



*Financial Results*  
*Q2 & H1 – FY 2012-13*

*Analyst Presentation*

*2<sup>nd</sup> November 2012*

Global Business increased from ₹. 342856 cr. to ₹. 402766 cr. YoY increase of 17.47%

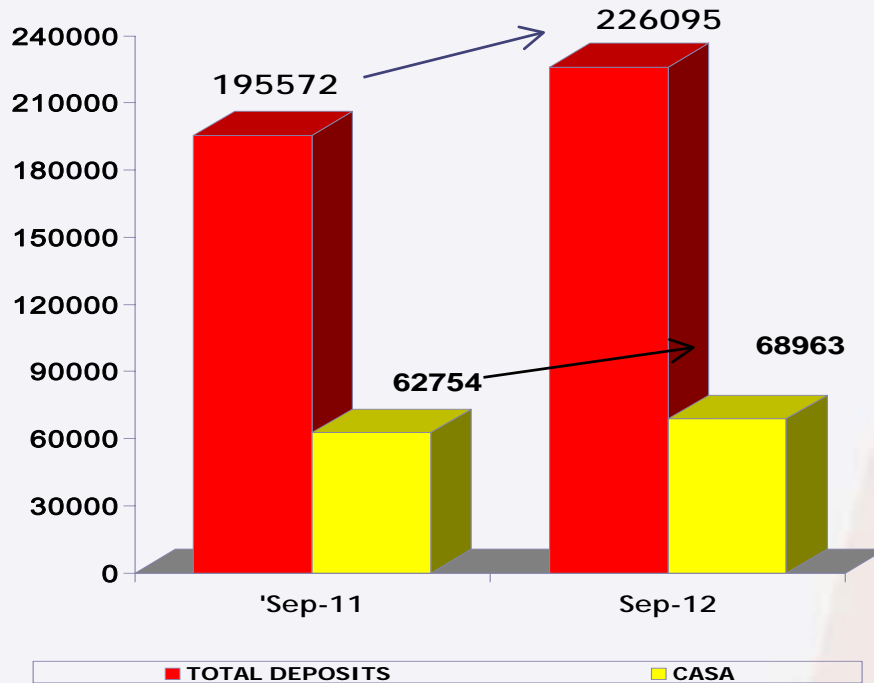
Advances increased from ₹.147284 cr. to ₹.176671cr. an increase of 19.95% .

Deposits up from ₹. 195572 cr. to ₹ 226095 cr. an increase of 15.61%

NII for the HY registered growth of 12.95%.

Operating profit for HY up from ₹. 2371 cr. to ₹.2540 cr. - an increase of 7.13%

Net profit for HY increased from ₹. 817 cr. to ₹.1066 cr. - an increase of 30.48%

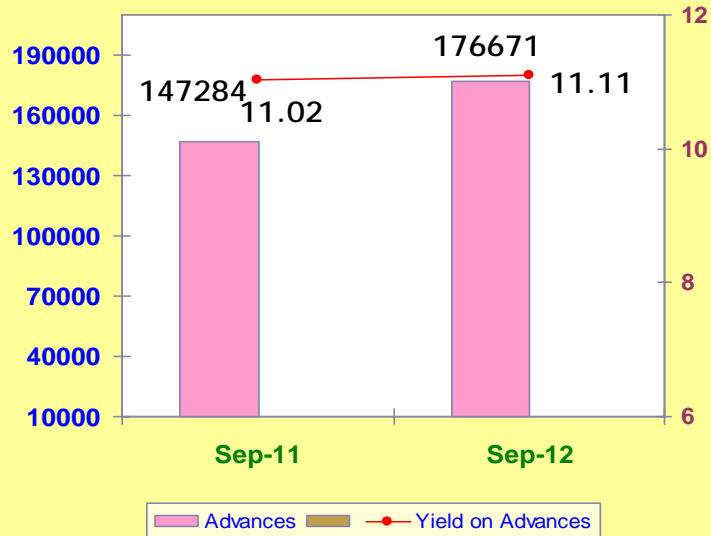


- Deposits grew by 15.61% to ₹ 226095 crs from ₹ 195572 crs YoY.
- CASA share in total deposits was at 30.50%.
- The Bank added 15.94 lakhs CASA accounts during the first half of the year.

(₹. in crore)

	SEP11	SEP12
<b>Total Deposits</b>	<b>195572</b>	<b>226095</b>
<b>Current Deposits</b>	<b>14924</b>	<b>15652</b>
<b>Savings Deposits</b>	<b>47830</b>	<b>53311</b>
<b>Demand Deposits (CASA)</b>	<b>62754</b>	<b>68963</b>

Advances & Yield on Advances



- Advances registered YoY growth of 19.95% from Rs 147284 crs to Rs 176671 crs.

