

यूनियन बैंक
ऑफ इंडिया
अच्छे लोग, अच्छा बैंक



Union Bank
of India
Good people to bank with

Financial Results

Q3 & 9M
FY 2016-17

February 8, 2017

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#1 Business Performance

#2 Financials

#3 Structural Transformation

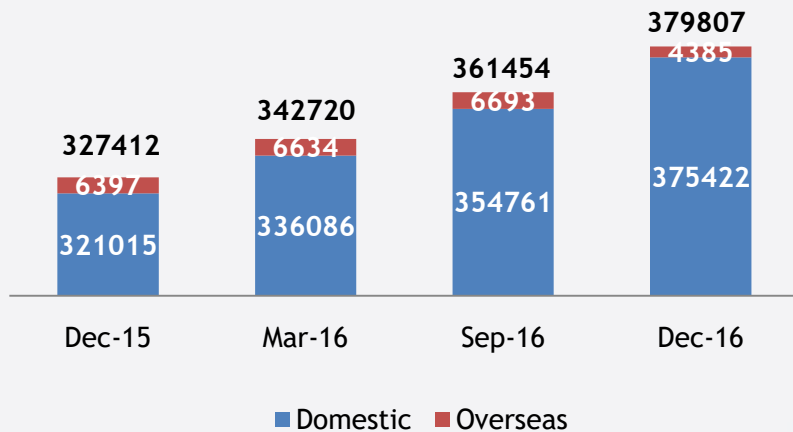
#4 Awards & Accolades



Total Business	₹ 656819 crore
Gross Advances	₹ 277012 crore
Total Deposits	₹ 379807 crore
Net Profit (Q3FY17)	₹ 104 crore
Net Profit (9MFY17)	₹ 447 crore
Earning Per Share (9MFY17)	₹ 8.67
ROA (%) (9MFY17)	0.14
ROE (%) (9MFY17)	3.05
Net NPA Ratio	6.95
Basel III Tier I CAR	8.51
Basel III Total CAR	11.36
Branches	4237
ATMs	7496

