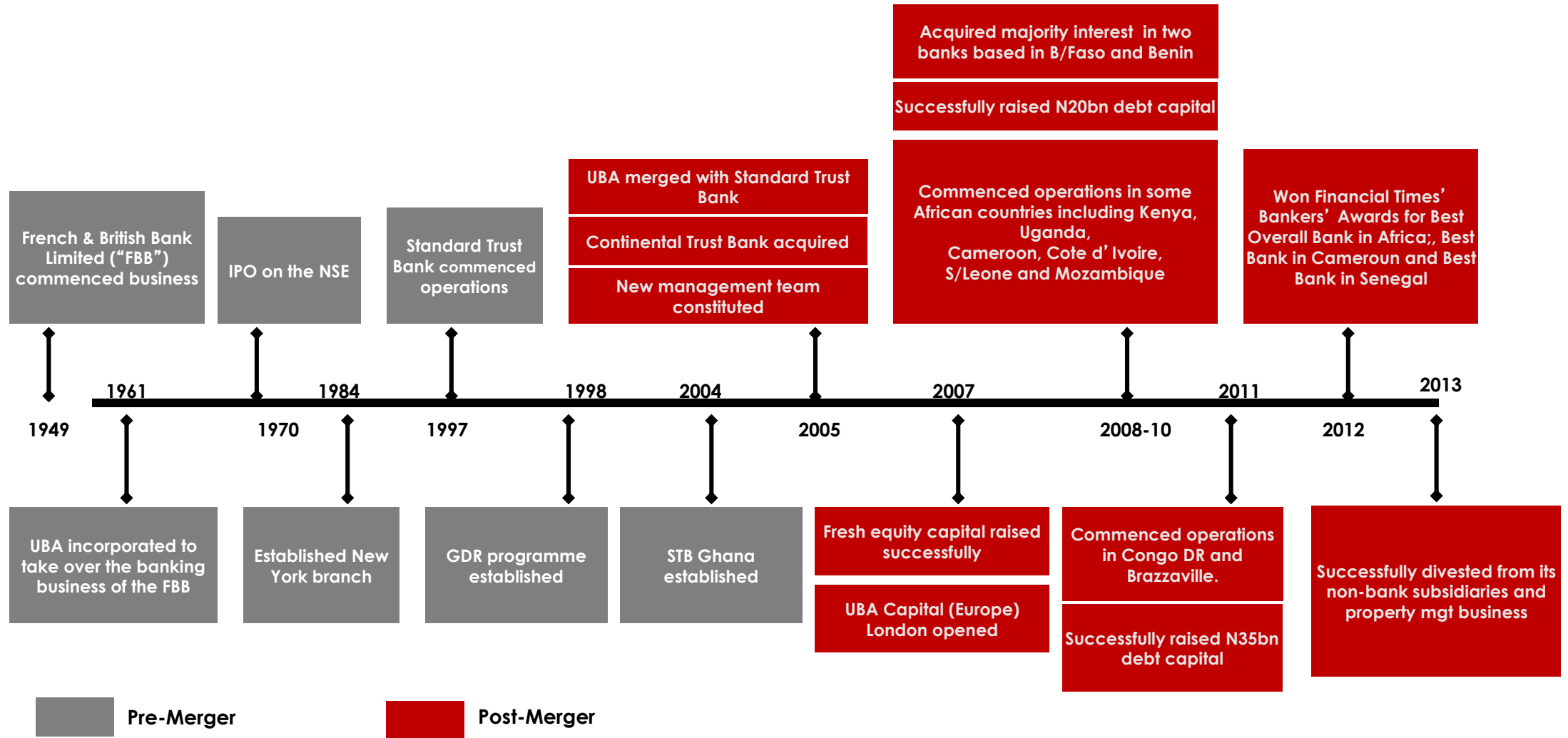




# UBA at a Glance: One Investment...Multiple Return

# Evolution of UBA Plc



A truly Pan-African Bank, with operations across 20 key un(der)banked African markets, London, New York and Paris

**A unique and scalable platform to take full advantage of growth opportunities in all sectors of the African economy**

- Third largest bank in Nigeria, with an estimated c.10% market share
- The Nigerian headquartered bank with one of the largest earnings diversification and footprints across the African continent
- Full scale exposure to key sectors of the African economy; consumer, commodities and infrastructure
- Meeting customers' global transaction needs through its presence in London, New York and Paris
- Serving c.15 million customers, through one of the most diverse channels in Africa;
- *1,000 branches and customer touch points, 2,550 ATMs, 16,216 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: 5.3% NPL
- Minimal exposure to volatile sectors and 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 24%

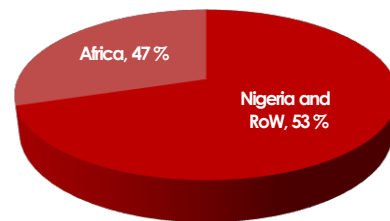
**Asset Creation and Quality**

- Over N5.1 trillion balance sheet size
- Focused loan exposure to lower risk corporate and commercial markets
- Bouquet of holistic financial solutions to regional businesses
- Target to formalize the unbanked

