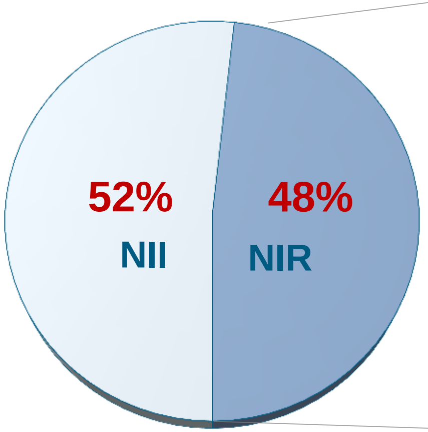
Comments

- **1Q15 NIR up 2% YoY to US$258m but was down 22% on a LQ basis**
  - The YoY increase largely driven by income from securities trading and dividend, which increased by US$2.7m and US$3.9m respectively, partially offset by reductions in fee and commission income and client-driven FX trading income
  - The LQ decrease of 22% was primarily driven by lower cash management fees, fees from securities and asset management, and client driven FX-income ,
  - Lower client activity in the1Q, typically around this time of year

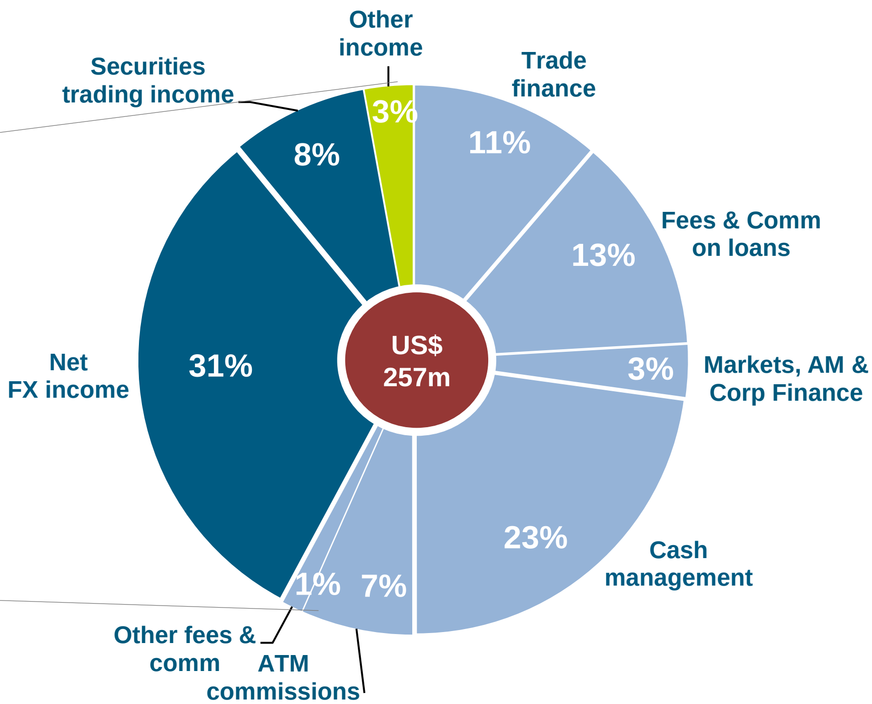
* Other income includes lease income, dividend income, net gains/losses from investment securities and other operating income.
Net FX and Securities Trading income are reported under the 'net trading income' line in the Group's consolidated income statement

Balanced Funded & Non-Funded Income

Balanced Funded & Non-funded Net Revenue 1Q15 = US$534m



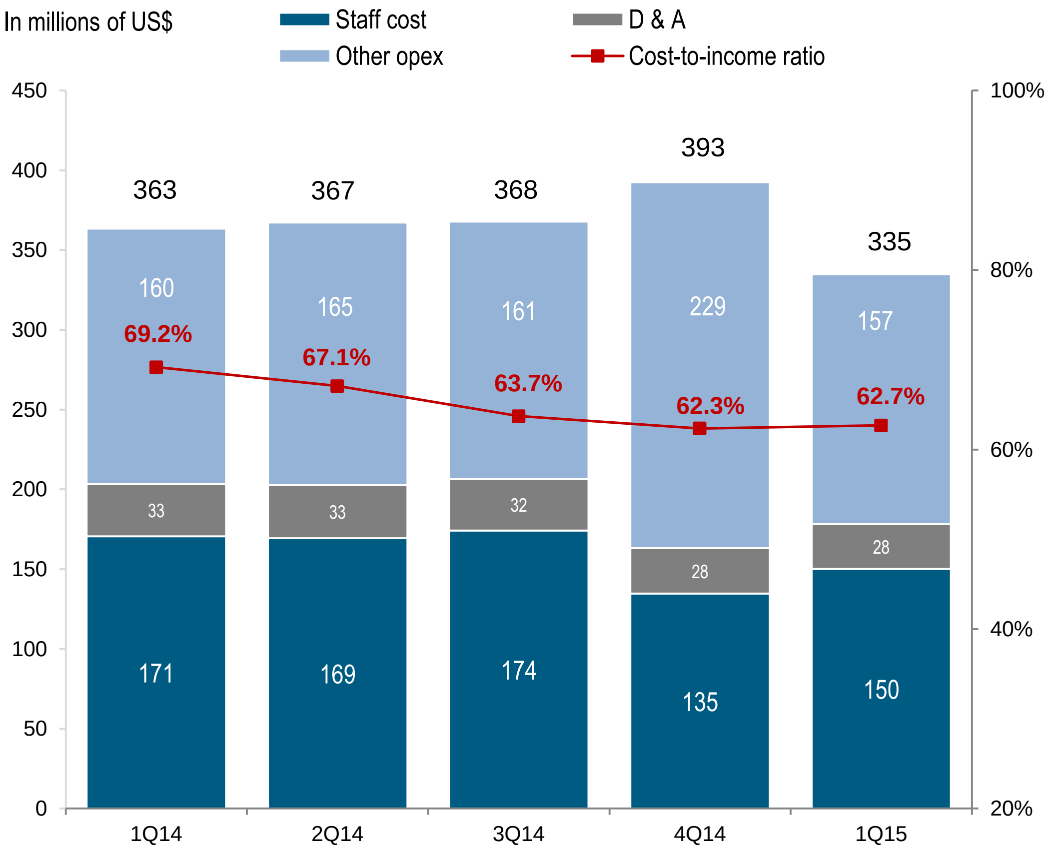
Diversified NIR generation NIR 1Q15 = US$257m



