

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



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

# Financial Results

**Q2/FY18**  
**&**  
**H1/FY18**

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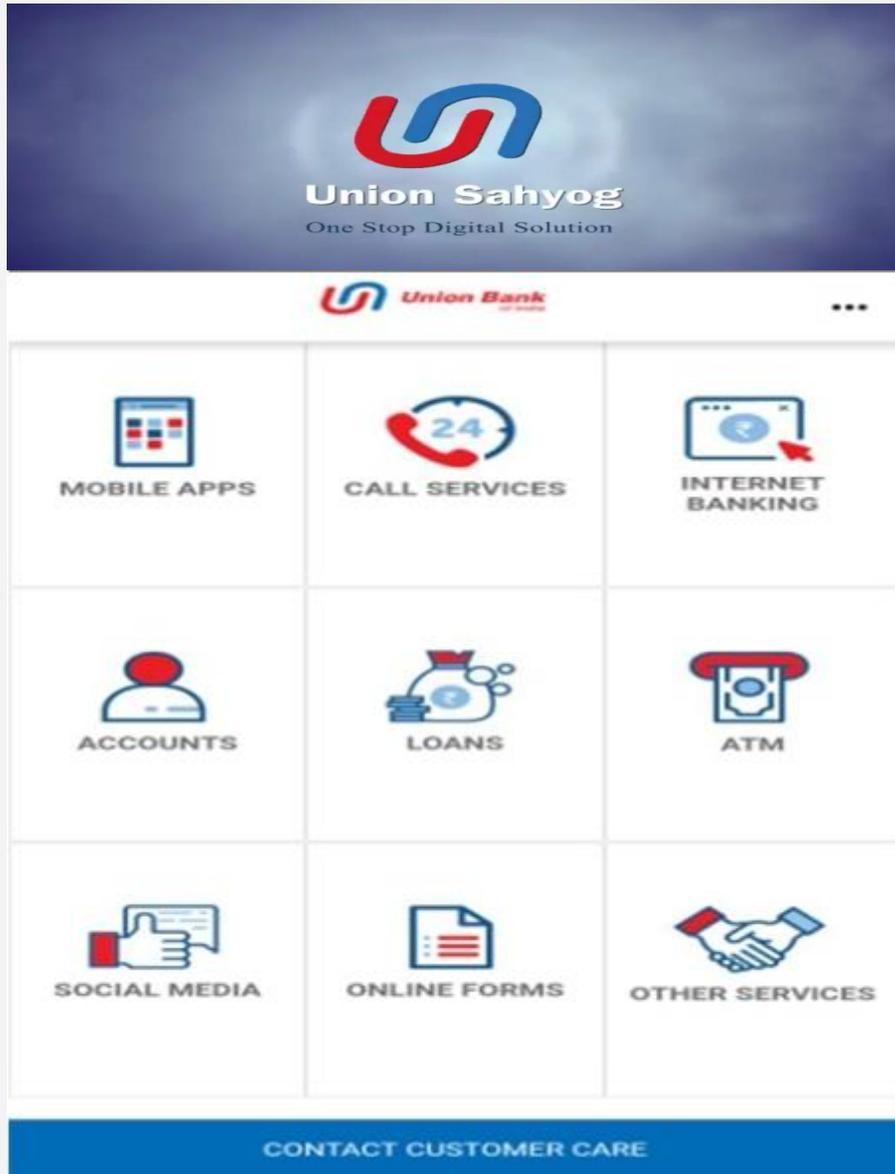
**November 03, 2017**

**#1** Business Performance

**#2** Financials

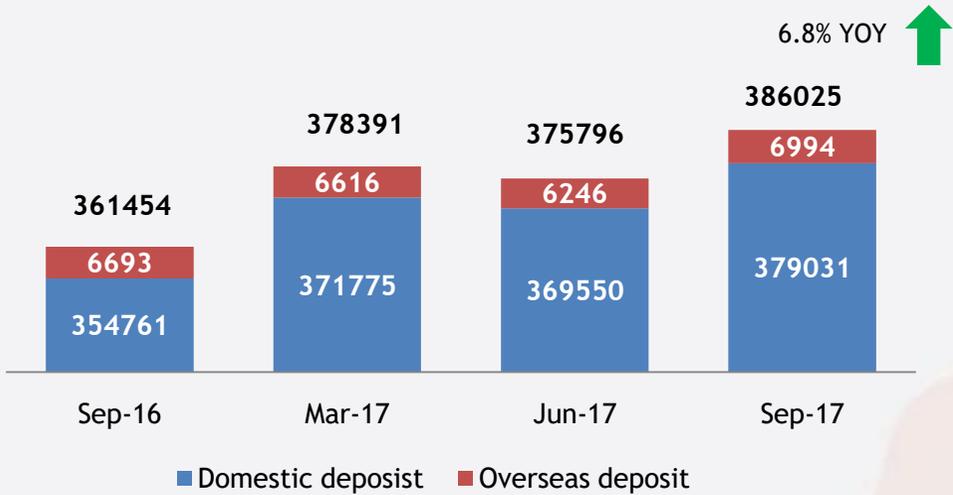
**#3** Structural Transformation

**#4** Awards & Accolades



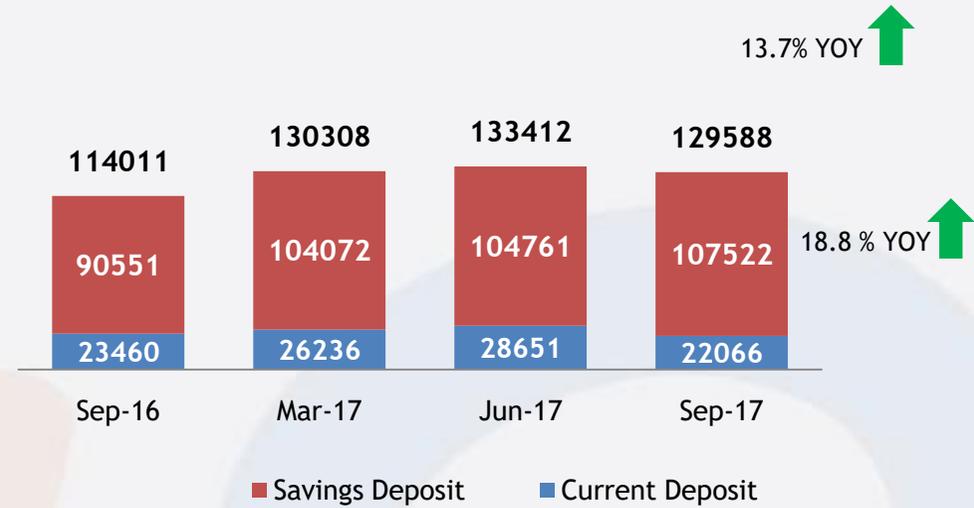
Total Business	₹ 695978 crore
Gross Advances	₹ 309953 crore
Total Deposits	₹ 386025 crore
Operating Profit	₹ 1939 crore
Net NPA Ratio	6.70 %
Basel III Tier I CAR	8.50 %
Basel III Total CAR	11.22 %
Branches	4295
ATMs	7674

