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DETERMINANTS OF DIVIDEND PAYOUT IN THE NIGERIAN MANUFACTURING SECTOR

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ABSTRACT

The study evaluated the determinants of dividend payout ratio of selected Nigerian manufacturing companies. The objectives of this study were to respectively ascertain if corporate tax, firm size, profitability, leverage, liquidity and profitability are significant determinants of dividend payout ratio. Secondary data were extracted from the annual reports from 2007 to 2016 (10 years) of five (5) manufacturing companies listed on the Nigeria Stock Exchange that were purposively sampled and ordinary least squares regression was employed to analyze the data. The results of the analysis revealed that corporate tax (CTAX) and profitability (PROF), although significant, have an inverse relationship with dividend payout ratio (DPO). Leverage (LEV) is significant and positively related with DPO while firm size (FSIZ) and liquidity (LIQ) are insignificant although positively related with DPO. Hence, it was recommended that the tax burden on companies should be such that encourages investment and companies should not incur so much debt in other not to become bankrupt.

Key words: *Corporate tax, Dividend payout ratio, Firm size, Profitability, Leverage, Liquidity and Profitability.*

1.0. Introduction

The funds committed by investors/shareholders into a company serve as a source of finance which generates earnings and enhances the growth and diversification of the business. To the shareholders, the benefits that accrue to their equity investments are, but not limited to ownership, control, capital gain, limited liability, and dividend income (Enow & Brijal, 2016). Therefore, for every investment, there is an expected return. Companies' earnings can easily be invested in operating assets, purchase securities, retire debt, or distributed to shareholders in form of dividend income (Rehman & Takumi, 2012). Thus, maximization of shareholders' wealth is a function of the earnings potentials of the business (Adesina, Uwuigbe, Uwuigbe, Asiriwa, & Eriabe, 2017). However, some investors prefer to have earnings distributed as dividend paid while others prefer reinvesting the earnings for

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companies' future growth, that is, capital appreciation. These make the distribution of dividends and retention of earnings to conflict (Elmi & Muturi, 2016).

Aside the corporate decision made by management on investment and financing, the decision on dividend policy is considered crucial. This is because dividend payments attracts investors that seek to secure current income and affects market price of shares and companies' value (Amarjit, Nahum & Rajendra, 2010). Elmi & Muturi (2016) reported that firms with more earnings on a continual basis are likely to pay dividends to their shareholders. Conversely, companies with poor performance for so many years will be unable to sustain dividend payments to their shareholders. Nwidobie (2013) opined that as shareholders receive higher dividends, the more satisfied they become and see their financial investment as rewarding. This encourages potential investors to invest in such companies. Hence, dividend is seen as a strong signal that notifies investors and the public about the future prospects of a company.

However, "what ratio of the earnings should be given to the shareholders as dividend?" is one major challenge managers are faced with. According to Maude, Jimoh and Okpanachi (2015), a high retention ratio will result in low dividend payout ratio and lower net cash flow which reduces a firm's solvency and vice versa. Another bone of contention is "what determines the ratio to be retained, ploughed back or paid as dividend to the shareholders?" Many researchers have carried out studies to ascertain what factors are responsible for the dividend payout in companies. This ranges from macro-economic variables such as inflation, interest rate, exchange rate to firm specific or internal variables such as age of the firm, profitability, sales growth, firm size, leverage, ownership structure, business risk. Nevertheless, despite the plethora of literatures on the determinants of dividend payout, there is no consensus as to which variable determines dividend payout ratio. Hence, this research work is set to contribute to the existing body of knowledge.

2.0. Objectives

The main objective of the study is to ascertain the determinants of dividend payout ratio in Nigerian manufacturing sector. The specific objectives are to:

- i. ascertain if corporate tax is a significant determinant of dividend payout ratio
- ii. know whether firm size is a significant determinant of dividend payout ratio
- iii. determine whether leverage is a significant determinant of dividend payout ratio
- iv. know if liquidity is a significant determinant of dividend payout ratio
- v. ascertain if profitability is a significant determinant of dividend payout ratio

2.1. Research Hypotheses

H₀₁: Corporate tax is not a significant determinant of dividend payout ratio

Ho2: Firm size is not a significant determinant of dividend payout ratio

Ho3: Leverage is not a significant determinant of dividend payout ratio

Ho4: Liquidity is not a significant determinant of dividend payout ratio

Ho5: Profitability is not a significant determinant of dividend payout ratio.

