

यूनियन बैंक
ऑफ इंडिया
अच्छे लोग, अच्छा बैंक



Union Bank
of India
Good people to bank with

Financial Results

Q4/FY17
&
FY 2016-17

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#1 Business Performance

#2 Financials

#3 Structural Transformation

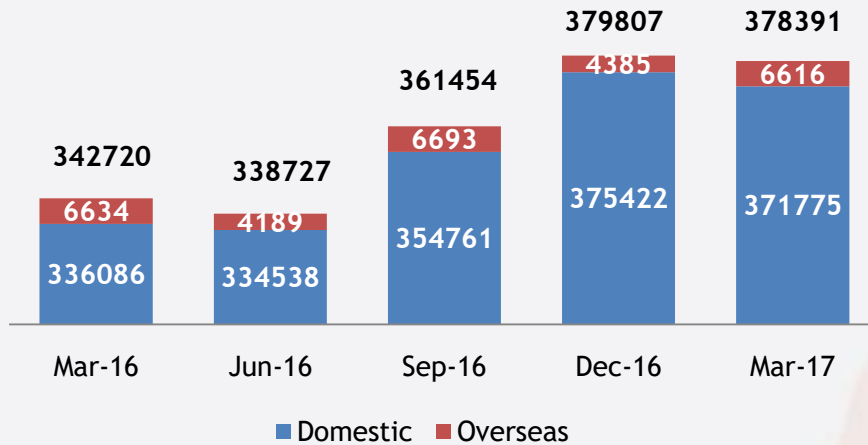
#4 Awards & Accolades



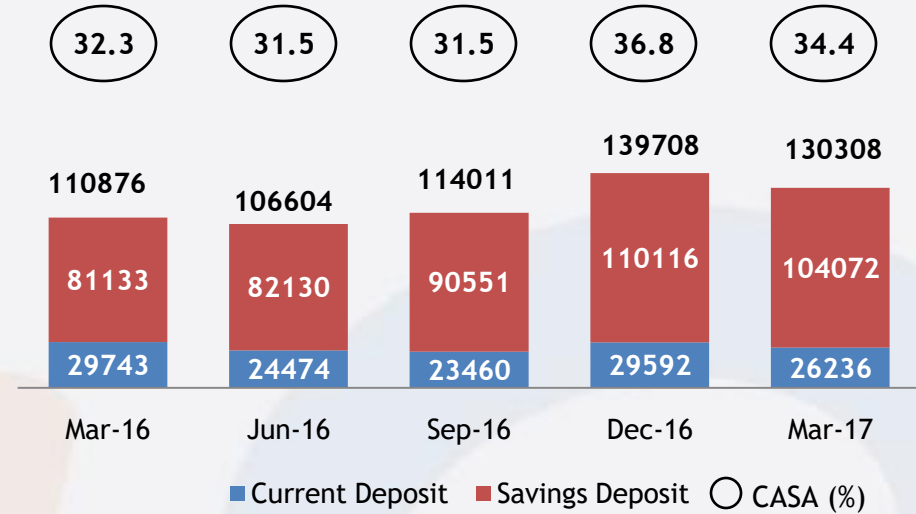
Total Business	₹ 680076 crore
Gross Advances	₹ 301684 crore
Total Deposits	₹ 378391 crore
Net Profit (Q4FY17)	₹ 109 crore
Net Profit (FY17)	₹ 556 crore
Earning Per Share (FY17)	₹ 8.08
ROA (%) (FY17)	0.13
ROE (%) (FY17)	2.91
Net NPA Ratio	6.57
Basel III Tier I CAR	9.02
Basel III Total CAR	11.79
Branches	4282
ATMs	7518

₹ crore

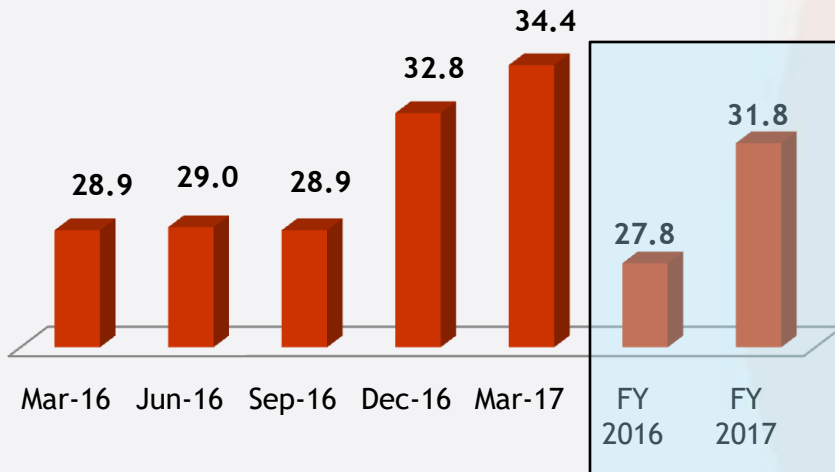
Total Deposits



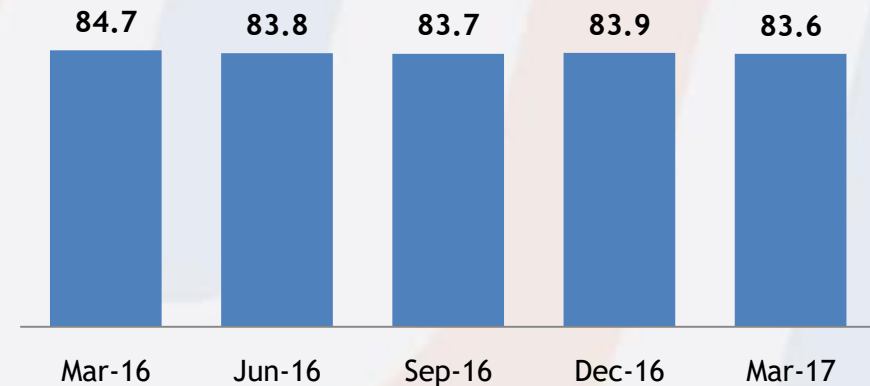
CASA Portfolio



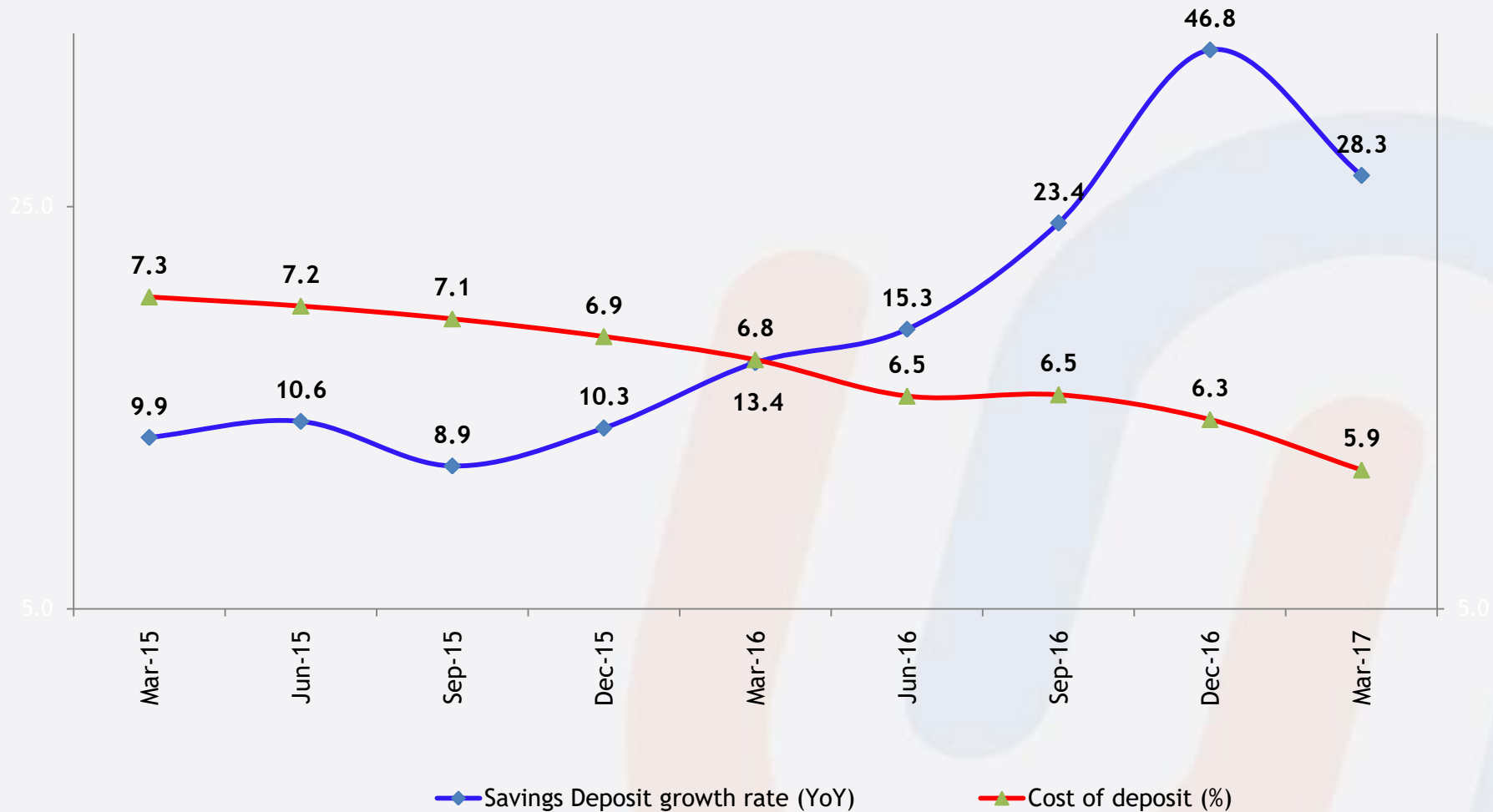
Average CASA (%)



