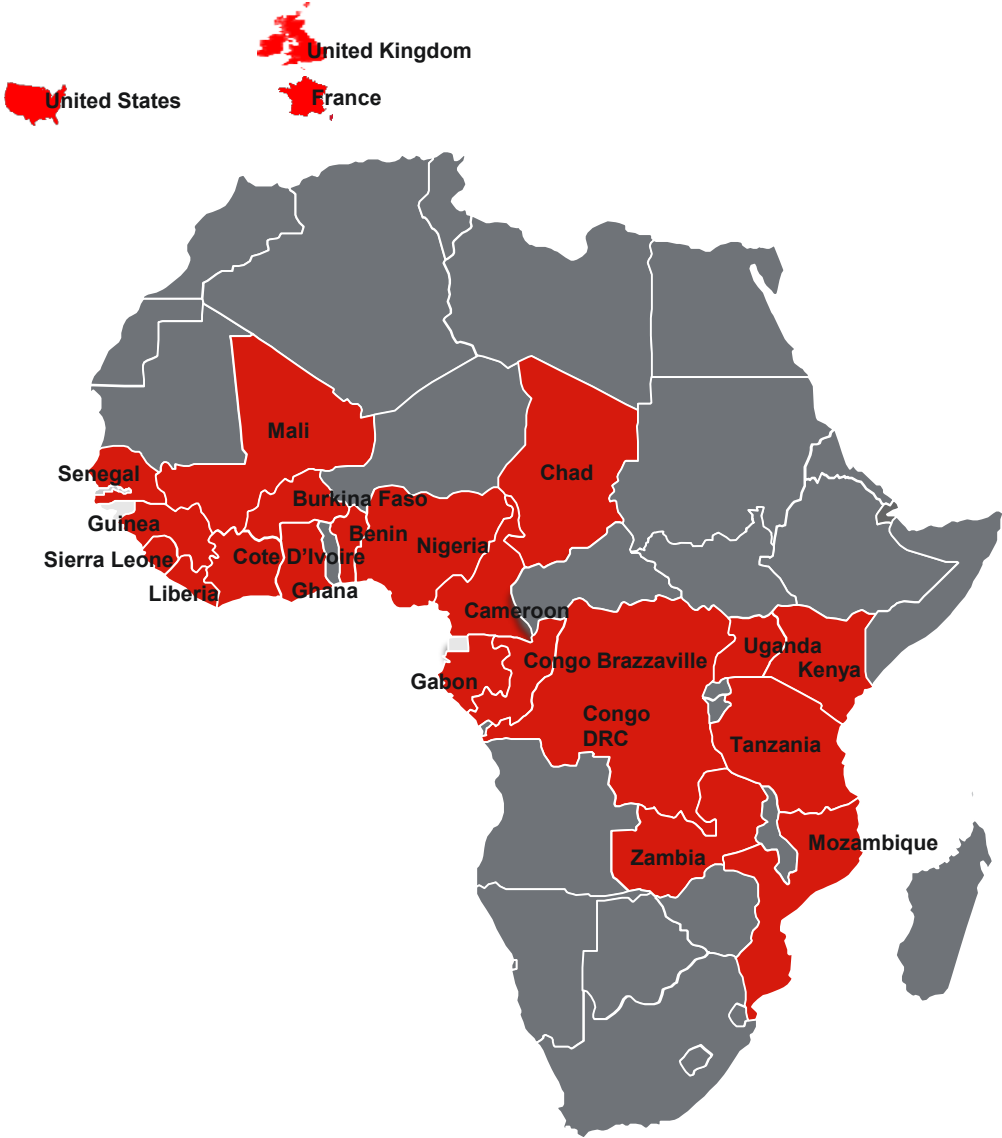




United Bank for Africa

The Leading Pan-African Bank.



Introduction to UBA Kenya

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United Bank for Africa Kenya is regulated by the Central Bank of Kenya



Introduction to UBA Kenya

At UBA Kenya, we deliver competitive banking solutions to our customers, leveraging our expert knowledge, capacity and unique position as part of an international banking group with presence in 20 African countries, the UK, France and the USA.

