

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

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

Solid Risk Mgt Standards

- Robust risk mgt organisation
- 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 60% cost/income ratio
- Achieve 22% ROE and 2.5% ROA
- Deepen e-banking play

Key Metrics – (Year-on-Year)

Income Statement N'mn	9M-2013	9M - 2012	% Chg
Gross earnings	188,021	167,070	12.54%
Net interest income	78,164	68,560	14.01%
Other income	6,106	7,597	-19.63%
Operating income	129,866	122,650	5.88%

Financial Position N'mn	9M-2013	FY-2012	% Chg
Total assets	2,578,892	2,272,923	13.46%
Total net loans	870,573	687,435	26.64%
Total deposits	2,171,075	1,777,788	22.12%
Shareholders' funds	225,617	192,467	17.22%

Key Metrics – (Quarter-on-Quarter)

Income Statement N'mn	3Q-2013	2Q-2013	% Chg
Gross earnings	62,021	63,216	-1.89%
Net interest income	24,764	26,248	-5.65%
Other Income	773	3,950	-80.43%
Operating income	41,411	43,823	-5.50%
Profit before tax	10,180	16,093	-36.74%
Profit for the period	8,962	12,847	-30.24%

Financial Position N'mn	30-Sep-13	31-Dec-12	% Chg
Total assets	2,578,892	2,272,923	13.46%
Loans to banks & customers	870,573	687,435	26.64%
Deposits to banks & cust.	2,171,075	1,777,788	22.12%
Shareholders' funds	225,617	192,467	17.22%

Ratios	9M-2013	H1-2013	9M-2012
Net Interest Margin	5.80%	5.80%	5.90%
Return on Equity	23.80%	28.40%	27.10%
Return on Assets	2.10%	2.40%	2.50%
Cost of Funds	3.50%	3.30%	3.40%
Cost to Income Ratio	64.30%	62.00%	61.60%
Liquidity Ratio	59.80%	53.50%	58.60%
Capital Adequacy Ratio	21.40%	22.30%	23.90%
Loan to Deposit Ratio	40.20%	37.70%	43.50%
NPL Ratio	2.10%	1.90%	6.80%
Coverage Ratio	92.40%	119.0%	44.30%

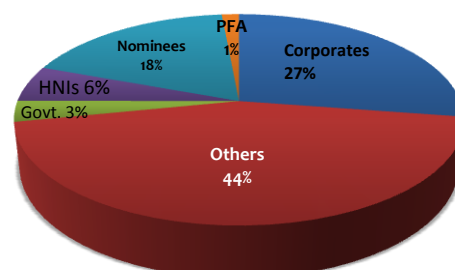
Corporate Profile

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

Six Strategic Business Groups

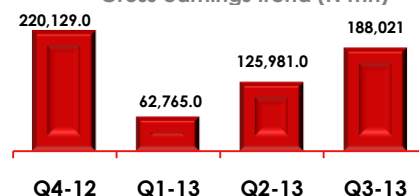
- UBA Domestic & Corporate Banking
- UBA Africa
- Treasury & Financial Institutions
- Correspondent & Int'l Fin. Organizations
- Electronic & Retail Banking
- UBA Pensions, UBA Capital (UK) & FX Mart

Recent Shareholding Structure

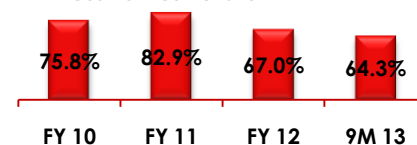


Diversified shareholder base

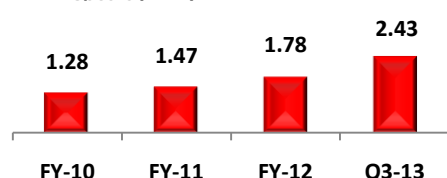
Gross earnings trend (N'mn)