Non-interest revenue	1Q15	4Q14	1Q14
Fees and commissions	57%	52%	58%
Net trading income	40%	40%	40%
Other income*	3%	8%	2%

*Other income includes Lease, dividend ,net gains from govt. investment securities and other operating income

Operating Expenses

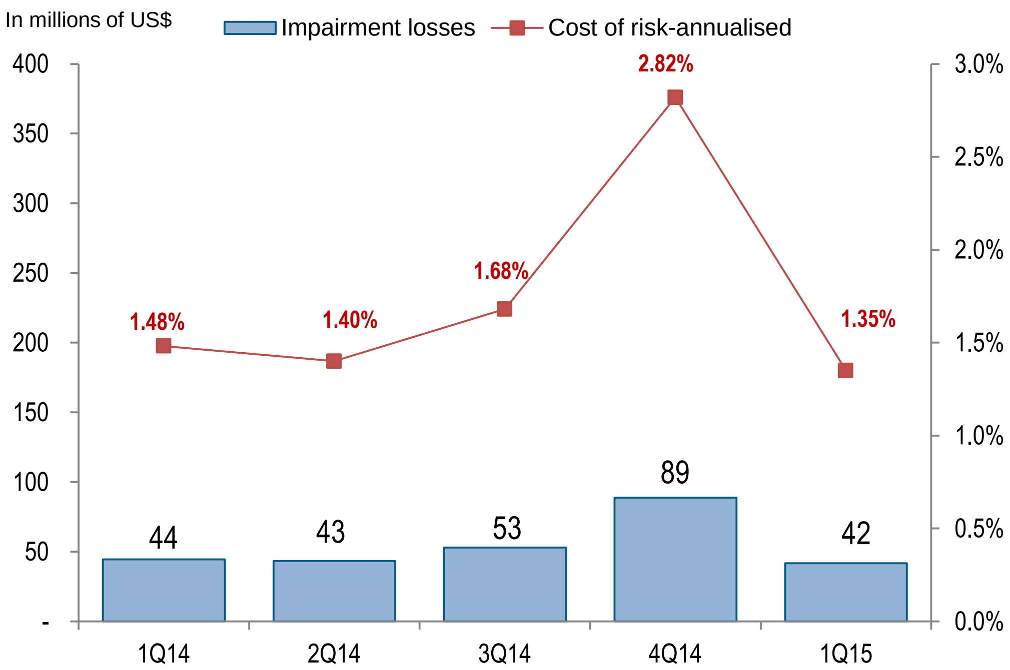


Cost-to-income ratio defined as operating expenses divided by net revenue, and has been computed on a quarterly basis for the quarterly periods

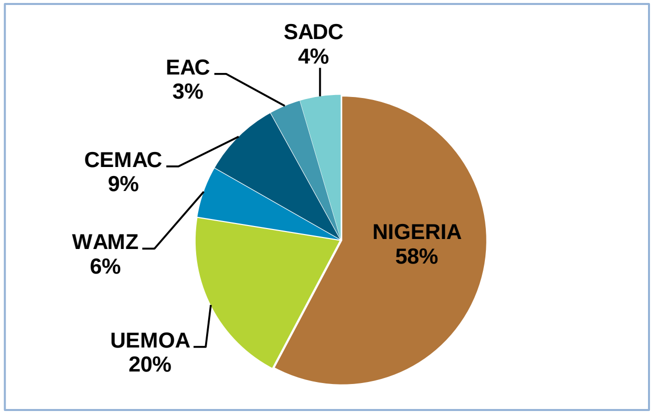
Comments

- **1Q15 operating expenses of US$335m down 8% YoY and 15% LQ**
- Drivers:
  - Managed our businesses well focusing on efficiency and cost discipline
  - Effects of currency translation effects
- 1Q15 CIR of 62.7% was an improvement on the 1Q14 CIR of 69.2% reflecting the focus on expenses discipline. However, 1Q15 CIR marginally deteriorated if compared with 4Q14 CIR of 62.3% primarily because of lower revenues from currency translation effects in 1Q
- Cost management and efficiency improvements would continue to be a key focus for the Group

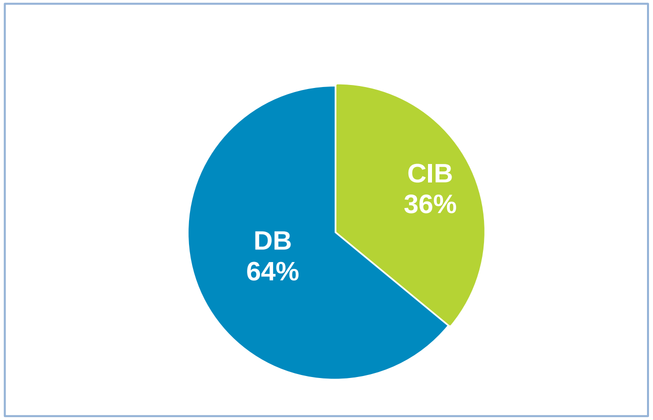
Impairment Losses (net) on Loans



1Q15 impairment losses split by Geography (1)



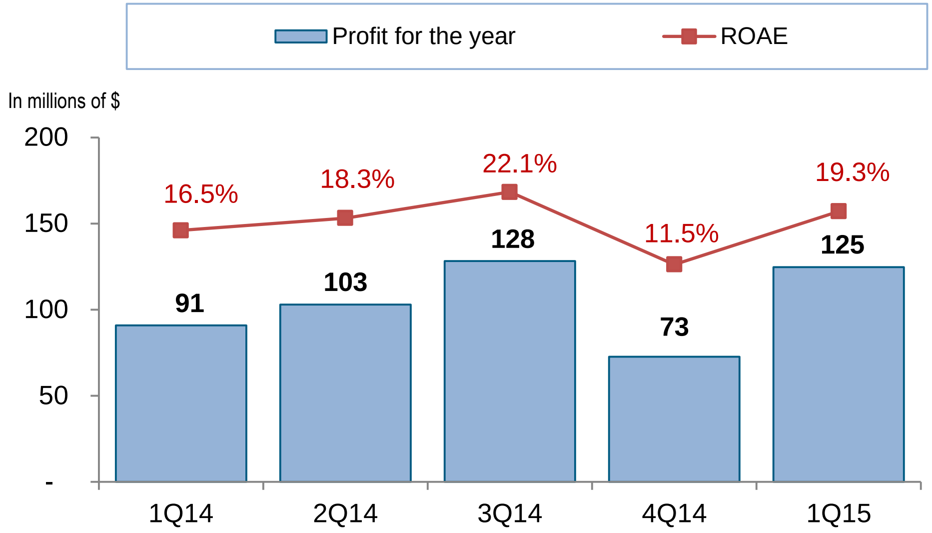
1Q15 impairment losses split by Businesses (2)