3.0. Literature Review

3.1. Theoretical Review

3.1.1. Modigliani and Miller Theory

Franco Modigliani and Merton Miller (1961) developed the dividend theory. This theory is regarded as irrelevance theory of dividend policy and theory of indifference to dividend policy. This is because investors are indifferent as to whether their returns on invested stock arise in form of dividend or capital gains. Hence, the main notion is that dividend policy does not affect the value of a firm in a perfect market. Rather, firm's value is determined by its earning power and investment decisions (Malkawi, 2010). This theory is hinged on the earlier publication of Modigliani and Miller in 1958 on capital structure and value of firms, hence, the reiteration of important assumptions stated for irrelevance theory of dividend policy. The assumptions are:

- Existence of a perfect market: In a perfect market, both the company's insiders and external shareholders have equal and perfect information about current share price and other characteristics of shares (Tanushev, 2016; Priya & Mohanasundari, 2016), no floatation or transaction cost, prices of shares can neither be influenced by the buyer nor the seller, and lack of tax differentiation between dividend payments and capital gains.
- Fixed investment policy of the company. Thus, new investments are financed through retained earnings and as such, risk and the rate of return of the company do not change.
- No risk of uncertainty: This means that there is certainty about the future market prices and dividends and the same discount rate are applicable for all stocks at all time.

3.1.2. Bird in Hand Theory

The Modigliani and Miller dividend irrelevance theory (1961) was criticized and led to the development of Bird in Hand Theory by Gordon (1963) and Lintner (1962). The theory proposes that investors prefer the bird-in-the-hand of cash dividends rather than the two-in-the-bush of the future capital gains. Investors often prefer the certainty of dividend payments to the possibility of substantially higher future capital gains. This implies that investors are risk averse and prefer the low level risk of current dividends (bird-in-hand)

than uncertainties that is associated with future capital gains – appreciation of share price in the future (two-in-bush). According to Tanushev (2016) “the higher the current dividends, the lower investors’ uncertainty of future cashflows”. Consequently, the required rate of return and cost of capital on investment decreases while the company’s share value increases because the risk related to the stocks reduced. This point to the fact that as dividend payments of a company increases, the stocks are highly sought by investors and as a result, there is a tremendous increase in the value of the company’s shares (Tanushev, 2016). Hence, the value of the company (the price of its shares respectively) is positively related to and determined by the payout of dividends. The theory is anchored on the following assumptions:

- The company is financed by equity alone
- There is no corporate tax
- The flow of earnings is perpetual
- Cost of capital (discount rate) is greater than the growth rate.
- Retention ratios of the company are constant.

3.1.3. Signalling Effect Theory

With the existence of information asymmetry, managers have better access to information about the company than outsiders. Sanyaolu, Onifade and Ajulo (2017) asserted that through the dividend policy adopted by the managers, information asymmetry can be reduced when such information is signalled to shareholders and potential investors. This means that managers use announcement of dividends as signals to transmit information to shareholders, potential investors and capital market about the future prospects of the company. In congruence, Kajola, Desu and Agbanike (2015) stated that “dividend announcements have valuable information, known as signals, relating to future earnings of the firm”. According to Adu-Boanyah, Ayentimi and Osei-Yaw (2013), signaling theory points out that share prices do not react to dividend payout rate in itself but to the information in changes of dividend levels that investors and the future prospects of the firm.

According to the signaling theory, when the dividend payout of a company increases, a positive signal is sent to the investors and the general public about the strong future earnings of the company. This encourages more sell of the stock and afterwards increases the firm value. However, if the reverse is the case, that is, if the dividend paid is reduced or not even paid at all, the signal sent to the investors will be negative and thus, reduces the firm value because there will be drop in the sale of the stock and the current investors would seek to sell their own shares (Kajola, Desu and Agbanike, 2015). It could then be concluded, according to this theory, that value of a firm is determined by its dividend payout.

3.1.4. Tax Preference Theory

The theory “tax preference” was conceived by Modigliani and Miller (1961). In the real world where there are many imperfections in market as compared to the perfect market defined by Modigliani and Miller (1958), there is often a differential in tax treatment between dividends and capital gains. Amidu (2007) pointed out that since most investors are interested in after tax returns, the effect of taxes might affect their demand for dividends. Therefore, as a result of capital gains being taxed at a lower rate than dividends, the theory states that some investors prefer long-term capital gains to current dividend yield and they are also willing to invest in stock of firms that ploughs back its earnings into capital appreciating projects rather than paying their earnings as dividends (Mburu, 2013). In addition, some investors prefer capital gains because taxes are deferred until the investment is actually sold while taxes on dividends are mostly charged immediately. These suggest that lower dividend payout lowers cost of capital and increases stock prices and firm value.