**Total Deposits**

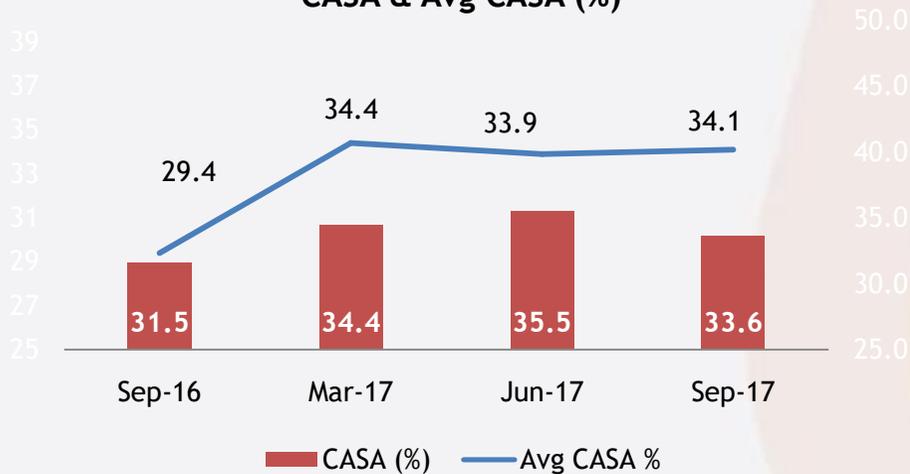


**CASA Portfolio**

₹ crore



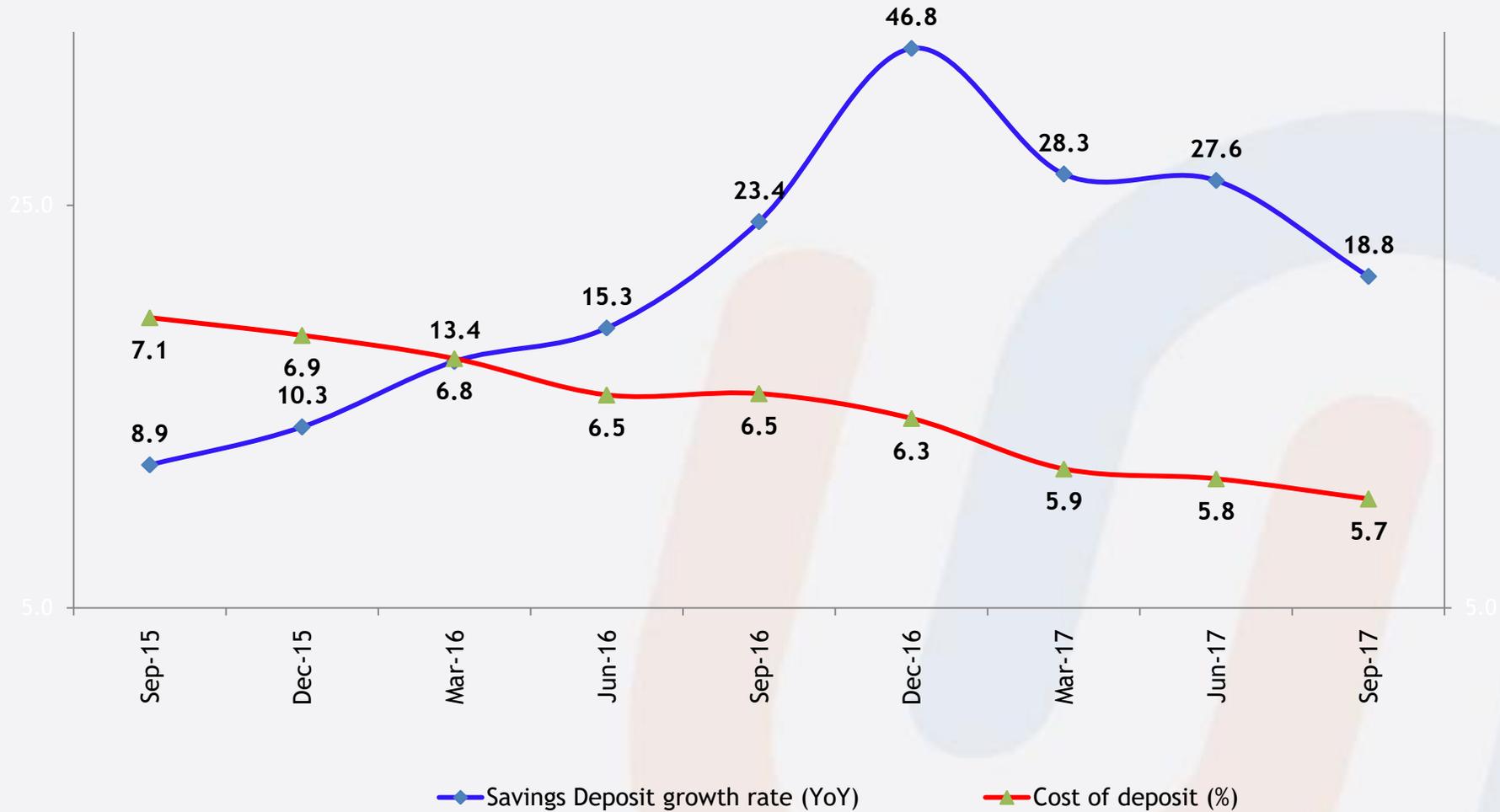
**CASA & Avg CASA (%)**



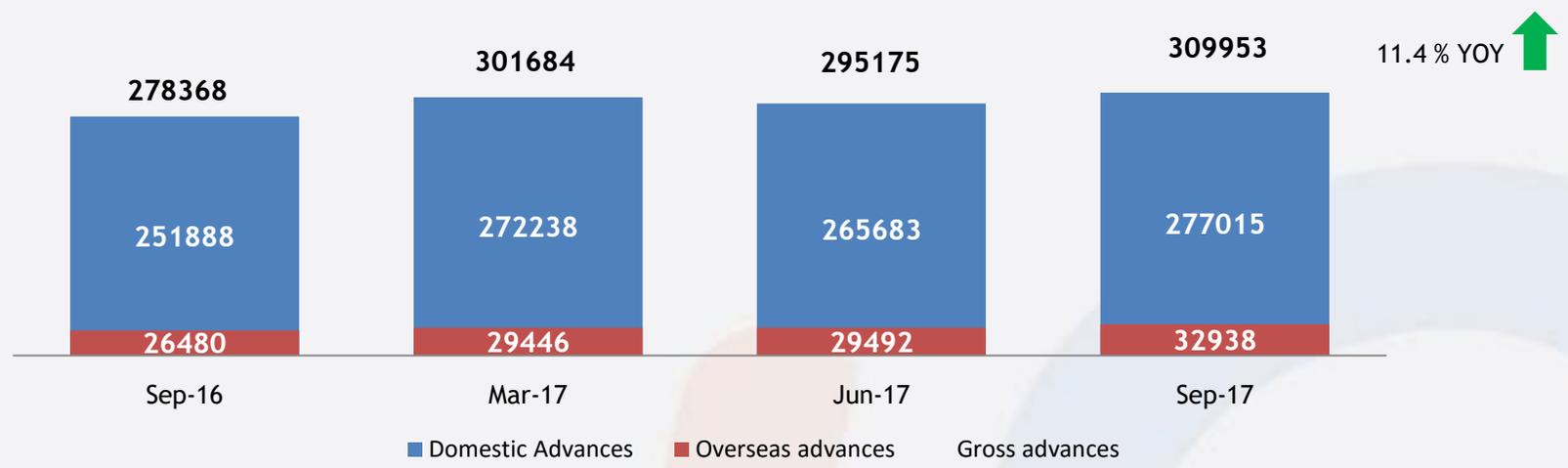
**Deposit to Liability Ratio**



**Movement in Savings Deposit growth and Cost of Deposit**



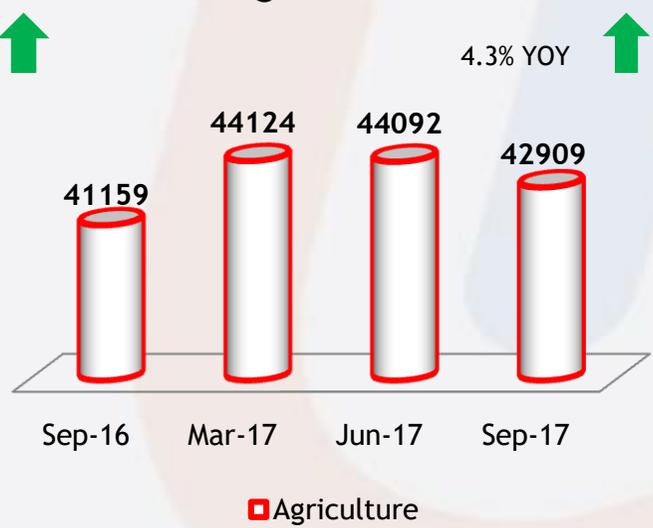
**Gross Advances** (₹ crore)



