

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

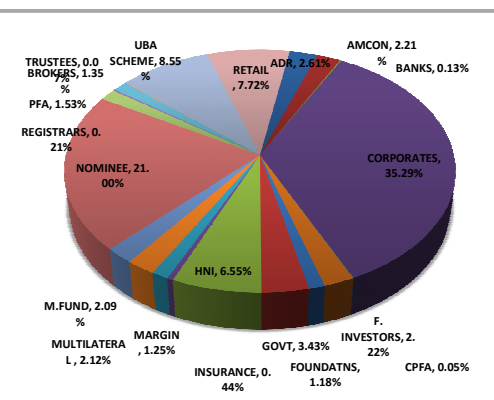
Recent Shareholdina Structure

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



Key Metrics – (Year-on-Year)

Income Statement N'mn	FY-2013	FY-2012	% Chg
Gross earnings	266,536	220,129	20.24%
Net interest income	103,231	91,617	12.68%
Other income	10,513	6,673	57.55%
Operating income	177,218	158,239	11.99%

Financial Position N'mn	FY-2013	FY-2012	% Chg
Total assets	2,642,296	2,272,923	16.25%
Total net loans	963,871	687,435	40.21%
Total deposits	2,221,764	1,777,788	24.97%
Shareholders' funds	235,036	192,467	22.12%

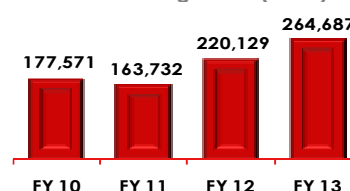
Key Metrics – (Quarter-on-Quarter)

Income Statement N'mn	4Q-2013	3Q-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%

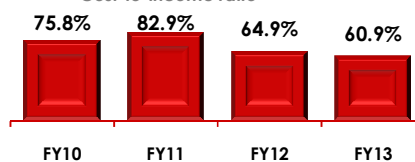
Financial Position N'mn	31-Dec-13	31-Dec-12	% Chg
Total assets	2,642,296	2,272,923	16.25%
Loans to banks & customers	963,871	687,435	40.21%
Deposits to banks & Cust.	2,221,764	1,777,788	24.97%
Shareholders' funds	235,036	192,467	22.12%

Ratios	FY-2013	9M-2013	H1-2013
Net Interest Margin	5.90%	5.80%	5.80%
Return on Equity	21.80%	23.80%	28.40%
Return on Assets	1.90%	2.10%	2.40%
Cost of Funds	3.86%	3.50%	3.30%
Cost to Income Ratio	60.86%	64.30%	62.00%
Liquidity Ratio	55.00%	59.80%	53.50%
Capital Adequacy Ratio	23.20%	21.40%	22.30%
Loan to Deposit Ratio	43.38%	40.20%	37.70%
NPL Ratio	1.22%	2.10%	1.90%

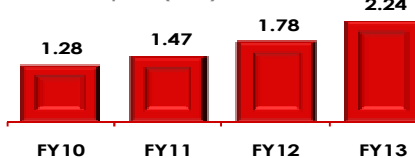
Gross earnings trend (N'mn)