Deposit to Liability Ratio

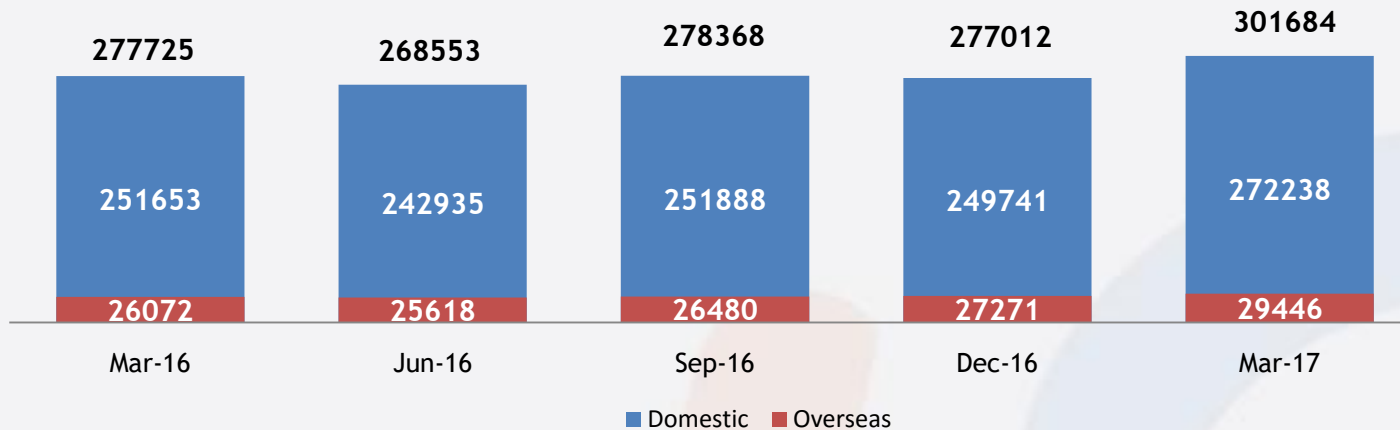


Movement in Savings Deposit growth and Cost of Deposit



Gross Advances

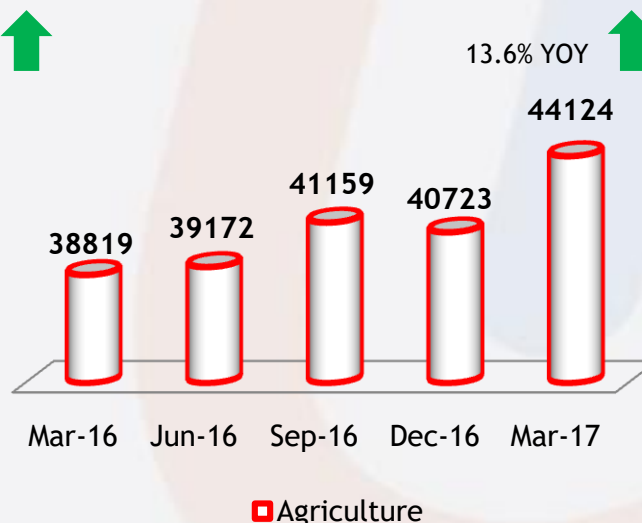
(₹ crore)



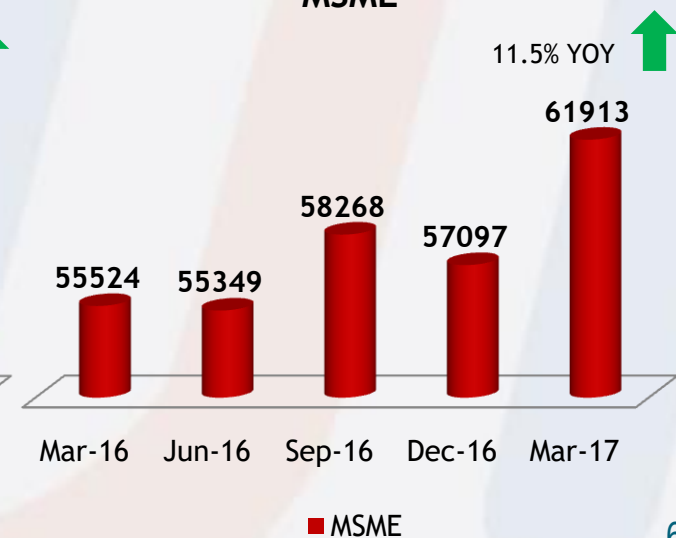
Retail



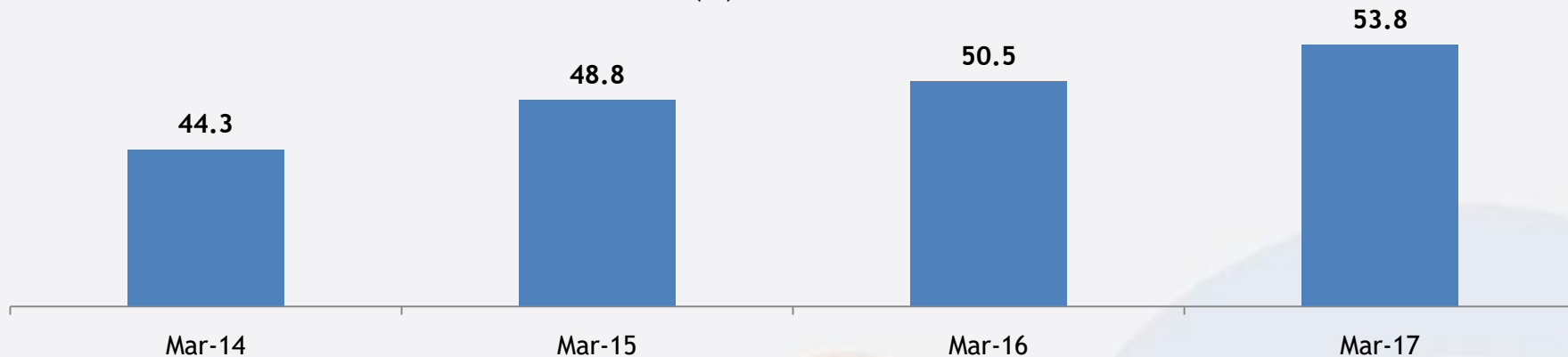
Agriculture



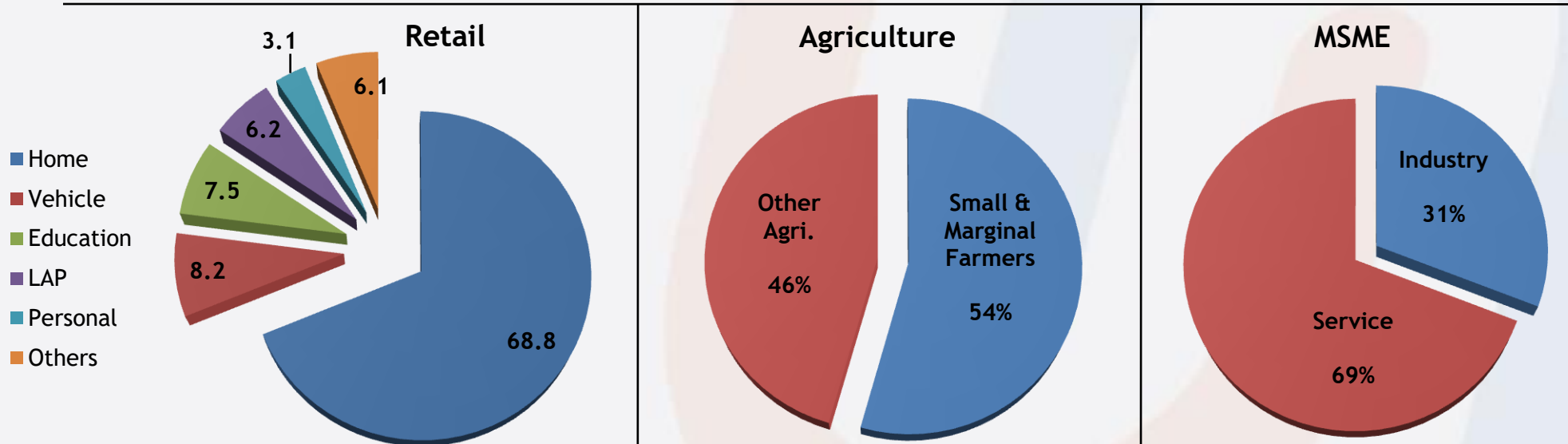
MSME



RAM* share (%) in Domestic advances



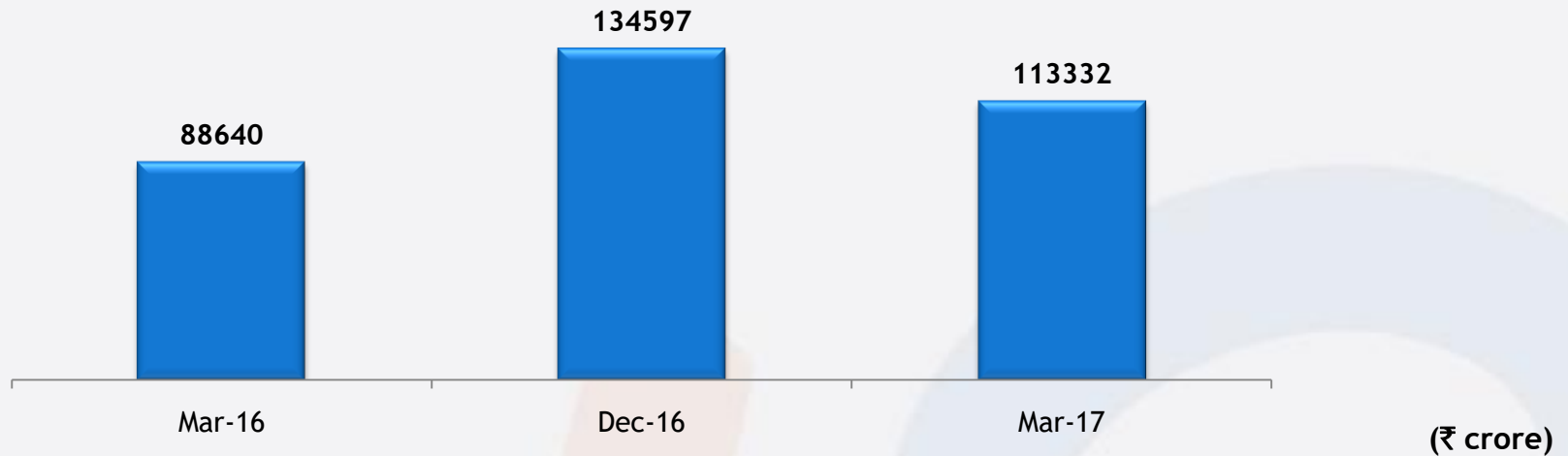
Composition of Advances



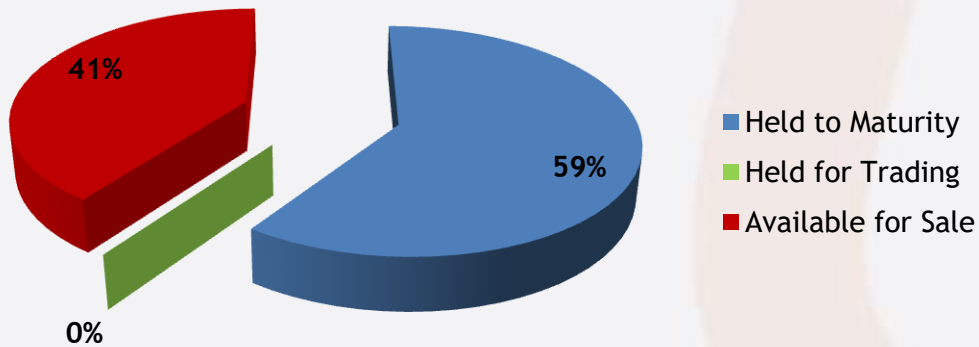
*Retail, Agriculture and MSME collectively called as "RAM sector"

