

C & I LEASING PLC


GROUP UNAUDITED STATEMENT OF COMPREHENSIVE INCOME FOR THE PERIOD ENDED JUNE 30, 2016

| | Group | | Company | |
|---|------------------------------------|------------------------------------|------------------------------------|------------------------------------|
| | 6 Months to June, 2016 N'000 | 6 Months to June, 2015 N'000 | 6 Months to June, 2016 N'000 | 6 Months to June, 2015 N'000 |
| Gross Earnings | 8,729,225 | 9,692,526 | 6,704,157 | 8,603,265 |
| Lease Rental Income | 5,493,112 | 6,628,182 | 3,539,818 | 5,769,173 |
| Lease Interest Expenses | (1,305,805) | (1,101,154) | (752,119) | (683,937) |
| Net Lease Rental Income | 4,187,307 | 5,527,028 | 2,787,699 | 5,085,236 |
| Outsourcing Income | 2,713,835 | 2,591,271 | 2,714,334 | 2,591,271 |
| Outsourcing Expenses | (2,476,440) | (2,406,530) | (2,476,440) | (2,406,530) |
| Net Finance Lease Income | 237,394 | 184,741 | 237,893 | 184,741 |
| Vehicle Sales | 98,244 | 128,237 | 98,244 | - |
| Vehicle operating expenses | (112,958) | (99,917) | (112,958) | - |
| Net Income From Vehicle Sales | (14,714) | 28,320 | (14,714) | - |
| Tracking Income | 76,245 | 97,485 | 76,245 | 97,485 |
| Tracking Expenses | (51,661) | (17,584) | (51,661) | (17,584) |
| Net Tracking Income | 24,583 | 79,901 | 24,583 | 79,901 |
| Interest Income | 33,517 | 7,864 | 2,124 | 340 |
| Other operating Income | 314,272 | 239,486 | 273,393 | 144,995 |
| Direct leasing Expenses | (2,214,957) | (3,929,512) | (2,003,706) | (3,818,383) |
| Net Operating Income | 2,567,404 | 2,137,828 | 1,307,273 | 1,676,830 |
| Impairment (Charge)/Credit | (61,950) | 5,501 | (61,950) | - |
| Depreciation Expense | (830,112) | (721,355) | (309,017) | (403,794) |
| Personnel Expenses | (388,644) | (361,625) | (355,500) | (309,985) |
| Distribution Expenses | (5,439) | (5,078) | (5,439) | - |
| Other Operating Expenses | (1,104,585) | (645,518) | (788,385) | (529,331) |
| Profit on Continuing Operations Before Taxation | 176,672 | 409,753 | (213,018) | 433,720 |
| Income Tax | (31,267) | (81,848) | (31,267) | (81,082) |
| Profit for the year from Continuing Operations | 145,405 | 327,905 | (244,285) | 352,638 |
| Profit Attributable to: | | | | |
| Owners of the Parent | 77,295 | 316,009 | (244,285) | 352,638 |
| Non-Controlling Interest | 68,111 | 11,897 | - | - |
| | 145,405 | 327,905 | (244,285) | 352,638 |
| Appropriation of Profit/(Loss) attributable to owners of the parent: | | | | |
| Transfer to Statutory Reserve | 23,188 | 94,803 | (73,286) | 105,791 |
| Transfer to Statutory Credit Reserve | 54,106 | 221,206 | (171,000) | 246,847 |
| Transfer to Retained Earnings | 77,295 | 316,009 | (244,285) | 352,638 |
| Basic Earnings/(Loss) Per Share (Kobo) | 8.99 | 20.28 | (15.11) | 21.81 |
| Proposed Dividend/Dividend paid | | | | |

