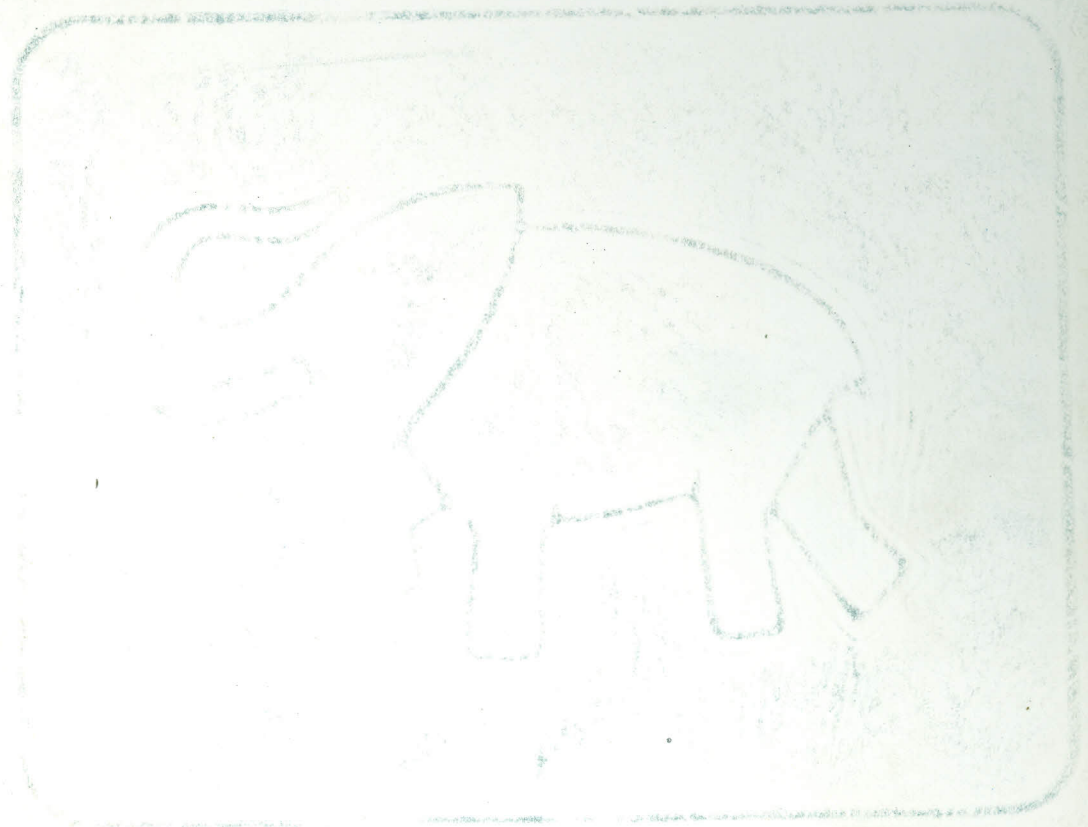


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Annual Report & Accounts



FBN Bank
ESTABLISHED 1894
FIRST BANK OF NIGERIA LIMITED



FIRST BANK
OF NIGERIA LIMITED



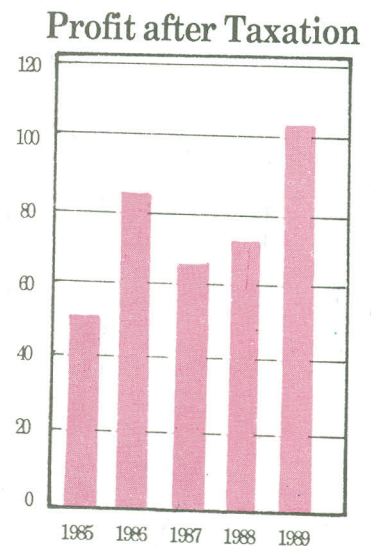
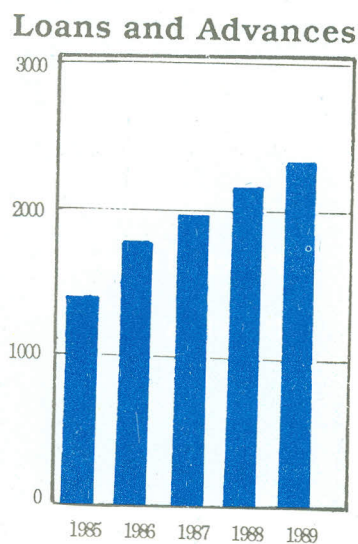
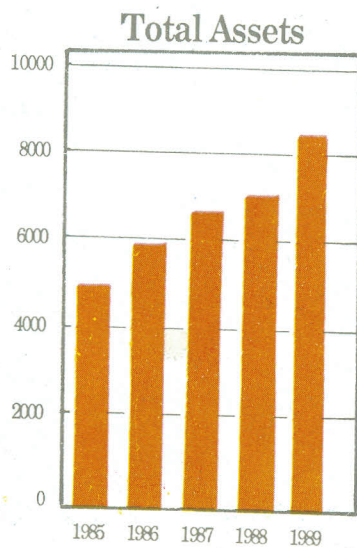
CONTENTS

Highlights	4
Directors and Advisers	5
Notice of Annual General Meeting	6
Statement by the Chairman	7
Non-Executive Directors	12
Managing Director's Message	13
Executive Directors	21
Report of the Directors	22
Auditors' Report	24
Accounting Policies	25
Balance Sheet	26
Profit and Loss Account	27
Statement of source and application of funds	28
Notes to the Accounts	29
Five Year Record	38
Allocation of Income	39
Shareholding and Directors' interests	40
Supplementary Information	42
Organisational Chart	43
Principal Officers	45
Directory	47



HIGHLIGHTS

	1989 N Million	1988 N Million
Balance Sheet total	9,835	7,886
Total Assets	8,492	7,072
Total Deposits	5,785	5,646
Total Loans and Advances	2,403	2,253
Shareholders' Funds	534	435
Profit before Taxation	163	124
Profit after Taxation	106	74
Dividends: Ordinary shares	24	22
Preference shares	2	2
Earnings per Ordinary share of 50k each (1988 - Ordinary share of N1.00 each)	64.25K	89.2K
Dividend per Ordinary share (1988 adjusted)	15k	13.50k
Number of branches/agencies	274	262
Number of staff	11,366	11,048





DIRECTORS AND ADVISERS

Directors:

Muhammad DanMadami, CON; NPM; mni	(Chairman)
Oluwole Alani Adeosun	(Managing)
Ahmadu Alhaji Ahmadu	
Ronald Altringham	(British)
William Charles Langdon Brown	(British)
Peter Cheesman	(British)
William Hastie	(British) - Resigned 31st January, 1990.
James Rothwell Heaton	(British) - Appointed 27th July, 1989.
Efiong Nkanya Ita	
Osobonye Rogers Long-John	
Yusufu Mafara	
Shehu Mohammed	
Adolphus Aleonomo Ogumah	
Keith Norman Radford	(British)
Muhammed Imam Yahaya	

SECRETARY:

Afolabi Olasope

REGISTERED OFFICE:

11th Floor,
35, Marina,
Lagos.

JOINT AUDITORS:

Peat Marwick Ani Ogunde & Co.
Deloitte Adetona Isichei & Co.
(Chartered Accountants)

REGISTRARS' OFFICE:

Registrars' Department,
47, Marina,
Lagos.



NOTICE OF ANNUAL GENERAL MEETING

Notice is hereby given that the 21st Annual General Meeting of the members of First Bank of Nigeria Limited will be held at the Congress Hall, Nicon Noga Hilton Hotel, Abuja on Thursday, 5th April, 1990 at 11.00 a.m. to transact the following businesses:

ORDINARY BUSINESS

1. To receive and consider the accounts for the year ended 31st December, 1989 together with the Directors' and Auditors reports thereon.
2. To declare a final dividend
3. To re-elect Directors
4. To authorise the Directors to determine the remuneration of the Auditors.

BY ORDER OF THE BOARD

AFOLABI OLASOPE
COMPANY SECRETARY

DATED AT 35 MARINA, LAGOS.
THIS 8TH DAY OF MARCH, 1990.

NOTES

PROXY

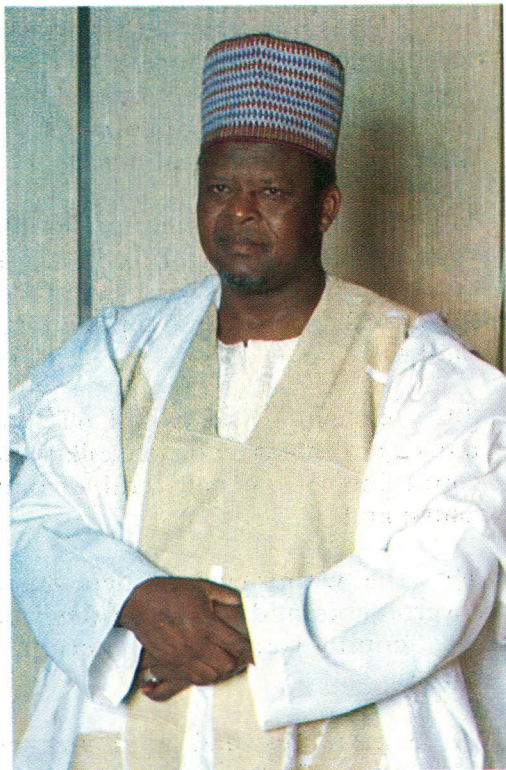
A member entitled to attend and vote at the Annual General Meeting is entitled to appoint a proxy in his stead. All instruments of proxy should be deposited at the registered office of the company not less than 48 hours before the time for holding the meeting. A proxy need not be a member of the Company.

DIVIDEND WARRANT

If the dividend recommended by the Directors is approved by the members at the Annual General Meeting, the dividend warrant will be posted on 9th April, 1990 to all shareholders whose names appear in the register of members as at the close of business on Friday 23rd March 1990. The register of members will be closed from 26th to 30th March, 1990, both dates inclusive.



CHAIRMAN'S STATEMENT



Alhaji M. DanMadami, CON, NPM, Intl
Chairman.

INTRODUCTION

It is my pleasure to once again, welcome you all to the 21st Annual General Meeting of your Bank and to present the Annual Report and Accounts for the year ended 31st December, 1989.

I shall precede this presentation of the Bank's operational performance with a brief exposition of those significant developments in the economy and in the financial environment that affected the setting under which we operated.

REVIEW OF THE INTERNATIONAL ECONOMIC SCENE

The Industrialised Economies and the Newly Industrialising Economies (NIEs) mainly in Asia, continued in varying degrees, the robust growth of the preceding year, with Japan and West Germany leading the league. Their performance is attributable in part, to an increase in fixed investments, growth in domestic consump-

tion and general expansion in world trade. Inflation rates in these countries were also kept relatively low as a result of positive trends in productivity.

Perhaps the most significant development during 1989 was the emergence of definite moves towards regional concentration and the attendant redirection of trade flows in various parts of the world. These include the Asia-Pacific region comprising the NIEs of Southeast Asia and Japan, the North American Free Trade Area embracing US and Canada, and the impending full economic integration of the European Economic Community. These developments and the protectionist tendencies they engender, are expected to exacerbate the marginalisation in world trade, of those developing countries whose economies depend largely on the export of primary products.

Apart from the impending formation of a huge single market comprising some 320 million consumers in Western Europe, other remarkable events during 1989 include the movement towards market-oriented economies in some countries of Eastern Europe - Poland, Hungary, and Czechoslovakia, and the collapse of the Berlin Wall which had separated East and West Germany until recently.

These developments in Eastern Europe could have far-reaching implications for continued resource flows to the Third World and hence for their economic prosperity as development aid and investment capital from the industrialised economies of Western Europe and the Far East are now most likely to gravitate towards those areas.

Among the oil exporting countries, the November 1988 OPEC Agreement which helped clarify the Iran-Iraq parity question seemed to have shifted focus back to market conditions. Moreover, supply mishaps in Alaska and the North Sea and greater adherence to quota arrangements within the OPEC, all helped to firm up oil prices during 1989.

In contrast, the overall situation of the highly indebted countries of Latin



CHAIRMAN'S STATEMENT (Contd.)

America and Sub-Saharan Africa remained depressed in terms of growth in their Gross Domestic Products relative to population growth. These regions witnessed declining resource inflows and investment, reduced trade (encouraged by protectionist measures) and accelerated rate of inflation. This is in spite of the fact that most of them have embarked on far reaching structural adjustment programmes. This disturbing development has brought into greater focus the urgent need to find viable solutions to the problems of the debt-distressed countries.

THE DOMESTIC SETTING FOR OUR OPERATIONS

On the domestic front, the Government introduced a package of economic, political, administrative and social reforms aimed at unlocking the development potentials of the country and returning it to the path of recovery and continuous growth. Notable in this regard was the take-off of the government's Privatisation and Commercialisation programmes. Whereas privatisation entails a reduction or outright transfer of government interests in these companies, commercialisation is aimed at making such enterprises commercially viable and self-sustaining. This led to the upward revision in tariffs for utilities and further reduction in subsidy on fuel prices.

The upward review in utilities tariffs and fuel prices, the excessive expansion of money supply following the monetisation of increased foreign exchange inflow on government account, and the "overheating" occasioned by the pursuit of a reflationary budget in 1988, all combined to increase monetary aggregates, and to push up factor costs in virtually all economic sectors. It also contributed to a significant deterioration in the external value of the naira.

