



UBA at a Glance

One Investment...Multiple Return

March 2016



Nigeria Ghana Cameroun Cote d'Ivoire Burkina Faso Uganda Liberia Sierra Leone Rep. Benin Senegal Chad Kenya Tanzania Gabon Zambia Guinea Mozambique Congo DR Congo Brazzaville USA England France

Africa's global bank

www.ubagroup.com

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 (the biggest economy), 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 over 8million customers, through one of the most revered diverse channels in Africa;
614 business offices, 1,738 ATMs, 13,452 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: 1.7% NPL with 143% coverage & 0.5% 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 74% stable CASA funding
- Relatively low 4.0% 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 20%

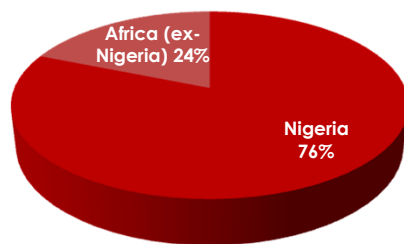
Asset Creation and Quality

- ≈ USD14bn balance sheet size
- Biased 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

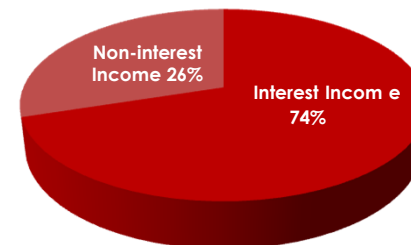
Profitability

- RoAE of 20% in 2015
- NIM of 6.3%, with notable upside in 2016, as asset yield improves and CoF moderates
- Moderating CIR of 67%, with a more benign outlook
- Profitability target built on sustainability and long term value creation