S No.	Sectors	Top 10 Sectors (% Share in Domestic Advances)				Amount (₹ crore)
		Mar 2016	Sep 2016	Dec 2016	Mar 2017	Mar 2017
1	Agriculture	15.5	16.3	16.3	16.2	44124
2	Retail Advances	13.0	14.9	15.1	14.8	40380
3	Infrastructure	13.6	14.5	15.6	14.7	40026
4	Trade	11.5	12.1	11.3	12.4	33804
5	NBFCs	8.0	8.3	10.2	9.8	26690
6	Basic Metal Products	5.2	5.5	5.6	5.0	13765
7	Food Processing	2.8	3.3	3.4	3.5	9431
8	Textiles	2.9	2.7	2.8	2.6	7017
9	Construction	2	2.2	2.2	1.9	5163
10	All Engineering	1.8	2	2.1	1.9	5106
Total		76.3	81.8	84.6	82.8	225506

Investment (₹ Crore)



Investment Composition (%)



	Mar 2017	Duration (Years)
Held to Maturity	67027	3.99
Held for Trading	19	6.95
Available for Sale	46286	4.49
Total Investment	113332	4.16

Business from Overseas Operations					
US \$ in billion (₹ in crore)	Mar 2016	Dec 2016	Mar 2017	Growth (%)	
				Y-o-Y (US\$)	Y-o-Y (INR)
Total Business	4.9 (32706)	4.6 (31656)	5.6 (36062)	12.5	10.5
Total Deposits	1.0 (6634)	0.6 (4385)	1.0 (6614)	1.9	-0.0
Total Advances	3.9 (26072)	4.0 (27271)	4.6 (29446)	15.2	13.2
*1US\$ = ₹ 64.85 as on March 31, 2017 #1US\$ = ₹ 66.26 as on March 31, 2016					

(₹ crore)

	Mar 2016	Dec 2016	Mar 2017	Growth (%)	
				Y-o-Y	Q-o-Q
LIABILITIES					
Capital	687	687	687	0.0	0.0
Share Application Money	0	0	541	--	--
Reserves and surplus	22204	22890	22748	2.5	-0.6
Deposits	342720	379807	378391	10.4	-0.4
Borrowings	30958	39949	41226	33.2	3.2
Other Liabilities and Provisions	8127	9208	9111	12.1	-1.1
Total	404696	452541	452704	11.9	0.0
ASSETS					
Cash and Balances with Reserve Bank of India	15605	19117	16520	5.9	-13.6
Balances with Banks and Money at call and Short Notice	13672	13497	16302	19.2	20.8
Investments	89208	135222	112149	25.7	-17.1
Advances	267354	262659	286467	7.1	9.1
Fixed Assets	3940	3851	3894	-1.2	1.1
Other Assets	14917	18195	17372	16.5	-4.5
Total	404696	452541	452704	11.9	0.0

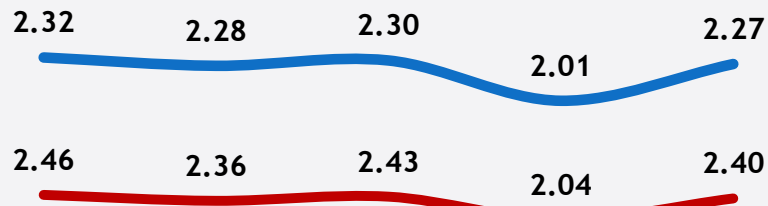
#1 Business Performance

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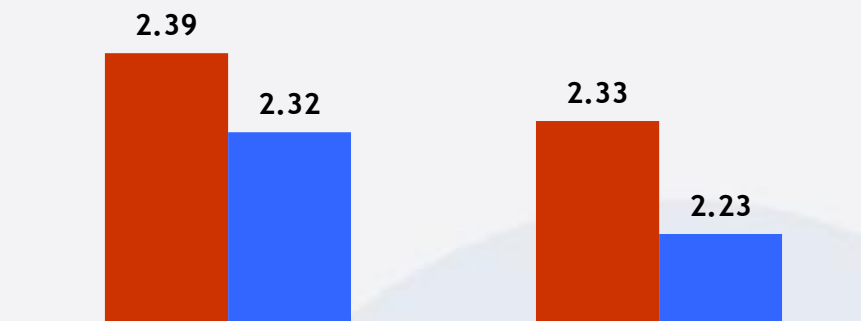
#4 Awards & Accolades

Parameters	Mar-16 (Q4)		Dec-16 (Q3)		Mar-17 (Q4)		FY 2016		FY 2017	
	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global
Cost of Deposit	6.86	6.75	6.35	6.28	5.98	5.91	7.10	7.00	6.36	6.28
Cost of Funds	6.22	5.98	5.52	5.34	5.41	5.24	6.48	6.21	5.73	5.53
Yield on Advances	10.13	9.17	9.14	8.59	9.03	8.41	10.36	9.63	9.35	8.72
Yield on Investment	7.83	7.77	7.19	7.14	7.15	7.09	7.58	7.54	7.31	7.26
Yield on Funds	8.50	8.13	7.40	7.20	7.63	7.35	8.72	8.37	7.88	7.60