3.2. Empirical Review

Rehman and Takumi (2012) sought to ascertain the determinants of dividend payout ratio of 50 sampled companies listed on the Karachi Stock Exchange in Pakistan for the year 2009. It was revealed that profitability, debt to equity and market to book value ratios were found to be significant determinants of dividend payout in Pakistan.

Badu (2013) examined the determinants of dividend payout policy of listed financial institutions in Ghana from periods 2005 to 2009 using eleven (11) companies. Using the regression analysis (fixed and random effects) to analyze data, results showed that out of the determinants examined (return on assets, growth, firm age, non-linearity of age, liquidity and collateral), only age and liquidity were statistically significant as determinants of dividend payout ratio.

Uwuigbe (2013) carried out a research on determinants of dividend policy of 50 listed firms on the Nigeria Stock Exchange from periods 2006 to 2011. With the aid of regression analysis, the study identified firm's financial performance, size of firms and board independence as statistically significant determinants of dividend payouts and they are positively related to dividend payout ratio.

Nuhu (2014) revisited the determinants of dividend payout ratios in Ghana sampling thirty (30) companies listed on the Ghana Stock Exchange from periods 2000 to 2009. Utilizing the regression analysis, findings showed that profitability, leverage, and board independence were statistically significant although having a negative relationship with dividend payout. In the same vein, it was discovered that board size and audit type was statistically significant and have a positive relationship with dividend payout.

Kajola, Desu and Agbanike (2015) with the use of panel data methodology, ascertained from their study, factors influencing dividend payout policy decisions of twenty five (25) Nigerian non-financial listed firms form years 1997 – 2011, that profitability, size, leverage, and dividend volatility are statistically significant and have a positive relationship with dividend payout policy.

Kartal (2015) reviewed the determinants of target dividend payout ratio of seventeen manufacturing industry listed on the Borsa Istanbul listed firms in Turkey. Data were sourced biannually from the sampled companies from year 2002 to 2012. Utilizing the auto regressive distributed lag analysis, it was proved that profitability, growth, risk, market to book value and corporate tax were statistically significant in the long run while only profitability was significant in the short run.

Morakinyo, David, Adeleke and Omojola (2018), using panel data regression model to analyze data of fifteen (15) deposit money banks listed on the Nigeria Stock Exchange from year 2006 – 2015, obtained a statistically significant positive relationship between firm size and dividend policy as well as statistical significant negative relationship between financial crisis and dividend policy. However, profitability, financial leverage, board size, board independence and political factor have insignificant relationship with dividend policy.

4.0. Methodology

The study adopted time series analysis technique. Five (5) companies (Nestle, PZ, Nigeria Breweries, GSK and Presco) were sampled from the manufacturing companies listed on the Nigeria Stock Exchange (NSE) using purposive sampling technique. The data from these companies were obtained from audited financial statements of the sampled companies from years 2007 to 2016 (10 years). The data were subjected to unit root test to ascertain the stationarity of data. Also, correlation among the independent variables alone was performed to know if collinearity exists between/ among variables. The model specified for the study was estimated using multiple regression analysis (ordinary least square) with the aid of e-views 9 software.

Below are the variables used in the study and their measurements.

Variables	Abbrev.	Measurements	Variable Type
Dividend Payout	DPO	$\frac{\text{Dividend}}{\text{Net Profit After Tax}}$	Dependent
Profitability	PROF	$\frac{\text{Net Profit After Tax}}{\text{Shareholders' Equity}}$	Independent
Leverage	LEV	$\frac{\text{Total Debt}}{\text{Shareholders' Equity}}$	Independent
Liquidity	LIQ	$\frac{\text{Cash} + \text{Cash Equivalent}}{\text{Total Asset}}$	Independent
Firm Size	FS	Natural Logarithm of Total Assets	Independent
Corporate Tax	CTAX	$\frac{\text{Corporate Tax}}{\text{Net Profit Before Tax}}$	Independent

