



Financial Results
Q4 - 12 & FY 2012

Analyst Meet

9th May, 2012

Business Overview (Global)

Global Business up from ₹. 355483 cr. to ₹. 403900 cr. an increase of 13.62%

Advances up from ₹.153022 cr. to ₹.181031 cr. an increase of 18.30% .

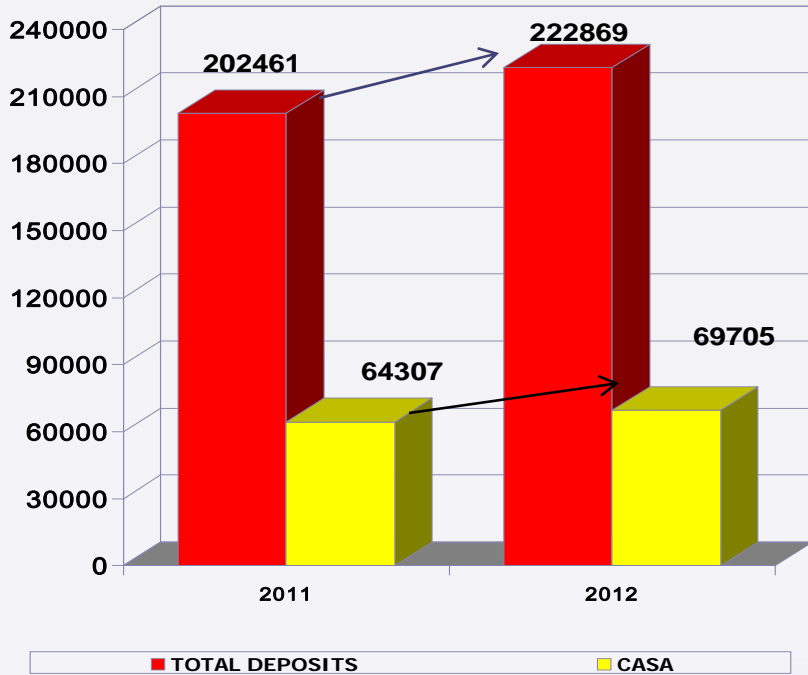
Deposits up from ₹. 202461 cr. to ₹ 222869 cr. - an increase of 10.08%

Operating profit up from ₹. 4305 cr to ₹.5254 crores – an increase of 22.04%

Net Interest Margin is at 3.21%.

Non-Interest Income has increased from ₹. 2039 crore to ₹. 2332 crore, an increase of 14.37%.

Deposits

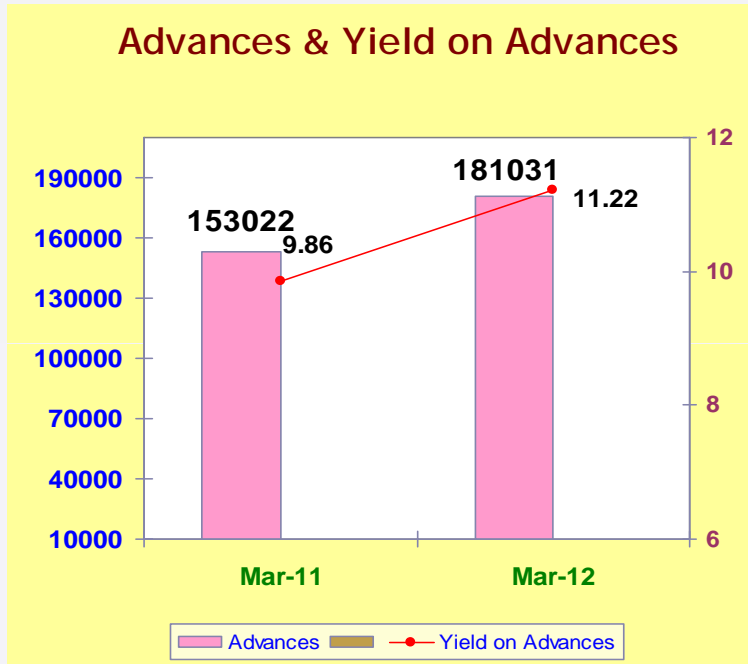


- CASA share in total deposits was at 31.28%.
- The Bank added 2.77 million CASA accounts during the year.

(₹. in crore)

	MAR 11	MAR 12
Total Deposits	202461	222869
Current Deposits	19618	19276
Savings Deposits	44689	50429
Demand Deposits (CASA)	64307	69705

Advances



- Advances grew by 18.30% YoY from Rs 153022 crs to Rs 181031 crs.
- Yield on advances improved to 11.22% from 9.86% in the previous year

(₹. in crore)

	MAR 12	% to total Advances
Wholesale Advances	105128	58.07
Retail Advances	16242	8.97
Agriculture	16292	9.00
MSME	24662	13.62

Sequential Performance

(₹. in crore)

	Quarter ended	
	Dec.,2011	March,2012
Net Interest Income	1781	1877
Non Interest Income	592	755
Operating Profit (Rs. in Crore)	1284	1599
Net Profit (Rs. in Crore)	197	773
NIM (%)	3.31	3.26
Gross NPA (%)	3.33	3.01
Net NPA (%)	1.88	1.70
Return on Assets(%)	0.35	1.31
Rtn. on Equity (%)	6.47	23.65
Book Value (INR)	232.38	237.48
Operating Profit to Equity (%)	10.54	11.15
Earning Per Share (Rs.)	15.03	58.92
Cost to Income Ratio (%)	45.89	39.26