GROUP UNAUDITED STATEMENT OF FINANCIAL POSITION AS AT JUNE 30, 2016

| | Group | | Company | |
|--------------------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| | 30th June 2016 N'000 | 31st Dec. 2015 N'000 | 30th June 2016 N'000 | 31st Dec. 2015 N'000 |
| Assets | | | | |
| Cash and Balances with Banks | 1,373,651 | 1,417,825 | 383,912 | 657,616 |
| Loans and Receivables | 415,711 | 471,528 | 409,657 | 471,528 |
| Trade & Other Receivables | 9,591,029 | 6,542,523 | 13,038,403 | 11,945,566 |
| Finance Lease Receivables | 2,004,832 | 2,433,283 | 1,992,903 | 1,919,164 |
| Available for Sale Assets | 15,379 | 15,379 | 15,379 | 15,379 |
| Investment in Subsidiaries | - | - | 758,967 | 1,458,967 |
| Other Assets | 452,187 | 160,990 | 324,571 | 153,703 |
| Inventories | 334,291 | 431,200 | 334,291 | 62,992 |
| Operating Lease Assets | 20,792,963 | 15,475,375 | 5,812,161 | 5,384,311 |
| Property, Plant and Equipments | 1,435,640 | 1,418,287 | 1,094,087 | 1,094,794 |
| Intangible Assets | 33,006 | 34,321 | 32,955 | 34,321 |
| Current Income Tax Assets | - | 22,699 | - | - |
| Deferred Income Tax Assets | 854,607 | 854,607 | 854,607 | 813,120 |
| Total Assets | 37,303,297 | 29,278,017 | 25,051,894 | 24,011,461 |
| Liabilities & Equity | | | | |
| Balances Due to Banks | 441,507 | 718,804 | 441,507 | 677,208 |
| Commercial Notes | 7,528,764 | 5,598,090 | 7,511,720 | 5,587,884 |
| Trade & Other Payables | 4,717,170 | 3,261,843 | 3,986,179 | 3,041,772 |
| Current Income Tax Liability | 402,370 | 464,216 | 419,947 | 440,816 |
| Borrowings | 15,336,438 | 13,356,957 | 7,553,359 | 7,610,963 |
| Retirement benefits obligations | 152,405 | 47,989 | 152,405 | 47,989 |
| Deferred Income Tax Liability | 161,390 | 141,125 | - | - |
| Total Liabilities | 28,740,045 | 23,589,024 | 20,065,118 | 17,406,632 |
| Equity | | | | |
| Share Capital | 808,505 | 808,505 | 808,505 | 808,505 |
| Deposit for Shares | 2,453,527 | 2,453,528 | 2,453,527 | 2,453,528 |
| Share Premium | 679,526 | 679,526 | 679,526 | 679,526 |
| Statutory Reserve | 852,518 | 829,325 | 577,917 | 651,203 |
| Statutory Credit Reserve | 613,725 | 613,725 | 597,077 | 597,077 |
| Retained Earnings | (65,547) | (54,767) | (321,035) | 1,223,732 |
| Foreign Currency Translation Reserve | 2,400,368 | (393,369) | (384,322) | (384,323) |
| Fair Value Reserve | (5,513) | (5,513) | (5,513) | (5,513) |
| Revaluation Reserve | 581,094 | 581,094 | 581,094 | 581,094 |
| | 8,318,202 | 5,512,054 | 4,986,776 | 6,604,829 |
| Non-Controlling Interest | 245,050 | 176,939 | - | - |
| Total Equity | 8,563,252 | 5,688,993 | 4,986,776 | 6,604,829 |
| Total Liabilities and Equity | 37,303,297 | 29,278,017 | 25,051,894 | 24,011,461 |

These financial statement was approved by the Board of Directors on **21st July, 2016** and signed on its behalf by



Emeka Ndu,
Group Vice Chairman
FRC/2013/ICAN/00000003955



Andrew Otike-Odibi
Mananging Director
FRC/2013/ICAN/00000003945



Alexander Mbakogu
Chief Financial Officer
FRC/2015/ICAN/00000011740

COMMENTS

The market and the business environment during the second quarter of the year have been more challenging than the first quarter of the year. Performance during the period was impacted negatively by rising inflation, high input costs due to devaluation of the Naira, exchange loss provision and losses on extraordinary activities. Though, the operating environment is expected to remain challenging till the end of the year, the management is determined to growing market share by leveraging on emerging opportunities, brand equity and reputation management, optimal scale of operation and innovation to the delight of all stakeholders.