

**यूनियन बैंक**  
ऑफ इंडिया  
अच्छे लोग, अच्छा बैंक



**Union Bank**  
of India  
Good people to bank with

# Financial Results

**Q2 & H1**  
**FY 2015-16**

November 06, 2015



	Top 50 Rank	Brand	Category	Brand Value 2015 \$M	Brand Value 2014 \$M	Brand Value % change 2015 vs. 2014
1	46	 Union Bank of India	Banks	460	273	72%
2	44	LAKMÉ	Personal Care	502	297	69%
3	22	 Axis Bank	Banks	1,230	764	61%
4	10	 MARUTI SUZUKI Way of Life!	Automobiles	2,338	1,510	54%
5	31	 Amaralloy	Personal Care	750	511	46%
6	13	 IndusInd Bank	Banks	1,542	1,050	46%
7	4	 ICICI Bank	Banks	5,122	3,536	45%
8	40	 HDFC Life Lifestyle by Life	Insurance	531	367	45%
9	26	 Colgate	Personal Care	1,070	742	44%
10	35	 Berghs	Paints	648	451	44%

Source: BrandZ™ / Millward Brown

Brand value rises 72% on accelerated digitalization efforts.



**Business**

- Global Business increased by 7.4% to ₹ 584687 crore
- Savings Deposits grew by 8.9%; Share of High cost deposits declined to 2.2%.

**Non Interest Income**

- Non Interest Income for Q2/FY16 up by 18% y/y and 23% q/q over Q1FY16.

**Net Profit**

- Net Profit for Q2/FY16 at ₹ 658 crore, up by 77% over Q2/FY15.

**Efficiency**

- RoA improved to 0.68% (Q2/FY16) from 0.55% (Q1/FY16) and 0.42% (Q2/FY15).
- ROE improved to 12.80% (Q2/FY16) from 11.02% (Q1/FY16) and 8.25% (Q2/FY15).

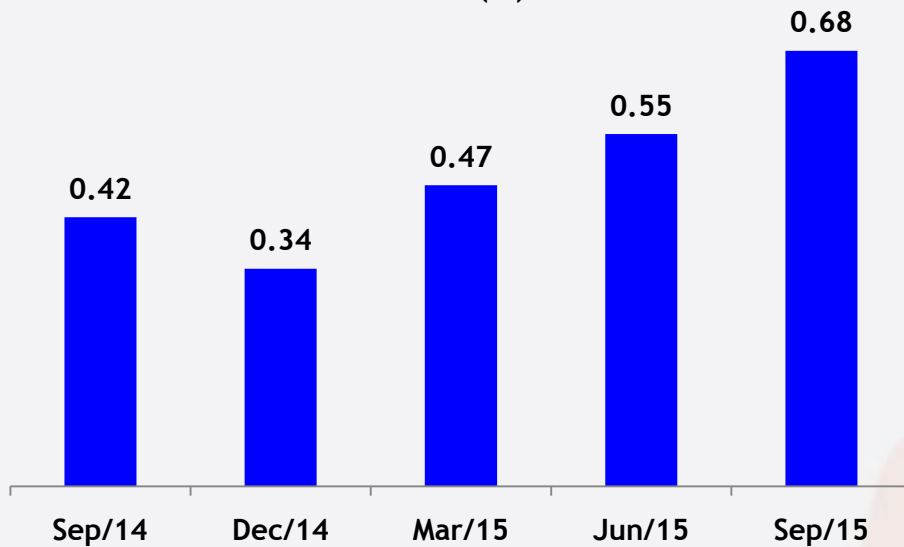
**Asset Quality**

- Gross NPA (%) and Net NPA (%) stood at 6.12% and 3.39% respectively.

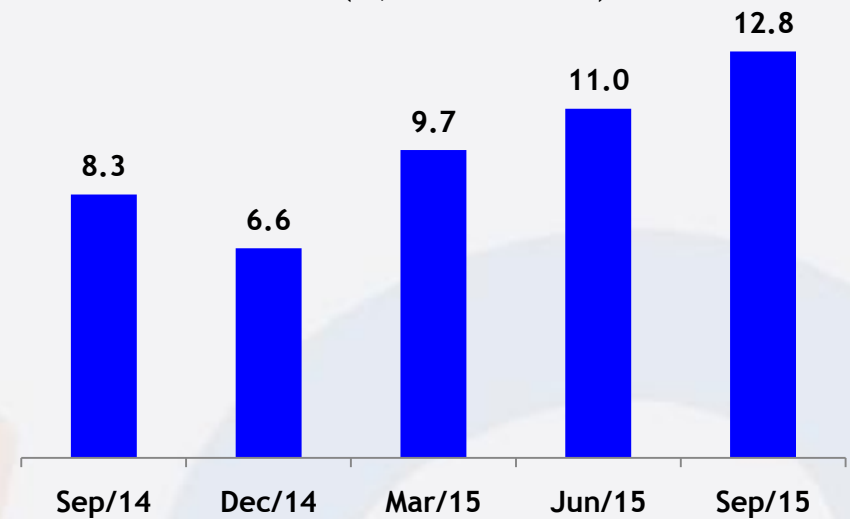
**Capital Adequacy**

- Capital Adequacy Ratio at 10.26% (excluding Q2/FY16 profit) ; CET 1 Ratio at 7.42%.

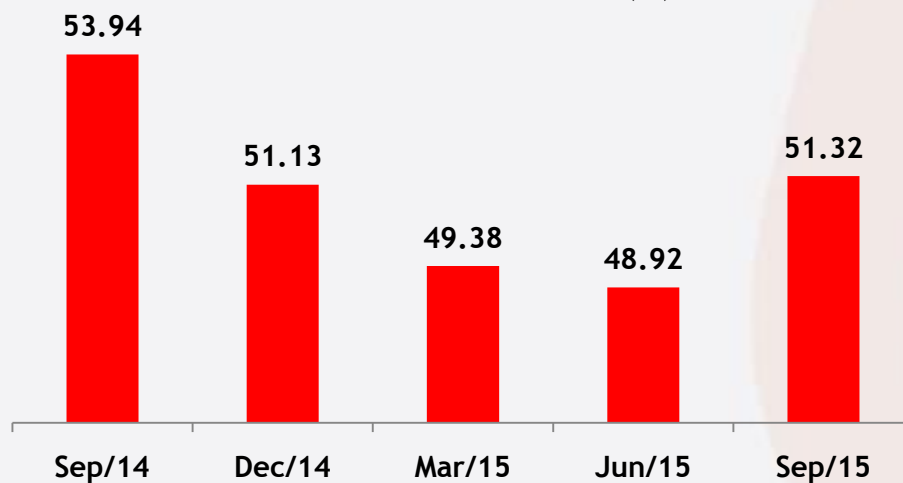
ROA (%)



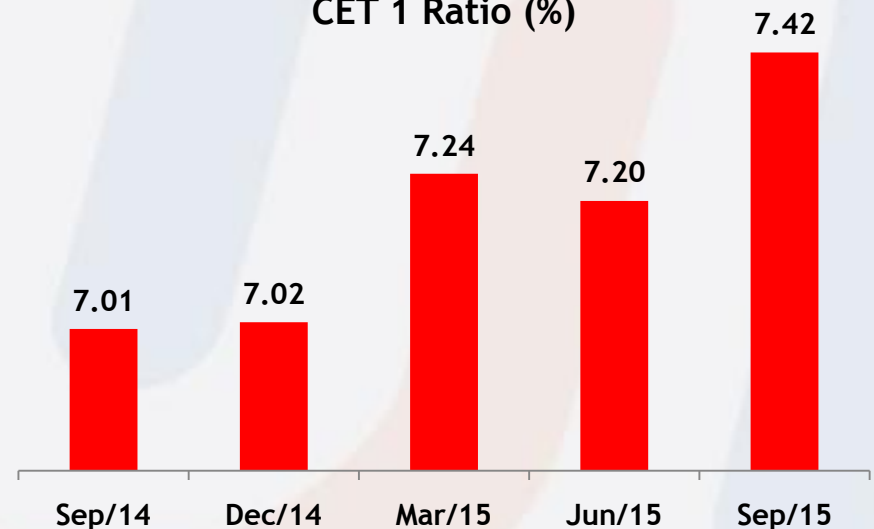
ROE (%; Annualized)