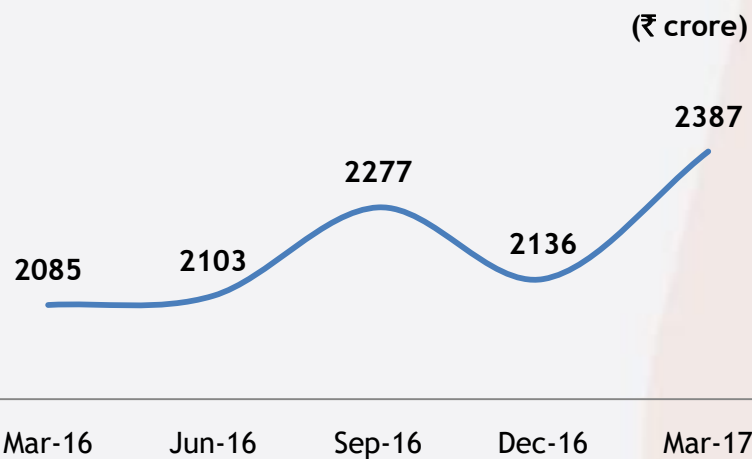
Mar-16 Jun-16 Sep-16 Dec-16 Mar-17

— NIM Domestic — NIM Global



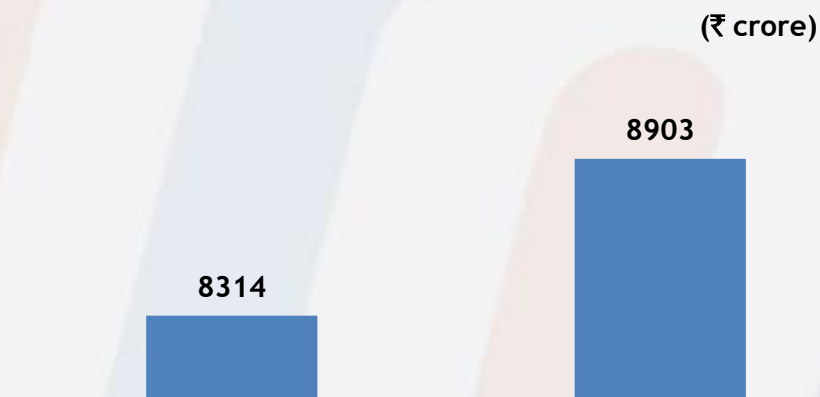
FY 2016 FY 2017

■ NIM Domestic ■ NIM Global



Mar-16 Jun-16 Sep-16 Dec-16 Mar-17

— Net Interest Income



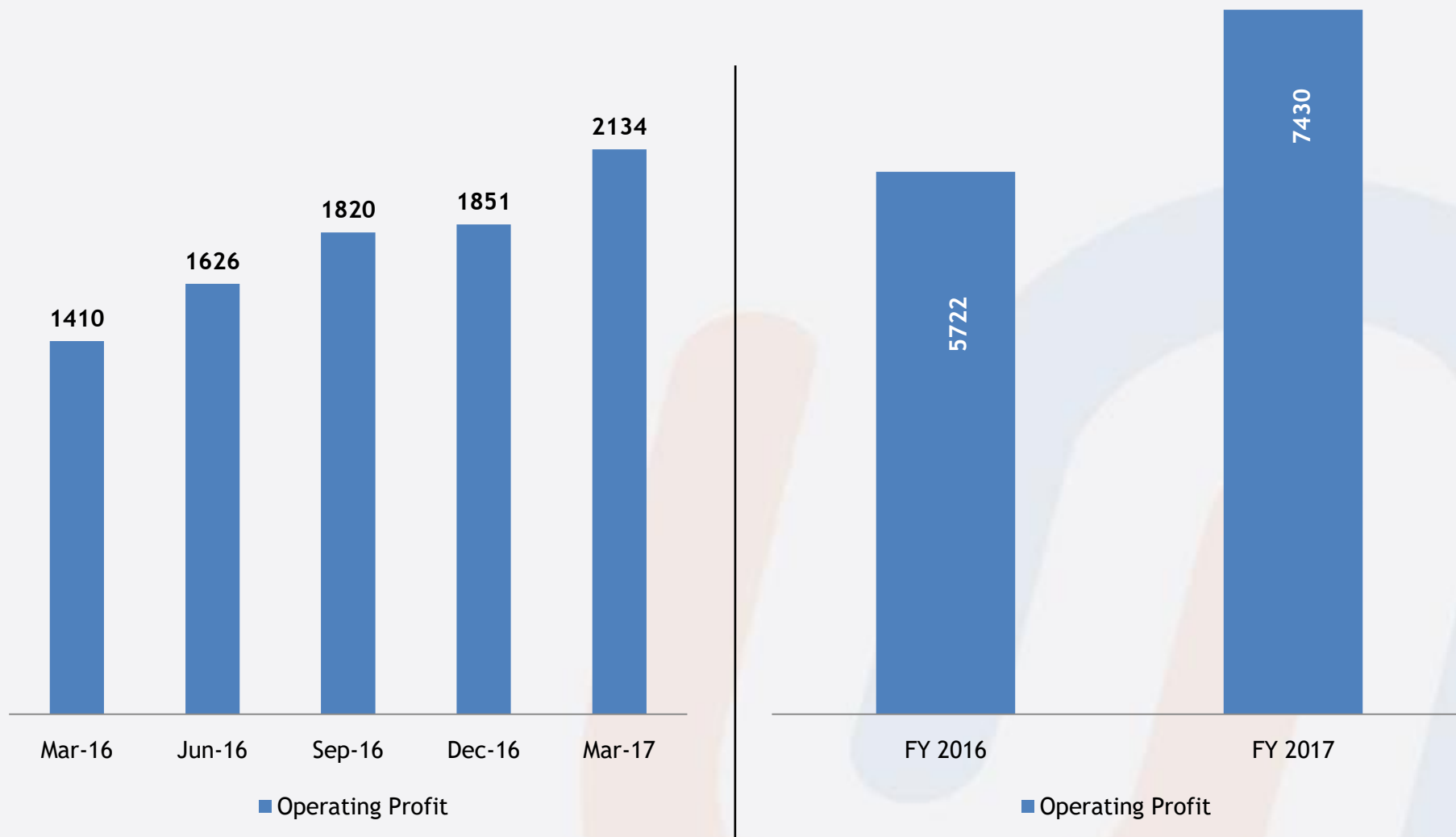
FY 2016 FY 2017

■ Net Interest Income

(₹ crore)

Parameters	Mar-16 (Q4)	Sep-16 (Q2)	Dec-16 (Q3)	Mar-17 (Q4)	Growth (%) YOY	Growth (%) QOQ	FY 2016	FY 2017	Growth
a. Core Non Interest Income	551	498	472	641	16.3	35.8	1879	2068	10.1
b. Treasury Income	390	598	822	728	86.7	-11.4	1567	2696	72.0
W/w									
• Profit on Sale of Investments	206	466	694	582	182.5	-16.1	916	2059	124.8
• Exchange Profit	184	132	128	146	-20.7	14.1	651	637	-2.2
c. Recovery in Written off Accounts	56	43	45	77	37.5	71.1	186	201	8.1
Total	997	1139	1339	1446	45.0	8.0	3632	4964	36.7

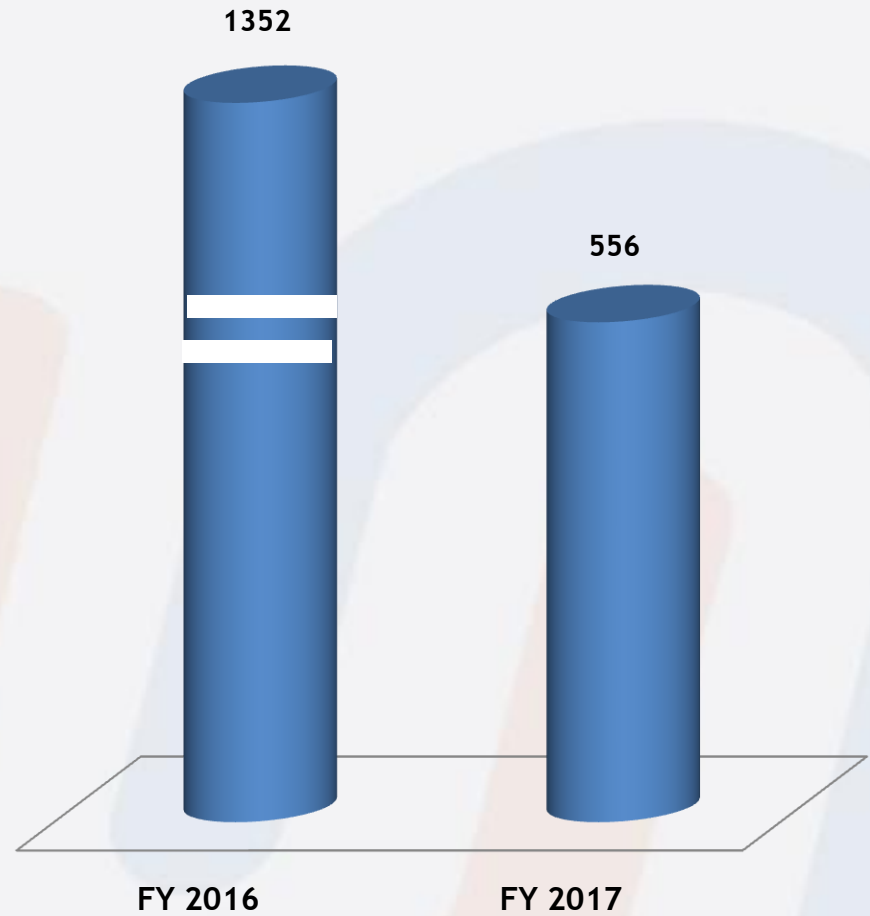
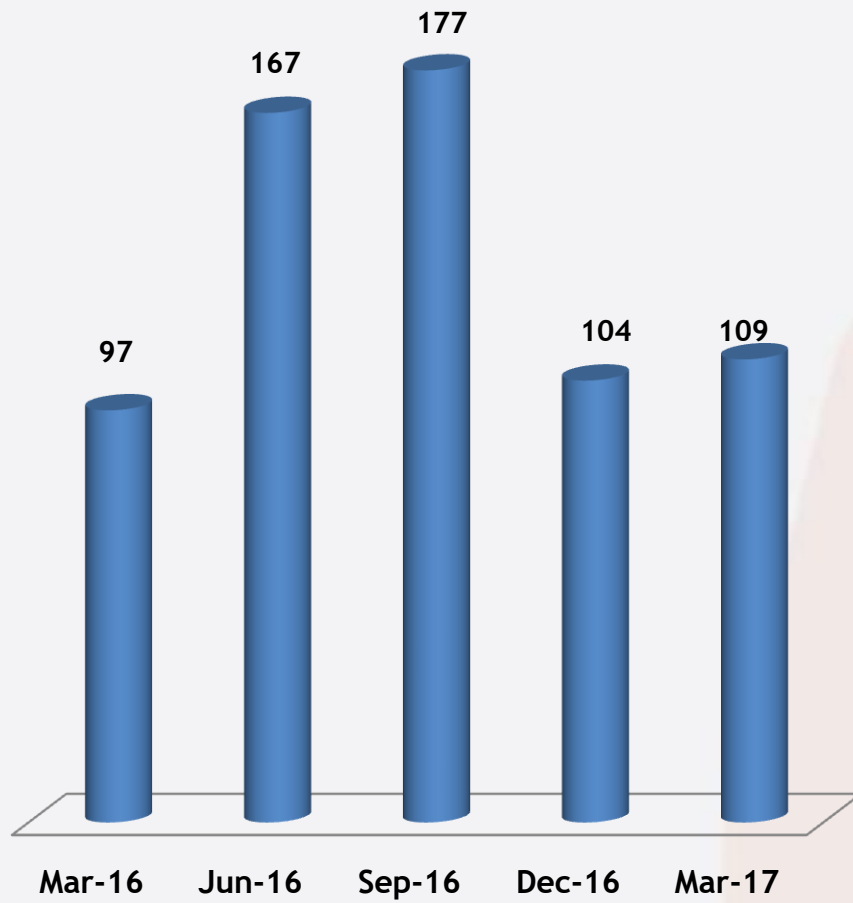
(₹ crore)



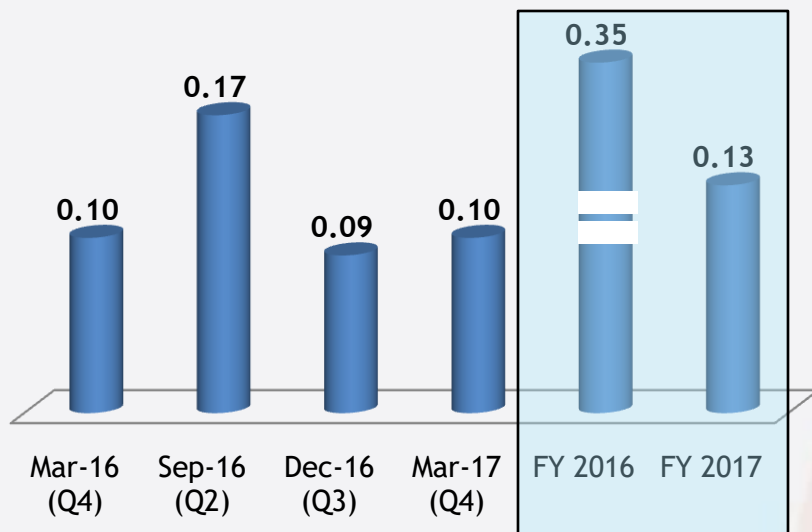
(₹ crore)

Parameters	Mar-16 (Q4)	Sep-16 (Q2)	Dec-16 (Q3)	Mar-17 (Q4)	FY 2016	FY 2017
NPAs	2008	1598	1582	1505	4655	6032
Standard Assets	-63	124	78	249	-101	506
Depreciation on Investment	42	-12	81	604	149	630
Shifting Loss	0	0	0	0	6	2
Restructured Advances	-305	-1	-10	88	-623	66
Others (FITL etc)	-118	-89	-61	-12	-209	-158
Taxation	-252	23	77	-409	414	-204
Total	1312	1643	1747	2025	4291	6874

