



यूनियन बैंक
ऑफ इंडिया
Union Bank
of India

Financial Results

Q3 & Nine Months ended Dec 2012

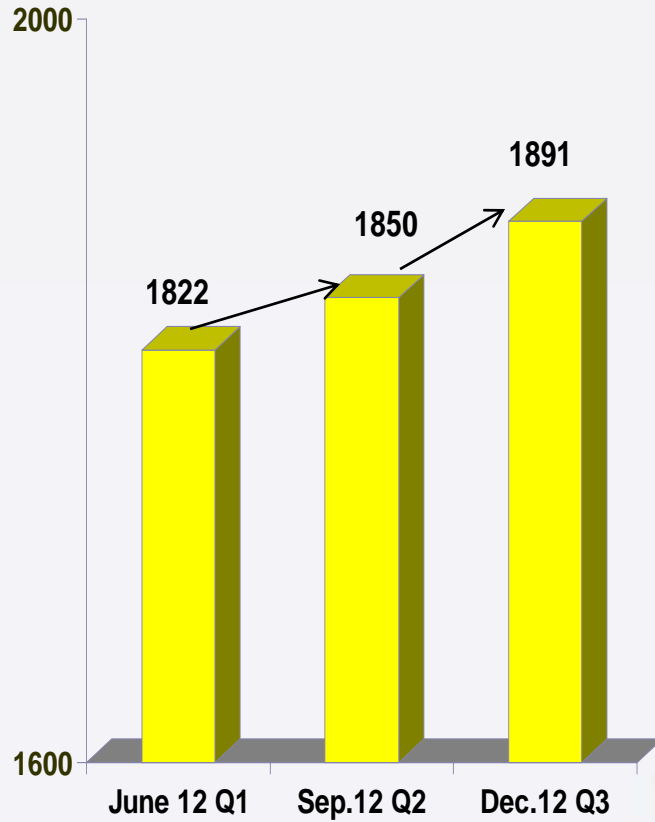
Global Business has recorded annual growth rate of 18.76% to Rs. 429352 crore.

Net profit for Quarter ended Dec. 12 increased by 53.81%

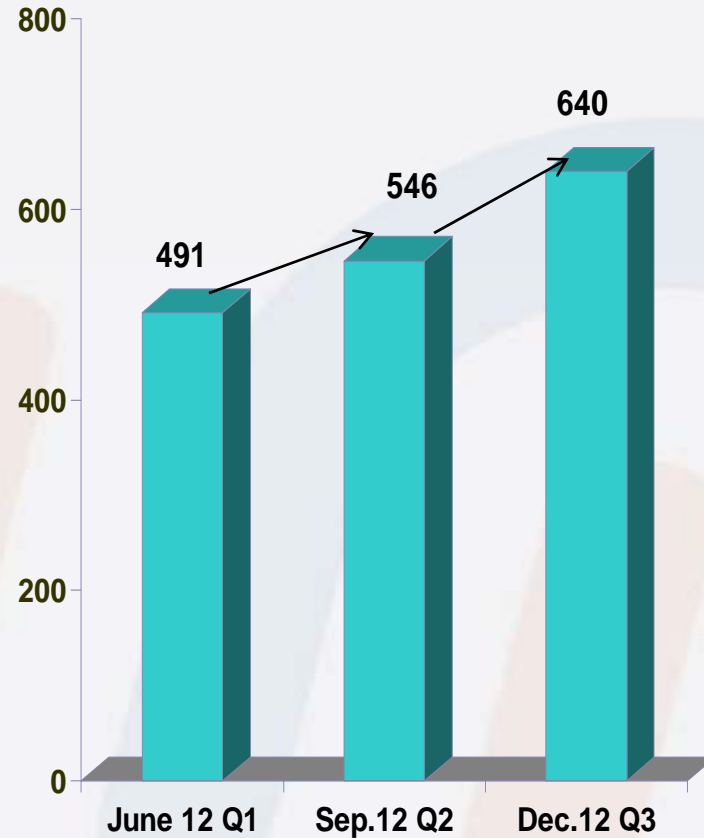
Gross NPAs have come down further from Rs. 6470 crore in Sep. 12 to Rs.6384 crore. As of Dec. 12 . Gross NPAs Ratio has come down from 3.66% to 3.36%

Net NPAs have come down Rs. 3559 crore in Sep. 12 to Rs.3168 crore in Dec. 12. Net NPAs Ratio has come down from 2.06% to 1.70%.

Improving Performance QoQ (Sequentially)



Net Interest Income



Other Income

GROWTH OF UNION BANK vis-a-vis SCBs (QoQ) (DEC 2012)

Domestic Aggregate Deposits (Rs. in crore)				
	21 Sept., 2012*	28 Dec.,2012*	Growth	
			Amt.	% age
SCBs	6290874	6477246	186372	2.96
Union Bank	204652	217828	13176	6.44
Market Share (%)	3.25	3.36	11bps	
Credit				
SCBs	4766489	5027210	260721	5.46
Union Bank	150557	167285	16728	11.10
Market Share (%)	3.16	3.33	17bps	

