

FULL YEAR 2013

Investors/Analysts Presentation

APRIL 1, 2014



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Forward Looking Statements

From time to time, the Bank makes written and/or oral forward-looking statements, including in this presentation and in other communications. In addition, representatives of the Bank 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 Bank's objectives and priorities for 2014 and beyond and strategies to achieve them, and the Bank's anticipated financial performance. Forward looking statements are typically identified by words such as "will", "should", "believe", "expect", "anticipate", "intend", "estimate", "may" and "could".

By their very nature, these statements require the Bank to make assumptions and are subject to inherent risks and uncertainties, general and specific. Especially in light of the uncertainty related to the financial, economic and regulatory environments, such risks and uncertainties – many of which are beyond the Bank's control and the effects of which are difficult to predict – may cause actual results to differ materially from the expectations expressed in the forward-looking statements. Risk factors that could cause such differences include: credit, market (including equity, commodity, foreign exchange, and interest rate), liquidity, operational, reputational, insurance, strategic, regulatory, legal, environmental, and other risks. All such factors should be considered carefully, as well as other uncertainties and potential events, and the inherent uncertainty of forward looking statements, when making decisions with respect to the Bank and we caution readers not to place undue reliance on the Bank's forward looking statements.

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 Bank's investors and analysts in understanding the Bank'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 Bank 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

Important Notes

Definition of terms:

FY means “Full Year”; and 1Q means “First Quarter”; 2Q means “Second Quarter”; HY means “Half Year”; 1H means “First Half”; 3Q means “Third Quarter” and 9M means “Nine Months”. The results were prepared in line with the International Financial Reporting Standards (IFRS).

Regional split of African countries we operate in

WAMZ	UEMOA	CEMAC	E&SA
Ghana	Burkina Faso	Cameroon	Kenya
Guinea	Benin Republic	Chad	Mozambique
Liberia	Cote d'Ivoire	Congo Brazzaville	Tanzania
Sierral Leone	Senegal	Congo DRC	Uganda
		Gabon	Zambia

Important disclosure:

This report was prepared by UBA to provide background information on the Group. The report is issued for information purposes only, especially with regards to enabling users understand the inherent potentials of the business. It is therefore not a solicitation to buy or sell the stock.

The information contained herein is subject to change and neither the bank nor its staff is under any obligation to notify you or make public any announcement with respect to such change.

Users are hereby advised to exercise caution in attempting to rely on these information and carry out further research before reaching conclusions regarding their investment decisions.

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Appendix

1. Overview of UBA



■ Africa

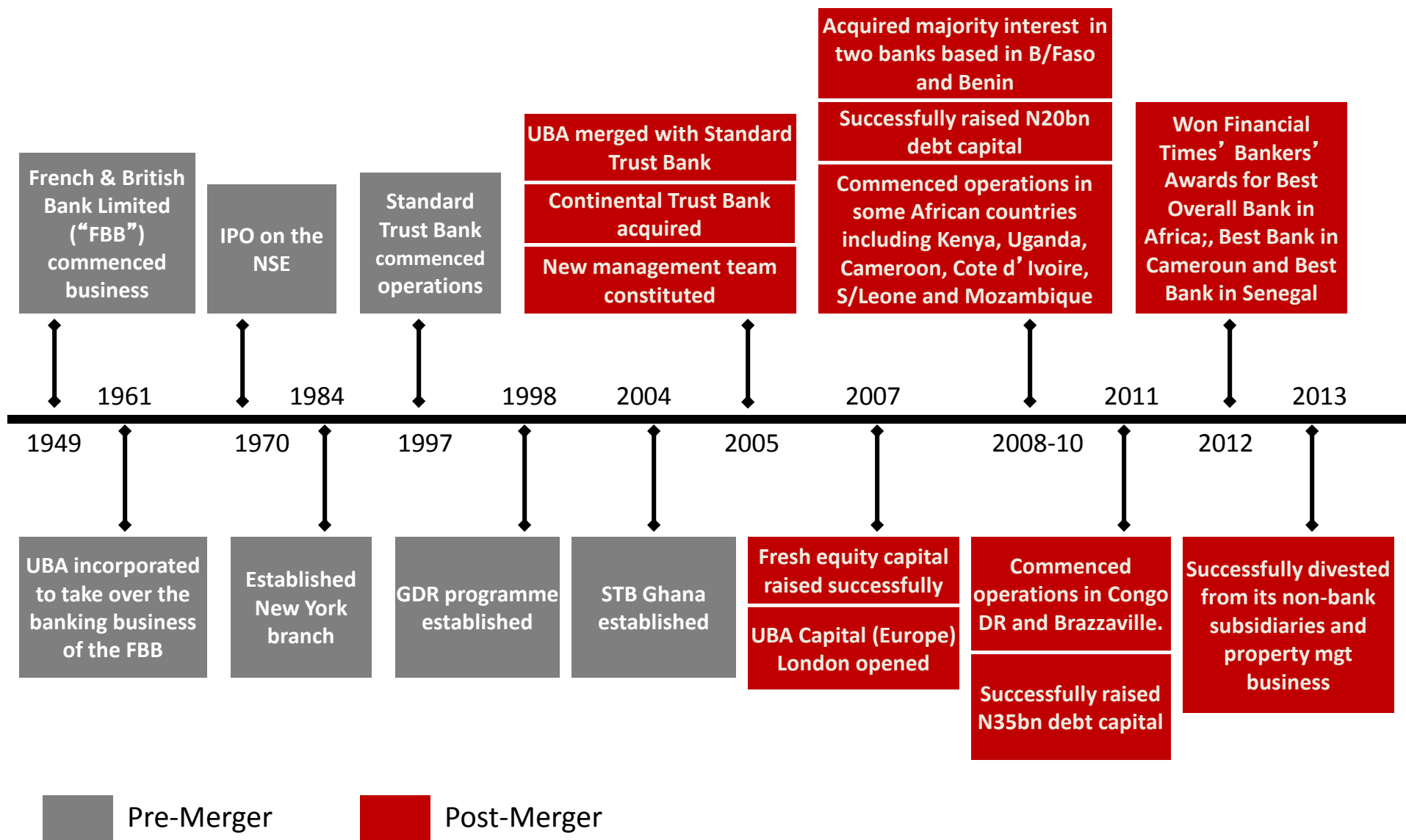
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Brief History



Key business strengths

- Africa's global bank with a uniquely scaled platform
- Strong retail franchise reaching over 7 million customers through more than 700 business offices spread across 22 countries globally
- Improving financial performance underpinned by solid risk management standards
- Aggressively pursuing strategy to enhance shareholder value through robust business resources (people and platforms)
- Highly-experienced and committed management team
- Leading change and innovation in product development, channel rollout and electronic banking solutions

2. Overview of Macro Economy



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Overview of Macro Economy

Nigeria	
GDP (\$bn)	263.0
GDP Growth	7.7%
Population (mn)	166.2
Inflation Rate	8.0%
Interest Rate	12.0%
Debt-to-GDP Ratio	18.3%
Exchange Rate	162.5
Foreign Reserve (\$bn)	41.3

Ghana	
GDP (\$bn)	41.0
GDP Growth	0.3%
Population (mn)	25.4
Inflation Rate	13.8%
Interest Rate	18.0%
Debt-to-GDP Ratio	44.9%
Exchange Rate	2.4
Foreign Reserve (\$bn)	4.7

Guinea	
GDP (\$bn)	7.0
GDP Growth	3.9%
Population (mn)	11.5
Inflation Rate	10.3%
Interest Rate	16.0%
Debt/GDP Ratio	64.1%
Exch. Rate	7,020.0

Liberia	
GDP (\$bn)	2.0
GDP Growth	8.3%
Population (mn)	4.2
Inflation Rate	8.5%
Interest Rate	13.5%
Debt-to-GDP Ratio	44.9%
Exchange Rate	85.0

Benin Republic	
GDP (\$bn)	8.0
GDP Growth	3.5%
Population (mn)	10.1
Inflation Rate	-1.8%
Interest Rate	3.5%
Debt-to-GDP Ratio	18.8%
Exchange Rate	513.2

Cameroun	
GDP (\$bn)	25.0
GDP Growth	6.1%
Population (mn)	21.7
Inflation Rate	1.6%
Interest Rate	3.3%
Debt-to-GDP Ratio	6.5%
Exchange Rate	486.4

