

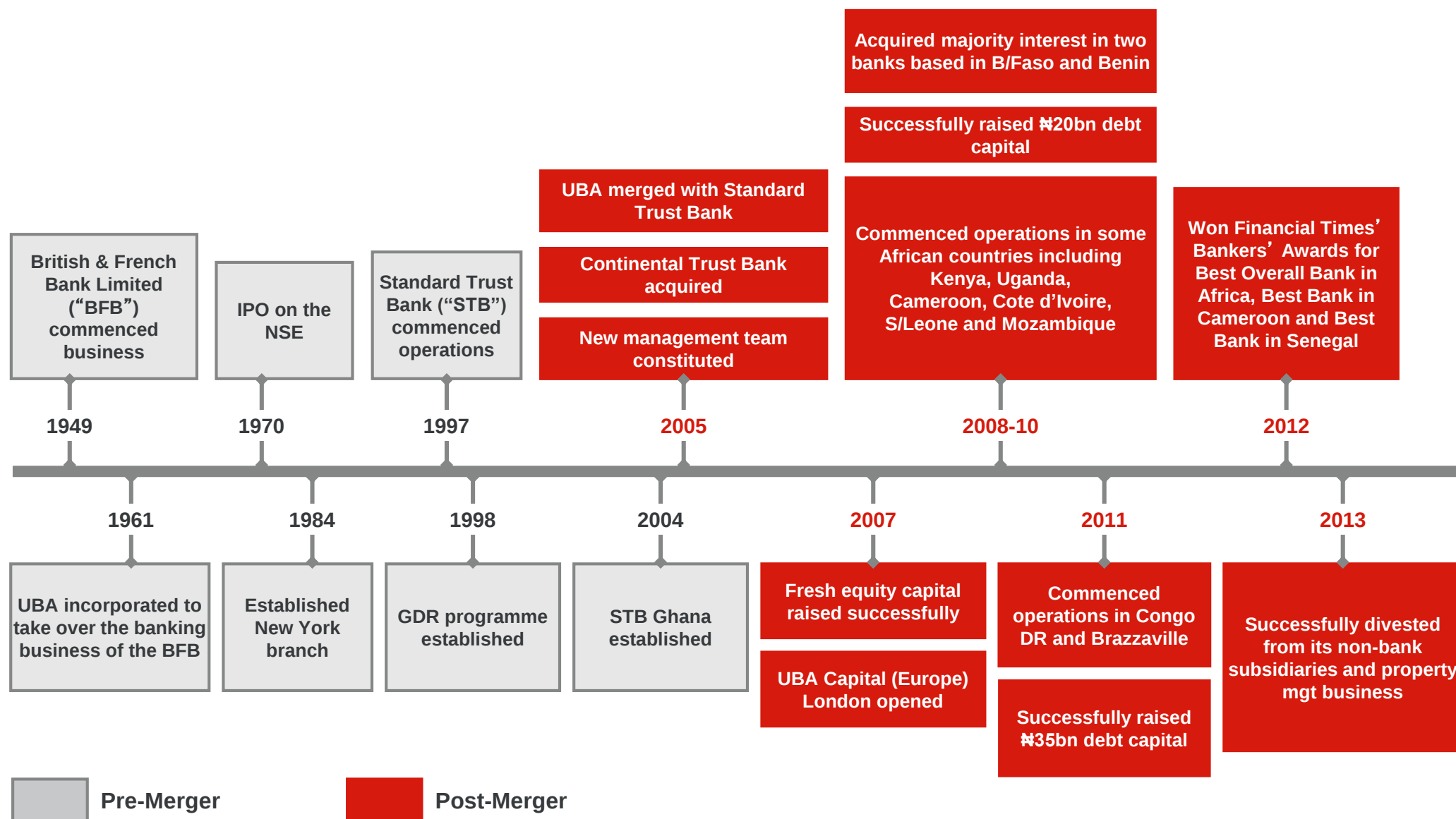
UBA AT A GLANCE

AUGUST 2017

Africa's Global Bank

Evolution of UBA

With a 67 year history, UBA is one of the strongest and most recognised banking brands to originate from Sub-Sahara Africa