**Retail**



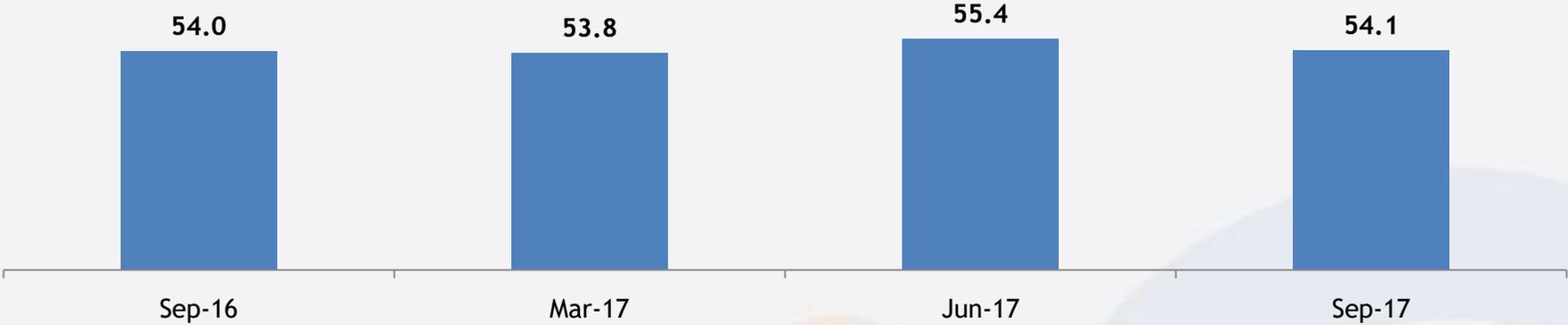
**Agriculture**



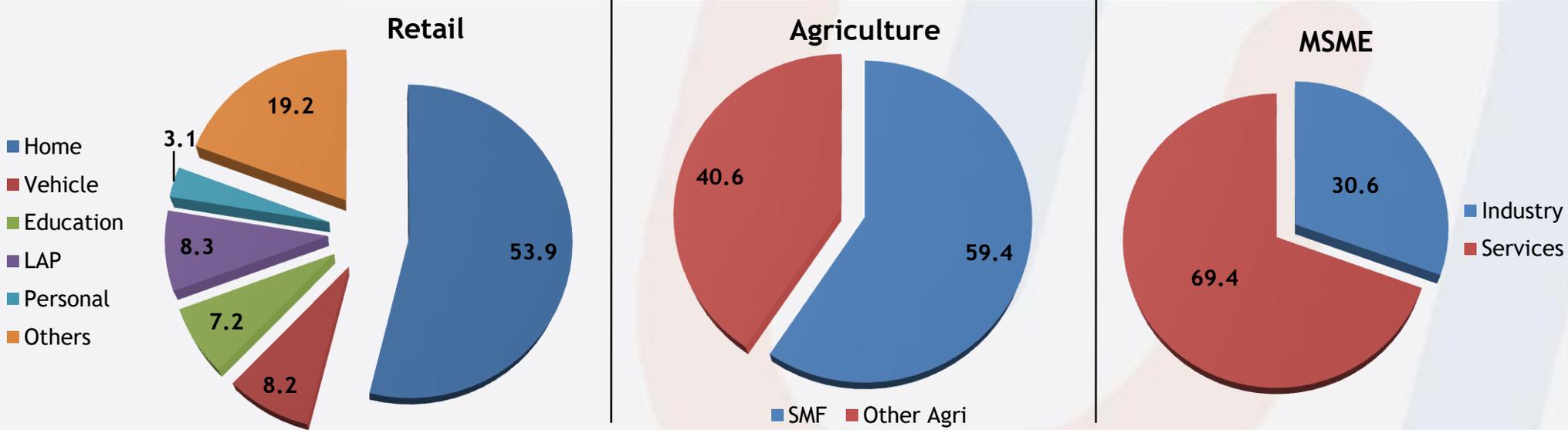
**MSME**



RAM\* share (%) in Domestic advances



Composition of Advances

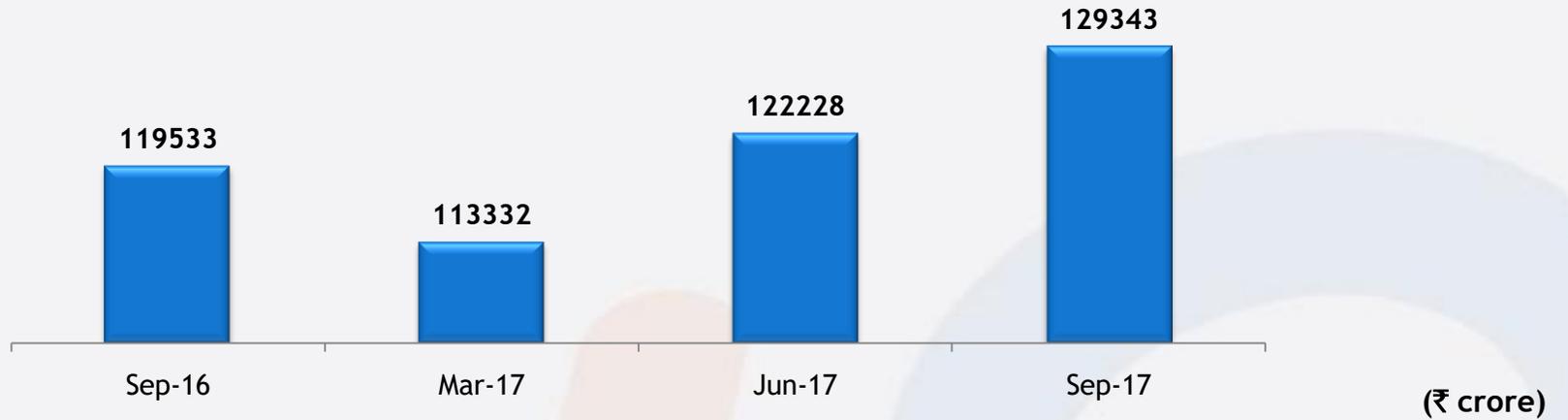


\*Retail, Agriculture and MSME collectively called as "RAM sector"

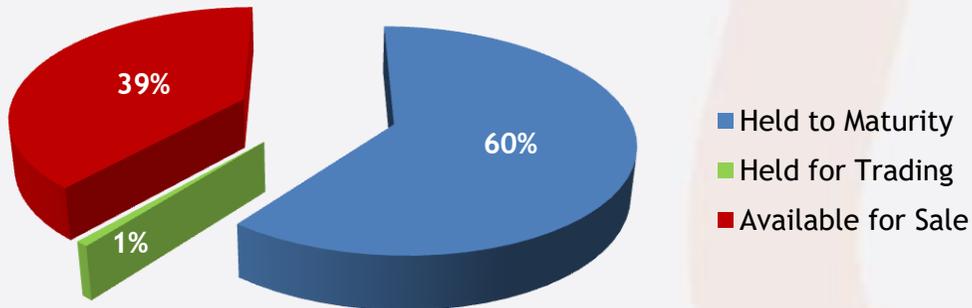
S No.	Sectors	Top 10 Sectors					
		(% Share in Domestic Advance)					
		Sep	Dec	Mar	Jun	Sep-17	
		2016	2016	2017	2017	₹ Crore	% Share
1	Infrastructure*	18.1	18.2	17.5	18.2	48234	17.4
2	Retail Advances	14.5	14.7	14.6	15.9	44739	16.2
3	Agriculture	16.4	16.3	16.2	16.6	42909	15.5
4	Trade	12.3	12.3	12.6	11.5	35970	13.0
5	NBFCs	8.3	8.7	8.9	10.3	28037	10.1
6	Basic Metal Products	5.5	5.6	5.1	5.2	14107	5.1
7	Construction	3.9	4.2	4.0	4.1	11049	4.0
8	Food Processing	3.3	3.4	3.4	3.6	8782	3.2
9	Textiles	2.7	2.7	2.5	2.6	7286	2.6
10	All Engineering	2.0	2.1	1.9	1.9	5270	1.9
<b>Total</b>		<b>87.0</b>	<b>88.2</b>	<b>86.7</b>	<b>89.9</b>	<b>246385</b>	<b>89.0</b>

\*Includes lending to social infrastructure as per harmonized definition of RBI

**Investment (₹ Crore)**



**Investment Composition (%)**



	Sep 2017	Duration (Years)
Held to Maturity	78397	4.2
Held for Trading	999	8.2
Available for Sale	49947	4.4
<b>Total Investment</b>	<b>129343</b>	<b>4.3</b>

Business from Overseas Operations					
US \$ in billion (₹ crore)	Sep 2016#	Mar 2017	Sep 2017*	Growth (%)	
				Y-o-Y (US\$)	Y-o-Y (INR)
Total Business	5.0 (33173)	5.6 (36062)	6.1 (39932)	22.0	20.4
Total Deposits	1.0 (6693)	1.0 (6616)	1.1 (6994)	10.0	4.5
Total Advances	4.0 (26480)	4.6 (29446)	5.0 (32938)	25.0	24.4
*1US\$ = ₹ 65.285 as on Sep 30, 2017 #1US\$ = ₹ 66.615 as on Sep 30, 2016					

(₹ crore)

	As at 30.09.16	As at 31.03.17	As at 30.06.17	As at 30.09.17	Growth (%)	
					Y-o-Y	Q-o-Q
<b>LIABILITIES</b>						
Capital	687	687	687	726	5.7	5.7
Share Application Money	0	541	541	0	-	-100.0
Reserves and surplus	22755	22748	22846	21882	-3.8	-4.2
Deposits	361454	378391	375796	386025	6.8	2.7
Borrowings	37541	41226	38991	57922	54.3	48.6
Other Liabilities and Provisions	9549	9111	9527	11021	15.4	15.7
<b>Total</b>	<b>431986</b>	<b>452704</b>	<b>448389</b>	<b>477576</b>	<b>10.6</b>	<b>6.5</b>
<b>ASSETS</b>						
Cash and Balances with Reserve Bank of India	15466	16520	16347	21434	38.6	31.1
Balances with Banks and Money at call and Short Notice	12855	16302	14011	18141	41.1	29.5
Investments	119031	112149	121468	128418	7.9	5.7
Advances	265205	286467	278387	290850	9.7	4.5
Fixed Assets	3839	3894	3804	3843	0.1	1.0
Other Assets	15590	17372	14371	14890	-4.5	3.6
<b>Total</b>	<b>431986</b>	<b>452704</b>	<b>448389</b>	<b>477576</b>	<b>10.6</b>	<b>6.5</b>