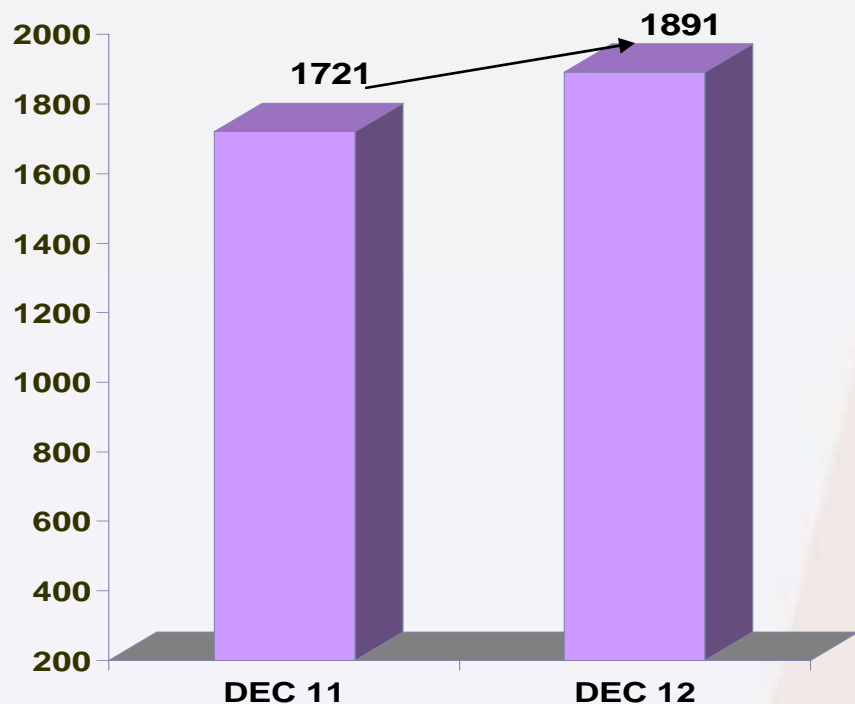
**based on RBI fortnightly data on SCBs*



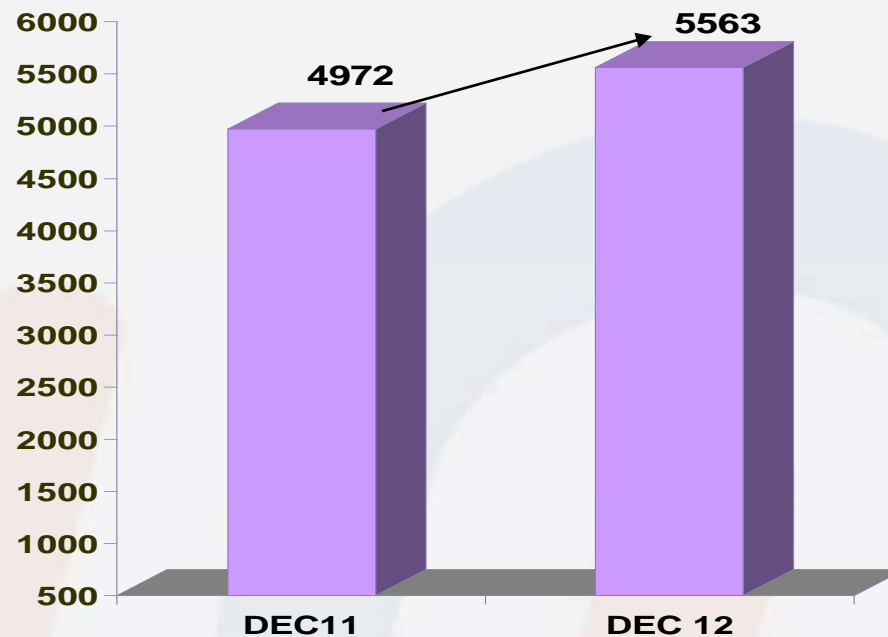
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*Performance for the Quarter and
Nine Months ended Dec. 12*

Net Interest Income(NII)