From 38.8 per cent in 1988, average rate of inflation in Nigeria rose to 51.0 per cent in the first half of 1989. In reaction to this, the Central Bank of Nigeria embarked on a tightening of

monetary conditions with a view to stabilising the exchange rate and to narrow the gap between the official and parallel market exchange rates. Some of the measures include:

- (a) raising the minimum liquidity ratio for banks from 27.5 to 30.0 per cent for commercial banks, and from 20.0 to 22.5 per cent for merchant banks.
- (b) abolishing the use of off-shore bank guarantees and domiciliary account balances as collateral for naira loans; and
- (c) the withdrawal of deposits of governments and their agencies from the commercial and merchant banks.

These measures had an immediate rebounding effect on the exchange rate of the naira. It also ameliorated the 'demand-pull' element of inflation so that overall, the rate of inflation dropped towards the end of the year.

However, these measures also had some unsavoury effects. Interest rates shot up astronomically as banks struggled to adjust their operations to the tight liquidity position. The situation was however ameliorated towards the end of the year when Central Bank, while specifically not imposing direct controls on interest rates, nevertheless introduced maximum margins between deposit and lending rates. Interbank rates have also since fallen.

The overall performance of the domestic economy can therefore be described as mixed. Agricultural output increased due to the combined effect of Government policies and favourable weather conditions. The fortunes of the petroleum sector improved. Gross Domestic Product grew by relatively healthy percentage and the overall Balance of Payment position improved. On the other hand, the manufacturing sector did not perform as well as expected, due mainly to sluggish demand. The result of this was an increase in the volume of unsold stocks



CHAIRMAN'S STATEMENT (Contd.)

and correspondingly, a substantial decline in the industrial sector's capacity utilisation.

The generally improved level of discipline among OPEC members in complying with quota agreements saw oil prices bounce back, stabilising at between \$18-\$20 per barrel, as against \$14.0 per barrel on which the budget was based. Also, OPEC's decision to raise production quota for Nigeria from 1.3 to 1.45 million barrels per day helped to boost oil income.

Another notable development in the hydro-carbon sector was the continuation of efforts to diversify the energy sector. In this regard, work progressed on the expansion of oil production capacity from about 1.9 million barrels per day to 2.5 million barrels per day and also, on the OSO condensates plants, the Petrochemicals Phase II project for polyethylene and polypropylene, the Liquefied Natural Gas projects and other energy-related joint venture arrangements.

The efforts at promoting non-oil exports are beginning to yield fruits and it is expected that the non-oil export sector will assume increasing importance in our export profile.

Considerable progress was made in the various debt management initiatives - in debt rescheduling and restructuring, debt conversion, and debt forgiveness. Thus, while debt servicing obligations continued to consume resources that should normally be available for investment and other productive activities, the burden would have been greater without these initiatives.

Government's resolve to encourage Direct Foreign Investment (DFI) flows into Nigeria received a boost with (a) the creation of the Industrial Development Co-ordination Committee (IDCC), a one-stop agency for co-ordinating all aspects of the approval processes for foreign investment in Nigeria; and (b) a substantial reduction in the list of businesses formerly closed to foreign investors and their participation in large projects. The delay in positively

responding to these laudable steps may not be unconnected with constraints on banks' ability to lend, delays in the redemption aspect of the Debt Conversion Programme and the continuing instability in the naira's exchange rate. However, the establishment of the IDCC is expected to remove one of the major obstacles in attracting foreign investments to Nigeria, namely having to deal with different Government departments and organs. We hope to see the positive effects of this body in the years to come.

Also, during the year, the Government introduced a number of measures geared to cushion the effects of the Structural Adjustment Programme (SAP) especially on the lower income groups.

OPERATING RESULTS

It is pleasing to report that in spite of the daunting economic and financial conditions discussed earlier, the Bank made significant progress in most areas of its operations.

Gross earnings increased by N291.2 million or 33.85 per cent from N860.3 million to N1,151.5 million due mainly to substantial growth in earnings on our Lending and Treasury operations. Interest cost increased from N334.2 million to N372.0 million, accounting for 37.6 per cent of total operating costs compared to 45.4 per cent in 1988.

As you will see from the accounts, our overhead costs also increased by 53.5 per cent from N401.7 million in 1988 to N616.5 million in 1989. Nonetheless, profit before tax increased by 31.0% to N163.0 million while after tax profit increased by 42.7% to N105.9 million.

Both sides of the Balance Sheet experienced improved performance during the year. Total Assets of the Bank stood at N8,492 million at the end of December 1989. This represents a rise of N1,420 million or 20.1 per cent on the N7,072 million at the start of the year.

Loans and Advances grew from N2,253 million to N2,403 million, an increase



CHAIRMAN'S STATEMENT (Contd.)

of 6.7 per cent. Our holdings of Quoted Investments and Bills Discounted decreased substantially as a result of the tight monetary regime that dominated the period.

Given the Bank's wide network of branches, its potentials for deposit mobilisation are not in doubt and the effect of these became evident in our deposit base at the end of the year. In spite of the tight liquidity position resulting from decision of the monetary authorities to withdraw funds of governments and their agencies from the commercial and merchant banks, total deposits increased marginally from N5,646 million to N5,785 million during the period. The liquidity crises that followed the withdrawal order had a major impact on the industry. However, the fact that your Bank emerged from it unscathed is a clear testimony of its strong resilience and management proficiency.

DIVIDEND

As you are aware, the Board of Directors had, on the basis of the half-year results, approved and paid an interim dividend of 2.5k per 50k share. While we are desirous of providing shareholders with a reasonable yield on their investments, your Directors recognise the need for accelerated internal capital growth through ploughed back profits. This will enhance the Bank's ability to take advantage of future growth opportunities. Accordingly, the Directors are recommending for your approval, a final dividend of 12.5k per 50k share. Together with the interim dividend of 2.5k per share, this makes a full year's payment of 15k per share, compared to 13.5k per share in respect of the 1988 operating year. This represents a total of N26.5 million in dividend payment for the year.

CORPORATE CITIZENSHIP

During the year, your Bank won the first prize of the Nigerian Stock Exchange Merit Award in the financial institutions sector. Your Bank's commitment to key areas of development was

again demonstrated with the winning of the Central Bank of Nigeria Farmer's Merit Awards by 12 First Bank assisted farmers out of the 21 from across the Federation.

The Bank continued its support of various community programmes. Particular mention must be made of the highly successful National Panel Discussion on the theme: "**SAP : What Alternatives?**" which provided a forum for exchange of views on the current national efforts at restructuring the economy. In addition, the Bank co-sponsored several other events of intellectual nature such as the National Workshop on the Role of the Financial Sector in Perspective Planning for Nigeria.

BOARD OF DIRECTORS

The Board wishes to place on record its appreciation of the contributions of Mr. William Hastie who recently retired from the Board and from the services of Standard Chartered Bank Group. During his years on the Board of our Bank, Mr. Hastie made invaluable contributions to the development of the Bank. On your behalf, I would like to thank Mr. Hastie for his dedication to the service of this Bank, and to wish him a restful and enjoyable life in retirement.

Let me also welcome Mr. James R. Heaton who joined the Board after the last Annual General Meeting. This gentleman brings with him, a wealth of experience that should immensely benefit this Bank.

APPRECIATION

Let me also on your behalf, express profound gratitude to the Management and Staff of this Bank, without whose determination, support and commitment, the successful results we are presenting today would not have been possible. We also commend our customers, business friends and foreign Associates for their continued support and loyalty to First Bank of Nigeria Limited.



CHAIRMAN'S STATEMENT (Contd.)

OUTLOOK FOR 1990

Distinguished Ladies and Gentlemen, from present trends, it is clear that 1990 will definitely be arduous due to the tightening resource constraints, continued rise in factor costs, the high external debt burden, and weakening international demand and prices of the country's non-oil commodity exports. The political changes in Eastern Europe, new trade relationships in Europe and Asia, and the increasing protectionism in the West, also portend a more worrisome time ahead for the countries in Sub-Saharan Africa Nigeria inclusive. These could result in substantially reduced demand for our exports and further reduction in the net flow of foreign investment.

At the regional level, the time is opportune for us to resolutely rise up to the challenge which regional trade concentration in other parts of the world are likely to pose to our economic performance from now on through the nineties. On the domestic front, the efforts of government at creating a conducive environment for effective private sector participation in the economic development process are noteworthy. In particular, the new Companies and Allied Matters Decree 1990 which replaces the 1968 Company's Act and the forthcoming Decree that seeks to further relax the nation's indigenisation policy, should complement the other initiatives which seek to facilitate the in-

flow of direct foreign investment earlier highlighted.

The banking sector in Nigeria is having to deal with a number of fundamental changes in the operating environment. Among the most important are the rapid increase in the number of banking institutions, with its attendant stiffer competition, and the gradual blurring of the distinction between merchant and commercial banks. There is also the rising cost of funds, frequent changes in economic and financial policies, unstable exchange rate, high inflation, and the directive on the payment of interest on current accounts by commercial banks.

We are determined to use the opportunities created by these dynamic changes to further improve on our performance, achieve satisfactory results and enhance shareholders' wealth. In this regard, attention will be focussed on raising staff productivity and improving cost control. We also intend to build on our reputation as a stable and reliable Bank, providing top quality service to our customers.

On behalf of my colleagues on the Board, let me assure you that we remain committed to running a Bank that will generate good return on your investment and a solid prospect of capital appreciation both in 1990 and in the years ahead.

Alhaji M. DanMadami, CON, NPM, mni
Chairman.



NON-EXECUTIVE DIRECTORS



William Hastie



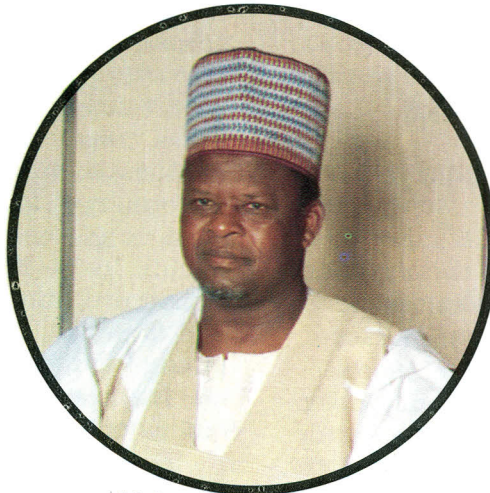
Osobonye Rogers Long-John



Ah.nadu Alhaji Ahmadu



Yusufu Mafara



Muhammad DanMadami
CON; NPM; mni (Chairman)



William Charles Langdon Brown



Ronald Altringham



James Rothwell Heaton



Adolphus Aleonomo Ogumah



MANAGING DIRECTOR'S REVIEW



CHIEF OLUWOLE A. ADEOSUN
Managing Director & Chief Executive

INTRODUCTION

In this annual stock-taking, I shall undertake a detailed review of the main indicators of the Bank's results in 1989, as well as progress made with regard to the new orientation of the Bank's Management. Since 1990 marks the beginning of a new decade and the last lap of the Bank's journey to its Centenary, I shall share with you some of my thoughts on the Bank's future prospects and the direction it should focus on if we are to remain **Truly the First**.

The year 1989 was characterised by a series of extremely challenging economic developments which affected many areas of our activity. We also had to contend with unexpected changes in the policy measures by the Monetary Authorities and intense competition in the industry. However, I am glad to report that in spite of these difficult circumstances, the Bank's overall results were generally in the right direction as we maintained our market posi-

tion in many respects. It is our intention to sustain and even surpass this performance in the future.

FINANCIAL ANALYSIS

The Bank ended 1989 in sound financial condition, with a stronger Balance Sheet and operating results comparable with the high levels recorded in recent years. Total assets which was N7,072 million, at the end of 1988 grew by N1,420 million or 20.0 percent to N8,492 million as at 31st December, 1989. Of this, earning assets constituted 71.3 percent, of which Loans and Advances accounted for 28.3 percent.

Loans and Advances

During the year, the Bank paid particular attention to its lending exposures and to new lending proposals, the objectives being to:

- comply with CBN Credit Guidelines

- ensure adequate provisions for potential losses, and

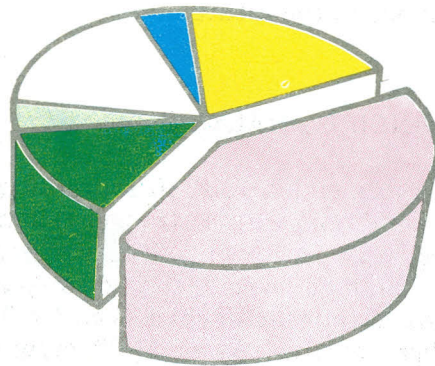
- avoid poor quality lending in the present unfavourable environment.

Total Loans and Advances outstanding (i.e. net of interest in suspense and provision for doubtful debts) at the end of the 1989 fiscal year was N2,403 million. This is against N2,253 million for 1988, an increase of N150 million or 6.7 percent. Sectorally, the Bank followed fairly closely, the priorities set by the CBN with respect to credit allocation with Agriculture and Small-Scale Enterprises being accorded priority in resource allocation. Credit to Small-Scale Enterprises was N518 million or 16.27 percent which was slightly in excess of the CBN prescribed minimum of 16.0 percent. Similarly, lending to Agriculture was N466 million or 14.45 percent which was marginally lower than the 15.0 per cent minimum prescribed for the sector.