Cote D'Ivoire	
GDP (\$bn)	25.0
GDP Growth	9.80%
Population (mn)	23.2
Inflation Rate	0.1%
Interest Rate	3.5%
Debt-to-GDP Ratio	78.8%
Exchange Rate	486.4

Sierra Leone	
GDP (\$bn)	4.0
GDP Growth	6.2%
Population (mn)	6.00
Inflation Rate	9.4%
Interest Rate	12.0%
Debt/GDP Ratio	37.9%
Exchange Rate	4,328.5

Burkina Faso	
GDP (\$bn)	10.0
GDP Growth	8.0%
Population (mn)	16.5
Inflation Rate	0.1%
Interest Rate	3.5%
Debt-to-GDP Ratio	16.2%
Exchange Rate	513.2

Senegal	
GDP (\$bn)	14.0
GDP Growth	4.1%
Population (mn)	13.7
Inflation Rate	-0.1%
Interest Rate	3.5%
Debt-to-GDP Ratio	56.4%
Exchange Rate	513.2

Zambia	
GDP (\$bn)	21.0
GDP Growth	6.5%
Population (mn)	14.6
Inflation Rate	7.3%
Interest Rate	9.8%
Debt-to-GDP Ratio	1.2%
Exchange Rate	5.6

Mozambique	
GDP (\$bn)	15.0
GDP Growth	8.1%
Population (mn)	25.2
Inflation Rate	3.2%
Interest Rate	8.3%
Debt-to-GDP Ratio	9.9%
Exchange Rate	30.9

Uganda	
GDP (\$bn)	20.0
GDP Growth	2.2%
Population (mn)	36.4
Inflation Rate	6.9%
Interest Rate	11.5%
Debt-to-GDP Ratio	33.3%
Exchange Rate	2,475.00

Tanzania	
GDP (\$bn)	263.0
GDP Growth	7.7%
Population (mn)	166.2
Inflation Rate	8.0%
Interest Rate	12.0%
Debt-to-GDP Ratio	18.3%
Exchange Rate	162.5
Foreign Reserve (\$bn)	41.3

Kenya	
GDP (\$bn)	37.0
GDP Growth	4.4%
Population (mn)	43.2
Inflation Rate	7.2%
Interest Rate	8.5%
Debt-to-GDP Ratio	46.5%
Exchange Rate	86.5

Congo Brazzaville	
GDP (\$bn)	14.0
GDP Growth	5.7%
Population (mn)	4.3
Inflation Rate	3.4%
Interest Rate	3.3%
Debt-to-GDP Ratio	19.6%
Exchange Rate	505.9



Locations outside Africa

USA	
GDP (\$bn)	15,685
GDP Growth	2.7%
Population (mn)	317.3
Inflation Rate	1.6%
Interest Rate	0.3%
Debt/GDP Ratio	101.6%
Exchange Rate	1.00
Foreign Reserve (\$bn)	144,574

France	
GDP (\$bn)	2,613
GDP Growth	0.0%
Population (mn)	65.3
Inflation Rate	0.7%
Interest Rate	0.3%
Debt/GDP Ratio	90.2%
Exchange Rate	1.35
Foreign Reserve (\$bn)	127.3

UK	
GDP (\$bn)	2,440
GDP Growth	2.8%
Population (mn)	63.3
Inflation Rate	1.9%
Interest Rate	0.5%
Debt/GDP Ratio	88.7%
Exchange Rate	1.06
Foreign Reserve (\$bn)	105,858

WA EA CA

Source: Trading Economics

Nigerian Economic Score Card

GROWTH

Real GDP Growth - 6.81%
Global GDP ranking- 37 out of 192 nations
Jobless rate - 23.9%
Non oil growth- 7.95%

CONSUMPTION

Gini Coefficient (income inequality) - 48.8
Inflation rate - 7.7% (5 year low)
Misery index (unemployment + Inflation)- 30.9 %

MARKETS

Yields on 10yr bonds - 14.07%
Exchange rate at interbank market- N163-N166/ \$1
Average P/E ratio of banking stocks- 6.1X

EARNINGS

Oil exports- 90.4% of total exports
Debt/ GDP ratio – 18.3%
Foreign Reserves- \$39.3billion
Excess crude account- \$3.45billion

SECTOR UPDATE

Growth of Telecoms (fastest growing) sector – 24.3%
FMCG sales declined- 65%
Improved power generation- 4,105MW

INVESTMENTS

Market Cap – N12.30 trillion
Year to date gain- -7.34% (47.2% in 2013)
Credit to Private Sector – N16.51 trillion
Money supply- N14.74trillion

POLICY UPDATE

CRR on public sector deposits- 75%
Cashless policy to cover 36 states – July 2014
Increase in Auto tariff and levy- 10% and 35%

PRODUCTION

Oil production- 1.903 bpd
Ships awaiting berth at ports –63
GDP - \$ 283 billion
Labour productivity- 3.9%

3. Full Year 2013 Financial Highlights



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FY 2013 Financial Highlights

	Comprehensive Income & Profit	31-Dec-13	31-Dec-12	Change %
COMPREHENSIVE INCOME & PROFIT TREND (N'million)	Gross Earnings	264,687	220,129	20.2%
	Net Interest Income	103,231	91,617	12.7%
	Non Interest Income	79,212	69,149	14.6%
	Operating Income	177,218	158,239	12.0%
	Operating Expenses	107,851	102,592	5.1%
	Profit after Tax	46,601	51,477	-9.5%
EFFICIENCY AND RETURN	Cost to Income (%)	60.9%	64.9%	
	Return on Average Equity (%)	21.8%	31.9%	
	Return on Average Assets (%)	1.9%	2.6%	
	Financial Position & Risk	31-Dec-13	31-Dec-12	Change %
FINANCIAL POSITION & TREND (N'million)	Total Assets	2,642,296	2,272,923	16.3%
	Total Deposits	2,221,764	1,777,788	24.9%
	Net Loans	963,871	687,435	40.2%
	Net Assets	235,649	192,467	22.1%
BUSINESS CAPACITY RATIOS	Loan to Deposit Ratio	43.4%	38.7%	
	Capital Adequacy Ratio	23.2%	23.5%	
	Liquidity Ratio	55.0%	69.8%	

4. Review of Full Year 2013 Financial Highlights



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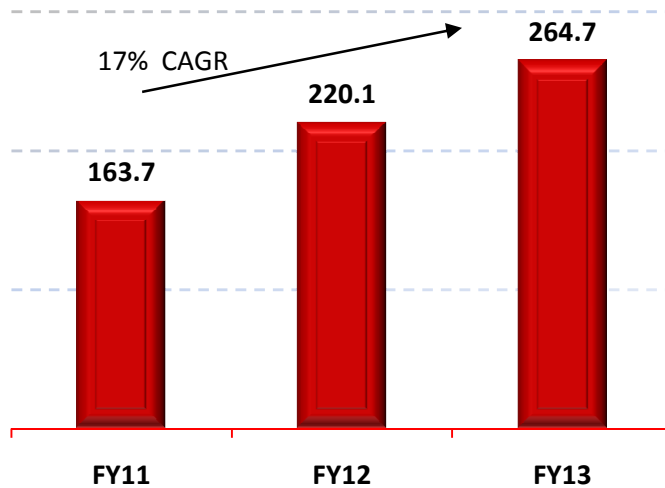
• London

• Paris

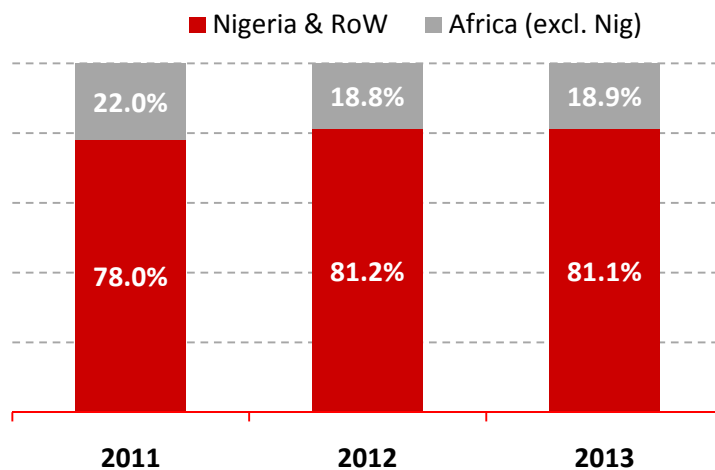
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Income Analysis