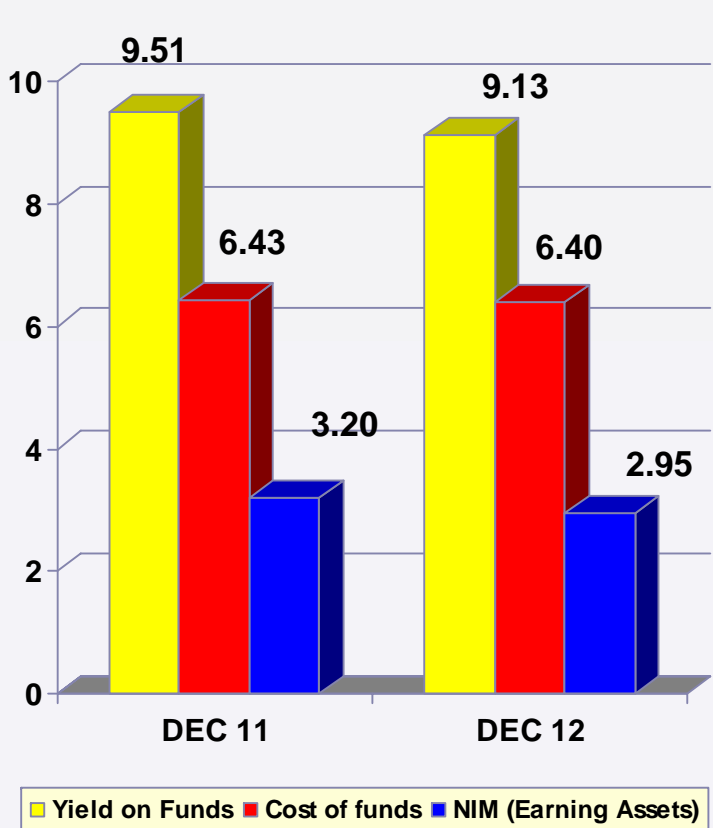
Quarterly



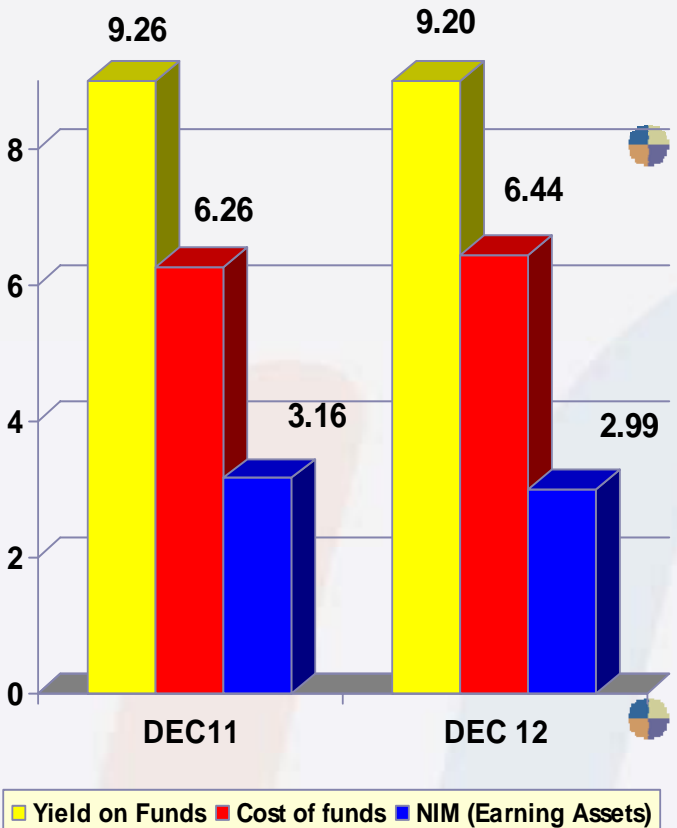
Nine Months

	DEC 09	DEC 10	DEC 11	DEC 12	CAGR %
Net Interest Income	2794	4335	4972	5563	25.80

Net Interest Margin



Quarterly



Nine Months

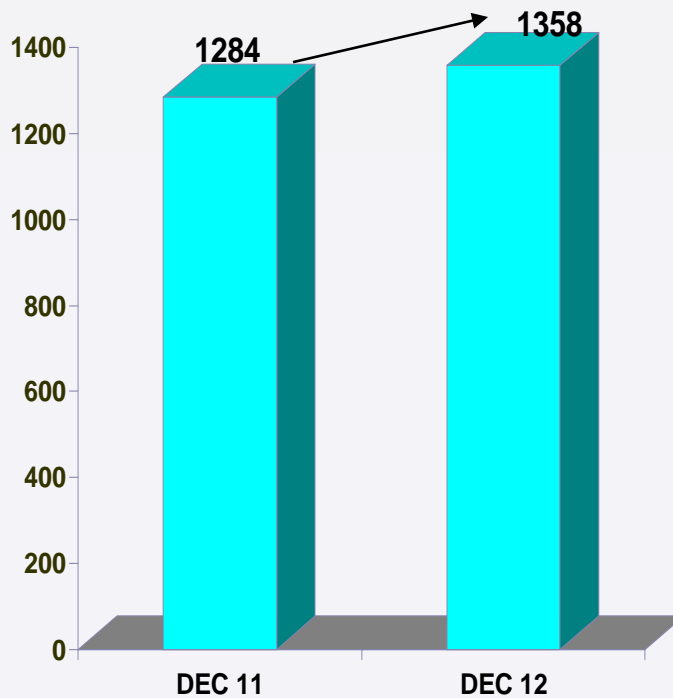
Net Interest Margin (on Earning Assets) is 2.95% for the quarter.

NIM For Nine Months is at 2.99%.

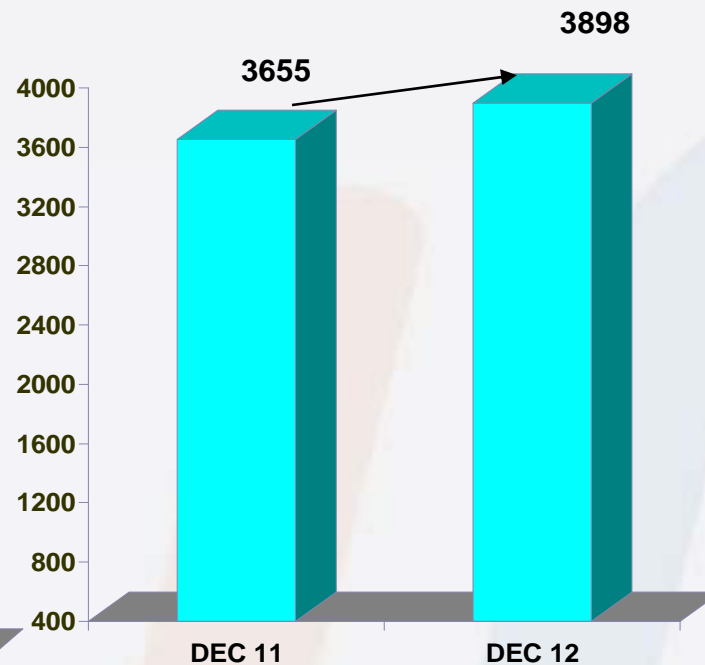
Non- Interest Income

(₹ in crore)

	DEC 11 (Q3)	DEC 12 (Q3)	Growth %	DEC 11 (9M)	DEC 12 (9M)	Growth %
Core Non Interest Income	323	344	6.50	933	989	6.00
Treasury Income	179	187	4.47	513	465	-9.36
<u>W/w</u>						
Profit on Sale of Investments	101	112	10.89	314	242	-22.93
Exchange on Foreign Currencies	78	75	-3.85	199	223	12.06
Recovery in Written off Accounts	90	109	21.11	191	223	16.75
Total	592	640	8.11	1637	1677	2.44



