

Africa's Global Bank

UBA United Bank for Africa

◆AFRICA ◆FRANCE ◆UK ◆USA ◆UAE

www.ubagroup.com





Welcome to UBA

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Message from the Group Chairman

We are not just a bank but an experience and expression of everything Africa

I am honoured to welcome and present to you Africa's Global Bank, the United Bank for Africa Group. We are not just a bank, but an experience and expression of everything Africa, offering tailor made products and services specially designed for your financial convenience and fulfilment. We are building a robust financial institution: Africa's financial gateway to the world and a role model for African businesses, by showcasing the best of Africa to the world. Our experienced and highly qualified board and management continue to set the bar for the highest standards of business success, corporate governance, and execution precision - to achieve unmatched customer satisfaction, deliver efficiencies and ultimately enhance value to our customers, stakeholders and economies across Africa and beyond.

We remain committed to ensuring the continued success of UBA in the midst of today's ever-changing business environment. I am very pleased with the swift adaptability of the Group at the peak of the Covid-19 pandemic as we were able to further consolidate on the new capabilities we have built. Novel customer solutions are being deployed to ensure the diversification and sustainability of our business model as the world begins to recover.

The Board of Directors displays responsiveness and dexterity, always discovering new ways of collaboration and decision making. We continue to leverage our pan-African network and presence in key international financial centres to serve as the conduit for the rebound in trade and capital flows into Africa, and also, to partner with global development agencies in delivering on development projects across Africa.



We are building a robust financial institution...

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As a banking group of many firsts, we have spearheaded strategic investments in our digital banking and technological platforms, to further promote self-service banking, focused on enhancing the capabilities of our people.

We have refined our risk measurement models to better respond to changes in a volatile world. The result is higher levels of customer service delivery and improved operational efficiencies across the group - benefits we intend to retain long after the Covid-19 pandemic has ended.

It is always our joy and duty to exceed expectations, as we remain committed to putting our customers first, in all that we do.

Thank you.



Tony O. Elumelu, CFR Chairman, Board of Directors

Message from the Group CEO

UBA - One People, One Bank, One Culture

Our primary business strategy is to continue to focus on the customer – the undisputed employer.

To achieve the above, our esteemed customers and the dedicated workforce are very critical to us even with the best of processes and technology. We are committed to ensuring positive experience for our customers across all our touch points. We will continuously strive to simplify and streamline our process, ensure systems stability and reliable IT architecture to support our operations. We will proactively interrogate our systems, services and resources in order to constantly surpass the expectations of our customers.

We will continue to make significant investment in training and development, nurturing our talents and unceasingly create excitement within the Group by rewarding excellent performance via promotion, recognition and other forms of rewards.

We aim normally to sustain the growth trajectory laid to work harder and surpass the pace across all metrics.

Everything we do, we will do it well – Execution!

"

Oliver Alawuba

Group Managing Director/CEO

Our primary business strategy is to continue to focus on the customer - the 'undisputed employer"

OLIVER ALAWUBA

Leading the way

We know our way around doing business in Africa

United Bank for Africa (UBA) is Africa's Global bank with a rich history spanning over seven decades. The group headquartered in Lagos, Nigeria, is one of the most recognised financial institutions to originate from Sub-Saharan Africa with thriving operations in 20 African countries - Republique du Benin, Burkina Faso, Cameroon, Congo Brazzaville, Congo DRC, Cote d'Ivoire, Gabon, Ghana, Guinea, Kenya, Liberia, Mali, Mozambique, Nigeria, Senegal, Sierra Leone, Tanzania, Tchad, Uganda and Zambia.

UBA also operates in the United Kingdom and France and we are the only sub Saharan African bank with a deposit taking licence in the USA. In July 2022, we expanded into the Middle East with the opening of UBA DIFC branch.









