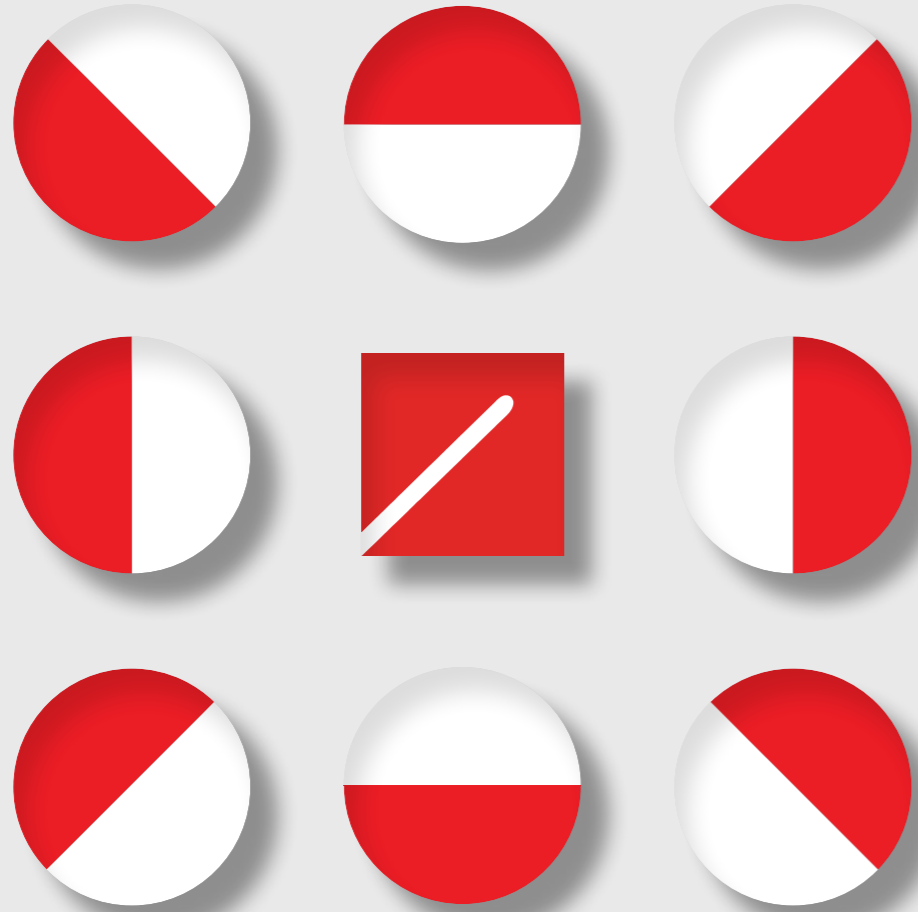




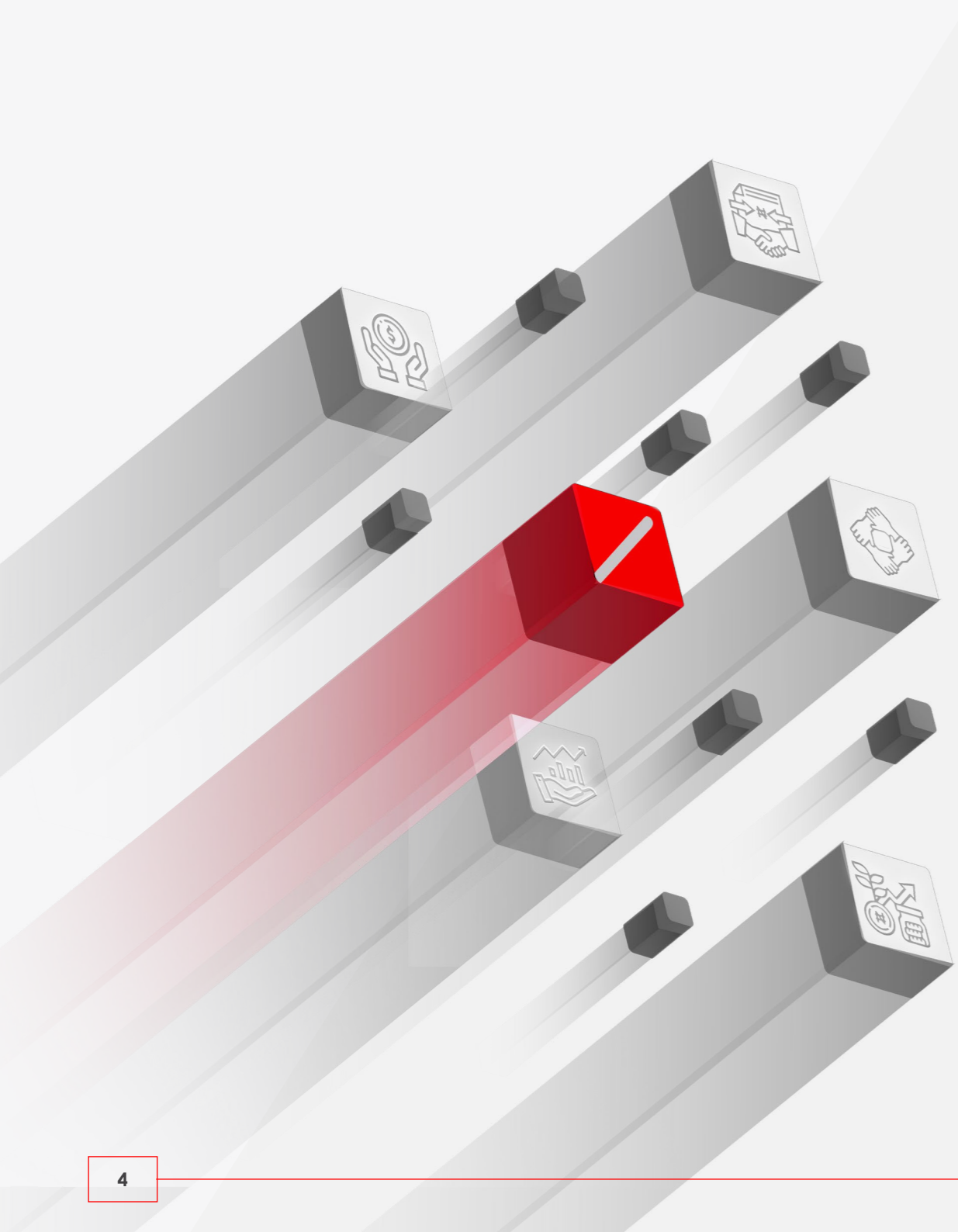
AFRICA'S  
FOREMOST  
FINANCIAL  
SERVICES  
GROUP

*United Capital Securities Limited is a subsidiary of United Capital PLC*



United Capital Plc is a leading Pan-African financial and investment services group, providing bespoke value-added services to its clients. United Capital Plc is positioned to play a strategic role in helping African governments, corporates, and individuals achieve their strategic objectives, through a robust suite of financial service offerings under its subsidiary businesses - Investment Banking, Asset Management, Securities Trading, Trusteeship, and Consumer Finance. The Group is regulated by the Securities and Exchange Commission (SEC) in Nigeria.





We exist to empower Africans in the pursuit of their goals as individuals, companies and governments through superior finance products and services.

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# 6 Decades of financial leadership

For over 6 decades, United Capital Plc has sustained a legacy of excellence in the African financial sector. Its track record of seamless transaction execution, industry leadership and client focus remain unparalleled. It has achieved this through provision of top-of-the-line financial services, consistency in service delivery and commitment to client satisfaction. The Group has demonstrated a remarkable capacity to adapt to change, innovating with each passing season and discovering ingenious methods to provide even more value to its clients, which accounts for its continued relevance till date. Its digital investing platform, InvestNow, provides a one-stop shop for retail clients to engage with various investment and financial services solutions - mutual funds, stock trading, loan creation, and so on - from the convenience of their smartphones or personal Computers.

