



UBA at a Glance

One Investment...Multiple Return

November 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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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 0.7% 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%

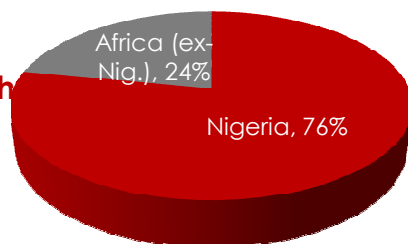
Asset Creation and Quality

- ≈ 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

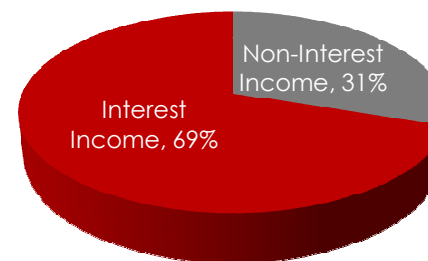
Profitability

- Annualized RoAE of ≈22% in 2015Q3
- 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

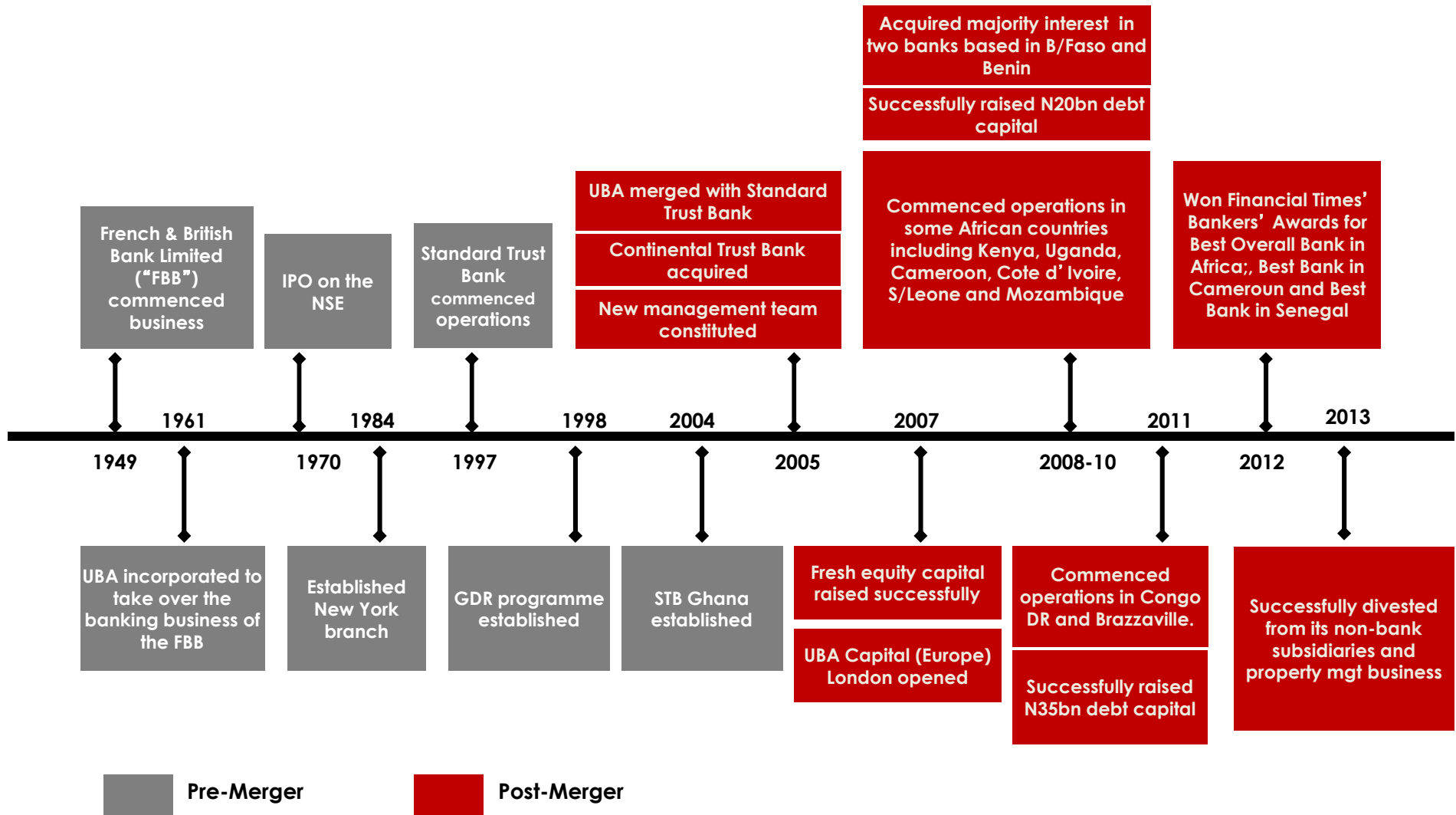
Earnings By Geograph



Earnings By Type



Evolution of UBA Plc



2015 Nine Months Group Audited Results Snapshot

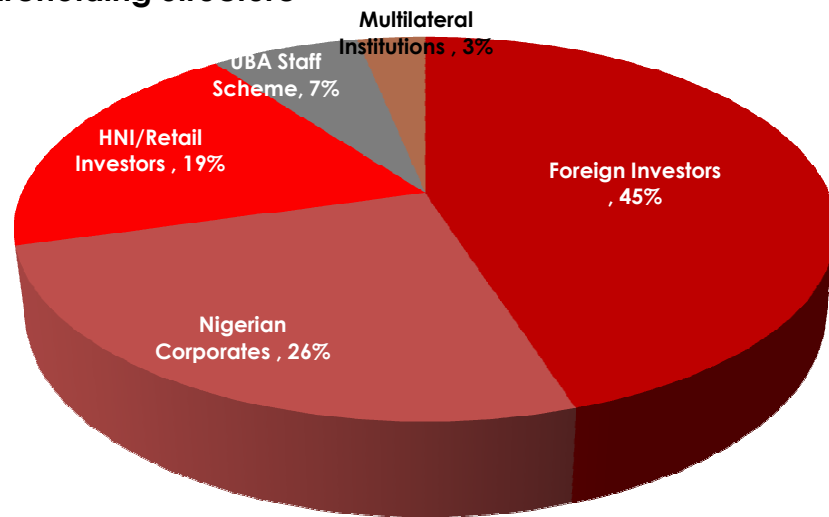


		30-Sept-15	30-Sept-14	% Change
COMPREHENSIVE INCOME & PROFIT TREND (N'million)	Gross Earnings	247,205	210,715	+17.3%
	Net Interest Income	102,115	81,960	+24.6%
	Net Operating Income	162,028	136,042	+19.1%
	Operating Expenses	(104,607)	(93,460)	+11.9%
	Profit Before Tax	57,366	42,543	+34.8%
	Profit After Tax	48,557	33,628	+44.4%