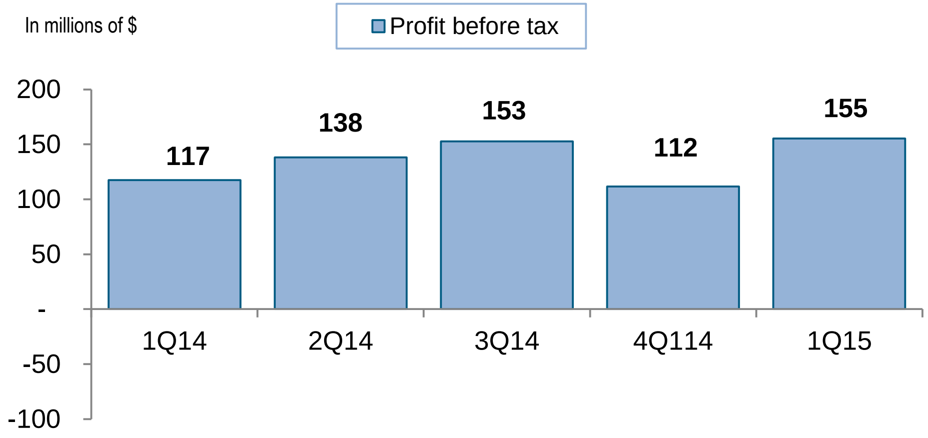


Comments

- **1Q15 net impairment losses on loans was down 6% YoY to US$42m and 53% on a LQ basis**
  - LQ impairments fell due to lower growth in loans

Earnings



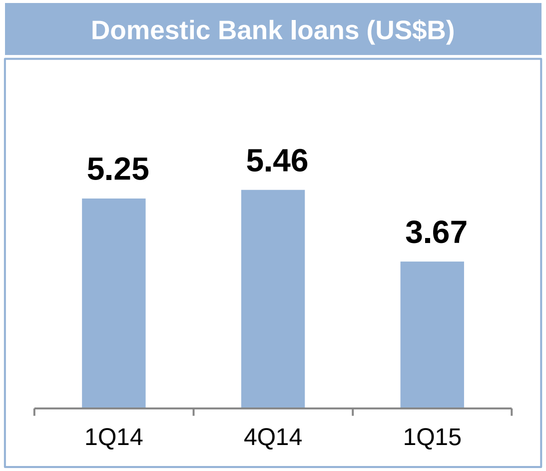


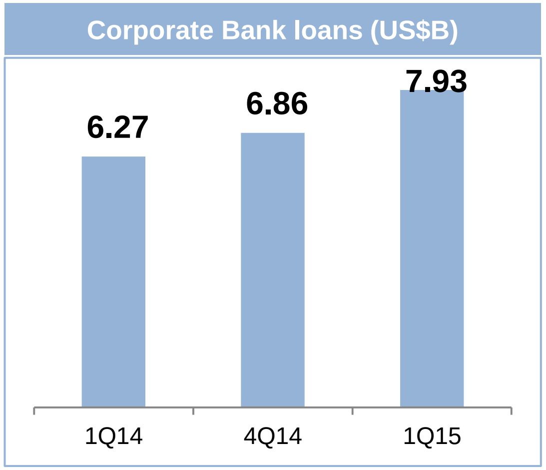
Comments

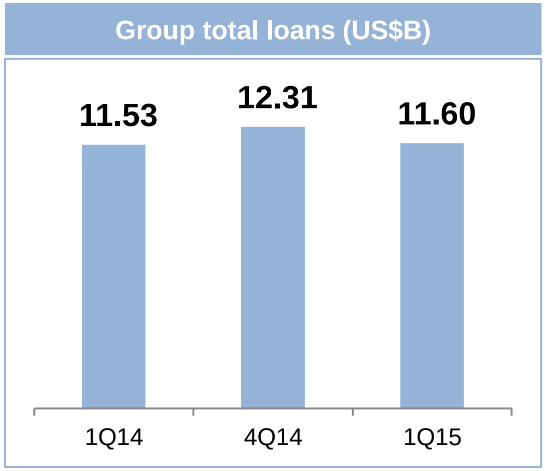
- **Profit for the period was US$125m, up 37% YoY and 72% on a LQ basis**
- **ROE for 1Q15 was 19.3% vs 16.5% in 1Q14**
  - The increase in profit for the year both on a YoY and LQ basis was primarily driven by efficiency gains and continued strengthening of our credit risk management
- **1Q15 pre-tax profit of US$155m up 33% YoY and 39% on a LQ basis, again driven by cost efficiency and lower impairments**
- 1Q15 ROE improved to 19.3% from 16.5% in 1Q14 and 11.5% in 4Q14. The quarter ROE is above cost-of-equity (CoE)