United Capital Plc is also broadening its reach into new markets. It recently obtained a license from the Central Bank of Nigeria to operate a microfinance bank subsidiary. United Capital Microfinance Bank is set to adopt a hybrid banking model - maintaining the operational framework of a traditional bank while leveraging technology to deliver seamless, customer-centric digital banking solutions.

In recent years, the group has expanded its geographical footprints across Africa. The company now has offices in Lagos, Ibadan, Abuja, Port-Harcourt, Warri, Onitsha, Kano, Kaduna, Gombe, Adamawa and Accra, Ghana, with future plans to expand into additional African nations. Its Pan-African expansion drive is borne out of the need to replicate its numerous successes in the Nigerian market to the broader African space and gradually change the narrative of financial service offerings through provision of cutting-edge financial solutions leveraging innovation, technology, and specialist skills. The company is well-positioned to be the financial and investment role model across Africa and a reference in the global business world - a long-standing mission that has begun to materialize, as evidenced by its dual recognition by the Financial Times as one of Africa's fastest growing companies.

## ■ Our Values

### EXECUTION

- ✓ Getting things done
- ✓ Ownership & Accountability
- ✓ Responsiveness

### EXCELLENCE

- ✓ Ingenuity
- ✓ Determination
- ✓ Hardwork

### ENTERPRISE

- ✓ Quality
- ✓ Distinction
- ✓ Exceptionalism

### Our Purpose

United Capital Plc is transforming the African continent by providing innovative investment banking solutions to governments, companies and individuals.

