

Clear & focused strategy

Africa's Global Bank

- Well diversified business
- Operations in 19 African countries
- Leading player in 3 key markets
- Aspires to be Africa's bank of first choice

Strong Retail Franchise

- 706 branches
- Over 3,000 POS terminals
- Over 7 million customers
- Various products and services

Solid Risk Mgt Standards

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

FY-2012 Strategic Actions

- Grow low cost deposits by 20%
- Achieve 65% cost/income ratio
- Achieve 20% ROE and 2.5% ROA
- Deepen e-banking play

Key Metrics – FY 2011

Profit & Loss N'mn (31/12/11)	FY-2011	FY-2010	% Chg
Gross Earnings	184,833	177,571	4.1%
Net Interest Income	75,297	70,776	6.4%
Other Income	63,411	59,826	6.0%
Operating Income	138,708	130,602	6.2%

Bal Sheet N'mn (31/03/12)	FY-2011	FY-2010	% Chg
Total Assets	1,942,793	1,617,696	20.1%
Net Loans	689,625	630,626	9.4%
Deposits & Managed Funds	1,444,988	1,267,171	14.0%
Shareholders' funds	170,033	179,426	(5.2%)
Balance sheet size	2,895,591	2,272,056	27.4%

Key Metrics – 1Q 2012

Profit & Loss N'mn (31/03/12)	1Q-2012	1Q-2011*	% Chg
Gross Earnings	53,864	40,519	32.9%
Net Interest Income	22,345	18,597	20.2%
Other Income	16,851	13,733	22.7%
Operating Income	39,198	29,184	34.3%
Profit Before Tax	16,020	4,837	231.2%
Total Comp. Income/PAT	13,778	3,614	281.2%

Bal Sheet N'mn (31/03/12)	Mar-2012	Dec-2011	% Chg
Total Assets	2,119,763	1,945,746	8.9%
Loans to banks & customers	703,708	690,412	2.6%
Deposits to banks & cust.	1,600,832	1,463,634	9.4%
Shareholders' funds	181,131	174,289	3.9%

Ratios	FY-2010	FY-2011	1Q-2012*
Return on Equity	0.4%	-6.2%	30.4%
Return on Assets	0.04%	-0.54%	2.6%
Cost of Funds	3.5%	2.8%	3.2%
Cost to Income Ratio	79.7%	77.7%	65.0%
Liquidity Ratio	39%	42%	40.2%
Capital Adequacy Ratio	18%	20.1%	22.9%
Loan to deposit Ratio	49.8%	47.7%	44.0%
NPL Ratio	8.8%	3.7%	3.0%
Coverage Ratio	76.2%	94.3%	n/a

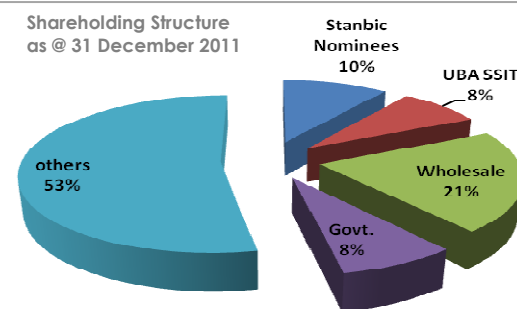
Corporate Profile

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

Eight Strategic Business Groups

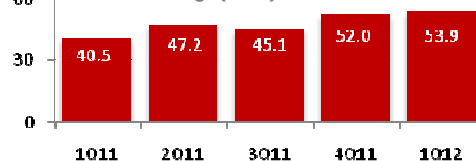
- UBA South Bank
- UBA North Bank
- UBA Corporate Banking
- UBA Africa
- Treasury & Financial Institutions
- Correspondent & Int'l Fin. Organizations
- Electronic & Retail Banking
- UBA Capital

Shareholding Structure as @ 31 December 2011

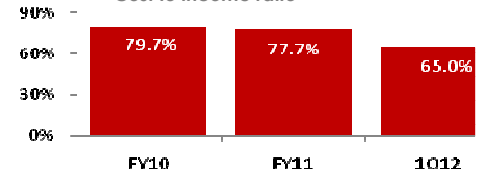


Diversified shareholder base

Gross earnings (N'bn)