Cost to Income Ratio (%)



CET 1 Ratio (%)





**यूनियन बैंक**  
ऑफ इंडिया  
अच्छे लोग, अच्छा बैंक

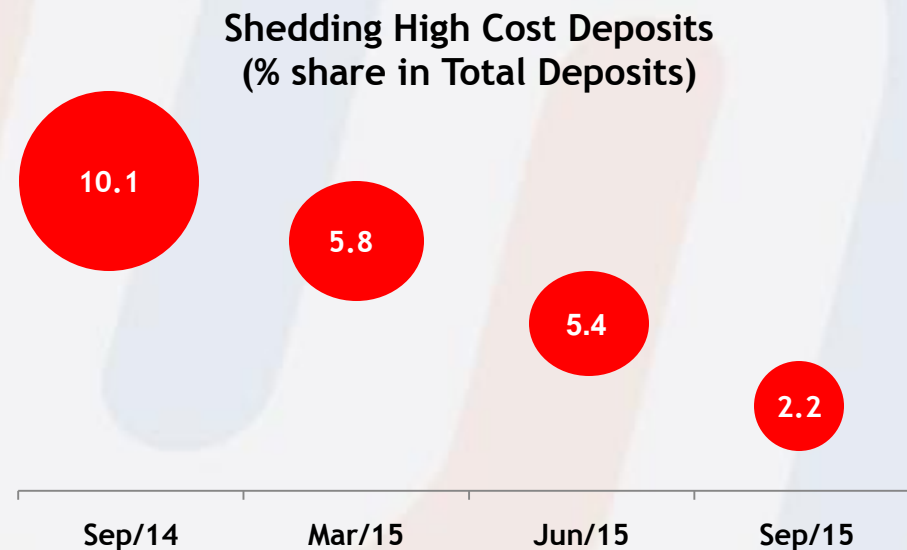
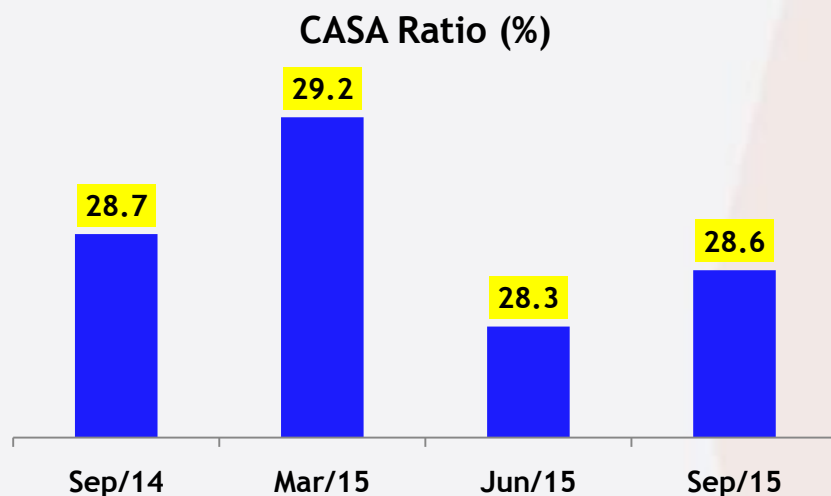


**Union Bank**  
of India  
Good people to bank with

# Business Performance

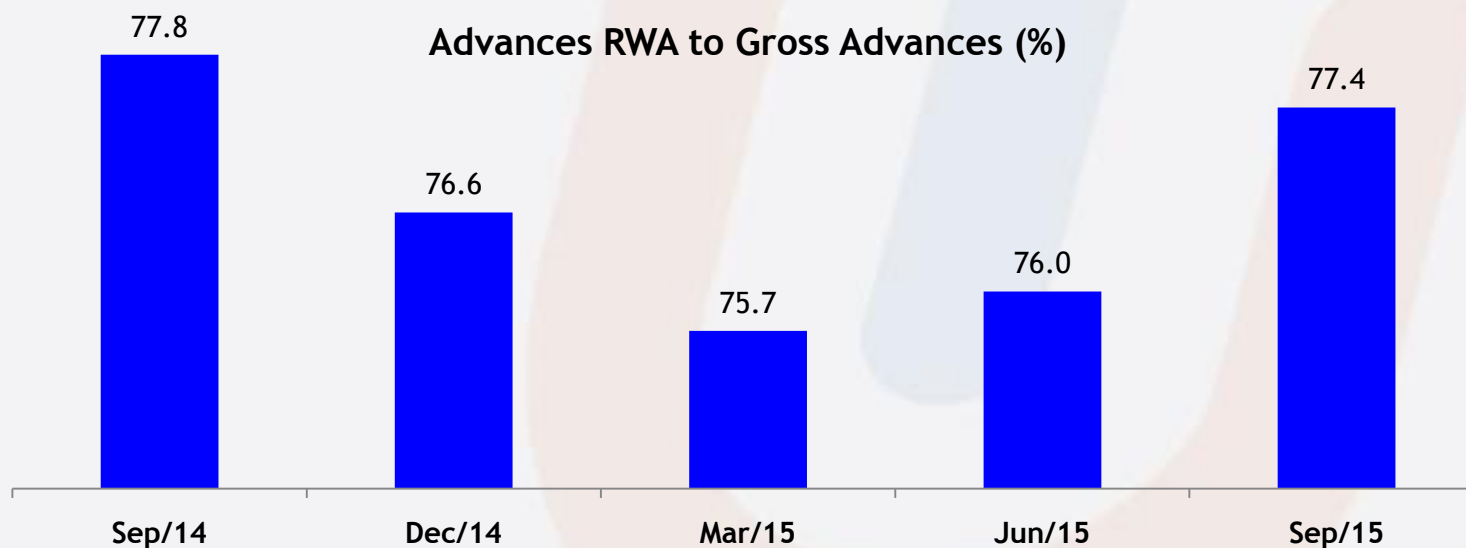
Parameters (₹ crore)	Sep 2014	Mar 2015	Jun 2015	Sep 2015	Growth (%)	
					Y-o-Y	Q-o-Q
Total Deposits	300165	316870	327264	330665	10.2	1.0
Current Deposits	18789	21092	21358	21046	12.0	-1.5
Savings Deposits	67400	71558	71254	73367	8.9	3.0
CASA	86189	92650	92612	94413	9.5	1.9

- The Bank activated 7.7 lakh Dormant accounts during Q2 of FY 2015-16. In addition, the Bank added 32.3 lakh CASA accounts during Sep Quarter.



