यूनियन बैंक
ऑफ इंडिया

Ref: ISD/18-19/65

10th May, 2018

The Deputy General Manager, Corporate Relationships Dept. **BSE Ltd.** Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 001. Scrip Code 532 477	The Deputy General Manager, Listing Dept. **National Stock Exchange of India Ltd.** Exchange Plaza, Plot No.C/1, G Block Bandra-Kurla Complex, Bandra (E), Mumbai-400 051. Scrip Symbol/Series-UNIONBANK-EQ

Madam /Sir,

Subject: Presentation on Financial Results of the Bank for the Quarter / Financial Year ended on 31.03.2018

Pursuant to Regulation 30 read with point 15 of Para A of Part A of Schedule III and Regulation 46(2)(o) of SEBI (Listing Regulations and Disclosure Requirements) Regulations, 2015, we hereby submit the Presentation on Audited Standalone & Consolidated Financial results of the Bank for the Quarter / Financial Year ended 31.03.2018.

Presentation is also made available on our Bank's website under the following link - http://www.unionbankofindia.co.in/english/financial_result.aspx

The above is for your information and record.

Thanking you.

Yours faithfully,

Mangesh Mandrekar

(Mangesh Mandrekar)
Company Secretary

Encl: As above.

यूनियन बैंक ऑफ इंडिया
अच्छे लोग, अच्छा बैंक

Union Bank of India
Good people to bank with

Financial Results

Q4/FY18 & FY 2017-18

May 10, 2018

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Union Bank of India

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#1 Business Performance

#2 Financials

#3 Awards & Accolades

Union Bank of India

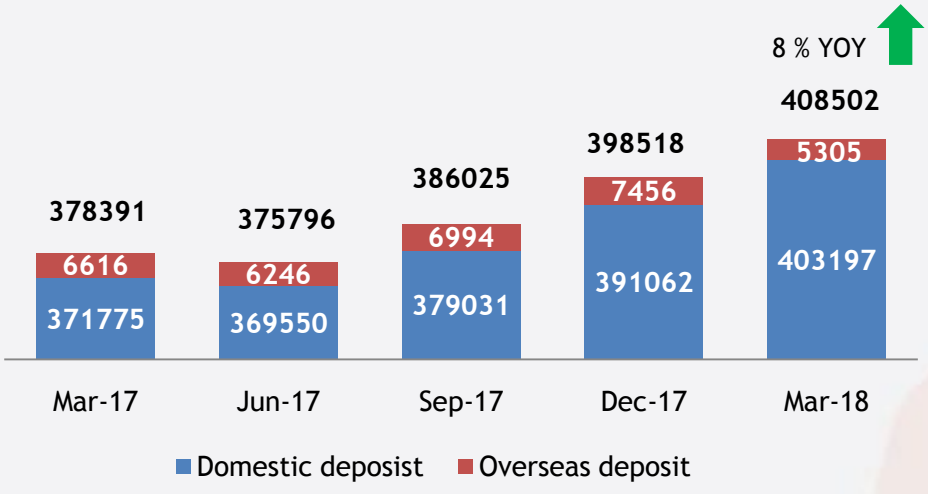
Snapshot as on March 31, 2018

Total Business	₹ 722362 crore
Gross Advances	₹ 313860 crore
Total Deposits	₹ 408502 crore
Operating Profit(FY18)	₹ 7540 crore
Basel III Tier I CAR	9.07%
Basel III Total CAR	11.5%
Branches	4301
ATMs	7642

*Additional Micro-ATM stands at 5407

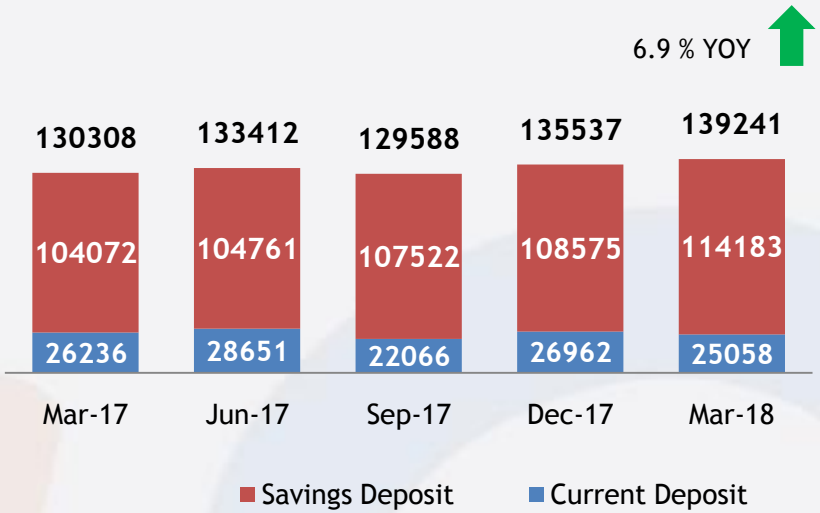
Strong Liability Franchise

Total Deposits

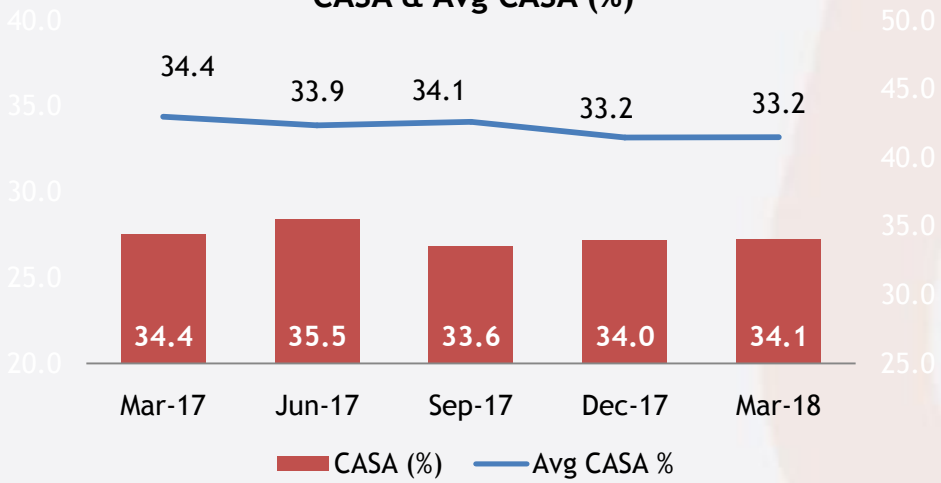


CASA Portfolio

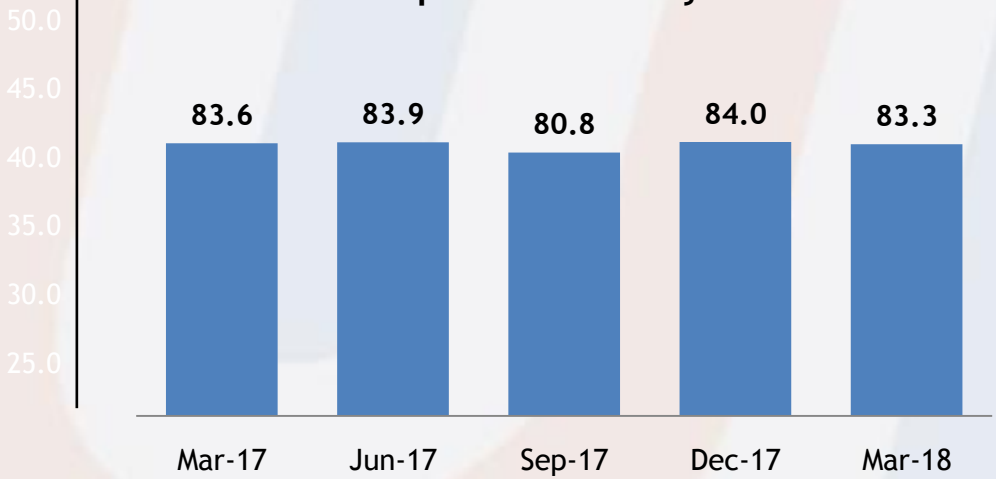
(₹ crore)