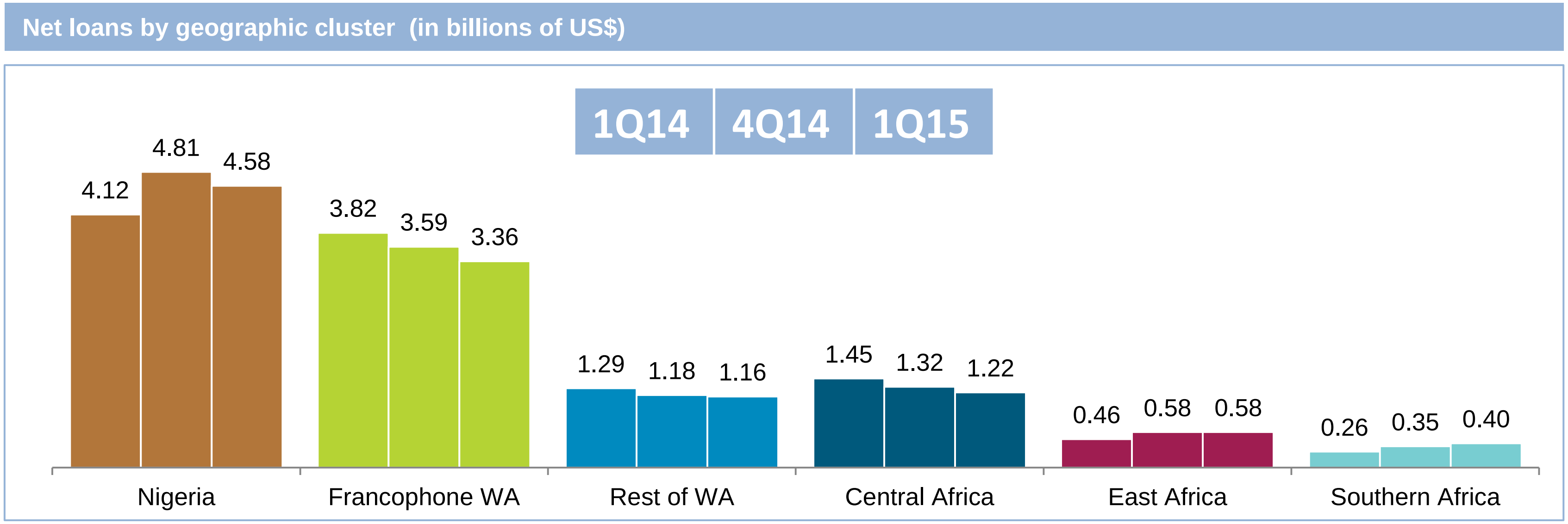
Loan Activity

1Q15 loan growth negatively impacted by currency weakness

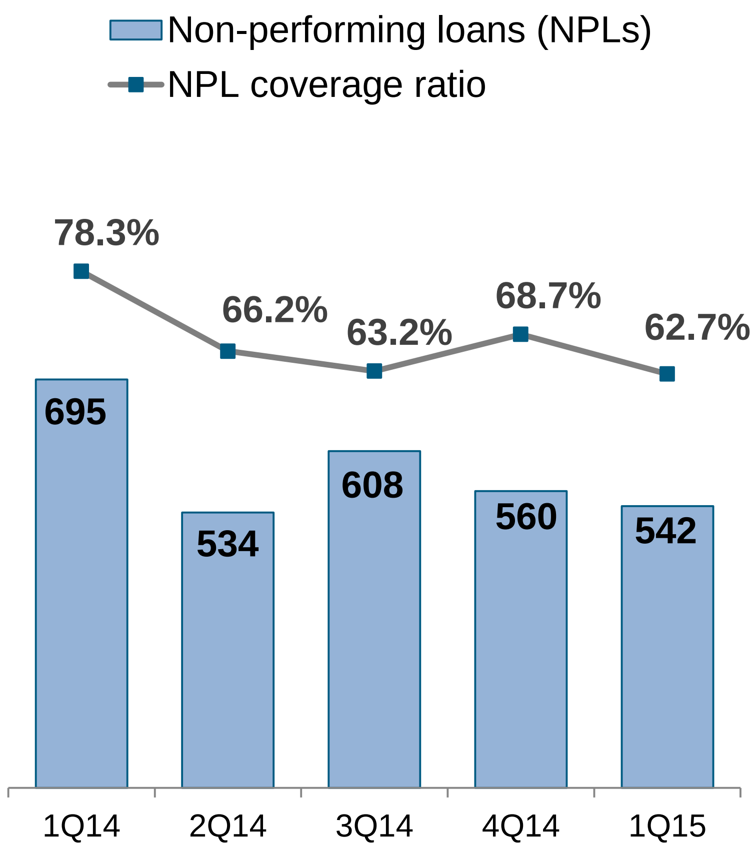


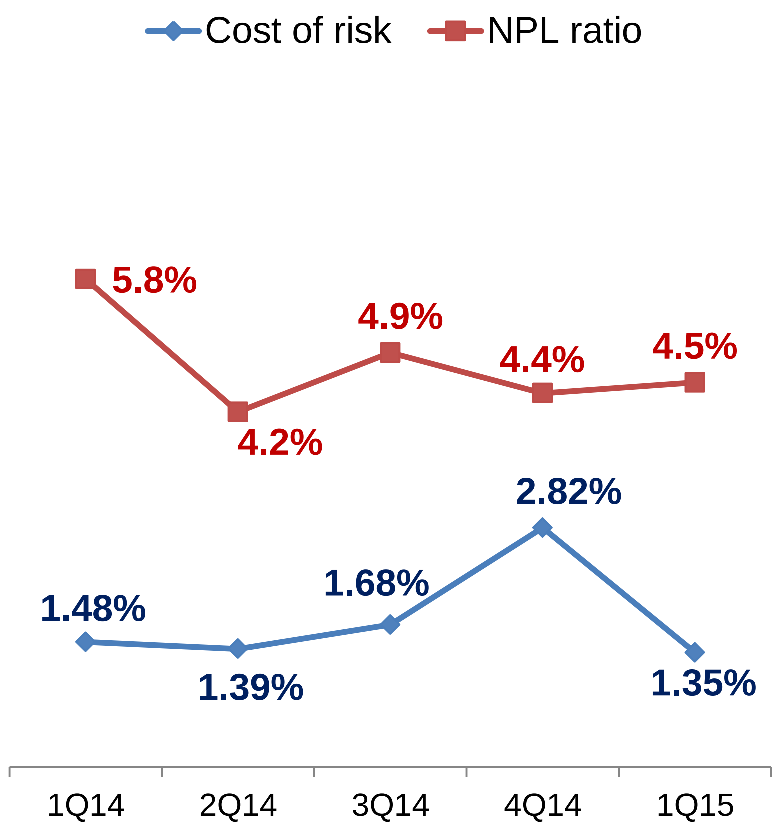






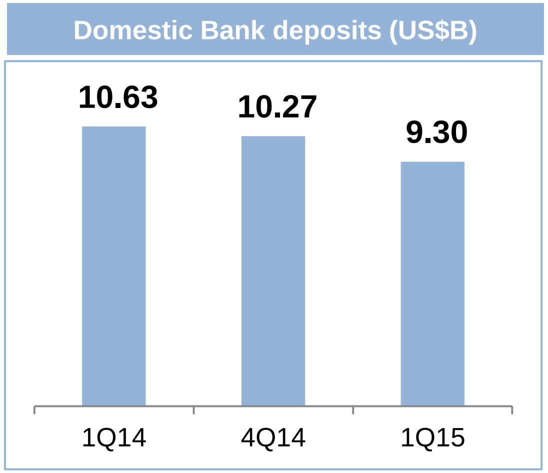
Asset Quality

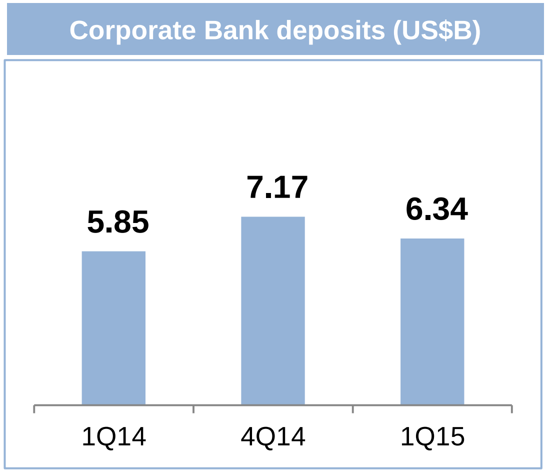


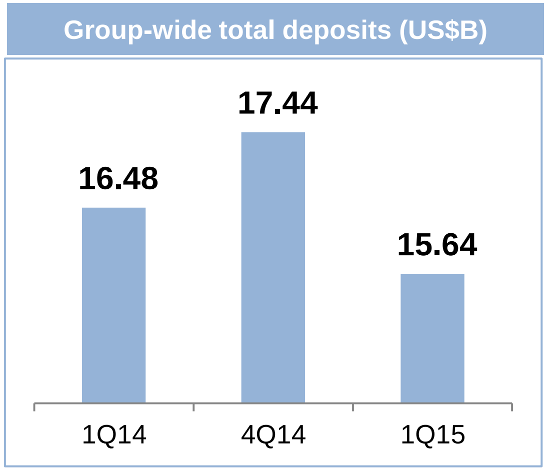


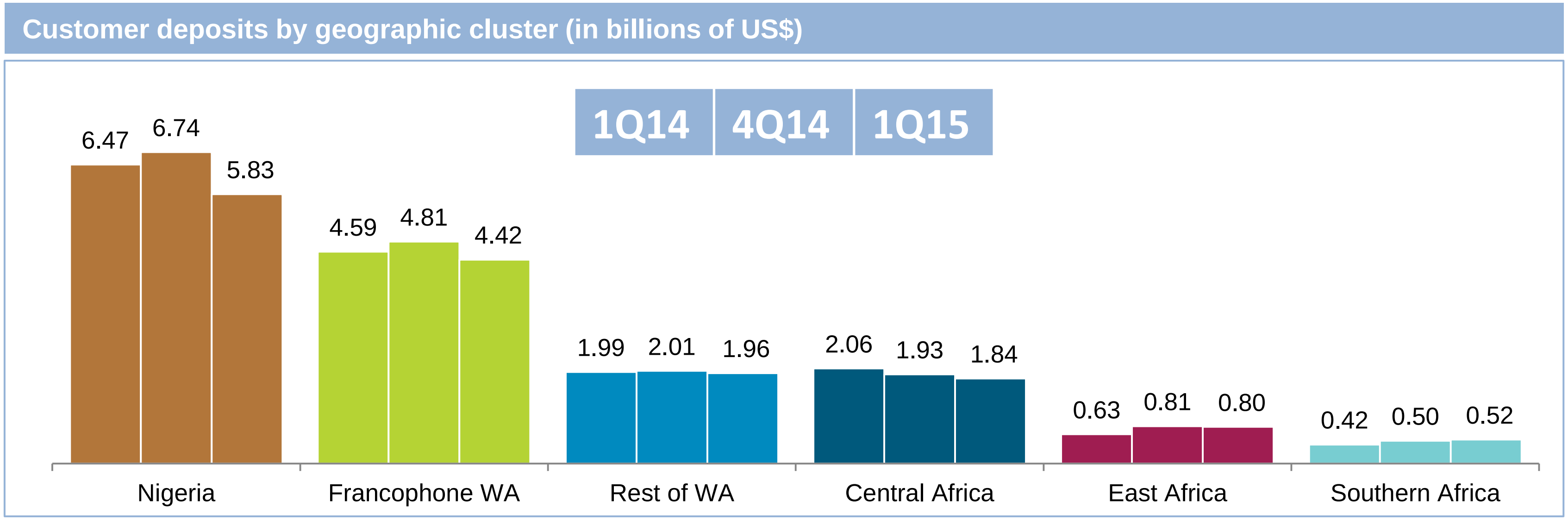
Customer Deposits

1Q15 customers deposits impacted by macro headwinds



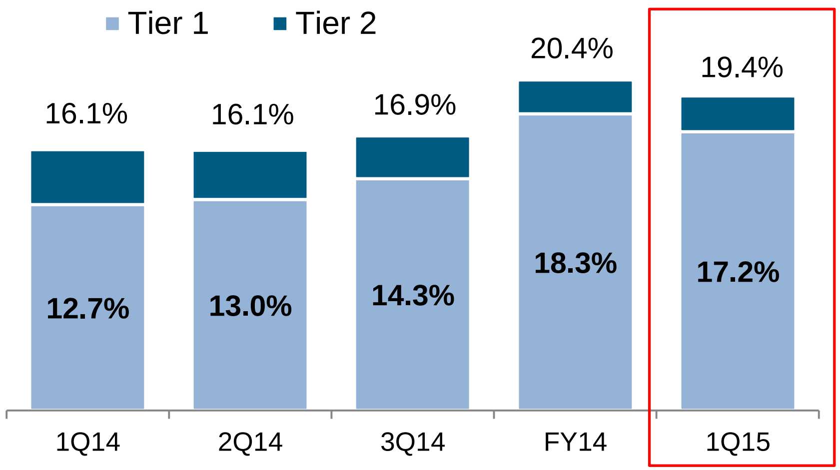


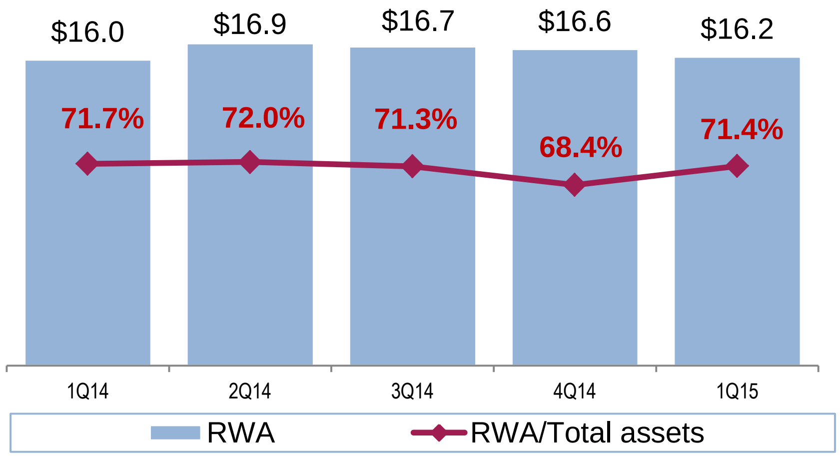




Capital Position

Group-wide capital ratios





Comments

- Tier 1 capital ratio was 17.2% and total CAR of 19.4%
-
  - Improvement in CAR 1Q15 vs 1Q14 driven by IFC funds loan-to-equity conversion of US$75.2m and Nedbank loan conversion and top-up investment of a total of US$493m
  - 1Q15 v 4Q14 marginal decline in CAR driven primarily by currency translation effects and a decrease in retained earnings
- Ecobank Nigeria plans to raise Tier 1 capital in 2H15

2015 Targets

Note target growth rates are in US$ terms

	2015 Targets	1Q15 (YoY)	1Q15 comments
Deposits	• **~5% growth**	• (5)%	• Significant FX impact • Challenging deposit market
Loans	• **~5% growth**	• +1%	• Significant FX impact • Cautious and selective underwriting approach
Revenues	• **~8% growth**	• +2%	• Balanced NII and NIR growth in a difficult operating environment • FX currency translation impact
Cost/Income	• **Low to mid 60s %**	• 62.7%	• Demonstrable benefits of expense discipline
Asset quality	• **NPL ratio <=5%** • **Cost of risk <= 2%**	• 4.5% • 1.35%	• Metrics are in line with guidance and driven by stringent credit underwriting guidelines

Conclusion

Overall focus on driving efficiency across our businesses

- Continued efficiency improvement