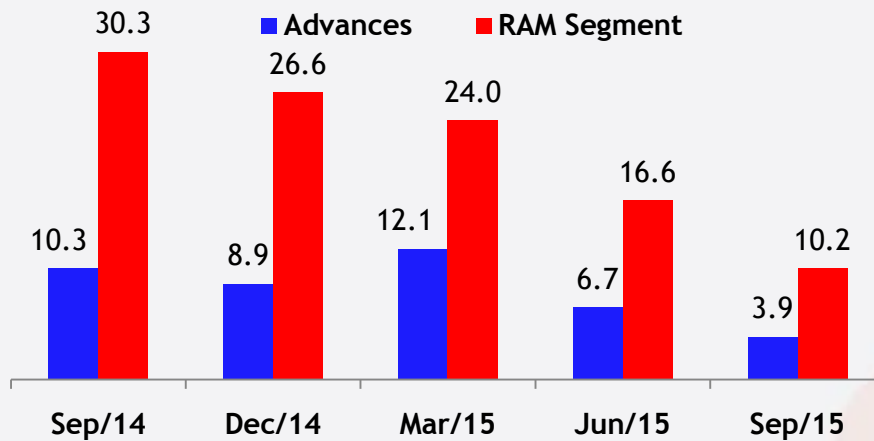
Parameters (₹ crore)	Sep 2014	Mar 2015	Jun 2015	Sep 2015	Growth (%)	
					Y-o-Y	Q-o-Q
<b>Gross Advances</b>	<b>244411</b>	<b>262757</b>	<b>255553</b>	<b>254022</b>	<b>3.9</b>	<b>-0.6</b>
- Domestic	226011	241323	232072	229339	1.5	-1.2
- Overseas	18400	21434	23481	24683	34.2	5.1
<b>Retail Advances</b>	<b>28491</b>	<b>31658</b>	<b>32712</b>	<b>33621</b>	<b>18.0</b>	<b>2.8</b>
<b>Agriculture</b>	<b>28740</b>	<b>31574</b>	<b>36209</b>	<b>36158</b>	<b>25.8</b>	<b>-0.1</b>
<b>MSME</b>	<b>49245</b>	<b>54755</b>	<b>46372*</b>	<b>47589</b>	<b>-3.4</b>	<b>2.6</b>

\* Reclassification as per RBI guidelines

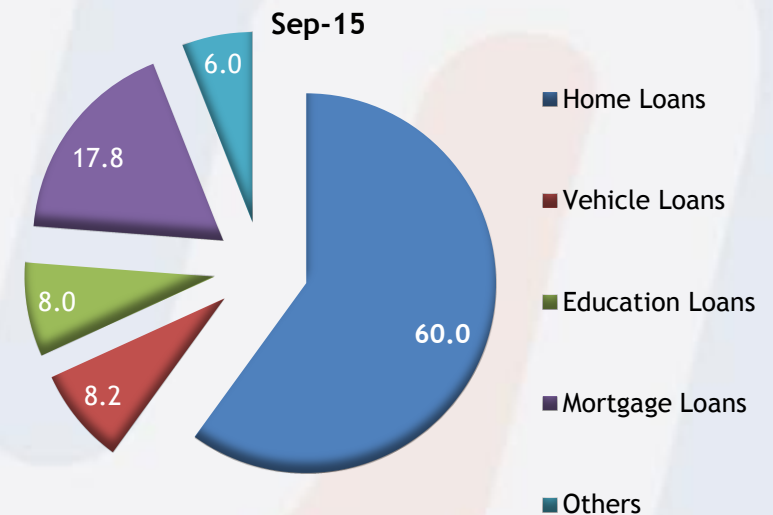
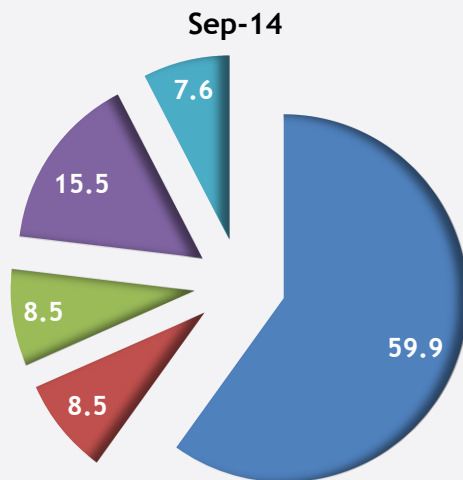
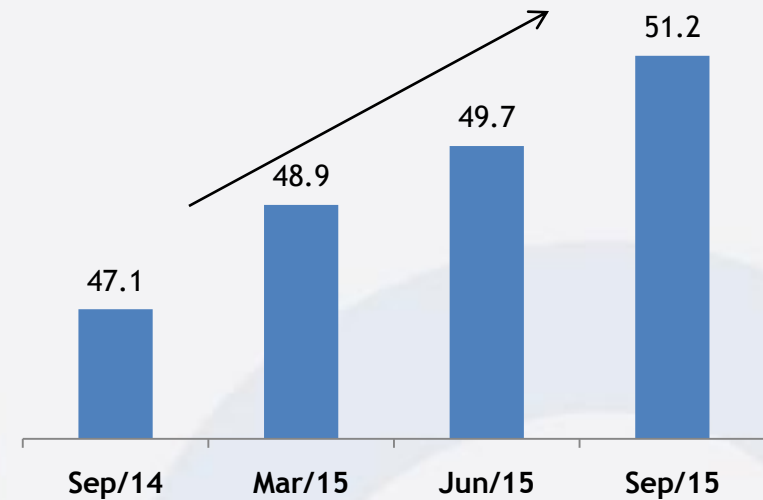




### Annual Growth (%)

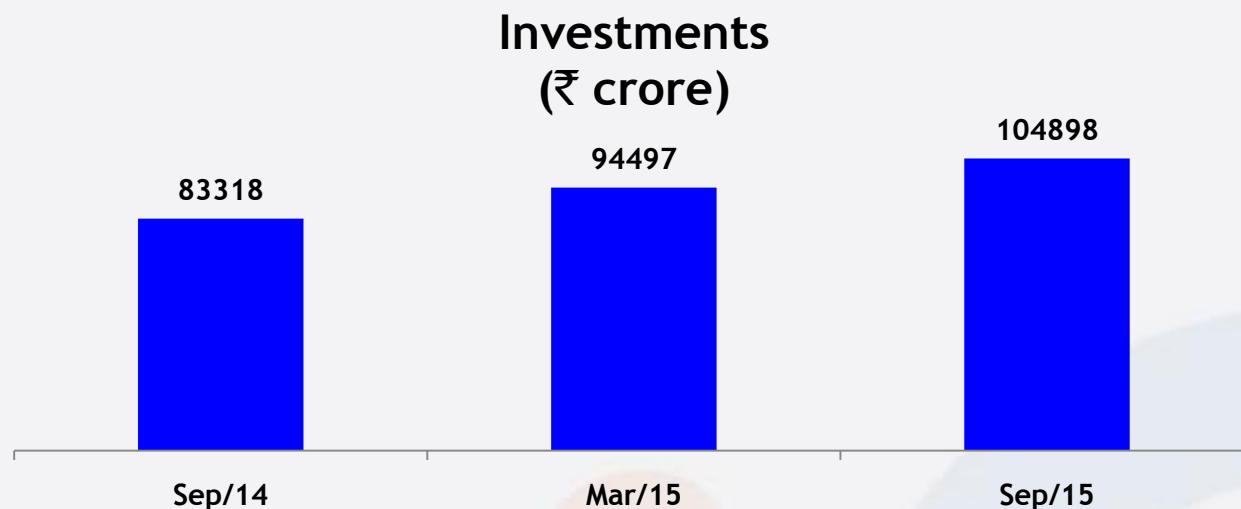


### RAM Share (%) in Domestic Advances



### Composition of Retail Portfolio

Sl.	Sectors	Top 10 Sectors (Domestic ) % Share in Advances			Top 10 Sectors (Domestic ) (30 <sup>th</sup> Sep 2015)	
		Sep 2014	Mar 2015	Jun 2015	% Share	Amount ( ₹ crore)
1	Infrastructure	17.1	15.9	16.7	16.5	37815
2	Agriculture	12.7	13.1	15.6	15.8	36158
3	Retail Advances	12.6	13.1	14.1	14.7	33621
4	Trade	11.0	11.6	12.0	10.7	24432
5	NBFCs and HFCs	10.6	10.1	8.9	9.1	20773
6	Basic Metal Products	5.1	4.8	5.0	5.0	11355
7	Food Processing	2.3	3.2	3.3	2.8	6370
8	Textiles	2.8	2.9	2.9	2.2	5014
9	Construction	2.5	2.6	2.0	2.0	4617
10	All Engineering	2.0	1.5	1.9	1.8	4185