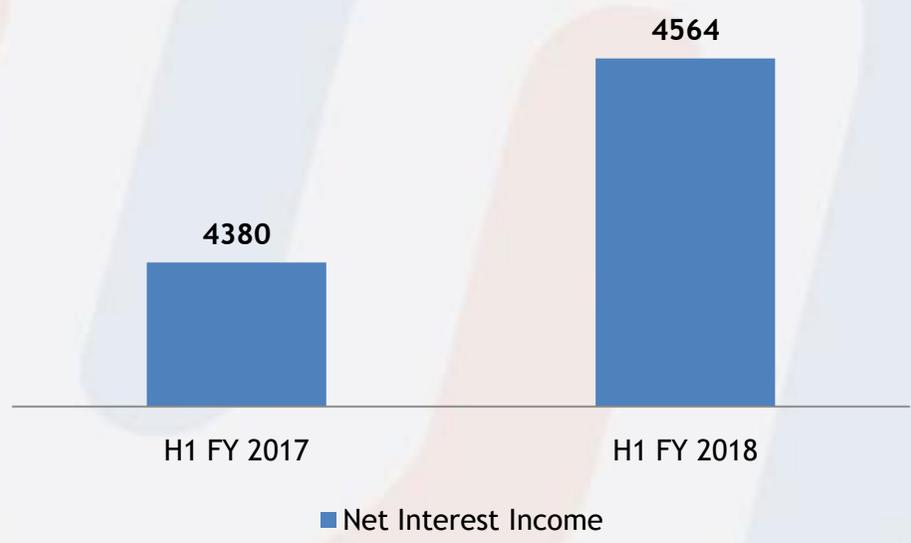
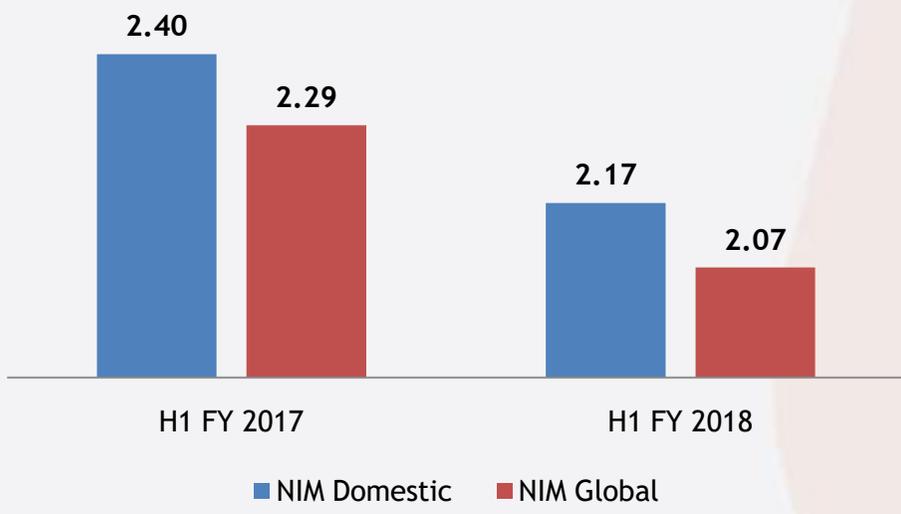
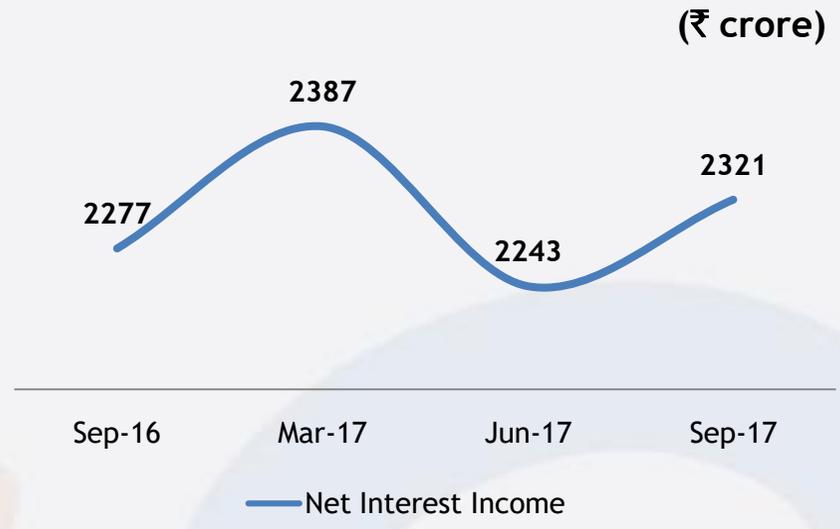
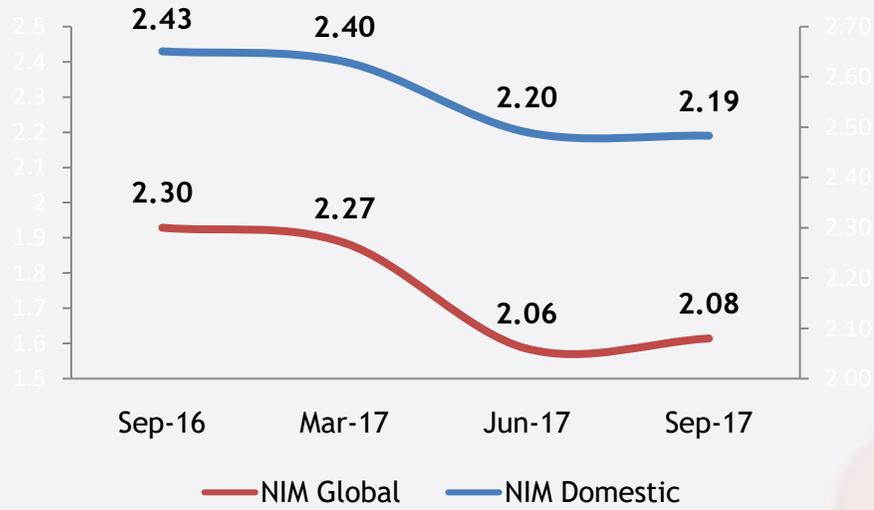
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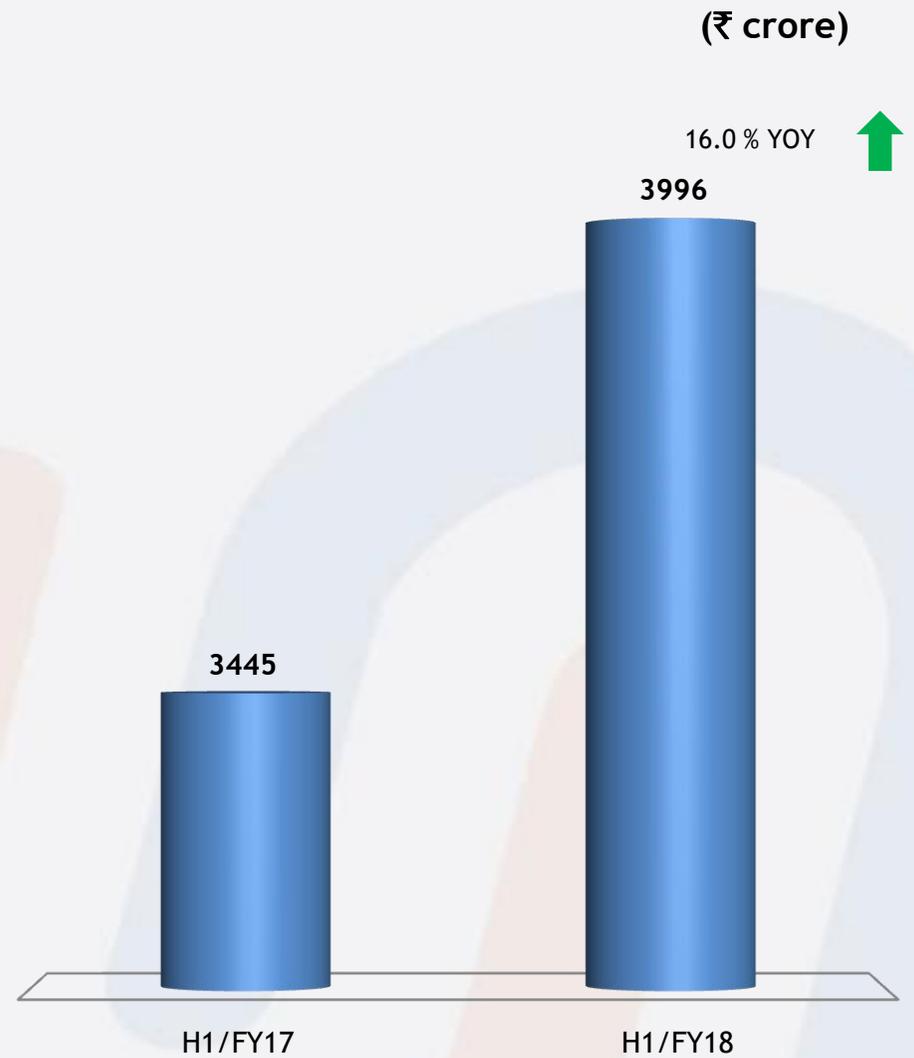
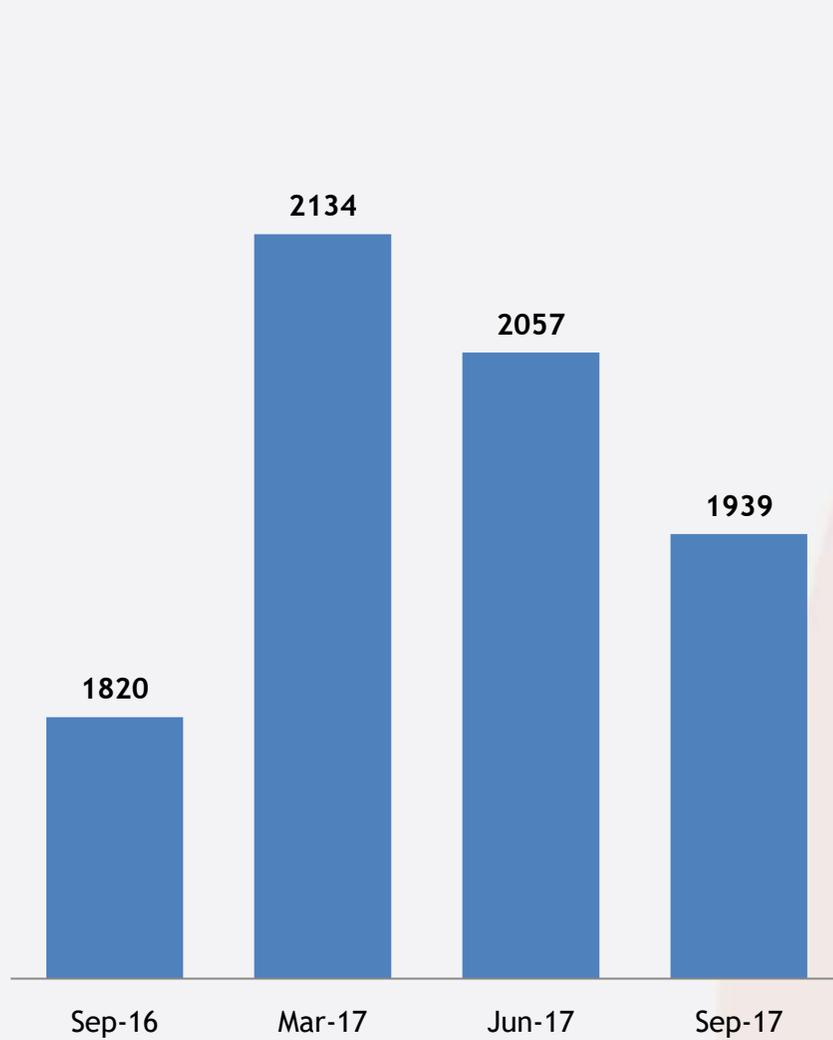
**#3** Structural Transformation

**#4** Awards & Accolades

Parameters	Sep-16 (Q2)		Mar-17 (Q4)		Sep-17 (Q2)		H1 FY 2017		H1 FY 2018	
	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global
<b>Cost of Deposit</b>	6.55	6.47	5.98	5.91	5.80	5.71	6.54	6.47	5.85	5.77
<b>Cost of Funds</b>	5.78	5.58	5.41	5.24	5.19	4.89	5.92	5.69	5.26	4.96
<b>Yield on Advances</b>	9.65	8.95	9.03	8.41	8.47	7.91	9.62	8.95	8.52	7.97
<b>Yield on Investment</b>	7.30	7.26	7.15	7.09	6.91	6.85	7.44	7.40	6.91	6.86
<b>Yield on Funds</b>	8.04	7.72	7.63	7.35	7.20	6.81	8.14	7.82	7.26	6.88



Parameters	Sep-16 (Q2)	Mar-17 (Q4)	Jun-17 (Q1)	Sep-17 (Q2)	Growth (%) YOY	Growth (%) QOQ	H1 FY17	H1 FY18	Growth (%)
a. Core Non Interest Income	498	641	606	549	10.4	-21.9	955	1155	20.9
b. Treasury Income	598	728	789	613	2.5	-12.6	1145	1402	22.4
W/w									
• Profit on Sale of Investments	466	582	652	477	2.3	-26.8	783	1129	44.2
• Exchange Profit	132	146	137	136	3.0	55.5	363	273	-24.8
c. Recovery in Written off Accounts	43	77	20	55	26.4	172.3	79	75	-5.2
<b>Total</b>	<b>1139</b>	<b>1446</b>	<b>1414</b>	<b>1217</b>	<b>6.8</b>	<b>-13.9</b>	<b>2179</b>	<b>2632</b>	<b>20.8</b>



(₹ crore)