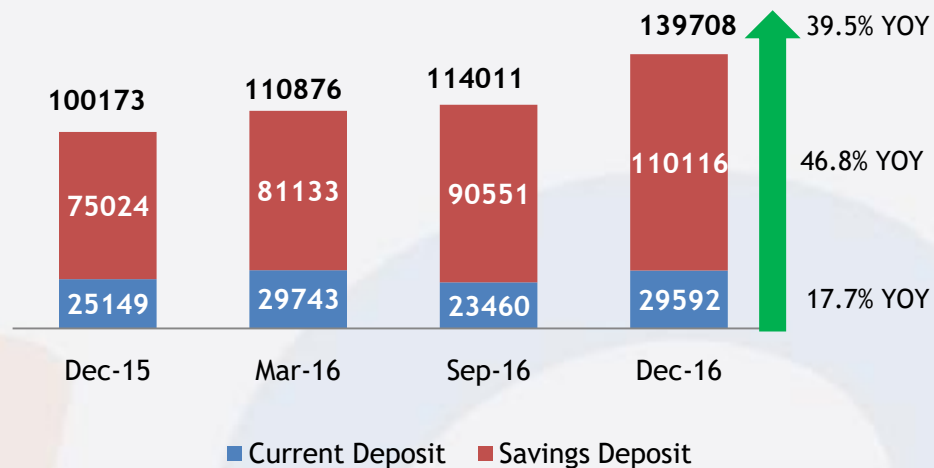
Total Deposits

₹ crore

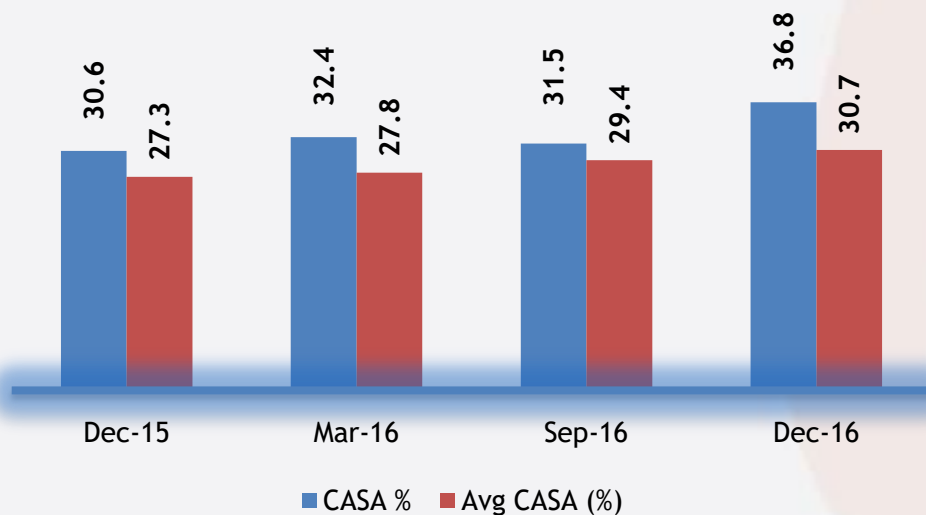


CASA Portfolio

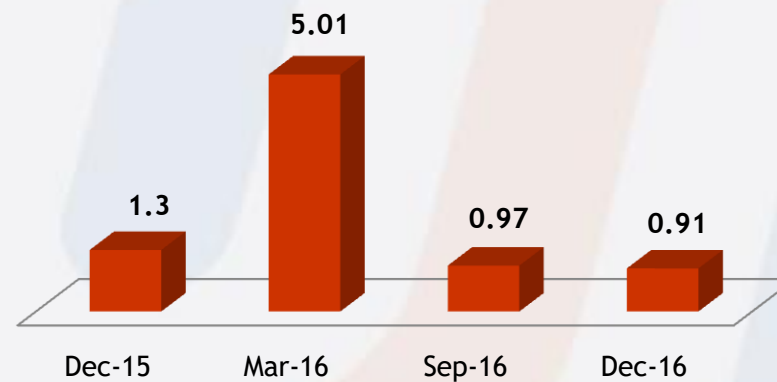
₹ crore



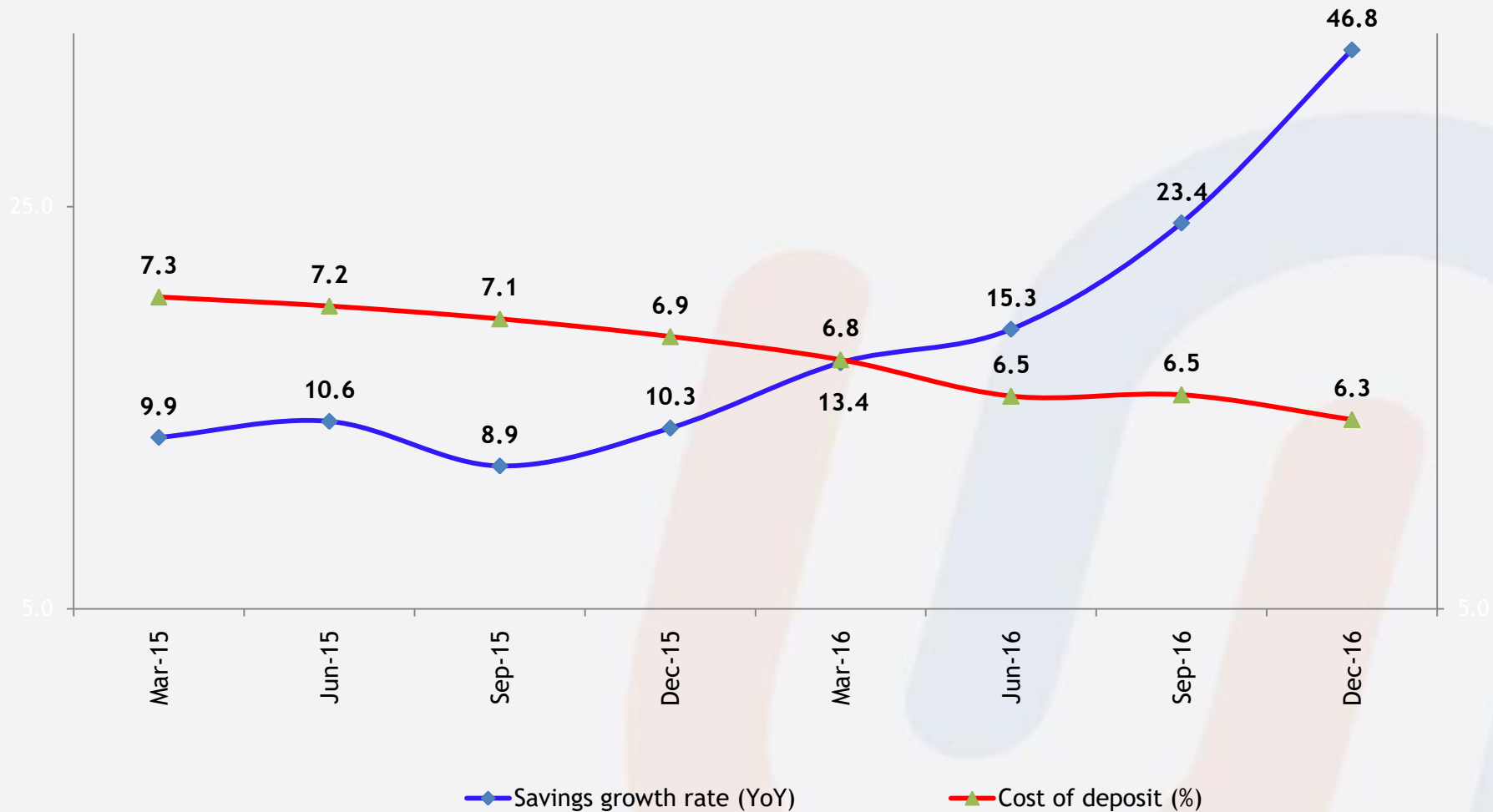
CASA Composition



High Cost Deposits(%)

