

2008 half year results presentation

Victor Osadolor, Group CFO

Forward looking statements

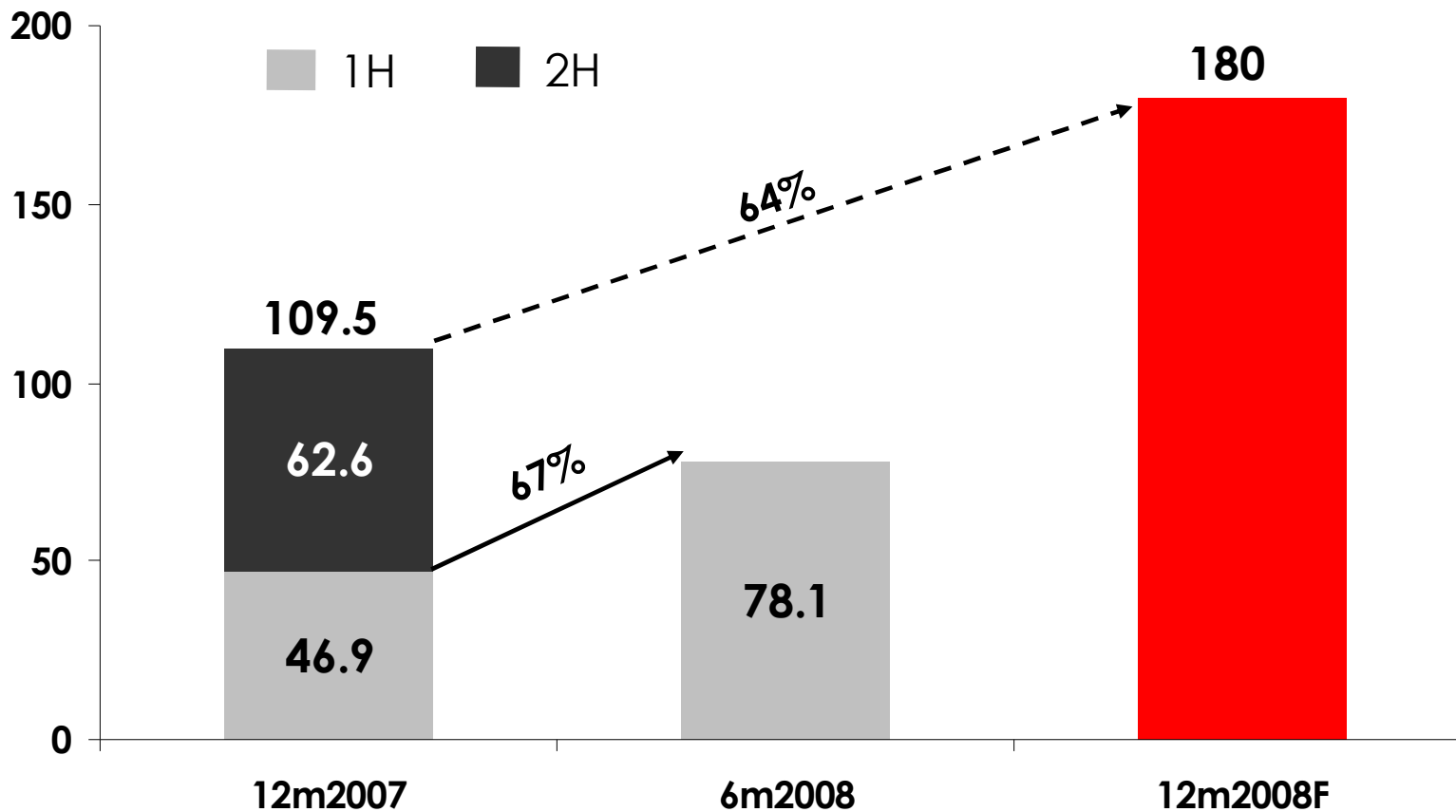
Presentation and subsequent discussion may contain certain forward-looking statements with respect to the financial condition, results of operations and business of the Group. These forward-looking statements represent the Group's expectations or beliefs concerning future events and involve known and unknown risks and uncertainty that could cause actual results, performance or events to differ materially from those expressed or implied in such statements.

- **Delivering on earnings targets**
- **Improving efficiency**
- **Consolidating asset base**
- **Delivering total shareholder returns**

Gross earnings +67% from 1H07 to 1H08



Gross earnings (N billion)

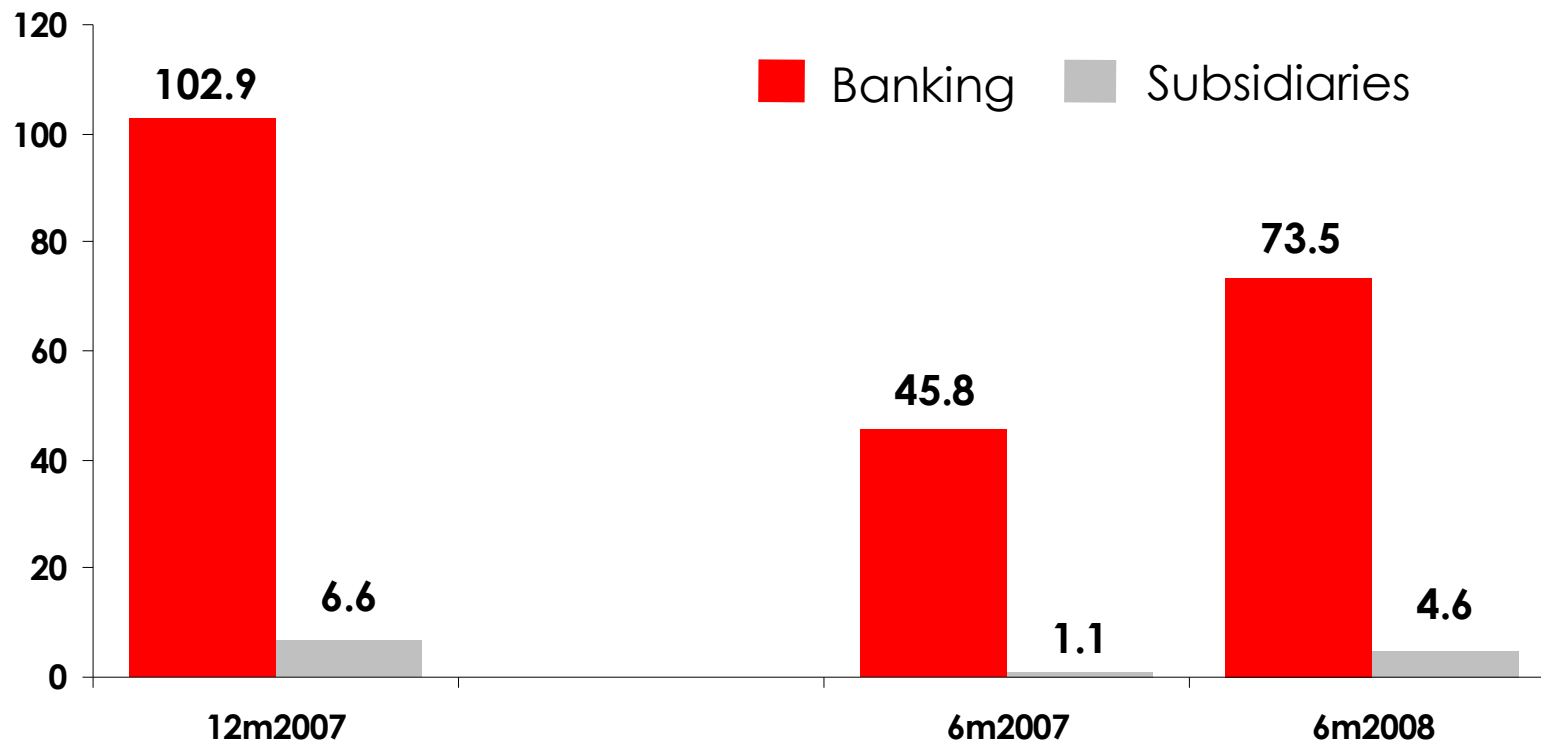


Note: Results for 6-months ended 31 March 2007 are unaudited while those for 6 months ended 31 March 2008 are audited. Forecasts for 2008 based on 12 months ended September 2008

Non-banking starting to ramp up



Gross earnings by activity (N billion)