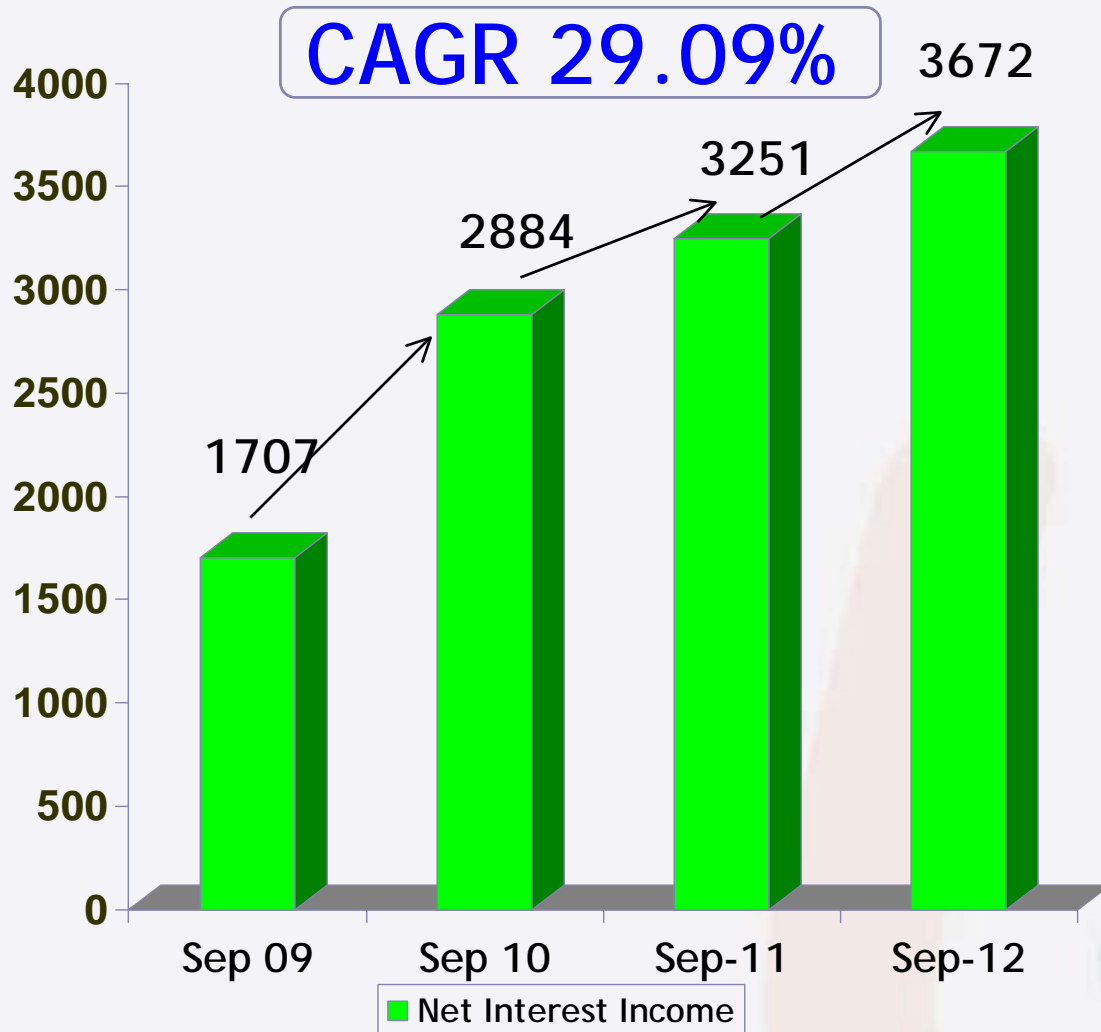
(₹. in crore)

	SEP 12	% to Advances
MSME	27458	15.54
Agriculture	17424	9.86
Retail Advances	17620	9.97
Trade	8867	5.02
Overseas Credit	10808	6.12
Large Corporate & Others	94494	53.49

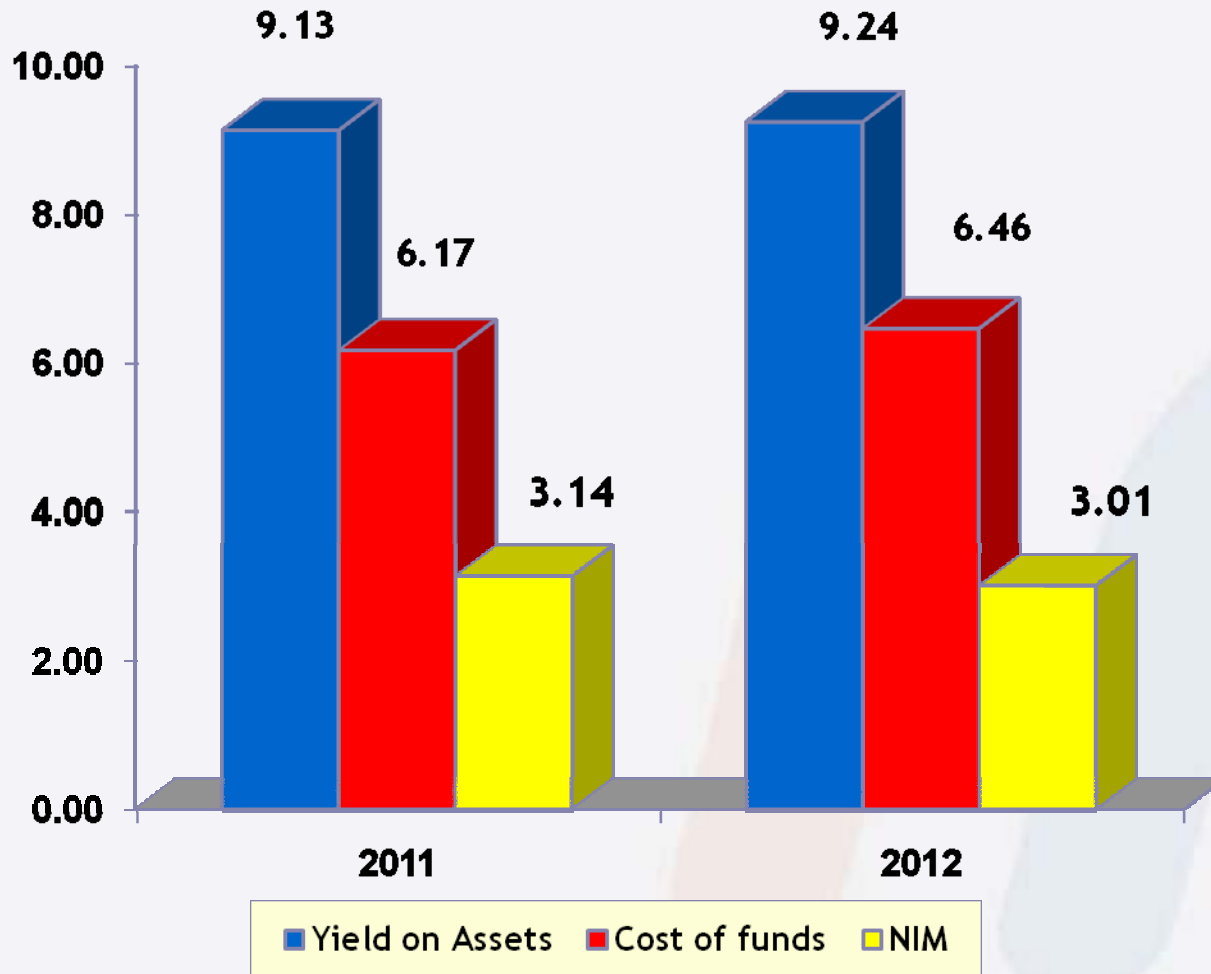


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*Half Yearly Results*  
*H1 FY 2012-13*



- Net Interest Income for the Half Year is at ₹. 3672 crore as against ₹. 3251 crore during the corresponding period of last year an increase of 12.95%.