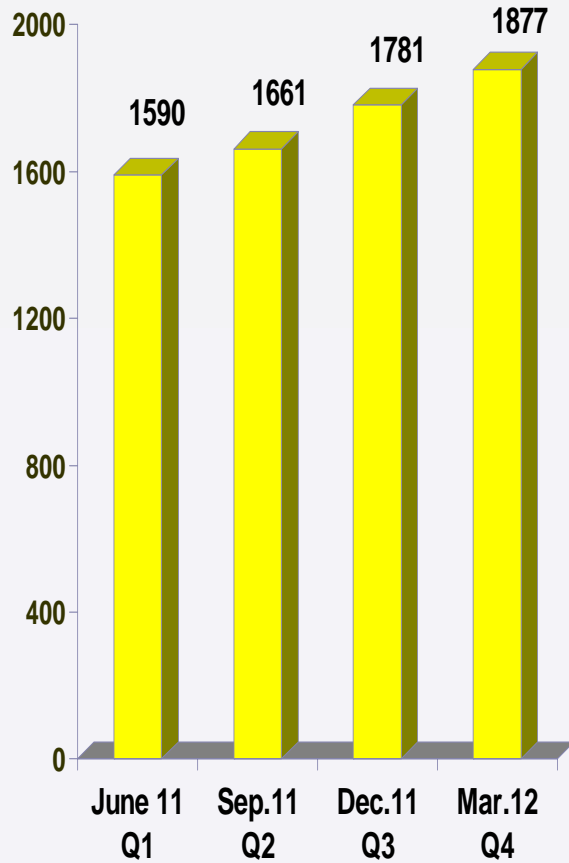
ON THE GROWTH PATH

MARKET SHARE OF THE BANK SEQUENTIALLY

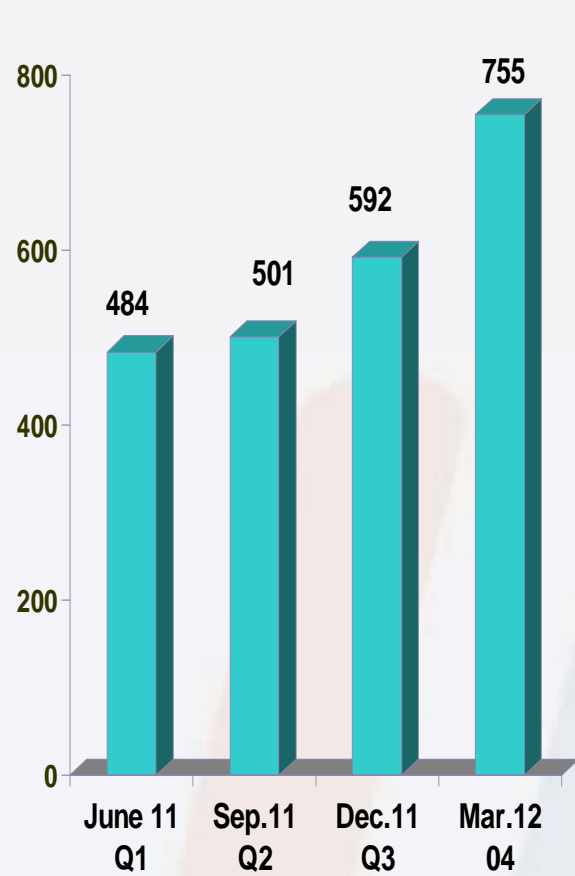
Domestic Aggregate Deposits			
	23.09.2011	30/12/2011	23/03/2012
Market Share (%)	3.25	3.32	3.35
Credit			
Market Share (%)	3.10	3.23	3.24

** based on RBI fortnightly data on SCBs*

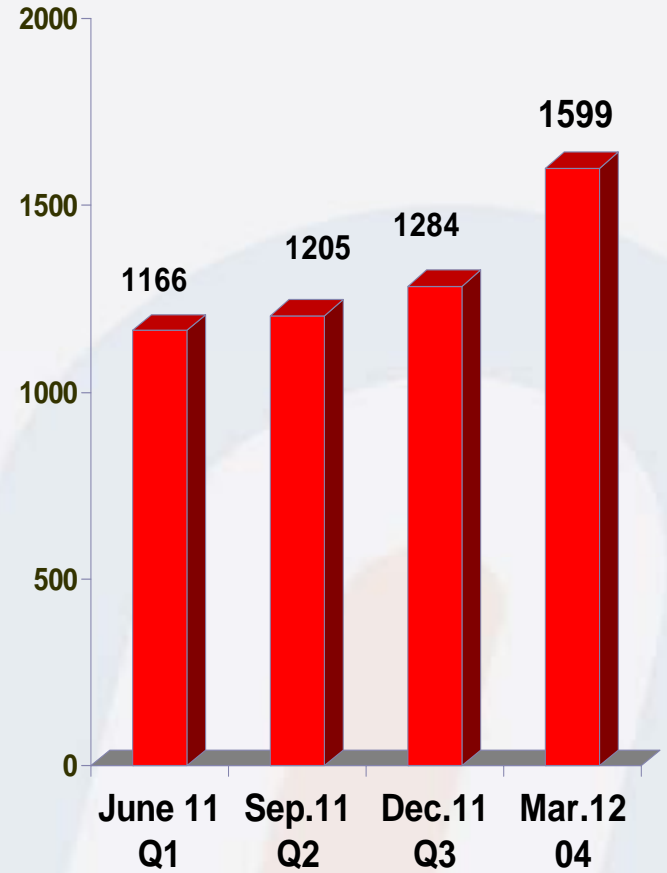
Improving Performance QoQ (Sequentially)