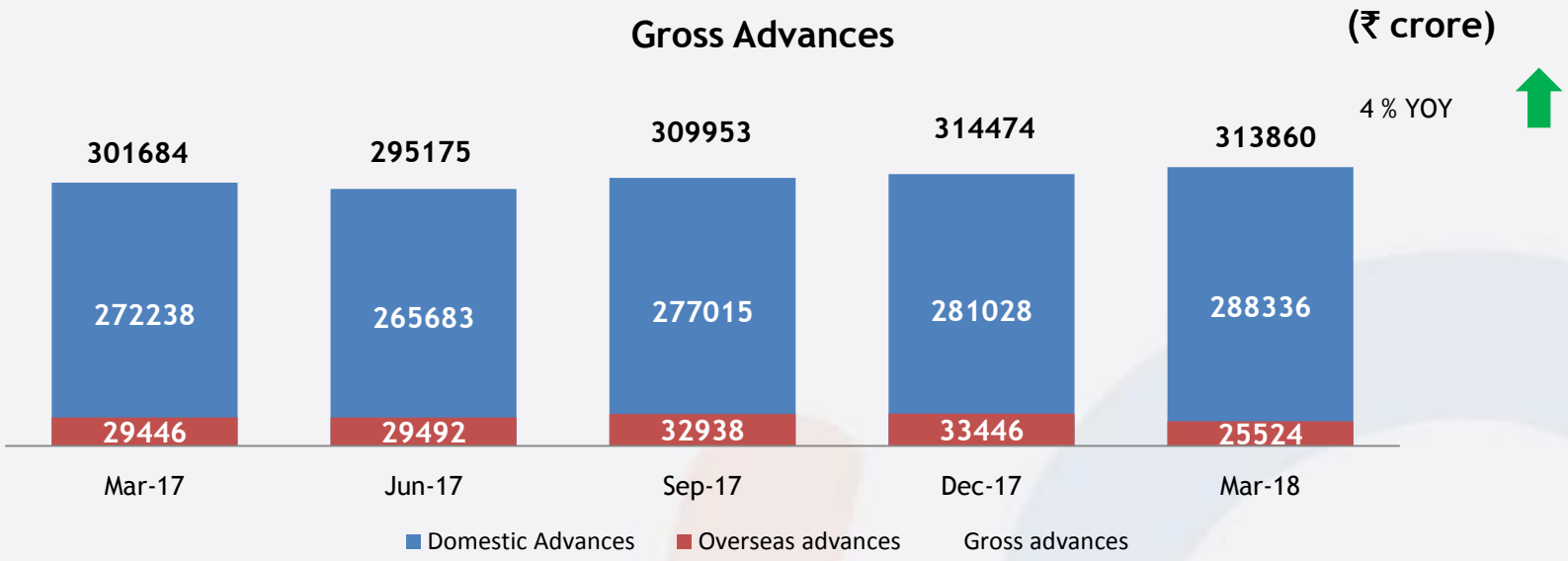
CASA & Avg CASA (%)

