

RETENTION DASHBOARD FROM 1 May, 2022 TO 31 May, 2022

Date

5/1/2022

5/31/2022

TRANSACTION COUNT

175.45K

TOTAL AMOUNT

585.51bn

RETAINED

124.81bn

NOT RETAINED

460.69bn

OUTFLOWS

101.51bn

RETENTION

21.32%

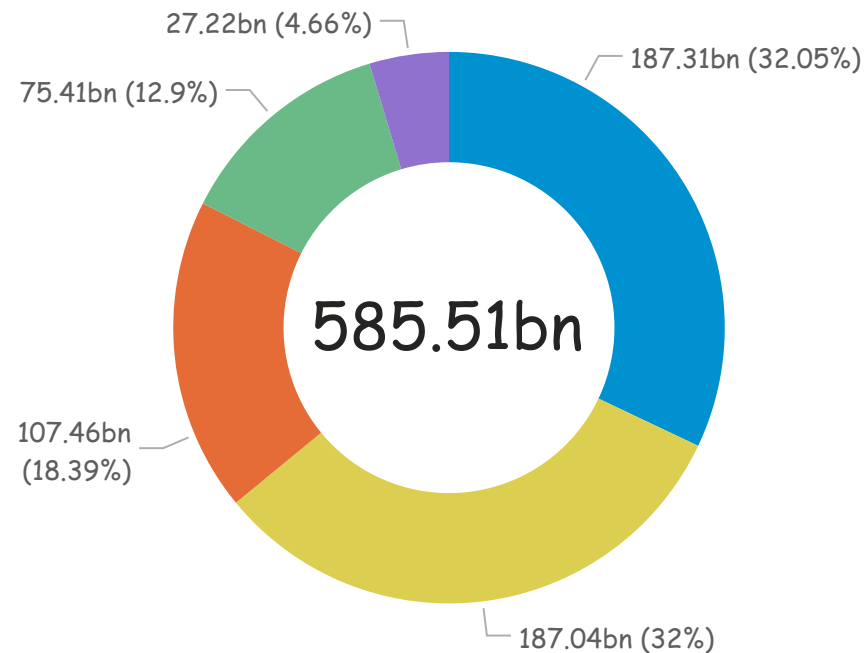
Customer

All

Area

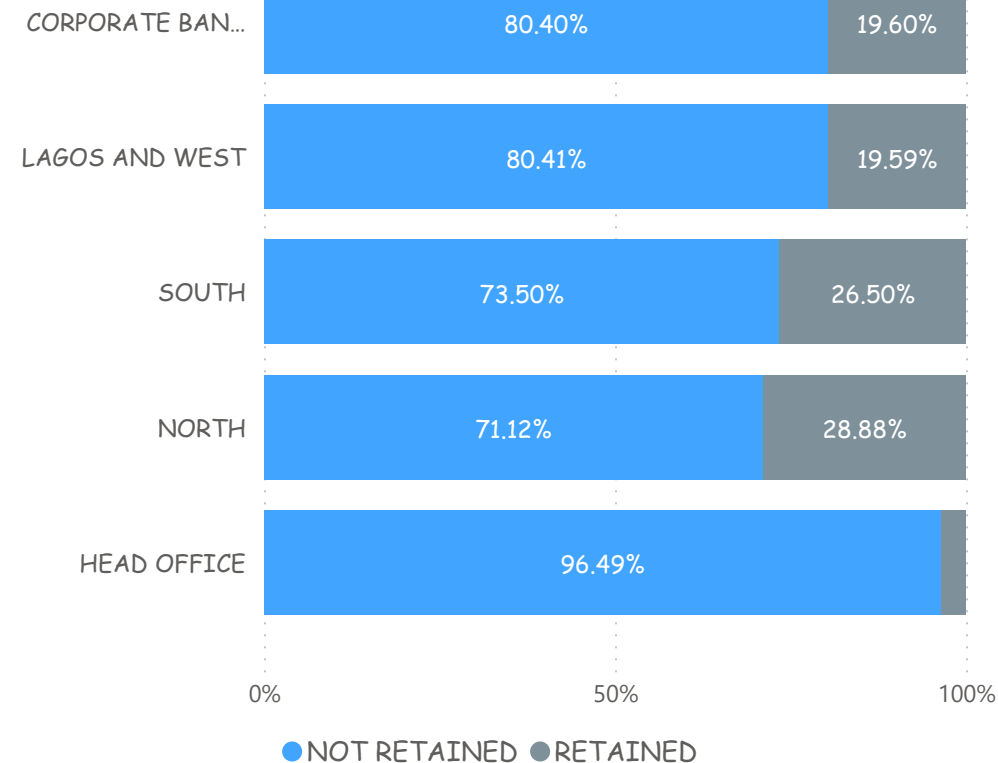
All

TRANSACTION BY REGION

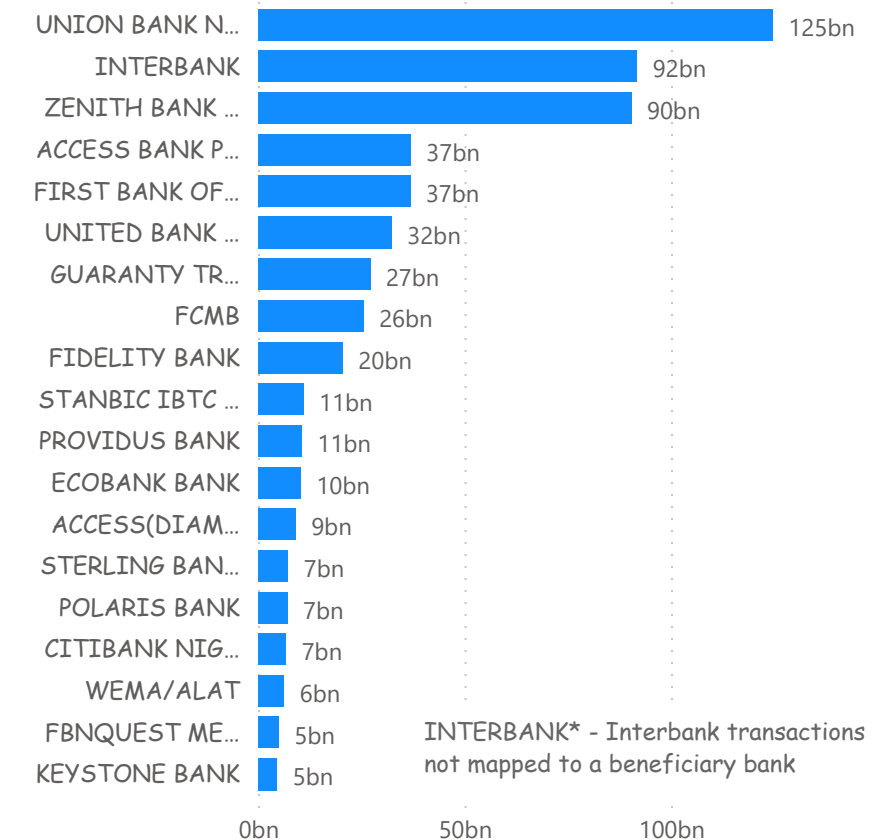


● CORPORATE ... ● LAGOS AND ... ● SOUTH ● NORTH ● HEAD O...