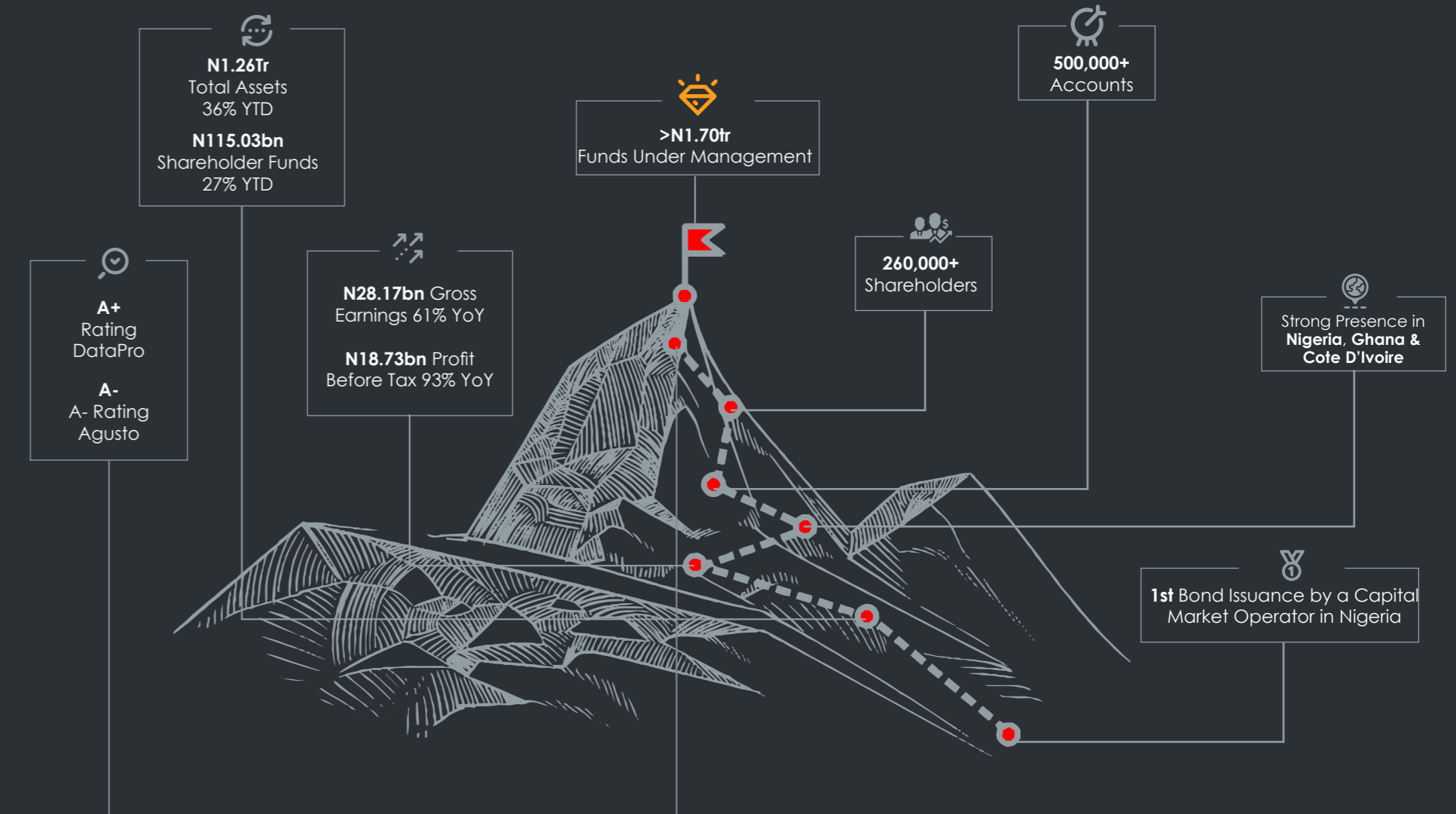
### Culture Code

We are focused on managing our clients' investments with a fundamental approach, while adhering to robust risk control processes and procedures to protect and enhance their assets.

### Our Corporate Goals

To be the financial and investment role model across Africa, deploying innovation, technology and specialist skills to exceed client expectations, whilst creating superior value for all stakeholders.

## ■ MILESTONES



## ■ Our Journey

**2000-2002**

Started out as United Bank Global Markets, a division of UBA Plc. We were incorporated as UBA Capital, a subsidiary of UBA Plc in March 14, 2002.

**2012-2013**

Spun off from UBA Plc Group to become UBA Capital Plc. We were successfully listed on the Nigerian Stock Exchange (now Nigerian Exchange) on January 11, 2013, becoming the first listed Investment Bank in Nigeria. An Equity capital of N1.8 Billion was raised by way of Rights Issue.

**2015-2017**

Structured the US\$250 million Tranche 1 Crude pre-payment facility for the Democratic Republic of Congo-based Orion Oil. Divested stake in United Metropolitan Life.

**2020**

Expanded in Operations to Ghana. First issuance N20 Billion multi-tranche Commercial Papers, Issued Series 1 - five-year 10Billion bond. Full commencement of consumer finance business.

**2005-2007**

Established United Metropolitan Life, a joint venture with Metropolitan International Holdings. Served as Lead Arranger to the First Mortgage Securitization in Nigeria involving a \$130.6 Million mortgage-backed bond.

**2014**

Change of name from UBA Capital to United Capital Plc. Served as Lead Issuing House & Underwriter to the N30.50 Billion bond, for a Nigerian Tier 1 bank.

**2017-2019**

Served as Local Book runner to the US\$300 million FGN Diaspora Bond. Launched US\$10million Eurobond Fund and N2BN Wealth for Women Bond. Shareholders' Fund stood at N19.5 Billion.

**2021-2023**

NSE's reclassification of UCAP shares to Medium Price Stock Group Launched United Capital Infrastructure Fund (UCIF). Emerged as Africa's Top 100 fastest growing companies in 2023.

# Our 2024 Highlights



We were recognized by the Financial Times and Statista as one of Africa's fastest growing Companies for 2024 for the 3rd year in a row.