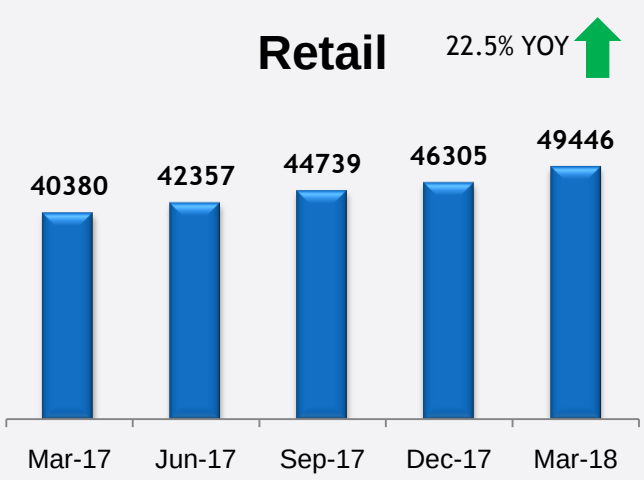


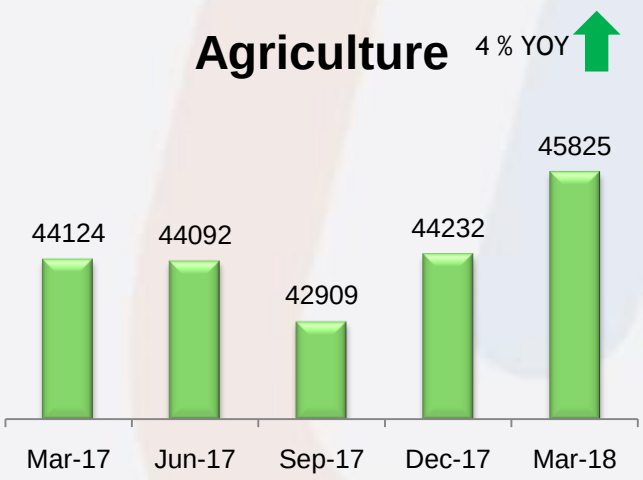
Deposit to Liability Ratio

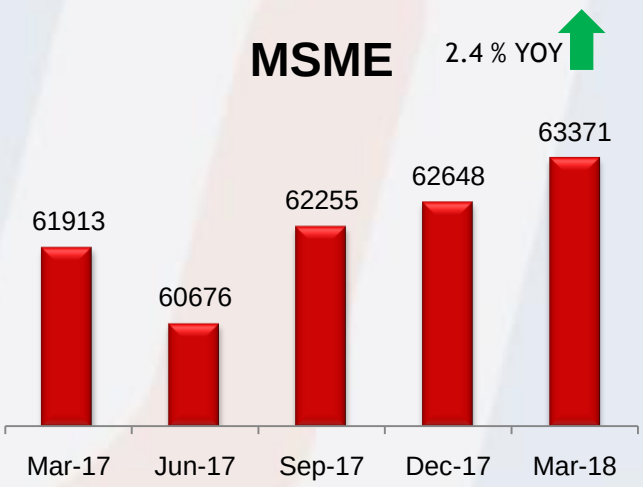


Diversified Loan Portfolio



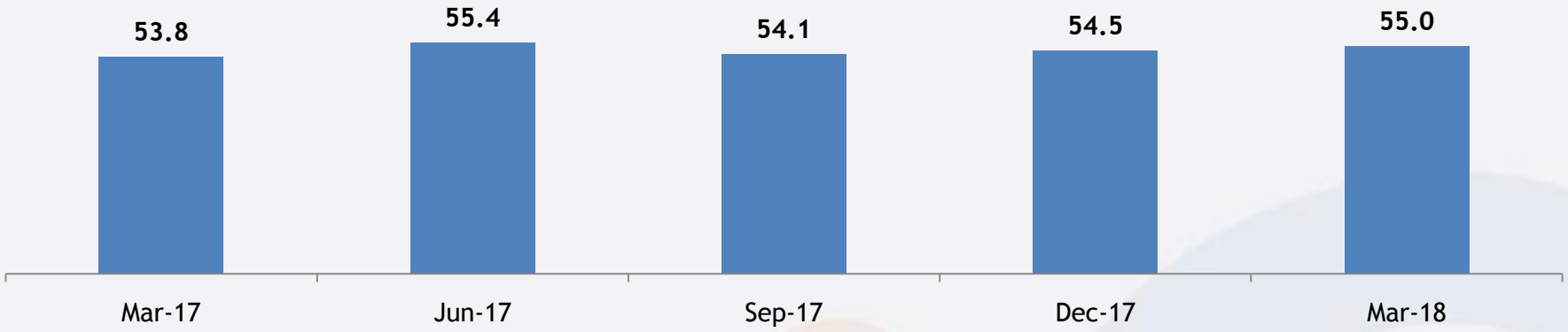




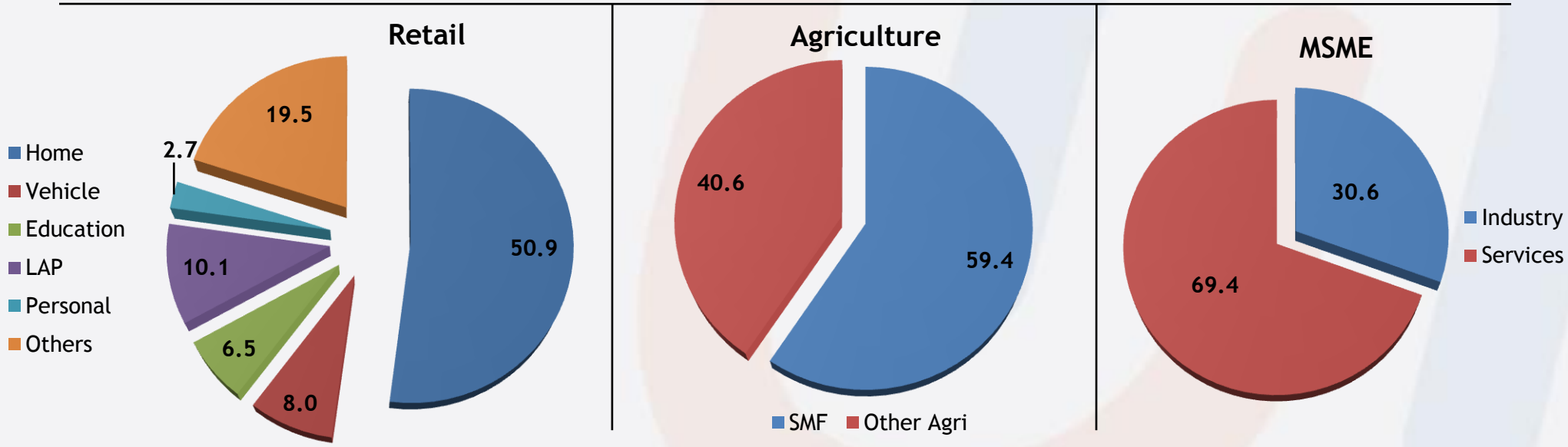


Diversified Loan Portfolio

RAM* share (%) in Domestic advances



Composition of Advances



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

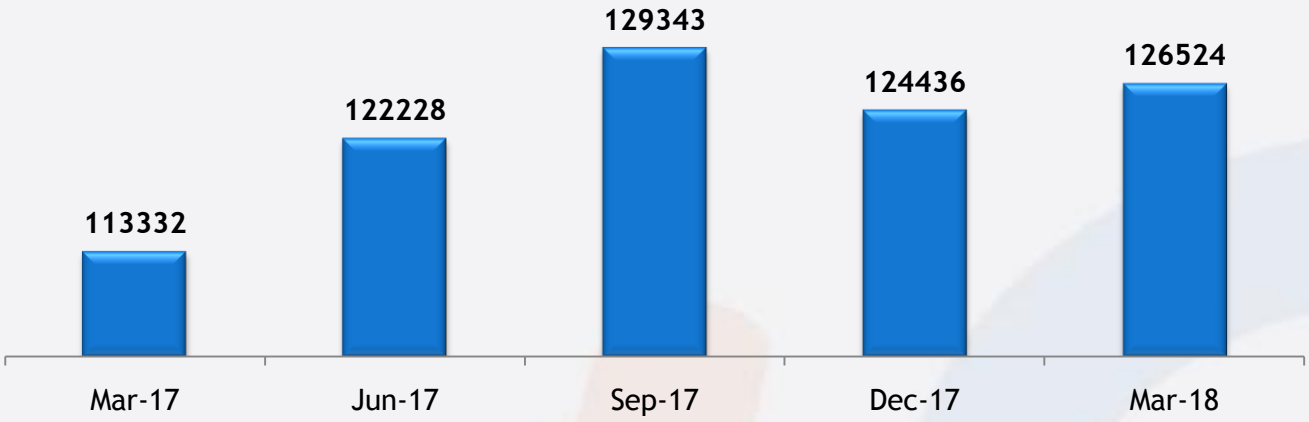
Union Bank of India

Diversified Loan Portfolio

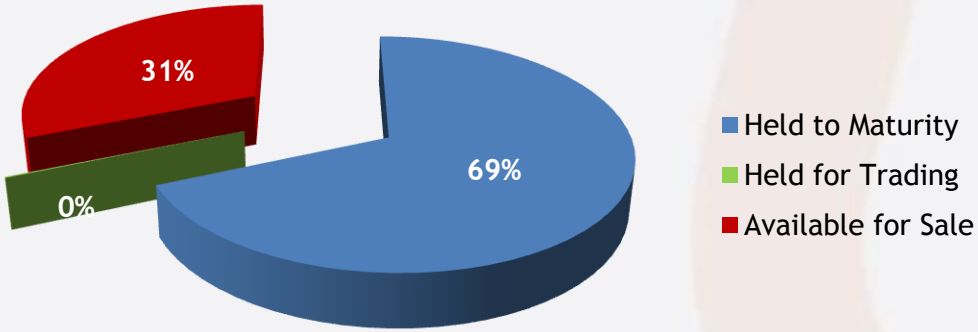
S No.	Sectors	Top 10 Sectors (% Share in Domestic Advance)			
		Mar 2017	Dec 2017	Mar-18 ₹ Crore	Mar-18 % Share
1	Retail Advances	14.6	16.4	49446	17.2
2	Infrastructure	17.5	17.2	47203	16.4
3	Agriculture	16.2	15.7	45825	15.9
4	Trade	12.6	12.2	35439	12.3
5	NBFCs	8.9	11.1	33610	11.7
6	Basic Metal Products	5.1	4.9	12990	4.5
7	Construction	4.0	3.5	10939	3.8
8	Food Processing	3.4	2.7	10831	3.8
9	Textiles	2.5	2.0	7482	2.6
10	All Engineering	1.9	1.8	6339	2.2
Total		86.7	87.5	260104	90.3

Investments

Investment (₹ Crore)



Investment Composition (%)



(₹ crore)

	Mar 2018	Duration (Years)
Held to Maturity	86837	4.2
Held for Trading	179	7.9
Available for Sale	39508	4.6
Total Investment	126524	4.2

Union Bank of India

Overseas Operations

Business from Overseas Operations					
US $ in billion (₹ crore)	Mar 2017	Dec 2017	Mar 2018	Growth (%)	
				Y-o-Y (US$)	Y-o-Y (INR)
Total Business	5.6 (36062)	6.4 (40902)	4.7 (30829)	-16.1	-14.5
Total Deposits	1.0 (6616)	1.2 (7456)	0.8 (5305)	-20.0	-19.8
Total Advances	4.6 (29446)	5.2 (33446)	3.9 (25524)	-15.2	-13.3

*1US$ = ₹ 65.18 as on Mar 31, 2018
#1US$ = ₹ 64.85 as on Mar 31, 2017

Union Bank of India

Statement of Assets & Liabilities

(₹ crore)

	As at 31.03.17	As at 31.12.17	As at 31.03.18	Growth (%)	
				Y-o-Y	Q-o-Q
LIABILITIES					
Capital	687	856	1169	70.2	36.6
Share Application Money	541	0	0	-	-
Reserves and surplus	22748	22331	23928	5.2	7.2
Deposits	378391	398518	408501	8.0	2.5
Borrowings	41226	44418	45681	10.8	2.8
Other Liabilities and Provisions	9111	8296	8127	-10.8	-2.0
Total	**452704**	**474419**	**487406**	**7.7**	**2.7**
ASSETS					
Cash and Balances with Reserve Bank of India	16520	19324	21016	27.2	8.8
Balances with Banks and Money at call and Short Notice	16302	18913	28425	74.4	50.3
Investments	112149	122388	123780	10.4	1.1
Advances	286467	293669	288761	0.8	-1.7
Fixed Assets	3894	3838	3833	-1.6	-0.1
Other Assets	17372	16287	21591	24.3	32.6
Total	**452704**	**474419**	**487406**	**7.7**	**2.7**

