यूनियन बैंक
ऑफ इंडिया

Ref: ISD/16-17/149

13th May, 2016

The Deputy General Manager, Corporate Relationships Dept. **BSE Ltd.** Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 001. Scrip Code 532 477 "Email:corp.relations@bseindia.com" Fax no.2272 3121/2272 3719	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 "Email:cmlist@nse.co.in" Fax No.66418124/25/26

Dear Madam /Sir,

Subject: Presentation on Financial Results of the Bank for the Quarter/Financial Year ended 31.03.2016

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 Financial results of the Bank for the Quarter/Financial Year ended 31.03.2016.

Presentation is also made available on our Bank's website http://www.unionbankofindia.co.in

The above is for your information and record.

Thanking you.

Yours faithfully,

(Dipak D. Sanghavi)
Deputy General Manager

Encl: As above.

Union Bank of India
निवेशक सेवाएं संभाग, प्रबंध निदेशक कार्यालय, 12वीं मंजिल, यूनियन बैंक भवन, 239, विधान भवन मार्ग, नरीमन पॉईंट, मुंबई–400021.
Investor Services Division, Managing Director's Office, 12th Floor, Union Bank Bhavan, 239, Vidhan Bhavan Marg, Nariman Point, Mumbai-400021.
T: + 91 22 2289 6636/2289 6643, F: +91 22 2202 5238, Email: investorservices@unionbankofindia.com

यूनियन बैंक ऑफ इंडिया
अच्छे लोग, अच्छा बैंक

Union Bank of India
Good people to bank with

Financial Results

Q4 FY 2015-16
&
FY 2015-16

May 13, 2016

Union Bank of India

Table of Contents

#1 Story of Transformation

#2 Business Performance

#3 Financials

Structural Transformation

Union Bank of India has set high aspirations for next 3 years

Bank's vision …

To become the leading **digitally-enabled** public sector bank with **improved profitability** and **high customer centricity**

3 year aspiration for Union Bank

Business	10 lakh cr
Profit	5,000 cr
CASA share	35-40 %
Retail advances share	~20 %
SME advances share	~20 %
Agriculture	~20 %

Structural Transformation

The HDR Framework— Medium Term Strategy

Structural Transformation

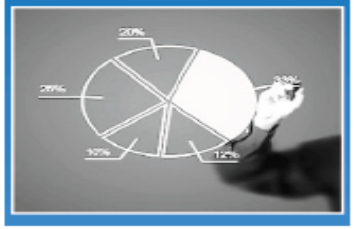
Story of Transformation: Project Utkarsh

Project Utkarsh is a bank-wide transformation, focusing on 5 key goals

1

Objective: To become the leading public sector bank with high customer centricity

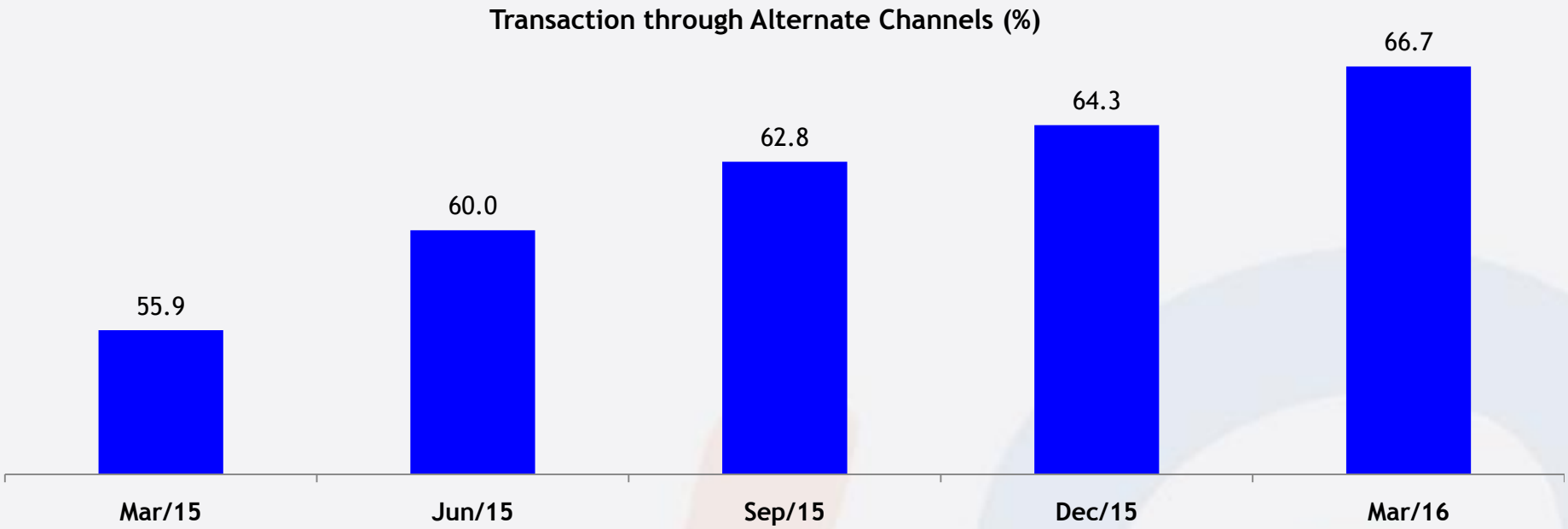
1	2	3	4	5
Provide better customer experience, process efficiency	Increase cross-sell and share of wallet	Achieve higher sales productivity	Maximise performance and returns from multi-channel	Build performance driven culture and leadership potential