Quarterly

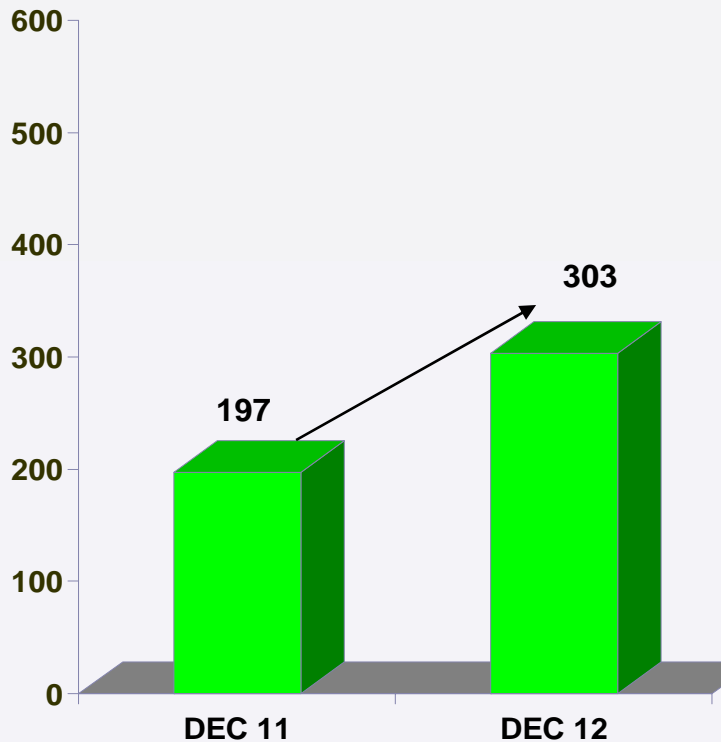


Nine Monthly

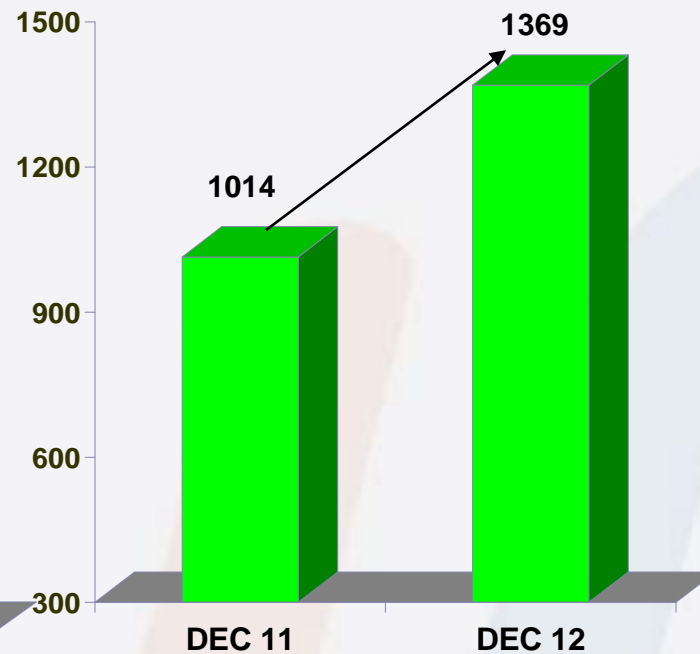
- Operating Profit for the quarter is at ₹. 1358 crore as against ₹. 1284 crore during the corresponding quarter of last year, an increase of 5.76%.
- On Nine Monthly basis Operating Profits increased from ₹ 3655 Crore to ₹ 3898 crore an increase of 6.65%.

(₹ in crore)

	DEC 11 (Q3)	DEC 12 (Q3)	DEC 11 (9M)	DEC 12 (9M)
Taxation	114	199	617	666
NPA	425	553	1285	1344
Standard Assets	100	100	91	119
Depreciation on Investment	73	41	163	44
Shifting Loss	0	0	62	17
Restructured, FITL (Both Standard Advances & Investments) and Others	375	162	423	339
Total	1087	1055	2641	2529

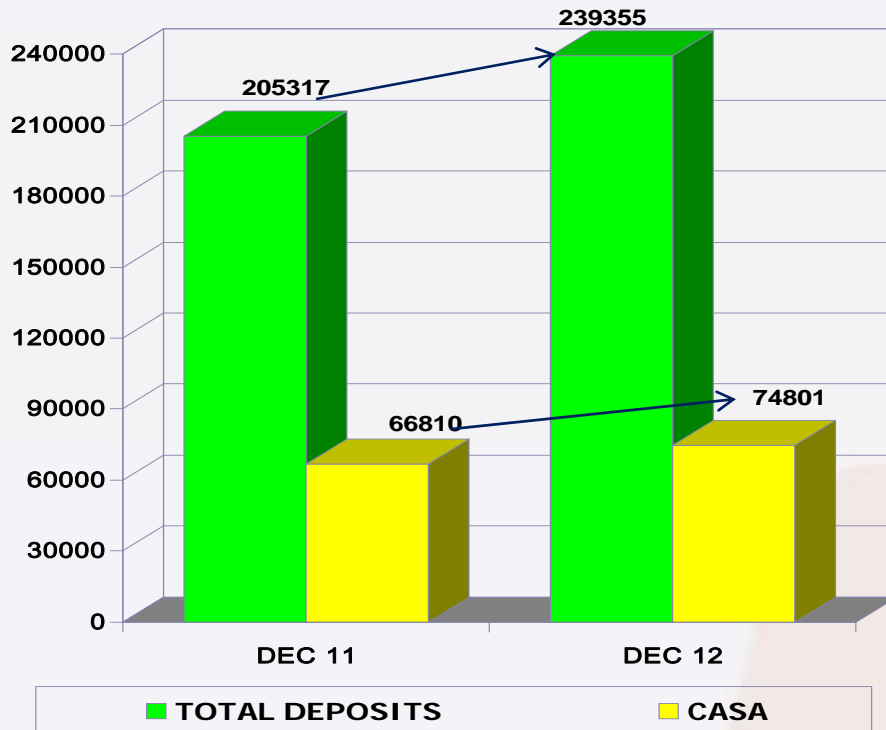


Quarterly



Nine Months

- The Net Profit has increased by 53.81% from Rs. 197 crore in Q3-FY-12 to ₹.303 crore for Q3-FY13.
- The Net Profit for Nine Months is at ₹1369 crore as against ₹. 1014 crore during the corresponding period of last year an increase of 35.01%.