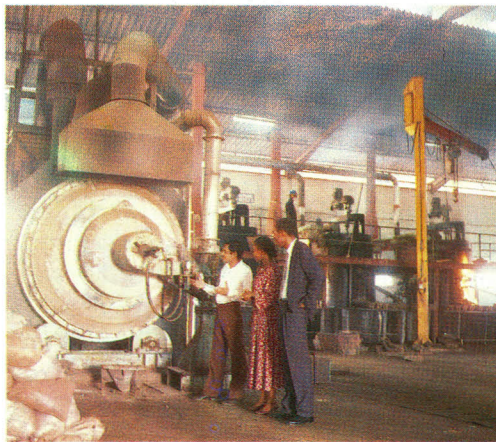
MANAGING DIRECTOR'S REVIEW (Contd.)

Sectoral Allocation of Credit



- Agric.
- Manufacturing
- Real Estate
- Utilities/Services etc.
- General Commerce
- Others.

It is however, pertinent to mention that out of the 21 farmers adjudged best nationwide by the Central Bank of Nigeria at the last Farmers' Merit Awards ceremony, 12 were solely financed and assisted by First Bank of Nigeria Limited. Given the number of banks in the country, this is another eloquent testimony of our Bank's commitment to supporting Government's laudable objective of boosting the agricultural sector's contribution to economic recovery efforts.



First Bank lead-managed a N12.5 million syndicated term loan for the purpose of expanding Associated Battery Manufacturers facilities at Oregon, Lagos State.

Asset Quality

In view of the continuing adverse climate for business operations in the country, it has been considered pru-

dent to make appropriate provisions for accounts in the Bank's advances portfolio that are considered bad or doubtful of recovery. It is however gratifying to note that our loan loss experience continues to compare favourably with those of others in the industry. Bad debts actually written off in 1989 amounted to N7.9 million as against N28.0 million for 1988.

Provisions from the year's profit for non-performing assets totalled N72.6 million as against N67.0 million for 1988. Thus, at year end, accumulated provisions in respect of advances and other customers' liabilities constituted N341.5 million or 14.2 percent of total loans and advances.

Capital Adequacy

The Bank's capital position remains strong. As at 31st December, 1989, Shareholders' Funds i.e. capital and reserves stood at N534.2 million, an increase of N99.6 million or 22.9 percent on the figure for 1988. Thus capital adequacy ratio calculated according to the formula stipulated by Central Bank of Nigeria remained at a very healthy level of 22.0 percent. This compares favourably with the stipulated minimum ratio of 8.33 percent.



Management is committed to improving service delivery in retail outlets through the introduction of new technology.

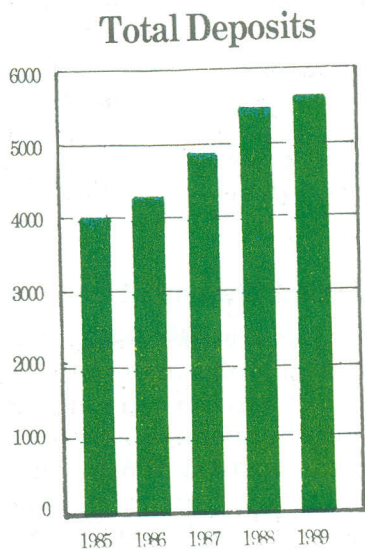
Deposits

Deposit figures increased only slightly



MANAGING DIRECTOR'S REVIEW (Contd.)

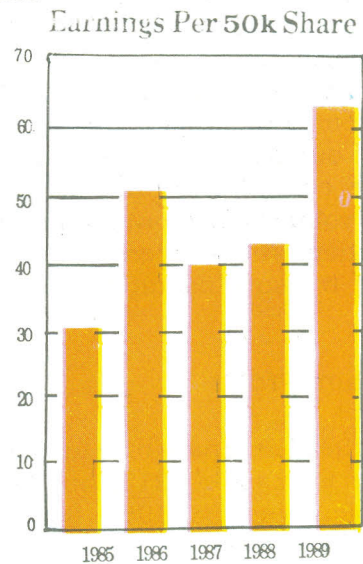
during the review period. This was largely attributable to the Government's policy directives that deposits of governments and their agencies be transferred to Central Bank of Nigeria. Moreover, the high level of inflation meant that economic units had to hedge their risks by maintaining high levels of inventory. Consequently, from N5,646 million at the end of 1988, aggregate deposits increased marginally to N5,785 million at the end of the review period.



Summary of Results

Our Gross Revenue exceeded the billion naira mark reaching N1,151.5 million in 1989 from N860.3 million in 1988. Net income for the year was N779.5 million, an increase of N253.4 million or 48.2

percent over the 1988 figure of N526.1 million.



The increase in net income is attributable to a combination of factors, such as the result of the greater volume of earning assets, success in raising the return on those assets and the effects of programmes to hold down expenses. Also significant was the re-organisation of the Finance and Administration Division which had beneficial effect in improving financial management and control as borne out by the increased contribution to earnings of Treasury Operations.

Treasury Operations

During the year, the Bank's Treasury Department was re-organised and



The Treasury function is playing an ever increasing role in the Bank's money market activities.



MANAGING DIRECTOR'S REVIEW (Contd.)

strengthened to enable it take greater advantage of the opportunities in the market place. The Money Market Dealing Room capability was also expanded with the introduction of new technology and personnel to support this growing aspect of our business. The results of these are evident from the increased business volumes from our money market operations and the increased contribution of treasury operations to total revenue.

Expenditure Profile

Total overhead expenses rose to N616.5 million, an increase of N214.8 million or 53.5 percent on the 1988 figure of N401.7 million. A detailed analysis of the expenses reveals that the principal factor in the overall rise in operating costs was the N118.9 million or 61.6 percent increase in total staff costs resulting primarily from the harmonisation of employees' benefits based on the Collective Agreements with Unions and the Economic Relief packages awarded to employees during the period. A substantial proportion is also attributable to the higher depreciation resulting from our increasing investments in machines and equipments - office automation, computers, information and communication systems, etc. to achieve ef-

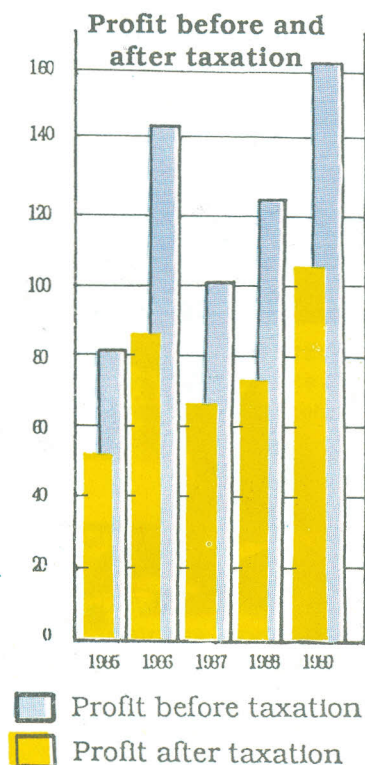
iciency and maintain the quality of service we offer our customers.

In order to compensate for the adverse impact of the increased overheads on the return on your investments, we propose to pursue, vigorously, initiatives that will improve staff productivity and engender cost reductions.

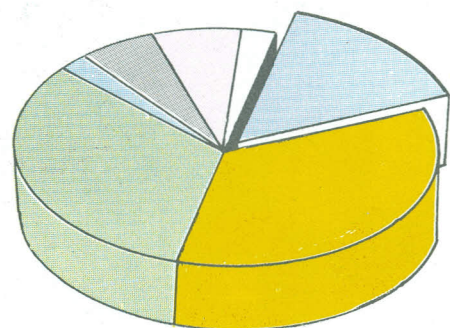
Net pre-tax profit from the Bank's operations amounted to N163.0 million, an increase of N38.6 million on previous year's figure. After providing for taxation, net profit amounted to N105.9 million as against N74.2 million in 1988 i.e. an increase of 42.7 percent. Pre-tax profit per employee, an important measure of staff productivity, was N14,345 in 1989 as against N11,257 for the previous fiscal year.

Value Added Statement

In view of the often adverse comments on the level of profits in the banking industry, it is instructive to examine the Bank's results in value added terms. This is a statement showing the wealth generated by the bank in its management of depositors' and investors' funds used in the business, and the distribution of this wealth to the various factors of production and Government.



Distribution of Value Added

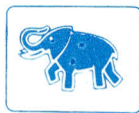


- Interest Expenses
- Operational Expenses
- Doubtful Debts
- Wages
- Taxation
- Dividend
- Reinvestment



MANAGING DIRECTOR'S REVIEW (Contd.)

Value Added Statement	1989 N' Million	%	1988 N' Million	%
SOURCE: -				
Interest Income	868.7	75.4	667.0	77.5
Other Income	<u>282.8</u>	<u>24.6</u>	<u>193.3</u>	<u>22.5</u>
	1,151.5	100.0	860.3	100.0
Interest Expense	<u>(372.0)</u>	<u>(32.3)</u>	<u>(334.2)</u>	<u>(38.9)</u>
Net Revenue	<u>779.5</u>	<u>67.7</u>	<u>526.1</u>	<u>61.1</u>
Less:				
Operational Expense	199.6		126.1	
Doubtful Debts	<u>72.6</u>	<u>(272.2)</u>	<u>67.0</u>	<u>(193.1)</u>
Total Value Added	<u>507.3</u>	<u>44.1%</u>	<u>333.0</u>	<u>38.7%</u>
DISTRIBUTION:				
Employees (Wages etc...)	311.8	27.1	192.9	22.4
Government (Income Tax)	57.1	5.0	50.2	5.8
Shareholders (dividends)	26.5	2.3	24.0	2.8
Retained in Business				
- Reserves	16.0		11.9	
- Retained Profit	63.4		38.3	
- Depreciation	<u>32.5</u>	<u>111.9</u>	<u>15.7</u>	<u>65.9</u>
	<u>507.3</u>	<u>44.1%</u>	<u>333.0</u>	<u>38.7</u>



MANAGING DIRECTOR'S REVIEW (Contd.)

The statement demonstrates that value added, both in monetary and in relative terms was proportionately higher than in the previous year. This is in spite of the rise in allocations to operational expenses, staff costs and provision for doubtful debts. This reflects on the efficiency of the management of our resources - human, material and financial.

STAFF MATTERS

The above financial results are directly linked to the skills, imagination and determination of the staff to use effectively the Bank's resources, in spite of the very difficult economic circumstances. I should therefore like to take this opportunity to express my appreciation to them for our achievements, and for the very cordial industrial climate during the review period.

During 1989, a total of 318 new staff of various categories were recruited to cater for wastages and expansion needs. As at 31st December, 1989, total staff strength stood at 11,366.

We believe that long-term profitability in today's intensely competitive banking scene lies in improving the quality of the Bank's workforce and maintaining a corps of highly motivated employees. With this goal in mind, the Bank pursues a vigorous staff training and development programme. In 1989, a total of 4,829 staff benefitted from one form of training or another.



FBN is committed to upgrading the quality of its personnel through programmed staff training activities.

As part of this effort and in acknowledgement of our social responsibility in the area of employment generation, we employed increased number of graduates during the review period. We are hopeful that the results of these initiatives in terms of improved service quality and overall profitability will become evident before long. A total of 1,533 staff members were rewarded with promotions within and across the various grades.

We are confident that with these measures, First Bank is well equipped to confront the intense competition ahead and, to take advantage of the business opportunities that are bound to arise.

We would also like to place on record our appreciation of the satisfactory performance of the Bank's sports teams in their various areas of participation, especially, the basketball team that won all the three top trophies in the country for their category.

ORGANISATIONAL RESOURCES

Organisational Structure

The newly created positions of General Manager (Regional Operations) and General Manager (Finance and Administration) became functional during the year. These positions which were created to provide support for the respective Executive Directors in co-ordinating the activities of the Banking Units and Head Office Departments have so far proven effective in the supervision and control of the activities of the units and departments they oversee.

As part of the continuing process of organisational review with a view to sharpening our focus and improving resource utilisation, a realignment of the North and Central Regional Banking Units was undertaken during 1989. The realignment entailed the transfer of Katsina State branches from Central Administration to North Administration on swop basis with Gongola State branches.



MANAGING DIRECTOR'S REVIEW (Contd.)

Network Expansion

During the year under review, the Bank completed its assignment under the third phase of the CBN Rural Banking Programme with the establishment of representation at eight outstanding locations. Thus, by the end of the year, all the 28 rural branches allocated under the 3rd Phase had been opened. In continuation of the Bank's efforts to broaden its representation in the domestic market, new urban branches were also opened at the following centres - Allen Avenue, Ikeja and Niger house (Lagos) in South Administration and Kafanchan branch in Central Administration. This brings the Bank's total branch network as at 31st December, 1989, to 274 as against 262 at end of 1988.

Computerisation

Our Bank remains committed to improving quality of service, productivity of staff and profitability of operations. As part of this effort, the Bank during the review period took significant steps to increase the number of branches whose operations have been computerised and the transfer of some Off-line branches to the On-line method of transactions processing.

The result of the On-Line computerisation has been very satisfactory both to the customers and the staff of the Bank. Waiting time in banking halls has been reduced considerably and this has resulted in more business for the Bank. The activities of a number of Head Office Departments such as Cor-



An efficient "electronic nerve-centre" is a key element of the Bank's business strategy for the next decade.

porate Development, Treasury, Staff, International Division, and Financial Control have also been computerised.

Premises

We have within the limits of our resources executed a programme of facility improvement and property development both for office and residential accommodations. Model branches have been developed and occupied at Agbara, Ikot Ekpene, Oturkpo and Gombe, while similar developments which have been going on at Bida, Ilorin and Owerri will soon be completed. Extension and modification schemes at Aba, Jos (Main) and Jos (Market) branches are due for completion before the end of 1990.