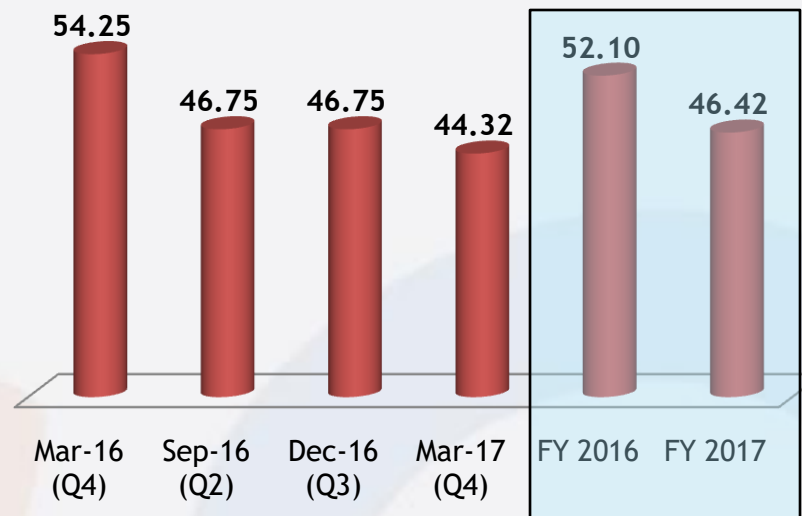
(₹ crore)



Return on Avg. Assets (%)



Cost to Income(%)



S. No.	Efficiency Parameters	Mar-16 (Q4)	Sep-16 (Q2)	Dec-16 (Q3)	Mar-17 (Q4)	FY 2016	FY 2017
1	Return on Equity (%)	1.95	3.56	2.13	2.34	6.84	2.91
2	Book Value Per Share	287.51	288.55	279.51	269.89	287.51	277.76
3	Earnings per share	5.62	10.27	6.06	6.33	20.42	8.08

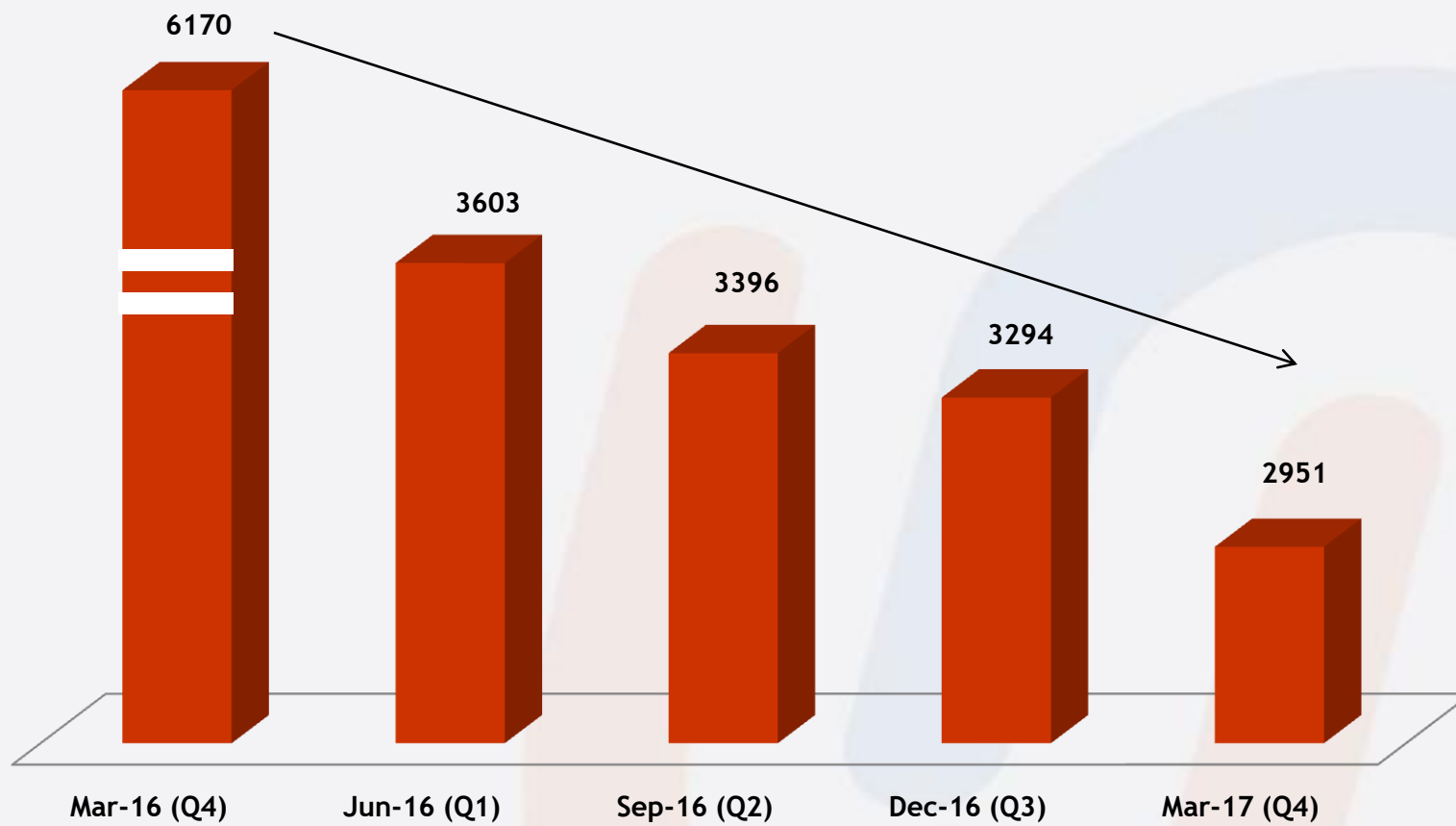
Sn.	Profitability Parameters		Mar-16 (Q4)	Sep-16 (Q2)	Dec-16 (Q3)	Mar-17 (Q4)	FY 2016	FY 2017
1	Business per Branch	₹ crore	147.7	151.8	155.0	158.8	147.7	158.8
2	Business per employee	₹ crore	17.5	17.0	17.6	18.4	17.5	18.4
3	Gross Profit per Branch	₹ crore	1.3	1.7	1.7	2.0	1.4	1.7
4	Gross Profit per Employee	₹ lacs	15.9	19.4	19.9	23.2	16.1	20.2
5	Net Profit per Branch	₹ lacs	9.2	16.1	9.8	10.2	32.2	13.0
6	Net Profit per Employee	₹ lacs	1.1	1.9	1.1	1.2	3.8	1.5

(₹ crore)

Parameters	Mar-16 (Q4)	Sep-16 (Q2)	Dec-16 (Q3)	Mar-17 (Q4)	FY 2016	FY 2017
Gross NPAs - Opening	18495	27281	29862	32403	13031	24171
Add : Additions	6170	3396	3294	2951	12952	13244
Less : Reductions	494	815	753	1642	1812	3703
1. Recoveries	204	251	254	533	844	1388
2. Upgradation	191	416	101	393	178	1051
3. Write Off	99	148	398	716	790	1264
Gross NPAs- Closing	24171	29862	32403	33712	24171	33712
Gross NPA (%)	8.7	10.73	11.70	11.17	8.70	11.17
Net NPA	14026	16948	18246	18833	14026	18833
Net NPA (%)	5.25	6.39	6.95	6.57	5.25	6.57
Provision Coverage Ratio (%)	50.98	50.45	50.62	51.41	50.98	51.41
Credit Cost (%)	2.97	2.34	2.28	2.08	1.78	2.08

(₹ crore)

Slippages



(₹ crore)

Sectors	Slippages During Q4 FY 17	NPAs Mar 2017	% to Total NPAs	% to Sector Loan			
				Mar-16	Sep-16	Dec-16	Mar-17
Retail Loans	308	1258	3.7	2.54	3.10	2.99	3.12
Agriculture	274	2250	6.7	5.21	5.11	5.61	5.10
Micro & Small (MSE)	362	4205	12.5	7.79	8.50	9.25	8.92
Medium & Large	2007	25999	77.1	11.06	14.66	16.40	15.21
Total	2951	33712	100.0	8.70	10.73	11.70	11.14

(₹ crore)

	Mar-17 (Q4)		
Particulars	Standard	NPA	Total
Restructured Assets as on January 01, 2017	5523	10822	16345
Fresh Restructuring during the Quarter	0	0	0
Upgradation to Standard Restructured Accounts during the Quarter	264	-264	0
Restructured Standard Advances which cease to attract higher provisioning and need not be shown as Restructured Assets Quarter	-71	0	-71
Down gradation of restructured accounts during the Quarter	-217	217	0
Change in Outstanding/Write-off/ Recovery/Closures Quarter	197	-262	-65
Restructured Accounts as on March 31, 2017	5696	10512	16208

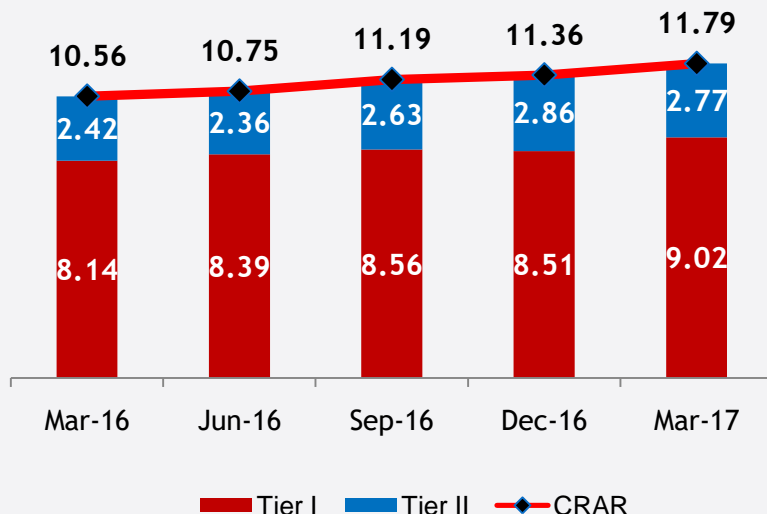
Particulars (percent to Gross Advances)	Mar-16	Sep-16	Dec-16	Mar-17
Standard Restructured	3.09	2.02	1.99	1.89
Impaired Assets Ratio (GNPA + Standard Res)	11.79	12.75	13.69	13.06
Net Impaired Assets Ratio (NNPA + Standard Res)	8.45	8.11	8.58	8.13