Net Interest Income

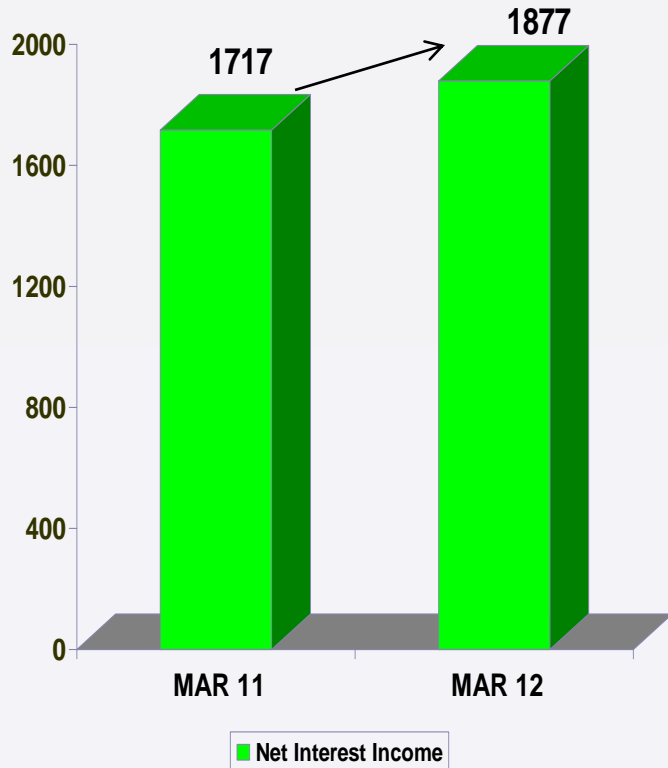


Other Income

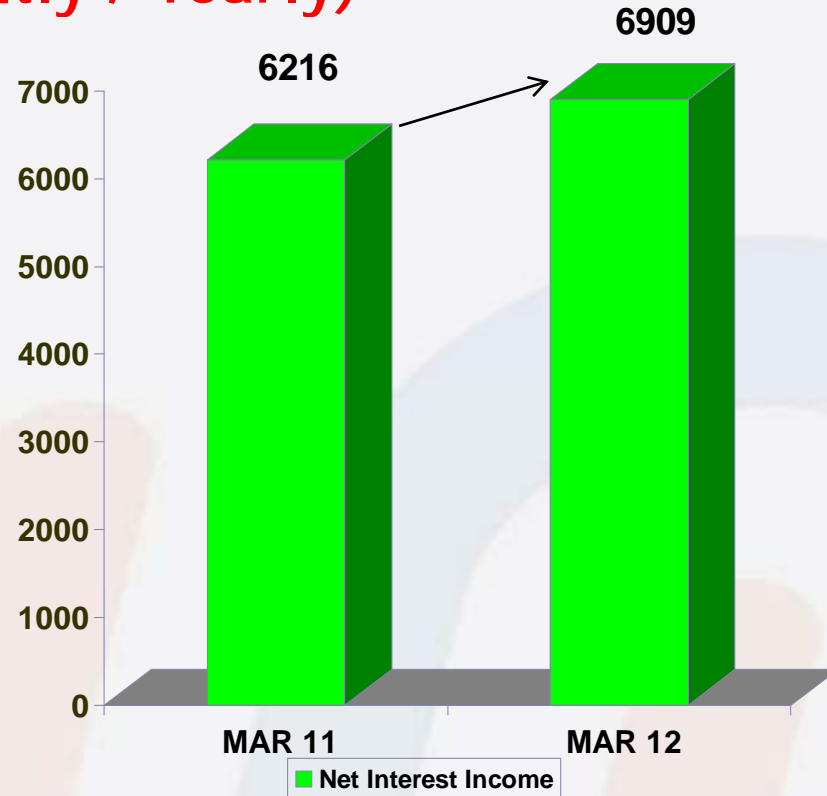


Operating Profit

Net Interest Income(NII) (Qtly / Yearly)



Quarterly

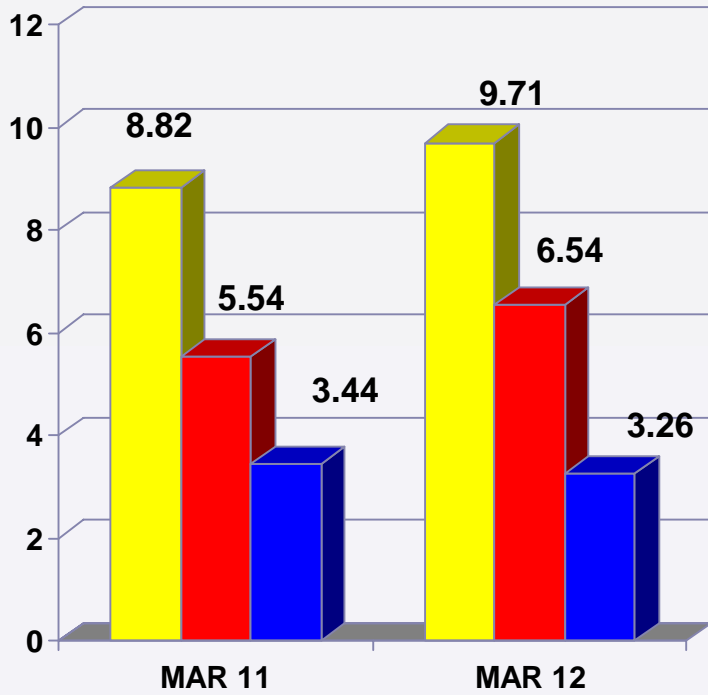


Yearly

(₹. in crore)

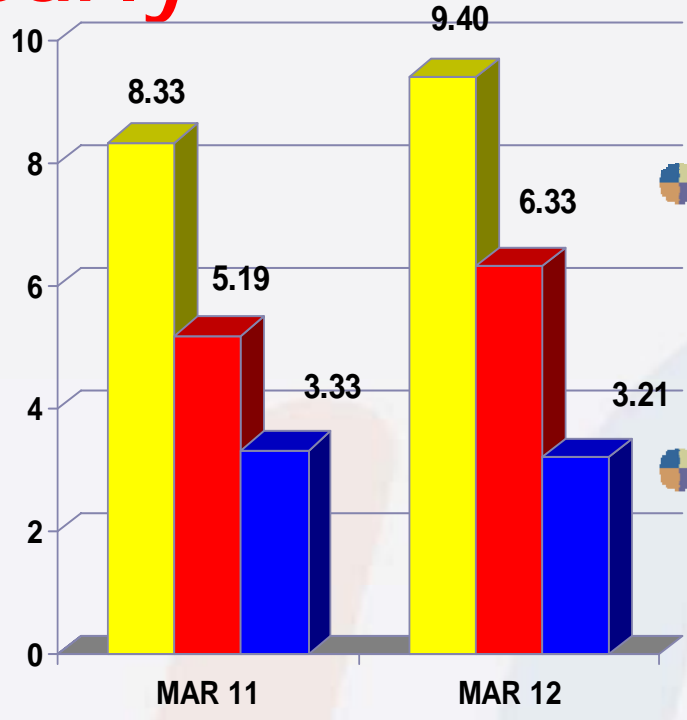
	MAR 09	MAR 10	MAR 11	MAR 12	CAGR %
Net Interest Income	3813	4192	6216	6909	21.91