Union Bank of India

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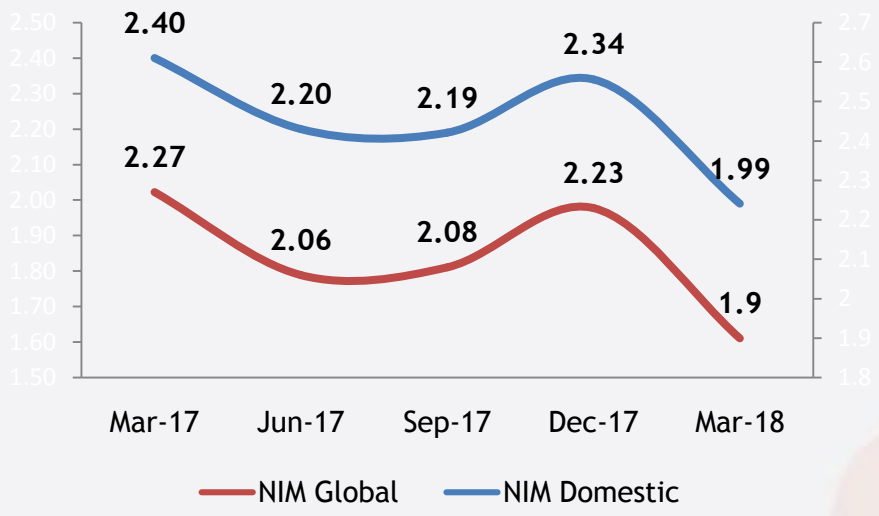
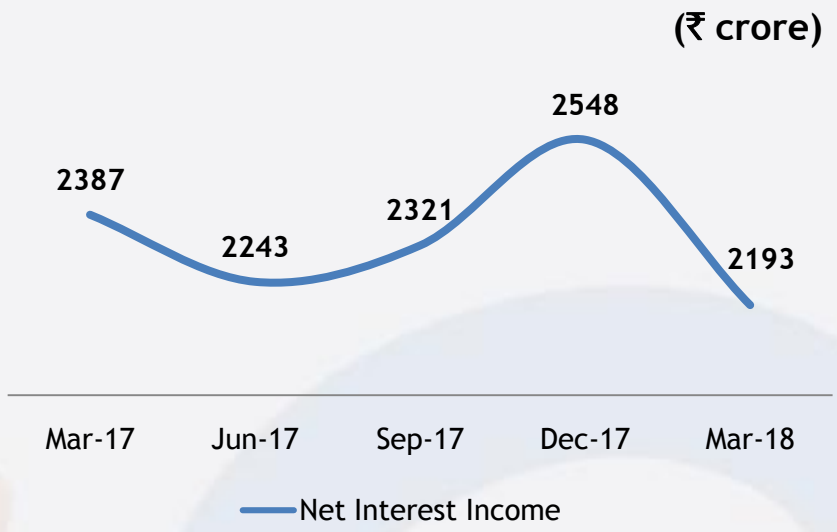
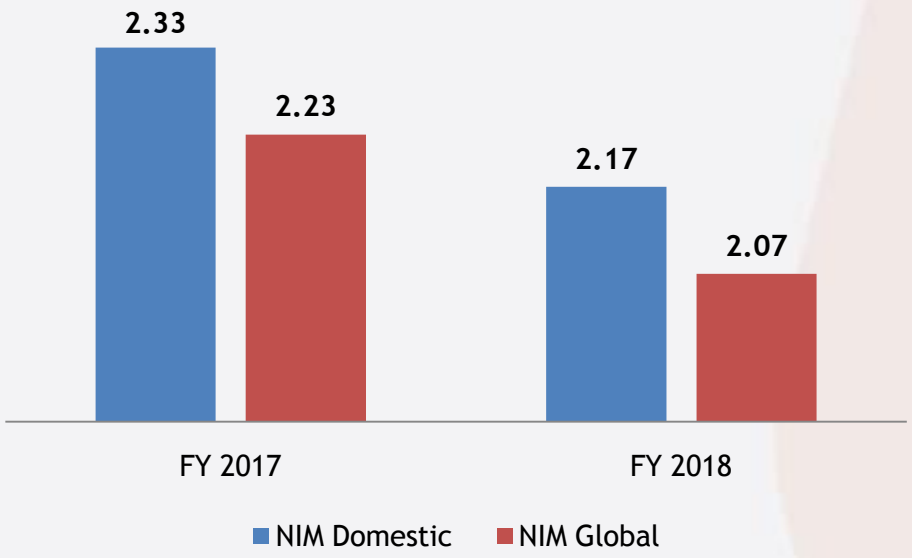
Cost & Yield Ratio

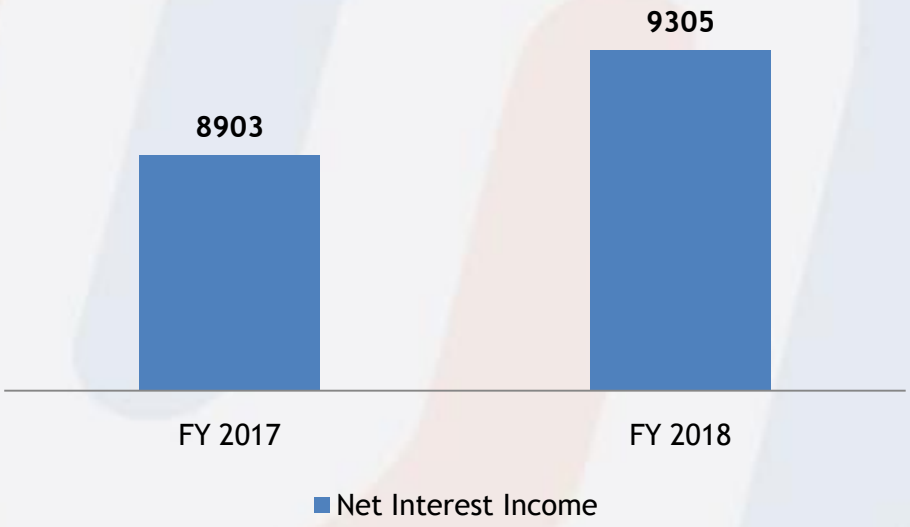
Parameters	Mar-17 (Q4)		Dec-17 (Q3)		Mar-18 (Q4)		FY-2017		FY-2018	
	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global
Cost of Deposit	5.98	5.91	5.68	5.61	5.58	5.52	6.36	6.28	5.73	5.66
Cost of Funds	5.41	5.24	4.91	4.61	4.93	4.69	5.73	5.53	5.09	4.8
Yield on Advances	9.03	8.41	8.09	7.53	7.78	7.29	9.35	8.72	8.2	7.67
Yield on Investment	7.15	7.09	7.03	6.95	6.83	6.76	7.31	7.26	6.92	6.86
Yield on Funds	7.63	7.35	7.06	6.67	6.73	6.43	7.88	7.60	7.07	6.71