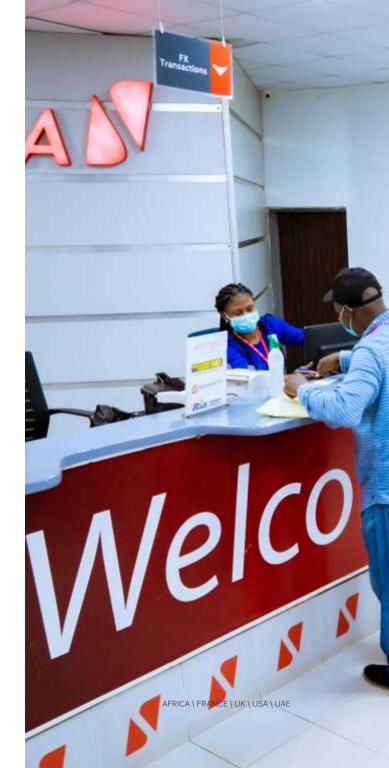






The bank has proven expertise and capacity in key sectors of economies across Africa especially in Oil and Gas, Infrastructure Finance, Agric and Commodity/Export, and these position us as the preferred partner for structured solutions to key governments and corporates operating in/into Africa.

- ✓ UBA is the only sub-Saharan African bank with an operating licence in the USA.
- ✓ UBA is the first pan-African bank to launch an Al-led virtual banking robot.
- ✓ UBA has received excellent credit ratings (short and long term); Global Credit Rating (SA) AA+ and A+ I.
- UBA has won multiple digital bank of the Year awards in different countries in our geography.
- ✓ UBA broke the Banker Magazine Record. Won best bank in Africa, Nigeria, and 12 other subsidiaries in one year (2021).
- ✓ UBA expanded to the Middle East in 2022 with the opening of UBA DIFC branch.





Welcome to

Africa's Global Bank

UBA's Strategic Intent:

Our primary strategy is to focus on the customer and this informs our *Customer First* (C1st) philosophy which ensures that we always put our customers first. The group achieves this through the deployment of three key levers - People, Process and Technology - to give our customers the best offerings and services. Our business strategy is built on being the bank of choice for individuals and businesses across the African continent and for those who are wishing to do business in Africa.

UBA emphasises the core values of *Enterprise*, *Execution and Excellence* and aims to be the leading financial services institution as well as the undisputed sustainable financial institution in Africa.





The Bank's strategic goal is to be a dominant leader in all the markets and geographies where we operate; to be the payment rail for funds and trade flows in and out of Africa and to be present in key global financial centres to foster our Africa reach.

UBA's Mission:

To be a role model for African businesses by creating superior value for all our stakeholders, abiding by the utmost professional and ethical standards, by building an enduring institution.

UBA's Vision:

To be the undisputed leading and dominant financial services institution in Africa.



Africa's Global Bank

Corporate Governance is at the core of what we do

United Bank for Africa Plc holds good corporate governance as one of its core values and confirms its commitment to the implementation of effective corporate governance principles in its business operations, in line with the applicable corporate governance codes.

In order to promote effective governance of the Bank, relevant structures have been put in place for the execution of the group's corporate governance strategy, as elucidated in its governance charters, such as the Board, the Board Committees, and Executive Management Committees.

The Board of Directors has the overall responsibility for ensuring that the highest standards of corporate governance are maintained and adhered to by the Bank. The Board adequately comprises the appropriate mix of knowledge, skills, experience, and expertise.

As at August, 2022, the Board consists of fifteen (15) members which include a Non-Executive Chairman, eight (8) other Non-Executive Directors (which include three Independent Non-Executive Directors), and six (6) Executive Directors (which include the GMD/CEO). There is an appropriate balance of skill and diversity (age, culture and gender) without compromising competence, independence, and integrity. There are currently seven female Directors on the Board, constituting 46.67% of the Board.

The roles of the Chairman and the Chief Executive Officer are separated and clearly defined. The Chairman is primarily responsible for coordinating the affairs of the board whilst the Chief Executive Officer is responsible for the running of the business and implementation of board strategy and policy.

The Board of Directors carries out its responsibility through its standing committees. These are the Board Audit Committee, the Board Credit Committee, the Board Governance Committee, the Board Risk Management Committee, and the Finance and General Purpose Committee.