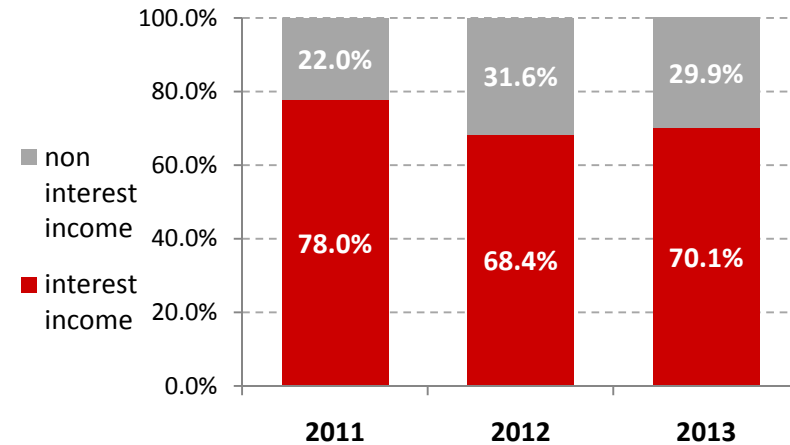
Gross income trend (N'bn)



Revenue split by geography



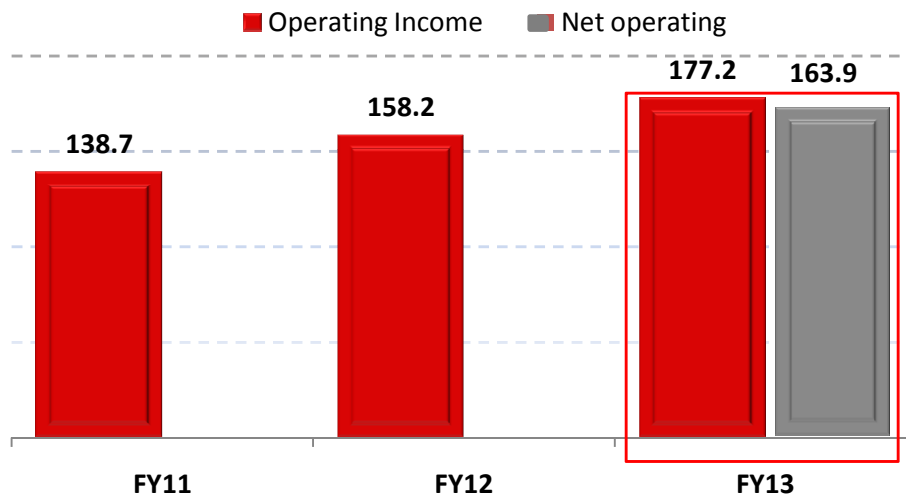
Gross earnings by income type



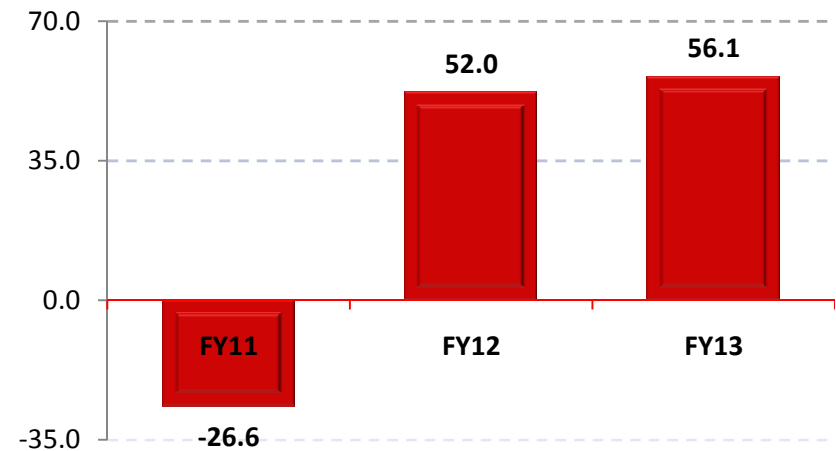
- Strong revenue growth, up by 20% YoY, with a 3-year Compounded Annual Growth (CAGR) of 17%.
- Operations in other African countries account for about 19% of total revenues.

Profitability

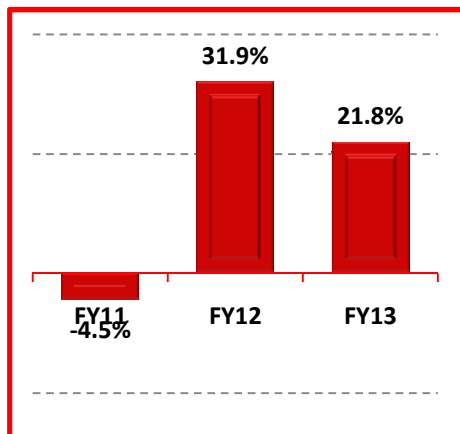
Operating Income (N'bn)



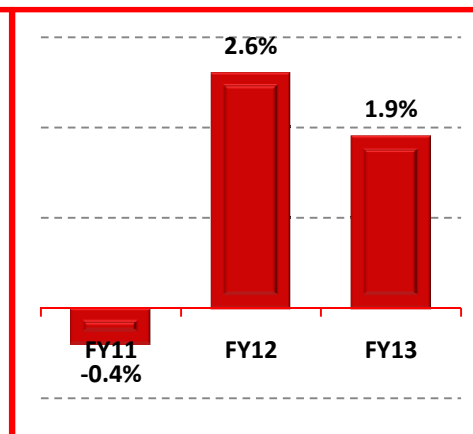
Profit Before Tax (PBT) for the Year (N'bn)



Return on Avg. Equity



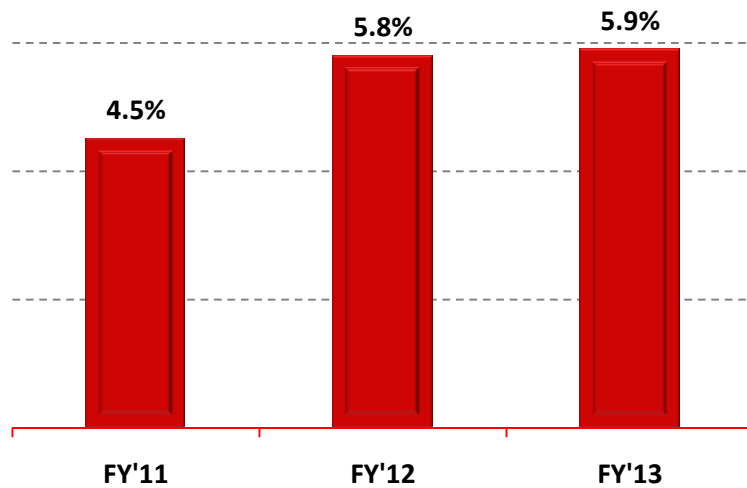
Return on Avg. Assets



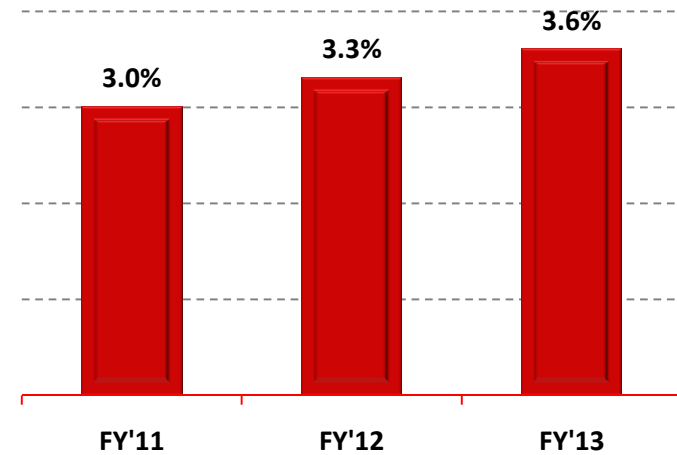
- Operating income grew by 12% YoY
 - Driven largely by strong loan growth and improving fee and commission revenue from Africa.
- N56bn recorded as profit before tax for the year, an increase of 7.8% YoY
- Robust return to shareholders with an ROE of 21.8%.