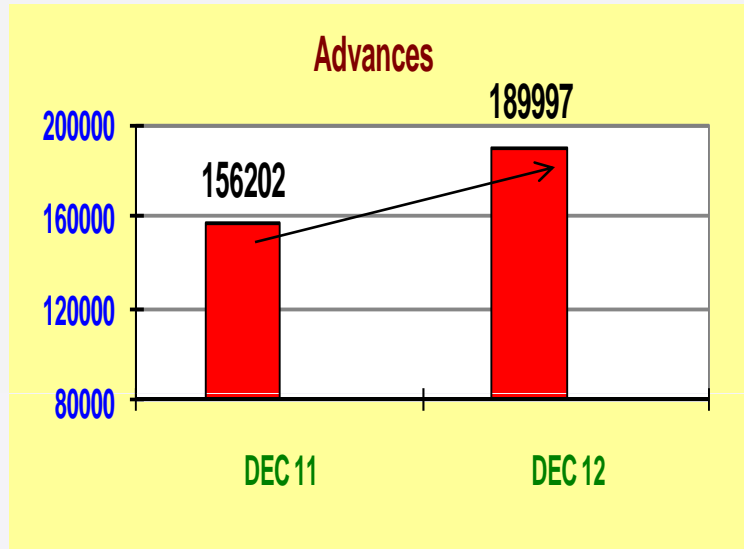


- Total Deposits grew at 16.58% YoY.
- The High Cost Deposits have reduced from Rs.32626 crore to Rs.19653 crore.

(₹ in Crore)

Deposits	June 12	September 12	December 12
CASA	68742	68963	74801
CASA % to Total Deposits	30.95	30.50	31.25

Number of CASA Accounts Opened in Nine Months= 3.93million.

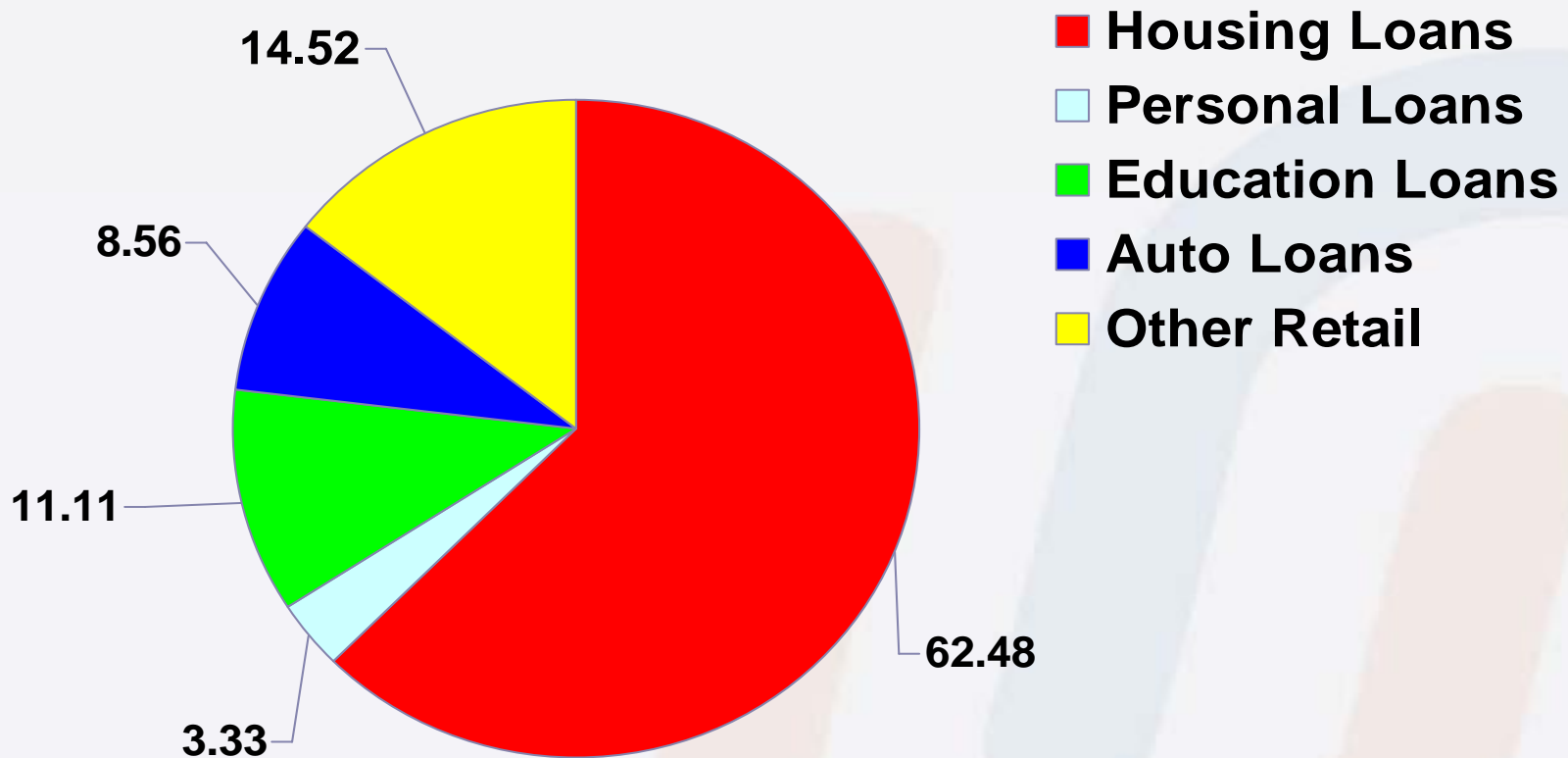


- Bank registered a YoY growth of 21.64% in Advances.
- CD Ratio of the Bank is 83.51% as compared to 78.66% during the corresponding period of last year.
- Domestic Advances have increased by 20.91% from Rs.147255 crore to Rs. 178039 crore

	MARCH 12	SEPTEMBER12	DECEMBER 12	% Growth over March 12
RETAIL	16242	17462	18692	15.08
AGRICULTURE	16292	17424	19229	18.03