In addition to the Board Committees, there are Management Committees which ensure effective and good corporate governance at the managerial level. Some of these Executive Management Committees include the Executive Credit Committee, the Risk Management Committee, and the Executive Management Committee.

The Board of UBA also always places considerable emphasis on effective communication with its shareholders. The Bank ensures the protection of statutory and general rights of shareholders at all times, particularly their right to vote at general meetings. All shareholders are treated equally regardless of their equity interest or social status.

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Africa's Global Bank

Africa's Global Bank

A quick look at our history

UBA, with its over seven decades of history, remains one of the strongest and most recognised banking brands to originate from Africa.



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Africa's Global Bank

Our timeline

1949-2008:

UBA commenced business in 1949 as an established brand in Nigeria. During this period, operations also commenced in Cameroon, Cote d'Ivoire, Ghana, Liberia, Sierra Leone and Uganda as the bank acquired majority interest in two banks, based in Burkina Faso and Benin. UBA established its New York and Paris operations and an Associate in London. The bank merged with Standard Trust Bank (STB) in 2005 and acquired Continental Trust Bank.

2009-2011:

UBA commenced operations in many more African countries including Tchad, Congo Brazzaville, Congo DR, Gabon, Guinea, Kenya, Senegal, Tanzania, and Zambia

2012-2022:

UBA's London business became a subsidiary. In 2017, UBA successfully raised \$500m through a 5-year senior unsecured debut Eurobond and achieved premium board listing on the Nigerian Stock Exchange. UBA also commenced operations in Mali in 2019 and the bank's digital banking drive sped up with the introduction of LEO - the first artificial intelligence BoT in Africa.

In 2021, the bank was once again awarded the prestigious 'African Bank of the Year' by the Banker Magazine. UBA also won Best Bank in 13 of its African subsidiaries. UBA officially opened for business in the UAE with the launch of UBA DIFC branch.



1961

UBA was incorporated as a limited liability company, taking over the assets and liabilities of B&FB



1997 Standard Trust Bank

Standard Trust Bank commenced operations



standard trust/

Our timeline

1948 1952 1956 1960 1964 1968 1972 1974 1976 1982 1984 1986 1988 1990 1992 1994 1996 1998

1949

British & French Bank (BFB) commenced business in Nigeria

The bank opened its first office in Lagos the economic capital of Nigeria and later expanded to cover the different regions in the country.



1970

UBA became the first Nigerian bank to make an Initial Public Offering



1984

UBA established its New York branch



1998

UBA became the first Nigerian bank to issue Global Depository Receipts





2004

Standard

Trust Bank

operations

in Ghana

commenced

2005

UBA merged with Standard Trust Bank

Acquired Continental Trust Bank

The Banker



2012

Won financial Times' Bankers' Award for the overall bank in Africa, best bank in Cameroon and best bank in Senegal



Successfully divested from its non-bank subsidiaries and property management business



Successfully raised \$500m through a 5year senior unsecured debut Eurobond

Achieved premium board listing on the Nigerian Stock Exchange



2018

Established subsidiary in Mali

Launched the first artificial intelligence virtual banking Bot, Leo on Facebook

Named Africa's Best digital bank by Euromoney

UBA Capital Limited received its wholesale banking licence to commence full banking operations in the UK as UBA UK Limited



2007

Fresh equity capital raised successfully

ty capital Successfully raised ccessfully N20bn debt capital

UBA Capital (Europe) London opened Acquired majority interest in banks based in Burkina Faso and Benin

2008-2010

Commenced Operations in other African countries like Kenya, Uganda, Cameroon, Cote d'Ivoire, S/Leone and Mozambique



2014-2015

UBA Tchad and Senegal awarded Bank of the Year by the Banker Magazine

Won Africa Investor Social Infrastructure Deal of the Year award



2019 - 2022

UBA celebrated 70 years of banking operation in Africa.

Broke The Banker Magazine record. Won Best Bank in Africa, Nigeria and 12 other subsidiaries in one year (2021).