Source : <https://www.ubagroup.com/group/history>

Evolution of UBA - Building a Pan African Platform

Over the last 10 years, UBA has established a pan African platform on the back of a successful Nigerian bank

1949 – 2008



- Established **12 presence countries**
- Commenced operations in Cameroon, Cote D'Ivoire, Ghana, Liberia, Sierra Leone and Uganda
- Acquired majority interest in two banks, based in Burkina Faso and Benin
- Established New York and Paris operations and an associate in London

2009 – 2011



Grown to 22 presence countries

- Commenced operations in Chad, Congo Brazzaville, Congo DR, Gabon, Guinea, Kenya, Senegal, Tanzania, Uganda and Zambia.

2012 – 2017

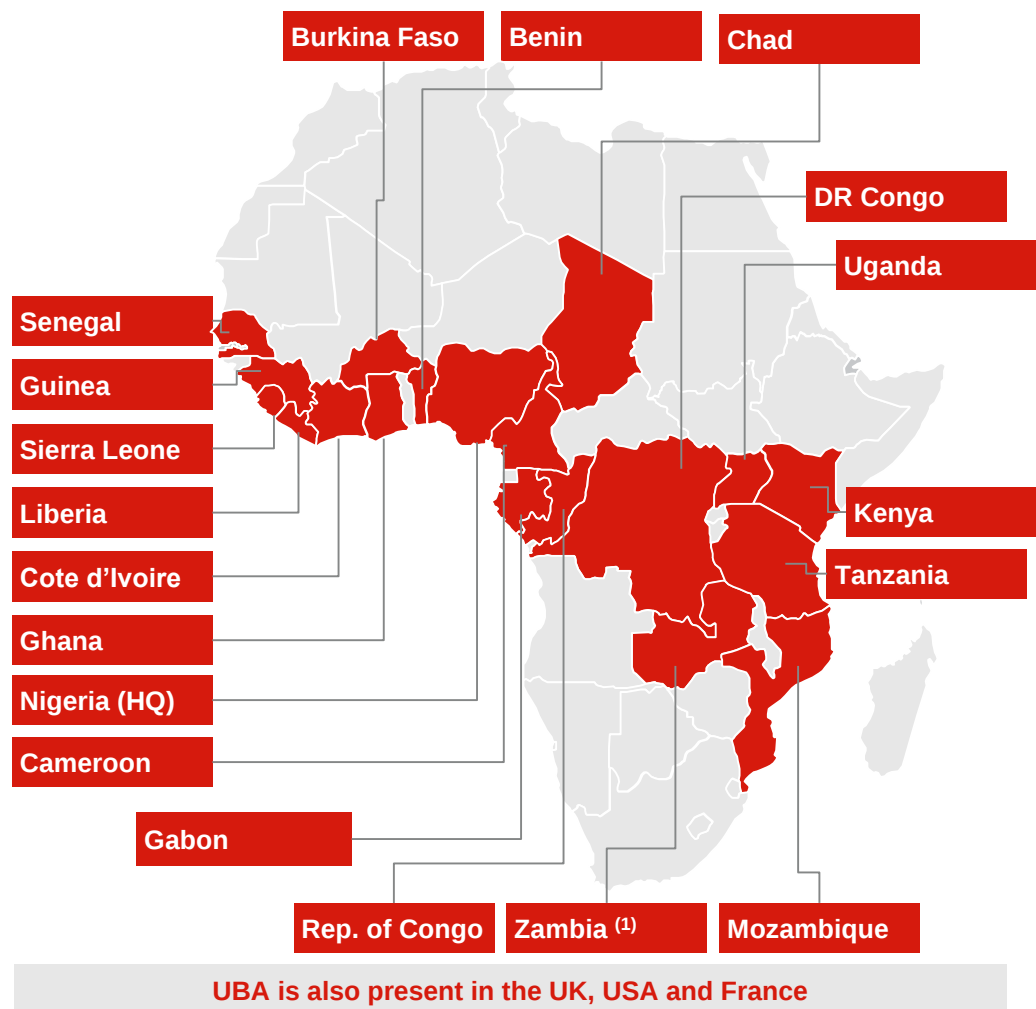


Consolidating in 22 presence countries

- London business became a subsidiary
- Won Financial Times 'Banker' Awards for: Best Overall Bank in Africa, Best Bank in Cameroon and Best Bank in Senegal.