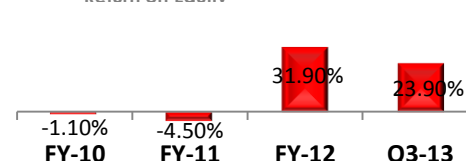
Cost-to-income ratio



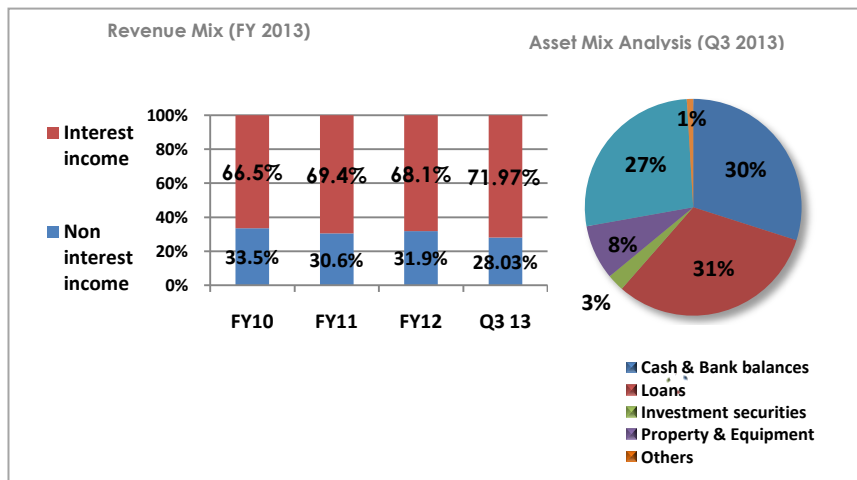
Deposits (N'trn)



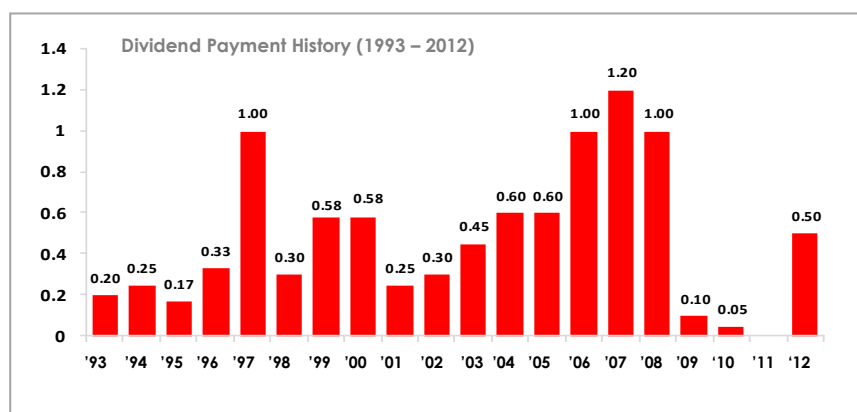
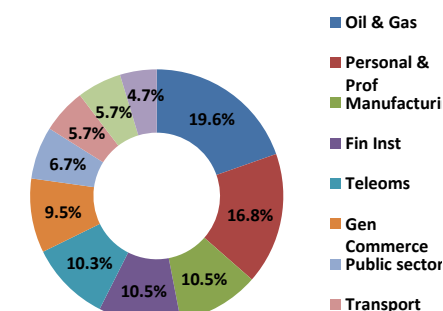
Return on Equity



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



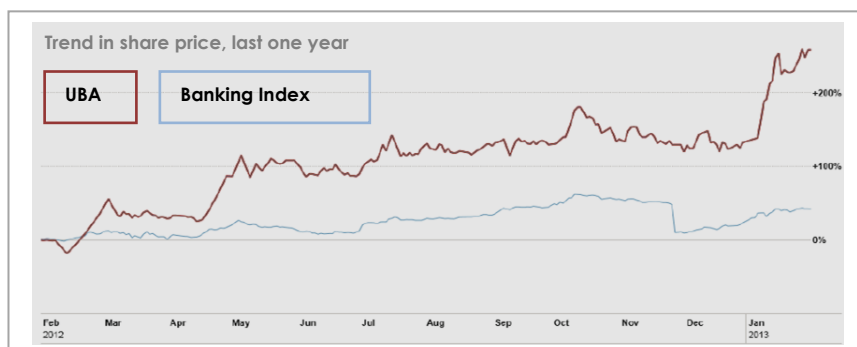
Group loan distribution: By Sector (Sep 30, 2013)



Equity snapshot as at 30 September 2013

NSE Ticker	UBA
Bloomberg Ticker	UBA NL
Recent share price (N)	7.55
Shares outstanding (mn)	32,981
Market Capitalization (N'bn)	248.33
Market Capitalization (\$'mn)	1,602.11
3-mth Avg. Trading Vol. (mn)	19.2
52-week High (N)	10.56
52-week Low (N)	4.16
Price-to-book (x)	1.40

Source: NSE, UBA Investor Relations



Board members

- Chief Israel Ogbue (Chairman)
- Amb. Joseph K. Ogbechie (VC)
- Phillips Oduoza (GMD/CEO)
- Kennedy Uzoka (DMD Resources)
- Apollos Ikpobe (DMD Domestic Bank)
- Emmanuel Nnorom (CEO, UBA Africa)
- Femi Olaloku (ED, Operations)
- Dan Okeke (ED, East & Abuja)
- Emeke Iweriebor (ED, Lagos & West)
- Obi Ibekwe (ED, HR & CS)
- 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)
- Abdulqadir J. Bello (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 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.

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.

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