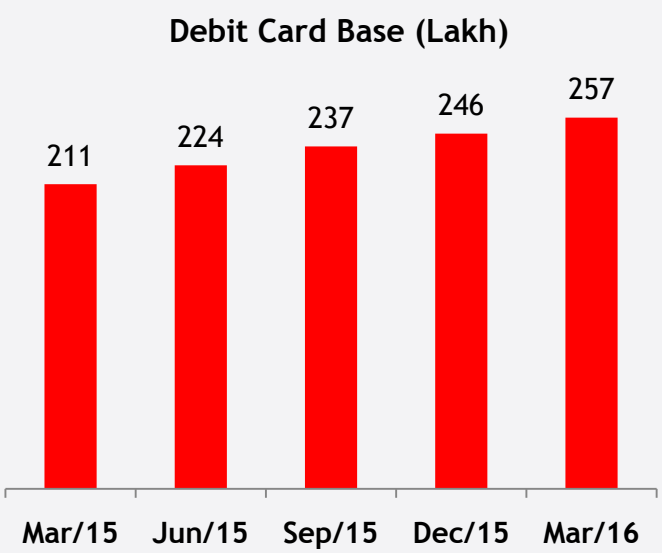


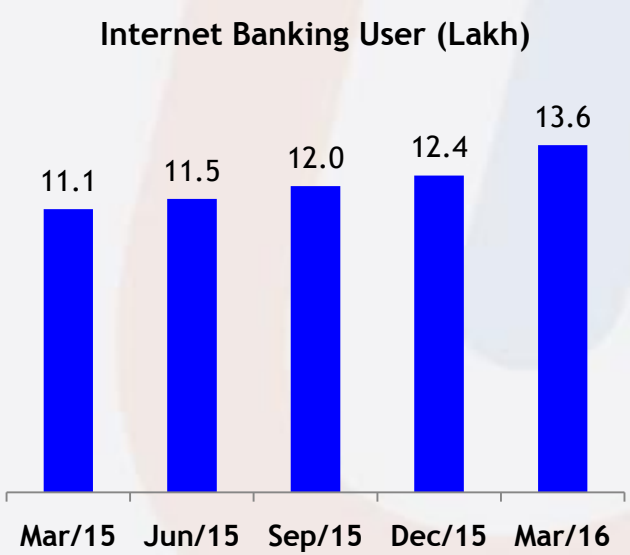
Union Bank of India

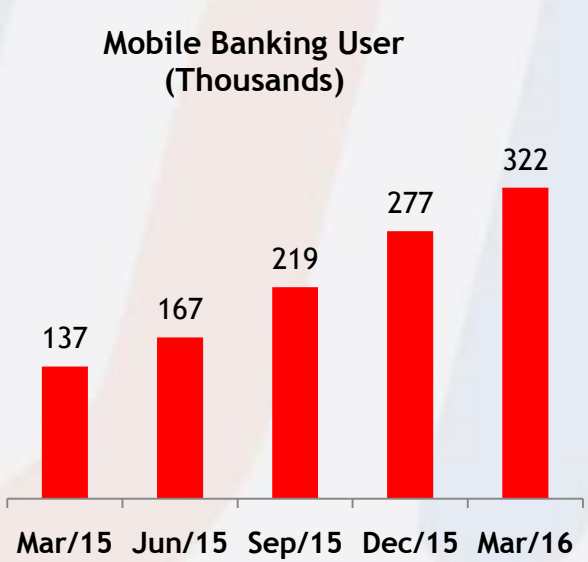
Digitally Vibrant

Deepening Digital Penetration









Structural Transformation: Impact

Story of Transformation: Project Utkarsh

Summary of Project Utkarsh impact: 7 Regions

JAN-APR'16

Impact: Regional execution

42% Increase in branch **CASA productivity**[1]

45% Increase in **loans processed by SARAL per month**

28% Increase in retail loans sanctioned per month

~50% Reduction in **Retail and MSME loan** TAT

Union Bank of India

Table of Contents

#1 Story of Transformation

#2 Business Performance

#3 Financials

Union Bank of India

Performance Highlights

Business

- Global Business increased by 7.0% to ₹ 620445 crore
- CASA Share improved by 310 bps over Mar 2015.
- ***RAM*** segment share in domestic advances increased to 52.4%

Non Interest Income

- Non Interest Income for FY16 up 3.1% to ₹ 3632 crore;

Net Profit

- Net profit for FY16 stood at ₹ 1352 crore;
- Net Profit for Q4/FY16 stood at ₹ 97crore, up by 24% over Dec-15 quarter.

Efficiency

- ROA sequentially improved to 0.10% (Q4/FY16)from 0.08% (Q3/FY16) ; ROA for FY 16 stood at 0.35%;
- ROE sequentially improved to1.95% (Q4/FY16)from 1.53% (Q3/FY16); ROE for FY 16 stood at 6.84% .

Asset Quality

- Gross NPA (%) and Net NPA (%) stood at 8.70% and 5.25% respectively.

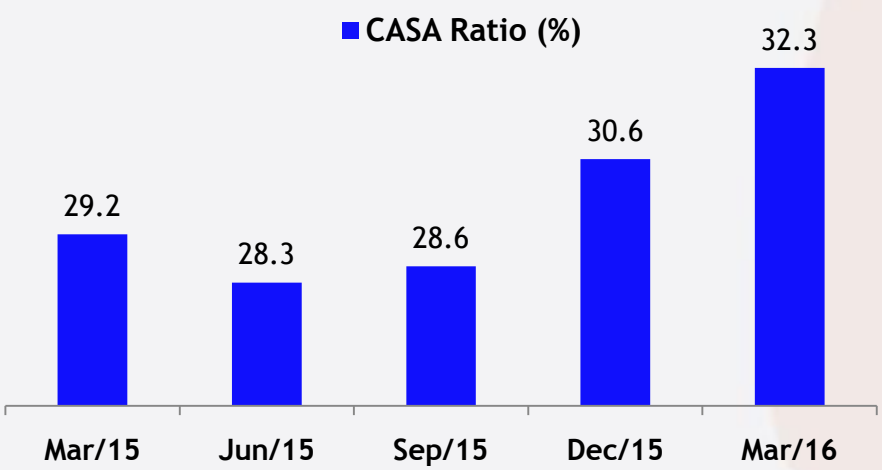
Capital Adequacy

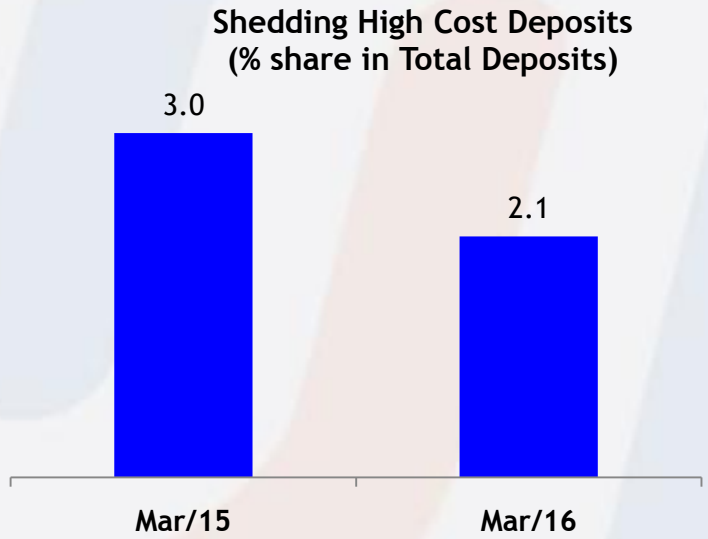
- Capital Adequacy Ratio at 10.56%; CET 1 Ratio at 7.95%.