NIM* (Qtly / Yearly)



Yield on Funds Cost of funds NIM

Quarterly



Yield on Funds Cost of funds NIM

Yearly

NIM is 3.26% for the quarter.
NIM For the year is at 3.21%.

Sequential	Jun 11 (Q1)	Sep 11 (Q2)	Dec.11 (Q3)	Mar.12 (Q-4)
NIM	3.10	3.21	3.31	3.26

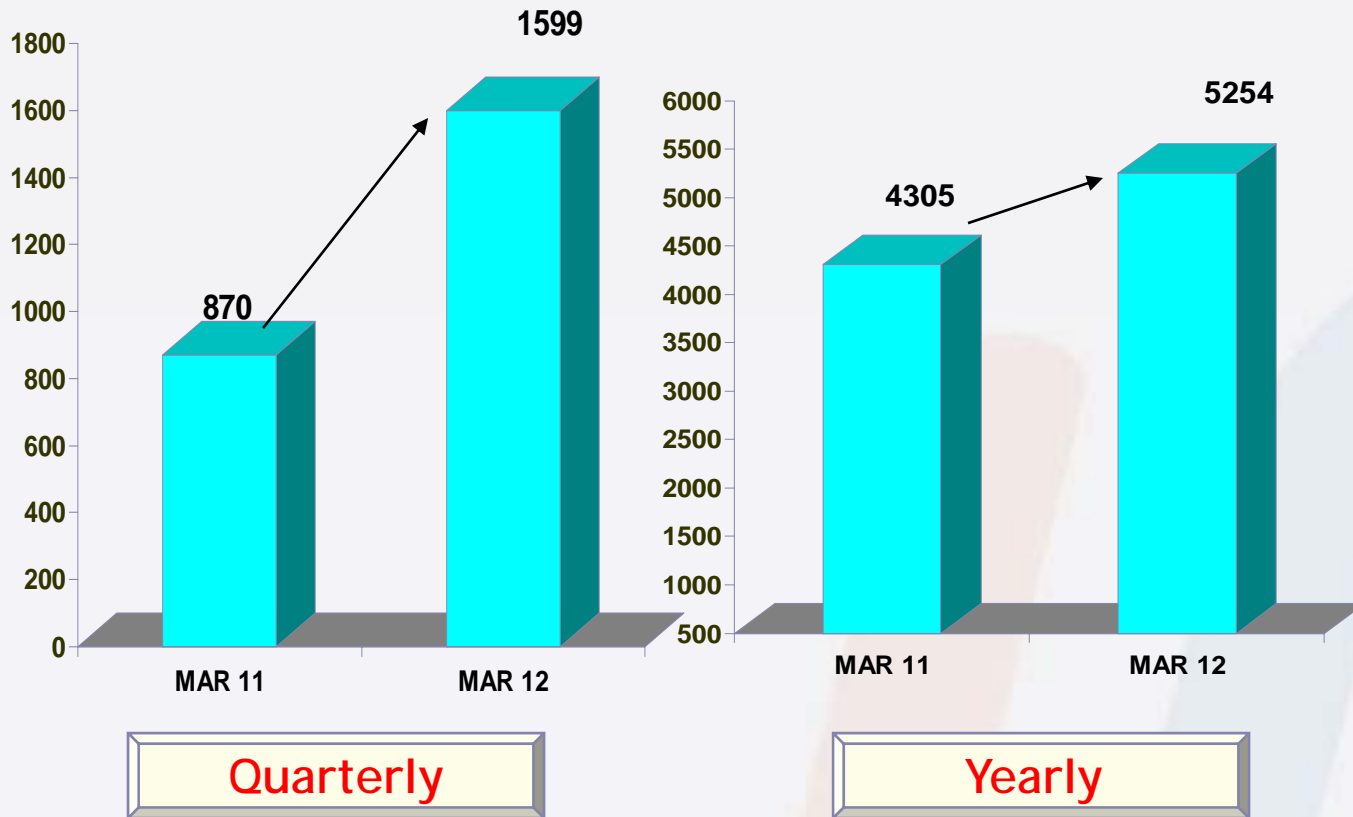
(*NIM on Earning Assets)

Non-Interest Income- (Qtly / Yearly)

(₹. in crore)

	Mar 11 (Q4)	Mar 12 (Q4)	Growth %	Mar 11 (12 M)	Mar 12 (12 M)	Growth %
Core Non Interest Income	332	403	21.39	1138	1276	12.13
Treasury Income	171	190	11.11	689	702	1.89
<u>W/w</u>						
Profit on Sale of Investments	112	127	13.39	464	441	-4.96
Exchange Profit	59	63	6.78	225	261	16.00
Recovery in Written off Accounts	98	162	65.31	212	354	66.98
Total	601	755	25.62	2039	2332	14.37

Operating Profits (Quarterly/ Yearly)



- Operating Profit for the quarter is at ₹. 1599 crore as against ₹. 870 crore during the corresponding quarter of last year (YoY growth of 83.79%)
- On yearly basis Operating Profits increased from ₹ 4305 Crore to ₹ 5254 crore. (YoY Growth 22.04%)