UBA opens in the UAE with the launch of UBA DIFC branch (2022)

United Bank for Africa





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United Bank for Africa

Unique global perspectives and emerging opportunities

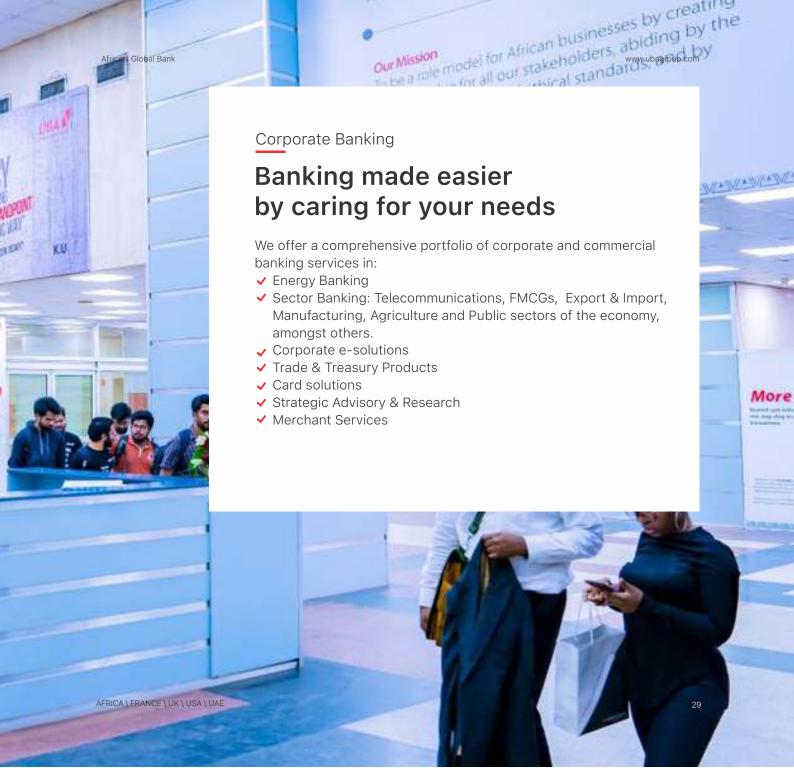
Our sustainability strategy ties closely with our corporate vision which is to be the undisputed leading and dominant financial services institution in Africa. This corporate vision is the backdrop of our sustainability vision which focuses on promoting excellence by building a sustainable financial institution that supports the execution of environmentally and socially responsible endeavours.

UBA's sustainability vision is wrapped tightly around UBA Group's commitment to put the customer first. We see the customer as our most revered stakeholder and our employer. Therefore, our responsibility is not merely to provide financial intermediation but to empower communities, connect diverse ethnicities, and to create intergenerational wealth. Sustainability is a key component of UBA's management.









Retail Banking

We are constantly thinking about you

We are constantly developing new products and services to help make banking and life easier for our customers.

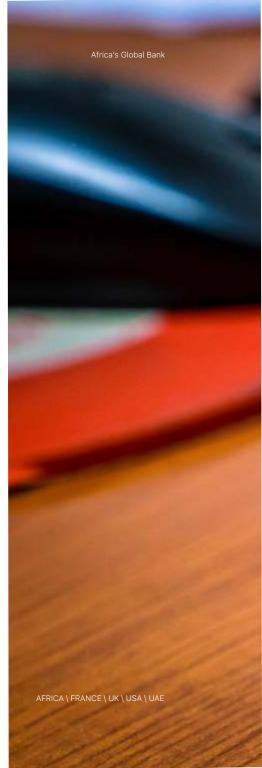
- ✓ Accounts tailored to your individual needs
- ✓ Money Transfers
- Card Services
- ▼ FX Mart Services: remittance, foreign exchange, and travel related businesses
- ✓ Loans and Payments: With longer-tenor credit, flexible payment plan

Consumer Lending:

At UBA, we recognise that customers are important to economic growth, therefore we have launched two new loan products to accommodate the different circumstances and varying financial needs of both customers and non- customers alike. These are, Personal Loan Direct, FX Cash Backed loan.