A Leading Full Service Pan-African Business

UBA has successfully grown its African franchise and now has growing operations in 19 African countries



Headline	UBA's % Interest	Market Share	Total Assets	Total Deposits
UBA Nigeria	100%	Top Tier	₦2,689bn	₦1,678bn
UBA Ghana Limited	91%	Top Tier	₦298.6bn	₦160.0bn
UBA Cameroun SA	100%	Top Tier	₦235.1bn	₦140.3bn
UBA Cote D'Ivoire	100%	Mid-sized	₦105.9bn	₦63.8bn
UBA Liberia Limited	100%	Top Tier	₦32.2bn	₦19.3bn
UBA Uganda Limited	74%	Niche	₦19.5bn	₦12.4bn
UBA Burkina Faso	64%	Top Tier	₦256.3bn	₦189.0bn
UBA Chad SA	89%	Top Tier	₦71.5bn	₦39.5bn
UBA Senegal SA	86%	Top Tier	₦156.0bn	₦95.3bn
UBA Benin	76%	Top Tier	₦124.8bn	₦92.3bn
UBA Kenya Bank Limited	81%	Niche	₦34.1bn	₦16.4bn
UBA Tanzania Limited	80%	Niche	₦19.4bn	₦13.4bn
UBA Gabon	100%	Mid-sized	₦56.6bn	₦27.7bn
UBA Guinea (SA)	100%	Top Tier	₦68.5bn	₦37.9bn
UBA Sierra Leone Limited	100%	Top Tier	₦16.5bn	₦11.6bn
UBA Mozambique (SA)	85%	Niche	₦7.7bn	₦5.5bn
UBA Congo DRC (SA)	100%	Mid-sized	₦19.1bn	₦9.9bn
UBA Congo Brazzaville (SA)	100%	Top Tier	₦90.3bn	₦38.7bn
UBA Zambia Limited ⁽¹⁾	49%	Niche	₦22.6bn	₦18.4bn

