

# UBA AT A GLANCE



October 2016



# UBA Profile at a Glance



A truly Pan-African Bank, with operations across 19 key un(der)banked African markets

A unique and scalable platform to take full advantage of growth opportunities in all sectors of the African economy

- Third largest bank in Nigeria, with an estimated c.10% market share
- The Nigerian bank with the largest earnings diversification and footprints across the African continent
- Full scale exposure to key growth poles of the African economy; consumer, commodities and infrastructure
- Meeting customers' global transaction need through its presence in London, New York and Paris
- Serving c.10million customers, through one of the most revered diverse channels in Africa;  
632 business offices, 1,750 ATMs, 13,500 PoS, robust online and mobile banking platforms and social media.

**Moderate risk appetite, with a good balance between profitability and sustainability**

- Enhanced risk management and control framework, with clear definition of risk appetite
- Well diversified loan book with compelling quality ratios: 2.5% NPL with 106% coverage & 0.9% cost of risk.
- Minimal exposure to volatile sectors and segments of the market
- Strong governance structure and oversight, with zero tolerance for regulatory and internal policy infractions

### Funding, Liquidity and Capital

- Strong 79% stable CASA funding
- Relatively low 3.6% cost of funds
- Headroom for lower CoF, on growing African retail penetration
- Liquid balance sheet to take advantage of emerging opportunities
- Adequate BASEL II CAR of 17.6%

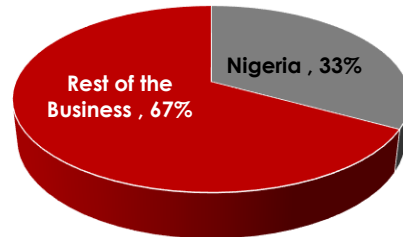
### Asset Creation and Quality

- Over N3 trillion balance sheet size
- Focused loan exposure to lower risk corporate and commercial markets
- Bouquet of holistic financial solutions to regional businesses
- Target to formalize the unbanked >USD30bn intra-Africa trade

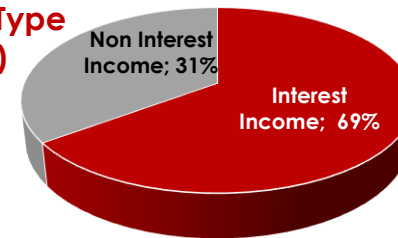
### Profitability

- RoAE of 18%; ahead of peer average
- Notable upside to NIM, as asset yield rises and CoF moderates
- Moderating CIR of 65%, with benign outlook
- Profitability target built on sustainability and long term value creation

