



# UBA at a Glance

## One Investment...Multiple Return

September 2015

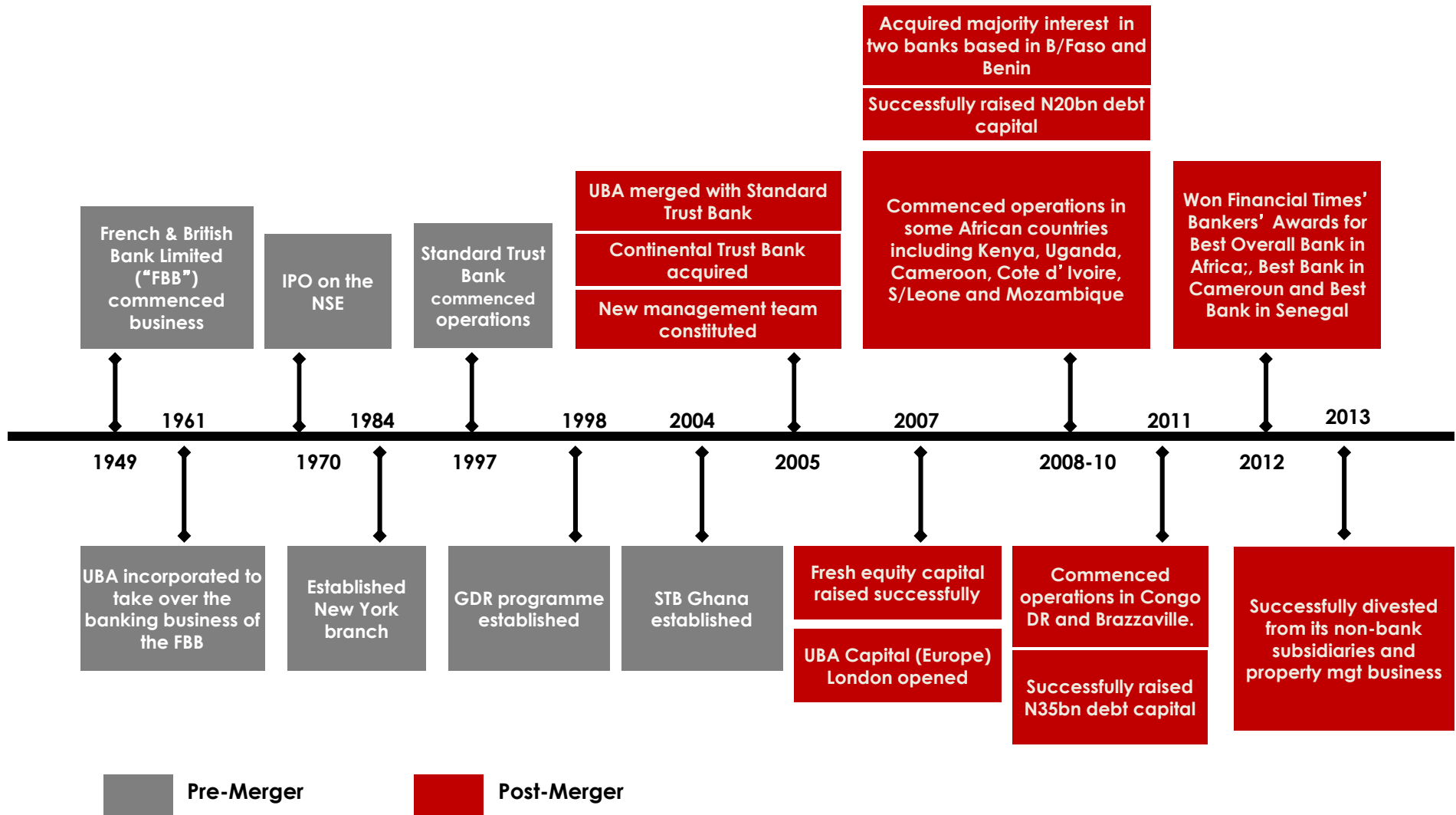


Nigeria Ghana Cameroun Cote d'Ivoire Burkina Faso Uganda Liberia Sierra Leone Rep. Benin Senegal Chad Kenya Tanzania Gabon Zambia Guinea Mozambique Congo DR Congo Brazzaville USA England France

*Africa's global bank*

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# Evolution of UBA Plc



# 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 10% market share
- The only 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 ≈9million customers, through one of the most revered diverse channels in Africa;  
*605 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 – 1.8% NPL, 111% coverage and 0.6% cost of risk.
- Minimal exposure to volatile and retail 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 4.2% 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%

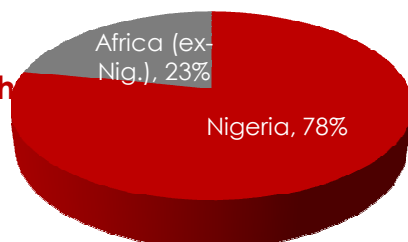
## Asset Creation and Quality

- ≈ USD15bn assets
- Biased loan exposure to lower risk corporate and commercial market
- Bouquet of holistic financial solutions to regional businesses
- Formalization of over 90% of unbanked USD184bn intra-Africa trade

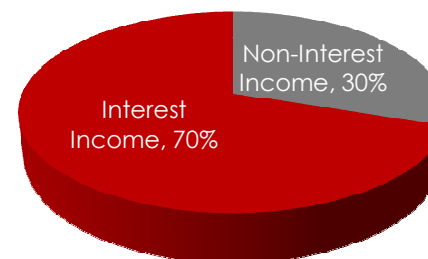
## Profitability

- Annualized RoAE of ≈22% in 2015H1
- NIM upside beyond 6.5% target in 2016, as asset yield improves
- Moderating CIR of 64%, with a more benign outlook
- Profitability target built on sustainability and long term value creation