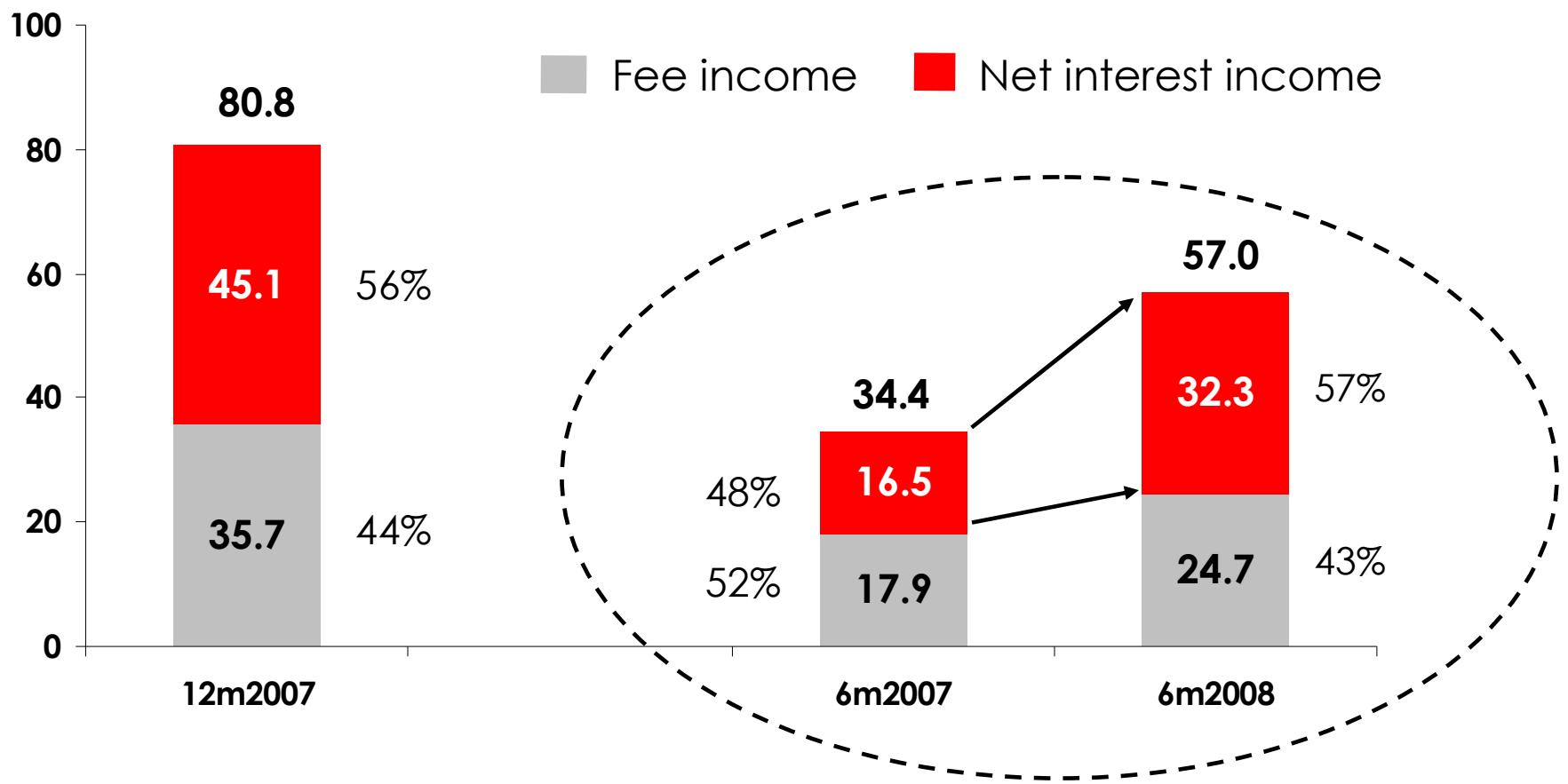


Note: Banking operations encompass Nigeria as well as other African and international operations. Subsidiaries include investment banking, stockbroking, asset management, pensions custody and share registry operations

Growth in both interest & fee income



Operating income (N billion)



Note 1: Results for 6-months ended 31 March 2007 are unaudited while those for 6 months ended 31 March 2008 are audited

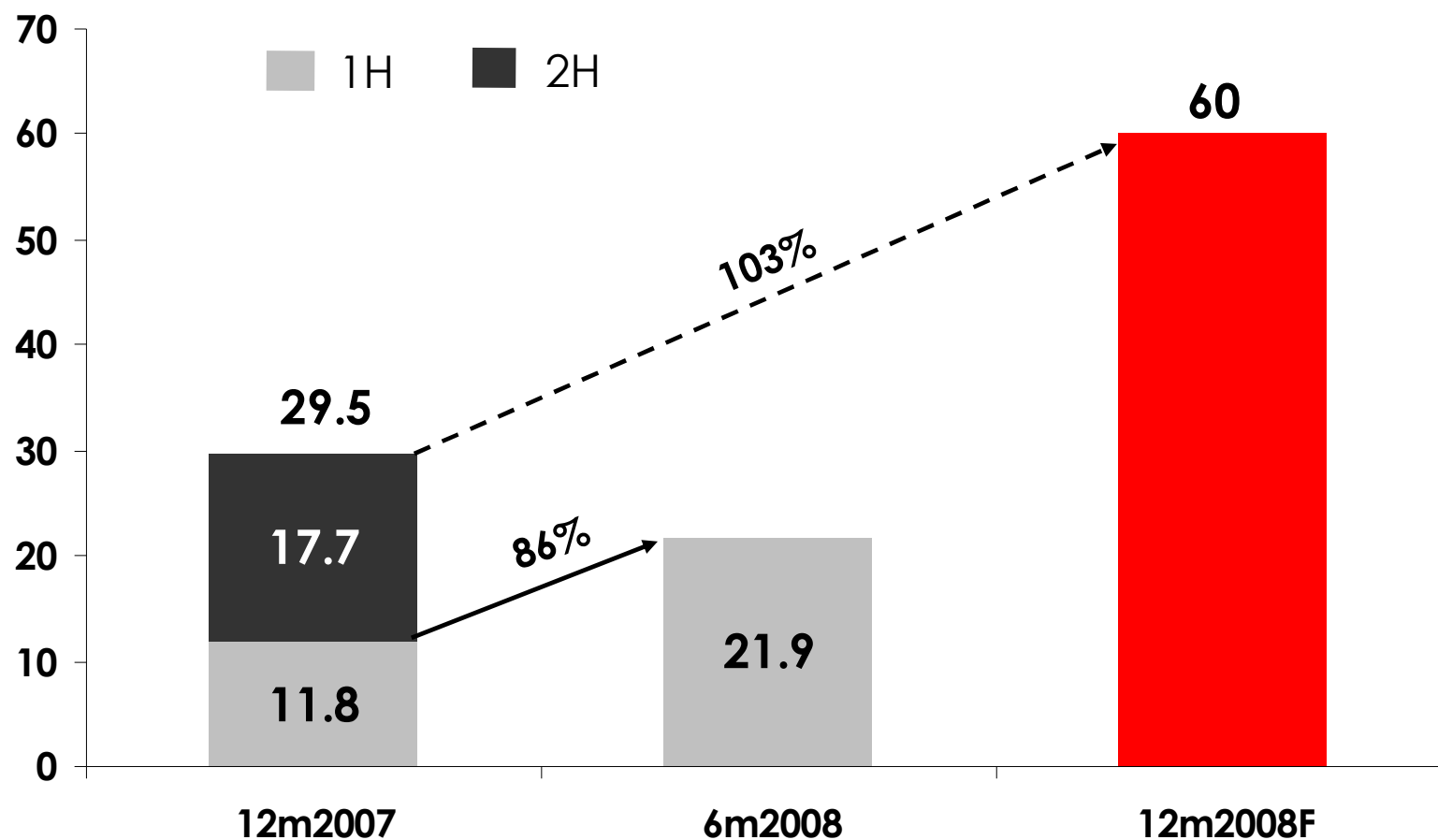
Note 2: Operating income excludes provision for non-performing loans

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PBT +86% from 1H07 to 1H08



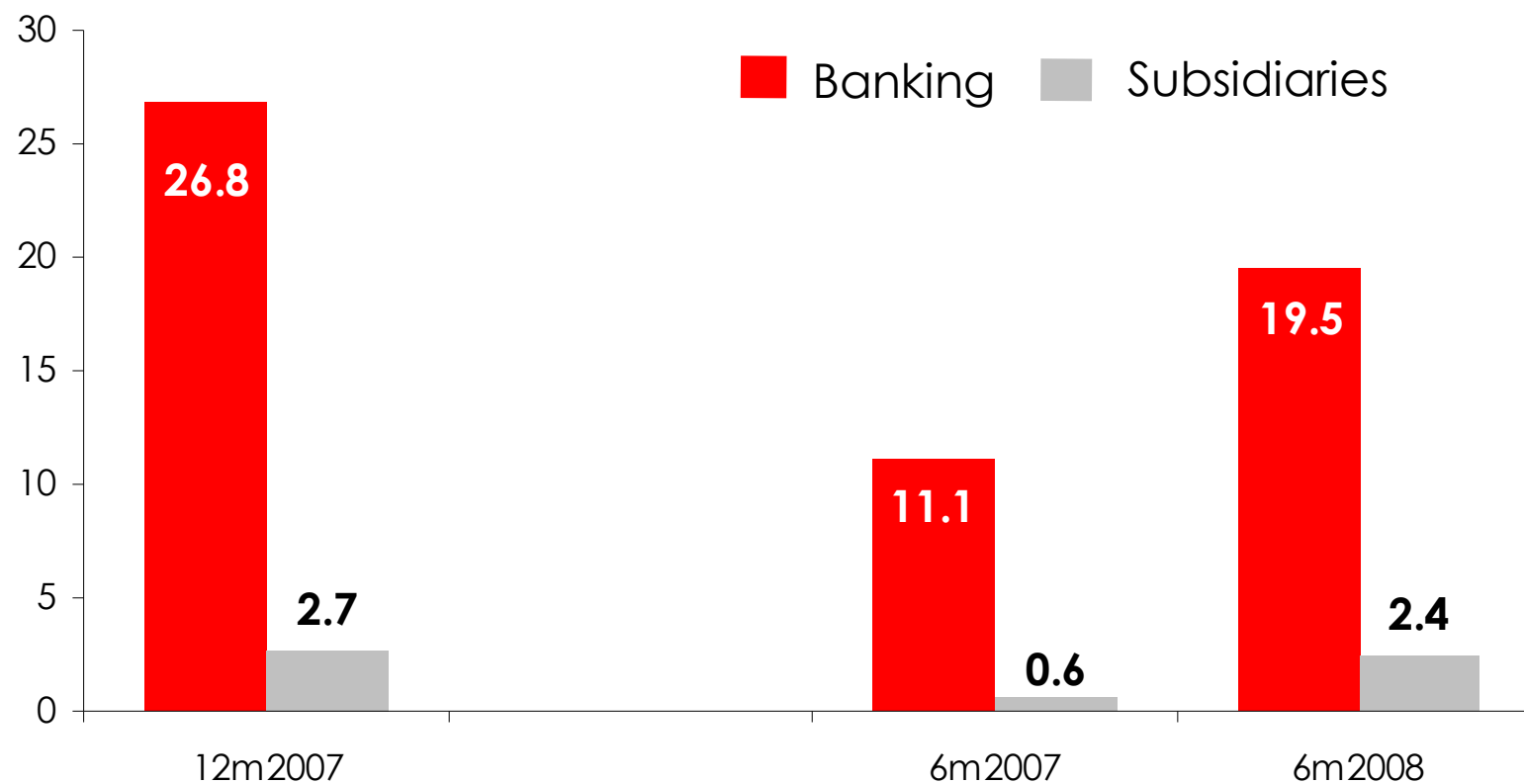
Profit before tax and exceptional items (N billion)