● NIM is 3.01% for the Half Year.

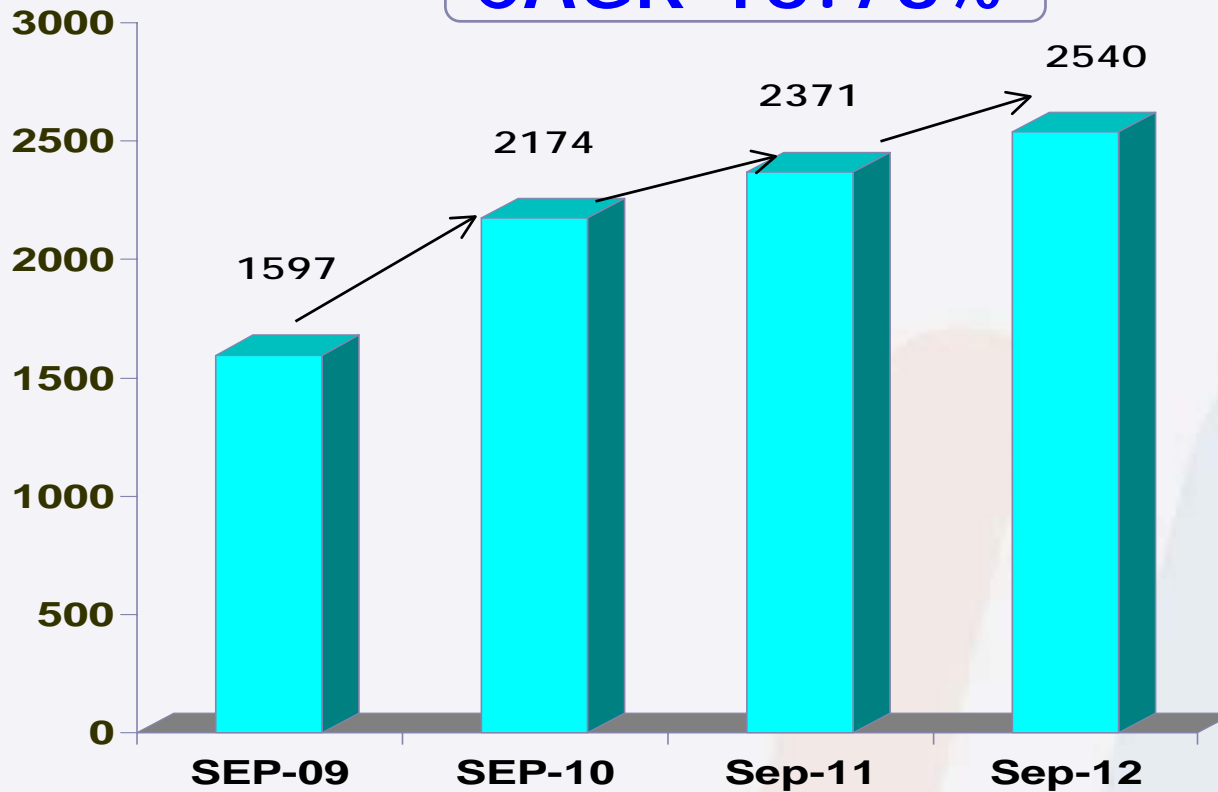
(\*NIM on Earning Assets)

(₹. in crore)

	Sept. 2011	Sept. 2012	Growth %
Core Non Interest Income	550	646	17.51
Treasury Income	334	277	-17.00
<u>W/w</u> Profit on Sale of Investments	213	130	-39.00
Exchange Profit	121	147	21.74
Recovery in Written off Accounts	101	114	12.38
<b>Total</b>	<b>985</b>	<b>1037</b>	<b>5.28</b>



**CAGR 16.73%**

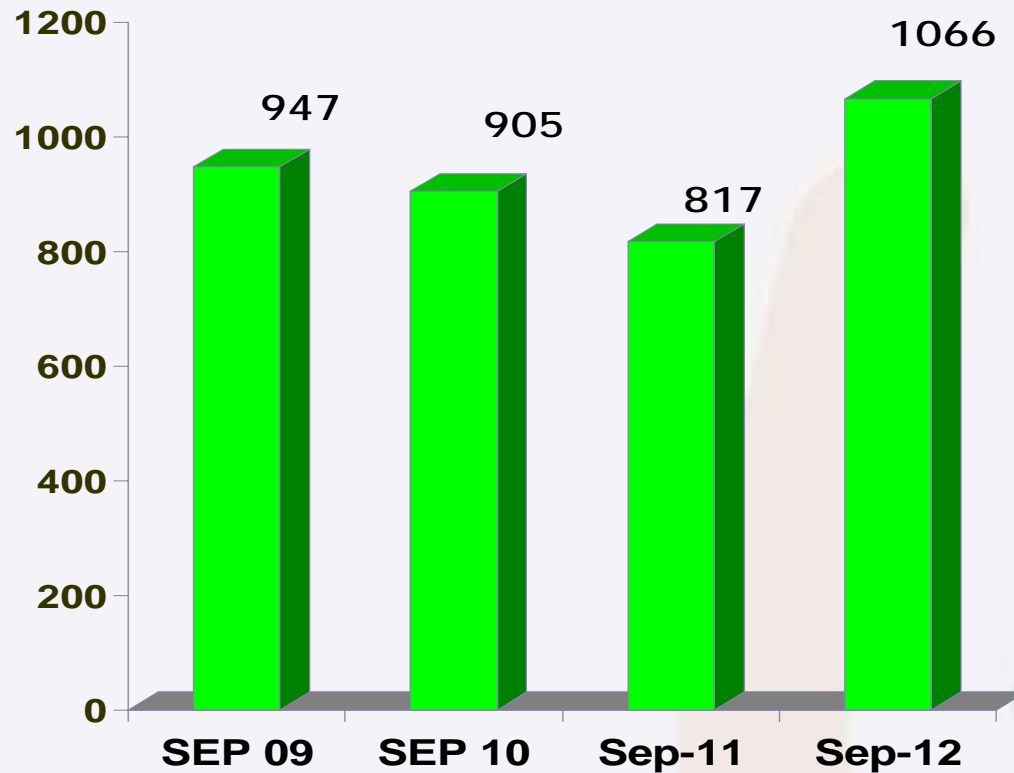


- Operating Profit for the Half Year is at ₹. 2540 crore as against ₹. 2371 crore during the corresponding period of last year an increase of 7.13%.