The extension scheme at the East Regional Office at Enugu has been completed resulting in almost double the office space hitherto available at this location. A contract for the development of the North Regional Administration office at Club Road, Kano, has been awarded while the permanent office accommodation for the South Regional Administration is included in the on-going redevelopment scheme at Iganmu. Land has also been acquired from the Oyo State Government for the development of office accommodation for the West Regional Administration.

The Bank's in-house printing facility has been substantially expanded with the acquisition and installation of new machines. With this development, it is expected that many of the non-security printing jobs which were previously contracted out will now be handled in-house with clearly positive impact on cost control.

FUTURE PROSPECTS

As with other participants in the market, First Bank of Nigeria is facing increasing challenges. The market is characterised by stiffer competition and declining margins. Such challenges however, reinforce our resolve to harness all the Bank's resources and energies and ensure that we continually achieve satisfactory results and enhance sharehold-



MANAGING DIRECTOR'S REVIEW (Contd.)

ers' wealth. Pursuant to this, we are adopting a different orientation both in our traditional operations and in new initiatives to take advantage of opportunities available in the market place.



Extensive use is made of computers in planning for the Bank's future.

We made a strategic move during 1989 towards establishing a subsidiary Merchant Bank. I am pleased to advise that Government approval has been obtained and we intend to take off by the 3rd quarter of 1990. We are confident that with this, we will be able to ensure greater customer satisfaction through the provision of an array of services which present regulations preclude commercial banks from rendering.

New Products

We have committed resources to the development of new products, which will be made available to the market in due course. The emphasis is on technologi-



First Bank's Foreign Exchange Dealing Room is playing an ever increasing role in the trade financing activities.

cal products that will enhance the delivery of banking services at the retail level. Simultaneously, we are carefully assessing opportunities for improving existing products with a view to enhancing the benefits derivable from them. Some of these innovations, I hope will be introduced into the market before the end of the 1990 financial year.



External Trade financing constitutes a substantial part of the bank's lending operations

CONCLUSION

Finally, we recognise that the success of the Bank now and in the years ahead will depend more than ever before on the skills, imagination and determination of its staff. I would like to assure the shareholders that we remain committed to creating the right environment for the realisation of our corporate objectives.

Given the strength of our Balance Sheet, the Bank's strategic direction and the quality of its human resources, we are confident of maintaining our leadership position in 1990 and beyond.

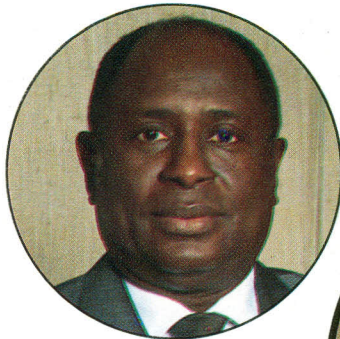
CHIEF OLUWOLE A. ADEOSUN
Managing Director & Chief Executive



EXECUTIVE DIRECTORS



MALLAM M. I. YAHAYA
Executive Director (South/West)



CHIEF E. N. ITA
Executive Director
(Corporate Development)



MR. K. N. RADFORD
Executive Director (NEC)



CHIEF O. A. ADEOSUN
Managing Director & Chief Executive



MR. P. CHEESMAN
Executive Director (International)



ALHAJI S. MOHAMMED
Executive Director (Finance/Admin.)



REPORT OF THE DIRECTORS

The Directors have pleasure in submitting to the members their report and the accounts of the company for the year ended 31st December, 1989.

ACTIVITIES

The Company engages in the business of commercial banking.

PROFIT FOR THE YEAR

	N'000	N'000
Profit for the year after taxation was		105,946
Deduct: Appropriations:		
Transfer to statutory reserve	13,520	
Preference shares redemption fund	2,500	
	<u>16,020</u>	
Dividends:		
Ordinary shares:		
Interim paid at 2.5k per share	4,035	
Final proposed at 12.5k per share	<u>20,175</u>	
	24,210	
Preference shares	<u>2,250</u>	
	<u>26,460</u>	<u>42,480</u>
Retained profit for the year transferred to General Reserve		<u>63,466</u>
Earnings per 50k ordinary share		<u>64.25K</u>

The dividends are subject to withholding tax.



REPORT OF THE DIRECTORS (Contd.)

Directors

Mr. J.R. Heaton was appointed a director on 27th July 1989. Mr. W. Hastie resigned from the Board since the last Annual General Meeting.

In accordance with the Articles of Association of the company, Mr. J.R. Heaton, director appointed after the last Annual General Meeting, retires and being eligible offers himself for re-election.

In accordance with the company's Articles of Association, Chief O.A. Adeosun, Alhaji Shehu Mohammed, Messrs W. C. L. Brown and P. Cheesman retire by rotation and being eligible offer themselves for re-election.

Auditors

Messrs Peat Marwick Ani Ogunde & Co. and Messrs Deloitte Adetona Isichei & Co. have indicated their willingness to continue in office.

A resolution will be proposed at the Annual General Meeting to authorise the Directors to determine their remuneration.

BY ORDER OF THE BOARD

AFOLABI OLASOPE
SECRETARY

LAGOS
8th March, 1990.



AUDITORS' REPORT TO THE MEMBERS OF FIRST BANK OF NIGERIA LIMITED

We have examined the accounts set out on pages 25 to 37 and have obtained all the information and explanations, which to the best of our knowledge and belief, were necessary for the purposes of our audit.

In our opinion, proper books of accounts have been kept at Head Office and at each of the branches, in such a form as to explain and give a true and fair view of all transactions. We have examined the books at Head Office and some of the Branches and have received proper returns, adequate for our audit, from Branches not visited by us.

During the period covered by these accounts, the bank was in contravention of section 16 of the Banking Act, 1969 by late submission of First and Second Schedule on one occasion. This has been reported to the Central Bank of Nigeria and the particulars thereof and the penalty of N40 paid are set out in Note 22 to the accounts. To the best of our knowledge and belief, there was no other contravention of the Banking Act, 1969 and other related legislation during the year ended 31st December, 1989.

Deloitte Adetona Isichei & Co.
Chartered Accountants

In our opinion, the assets have been properly valued and adequate provision has been made for any losses or diminution in the value thereof. We have prepared the analysis of doubtful advances according to the 5th Schedule, Banking Act, 1969.

To the best of our knowledge and belief the company complied with the guidelines of the Productivity, Prices and Incomes Board during the period covered by these accounts.

In our opinion, to the best of our information and having regard to the explanations given to us, the accounts which have been prepared under the historical cost convention are in agreement with the books of accounts and in conjunction with Notes 1 to 24, give the information required by the 3rd Schedule, Banking Act, 1969, in the manner so required and give a true and fair view of the state of the company's financial affairs as at 31st December, 1989 and of the profit and source and application of funds for the year ended on that date.

Peat Marwick Ani Ogunde & co.
Chartered Accountants

LAGOS
8th March, 1990



ACCOUNTING POLICIES – YEAR ENDED 31ST DECEMBER, 1989.

The significant accounting policies adopted by the company are as follows:-

Basis of accounting

The accounts are prepared under the historical cost convention.

Quoted investments

Holdings in quoted investments are stated at cost as it is the company's policy to hold these to maturity. The difference between the nominal value and the market price at the time of acquisition of Federal Republic of Nigeria Development stocks is written off to revenue proportionately over the period of each holding.

Bad and doubtful debts

Loans and advances are stated after the deduction of specific provisions against debts considered doubtful of recovery. Specific provisions are made where the repayment of identified balance is in doubt, and reflect estimates of the amount of the probable loss.

Provisions are applied to write off advances when all security has been realised and further recoveries are considered to be unlikely.

Interest

Interest accruing on bad and doubtful accounts is not taken to the credit of profit and loss account until the debt is recovered.

Foreign earnings

Commission on negotiation of Letters of Credit and overdue interest on delayed foreign payments are accounted for by the London branch only on receipt.

Depreciation

Depreciation is provided to write off the cost of fixed assets over their estimated useful lives.

The following rates were applied during the year:

Freehold buildings	- 2% straight line from date of use
Leasehold buildings	- 2% straight line for leases of 50 years and above.
	- equal annual amount to write off over expected life in case of leases under 50 years.
Motor vehicles	- 25% straight line
Computer equipment	- 12.5% straight line
Other fixed assets	- 20% straight line.

Exchange rates

Transactions in foreign currencies are translated into Naira at the rate of exchange ruling at the date of the transactions.

Foreign currency balances are converted to Naira at the rate of exchange ruling at the balance sheet date and the resultant profit/loss on exchange is taken to profit and loss account.

Deferred taxation

Deferred taxation on the timing differences between the treatment of certain items for accounting purposes and their treatment for taxation purposes is only provided in respect of liabilities which are expected to become payable in the foreseeable future.

Retirement benefits

Arrangements for retirement benefits for members of staff are based on the provisions of the Staff Pensions Scheme which is non-contributory. The contributions are based on actuarial advice and are calculated on current salaries and charged to profit and loss account.



BALANCE SHEET AS AT 31st DECEMBER, 1989

ASSETS	NOTES	1989 N'000	1988 N'000
Cash and balances with other banks	1	3,002,102	1,002,540
Bills discounted	2	952,873	2,284,345
Investments	3	83,775	88,815
Loans and advances	4	2,402,943	2,253,388
Fixed assets	5	293,866	204,515
Other assets	6	<u>1,756,761</u>	<u>1,238,204</u>
TOTAL ASSETS		<u>8,492,320</u>	<u>7,071,807</u>
FINANCED BY:			
Share capital	7	105,699	105,699
Statutory reserve	8	137,843	124,323
Preference shares redemption fund	9	21,250	18,750
Exchange difference reserve	10	64,917	44,791
General reserve	11	<u>204,521</u>	<u>141,055</u>
Shareholders' funds		534,230	434,618
Deposits, current and other accounts	12	5,785,210	5,646,396
Taxation, dividends and other liabilities	13	<u>2,172,880</u>	<u>990,793</u>
		<u>8,492,320</u>	<u>7,071,807</u>
Confirmed credits and other engagements on behalf of customers and customers' liability therefor		<u>1,342,554</u>	<u>814,288</u>
BALANCE SHEET TOTAL		<u>9,834,874</u>	<u>7,886,095</u>

Oluwole Alani Adeosun } Managing Director

Shehu Mohammed } Executive Director

Keith Norman Radford } Executive Director

The notes on pages 29 to 37 form part of these accounts



**PROFIT AND LOSS ACCOUNT
FOR THE YEAR ENDED 31ST DECEMBER, 1989**

INCOME:	NOTES	1989 N'000	1988 N'000
Gross earnings	14	1,151,494	860,274
Interest paid	15	<u>371,997</u>	<u>334,210</u>
		779,497	526,064
EXPENDITURE			
Overheads	16	<u>616,453</u>	<u>401,689</u>
Profit before taxation		163,044	124,375
Taxation	17	<u>57,098</u>	<u>50,151</u>
PROFIT AFTER TAXATION		<u>105,946</u>	<u>74,224</u>
APPLIED AS FOLLOWS:			
APPROPRIATIONS			
Transfer to statutory reserve	8	13,520	9,403
Transfer to preference share redemption fund	9	2,500	2,500
Dividends	19	<u>26,460</u>	<u>24,039</u>
		42,480	35,942
Retained profit transferred to General reserve	11	<u>63,466</u>	<u>38,282</u>
		<u>105,946</u>	<u>74,224</u>
Earnings per 50k Ordinary share (1988 adjusted)		64.25k	44.60k

The notes on pages 29 to 37 form part of these accounts



**STATEMENT OF SOURCE AND APPLICATION OF FUNDS
YEAR ENDED 31st DECEMBER, 1989**

	1989	1988
	N'000	N'000
SOURCE OF FUNDS FROM OPERATIONS:		
Profit before taxation	163,044	124,375
Adjustment for item not involving the movement of funds:		
Depreciation of fixed assets	32,505	15,702
Profit on sale of fixed assets	<u>(168)</u>	<u>(421)</u>
	195,381	139,656
Funds from other sources:		
Exchange difference reserve	20,126	10,970
Customers' deposits	138,814	635,941
Proceeds on sale of fixed assets	3,511	648
Movement in other liabilities	<u>1,192,288</u>	<u>--</u>
Total funds generated	<u>1,550,120</u>	<u>787,215</u>
LESS: APPLICATION OF FUNDS:		
Loans and advances	149,555	206,275
Taxation paid	70,394	10,458
Dividends paid	23,365	19,361
Purchase of fixed assets	125,199	53,216
Investments	(5,040)	(41,747)
Other assets	518,557	54,434
Other liabilities	--	446,534
Total funds applied	<u>882,030</u>	<u>748,531</u>
NET INCREASE IN FUNDS	<u>668,090</u>	<u>38,684</u>
REPRESENTED BY:		
INCREASE/(DECREASE) IN LIQUID ASSETS		
Cash	27,008	3,381
Balances with other banks	1,972,554	(90,730)
Bills discounted	<u>(1,331,472)</u>	<u>126,033</u>
	<u>668,090</u>	<u>38,684</u>



**NOTES TO THE ACCOUNTS
YEAR ENDED 31ST DECEMBER, 1989**

	N'000	1989 N'000	N'000	1988 N'000
1. CASH AND BALANCES WITH OTHER BANKS:				
Cash		116,963		89,955
Balances held with Central Bank of Nigeria:				
Cash reserve requirement	126,942		93,338	
Excess credit growth deposit	110,538		-	
Naira deposit for foreign exchange	-		966	
Agricultural shortfall deposit	23,201		-	
Others - Current account etc	1,863		33,513	
Outstanding loans and advances against foreign guarantee deposit	<u>4,478</u>	267,022	-	127,817
Balances with other banks:				
In Nigeria	787,828		194,639	
Outside Nigeria	<u>1,830,289</u>	<u>2,618,117</u>	590,129	<u>784,768</u>
		<u>3,002,102</u>		<u>1,002,540</u>
2. BILLS DISCOUNTED				
Nigerian Government:				
Treasury bills		839,108		1,121,364
Treasury certificates		<u>88,500</u>		<u>916,713</u>
		927,608		2,038,077
Negotiable Certificates of Deposit		-		220,000
Trade Bills		<u>25,265</u>		<u>26,268</u>
		<u>952,873</u>		<u>2,284,345</u>



NOTES TO THE ACCOUNTS (Contd.)