	Sep 2015	% to Total	Duration
			Sep 2015
Held to Maturity	68785	65.6	4.2
Held for Trading	1256	1.2	6.9
Available for Sale	34858	33.2	4.6
<b>Total Investment</b>	<b>104898</b>	<b>100</b>	<b>4.3</b>

- 85.7% of AFS & HFT portfolio is interest sensitive

Overseas branches at  
Hong Kong, DIFC (Dubai) &  
Antwerp (Belgium)

Representative offices at  
Shanghai, Beijing,  
Abu Dhabi and Sydney

Union Bank of India (UK)  
Limited  
(a wholly-owned subsidiary  
of the Bank in London)

### Business from Overseas Branches

US \$ (₹ crore)	Sep-14	Jun-15	Sep-15*	Growth (%) YoY- US\$
<b>Business</b>	3.8 billion (23204)	4.5 billion (28719)	4.7 billion (30382)	23.2
<b>Total Deposits</b>	0.8 billion (4804)	0.8 billion (5238)	0.9 billion (5699)	11.6
<b>Total Advances</b>	3.0 billion ( 18400)	3.7 billion (23481)	3.8 billion (24683)	26.2

\*1 US\$= ₹ 65.5875 as on Sep 30, 2015

(₹ crore)

	As at 30.09.14	As at 30.06.15	As at 30.09.15	Growth (%)	
				Y-o-Y	Q-o-Q
<b>LIABILITIES</b>					
Capital	636	636	687	8.0	8.0
Reserves and surplus	18860	19636	21316	13.0	8.6
Deposits	300165	327264	330665	10.2	1.0
Borrowings	32636	33022	32493	-0.4	-1.6
Other Liabilities and Provisions	8191	9232	8480	3.5	-8.1
<b>Total</b>	<b>360488</b>	<b>389790</b>	<b>393641</b>	<b>9.2</b>	<b>1.0</b>
<b>ASSETS</b>					
Cash and Balances with Reserve Bank of India	13978	14591	14489	3.7	-0.7
Balances with Banks and Money at call and Short Notice	8741	8633	10343	18.3	19.8
Investments	83030	101174	104517	25.9	3.3
Advances	238393	248080	246217	3.3	-0.8
Fixed Assets	2626	2661	2689	2.4	1.1
Other Assets	13720	14651	15386	12.1	5.0
<b>Total</b>	<b>360488</b>	<b>389790</b>	<b>393641</b>	<b>9.2</b>	<b>1.0</b>

**यूनियन बैंक**  
ऑफ इंडिया  
अच्छे लोग, अच्छा बैंक



**Union Bank**  
of India  
Good people to bank with

# Financial Highlights



Parameters	Sep-14 (Q2)		Jun-15 (Q1)		Sep-15 (Q2)		H1 FY 15		H1 FY16	
	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global
Cost of Deposit	7.44	7.37	7.30	7.20	7.19	7.09	7.39	7.31	7.25	7.15
Cost of Funds	6.89	6.70	6.71	6.46	6.53	6.25	6.88	6.68	6.62	6.36
Yield on Advances	11.13	10.60	10.57	9.95	10.69	9.81	11.10	10.54	10.56	9.86
Yield on Funds	9.34	9.09	9.02	8.70	8.77	8.43	9.36	9.10	8.89	8.57
Yield on Investment	7.69	7.68	7.82	7.78	7.37	7.33	7.77	7.76	7.62	7.58
NIM	2.60	2.53	2.46	2.39	2.42	2.34	2.64	2.56	2.44	2.36

(₹ crore)

Parameters	Sep-14 (Q2)	Jun-15 (Q1)	Sep-15 (Q2)	Growth (%)- Y/Y	Growth (%)- Q/Q	H1 FY 15	H1 FY 16	Growth (%)
a. Core Non Interest Income	448	422	469	4.8	11.3	787	891	13.2
b. Treasury Income	271	321	435	60.6	35.6	521	756	45.1
<u>W/w</u>								
•Profit on Sale of Investments	75	195	259	245.4	33.0	174	454	160.8
•Exchange Profit	196	126	176	-10.2	39.4	347	302	-12.9
c. Recovery in Written off Accounts	92	40	55	-40.3	35.9	195	95	-51.1
<b>Total</b>	<b>811</b>	<b>783</b>	<b>959</b>	<b>18.3</b>	<b>22.5</b>	<b>1503</b>	<b>1743</b>	<b>16.0</b>

(₹ crore)

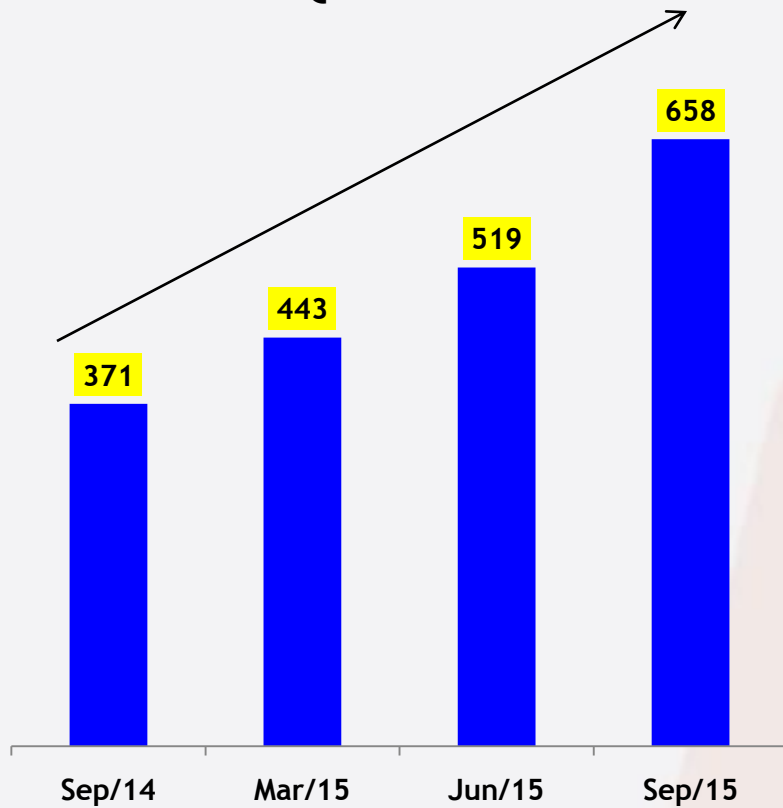
Parameters	Sep-14 (Q2)	Jun-15 (Q1)	Sep-15 (Q2)	Growth (%)-Y/Y	Growth (%)-Q/Q	H1 FY15	H1 FY16	Growth (%)-Y/Y
Interest Income	7943	8260	8141	2.5	-1.4	15799	16401	3.8
Interest Expenditure	5858	6130	6039	3.1	-1.5	11597	12169	4.9
Net Interest Income	2085	2130	2102	0.8	-1.3	4202	4232	0.7
Non Interest Income	812	783	960	18.2	22.6	1503	1743	16.0
Operating Expenses	1563	1425	1572	0.6	10.3	2999	2997	-0.1
-Establishment Expenses	945	853	926	-2.0	8.6	1864	1779	-4.6
-Other Expenses	618	572	646	4.5	12.9	1135	1218	7.3
Operating Profit	1334	1488	1490	11.7	0.1	2706	2978	10.1

(₹ crore)

