

Clear & focused strategy

Africa's Global Bank

- Well diversified business
- Operations in 19 African countries
- Leading player in 5 key markets
- Aspires to be Africa's bank of first choice

Strong Retail Franchise

- Over 600 branches
- Over 8,000 POS terminals
- Over 7 million Customers
- Various products and services

Solid Risk Mgt Standards

- Robust risk mgt organization
- Conservative lending practice
- Rigorous credit approval process
- Low NPL and high coverage ratio
- Strong corporate governance

FY-2014 Strategic Targets

- Grow low cost deposits by 20%
- Achieve 60% cost/income ratio
- Achieve 20% ROE and 1.8% ROA
- Deepen e-banking play

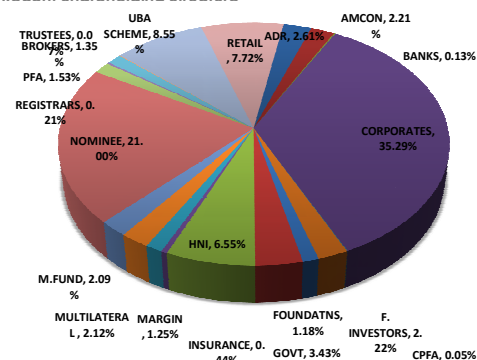
Corporate Profile

- Offers full range of financial products & services
- Approximately 7 million customers globally
- Headquartered in Lagos, Nigeria.

Five Strategic Business Groups

- UBA Domestic Bank
- UBA Africa
- Treasury & International Banking
- Electronic & Retail Banking
- UBA Pensions, UBA Capital (UK) & FX Mart

Recent Shareholding Structure



Key Metrics – (Year-on-Year)

Income Statement N'mn	Q1-2014	Q1-2013	% Chg
Gross earnings	68,079	62,942	8.16%
Net interest income	29,272	27,159	7.78%
Other income	911	1,383	-34.13%
Operating income	45,512	44,633	1.97%

Financial Position N'mn	Q1-2014	FY-2013	% Chg
Total assets	2,613,256	2,642,296	-1.10%
Total net loans	1,009,811	963,871	4.77%
Total deposits	2,188,861	2,221,764	-1.48%
Shareholders' funds	246,279	235,036	4.78%

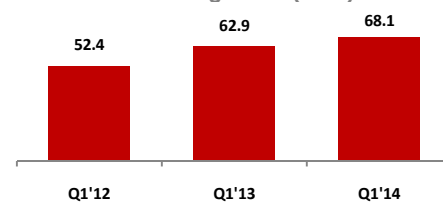
Key Metrics – (Quarter-on-Quarter)

Income Statement N'mn	Q1-2014	Q4-2013	% Chg
Gross earnings	76,666	62,040	23.58%
Net interest income	25,067	24,757	1.25%
Other Income	4,407	773	470.12%
Operating income	47,352	41,411	14.35%
Profit before tax	12,630	10,180	24.07%
Profit for the period	9,230	8,962	2.99%

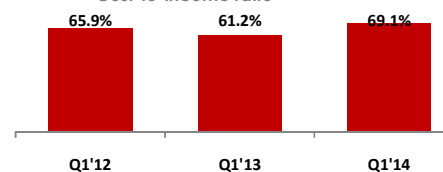
Financial Position N'mn	31-Mar-14	31-Dec-13	% Chg
Total assets	2,642,296	2,272,923	16.25%
Loans to banks & customers	963,871	687,435	40.21%
Deposits to banks & Cust.	2,221,764	1,777,788	24.97%
Shareholders' funds	235,036	192,467	22.12%

Ratios	Q1-2014	FY-2013	Q1-2013
Net Interest Margin	5.90%	5.90%	6.00%
Return on Equity	22.10%	21.80%	29.70%
Return on Assets	1.90%	1.90%	2.60%
Cost of Funds	3.60%	3.60%	3.20%
Cost to Income Ratio	69.10%	60.90%	61.20%
Liquidity Ratio	50.50%	55.00%	73.80%
Capital Adequacy Ratio	21.20%	23.20%	26.30%
Loan to Deposit Ratio	46.13%	44.30%	33.70%
NPL Ratio	1.90%	1.20%	2.20%

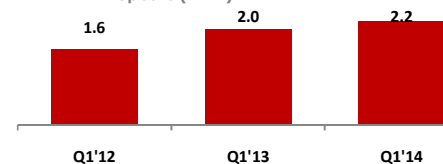
Gross earnings trend (N'bn)