(₹.in crore)

	SEP 11 (H1)	SEP 12 (H1)
NPAs	840	791
Standard Assets	-9	19
Depreciation on Investment	90	3
Shifting Loss	62	17
Restructured Advances	59	139
Others (FITL etc)	9	38
Taxation	503	467
<b>Total</b>	<b>1554</b>	<b>1474</b>

**CAGR 4.02%**



- The Net Profit for the Half Year registered growth of 30.48% from ₹ 817 crore to ₹ 1066 crore.

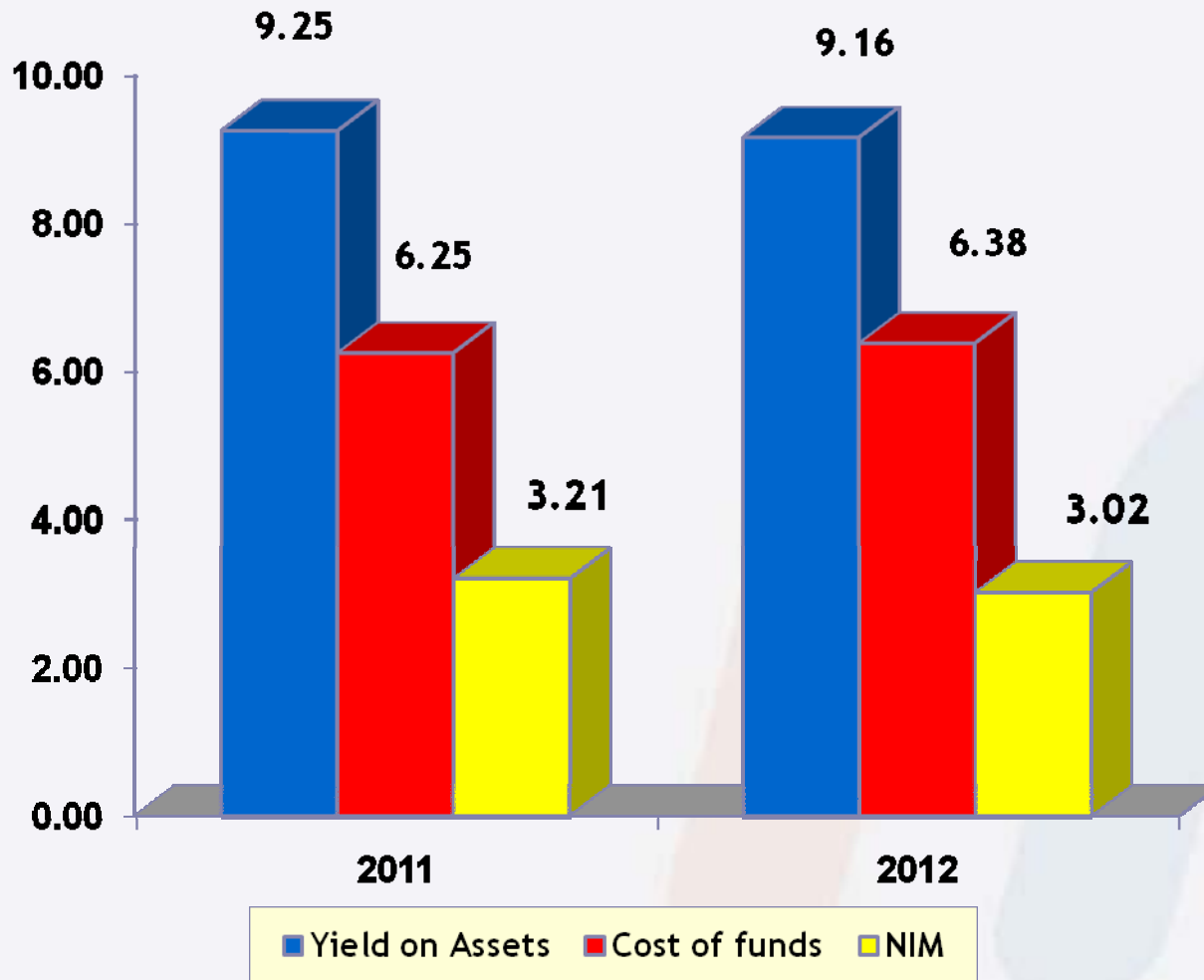


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*Quarterly Results*  
*Q-2 FY 2012-13*