Our Securities business achieved a remarkable feat by ranking as the leading broker in Nigeria by value in the first quarter of 2024, according to the Nigerian Exchange Brokers Performance Report. The business contributed significantly to market activity, executing a substantial trade volume of ₦80.355 billion, representing 14.89% of the total trading volume.



Our Investment Banking business served as the lead issuing house for VFD group rights issue of 63,342,455 ordinary shares of 50kobo each at #197.33 per share.



Our HY 2024 financial performance recorded a 65% increase in Profit After Tax to ₦7.74 billion, a 63% rise in Profit Before Tax to ₦9.06 billion, a 35% year-to-date growth in Assets Under Management, and a 38% increase in Gross Earnings to ₦15.15 billion. Our total assets also grew by 27% to ₦1.19 trillion.



Our Investment Banking and Securities business played a pivotal role as Lead financial advisor and stockbroker in the successful ₦1.8 trillion listing of Transcorp Power on the Main Board of the Nigerian Exchange (NGX).



Our Asset management business hosted an inaugural investment forum focused on bringing together experts in the financial and investment industry with the goal of driving more retail participation in Collective Investment Schemes.



Our Asset Management business launched the Stable Income Fund, a low-risk, open-ended Naira-denominated mutual fund designed to provide investors with steady returns over the medium to long term.



Our share price increased by 68% from ₦24 at the start of FY 2024 to ₦40.55 as of July 2024, recording a 65% increase in earnings per share (EPS) year-on-year.

## ■ Our 2024 Highlights



We also declared our first-ever interim dividend of 90 kobo per unit of share and a 2 for 1 bonus issuance to shareholders.



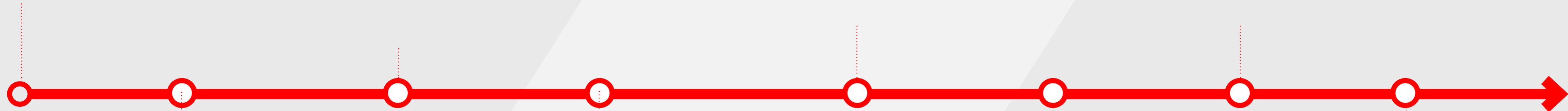
Our Securities Trading Business, United Capital Securities emerged No 1 broker by value in July 2024, Nigerian Exchange Brokers Performance Report accounting for equity deals worth over ₦128.524 billion, representing 26.04% of total stocks traded in July 2024.



United Capital Group shares recorded an 89% increase in earnings per share (EPS) year-on-year.



United Capital Investment Banking led the US\$1.4 Million Corporate Bond Issuance in Sierra Leone, completing the country's first local currency corporate bond, valued at SLE32 million.



Our Investment Banking business led the issuance of the Inaugural FGN US Dollar Bond, raising over \$900 million and achieving over 180% subscription rate in landmark fashion.



United Capital Group launched its 7th subsidiary, UCEE Microfinance Bank, a digital-first microfinance institution fully licensed by the Central Bank of Nigeria (CBN) and insured by the Nigeria Deposit Insurance Corporation (NDIC). Our Q3 2024 financial performance recorded an 89% increase in Profit After Tax to N15.98 billion, a 93% rise in Profit Before Tax to ₦18.73 billion, a 27% year-to-date growth in Assets Under Management, and a 61% increase in Gross Earnings to ₦28.17 billion. Our total assets also grew by 36% to ₦1.264 trillion. Investment Schemes.



Our share price increased by 68% from N24 at the start of FY 2024 to N40.55 as of July 2024, recording a 65% year on year increase.



Our Pan-African Expansion Strategy received a major boost as we secured a License to operate as an Asset Manager with coverage in the West African Economic and Monetary Union (WAEMU) regional bloc covering Republic of Benin, Burkina Faso, Côte D'Ivoire, Guinea-Bissau, Mali, Niger, Senegal, and Togo.