Movement of NIM & NII









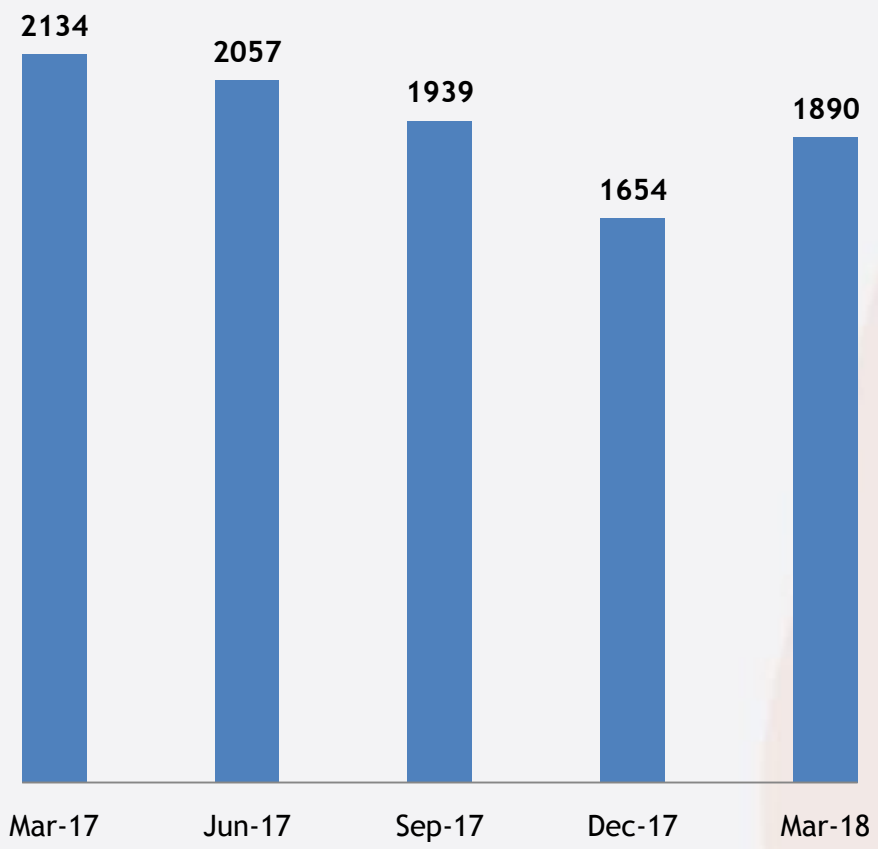
Union Bank of India

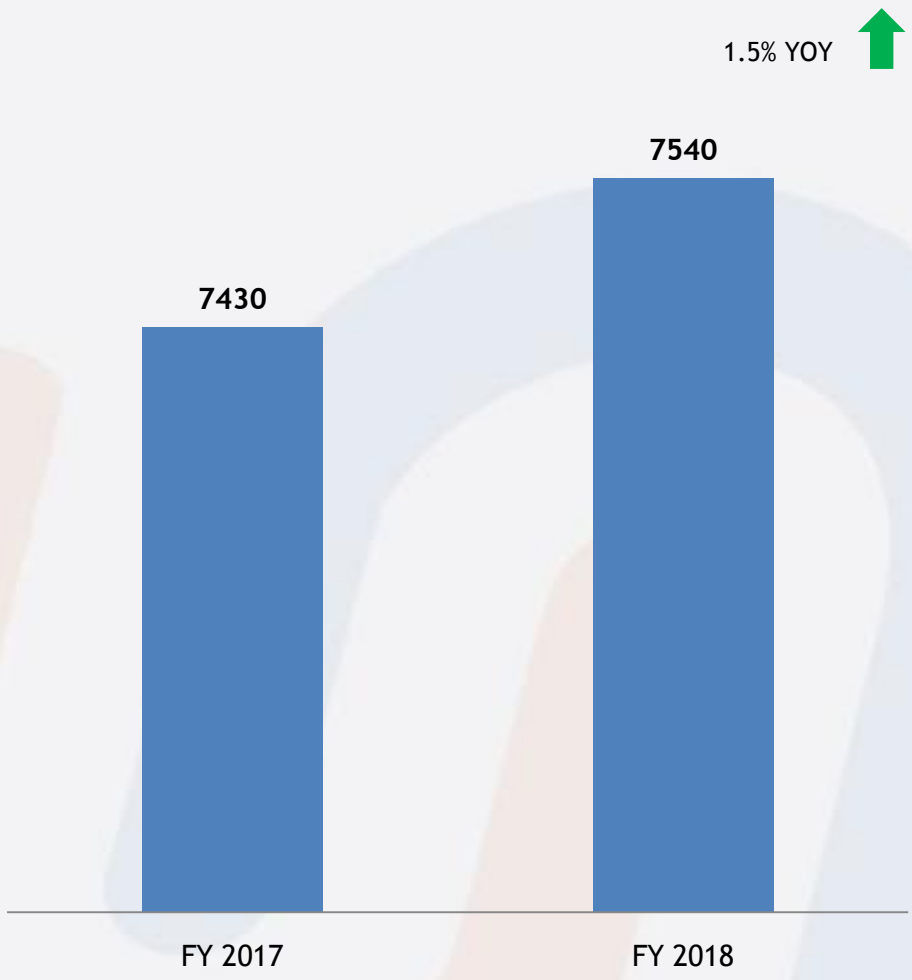
Non Interest Income

Parameters	Mar-17 (Q4)	Dec-17 (Q3)	Mar-18 (Q4)	Growth (%) YOY	Growth (%) QOQ	FY17	FY18	Growth (%)
a. Core Non Interest Income	641	597	1127	75.80	88.70	2068	2879	39.24
b. Treasury Income	728	155	277	-61.95	78.23	2696	1834	-31.96
W/w • Profit on Sale of Investments	582	6	132	-77.40	2196	2059	1266	-38.49
• Exchange Profit	146	150	145	-0.38	-2.83	637	568	-10.87
c. Recovery in Written off Accounts	77	121	81	5.08	-32.87	201	276	37.69
Total	1446	873	1485	2.68	70.06	4964	4990	0.51

Operating Profit

(₹ crore)





Union Bank of India

Provisions

(₹ crore)

Parameters	Mar-17 (Q4)	Dec-17 (Q3)	Mar-18 (Q4)	FY 2017	FY 2018
NPAs	1505	2521	5639	6032	13500
W/w additional Provision on accounts referred to NCLT(as per RBI list 1)	-	-	-	-	1566
W/w additional Provision on accounts referred to NCLT(as per RBI list 2)	-	991	-	-	991
Standard Assets	249	110	-737	506	-707
Depreciation on Investment	604	700	1120	630	1560
Shifting Loss	0	0	0	2	367
Restructured Advances	88	-1	-183	66	-236
Others (FITL etc)	-12	-76	-171	-158	-303
Taxation	-409	-350	-1195	-204	-1394
Total	2025	2904	4473	6874	12787

*Fully provided for NCLT accounts in December 2017

Union Bank of India

Provisions

Provision fully provided to Accounts referred to NCLT under IBC 2016

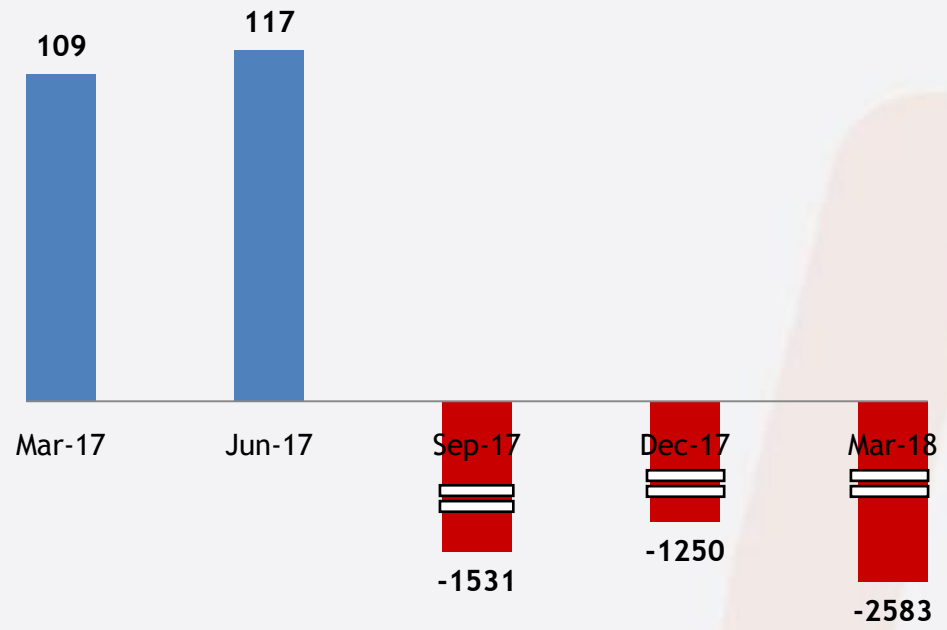
(₹ crore)

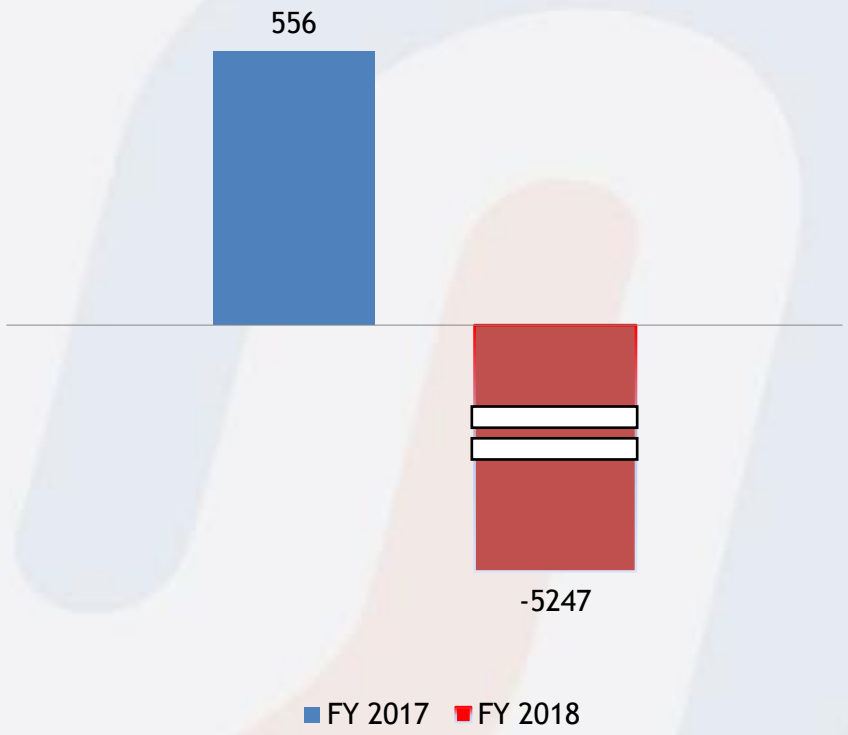
	1st list	2nd list	Total
Exposure to number of accounts referred under IBC (as per RBI list)	11	16*	27
Loan Outstanding as of Mar 31, 2018	7684	4444	12129
Total Provisions held upto Mar 31, 2018	4767	2559	7326
Provision Coverage Ratio as of Mar 31, 2018	62.04	57.58	60.40

