



Corporate Fact Sheet

Who we are:
 United Bank for Africa Plc (UBA) is the leading financial service institution in West Africa. Listed on the Nigerian Stock Exchange, UBA is rapidly evolving into a Pan African full service financial institution.

Our Vision
 To be the undisputed leading and dominant financial services institution in Africa

Our Mission
 To be a role model for African businesses by creating superior value for all our stakeholders; abiding by the utmost professional and ethical standards and building an enduring institution

Products

UBA has a wide range of banc assurance and wealth management products and services.

Market

We serve over 7.2 million customers from about 709 branches and retail outlets within and outside Nigeria.

Staff Strength

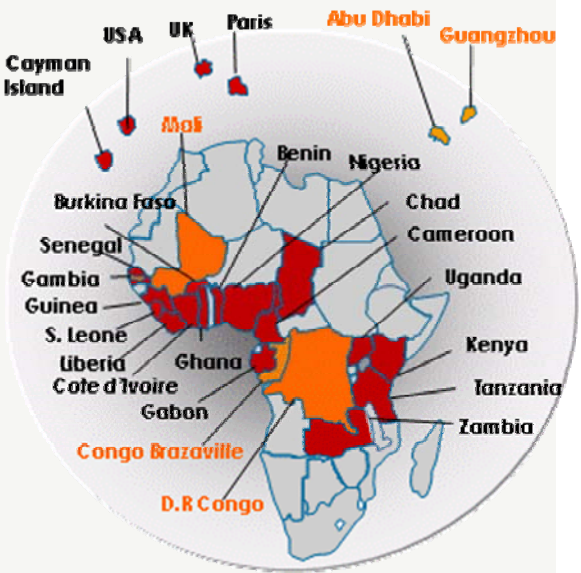
Over 14,000 full time staff are employed worldwide.

Key facts:

- Founded in 1949
- 7.2 million customer accounts
- 619 branches in Nigeria
- 12,000 employees
- Global operations in 3 continents
- Over US\$11.3 billion in assets

Company History:

Our history dates back to 1949. UBA was the first Nigerian bank to list on the Nigerian stock exchange in 1970. In August 2005, UBA merged with Standard Trust Bank and acquired Continental Trust Bank. The consolidated UBA was borne out of a desire to lead the domestic market to a new era of global relevance by championing the creation of the Nigerian consumer finance market, leading a private/public sector partnership, supporting the acceleration of Nigeria's economic development, and growing the institution into a one-stop financial services institution.



Share Listings:

UBA is listed on the Nigerian Stock Exchange (NSE) and has an OTC GDR program with the Bank of New York

Share Price:

N13.01 as at Feb 25, 2010

Market Cap:

N280.4 billion (US \$1.89 billion)

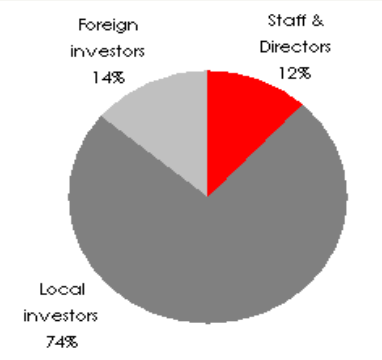
International Reach:

UBA currently operates from Nigeria, Ghana, Cameroon, Cote d'Ivoire, Uganda, Sierra Leone, Liberia, Burkina Faso, Benin Republic, Senegal, Chad, Kenya, Tanzania, Gabon, The Gambia, Zambia, Guinea Conakry, USA, Rep office in Paris, Cayman Islands and the UK. In addition to these, we have obtained licenses to operate in Mali, Democratic Republic of Congo and Congo Brazzaville. Operations should fully commence in some of these countries before the end of March 2010.

Contacts:

United Bank for Africa Plc
 Investor Relations
 Email: ir@ubagroup.com
 Telephone: +234-1-280-8936

Shareholding Structure (as at September 2008):





Nigeria Macro facts:

GDP (3Q09): N29 trillion (US\$196 billion)

Population (2008): 142 million

Inflation (Jan. 2010): 12.3%,

MPR (Jan 2010): 6.0%

Real GDP growth (3Q09): 7.1%,

Key industries:

Oil & Gas

Telecommunications

Agricultural products

Real Estate

Mining

Construction materials

Power

Group Structure:

The UBA group has 7 strategic business units and 4 strategic support units. The business units are:

1. **Nigeria North:** UBA Nigeria North covers the Northern region of Nigeria, whose economy is largely agrarian in nature. The region boasts thriving construction, real estate, agricultural and textile sectors and we provide services tailored to meet the need of key players in these sectors.
2. **Nigeria South:** UBA Nigeria South covers the southern part of Nigeria constituting 18 of the 36 states of the Federation. It provides services to large multinational and local customers across various industry lines including Oil and Gas, conglomerates, FMCG, construction. Its extensive branch network and coverage enables it provide quality services
3. **UBA Africa:** UBA Africa was set up to drive change in the future of African banking by taking advantage of trade financing opportunities across continent. Where similar forces are in play, it can leverage on the group's domestic success, experience and technology platform to deliver superior services in these markets.
4. **UBA International:** UBA international has been created to spearhead the Bank's global expansion strategy with the mandate to provide wholesale, correspondent, commercial, consumer and transactional banking services outside Nigeria. It has driven the bank's expansion into UK, America, and Asia.
5. **UBA Institutional Banking & Subsidiaries:** UBA Institutional Banking is responsible for developing and managing business relationships with banks and other financial institutions across the globe and integrating these relationships with the rest of UBA
6. **UBA Global Consumer Bank:** The growing African economy and increasing levels of income provides huge opportunities to extend retail credit first in Nigeria and then across other African countries in line with UBA's regional expansion drive.
7. **UBA Products Sales Division:** Established to facilitate the distribution of the group's growing product lines leveraging on UBA's strong distribution network across the globe.