RETENTION BY REGION



TOP BENEFICIARY BANKS



INTERBANK* - Interbank transactions not mapped to a beneficiary bank



REGIONAL RETENTION FROM 1 May, 2022 TO 31 May, 2022

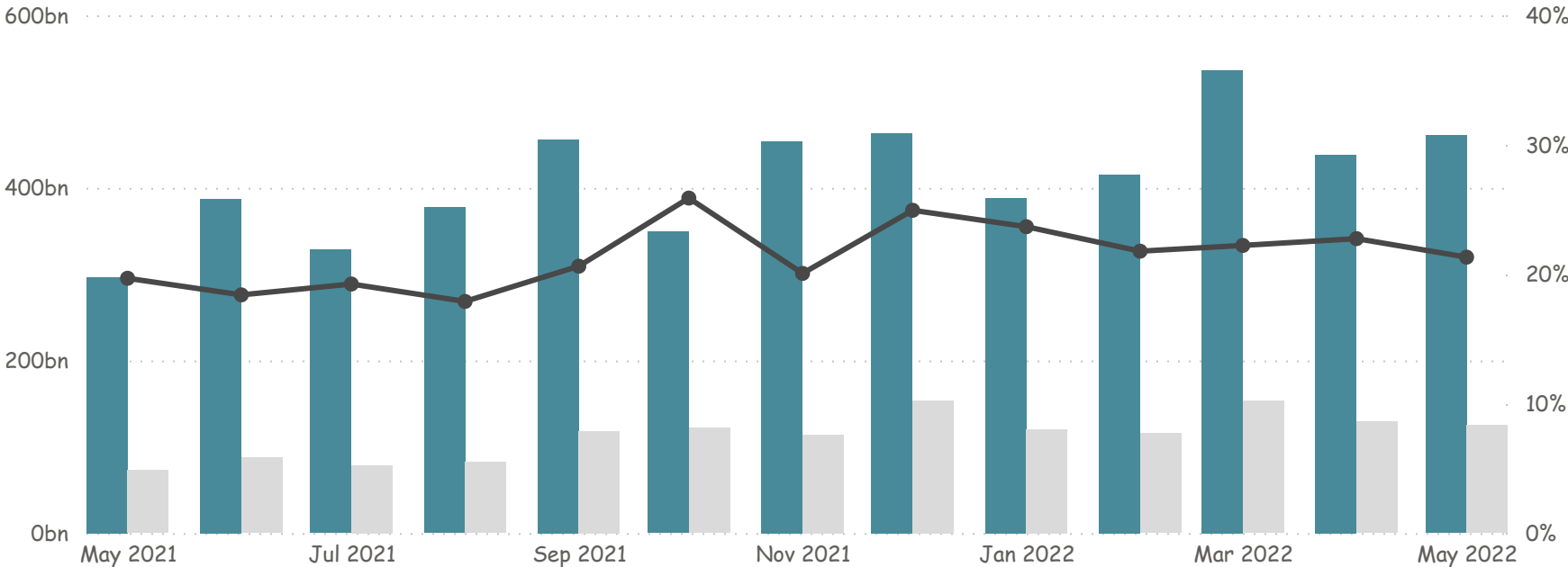
Date

5/1/2022

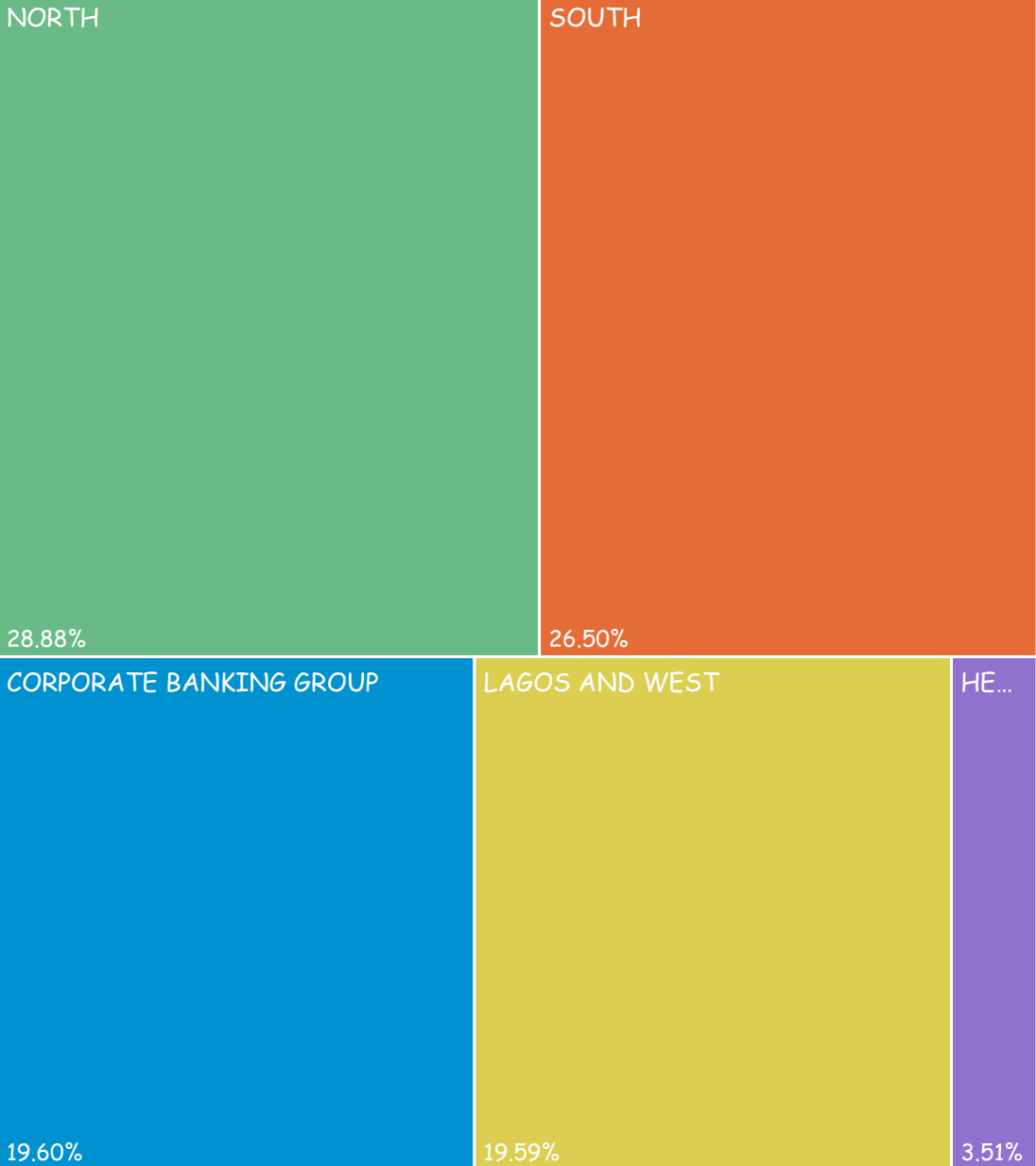
5/31/2022

RETENTION PERFORMANCE TREND

● INTERBANK ● INTRABANK ● RETENTION SCORE



RETENTION BY REGION



AREA PERFORMANCE

ACCOUNT AREA	NOT RETAINED	RETAINED	Total	RETENTION SCORE
	AMOUNT	AMOUNT	AMOUNT	
				0.00%
ABIA/IMO 1	14,045,037,805.86	9,516,924,582.39	23,561,962,388.25	40.39%
ABIA/IMO 2	5,587,789,342.73	881,112,895.93	6,468,902,238.66	13.62%
ABUJA 1	5,230,519,592.92	4,520,883,717.71	9,751,403,310.63	46.36%
ABUJA 2	3,676,337,253.46	742,674,251.88	4,419,011,505.34	16.81%
ABUJA 3	2,042,759,742.36	209,307,640.21	2,252,067,382.57	9.29%
Total	460,694,340,492.85	124,813,835,676....	585,508,176,169.28	21.32%