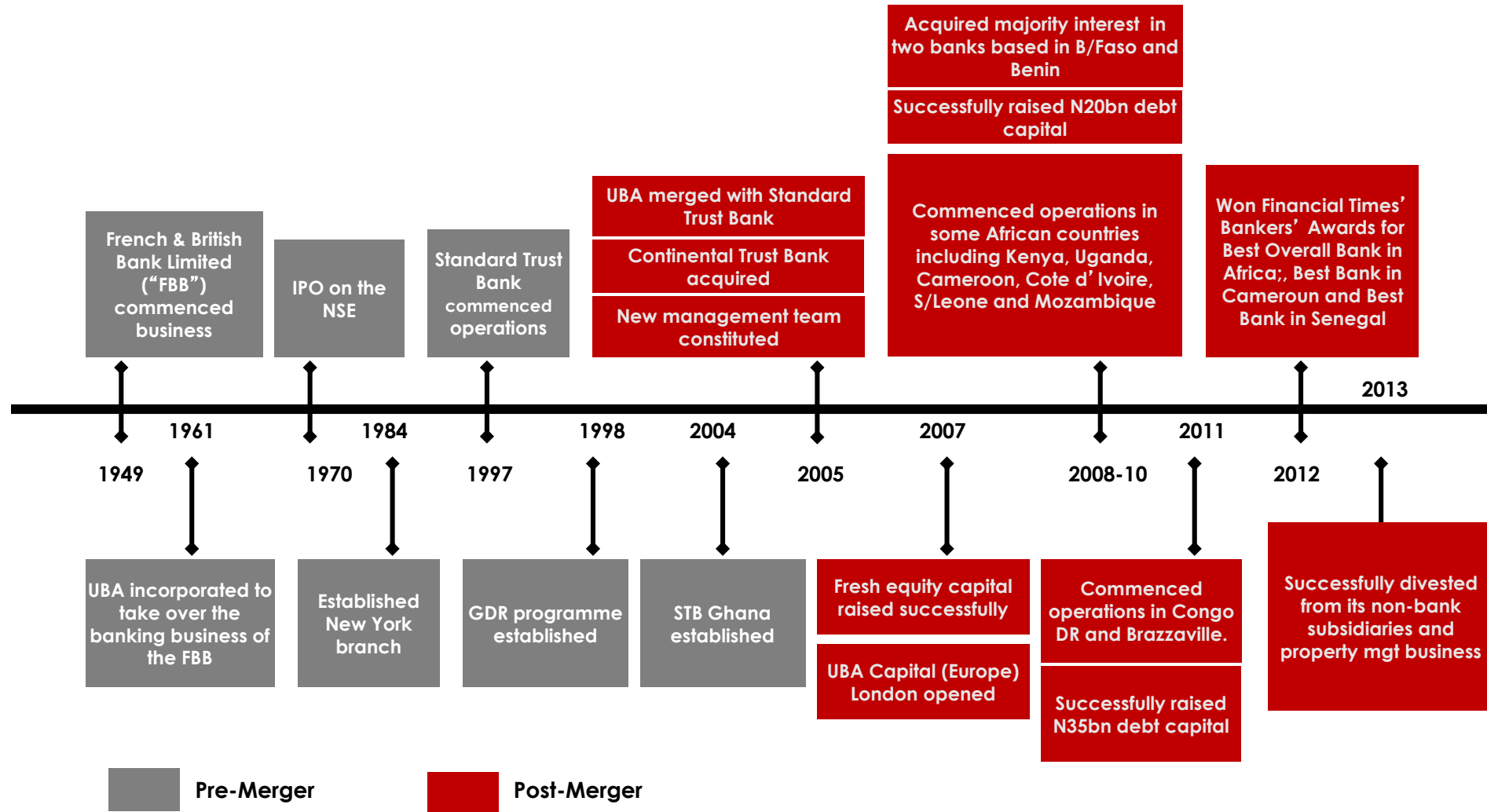
Profit By Geography (2016Q3)



Earnings By Type (2016Q3)