Strong Liability Franchise

Parameters	Mar 2015	Dec 2015	Mar 2016	Growth (%)	
(₹ crore)				Y-o-Y	Q-o-Q
Total Deposits	316870	327412	342720	8.2	4.7
- Domestic	312230	321015	336086	7.6	4.7
- Overseas	4640	6397	6634	43.0	3.7
Current Deposits	21092	25149	29740	41.0	20.5
Savings Deposits	71558	75024	81129	13.4	7.5
CASA	92650	100173	110869	19.7	10.7

- The Bank activated 4.3 lakh Dormant accounts during Q4 of FY 2015-16. In addition, the Bank added 10.14 lakh CASA accounts during March 2016 Quarter.





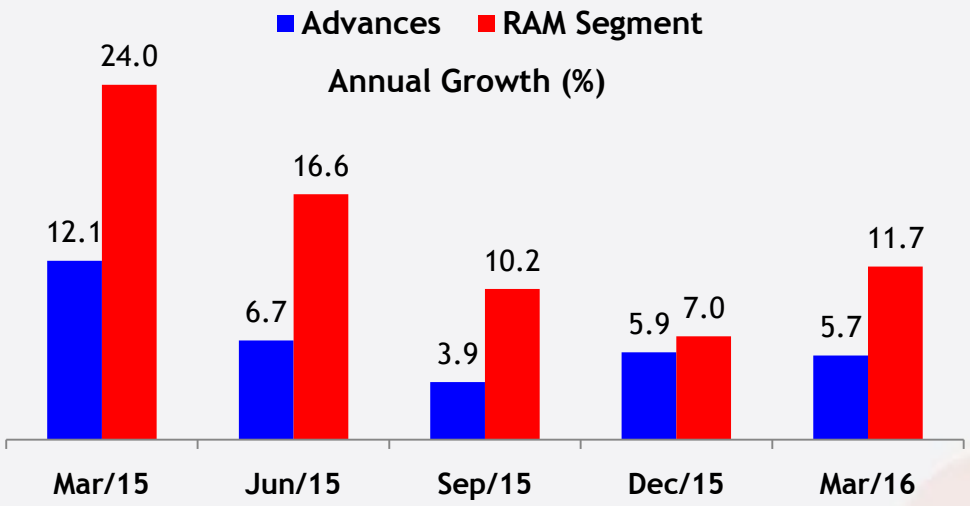
Union Bank of India

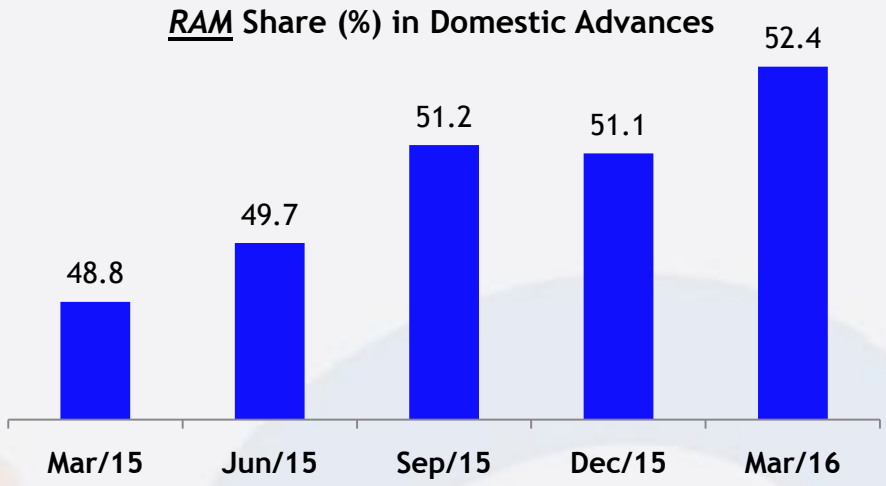
RAM Led Advances

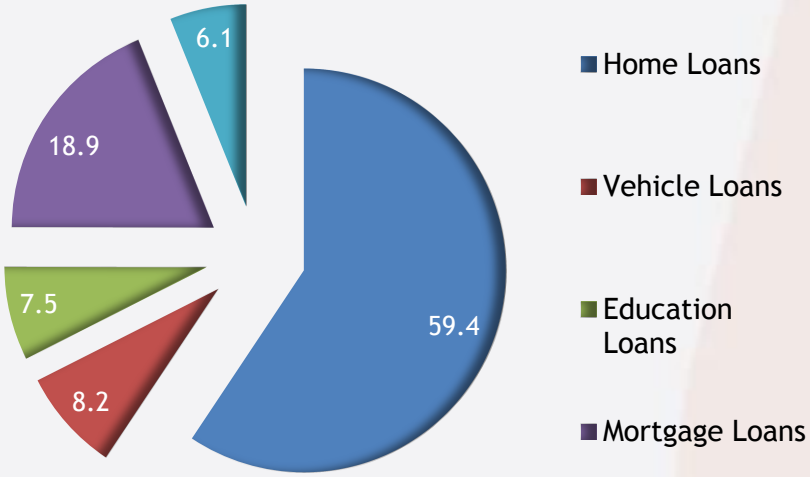
Parameters	Mar 2015	Dec 2015	Mar 2016	Growth (%)	
(₹ crore)				Y-o-Y	Q-o-Q
Gross Advances	262757	262477	277725	5.7	5.8
- Domestic	241323	235948	251653	4.3	6.7
- Overseas	21434	26529	26072	21.6	-1.7
Retail Advances	31658	34816	36586	15.6	5.1
Agriculture	31574	36926	38962	23.4	5.5
MSME	54755	48881	56252	2.7	15.1

Priority Sector Performance				
Parameters	Mar 2015	% to ANBC	Mar 2016	% to ANBC
(₹ crore)				
Total Priority	87387	39.98	10905	41.73
Agriculture	35175	16.09	45559	18.47
Small & Marginal Farmers	17631	8.07	21775	8.83
MSME Priority	NA	NA	40403	
Micro Enterprises			13721	5.6
Women Beneficiaries	14263	6.53	16042	6.50
Weaker Section	23069	10.55	28898	11.72