Profit Drivers

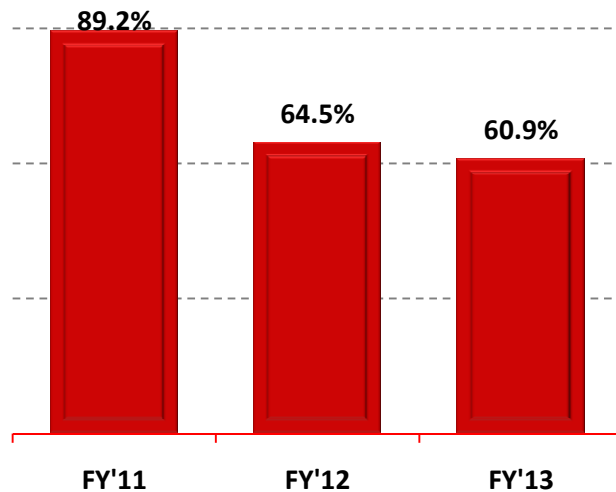
Net Interest Margin



Cost of Funds



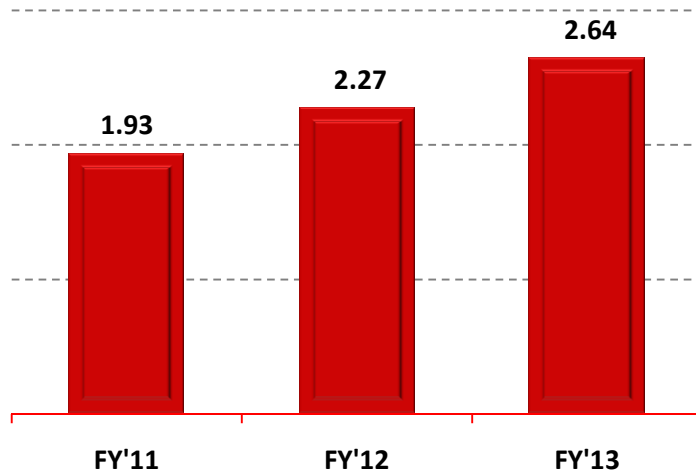
Cost-to-Income Ratio



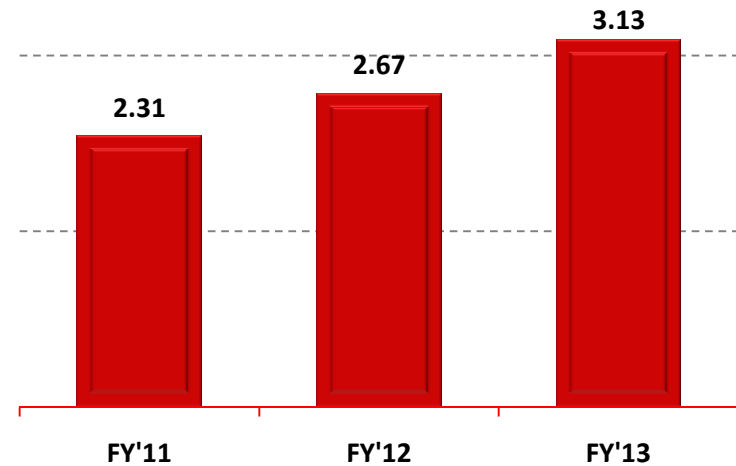
- Net Interest Margin inched up by 10 basis point due to improved yields from higher loan to deposit ratios.
- Cost-to-income ratio, continues to improve YoY, due to income growth from all our businesses
- Cost of funds increased to 3.6% due to slight increase in tenored funds ratio of total deposit as well as increase in interest paid on savings deposit.

Financial Position

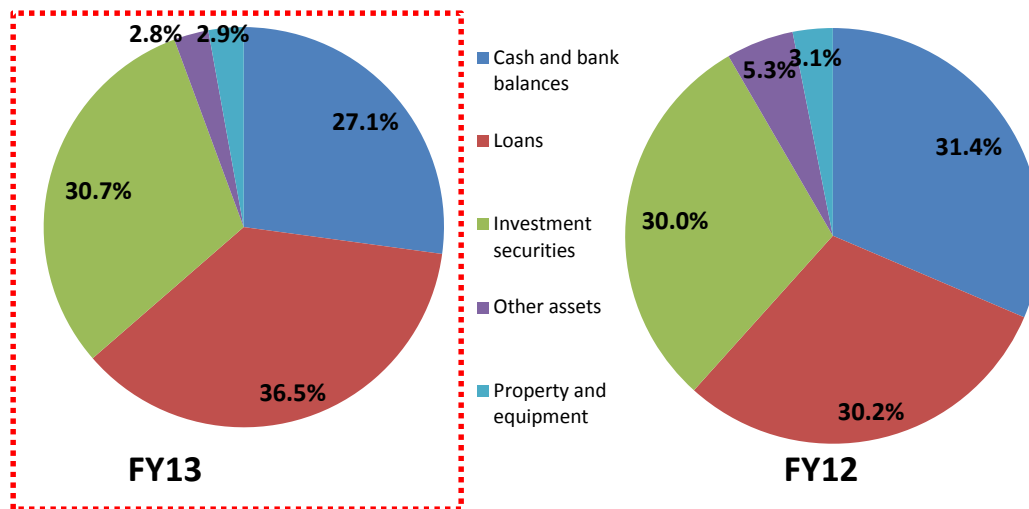
Total Assets (N'trn)



Total Assets plus Contingents (N'trn)



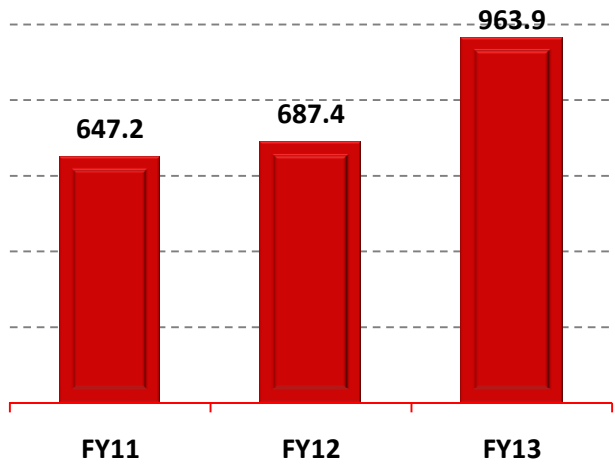
Total Assets Mix



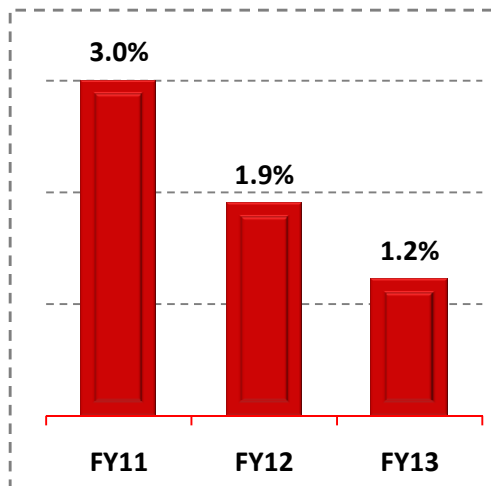
- Strong asset base, aggregating to N2.64 trillion
- Overall, balance sheet footing is stronger at N3.13 trillion.
- Loan component of total assets grew to 36% (vs. 30% in 2012).