Our Public Sector, Corporate & Energy Banking, Institutional Banking, Retail Banking, Commercial Banking and Embassies Multilaterals and Developmental Organizations (EMDOs) capabilities are derived from our Group's robust financial strength, proven competence, strategic alliances and commitment, which we combine to professionally drive the benchmark for exceptional value delivery that will facilitate the realisation of the objectives of your institution.

Using our expertise and the Group's extensive spread across the continent, we aim to facilitate inter and intra African trade and also be the pivot for inflow of investment capital into Kenya.

Customers remain the cornerstone of our strategy compelling us to constantly seek for new and innovative ways to deliver exceptional service to all our customers daily as well as meet their ever growing and changing needs.

In November 2008, in line with UBA’s strategic objective of achieving Pan African status, UBA Kenya Bank Limited was incorporated as a wholly owned subsidiary of UBA Plc. The bank opted to establish a greenfield operation and opened its doors to the public on 7th October 2009, following licensing by the Central Bank of Kenya (CBK). The bank currently has three branches – Westlands, Upperhill and Industrial Area – all in Nairobi.

UBA Kenya boasts a robust governance structure with an experienced Board of Directors and with a highly professional executive management team with many years of experience in the local and international banking industry.

Financial Performance

The banks financial performance has been on upward trajectory with **347%** growth in PBT for the year 2019. As at March, 2020 the banks PBT, quarter on quarter, grew by **1,079%**.

	Dec-16	Dec-17	Dec-18	Dec-19	Dec-20
Profit Before Tax (in KES Millions)	50	14	24	106	55
Customer Deposits (in KES Billions)	1,947	2,993	6,039	6,932	7,77
Shareholders Funds (Kes Billions)	2,143	2,162	2,174	2,241	2,326
Total Assets (KES Billions)	5,579	6,505	15,332	16,088	18,753

At UBA Kenya, our goal is to be a significant financial partner in the key sectors highlighted below:

- **Embassies, Multilaterals and Development Organisations** operating both locally and internationally looking for a trusted and leading pan-African Bank for all their banking requirements
- **Corporate and Energy Bank:** positioned to be the Bank of choice by offering our stakeholders value added and customised financial solutions with a touch of professionalism. Our solutions are tailored to meet working capital requirements, asset acquisition, trade finance, foreign exchange, collections, and capital expenditure requirements of our customers across different sectors of the economy.
- **Public Sector:** we have a strong working relationship with the public sector in all our countries of operation, Kenya inclusive, whilst also supporting the fiscal operations and the long-term infrastructure finance needs of governments and agencies
- **Institutional Banking:** from fast growing firms to multinationals, our banking products and services are designed to meet the foreign exchange, trade services and other business needs of our clients
- **Commercial and Retail Banking:** our products and services are aimed at making banking and life easier for our clients

Corporate Products

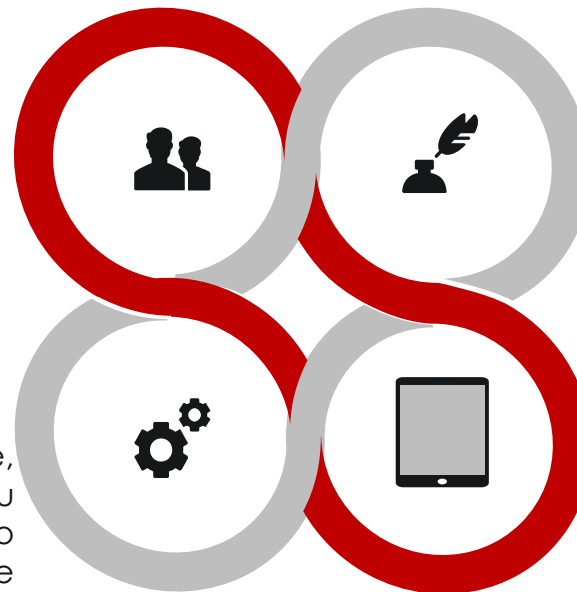
At UBA, we pay special attention to the peculiar needs of corporates and allow them to rise above their challenges. Some of the solutions we offer are:

