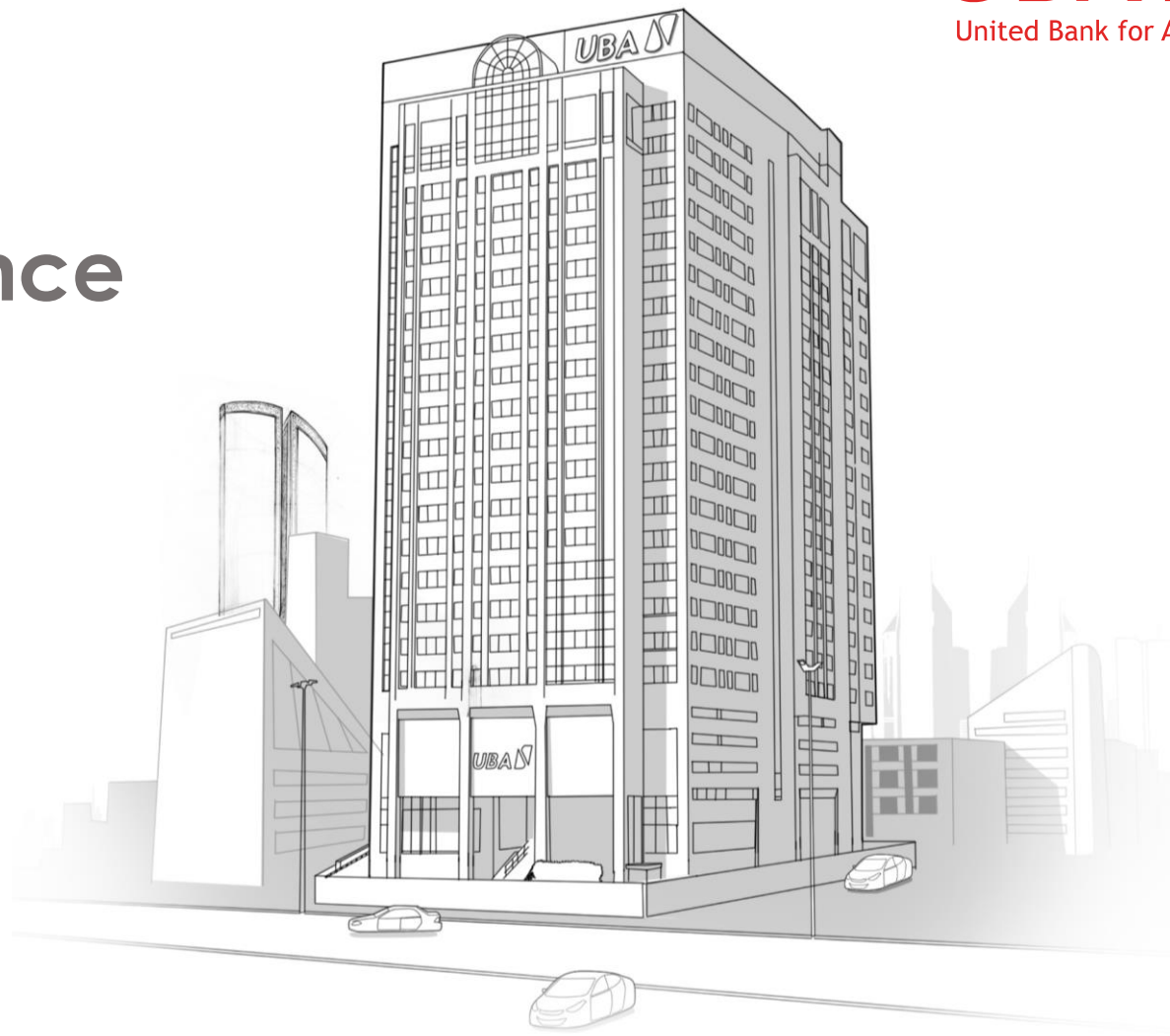


Board Audit & Governance Committee Meeting – Rest of Africa

By **ED/CEO, UBA Africa**
Abiola Bawuah

July 2023



01

Executive Summary

- May 2023 YTD PBT Performance
- Positioning for Top 3 Aspirations
- Positioning for SIB Status
- Awards & Recognitions

02

Financial Highlights

- PBT
- Deposits
- CASA
- Loans

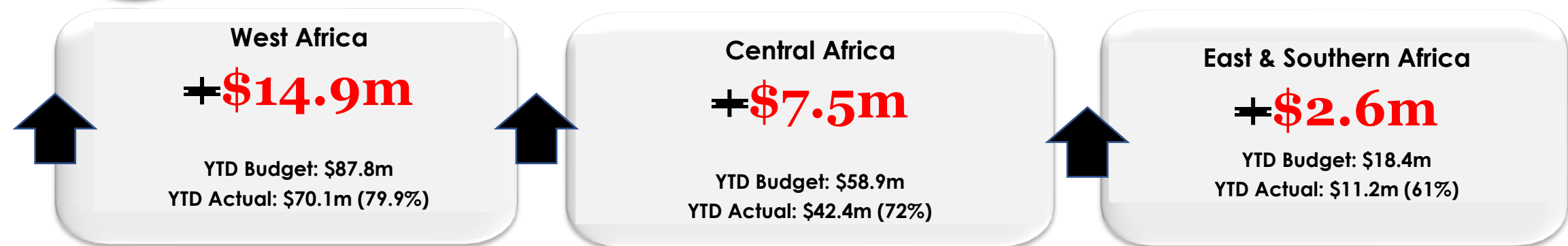
03

Turnaround Strategies Implemented

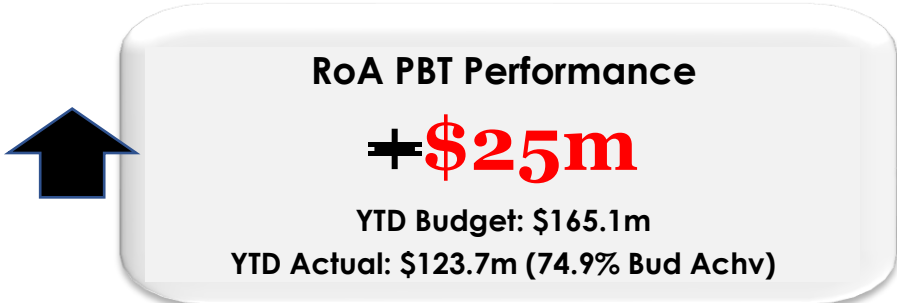
- Key Transactions Executed/Mandates Won