Loan Portfolio

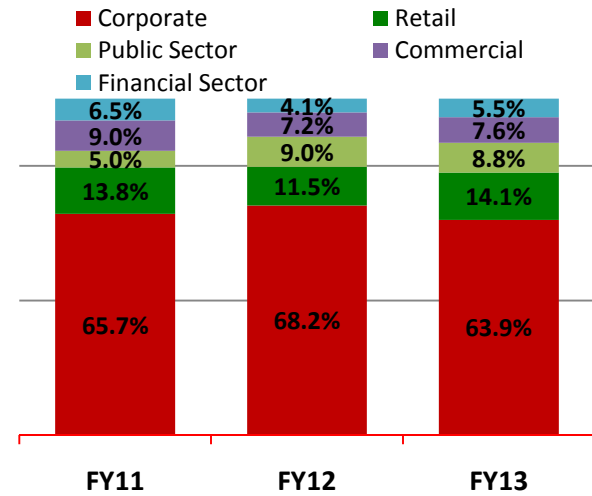
Loan Book (N'bn)



NPL Ratio

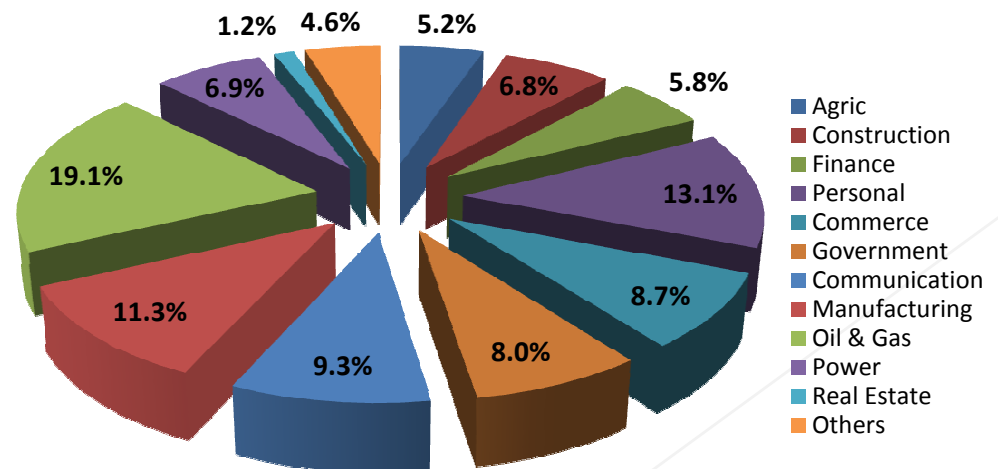


Loan Book, by Customer Type



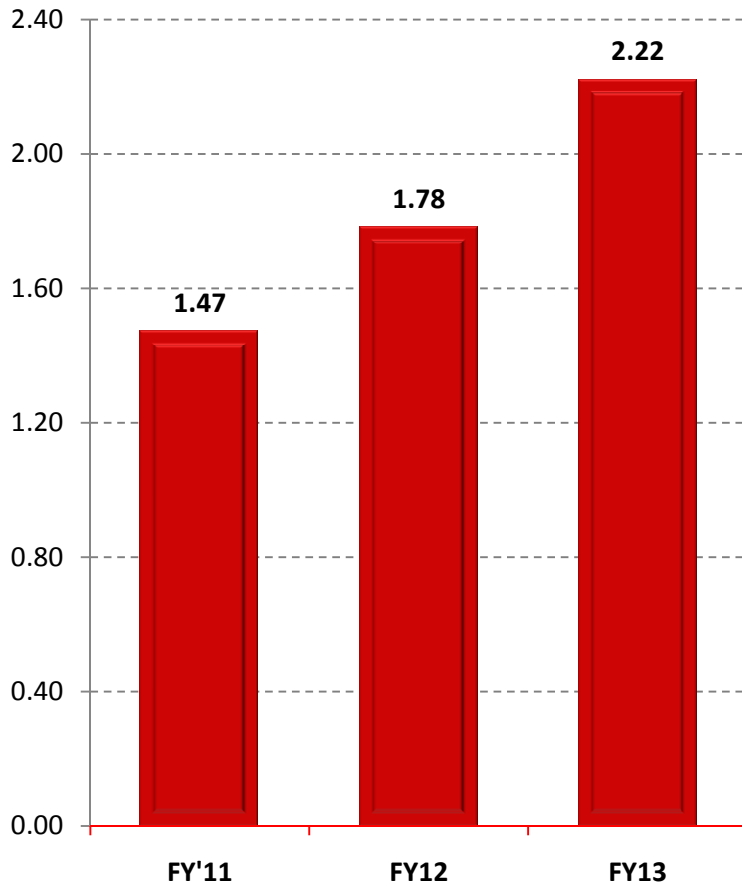
- Grew loan book; 3-year CAGR of 14%
- Bulk of loans were made to the corporate market segment.
- Consumer, Upstream Oil & Gas, Manufacturing and Telecoms constitute almost 70% of loan book.
- Asset quality remains strong with NPL ratio of 1.2%, well below CBN's threshold of 5%.

Loan Distribution, by Sector

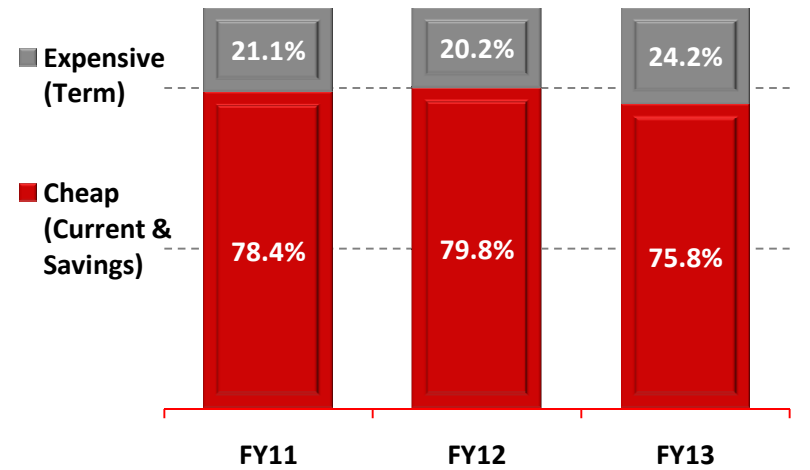


Deposit Portfolio

Deposit Book (N'trn)



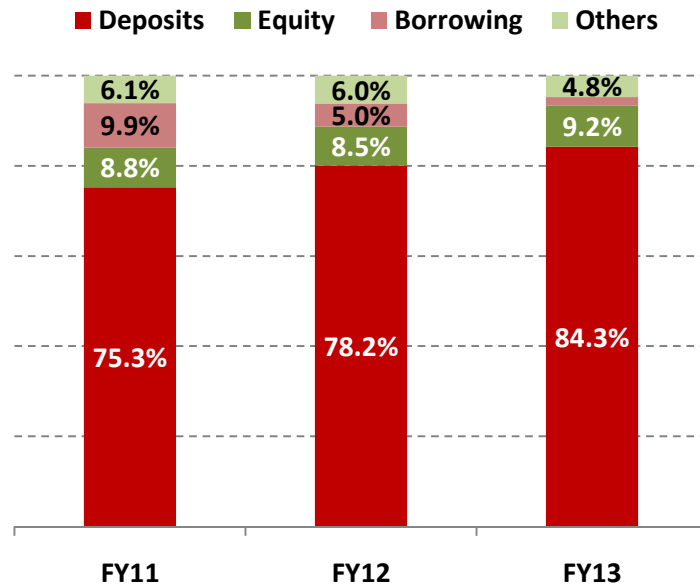
Deposit Mix, by Cost



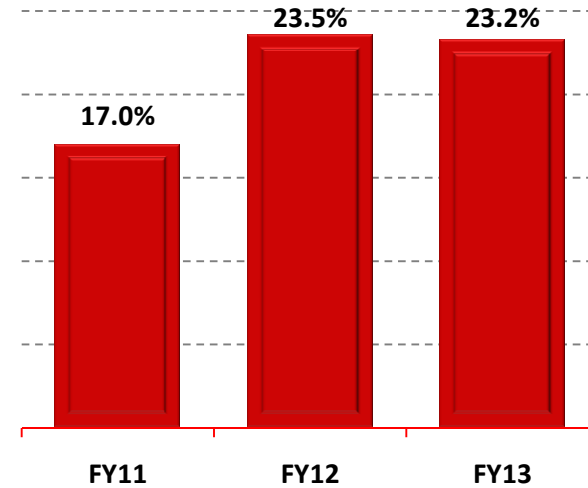
- Deposit growth of 25% achieved YoY
- Generated largely from cheap sources
- Cheap deposits make up about 76% of total Deposits.