- Term Loans
- Working Capital Financing including Overdraft
- Collection Solution (where applicable)
- Asset Finance
- Staff Scheme Loans

Working Capital & Trade Finance Solutions

By leveraging on our global reach and expertise, our range of financing solutions will help you manage risks and negotiate better credit terms to create more value for your business every time. The types of solutions offered are:

- Overdraft facilities
- Letters of Credit
- Bonds and Guarantees
- Invoice Discounting



Treasury Products

UBA provides investment accounts in both local and foreign currencies. The investment accounts provide a return on credit balances held and can be structured to be fit for purpose. Some of the options available include:

- Term Deposit
- Call Account
- Current Account

UBA also provides Fixed Income Securities and Forex Services (spot, forwards and swaps) at the most competitive rates to our clients.

Digital Banking Products

At UBA Kenya we deploy advanced technology platforms for convenient access to our channels

- Corporate E-banking
- Host to Host integration
- Cards – Debit and Pre-Paid
- Online and Point of Sale (POS) Acquiring
- Mobile Banking
- ATM

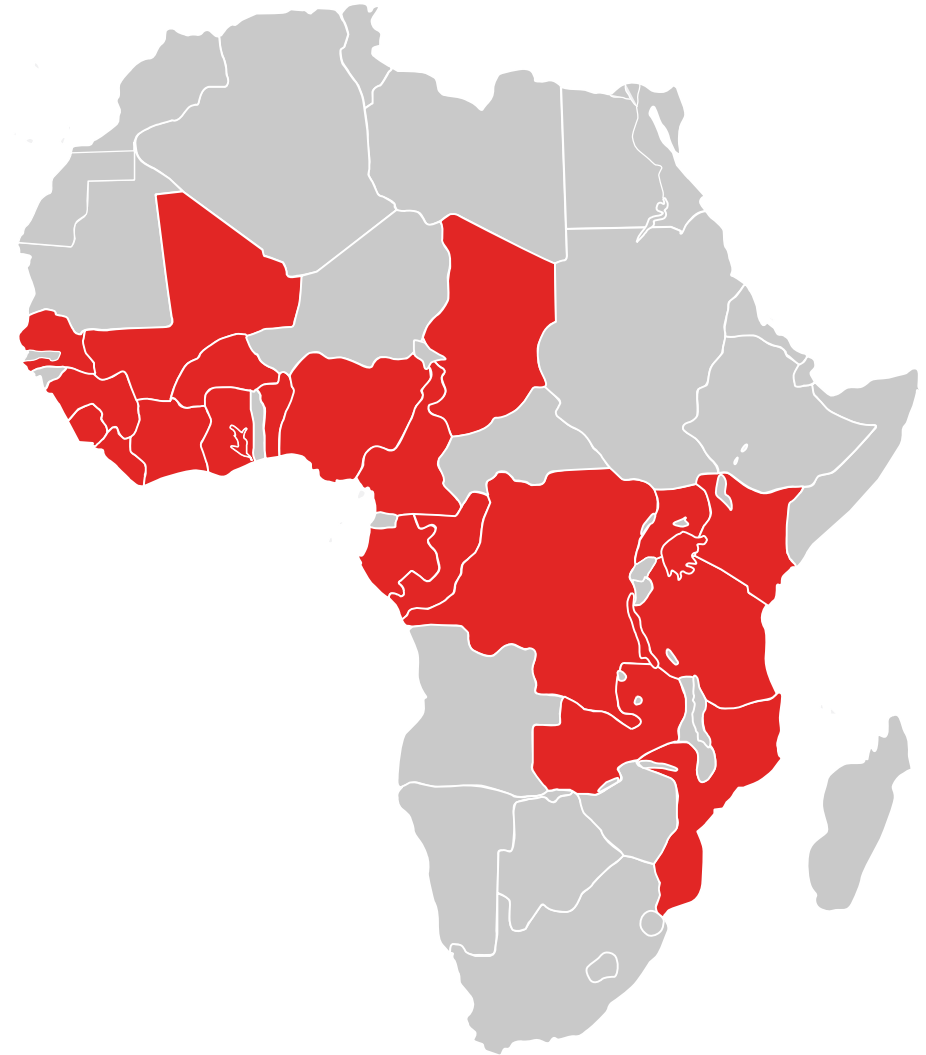
Pioneering innovation in the banking sector

We never stopped looking for ways to make banking simpler, smarter and better. In 2018, UBA launched the first virtual banker in the world through a product dubbed “**LEO**” that allows a customer to send money, buy airtime, check account balances, pay bills and a lot more with ease and convenience.