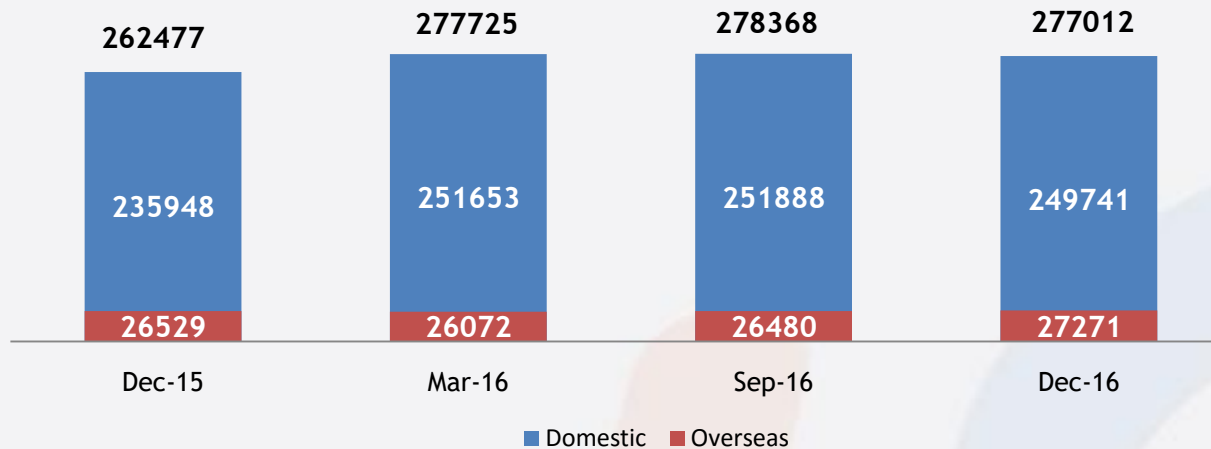


Movement in savings deposit growth and Cost of Deposit



Gross Advances

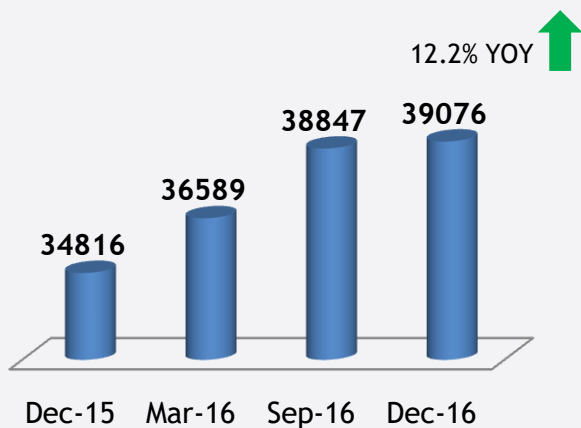
₹ crore



Retail Advances

₹ crore

12.2% YOY ↑

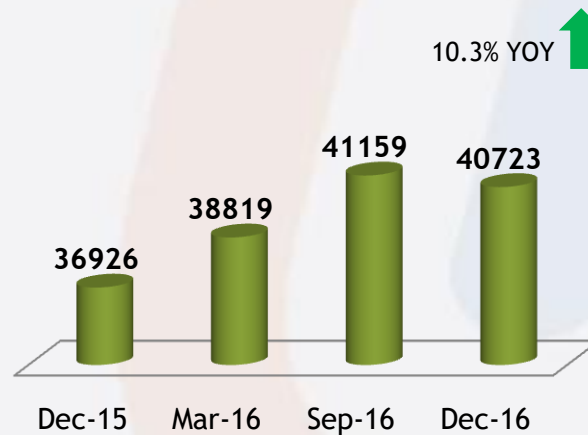


■ Retail Advances

Agriculture

₹ crore

10.3% YOY ↑

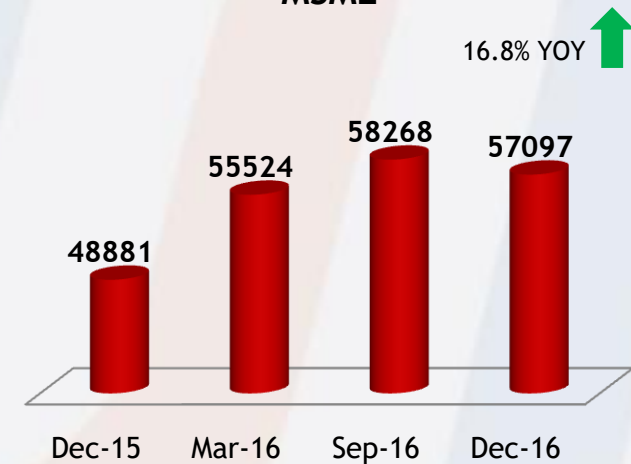


■ Agriculture

MSME

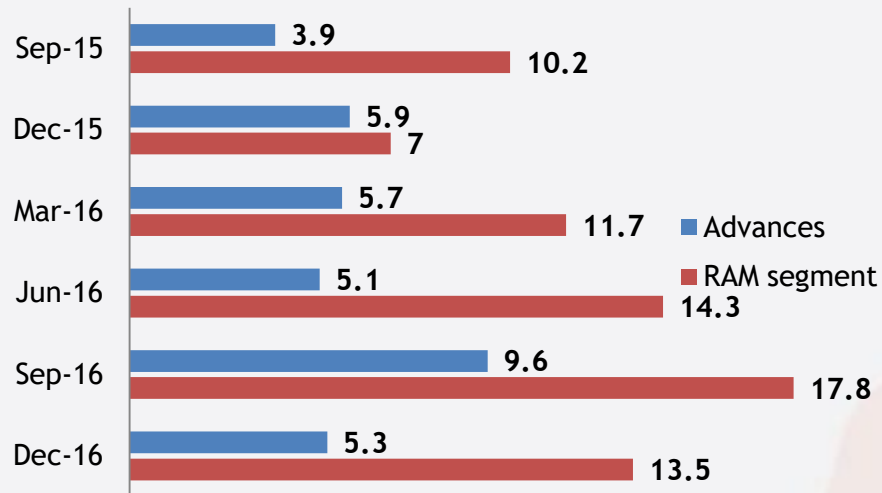
₹ crore

16.8% YOY ↑

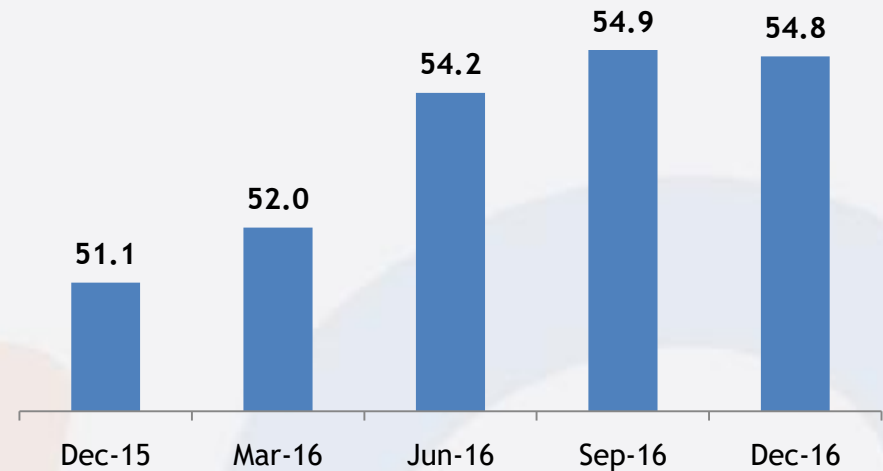


■ MSME

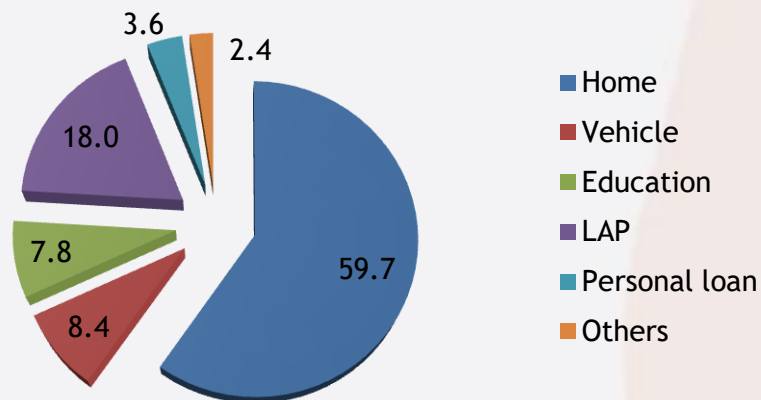
Annual Growth (%)



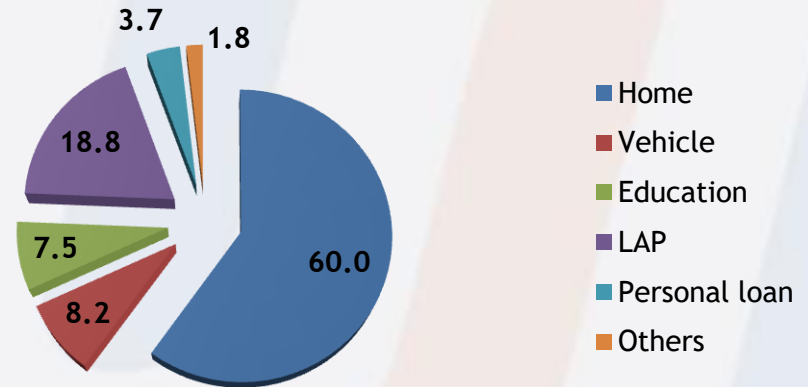
RAM* share (%) in Domestic advances



Dec-15



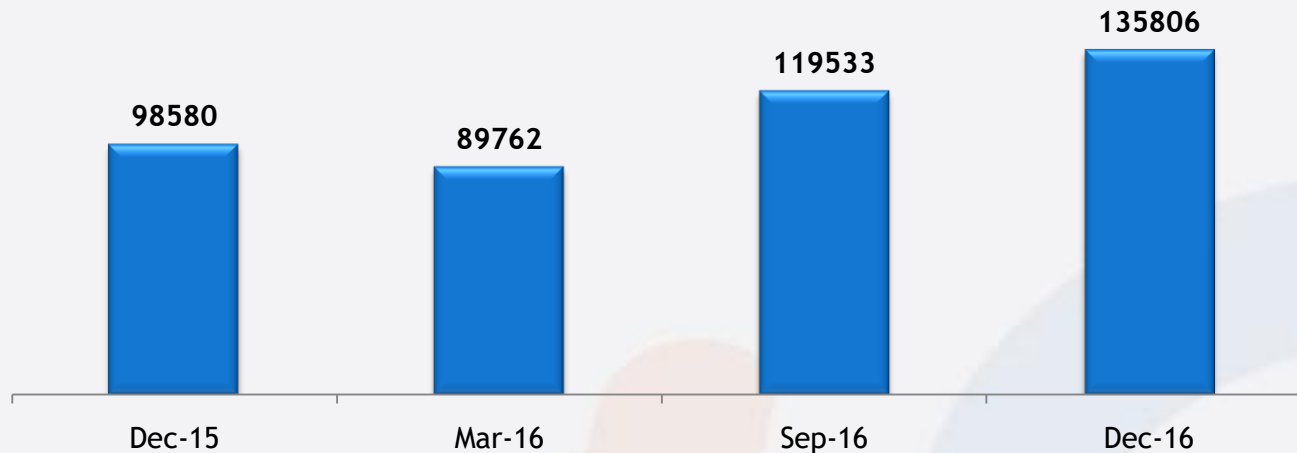
Dec-16



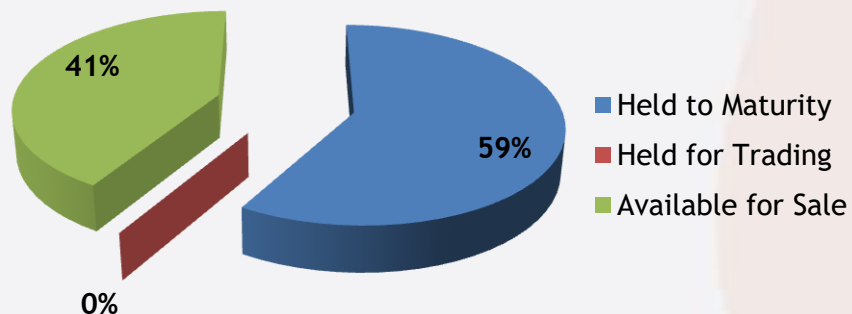
*Retail, Agriculture and MSME collectively called as "RAM sector"

S No.	Sectors	Top 10 Sectors (% Share in Domestic Advances)			Amount (₹ crore)	
		Dec 2015	Mar 2016	Sep 2016	Dec 2016	Dec 2016
1	Agriculture	15.6	15.5	16.3	16.3	40723
2	Retail Advances	14.7	14.5	15.4	15.6	39076
3	Infrastructure	16.1	13.6	14.5	15.6	38935
4	NBFCs and HFCs	8.6	11.0	10.6	12.7	31830
5	Trade	11.4	11.5	12.1	11.3	28262
6	Basic Metal Products	5.0	5.2	5.5	5.6	13912
7	Food Processing	2.8	2.8	3.3	3.4	8513
8	Textiles	3.0	2.9	2.7	2.8	6914
9	Construction	2.1	2.0	2.2	2.2	5501
10	All Engineering	2.0	1.8	2.0	2.1	5220
Total		81.3	80.8	84.6	87.6	218886

Investment in (₹) Crore



Investment Composition (%)



	Dec 2016	% to Total Investment	Duration (Years) Dec-16
Held to Maturity	79603	58.61	3.83
Held for Trading	5	0.01	0
Available for Sale	56198	41.38	2.82
Total Investment	135806	100.00	3.45

Branches at Hong Kong, DIFC (Dubai), Antwerp (Belgium) and Sydney (Australia)

Representative Offices at Shanghai, Beijing and Abu Dhabi

Union Bank of India (UK) Limited, a wholly owned subsidiary of the Bank

Total Overseas Business of the Bank stood at ₹ 31656 crore as on Dec-2016

(₹ crore)

	As at 31.12.15	As at 31.03.16	As at 30.09.16	As at 31.12.16	Growth (%)	
					Y-o-Y	Q-o-Q
LIABILITIES						
Capital	687	687	687	687	0.0	0.0
Reserves and surplus	21387	22204	22755	22890	7.0	0.6
Deposits	327412	342720	361454	379807	16.0	5.1
Borrowings	32466	30958	37541	39949	23.0	6.4
Other Liabilities and Provisions	8868	8127	9549	9208	3.8	-3.6
Total	390820	404696	431986	452541	15.8	4.8
ASSETS						
Cash and Balances with Reserve Bank of India	15450	15605	15466	19117	23.7	23.6
Balances with Banks and Money at call and Short Notice	12029	13672	12855	13497	12.2	5.0
Investments	92278	89208	119031	135222	46.5	13.6
Advances	253705	267354	265205	262659	3.5	-1.0
Fixed Assets	2714	3940	3839	3851	41.9	0.3
Other Assets	14644	14917	15590	18195	24.2	16.7
Total	390820	404696	431986	452541	15.8	4.8