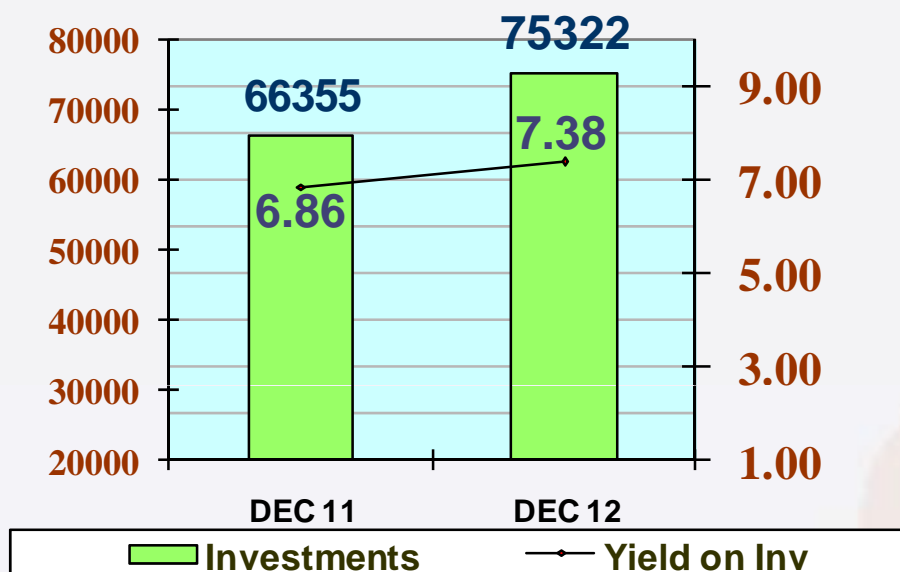
Business of Hong Kong Branch	US \$ 2.52 Billion i.e. Rs. 13848 crore
Total Deposits	US \$ 0.34 Billion i.e. Rs. 1890 crore
Total Advances	US \$ 2.18 Billion i.e. Rs. 11958 crore.
Net Profit	US \$ 0.01 Billion i.e. Rs. 54.91 crore
Bank's Representative Offices	Shanghai, Beijing, Abu Dhabi, London and Sydney.
Expansion Plans	Bank is in the process of setting up of Branch offices in DIFC (Dubai), Sydney & Antwerp (Belgium) and subsidiary in London. In principle approval is received for opening branch in DIFC in Dubai.

Product-wise composition of Retail Assets DEC 12



Across Large & Mid Corporates, SME and Corporate Agri Business

Rank	Sectors	30.09.12		31.12.2012	
		Amount (₹. in Crore)	%	Amount (₹. in Crore)	%
1	Infrastructure	31558	17.86	32737	17.23
2	NBFCs and HFCs	21127	11.96	21915	11.53
3	Agriculture	17424	9.86	19389	10.20
4	Retail Advances	17620	9.97	18692	9.84
5	Basic Metal Product	11064	6.26	11288	5.94
6	Trade	8867	5.01	9311	4.90
7	Textile	4952	2.81	5507	2.90
8	Other Food Processing	5068	2.87	5013	2.64
9	Commercial Real Estate	3165	1.79	3741	1.97
10	Petroleum	3057	1.73	3472	1.83
11	Gems & Jewellery	3222	1.82	3475	1.83
12	Chemical & Chemical Products	3364	1.90	3431	1.81
13	Construction	2360	1.34	2641	1.39



- Investments has increased from ₹ 66355 cr to ₹ 75322 cr. i.e. increase of 13.51%.
- Yield on Investments has shown improvement from 6.86% to 7.38 % an increase of 52 bps.
- Out of Total AFS portfolio of ₹18974 cr., portfolio of ₹12303 cr (64.84%) is interest sensitive.

	Dec 11 (₹ in crs)	%	Duration	Dec 12 (₹ in crs)	%	Duration
Held to Maturity	51065	76.96	4.71	55626	73.85	4.74
Held for Trading	79	0.12	6.41	722	0.96	4.03
Available for Sale	15211	22.92	1.60	18974	25.19	2.45
Total	66355	100.00	4.06	75322	100.00	4.20

	Upto March 12		During April - Sep 2012		During Oct- Dec 2012		Total	
	Accts.	Amt.	Accts.	Amt.	Accts.	Amt.	Accts.	Amt.
Assets Restructured	120781	11879	488	2481	197	1205	121466	15565
	Accts.	Amt.	Accts.	Amt.	Accts.	Amt.	Accts.	Amt.
Amount Recovered	-	2816	-	1291	-	933	-	5040
W/w								
	Accts.	Amt.	Accts.	Amt.	Accts.	Amt.	Accts.	Amt.
Accounts Closed	-	1168	-	148	-	79	-	1395
	Accts.	Amt.	Accts.	Amt.	Accts.	Amt.	Accts.	Amt.
NPAs	32051	1599	1879	333	406	427	34336	2359

Amount Outstanding in restructured Accounts Rs.10696 crore

Nature of Advance	UPTO MAR 12		During April- Sep. 12		DURING Dec. 12 QTR.	
	No. Of Accts	Amt.	No of Accts	Amt.	No of Accts	Amt.
		(₹ in Crs)		(₹ in Crs)		(₹ in Crs)
MSME W/w	30282	1315.04	54	86.16	20	73.19
Micro Enterprises	21382	276.45	23	0.89	11	0.37
Small Enterprises	8745	401.08	17	3.20	3	1.40
Medium Ent.	155	637.51	14	82.07	6	71.42
Large Ent.	108	4333.76	20	761.41	10	720.23
Others	34338	5176.25	23	1615.33	19	402.58
Agriculture	16333	249.25	242	10.77	78	1.95
Retail Loans	39720	805.08	149	6.51	70	7.11
Total	120781	11879.38	488	2480.18	197	1205.06

The Net Present value of Loss of Restructured Accounts is Rs.94.06 Cr.