Target Account:

The UBA Target account is a savings account specifically designed for individuals to save towards a project or set goal e.g. children's education, wedding, further studies, etc. It offers customers the convenience of saving and maximising their investments, whilst having flexible access to their account at all times.





SME Banking

We support our customers to achieve more

The UBA SME account is specifically designed for SMEs to provide them with the right framework of support and financial solutions they need to grow.

Benefits:

- ✓ access to business loans
- ✓ access to the bank's SME events and fairs
- ✓ access to MSME masterclass and advisory

SME LOANS:

We provide the right support for business with our range of loans that have been carefully designed to boost businesses. Loans available include working capital loans, asset finance, health loans and school loans.









Business Banking

Committed to your business development

TRADE:

As your African trade partner, our trade products and services are designed to enable you carry out cross- border transactions (import and export) across Africa seamlessly. With the start of AfCFTA, we are well positioned to facilitate intra-African trade with our presence in 20 African countries. We offer trade loans and financing, letters of credit refinancing, trade advisory services, access to international banks for cross border trade, PTA/BTA and a team of dedicated relationship managers.

VALUE CHAIN BANKING:

As a key distributor, you need a banking relationship that helps you succeed. With our banking solutions, you can achieve your business goals and run your operations smoothly.

Our value chain banking offers:

- cash management solutions
- e-commerce services
- ✓ access to overdrafts and loans to meet short and long term goals
- ✓ business advisory services



Digital Banking

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Innovations

UBA Connect: Bank Without Borders.

With a goal geared towards financial inclusion for the underserved, UBA came up with an innovation that serves both customers and non-customers equally. With UBA Connect, our customers can make cash withdrawals, deposits and transfers at any UBA branch across Africa. This product aims to encourage intra-African transfers and will make UBA the preferred choice for customers travelling within Africa as they can now easily access their funds in local currency across 20 African countries.

1 million + downloads on New Mobile App

Today's banking world is being disrupted by new technologies, non-traditional competitors, regulatory changes and ultra-sophisticated customers requiring speed and innovation to maintain

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exceptional customer loyalty and advocacy. With this in mind, UBA's Mobile App was launched as a huge step in the omnichannel journey and in less than a year, reached a million downloads and counting.

One step ahead in USSD Banking

Top amongst the needs of a customer from their bank are convenience and the provision of alternatives. USSD banking offers not just a convenient way of banking but also provides access without a smartphone. Since its launch in 2012, it has become a hugely popular form of digital banking, increasing inclusiveness.

Prepaid card, your everyday card.

UBA remains the biggest prepaid card issuance bank in Africa. Ranging from expense management to security, UBA prepaid card benefits are endless. Your prepaid card can be used anywhere in the world. It is safe and easy to load. You also do not have to be a customer of the bank to own our prepaid card. The cards are obtainable in any of our countries of presence.

Leo in 20 African countries

Four years after its launch, Leo, the first of its kind artificial intelligence in Africa, has had a huge impact in digital banking across Nigeria and is now present in over 20 African countries, in three major languages: English, French, Portuguese, on five social platforms, Facebook, WhatsApp, Apple Messages, Instagram and Google Business Chat.

With several diverse features, Leo has simplified the banking process for over three million customers across the globe, bringing convenience to the comfort zone of our customers. Our chat bot, Leo has continued to change the face of Al banking on the continent.

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United Bank for Africa

Global offerings

Global Financial Institutions (GFI) is responsible for the strategic engagement and cultivation of relationships with International and Developmental Financial Institutions on behalf of the UBA Group by:

- 1. funding the Trade Finance mandates of the Group.
- 2. originating, negotiating and the closure of all foreign currency debt funding required by the Group.
- 3. leading the sales and business development initiatives of the International Banking arm of the UBA Group to African banks. This role is carried out in close collaboration with the Paris Rep office, UBA America and UBA UK.
- 4. forging International strategic alliances on behalf of the Group and representing the Group at various International Forums.

