



Financial Results

Q1 – 2013

Analyst Presentation

27th July, 2012

Global Business increased from ₹. 344745 cr. to ₹. 396021 cr. YoY increase of 14.87%

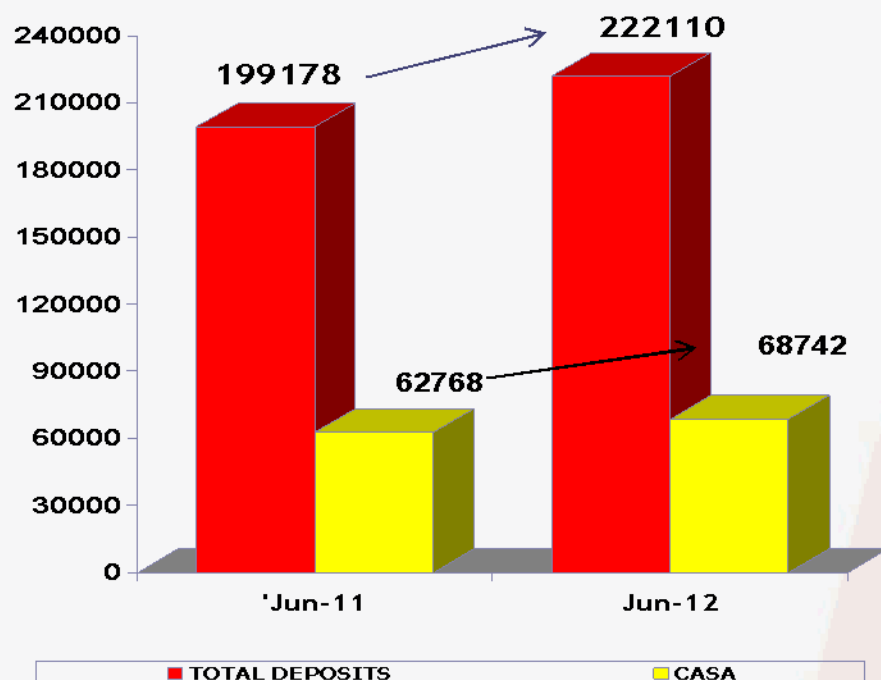
Advances increased from ₹.145567 cr. to ₹.173911 cr. an increase of 19.47%.

Deposits up from ₹. 199178 cr. to ₹ 222110 cr. an increase of 11.51%

NII registered growth of 14.59%.

Operating profit up from ₹. 1166 cr. to ₹.1267 cr. - an increase of 8.66%

Net profit increased from ₹. 464 cr. to ₹.512 cr. - an increase of 10.34%

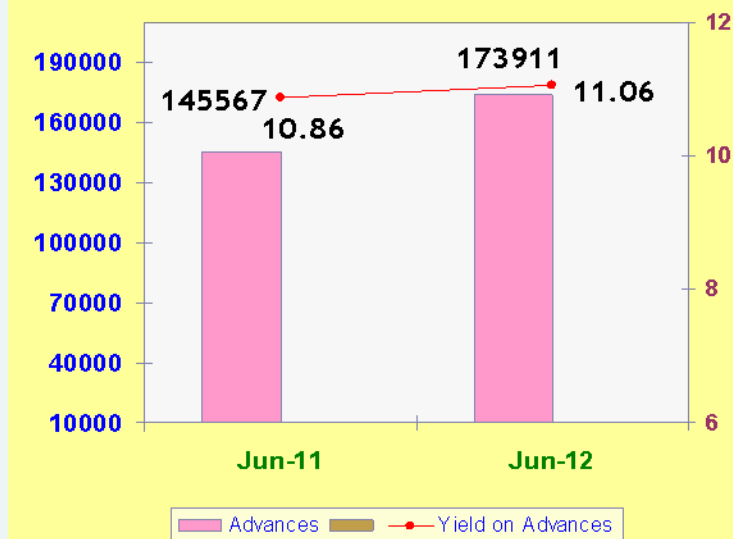


- CASA share in total deposits was at 30.95%.
- The Bank added 6.52 lakhs CASA accounts during the first quarter

(₹. in crore)

	JUNE11	JUNE12
Total Deposits	199178	222110
Current Deposits	17355	18177
Savings Deposits	45413	50565
Demand Deposits (CASA)	62768	68742