RAM Led Advances

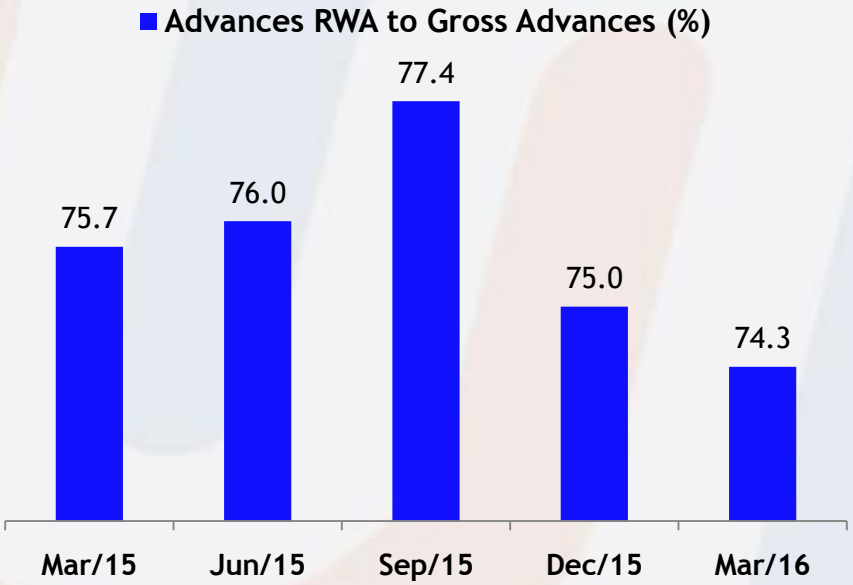






Mar-16

Composition of Retail Portfolio

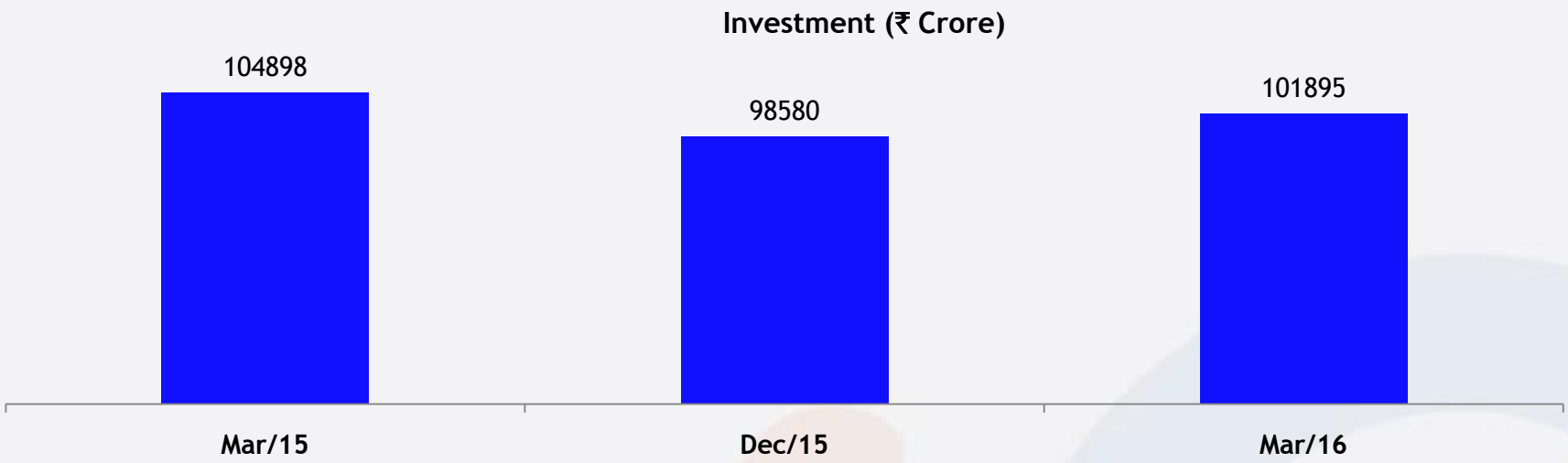


Union Bank of India

Advances – Top Exposures

Sl.	Sectors	Top 10 Sectors (% Share in Domestic Advances)			Amount (₹ crore)
		Mar 2015	Dec 2015	Mar 2016	Mar 2016
1	Agriculture	13.1	15.6	15.5	38962
2	Retail Advances	13.1	14.7	14.5	36586
3	Infrastructure	15.9	16.1	13.6	34241
4	Trade	11.6	11.4	11.5	29017
5	NBFCs and HFCs	10.1	8.6	11.0	27718
6	Basic Metal Products	4.8	5.0	5.2	13124
7	Textiles	2.9	3.0	2.9	7228
8	Food Processing	3.2	2.8	2.8	7060
9	Construction	2.6	2.1	2.0	4974
10	Gems & Jewellery	2.1	2.1	2.0	4912

Investment



(₹ crore)	Mar-16	% to Total	Duration (Years)
			Mar-16
Held to Maturity	70847	69.53	4.07
Held for Trading	269	0.26	5.43
Available for Sale	30779	30.21	5.70
Total Investment	101895	100.00	4.45

- *90.7% of AFS & HFT portfolio is interest sensitive*

Rising Overseas Profile

- Opened its 4th overseas branch in Sydney, Australia
- Already has three Overseas branches at Hong Kong, DIFC (Dubai) & Antwerp (Belgium)
- Representative offices at Shanghai, Beijing, and Abu Dhabi
- Union Bank of India (UK) Limited (a wholly-owned subsidiary of the Bank in London)

Business from Overseas Branches

US $ (₹ crore)	Mar-15	Dec-15	Mar-16*	Growth (%) YoY-US$
Business	4.2 billion (26074)	5.0 billion (32927)	4.9 billion (32706)	18.2
Total Deposits	0.7 billion (4640)	1.0 billion (6398)	1.0 billion (6634)	34.9
Total Advances	3.4 billion (21434)	4.0 billion (26529)	3.9 billion (26072)	14.6

*1 US$= ₹ 66.2550 as on Mar 31, 2016

Union Bank of India

Statement of Assets & Liabilities

(₹ crore)

	As at 31.03.15	As at 31.12.15	As at 31.03.16	Growth (%)	
				Y-o-Y	Q-o-Q
LIABILITIES					
Capital	636	687	687	8.0	0.0
Reserves and surplus	19126	21387	22204	16.1	3.8
Deposits	316870	327412	342720	8.2	4.7
Borrowings	35360	32466	30957	-12.5	-4.6
Other Liabilities and Provisions	9625	8868	8127	-15.6	-8.4
Total	**381616**	**390820**	**404695**	**6.0**	**3.6**
ASSETS					
Cash and Balances with Reserve Bank of India	15063	15450	15605	3.6	1.0
Balances with Banks and Money at call and Short Notice	7315	12029	13671	86.9	13.7
Investments	84436	92278	89208	5.7	-3.3
Advances	255655	253705	267354	4.6	5.4
Fixed Assets	2682	2714	3940	46.9	45.2
Other Assets	16440	14644	14917	-9.3	1.9
Total	**381616**	**390820**	**404695**	**6.0**	**3.6**