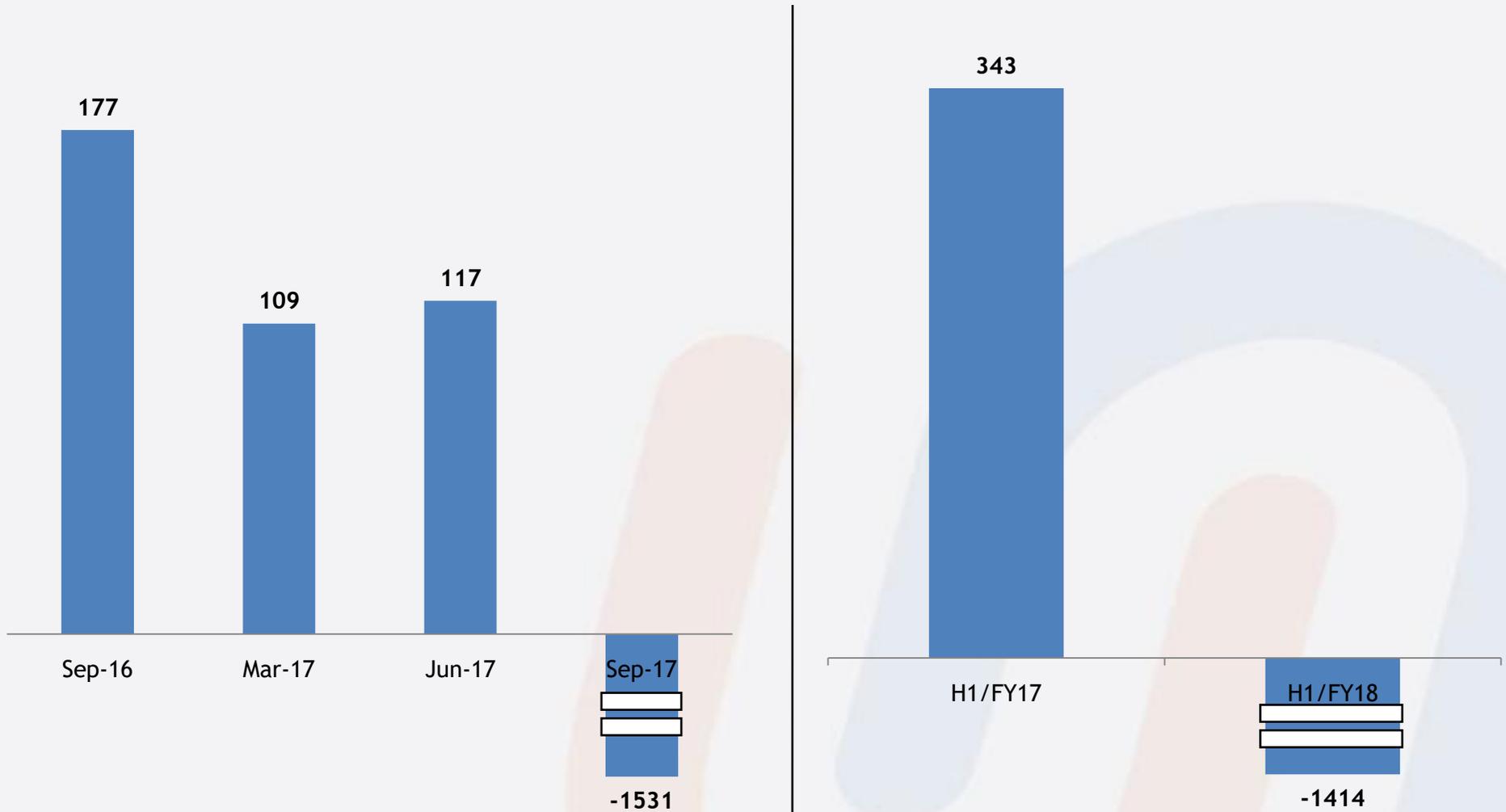
Parameters	Sep-16 (Q2)	Mar-17 (Q4)	Jun-17 (Q1)	Sep-17 (Q2)	H1 FY 2017	H1 FY 2018
<b>NPAs</b>	1598	1505	1876	3465	2945	5341
<b>W/w additional Provision on accounts referred to NCLT(as per RBI list 1)</b>	-	-	-	1566	-	1566
<b>Standard Assets</b>	124	249	-61	-20	179	-81
<b>Depreciation on Investment</b>	-12	604	-426	166	-54	-260
<b>Shifting Loss</b>	0	0	367	0	2	367
<b>Restructured Advances</b>	-1	88	-43	-8	-13	-51
<b>Others (FITL etc)</b>	-89	-12	-9	-48	-85	-57
<b>Taxation</b>	23	-409	236	-85	129	151
<b>Total</b>	1643	2025	1940	3470	3103	5410

(₹ crore)

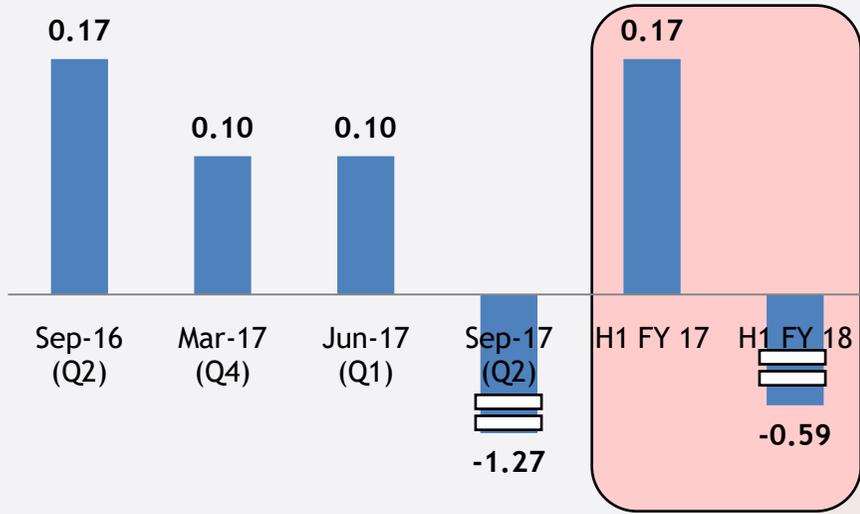
	1 <sup>st</sup> list	2 <sup>nd</sup> list	Total
Exposure to number of accounts referred under IBC (as per RBI list)	11	18	29
Loan Outstanding as of Sep 30, 2017	7665	4792	12457
Total Provisions held upto Sep 2017	4164#	1498	5662
Additional Provisions required in FY18	0	1087	1087
Provision Coverage Ratio as of Sep 30, 2017	54.3	31.3	45.5

# Includes provision of ₹ 1566 crore, which was to be spread in 3 quarters.

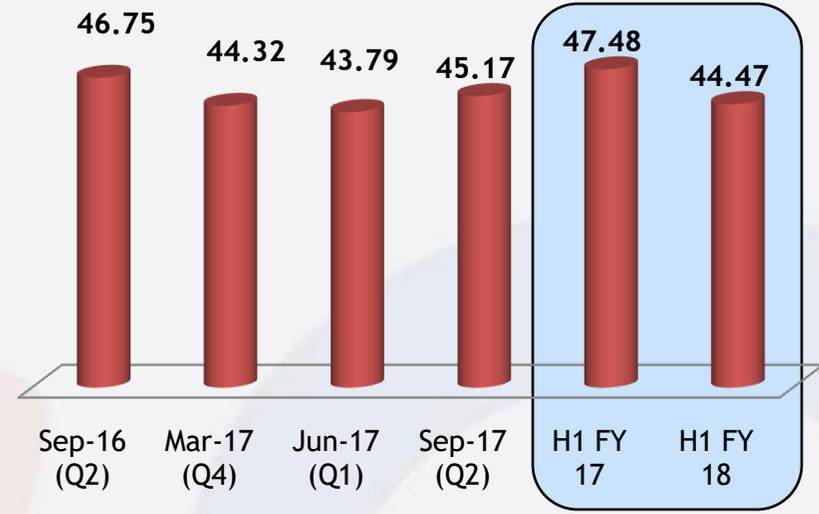
(₹ crore)



**Return on Avg. Assets (%)**



**Cost to Income(%)**



S. No.	Efficiency Parameters	Sep-16 (Q2)	Mar-17 (Q4)	Jun-17 (Q1)	Sep-17 (Q2)	H1 FY 2017	H1 FY 2018
1	Return on Equity (%)	3.56	2.27	2.46	-35.81	3.46	-16.54
2	Book Value Per Share	288.55	277.76	275.78	244.33	288.55	244.33
3	Earnings per share	10.27	6.33	6.78	-87.50	9.98	-40.42

Sn.	Profitability Parameters		Sep-16 (Q2)	Mar-17 (Q4)	Jun-17 (Q1)	Sep-17 (Q2)	H1 FY 17	H1 FY 18
1	Business per Branch	₹ crore	145.7	158.8	156.6	162.0	145.7	162.0
2	Business per employee	₹ crore	17.0	18.4	17.7	18.1	17.0	18.1
3	Gross Profit per Branch	₹ crore	1.7	2.0	1.9	1.8	1.6	1.9
4	Gross Profit per Employee	₹ lacs	19.4	23.2	21.7	20.2	18.3	20.8
5	Net Profit per Branch	₹ lacs	16.1	10.2	10.9	-142.6	15.6	-65.9
6	Net Profit per Employee	₹ lacs	1.9	1.2	1.2	-15.9	1.8	-7.4

(₹ crore)

Parameters	Sep-16 (Q2)	Mar-17 (Q4)	Jun-17 (Q1)	Sep-17 (Q2)	H1 FY 17	H1 FY 18
Gross NPAs - Opening	27281	32403	33712	37286	24171	33712
Add : Additions	3396	2951	4453	2686	6999	7139
Less : Reductions	815	1642	879	1686	1308	2565
1. Recoveries	251	533	328	484	601	812
2. Upgradation	416	393	211	92	557	303
3. Write Off	148	716	340	1110	150	1450
Gross NPAs- Closing	29862	33712	37286	38286	29862	38286
Gross NPA (%)	10.73	11.17	12.63	12.35	10.73	12.35
Net NPA	16947	18833	20785	19479	16947	19479
Net NPA (%)	6.39	6.57	7.47	6.70	6.39	6.70
Provision Coverage Ratio (%)	50.45	51.41	51.13	56.06	50.45	56.06
Tangible PCR (%)	43.25	44.14	44.26	49.12	43.25	49.12
Credit Cost (%)	2.34	2.08	2.51	4.58	2.12	3.49

(₹ crore)