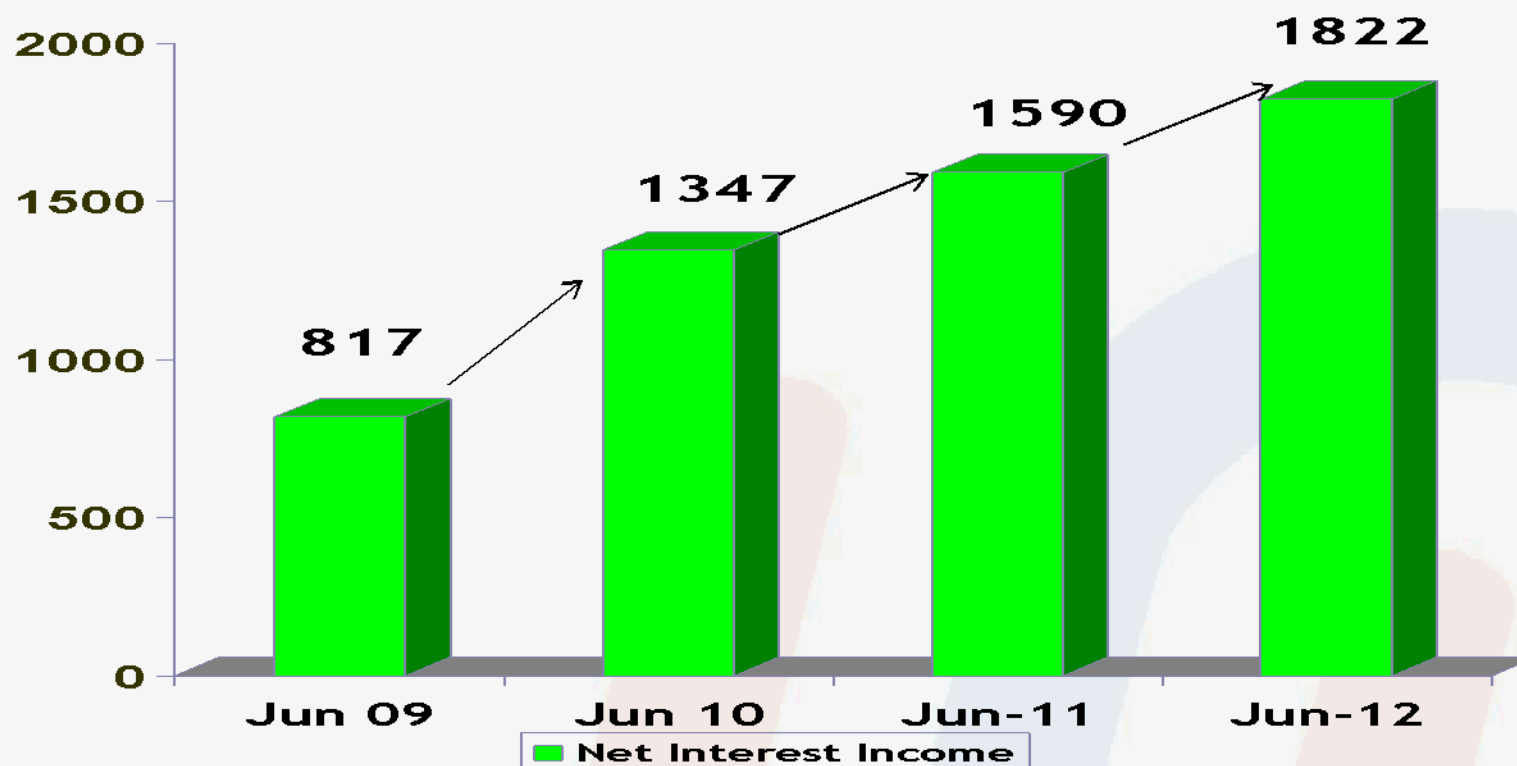
Advances & Yield on Advances



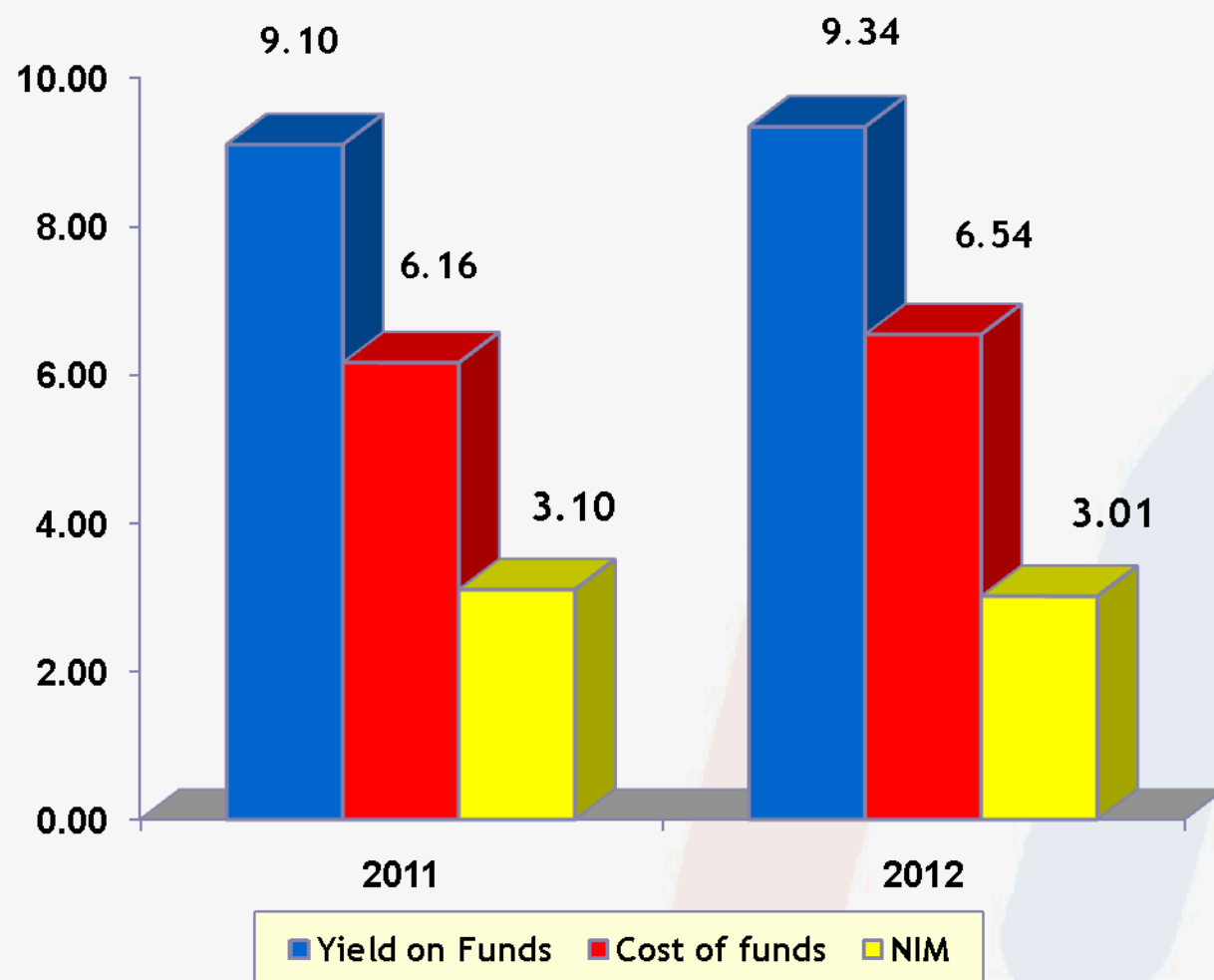
- Advances registered YoY growth of 19.47% from Rs 145567 crs to Rs 173911 crs.

(₹. in crore)

	JUNE 12	% to Domestic Advances
MSME	25148	15.41
Agriculture	16906	10.36
Retail Advances	16769	10.27
Trade	17341	10.62
Large Corporate & Others	87065	53.34



	June 09	June 10	June 11	June 12	CAGR %
Net Interest Income	817	1347	1590	1822	30.65