## ■ Our 2024 Highlights



United Capital Plc's Group CEO, Peter Ashade, was honoured as one of Nigeria's Top CEOs at the prestigious BusinessDay Top CEOs Awards in 2024. This recognition underscores his exemplary leadership and the impressive growth achieved by United Capital under his guidance.



United Capital Asset Management was awarded the Financially Inclusive Fund Manager of the Year Award at the International Financial Inclusion Conference 2024.



United Capital Asset Management and Securities Business partnered with organizations such as the Nigerian Exchange (NGX) leveraging various initiatives like our Investor Clinics, Breakfast Series, and Soirees to foster



United Capital Investment Banking served as Joint Lead issuing house on the United Bank for Africa rights Issue of 6,839,884,274 ordinary shares of 50kobo each at ₦35.00 per share.



United Capital Group bagged the prestigious **Financial Services Group of the Year (Non-Banking)** award and four other awards, emerging as the biggest winner at the 2024 BusinessDay Banks and Other Financial Institutions (BAFI) Awards. Three of the Group's core subsidiaries - United Capital Asset Management, United Capital Trustees, and United Capital Securities.



Our Trustees business was awarded Best Trustee Company in Nigeria in terms of Deal Value at the Nigerian Exchange (NGX) Made of Africa Awards recognizing United Capital Trustees for executing the largest number and highest value of bond transactions on the NGX in 2024



Our Group successfully received the MSECBS Management System Certificate signifying the group's compliance with the management system requirements for **ISO/IEC 27001:2022**.



The United Capital Infrastructure Fund delivered a 23.08% gross return, with total distributions to unit holders reaching ₦1.98 billion, while total income rose by 150% YoY to ₦1.9 billion

OUR AWARDS 2024

2024



Best Trustee Company in Nigeria (2024)

NGX Made of Africa Awards

2024



Innovative Fund Manager of the Year (2024)

BusinessDay Banking and Financial institutions (BAFI) Awards

2024



Stockbroking Company of the Year (2024)

BusinessDay Banking and Financial institutions (BAFI) Awards

2024



Investment Management Firm of the Year (2024)

BusinessDay Banking and Financial institutions (BAFI) Awards

2024



Trustees Company of the Year (2024)

BusinessDay Banking and Financial institutions (BAFI) Awards

2024



Financial Services Group of the Year (2024) (United Capital Group)

BusinessDay Banking and Financial institutions (BAFI) Awards

2024



One of Africa's Fastest Growing Companies (2024)

Financial Times & Statista Magazine Ranking

2024



Financially Inclusive Fund Manager (2024)