Union Bank of India

Table of Contents

#1 Story of Transformation

#2 Business Performance

#3 Financials

Union Bank of India

Cost & Yield Ratio

Parameters (%)	Mar-15 (Q4)		Dec-15 (Q3)		Mar-16 (Q4)		FY 15		FY16	
	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global
Cost of Deposit	7.38	7.28	7.03	6.94	6.86	6.75	7.40	7.31	7.10	7.00
Cost of Funds	6.74	6.44	6.44	6.14	6.22	5.98	6.82	6.54	6.48	6.21
Yield on Advances	10.83	10.18	10.15	9.39	10.13	9.17	11.02	10.42	10.36	9.63
Yield on Funds	7.63	7.63	8.59	8.21	8.50	8.13	7.57	7.56	8.72	8.37
Yield on Investment	9.06	8.68	7.35	7.29	7.83	7.77	9.24	8.88	7.58	7.54
NIM	2.46	2.37	2.31	2.22	2.46	2.32	2.58	2.48	2.39	2.32

Union Bank of India

Non-Interest Income

(₹ crore)

Parameters	Mar-15 (Q4)	Dec-15 (Q3)	Mar-16 (Q4)	Growth (%) Y/Y	Growth (%) Q/Q	FY 15	FY 16	Growth (%)
a. Core Non Interest Income	630	437	550	-12.7	25.7	1872	1879	0.4
b. Treasury Income	433	421	184	-57.5	-56.3	1334	1567	17.5
W/w								
•Profit on Sale of Investments	283	257	0	0	0	709	916	29.3
•Exchange Profit	150	164	184	22.7	12.1	625	651	4.0
c. Recovery in Written off Accounts	80	34	56	-29.6	63.6	317	186	-41.3
Total	**1143**	**892**	**790**	**-30.8**	**-11.5**	**3523**	**3632**	**3.1**

Union Bank of India

Operating Profit

(₹ crore)

Parameters	Mar-15	Dec-15	Mar-16	Growth (%) Y/Y	Growth (%) Q/Q	FY15	FY16	Growth (%)-Y/Y
Interest Income	8241	7910	7888	-4.3	-0.3	32084	32199	0.4
Interest Expenditure	6119	5913	5803	-5.2	-1.9	23640	23885	1.0
Net Interest Income	2122	1997	2085	-1.7	4.4	8444	8314	-1.5
Non Interest Income	1143	892	997	-12.8	11.8	3523	3632	3.1
Operating Expenses	1613	1555	1672	3.7	7.5	6144	6224	1.3
-Establishment Expenses	957	905	936	-2.2	3.4	3786	3620	-4.4
-Other Expenses	656	650	736	12.2	13.3	2358	2604	10.4
Operating Profit	**1652**	**1334**	**1410**	**-14.7**	**5.7**	**5823**	**5722**	**1.7**

Union Bank of India

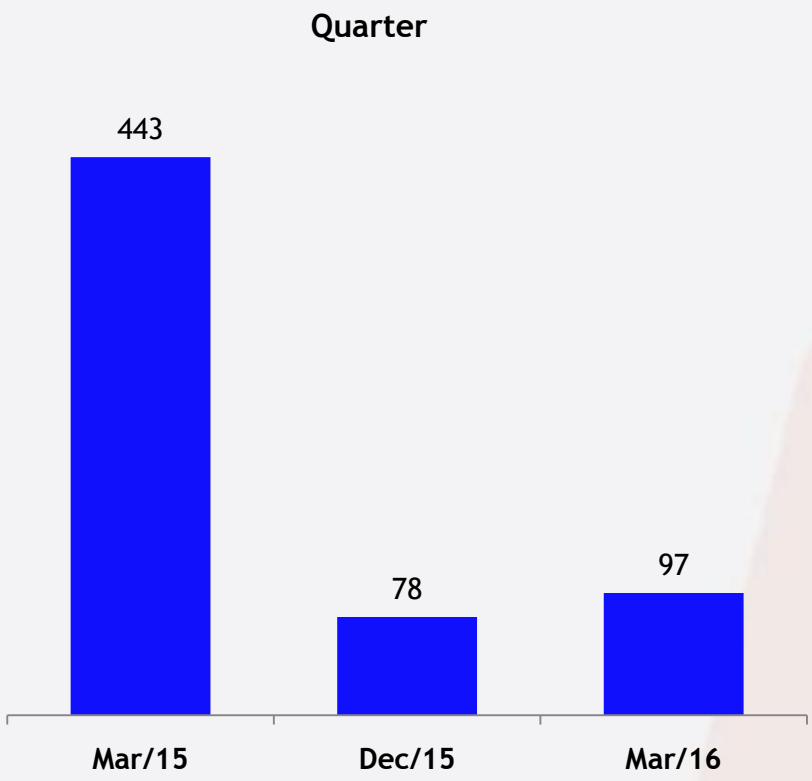
Provisions

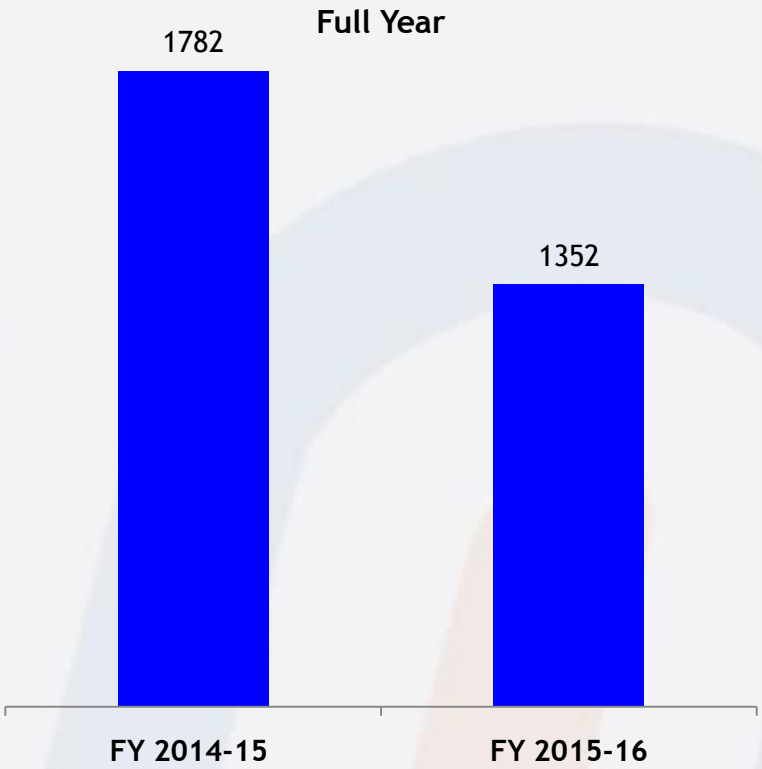
(₹ crore)