UBA Connect Account – one Africa, one Account

UBA brand strategy of being Africa's Global Bank has led to the launch of the UBA Connect Account that serves African traders and expatriates in over 20 African Countries seamlessly and supports intra-Africa trade between countries thereby growing the economies of these countries.



The background features a vibrant red-to-white gradient. On the left side, there is a large, intricate white graphic that resembles a gear or a stylized sun with multiple concentric layers of geometric shapes, including squares, triangles, and circles. This graphic is surrounded by smaller, scattered geometric patterns and floral motifs in a lighter shade of red. The text "Our Parent – UBA Plc" is centered in a bold, black, sans-serif font across the white horizontal band.

Our Parent – UBA Plc

Evolution of UBA Plc- Building a pan-African Platform

With a 70 year history, UBA is one of the strongest and most recognised banking brands to originate from Sub-Sahara Africa. Over the last 10 years, UBA has established a pan-African platform on the back of a successful Nigerian bank

1949 – 2008



12 presence countries

- Established brand in Nigeria
- Commenced operations in Cameroon, Cote D'Ivoire, Ghana, Liberia, Sierra Leone and Uganda
- Acquired majority interest in two banks, based in Burkina Faso and Benin
- Established New York and Paris operations and an associate in London

2009 – 2011



Grown to 22 presence countries

- Commenced operations in Chad, Congo Brazzaville, Congo DR, Gabon, Guinea, Kenya, Senegal, Tanzania, Uganda and Zambia