Note: Results for 6-months ended 31 March 2007 are unaudited while those for 6 months ended 31 March 2008 are audited. Forecasts for 2008 based on 12 months ended September 2008

Fast growing new subsidiaries

Profit before tax by activity (N billion)



Note: Banking operations encompass Nigeria as well as other African and international operations. Subsidiaries include investment banking, stockbroking, asset management, pensions custody and share registry operations

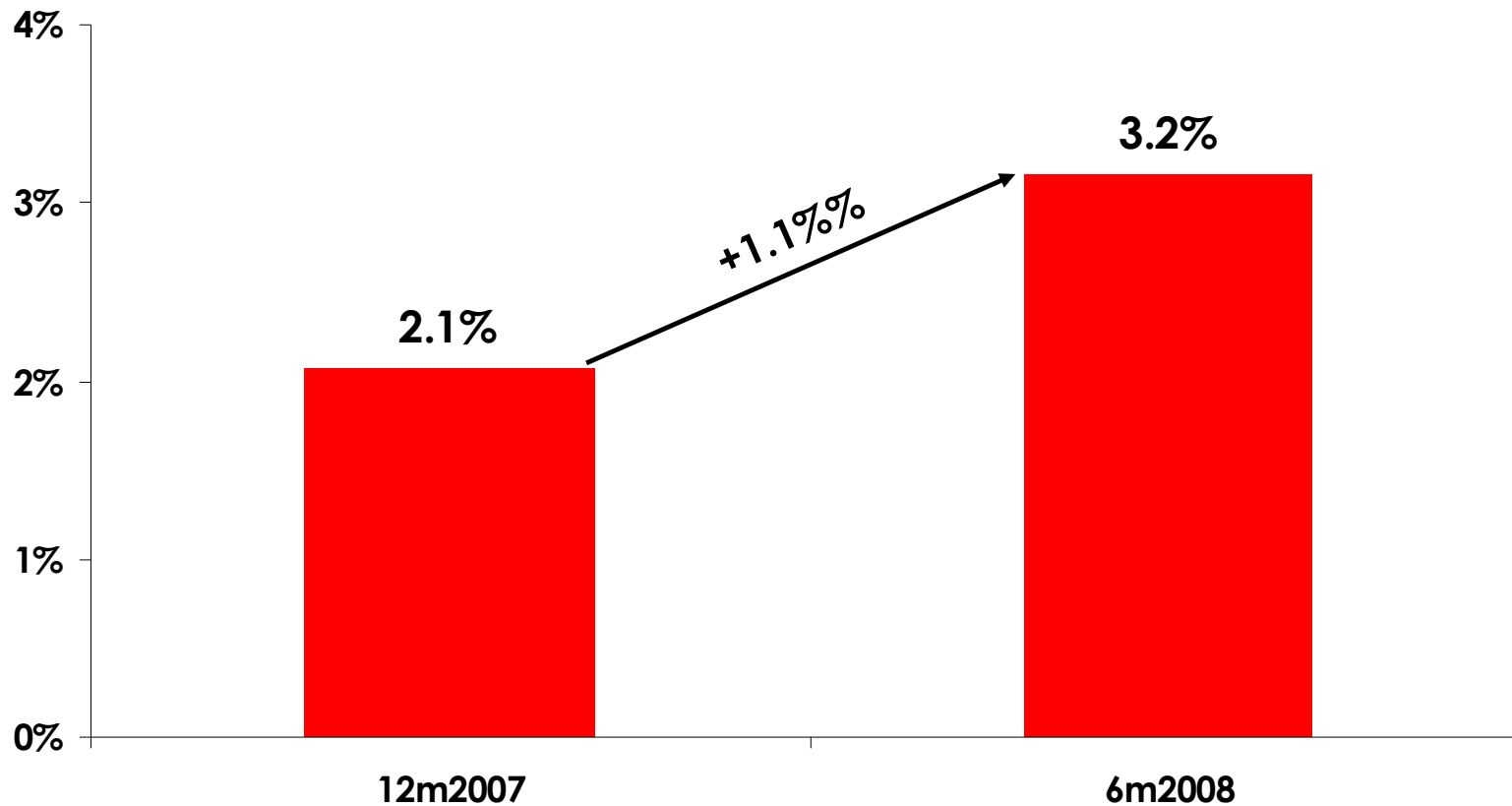
2008 half year results



- **Delivering on earnings targets**
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Making asset base work harder

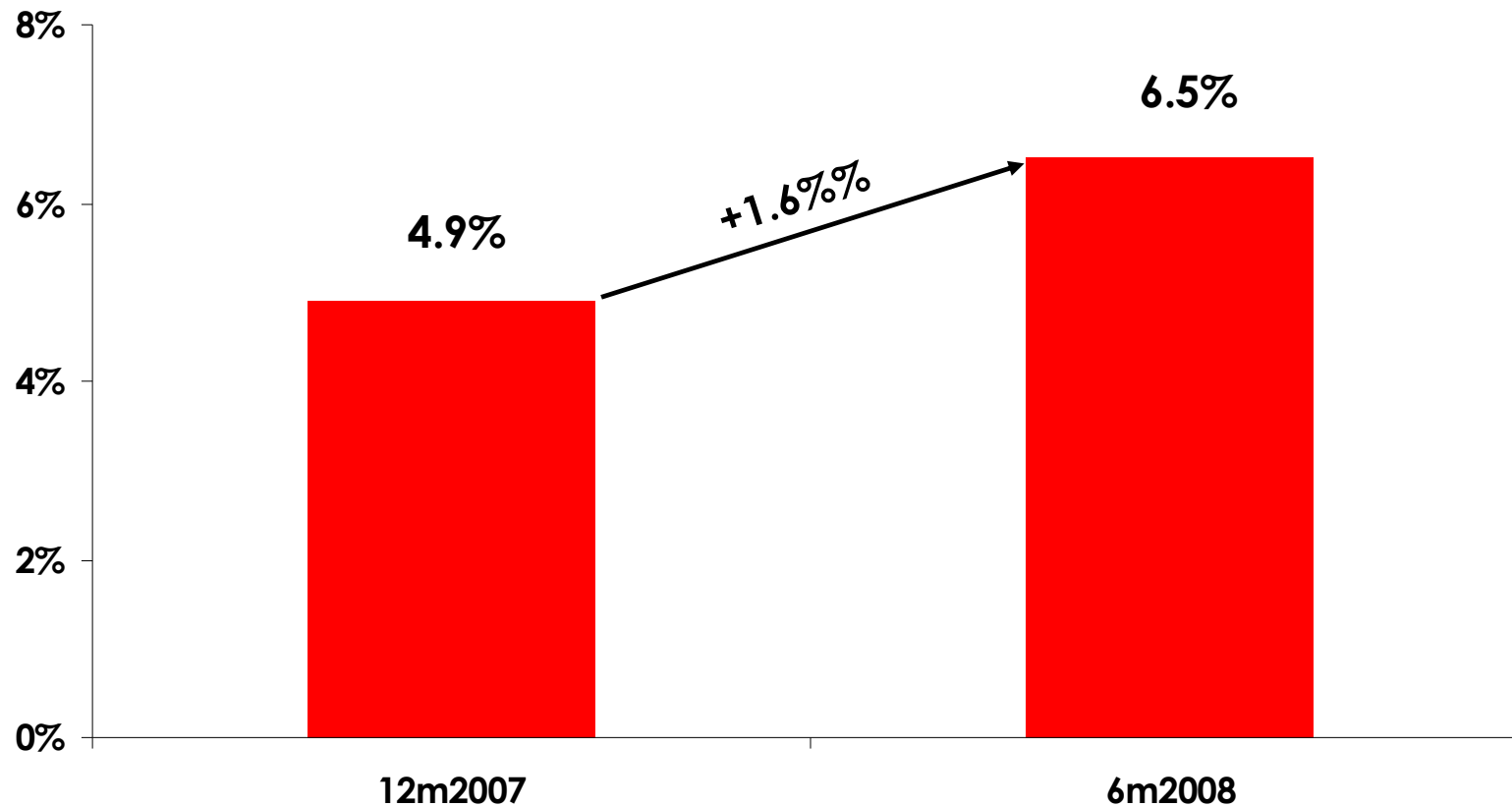
Return on average assets (%)