May 2023 PBT Performance

May PBT Snapshot



Rest of Africa PBT

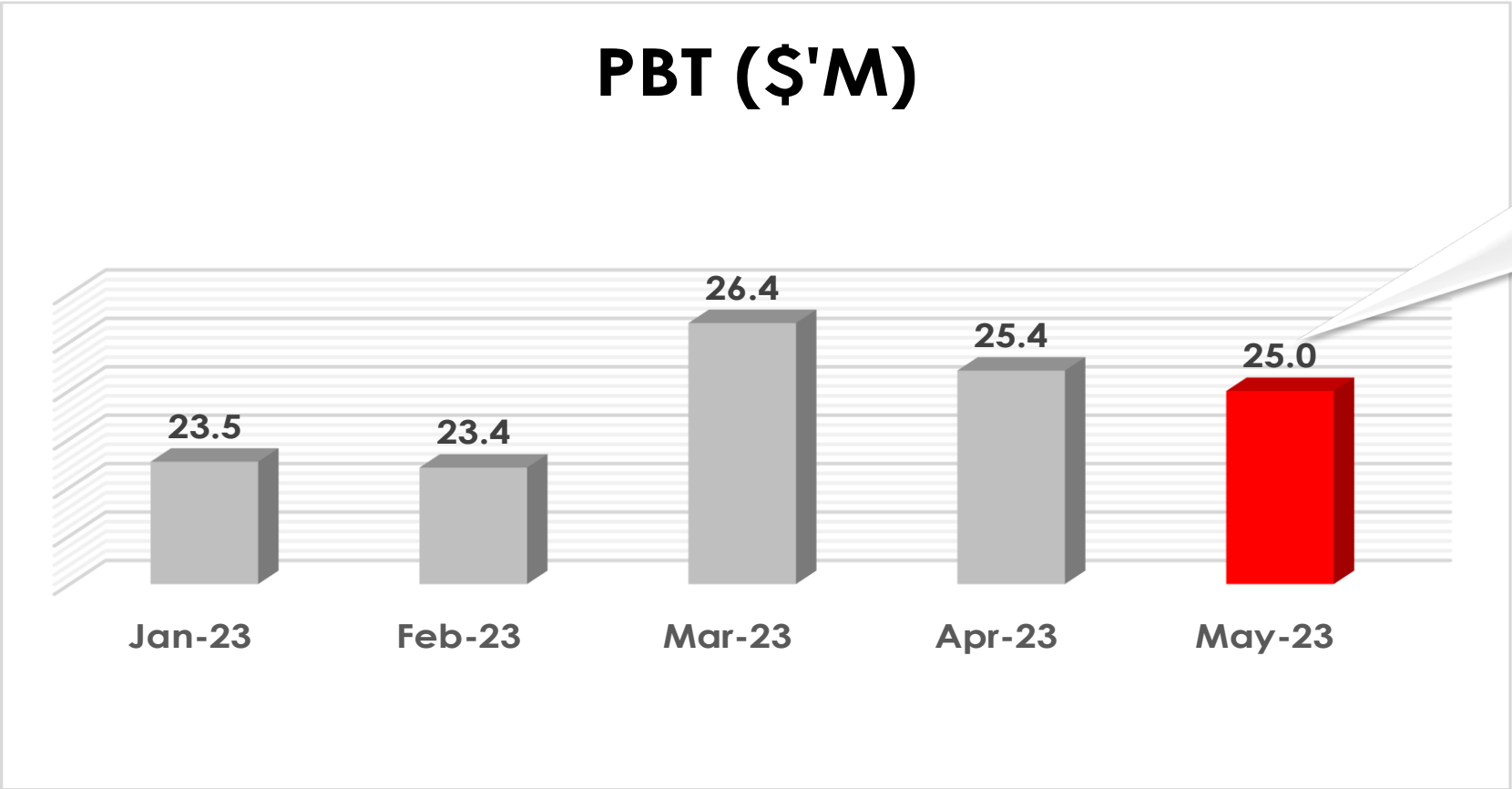


May Outstanding Digital Banking Income, stood at about **\$850,000**. ED-GCOO is pursuing collections/recoveries from affected countries. This would be reflected in the books in months of recoveries/collections.

Financial Highlights...

PBT Performance – A Trend Analysis...

PBT Performance between January and May 2023 showed sustained and consistent performance throughout the months...



May Outstanding Digital Banking Income, stood at about \$850,000. ED-GCOO is pursuing collections/ recoveries from affected countries. This would be reflected in the books in months of recoveries/collections.

- KEY INSIGHTS -

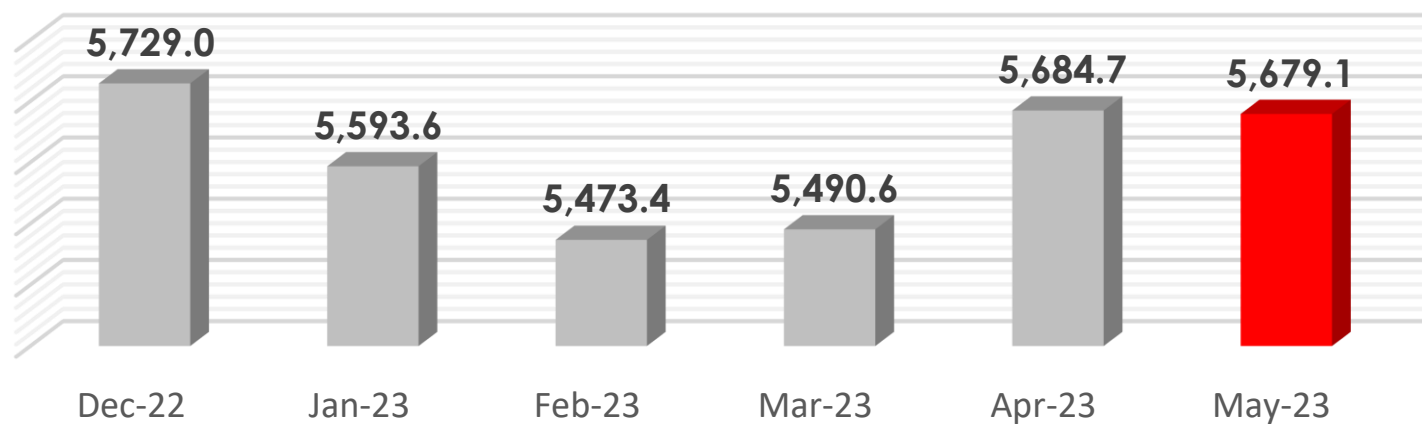
- UBA Africa maintained and sustained PBT performance throughout the months
- This led to YTD PBT Budget achievement of about 75% translating to \$123.7m

Financial Highlights...

Customer Deposits Performance – A Trend Analysis...

Highlight of Customer Deposit Performance between Jan and May 2023...

TOTAL DEPOSITS (\$BN)



- KEY INSIGHTS -

- UBA Africa's Customer Deposits closed at \$5.7bn as at May 31, 2023
- \$85.5m growth was recorded between Jan and May 2023 in Customer Deposits
- Aggressive customer deposits mobilisation has been activated across all countries of presence

UBA Africa (ex-Nigeria): Positioning for Top 3 Aspiration (PBT)

- **Sierra Leone, Chad and Congo Brazzaville** maintained and sustained **No 1 Bank Ranking in PBT Positioning**
- **Guinea, Liberia, and Cameroon** maintained and sustained **No 3 position in PBT**
- We would continue to drive all countries into Top 3 achievement of aspirations

S/N	SUBSIDIARIES	ACTUAL POSITION						Q1- 2023		PROJECTIONS	
		Dec-21	Q1- 22	Q2- 22	Q3- 22	Q4- 22				H1 - 2023	2023FY
WEST AFRICA											
1	Sierra Leone	1st	1st	1st	1st	1st		1st		1st	1st
2	Cote d'ivoire	8th	3rd	5th	9th	10th		10th		5th	5th
3	Mali	13th	12th	12th	12th	12th		12th		11th	11th
4	Burkina Faso	5th	5 th	5th	5th	5th		7th		4th	3rd
5	Senegal	6th	6th	6th	6th	8th		8th		8th	8th
6	Guinea	3rd	3rd	3rd	3rd	3rd		3rd		3rd	3rd
7	Ghana	12th	11th	12th	10th	4th		8th		8th	6th
8	Benin	4th	N/A	N/A	N/A	N/A		N/A		3rd	2nd
9	Liberia	3rd	3rd	3rd	3rd	3rd		3rd		1st	1st
CES AFRICA											
10	Gabon	4th	5th	4th	4th	4th		4th		4th	3rd
11	Congo DRC	8th	3rd	5th	9th	10th		N/A		8th	7th
12	Chad	2nd	1st	1st	1st	NA		NA		1st	1st
13	Cameroon	3rd	3rd	3rd	3rd	3rd		3rd		3rd	2nd
14	Congo Brazzaville	1st	1st	1st	1st	1st		1st		1st	1st
EAST & SOUTHERN AFRICA											
15	Zambia	9th	11th	11th	10th	10th		10th		9th	8th
16	Mozambique	12th	12th	8th	10th	8th		7th		9th	9th
17	Tanzania	18th	21st	18th	19th	18th		18th		19th	10th
18	Uganda	22nd	22nd	22nd	18th	24th		18th		15th	10th
19	kenya	39th	25th	38th	38th	36th		NA		28th	23rd