2012 – 2019

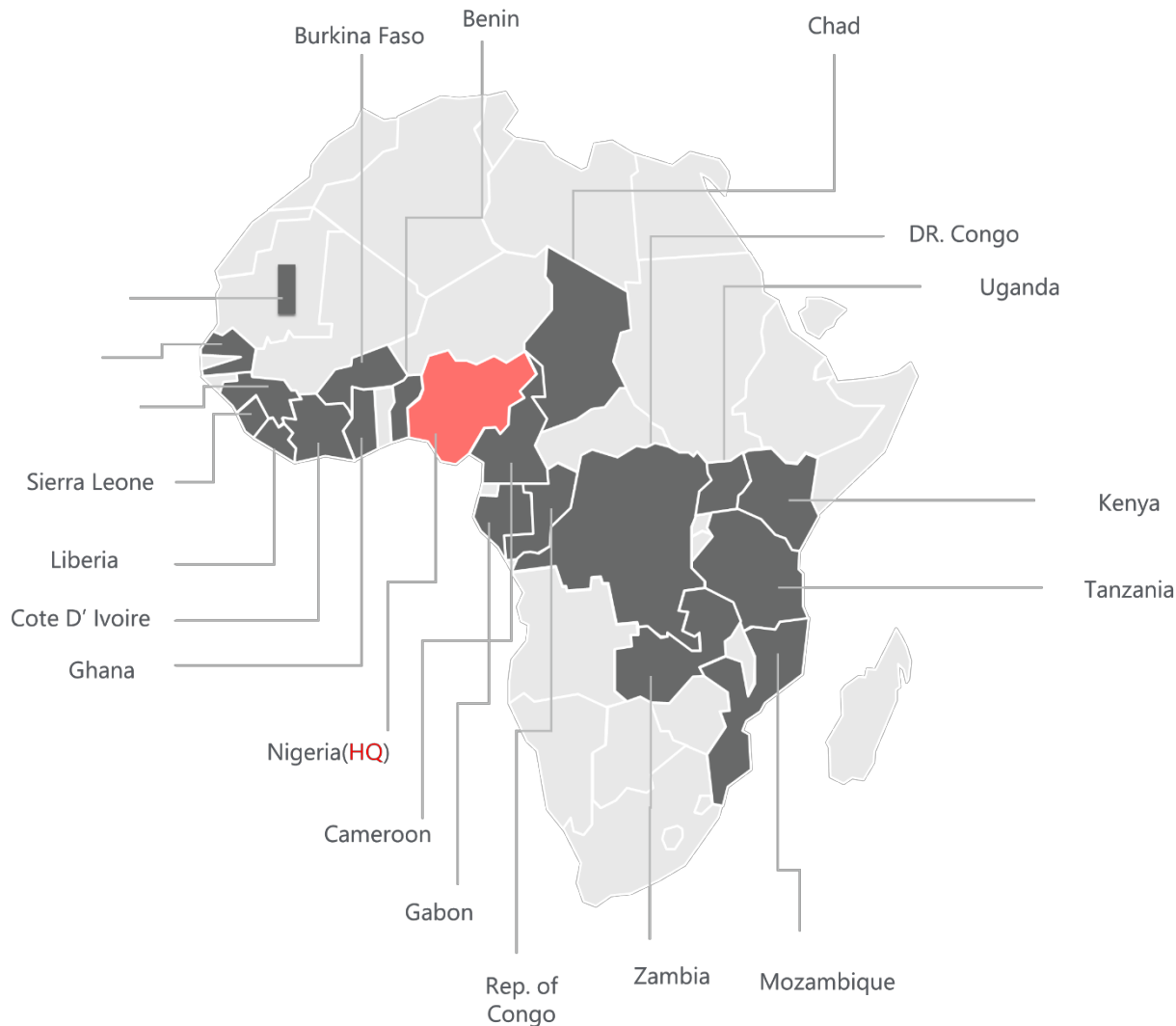


Consolidating in 23 presence countries

- London business got the authorisation of PRA and FCA to operate as a wholesale bank in 2018
- Operating in Mali since 2019
- Won 2019 Financial Times Banker Awards for: Best Overall Bank in Africa, Bank of the Year in Benin, Chad, Cote d'Ivoire, Gabon, Republic of Congo, and Sierra Leone

A Leading Full Service pan-African Business

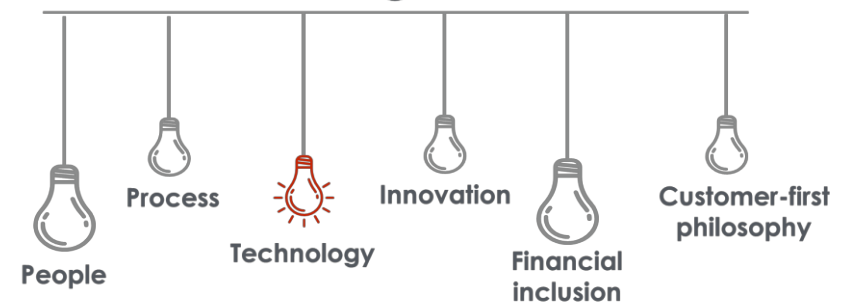
Footprint Across Africa



With a 70-year history, UBA is one of the strongest and most recognised banking brands to originate from Sub-Sahara Africa.