₹ in crores

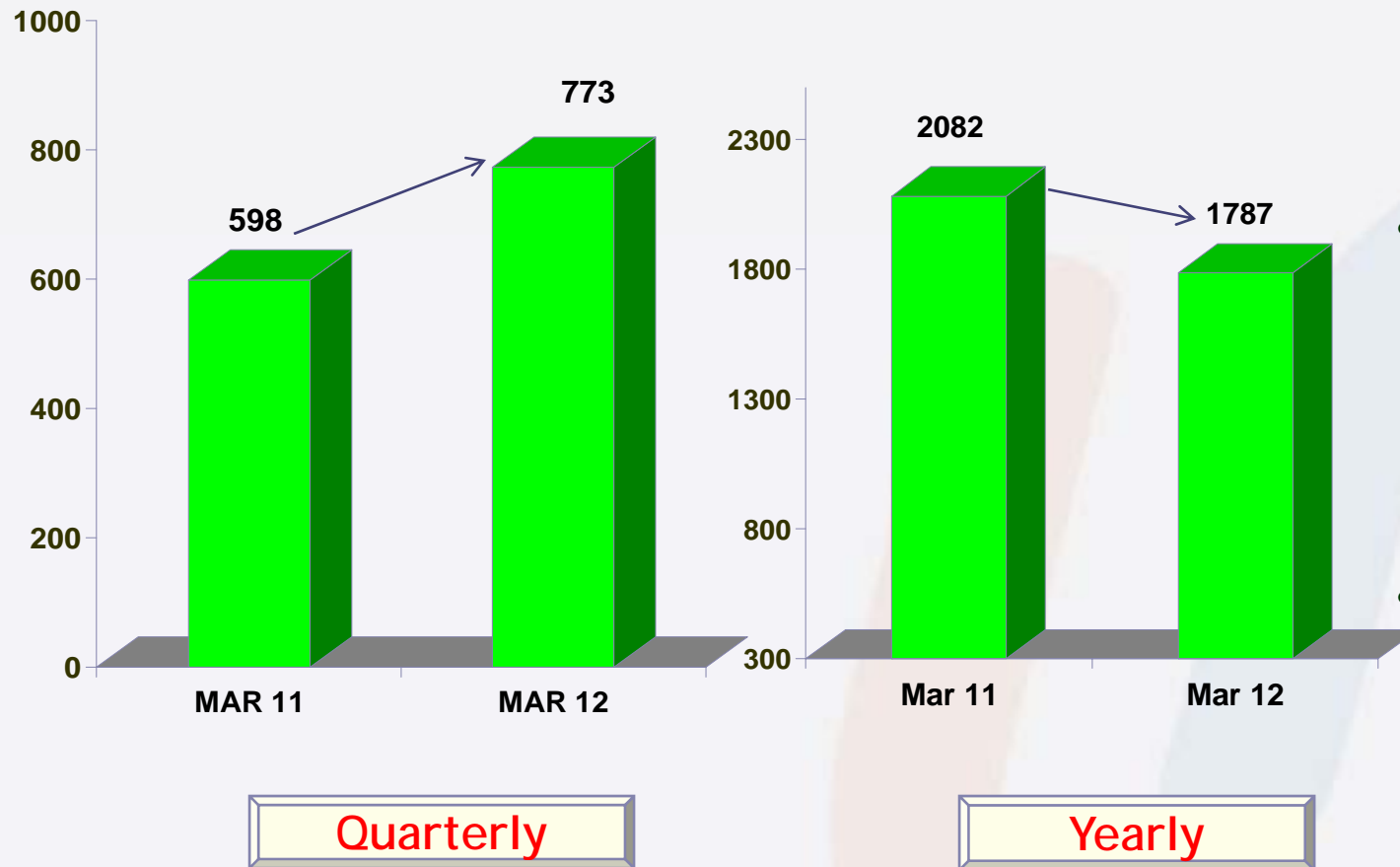
Sequential	Jun 11 (Q1)	Sep 11 (Q2)	Dec11 (Q3)	Mar 12 (Q-4)
Operating Profits	1166	1205	1284	1599

Provisions (Quarterly / Yearly)

(₹.in crore)

	Mar 11 (Q4)	Mar 12 (Q4)	Mar 11 (12 M)	Mar 12 (12 M)
Taxation	118	309	873	926
NPA	98	226	1188	1511
Standard Assets	89	139	146	230
Depreciation on Investment	34	-108	27	55
Restructured Assets	18	79	2	507
Shifting Loss	-20	0	83	62
Others	-65	181	-96	176
Total	272	826	2223	3467