Funding, Liquidity and Capital Adequacy

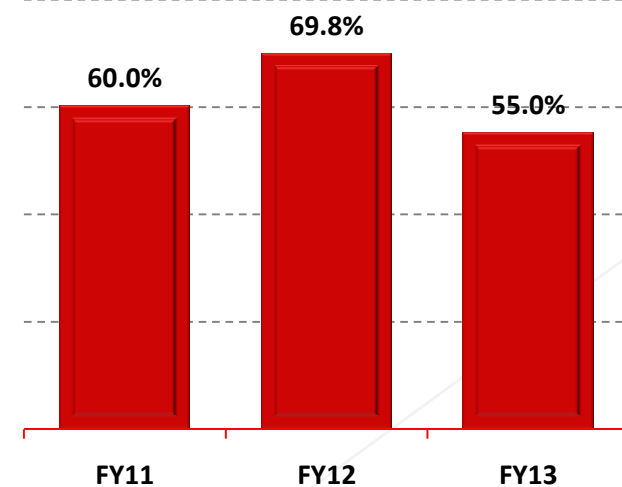
Funding Mix



Capital Adequacy Ratio



Liquidity Ratio



- Deposits remain the biggest source of our funding at 84%
- The balance sheet remains healthy with strong capital adequacy and liquidity ratios., both well ahead of regulatory requirements.

5. Update on African Business



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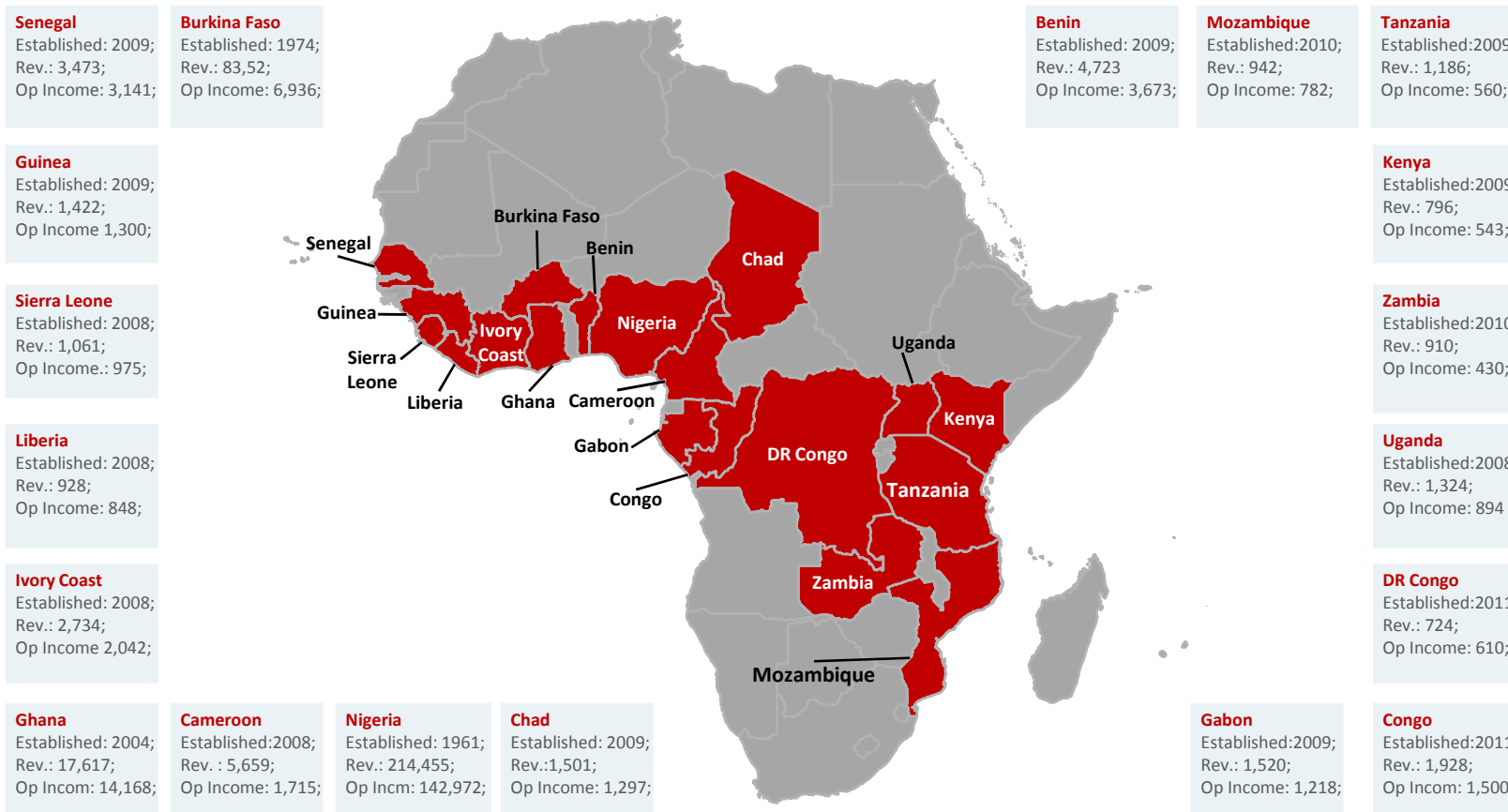
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Overview of our African Business

Footprint and Retail Franchise Network

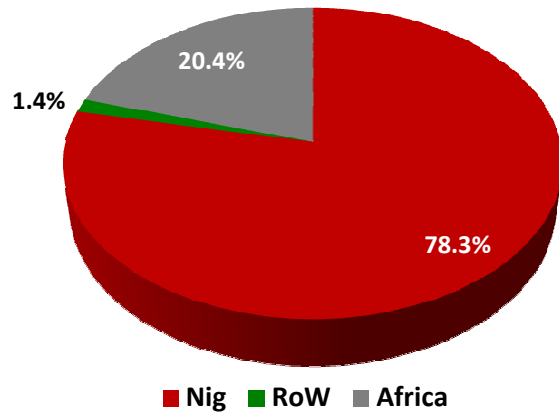


Our businesses across Africa continue to impact positively on the Group

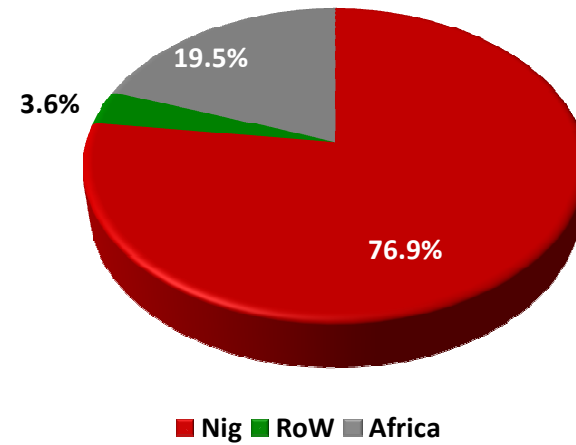
Note: All financial data are in N' million financial data around the map are as at December 31, 2013

Key Performance by Geography

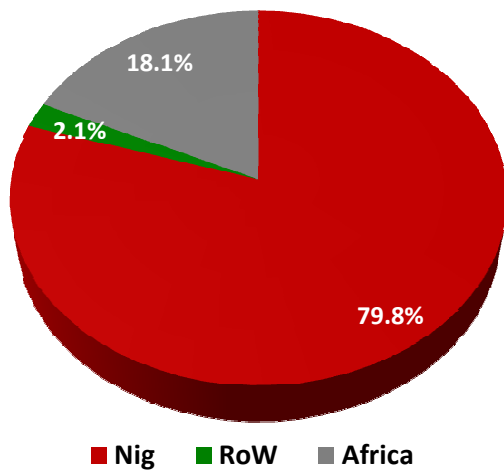
Revenue split by geography



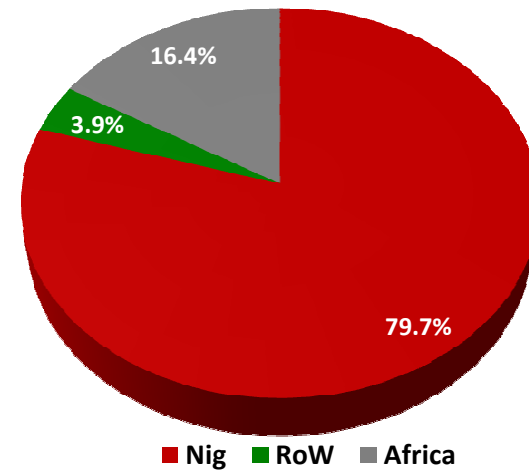
Total Assets split by geography



Loans split by geography



Deposit split by geography



6. Focus on Sierra Leone



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Sierra Leone Economic Scorecard