Source: Author's Compilation, 2019

4.1. Model Specification

The following linear regression model has been formulated for the study:

$$DPO = f(\text{PROF}, \text{LEV}, \text{LIQ}, \text{FSIZ}, \text{CTAX})$$

$$DPO_t = \alpha + \beta_1 \text{PROF}_t + \beta_2 \text{LEV}_t + \beta_3 \text{LIQ}_t + \beta_4 \text{FSIZ}_t + \beta_5 \text{CTAX}_t + \varepsilon_t$$

Where:

DPO = Dividend payout ratio

PROF = Profitability of firm

LEV = Leverage of firm

LIQ = Liquidity of firm

FSIZ = Firm size of firm

CTAX = Corporate tax of firm

β_0 = y intercept or regression constant

$\beta_1 - \beta_7$ = Regressions coefficients

ε_t = Stochastic error term

5.0. Results and Discussion

This section presents in details the findings of the unit root test, pair-wise correlation and regression analysis.

5.1. Unit Root Test

Unit root test was carried on the data available for each variable using the Levin, Lin & Chu instrument in order to avoid spurious results. The null hypothesis in unit root test is stated “there is presence of unit root”, hence the results of the test is reported in table 2 below.

Table 2 Unit Root Test Results

Variables	@ Levels	Prob. Value	@ 1 st Difference	Prob. Value	Order of Integration
DPO	-0.88827	0.1872	-4.58263*	0.0000	I(1)
PROF	-5.85092*	0.0000	-3.19732	0.0007	I(0)
LEV	0.19378	0.5768	-6.03298*	0.0000	I(1)
LIQ	-2.77847*	0.0027	-5.55975	0.0000	I(0)
FSIZ	2.99273	0.9986	-2.36154*	0.0091	I(1)
CTAX	-1.29586***	0.0975	-4.58889	0.0000	I(0)

Source: Authors' computation, 2019

Note: (*) indicates significance at 1% level, (**) indicates significance at 5% level, while (***) indicates significance at 10% critical values respectively. This means that the null hypotheses at these levels are rejected. The above results show that PROF, LIQ and CTAX were stationary at levels I(0) while DPO, LEV and FSIZ were stationary after the first difference I(1).

5.2. Pair-wise Correlation

Pair-wise correlation was utilized to check for multicollinearity among the independent variables of the study. In table 3 below, it was revealed that there are no high degree correlation among the independent variables. Thus, there is no problem of multicollinearity in the regression model.

Table 3 **Pair-wise Correlation**

	PROF	LIQ	LEV	FSIZ	CTAX
PROF	1.000000	0.021912	0.654760	0.205066	0.243396
LIQ	0.021912	1.000000	0.143862	-0.100159	0.199308
LEV	0.654760	0.143862	1.000000	0.175896	-0.160112
FSIZ	0.205066	-0.100159	0.175896	1.000000	0.132290
CTAX	0.243396	0.199308	-0.160112	0.132290	1.000000

Source: Authors' Computation, 2019

5.3. Hypotheses Testing

In determining the determinants of dividend payout ratio, table 4 showed relationships between dividend payout ratio and the observed determinants using the ordinary least squares regression method. The R-squared (R^2) = 0.512813 indicates that 51.3% of any change in the dependent variable (dividend payout ratio) can only be explained by the independent variable (corporate tax, firm size, leverage, liquidity and profitability) examined in the study and the remaining 48.7% is as a result of other factors outside the model. The adjusted R squared of 0.457451, indicates that if the entire population is considered in this model, the result will deviate by about 5.6% (51.3% -45.7%). The value of the F-statistic is 9.262882 and $p < 0.01$ explains that the model can be considered good for the study.

Table 4 Panel least squares test to ascertain the determinants of dividend payout ratio in Nigerian manufacturing companies.

Dependent Variable: DPO

Variable	Coefficient	Std. Error	t-Statistic	Prob.
CTAX	-1.110677	0.447194	-2.483659	0.0169
FSIZ	0.167844	0.105001	1.598495	0.1171
LEV	0.369622	0.092981	3.975222	0.0003
LIQ	0.376182	0.560352	0.671332	0.5055
PROF	-0.838484	0.293667	-2.855219	0.0065
C	-1.156691	0.836702	-1.382440	0.1738
R-squared	0.512813	Mean dependent var		0.702141
Adjusted R-squared	0.457451	S.D. dependent var		0.459709
S.E. of regression	0.338612	Akaike info criterion		0.784245
Sum squared resid	5.044966	Schwarz criterion		1.013688
Log likelihood	-13.60612	Hannan-Quinn criter.		0.871618
F-statistic	9.262882	Durbin-Watson stat		1.637588
Prob(F-statistic)	0.000004			

Source: Authors' computation, 2019

From the results, a positive relationship was found between firm size (FSIZ), leverage (LEV), liquidity (LIQ) and dividend payout ratio (DPO). On the other hand, corporate tax (CTAX) and profitability (PROF) have a negative relationship with dividend payout ratio.

