

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

- 603 branches
- Over 5,000 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 ratios
- Strong corporate governance

FY-2013 Strategic Targets

- Grow low cost deposits by 20%
- Achieve 65% cost/income ratio
- Achieve 22% ROE and 2.5% ROA
- Deepen e-banking play

Key Metrics – (Year-on-Year)

| Profit & Loss N'mn | FY-2012 | FY-2011 | % Chg |
|---------------------|---------|---------|-------|
| Gross earnings | 220,129 | 163,732 | 34.4% |
| Net interest income | 91,617 | 68,167 | 34.4% |
| Other income | 70,126 | 50,142 | 39.9% |
| Operating income | 153,093 | 118,969 | 28.7% |

| Bal Sheet N'mn | FY-2012 | FY-2011 | % Chg |
|---------------------|-----------|-----------|-------|
| Total assets | 2,272,923 | 1,920,435 | 18.4% |
| Total net loans | 687,435 | 647,191 | 6.2% |
| Total deposits | 1,777,788 | 1,465,332 | 21.3% |
| Shareholders' funds | 192,467 | 150,940 | 27.5% |

Key Metrics – (Quarter-on-Quarter)

| Profit & Loss N'mn | 1Q-2013 | 4Q-2012 | % Chg |
|-----------------------|---------|---------|--------|
| Gross earnings | 62,765 | 51,929 | 20.9% |
| Net interest income | 27,159 | 21,911 | 24.0% |
| Other Income | 18,393 | 16,762 | 9.7% |
| Operating income | 44,632 | 31,290 | 42.6% |
| Profit before tax | 17,155 | 7,151 | 139.9% |
| Profit for the period | 15,562 | 15,647 | (0.5%) |

| Bal Sheet N'mn | 31-Mar-13 | 31-Dec-12 | % Chg |
|----------------------------|-----------|-----------|--------|
| Total assets | 2,434,381 | 2,272,923 | 7.1% |
| Loans to banks & customers | 664,236 | 687,435 | (3.4%) |
| Deposits to banks & cust. | 2,016,957 | 1,777,788 | 13.5% |
| Shareholders' funds | 209,387 | 192,467 | 8.8% |

| Ratios | 1Q-2013 | FY-2012 | 9M-2012 |
|------------------------|---------|---------|---------|
| Net Interest Margin | 6.0% | 5.9% | 5.9% |
| Return on Equity | 31.0% | 31.9% | 27.1% |
| Return on Assets | 2.6% | 2.6% | 2.5% |
| Cost of Funds | 3.2% | 3.2% | 3.4% |
| Cost to Income Ratio | 61.2% | 67.0% | 61.6% |
| Liquidity Ratio | 73.8% | 69.8% | 58.6% |
| Capital Adequacy Ratio | 26.3% | 23.5% | 23.9% |
| Loan to Deposit Ratio | 33.7% | 38.7% | 43.5% |
| NPL Ratio | 2.2% | 1.9% | 6.8% |
| Coverage Ratio | 70.0% | 119.0% | 44.3% |

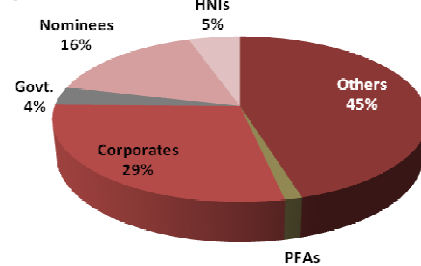
Corporate Profile

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

Eight Strategic Business Groups

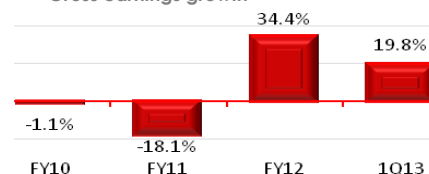
- UBA Lagos & West Bank
- UBA East & Abuja Bank
- UBA Corporate Banking
- UBA Africa
- Treasury & Financial Institutions
- Correspondent & Int'l Fin. Organizations
- Electronic & Retail Banking
- UBA Pensions, UBA Capital (UK) & FX Mart