Sectors	Slippages During Q2 FY 18	NPAs Sep 2017	% to Bank's GNPA's	Sectoral NPA %			
				Sep-16	Mar-17	Jun-17	Sep-17
Retail Loans	126	1131	2.95	2.93	3.12	2.65	2.53
Agriculture	418	2892	7.55	5.31	5.10	7.98	6.74
Micro & Small (MSE)	654	5100	13.32	8.15	8.92	9.56	10.71
Medium & Large	1488	29163	76.17	13.64	15.21	17.36	20.56
<b>Total</b>	<b>2686</b>	<b>38286</b>	<b>100.0</b>	<b>10.16</b>	<b>11.17</b>	<b>12.63</b>	<b>12.35</b>

(₹ crore)

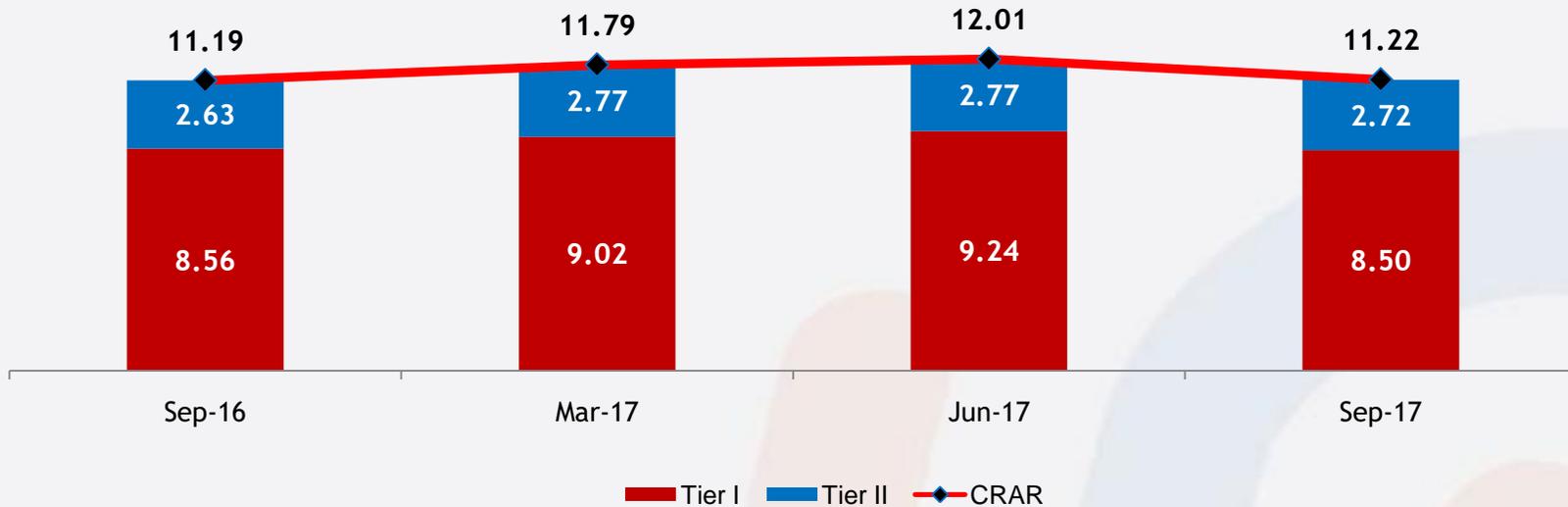
S.N.	Sector	Outstanding	NPA	Std. Restructured	NPA + Std. Restructured (%)
1	Infrastructure	48234	4729	3448	17.0
a.	Power	21614	1653	2255	18.1
b.	Roads	12876	1983	1156	24.4
2	Textiles	7286	1805	312	29.1
3	Iron & Steel	11353	7389	165	66.5

Sectors (Standard accounts)	5:25		SDR		S4A	
	During Q2	Outstanding	During Q2	Outstanding	During Q2	Outstanding
Power		2425	272	1437		1310
Road				649		
Telecom				1318		
Textile				81	44	234
Port		300				
Cement		300				
Steel		125		22		56
Chemical				0		74
Hotel	106	221	93	93		
Pharma				257		
Metal	68	68				
Infra				611		
CRE			608	608		
Others				19		50
<b>Total</b>	<b>174</b>	<b>3439</b>	<b>973</b>	<b>5095</b>	<b>44</b>	<b>1724</b>

(₹ crore)

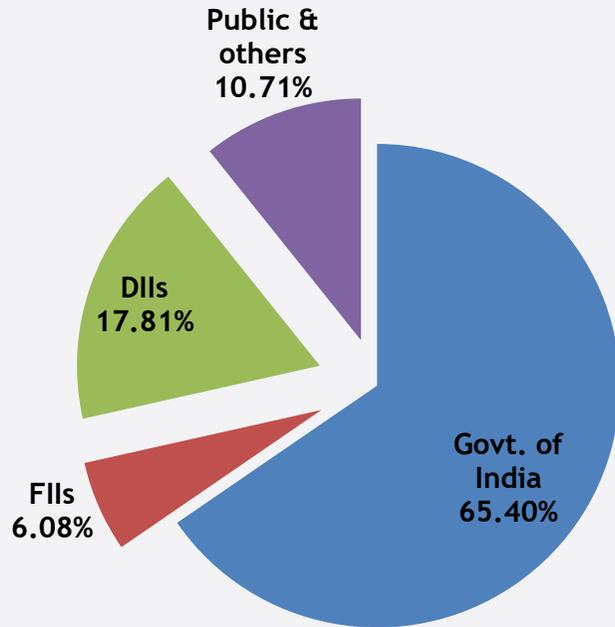
Particulars	Sep-17 (Q2)		
	Standard	NPA	Total
Restructured Assets as on June 30, 2017	3857	10881	14738
Fresh Restructuring during the Quarter	2104	0	2104
Upgradation to Standard Restructured Accounts during the Quarter	3	-3	0
Restructured Standard Advances which cease to attract higher provisioning and need not be shown as Restructured Assets Quarter	-252	0	-252
Down gradation of restructured accounts during the Quarter	-252	252	0
Change in Outstanding/Write-off/ Recovery/Closures Quarter	-190	-868	-1058
Restructured Accounts as on September 30, 2017	5270	10262	15532

Particulars (percent to Gross Advances)	Sep-16	Mar-17	Jun-17	Sep-17
Standard Restructured	2.02	1.89	1.31	1.70
Impaired Assets Ratio (GNPA + Standard Res)	12.75	13.06	13.94	14.05
Net Impaired Assets Ratio (NNPA + Standard Res)	8.11	8.13	8.78	8.40

**Capital Adequacy Ratio**


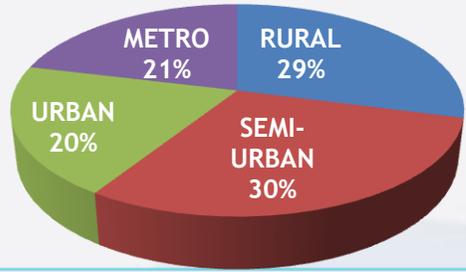
(₹ crore)

	Sep-16	Mar-17	Jun-17	Sep-17
<b>Risk Weighted Assets</b>	281316	291204	286784	290259
<b>Capital Funds</b>	31469	34334	34452	32567
<b>CRAR-BASEL III ( % )</b>	11.19	11.79	12.01	11.22
<b>TIER 1 ( % )</b>	8.56	9.02	9.24	8.50
<b>CET 1 ( % )</b>	8.06	7.71	7.73	7.00

**Sep-17**


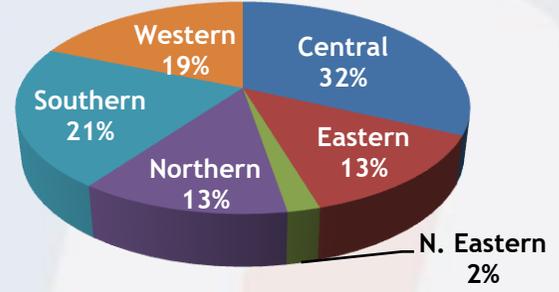
Share Capital	₹ 726.4 crore
No. of Equity Shares	72.64 crore
Net Worth	₹ 17098 crore
Market Cap	₹ 9200 crore