- Enhanced focus on lower cost deposit generation to reduce cost of funds
- Allocate and use capital efficiently and improve returns to shareholders
- We want to continue to be the preferred banking partner to our customers in Africa

The Pan African Bank

Summary Income Statement

Summary Income Statement

In millions of US$, except per share information	Three months ended **31 Mar 2015**	31 Mar 2014	*YoY*
Net interest income	**276**	272	*2%*
Non-interest revenue	**258**	254	*2%*
Net revenues	**534**	525	*2%*
Operating expenses	**(335)**	(363)	*-8%*
Impairment losses loans and and other assets	**(44)**	(45)	*-2%*
PBT from continuing ops.[1]	**155**	117	*32%*
Share of profit of Associates	**0.1**	(0.1)	*-209%*
PBT from continuing ops.(1)	**156**	117	*33%*
Income tax	**(29)**	(26)	*13%*
Profit for the period from continuing ops	**126**	91	*38%*
Losses from discontinued ops.	**(1.4)**	(0.4)	*257%*
Profit for the period	**125**	91	*37%*
Attributable profit	**111**	76	*46%*
Key ratios:			
Cost-income ratio	**62.7%**	69.2%	
Effective tax rate	**18.9%**	22.2%	
ROE	**19.3%**	16.5%	
Basic EPS ($ cents)	**0.50**	0.44	
Loans-to-deposits ratio	**76.3%**	73.3%	
NPL ratio	**4.5%**	5.8%	
NPL Coverage ratio	**62.7%**	78.3%	

Summary Statement of Financial Position

Summary Statement of Financial Position

In millions of US$, except per share information	As at **31 Mar 2015**	 31 Mar 2014
Cash & balances with central banks	**2,714**	2,653
Treasury bills and other eligible bills	**1,159**	1,238
Loans and advances to banks	**1,812**	1,379
Loans and advances to customers, gross	**11,935**	12,073
Allowance for impairments	***(340)***	(544)
Loans and advances to customers, net	**11,596**	11,529
Investment securities: AFS	**1,827**	1,691
Pledged assets	**953**	994
Other assets	**2,610**	2,871
Total assets	**22,671**	22,355