Parameters	Mar-15 (Q4)	Dec-15 (Q3)	Mar-16 (Q4)	FY15	FY16
NPAs	833	1243	2008	2537	4655
Standard Assets	146	-17	-63	240	-101
Depreciation on Investment	47	21	42	-38	149
Shifting Loss	0	0	0	39	6
Restructured Advances	-83	-6	-305	127	-623
Others (FITL etc)	67	-4	-118	135	-209
Taxation	199	18	-251	1002	414
Total	**1209**	**1256**	**1313**	**4042**	**4291**

Net Profit

₹ crore





Union Bank of India

Efficiency/ Profitability Ratios

Sl.	Efficiency Parameters	Mar-15 (Q4)	Dec-15 (Q3)	Mar-16 (Q4)	FY 15	FY 16
1	Return on Avg. Assets (%)	0.47	0.08	0.10	0.49	0.35
2	Return on Equity (%)	9.70	1.53	1.95	9.73	6.84
3	Cost to Income Ratio (%)	49.38	53.82	54.25	51.34	52.10
4	Book Value Per Share (₹)	287.93	299.62	287.51	287.93	287.51
5	Earnings per share (₹)	27.92	4.57	5.62	28.05	20.42

Sl.	Profitability Parameters		Mar-15 (Q4)	Dec-15 (Q3)	Mar-16 (Q4)	FY 15	FY 16
1	Business per Branch	₹ crore	142.0	141.5	147.7	142.0	147.7
2	Business per Employee	₹ crore	16.3	16.3	17.5	16.3	17.5
3	Gross Profit per Branch	₹ crore	1.62	1.30	1.34	1.43	1.36
4	Gross Profit per Employee	₹ lakh	18.61	14.91	15.89	16.40	16.13
5	Net Profit per Branch	₹ lakh	43.50	7.63	9.20	43.66	32.18
6	Net Profit per Employee	₹ lakh	5.00	0.88	1.09	5.02	3.81

Union Bank of India

Asset Quality

(₹ crore)

Parameters	Mar-15 (Q4)	Dec-15 (Q3)	Mar-16 (Q4)	FY 15	FY 16
Gross NPAs - Opening	12596	15541	18495	9564	13031
Add : Additions	1547	3409	6170	6527	12952
Less : Reductions	1112	455	494	3060	1813
1. Recoveries	550	77	204	1537	844
2. Upgradation	317	119	191	592	178
3. Write Off	245	259	99	931	791
Gross NPAs- Closing	13031	18495	24171	13031	24171
Gross NPA (%)	4.96	7.05	8.70	4.96	8.70
Net NPA	6919	10322	14026	6919	14026
Net NPA (%)	2.71	4.07	5.25	2.71	5.25
Provision Coverage Ratio (%)	59.23	55.00	50.98	59.23	50.98
Credit Cost (%)	1.31	1.92	2.97	1.02	1.72

Union Bank of India

Asset Quality: Sectoral

(₹ crore)

Sectors	Slippages During Q4 FY 16	NPAs March 2016	% to Total NPAs	% to Sector Loan			
				Mar 2015	Sep 2015	Dec 2015	Mar 2016
Agriculture	297	2031	8.40	5.08	4.75	4.81	5.21
Micro & Small (MSE)	466	3430	14.19	6.09	6.90	7.44	7.79
Retail Loans	209	929	3.84	1.96	2.76	2.79	2.54
Others	5524	17781	73.57	5.23	6.85	8.28	10.06
Total	6496	24171	100	4.96	6.12	7.05	8.70

Union Bank of India

Restructured Assets

(₹ crore)

Particulars	Mar-16 (Q4)				FY 2015-16		
	Standard	NPA	Total		Standard	NPA	Total
Restructured Assets as on (January 1, 2016/April 1, 2015)	13617	7300	20917		13658	4470	18128
Fresh Restructuring during the (Quarter/ Year)	109	572	681		1296	675	1971
Upgradation to Restructured Accounts during the (Quarter/ Year)	5	-5	0		378	-378	0
Restructured Standard Advances which cease to attract higher provisioning and need not be shown as Restructured Assets (Quarter/ Year)	0	0	0		-50	0	-50
Down gradation of restructured accounts during the (Quarter/ Year)	-2023	2023	0		-4521	4521	0
Change in Outstanding/Write-off/ Recovery/Closures (Quarter/ Year)	-3136	-835	-3971		-2189	-233	-2422
Restructured Accounts as on March 31, 2016	**8572**	**9055***	**17627**		**8572**	**9055***	**17627**

Outstanding Standard Restructured Assets excluding SEBs as % to Gross Advances: 2.6%

*** ₹ 9055 crore is included in Gross NPAs of the Bank**

Union Bank of India

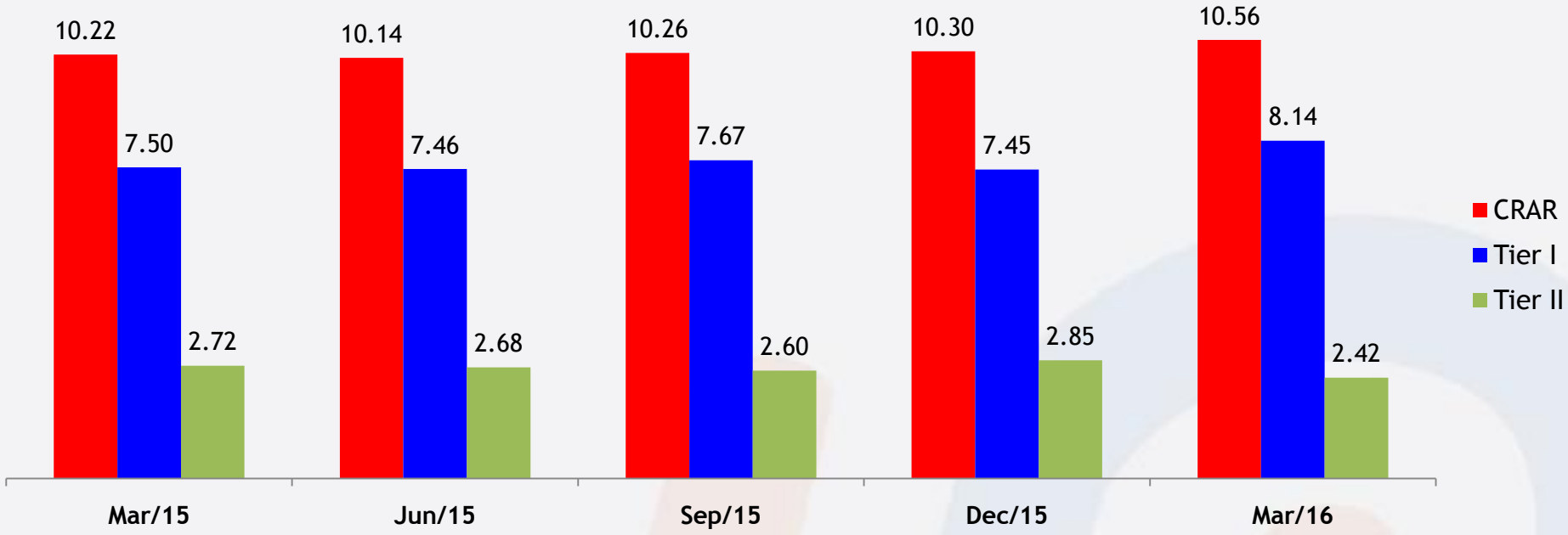
Sector wise Standard Restructured Accounts