*2 Accounts were sold during Q4/FY18

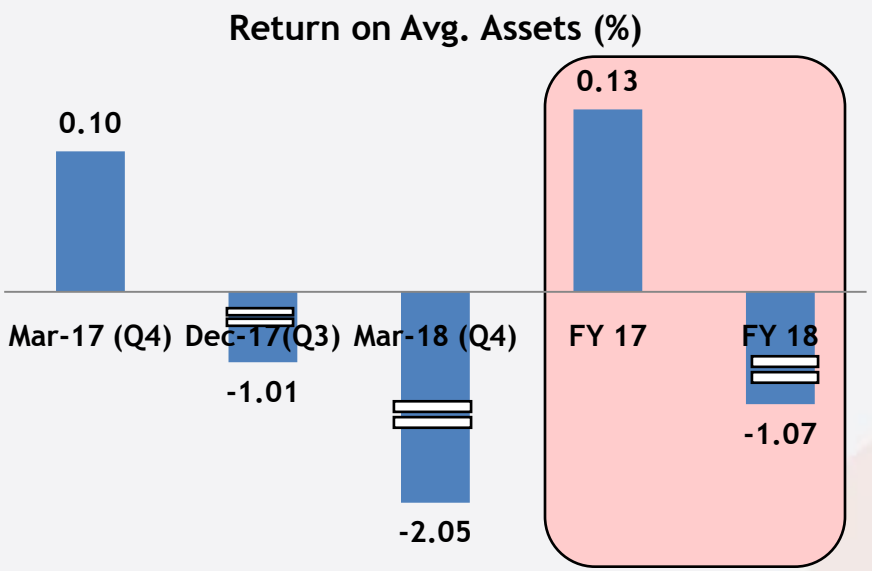
Net Profit

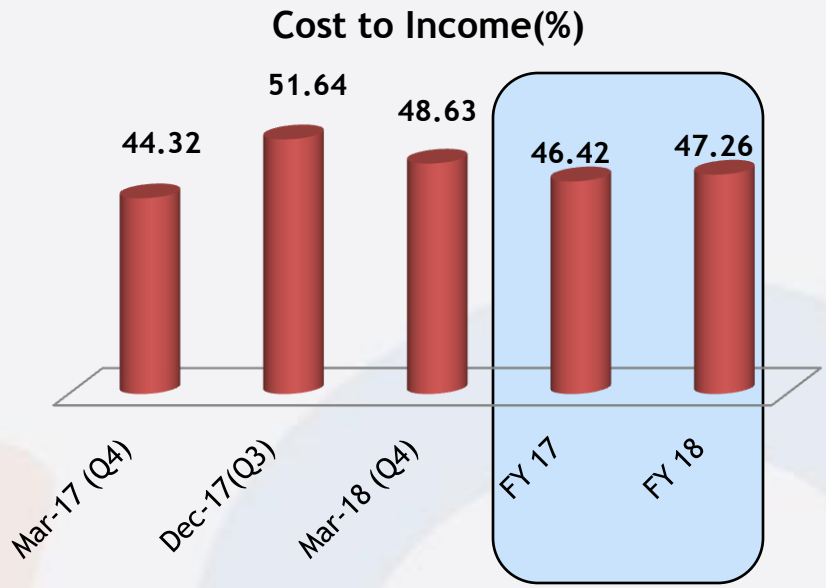
(₹ crore)





Efficiency/Profitability Ratios





S. No.	Efficiency Parameters	Mar-17 (Q4)	Dec-17 (Q3)	Mar-18 (Q4)	FY 2017	FY 2018
1	Return on Equity (%)	2.27	-28.08	-55.92	2.91	-28.39
2	Book Value Per Share	277.76	236.89	211.66	277.76	244.58
3	Earnings per share	6.33	-22.17	-29.59	8.08	-69.45

Union Bank of India

Efficiency Ratios

Sn.	Profitability Parameters		Mar-17 (Q4)	Dec-17 (Q3)	Mar-18 (Q4)	FY 17	FY 18
1	Business per Branch	₹ crore	158.8	165.9	167.9	158.8	167.9
2	Business per employee	₹ crore	18.4	18.8	19.2	18.4	19.2
3	Gross Profit per Branch	₹ crore	2.0	1.5	1.8	1.7	1.7
4	Gross Profit per Employee	₹ lacs	23.2	17.4	20.1	20.2	20.0
5	Net Profit per Branch	₹ lacs	10.2	-116	-240.3	13.0	-122
6	Net Profit per Employee	₹ lacs	1.2	-13.1	-27.5	1.5	-13.9

Union Bank of India

Asset Quality: Movement in Non Performing Assets

(₹ crore)

Parameters	Mar-17 (Q4)	Dec-17 (Q3)	Mar-18 (Q4)	FY 17	FY 18
Gross NPAs - Opening	32403	38286	40988	24171	33712
Add : Additions	2951	4187	10043	13244	21369
Less : Reductions	1642	1485	1661	3703	5711
1. Recoveries	533	636	387	1388	1835
2. Upgradation	393	55	42	1051	400
3. Write Off	716	794	1233	1264	3477
Gross NPAs- Closing	33712	40988	49370	33712	49370
Gross NPA (%)	11.17	13.03	15.73	11.17	15.73
Net NPA	18833	20428	24326	18833	24326
Net NPA (%)	6.57	6.96	8.42	6.57	8.42
Provision Coverage Ratio(%)	51.41	57.12	57.16	51.41	57.16
Tangible Provision Coverage Ratio (%)	44.14	50.16	50.73	44.14	50.73
Credit Cost (%)	2.08	3.23	7.18	2.08	4.39

Union Bank of India

Asset Quality: Sectoral

(₹ crore)

Sectors	Slippages During Q4 FY 18	NPAs Mar 2018	Sectoral NPA %		
			Mar-17	Dec-17	Mar-18
Retail Loans	228	1047	3.12	2.33	2.11
Agriculture	757	2774	5.10	6.06	6.05
Micro & Small (MSE)	1124	5777	8.92	11.02	11.99
Medium & Large	7934	39772	15.21	18.15	23.34
Total	10043	49370	11.17	13.03	15.73

Union Bank of India

Asset Quality: Sectoral

Scheme	Standard as on Dec 2017		Standard as on Mar 2018	
	Account	Amount (Rs. in crore)	Account	Amount (Rs. in crore)
5:25	11	2795	12	3627
SDR	18	2660	1	0*
S4A	12	1923	2	116

S.N.	Sector	Outstanding	NPA	Std. Restructured	NPA + Std. Restructured (%)
1	Infrastructure	47203	11096	473	24.5
a.	Power	22450	4957	166	22.31
b.	Roads/Ports	9150	2794	107	31.7
2	Textiles	7482	2181	-	29.14
3	Iron & Steel	10352	8122	-	78.45

*Account is Non-Fund Based

Union Bank of India

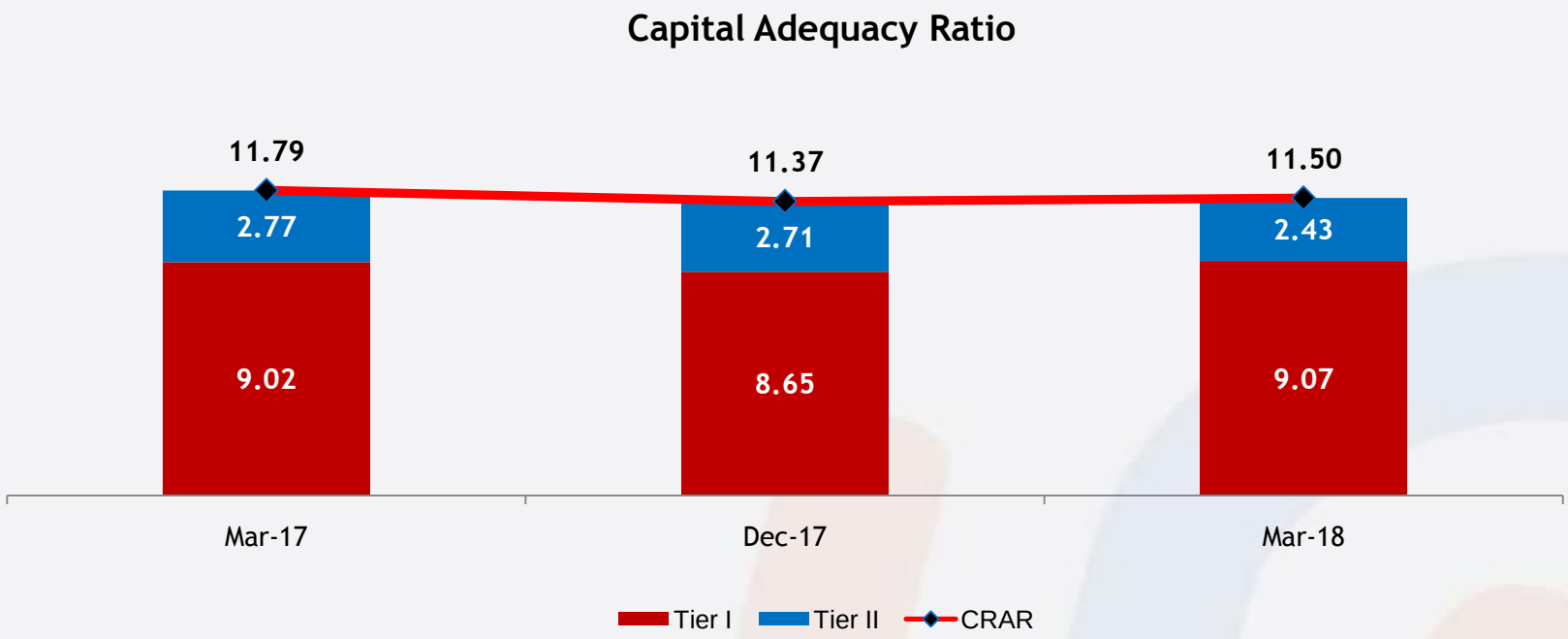
Restructured Assets

(₹ crore)

