

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	2Q-2013	1Q-2013	% Chg
Gross earnings	62,817	62,765	0.1%
Net interest income	26,248	27,159	(3.4%)
Other Income	15,704	18,393	(14.6%)
Operating income	43,823	44,632	(42.6%)
Profit before tax	17,686	17,155	3.1%
Profit for the period	12,847	15,562	(17.4%)

Bal Sheet N'mn	30-Jun-13	31-Dec-12	% Chg
Total assets	2,429,792	2,272,923	6.9%
Loans to banks & customers	761,180	687,435	10.7%
Deposits to banks & cust.	2,017,481	1,777,788	13.5%
Shareholders' funds	207,603	192,467	7.9%

Ratios	1H-2013	1Q-2013	FY-2012
Net Interest Margin	5.8%	6.0%	5.9%
Return on Equity	28.4%	31.0%	31.9%
Return on Assets	2.4%	2.6%	2.6%
Cost of Funds	3.3%	3.2%	3.2%
Cost to Income Ratio	62.0%	61.2%	67.0%
Liquidity Ratio	53.5%	73.8%	69.8%
Capital Adequacy Ratio	22.3%	26.3%	23.5%
Loan to Deposit Ratio	37.7%	33.7%	38.7%
NPL Ratio	2.0%	2.2%	1.9%
Coverage Ratio	98.9%	70.0%	119.0%

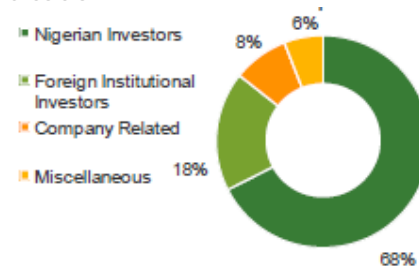
Corporate Profile

- 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

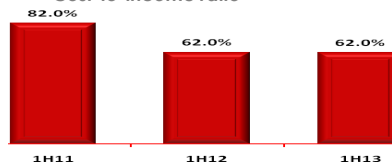


Diversified shareholder base

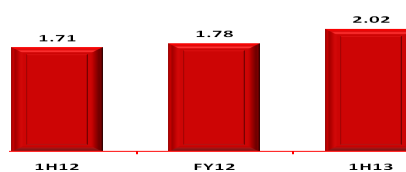
Gross earnings growth



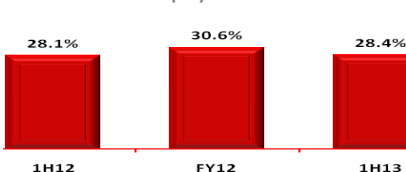
Cost-to-income ratio



Deposits (N'trn)

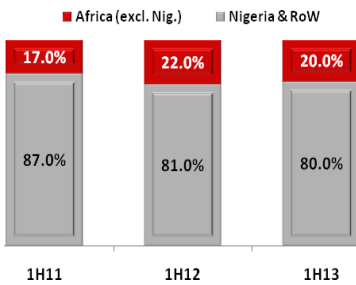


Return on Equity

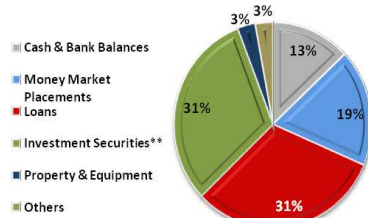


Credit Rating	Fitch	GCR	Agusto
Short term	B	A1+ (NG)	A+
Long term	B+	BB-	-
Previous	Same	Changed	Changed
Outlook	Stable	Stable	-

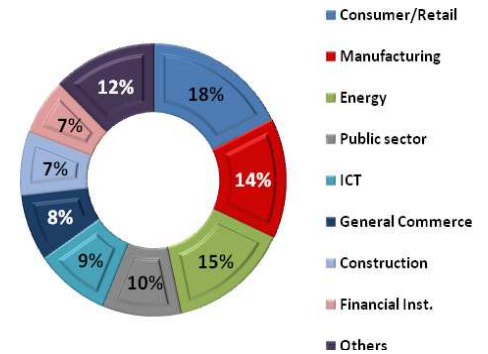
Revenue split, by geography (1H 2013)



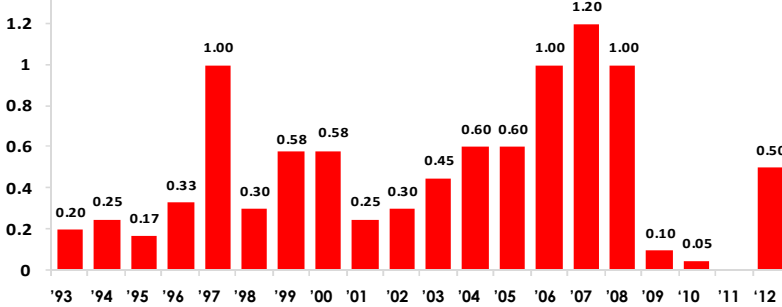
Asset Mix Analysis (1H 2013)



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



Dividend Payment History (1993 – 2012)

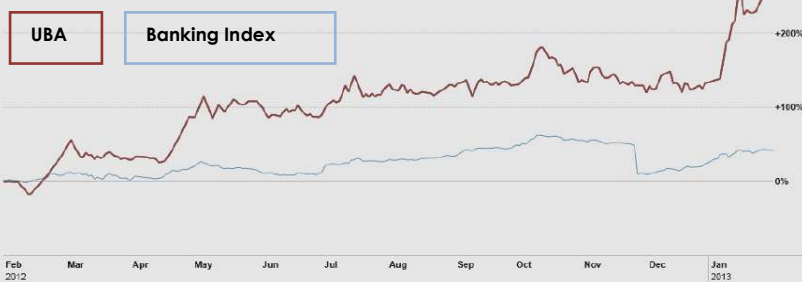


Equity snapshot as at 30 June 2013

NSE Ticker	UBA
Bloomberg Ticker	UBA NL
Recent share price (N)	8.10
Shares outstanding (mn)	32,981
Market Capitalization (N'bn)	267.1
Market Capitalization (\$'mn)	1,724
3-mth Avg. Trading Vol. (mn)	31.9
52-week High (N)	10.56
52-week Low (N)	3.67
Price-to-book (x)	1.37

Source: NSE, UBA Investor Relations

Trend in share price, last one year



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.

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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.

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)