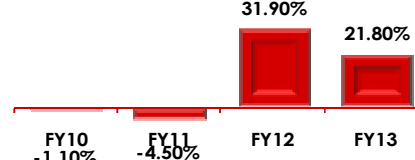
Cost-to-income ratio



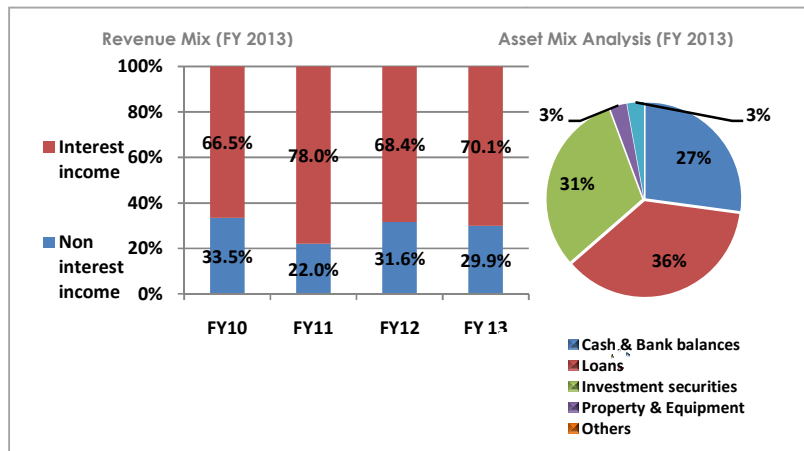
Deposits (N'trn)



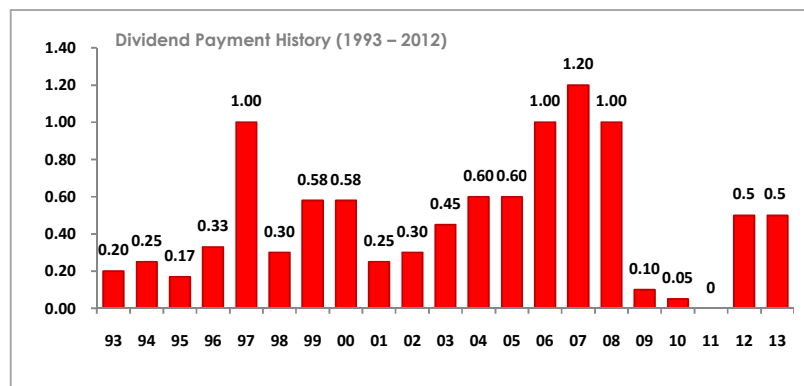
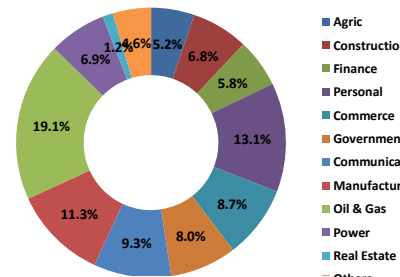
Return on Equity



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



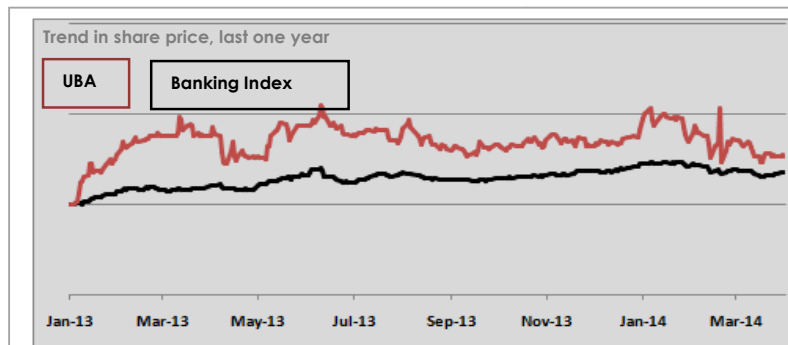
Group loan distribution: By Sector (Dec 31, 2013)



Equity snapshot as at 31 December 2013

NSE Ticker	UBA
Bloomberg Ticker	UBA NL
Recent share price (N)	8.00
Shares outstanding (mn)	32,981
Market Capitalization (N'bn)	263.85
Market Capitalization (\$'mn)	1,702.25
3-mth Avg. Trading Vol. (mn)	12.57
52-week High (N)	10.56
52-week Low (N)	4.16
Price-to-book (x)	1.17

Source: NSE, UBA Investor Relations



Notes:

FY means "Full Year"; 1Q means "First Quarter"; 2Q means "Second Quarter"; 1H means "Half Year"; 3Q means "Third Quarter" and 9M means "Nine Months". The Nine Months 2013 result was prepared in line with the IFRS. In our analysis, the nine months 2013 balance sheet was compared with full year 2012 IFRS reports, while its income statement is compared with nine months 2012 IFRS version of the results..

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)