(₹ crore)

	Sector	Amt.	% to Standard Restructured
1	Infrastructure	3800	44.3
a.	Power	2870	33.5
	w/w SEBs	1311	15.3
2	Engineering	951	11.1
3	Iron & Steel	498	5.8
4	Textiles	474	5.5
5	Hotel	427	5.0

		Amt	% to Standard Restructured Advances	% to Gross Loans
	Outstanding Standard Restructured Assets	8572		3.1
	W/w			
	-SEBs	1311	15.3	0.5
	-Stalled Projects	300	3.5	0.1

Basel III: Capital Adequacy

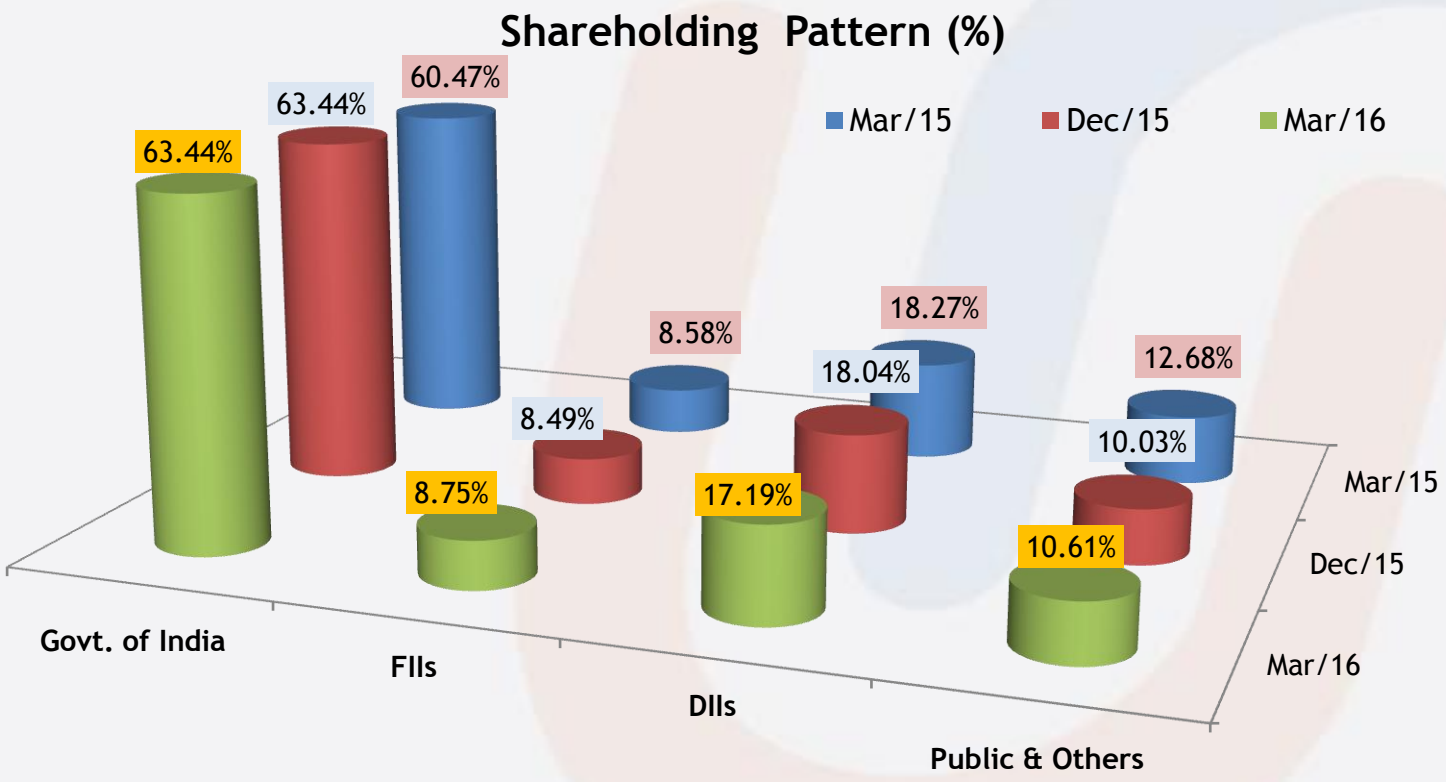


(₹ crore)