	1989 N'000	1988 N'000
3. INVESTMENTS		
Federal Republic of Nigeria Development Stocks		
- maturing within 1 year (Market value - Nil (1988 - N11,102))		11,139
- maturing after 1 year but within 5 years (Market value - N9,489 (1988 - N17,961))	10,000	18,307
- maturing after 5 years (Market value - Nil (1988 - N10,493))	---	10,000
	<u>10,000</u>	<u>39,446</u>
Industrial Securities (Quoted)		
- maturing within 1 year (Market value - N187 (1988 - N374))	214	428
- maturing after 1 year but within 5 years (Market value - N4,821 (1988 - N2,025))	5,394	3,298
- maturing after 5 years (Market value - N23,323 (1988 - N13,446))	24,858	14,561
	<u>30,466</u>	<u>18,287</u>
Industrial Securities (Unquoted)		
- maturing after 1 year but within 5 years	4,782	2,870
- maturing after 5 years	17,665	9,803
	<u>22,447</u>	<u>12,673</u>
Sinking Fund Investments at cost		
- maturing within 1 year (market value - N20,862 (1988 - N18,622))	20,862	18,409
	<u>83,775</u>	<u>88,815</u>

3.1 All investments are in dated Securities which comprise Federal Republic of Nigeria Development Stocks; quoted and unquoted Debenture Stocks; the investments are stated at cost. In accordance with the bank's accounting policy to hold such investments to date of maturity, no provision has been made in these financial statements to cover shortfall of N2,646,000 (1988 - N2,119,000) between the market value and cost at the balance sheet date.

3.2 In the opinion of the directors, the market value of the unquoted investments is not lower than cost.

3.3 The sinking fund investments at cost represent the amount invested out of the accumulated fund for the redemption of the bank's N25 million preference shares which are to be redeemed by 31st December, 1991.



NOTES TO THE ACCOUNTS (Contd.)

	1989 N'000	1988 N'000
4. LOANS AND ADVANCES		
Secured against real estate	787,687	705,282
Otherwise secured	1,948,518	1,662,202
Unsecured	<u>446,527</u>	<u>447,378</u>
	3,182,732	2,814,862
Less: Interest in suspense (note 4.1)	(420,559)	(275,166)
Assets realisation and recoveries in suspense	<u>(17,710)</u>	<u>(9,497)</u>
	2,744,463	2,530,199
Deduct: Provision for doubtful debts (Note 4.2)	<u>(341,520)</u>	<u>(276,811)</u>
	<u>2,402,943</u>	<u>2,253,388</u>
4.1 INTEREST IN SUSPENSE		
At 1st January	275,166	186,383
Provided in the year	<u>145,393</u>	<u>68,783</u>
At 31st December	<u>420,559</u>	<u>275,166</u>
4.2 PROVISION FOR DOUBTFUL DEBTS		
Provision at 1st January	276,811	237,896
Written off in the year	<u>(7,885)</u>	<u>(28,019)</u>
	268,926	209,877
Provided during the year	89,872	77,627
Recovered during the year	<u>(17,278)</u>	<u>(10,693)</u>
Charge for the year	<u>72,594</u>	<u>66,934</u>
Provision at 31st December	<u>341,520</u>	<u>276,811</u>



NOTES TO THE ACCOUNTS (Contd.)

5. FIXED ASSETS:

Cost:	Land and buildings N'000	Vehicles, equipment & others N'000	Total N'000
At 1st January, 1989	154,607	124,625	279,232
Additions	54,240	70,959	125,199
Disposals	(283)	(4,741)	(5,024)
At 31st December, 1989	<u>208,564</u>	<u>190,843</u>	<u>399,407</u>
Less:			
Accumulated depreciation:			
At 1st January, 1989	23,555	51,162	74,717
Charge for the year	3,730	28,775	32,505
Disposals	-	(1,681)	(1,681)
At 31st December, 1989	<u>27,285</u>	<u>78,256</u>	<u>105,541</u>
Net book value:			
At 31st December, 1989	<u>181,279</u>	<u>112,587</u>	<u>293,866</u>
At 31st December, 1988	<u>131,052</u>	<u>73,463</u>	<u>204,515</u>

Land and buildings at 31st December, 1989 comprise:	Cost N'000	Depreciation N'000	Net Book Value N'000
Freehold	55,917	5,655	50,262
Leasehold of 50 years or more	79,544	8,755	70,789
Leasehold of 50 years or more under construction	49,656	-	49,655
Leasehold of less than 50 years	<u>23,447</u>	<u>12,875</u>	<u>10,572</u>
	<u>208,564</u>	<u>27,285</u>	<u>181,279</u>

6. OTHER ASSETS:

Inter-branch items in transit (net)	389,395	79,394
Other debit balances and payments in advance	1,356,789	1,148,103
Accrued Income	<u>10,577</u>	<u>10,707</u>
	<u>1,756,761</u>	<u>1,238,204</u>



NOTES TO THE ACCOUNTS (Contd.)

	1989 N'000	1988 N'000
7. SHARE CAPITAL		
Authorised:		
300,000,000 Ordinary shares of 50k each (1988 - 150,000,000 Ordinary Shares of N1.00 each)	<u>150,000</u>	<u>150,000</u>
25,000,000 9% Cumulative Redeemable Preference shares	<u>25,000</u>	<u>25,000</u>
Issued and fully paid:		
161,398,322 Ordinary shares of 50k each (1988 - 80,699,161 Ordinary shares of N1 each)	80,699	80,699
25,000,000 9% Cumulative Redeemable Preference shares	<u>25,000</u>	<u>25,000</u>
	<u>105,699</u>	<u>105,699</u>
<p>At the Annual General Meeting held on 27th April, 1989, a special resolution was passed subdividing the Ordinary Share Capital of the Company from 150 million Ordinary Shares of N1 each to 300 million Ordinary Shares of 50k each.</p>		
8. STATUTORY RESERVE		
At 1st January	124,323	114,920
Appropriation from profit and loss account	<u>13,520</u>	<u>9,403</u>
At 31st December	<u>137,843</u>	<u>124,323</u>
9. PREFERENCE SHARES REDEMPTION FUND		
At 1st January	18,750	16,250
Appropriation from profit and loss account	<u>2,500</u>	<u>2,500</u>
At 31st December	<u>21,250</u>	<u>18,750</u>
<p>Appropriation from profit for redemption of the preference shares is made by ten equal annual instalments of N2,500,000 each to provide for the total sum of N25 million required to redeem the shares by 31st December, 1991.</p>		
10. EXCHANGE DIFFERENCE RESERVE		
At 1st January	44,791	33,821
Addition during the year	<u>20,126</u>	<u>10,970</u>
At 31st December	<u>64,917</u>	<u>44,791</u>



NOTES TO THE ACCOUNTS (Contd.)

This represents the gain arising on translation into Naira of the Head Office investment in London Branch at the rate of exchange ruling at year end. Any future exchange difference thereon will be treated in this account.

	N'000 1989	N'000 1988
11. GENERAL RESERVE		
At 1st January	141,055	102,773
Retained profit the year	<u>63,466</u>	<u>38,282</u>
At 31st December	<u>204,521</u>	<u>141,055</u>
12. DEPOSITS, CURRENT AND OTHER ACCOUNTS		
Demand	1,630,499	1,602,835
Savings	1,760,683	1,409,191
Time		
- In Nigeria	1,265,262	1,689,052
- Outside Nigeria	<u>515,960</u>	<u>231,728</u>
Due to other banks:	5,172,404	4,932,806
- In Nigeria	35,889	37,629
- Outside Nigeria	11,337	9,670
- Foreign transfers payable	<u>565,580</u>	<u>666,291</u>
	<u>5,785,210</u>	<u>5,646,396</u>
13. TAXATION, DIVIDENDS AND OTHER LIABILITIES		
Current taxation (Note 18)	66,043	79,339
Proposed final dividend	20,175	17,754
Unclaimed dividends	3,503	2,829
Payable and transfers	246,854	297,440
Provision and accruals	93,026	34,800
Unearned discounts	34,393	116,309
Others	<u>1,708,886</u>	<u>442,322</u>
	<u>2,172,880</u>	<u>990,793</u>



NOTES TO THE ACCOUNTS (Contd.)

	1989 N'000	1988 N'000
14. GROSS EARNINGS		
Interest on advances	523,314	378,582
Commission and bills charges	180,254	112,596
Foreign exchange	67,662	75,801
Dividends from quoted investments	34,891	4,887
Income from treasury bills and certificates	209,825	247,810
Interest on deposits	<u>135,548</u>	<u>40,598</u>
	<u>1,151,494</u>	<u>860,274</u>
15. INTEREST PAID		
Interest paid to customers	<u>371,997</u>	<u>334,210</u>
16. OVERHEADS		
Charges and expenses	501,354	304,053
Provision for offshore interest (Note 16.2)	10,000	15,000
Bad and doubtful debts	72,594	66,934
Depreciation (Note 16.3)	<u>32,505</u>	<u>15,702</u>
	<u>616,453</u>	<u>401,689</u>
16.1 Charges and expenses as stated above include the following:		
Directors' emoluments:		
- Fees	68	52
- Other emoluments	736	603
Profit on disposal of fixed assets	(168)	(421)
Auditors' remuneration comprise:		
- Nigerian operations	450	300
- London operations	<u>119</u>	<u>83</u>



NOTES TO THE ACCOUNTS (Contd.)

16.2 In line with Central Bank of Nigeria's guidelines, the amount of N10.0 million (1988 -N15.0 million) has been provided in the year against liability on offshore interest charges on pre-SFEM transactions. The estimated total liability which amounted to N67 million has been proposed by the directors for write-off over a period of not more than ten years from 1987. The provision to date is N32,000,000.

16.3 During the year the rates of depreciation formerly applicable to certain categories of fixed assets were modified to conform with the rates now applicable to those assets. The effect of the change in the rates of depreciation is an additional charge of N9.4 million for the year ended 31st December, 1989.

	1989	1988
	N'000	N'000
17. TAXATION		
Company taxation based on profits of the year:		
Income tax	53,000	44,000
Special levy:		
For the year	4,098	1,500
Underprovision in prior years	-	4,651
	<u>57,098</u>	<u>50,151</u>

The contingent liability to deferred tax at 40% of the excess on net book value of qualifying fixed assets over their corresponding written down value for taxation purposes amounts to approximately N41 million (1988 -N33 million). No provision has been made for this amount in these accounts.

18. CURRENT TAXATION

Company taxation:

1990 Income tax	53,000	44,000
1990 Special levy	<u>4,098</u>	<u>6,151</u>
	57,098	50,151
Prior years	<u>8,945</u>	<u>29,188</u>
Per Note 13	<u><u>66,043</u></u>	<u><u>79,339</u></u>



NOTES TO THE ACCOUNTS (Contd.)

	1989 N'000	1988 N'000
19. DIVIDENDS		
Ordinary shares:		
Interim paid - 2.5 kobo per 50 kobo share (1988 - 5.0k per N1.00 share)	4,035	4,035
Final proposed - 12.5k per 50 kobo share (1988 - 22k per N1.00 share)	<u>20,175</u>	<u>17,754</u>
	24,210	21,789
Preference shares	<u>2,250</u>	<u>2,250</u>
	<u>26,460</u>	<u>24,039</u>

20. CAPITAL COMMITMENTS

Capital expenditure authorised by the directors but not provided for in these accounts are as follows:

Contracted	<u>44,616</u>	<u>13,185</u>
Not contracted	<u>8,710</u>	<u>27,147</u>

21. NET EXTERNAL ASSETS

The bank's net external assets amounted to	<u>1,285,748</u>	<u>190,431</u>
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22. CONTRAVENTION

During the year, the bank paid a penalty of N40 for the contravention of the following Section of the Banking Act, 1969 and related regulations:

Section	Number of time	Details	Penalty paid
16	1	Late submission of First & Second Schedules	N40

23. SUBSEQUENT EVENT

A new companies legislation (Companies and Allied Matters Decree No. 1 1990) has been promulgated with a commencement date of 2nd January, 1990. As these financial statements relate to a period which ended prior to the promulgation of the Decree, it is not practicable

to comply with some of its disclosure requirements. However, these financial statements comply fully with the provisions and disclosure requirements of Companies Act, 1968 applicable during the period covered by the financial statements.

24. APPROVAL OF ACCOUNTS

These accounts were approved by the Board of Directors of the company on 8th March, 1990.