Product Offerings: Correspondent Banking, Bilateral Funding, Bank Sales & Underwriting.

UBA Global Investor Service ("GIS") was set up in September 2007 to process securities trades, safe-keep financial assets and service associated portfolio to global custodians, Institutional investors, direct participants and investment managers investing in Africa for non-pension assets. GIS is a leading provider of domestic custody services in Nigeria with good governance policy and risk management as well as recognition for innovation and value added services and is duly registered by both the Securities and Exchange Commission (SEC), Central Bank of Nigeria (CBN)



and has sub-regional licence for 8 francophone countries: Cote d'Ivoire, Niger, Mali, Togo, Benin, Senegal, Burkina Faso and Guinea Bissau. UBA's GIS is Custodian to a full range of financial (equity and debt) instruments through a nominee, 'UBA Nominee Limited'.

UBA FRANCE AND EUROPEAN OFFERING

UBA France is the Group's representative office in France. Set up in 2009 in response to the Group's rapid expansion across Africa and in particular, francophone Africa, the office promotes UBA and provides a single point of entry, global account management service towards French and European multinational corporations, multilateral and bilateral development institutions, NGOs and financial institutions that are active on the African continent. SMEs are equally taken care of and put in touch with our network to assist them when setting up operations in our common countries of presence. Finally, assistance is provided to existing diaspora clients where needed. To put it simply: UBA France ensures that banking and financial needs of French, European and African entities are met in respect to their mutual dealings.

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Africa's Global Bank

EMDO Banking

Introducing our EMDO Banking

EMDO is an acronym for Embassies, Multilaterals and Development Organisations.

African countries have been recipients of foreign developmental assistance since their independence. These have come in the form of loans, grants and technical partnerships designed to promote economic development and the welfare of Africa. United Bank for Africa (UBA) is proud and privileged to serve and partner with the EMDO community through the provision of innovative and digital financial services.

As a global institution of Nigerian origin with a pan-African footprint, it is our responsibility to support our clients and our communities for the social, economic, and environmental development of Africa. We will continue to invest in digital banking solutions to support the Global Development Organisations in their execution of development programmes on the African continent.

From foreign currency exchange and payment solutions to serving the last mile through mobile payments, cards and cash deliveries and distribution, we offer bespoke solutions to our valued clients. We also thrive on building long and lasting relationships and partnerships in line with the United Nations Sustainable Development Goals (UN SDGs) for improved economic empowerment and financial inclusion within the continent.

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The Embassies, Multilateral and Development Organisations (EMDO) team

UBA recognises the critical importance of the EMDO sector in Africa, and for this reason has set up a dedicated and highly experienced team to support the Diplomatic and Global Development sectors through the offering of innovative financial solutions and services consistent with the expectations of our clients.

We also have dedicated Relationship Managers and Country Heads of EMDO in each of our twenty presence countries to ensure that globally, regionally and locally our clients receive excellent service.

Our clients

UBA has worked with the EMDO community for over seven decades and our customers include:

- Embassies
- · Consulates and High Commissions
- · International Organisations
- · Multi and Bi-lateral Organisations
- Non-Governmental Organisations (NGOs)
- Development Finance Institutions
- Foundations
- Private companies acting as Implementing partners for the development community

Our clients have trusted us over decades to support and facilitate their incredible work on the African continent whether in health, education, agriculture, poverty alleviation, climate change, financial inclusion, Small and Medium Enterprises, and special projects. UBA is the preferred banking partner to the EMDO sector and remains committed to the development and deployment of cutting edge financial and digital solutions to the sector.

Our Solutions

As part of UBA's long term commitment to the development of the African continent, we play a leading role in the development of innovative and digital banking services and solutions to meet and overcome the challenges the EMDO sector faces in Africa. We also provide customised cash management and treasury solutions to the EMDO community.