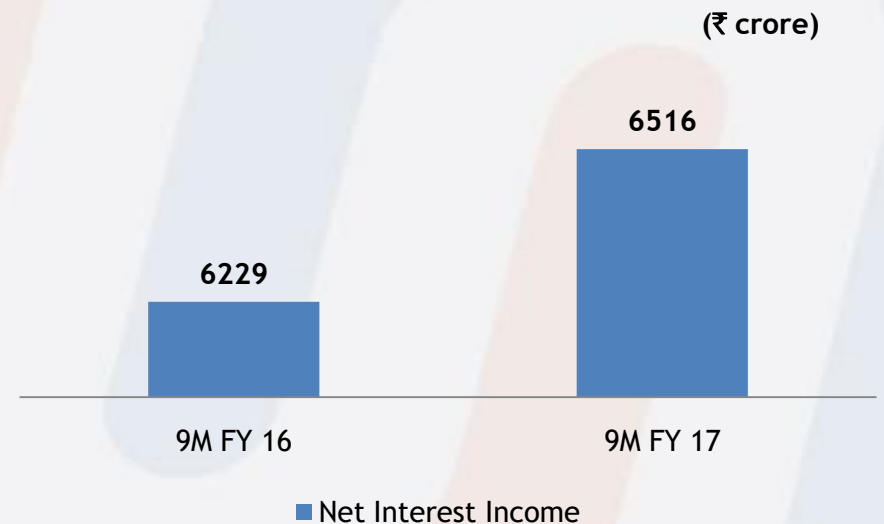
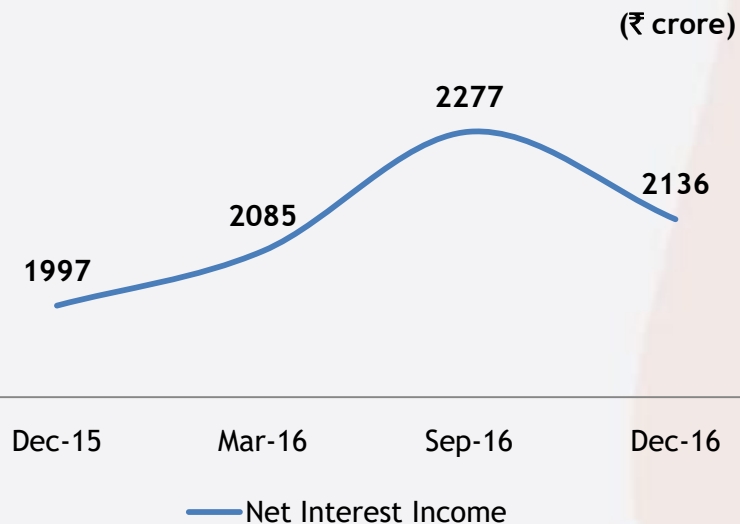
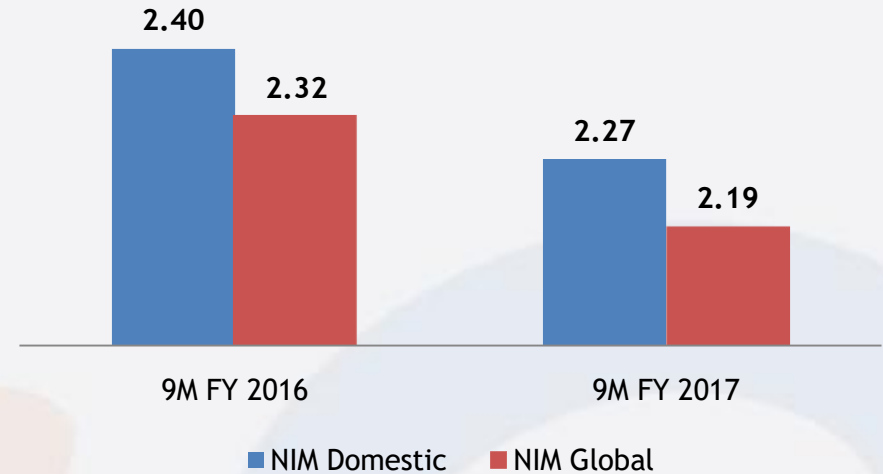
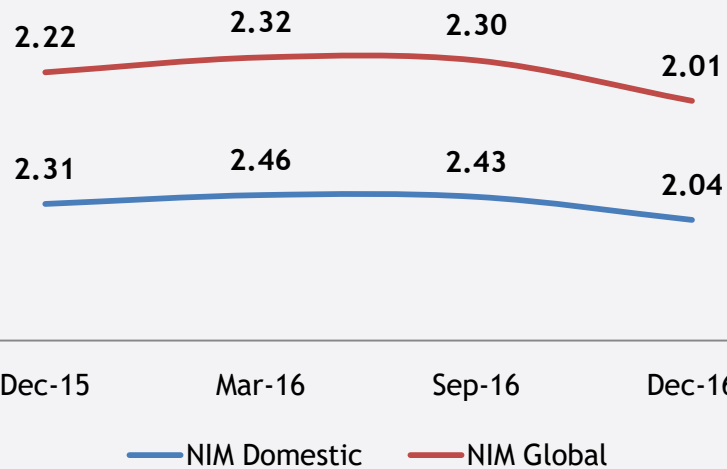
#1 Business Performance

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Parameters	Dec-15 (Q3)		Sep-16 (Q2)		Dec-16 (Q3)		9M FY 2016		9M FY 2017	
	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global
Cost of Deposit	7.03	6.94	6.55	6.47	6.35	6.28	7.17	7.08	6.49	6.42
Cost of Funds	6.44	6.14	5.78	5.58	5.52	5.34	6.56	6.28	5.78	5.57
Yield on Advances	10.15	9.39	9.65	8.95	9.14	8.59	10.43	9.70	9.47	8.83
Yield on Investment	7.35	7.29	7.30	7.26	7.19	7.14	7.52	7.48	7.39	7.34
Yield on Funds	8.59	8.21	8.04	7.72	7.40	7.20	8.79	8.45	7.88	7.60

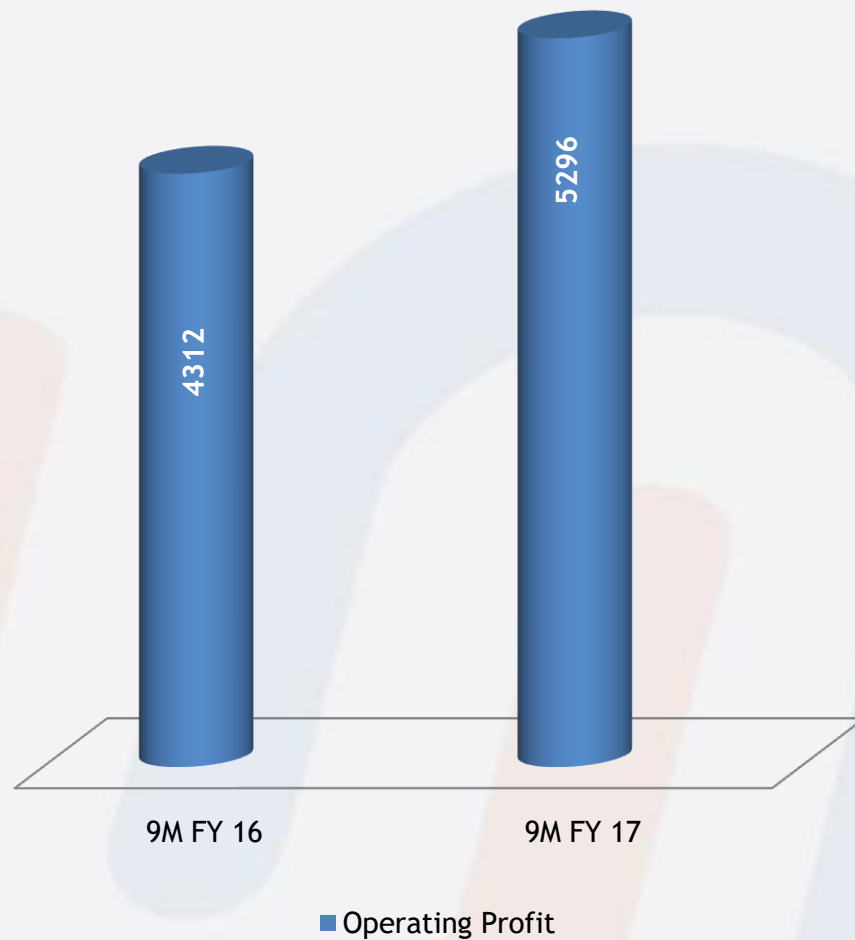


(₹ crore)