UBA Africa (ex-Nigeria): Positioning for SIB Status

- The following countries maintained their **Systemically Important Bank (SIB) status** in their various countries as at end of Q1-2023:
 - Sierra Leone, Liberia, Gabon, Chad, Cameroon and Zambia**
- We would continue to drive all countries into SIB Status achievement

S/N	SUBSIDIARIES	ACTUAL POSITION							PROJECTIONS		
		Dec-21	Q1- 22	Q2- 22	Q3- 22	Q4- 22			Q1- 2023	H1 - 2023	2023FY
WEST AFRICA											
1	Sierra Leone	10.6%	12.9%	11.8%	12.7%	12.7%		13.2%		13.5%	15.0%
2	Cote d 'Ivoire	3.1%	10.2%	6.5%	6.8%	3.3%		3.4%		7.0%	7.0%
3	Mali	1.8%	1.6%	1.5%	1.5%	1.5%		1,5%		3.0%	3.0%
4	Burkina Faso	6.9%	7.4%	7.5%	7.4%	7.1%		6.9%		8.9%	10.0%
5	Senegal	6.0%	6.0%	6.0%	6.0%	3.8%		3.8%		4.0%	4.0%
6	Guinea	5.9%	6.2%	6.6%	5.9%	6.3%		6.2%		8.0%	10.0%
7	Ghana	3.4%	3.6%	3.4%	3.2%	3.0%		2.7%		3.8%	4.3%
8	Benin	8.4%	8.4%	8.1%	8.4%	7.2%		7.1%		9.2%	10.0%
9	Liberia	18.3%	19.3%	20.2%	22.1%	21.1%		21.8%		24.2%	24.8%
CES AFRICA											
10	Gabon	16.1%	11.3%	9.1%	9.4%	12.4%		14.7%		12.0%	15.0%
11	Congo DRC	3.5%	N/A	2.0%	2.0%	1.1%		N/A		3.0%	4.0%
12	Chad	13.0%	15.2%	14.0%	7.8%	11.0%		10.7%		13.0%	14.0%
13	Cameroon	8.2%	11.9%	10.4%	10.5%	11.5%		11.0%		11.0%	12.5%
14	Congo Brazzaville	9.0%	12.8%	10.2%	NA	6.0%		6.0%		25.0%	25.0%
EAST & SOUTHERN AFRICA											
15	Zambia	9.0%	9.0%	9.0%	10.3%	14.8%		10.3%		9.0%	9.0%
16	Mozambique	0.4%	0.4%	1.1%	1.1%	1.8%		1.2%		2.0%	2.0%
17	Tanzania	0.1%	0.2%	0.3%	0.3%	0.2%		0.3%		0.3%	1.7%
18	Uganda	1.4%	1.6%	1.4%	1.2%	1.0%		1.1%		1.5%	2.0%
19	Kenya	0.3%	0.3%	0.3%	0.3%	0.2%		NA		0.5%	1.0%

Awards and Recognition...

Customer Experience...

KPMG AWARD



Ghana



1	UBA Ghana	81.40	CX Score out of 100
2	Standard Chartered Bank	79.00	CX Score out of 100
3	ABSA Ghana	74.63	CX Score out of 100
4	CalBank PLC	72.16	CX Score out of 100
5	NIB	71.81	CX Score out of 100

- The publication includes insights from the retail segment, CX practitioners, SMEs and corporate clients across the 23 banks in Ghana
- 16 Customer Experience (CX) practitioners were surveyed and focused interviews were conducted to garner further insights into CX in Ghana's banking industry
- The study covered 1,820 retail customers, 200 SMEs and 106 corporate institutions.



Cameroon



Customer Experience
TouchPoints
Group

2022 Customer Service CEO Award of the Year

Other Awards and Recognition...



UBA Ghana continues to get recognition for delivering exceptional banking solutions to customers...



Global Business Magazine

Award Winner 2023

Best CSR Bank Ghana 2023

International Business Magazine



Award Winner 2023

- Preferred Banking Platform Ghana 2023
- Preferred Bank for Business Ghana 2023



World Business Outlook Awards 2023

- Best Banking Services Provider Ghana 2023
- Leading Financial Services Institutions Ghana 2023
- Banking CEO of the Year Ghana 2023 (Mr. Chris Ofikulu)

Ghana West Africa Business Excellence Awards



CSR Bank of the Year

Other Awards and Recognition...

Kenya and Zambia were recognized for Excellence in Product Innovation and CSR Excellence in Education...