UBA has growing operations in 20 African countries, the UK, USA and France

Our Strategic Levers



UBA Plc Profile at a Glance

18 million+
Customers



20,000+
Staff*



20
African Countries

+
London
New York
Paris



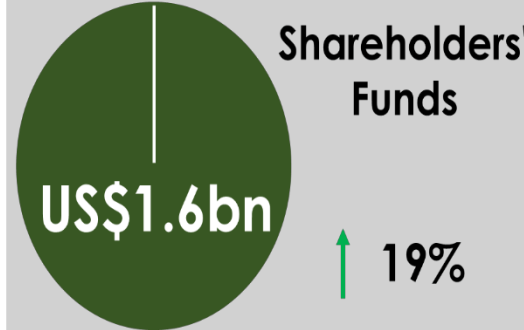
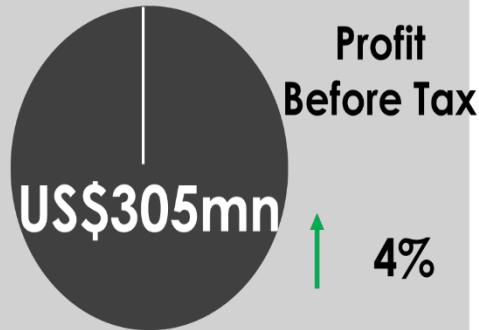
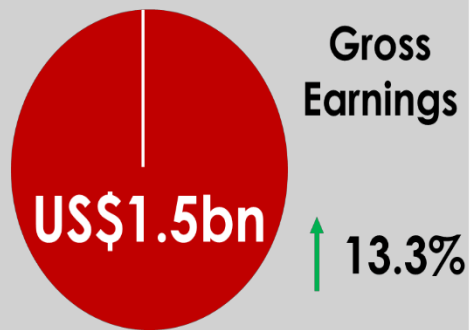
1,000+
Branches



2,561
ATMs



24,947
PoS



Assets ↑ 15% \$15.4bn	ROE 16.2%
Loans ↑ 20% \$5.9bn	ROA 1.7%
Deposits ↑ 14% \$11.2bn	CAR 23.4%

Funding, Liquidity & Capital (2019)

- Strong, stable CASA funding of 74%
- Relatively low cost of funds at 4%
- Headroom for lower CoF, on aggressive retail penetration
- Liquid balance sheet to fund emerging opportunities
- Strong BASEL II CAR at 23.4%

Asset Creation and Quality (2019)

- ₦6.6 trillion total assets
- Loan book focused on corporate, commercial and retail customers
- Geographic, sector and customer diversification reinforces the quality of the portfolio, with less vulnerability to macro and market volatilities

Profitability (2019)

- Annualised RoAE of 16.2%
- Annualised RoA of 1.7%
- Notable upside to NIM (6.3%), on the back of balance sheet efficiency
- Cost-to-Income ratio of 62.7%
- Profitability built on sustainability and long term value creation

Risk appetite (2019)

- Moderate risk appetite, with a good balance between profitability and sustainability
- Well diversified loan book: 5.0% NPL.
- Relatively low exposure to volatile sectors and segments of the market
- Strong governance structure and oversight

UBA's Credit Ratings

All rating agencies have “Stable Outlook” rating on UBA Plc



National

- Short-term: F1+ (nga)
- Long-term: AA- (nga)

International

- Short-term: B
- Long-term: B



International

- Long-term: B-



National

- Short-term: AA-



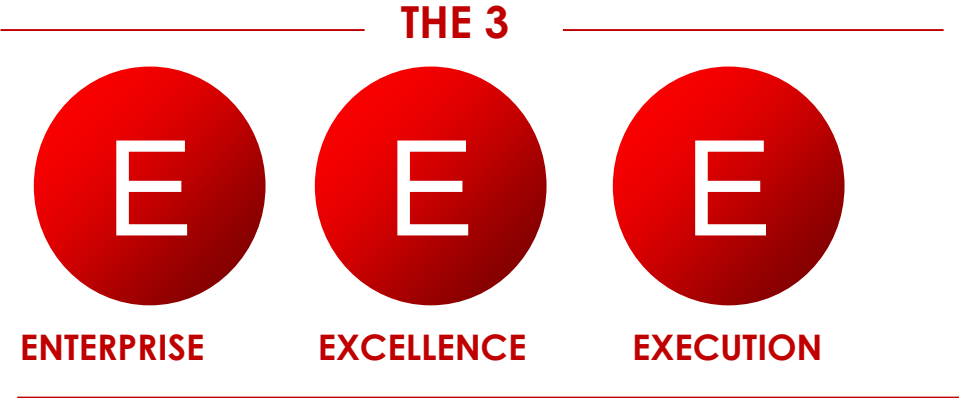
National

- Short-term: A1+ (NG)
- Long-term: AA - NG)

International

- Long-term: B+

Our Group's values



Excellent Service ... Delivered