TRANSACTION INSIGHTS FROM 1 May, 2022 TO 31 May, 2022

Region/Segment/Cluster

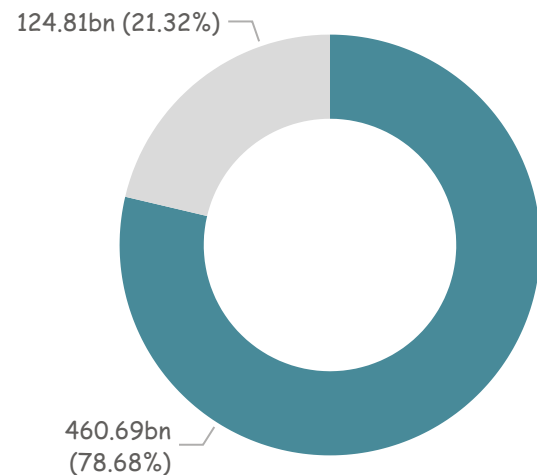
All



TRANSACTIONS BY SOURCE

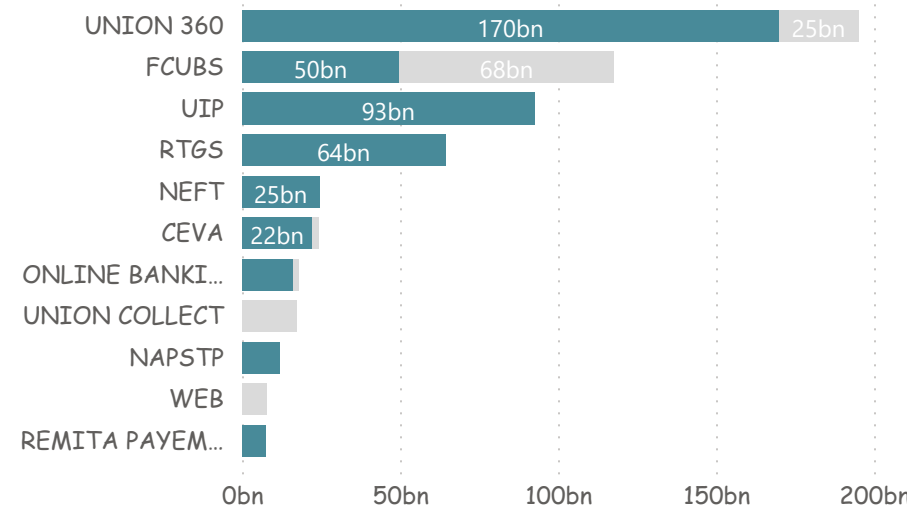
SOURCE

- INTERBANK
- INTRABANK



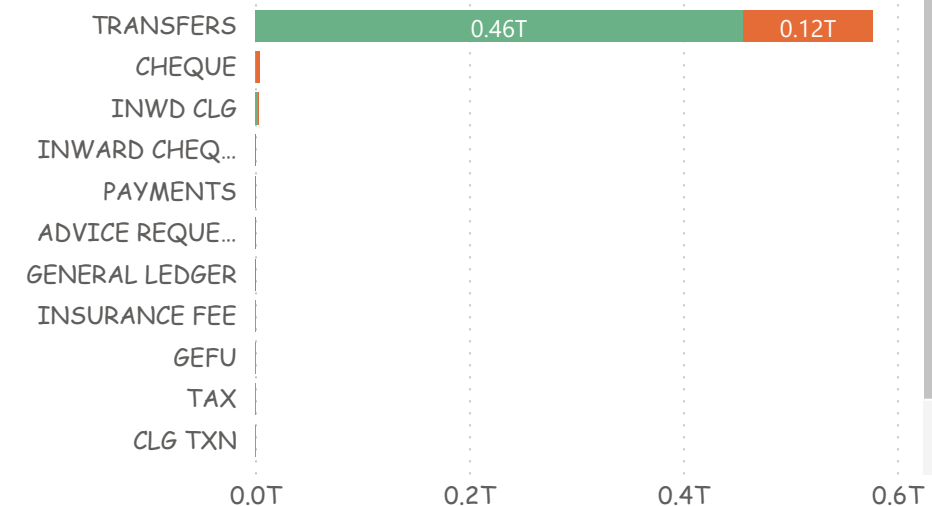
TRANSACTIONS BY APPLICATIONS

- INTERBANK
- INTRABANK



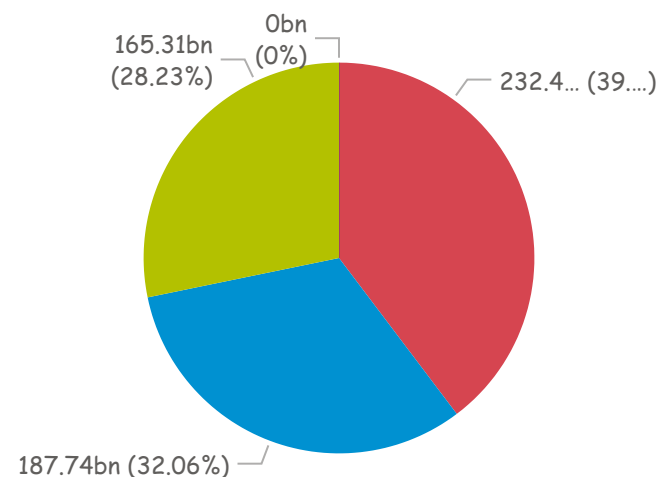
TRANSACTIONS BY GROUP

- NOT RETAINED
- RETAINED

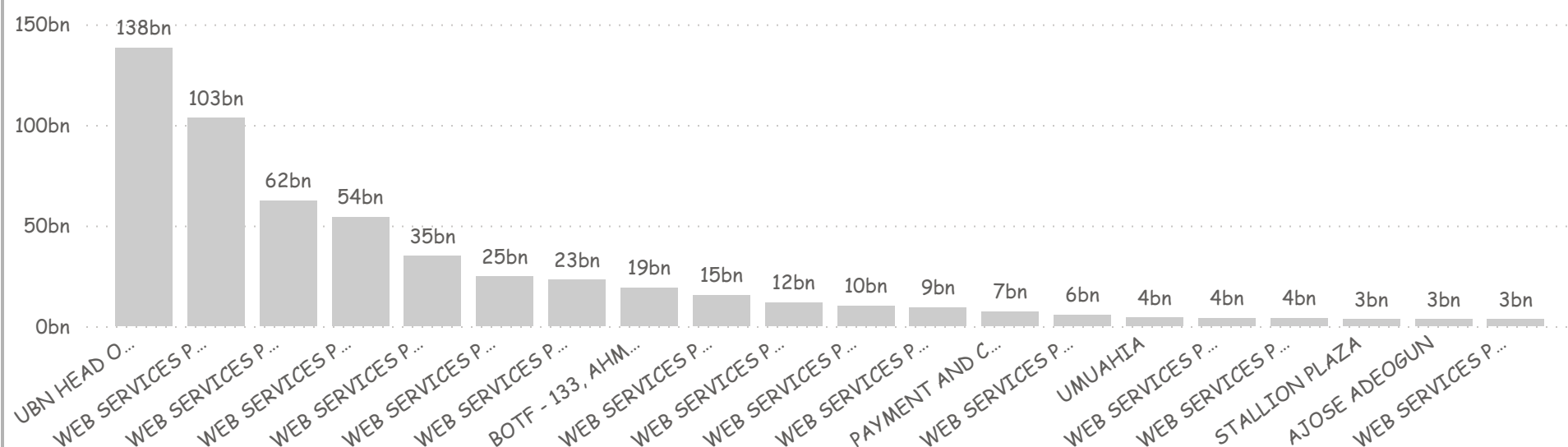


TRANSACTIONS BY CUSTOMER SEGMENT

- BUSINESS BAN...
- CORPORATE
- SME
- RETAIL
- UNTAGGED



TOP TRANSACTING BRANCHES BY VOLUME



RM RETENTION DASHBOARD FROM 1 May, 2022 TO 31 May, 2022							Segment
SEGMENT		TOTAL AMOUNT	RETAINED	RETENTION	Region		
ALL		585.51bn	124.81bn	21.32%	All		
TRANSACTION GROUPS		BENEFICIARY BANKS		TOP TRANSACTING CUSTOMERS		RELATIONSHIP MANAGER	
<div><div>TRANSFERS0.46T0.12T</div><div>CHEQUE</div><div>INWD CLG</div><div>INWARD CH...</div><div>PAYMENTS</div><div>ADVICE REQ...</div><div>GENERAL LE...</div><div>INSURANCE ...