Excellence In Product Innovation Award for LEO

EXIBEX



4th Zambia CSR & Responsible Business Awards 2023

CSR Excellence in Education – Adult literacy Programme



PBT Achievement YTD May 2023

All figures in US\$'M

UBA WEST AFRICA															
Subsidiary	Jan-23	Feb-23	Mar-23	Apr-23	May-23	May -2023 Grwt	May -2023 Grt Budget	Achievmt %	May YTD Grt	May YTD Grt Budget	Achievmt %	FY Budget Gap	Monthly Run Rate	FY Target	June 2023 Plan
Ghana	5.31	4.63	5.09	3.68	3.96	0.28	4.43	✓ 89.5%	22.67	19.92	✓ 113.8%	21.59	3.08	44.3	4.4
Benin	0.76	0.76	0.76	0.91	0.91	-	1.28	✓ 71.0%	4.10	5.76	✓ 71.1%	8.71	1.24	12.8	1.3
Burkina Faso	1.47	0.64	1.25	1.50	1.60	0.10	2.44	✓ 65.7%	6.46	10.96	✓ 58.9%	17.90	2.56	24.4	2.4
Cote D'Ivoire	2.31	2.72	2.92	2.36	2.40	0.04	2.95	✓ 81.4%	12.71	13.26	✓ 95.8%	16.76	2.39	29.5	2.9
Liberia	0.29	0.22	0.88	0.18	0.91	0.73	1.05	✓ 87.0%	2.49	4.72	✓ 52.7%	7.99	1.14	10.5	1.0
Sierra Leone	1.49	1.43	1.63	1.56	1.78	0.22	2.29	✓ 77.9%	7.88	10.28	✓ 76.7%	14.97	2.14	22.9	2.3
Mali	0.03	0.00	0.09	0.07	0.06	(0.01)	0.12	✗ 49.6%	0.24	0.56	✗ 43.7%	0.99	0.14	1.2	0.1
Senegal	0.97	1.24	1.01	1.45	1.55	0.10	2.56	✓ 60.6%	6.22	11.50	✓ 54.0%	19.35	2.76	25.6	2.6
Guinea	1.35	1.06	1.54	1.63	1.74	0.11	2.40	✓ 72.6%	7.32	10.79	✓ 67.9%	16.65	2.38	24.0	2.4
SUB-TOTAL	13.98	12.70	15.16	13.33	14.91	1.58	19.50	✓ 76.5%	70.09	87.75	✓ 79.9%	124.91	17.84	195.00	19.50
UBA CENTRAL AFRICA															
Gabon	0.84	1.00	1.14	1.11	1.01	(0.11)	1.70	✗ 59.1%	5.09	7.65	✓ 66.5%	11.91	1.70	17.0	1.7
Cameroon	2.80	4.26	4.65	4.08	3.54	(0.54)	6.12	✗ 57.8%	19.33	27.54	✓ 70.2%	41.87	5.98	61.2	6.1
Chad	1.47	1.13	1.60	1.29	1.14	(0.15)	1.92	✗ 59.2%	6.62	8.64	✓ 76.6%	12.58	1.80	19.2	1.9
Congo Brazzaville	2.09	2.19	2.31	2.40	2.27	(0.13)	2.70	✓ 84.0%	11.26	12.15	✓ 92.7%	15.74	2.25	27.0	2.7
Congo DRC	0.34	0.41	(0.57)	0.38	(0.46)	(0.84)	0.65	✗ 0.0%	0.10	2.93	✗ 3.3%	6.40	0.91	6.5	0.6
SUB-TOTAL	7.53	8.99	9.13	9.25	7.49	(1.77)	13.09	✗ 57.2%	42.40	58.91	✓ 72.0%	88.50	12.64	130.90	13.09
UBA EAST & SOUTHERN AFRICA															
Zambia	0.76	0.79	0.73	0.85	0.91	0.06	1.57	✗ 57.8%	4.04	7.09	✗ 57.0%	11.71	1.67	15.7	1.6
Mozambique	0.89	0.87	1.34	1.46	1.15	(0.31)	1.24	✓ 93.2%	5.71	5.56	✓ 102.8%	6.64	0.95	12.4	1.2
Tanzania	0.20	0.19	0.21	0.21	0.42	0.21	0.45	✓ 93.3%	1.23	2.02	✓ 60.6%	3.27	0.47	4.5	0.4
Kenya	(0.21)	(0.38)	(0.43)	0.01	(0.34)	(0.34)	0.27	✗ 0.0%	(1.35)	1.21	✗ 0.0%	4.04	0.58	2.7	0.3
Uganda	0.37	0.25	0.24	0.29	0.44	0.15	0.56	✓ 78.3%	1.60	2.54	✓ 63.1%	4.04	0.58	5.6	0.6
SUB-TOTAL	2.02	1.72	2.09	2.82	2.59	(0.23)	4.09	✓ 63.2%	11.23	18.42	✓ 61.0%	29.70	4.24	40.93	4.09
UBA AFRICA	23.53	23.41	26.39	25.41	24.99	(0.42)	36.68	✓ 68.1%	123.72	165.07	✓ 74.9%	243.11	34.73	366.83	36.68

✓ Consolidated PBT for the month stood at about \$25m translating to 68.1% achievement of May Plan/Commitment

✓ YTD PBT achievement stood at \$123.7m which represents 74.9% YTD budget achievement

✓ West, CES and ESA achieved about 80%, 72% and 61% of their YTD PBT budgets respectively

✓ Only Congo DRC and Kenya closed the month in a loss position

May 2023 OUTSTANDING INCOME - All figures in US\$

COUNTRY	FEE TYPE	OUTSTANDING AMOUNT(\$)
Ghana	E-Bundle fees	150,000
Cote D'Ivoire	Markup April and May	496,509
Senegal	Mark up and e-bundle	46,000
Mali	Mark up 16th-30th May	6,500
Guinea	SMS Alert fees	18,000
WEST AFRICA		717,009
Gabon	e-bundle	84,000
CEMAC		84,000
Tanzania	Card Maintenance	12,000
Zambia	Income recovery	35,000
ESA		47,000
ROA		848,009

Performance Highlight : Total Deposit Growth (Average) – 31 May 2023

All figures in US\$'M

UBA WEST AFRICA									
Subsidiary	Dec 2022	Jan-23	Feb-23	Mar-23	Apr-23	May-23	May YTD Grt	May Grt Budget	Achievmt %
Ghana	549.37	394.17	396.22	404.37	424.14	407.96	(141.41)	239.93	0%
Sierra Leone	109.68	104.29	108.10	108.15	114.38	113.74	4.06	61.28	7%
Liberia	202.89	200.66	202.37	205.04	205.54	211.97	9.08	108.05	8%
Cote D'Ivoire	890.58	866.45	805.84	798.26	806.23	841.70	(48.88)	417.96	0%
Burkina Faso	662.03	640.18	609.33	635.48	641.89	622.99	(39.04)	418.68	0%
Benin	436.37	455.60	437.17	458.73	475.96	448.07	11.70	222.07	5%
Senegal	407.30	377.68	428.04	354.02	356.82	368.78	(38.53)	317.10	0%
Mali	95.14	96.31	88.85	85.82	94.33	93.10	(2.04)	55.38	0%
Guinea	254.72	246.77	233.51	247.00	258.86	267.69	12.97	134.77	10%
SUB-TOTAL	3,608.10	3,382.12	3,309.43	3,296.89	3,378.16	3,376.00	(232.10)	1,975.24	0%

✓ CEMAC and ESA achieved a YTD growth in Total Deposit of about \$110m and \$73m respectively

UBA CENTRAL AFRICA									
Cameroon	862.03	886.23	862.61	874.29	920.01	925.43	63.39	456.80	14%
Chad	209.06	235.80	227.06	233.72	236.05	231.69	22.63	117.09	19%
Gabon	197.39	201.32	184.26	196.17	210.73	193.00	(4.39)	94.07	0%
Congo Brazzaville	235.19	244.67	244.41	245.19	257.25	247.54	12.35	137.25	9%
Congo DRC	198.66	202.69	205.71	218.78	216.88	214.47	15.81	127.87	12%
SUB-TOTAL	1,702.33	1,770.71	1,724.05	1,768.15	1,840.92	1,812.13	109.80	933.08	12%

✓ This translates to 12% and 17% YTD budget achievement respectively

UBA EAST & SOUTHERN AFRICA									
Kenya	57.16	57.49	53.83	54.11	57.87	58.38	1.22	123.94	1%
Zambia	136.22	158.50	155.08	146.48	187.22	186.38	50.16	91.99	55%
Uganda	93.52	86.02	91.03	85.36	87.92	86.30	(7.22)	80.69	0%
Tanzania	65.45	68.39	67.54	75.80	74.21	83.16	17.71	81.18	22%
Mozambique	66.18	70.37	72.41	63.82	58.41	76.78	10.60	59.18	18%
SUB-TOTAL	418.53	440.78	439.89	425.58	465.64	491.00	72.47	436.98	17%

✓ We have activated aggressive drive for low-cost deposit mobilisation across all regions for improved performance

UBA AFRICA	5,728.96	5,593.60	5,473.37	5,490.61	5,684.72	5,679.13	(49.83)	3,345.30	0%
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Performance Highlight : Total CASA Deposit Growth (Average) – 31 May 2023