**Growth 11.38%**





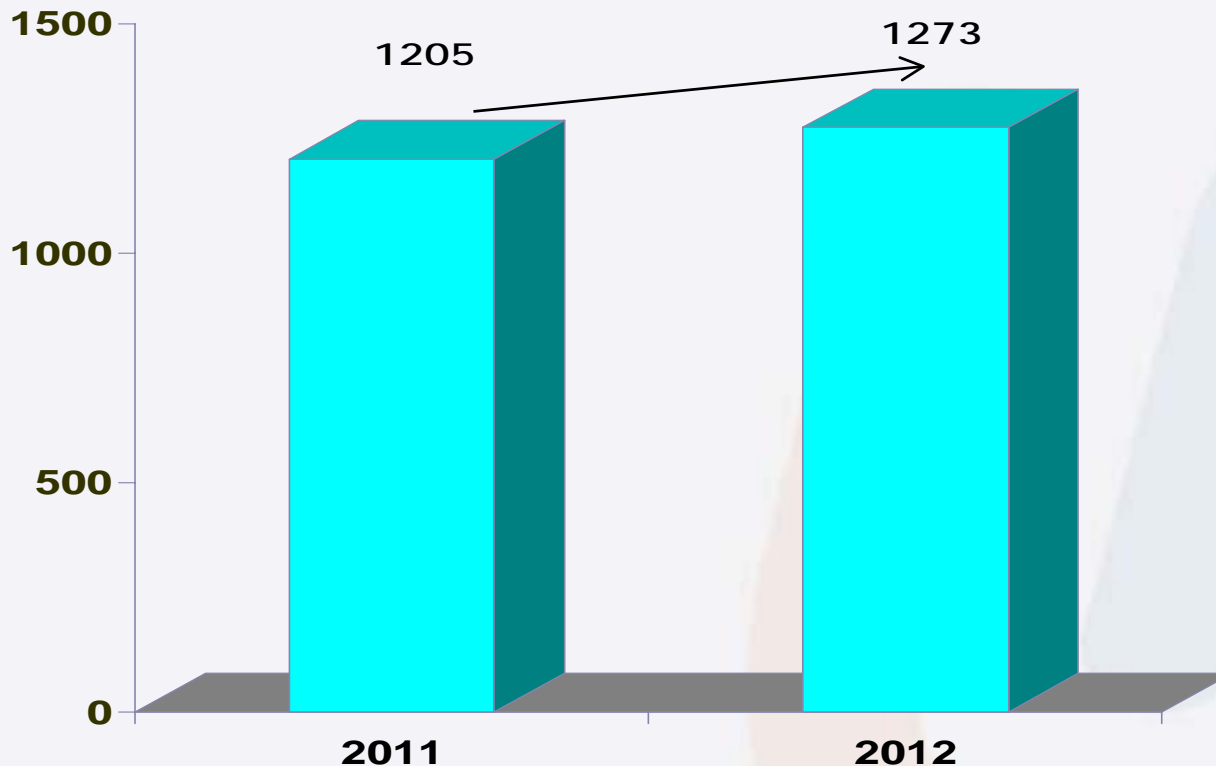
NIM is 3.02% for the Quarter.

(\*NIM on Earning Assets)

(₹. in crore)

	Sept. 2011	Sept. 2012	Growth %
Core Non Interest Income	298	351	17.71
Treasury Income	161	139	-13.50
<u>W/w</u> Profit on Sale of Investments	100	75	-25.20
Exchange Profit	61	64	5.67
Recovery in Written off Accounts	42	56	32.83
<b>Total</b>	<b>501</b>	<b>546</b>	<b>8.95</b>

**Growth 5.64%**



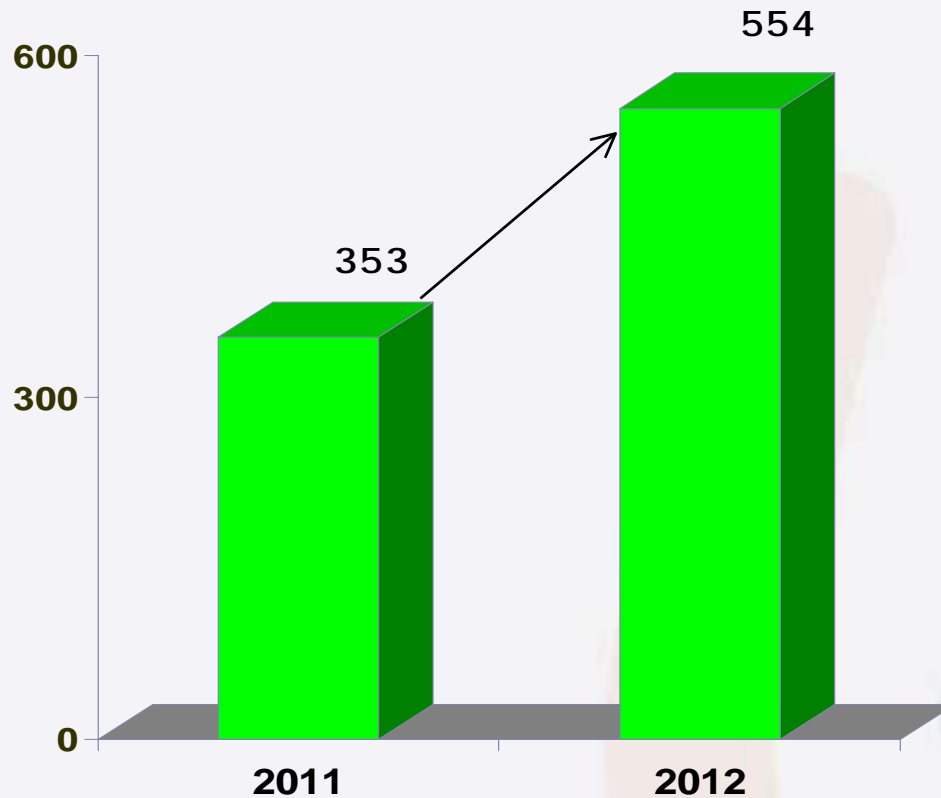
- Operating Profit for the Quarter is at ₹. 1273 crore as against ₹. 1205 crore during the corresponding quarter of last year.