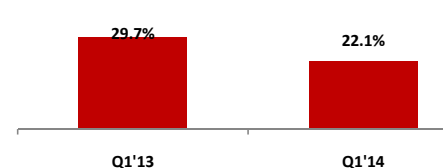
Cost-to-income ratio



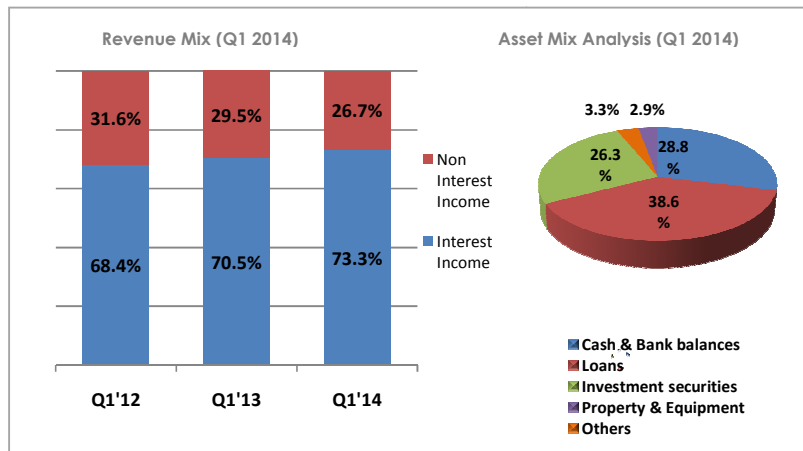
Deposits (N'trn)



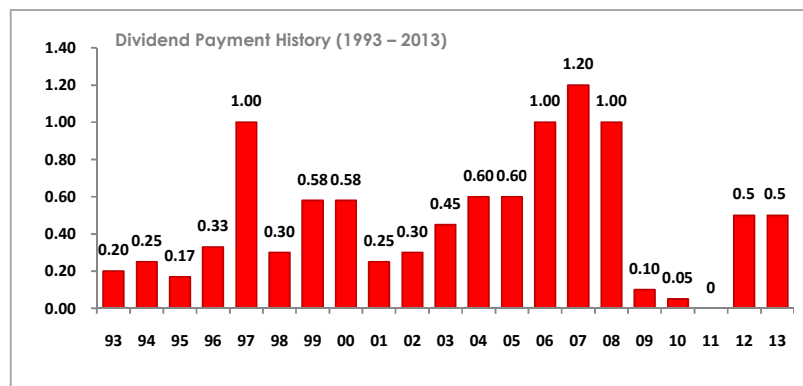
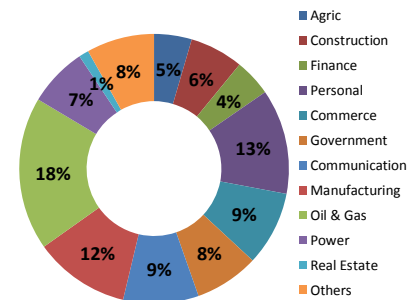
Return on Equity



Credit Rating	Fitch	GCR	Agusto
Short term	B	A1+ (NG)	-
Long term	B+	BB-	A+ (NG)
Previous	Same	Changed	Changed



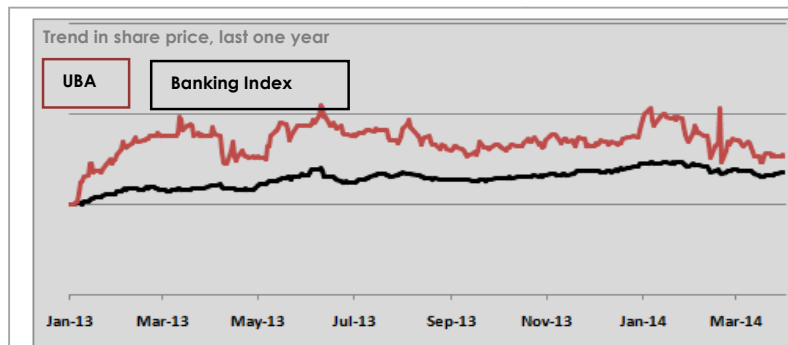
Group loan distribution: By Sector (Mar 31, 2014)



Equity snapshot as at 31 March 2014

NSE Ticker	UBA
Bloomberg Ticker	UBA NL
Recent share price (N)	7.00
Shares outstanding (mn)	32,981
Market Capitalization (N'bn)	230.87
Market Capitalization (\$'mn)	1,484.69
30-Day Avg. Trading Vol. (mn)	19.62
52-week High (N)	9.60
52-week Low (N)	6.60
Price-to-book (x)	1.00

Source: NSE, UBA Investor Relations



Notes:
 FY means "Full Year"; Q1 means "First Quarter"; Q2 means "Second Quarter"; H1 means "Half Year"; Q3 means "Third Quarter" and 9M means "Nine Months". This Q1 2013 result was prepared in line with IFRS.

Important disclosure:
 This report was prepared by UBA investor relations' team 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.

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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.

Board members

- Amb. Joe Keshi (Chairman)
- Mrs. Rose Okwechime (Vice Chairperson)
- Phillips Oduoza (GMD/CEO)
- Kennedy Uzoka (DMD Resources)
- Apollos Ikpobe (DMD Domestic Bank)
- Femi Olaloku (ED, Operations)
- Dan Okeke (ED, East & Abuja)
- Emeke Iweriebor (ED, Lagos & West)
- Obi Ibekwe (ED, HR & CS)
- Chief Kola Jamodu (Non Executive)
- Adekunle Olumide (Non Executive)
- Mrs. Foluke Abdul-Razaq (Non Executive)
- Alh. Ja'afaru Paki (Non Executive)
- Yahaya Zekeri (Non Executive)
- Mrs. Onari Duke (Non Executive)