All figures in US\$'M

UBA WEST AFRICA									
Subsidiary	Dec 2022	Jan-23	Feb-23	Mar-23	Apr-23	May-23	May YTD Grt	May Grt Budget	Achievmt %
Ghana	466.6	338.0	340.2	347.1	366.9	345.8	(120.8)	192.9	0%
Sierra Leone	98.1	93.3	97.7	97.0	99.8	100.8	2.7	35.1	8%
Liberia	199.1	198.0	200.1	202.8	203.3	209.7	10.6	23.0	46%
Cote D'Ivoire	826.6	804.8	752.1	756.3	763.3	798.8	(27.9)	384.5	0%
Burkina Faso	562.5	541.7	512.7	539.3	552.8	537.8	(24.8)	351.4	0%
Benin	301.1	326.6	311.4	321.4	333.8	311.9	10.9	177.7	6%
Senegal	348.9	320.7	371.1	294.1	299.4	308.2	(40.7)	280.1	0%
Mali	81.6	82.0	74.5	71.0	79.2	78.1	(3.5)	46.3	0%
Guinea	236.8	230.0	216.5	229.4	241.2	250.2	13.4	79.0	17%
SUB-TOTAL	3,121.3	2,935.1	2,876.5	2,858.4	2,939.7	2,941.3	(180.0)	1,570.0	0%

UBA CENTRAL AFRICA									
Cameroon	642.5	646.8	631.0	659.6	712.9	713.5	71.0	370.0	19%
Chad	199.8	223.9	215.4	221.7	223.7	220.4	20.6	112.4	18%
Gabon	150.1	156.6	143.5	149.3	168.1	149.5	(0.6)	75.3	0%
Congo Brazzaville	172.2	177.4	171.6	170.9	175.3	159.1	(13.0)	117.9	0%
Congo DRC	157.9	161.9	165.0	177.5	177.5	177.0	19.1	107.4	18%
SUB-TOTAL	1,322.5	1,366.7	1,326.4	1,379.0	1,457.5	1,419.5	97.1	783.0	12%

UBA EAST & SOUTHERN AFRICA									
Kenya	42.0	43.7	38.2	41.3	43.5	45.4	3.4	52.0	7%
Zambia	57.1	83.9	80.6	75.9	88.0	90.1	33.1	48.4	68%
Uganda	66.1	59.0	62.5	60.1	61.8	60.0	(6.1)	35.8	0%
Tanzania	54.1	58.8	58.2	67.4	66.9	75.8	21.6	41.8	52%
Mozambique	54.7	63.1	59.7	56.8	51.2	67.8	13.1	30.2	43%
SUB-TOTAL	273.9	308.5	299.2	301.5	311.3	339.0	65.1	208.1	31%

UBA AFRICA	4,717.7	4,610.2	4,502.0	4,538.9	4,708.5	4,699.9	(17.9)	2,561.2	0%
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- ✓ CEMAC and ESA achieved a YTD growth in Total CASA Deposit of about \$97m and \$65m respectively
- ✓ This translates to 12% and 31% YTD budget achievement respectively
- ✓ All countries have been advised to focus more on low-cost deposit mobilisation and driven aggressively for a strong H1-2023 finishing

Performance Highlight : Total Loan Growth – 31 May 2023

All figures in US\$'M

UBA WEST AFRICA									
Subsidiary	Dec 2022	Jan-23	Feb-23	Mar-23	Apr-23	May-23	May YTD Grt	May Grt Budget	Achievmt %
Ghana	185.9	154.0	149.6	151.7	146.6	137.2	(48.8)	82.3	0%
Sierra Leone	13.1	13.0	13.4	13.4	14.0	16.8	3.7	12.3	30%
Liberia	32.1	32.9	32.6	33.0	32.6	31.6	(0.4)	22.5	0%
Cote D'Ivoire	344.4	361.9	353.0	364.1	366.4	365.7	21.4	171.2	12%
Burkina Faso	304.6	305.0	292.7	295.6	307.1	302.0	(2.6)	213.5	0%
Benin	156.5	161.5	156.2	162.9	192.4	189.9	33.4	79.7	42%
Senegal	197.6	181.2	165.4	166.6	164.4	152.5	(45.1)	254.3	0%
Mali	83.2	83.0	75.8	74.4	75.0	79.2	(4.0)	48.5	0%
Guinea	49.1	50.3	49.1	48.7	41.3	42.8	(6.3)	47.1	0%
SUB-TOTAL	1,366.5	1,342.9	1,287.8	1,310.5	1,339.9	1,317.7	(48.8)	931.4	0%

UBA CENTRAL AFRICA									
Cameroon	411.5	393.8	378.7	380.4	387.8	406.0	(5.4)	207.8	0%
Chad	91.5	91.5	85.8	85.9	77.5	77.3	(14.2)	43.1	0%
Gabon	56.7	59.6	54.1	55.0	55.0	51.2	(5.5)	36.9	0%
Congo Brazzaville	130.7	130.7	125.2	124.2	138.8	137.9	7.3	67.5	11%
Congo DRC	78.3	77.1	73.3	71.8	69.6	65.8	(12.6)	63.9	0%
SUB-TOTAL	768.6	752.7	717.2	717.3	728.6	738.2	(30.4)	419.3	0%

UBA EAST & SOUTHERN AFRICA									
Kenya	26.8	23.4	20.9	24.2	19.2	16.3	(10.5)	68.6	0%
Zambia	18.4	17.9	16.1	15.3	20.4	21.8	3.4	36.4	9%
Uganda	24.5	26.2	28.2	27.5	29.4	32.1	7.6	44.4	17%
Tanzania	29.1	28.3	27.8	27.0	26.1	28.0	(1.1)	53.5	0%
Mozambique	23.2	23.0	22.8	23.6	24.4	22.7	(0.5)	25.0	0%
SUB-TOTAL	122.0	118.8	115.9	117.6	119.6	121.0	(1.1)	227.9	0%

UBA AFRICA	2,257.1	2,214.4	2,120.9	2,145.3	2,188.1	2,176.9	(80.3)	1,578.6	0%
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✓ The following countries recorded YTD growth in Total Loan within the period under review

✓ Their YTD Budget achievement stood at:

- ✓ Sierra Leone – 30%
- ✓ Cote D'Ivoire– 12%
- ✓ Benin – 42%
- ✓ Congo Brazza -11%
- ✓ Zambia – 9%
- ✓ Uganda – 17%

Performance Highlight : Treasury Performance YTD May 2023

All figures in US\$'000

USD'000	Q1	Apr-23	May-23	MONTHLY BUDGET	MONTHLY ACH %	YTD	YTD BUDGET	YTD ACH %	FULL YR BUD
COUNTRY									
Ghana	12,208	3,453	3,723	1,950	191%	19,384	8,775	221%	19,500
Liberia	930	380	328	576	57%	1,310	2,592	51%	5,760
Sierra Leone	3,145	1,106	1,110	1,040	107%	5,362	4,680	115%	10,400
Benin	330	358	337	1,180	29%	1,025	5,310	19%	11,800
Burkina Faso	1,839	637	603	1,077	56%	3,079	4,847	64%	10,770
Cote D'Ivoire	4,077	843	1,037	3,137	33%	4,920	14,115	35%	31,367
Senegal	1,740	621	2,151	736	292%	4,512	3,313	136%	11,132
Mali	353	118	172	12	1445%	643	54	1201%	119
Guinea	2,026	700	787	959	82%	3,512	4,315	81%	9,588
WEST AFRICA	26,649	8,217	10,247	10,667	96%	43,748	48,000	91%	110,436
Cameroon	8,022	1,154	1,742	2,428	72%	10,903	10,924	100%	24,275
Congo Brazzaville	6,911	2,092	1,377	840	164%	10,380	3,440	302%	16,800
Gabon	1,771	774	684	706	97%	3,229	2,683	120%	7,060
Chad	2,007	540	618	844	73%	3,165	3,292	96%	8,442
Congo DRC	1,346	1,012	636	137	464%	2,995	524	572%	1,370
CEMAC	20,057	5,572	5,058	4,955	102%	30,686	20,863	147%	57,947
Kenya	648	321	221	212	104%	1,190	844	141%	2,120
Tanzania	270	179	224	157	143%	673	643	105%	1,570
Uganda	915	292	351	373	94%	1,558	1,333	117%	3,730
Zambia	2,229	806	942	1,000	94%	3,977	3,620	110%	10,000
Mozambique	2,815	1,029	937	663	141%	4,781	2,568	186%	6,625
ESA	6,877	2,626	2,676	2,405	111%	12,179	9,007	135%	24,045
ROA	53,583	16,415	17,980	18,026	100%	86,613	77,870	111%	203,898