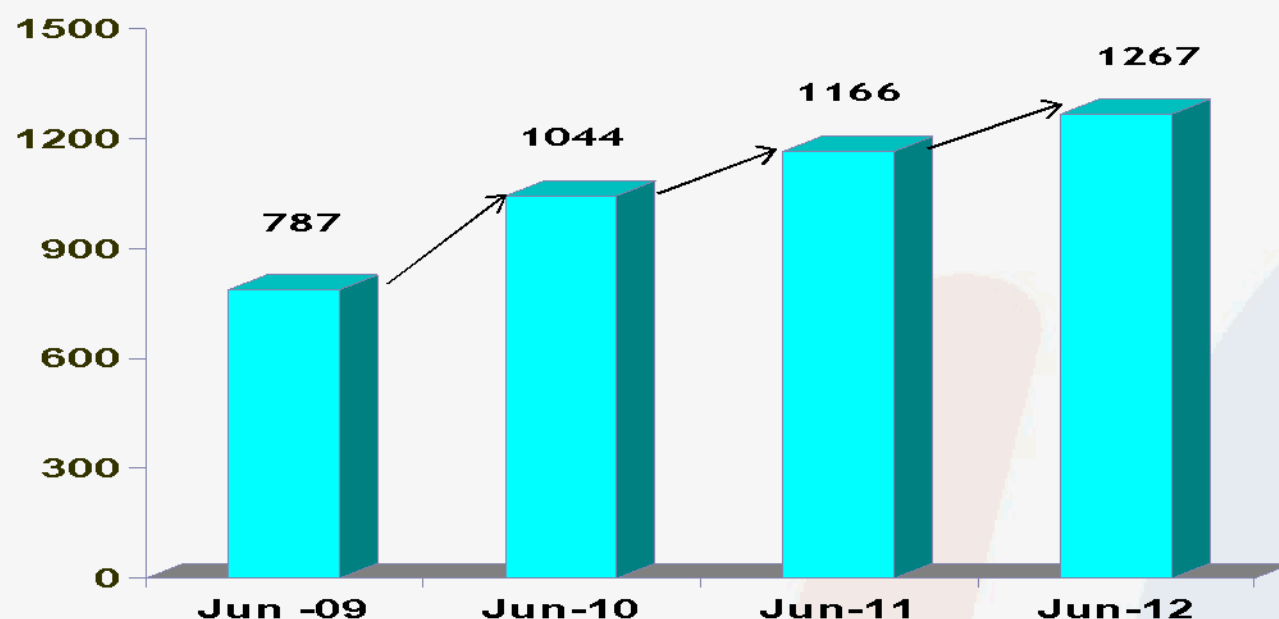


NIM is 3.01% for the quarter.

(*NIM on Earning Assets)

(₹. in crore)

	June 2011	June 2012	Growth %
Core Non Interest Income	252	295	17.37
Treasury Income	173	138	-20.16
<u>W/w</u> Profit on Sale of Investments	113	55	-51.33
Exchange Profit	60	83	39.13
Recovery in Written off Accounts	59	58	-2.80
Total	484	491	1.50



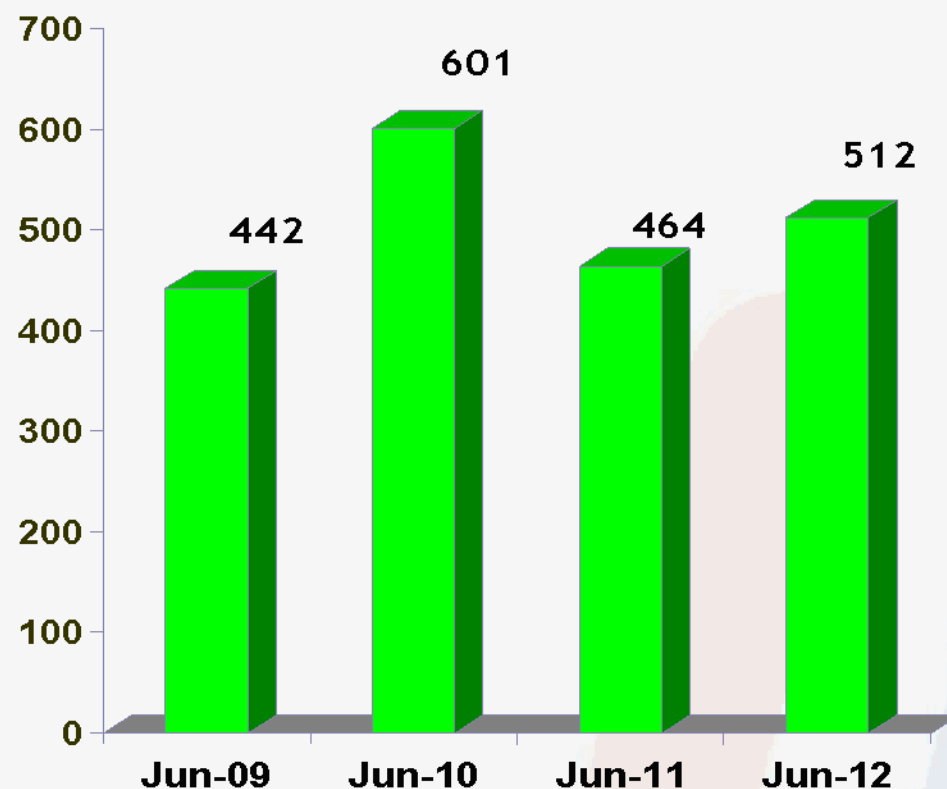
- Operating Profit for the quarter is at ₹. 1267 crore as against ₹. 1166 crore during the corresponding quarter of last year.