GROSS DOMESTIC PRODUCT

GDP – \$3.80 billion
GDP per Capita – \$435.41
GDP Growth rate – 6.20%

INDICATORS

Inflation Rate – 8.96%
Interest Rate – 10.00%

LABOUR

Population – 5.98 million
Unemployment Rate – 3.4%

TRADE

Export – \$199.65 million
Import – \$84.19 million



GOVERNMENT

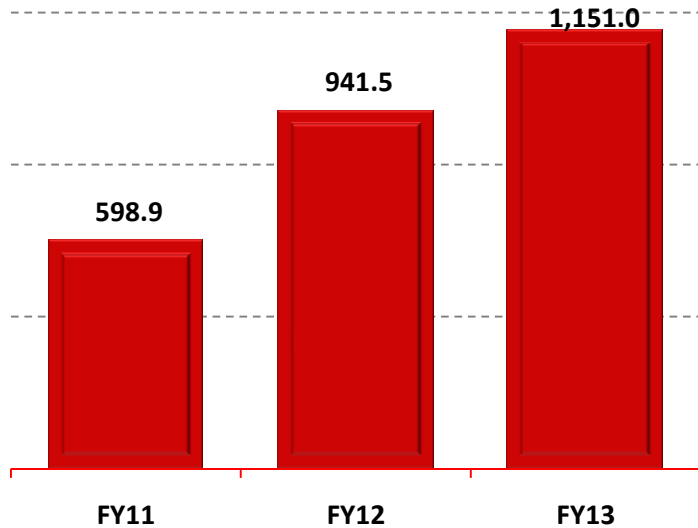
Government Debt to GDP – 37.9%
Government Budget – (2.90)% as a % of GDP

Sierra Leone – Key Financial Highlights

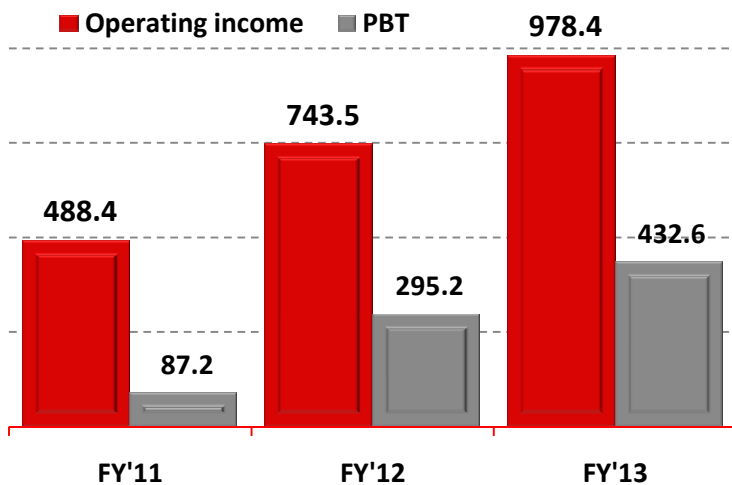
	Comprehensive Income & Profit	31-Dec-13	31-Dec-12	Change %
COMPREHENSIVE INCOME & PROFIT TREND (N'million)	Gross Earnings	1,151	941	22.3%
	Net Interest Income	485	349	38.7%
	Non Interest Income	493	394	25.1%
	Operating Income	978	743	31.6%
	Operating Expenses	539	442	21.9%
	Profit after Tax	305	207	47.5%
EFFICIENCY AND RETURN	Cost to Income (%)	55%	60%	
	Return on Average Equity (%)	39%	27%	
	Return on Average Assets (%)	4%	5%	
	Financial Position & Risk	31-Dec-13	31-Dec-12	Change %
FINANCIAL POSITION & TREND (N'million)	Total Assets	11,961	8,520	40.4%
	Total Deposits	10,333	7,370	40.2%
	Net Loans	279	147	89.8%
	Net Assets	1,405	1,072	31.1%
BUSINESS CAPACITY RATIOS	Loan to Deposit Ratio	3%	2%	
	Capital Adequacy Ratio	54%	63%	
	Liquidity Ratio	159%	147%	

Income Analysis

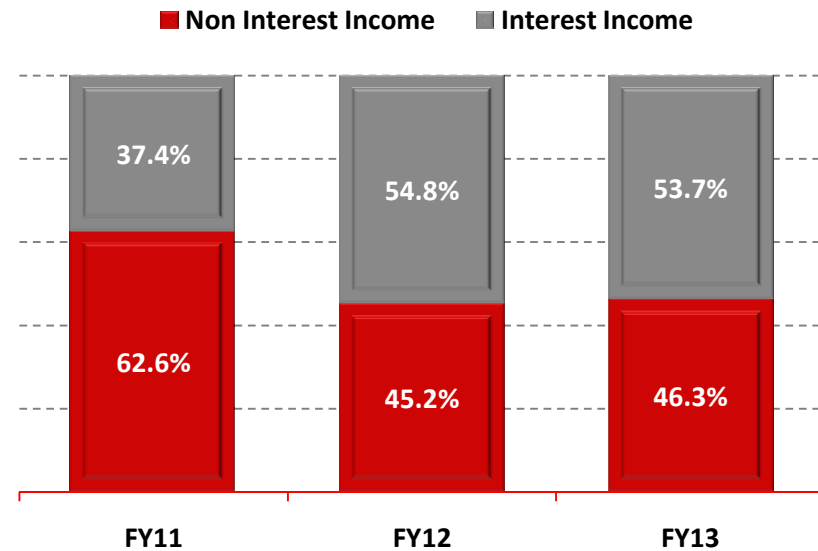
Revenue Trend (N' mn)



Profitability (N' mn)



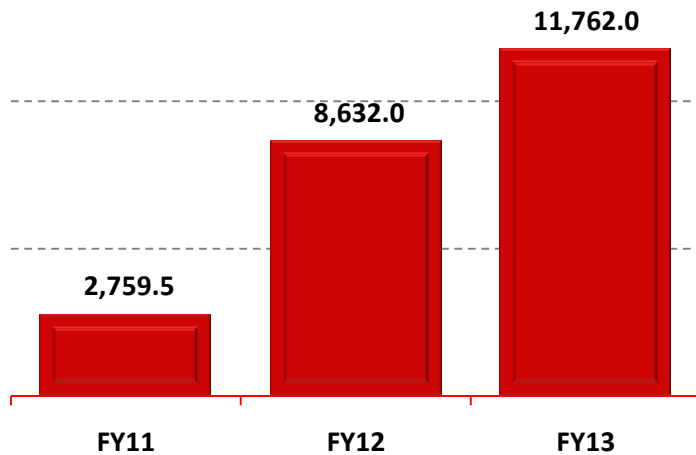
Revenue Mix (%)



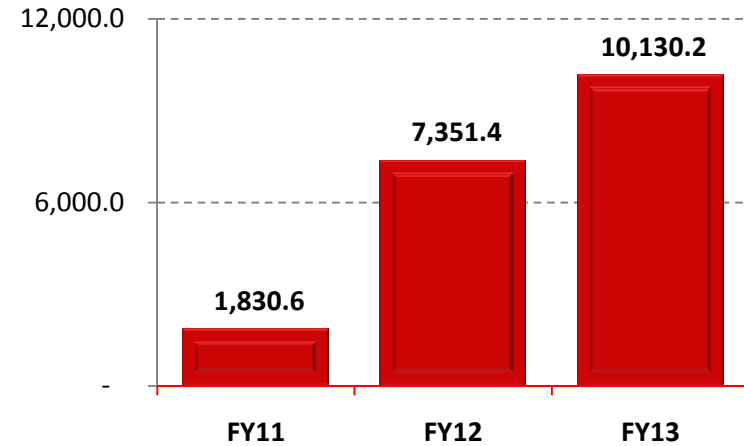
- Gross Earnings grew by 22% in the period under review on back of higher interest income over comparative period in 2012.
- However, non-interest income even grew faster by 25%, consequently PBT came in N432.6 million up by 47%.