✓ UBA Rest of Africa recorded 111% YTD Budget achievement as at the end of May 2023

✓ The following countries recorded over 100% YTD budget achievement:

✓ Ghana, Sierra Leone, Senegal, Mali, Cameroon, Congo Brazzaville, Gabon, Congo DRC, Kenya, Tanzania, Uganda, Zambia and Mozambique

✓ This performance would be sustained and surpassed in June 2023

Trade Volume

All figures in US\$'M

UBA WEST AFRICA									
Subsidiary	Jan-23	Feb-23	Mar-23	Apr-23	May-23	May -2023 Grwt	May YTD Grt	May YTD Grt Budget	Achievmt %
Ghana	59.20	67.95	74.87	56.62	78.56	21.93	337.19	818	41%
Sierra Leone	53.43	56.95	64.19	54.87	62.96	8.09	292.39	436	67%
Liberia	24.73	0.00	54.33	0.06	0.41	0.36	79.53	519	15%
Cote D'Ivoire	78.04	139.39	52.03	68.65	39.67	(28.98)	377.78	659	57%
Burkina Faso	74.55	60.02	102.10	97.50	0.00	(97.50)	334.17	778	43%
Benin	88.03	96.08	161.31	85.08	111.41	26.34	541.90	2,694	20%
Senegal	45.91	34.78	43.07	53.80	57.06	3.26	234.62	484	48%
Mali	4.56	2.20	4.08	0.71	0.00	(0.71)	11.56	115	10%
Guinea	94.79	99.20	169.96	154.03	143.09	(10.93)	661.07	835	79%
SUB-TOTAL	523.22	556.55	725.95	571.33	493.17	(78.16)	2,870.21	7,340	39%
UBA CENTRAL AFRICA									
Cameroon	92.06	61.88	67.14	38.67	89.34	50.67	349.09	868	40%
Chad	35.69	24.92	38.77	32.20	41.06	8.86	172.63	213	81%
Gabon	23.91	25.75	32.09	16.95	35.37	18.42	134.07	145	93%
Congo Brazzaville	53.00	23.00	18.00	0.00	0.00	-	94.00	374	25%
Congo DRC	13.84	30.35	22.03	21.66	19.66	(2.00)	107.54	304	35%
SUB-TOTAL	218.50	165.89	178.03	109.48	185.44	75.96	857.34	1,904	45%
UBA EAST & SOUTHERN AFRICA									
Kenya	139.26	40.89	46.82	42.45	54.60	12.15	324.02	816	40%
Zambia	25.15	30.76	23.98	27.96	41.51	13.55	149.35	225	67%
Uganda	19.36	9.51	19.71	16.95	21.45	4.50	86.98	252	35%
Tanzania	11.20	36.17	36.97	55.61	62.66	7.05	202.62	250	81%
Mozambique	0.00	0.00	0.00	0.00	0.00	-	-	226	0%
SUB-TOTAL	194.97	117.33	127.47	142.97	180.23	37.25	762.97	1,769	43%
UBA AFRICA	936.69	839.77	1,031.45	823.78	858.83	35.05	4,491	11,013	41%

✓ WA, CEMAC and ESA achieved a YTD growth in Trade Volume of about \$2.9Bn, \$857m and \$763m respectively

✓ This translates to 39%, 45% and 43% YTD budget achievement respectively

✓ All countries have been advised to focus more on Trade businesses to improve their PBT Performance

Remittance Profitability Report...

Income - All figures in US\$

Country	Jan. Income	Feb. Income	Mar. Income	Apr. Income	May. Income	Monthly Budget	YTD Actual	YTD Budget	YTD % achieved
Benin	42,781	40,894	48,929	43,894	62,125	46,011	238,624	230,053	104%
Mali	5,733	4,186	5,820	7,142	7,416	5,881	30,298	29,403	103%
Burkina Faso	28,697	24,999	35,758	32,317	36,193	32,977	157,965	164,886	96%
Liberia	27,002	27,028	33,477	29,282	25,380	24,948	142,168	124,738	114%
Ghana	22,489	17,081	38,997	27,781	25,856	27,895	132,204	139,474	95%
Guinea	28,659	25,242	31,570	26,922	29,510	32,321	141,904	161,607	88%
Cote D'Ivoire	176,478	184,465	218,667	181,830	195,575	215,904	957,016	1,079,519	89%
Senegal	92,338	130,643	121,158	88,728	90,519	159,818	523,385	799,088	65%
Sierra Leone	12,649	2,149	3,668	3,243	2,761	20,200	24,470	101,002	24%
West Africa	436,827	456,687	538,044	441,140	475,336	565,954	2,348,034	2,829,770	83%
Congo Brazzaville	305,845	250,000	297,453	393,603	482,435	278,900	1,729,336	1,394,499	124%
Congo DRC	86,745	88,568	108,949	99,239	109,265	90,912	492,766	454,561	108%
Gabon	59,344	30,429	36,665	40,829	44,242	36,940	211,509	184,701	115%
Cameroon	54,324	23,275	22,885	66,581	28,674	37,307	195,739	186,533	105%
Chad	25,756	21,822	14,355	12,872	6,228	26,885	81,033	134,425	60%
Central Africa	532,014	414,094	480,306	613,124	670,844	470,944	2,710,382	2,354,720	115%
Uganda	43,799	52,529	47,600	37,275	36,568	16,734	217,771	83,668	260%
Zambia	3,487	1,037	3,948	2,688	4,130	2,661	15,290	13,305	115%
Tanzania	1,503	1,253	1,736	2,096	2,012	1,323	8,599	6,615	130%
Mozambique	31,772	10,086	24,625	22,567	10,405	13,351	99,456	66,757	149%
Kenya	1,708	1,194	4,651	2,184	3,588	5,780	13,324	28,898	46%
East and South Africa	82,269	66,098	82,561	66,810	56,703	39,849	354,440	199,243	178%
Total	1,051,109	936,880	1,100,911	1,121,074	1,202,882	1,076,747	5,412,856	5,383,733	101%

✓ WA, CEMAC and ESA recorded YTD budget achievement of \$2.3m, \$2.7m and \$.4m in Remittance Business (Income) respectively

✓ This translates to 83%, 115% and 178% YTD budget achievement respectively

✓ All countries have been charged to improve their Remittance Businesses for dominance

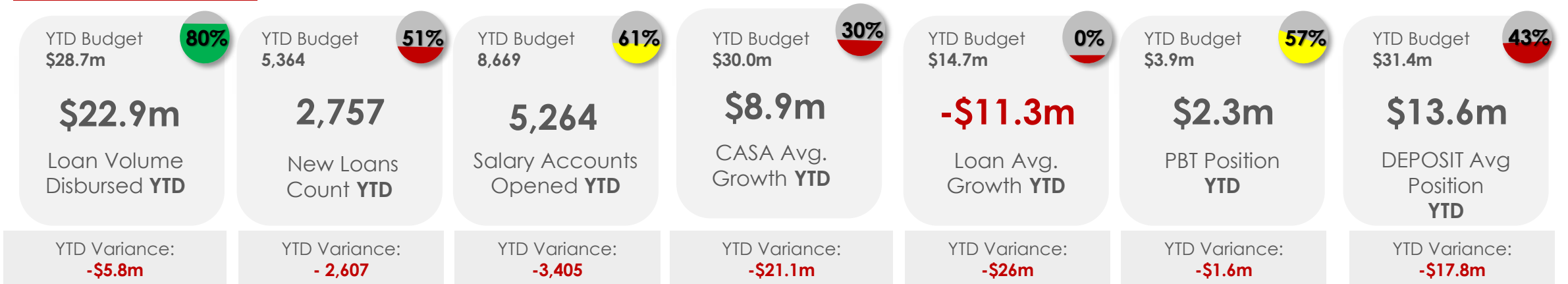
Consumer Loans Performance: WEST AFRICA

Performance as of May 31, 2023 (Benchmark: 100%)

MTD Performance



YTD Performance



YTD Performance

* Loan Counts, Volumes & Salary Accounts Opened are product totals, irrespective of sourcing SBU

* Loan Growths, Deposit Growths, and PBT Positions are of the Consumer Loans SBU only.