(₹ crore)

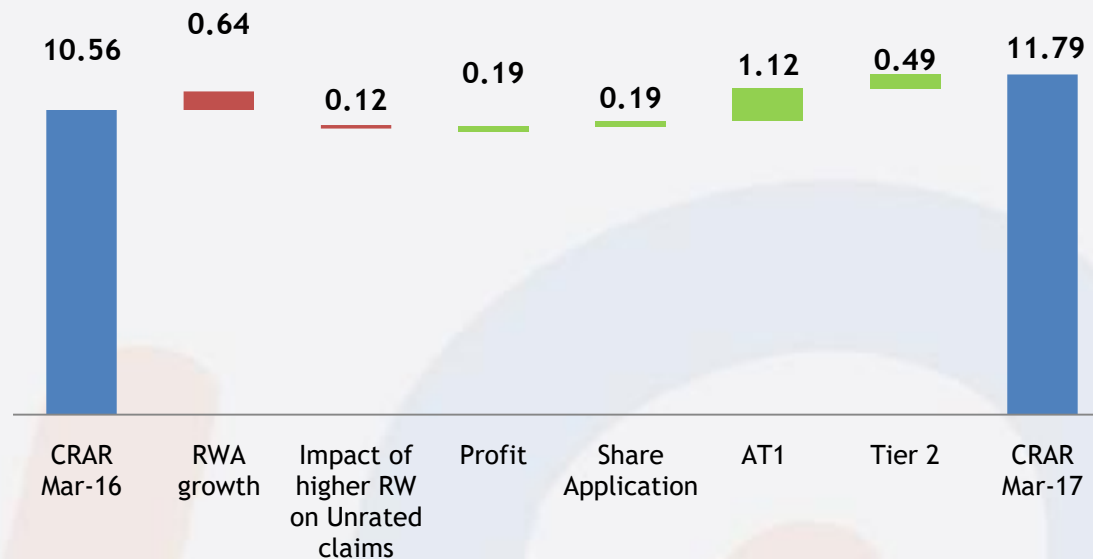
S.N.	Sector	Outstanding	NPA	Std. Restructured	NPA + Std. Restructured (%)
1	Infrastructure	40026	4700	1917	16.5
a.	Power (private)	17303	1616	1112	15.8
b.	Roads	7322	1297	765	28.2
2	Engineering	5106	1143	1110	44.1
3	Textiles	7017	1821	453	32.4
4	Iron & Steel	11018	8543	387	81.0

Sectors (Standard accounts)	5:25		SDR		S4A	
	During Q4	Outstanding	During Q4	Outstanding	During Q4	Outstanding
Power	0	2484	0	1013	0	313
Road	0	0	0	371	0	0
Telecom	0	0	0	1378	0	0
Textile	0	0	0	0	368	368
Port	0	300	0	0	0	0
Cement	0	300	0	0	0	0
Refinery	0	0	0	0	0	0
Steel	0	125	0	32	306	306
Construction	0	0	0	1138	0	206
Hotel	0	115	0	0	0	0
Real Estate	0	0	0	74	0	0
Edible Oil & Seed	0	0	0	258	0	0
Electrical	0	0	0	18	0	346
Total	0	3324	0	4282	674	1539

Capital Adequacy Ratio



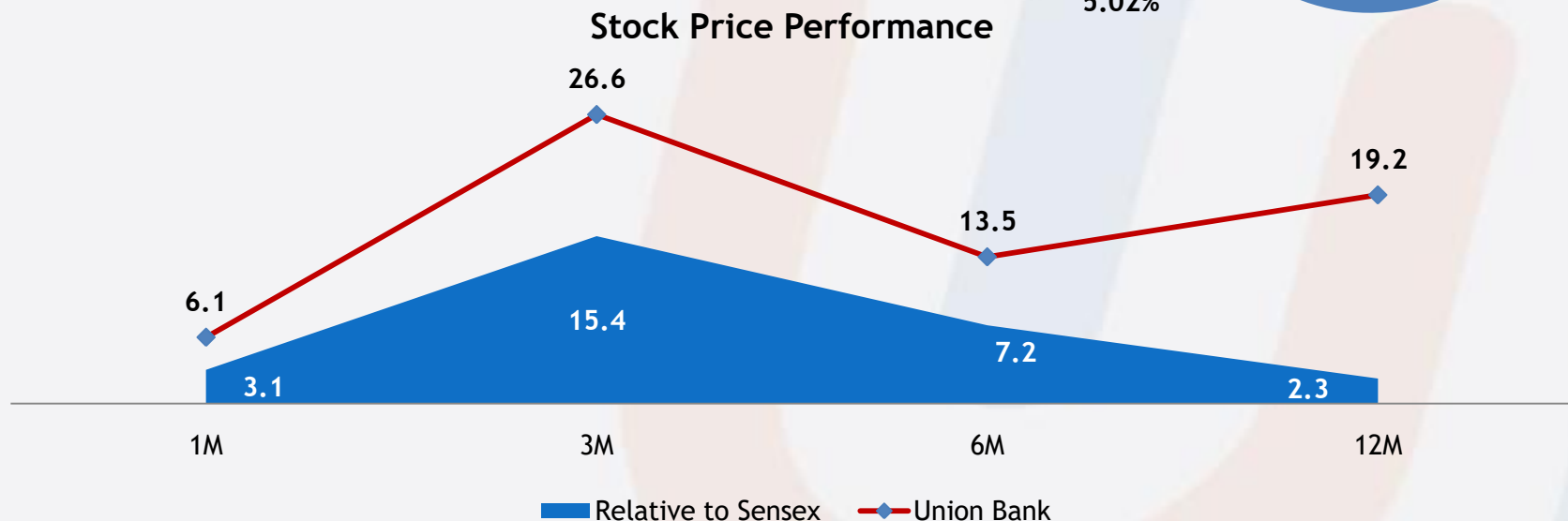
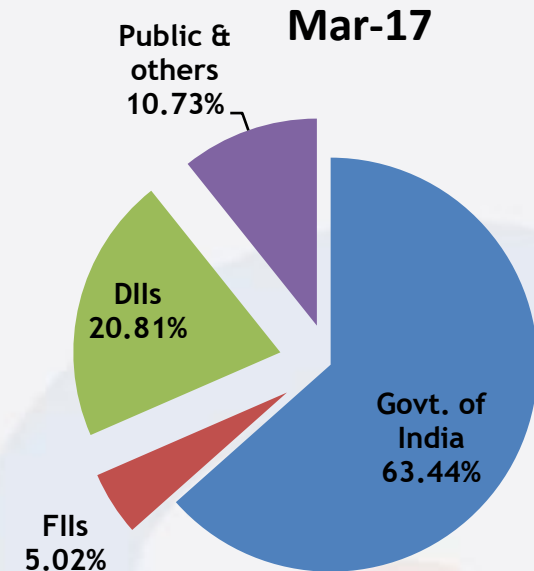
Movement of Capital Adequacy Ratio



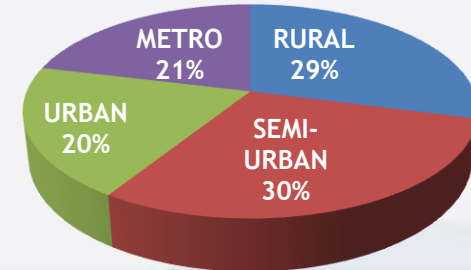
(₹ crore)

	Mar-16	Jun-16	Sep-16	Dec-16	Mar-17
Risk Weighted Assets	273791	267176	281316	281877	291204
Capital Funds	28932	28717	31469	32029	34334
CRAR-BASEL III (%)	10.56	10.75	11.19	11.36	11.79
TIER 1 (%)	8.14	8.39	8.56	8.51	9.02
CET 1 (%)	7.95	8.24	8.06	7.68	7.71

Share Capital	₹ 687.4 crore
No. of Equity Shares	68.74 crore
Net Worth	₹ 19094 crore
Market Cap	₹ 10717 crore
The GOI has infused Capital of ₹ 541 crore in the Bank on March 31, 2017 as Share Application money	