₹ in crores

Sequential	June 09	June 10	June 11	June 12	CAGR
Operating Profit	787	1044	1166	1267	17.20%

(₹.in crore)

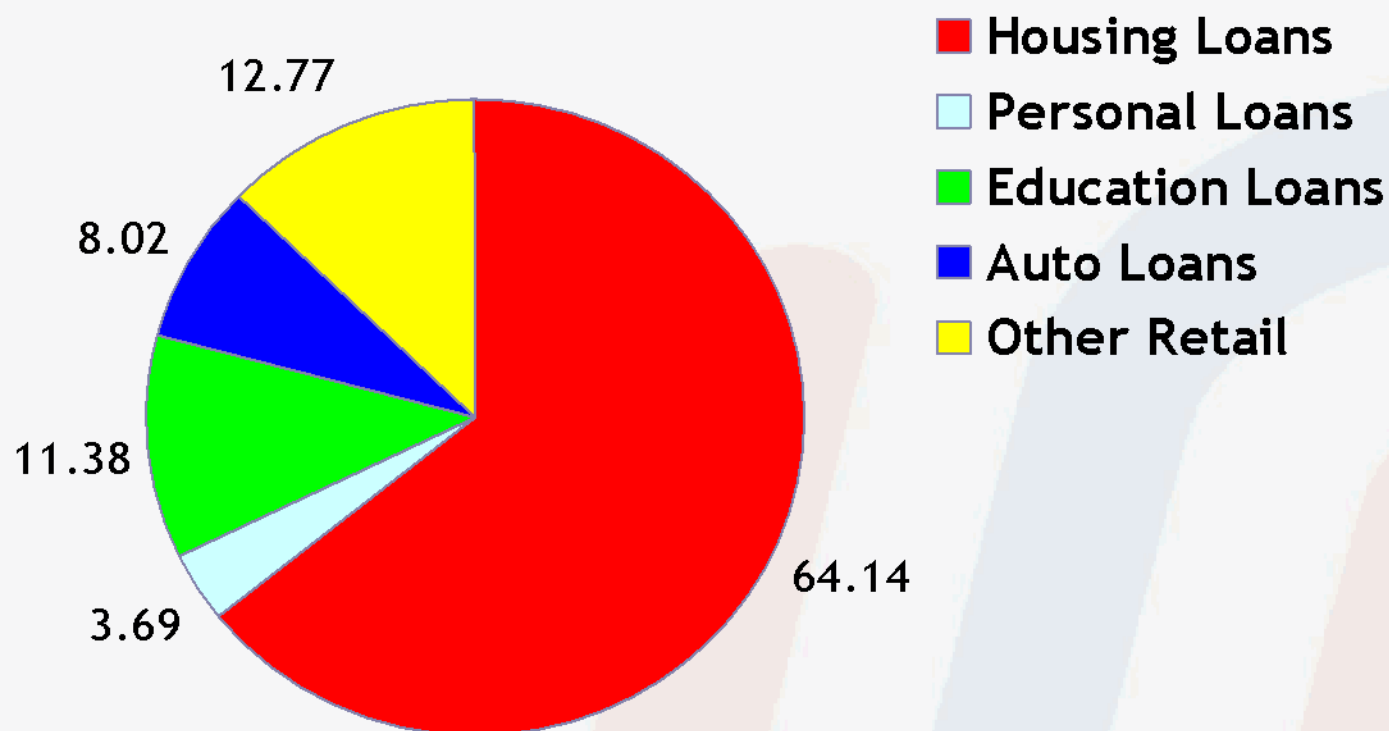
	June'11 (Q1)	June'12 (Q1)
NPAs	365	437
Standard Assets	-12	6
Depreciation on Investment	8	49
Shifting Loss	62	17
Restructured Advances	5	70
Others (FITL etc)	1	-61
Taxation	273	237
Total	702	755



- The Net Profit for the Quarter registered growth of 10.34% from ₹ 464 crore to ₹ 512 crore.
- Net profit is affected mainly due to increase in provisions on NPAs, Restructured Accounts & Depreciation on Investment.