Consumer Loans Performance: CEMAC

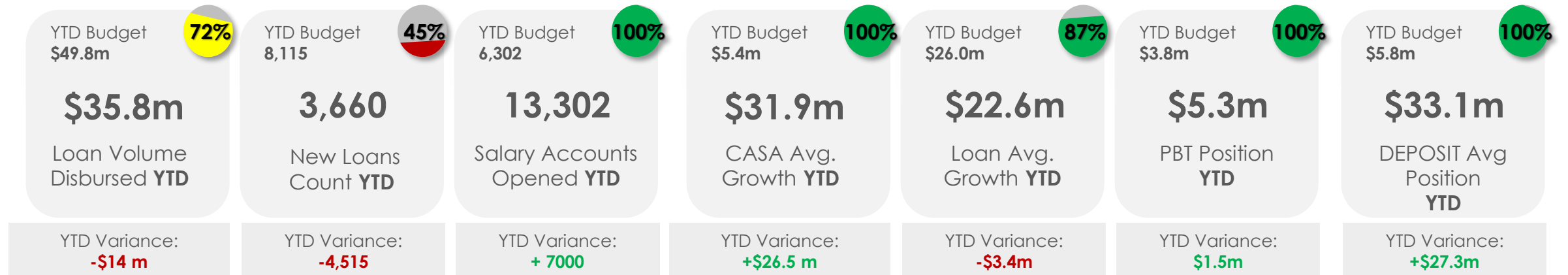
Performance as of May 31, 2023 (Benchmark: 100%)

MTD Performance



MTD Performance

YTD Performance



YTD Performance

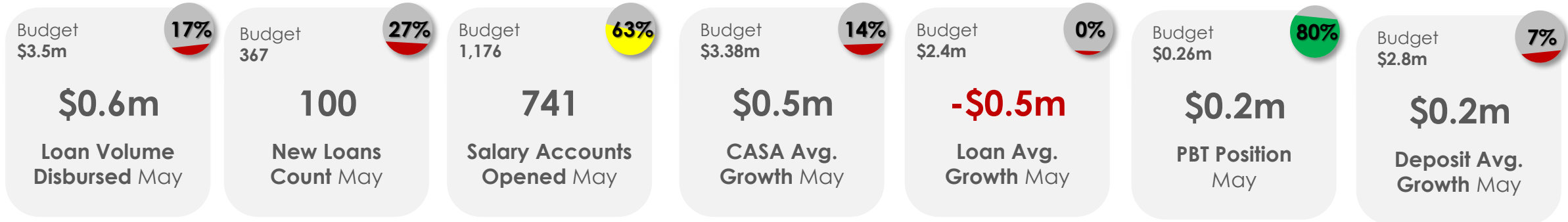
* Loan Counts, Volumes & Salary Accounts Opened are product totals, irrespective of sourcing SBU

* Loan Growths, Deposit Growths, and PBT Positions are of the Consumer Loans SBU only.

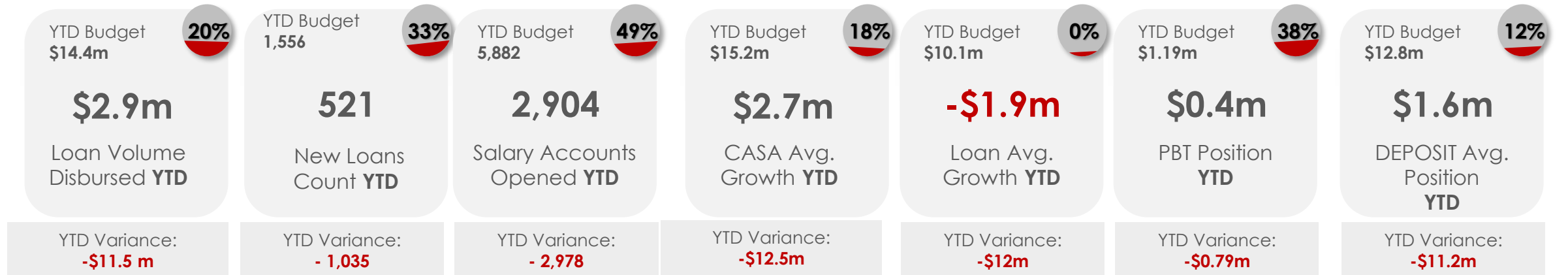
Consumer Loans Performance: **ESA**

Performance as of May 31, 2023 (Benchmark: 100%)

MTD Performance



YTD Performance



MTD Performance

YTD Performance

* Loan Counts, Volumes & Salary Accounts Opened are product totals, irrespective of sourcing SBU
 * Loan Growths, Deposit Growths, and PBT Positions are of the Consumer Loans SBU only.

Improvement Strategies

Key actions taken for improved performance...

S/N	Heading	Description	Action Taken	Value Additions
1	Great Africa (GA) Meeting	A fortnight assembly of Group Verticals with RCEOs and other Reps from RoA	We have institutionalised GA meeting to bridge the gaps between UBA Africa and Group Verticals	Instant resolution of issues and challenges thereby increasing responsiveness of Group Verticals
2	Correspondent Banking Lines	Creation of Correspondent Banking Lines for our subsidiaries	Engagement with Group Treasury on the creation and institution of Correspondent Banking Lines for our subsidiaries is ongoing	Positive Customer Experience and improved profitability of transactions
3	Elimination of extra charge of 0.5% by Group Treasury	There exists an extra charge of 0.5% by Group Treasury on confirmation charge by Correspondent Banks	The extra charge of 0.5% to the confirmation charge from correspondent banks make the subsidiaries less competitive – engaging Group Treasury for immediate elimination of this extra charge	All trade transactions should be attractive and profitable to the subsidiaries for improved performance
4	Processing of SMS Alerts	Use of Local Vendors to process SMS Alerts effective July 1, 2023	Processing of SMS Alerts using local vendors leading to replacement of infobib: <ul style="list-style-type: none">- Zambia and Chad have complied- Others at negotiation stage	We would achieve huge cost savings for the subsidiaries

Improvement Strategies

Key actions taken for improved performance...