Note: ROA calculated on simple average assets for the period

Increasing interest margin

Net interest margin/average interest earning assets (%)

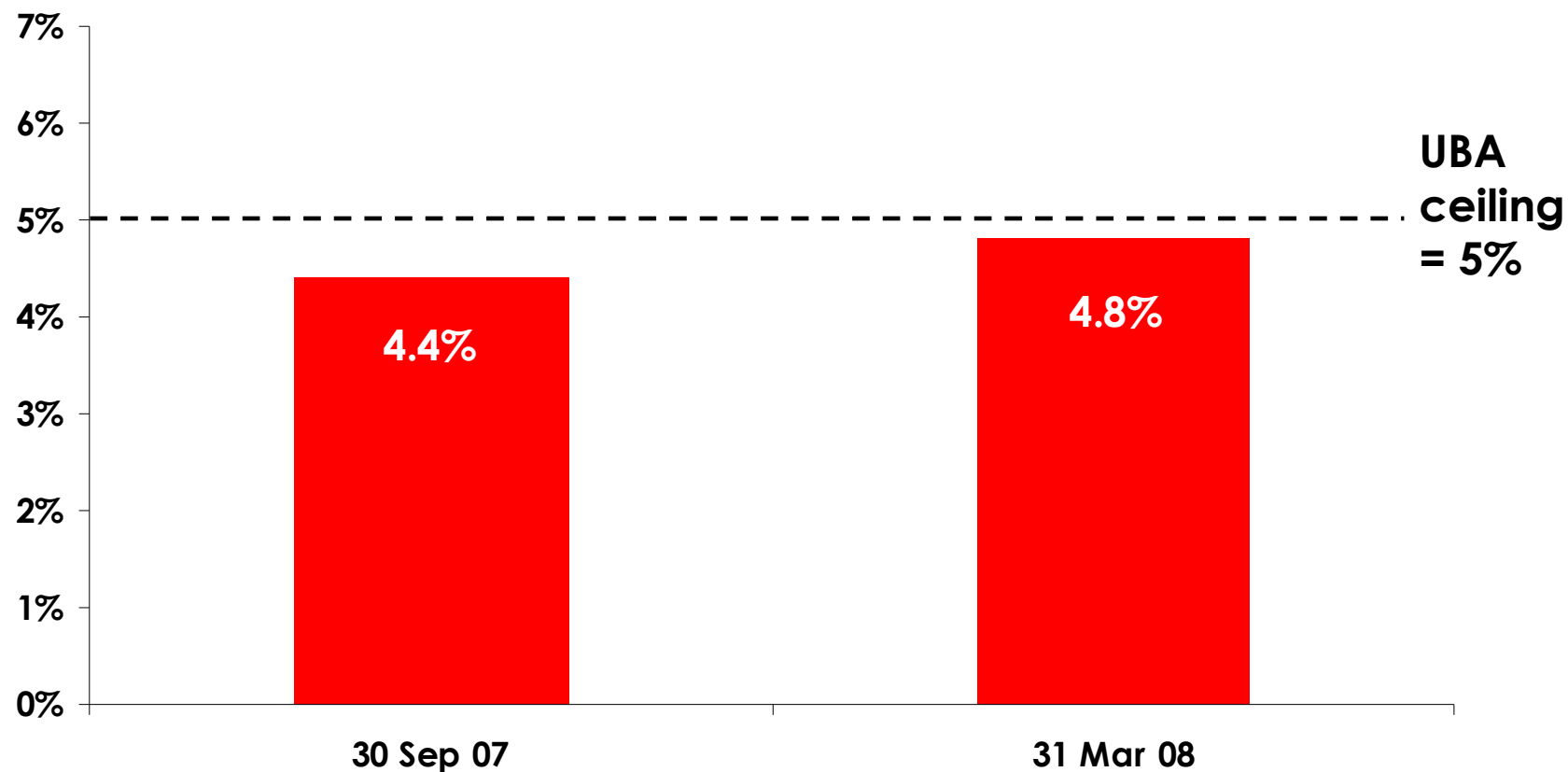


Note: Denominator calculated on simple average for the period

Conservative loan growth



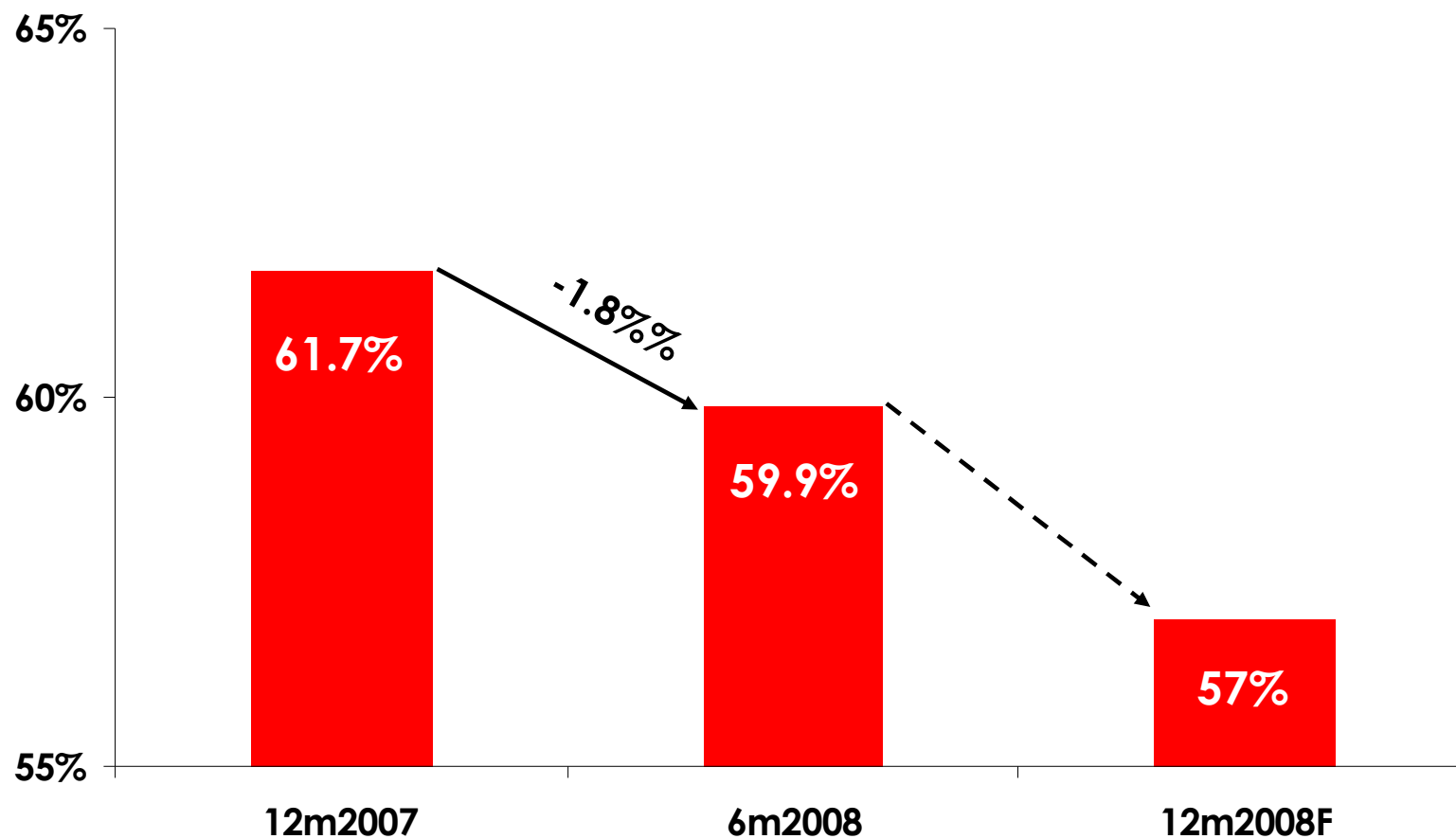
Non-performing loans (N billion)



Note: NPL ratio defined as non-accrual portion of overdue loans as a percentage of gross loans

Leveraging economies of scale

Cost-to-income ratio (%)