</div></div>		<div><div>UNION BAN...0.12T</div><div>INTERBANK0.09T</div><div>ZENITH BAN...0.09T</div><div>ACCESS BAN...0.04T</div><div>FIRST BANK ...0.04T</div><div>UNITED BAN...0.03T</div><div>GUARANTY T...0.03T</div><div>FCMB0.03T</div></div>		<div><div>TEAMAPT LT...35bn</div><div>SUPERLIN V...25bn</div><div>CHEVRON NI...24bn</div><div>HABIB BANK...17bn</div><div>MATRIX ENE...14bn</div><div>MTN NIG CO...12bn</div><div>HABIB BANK...10bn</div><div>DANGOTE CE...8bn</div></div>		<div><div><input type="checkbox"/> (Blank)</div><div><input type="checkbox"/> Chukwuemeka Ohajunwa</div><div><input type="checkbox"/> Abasi Ekpenyon</div><div><input type="checkbox"/> Abbas Dare</div><div><input type="checkbox"/> Abbas Yusufu</div><div><input type="checkbox"/> Abdulateef Mudah</div><div><input type="checkbox"/> Abdulfatai Ayinla</div><div><input type="checkbox"/> Abdulkadir Mohammed</div><div><input type="checkbox"/> Abdullahi Alti</div><div><input type="checkbox"/> Abdullamid Afeikhobe</div><div><input type="checkbox"/> Abdulmajeed Oladapo</div><div><input type="checkbox"/> Abdulrahman Abdulazeez</div></div>	