Parameters	Dec-15 (Q3)	Mar-16 (Q4)	Sep-16 (Q2)	Dec-16 (Q3)	Growth (%) YOY	Growth (%) QOQ	9M FY 2016	9M FY 2017	Growth
a. Core Non Interest Income	437	551	498	472	8.0	-5.1	1329	1427	7.4
b. Treasury Income	421	390	598	822	95.4	37.4	1177	1968	67.2
W/w									
• Profit on Sale of Investments	257	206	466	694	170.4	48.9	710	1477	107.9
• Exchange Profit	164	184	132	128	-22.0	-3.1	467	491	5.2
c. Recovery in Written off Accounts	34	56	43	45	30.3	3.6	130	124	-4.6
Total	892	997	1139	1339	50.1	17.6	2635	3519	33.5

(₹ crore)

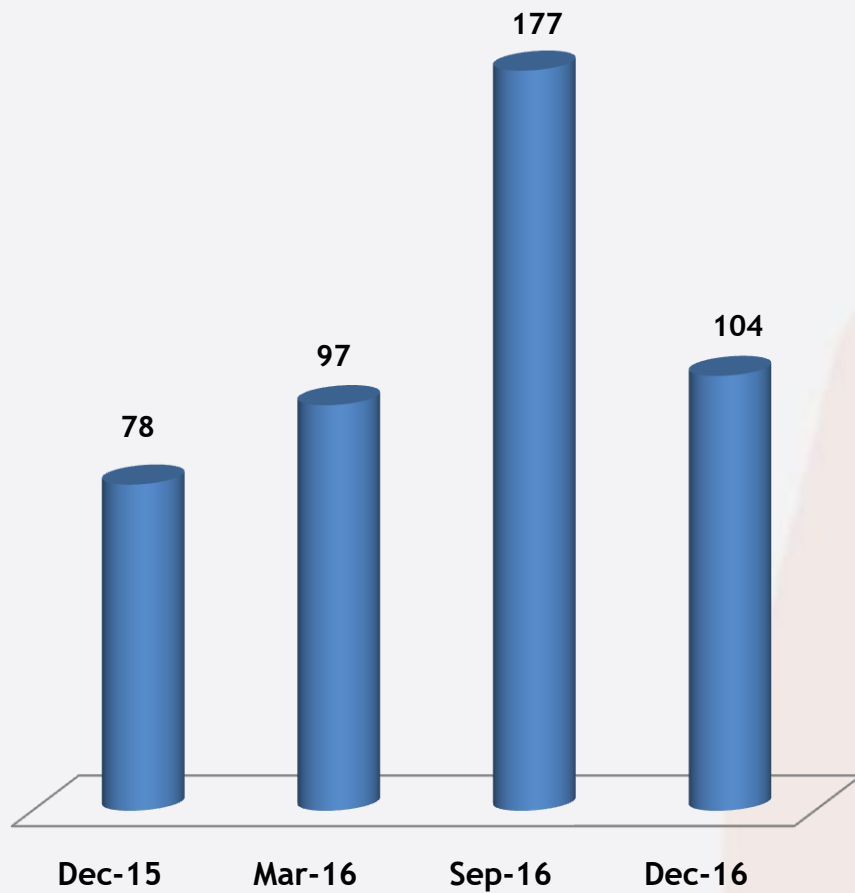
(₹ crore)



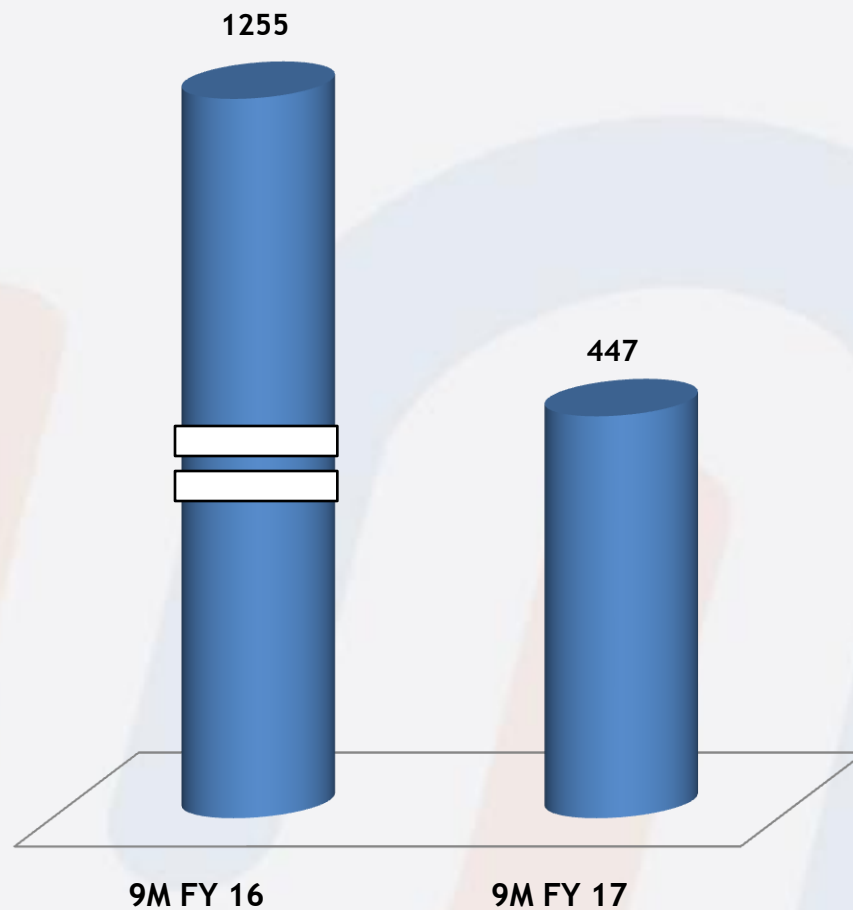
(₹ crore)

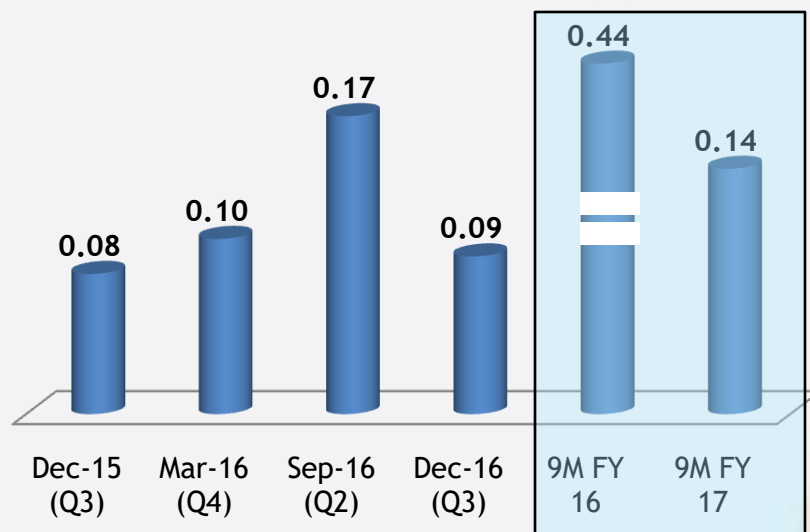
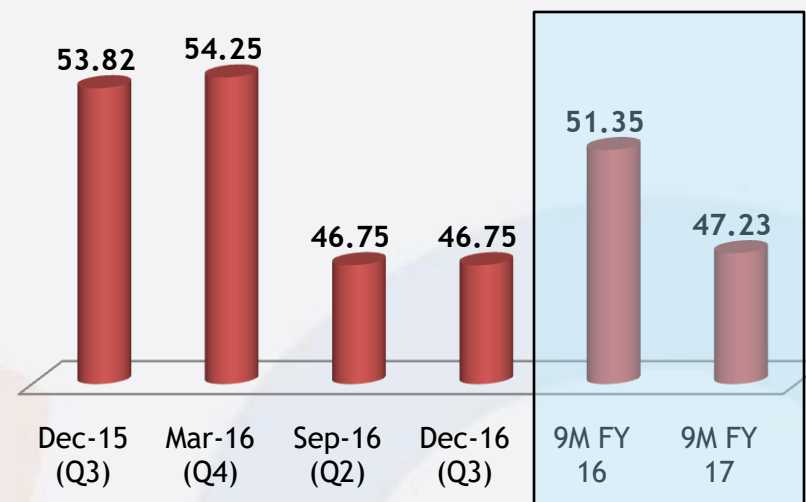
Parameters	Dec-15 (Q3)	Mar-16 (Q4)	Sep-16 (Q2)	Dec-16 (Q3)	9M FY 16	9M FY 17
NPAs	1243	2008	1598	1582	2647	4527
Standard Assets	-17	-63	124	78	-37	257
Depreciation on Investment	21	42	-12	81	107	27
Shifting Loss	0	0	0	0	6	2
Restructured Advances	-6	-305	-1	-10	-318	-22
Others (FITL etc)	-4	-118	-89	-61	-92	-148
Taxation	18	-252	23	77	665	206
Total	1256	1312	1643	1747	2978	4849