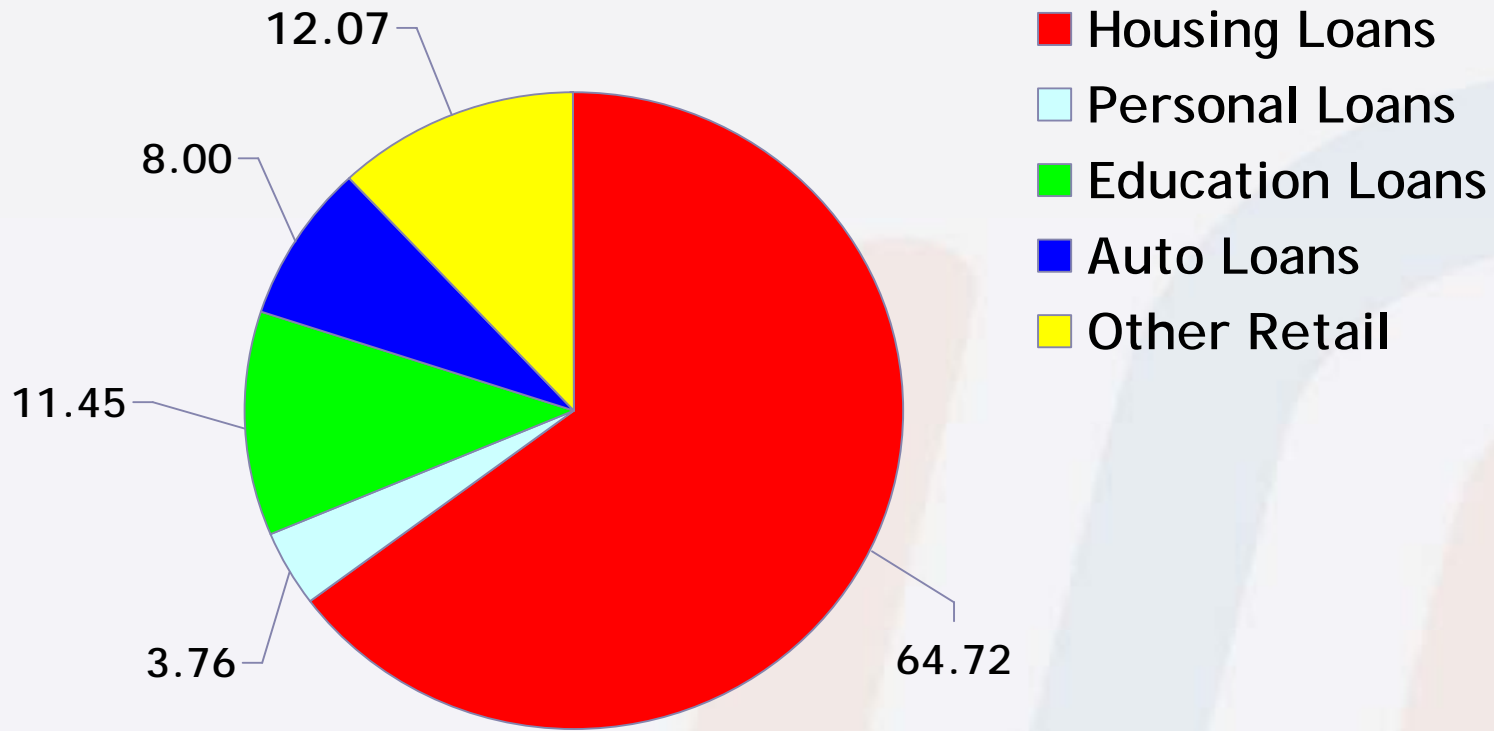
Net Profits (Quarterly / Yearly)



- The Net Profit for Q4-12 has increased to ₹.773 crore from Rs. 598 crore during the corresponding quarter of last year.
- The Net Profit for the year is at ₹.1787 crore as against ₹. 2082 crore during the corresponding period of last year.
- Net profit is affected mainly due to higher provisions amounting to Rs. 508 crore for Restructured Accounts during the year .

COMPOSITION OF RETAIL ASSETS

Product-wise composition of Retail assets Portfolio Mar 12



MAJOR SECTORAL EXPOSURES OF ADVANCES

Across Large & Mid Corporates, SME and Corporate Agri Business

Rank	Sectors	Exposures (As on 31 st March 2012)	
		Amount (₹.in Crore)	%
1	Infrastructure	28473	15.73
2	Retail Advances	16242	8.97
3	Agriculture	16292	9.00
4	NBFCs and HFCs	18069	9.98
5	Trade	8656	4.78
6	Iron & Steel	7799	4.31
7	Petroleum	5795	3.20
8	Chemical & Chemical Products	4724	2.61
9	Other Food Processing	3060	1.69
10	Basic Metal Product	2918	1.62
11	Commercial Real Estate	2508	1.39
12	Construction	2249	1.24
13	Textile	5044	2.79
14	Gems & Jewellery	1838	1.02

Assets Restructured

₹. in Crs.

	Upto Dec. 2011		During Jan- Mar 2012		Total	
	Accounts	Amt.	Accounts	Amt.	Accounts	Amt.
Assets Restructured	120512	8643	269	3236	120781	11879
Amount Recovered	-	2158	-	658	-	2816
W/w						
Adjusted / Closed	38244	1062	3126	106	41370	1168
	Accounts	Amt.	Accounts	Amt.	Accounts	Amt.
NPAs	31061	1497	990	102	32051	1599*

*Of the total restructured accounts of the bank, 10.30% have turned to NPAs as of Mar'12

Assets Restructured - Yearly

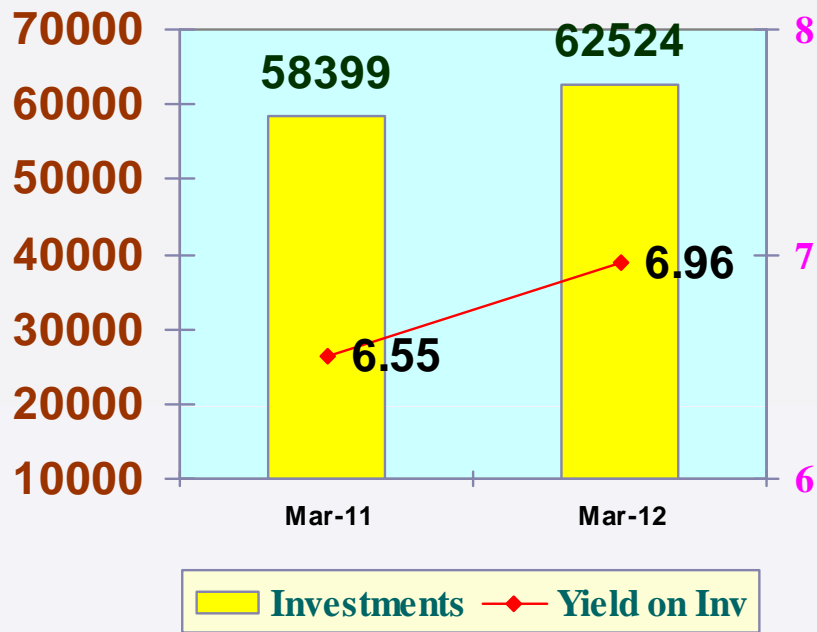
₹. in Crs.