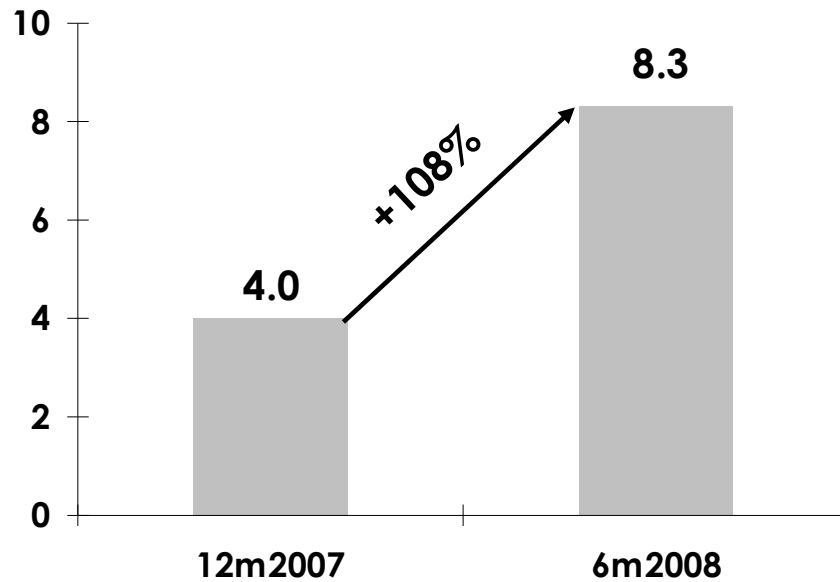


Note 1: Cost/Income ratio calculated as Operating expenses / (Net interest income + other banking income - provision of loans)

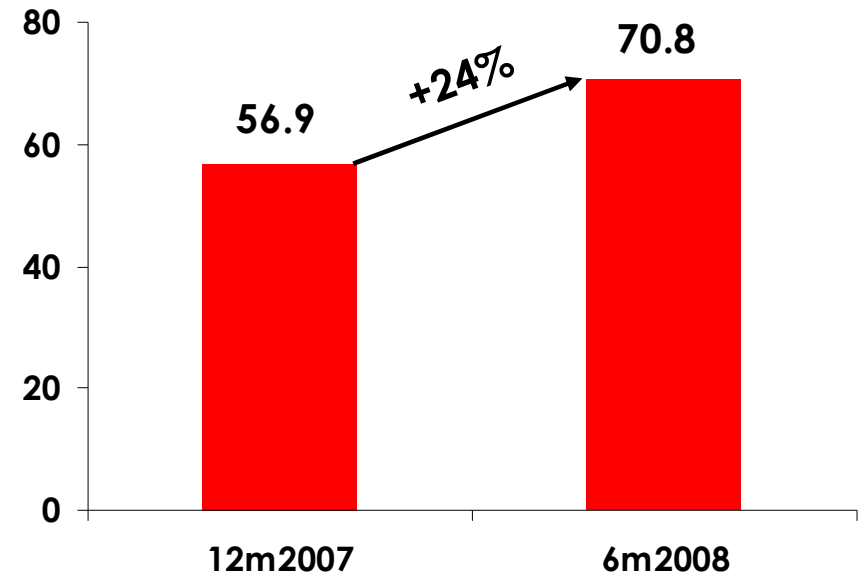
Note 2: Forecasts for 2008 based on 12 months ended September 2008

Improving productivity

PBT per employee (N million)



PBT per branch (N million)



Note: Efficiency ratios based on simple average value of denominator for the relevant period

2008 half year results

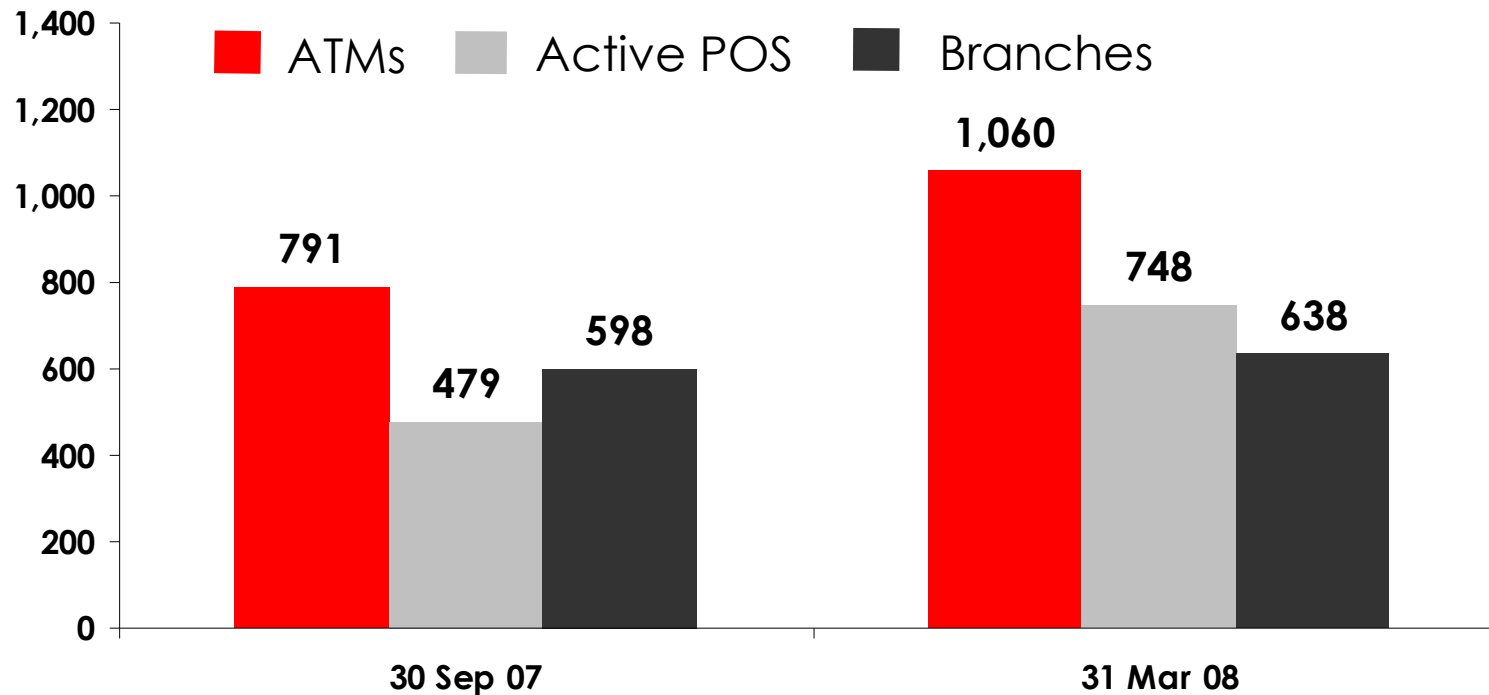


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Growing network of distribution channels



Distribution channels

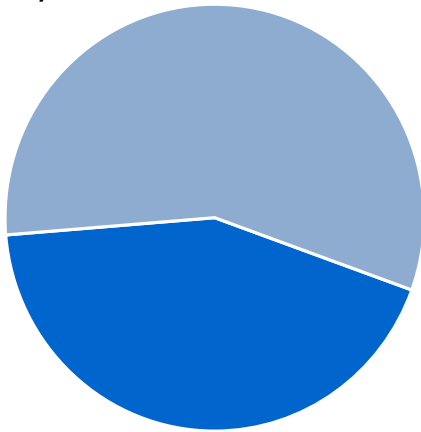


- 3 distinct branch networks: myUBA, UBA Prestige & UBA Microfinance

Increasingly retail deposit base

Deposits by type (Sep 2007)

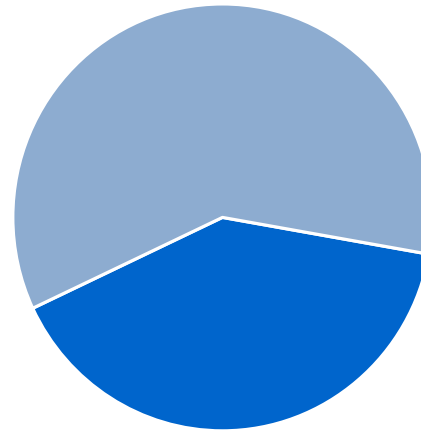
Retail (57%)



Corporate (43%)

Deposits by type (Mar 2008)

Retail (60%)