International Financial Inclusion Conference

## OUR AWARDS

2023



**One of Africa's Fastest Growing Companies (2023)**

*Financial Times & Statista Magazine Ranking*

2022



**Fastest Growing Investment Management Firm 2022 (Asset Management)**

*International Finance Magazine*

2022



**One of Africa's Fastest Growing Companies (2022)**

*Financial Times & Statista Magazine Ranking*

2022



**Sectorial Leadership Award – Financial Services (other Financial Institutions)**

*Performance Earnings and Returns Leadership (PEARL)*

2022



**Africa CEO Awards 2022**

*African Business Leadership Awards (ABLA)*

2018



**Highest Overall Award**

*Performance Earnings and Returns Leadership (PEARL)*

2018



**Sectorial Leadership Award – Financial Services (other Financial Institutions)**

*Performance Earnings and Returns Leadership (PEARL)*

2018



**Sectorial Leadership Award: Highest Dividend Yield (Main Competitive Category)**

*Performance Earnings and Returns Leadership (PEARL)*

2018



**Sectorial Leadership Award, Financial Services Other Financial Institution (Main Competitive Award Category)**

*Performance Earnings and Returns Leadership (PEARL)*

2018



**Special Recognition Award Category: Good Corporate Governance Award**

*Performance Earnings and Returns Leadership (PEARL)*

2021



**Most Profitable Company (Financial Services: Other Financial Institutions)**

*BusinessDay (Nigerian Investor Value Awards 2021)*

2021



**Shareholder Capital Allocation Company of the Year (Dividends Payments)**

*BusinessDay (Nigerian Investor Value Awards 2021)*

2021



**Equities Fund Manager of the Year Award 2021 (United Capital Asset Management Ltd)**

*BusinessDay Banking and Financial Institutions (BAFI) awards*

2021



**Fund Manager of the Year (United Capital Asset Management Ltd)**

*Business A.M. 2021 Mutual Funds Outlook and Awards*

2018



**Outstanding CEO of the Year Award (Honorary Award Category)**

*Performance Earnings and Returns Leadership (PEARL)*

2018



**Stockbroking firm of the year**

*BusinessDay Banking and Financial Institutions (BAFI)*

2018



**Top high-yield Money Market Fund that beat inflation in Nigeria (United Capital Asset Management Ltd)**

*Nairametrics*

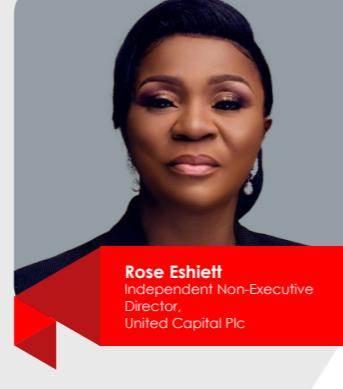
2018



**Money Market Fund of the year (United Capital Asset Management Ltd)**

*BusinessDay Banking and Financial Institutions (BAFI) awards*

## ■ Our Board



## ■ Leadership Team



Our Securities Trading business is a dealing member of the Nigerian Exchange and registered by the Securities and Exchange Commission. We are also a registered dealing member of NASD OTC Plc and FMDQ OTC Plc, allowing us to deal in over-the-counter Equity and Fixed Income Securities.

## OUR SERVICES

Sales and trading of listed and unlisted securities for both private and institutional clients.

### Equity Portfolio Management Services

- ▶ Non-Discretionary: We provide research-based market insight to clients to enhance the efficient management of their Equity Portfolios.
- ▶ Discretionary: We actively manage the equity portfolio of our High-Net-Worth Individuals and Institutional clients, subject to pre-agreed performance benchmarks.

### Receiving Agent to New Issues

As a receiving agent to new issues, we provide in-depth market analysis on new issues to assist clients with their investment decisions, leveraging on our robust operational support to surpass remittances specified periods to the Issuing House to ensure efficiency.

### Stockbrokers to Primary Issues

We support companies seeking to raise capital in form of Equity or Debt on the Nigerian Exchange. We leverage on our large distribution capability, to ensure a successful completion of the offer process.

### Designated Adviser to SMEs

Providing small and medium enterprises with the required knowledge and professional advice to prepare and guide them to listing on the Alternative Securities Market (ASeM).

### Supplemental Market Making

We also provide Equity Supplemental Market Making to improve market liquidity for selected stocks listed on the Nigerian Stock Exchange (NGX).

# SECURITIES TRADING

# Our 2024 Achievements



## INDUSTRY RANKING

Ranked 3rd position among Brokers in market value as at September 2024 year-to-date.

Executed trades worth over N294.02 billion accounting for 7.2% of the total market value



## IMPRESSIVE FINANCIAL PERFORMANCE

Achieved Revenue growth of 61% year-on-year

Recorded Profit Before Tax growth of 48% year-on-year



## CORPORATE TRUST GROWTH

Grew Corporate Trust portfolio by 11% year-to-date to N3.8 billion as at 30th September 2024