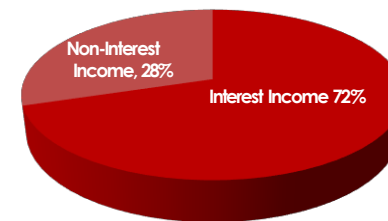
**Profitability**

- RoAE of 22%
- Notable upside to NIM (6.7%), on the back of balance sheet efficiency
- Cost-to-Income ratio of 62.1%
- Profitability target built on sustainability and long term value creation

**Earnings by Geography**



**Earnings by Type**



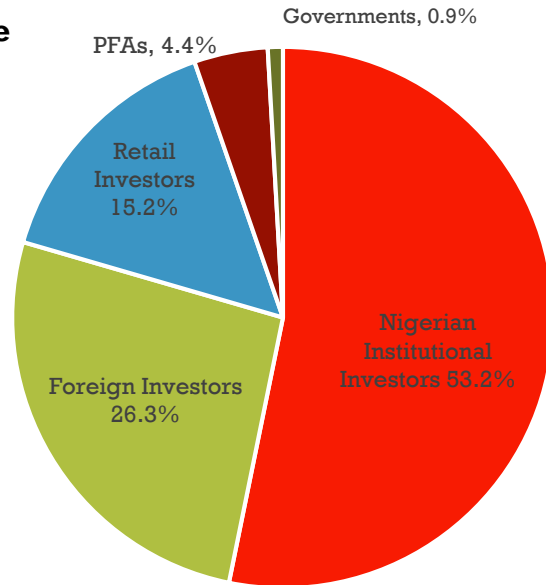
## 2019 First Quarter Results Snapshot



		31-Mar-19	31-Mar-18	YoY % Change
<b>COMPREHENSIVE INCOME &amp; PROFIT TREND</b> (N'million)	Gross Earnings	131,668	119,366	+10.3%
	Net Interest Income	58,075	53,553	+8.4%
	Net Operating Income	81,999	76,100	+7.8%
	Operating Expenses	(51,944)	(49,679)	+4.6%
	Profit Before Tax	30,157	26,555	+13.6%
	Profit After Tax	28,665	23,736	+20.8%
<b>EFFICIENCY AND RETURN</b>	Cost-to-Income Ratio	62.1%	64.1%	-200bps
	Post-Tax Return on Average Equity	21.9%	17.8%	+410bps
	Post-Tax Return on Average Assets	2.3%	2.3%	+7bps
		31-Mar-19	31-Dec-18	YTD % Change
<b>FINANCIAL POSITION TREND</b> (N'million)	Total Assets	5,114,757	4,869,738	+5.0%
	Customer Deposits	3,530,890	3,349,120	+5.4%
	Net Loans to Customers	1,689,668	1,715,285	-1.5%
	Total Equity	543,217	502,608	+8.1%
<b>BUSINESS CAPACITY AND ASSET QUALITY RATIOS</b>	Total Loan-to-Deposit Ratio	48%	51%	-300bps
	Capital Adequacy Ratio (BASEL II) Group	24%	24%	+10bps
	Non-Performing Loan Ratio	5.3%	6.5%	-120bps

# Board composition and share information

## Shareholding Structure



## Stock Snapshot

NSETicker	UBA
Bloomberg Ticker	UBA NL
Current Share Price (N)	6.65
Shares Outstanding (Mn Units)	34.20
Market Capitalization (N'Bn)	227.43
Market Capitalization (USD' Bn)	0.63
30-Average Traded Volume (Mn Units)	21.3
Price-to-Book Value Ratio (x)	0.45

\*Based on prices as at 02 May, 2019

## Board Composition

Name	Role
Tony O. Elumelu, CON	Non-Executive Director/Chairman
Joe Keshi, OON	Non-Executive Director/Vice Chairman
Kennedy Uzoka	Group Managing Director/CEO
Victor Osadolor	Deputy GMD/CEO Africa
Dan Okeke	ED, Abuja and North Central
Emeke Iweriebor	ED/RCEO, East and Southern Africa
Oliver Alawuba	ED, East Bank, Nigeria
Uche Ike	ED, Risk Mgt., Compliance and Governance
Puri Ibrahim	ED, North Bank
Chuks Nweke	ED/Group Chief Operation Officer
Liadi Ayoku	ED, Lagos & West Bank
Foluke K. Abdulrazaq	Non-Executive Director
Owanari Duke	Non-Executive Director
Samuel Oni, FCA	Non-Executive Director
Angela Aneke	Non-Executive Director
Isaac Olukayode Fasola	Non-Executive Director
Erelu Angela Adebayo	Non-Executive Director
Abdulqadir Bello	Non-Executive Director

## Contact Investor Relations:

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