	During 2011-12		Total (Cumulative)	
	Accounts	Amt.	Accounts	Amt.
Assets Restructured	667	6263	120781	11879

	Accounts	Amt.	Accounts	Amt.
Amount Recovered	-	1622	-	2816
W/w				
Adjusted / Closed	9840	379	41370	1168

	Accounts	Amt.	Accounts	Amt.
NPAs	15493	414	32051	1599*

*Of the total restructured accounts of the bank, 10.30% have turned to NPAs as of Mar'12



Investments

- Investments have shown a growth of 7.06% and Yield on Investments have increased from 6.55% to 6.96%.
- Out of Total AFS portfolio of ₹ 11120 Cr. ₹ 7099 Cr (63.84%) is interest sensitive.

	MAR 11	%	Duration	MAR 12	%	Duration
Held to Maturity	43880	75.14	5.18	50877	81.37	4.69
Available for Sale	14110	24.16	1.77	11120	17.79	2.62
Held for Trading	409	0.70	1.37	527	0.84	2.27
Total	58399	100.00	4.34	62524	100.00	4.32

NPA Management

(₹. in crore)

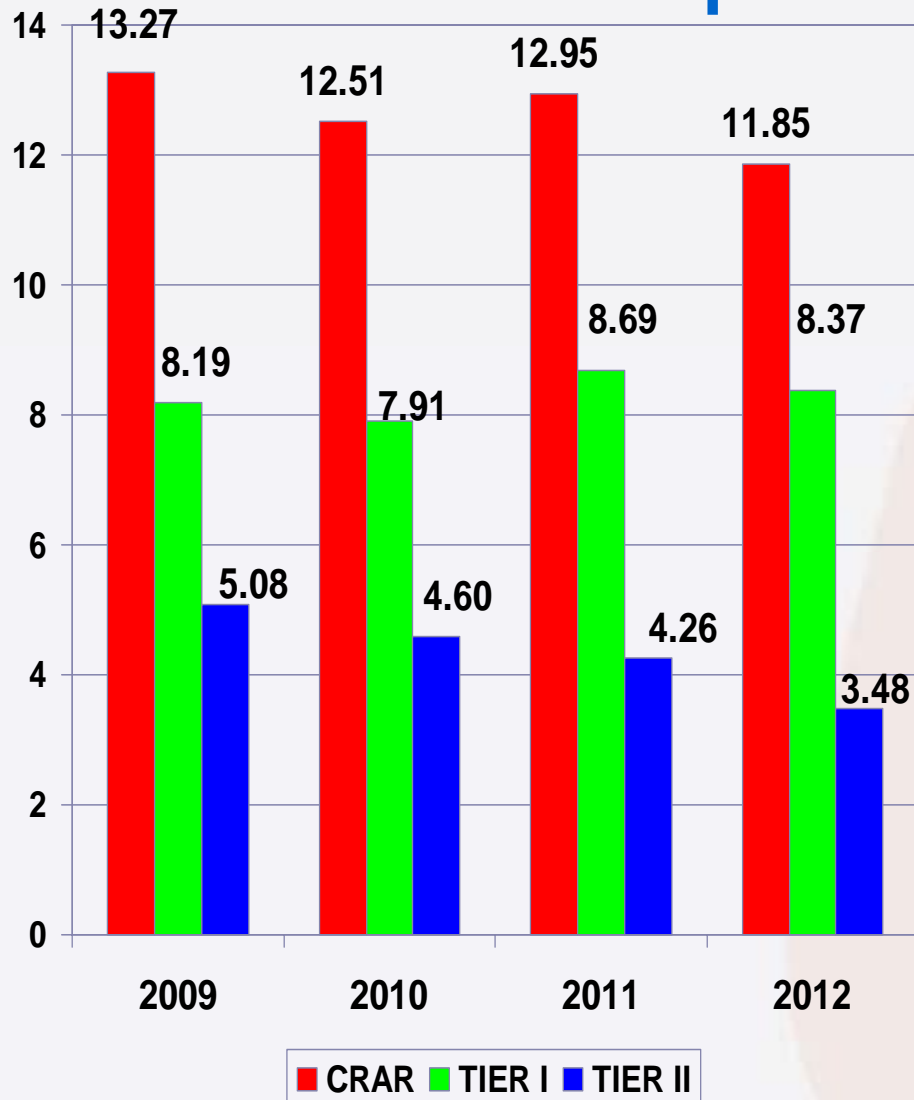
	Mar'11	Dec.11	Mar'12
Gross NPAs - Opening	2671	3623	3623
Add : Additions	2924	3153	3760
Less : Reductions	1972	1567	1933
1. Recoveries / Upgradations	846	740	995
2. Write Off	1126	827	938
Gross NPAs	3623	5209	5450
Gross NPA (%)	2.37	3.33	3.01
Net NPA	1803	2879	3025
Net NPA (%)	1.19	1.88	1.70
Credit Cost	0.87	1.11	0.90

Productivity Ratios

(₹. In lacs)

	MAR11 (12 M)	MAR12 (12 M)
Business per Employee	1281	1310
Business per Branch	11787	12618
Gross Profit per Employee	15.52	17.04
Gross Profit per Branch	142.74	164.13
Net Profit per Employee	7.50	5.80
Net Profit per Branch	69.03	55.83

