



Corporate Fact Sheet

Who we are:

United Bank for Africa Plc (UBA) is the leading financial service institution in West Africa. Listed on the Nigerian Stock Exchange, UBA is rapidly evolving into a Pan African full service financial institution.

Our Vision

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

Our 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 and building an enduring institution

Products

UBA has a wide range of banc assurance and wealth management products and services.

Market

We serve over 7.2 million customers from about 706 branches and retail outlets within and outside Nigeria.

Staff Strength

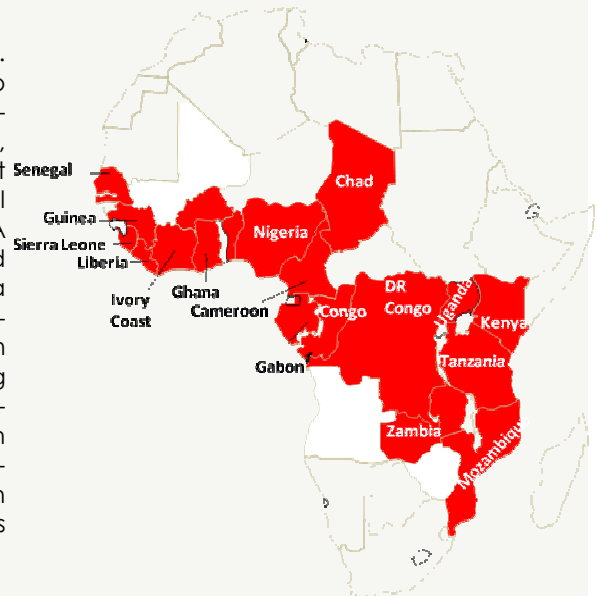
Almost 13,000 full time staff are employed worldwide.

Key facts:

- Founded in 1949
- 7.2 million customer accounts
- 620 branches in Nigeria
- 12,891 employees
- Global operations in 3 continents
- Over US\$12.1 billion in assets

Company History:

Our history dates back to 1949. UBA was the first Nigerian bank to list on the Nigerian stock exchange in 1970. In August 2005, UBA merged with Standard Trust Bank and acquired Continental Trust Bank. The consolidated UBA was borne out of a desire to lead the domestic market to a new era of global relevance by championing the creation of the Nigerian consumer finance market, leading a private/public sector partnership, supporting the acceleration of Nigeria's economic development, and growing the institution into a one-stop financial services institution.



Share Listings:

UBA is listed on the Nigerian Stock Exchange (NSE) and has an OTC GDR program with the Bank of New York

Share Price:

N2.71 as at Feb 29, 2012

Market Cap:

N87.6 billion (US \$0.57 billion)

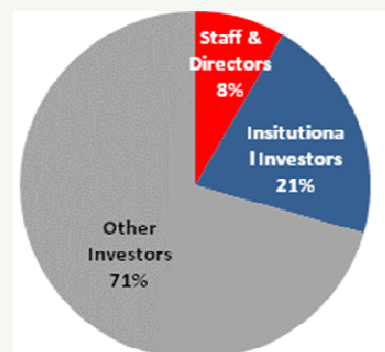
Contacts:

United Bank for Africa Plc
 Investor Relations
 Email: ir@ubagroup.com
 Telephone: +234-1-280-8936

International Reach:

UBA currently operates from Nigeria, Ghana, Cameroon, Cote d'Ivoire, Uganda, Sierra Leone, Liberia, Burkina Faso, Benin Republic, Senegal, Chad, Kenya, Tanzania, Gabon, Zambia, Guinea Conakry,, Democratic Republic of Congo, Mozambique and Congo Brazzaville, USA, Rep office in Paris, Cayman Islands and the UK. The 2011 financial year marked the end of the major expansion phase, and consolidation of the businesses is now the focus.

Shareholding Structure (as at December 2010):





Nigeria Macro facts:

GDP (FY10): N31 trillion (US\$2.07 billion)

Population (2010 est.): 155 million

Inflation (Dec 2011): 10.3%,

MPR (Jan 2012): 12%

Real GDP growth (3Q11): 7.4%,

Key industries:

Oil & Gas

Telecommunications

Agricultural products

Real Estate

Mining

Construction materials

Power

Group Structure:

The UBA group has 7 strategic business units and 4 strategic support units. The business units are:

1. **Nigeria North:** UBA Nigeria North is split into core north and Abuja. It covers the Northern region of Nigeria, whose economy is largely agrarian in nature. The region boasts thriving construction, real estate, agricultural and textile sectors and we provide services tailored to meet the need of key players in these sectors.
2. **Nigeria South:** UBA Nigeria South is split into South East and Lagos/West bank. It covers the southern part of Nigeria constituting 18 of the 36 states of the Federation. It provides services to large multinational and local customers across various industry lines including Oil and Gas, conglomerates, FMCG, construction.
3. **UBA Africa:** UBA Africa was set up to drive change in the future of African banking by taking advantage of trade financing opportunities across continent. Where similar forces are in play, it can leverage on the group's domestic success, experience and technology platform to deliver superior services in these markets.
4. **UBA Corporate Banking:** Created to spearhead the Bank's global expansion strategy with the mandate to provide wholesale, commercial, and transactional banking services across the group.
5. **UBA Treasury and Financial Institutions:** UBA Treasury and financial institutions consist of our treasury management, correspondent banking, responsible for developing and managing business relationships with banks and other financial institutions across the globe and integrating these relationships with the rest of UBA
6. **UBA Electronic and Retail Banking:** The growing African economy and increasing levels of income provides huge opportunities to extend retail credit first in Nigeria and then across other African countries in line with UBA's regional expansion drive. In view of the cash-lite initiative, this will deploy the bank's electronic platform to generate revenues
7. **UBA Capital:** Established to provide a bouquet of investment banking and capital market services and facilitate the distribution of the group's growing product lines leveraging on UBA's strong distribution network across the globe.