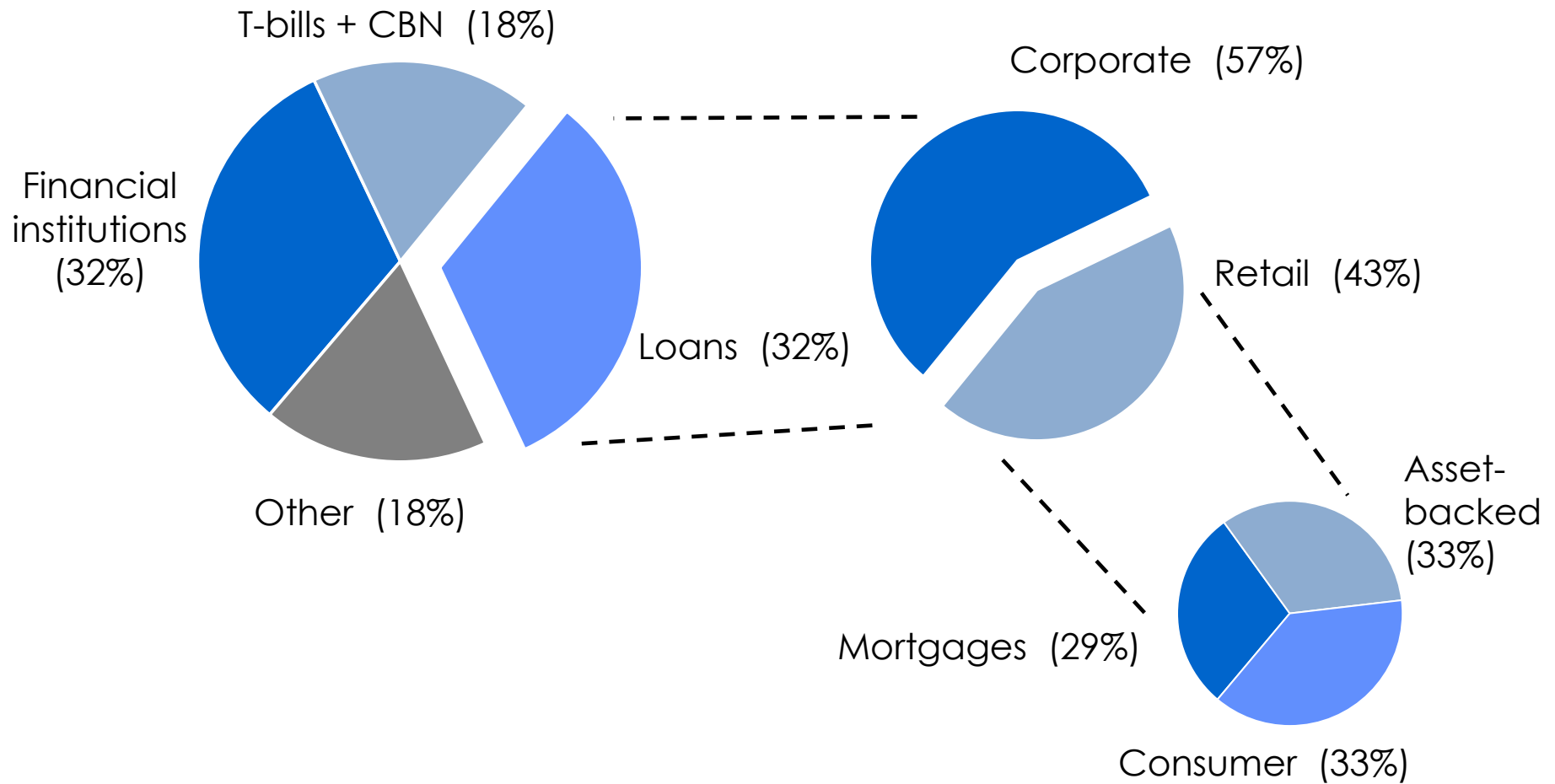
Corporate (40%)

Focus on growing loan book



Assets by type

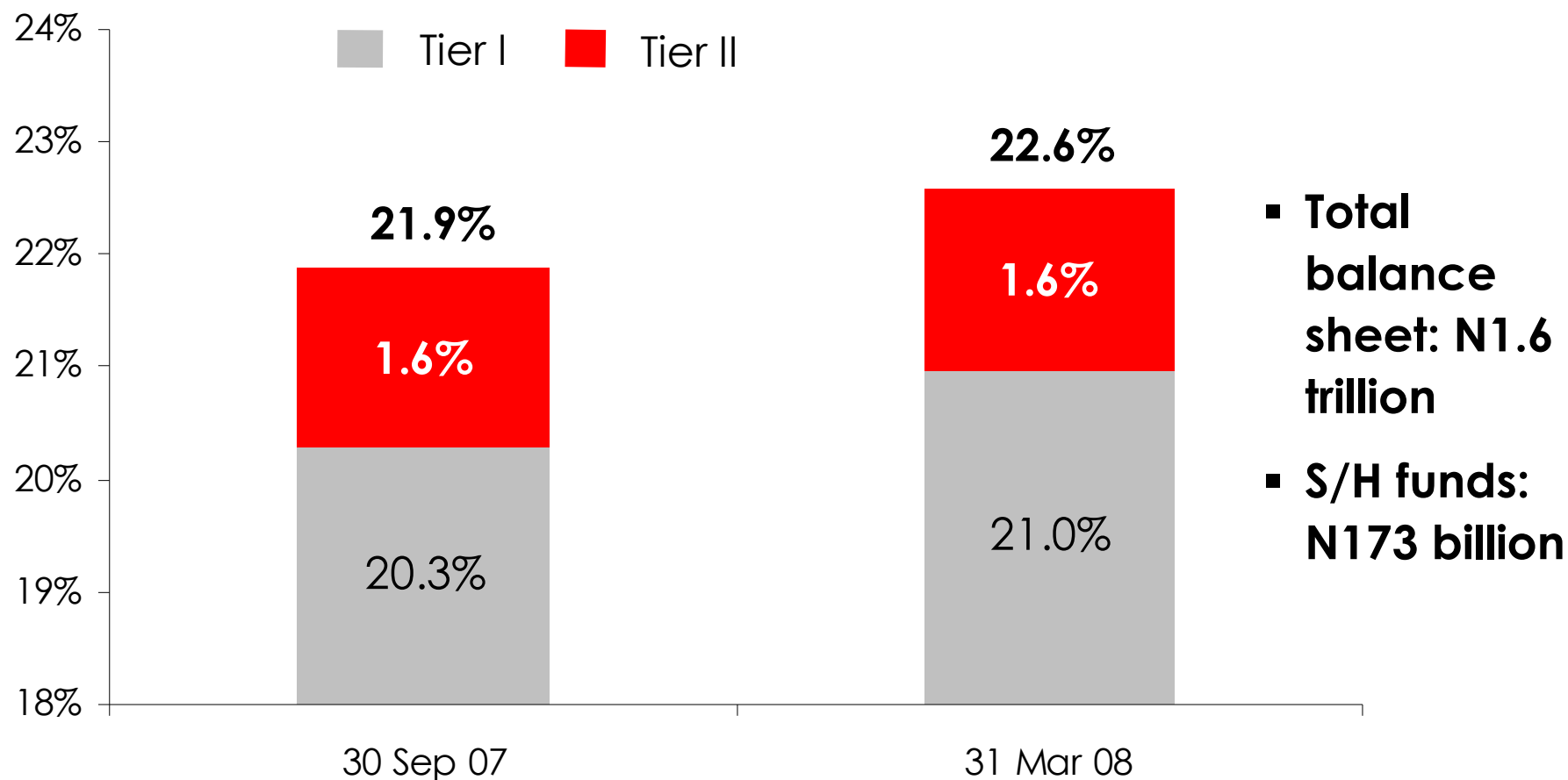
Net loans by type



Careful capital management

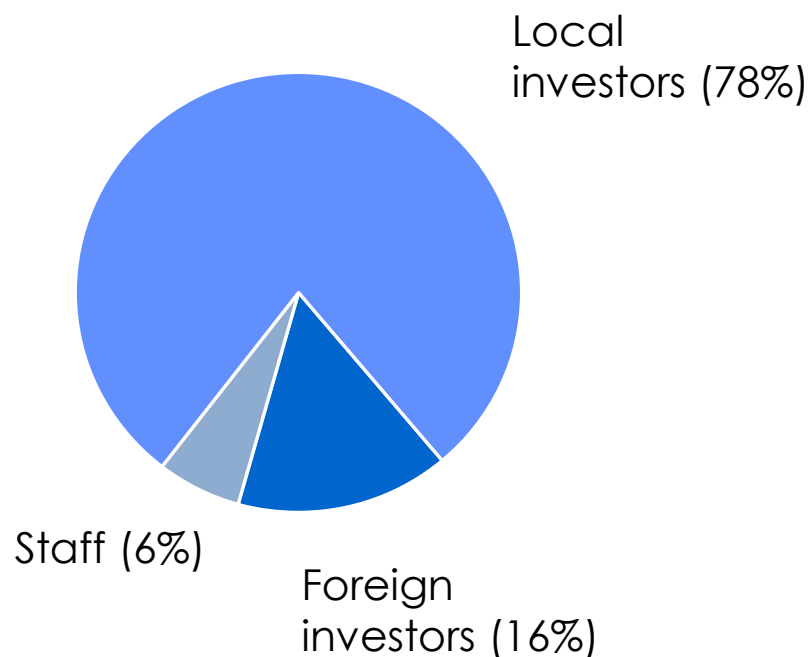


Capital adequacy ratio (%)



Stable capital structure

Shareholders



Comments

- 11,497m outstanding shares
- Foreign institutions include IFC and African Development Bank
- Significant shareholders (>5%) are Stanbic Nominees, BGL Securities & First Dominion Investment