In line with our commitment to the development of Africa, the bank constantly invests in technology, develops partnerships, and offers new and bespoke solutions to our clients to enable them reach the last mile and contribute to the social and economic development of the countries where we work and ultimately, to the African population.

We are very proud to be part of the digital transformation which Africa is experiencing thanks to our constant product development, offerings and partnerships. Whether it is making payments online via our integrated platform, mobile money, prepaid cards, cash deliveries, agents or vouchers, we have effective solutions for the EMDO community.

Our Partnerships

The EMDO team partners with various Embassies and Development Agencies to ensure increased efficiencies of the development programmes on the African continent. We have signed various partnerships with leading agencies and organisations such as the USAID, AFD, British Council and are in varying stages of consummating several other partnerships dedicated to supporting the development of the African continent.

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Thought Leadership

We believe that thought leadership is critical to progress

UBA is at the forefront of thought leadership and is proud to participate actively as well as host public events, conferences and webinars pertaining to the Global Development sector and the United Nation's SDGs.

We believe that thought leadership is critical to progress and by working and debating together we will contribute to the development of the African continent.

We participate in large events such as the World Economic Forums, the UN General Assembly as well as smaller conferences like the Charity Finance Group, the US Association of NGO Treasurers.

We are keen to share our knowledge, experience and passion for Africa. We celebrate the unity and culture of Africa at our annual Africa Day event marked every 25th May.

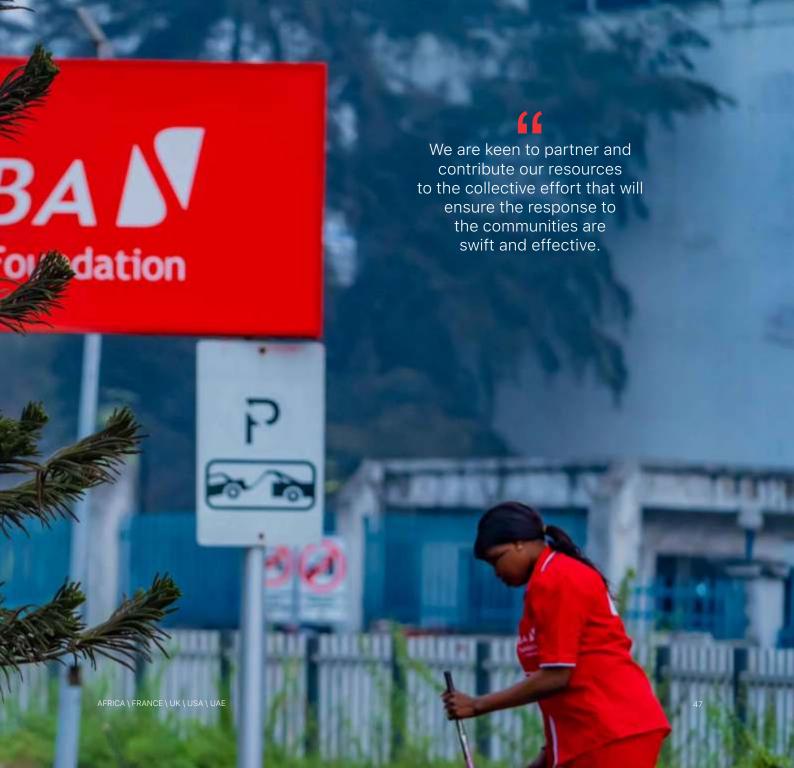
It is a platform whereby we contribute to shaping the African narrative, as we invite critical leaders and global change makers, African Presidents, Senators, CEOs of leading international organisations and leading creative minds to discuss global issues around sustainability and finding solutions to eradicating poverty in Africa.

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Corporate Social Responsibility

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Our impact on communities

As Africa's Global Bank, United Bank for Africa (UBA) is committed to the highest sustainability standards in our business practices and operations. We are at the forefront of consistently delivering sustainable financial services across all our countries of operation. The bank fully understands the impact of local economic, social, and environmental factors on its operating environment. As part of our strategic intent, we commit 1% of the group's annual profit to Corporate Social Responsibility (CSR) activities geared towards protecting the environment, promoting educational endeavours, fostering economic empowerment, as well as supporting other sustainable projects. UBA Foundation is committed to caring for the communities in which the bank operates.