Deposits from banks	**1,078**	678
Deposits from customers	**15,643**	16,483
Borrowed funds	**1,655**	1,153
Other liabilities	**1,774**	1,772
Total liabilities	**20,150**	20,086
Shareholders' equity	**2,333**	2,079
Non-controlling interest in equity	**188**	190
Total equity	**2,522**	2,269
Total liabilities and equity	**22,671**	22,355
Book value per share, BVPS (US$ cents)	**11.77**	12.05
Tier 1 capital (US$ million)	**2,790**	2,051
Tier 1 capital ratio	**17.2%**	13.0%
Total capital ratio or CAR	**19.4%**	16.3%

Corporate & Investment Bank

Serving international businesses & institutional investors focused on Africa

CORPORATE AND INVESTMENT BANK

	Three months ended		
In millions of US$	**31 Mar 2015**	31 Mar 2014	*YoY*
Net interest income	**115.8**	98.5	*18%*
Non-interest revenue	**68.0**	48.9	*39%*
Net revenues	**183.7**	147.4	*25%*
Operating expenses	**(77.5)**	(68.8)	*13%*
Impairment losses on loans and other assets	**(15.5)**	(10.6)	*46%*
Share of profit of associates	**-**	-	
PBT from continuing ops.[1]	**90.8**	68.0	*34%*
Loans (net)	**7,926**	6,307	*26%*
Deposits	**6,344**	5,850	*8%*
Cost-income ratio	**42.2%**	46.7%	
NPL ratio	**1.8%**	1.3%	
NPL coverage ratio	**76.6%**	100.2%	

Domestic Bank

Innovative solutions to retail and local businesses

DOMESTIC BANK

	Three months ended		
In millions of US$	**31 Mar 2015**	31 Mar 2014	*YoY*
Net interest income	**144.5**	163.7	*(12%)*
Non-interest revenue	**77.7**	97.5	*(20%)*
Net revenues	**222.2**	261.2	*(15%)*
Operating expenses	**(188.8)**	(228.8)	*(17%)*
Impairment losses on loans and other assets	**(27.6)**	(33.9)	*(19%)*
Profit before tax from cont. ops.	**5.8**	(1.6)	*n.m*
Loans (net)	**3,669**	5,255	*(30%)*
Deposits	**9,299**	10,633	*(13%)*
Cost-income ratio	**85.0%**	87.6%	
NPL ratio	**10.3%**	10.1%	
Coverage ratio	**57.8%**	73.5%	