TRANSACTIONS							
DATE	ACCOUNT	ACCOUNT NAME	AMOUNT	BENEFICIARY NAME	DESTINATION BANK	TRN GROUP APPLICATION	
10/05/22	0009617426		80,000.00	DIOCESE OF LAGOS MAINLAND	FIRST BANK OF NIGERIA PLC	INWD CLG FCUBS	
04/05/22	0012777209		350,000.00	ASCON	FCMB	INWD CLG FCUBS	
24/05/22	0012777209		1,600,000.00	ASS OF SEN CIVIL SERV OF NI	GUARANTY TRUST BANK PLC	INWD CLG FCUBS	
04/05/22	0012777209		1,301,546.00	ASS OF SNR CIV SERV OF NIG	FCMB	INWD CLG FCUBS	
04/05/22	0012777209		282,945.00	OTU CLARKSON U	GUARANTY TRUST BANK PLC	INWD CLG FCUBS	
06/05/22	0015171839		400,000.00	INYANG ASUQUO EYO	ZENITH BANK PLC	TRANSFERS UIP	
24/05/22	0015731152		661,000.00	ASSOCIATION OF SENIOR CIVIL S	FIRST BANK OF NIGERIA PLC	INWD CLG FCUBS	
20/05/22	0015731152		442,482.00	ASSOCIATION OF SENIOR CIVIL SERVANTS OF NIGERIA GOMBE BRANCH	UNION BANK NIG PLC	CHEQUE FCUBS	
20/05/22	0015731152		96,190.00	THOMAS FAI	UNION BANK NIG PLC	CHEQUE FCUBS	
Total			585,508,176,169.28				