COMPOSITION OF RETAIL ASSETS

Product-wise composition of Retail assets Portfolio Jun 12



MAJOR SECTORAL EXPOSURES OF ADVANCES

Across Large & Mid Corporates, SME and Corporate Agri Business

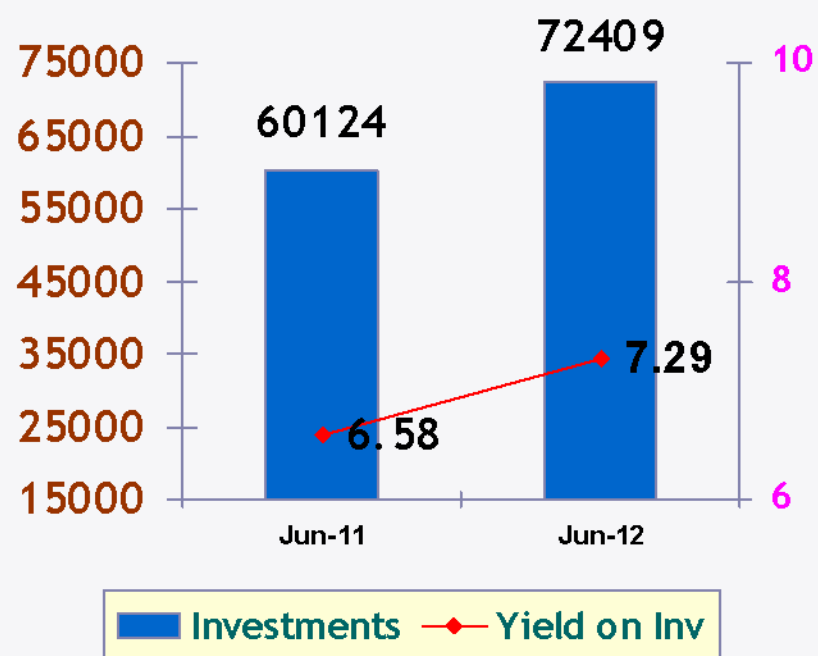
Rank	Sectors	Exposures (Domestic) (As on 30 th June 2012)	
		Amount (₹.in Crore)	% Share
1	Infrastructure	29561	18.11
2	Trade	17341	10.62
3	Agriculture	16906	10.36
4	Retail Advances	16769	10.27
5	NBFCs and HFCs	15087	9.24
6	Iron & Steel	7346	4.50
7	Textile	4789	2.93
8	Chemical & Chemical Products	4208	2.58
9	Gems & Jewellery	3159	1.94
10	Food Processing	3072	1.88
11	Basic Metal Product	2765	1.69
12	Commercial Real Estate	2726	1.67
13	Construction	2368	1.45
14	Petroleum	2180	1.34

₹. in Crs •

	Upto March 2012		During Apr- Jun 2012		Total	
	Accounts	Amt.	Accounts	Amt.	Accounts	Amt.
Assets Restructured	120781	11879	309	1642	121090	13521

	Accounts	Amt.	Accounts	Amt.	Accounts	Amt.
Amount Recovered	-	2816	-	607	-	3423
W/w						
Adjusted / Closed	41370	1168	2259	43	43629	1211

	Accounts	Amt.	Accounts	Amt.	Accounts	Amt.
NPAs	32051	1598	1232	80	33283	1678



10 ● Investments have shown a growth of 20.43% and Yield on Investments have increased by 71 bps from 6.58% to 7.29%.

6 ● Out of Total AFS portfolio of ₹. 15,491 Cr. ₹. 8880 Cr (57.33%) is interest sensitive.