Cost to income ratio



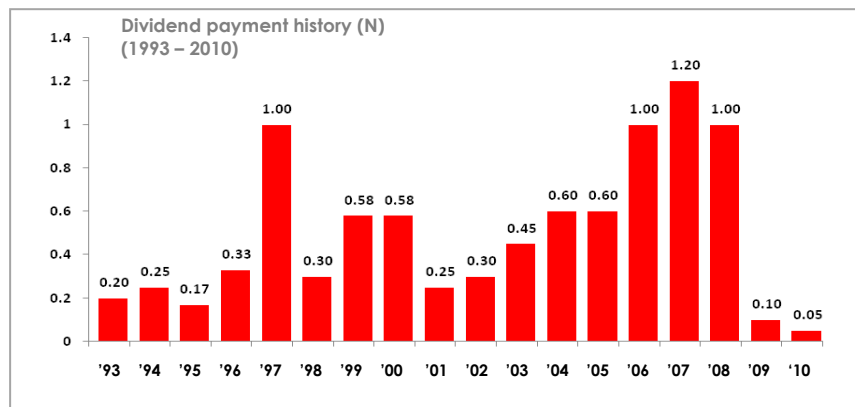
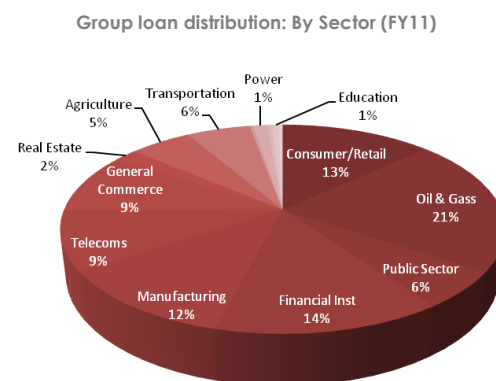
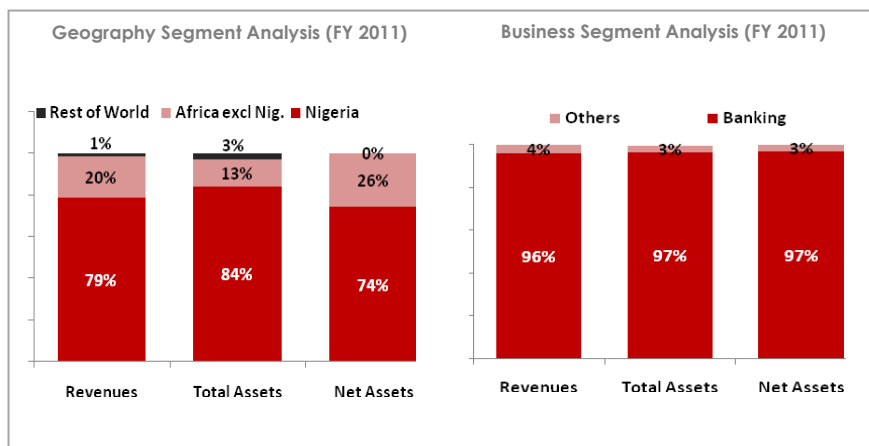
Total assets (N'trn)



Deposit base (N'trn)



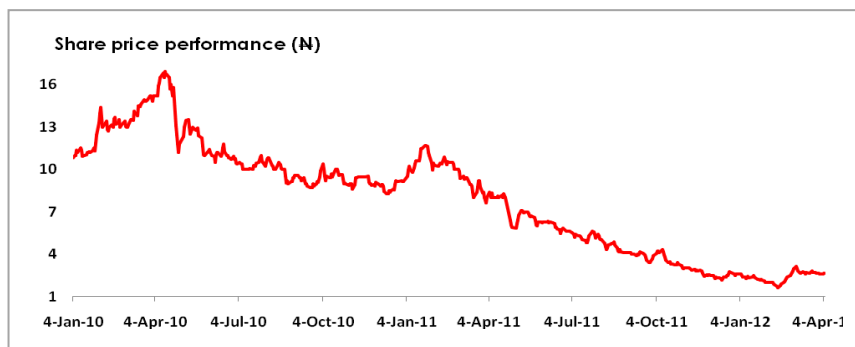
Credit Rating	Fitch	GCR	Agusto
Short term	B	-	A+
Long term	B+	BB-	-
Previous	Same	Same	Same
Outlook	Stable	-	-



Equity snapshot as at 31 March 2012

NSE Ticker	UBA
Bloomberg Ticker	UBA NL
Recent share price (N)	2.61
Shares outstanding (mn)	32,334
Market Capitalization (N'bn)	84.4
Market Capitalization (\$'mn)	544
3-mth Avg. Trading Vol. (mn)	69.2
52-week High (N)	8.4
52-week Low (N)	1.64
Price-to-book (x)	0.49

Source: NSE, UBA Investor Relations



Board members

- Chief Israel Ogbue (Chairman)
- Amb. Joseph K. Ogbechie (VC)
- Phillips Oduoza (GMD/CEO)
- Kennedy Uzoka (DMD Ag.)
- Emmanuel Nnorom (CRO)
- Rasheed Olaoluwa (ED, Nig. South)
- Abdulqadir J. Bello (ED, Up North)
- Ifeatu Onejeme (ED, Corp Banking)
- Femi Olaloku (ED, Operations & IT)
- Dan Okeke (ED, Nig. North)
- Chief Kola Jamodu (Non Executive)
- Paolo Di Martino (Non Executive)
- Adekunle Olumide (Non Executive)
- Ms. Runa Alam (Non Executive)
- Mrs. Foluke Abdul-Razaq (Non Exec)
- Mrs. Angela Nwabuoku (Non Executive)
- Alh. Ja'afaru Paki (Non Executive)
- Yahaya Zekeri (Non Executive)

Notes:
 FY means "Full Year" and 1Q means "First Quarter"
 The full year 2011 result was prepared based on local GAAP, while the first quarter 2012 result was prepared in line with the IFRS. In our analysis, the first quarter 2012 balance sheet was compared with full year 2011 IFRS reports, while its income statement is compared with first quarter 2011 local GAAP report, as released last year.

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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