(₹ crore)



(₹ crore)



Return on Avg. Assets (%)

Cost to Income(%)


S. No.	Efficiency Parameters	Dec-15 (Q3)	Mar-16 (Q4)	Sep-16 (Q2)	Dec-16 (Q3)	9M FY 16	9M FY 17
1	Return on Equity (%)	1.53	1.95	3.56	2.17	8.13	3.05
2	Book Value Per Share	299.62	287.51	288.55	279.51	299.62	284.50
3	Earnings per share	4.57	5.62	10.27	6.06	25.63	8.67

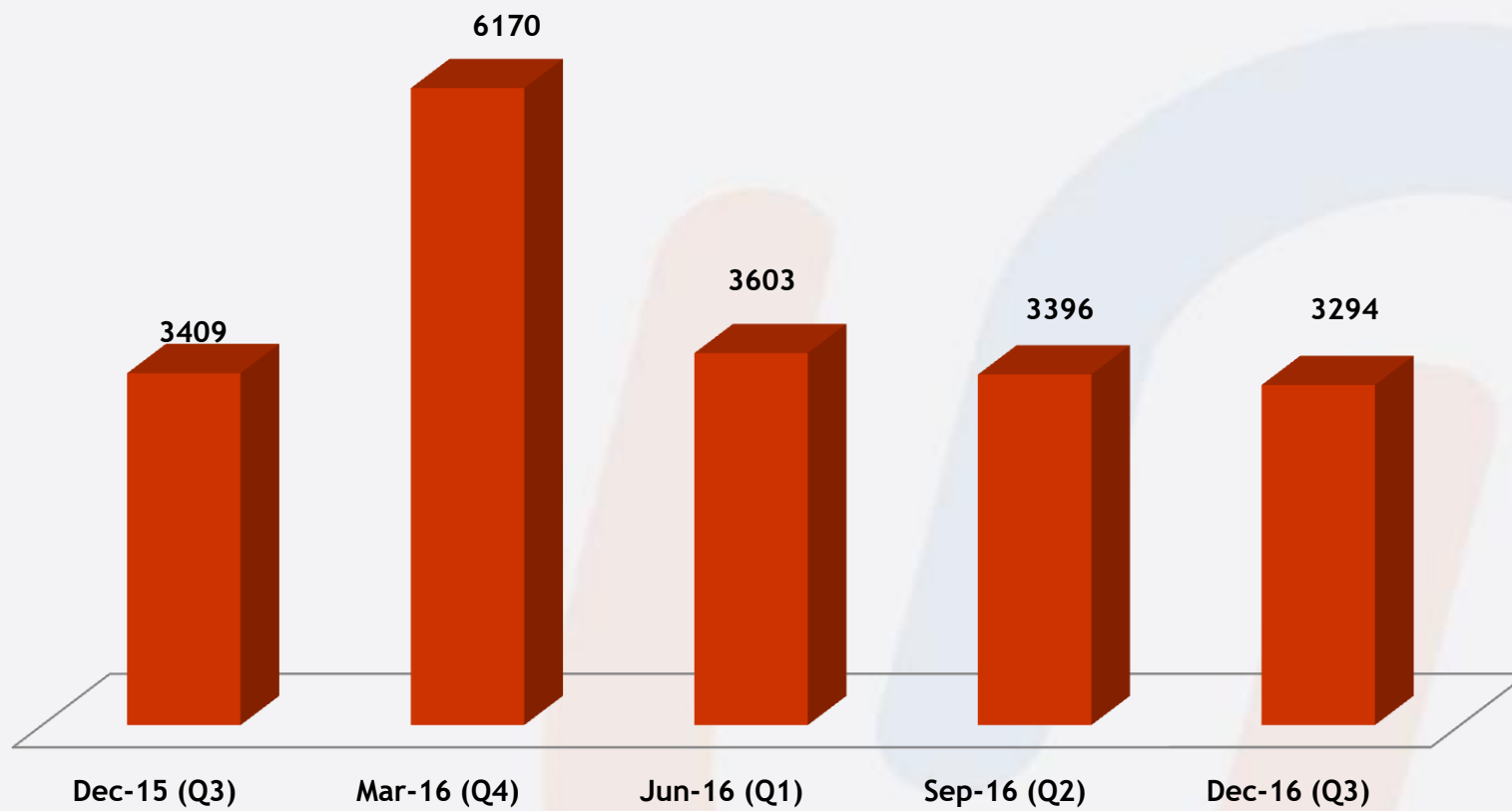
Sn.	Profitability Parameters		Dec-15 (Q3)	Mar-16 (Q4)	Sep-16 (Q2)	Dec-16 (Q3)	9M FY 16	9M FY 17
1	Business per Branch	₹ crore	141.5	147.7	151.8	155.02	143.2	155.02
2	Business per employee	₹ crore	16.3	17.5	17.0	17.6	16.5	17.6
3	Gross Profit per Branch	₹ crore	1.3	1.3	1.7	1.7	1.4	1.7
4	Gross Profit per Employee	₹ lacs	14.9	15.9	19.4	19.9	16.1	18.9
5	Net Profit per Branch	₹ lacs	7.6	9.2	16.1	9.8	40.6	14.1
6	Net Profit per Employee	₹ lacs	0.9	1.1	1.9	1.1	4.7	1.6

(₹ crore)

Parameters	Dec-15 (Q3)	Mar-16 (Q4)	Sep-16 (Q2)	Dec-16 (Q3)	9M FY 16	9M FY 17
Gross NPAs - Opening	15541	18495	27281	29862	13031	24171
Add : Additions	3409	6170	3396	3294	6698	10293
Less : Reductions	455	494	815	753	1233	2061
1. Recoveries	77	204	251	254	404	855
2. Upgradation	119	191	416	101	143	658
3. Write Off	259	99	148	398	686	548
Gross NPAs- Closing	18495	24171	29862	32403	18495	32403
Gross NPA (%)	7.05	8.7	10.73	11.70	7.05	11.70
Net NPA	10322	14026	16948	18246	10322	18246
Net NPA (%)	4.07	5.25	6.39	6.95	4.07	6.95
Provision Coverage Ratio (%)	55.00	51.00	50.45	50.62	55.00	50.62
Credit Cost (%)	1.92	2.97	2.34	2.28	1.34	2.18

(₹ crore)

Slippages



(₹ crore)

Sectors	Slippages During Q3 FY 17	NPAs Dec 2016	% to Total NPAs	% to Sector Loan			
				Dec-15	Mar-16	Sep-16	Dec-16
Retail Loans	53	1167	3.6	2.79	2.54	3.10	2.99
Agriculture	30	2026	6.25	4.81	5.21	5.11	5.61
Micro & Small (MSE)	169	3972	12.25	7.44	7.79	8.50	9.25
Medium & Large	3042	25238	77.9	8.28	11.06	14.66	16.4
Total	3294	32403	100	7.05	8.70	10.73	11.70

(₹ crore)