EFFICIENCY AND RETURN	Cost-to-Income Ratio	64.6%	68.7%	
	Post-Tax Return on Average Equity	22.0%	18.6%	
	Post-Tax Return on Average Assets	2.3%	1.7%	
		30-Sept-15	31-Dec-14	% Change
FINANCIAL POSITION TREND (N'million)	Total Assets	2,872,591	2,762,573	+4.0%
	Customer Deposits	2,176,070	2,169,663	+0.3%
	Net Loans to Customers	1,014,834	1,071,859	-5.3%
	Net Assets	322,558	265,406	+21.5%
BUSINESS CAPACITY RATIOS	Total Loan-to-Deposit Ratio	46.6%	49.4%	
	Capital Adequacy Ratio (BASEL II)	20.0%	17.0%	
	Non-Performing Loan Ratio	1.8%	1.6%	

Shareholder Information



Shareholding Structure



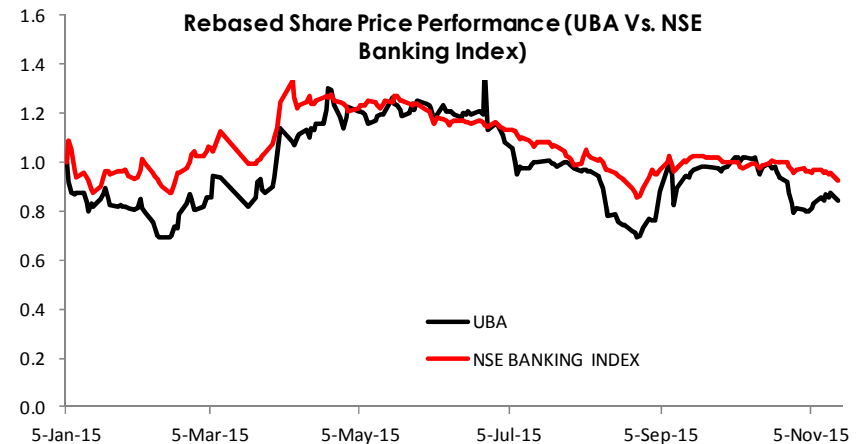
Stock Snapshot

NSE Ticker	UBA
Bloomberg Ticker	UBA NL
2015 Average Share Price	₦3.63
Shares outstanding (Mn Units)	36,279
Market Capitalization (N'Mn)	131,693
Market Capitalization (USD'Mn)	668
3-Mth Average Traded Vol. (Mn Units)	28.096
Price to Earnings Ratio	2.04x
Price to Book Value Ratio	0.41x

*Based on prices as at 17th November, 2015

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



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