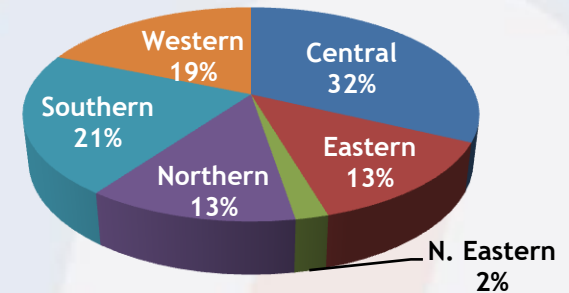


Branch Distribution by Urbanization

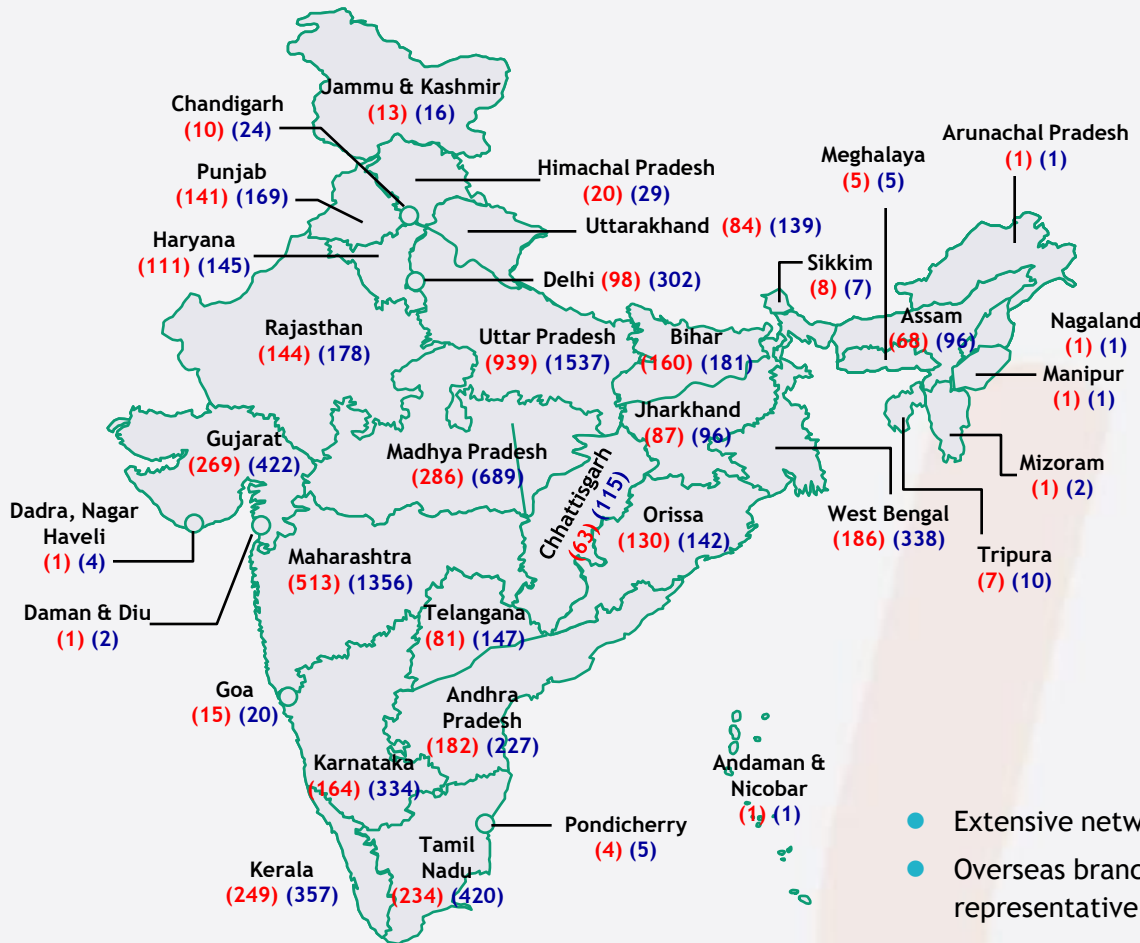


59% branches in rural/semi-urban markets

Branch Distribution by Geography



Geographical diversification minimizes regional risks



Domestic Branches (4,278) # ATMS (7518)

- Extensive network across India
- Overseas branches in Hong Kong, Sydney, Dubai and Antwerp, in addition to representative offices in Shanghai, Beijing and Abu Dhabi
- Operates in the UK through its wholly owned subsidiary, Union Bank of India (UK) Ltd.
- The Bank has 28 extension counters, 60 satellite offices and 48 service branches in addition to its regular bank branches as of March 31, 2017.



Progress under Pradhan Mantri Jan Dhan Yojana (PMJDY)	
Parameters	Achievements of the Bank
Villages covered	18396
No. of BCs	5407
Sub Service Areas	5407
Urban Wards	2581
Accounts opened till March 31, 2017	68.06 Lakh
Deposits	₹ 1353.85 Crore
RuPay Cards issued	49.35 Lakh
Aadhar Seeding	44.53 Lakh

JAN-DHAN SE JAN SURAKSHA

Pradhan Mantri
Suraksha Bima Yojana

Pradhan Mantri
Jeevan Jyoti Bima Yojana

Atal
Pension
Yojana

29.9 Lakh

12.7 Lakh

1.81 Lakh



Progress under Mudra Yojana (PMMY)			
Category	No. of Accounts	Sanctioned Amount (₹ crore)	Outstanding Amount (₹ crore)
Shishu (< ₹ 50k)	53227	186	154
Kishor (Above ₹ 50k-5 Lakh)	86890	1797	1520
Tarun (Above ₹ 5 Lakh-10 Lakh)	11662	885	738
Total	151779	2868	2412



Finance to Light Commercial Vehicle under PMMY	
No. of Accounts	Sanctioned Amount (₹ crore)
28224	703



#1 Business Performance

#2 Financials

#3 Structural Transformation

#4 Awards & Accolades

Focus on re-designing and streamlining key elements of business

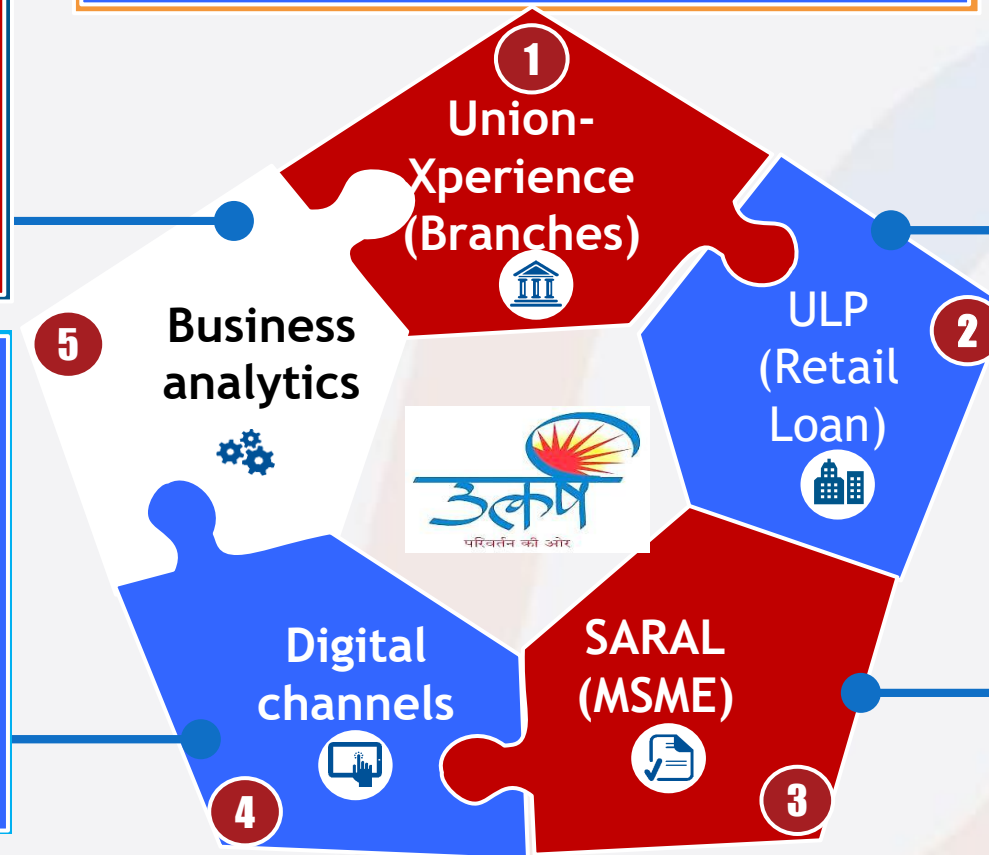
Set up Business Analytics Team, design and implement cross-sell model through campaigns

Redesign the branch operating model to streamline processes and increase sales (outbound & service to sales)

Revamp Union Loan Points to reduce TAT and boost acquisition through branches and Sales officers

Programme to enhance features and customer migration for digital channels

Revamp SARAL units to streamline MSME loan processing and reduce TAT



... and strengthening core elements of HR and organization



- Align organization to the project goals
- Engage employees beyond work (E.g., fun events)

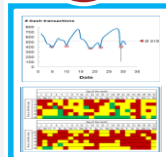
- Clear segregation of roles & responsibilities
- Specialised focus and terms for key areas of growth (e.g., home loan)



- 12 months comprehensive job rotation program
- Integrated active mentorship program

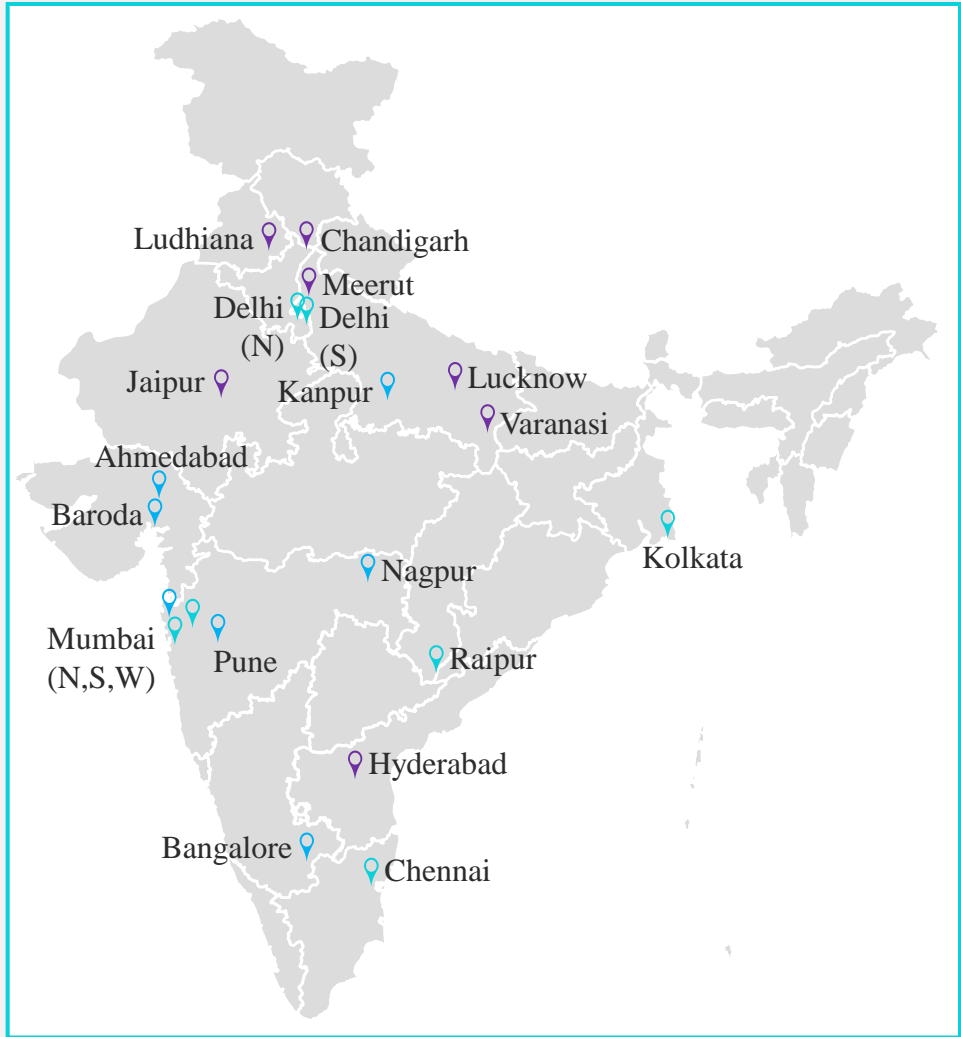
Category	Item	Value	Unit	Year
HR & L&L (in Rupees)	Application date to sanction date	20	14	13
	Closure to sanction date	86	4	3
	Closure to sanction date	86	3	4
	Closure to sanction date	86	3	4
Manpower (in units)	Application date to sanction date	10	14	13
	Closure to sanction date	86	4	3
	Closure to sanction date	86	3	4
	Closure to sanction date	86	3	4
Data Sanctioned (in %)	Application date to sanction date	10	14	13
	Closure to sanction date	86	4	3
	Closure to sanction date	86	3	4
	Closure to sanction date	86	3	4