FIVE YEAR RECORD - Year Ended 31st December

	1989 N'000	1988 N'000	1987 N'000	1986 N'000	1985 N'000
Assets:					
Cash, bank balances and bills discounted	3,954,975	3,286,885	3,248,201	2,645,195	2,845,917
Investments	83,775	88,815	130,562	119,438	114,507
Loans and advances	2,402,943	2,253,388	2,047,113	1,869,452	1,474,541
Fixed assets	293,866	204,515	167,228	141,778	116,125
Other assets	<u>1,756,761</u>	<u>1,238,204</u>	<u>1,183,770</u>	<u>1,219,899</u>	<u>501,904</u>
Total assets	<u>8,492,320</u>	<u>7,071,807</u>	<u>6,776,874</u>	<u>5,995,762</u>	<u>5,052,994</u>
Financed by:					
Deposits	5,785,210	5,646,396	5,010,455	4,412,745	4,134,070
Taxation	66,043	79,339	39,646	60,103	30,408
Dividend	20,175	17,754	13,719	11,432	7,948
Other liabilities	<u>2,086,662</u>	<u>893,700</u>	<u>1,339,591</u>	<u>1,200,234</u>	<u>654,134</u>
	7,958,090	6,637,189	6,403,411	5,684,514	4,826,560
Shareholders' funds	<u>534,230</u>	<u>434,618</u>	<u>373,463</u>	<u>311,248</u>	<u>226,434</u>
	<u>8,492,320</u>	<u>7,071,807</u>	<u>6,776,874</u>	<u>5,995,762</u>	<u>5,052,994</u>
Gross earnings	1,151,494	860,274	692,723	571,484	448,196
Profit before taxation	163,044	124,375	106,013	145,848	82,944
Profit after taxation	105,946	74,224	68,013	86,625	53,404
Dividends:					
Ordinary shares	24,210	21,789	21,789	14,795	11,005
Preference shares	2,250	2,250	2,250	2,250	2,250
Return on shareholders' funds	20%	17%	18%	28%	24%
Earnings per ordinary share (adjusted) Note 1	64.25k	44.60k	40.75k	52.30k	31.70k
Dividends per ordinary share (adjusted) Note 2	15.00k	13.50k	13.50k	9.15k	6.80k
Dividends per ordinary share (Actual) Notes 3	15.00k	27.00k	27.00k	22.00k	18.00k
Equity dividend cover (Times)	4.3	3.3	3.0	5.7	4.6

Notes: 1. Earnings per share are based on profit after tax and after deducting preference dividend and are calculated on the number of issued ordinary shares of 50 kobo each at 31st December, 1989.
 2. Dividends per share (adjusted) are calculated on the number of issued ordinary shares at 31st December, 1989.
 3. At the last Annual General Meeting the fully paid ordinary shares of the company was subdivided into 161, 398, 322 ordinary shares of 50k each from 80,699,161 ordinary shares of N1.00 each.



ALLOCATION OF INCOME YEAR ENDED 31ST DECEMBER, 1989

	1989 N'000	1988 N'000	%
RECEIVED:			
Net revenue after interest paid	<u>779,497</u>	<u>526,064</u>	<u>100</u>
SPENT AND ALLOCATED:			
Wages, Salaries and other staff costs	311,799	192,929	37
Materials and services	199,555	126,124	24
Bad and doubtful debts	72,594	66,934	13
Depreciation of fixed assets	<u>32,505</u>	<u>15,702</u>	<u>3</u>
	616,453	401,689	77
Taxation etc.	<u>57,098</u>	<u>50,151</u>	<u>9</u>
	673,551	451,840	86
Reinvestment in the business	<u>79,486</u>	<u>50,185</u>	<u>9</u>
	753,037	502,025	95
Dividends	<u>26,460</u>	<u>24,039</u>	<u>5</u>
	<u>779,497</u>	<u>526,064</u>	<u>100</u>



SHARE HOLDINGS AND DIRECTORS' INTERESTS AS AT 31ST DECEMBER, 1989

THE ORDINARY SHARES OF
THE COMPANY ARE HELD AS FOLLOWS:

	Number at 50k each	1989		1988	
		Value (N)	%	N	%
Ministry of Finance Incorporated		36,119,157	44.8	36,119,157	44.8
Standard Chartered Bank Africa PLC		30,665,691	38.0	30,665,691	38.0
Nigerian public		13,914,313	17.2	13,914,313	17.2
		<u>80,699,161</u>	<u>100.0</u>	<u>80,699,161</u>	<u>100.0</u>

The preference share capital of 25,000,000 shares of N1.00 each is wholly held by the Nigerian public.

At 31st December, 1989 and 8th March, 1990 no shareholder other than as noted above held more than 10% of the issued share capital of the Company.

Directors' Interests

The interest of the Directors in the issued Share Capital of the Company as recorded in the register of Directors' shareholdings as at 31st December, 1988, and 31st December 1989 are as follows:-

	ORDINARY SHARES OF 50K EACH	
	31st December 1989	31st December 1988
Chief Oluwole Alani Adeosun	70,872	67,960
Chief Efiong Nkanya Ita	10,882	6,826
Alhaji Shehu Mohammed	13,708	11,112
Alhaji Muhammed Imam Yahaya	10,028	10,028
Other Directors	Nil	Nil

None of the Directors has notified the Company for the purposes of Section 190 of the Companies Act, 1968 of any disclosable interests in contracts with which the Company was involved as at 31st December, 1989 or at 8th March, 1990.



**SHARE HOLDINGS AND DIRECTORS' INTERESTS AS
AT 31ST DECEMBER, 1989 (Contd.)**

Analysis of the Company's Ordinary shares

RANGE	SHAREHOLDINGS	NO. OF SHAREHOLDERS	PERCENTAGE
0 - 100	9,282	167	.01
101 - 200	50,378	288	.03
201 - 499	554,904	1,643	.35
500 - 999	1,407,614	1,927	.85
1,000 - 1,999	4,042,496	2,763	2.50
2,000 - 4,499	3,919,874	1,255	2.43
4,500 - 9,999	4,753,516	692	2.94
10,000 - 49,999	7,734,798	436	4.80
50,000 - 99,999	1,259,546	17	.80
1,000,000 - 99,999,999	137,665,914	20	85.29
	161,398,322	9,208	100.00

Analysis of the Company's Preference shares:

RANGE	SHAREHOLDINGS	NO. OF SHAREHOLDERS	PERCENTAGE
0 - 100	226,900	2,269	.90
101 - 499	584,790	2,481	2.34
500 - 999	600,300	1,178	2.40
1,000 - 4,999	4,420,700	1,054	5.67
5,000 - 9,999	456,400	89	1.82
10,000 - 49,999	1,315,500	86	5.30
50,000 - 99,999	1,008,010	19	4.03
100,000 - 99,999,999	19,387,400	39	77.54
	25,000,000	7,215	100.00



SUPPLEMENTARY INFORMATION
YEAR ENDED 31ST DECEMBER, 1989

	1989	1988
STAFF		
Officers - Expatriate	3	6
- Nigerian	<u>2,486</u>	<u>2,367</u>
	2,489	2,373
Supervisors	1,391	1,292
Clerks - (including stenographers and junior clerks)	5,578	5,520
Non-clerical	<u>1,908</u>	<u>1,863</u>
	<u><u>11,366</u></u>	<u><u>11,048</u></u>

ADVANCES

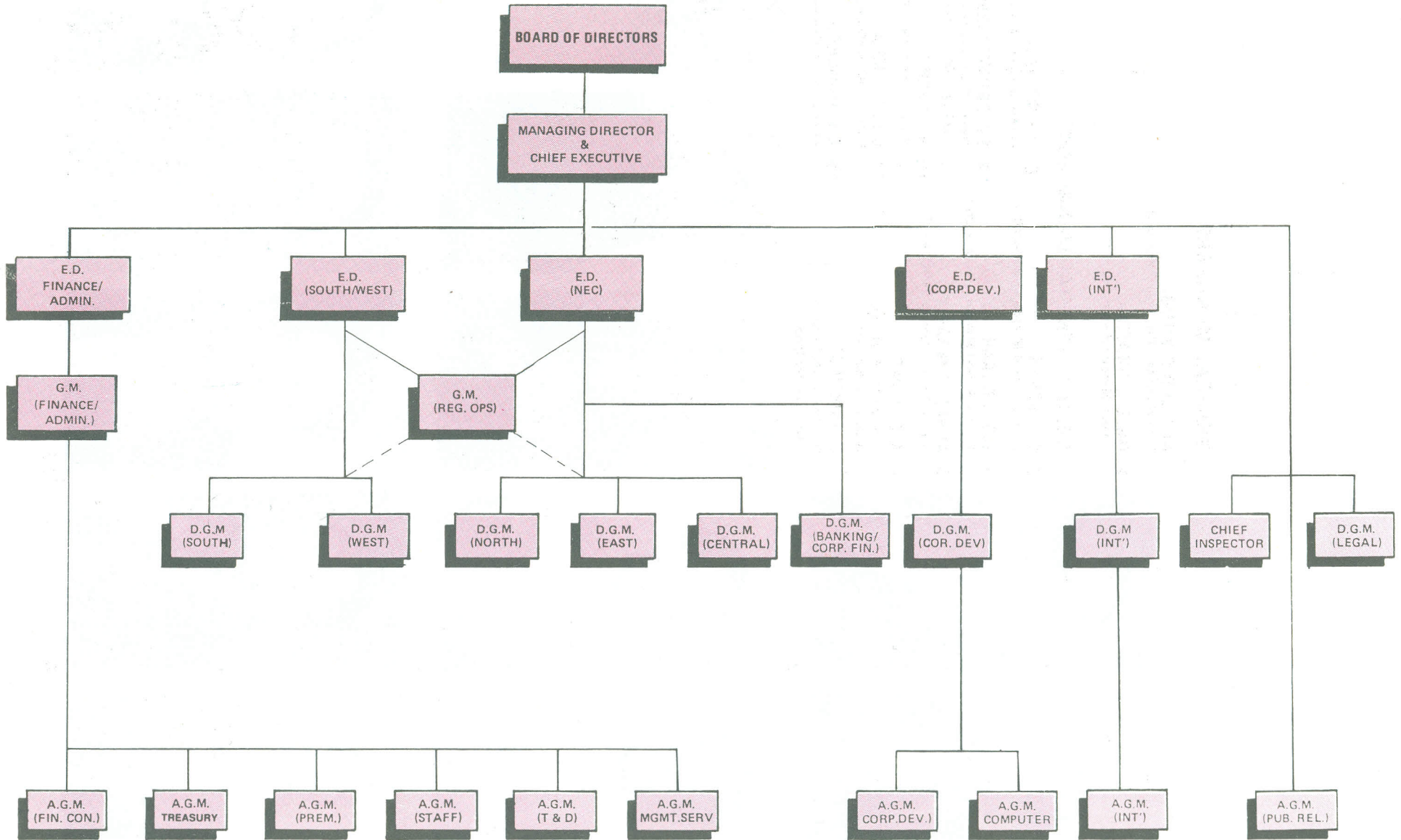
Number of borrowing accounts:

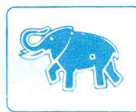
Indigenous	81,551	77,964
Others	<u>213</u>	<u>210</u>
	<u><u>81,764</u></u>	<u><u>78,174</u></u>

Amount advanced:

	N'000	N'000
Indigenous	2,284,234	2,181,305
Others	<u>118,709</u>	<u>72,083</u>
	<u><u>2,402,943</u></u>	<u><u>2,253,388</u></u>

ORGANIZATIONAL STRUCTURE





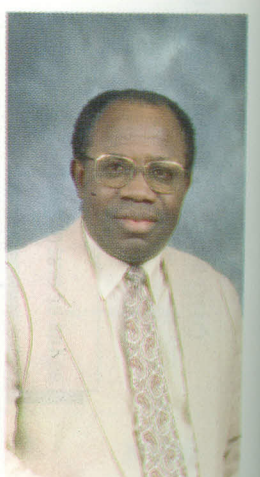
GENERAL MANAGERS

- 1 **ALHAJI M. S. KUTIGI**
General Manager (Regional Operations)
- 2 **MR. L. E. OKAFOR**
General Manager (Finance/Admin.)



DEPUTY GENERAL MANAGERS

- 3 **S. A. COKER**
Deputy General Manager (West Admin.)
- 4 **D. T. IORDAAH**
Deputy General Manager (Central Admin.)
- 5 **ALHAJI M. IBRAHIM**
Deputy General Manager (North Admin.)
- 6 **A. OLASOPE**
Deputy General Manager
(Legal/Corp. Secretary)
- 7 **O. AKINMADE**
Deputy General Manager
(Corporate Development)
- 8 **F. O. CHINKATA**
Deputy General Manager (East Admin.)
- 9 **S.F. OGUNTOYINBO**
Deputy General Manager
(Banking & Corp. Finance)
- 10 **R.B. UJAH**
Deputy General Manager (International)
- 11 **C. F. AWOSIKA**
Deputy General Manager (South Admin.)
- 12 **C. I. ADIMORAH**
Deputy General Manager (Inspection)



3

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PRINCIPAL OFFICERS

EXECUTIVE DIRECTORS

Chief O. A. Adeosun
Mallam M. I. Yahaya
Mr. K. N. Radford
Chief E. N. Ita
Mr. P. Cheesman
Alhaji S. Mohammed

POSITION/LOCATION

Managing Director & Chief Executive
Executive Director (South/West)
Executive Director (NEC)
Executive Director (Corporate Development)
Executive Director (International)
Executive Director (Finance/Admin.)

GENERAL MANAGERS

Alhaji M. S. Kutigi
Mr. L. E. Okafor

General Manager (Regional Operations)
General Manager (Finance/Admin.)