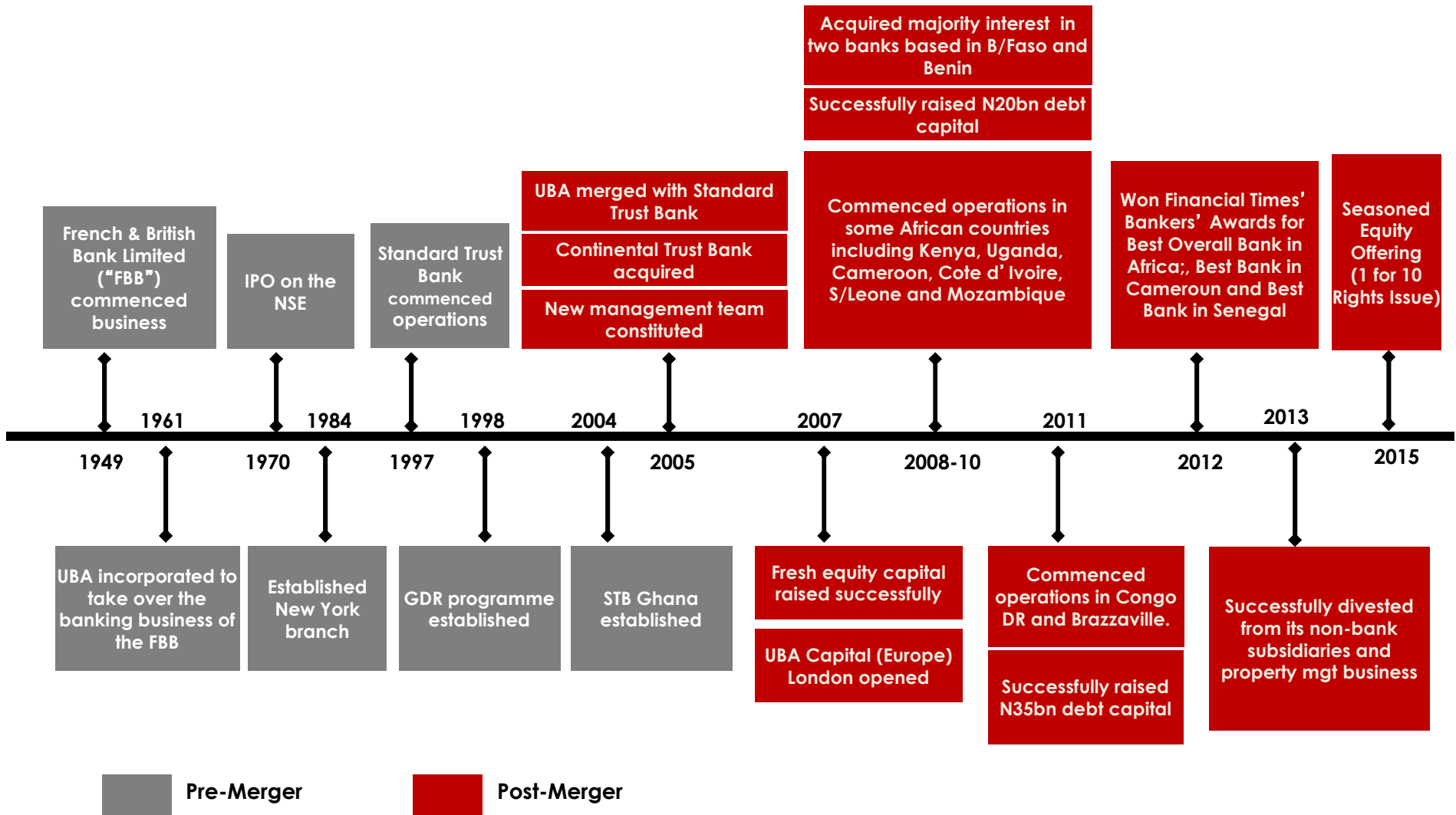
Profit By Geography



Gross Earnings By Type



Evolution of UBA Plc

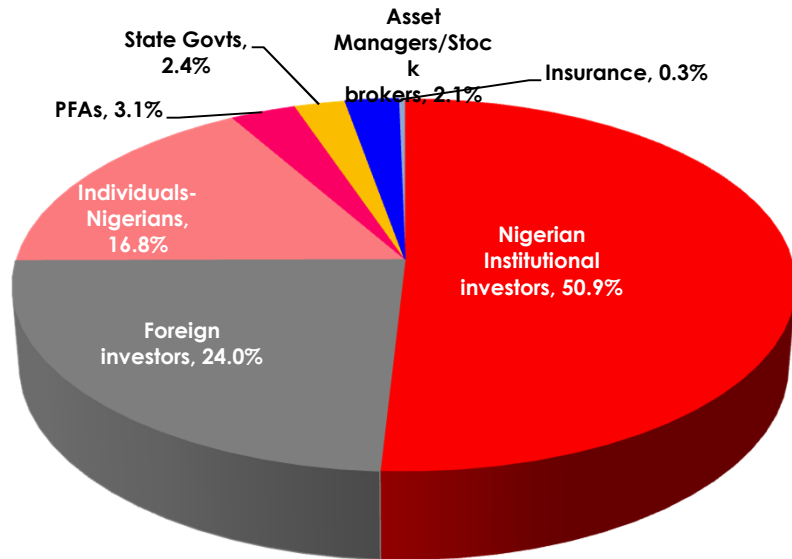


2015 Full Year Results Snapshot ::: Consolidating Gains



		31-Dec-15	31-Dec-14	% Change
COMPREHENSIVE INCOME & PROFIT TREND (N'million)	Gross Earnings	314,830	286,624	+9.8%
	Net Interest Income	137,939	106,133	+30.0%
	Net Operating Income	205,190	185,877	+10.4%
	Operating Expenses	(136,626)	(129,686)	+5.4%
	Profit Before Tax	68,454	56,200	+21.8%
	Profit After Tax	59,654	47,907	+24.5%
EFFICIENCY AND RETURN	Cost-to-Income Ratio	66.6%	69.8%	
	Post-Tax Return on Average Equity	20.0%	19.2%	
	Post-Tax Return on Average Assets	2.2%	1.8%	
		31-Dec-15	31-Dec-14	% Change
FINANCIAL POSITION TREND (N'million)	Total Assets	2,752,622	2,762,573	-0.4%
	Customer Deposits	2,081,704	2,169,663	-4.1%
	Net Loans to Customers	1,036,637	1,071,859	-3.3%
	Shareholders' Fund (Equity)	332,621	265,406	+25.3%
BUSINESS CAPACITY AND ASSET QUALITY RATIOS	Total Loan-to-Deposit Ratio	49.1%	50.2%	
	Capital Adequacy Ratio (BASEL II)	20.0%	17.0%	
	Non-Performing Loan Ratio	1.7%	1.6%	

Shareholder Information



Stock Snapshot

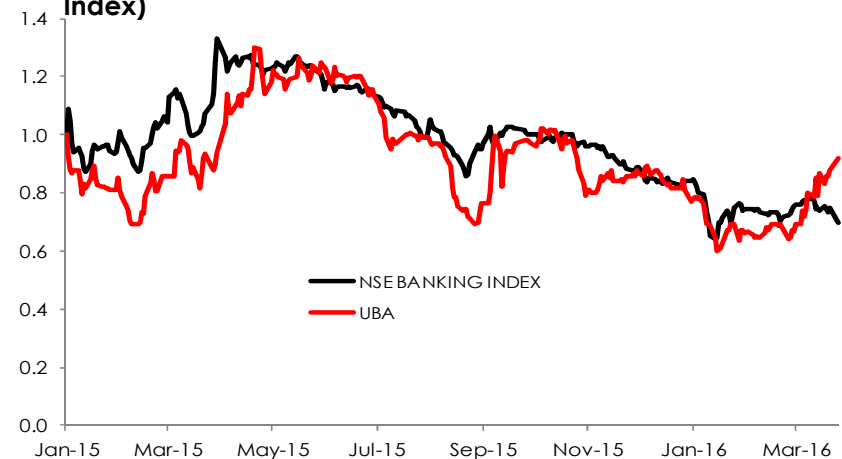
NSE Ticker	UBA
Bloomberg Ticker	UBA NL
2015 Average Share Price	₦3.96
Shares outstanding (Mn Units)	36,279
Market Capitalization (N'Mn)	143,665
Market Capitalization (USD'Mn)	729
3-Mth Average Traded Vol. (Mn Units)	20.89
Price to Earnings Ratio	2.21
Price to Book Value Ratio	0.43

*Based on prices as at 29th March, 2016

Board Composition

Name	Role
Tony O. Elumelu, CON	Chairman
Phillips Oduoza	GMD/CEO
Kennedy Uzoka	DMD & CEO, UBA Africa
Femi Olaloku	ED, Treasury and Int'l. Banking
Dan Okeke	ED, Abuja & East Bank
Emeke Iweriebor	ED, Deputy CEO, UBA Africa
Obi Ibekwe	ED, Resources
Amb. Joe Keshi	Vice Chairman, Non-Executive Director
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. Onari Duke	Non-Executive Director
Chief Samuel Oni	Non-Executive Director

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



Contact Investor Relations:

Email: investorrelations@ubagroup.com

Tel: +234-1-2808349/ +2348033651808