Parameters	Sep-14 (Q2)	Jun-15 (Q1)	Sep-15 (Q2)		H1 FY15	H1 FY16
NPAs	603	480	924		1029	1404
Standard Assets	45	-22	2		72	-20
Depreciation on Investment	79	199	-113		-58	86
Shifting Loss	0	6	0		39	6
Restructured Advances	98	7	-320		104	-312
Others (FITL etc)	-39	-28	-61		-8	-88
Taxation	177	327	320		492	647
<b>Total</b>	<b>963</b>	<b>969</b>	<b>753</b>		<b>1670</b>	<b>1722</b>

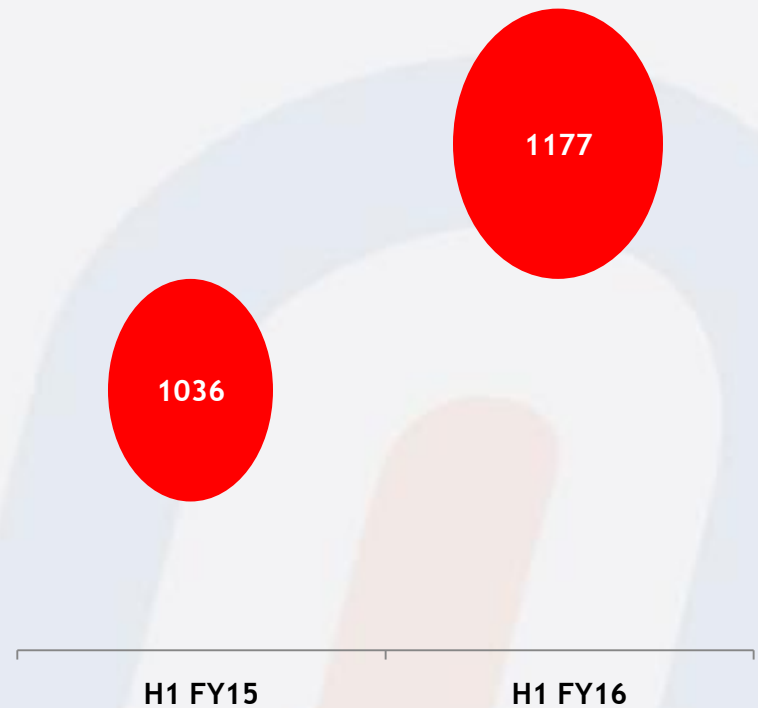
₹ crore

Quarter



77% Y/Y

Half Year



14% Y/Y

Sl.	Efficiency Parameters	Sep-14 (Q2)	Jun-15 (Q1)	Sep-15 (Q2)		H1 FY 15	H1 FY 16
1	Return on Avg. Assets (%)	0.42	0.55	0.68		0.60	0.61
2	Return on Equity (%)	8.25	11.02	12.80		11.50	11.44
3	Cost to Income Ratio (%)	53.94	48.92	51.32		52.56	50.15
4	Book Value Per Share (₹)	283.34	296.20	299.30		283.34	299.30
5	Earnings per share (₹)	23.52	32.64	41.37		32.83	37.00

Sl.	Profitability Parameters		Sep-14 (Q2)	Jun-15 (Q1)	Sep-15 (Q2)		H1 FY 15	H1 FY 16
1	Business per Branch	₹ crore	138.8	142.7	142.7		138.8	142.7
2	Business per Employee	₹ crore	14.9	16.0	16.2		14.9	16.2
3	Gross Profit per Branch	₹ crore	1.36	1.46	1.45		1.38	1.45
4	Gross Profit per Employee	₹ lakh	14.64	16.36	16.49		14.85	16.48
5	Net Profit per Branch	₹ lakh	37.84	50.80	64.24		52.76	57.44
6	Net Profit per Employee	₹ lakh	4.08	5.70	7.28		5.68	6.51



**यूनियन बैंक**  
ऑफ इंडिया  
अच्छे लोग, अच्छा बैंक



**Union Bank**  
of India  
Good people to bank with

# Asset Quality

(₹ crore)

Parameters	Sep-14 (Q2)	Jun-15 (Q1)	Sep-15 (Q2)		H1 FY 15	H1 FY 16
Gross NPAs - Opening	10232	13031	14144		9564	13031
Add : Additions	1968	1508	1931		3242	3439
Less : Reductions	738	395	534		1344	929
1. Recoveries	412	160	205		629	365
2. Upgradation	146	78	59		247	137
3. Write Off	180	157	270		468	427
Gross NPAs- Closing	11462	14144	15541		11462	15541
Gross NPA (%)	4.69	5.53	6.12		4.69	6.12
Net NPA	6450	7634	8335		6450	8335
Net NPA ( %)	2.71	3.08	3.39		2.71	3.39
Provision Coverage Ratio (%)	57.97	58.05	57.85		57.97	57.85
Credit Cost (%)	1.00	0.74	1.45		0.86	1.09

(₹ crore)

Sectors	Slippages During Q2 FY 16	NPAs Sep 2015	% to Total NPAs	% to Sector Loan			
				Sept 2014	Mar 2015	Jun 2015	Sep 2015
Agriculture	161	1718	11.05	5.73	5.08	4.62	4.75
Micro & Small (MSE)	321	2276	17.86	5.26	6.09	6.67	6.90
Retail Loans	284	929	5.98	2.10	1.96	2.52	2.76
Others	1165	10118	65.11	4.80	5.23	5.92	6.85
Total	1931	15541	100.00	4.69	4.96	5.53	6.12

(₹ crore)

	Sep-15 (Q2)		
Particulars	Standard	NPA	Total
Restructured Assets as on July 01,2015	14125	5002	19128
Fresh Restructuring during the Quarter	405	38	443
Upgradation to Standard Restructured Accounts during the Quarter	273	-273	0
Down gradation of restructured accounts during the Quarter	-977	977	0
Change in Outstanding/Write-off/ Recovery/Closures Quarter	86	-147	-61
Restructured Accounts as on September 30, 2015	<b>13913</b>	<b>5597*</b>	<b>19510</b>