Treasury business

TREASURY

In millions of US$	Three months ended 31 Mar 2015	31 Mar 2014	YoY
Net interest income	**25.0**	21.9	*14%*
Non-interest revenue	**107.6**	103.1	*4%*
Net revenues	**132.6**	124.9	*6%*
Operating expenses	**(56.0)**	(56.1)	*(0.2%)*
Impairment losses on loans and other assets	**(0.7)**	(0.1)	*889%*
Share of profit of associates	**0.1**	(0.1)	*209%*
PBT from continuing ops.[1]	**76.0**	68.7	*11%*
Cost-income ratio	**42.2%**	44.9%	

Francophone West Africa (UEMOA)

FRANCOPHONE WEST AFRICA (UEMOA)			
	Three months ended		
In millions of US$	**31 Mar 2015**	31 Mar 2014	*YoY*
Net interest income	**56.4**	62.2	*(9%)*
Non-interest revenue	**49.7**	54.2	*(8%)*
Net revenue	**106.1**	116.4	*(9%)*
Operating expenses	**(64.6)**	(73.5)	*(12%)*
Impairment losses on financial assets	**(8.7)**	(9.3)	*(7%)*
Profit before tax	**32.9**	33.6	*(2%)*
Profit after tax	**28.0**	27.1	*3%*
Customer loans (net)	**3,357**	3,820	*(12%)*
Total assets	**5,697**	6,200	*(8%)*
Customer Deposits	**4,419**	4,589	*(4%)*
Cost-income ratio	**60.9%**	63.1%	
NPL ratio	**5.1%**	4.5%	
NPL coverage ratio	**60.5%**	57.6%	

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

Comments

- Profit after tax marginally up US$0.9m or 3% to US$28m on cost efficiency
- Revenue down US$10.3m or 9%
  - NII down US$5.8m or 9% , negatively impacted by a 19% CFA franc depreciation against the US$, our reporting currency, in addition to margin compression
  - NIR down US$4.5m or 8% to US$49.7m driven by the impact of currency translation effect and lower client activity during the period.
- Operating expenses down US$8.8m or 12%
  - The decrease reflected management's priority in driving cost efficiencies across the group and also the effects of FX currency translation
- Impairment losses down US$0.6m or 7% to US$8.7m from prior year

Nigeria

NIGERIA			
	Three months ended		
In millions of US$	**31 Mar 2015**	31 Mar 2014	*YoY*
Net interest income	**122.7**	115.9	*6%*
Non-interest revenue	**105.0**	102.9	*2%*
Net revenue	**227.7**	218.7	*4%*
Operating expenses	**(136.0)**	(156.9)	*(13%)*
Impairment losses on financial assets	**(25.3)**	(29.3)	*(14%)*
Profit before tax	**66.5**	32.5	*104%*
Profit after tax	**65.3**	36.1	*81%*
Customer loans (net)	**4,585**	4,116	*11%*
Total assets	**9,414**	8,795	*7%*
Customer deposits	**5,833**	6,475	*(10%)*
Cost-income ratio	**59.7%**	71.7%	
NPL ratio	**3.7%**	6.5%	
NPL coverage ratio	**65.7%**	98.6%	

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

Comments

- Profit after tax up US$29m or 81% to US$65m on cost efficiency and lower effective tax rate despite 16% average depreciation of the Naira against the US$
- Revenue up US$9.0m or 4%
  - NII increased US$6.8m or 6%, driven by loan growth and a decrease in cost of funds
  - NIR up US$2.2m or 2%, primarily driven by a marginal increase in client-driven foreign exchange income, partially offset by a decrease in fee and commission income
- Operating expenses down US$21m or 13%
  - Operating expenses decline was mainly broad-based on the back of cost management initiatives being pursued and effects of FX currency translations
  - CIR improved significantly to 59.7% vs 71.7% in the prior year
- Impairment losses down US$4.0m
  - Impairment provision decreased 4% on decrease in non-performing loans. from prior year and the NPL ratio was 3.7% vs 6.5% in the prior year

Rest of West Africa (WAMZ)

REST OF WEST AFRICA (WAMZ)

In millions of US$	Three months ended 31 Mar 2015	31 Mar 2014	YoY
Net interest income	**57.5**	60.1	*(4%)*
Non-interest revenue	**34.5**	36.0	*(4%)*
Net revenue	**92.1**	96.1	*(4.2%)*
Operating expenses	**(45.6)**	(48.2)	*(5%)*
Impairment losses on financial assets	**(2.5)**	(3.3)	*(24%)*
Profit before tax	**44.0**	44.6	*(1%)*
Profit after tax	**30.4**	31.9	*(4%)*
Customer loans (net)	**1,157**	1,290	*(10%)*
Total assets	**2,634**	2,721	*(3%)*
Customer Deposits	**1,960**	1,986	*(1%)*
Cost-income ratio	**49.5%**	50.2%	
NPL ratio	**3.5%**	6.1%	
NPL coverage ratio	**111.2%**	72.3%	

Rest of West Africa comprises subsidiaries in Ghana, Guinea, Liberia, Sierra

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

Comments

- Profit after tax down US$1.4m or 4% to US$30m due to Cedi depreciation of approximately 28% against the US$
- Revenue down US$4.0m or 4%
  - NII was down US$2..5m or 4% resulting primarily from FX currency translation effects
  - NIR down US$1.5m or 4% driven by a 15% decrease in FX trading income.
- Operating expenses down US$2.6m or 5%
  - Operating expenses decreased on improved cost efficiencies, partially offset by increases in personnel costs and depreciation of the cedi.
  - CIR improved to 49.5% vs 50.2%
- Impairments losses down US$0.8m or 24%
  - The decreased reflecting a reduction in NPLs and improvements in risk management

Central Africa (CEMAC)

CENTRAL AFRICA (CEMAC)			
	Three months ended		
In millions of US$	**31 Mar 2015**	31 Mar 2014	*YoY*
Net interest income	**21.1**	23.1	*(9%)*
Non-interest revenue	**22.1**	27.2	*(19%)*
Net revenue	**43.1**	50.3	*(14%)*
Operating expenses	**(28.6)**	(32.7)	*(12%)*
Impairment losses on financial assets	**(3.8)**	(1.4)	*179%*
Profit before tax	**10.7**	16.2	*(34%)*
Profit after tax	**6.5**	8.8	*(26%)*
Customer loans (net)	**1,223**	1,448	*(16%)*
Total assets	**2,167**	2,437	*(11%)*
Customer deposits	**1,844**	2,061	*(11%)*
Cost-income ratio	**66.4%**	65.0%	
NPL ratio	**5.9%**	3.9%	
NPL coverage ratio	**48.9%**	57.8%	