LT Ratings

	Local	International
▪ Fitch:	A+	B+
▪ GCR:	AA+	BB-

Note: Shareholder split is UBA estimate based on Registry records at 15 May 2008

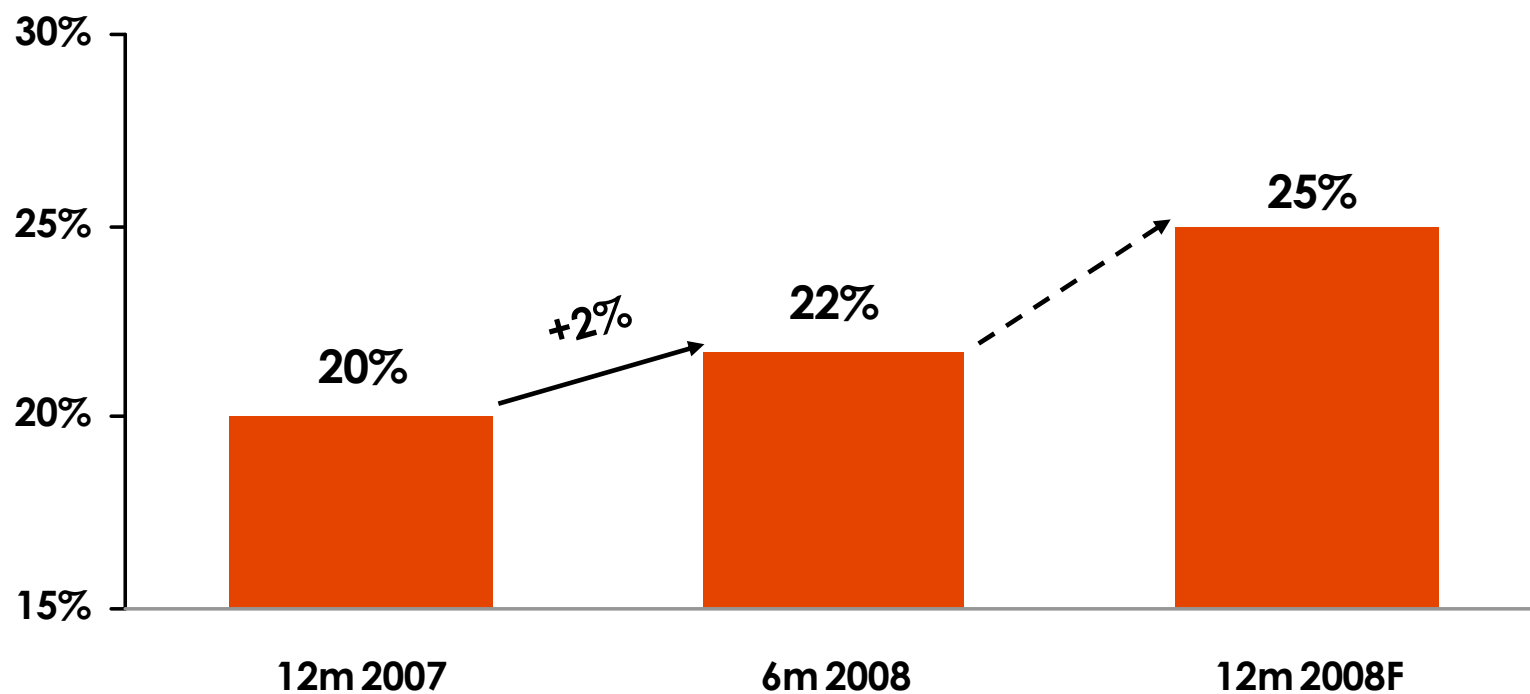
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Increasing ROE

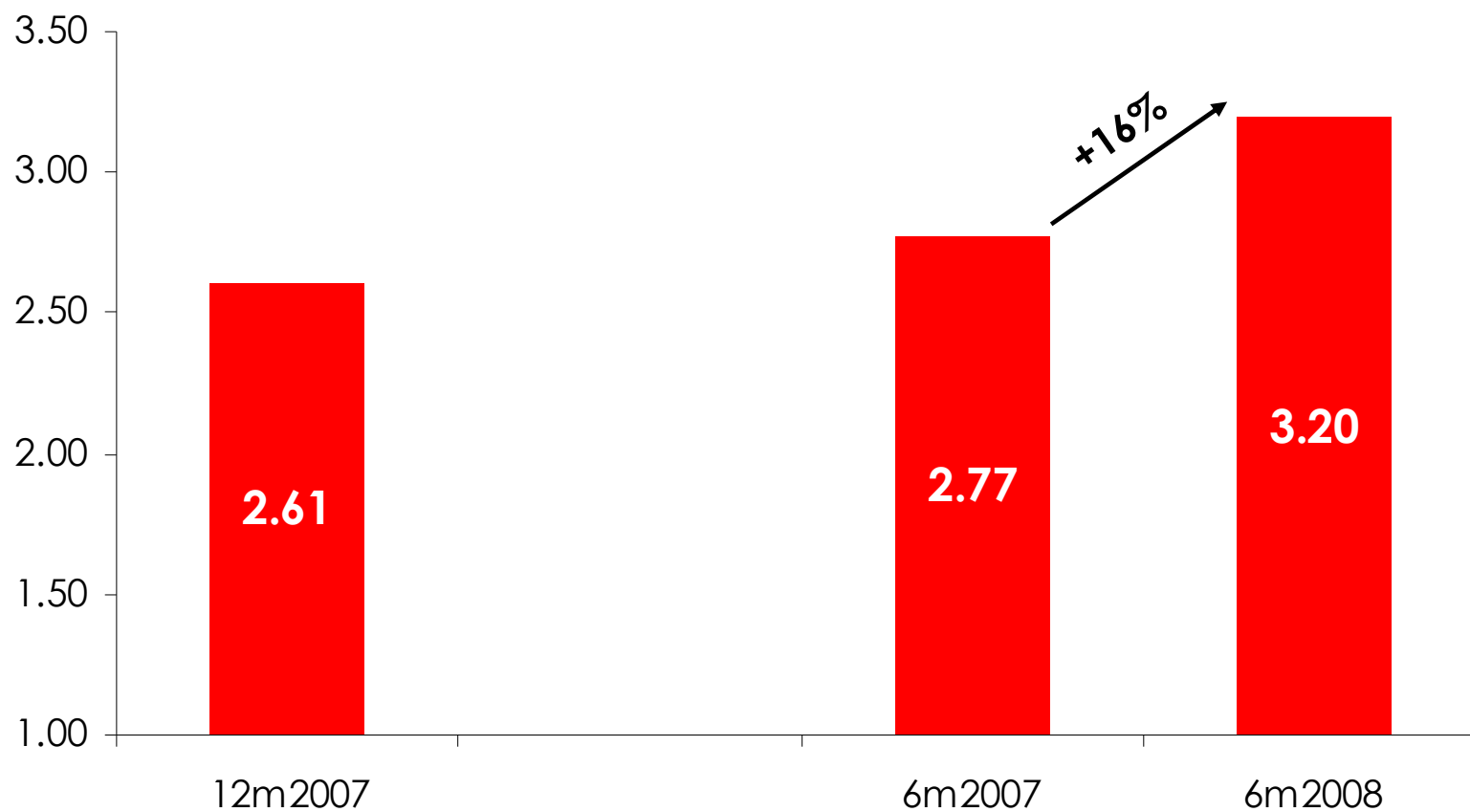
Return on equity (%)



Note: ROE calculated on simple average equity for the period

High income stream

Earnings per share (N)

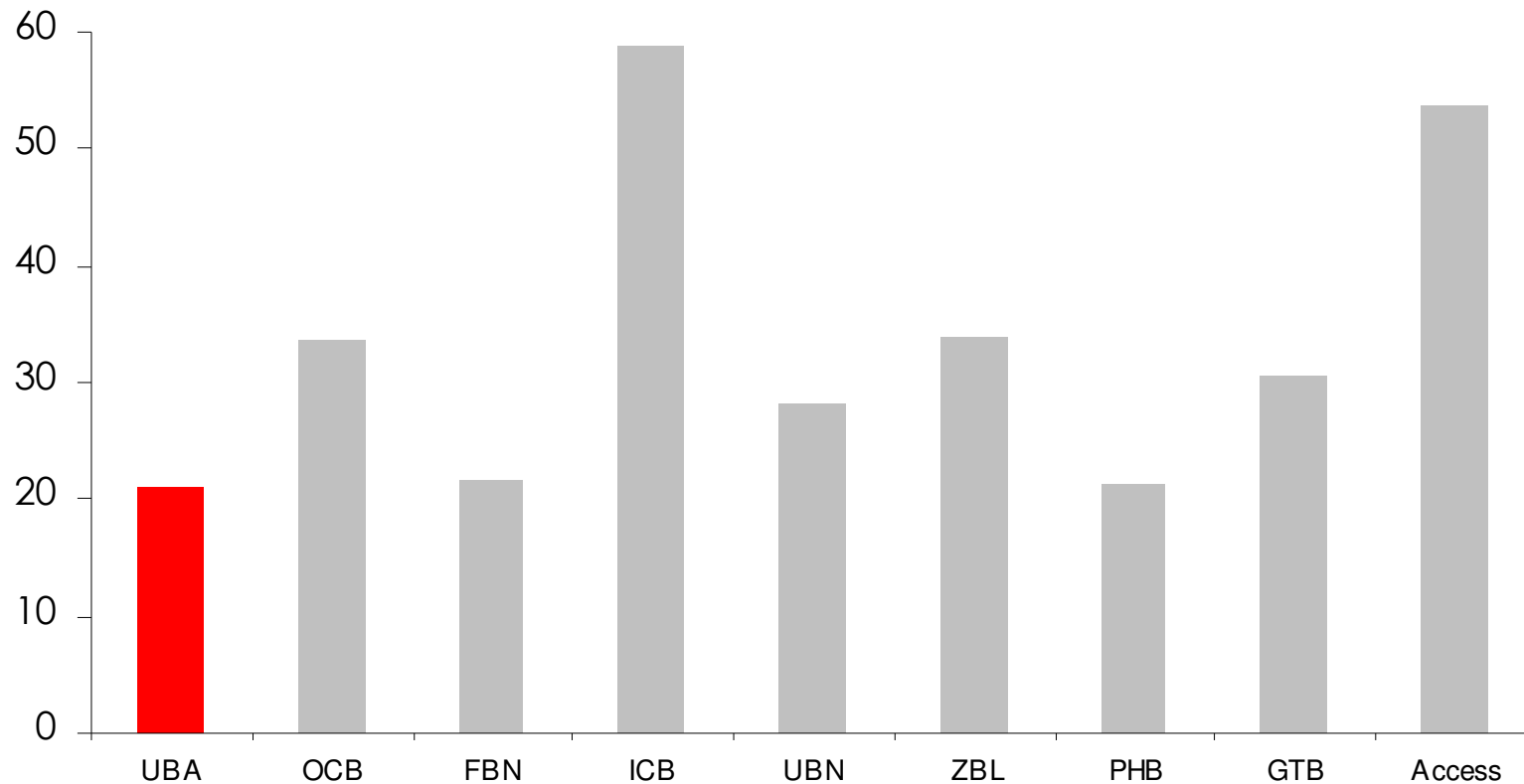


Note: 2007 EPS based on weighted average number of shares outstanding over the year. EPS for 6-month periods has been annualised

