Quick Facts

Clear & focused strategy

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

Strong Retail Franchise
- Over 600 branches
- Over 7 million Customers
- Over 7,000 POS terminals
- Various products and services

Solid Risk Mgt Standards
- Robust risk mgt organisation
- Rigorous credit approval process
- Low NPL and high coverage ratios

FY-2013 Strategic Targets
- Grow low cost deposits by 20%
- Achieve 22% ROE and 2.5% ROA
- Achieve 60% cost/income ratio
- Deepen e-banking play

Key Metrics

Institute and NPL Ratio

<table>
<thead>
<tr>
<th>Percentage</th>
<th>9M-2013</th>
<th>9M-2012</th>
<th>% Chg</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross earnings</td>
<td>188,021</td>
<td>167,070</td>
<td>12.54%</td>
</tr>
<tr>
<td>Net interest income</td>
<td>78,164</td>
<td>68,560</td>
<td>14.01%</td>
</tr>
<tr>
<td>Other income</td>
<td>6,106</td>
<td>7,597</td>
<td>-19.63%</td>
</tr>
<tr>
<td>Operating income</td>
<td>129,866</td>
<td>122,650</td>
<td>5.88%</td>
</tr>
</tbody>
</table>

Financial Position

<table>
<thead>
<tr>
<th>9M-2013</th>
<th>FY-2012</th>
<th>% Chg</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total assets</td>
<td>2,578,892</td>
<td>2,272,923</td>
</tr>
<tr>
<td>Total loans</td>
<td>870,573</td>
<td>687,435</td>
</tr>
<tr>
<td>Deposits</td>
<td>2,171,075</td>
<td>1,777,788</td>
</tr>
<tr>
<td>Shareholders' funds</td>
<td>225,617</td>
<td>192,467</td>
</tr>
</tbody>
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Key Metrics

Income Statement (Year-on-Year)

<table>
<thead>
<tr>
<th>RM-2013</th>
<th>9M - 2012</th>
<th>% Chg</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross earnings</td>
<td>62,021</td>
<td>63,216</td>
</tr>
<tr>
<td>Net interest income</td>
<td>24,764</td>
<td>26,248</td>
</tr>
<tr>
<td>Other income</td>
<td>773</td>
<td>3,950</td>
</tr>
<tr>
<td>Operating income</td>
<td>41,411</td>
<td>43,823</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>10,180</td>
<td>16,093</td>
</tr>
<tr>
<td>Profit for the period</td>
<td>8,962</td>
<td>12,847</td>
</tr>
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</table>

Key Metrics

Income Statement (Quarter-on-Quarter)

<table>
<thead>
<tr>
<th>3Q-2013</th>
<th>2Q-2013</th>
<th>% Chg</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross earnings</td>
<td>62,021</td>
<td>63,216</td>
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<tr>
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Key Metrics

Financial Position (Quarter-on-Quarter)

<table>
<thead>
<tr>
<th>30-Sep-13</th>
<th>31-Dec-12</th>
<th>% Chg</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total assets</td>
<td>2,578,892</td>
<td>2,272,923</td>
</tr>
<tr>
<td>Loans to banks &amp; customers</td>
<td>870,573</td>
<td>687,435</td>
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<tr>
<td>Deposits &amp; liabilities</td>
<td>2,171,075</td>
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<td>225,617</td>
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Credit Rating

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<th>Fitch</th>
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<tr>
<td>B</td>
<td>A+ (NG)</td>
<td>A</td>
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</tbody>
</table>

Recent Shareholding Structure

Diversified shareholder base

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

Six Strategic Business Groups
- UBA Domestic & Corporate Banking
- UBA Africa
- Treasury & Financial Institutions
- Correspondent & Int’l Fin. Organizations
- Electronic & Retail Banking
- UBA Pensions, UBA Capital (UK) & FX Mart

Gross earnings trend (N'mn)

- Q4-12: 220,129.0
- Q1-13: 175,048.0
- Q2-13: 160,732.0
- Q3-13: 188,021.0

Cost-to-income ratio

- FY 10: 75.8%
- FY 11: 82.9%
- FY 12: 67.0%
- 9M 13: 64.3%

Deposits (N'trn)

- FY-10: 1.28
- FY-11: 1.47
- FY-12: 1.78
- Q3-13: 2.43

Return on Equity

- FY-10: 31.9%
- FY-11: 28.9%
- FY-12: 23.9%
- Q3-13: 19.9%

Outlook
- Stable
- Stable

Credit Rating

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Previous

- Same
- Changed
- Changed

Overview

- Diversified shareholder base
- Operational income
- Robust risk management
- Various products and services
- Conservative lending practice
- Low NPL and high coverage ratios
- Deepen e-banking play
Quick Facts

Revenue Mix (FY 2013)

Asset Mix Analysis (Q3 2013)

Group loan distribution: By Sector (Sep 30, 2013)

Equity snapshot as at 30 September 2013

NSE Ticker
Bloomberg Ticker
Recent share price (N)
Shares outstanding (mn)
Market Capitalization (N’bn)
Market Capitalization ($’mn)
3-mth Avg. Trading Vol. (mn)
52-week High (N)
52-week Low (N)
Price-to-book [x]
Source: NSE, UBA Investor Relations

Notes:
FY means “Full Year”; 1Q means “First Quarter”; 2Q means “Second Quarter”; 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.