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

Comments

- Profit after tax was down US$2.3m or 26% from the prior year predominantly due to significant appreciation of the US$ against the Central African CFA franc
- Revenue down US$7.1m or 14%
  - NII down US$2m or 9% largely due to FX currency translation effects, lower loan growth and net interest margin compression.
  - NIR down US$5.1m or 19%, primarily from lower client activity.
- Operating expenses downUS$4m or 12%
  - The increase in operating expenses was mainly broad-based on the back of cost management initiatives being pursued and FX currency translation effects.
  - CIR up slightly to 66.4% vs 65.0% in the prior year
- Impairment losses up US$2.4m or 179%
  - Increase in impairment losses reflect increase in non-performing loans.

East Africa (EAC)

EAST AFRICA (EAC)

In millions of US$	Three months ended 31 Mar 2015	31 Mar 2014	YoY
Net interest income	**12.5**	11.2	*11%*
Non-interest revenue	**11.3**	8.9	*27%*
Net revenues	**23.8**	20.1	*18%*
Operating expenses	**(19.5)**	(18.6)	*5%*
Impairment losses on financial assets	**(1.5)**	0.02	*n.m*
Profit before tax	**2.8**	1.6	*76%*
Profit after tax	**2.3**	1.7	*33%*
Customer loans (net)	**578**	464	*25%*
Total assets	**1,143**	929	*23%*
Customer deposits	**795**	635	*25%*
Cost-income ratio	**81.9%**	92.2%	
NPL ratio	**8.3%**	8.1%	
NPL coverage ratio	**37.6%**	44.8%	

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

Comments

- Profit after tax was up US$0.6m or 33% from the prior year driven by higher revenues
- Revenue up US$3.7m or 18%
  - NII up US$1.3m or 11%, driven by loan growth and a decrease in interest expense from lower costs of funds
  - NIR up US$2.4m or 27% driven by higher fee and commission, and FX income
- Operating expenses up US$0.9m or 5%
  - Operating expenses increased primarily driven by other operating expenses, offset by reduction in depreciation and amortisation expenses.
- Impairment losses was US$1.5m compared to a provision benefit of US$0.02m in the prior year
  - NPL ratio was 8.3% vs 8.1% in the prior year

Southern Africa (SADC)

SOUTHERN AFRICA (SADC)			
	Three months ended		
In millions of US$	**31 Mar 2015**	31 Mar 2014	*YoY*
Net interest income	**11.9**	9.3	*27%*
Non-interest revenue	**16.5**	11.9	*38%*
Net revenues	**28.4**	21.3	*33%*
Operating expenses	**(19.1)**	(15.4)	*24%*
Impairment losses on financial assets	**(2.0)**	(1.5)	*31%*
Profit before tax	**7.4**	4.3	*70%*
Profit after tax	**3.7**	3.0	*24%*
Customer loans (net)	**396**	259	*53%*
Total assets	**760**	588	*29%*
Customer deposits	**520**	415	*25%*
Cost-income ratio	**67.1%**	72.4%	
NPL ratio	**5.5%**	6.4%	
NPL coverage ratio	**58.3%**	71.5%	

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

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

Comments

- Profit after tax up US$0.7m or 24% from prior year primarily from higher revenues
- Revenue up US$7.1m or 33%
  - NII up US$2.6m or 27% reflecting volume growth
  - NIR up US$4.6m or 38% largely driven by fee and commission and net trading income
- Operating expenses, up US$3.6m or 24%
  - Operating expenses increase driven by other operating expenses and personnel costs
- Impairment losses, up US$0.5m or 31%
  - The US$0.5m impairment increase was primarily due to portfolio reviews

International

INTERNATIONAL			
	Three months ended		
In millions of US$	**31 Mar 2015**	31 Mar 2014	YoY
Net interest income	**2.1**	1.2	*66%*
Non-interest revenue	**5.8**	4.0	*47%*
Net revenues	**7.9**	5.2	*51%*
Operating expenses	**(5.1)**	(4.9)	*3%*
Profit before tax	**2.8**	0.3	*842%*
Profit after tax	**1.9**	0.2	*860%*
Customer loans (net)	**299**	163	*84%*
Loans & advances to banks	**231**	349	*(34%)*
Deposits from banks	**272**	278	*(2%)*
Customer deposits	**271**	323	*(16%)*
Cost-income ratio	**64.1%**	94.2%	

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

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

Comments

- Profit after tax was US$1.9m up US$1.7m or 860% from the previous year
- Revenue, up US$2.7m or 51%
  - NII up US$0.8m or 66% significantly driven by higher yields
  - NIR up US$1.9m or 47% to US$5.8m
- Operating expenses, up marginally by US$0.1m or 3%
  - Decrease reflected the focus on expense discipline
  - CIR improved to 64.1% vs 94.2% in the prior year

EDC Group

EDC GROUP			
	Three months ended		
In millions of US$	**31 Mar 2015**	31 Mar 2014	*YoY*
Revenue	**9.3**	5.3	*76%*
Investment bank	**5.6**	1.3	*323%*
Securities & Asset Management	**3.3**	3.5	*(7%)*
Other income [(1)]	**0.4**	0.4	*(5%)*
Operating expenses	**(3.8)**	(3.5)	*9%*
Impairment losses on financial assets	**-**	0.1	*n.m*
Profit before tax	**5.5**	1.9	*188%*
Profit after tax	**5.1**	1.3	*294%*
Assets under management (AUM)	**335**	235	*43%*
Cost-income ratio	**41.0%**	66.5%	

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

(1) Other income include incomes from interest earned, dividends received, and the Registrar business

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

Comments

- Profit after tax increased US$3.8m or 294% to US$5.1m from the previous year primarily driven by investment banking fees and commission income
- Revenue, up US$4m or 76%
  - The revenue increase was solely driven by investment banking fees and commission income which benefitted from higher mandates during the year.
  - Operating expenses, up US$0.3m or 9%, driven by personnel costs. The CIR improved significantly to 41% vs 66.5% in 2014
- Assets under management increased US$100m to US$335m , compared with US$235m in 2014