CTAX coefficient of -1.110677 confirms the inverse relationship that exists between corporate tax and dividend payout ratio. This means that one unit increase in tax will lead to a -1.110677 decrease in dividend payout ratio. Also, the t-stat value of -2.483659 and the probability value of 0.0169 rendered the variable, corporate tax statistically significant at 5%. Hence, corporate tax is considered a determinant of dividend payout ratio. This corroborates with the work of Kartal (2015) and contrary to the work of Nuhu (2014) who found out that corporate tax has a negative relationship with dividend payout ratio but not significant.

In the case of firm size, the coefficient 0.167844 indicates a positive relationship with dividend payout ratio. However, with t-stat value of 1.5984495 and probability value (0.1171) shows that firm size is not a significant factor that determines payout ratio since $p > 0.05$, firm size is rejected as a determinant of dividend payout ratio. The result is in line with Abubakar and Nasiru (2015) findings. Morakinyo, David, Adeleke and Omojola

(2018) and Uwuigbe (2013) found similar findings with this study but significant. Nuhu (2014) discovered an inverse relationship which was not significant.

The coefficient of leverage 0.369622 denotes that it is positively related with dividend payout ratio. The t-stat of 3.975222 and p-value $0.0003 < 0.05$ signifies that leverage is a determinant of dividend payout ratio. The result is in line with the findings of Kajola, Desu and Agbanike (2015). On the contrary, Abubakar and Nasiru (2015) found an insignificant inverse relationship.

As for liquidity, the coefficient 0.376182 indicates that it has a positive relationship with dividend payout ratio. Nevertheless, with the t-stat of 0.671332 and p-value of $0.5055 > 0.05$, liquidity as a variable is rejected as a determinant of dividend payout ratio. Kajola, Desu and Agbanike (2015) discovered the same in their work. However, Abubakar and Nasiru (2015) had a negative relationship and leverage was considered a determinant of dividend payout ratio.

Profitability, another explanatory variable, has a coefficient of -0.838484 which explains that it is negatively related with dividend payout ratio. It has a t-stat of -2.855219 and a p-value of 0.0065 which is less than 5%. With this, profitability is considered a determinant of dividend payout ratio. This finding is in concordance with the findings of Nuhu (2014) but not in agreement with the work of Morakinyo *et al* (2018).

6.0. Conclusion and Recommendation

The study evaluated the determinants of dividend payout ratio of five (5) selected manufacturing companies listed on Nigeria Stock Exchange from 2007-2016. The results of the analysis revealed corporate tax (CTAX) and profitability (PROF) as determinants of dividend payout ratio but have an inverse relationship with dividend payout ratio (DPO). Leverage (LEV) is also a determinant and positively related with DPO while firm size (FSIZ) and liquidity (LIQ) are considered insignificant and not determinants of DPO.

Profitability has a negative relationship with dividend payout ratio, and it is concluded that the higher the companies' profit, the lesser the dividends that are paid out. This explains that profitable companies have more growth opportunities and would prefer to reinvest profits. However, as the companies' profits decline, the objective of shareholders wealth maximization should not be opposed because it could erode the confidence of the shareholders. With the positive relationship of leverage with dividend payout ratio, it is assumed that incurring debts is preferable to issuance of more shares so as to guard against diluting the number of existing shareholders. Therefore, the existing shareholders would receive more dividends compared to when new owners are introduced. Nevertheless, caution should be taken on the level of debt to incur in order not to become bankrupt when the loans and the interest are to be repaid. As for corporate tax that has an inverse relationship with dividend payout ratio, the result is in congruence with the tax preference

theory. The theory explains that investors prefer long term capital gains to current dividend because they are taxed at a lower rate and it implies ploughing back the profits into the business. From the findings, it was discovered that most of the manufacturing companies are still growing and seek for growth opportunities. If the tax burden on companies are enormous, shareholders get little dividend and this can discourage investors from investing. Therefore, growing companies should be moderately taxed by the government to increase the ratio of dividend paid to shareholders.

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