S/N	Heading	Description	Action Taken	Value Additions
5	Withholding Tax Issues	Withholding Tax on invoices from non-resident vendors	Stoppage of WHT on Invoices from Non-Resident Vendors (MasterCard and VISA) has been activated and conversations with various stakeholders are ongoing	Blockage of income leakages and improved profitability of the subsidiaries
6	Tax Health Certification	In-house cleansing of our subsidiaries by the Tax Office in Group Finance	Tax Office in Group Finance to conduct an annual Tax Health Certification of our subsidiaries to avert tax penalties	Tax Health Certification of the subsidiaries will ensure in house cleansing before tax audits for improved performance
7	Remittance Business	Intensity of focus on Remittance Business	<ul style="list-style-type: none">- Immediate review of the budgets of subsidiaries for market leadership and dominance- Onboarding of key IMTOs in all presence countries	Market dominance and leadership
8	Business Call and Engagement with Key Vendors	Regular engagements with key vendors	Working with various group verticals, we would be holding regular meetings with key vendors in the digital banking space, remittance business etc for positive customer experience	<ul style="list-style-type: none">- Positive customer experience- Improved PBT

Summary of Q2-2023 Key Transactions Executed/Mandates...

All figures in US\$'M

In Q2-2023, UBA Africa consummated various high impact transactions translating to an impressive performance of over 75% YTD PBT Budget achievement...

Summary of Volume of Transactions consummated during the period under review:

Region	Deposit Vol	Loan Vol	Trade Vol	Others	PBT Impact
West Africa	54.3	577.4	280.1	322.8	11.2
CEMAC	63.0	76.9	118.8	0.0	3.6
ESA	125.4	18.0	115.9	71.2	4.1
Total Amount	242.7	672.4	514.8	393.9	18.9

Summary of Q2-2023 Key Transactions Executed/Mandates - WA

All figures in US\$'M

SN	Country	Customer Name	Nature of Transaction	Deposit Volume \$'m	Loan Volume \$'m	Trade Volume \$'m	PBT Impact \$'m
1	Ghana	Puma Ghana	LOAN		18.2		0.6
2	Sierra Leone	F G Gold	DEPOSIT	10.0			0.2
3	Liberia	CHICO	Bonds & Guarantee Line			10.0	0.0
4	Liberia	China CICO	Bonds & Guarantee Line			10.0	0.0
5	CDI	CDI GOVT	7 Years LTD, by AFREXIM BANK as lender and UBA as LAA (XOF 41,45BN)		66.1		0.3
6	CDI	SNEDAI TECHNOLOGIES	MTL OF XOF 13.935BN (US\$ 22.17M) at 5% + arrangement fees@1%		22.2		0.2
7	CDI	CDI Govt	Short term loan		31.9		0.1
8	CDI	CDI Govt	Short term loan		31.9		0.2
9	CDI	CONSOLIDATED CONTRACTORS GROUP	BG line of XOF 20bn @ 1% + STL of 2bn @8% + arrangement fees @1%			35.1	0.9
10	CDI	SIR	LC issuance request Euro 82 M @0,5% issuance fees + 2% confirmation fees			92.9	0.2
11	Burkina Faso	PUBLIC TREASURY	Drawing from their Short Term Loan		16.0		0.1
12	Burkina Faso	ETG BF	Drawing from their Short Term Loan		14.0		0.0
13	Burkina Faso	ROBUST BF	Drawing from their Short Term Loan		15.0		0.1
14	Burkina Faso	TECMON	Medium Term Loan + Spot Loan Facility fees		12.0		0.1
15	Burkina Faso	PETRO AFRIQUE	LC Facility & issuance fees 0.75% Flat			20.0	0.2
16	Burkina Faso	ILDO OIL	LC Facility & issuance fees 0.75% Flat			20.0	0.2
17	Benin	ADEOTI SA	LOAN SYNDICATION		83.3		0.1
18	Benin	TERRA PAY	DEPOSIT		10.8		-
19	Senegal	ICS	DRAFT DISCOUNTING		24.4		0.5
20	Senegal	MILLENNIUM INDUSTRIE	MTL		12.0		0.1
21	Senegal	PETROSEN	MTL/DRAFT DISCOUNTING		20.0		0.1
22	Senegal	EXPRESSO	LC LINE/MTL			12.0	0.1
23	Mali	GIB	SIMPLE DRAFT DISCOUNTING		14.2		0.0
24	Guinea	SONAP	LC Settlement			50.0	0.1
Sundry List				44.3	185.3	30.1	6.9
Total Amount				54.3	577.4	280.1	11.2

Summary of Q2-2023 Key Transactions Executed/Mandates - CEMAC

All figures in US\$'M

SN	Country	Customer Name	Nature of Transaction	Deposit Volume \$'m	Loan Volume \$'m	Trade Volume \$'m	PBT Impact \$'m
1	CAMEROON	SOCIETE ANONYME DES BOIS	TERM DEPOSIT	8.1			
2	CAMEROON	CREDIT FONCIER DU CAMEROUN	TERM DEPOSIT	3.3			
3	CAMEROON	TOTAL ENERGIES MARKETING CAMEROUN	TRADE			22.3	0.2
4	CAMEROON	SOCIETE NATIONALE DE RAFFINAGE	TRADE			16.7	0.2
5	CAMEROON	TIJARA TRADING COMPANY	TRADE			6.5	0.1
6	CAMEROON	SOCIETE ANONYME DES BOISSONS DU CAMEROUN	TRADE			5.9	0.1
7	CAMEROON	TOTAL	RISK ASSET		7.3		0.0
8	CAMEROON	NESTLE	RISK ASSET		6.5		0.0
9	CHAD	CCA-BANK	Deposit	5.8	-	-	-
10	Congo Brazzaville	Airtel	Loan		16.5		0.5
11	Congo Brazzaville	Grand Molen	loan		12.0		0.4
12	Congo Brazzaville	SNPC	Loan		16.0		0.3
13	Congo Brazzaville	SNPC	Trade			16.0	0.5
14	Congo Brazzaville	PETRO CONGO	Deposit	20.0			
15	Congo Brazzaville	AIRTEL	Deposit	12.0			
16	Congo Brazzaville	MTN	Dividend transfer			10.0	0.8
17	DRC	SEQUESTRE AIRTEL MONEY	Transfer		-	14.1	0.0
Sundry List				13.8	18.6	27.3	0.5
Total Amount				62.96	76.92	118.81	3.6

Summary of Q1-2023 Key Transactions Executed/Mandates - ESA

All figures in US\$'M

SN	Counry	Customer Name	Nature of Transaction	Deposit Volume \$'m	Loan Volume \$'m	Trade Volume \$'m	Others (FX) \$'m	PBT Impact \$'m
1	Kenya	Zakhem Construction Ltd	CASA	9.0	-	-	3.2	0.2
2	Kenya	Verto FX	CASA	12.0				
3	Uganda	MTN ESCROW	CASA	5.5	-	-	-	0.0
4	Uganda	UNIMONI EXCHANGE SERVICES LIMITED	TRADE VOLUMES	-	-	-	10.2	0.0
5	Tanzania	TOTALENERGIES MARKETING TANZANIA LIMITED	BS		2.0	35.2		0.1
6	Zambia	ZAMMSA	FX DEAL				9.8	0.1
7	Zambia	Ministry of Foreign Affairs	FX DEAL				5.4	0.0
8	Zambia	Ministry of Finance	FX DEAL				8.9	0.1
9	Zambia	Ministry of Finance	CASA	30.5				0.1
10	Moz	Vulcan	In-flow-TT	-	-	42.6	-	1.3
11	Moz	JSPL	In-flow-TT	-	-	16.4	-	0.5
12	Moz	Puma	TT-Out-flow	10.2	-	5.6	-	0.5
13	Moz	Fábrica de Explosivos	Deposits	9.4	-	-	-	0.3
Sundry List				48.7	16.0	16.0	33.7	1.0
Total Amount				125.4	18.0	115.9	71.2	4.1

Thank you



Africa's Global Bank