Earnings By Geograph



Earnings By Type



## 2015 Half Year Group Audited Results Snapshot

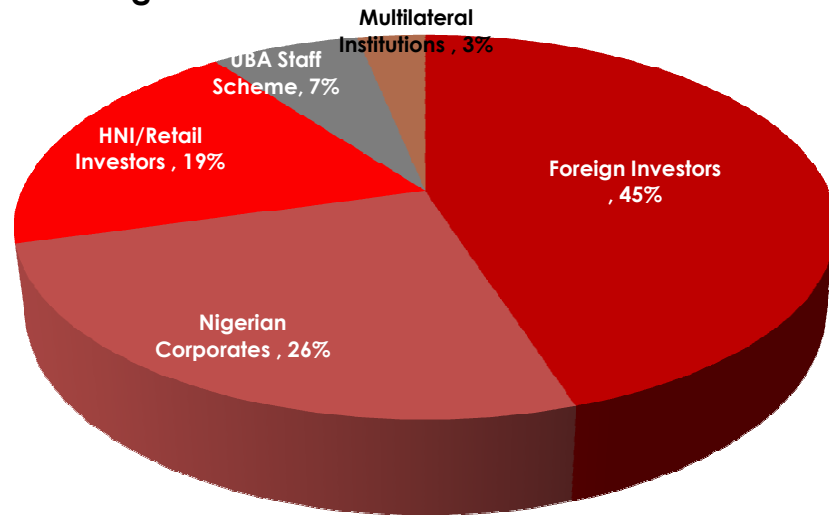


|  |                                   | 30-June-15 | 30-June-14 | % Change |
|--|-----------------------------------|------------|------------|----------|
| <b>COMPREHENSIVE INCOME &amp; PROFIT TREND (N'million)</b> | Gross Earnings                    | 166,943    | 138,225    | +20.8%   |
|  | Net Interest Income               | 65,658     | 55,211     | +18.9%   |
|  | Operating Income                  | 108,744    | 90,049     | +20.8%   |
|  | Operating Expenses                | (69,646)   | (61,138)   | +13.9%   |
|  | Profit Before Tax                 | 39,046     | 28,893     | +35.1%   |
|  | Profit After Tax                  | 31,999     | 22,856     | +40.0%   |
| <b>EFFICIENCY AND RETURN</b>                               | Cost-to-Income Ratio              | 64.0%      | 67.9%      |          |
|  | Post-Tax Return on Average Equity | 22.3%      | 18.3%      |          |
|  | Post-Tax Return on Average Assets | 2.2%       | 1.7%       |          |
|  |                                   | 30-Jun-15  | 31-Dec-14  | % Change |
| <b>FINANCIAL POSITION TREND (N'million)</b>                | Total Assets                      | 2,929,278  | 2,762,573  | +6.0%    |
|  | Customer Deposits                 | 2,227,623  | 2,169,663  | +2.7%    |
|  | Net Loans to Customers            | 1,162,749  | 1,071,859  | +8.5%    |
|  | Net Assets                        | 307,632    | 265,406    | +15.9%   |
| <b>BUSINESS CAPACITY RATIOS</b>                            | Total Loan-to-Deposit Ratio       | 52.1%      | 49.4%      |          |
|  | Capital Adequacy Ratio (BASEL II) | 20.0%      | 17.0%      |          |
|  | Non-Performing Loan Ratio         | 1.8%       | 1.6%       |          |

# Shareholder Information



## Shareholding Structure

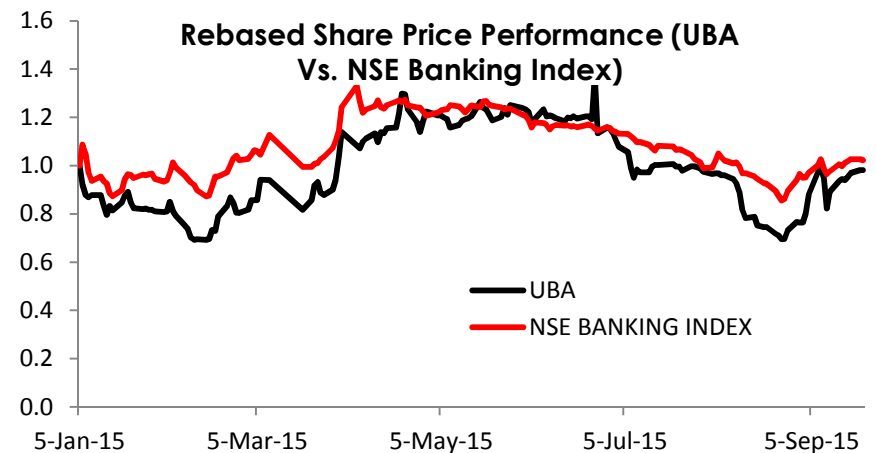


## Board Composition

| 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                |

## Stock Snapshot

|                                      |         |
|--------------------------------------|---------|
| NSE Ticker                           | UBA     |
| Bloomberg Ticker                     | UBA NL  |
| 2015 Average Share price             | N4.24   |
| Shares outstanding (Mn Units)        | 36,279  |
| Market Capitalization (N'Mn)         | 153,823 |
| Market Capitalization (USD'Mn)       | 781     |
| 3-Mth Average Traded Vol. (Mn Units) | 29.35   |
| Price to Earnings Ratio              | 2.41x   |
| Price to Book Value Ratio            | 0.50x   |



\*Based on prices as at 22<sup>nd</sup> September, 2015

## Contact Investor Relations:

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