**Branch Distribution by Urbanization**

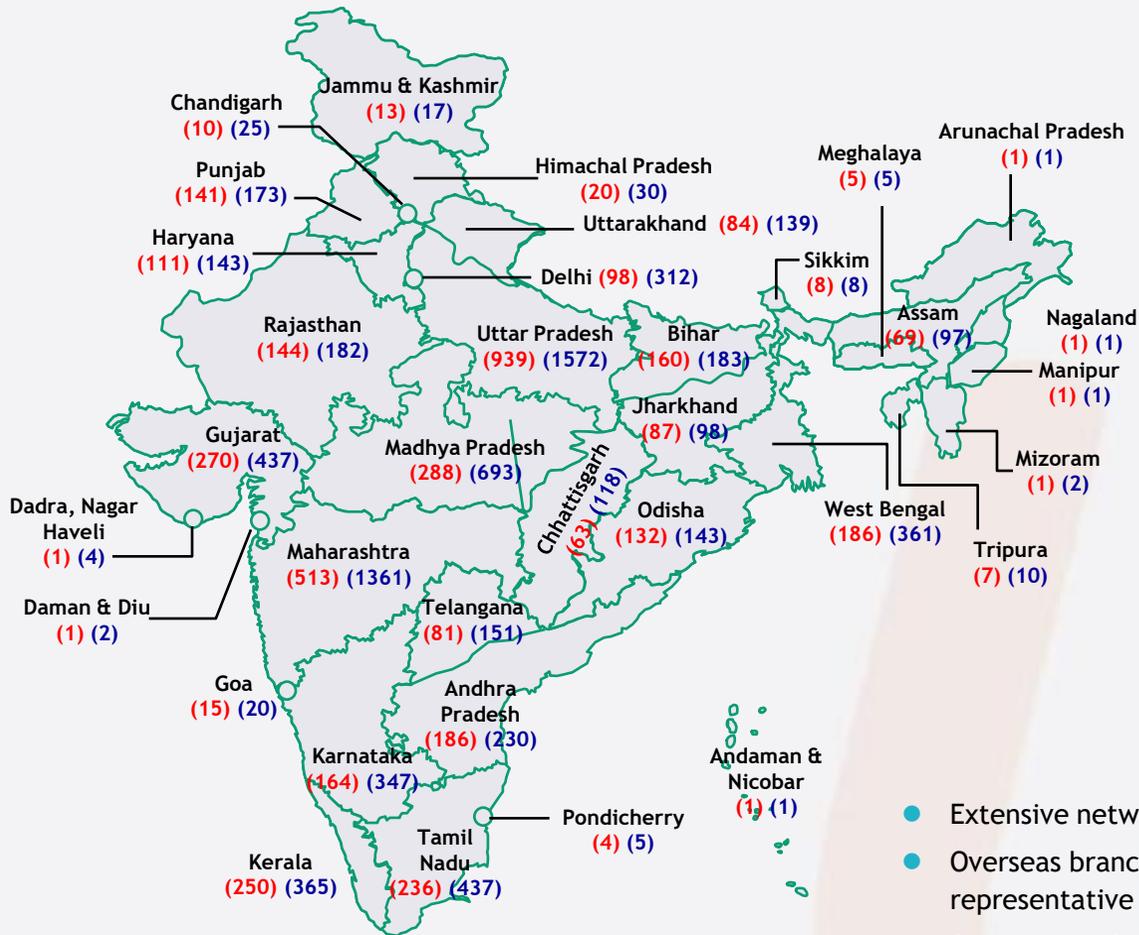


59% branches in rural/semi-urban markets

**Branch Distribution by Geography**



Geographical diversification minimizes regional risks



# Domestic Branches (4,295) # ATMS (7674)

- 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 September 30, 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 September 30, 2017	73.45 Lakh
Deposits	₹ 1293.17 Crore
RuPay Cards issued	48.56 Lakh
Aadhar Seeding	51.0 Lakh

## JAN-DHAN SE JAN SURAKSHA

Pradhan Mantri Suraksha Bima Yojana

Pradhan Mantri Jeevan Jyoti Bima Yojana

Atal Pension Yojana

30.5 Lakh

12.9 Lakh

2.56 Lakh


**Progress under Mudra Yojana (PMMY) (April to September 2017)**

Category	No. of Accounts	Sanctioned Amount (₹ crore)	Outstanding Amount (₹ crore)
Shishu (< ₹ 50k)	16888	66.42	56.16
Kishor (Above ₹ 50k-5 Lakh)	54800	1242.64	1080.26
Tarun (Above ₹ 5 Lakh-10 Lakh)	8288	626.60	523.71
<b>Total</b>	<b>79976</b>	<b>1935.67</b>	<b>1660.13</b>


**Finance to Light Commercial Vehicle under PMMY**

No. of Accounts	Sanctioned Amount (₹ crore)
14484	363.21



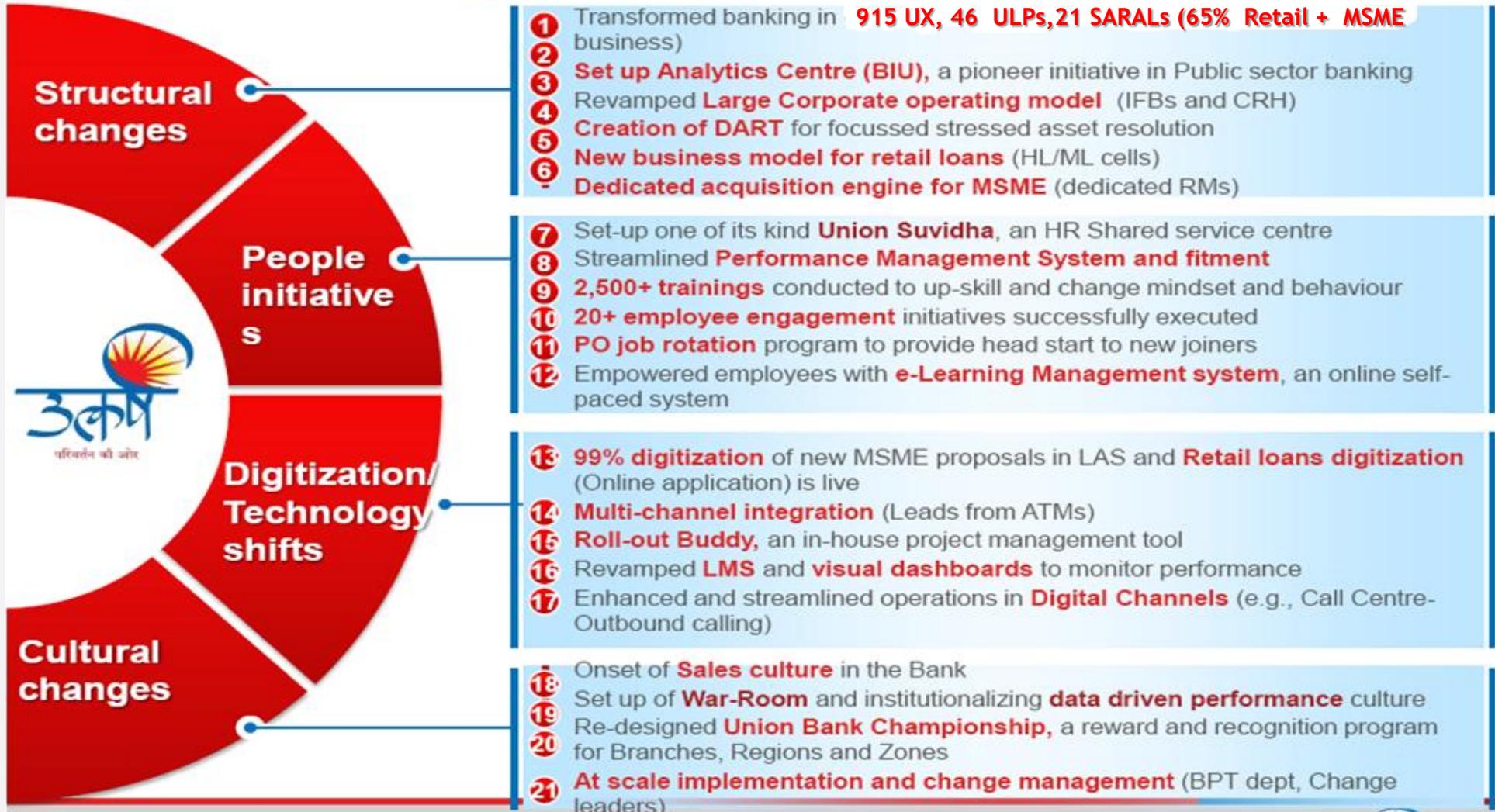
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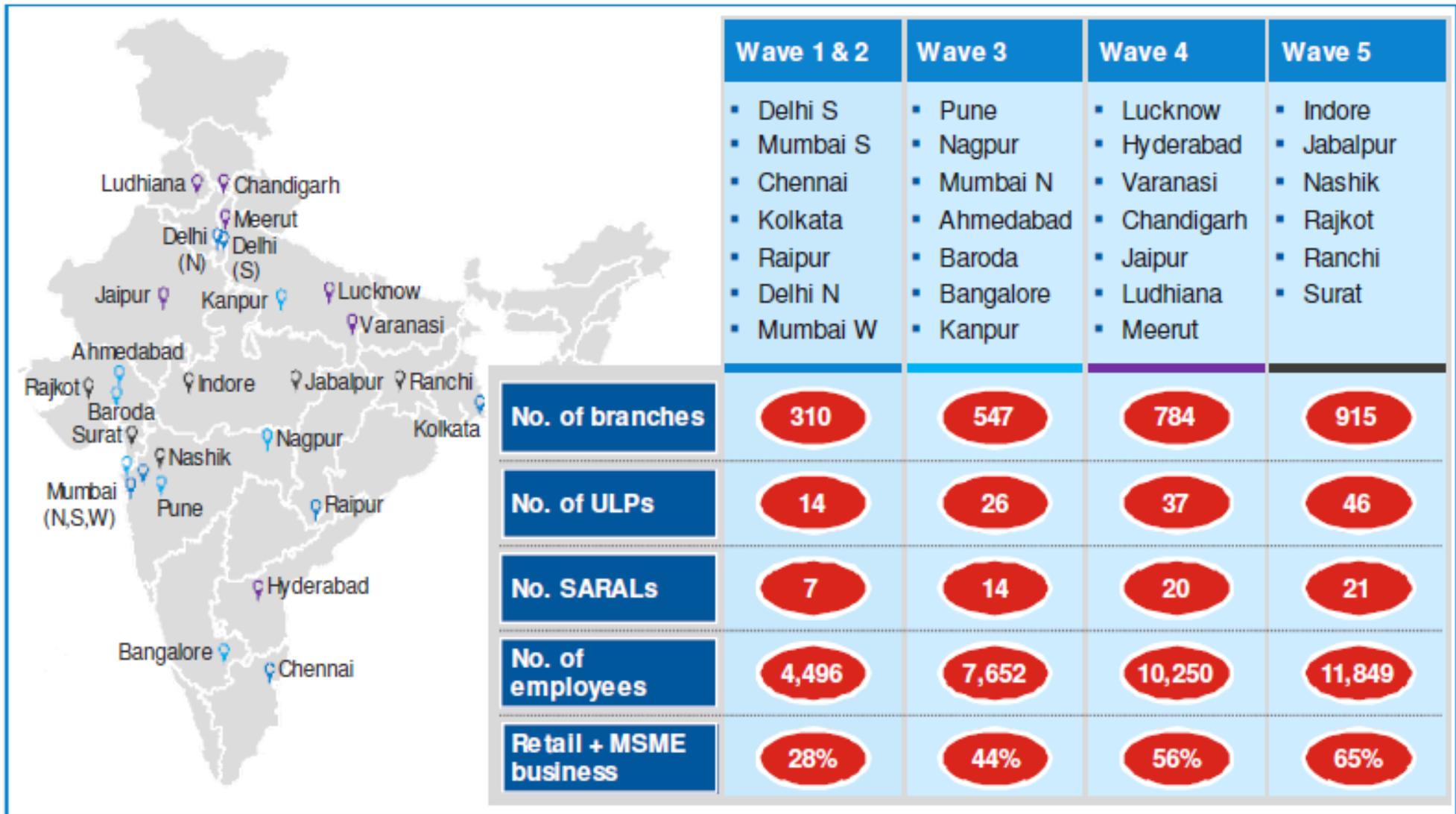
**#3** Structural Transformation