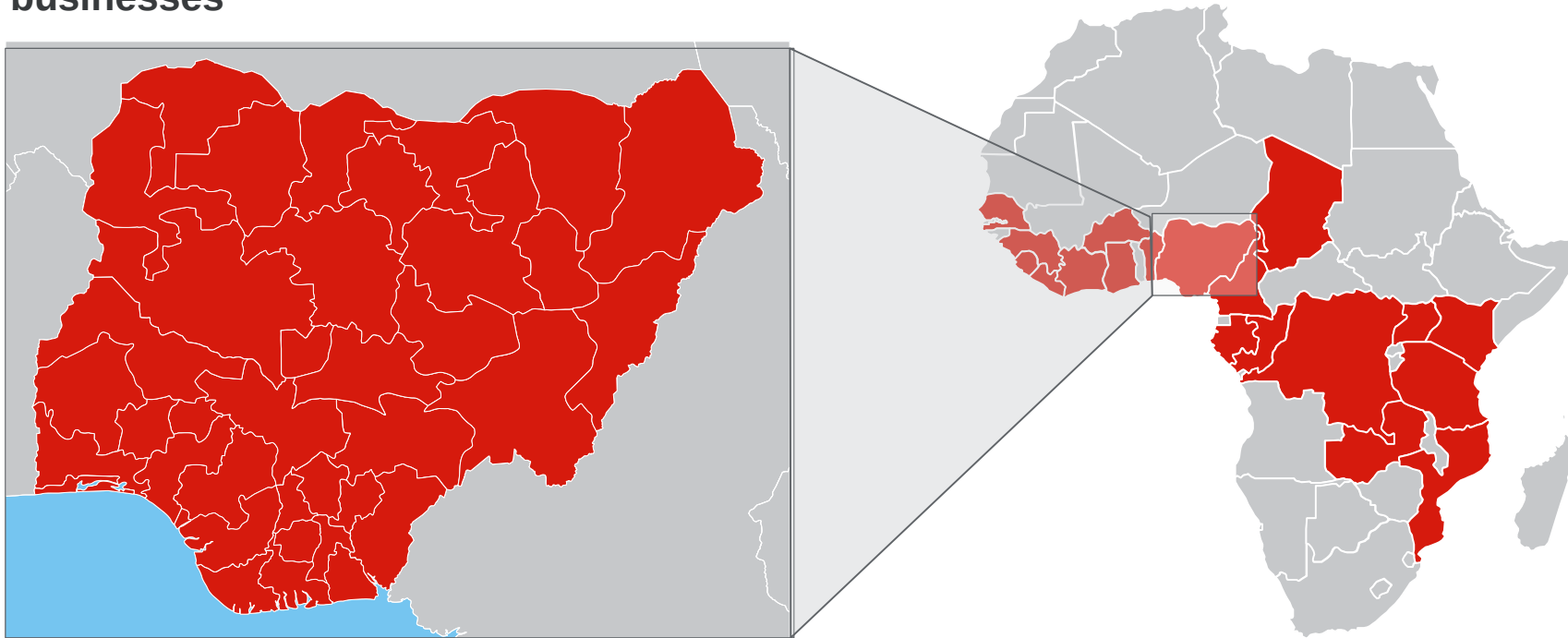
Major Non-banking Subsidiaries/operation

- **UBA Pension Custodian Limited**, commenced operations in Nigeria on 3 May 2006 and principally operates as a custodian of pension assets
- **UBA Capital Europe Limited**, incorporated on 25 September 1995, a London-based investment banking company
- **UBA Global Investor Service**, custody business that partners with BNY Mellon to serve as custodian to foreign investors/HNIs and local unit trust funds

Notes: (1) The Group provides banking services in Zambia through an associate company UBA Zambia Limited

Business Strategy - Leveraging the African Platform

UBA's next growth phase will focus on deepening Nigerian play and consolidating its African businesses



Consolidate and strengthen Nigerian play

- Deepen our value chain play to embed UBA with major corporates
- Leverage digital banking products/services to:
- Extract value for corporate customers
- Expand channel options for retail customers with a focus on financial inclusion
- Position the bank among the top three in key relationships through our customer 1st initiative

Leverage and Strengthen Pan African Platform to provide bundled services to Pan African Corporates

- Replicate our value chain success in Nigeria across Africa
- Deploy and deepen our digital banking products for customers
- Target a significant share of diaspora flows and developmental funds across the continent
- Take advantage of our Group Shared Services platform to provide cost effective services for subsidiaries
- Create trade and treasury hubs along regional economic blocs