(₹.in crore)

	DEC 11 (Q)	SEP 12 (Q)	DEC 12 (Q)
Gross NPAs – Opening	5136	6541	6470
Add : Additions	566	792	677
Less : Deductions	493	863	763
1. Due to Write Off	289	236	310
2. Due to upgradation / Recovery	204	627	453
Gross NPAs	5209	6470	6384
Gross NPA as a % age of GBC	3.33	3.66	3.36
Net NPA	2879	3559	3168
Net NPA as a % age of Net Advances	1.88	2.06	1.70
Provision Coverage Ratio	63.14	61.45	66.21
Credit Cost	1.12	0.81	1.21

(₹. in crore)

SECTOR	NPAs Sep. 12	Slippages During Q3	NPAs Dec. 12	% to Total NPAs	% to Sector Loan
Agriculture	1521	148	1558	24.40	8.11
Micro & Small (MSE)	1113	117	1197	18.75	5.39
Retail Loans	623	59	600	9.40	3.27
Others	3213	353	3029	47.45	2.35
Total	6470	677	6384	100.00	3.36

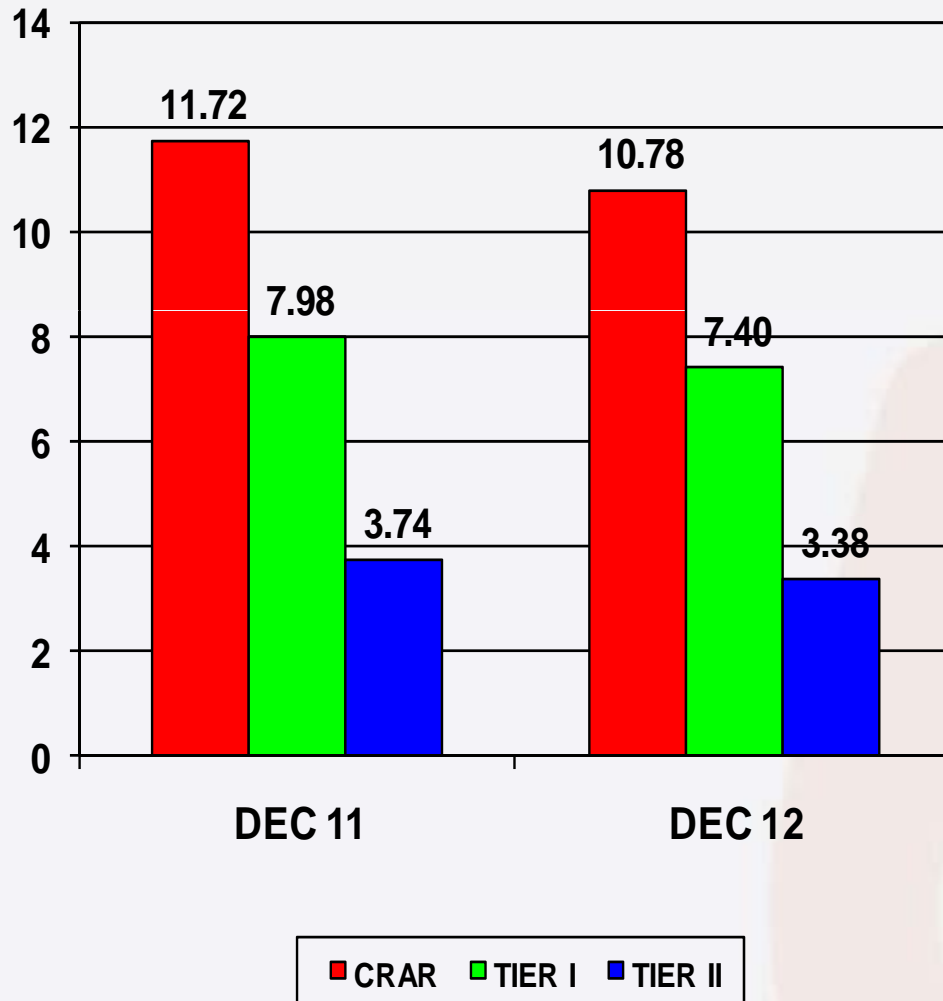
	DEC 11 (9 Months)	DEC 12 (9 Months)
Earning Per Share (Rs) *	25.78	33.17
Cost to Income Ratio (%)	44.70	46.16
Return on Average Assets (%)*	0.61	0.68
Book Value (Rs)	232.38	262.44

* Annualised

(₹. In lacs)

	DEC 11 (9 Months)	DEC 12 (9 Months)
Business per Employee	1184	1313
Business per Branch	11379	12647
Gross Profit per Employee	15.96	15.89
Gross Profit per Branch	153.39	153.09
Net Profit per Employee	4.43	5.58
Net Profit per Branch	42.55	53.79

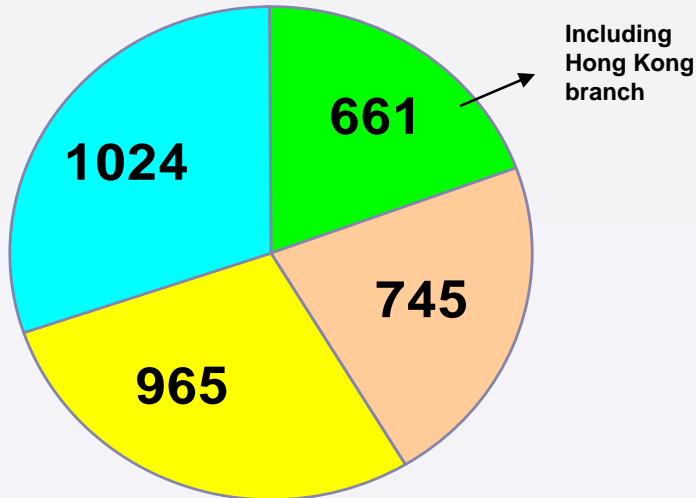
Capital Adequacy Ratio (Basel II)