DEPUTY GENERAL MANAGERS

C. I. Adimorah
O. Akinmade

C. F. Awosika
F. O. Chinkata
S. A. Coker
Alhaji M. Ibrahim
D. T. Iordaah
S. F. Oguntoyinbo

A. Olasope

R. B. Ujah

Deputy General Manager (Inspection)
Deputy General Manager (Corporate Development)
Deputy General Manager (South Admin.)
Deputy General Manager (East Admin.)
Deputy General Manager (West Admin.)
Deputy General Manager (North Admin.)
Deputy General Manager (Central Admin.)
Deputy General Manager (Banking & Corporate Finance)
Deputy General Manager (Legal/ Company Secretary)
Deputy General Manager (International)

ASSISTANT GENERAL MANAGERS (HEAD OFFICE)

Dr. F. Abudu
F. O. Alabi
M. L. Alabi
G. Anyichie
B. A. Bakare

Alhaji M. O. Lansebe
S. K. Mosunmade
O. A. Odu
C. C. Offiah
I. A. Ogunsakin
J. O. Osima

A. Sa'ad

Asst. General Manager (Training & Dev.)
Asst. General Manager (Head Office)
Asst. General Manager (Corporate Dev.)
Asst. General Manager (Int'l Banking Div.)
Asst. General Manager (Banking & Corporate Finance)
Asst. General Manager (Management Serv.)
Asst. General Manager (Control Finance)
Asst. General Manager (Premises)
Asst. General Manager (Treasury)
Asst. General Manager (Computer Services)
Asst. General Manager (Banking & Corporate Finance)
Asst. General Manager (Staff)

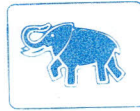


**ASSISTANT GENERAL MANAGERS
(REGIONAL ADMINISTRATIONS)**

L. N. Adaba	Asst. General Manager (West Admin.)
E. U. Eko	Asst. General Manager (South Admin.)
Chief E. E. Ofurie	Asst. General Manager (East Admin.)
Chief A. O. Okolonji	Asst. General Manager (North Admin.)
B. Musa	Asst. General Manager (Central Admin.)

**ASSISTANT GENERAL MANAGERS
(BRANCH OPERATIONS)**

S. O. Adollo	Manager (Apapa Branch)
Chief E. A. Akintoye	Manager (Ikeja Ind. Est. Branch)
M. A. Audu	Manager (Kaduna (Main) Branch)
M. B. Ayeni	Manager (Ibadan Bank Road Branch)
C. F. A. O. Chukwurah	Manager (Investment House Branch)
P. A. Ekwealor	Manager (Enugu (Main) Branch)
J. O. Falokun	Operations Manager (Bauchi)
B. O. Longe	Manager (Niger House Branch)
A. O. O. Odunmbaku	Manager (London Branch)
O. S. Onakoya	Manager (Ikeja Branch)
Alhaji G. I. Potiskum	Manager (Kano (Main) Branch)
S. O. Tomori	Manager (Marina Branch)



DIRECTORY OF BRANCHES

AKWA IBOM STATE

Efa
P.M.B. 1053
Etinan

Etinan
509 Umo Road
P.M.B. 1042
Etinan

Ikot Ekpene
P.M.B. 34 Ikot Ekpene
085-400202

Oron
105, Oron Road
P.M.B. 1040
Oron

Ukam
P.M.B. 5001
Ukam

Utu Etim Ekpo
Branch

Uyo Branch
P.M.B. 1001 Uyo
Tel: 085-200531

Essene,
P.M.B. 1012
Ikot Abasi

ANAMBRA STATE

Abba
P.M.B. 2008
Abagana, Njikoka
Local Govt. Area.

Effium (Agency)
c/o Ezzamgbo Branch
P.O. Box 219
Abakaliki

Eha Alumona
Eha Alumona Club
House
P.O. Box 78
Eha Alumona

Emene Industrial
Estate
1, Bank Road
P.O. Box 8
Emene, Enugu
Tel: 042-253661

Enugu
(Hotel Presidential) (Ag.)
c/o P.M.B. 1008 Enugu

Enugu (Main) Branch
21 Okpara Avenue
P.M.B. 1008 Enugu
Tel: 042-334755

Enugu
(Uwani) Branch
26, Okpara Avenue
P.M.B. 01237 Enugu
Tel: 042-332935

Ezzamgbo
P.M.B. 219 Abakaliki

Ikem
c/o Postal Agency Ikem

Inyi
P.O. Box 183 Inyi

Nkwelle Ezunaka
Ogidi-Ezunaka Road
Nkwelle Ezunaka

Nimo Branch
Njikoka Local Govt.
Area

Nnewi
P.M.B. 5015
Nnewi

Ogbunike
P.M.B. 7 Ogbunike
Tel: 046-611559

Opi Agency
c/o Eha Alumona
Branch
P.O. Box 78
Eha Alumona

Onitsha (Bridge Head)
Nkrumah/Port Harcourt Rd.
P.M.B. 1603 Onitsha
Tel: 046-210212

Onitsha (Iweka)
40 Iweka Road,
P.M.B. 1750 Onitsha
Tel: 046-210113

Onitsha (main)
19, New Market Road,
P.M.B. 1519 Onitsha
Tel: 046-210244-8

Onitsha
(6 Nwobodo Avenue)
P.M.B. 1524 Onitsha
Tel: 046-217420

Onitsha (William St.)
16 Williams St,
P.M.B. 1787 Onitsha
Tel: 046-211175

Otuocha
c/o Postal Agency

Ovoko Branch
P.M.B. 2083,
Igbo Eze Local Govt. Area

BAUCHI STATE

Bauchi
P.M.B. 53 Bauchi
Tel: 077-42024

Darazo Branch
c/o P.M.B. 53
Bauchi

Gamawa
c/o Yana Branch
Gamawa

Gombe
P.M.B. 1 Gombe
TEL: 077-20214

Itas Agency

Kaltungo
Gombe/Yola Road
Kaltungo

Katagum
c/o Bauchi Branch

Pindiga Agency

Tafawa Balewa
c/o P.M.B. 53 Bauchi

Toro
c/o P.M.B. 2027 Jos.

Tula Agency

Yana
c/o P.M.B. 3005 Kano

BENDEL STATE

Agbarho
142, Old Warri/
Ughelli Road
Agbarho
P.O.Box 50

Agbor
Old Lagos/Asaba Road,
P.M.B. 1 Agbor
Tel: 055-25440,25323

Asaba
Nnebisi Road,
P.M.B. 1004, Asaba,
Tel: 046-280210, 281195

Benin King's Square
P.M.B. 1026 Benin
Tel: 052-241081,,200520-21

Benin Mission Road
P.M.B. 1138 Benin
Tel: 052 - 243752, 246472

Effurun
Warri/Sapele Road,
P.M.B. 8 Effurun
Tel: 052-232880, 230676

Ekpoma
Market Road
Eguare, Ekpoma
Tel: 053-98394, 98439

Evwreni
Uneni Quarters, Evwreni,
c/o P.M.B. 30, Ughelli.

Ikpoba Hill, (Agency)
c/o Benin King's
Square Branch

Shell-Ogunnu Agency
c/o Warri Branch

Ogwashi-Uku
P.M.B. 1055
Aniocha Local Govt.) Area



DIRECTORY OF BRANCHES (Contd.)

- Sabongida-Ora
Owan Local Govt.
Tel: 057-54093
- Sapele Boyo Branch
2A Boyo Road,
P.M.B. 4062, Sapele.
Tel: 41631,42077
- Sapele Main P.M.B. 4004,
Sapele
- Ughelli, 40 Market Road,
P.M.B. 30 Ughelli, Tel: 600008
- Warri
41 Warri/Sapele Road,
Tel: 053-233011,233042
- N.N.P.C. (Agency)
c/o Benin, King's Sq. Branch
- BENUE STATE**
Abejukolo
P.M.B. 1000
Abejukolo Postal Agency
- Akpanya
P.M.B. 1011
Idah
- Ayangba
P.M.B. 1025
Dekina, Ayangba
- Ikyobo
c/o Katsina-Ala Postal
Agency
Katsina-Ala
- Itobe
P.M.B. 1001
Idah Post Office
- Katsina-Ala
c/o Postal Agency
Katsina-Ala
Tel: 044-90299
- Makurdi
P.M.B. 2076
Makurdi
Tel: 044-32156, 32798,
33342
- Naka
c/o P.M.B. 2076
Makurdi
- Oguma
Ogba Road
P.M.B. 1004 Oguma
- Oturkpo
P.M.B. 2210 Oturkpo
Tel: 044-60165
- Vandeikya
c/o Postal Agency
P.M.B. 05 Vandeikya
- BORNO STATE**
Damagum
P.O. Box 46, Potiskum
- Damaturu
P.O. Box 74
Damaturu
- Dambo
P.O. Box 1005
Maiduguri
- Gashua
P.M.B. 4
Gashua
- Geidam
P.M.B. 12
Nguru
- Kirenowa
- Konduga
c/o P.O. Box 1005
Maiduguri
- Maiduguri
P.M.B. 1005
Maiduguri
Tel: 076-232831
- Maiduguri (Monday
Market)
c/o Maiduguri Branch
Tel: 076-232802
- Ngamdu
Ngamdu Agency
- Nguru
P.M.B. 12 Nguru
- Potiskum
P.O. Box 46 Potiskum
- Talala
- Uba
Uba (Kumagum)
c/o Michika (Branch)
- Kwajaffa
c/o Maiduguri Branch,
Maiduguri
Borno State.
- CROSS RIVER STATE**
Calabar
P.M.B. 1020 Calabar
Tel: 085-222049
- Ekori Branch
P.O. Box 90 Ekori
Obubra Local Govt.
Area
- Obubra
Obubra Local Govt.
Area
- University of Calabar
Branch
c/o University of Calabar,
Calabar
Tel: 087-223864
- FEDERAL CAPITAL-
ABUJA**
Abaji Branch
- Abuja Festival Road
P.O. Box 45 Abuja
Tel: 09-2341072,2341073
- GONGOLA STATE**
Dumne Agency
c/o Yola Main Branch
- Fufore
c/o P.M.B. 2050 Yola
- Ganye
P.O. Box 55, Ganye
Tel: 025-90187
- Gulak Agency
- Hong
P.M.B. 1002 Hong
- Karim Lamido
P.M.B. 4
Lau Via Yola
- Lau
P.M.B. 4, Via Yola
- Mayoine, Agency
c/o Yola Branch
- Mayo Belwa
P.O.Box 006, Mayo Belwa
- Mayo Ndaga
c/o Yola Main Branch
- Michika
c/o Postal Agency, Michika
- Yola Main
P.M.B. 2050, Tel: 075-25198
- Yola Market
109Mubi Road
P.M.B. 2282, Jimeta, Yola
Tel: 075-24370,24992, 24382
- Garkida
c/o Garkida Postal Agency
Near Police Station,
Garkida, Gongola State
- Bambur Branch
C/o Yola (Main) Branch
P.M.B. 2050, Yola,
Gongola State
- Zing
c/o P.O. Box 2050
Zing
- IMO STATE**
Aba (Ariaria Market)
P.M.B. 7315 Aba
Tel: 082-223863
- Aba Main, 2, Asa Road.
P.M.B. 1103 Aba
Tel: 082-220866
- Aba Town
122 Ehi Road
P.M.B. 315 Aba
Tel: 082-220325
- Afikpo
P.M.B. 7128, Afikpo,
Tel: 088-521636
- Akatta
P.M.B. 6 Akatta
(Oru Local Govt. Area)
- Amaraku
P.M.B. 1, Amaraku
- Amaokwe - Item
P.M.B. 1, Item
- Nkwoagu Isuochi
P.M.B. 1020
Ngodo, Okigwe
- Okwelle
P.M.B. 57
Okwelle Okigwe



DIRECTORY OF BRANCHES (Contd.)