Recent Shareholding Structure

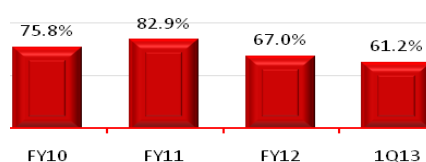


Diversified shareholder base

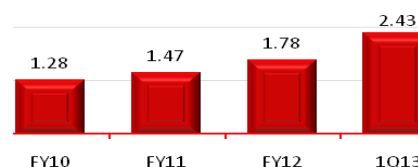
Gross earnings growth



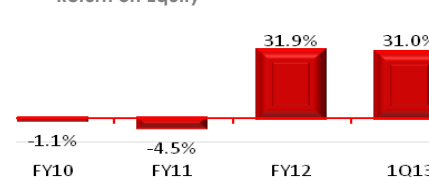
Cost-to-income ratio



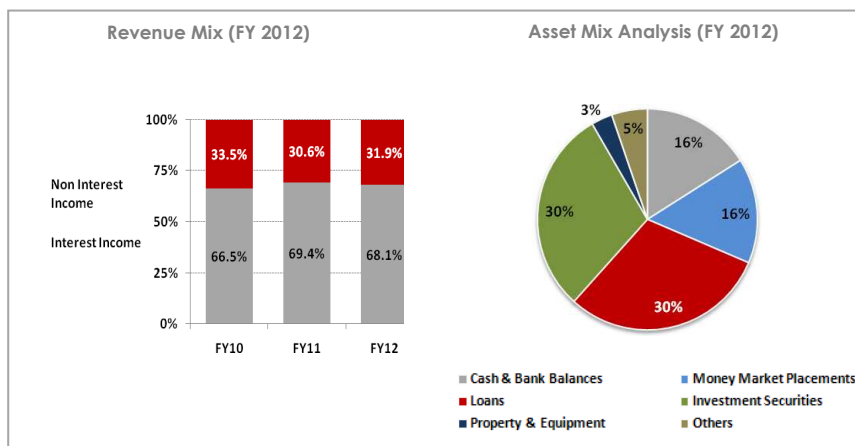
Deposits (N'trn)



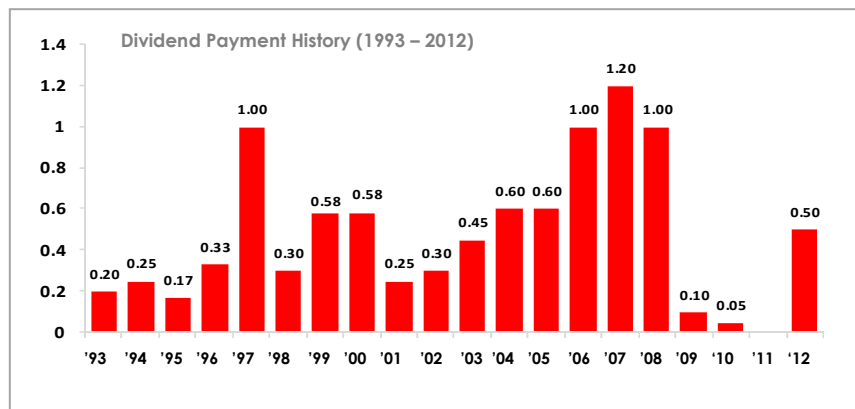
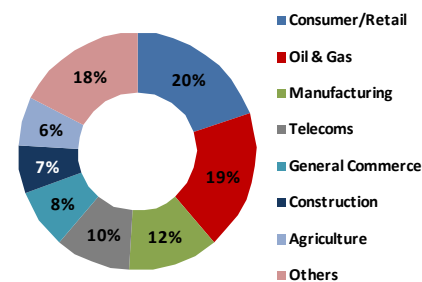
Return on Equity



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



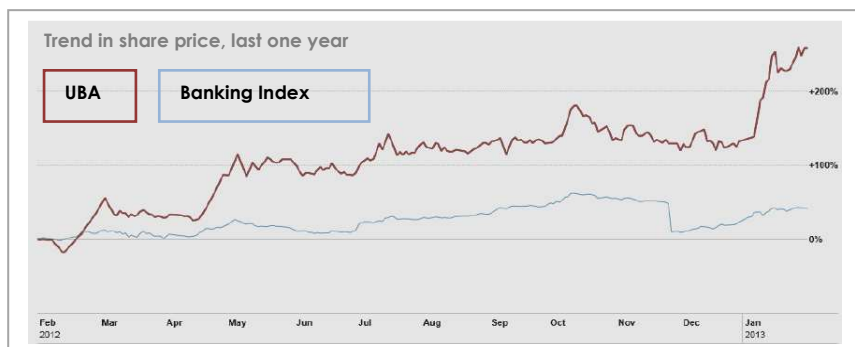
Group loan distribution: By Sector (Dec 31, 2012)



Equity snapshot as at 31 December 2012

| | |
|-------------------------------|--------|
| NSE Ticker | UBA |
| Bloomberg Ticker | UBA NL |
| Recent share price (N) | 4.56 |
| Shares outstanding (mn) | 32,981 |
| Market Capitalization (N'bn) | 150.4 |
| Market Capitalization (\$'mn) | 970.3 |
| 3-mth Avg. Trading Vol. (mn) | 19.7 |
| 52-week High (N) | 5.75 |
| 52-week Low (N) | 1.64 |
| Price-to-book (x) | 0.76 |

Source: NSE, UBA Investor Relations



Board members

- Chief Israel Ogbue (Chairman)
- Amb. Joseph K. Ogbechie (VC)
- Phillips Oduoza (GMD/CEO)
- Kennedy Uzoka (DMD)
- Emmanuel Nnorom (CEO, UBA Africa)
- Abdulqadir J. Bello (ED, Up North)
- Femi Olaloku (ED, Operations)
- Dan Okeke (ED, East & Abuja)
- Emeke Iweriebor (ED, Lagos & West)
- Chief Kola Jamodu (Non Executive)
- Adekunle Olumide (Non Executive)
- Mrs. Foluke Abdul-Razaq (Non Executive)
- Mrs. Angela Aneke (Non Executive)
- Alh. Ja'afaru Paki (Non Executive)
- Yahaya Zekeri (Non Executive)
- Mrs. Rose Okwechime (Non Executive)
- Mrs. Onari Duke (Non Executive)

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 2012 result was prepared in line with the IFRS. In our analysis, the nine months 2012 balance sheet was compared with full year 2011 IFRS reports, while its income statement is compared with nine months 2011 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.

The information contained herein is subject to change and neither the bank nor its investor relations staff is under any obligation to notify you or make public any announcement with respect to such change.

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.