- ❑ Capital Adequacy Ratio is at 10.78 % as on Dec. 2012 against 11.72% as on Dec. 2011 due to increase in volume of business.
- ❑ Tier-I capital funds have increased from ₹.12171 crore in Dec, 2011 to ₹. 14052 crore in Dec.12 due to Equity Capital of ₹. 630 crore received from LIC of India in Mar 12.
- ❑ Tier-I CAR is at 7.40 % as on Dec. 12 as against 7.98% as on Dec'11

Distribution Channels

BRANCH MIX



Metro	Urban	Semi-Urban	Rural
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South	North	West	East
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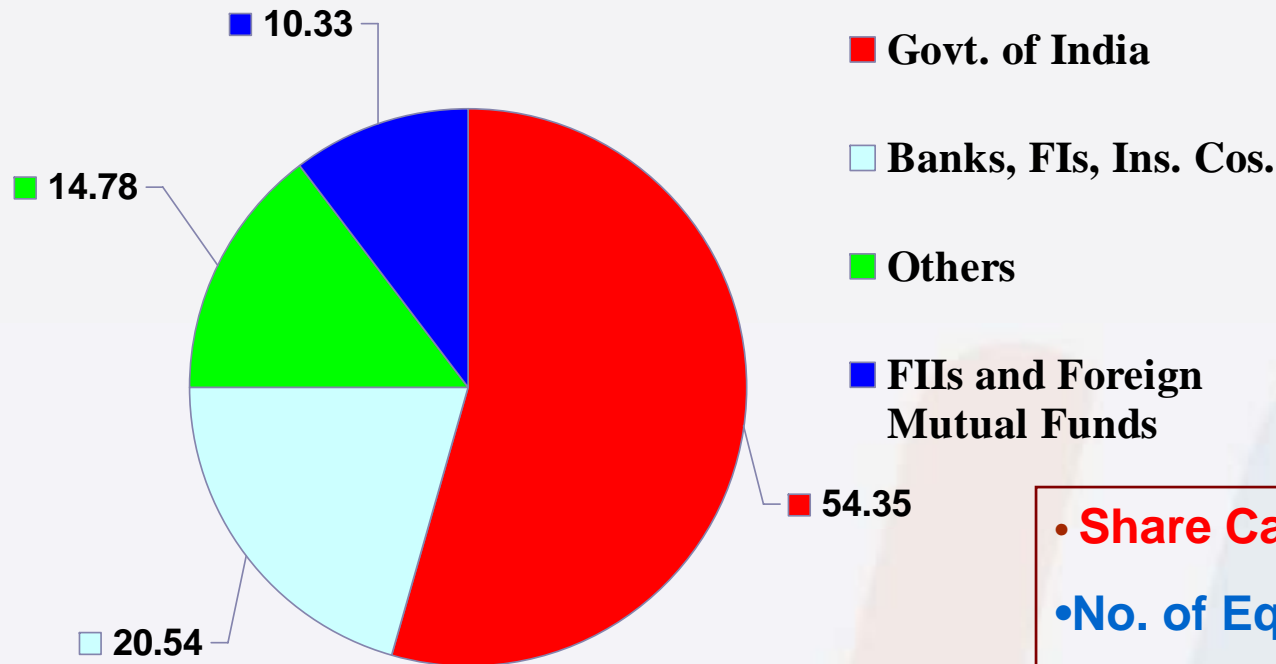
774	1437	707	476
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ATMs opened during F.Y.13 - 499
Branches opened during F.Y. 13-194

SERVICE OUTLETS

	DEC 11	DEC 12
Branches	3177	3395
Ext. Counters	42	37
Service branches	45	47
Total	3264	3479
ATMs	3025	4300

Transactions through Electronic mode have increased from 54.75% as of March 12 to 57.35 % as of Dec. 2012.



• Share Capital	₹ 661.55crore
• No. of Equity Shares	55.05 crore
• Net worth	₹ 14449 crore
• B. V. per share	₹ 262.44
• Return on Equity:	13.27%
• Market Cap (31.12.2012) :	₹. 15084 cr

	31.12.2011	30.09.2012	31.12.2012	% GROWTH YoY	% GROWTH Sequential
SENSEX	15455	18763	19427	25.70	3.54
BANKEX	9153	13139	14345	56.72	9.18
SHARE OF UNION BANK	170	208	274	61.18	31.73

*Major highlights
of last quarter*

- The Bank opened its 58th Regional Office at Kottayam, Kerala, the Bank's 4th in Kerala State after Kozhikode, Ernakulam and Thiruvananthapuram.
- The Bank bagged ACI Excellence Award 2012 at a Conference held in Bangkok - ACI Worldwide selects a few banks every year out of its global client list of over 1000 banks and FIs and gives these awards for innovative use of their ATM switch software Base 24. Bank received this award for implementing three remittance products NEFT, IMPS and Union e-Cash on its ATMs. The Bank has won this global award second year in a row.

- **Computer Society of India (CSI) awarded Bank the Winner trophy and a cash reward of Rs. One lac for Best IT innovation amongst banks in India. The Bank was considered for this award for implementation of Talking ATM for visually challenged. All the leading banks participated for this award.**
- **National Payments Corporation of India declared the Bank as the best Public Sector Bank for its NFS Operational Excellence Award 2012. Last year the Bank was runners in PSB category. These awards are given for operational excellence in ATM net work.**

- The Bank bagged four awards at the IBA Banking Technology Awards. IBA has instituted awards in eight different categories of the Bank bagged the following awards:

Best Financial Inclusion Initiative - Winner (1st Prize)

Best Technology Bank of the Year - 1st Runner-up

Best Use of Mobile Technology in Banking - 1st Runner-up

Best Use of Business Intelligence - 2nd Second Runner-up

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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