The 4 strategic support units are:

Group CFO, CRO, COO and HRD:

The **CFO** is responsible for maintaining and managing systems and processes that promote the financial efficiency and financial integrity of the Group's operations. The group **CRO** designs and manages systems and processes that continuously monitor risk and deliver regulatory compliance in all jurisdictions where UBA operates ensuring that risk is proactively identified and effectively managed across UBA Group. The **HRD** coordinates recruitment, staffing, development and compensation of employees across the group. The **COO** ensures efficient delivery of business infrastructure, operational controls and business oversight across UBA Group Shared Services.

Strategy:

UBA's strategy is:

- Increase market share to 25-30% over the medium term
- Grow deposits by 20%, loans by 15%v and achieve ROE of 20% in 2012
- Presence in major global financial centers
- Dominate retail banking in Nigeria.
- Achieve cost to income ratio of 65-70% by 2012
- Deploy risk management standards in key areas of our operations

Social Responsibility:

As one of West Africa's largest and most profitable banks, we realize that there is a need for a social contract between the bank, the community and its people. United Bank for Africa became the first bank in Nigeria to institute a foundation, UBA Foundation. Funded with 1% of PBT, UBA Foundation is committed to the socio-economic betterment of the communities in which the

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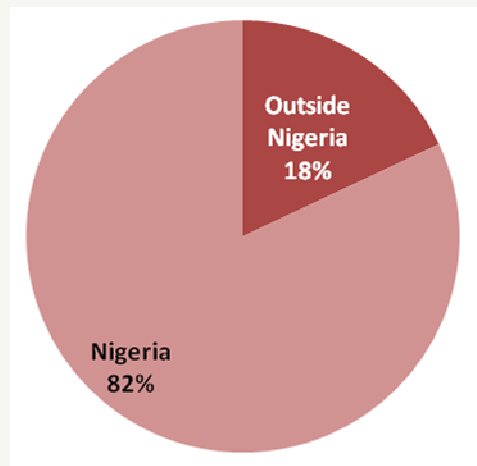
Investor Relations

Email: ir@ubagroup.com

Telephone: +234 1 280 8936



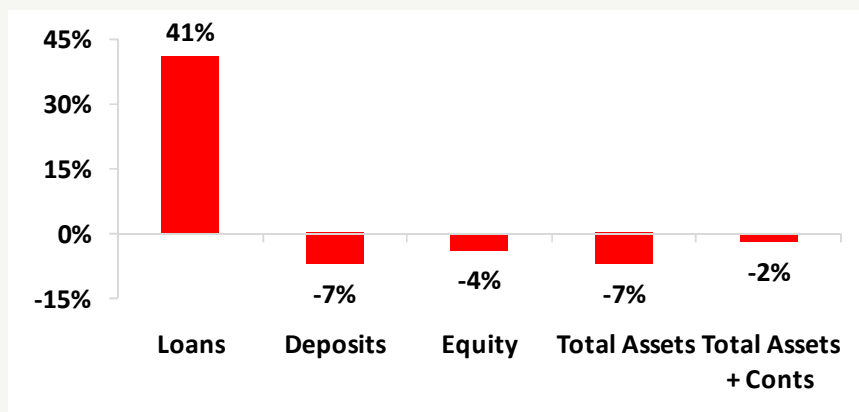
Distribution of Earnings By Geography:



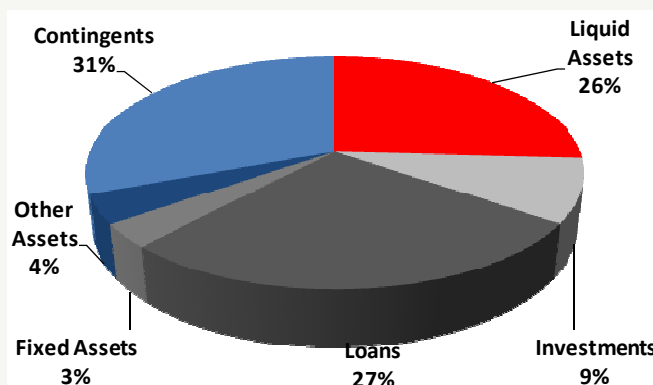
Income Statement:

Financial Year End	12mth (30/09/08)		15mth (30/09/09)		12mth (31/12/10)	
	N'mn	US \$'mn	N'mn	US \$'mn	N'mn	US \$'mn
Gross Earnings	169,581	1,163	246,725	1,692	185,186	1,235
Net interest income	75,350	517	118,189	811	70,776	472
Other income	52,877	363	68,877	472	67,441	450
Profit before tax & EI	56,815	390	13,662	94	15,885	106
Profit after tax	40,825	280	2,375	16	668	5

Growth in key Balance Sheet items:



Balance Sheet Mix:



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