Earnings undervalued by market



Price/Earnings ratio

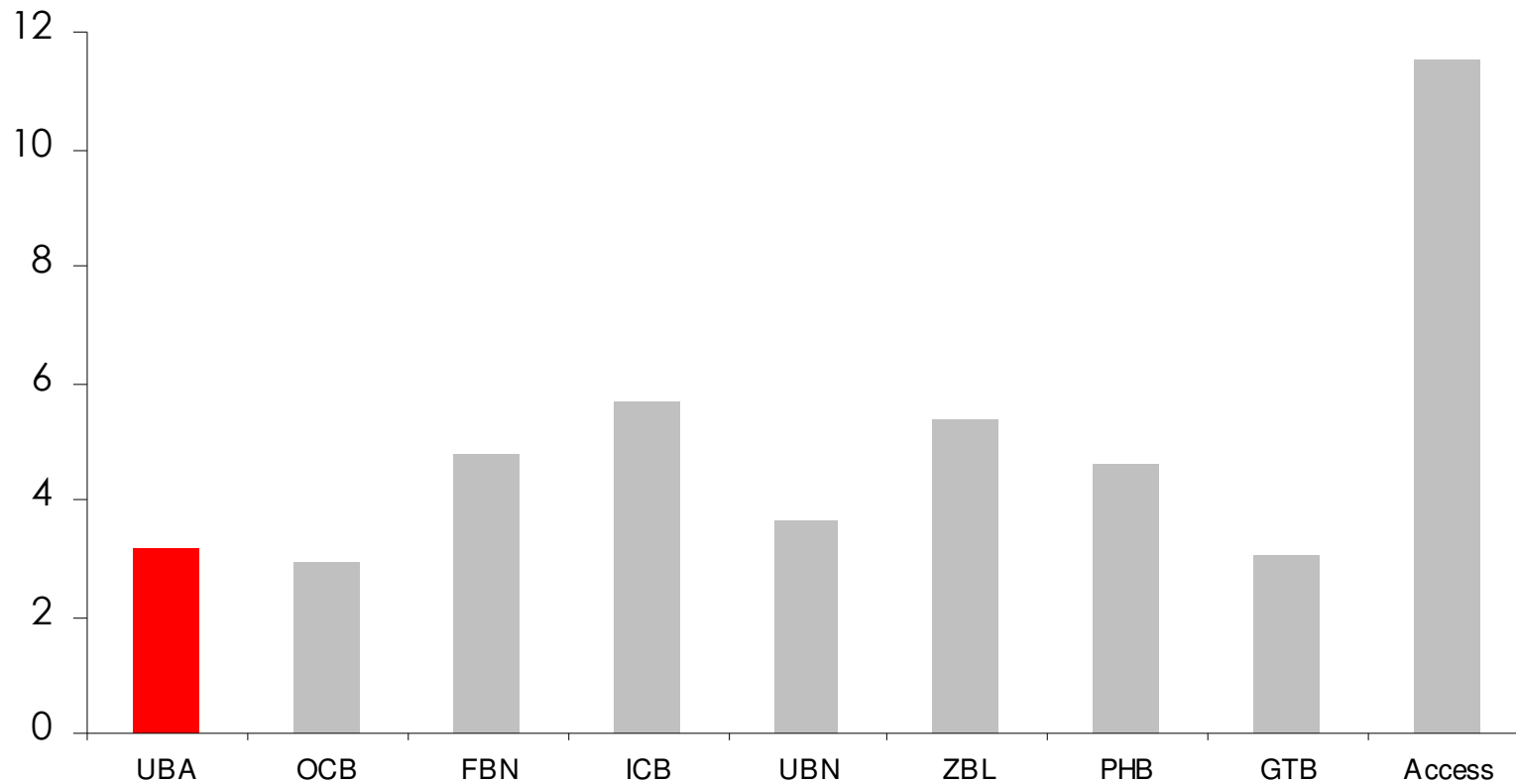


Source: Stanbic IBTC Research 16 May 2008

Balance sheet undervalued by market



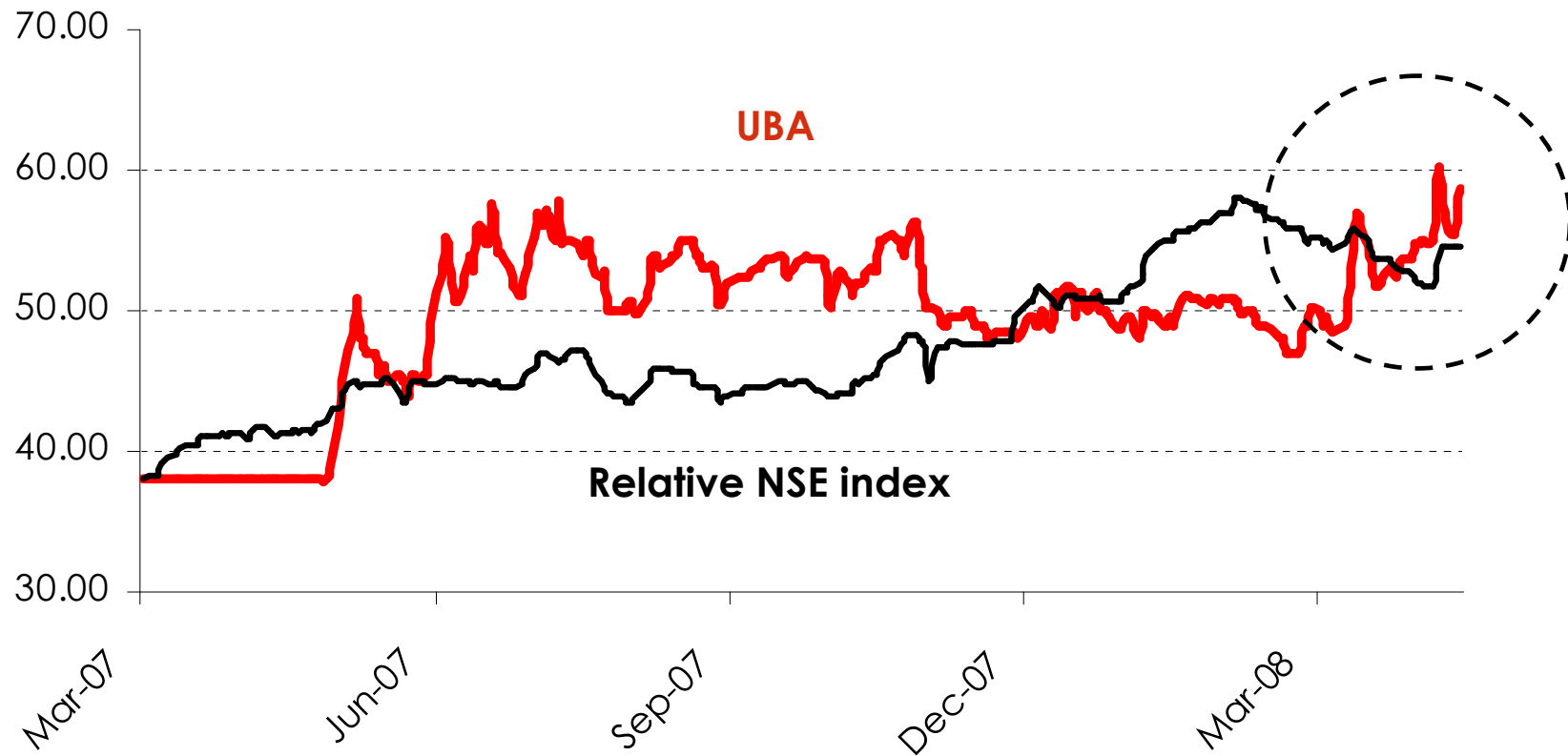
Price/Book ratio



Source: Stanbic IBTC Research 16 May 2008

But market starting to notice hidden value **UBA**

Share price performance (N)



In summary we are...



- **Delivering on earnings targets**
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- **Consolidating asset base**
- **Delivering total shareholder returns**