

29 July 2016

**Union Bank of Nigeria reports H1 2016 results**  
**A profit of \$36 million, up 12.5% year on year**

Atlas Mara Limited (“Atlas Mara” or “the Company”), the sub-Saharan African financial services group, is pleased to communicate that Union Bank of Nigeria Plc (“UBN”), in which it has an associate investment, reported profits after tax of \$36 million for H1 2016 (H1 2015: \$32 million).

UBN continues to build upon positive trends, notwithstanding continued macro-economic headwinds in Nigeria.

Highlights announced by UBN in their unaudited H1 2016 results include:

- Gross earnings are up 7% as compared to June 2015
- Year on year profit is up by 40% compared to June 2015
- Operating expenses are in line with planned investments in technology and network infrastructure, and with double digit inflation and anticipated cost efficiencies from the past 2 years’ transformation projects are becoming visible
- Loans and advances are up 27% compared to June 2015, 12% of which is real growth and the rest driven by the impact of the currency devaluation
- Customer deposits are 11% expanded and improved service offerings continue to generate customer confidence and customer growth
- The closing Naira rate was 281.9 compared to 198.9 as at December 2015 (42% devaluation)

	USD'm			NGN'm			Constant currency Variance % H1 2015
	H1 2016	FY 2015	H1 2015	H1 2016	FY 2015	H1 2015	
Gross earnings	296	591	284	60 069	117 211	55 958	7%
Net interest income	152	281	137	30 947	55 683	26 874	15%
Non-interest revenue	77	132	63	15 725	26 167	12 307	28%
Total income	230	414	199	46 672	81 850	39 181	19%
Credit impairments	(43)	(50)	(15)	(8 780)	(9 948)	(2 973)	195%
Operating expenses	(143)	(294)	(152)	(29 132)	(58 164)	(29 843)	-2%
Profit before tax	44	73	32	8 925	14 442	6 365	40%
<b>Profit after tax</b>	<b>43</b>	<b>70</b>	<b>32</b>	<b>8 761</b>	<b>13 890</b>	<b>6 264</b>	<b>40%</b>
Loans and advances to customers	1 688	1 844	1 866	475 942	366 721	374 582	27%
<b>Total assets</b>	<b>4 087</b>	<b>5 263</b>	<b>5 405</b>	<b>1 152 175</b>	<b>1 046 892</b>	<b>1 084 899</b>	<b>6%</b>
Equity	897	1 226	1 142	252 898	243 921	229 266	10%
Deposits due to customers	2 171	2 869	2 738	611 914	570 639	549 554	11%
<b>Total liabilities</b>	<b>3 190</b>	<b>4 037</b>	<b>4 263</b>	<b>899 277</b>	<b>802 971</b>	<b>855 632</b>	<b>5%</b>
Net interest margin	3.7%	5.3%	2.5%				
Credit loss ratio	2.6%	2.7%	0.8%				
Cost to income ratio	62.4%	71%	76.2%				
Return on equity	4.8%	5.7%	2.8%				
Return on assets	1.1%	1.3%	0.6%				
Loan to deposit ratio	77.8%	64.3%	68.2%				
Non performing loans ratio	6.8%	6.7%					
Capital adequacy ratio	15.2%	15.3%					
Liquidity ratio	39.0%	43.0%					

Further detail for unaudited H1 2016 results can be found at:

[http://www.nse.com.ng/Financial\\_NewsDocs/14398\\_UNION\\_BANK\\_-\\_HALF-YEAR\\_JUNE\\_2016\\_FINANCIAL\\_STATEMENTS\\_JULY\\_2016.pdf#UNION](http://www.nse.com.ng/Financial_NewsDocs/14398_UNION_BANK_-_HALF-YEAR_JUNE_2016_FINANCIAL_STATEMENTS_JULY_2016.pdf#UNION)

<https://www.unionbankng.com/uploaded/files/MediaAndNews/Union%20Bank%20Pic%20H1%202016%20Press%20Release%20.pdf>

## **Contact Details**

### ***Investors***

John-Paul Crutchley, +971 4 275 6000

Kojo Dufu, +1 212 883 4330