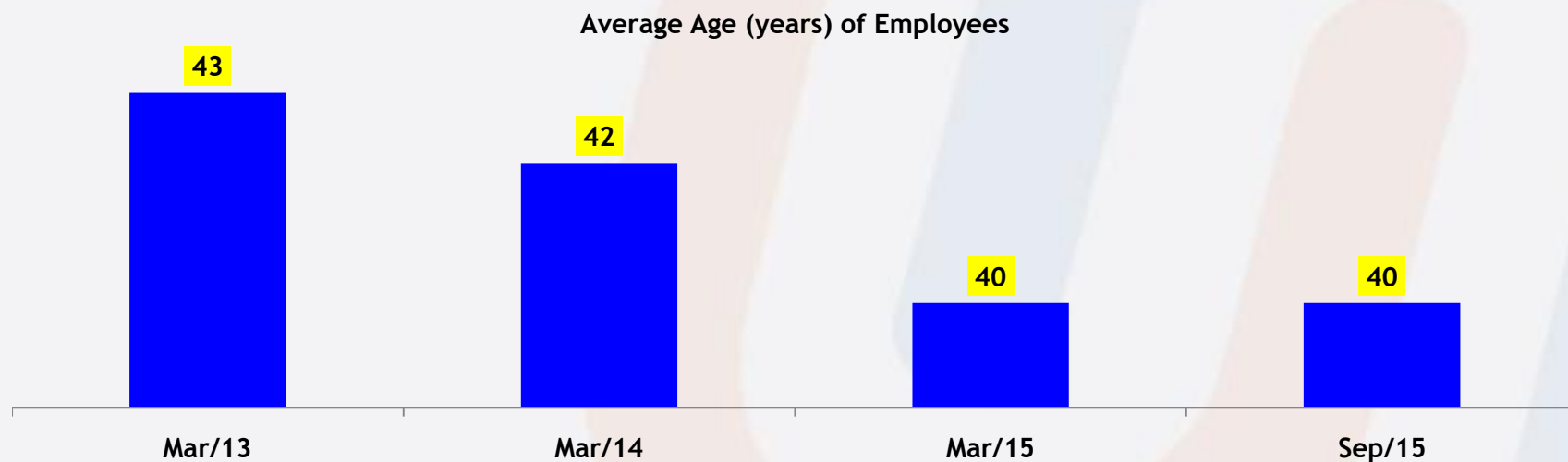
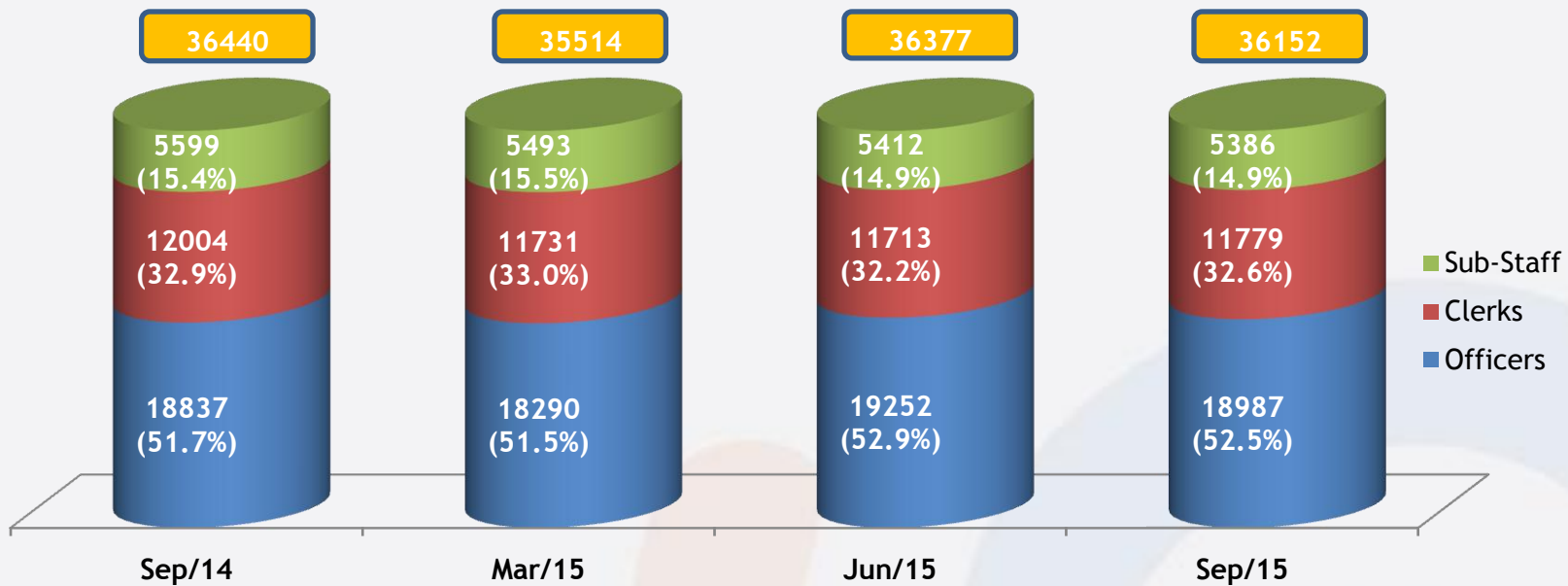
**Outstanding Standard Restructured Assets excluding SEBs as % to Gross Advances: 3.2%**

**\*Rs 5597 crore included in Gross NPAs of Rs 15541 crore**

(₹ crore)

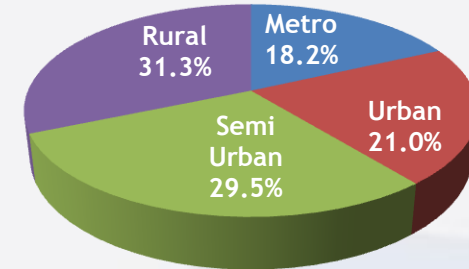
	Sector	Amt.	% to Standard Restructured
1	Infrastructure	9118	65.5
a.	Power	7396	53.2
	w/w SEBs	5745	41.3
2	Engineering	901	6.5
3	Iron & Steel	879	6.3
4	Textiles	492	3.5
5	Hotel	379	2.7

	Amt	% to Standard Restructured Advances	% to Gross Loans
Outstanding Standard Restructured Assets	13913	100	5.5
W/w			
-SEBs	5745	41.3	2.3
-Stalled Projects	1540	11.1	0.6



