

**AFRICA PRUDENTIAL PLC****UNAUDITED RESULTS FOR THE PERIOD ENDED MARCH 31, 2018****AN IMPRESSIVE START FOR AFRICA PRUDENTIAL, GROWS PROFIT BY 22% IN FIRST QUARTER.**

*This Earnings Press Release should be read in conjunction with the Unaudited Financial Statements for the period ended March 31, 2018. The Earnings Press Release and the Unaudited Financial Statements for the period ended March 31, 2018 are available on our website at <https://africaprudential.com/investors/>. This analysis is dated April 19, 2018. Unless otherwise indicated, all amounts are expressed in Nigerian Naira, and have been primarily derived from the Company's Financial Statements, prepared in accordance with the International Financial Reporting Standards ("IFRS"). The accounting policies used in the preparation of these financial statements are consistent with those used in the Company's Unaudited Financial Statements for the period ended 31 March 2018. Additional information relating to the Company is available on the Company's website <https://africaprudential.com/>*

**HIGHLIGHTS OF THE RESULT:****Income Statement:**

- Total revenue: N1.01billion, compared to N0.65billion in Q1 2017 (55% YoY growth).
- Operating Expenses of N0.46billion, compared to N0.25billion in Q1 2017 (89% YoY growth).
- Profit Before Tax: N0.54billion, compared to N0.40billion in Q1 2017 (35% YoY growth).
- Profit After Tax: N0.46billion, an impressive 22% YoY growth compared to N0.38billion in Q1 2017.
- Earnings Per Share: 23Kobo

**Balance Sheet:**

- Total Assets: N22.66billion, compared to N21.93billion as at FY 2017 (3% YTD growth)
- Total Liabilities: N16.01billion, compared to N14.99billion as at FY 2017 (7% YTD growth)
- Shareholders' Funds: N6.64billion, lower by 4% YTD; largely due to increase in dividend paid.

## Q1 2018 (ITEMS OF NOTE)

Comparing Q1 2018 with Q1 2017, there are a few points to note such as:

- Operational Expenses- Operational expenses increased by 89% year on year. This was largely due to technology advancement, business expansion, product development and other promotional activities (kindly refer to note 6 of our Q1 2018 accounts for further details).
- Total Comprehensive Income- This increased to c.N0.43billion as a result of fair value gains (kindly refer to note 23 of our Q1 2018 accounts for further details).
- Net Investment Income- There was a 72% increase in interest income year on year which was driven largely by an efficient management of our investment activities (kindly refer to note 1b of our Q1 2018 accounts for further details).

Financial Metric (N' Billion)	Q1 2018	Q1 2017	Change
Turnover	1.01	0.65	55%
Operating Expenses	(0.46)	(0.25)	89%
Profit Before Taxation	0.54	0.40	35%
Profit After Taxation	0.46	0.38	22%
EPS	23	19	21%
Total Assets*	22.66	21.93	3%
Total Liabilities*	16.01	14.99	7%
Total Equity*	6.64	6.94	-4%

\*Full year 2017 (Balance Sheet Items)

\*\*Not Annualised.

Key Ratios	Q1 2018	Q1 2017
ROA**	2%	2%
ROE**	7%	5%
Profit Margin	46%	58%
EPS	23	19
MPS	4.06	2.41
P/E	0.18	0.13

**Lagos Nigeria – 19<sup>th</sup> April, 2018** – Africa Prudential Plc, (**NSE: AFRIPRUD, Bloomberg: AFRIPRUD NL, Financial Times: AFRIPRUD LAG**) announced its Unaudited Financial Statements for the period ended March 31, 2018, showing a Turnover of N1.01billion and Profit Before Tax of N0.54billion, for the period ended 31 March 2018. The company delivered an Earnings Per Share of 23 Kobo.

Commenting on the financial results, Mr. Peter Ashade, the Managing Director/CEO of Africa Prudential Plc, said that, “The results depict a strong momentum demonstrated by the Company, as we strive to continuously improve and expand our business operations. I am pleased to say that Africa Prudential is still poised to be #1 in Nigeria, with an aspiration to expand into the African market, driven by technology; and translating to strong operational and financial efficiency”.

He also stated that, “The Company recorded a Turnover of N1.01billion; a growth of 55% over the previous financial period and a Profit Before Tax of N0.54billion, which represents an increase of 35% over the previous period”. He further emphasized that Africa Prudential Plc is still a strong player in the registrars' business, and intends on becoming a leading investor services company in Nigeria, whilst aspiring to become a leader in Africa in the near future.”

**STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE PERIOD ENDED 31 MARCH 2018**

<i>In thousands of Nigerian Naira</i>	<b>31-Mar-18</b>	<b>31-Mar-17</b>
Registrars fee income	223,550	214,751
Net investment income	734,254	426,795
<b>Gross earnings</b>	<b>957,803</b>	<b>641,546</b>
Other income	47,972	6,028
Impairment loss on goodwill	(24,700)	(25,000)
Personnel expenses	(112,443)	(76,670)
Other operating expenses	(112,144)	(130,418)
Depreciation and amortization	(18,567)	(13,159)
Finance charges	(186,245)	-
Profit before tax	541,676	402,327
Income tax expense	(80,778)	(24,647)
<b>Profit after tax</b>	<b>460,898</b>	<b>377,680</b>
<b>Other Comprehensive Income, net of income tax</b>		
<i>Items that will not be reclassified subsequently to profit or loss:</i>	-	-
<i>Items that may be reclassified subsequently to profit or loss:</i>		
Fair value gain on quoted equity	43,455	-
Fair value gain/(loss) on unquoted equity	-	-
Other comprehensive income, net of income tax	43,455	-
<b>Total comprehensive income</b>	<b>504,352</b>	<b>377,680</b>
<b>Basic earnings per share (kobo)</b>	<b>23</b>	<b>19</b>

**STATEMENT OF FINANCIAL POSITION AS AT 31 MARCH 2018**

<i>In thousands of Nigerian Naira</i>	<b>31-Mar-18</b>	<b>31-Mar-17</b>
<b>ASSETS</b>		
Cash and cash equivalents	10,586,880	9,192,490
Financial assets (Available For Sale)	4,483,898	4,440,443
Financial assets (held to maturity)	6,515,882	7,554,522
Trade and other receivables	258,564	257,107
Inventory	16,578	16,578
Other assets	391,281	72,070
Property, plant and equipment	238,018	223,683
Intangible asset	81,390	77,921
Goodwill	73,993	98,693
<b>TOTAL ASSETS</b>	<b>22,656,484</b>	<b>21,933,507</b>
<b>LIABILITIES</b>		
Customers' deposits	10,355,188	10,792,264
Creditors and accruals	238,067	330,913
Taxation	287,460	224,407
Deferred tax assets	34,110	34,110
<b>Current liabilities</b>	<b>10,914,825</b>	<b>11,381,694</b>
Loan	5,097,821	3,612,328
<b>TOTAL LIABILITIES</b>	<b>16,012,646</b>	<b>14,994,022</b>
<b>SHAREHOLDER'S EQUITY</b>		
Share capital	1,000,000	1,000,000
Share premium	624,446	624,446
Retained earnings	4,547,550	4,886,652
Other reserves	471,842	428,387
<b>TOTAL EQUITY</b>	<b>6,643,838</b>	<b>6,939,485</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>22,656,484</b>	<b>21,933,507</b>

## EDITOR'S COMMENT

Africa Prudential Plc is a leading share registration firm, investor and business support services provider in Nigeria; and the only registrar firm listed on the NSE; specializing in customer-focused, technologically driven service for corporations. Africa Prudential is driving change within the industry and delivering world-class service in the Nigerian Capital Market.

The company sets the pace in its industry, bringing technology into the standard share registration model, revolutionizing primary processes, and driving official regulation within the evolving sector. Africa Prudential Plc manages over 70 client-registers, made up of over three million shareholders.

More information can be found at: <https://africaprudential.com/>  
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## CAUTION REGARDING FORWARD LOOKING STATEMENTS

From time to time, the Company makes written and/or oral forward-looking statements, including in this press release and in other communications. In addition, representatives of the Company may make forward-looking statements orally to analysts, investors, the media and others. All such statements are intended to be forward looking statements. Forward looking statements include, but are not limited to, statements regarding the Company's objectives and strategies to achieve them, and the Company's anticipated financial performance. Forward looking statements are typically identified by words such as "will", "should", "believe", "expect", "anticipate", "intend", "estimate", "may" and "could".

Any forward looking statements contained in this presentation represent the views of management only as of the date hereof and are presented for the purpose of assisting the Company's investors and analysts in understanding the Company's financial position, objectives and priorities and anticipated financial performance as at and for the periods ended on the dates presented, and may not be appropriate for other purposes. The Company does not undertake to update any forward-looking statements, whether written or oral, that may be made from time to time by or on its behalf, except as required under applicable securities legislation

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**Peter Ashade**  
**Managing Director**