Outflow report shows payment from corporate to their accounts in other banks. These payments make up 17.34% of total payments. Relationship managers can harness this data to deepen our relationships with client with the aim of improving operational dependency on us

Payments to UBN customer in other banks contributes 8.92 % of the total payments. Relationship Managers can leverage on this to to drive their retention targets as well as re-engaged clients to make payments through us especially for beneficiaries with account in UBN.

Relationship Manager

All

OUTFLOWS							
DATE	ACCOUNT	ACCOUNT NAME	AMOUNT	BENEFICIARY NAME	DESTINATION BANK	SEGMENT	TRN GROUP
04/05/22	0000142833	NWACHUKWU BROTHER	250,000.00	NWACHUKWU BROTHERS	FIDELITY BANK	SME	TRANSFERS
04/05/22	0000264951	MUJOB PRINTERS	231,000.00	OJOBO,MARY IYABO	AB MICROFINANCE BANK	SME	TRANSFERS
04/05/22	0000712359	CORESAFE OPTIONS	1,500,000.00	CORESAFE OPTIONS	KEYSTONE BANK	SME	TRANSFERS
04/05/22	0000902657	FADUN NIGERIA LTD	50,000.00	DAVIESDADA ADERONKE	GUARANTY TRUST BANK PLC	SME	TRANSFERS
04/05/22	0001108748	HONNEY COMMUNICATIONS	70,000.00	LUWAJI ADEBISI TELEOLA	GUARANTY TRUST BANK PLC	SME	TRANSFERS
04/05/22	0001160366	JOEFARBS INTERL VENTURES	120,000.00	IKWUJE JOSEPH ONYIROKWU	FIRST BANK OF NIGERIA PLC	SME	TRANSFERS
04/05/22	0001160366	JOEFARBS INTERL VENTURES	214,000.00	OKAM SUMMIT	FIRST BANK OF NIGERIA PLC	SME	TRANSFERS
Total			42,108,548,194.96				

PAYMENTS TO UBN CUSTOMERS IN OTHER BANKS							
DATE	ACCOUNT	ACCOUNT NAME	AMOUNT	BENEFICIARY NAME	DESTINATION BANK	SEGMENT	TRN GROUP
04/05/22	0000267172	AKIN ALA ARCH CON	50,000.00	ALA ADEOLA ADEFOLUKE	FIRST BANK OF NIGERIA PLC	SME	TRANSFERS
04/05/22	0000347085	FRANKLEEN KONSULT	100,000.00	ADEWUYI OLUFUNKE JUSTINAH	FIRST BANK OF NIGERIA PLC	SME	TRANSFERS
04/05/22	0000347085	FRANKLEEN KONSULT	650,800.00	AKINROLUKA ANTHONY OLUWOLE	FIRST BANK OF NIGERIA PLC	SME	TRANSFERS
04/05/22	0000548868	AIR VICE MARSHAL EMMANUEL I OMBU	100,000.00	IKOYI BAPTIST CHURCH	GUARANTY TRUST BANK PLC	SME	TRANSFERS
04/05/22	0000624876	VOLKER SEC INV LTD	185,000.00	DICKSON IWEGBUE	POLARIS BANK	SME	TRANSFERS
04/05/22	0000624876	VOLKER SEC INV LTD	75,000.00	USMAN YUSUF ALI	GUARANTY TRUST BANK PLC	SME	TRANSFERS
04/05/22	0000868854	AMAINO J N LT	200,000.00	joy josiah	ZENITH BANK PLC	SME	TRANSFERS
04/05/22	0000940400	IDDO PLASTICS LTD	5,301,000.00	MUSA MASAUDU	ACCESS BANK PLC	BUSINESS BANKING	TRANSFERS
04/05/22	0001096201	CHEVRON NIGERIA LIMITED JV	19,133,035.92	AB OFFSHORE MARINE SERVICES LTD NGN	KEYSTONE BANK	CORPORATE	TRANSFERS
Total			52,225,290,053.57				

Payments to non-UBN beneficiaries contributes 44.65 % of the total payments. Relationship Managers can leverage on this to to drive their retention targets as well as onboard these beneficiaries as new customers in UBN.