Financial Position

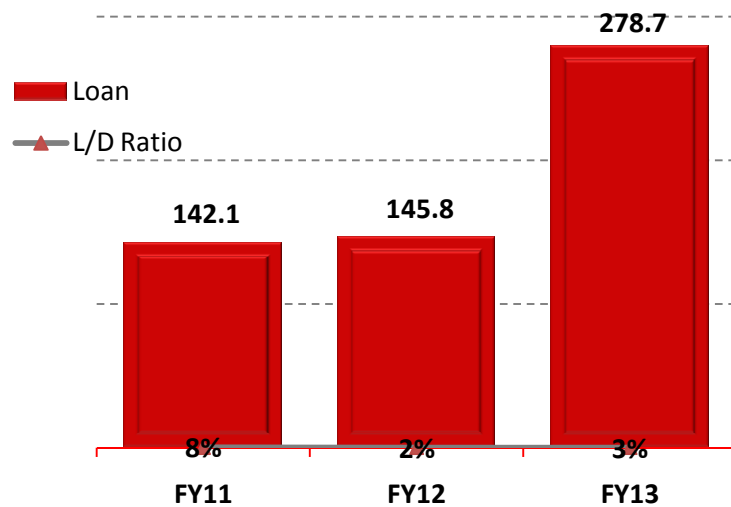
Growing Asset Base (N' mn)



Deposits (N 'mn)



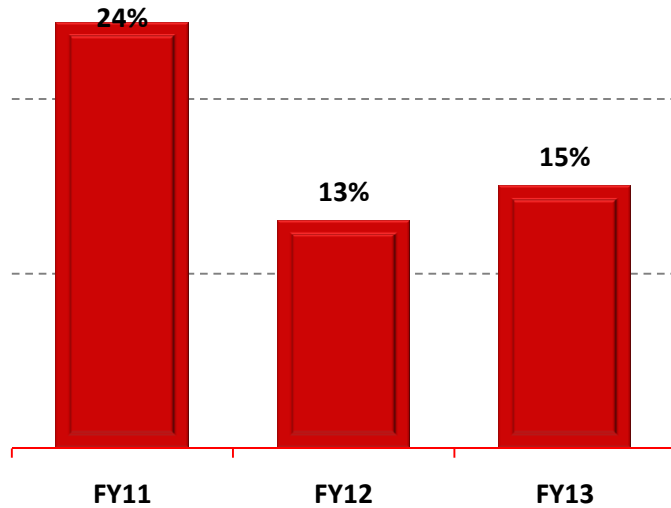
Loan growth (N' mn)



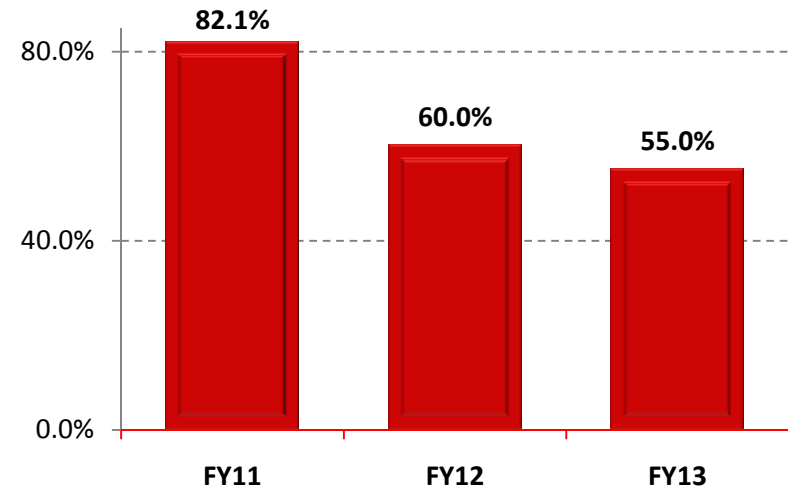
- Good loan growth at 91% YoY, and a 3-year CAGR of 25% and translating to a loan to deposit ratio of 3% (2% in 2012)
- Cautious lending strategy, as we increase lending to relatively less risky sectors/segments.
- Total assets grew by 36% so far this year; now N11.7 billion.
- Deposit growth of 38% in the year under review.

Improving Profitability and Efficiency

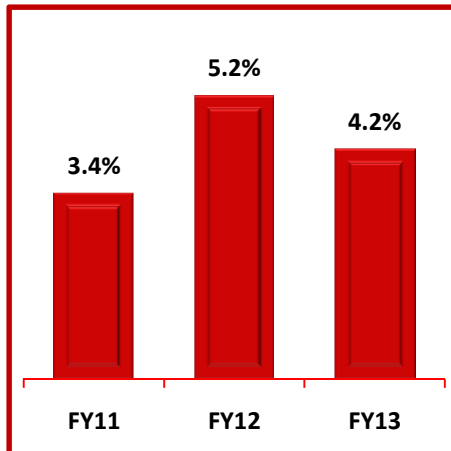
Strong Net Interest Margins



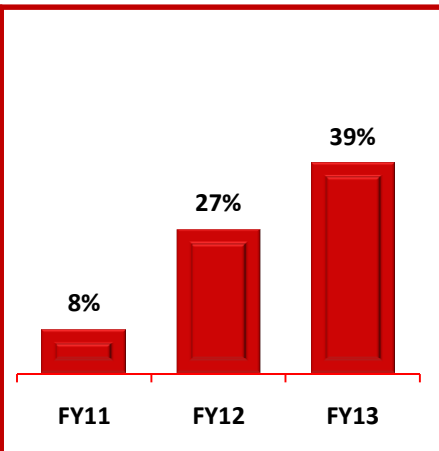
Trend in Cost/Income



Return on Assets



Return on Equity



- Net interest margins gained 200 basis points, from 13%.
- Cost to income ratio declined to 55% YoY.
- Robust profitability: respective ROE and ROA at 39% and 4% still clearly represents some of the best returns in SSA.

7. Appendix



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Summary Historical Financials

	FY2010	FY2011	FY2012	1Q 2013	2Q 2013	3Q 2013	FY2013
Key Income Items (N' million)							
Gross earnings	177,571	184,833	220,129	62,765	63216	62,040	264,687
Interest income	117,745	121,422	150,003	44373	44251	44133	185,700
Interest expense	(46,969)	(46,125)	(58,386)	(17214)	(18003)	(19376)	(82,469)
Net interest income	70,776	75,297	91,617	27159	26248	24757	103,231
Non interest income	67,441	63,411	69,149	17474	17574	16654	79,212
Operating income	138,217	138,708	158,239	44633	43822	41411	177,218
Operating expenses	(103,981)	(107,716)	(102,592)	(27,300)	(27,508)	(28,636)	(107,851)
Profit/(Loss) Before Tax	3,219	(28,496)	52,010	17,155	16,093	10,180	56,058
Key Financial Position Items (N' million)							
Net loans	628,811	689,625	687,435	664,236	761,180	870,673	963,871
Total assets	1,617,696	1,942,793	2,272,923	2,434,381	2,429,792	2,578,892	2,642,296
Total deposits	1,267,171	1,444,988	1,777,788	2,016,957	2,017,481	2,171,075	2,221,764
Shareholders' funds	176,529	166,461	192,467	209,387	207,603	225,617	235,036
Key Ratios							
Non Int. Rev/Total Rev	37.9%	34.3%	31.9%	29.3%	29.7%	27.5%	29.9%
Cost to income	75.2%	77.7%	67.0%	61.2%	62.0%	64.2%	60.9%
Loan/deposit Ratio	49.6%	47.7%	38.7%	32.9%	37.7%	40.2%	44.3%
Loan/assets Ratio	38.9%	35.5%	30.2%	27.3%	31.3%	33.8%	36.5%
Equity/assets Ratio	10.9%	8.6%	8.5%	8.6%	8.5%	8.7%	8.9%
Pre Tax ROA	0.4%	(6.1%)	2.5%	2.80%	2.70%	2.30%	2.3%
Pre Tax ROE	0.0%	(0.6%)	29.0%	33.40%	32.00%	25.70%	26.2%
Tier 1 capital adequacy ratio	15.3%	15.2%	23.5%	18.30%	17.20%	15.80%	15.4%
Total capital adequacy ratio	18.2%	21.7%	23.5%	26.30%	22.30%	21.40%	23.2%

Thank you



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