# Our 2024 Achievements

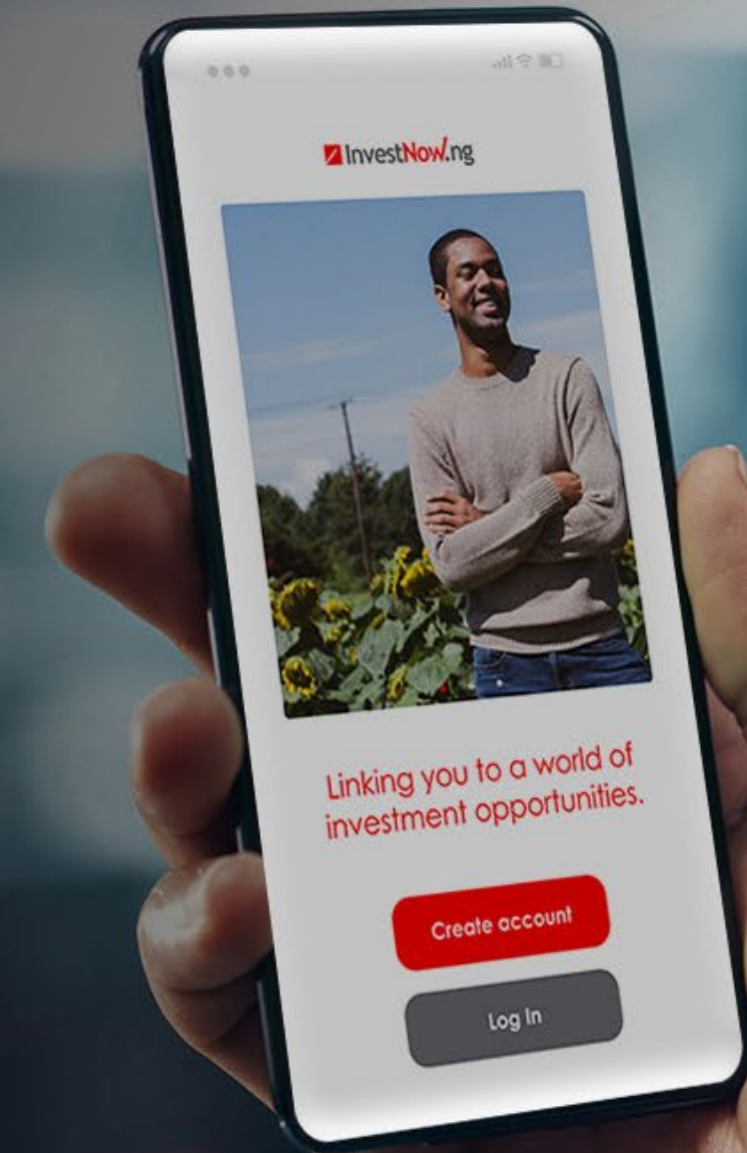
## U-TRACE

We assist you track and unlock the value of all unclaimed dividends/outstanding bonuses from quoted companies in Nigeria. The service enables you to have access to shares bought through the Stockbroking houses that are now inactive or moribund ensuring the following amongst others:

- ▶ Reconciliation of clients' investments
- ▶ Recovery and dematerialization of all shares certificates
- ▶ Recovery of all outstanding bonuses and dividend warrants
- ▶ Revalidation of stalled dividend warrants
- ▶ Consolidation of multiple shareholdings and CSCS accounts
- ▶ Transfer of shares from inactive/moribund Stockbroking houses to UCSSL
- ▶ Transfer of minor accounts to beneficiaries upon attainment of age

## STOCK TRADING ON INVESTNOW

Our digital platform provides direct market access to enable clients to trade stocks real-time on the floor of the Nigeria Exchange, access advisory information and monitor their shares portfolio from the comfort of their smartphone or computer.



WE TAKE PRIDE IN BEING YOUR PARTNER AND EMPOWERING YOU IN THE PURSUIT OF YOUR FINANCIAL GOALS.

MAKE THE INTELLIGENT CHOICE TODAY!

**Lagos (Head Office)**

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Phone Number: 07000-INVEST (07000468378)

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**Warri**

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