As the COVID 19 pandemic broke out in 2020, UBA through its foundation immediately reached out to its communities across Africa donating \$14million to help fight the pandemic that was to devastate economies. UBA remains committed to being a socially responsible company and role model for all businesses in Africa. As one of Africa's largest and most profitable banks, we realise the need for a social contract between the

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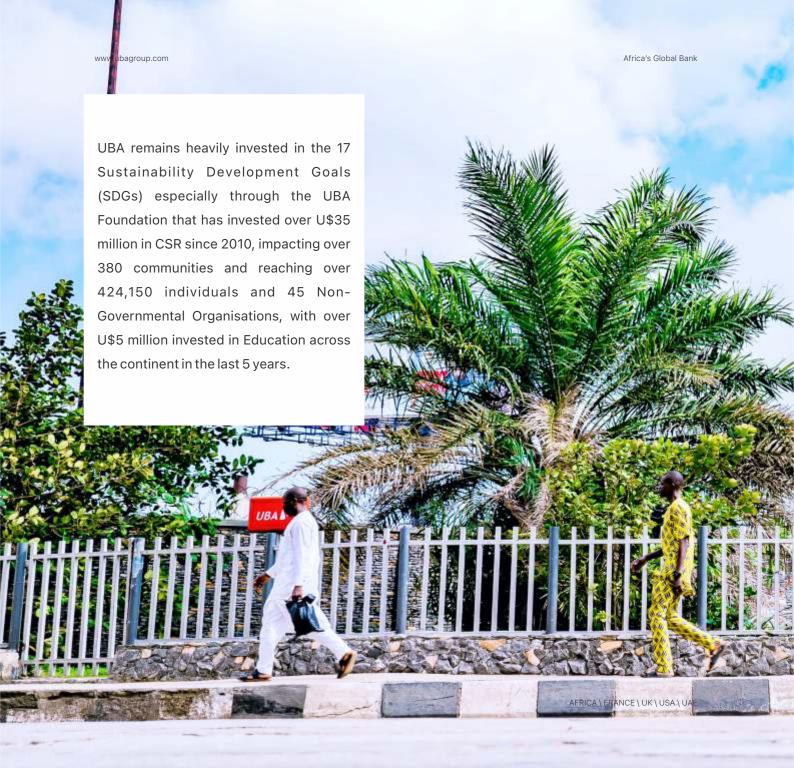


bank, the community, and its people. To this end, United Bank for Africa became the first bank in Nigeria to institute a CSR arm, the UBA Foundation, in 2006. The UBA Foundation is committed to empowering and enabling the African youth with the tools needed to succeed. The foundation allows the UBA brand to explore and establish meaningful relationships with individuals in various communities across the continent.

With the widest financial service reach in Africa, UBA Foundation can leverage and facilitate philanthropic ventures unlike any other institution. UBA Foundation is actively involved in several initiatives and projects that not only bridge the literacy gap but also encourage economic and environmental sustainability.













UBA led a consortium of local banks to facilitate a syndicated facility for a joint venture between the National Oil Company in Nigeria, NNPC, and a major International Oil Company



US \$315 million

Facility to the Government of Ghana for road projects on the strength of Road Fund levies domiciled with UBA Ghana

US \$250 million



Crude pre-payment facility for the Democratic Republic of Congo-based Orion Oil representing the largest reported transaction structured by an African investment bank in 2015 involving fresh capital within the African market



€234 million

Oil and gas financing deal with Societe Africaine de Raffinage (SAR) of Senegal, which underscored its capacity to fund big ticket transactions across Africa



US \$180 million

Facility to Delta Energy Zambia for the procurement and supply of petroleum products to marketing companies in Zambia



US \$90 million

University of Dakar hostel construction project financed solely by UBA Senegal

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United Bank for Africa

Our Contact



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