# Evolution of UBA Plc

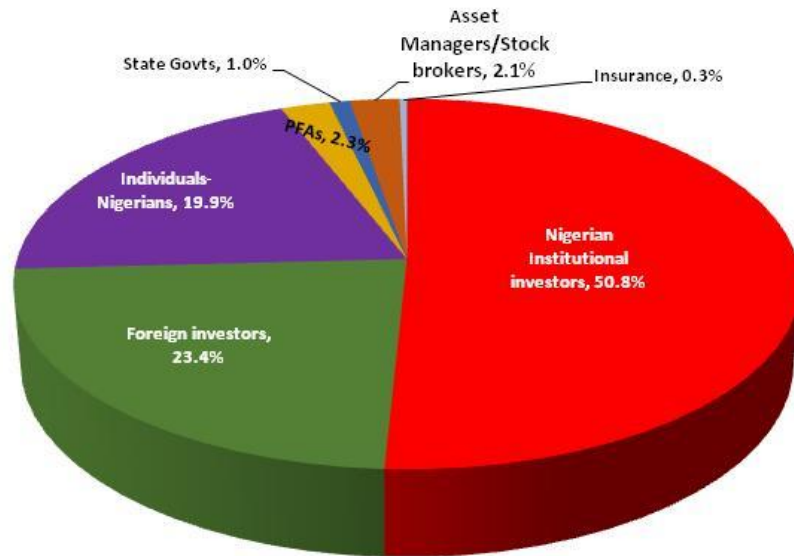


## 2016 Third Quarter Results Snapshot ::: Proven Resilience



		30-Sept-16	30-Sept-15	% Change
<b>COMPREHENSIVE INCOME &amp; PROFIT TREND (N'million)</b>	Gross Earnings	<b>265,527</b>	245,492	+8.2%
	Net Interest Income	<b>112,073</b>	102,115	+9.8%
	Net Operating Income	<b>174,166</b>	162,028	+7.5%
	Operating Expenses	<b>(112,540)</b>	(104,607)	+7.6%
	Profit Before Tax	<b>61,555</b>	57,366	+7.3%
	Profit After Tax	<b>52,269</b>	48,557	+7.6%
<b>EFFICIENCY AND RETURN</b>	Cost-to-Income Ratio	<b>65%</b>	65%	
	Post-Tax Return on Average Equity	<b>18%</b>	22%	
	Post-Tax Return on Average Assets	<b>2%</b>	2%	
		30-Sept-16	31-Dec-15	% Change
<b>FINANCIAL POSITION TREND (N'million)</b>	Total Assets	<b>3,478,833</b>	2,752,622	+26.4%
	Customer Deposits	<b>2,496,763</b>	2,081,704	+19.9%
	Net Loans to Customers	<b>1,540,236</b>	1,036,637	+48.6%
	Total Equity	<b>433,380</b>	332,621	+30.3%
<b>BUSINESS CAPACITY AND ASSET QUALITY RATIOS</b>	Total Loan-to-Deposit Ratio	<b>60%</b>	49%	
	Capital Adequacy Ratio (BASEL II)	<b>18%</b>	20%	
	Non-Performing Loan Ratio	<b>2.5%</b>	1.7%	

# Shareholder Information

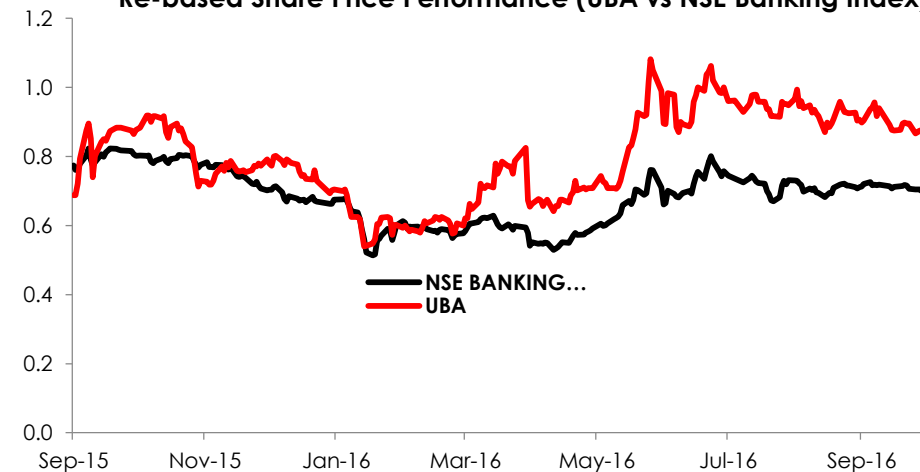


Board Composition	
Name	Role
Tony O. Elumelu, CON	Chairman
Amb. Joe Keshi	Vice Chairman, Non-Executive Director
Victor Osadolor	Deputy Managing Director
Dan Okeke	ED, Abuja & East Bank
Emeke Iweriebor	ED, Regional CEO, Francophone Africa
Oliver Alawuba	ED, Regional CEO, Anglophone Africa
Uche Ike	ED, Risk Management, Governance and Compliance
Ayoku Liadi	ED, Lagos & West
Puri Ibrahim	ED, North Bank
Chukwuma Nweke	ED, Operations and Technology
Chief Kola Jamodu, CFR	Non-Executive Director
Adekunle Olumide, OON	Non-Executive Director
Mrs. Foluke Abdulrazaq	Non-Executive Director
Alh. Ja'afaru Paki	Non-Executive Director
Yahaya Zekeri	Non-Executive Director
Mrs. Rose Okwechime	Non-Executive Director
Mrs. Owanari Duke	Non-Executive Director
Chief Samuel Oni	Non-Executive Director

## Stock Snapshot

NSE Ticker	UBA
Bloomberg Ticker	UBA NL
Q3 2016 Average Share Price	N4.20
Shares outstanding (Mn Units)	36,279
Market Capitalization (N'Mn)	152,372
Market Capitalization (USD'Mn)	491
3-Mth Average Traded Vol. (Mn Units)	28.36
Price to Earnings Ratio	2.19
Price to Book Value Ratio	0.37

## Re-based Share Price Performance (UBA vs NSE Banking Index)



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