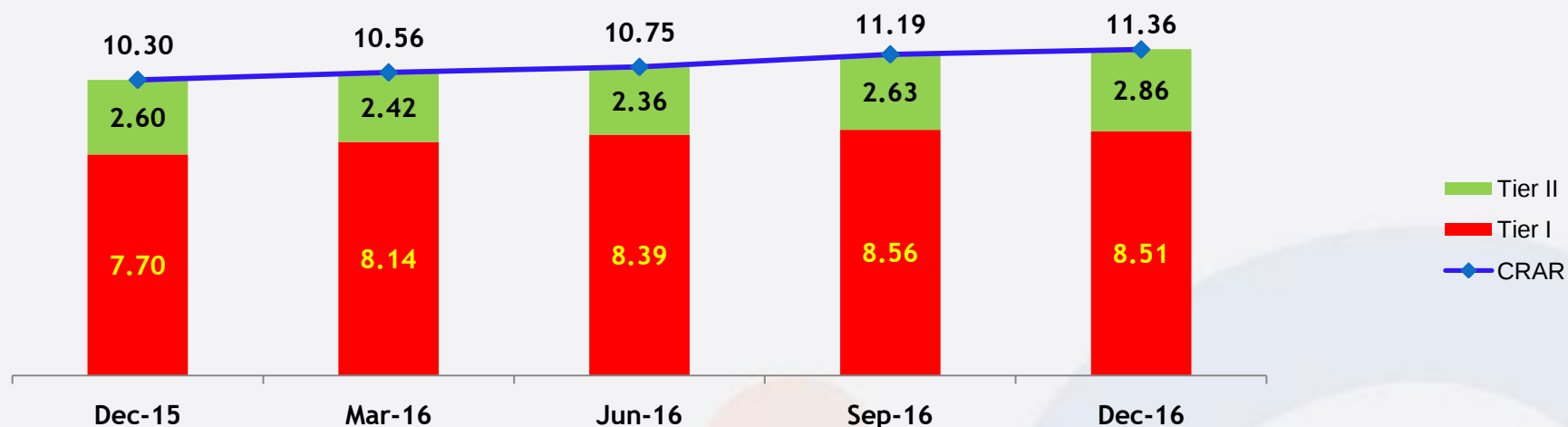
Particulars	Dec-16 (Q3)		
	Standard	NPA	Total
Restructured Assets as on October 01, 2016	5636	10581	16217
Fresh Restructuring during the Quarter	0	0	0
Upgradation to Standard Restructured Accounts during the Quarter	1	-1	0
Restructured Standard Advances which cease to attract higher provisioning and need not be shown as Restructured Assets Quarter	0	0	0
Down gradation of restructured accounts during the Quarter	-291	291	0
Change in Outstanding/Write-off/ Recovery/Closures Quarter	177	-49	128
Restructured Accounts as on Dec 31, 2016	5523	10822	16345

Particulars	Dec-15	Mar-16	Sep-16	Dec-16
Standard Restructured as % to Gross Advances	5.19	3.09	2.02	1.99
Impaired Assets Ratio (GNPA + Standard Res) (%)	12.23	11.79	12.75	13.69
Net Impaired Assets Ratio (NNPA + Standard Res) (%)	9.12	8.45	8.11	8.58

(₹ crore)

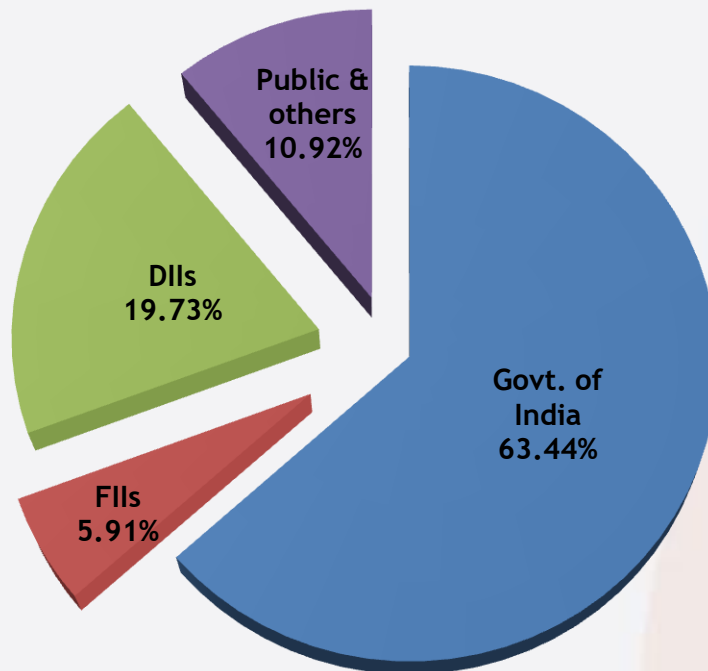
S.N.	Sector	Amt.	% to Standard Restructured
1	Infrastructure	1984	35.9
a.	Power	1166	20.9
b.	Roads	768	13.9
2	Engineering	1018	18.4
3	Textiles	494	8.9
4	Hotel	441	8.0
5	Iron & Steel	380	6.9

Sectors	5:25		SDR		S4A
	During Q3	Total Outstanding	During Q3	Total Outstanding	Total Outstanding
Power	0	2685	109	919	299
Road	0	0	250	450	0
Telecom	0	0	0	1015	0
Port	0	300	0	0	0
Cement	0	300	0	0	0
Refinery	0	210	0	0	0
Steel	0	125	0	1229	0
Construction	0	0	0	1040	258
Hotel	115	115	0	0	0
Real Estate	0	0	0	75	0
Chemicals	0	0	0	0	148
Edible Oil & Seed	0	0	300	300	0
Electrical	0	0	0	0	377
Total	115	3735	659	5028	1083



	(₹ crore)				
	Dec-15	Mar-16	Jun-16	Sep-16	Dec-16
Risk Weighted Assets	258677	273791	267176	281316	281877
Capital Funds	26632	28932	28717	31469	32029
CRAR-BASEL III (%)	10.3	10.56	10.75	11.19	11.36
TIER 1	7.70	8.14	8.39	8.56	8.51

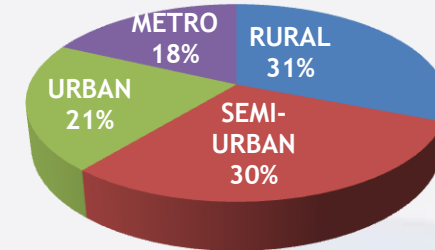
Shareholding Pattern (%)



Share Capital	₹ 687.4 crore
No. of Equity Shares	68.74 crore
Net Worth	₹ 19558 crore
Market Cap	₹ 8462 crore

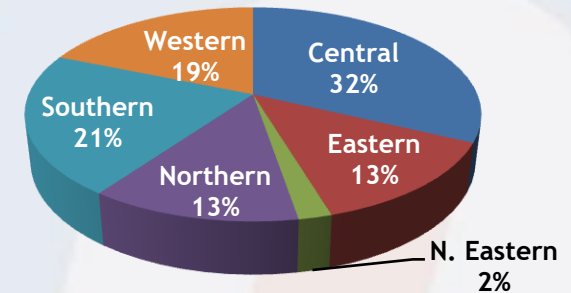
The GOI has decided to infuse Capital of ₹ 721 crore in the Bank During the current Financial Year