2017 Half Year Results Snapshot

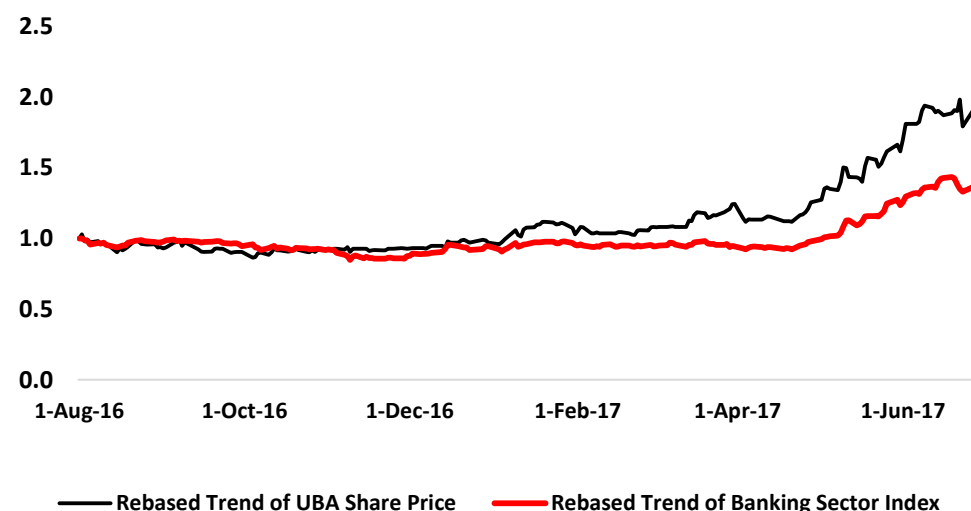
		30-June-17	30-June-16	% Change
COMPREHENSIVE INCOME & PROFIT TREND (N'million)	Gross Earnings	222,718	165,580	+34.5%
	Net Interest Income	101,379	64,132	+58.1%
	Net Operating Income	161,777	116,196	+39.2%
	Operating Expenses	(94,804)	(74,540)	+27.2%
	Profit Before Tax	57,531	34,756	+65.5%
	Profit After Tax	42,339	27,107	+56.2%
EFFICIENCY AND RETURN	Cost-to-Income Ratio	58.6%	64.2%	
	Post-Tax Return on Average Equity	18.2%	17.3%	
	Post-Tax Return on Average Assets	2.4%	2.2%	
		30-June-17	31-Dec-16	% Change
FINANCIAL POSITION TREND (N'million)	Total Assets	3,690,289	3,504,470	+5.3%
	Customer Deposits	2,448,617	2,485,610	-1.5%
	Net Loans to Customers	1,560,337	1,505,319	+3.7%
	Total Equity	483,131	448,069	+7.8%
BUSINESS CAPACITY AND ASSET QUALITY RATIOS	Total Loan-to-Deposit Ratio	64%	61%	
	Capital Adequacy Ratio (BASEL II) - Bank	20%	20%	
	Non-Performing Loan Ratio	4.2%	3.9%	

Source: UBA 2017H1 Audited Financials

Shareholder Information

Board Composition	
Name	Role
Mr. Tony O. Elumelu, CON	Non-Executive Director (Chairman)
Ambassador Joe Keshi, OON	Non-Executive Director (Vice-Chairman)
Mr. Kennedy Uzoka	Executive Director (GMD/CEO)
Mr. Victor Osadolor	Executive Director (DMD)
Mr. Dan Okeke	Executive Director
Mr. Emeke Iweriebor	Executive Director
Mr. Oliver Alawuba	Executive Director
Mr. Uche Ike	Executive Director
Mr. Puri Ibrahim	Executive Director
Mr. Chukwuma Nweke	Executive Director
Mr. Ayoku Liadi	Executive Director
Mrs. Rose Okwechime	Non-Executive Director
Chief Kola Jamodu, CFR	Non-Executive Director
Mr. Adekunle Olumide, OON	Non-Executive Director
Mrs. Foluke Abdulrazag	Non-Executive Director
Alhaji Ja'afaru Paki	Non-Executive Director
Mr. Yahaya Zekeri	Non-Executive Director
Mrs. Owanari Duke	Non-Executive Director
High Chief Samuel Oni, FCA	Non-Executive Director

Stock Snapshot	
NSE Ticker	UBA
Bloomberg Ticker	UBA NL
Share Price (as at 30 Aug, 2017)	N9.45
Shares outstanding (Mn Units)	36,279
Market Capitalization (N'Bn)	323.2
Market Capitalization (USD'Mn)	1,167.0
1-Mth Avg. Daily Traded Vol. (Mn Units)	29.1
Price-to-Earnings Ratio	3.90x
Price-to-Book Value Ratio	0.67x



Our Shared Values

THE 3



ENTERPRISE EXCELLENCE EXECUTION

EXCELLENT SERVICE...DELIVERED

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