	June 11	%	Duration	June 12	%	Duration
Held to Maturity	49348	82.06	4.97	55603	76.79	4.82
Held for Trading	512	0.85	1.39	1315	1.82	0.36
Available for Sale	10264	17.09	1.59	15491	21.39	1.69
Total	60124	100.00	4.37	72409	100.00	4.08

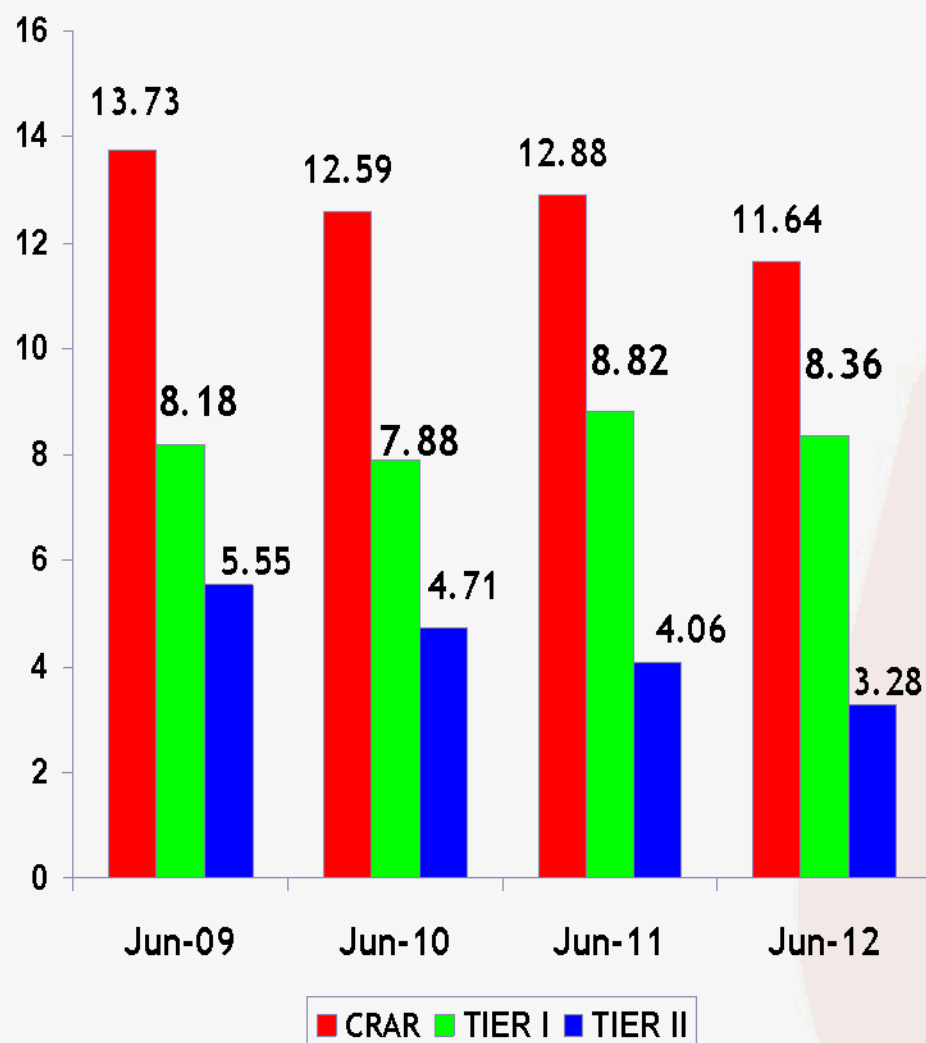
(₹. in crore)

	Jun'11	Mar'12	Jun'12
Gross NPAs - Opening	3623	3623	5450
Add : Additions	766	3760	1631
Less : Reductions	644	1933	540
1. Recoveries / Upgradations	304	995	461
2. Write Off	340	938	79
Gross NPAs	3745	5450	6541
Gross NPA (%)	2.57	3.01	3.76
Net NPA	1893	3025	3747
Net NPA (%)	1.32	1.70	2.20
Credit Cost	0.98	0.90	0.98

	Jun11	Jun12
Earning Per Share (Rs) Annualized	35.43	37.17
Cost to Income Ratio (%)	43.79	45.22
Return on Average Assets (%)	0.86	0.79
Book Value (Rs)	222.04	246.83

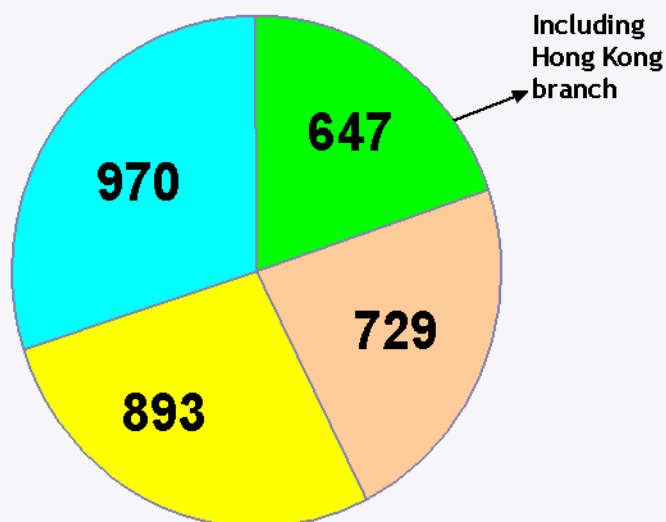
(₹. In lacs)