- Centralization and digitization of claims processing
- Freed-up Regional-HR capacity; Feedback 3.8/4



- Scientific calculator to assess manpower at branches
- Aid in deployment of right people for right job

Utkarsh implemented in 21 regions



21 clusters for rural/semi-urban branches



NOTE: Numbers shown are cumulative

Key Shifts to Empower Organization Structure

End to End Ownership of Large Corporate Business

- **Revised model** of functioning for **Industrial Finance Branches**
- Focus on **new business generation**
- Focus on **income generation** through **cross-selling**

Stressed Assets Management Structure

- 3 major initiatives undertaken for resolution of stressed assets:
 - **Difficult Asset Resolution Team** for resolution of NPAs of ₹50 crore & above
 - **Empowering of Asset Recovery Branches**
 - **Soft collection set up process** for retail and small ticket size loans

End to End Ownership of Home/Mortgage loan Business

- **Development of new structure** for **Home Loan & Mortgage Loan business**
- **Introduction of 2 new roles:**
 - **City Sales Head**
 - **Relationship Manager**

Sales & Marketing setup and specialization


- Specific focus on 4 sets of Marketing Officers with defined key roles:
 - Set 1: Attached to Regional Offices
 - Set 2: Mapped to respective Union Loan Points
 - Set 3: Tabulous Banking
 - Set 4: Government Business

Focused approach for increasing Agri-Business

- Focus on business share and potential of rural and semi-urban branches
- Introduction of new role **of Area Manager**
- **Creation of homogeneous cluster of branches**
- **Enhancing monitoring & efficiency of branches**



Cards for all your needs



Your goals matter to us.
So does your views.

We genuinely value your feedback and ideas. It'll help us soar even higher...in delighting you further, with new products, newer experiences and a higher quality of customer service.

Countrywide
Customer Interaction

April 15, 2017

यूनियन बैंक
अपने लोग, अपना बैंक

Union Bank
of India
Good people to bank with



ZINDAGI KE ACCOUNT MEIN
KHUSHIYON KA CREDIT!

Usecure Credit Card

(Against Term Deposit)

- ✓ Up to 80% of the term Deposit
- ✓ EVM chip card-Secure card
- ✓ No annual charges

Awesome Threesome



Easy, Instant, 24x7 banking

Union Bank
of India

LPI
UNITED FINANCIAL INTERMEDIARY

DigiPurse
Digital Wallet

Easy, Quick, Convenient Banking

One Banking App for all Devices



Interest Rate that make you Smile

*Guaranteed interest rates for individuals aged 18-60 years on term deposits of 12 months and above.

Maximum Investment: ₹10,00,000

Interest Rate: 7.50% p.a.

*Fixed Tenure of 1 year can be extended to another 1 year.

*Account Opening and Operation is L1.

*There is no restriction on withdrawal for the individual.

*Tax Return under Section 80C for Senior Citizen scheme.

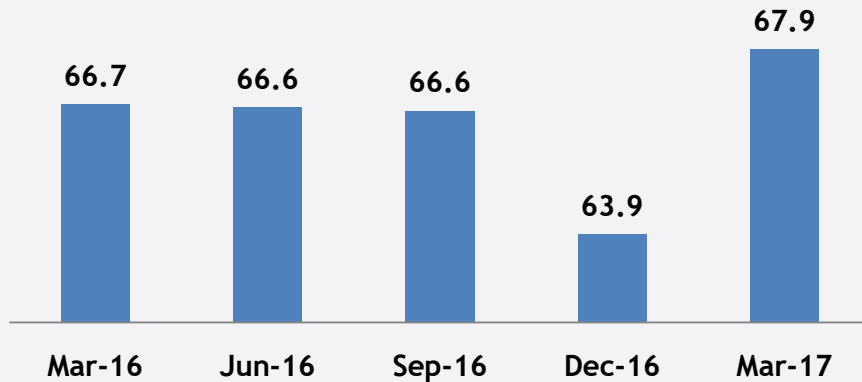


User-friendly, Pocket-friendly

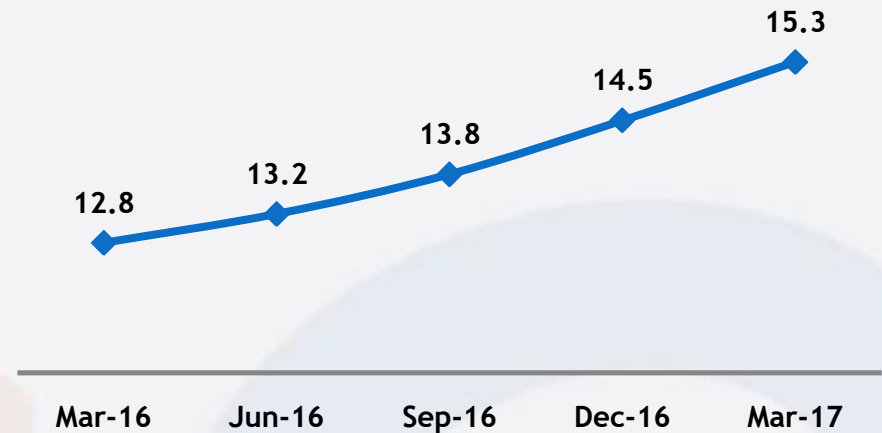
Union Bank
of India

mobile
Banking

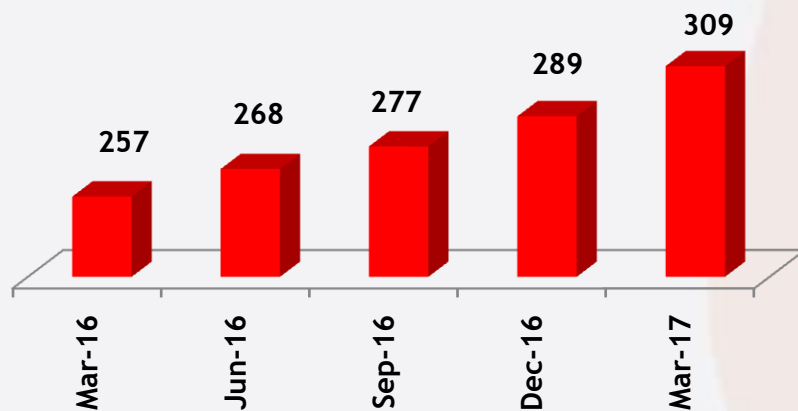
Transactions through Alternate Channels
(In %)



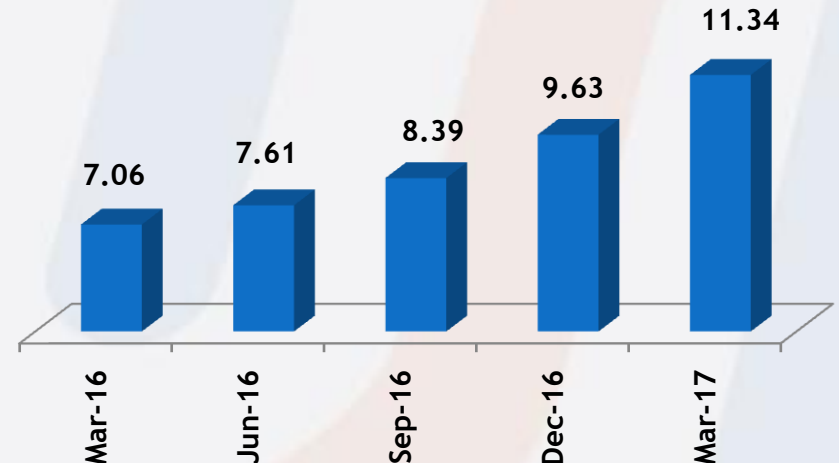
Internet Banking Users (lacs)



Debit Card (lacs)



Registered Mobile Banking Users (Lacs)



#1 Business Performance

#2 Financials

#3 Structural Transformation

#4 Awards & Accolades



Award in the area of MSME

Top Performer Financial institution (MSME) (FECO)

Award by Institute of Public Enterprise

Best Corporate Vigilance Excellence Award (2016-17) - Banking Sector

Innovative HR practices recognition by Times ascent

The Bank was recognized under Top 50 PSU Organization with Innovative HR Practices

Golden Peacock Award

Union Bank of India won the Golden Peacock HR Excellence Award for the year 2016. Union Bank of India won this Award third time in a row.

Golden Peacock Award

Golden Peacock Award for Innovation Product/Services

National Payments Excellence Awards

NPCI award in Large Bank category for excellent performance for RuPay Card



Skoch Awards

Skoch order of merit on for Financial Inclusion

Skoch order of merit on Digital Inclusion

Reserve Bank Rajbhasha Shield

Reserve Bank Rajbhasha Shield for the year 2014-15 in 'B' Linguistic Region for excellent implementation of Official Language.

IBA Banking Technology Awards

Best Financial inclusion initiative

IBA Runner up award for Technology bank of the year

Six Banking Technology Awards from IBA

1. Best Technology Bank of year,
2. Best use of Digital & Channels Technologies,
3. Best use of Technology to enhance Customer Experience,
- 4 Best Risk Management, Fraud, Cyber Security,
5. Best Financial Inclusion Technology Initiatives ,
6. Best Payment Initiatives

Technology award by Institute for Development & Research in Banking

Best Bank Award for the Use of technology for Financial Inclusion among large banks by Institute for Development & Research in Banking Technology

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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अच्छे लोग, अच्छा बैंक



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Investor queries: investor.relations@unionbankofindia.com