Owerri
63-65, Dauglas Road,
P.M.B. 1060, Owerri
Tel: 083-230900

Umuahia
1 Mayne Road
P.M.B. 1017 Umuahia

Umuowa
c/o Owerri Branch

KADUNA STATE

Kaduna Bank Road
P.M.B. 2065
Tel: 062-212454, 20159

Kaduna (Kawo)
AX 5 Zaria Road
p. M. B. 2065
Kawo Kaduna

Kafanchan
Funtua Road, Kafanchan
P.M.B. 1019
Tel: 061-20141

Kaduna Main
P.M.B. 2065 Kaduna
Tel: 062-213858, 213955

Kaduna South
P.M.B. 2084 Kaduna
Tel: 062-217880

Samaru
P.M.B. 2, Samaru Zaria
Tel: 069-50938

Zaria, 1 Crescent Road
P.M.B. 1006 Zaria
Tel: 069-32425

KANO STATE

Bompai
P.M.B. 3284 Kano
Tel: 064-623480

Fagge Ta Kudu
P.M.B. 3077 Kano
Tel: 064-621545

Kano Airport
c/o P.M.B. 3005, Kano
Tel: 064-623255

Kano Bagaudu Lake
c/o Kano Main Branch

Kano Hadejia
c/o Kano Main Branch

Kano Main
P.M.B. 3005 Kano
Tel: 064-629573, 620574,

Zoo Road Branch, Kano

Burra
Ningi Local Govt.
c/o DGM (North)'s Office,
Kano

KATSINA STATE

Katsina
P.M.B. 2032 Katsina
Tel: 065-30863

Malum Fashi
P.M.B. 6002
Malum Fashi

Funtua
P. M. B. 6013, Funtua
Tel: 062-770348

KWARA STATE

Ajaokuta
P.M.B. 1007 Okene,
Ajaokuta
Tel: 031-400581

Egbe
P.M.B. 205 Egbe

Ilorin
P.M.B. 1354 Ilorin
Tel: 031-221500

Isanlu Oyi
P.M.B. 1005 Isanlu Oyi

Kosu Bosu
P.M.B. 244 Bussa

Mopa
P.M.B. 2002 Mopa

Obangede
P.O. Box 114
Obangede

Ogori
P.M.B. 1073 Ogori

LAGOS STATE

Abibu Oki
47, Marina
P.M.B. 12554 Lagos Island
Tel: 01-660511, 660302

Agege
27 Abeokuta, Motor Road
Agege, Tel: 931839

Ajegunle
74, Malu Road
P.M.B. 1180 Apapa
Tel: 01-842238, 873679

Apapa,
1, Burma Road
P.M.B. 1034 Apapa
Tel: 01-876885, 876939

Broad Street
208/212 Broad Street
P.O. Box 2334,
Lagos Island
Tel: 01-660620, 664145

Ebute Metta
1 Savage Street
Apapa Road
P. M. B. 12014
Ebute-Metta
Tel: 837998, 834477

Epe
P.M.B. 1022 Epe
Tel: 037-870541

Falomo Shopping
Centre
P.M.B. 12736 Lagos.
Tel: 01-687051, 682127

Federal Secretariat,
Ikoyi
Tel: 01-684745-6

Iganmu, Abebe Village Rd
P.M.B. 126734 Iganmu
Tel: 01-833322, 830311

Ijora,
243/245 Ijora Causeway
P.O. Box 228, Apapa
Tel: 01-843082, 830311

Ikeja
Airport Road
P.O. Box 69 Ikeja
Tel: 01-900170-7

Ikeja Cantonment Agency
c/o P. O. Box 69, Ikeja

Ikeja Industrial Estate
Oba Akran Avenue
P.O. Box 105 Ikeja
Tel: 01-961740, 901620-4

Ikorodu Branch
88, Lagos Road,
P.M.B. 1005 Ikorodu
Tel: 01-780612

Ilupeju
Ilupeju Bypass Ikeja
P.M.B. 1173
Tel: 01-961063

Investment House
21-25 Broad Street
P.M.B. 2379 Lagos
Tel: 01-661031,
661034, 661035

Isolo
P.M.B. 1034 Mushin
Tel: 01-520434, 520087

Ketu
101 Ikorodu Road, Ketu
P.M.B. 21468 Ikeja
Tel: 01-820843

Marina
35 Marina
P.O. Box 2006 Lagos.
Tel: 01 - 669683-4,
664510, 665781

Matori
Clean John House
9, Ladipo St. Matori,
Mushin
Tel: 01-523713

Moloney, 8 Moloney St.
P.O. Box 2099 Lagos
Tel: 01-635238, 635758

Murtala Mohammed Airport
M/M Airport Complex
P.O. Box 4508. Ikeja
Tel: 901170-17

Murtala Muhammed Way Br.
Murtala Muhammed Way
P.O. Box 1021, Ebute Metta
Tel: 01-860306

Navy Town Ojo
B. M. U. Complex (Road 8)
Festac Town
Tel: 01-883897

**DIRECTORY OF BRANCHES (Contd.)**

- Niger House Branch
1/5 Odunlami Street, Lagos
Tel: 665781
- N.I.J. House
20 Adeyemo Alakija Street
Victoria Island, Lagos
P.M.B. 50 Falomo
Tel: 01-611496, 619312
- Obun Eko
126 N/Azikwe Street
P.O. Box 2353 Lagos Island
Tel: 01-663261
- Ogba,
Plot 7, Block C, Acme Rd.
P.M.B. 21441, Ikeja
Tel: 01-933265
- Ojo Cantonment Agency
c/o P.M.B. 12674, Lagos
- Oregun Industrial Estate
Plot 2B, Adewunmi Close
P.M.B. 21444, Ikeja
Tel: 01-934875
- Somolu Moyosore House
Ikorodu Road
Lagos
- Stock Exchange House
Customs St., P.O. Box 7685, Lagos
Tel: 01-661685, 01-661696
- Surulere
P.O. Box 273 Surulere
Tel: 01-848733, 831110
- Surulere Shopping Centre
c/o P.O. Box 273
Surulere
Tel: 01-842619, 836148
- Tin Can Island Branch
Apapa
Tel: 01-872425, 873096
- Western House
8-10, Broad Street, Lagos
Tel: 01-634930, 636642
- Yaba
322 Herbert Macaulay Street
P.M.B. 1040, Yaba Lagos
Tel: 01-861353, 862176
- Allen Avenue Ikeja
- NIGER STATE**
Bida
Zungeru Road
P.O. Box 48 Bida
Tel: 066-461640
- Kagara
P.M.B. 1
kagara
- Katch
c/o Postal Agency
Katcha
- Kontagora
P.M.B. 6 Kontagora
Tel: 067-20018
- Kuta
c/o Postal Agency Kuta
- Wara Agency
c/o P.M.B. 6
Kontagora
- Minna
P.M.B. 62 Minna
Tel: 066-222070
- Rijau
P.M.B. 2116 Rijau
Tel: 067-31441
- Suleja
P.M.B. 23 Suleja
Tel: 066-500087
- Suleja Shopping
Centre
P.M.B. 23 Suleja
Tel: 066-500081
- OGUN STATE**
Abeokuta
95, Ibara Road,
P.M.B. 2003, Abeokuta
Tel: 039-230154, 230952
- Agbara Estate Branch
Agbara
- Igbogila
P.M.B. 2015
Abeokuta
- Ijebu Ode, 26 Ibadan Rd.
P.M.B. 2141
Ijebu Ode
Tel: 431378, 434534
- Mosinmi Agency
c/o Sagamu Branch
- Ogbere
Benin Road,
P.M.B. 1005, Ogbere
- Ota
P.M.B. 1036 Ota
- Sagamu
Akariqbo Street
P.M.B. 2008., Sagamu,
Tel: 037-640701
- ONDO STATE**
Ado-Ekiti
10, Ajilosun St
P.M.B. 5365, Ado-Ekiti
Tel: 030/240725, 240561
- Akure (Main) Branch
Bishop Tunji Fagun Rd.,
- Alagbaka Junction
P.M.B. 707, Akure
Tel: 034-230228,
231960, 231961
- Akure Market Branch
1A, Adedpe Street
P.M.B. 629 Akure
Tel: 034-230243, 232408
- Efon Alaye
Erekesan Market
P.M.B. 37 Efon Alaye
- Emure Ekiti
2, Oke Emure Street
P.O. Box 163
Emure Ekiti
Isukan L.G.A.
- Erijiyan Ekiti
Iworo Street,
P.M.B. 5006
Aramoko-Ekiti
Erijiyan L.G.A.
- Idoani
Owani Street
P.M.B. 203 Idoani
Tel: 061-63004, Ose L.G.A.
- Ifaki-Ekiti
25, Temidire Street
Ikole Road
P.O. Box 21, Ifaki Ekiti
- Igbokoda
30, Broad Street
P.M.B. 339, Igbokada
Ilaje Ese-Odo LGA
- Ikere AKoko
Oyaki Quarters (Ikaram
Akoko),
Akoko North LGA
- Ikare Akoko Branch
L/21 Ilepa Street,
P.M.B. 275, Ikare
Akoko North LGA
- Ikere-Ekiti
113, Ado Road, Idemo
P.M.B. 7275, Ikere-Ikiti
LGA
- Ikole Ekiti
Oba Adeleye Road
P.M.B. 5009, Ikole Ekiti
Tel: 030-440611
- Ilasa ekiti
P.M.B. 5020,
Ilasa Ekiti,
White House
Oke-Odo Street,
Ilasa Ekiti
Ekiti East LGA
- Ile Oluji
1, Old Motor Park
P.M.B. 704, Oka-Akoko
Ifesowapo Ile-Oluji
- 6, Ikese Quarters
P.M.B. 7, Oka-Akoko
Akoko South LGA
- Okemesi- Ekiti
Odo-Ese Street
P.M.B. 001, Okemesi
Ekiti
- Ondo
35, Modtreet, Yaba
P.M.B. 550, Ondo



DIRECTORY OF BRANCHES (Contd.)

Idimisasi Street
P.M.B. 1012, Owo
Owo LGA. Tel: 051-41174,41423.

Ore Branch
1, Market Road,
Sabo Quarters
P.O.Box 55, Ore.
Ifesowapo LGA.

OYO STATE

Awe
Ife-Odan Road
P.M.B. 1017 Awe
Tel: 038-230663

Erin Osun
Council Road, Erin Osun
P. M. 4414
Oshogbo

Ibadan Agodi
P.M.B. 120
Ibadan
Tel: 022-412931

Ibadan Amunigun
Amunigun Street
P.M.B. 5120
IbadanTel:022-411653,
417557

Ibadan Bank Road
P.M.B. 5111
Ibadan
Tel: 022-400810-4

Ibadan Orita Challenge
P.M. B.5125 Ibadan
Tel: 022-311047

Ibadan (IITA Agency)
c/o P.M.B. 5111 Ibadan

Ibadan U.I. Campus
P.M.B. 128, U.I. Post Office
Ibadan

Ijebu-Jesha
A.59 Oja street,
P.M.B. 1003, Ijebu Ijesha

Ile-Ife
27, Lagere Layout
P.M.B. 5534
Tel: 036-230465

Ilesha
Ereja Street
P.M.B. 5016 Ilesha
Tel: 036-460355

Inisa
Market Square
P.M.B. 141 Inisa

Ipetu-Ijesha
P.M.B. 2003
Ipetu-Ijesha

Ogbomoso
Akinwale Street
Tackie Square
P.M.B. 3591 Ogbomoso
Tel: 038-230663

Oko
Osogbo Road,
P.M.B. 4008
Ejigbo
Oko

Oluyole Estate
Alaafin Avenue
P.M.B. 5181
Ibadan
Tel: 022-311738

Osogbo
152 Station Road,
P.M.B. 301, Osogbo
Tel: 035-230135,234449

Oyo
Asogo Street
P.M.B. 1002, Oyo
Tel: 038-230437

PLATEAU STATE

Agyaragu Agency

Amper Agency
c/o P.O. Box 60 Mangu

Barakin Ladi
P.M.B. 2007
Barakin Ladi

Bassa
P.O. Box 1377 Bassa

Bukuru
P.M.B. 2 Bukuru
Tel: 073-80273

Bukuru Police College
P.M.B. 2 Bukuru

Jos Bank Street
P.M.B. 2027 Jos
Tel: 073-54601, 54602

Jos Government
Secretariat
c/o Govt. Sec. BLDG
Jos
Tel: 073-54706

Jos Market
P.M.B. 2027 Jos.

Kadarko , Agency
c/o Lafia Branch
P.M.B. 5 Lafia

Kurgwi
c/o Lafia Branch
P.M.B. 5, Lafia

Lafia
P.M.B. 5
Lafia

Mangu
P.O. Box 60
Mangu

University of Jos Agency
Bauchi Road Campus
c/o P.M.B. 2027 Jos.

RIVERS

Odi
Yenogoa Local Govt.
Area

Port Harcourt Airport
P.O. Box 646
Port Harcourt
Tel: 084-332331

Port Harcourt Diobu
P.M.B. 581
Port Harcourt
Tel: 084-331102

Port Harcourt Main
P.M.B. 5007
Port Harcourt
Tel: 084-300130-4

Port Harcourt Town
P.M.B. 6197
Port Harcourt
Tel: 084-331786

Port Harcourt Trans-
Amadi
P.M.B. 5865
Port Harcourt

SOKOTO STATE

Anka
c/o Gusau Branch

Gidan Madi
c/o Sokoto Main
P.M.B. 2116
Sokoto

Gunmi
P.M.B. 2116
Sokoto

Gusau
P.M.B. 1019
Gusau
Tel: 060-20243

Illela Branch
C/o Sokoto Main

Kaura Namoda
P.M.B. 2
Kaura Namoda

Maru Agency
c/o Gusau Branch

Shinkafe
c/o P.M.B. 2
Kaura Namoda

Sokoto
P.M.B. 2116
Gusau Road, Sokoto
Tel: 060-231235

Sokoto Danfodi Road
P.M.B. 2166
Sokoto
Tel: 060-232130

Tambawal
P.M.B. 1082
Tambawal

Zuru
P.M.B. 1003 Zur

Mungadi Branch
c/o Maiyama Local Gvt.



OTHER OFFICES

UNITED KINGDOM

London
29-30 Kings Street
London EC2V 8EH
Tel: 01-606-6411

REGIONAL ADMINISTRATION OFFICES

East Administration

Deputy General Manager

c/o Enugu Main
21, Okpara Avenue
P.M.B. 1008 Enugu
Tel: 042-337262,254500

Operations Manager

38, Forces Avenue
P.M.B. 5007
Port Harcourt
Tel: 084-335863,330941

West Administration

Deputy General Manager

Broking House
1, Alhaji Jimo Odutola
Road, Ibadan.
Tel: 022-412815, 412817,
412861

Operations Manager

c/o Kings Square Branch
P.M.B. 2026
Benin City
Tel: 052/244393,200520

Central Administration

Deputy General Manager

27, Ali Akilu Road,
P.M.B. 2097, Kaduna
Tel: 062/214593,215916

Operations Manager

Joseph Gomwalk House
5, Joseph Gomwalk Road
P.M.B. 2027 Jos
Tel: 073-52961

North Administration

Deputy General Manager

Tel: 084-333780
c/o Kano Main
P.M.B. 3005, Kano.
Tel: 064/622706, 620574

South Administration

Deputy General Manager

35, Moloney Street,
Lagos.
Tel: 01-600460-2



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STOP



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201/01



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1st Bank
ESTABLISHED 1894

...truly the first.