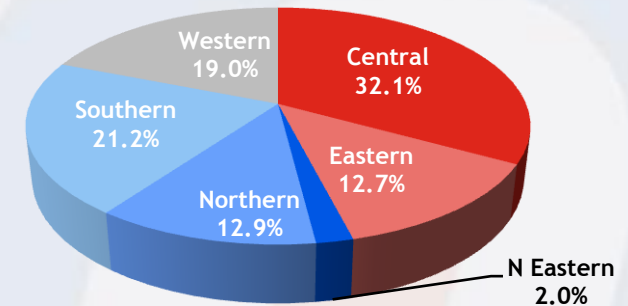


### Branch Distribution by Urbanization

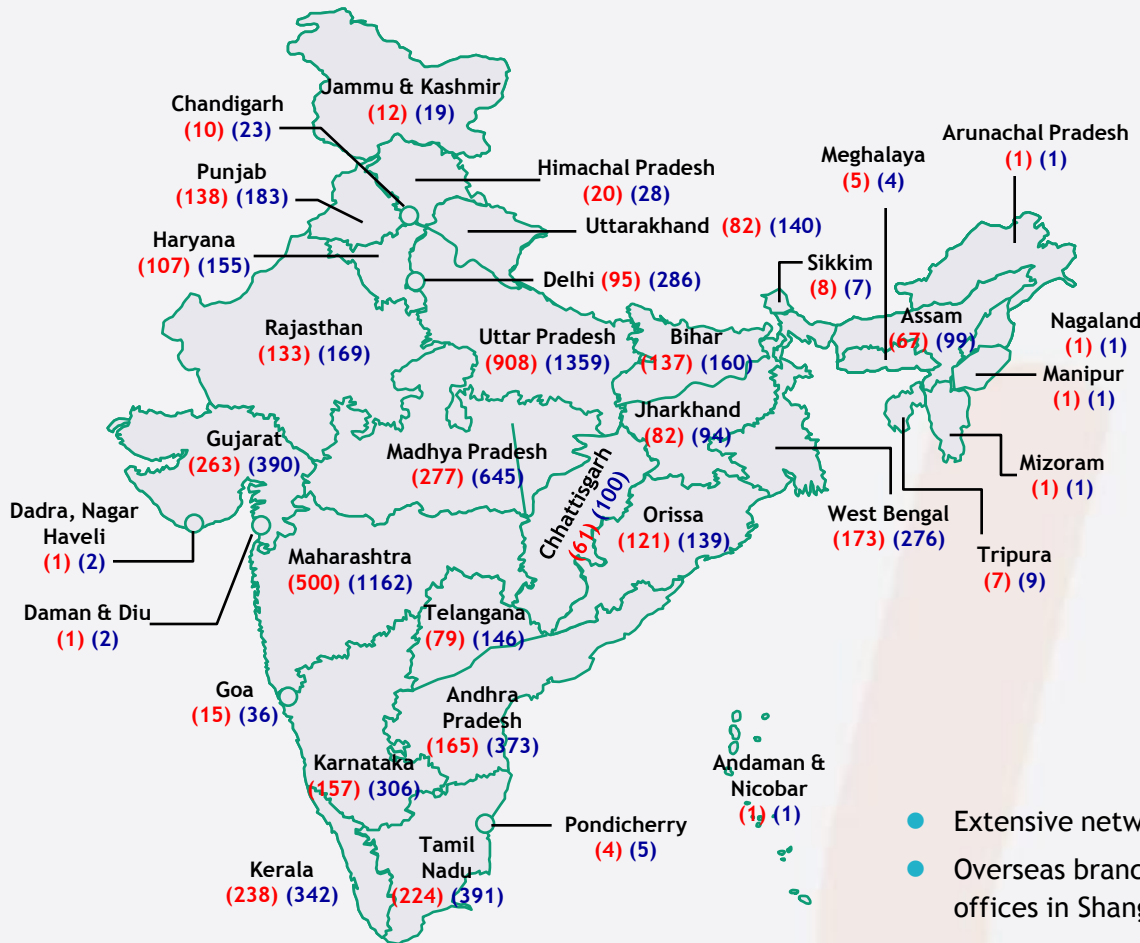


61% branches in rural/semi-urban markets

### Branch Distribution by Geography



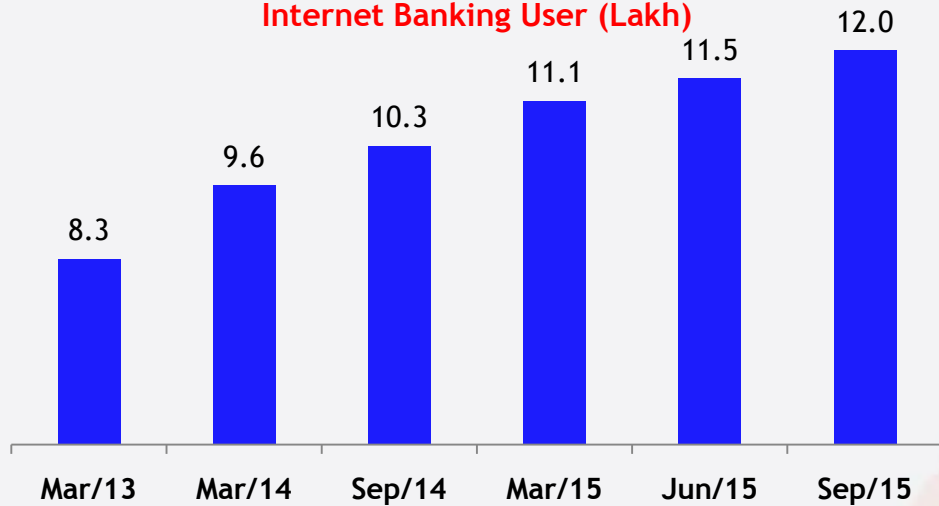
Geographical diversification minimizes regional risks



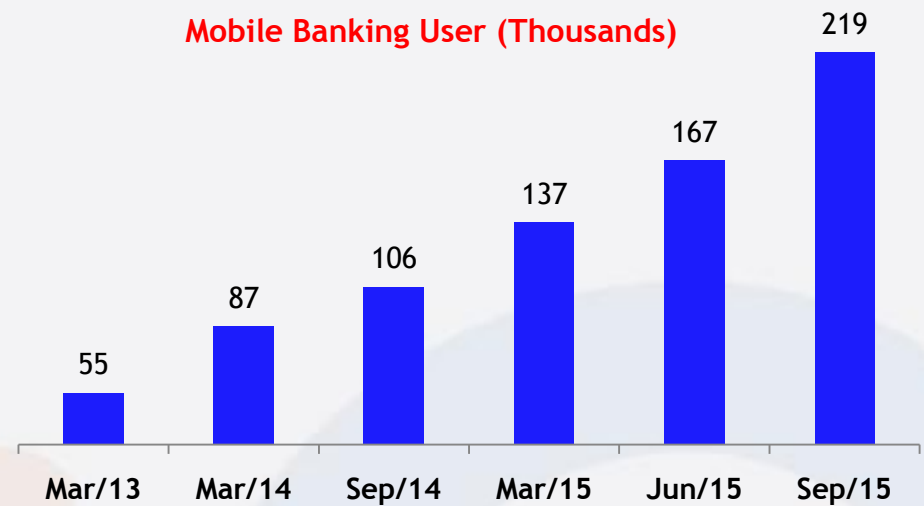
# Domestic Branches (4,095) # ATMS (6909)

- Extensive network across India
- Overseas branches in Hong Kong, Dubai and Antwerp, in addition to representative offices in Shanghai, Beijing, Abu Dhabi and Sydney
- Operates in the UK through its wholly owned subsidiary, Union Bank of India (UK) Ltd.
- The Bank has 31 extension counters, 60 satellite offices and 47 service branches in addition to its regular bank branches as of September 30, 2015.

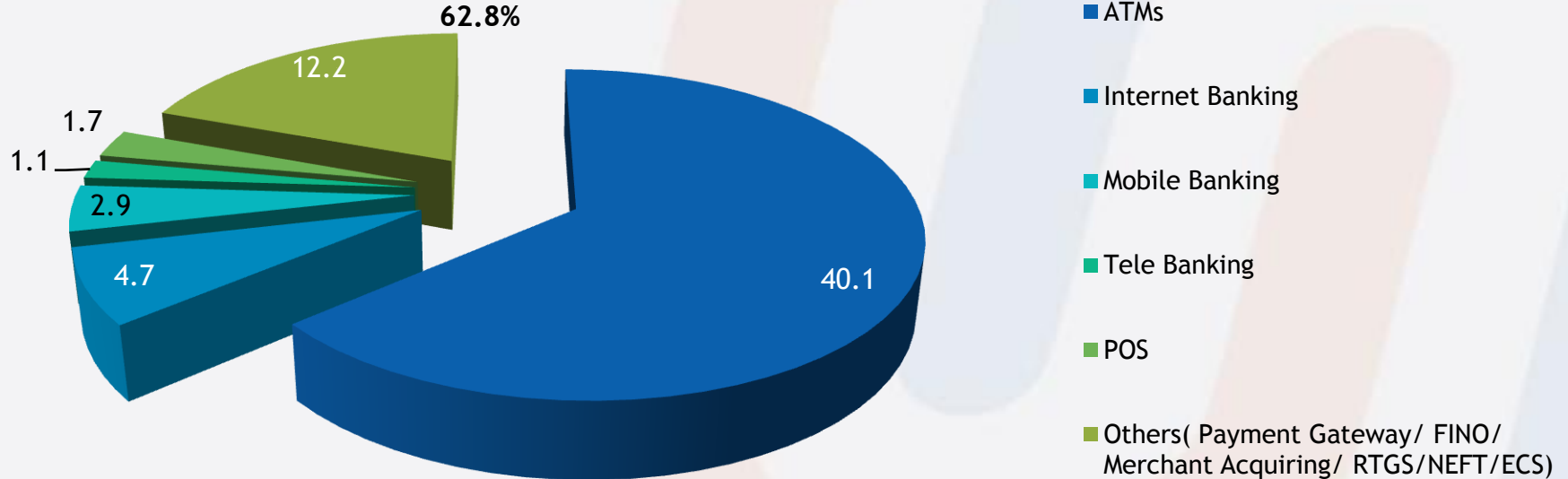
Internet Banking User (Lakh)