**#4** Awards & Accolades

**21 key achievements/big shifts so far**

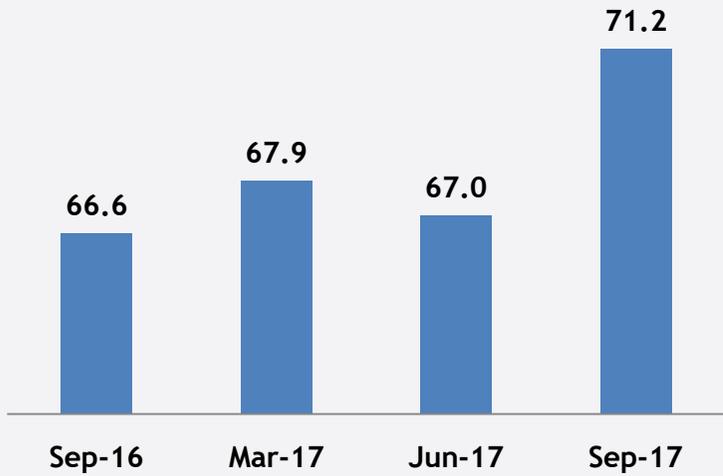


Project Utkarsh implemented in 27 regions covering 65% of Retail & MSME Branches

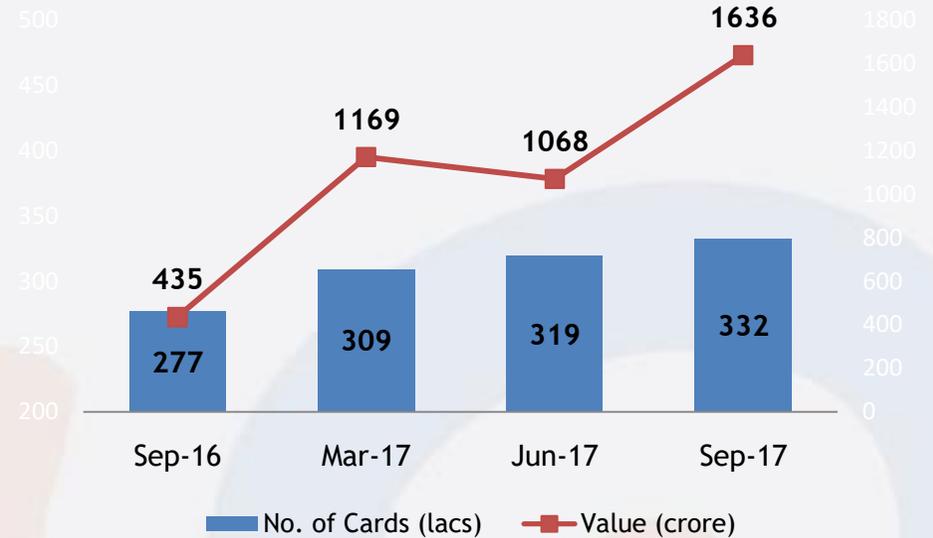


**Expanding Digital banking base**

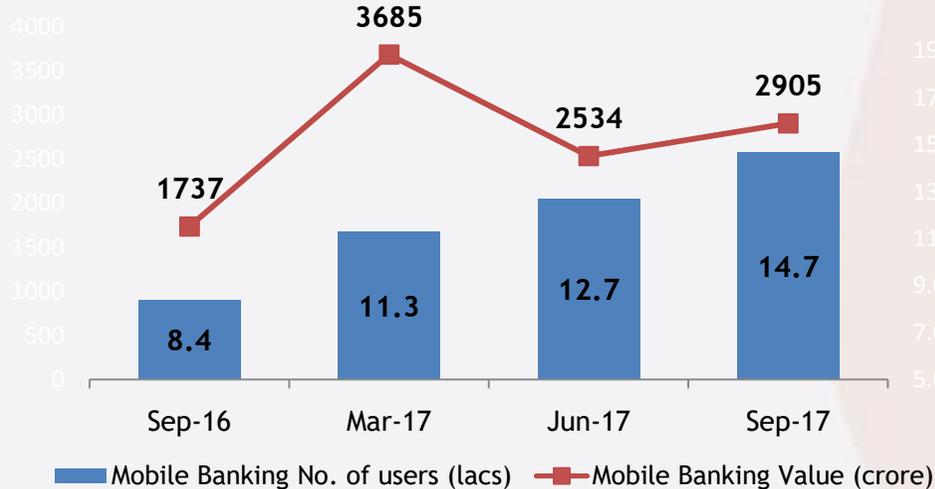
**Transactions through Alternate Channels (In %)**



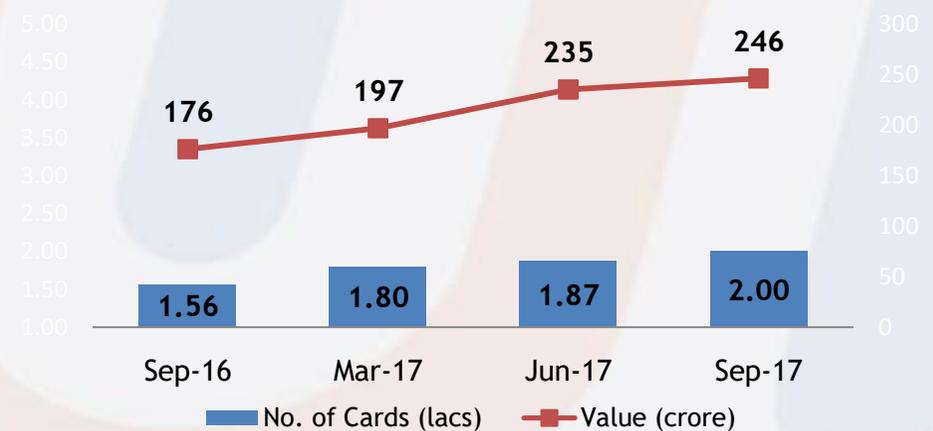
**Debit Card Spends**



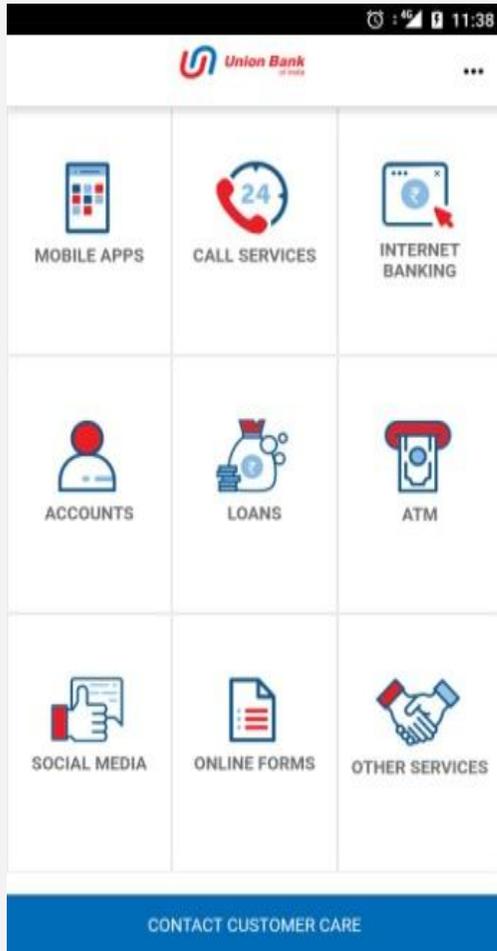
**Mobile Banking**



**Credit Card Spends**



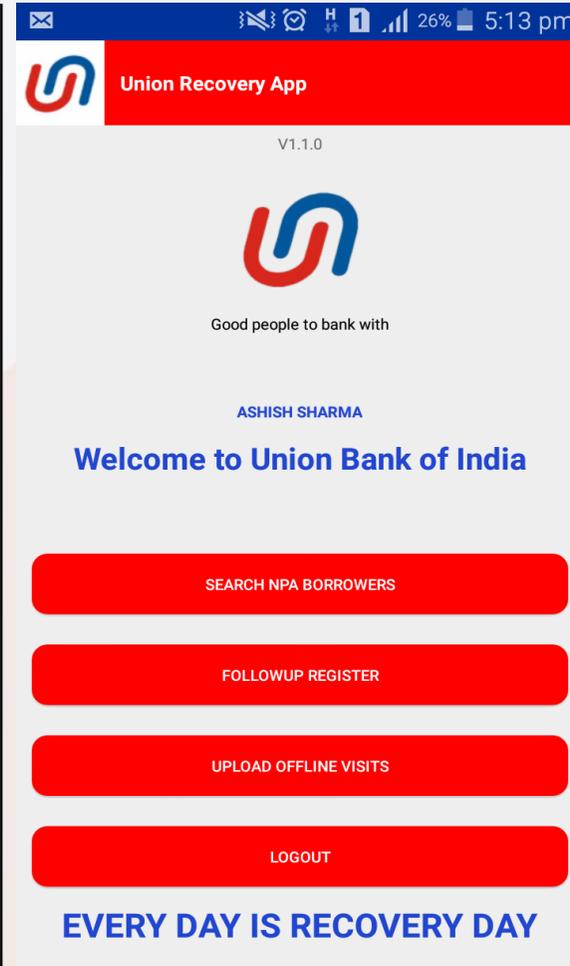
**New Initiatives**



**Union Sahyog App**

All-in-one for all Union Bank Apps. Interface for Internet Banking, Products, Social media.

Also has one touch contact to customer care.



**Union Recovery App**

For effective monitoring of NPA accounts, an user friendly mobile based application namely “Union Recovery App” launched by the Bank. This app was designed for effective follow-up with NPA borrowers & enhancing recovery.

**#1** Business Performance

**#2** Financials

**#3** Structural Transformation

**#4** Awards & Accolades

Awards from PFRDA for NPS  
performance in 2016-17

- 2nd Rank - Best PSU Bank for Branch Activation.
- 3rd Rank - Best PSU Bank in NPS - Private Sector (All Citizen subscriber & corporate subscriber).

Information Technology

- SKOCH Order of Merit Award-
  - Business Continuity planning and IT Recovery
  - Disaster Management & Disaster Recovery
  - Data Centre Security
  - Network Access Control(NAC)
- IDRBT Banking Technology Award
  - Best Emerging Bank

*Thank You!*



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