(₹.in crore)

	SEP 11 (Q2)	SEP 12 (Q2)
NPAs	495	354
Standard Assets	3	13
Depreciation on Investment	82	-46
Shifting Loss	0	0
Restructured Advances	54	69
FITL	-9	61
Others	-3	38
Taxation	230	230
<b>Total</b>	<b>852</b>	<b>719</b>

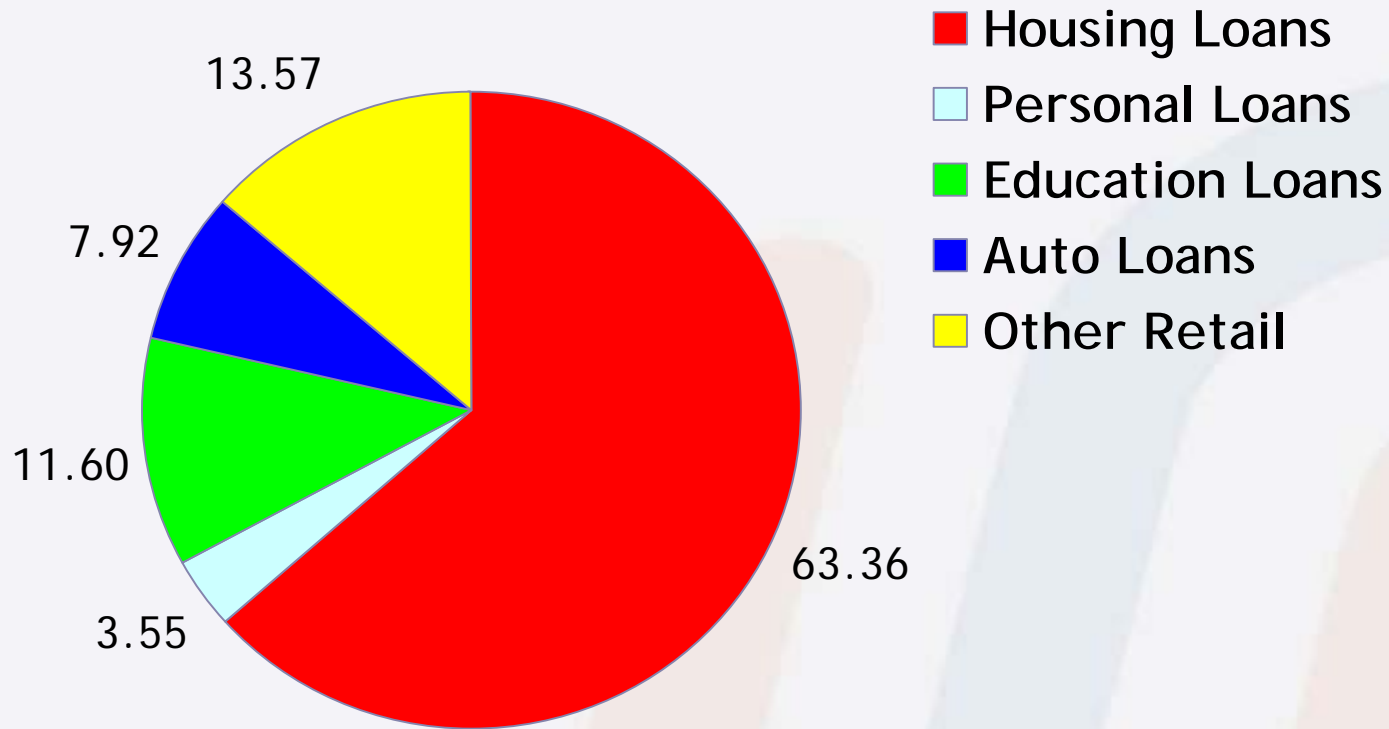
Growth 56.94%



- The Net Profit for the Quarter registered growth of 56.94% from ₹ 353 crore to ₹ 554 crore.

## COMPOSITION OF RETAIL ASSETS

Product-wise composition of Retail assets Portfolio SEP 12



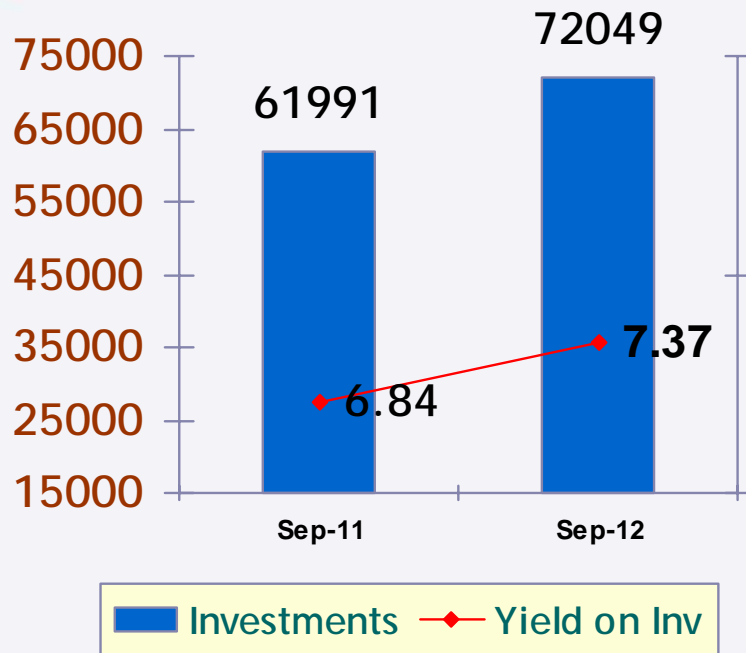
## MAJOR SECTORAL EXPOSURES OF ADVANCES

Across Large & Mid Corporates, SME and Corporate Agri Business

Rank	Sectors	Exposures (Domestic) (As on 30 <sup>th</sup> SEP 2012)	
		Amount (₹.in Crore)	% Share
1	Infrastructure	31558	17.86
2	NBFCs and HFCs	21127	11.96
3	Retail Advances	17620	9.97
4	Agriculture	17424	9.86
5	Basic Metal Product	11064	6.26
6	Trade	8867	5.01
7	Food Processing	5068	2.87
8	Textile	4952	2.81
9	Chemical & Chemical Products	3364	1.90
10	Gems & Jewellery	3222	1.82
11	Commercial Real Estate	3165	1.79
12	Petroleum	3057	1.73
13	Construction	2360	1.34

	Upto March 12		During April - June 2012		During July- SEP 2012		Total	
	Accts.	Amt.	Accts.	Amt.	Accts.	Amt.	Accts.	Amt.
Assets Restructured	120781	11879	309	1642	179	839	121269	14360
	Accts.	Amt.	Accts.	Amt.	Accts.	Amt.	Accts.	Amt.
Amount Recovered	-	2816	-	607	-	684	-	4107
W/w								
	Accts.	Amt.	Accts.	Amt.	Accts.	Amt.	Accts.	Amt.
Accounts Closed	-	1168	-	43	-	105	-	1316
	Accts.	Amt.	Accts.	Amt.	Accts.	Amt.	Accts.	Amt.
NPAs	32051	1599	1232	80	647	253	33930	1932

Amount Outstanding in restructured Accounts Rs. 10009.44 crore



Investments have shown a growth of 16.22% and Yield on Investments have increased by 53 bps from 6.84% to 7.37%.