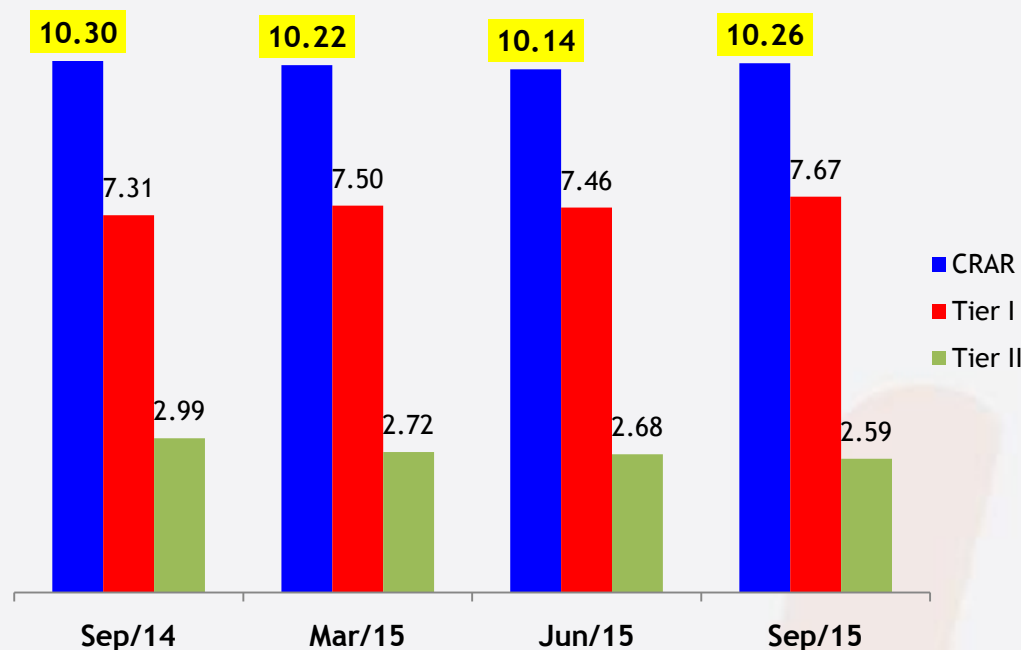


Mobile Banking User (Thousands)



Transactions through Alternative Channels (%)





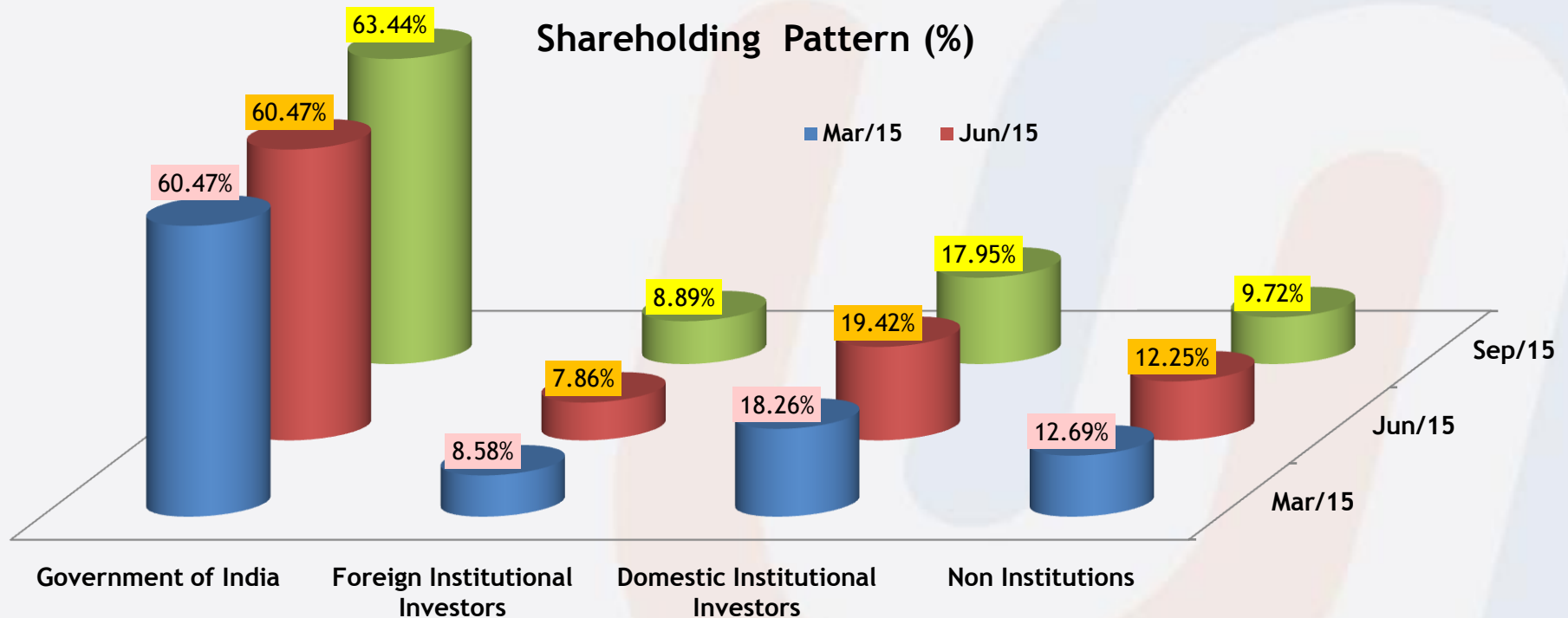
### Liquidity Coverage Ratio (LCR)

- LCR for the period ended September 2015 at 141.09% compared to regulatory minimum requirement of 60%

(₹ crore)

	Sep 2014	Mar 2015	Jun 2015	Sep 2015
Risk Weighted Assets	239682	253162	254537	260508
Capital Funds	24684	25885	25805	26740
CRAR-BASEL III ( % )	10.30	10.22	10.14	10.26
CET Ratio (%)	7.01	7.24	7.20	7.42

- **Share Capital** ₹ 687.4 crore
- **No. of Equity Shares:** 68.74 crore
- **Net worth:** ₹ 20574 crore
- **Book Value per share** ₹ 299.30
- **Return on Equity** 12.80 %
- **Market Cap** ₹ 12044 crore





### Progress under Pradhan Mantri Jan Dhan Yojana (PMJDY)

Parameters	Achievements of the Bank
Villages covered	18396
Sub Service Areas	5407
Urban Wards	2581
Accounts opened till September 30, 2015	55.2 Lakh
Deposits	₹ 584.1 Crore
RuPay Cards issued	53.0 Lakh
Aadhar Seeding	15.1 Lakh

### Progress under PMSBY, PMJJBY and APJ Schemes

Scheme Name	Total Enrolments
Pradhan Mantri Suraksha Bima Yojana (PMSBY)	25.97 Lakh
Pradhan Mantri Jeevan Jyoti Bima Yojana (PMJJBY)	11.03 Lakh
Atal Pension Yojana (APJ)	0.25 Lakh

### Progress under Mudra Yojana

Category	Total Enrolments	Amount (₹ crore)
Shishu (< ₹ 50k)	37731	101.4
Kishor (Above ₹ 50k-5 Lakh)	24656	380.4
Tarun (Above ₹ 5 Lakh-10 Lakh)	1666	111.6
<b>Total</b>	<b>64053</b>	<b>593.4</b>







**Digital Launch during  
Quarter**

**Business Debit  
Card**

**Usecure Credit  
Card**

**Signature  
Credit Card**



**2<sup>nd</sup> Prize under prestigious  
Rajbhasa Kirti Puraskar Yojana  
2014-15**



**ACI Innovation Award for Implementation of  
UIDAI Aadhaar Enabled Payment System (AEPS) Transactions on ATMs**

**Ranked first for  
Maximum Coverage of Sub  
Service Areas**

## 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.

यूनियन बैंक  
ऑफ़ इंडिया  
अच्छे लोग, अच्छा बैंक



**Union Bank**  
of India  
Good people to bank with



Investor queries: [investor.relations@unionbankofindia.com](mailto:investor.relations@unionbankofindia.com)