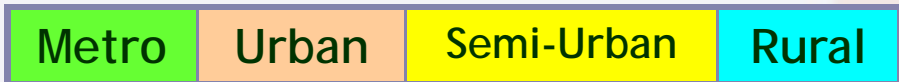
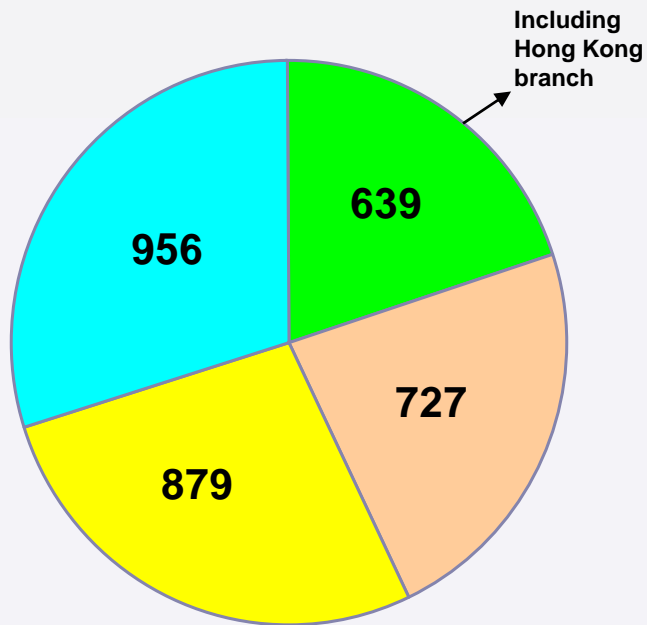
Capital Adequacy



- Capital Adequacy Ratio is at 11.85% as of 31.03.2012 as per Basel II.
- Tier-I CRAR is at 8.37%.

DISTRIBUTION CHANNELS

BRANCH MIX



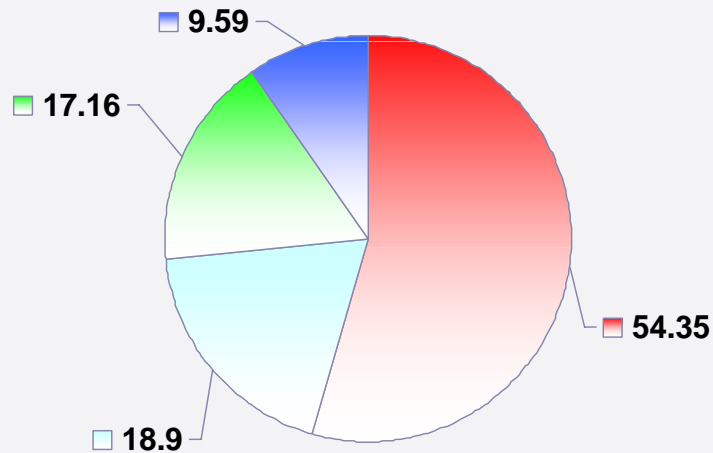
Bank opened - 185 branches and 1167 ATMs
Opened during 2011-12.

The No of ATMs as % of total branches stood at
118.74%

Transactions through electronic channel
increased to 54.75% from 50.49%

SERVICE OUTLETS

	Mar'11	Mar'12
Branches	3016	3201
ATMs	2634	3801



■ Govt. of India
■ Others

■ Banks, Fis, Ins. Cos.
■ FIIs and Foreign Mutual Funds

- **Share Capital** ₹.661.55 - crore
- **No. of Equity Shares** 55.05 - crores
- **Net worth** ₹. 14338 crore
- **B. V. per share** ₹. 260.44
- **Return on Equity:** 12.46%
- **Market Cap (Mar'12) :** ₹. 12928 crs

	MAR-10	MAR-11	MAR-12
GOVT.	55.43%	57.07%	54.35%
FIIs & FMFs	17.42%	15.05%	9.59%
BANKS, INST./ MUTUAL FUNDS	12.68%	12.31%	18.90%
OTHERS	14.47%	15.57%	17.16%

Overseas Business

- The Bank's sole overseas branch at Hong Kong registered a total business mix of US \$ 2.04 billion i.e ₹ 10388 crs as of March 2012.
- The deposits of the branch reached ₹ 1207 crs as of March 2012 from ₹ 570 crs in the previous year.
- Advances of the Branch reached ₹ 9181 crs as of March 2012 from ₹ 5941 crs in the previous year.
- Branch recorded a net profit of ₹ 102 crs for the year 2011-12 as against ₹ 50 crs in the previous year.
- The Bank also has Representative Offices in Shanghai, Beijing, Abu Dhabi, London and Sydney.
- Bank is in the process of upgrading its rep offices in London and Sydney to branch offices. The Bank is also in process of setting of branch office in DIFC, Dubai.

*Major highlights
of last quarter*

- The Bank's Staff College, Bengaluru was selected as the winner of the 'Golden Peacock National Training Award' for the year 2011. This is the 4th occasion the Bank has bagged the prestigious Golden Peacock Award.
- The Bank opened its 1st e-Focal Point Branch at Delhi on 5th January, 2012 for handling Government business.
- The Bank became the first public sector Bank in India to introduce "UNION FLASH" Remit under tie-up with UAE Exchange. The product was launched in Dubai on 21st January, 2012.

- The Bank launched various ATM related initiatives in Mumbai on 21st Feb'12 which included Remittances @ ATMs – IMPS, NEFT and Union eCash, Mutual Fund @ ATM, ATM Self Pin Generation, Student Combo Card, Launch of Reward Point on Card transactions, ATMs at Passport Seva Kendras, thereby branding the bank's ATMs as "Sampoorna ATMs". The Bank has 3801 ATMs and is the 3rd largest deployer of ATMs amongst PSBs.
- The Bank was one of the first bank to launch "Rupay" Debit card on 26th March, 2012 under the aegis of NPCI.
- The Bank launched a Customer Care Unit on March 16, 2012 in Mumbai to resolve customer complaints & systematically eliminate the root causes of complaints across channels. The Integrated Case Management Tool (ICMT) has been put in place to integrate complaints across channels.

Guidance for 2012-13

Parameter	Growth
Advances	19 %
Deposits	17 %
Net Interest Margin	Above 3%

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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