Out of Total AFS portfolio of ₹. 15,392 Cr. ₹. 9559 Cr (62.10%) is interest sensitive.

	SEP 11	%	Duration	SEP 12	%	Duration
Held to Maturity	49793	80.32	4.84	56443	78.34	4.78
Held for Trading	338	0.55	4.92	214	0.30	1.57
Available for Sale	11860	19.13	1.86	15392	21.36	1.73
<b>Total</b>	<b>61991</b>	<b>100.00</b>	<b>4.39</b>	<b>72049</b>	<b>100.00</b>	<b>4.15</b>

(₹. in crore)

	SEP 11	June 12	SEP12
Gross NPAs - Opening	3745	5450	6541
Add : Additions	1821	1631	792
Less : Reductions	430	540	863
1. Recoveries / Upgradations	232	461	627
2. Write Off	198	79	236
Gross NPAs- Closing	5136	6541	6470
Gross NPA (%)	3.49	3.76	3.66
Net NPA	2959	3747	3559
Net NPA (%)	2.04	2.20	2.06
Credit Cost	1.35	0.98	0.81

(₹. in crore)

SECTOR	Amount	% to Total NPAs	% to Total Portfolio
Agriculture	1521	23.51	8.73
SME	1113	17.20	4.05
Other Priority	560	8.66	1.85
Non Priority	3276	50.63	3.23
<b>Total</b>	<b>6470</b>	<b>100.00</b>	<b>3.66</b>

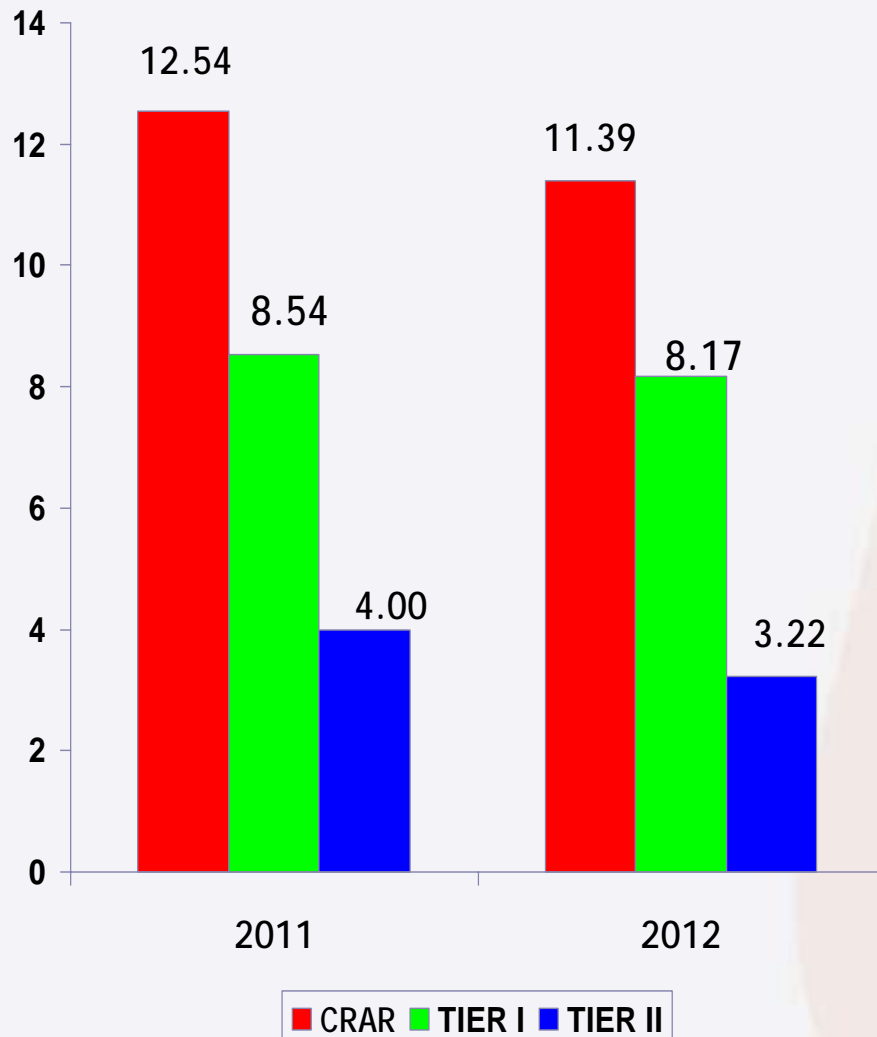


	June 12	SEP12
Earning Per Share (Rs) *	37.17	40.29
Cost to Income Ratio (%)	45.22	46.89
Return on Average Assets (%)	0.79	0.83
Book Value (Rs)	246.83	256.91

\* Annualised

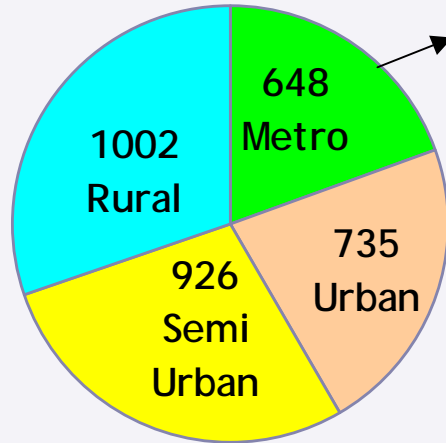
(₹. In lacs)

	SEP11	SEP12
Business per Employee	1122	1267
Business per Branch	11237	12164
Gross Profit per Employee	15.52	15.98
Gross Profit per Branch	155.42	153.41
Net Profit per Employee	5.35	6.71
Net Profit per Branch	53.55	64.40