Branch Distribution by Urbanization

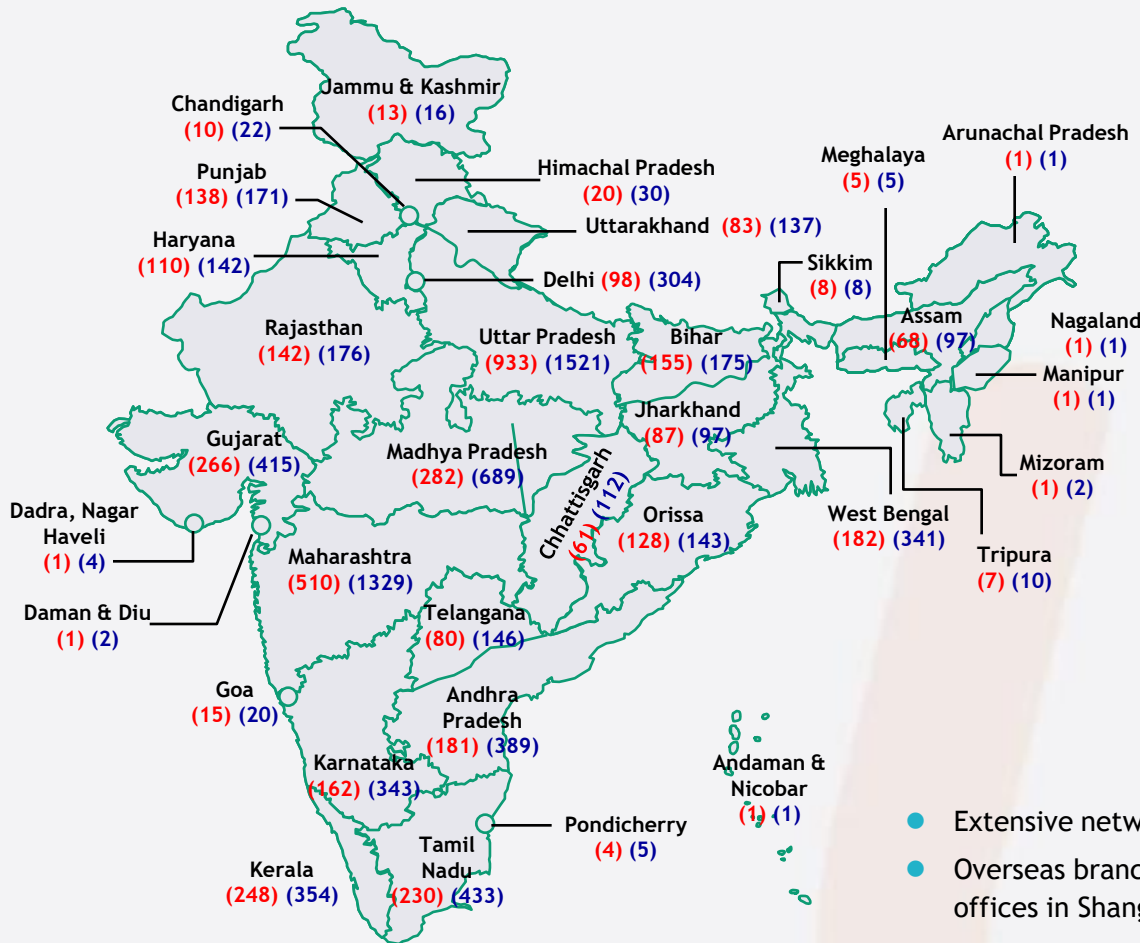


61% branches in rural/semi-urban markets

Branch Distribution by Geography



Geographical diversification minimizes regional risks



Domestic Branches (4,233) # ATMS (7496)

- 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 28 extension counters, 60 satellite offices and 48 service branches in addition to its regular bank branches as of December 31, 2016.



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 December 31, 2016	64.11 Lakh
Deposits	₹ 1565.03 Crore
RuPay Cards issued	53.37 Lakh
Aadhar Seeding	32.48 Lakh


Progress under PMSBY, PMJJBY and APJ Schemes

Scheme Name	Total Enrolments
Pradhan Mantri Suraksha Bima Yojana (PMSBY)	29.4 Lakh
Pradhan Mantri Jeevan Jyoti Bima Yojana (PMJJBY)	12.4 Lakh
Atal Pension Yojana (APJ)	1.21 Lakh

JAN-DHAN SE JAN SURAKSHA

Pradhan Mantri
Suraksha Bima Yojana

Pradhan Mantri
Jeevan Jyoti Bima Yojana

Atal
Pension
Yojana


Progress under Mudra Yojana			
Category	No. of Accounts	Sanctioned Amount (₹ crore)	Outstanding Amount (₹ crore)
Shishu (< ₹ 50k)	35676	116.08	102.54
Kishor (Above ₹ 50k-5 Lakh)	54102	1041.08	935.84
Tarun (Above ₹ 5 Lakh-10 Lakh)	5568	412.63	358.51
Total	95346	1569.78	1396.89

#1 Business Performance

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#4 Awards & Accolades

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

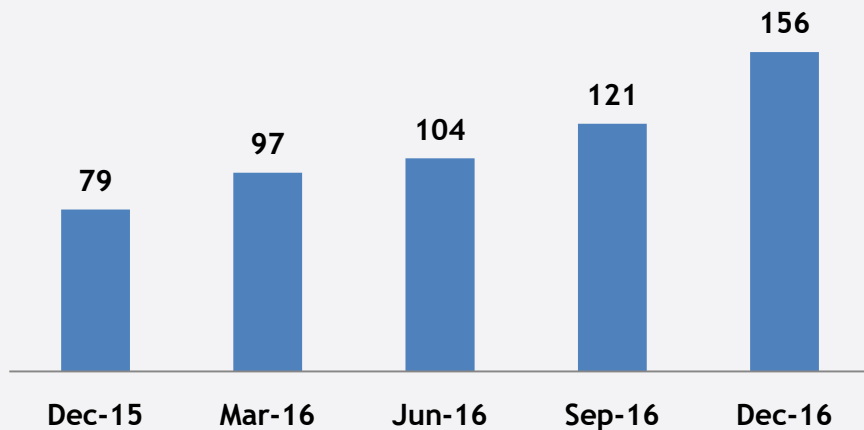
- Specific focus on 4 sets of Marketing Officers with defined key roles:
 - Set 1: Attached to Regional Offices
 - Set 2: Mapped to respective Union Loan Points
 - Set 3: Tabulous Banking
 - Set 4: Government Business

Focused approach for increasing Agri-Business

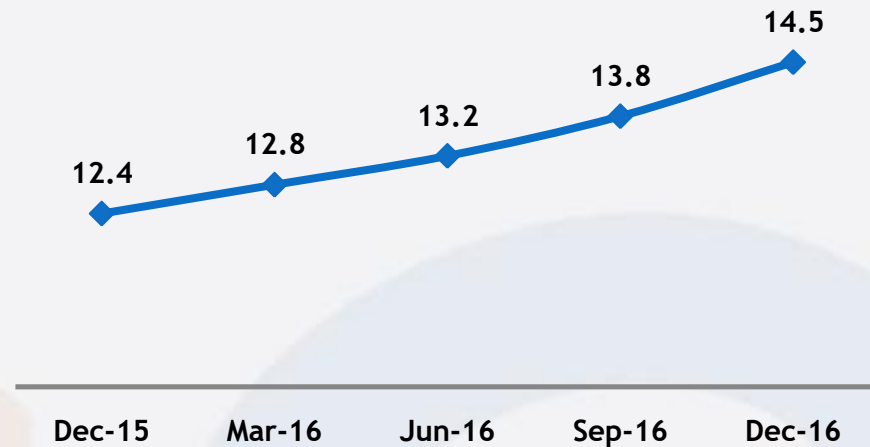
- Focus on business share and potential of rural and semi-urban branches
- Introduction of new role of **Area Manager**
- **Creation of homogeneous cluster of branches**
- **Enhancing monitoring & efficiency of branches**

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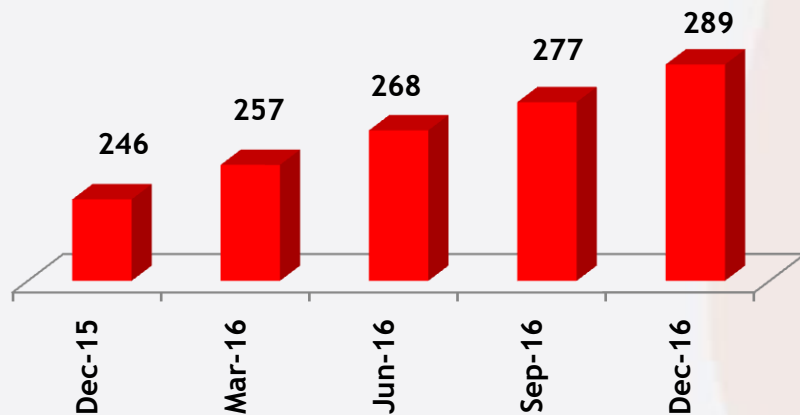
Mobile Banking Transactions (In Lacs)



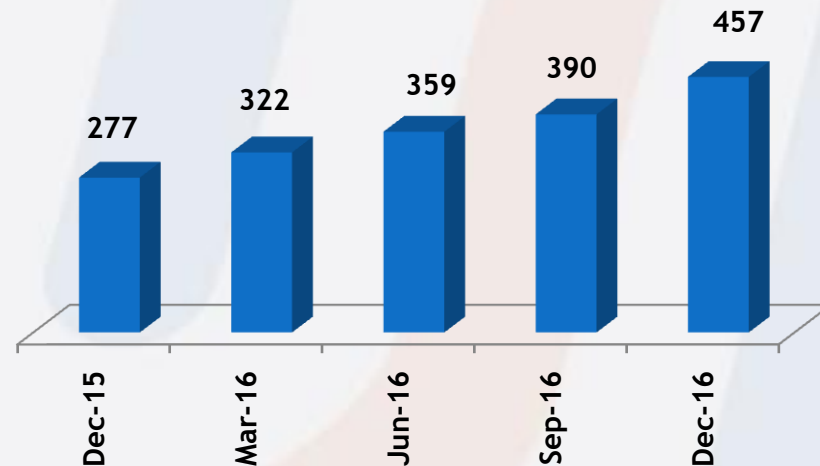
Internet Banking (lacs)



Debit Card (lacs)



Mobile Banking Users (Thousands)



#1 Business Performance

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#4 Awards & Accolades



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.

Award in the area of Digitization

Skoch order of merit on Digital Inclusion

FIS award for long lasting relationship

Award in the area of MSME

Top Performer Financial institution (MSME) (FECO)

Disclaimer

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