Relationship Manager

All

PAYMENTS TO NON UBN BENEICIARIES							
DATE	ACCOUNT	ACCOUNT NAME	AMOUNT	BENEFICIARY NAME	DESTINATION BANK	SEGMENT	TRN GROUP
04/05/22	0000089181	OGELEKA UGOCHUKU GOODLUCK	50,000.00	DANIEL CHUKUYENUM OGELEKA	ACCESS BANK PLC	SME	TRANSFERS
04/05/22	0000089181	OGELEKA UGOCHUKU GOODLUCK	210,000.00	MADUABUCHUKWU ODINJOR	ZENITH BANK PLC	SME	TRANSFERS
04/05/22	0000089181	OGELEKA UGOCHUKU GOODLUCK	1,000,000.00	OLADAPO AKINNIYI OYELADE	ACCESS BANK PLC	SME	TRANSFERS
04/05/22	0000142833	NWACHUKWU BROTHER	100,000.00	CHUKWUELOKA MARYJANE S	GUARANTY TRUST BANK PLC	SME	TRANSFERS
04/05/22	0000221158	OJULOWO EYE CLINIC	114,700.00	FASAMWAS OPTICAL CONCEPT	STANBIC IBTC BANK PLC	SME	TRANSFERS
04/05/22	0000240162	JUBILEE HOSPITAL	70,000.00	AKEREDOLU OMOLOLA SHARON	GUARANTY TRUST BANK PLC	SME	TRANSFERS
04/05/22	0000347085	FRANKLEEN KONSULT	150,000.00	OGUNDIJI DAVID OLUGBEMIGA	GUARANTY TRUST BANK PLC	SME	TRANSFERS
04/05/22	0000347085	FRANKLEEN KONSULT	60,000.00	RAJI LATEEF ADEBAYO	FIRST BANK OF NIGERIA PLC	SME	TRANSFERS
04/05/22	0000548954	BRIGHT OF MORN STAR	215,000.00	NWAWULU HENRY ONUORAH	FIRST BANK OF NIGERIA PLC	SME	TRANSFERS
04/05/22	0000548954	BRIGHT OF MORN STAR	100,000.00	OBAIKA MONDAY LEWIS	UNITED BANK FOR AFRICA PLC	SME	TRANSFERS
04/05/22	0000554049	GEORGE KINT DESIG	60,480.00	OCHEJA AMAKA BLESSING	GUARANTY TRUST BANK PLC	SME	TRANSFERS
04/05/22	0000624876	VOLKER SEC INV LTD	986,000.00	ANAMBA GLOBAL SERVICES LIMITED ACCT 2	ACCESS BANK PLC	SME	TRANSFERS
04/05/22	0000656084	VICTORY SIGNS INTERNATIONAL	176,950.00	KUNSMANN NIGERIA LIMITED	GUARANTY TRUST BANK PLC	SME	TRANSFERS
04/05/22	0000685284	NPA OFFICERS CORP TH	5,000,000.00	IRUMEKHAI EUNICE SAMETU	GUARANTY TRUST BANK PLC	SME	TRANSFERS
04/05/22	0000708732	MASTI VENTURES	61,900.00	EZEADUM LILIAN IFEYINWA	ECOBANK BANK	SME	TRANSFERS
04/05/22	0000784747	E-EMITEX ELECT VENT	298,700.00	OBELE UGO AND SONS ENTERPRISES	UNITED BANK FOR AFRICA PLC	SME	TRANSFERS
04/05/22	0000839575	TAI ALLI n PARTNE	462,500.00	TEMETAN JOSHUA OYEBADE ESQ	FIRST BANK OF NIGERIA PLC	SME	TRANSFERS
04/05/22	0000860889	OVWIGHO SAM ELECT	300,000.00	EGOH RODNEY OBARO	FIRST BANK OF NIGERIA PLC	SME	TRANSFERS
04/05/22	0000868854	AMAINO J N LT	50,000.00	NANA BENYI MORO	ACCESS BANK PLC	SME	TRANSFERS
04/05/22	0000868902	BOLADE OPALEYE nC	3,750,000.00	OFOMOLA OJO & CO	FIRST BANK OF NIGERIA PLC	SME	TRANSFERS
Total			261,451,191,025.08				