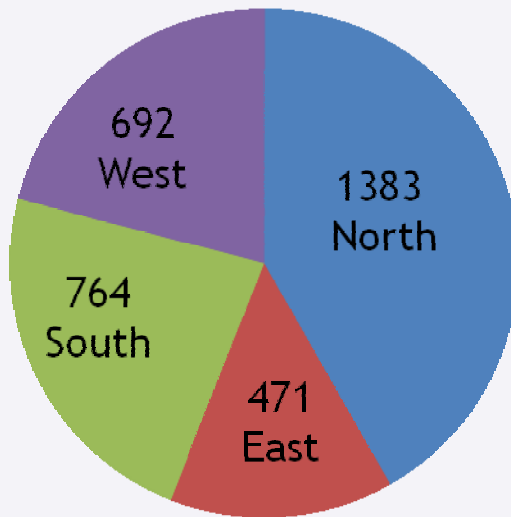


- As per Basel II Capital Adequacy Ratio is at 11.39% as of 30<sup>th</sup> SEP 2012 as against 12.54% as of SEP 2011.
- Tier-I Core Capital Ratio is at 8.17% as of SEP 2012 as against 8.54% in SEP 2011.

## BRANCH MIX



Including  
Hong Kong  
branch



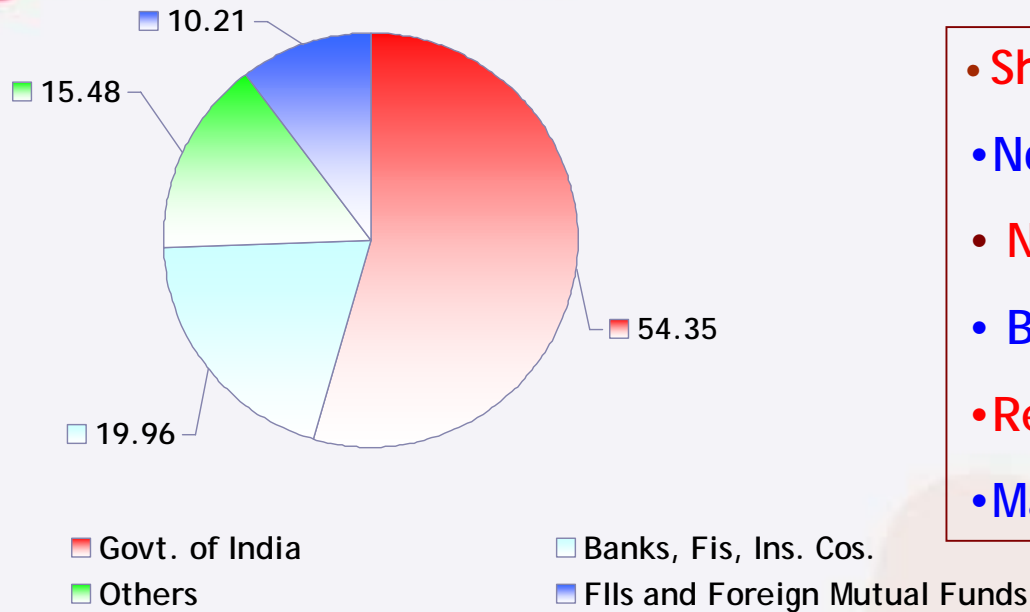
Bank opened 112 branches and 384 ATMs during the first Half.

The No of ATMs as % of total branches stood at 126.40%

Transactions through electronic channel increased to 55.29% from 54.75% in March 2012.

## SERVICE OUTLETS

	SEP 11	SEP 12
Branches	3051	3311
Ext. Counters	42	39
Service branches	45	47
<b>Total</b>	<b>3138</b>	<b>3397</b>
ATMs	2757	4185



- **Share Capital:** ₹. 661.55 crore
- **No. of Equity Shares:** 55.05 - crores
- **Net worth:** ₹. 14144 crore
- **B. V. per share:** ₹. 256.91
- **Return on Equity:** 15.08%
- **Market Cap (Sep.12) :** ₹. 11431 crs

	SEP 11	SEP 12
GOVT.	57.07	54.35
FII & FMFs	11.91	10.21
BANKS, INST./ MUTUAL FUNDS	14.72	19.96
OTHERS	16.30	15.48

**Business of Hong Kong Branch**

**US \$ 2.38 Billion i.e. Rs. 12583 crore**

**Total Deposits**

**US \$ 0.34 Billion i.e. Rs. 1775 crore**

**Total Advances**

**US \$ 2.04 Billion i.e. Rs. 10808 crore.**

**Net Profit**

**US \$ 0.003 Billion i.e. Rs. 18.09 crore**

**Bank's Representative Offices**

Shanghai, Beijing, Abu Dhabi, London and Sydney.

**Expansion Plans**

Bank is in the process of setting up of Branch offices in DIFC in Dubai, Sydney & Antwerp (Belgium) and subsidiary in London.

In principle approval is received for opening branch in DIFC in Dubai.

*Major highlights  
of last quarter*

- The Bank opened its 57<sup>th</sup> Regional Office in Mehsana, Gujarat, the Bank's 5<sup>th</sup> Tr Ahmedabad, Baroda, Surat and Rajkot.
- The Bank successfully raised a follow-on RegS offering of MTN of US \$ 350 mio in August 2012.
- The Bank bagged 7 awards at the 52<sup>nd</sup> annual ABCI awards organised by the Association of Business Communicators of India.
- Bank has since received “in principle” approval for opening branch in DIFC, Dubai.
- ATMs opened during the HY were 384 taking the total ATMs to 4185, one of the best in PSBs.
- Transactions through electronic mode stood at 55.29%.



# Disclaimer

Except for the historical information contained herein, statements in this presentation which contain words or phrases such as “is”, “aims”, ‘will’, ‘would’, ‘indicating’, ‘expected to’ etc., and similar expressions or variations of such expressions may constitute ‘forward-looking statements’. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, future levels of non-performing loans, our growth and expansion in business, the impact of any acquisitions, the adequacy of our allowance for credit losses, technological implementation and changes, the actual growth in demand for banking products and services, investment income, cash flow projections, our exposure to market risks as well as other risks. Union Bank undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



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