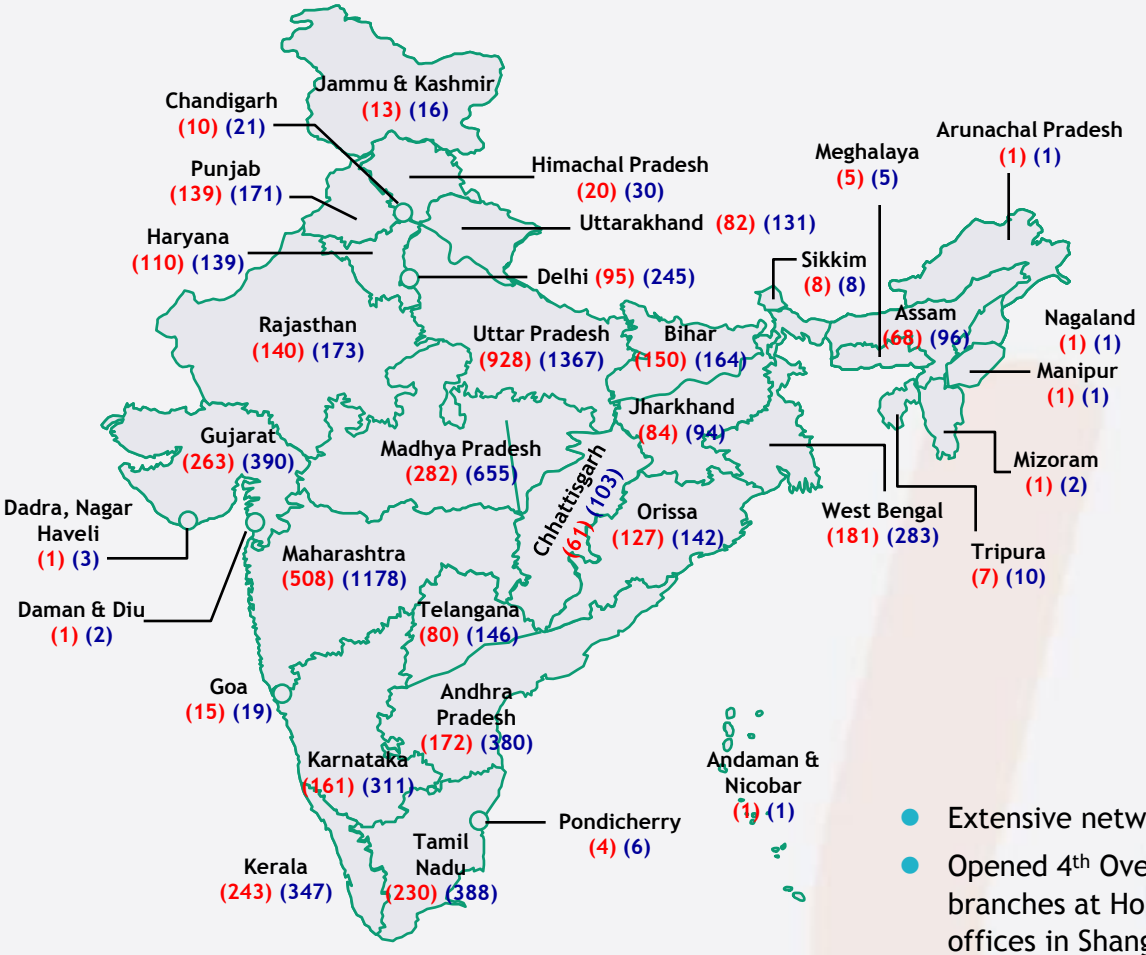
	Mar 2015	Jun 2015	Sep 2015	Dec 2015	Mar 2016
Risk Weighted Assets	253162	254537	260508	258677	273791
Capital Funds	25885	25805	26740	26632	28932
CRAR-BASEL III (%)	10.22	10.14	10.26	10.30	10.56
CET Ratio (%)	7.24	7.20	7.42	7.45	7.95

Shareholding Details

- Share Capital ₹687.4 crore
- No. of Equity Shares: 68.7 crore
- Net worth: ₹ 19764 crore
- Book Value per share ₹ 287.5
- Return on Equity 6.84%
- Market Cap ₹ 8992 crore

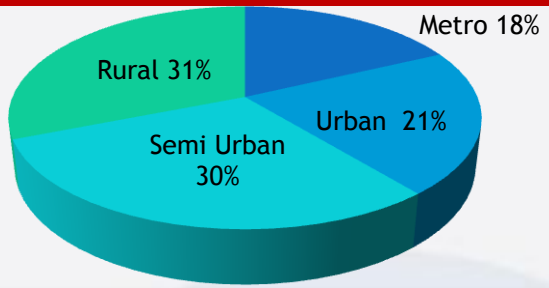


Extensive & specialized distribution network focused on the needs of the different business segments



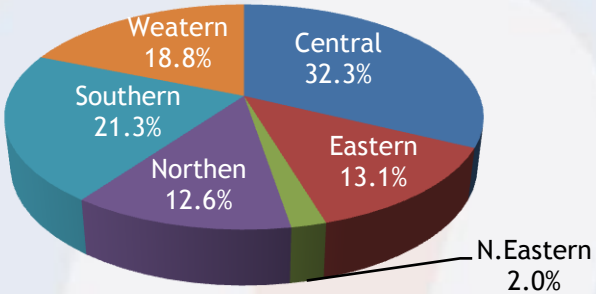
Domestic Branches (4,196) # ATMS (6883)

Branch Distribution by Urbanization



61% branches in rural/semi-urban markets

Branch Distribution by Geography



Geographical diversification minimizes regional risks

- Extensive network across India
- Opened 4th Overseas branch in Sydney, Australia during Q4 FY 2016. Overseas branches at Hong Kong, 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 31 extension counters, 60 satellite offices and 47 service branches in addition to its regular bank branches as of March 31 2016

Financial Inclusion

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 March 31, 2016	58.2 Lakh
Deposits	₹ 858 Crore
RuPay Cards issued	55.3 Lakh
Aadhar Seeding	17.4 Lakh

Progress under PMSBY, PMJJBY and APJ Schemes	
Scheme Name	**Total Enrolments**
Pradhan Mantri Suraksha Bima Yojana **(PMSBY)**	29.00 Lakh
Pradhan Mantri Jeevan Jyoti Bima Yojana **(PMJJBY)**	11.72 Lakh
Atal Pension Yojana **(APJ)**	0.53 Lakh

Pradhan Mantri Suraksha Bima Yojana

Pradhan Mantri Jeevan Jyoti Bima Yojana

Progress under Mudra Yojana			
Category	**No. of Account**	**Sanctioned amount (₹ crore)**	**Outstanding amount (₹ crore)**
Shishu (< ₹ 50k)	135380	364.89	312.26
Kishor (Above ₹ 50k-5 Lakh)	62871	1154.51	1005.06
Tarun (Above ₹ 5 Lakh-10 Lakh)	6478	477.91	408.13
Total	204729	1997.31	1725.45

Awards & Recognition

1st Best Corporate Vigilance Excellence Award (2015-16) in corporate category in 7th Conclave of Vigilance Officers

Golden Peacock Award for excellence in HR practice in 10th International Conference on Corporate Social Responsibility.

Skoch Financial Inclusion and Deepening Award 2015

CNBC TV 18 Financial Advisors Awards 2014 -15 in Best PSU Banks

MSME Banking Excellence Awards 2015 from Chamber of Indian Micro Small & Medium Enterprises (CIMSME)

1. Best Bank Award for Promotional Schemes – Winner
2. Best Bank Award for Mudra Yojna - Runner Up

National Award for Innovative Training Practices" (Second Prize for 2014-15) by Indian Society for Training & Development (ISTD)

Excellence in Innovation' Award 2015 for implementation of M Passbook from Financial Insights, International Data Corporation (IDC)

"ICT4 Development Awards 2015" from ASSOCHAM in the areas of Green IT (Tabulous Banking, eKYC application, and M Passbook application

"elets Awards 2015" for "Multi Channel Payment Solution (IMPS)" from elets Technomedia Pvt. Ltd.

SKOCH order of Merit Awards 2015 for:

1. eKYC implementation
2. Financial Inclusion Technology
3. Kendriya Vidayalaya Fee Collection

NPCI Award 2015 under:

1. Special category for implementation of IMPS through branches
2. Recognition Award 2015 in issuance of RuPay cards

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.

यूनियन बैंक ऑफ इंडिया
अच्छे लोग, अच्छा बैंक

Union Bank of India
Good people to bank with

Investor queries: investor.relations@unionbankofindia.com