	Q4/FY18		
Particulars	**Standard**	**NPA**	**Total**
Restructured Assets as on December 31, 2017	3736	10932	14668
Fresh Restructuring during the Quarter	0	0	0
Upgradation to Standard Restructured Accounts during the Quarter	+1	-1	0
Restructured Standard Advances which cease to attract higher provisioning and need not be shown as Restructured Assets Quarter	-5	0	-5
Down gradation of restructured accounts during the Quarter	-2414	+2414	0
Change in Outstanding/Write-off/ Recovery/Closures Quarter	-83	-490	-573
Restructured Accounts as on March 31, 2018	1235	12855	14090

Particulars (percent to Gross Advances)	**Mar-17**	**Dec-17**	**Mar-18**
Standard Restructured	1.89	1.19	0.39
Impaired Assets Ratio (GNPA + Standard Res)	13.06	14.22	16.12
Net Impaired Assets Ratio (NNPA + Standard Res)	8.13	7.68	8.14

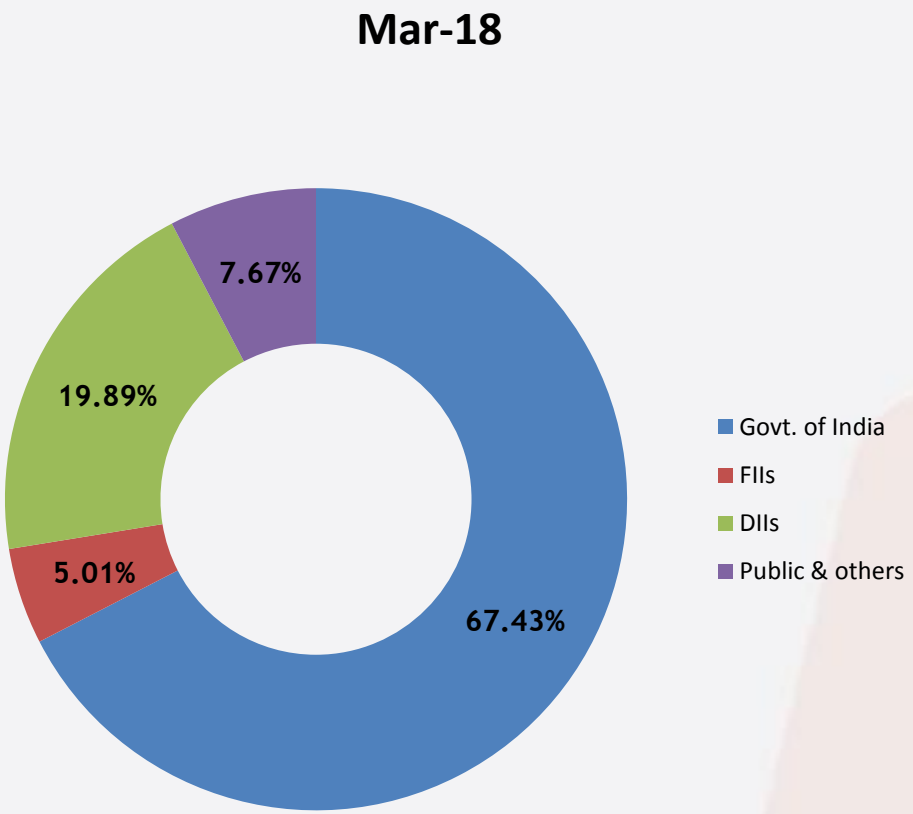
Basel III : Capital Adequacy



(₹ crore)

Particulars	Mar-17	Dec-17	Mar-18
Risk Weighted Assets	291204	290276	286343
Capital Funds	34334	32996	32939
CRAR-BASEL III (%)	11.79	11.37	11.50
TIER 1 (%)	9.02	8.65	9.07
CET 1 (%)	7.71	7.18	7.60

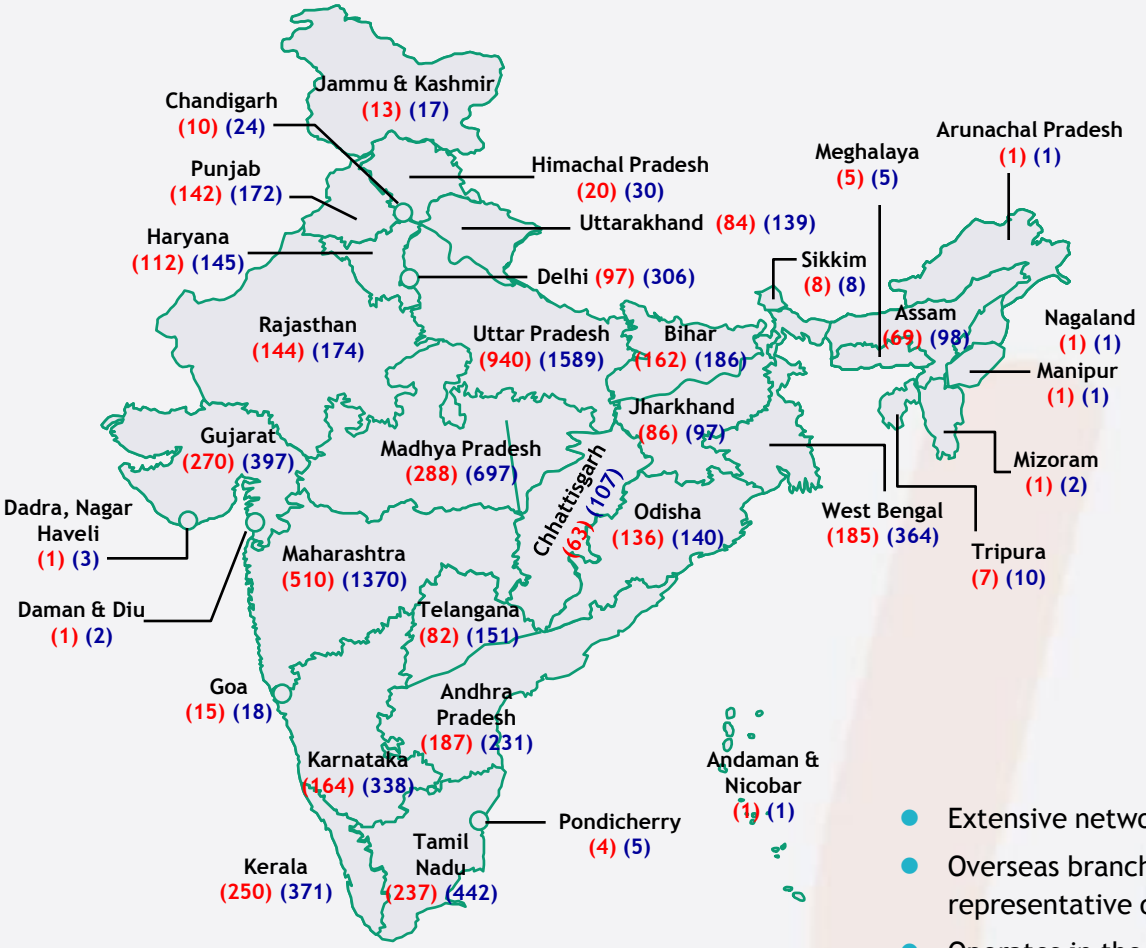
Shareholding Pattern



Share Capital*	**₹ 1168.5 crore**
No. of Equity Shares	116.85 crore
Net Worth	₹ 18480 crore
Market Cap	₹ 10985 crore

*The GOI has infused Capital of ₹4524 crore in the Bank as on March 31, 2018

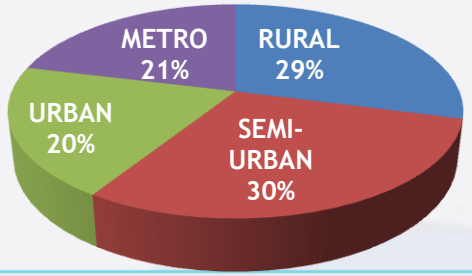
Extensive & specialized distribution network focused on the needs of the different business segments



Domestic Branches (4,297)

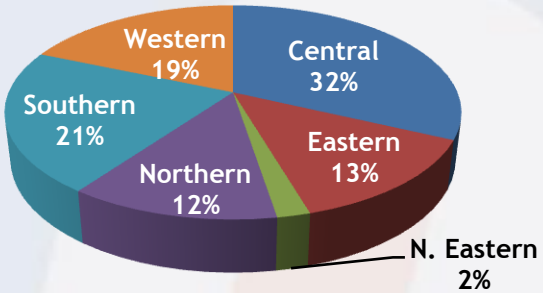
ATMS (7642)
Micro-ATMS (5407)

Branch Distribution by Urbanization



59% branches in rural/semi-urban markets

Branch Distribution by Geography



Geographical diversification minimizes regional risks

- 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, 2018.