The 4 strategic support units are:

Group CFO, CRO, COO and HRD:

The **CFO** is responsible for maintaining and managing systems and processes that promote the financial efficiency and financial integrity of the Group's operations. The group **CRO** designs and manages systems and processes that continuously monitor risk and deliver regulatory compliance in all jurisdictions where UBA operates ensuring that risk is proactively identified and effectively managed across UBA Group. The **HRD** coordinates recruitment, staffing, development and compensation of employees across the group. The **COO** ensures efficient delivery of business infrastructure, operational controls and business oversight across UBA Group Shared Services.

Strategy:

UBA's strategy is:

- Increase market share to 25-30% by 2011
- Presence in 23 African countries by 2011
- To be top 3 in each business segment
- Presence in all major global financial centers
- Dominate retail banking
- Achieve cost to income ratio of 50% by 2011
- Deploy risk management standards in key areas of our operations

Social Responsibility:

As one of West Africa's largest and most profitable banks, we realize that there is a need for a social contract between the bank, the community and its people. United Bank for Africa became the first bank in Nigeria to institute a foundation, UBA Foundation. Funded with 1% of PBT, UBA Foundation is committed to the socio-economic betterment of the communities in which the bank operates, focusing on development in the areas of Environment,

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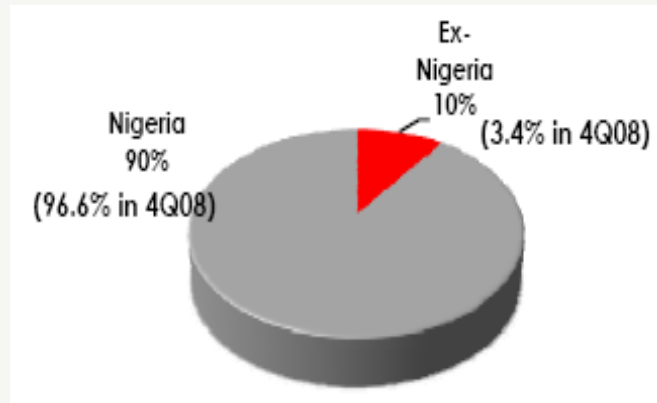
Investor Relations

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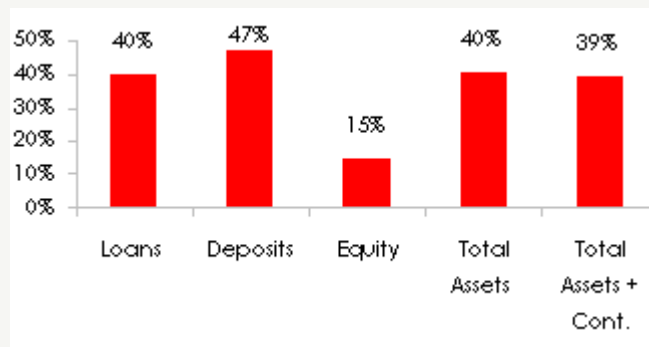
Distribution of Earnings By Geography:



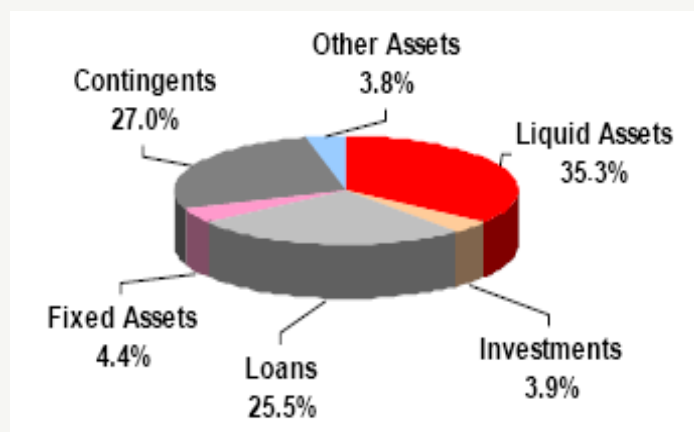
Income Statement:

Financial Year End	Sept 30, 2007		Sept 30, 2008		Sept 30, 2009	
	N'million	US \$'million	N'million	US \$'million	N'million	US \$'million
Gross Earnings	109,512	751	169,581	1,163	198,149	1,339
Net interest income	45,075	309	75,350	517	82,737	559
Other income	35,733	245	52,877	363	54,038	365
Profit before tax & EI	31,152	214	56,815	390	(5,032)	(49)
Profit after tax	21,441	147	40,825	280	(7,237)	(34)

Growth in key Balance Sheet items:



Balance Sheet Mix:



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