	Jun11	Jun12
Business per Employee	1183	1244
Business per Branch	11348	12227
Gross Profit per Employee	16.00	15.92
Gross Profit per Branch	153.50	156.48
Net Profit per Employee	6.37	6.43
Net Profit per Branch	61.15	63.18



- As per Basel II Capital Adequacy Ratio is at 11.64% as of 30th June, 2012 as against 12.88% as of June 2011.
- Tier-I Core Capital Ratio is at 8.36% as of June 2012.

BRANCH MIX



Metro	Urban	Semi-Urban	Rural
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South	North	West	East
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748	1352	684	454
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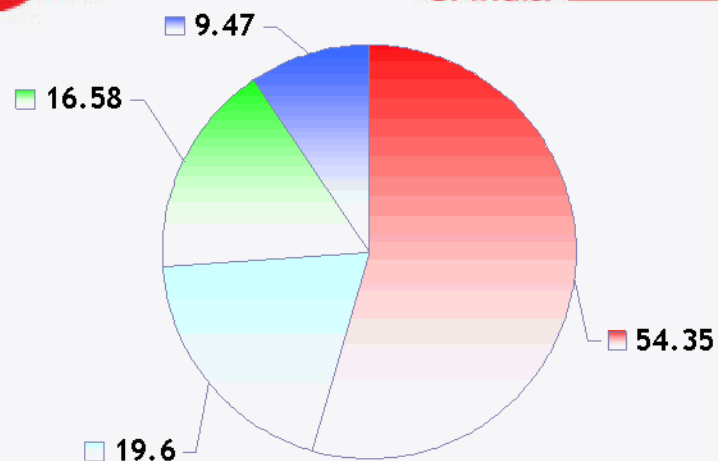
Bank opened 40 branches and 338 ATMs during the first quarter.

The No of ATMs as % of total branches stood at 127.79%

Transactions through electronic channel increased to 56.47% from 54.75% in March 2012.

SERVICE OUTLETS

	Jun'11	Jun'12
Branches	3038	3239
Ext. Counters	44	40
Service branches	45	47
Total	3127	3326
ATMs	2673	4139



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:** ₹. 13589 crore
- **B. V. per share:** ₹. 246.83
- **Return on Equity:** 15.06%
- **Market Cap (Jun'12) :** ₹. 11506 crs

	JUNE 11	JUNE 12
GOVT.	57.07%	54.35%
FIIs & FMFs	14.29%	9.47%
BANKS, INST./ MUTUAL FUNDS	12.80%	19.60%
OTHERS	15.84%	16.58%

- The Bank's sole overseas branch at Hong Kong registered a total business mix of US \$ 2.12 billion i.e ₹ 11805 crs as of June 2012.
- The deposits of the branch reached ₹ 1123 crs as of June 2012 from ₹ 634 crs in the previous year.
- Advances of the Branch reached ₹ 10682 crs as of June 2012 from ₹ 6710 crs in the previous year.
- Branch recorded a net profit of ₹ 28.53 crs for the Quarter as against ₹ 16.72 crs in the first quarter of previous year.
- The Bank also has Representative Offices in Shanghai, Beijing, Abu Dhabi, London and Sydney.
- Bank is in the process of setting up of Branch offices in DIFC, Dubai, Sydney & Antwerp (Belgium) and subsidiary in London.

*Major highlights
of last quarter*

- The Bank opened its 56th Regional Office at Mangalore, its 3rd in State of Karnataka (after Bengaluru and Belgaum).
- The Bank set up India 1st truly accessible Sampurna ATM up by a PSB at Ahmedabad for the “Visually challenged” on 6th June, 2012. The Bank proposes to install 100 ‘talking’ ATMs during current financial year to enable the visually challenged to carry out ATM transactions.
- As part of Nav Nirman project, the Bank has rolled out 150 “Union Xperience” branches focussing on relationship banking and sales & service excellence. The Bank proposes to scale up these branches to 200 by September 2012 and 500 by end March 2013.

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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