Financial Inclusion

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, 2018	86.22 Lakh
Deposits	₹ 1930.6 Crore
RuPay Cards issued	48.83 Lakh
Aadhar Seeding	69.3 Lakh

JAN-DHAN SE JAN SURAKSHA

Pradhan Mantri Suraksha Bima Yojana — 30.9 Lakh

Pradhan Mantri Jeevan Jyoti Bima Yojana — 13.19 Lakh

Atal Pension Yojana — 3.16 Lakh

Financial Inclusion

Total outstanding under Mudra loan = ₹ 3267 crore

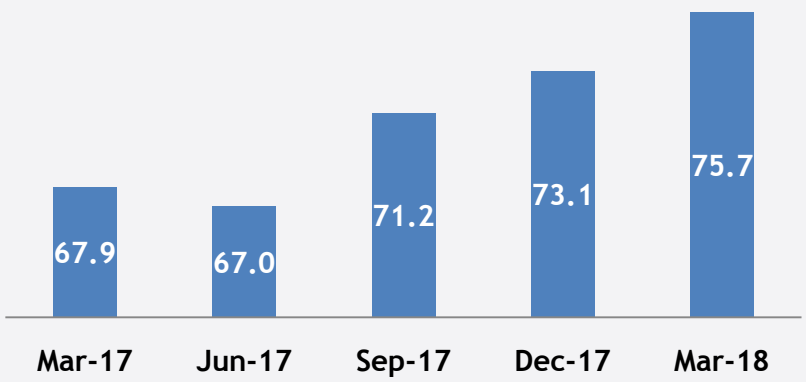
Progress under Mudra Yojana FY 2017-18 (PMMY)			
Category	No. of Accounts	Sanctioned Amount (₹ crore)	Outstanding Amount (₹ crore)
Shishu (< ₹ 50k)	41160	162.37	124.96
Kishor (Above ₹ 50k-5 Lakh)	128058	2654.85	2178.73
Tarun (Above ₹ 5 Lakh-10 Lakh)	15919	1191.20	963.34
Total	**185137**	**4008.43**	**3267.02**

Finance to Light Commercial Vehicle under PMMY FY 2017-18	
No. of Accounts	Outstanding Amount (₹ crore)
44529	1,006.65

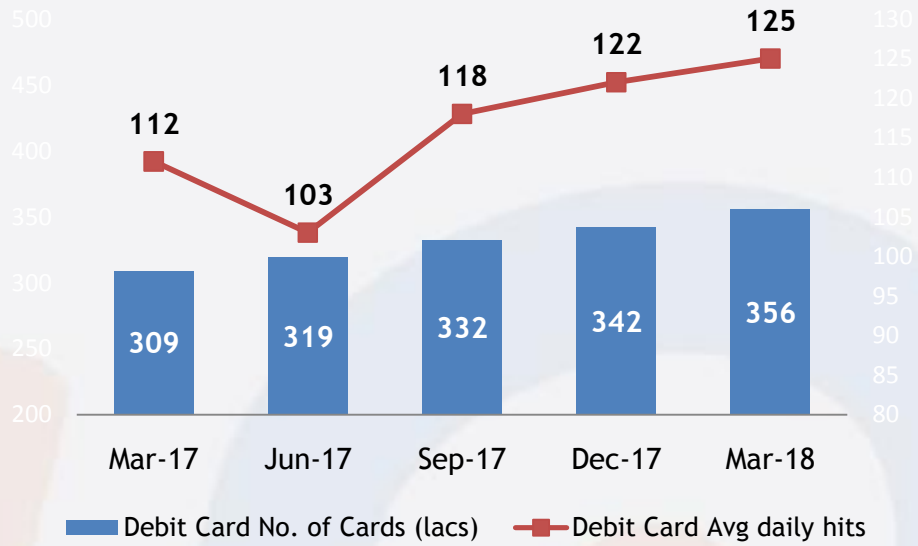
Digital Banking

Expanding Digital banking base

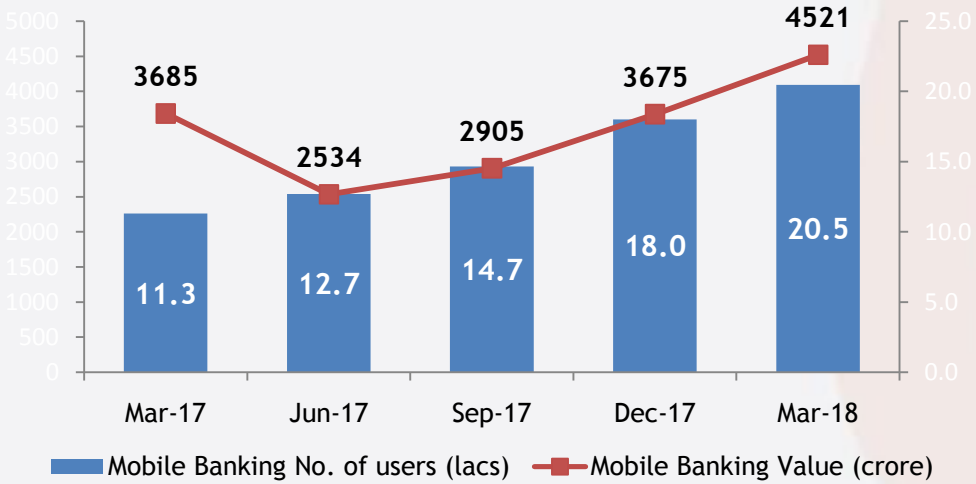
Transactions through Alternate Channels (In %)



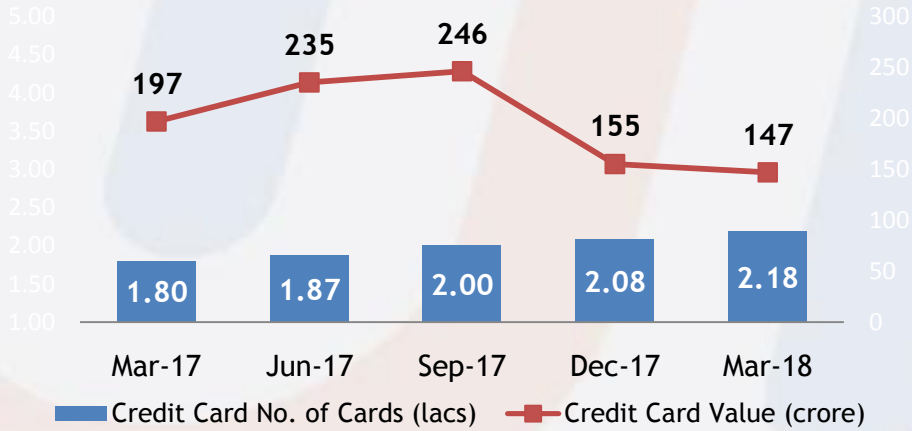
Debit Card usage



Mobile Banking



Credit Card Spends



Union Bank of India

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Union Bank of India

Awards

Skoch Awards
•Union Mobile NPA Recovery App
•Operational Customer Relationship Management (OCRM)
•Unified Payment Interface (UPI)
•Green PIN solution for Debit Cards
•Union DIGI Gaon
•Financial Inclusion
•Business Continuity planning and IT Recovery
•Disaster Management & Disaster Recovery
•Data Centre Security
•Network Access Control (NAC)

Awards by Infosys
•Best Customer Service Innovation Award

IBA Banking Technology Awards
•Best Financial Inclusion Initiatives •Best Payment Initiatives(Runner-up)

IDRBT Banking Technology Excellence Awards
•Best Emerging Bank Award for the year 2016-17

Golden Peacock Award
•Golden Peacock Award for HR Excellence for the year 2017

Union Bank of India

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.

Union Bank of India

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