

FINANCIAL & OPERATING RESULTS

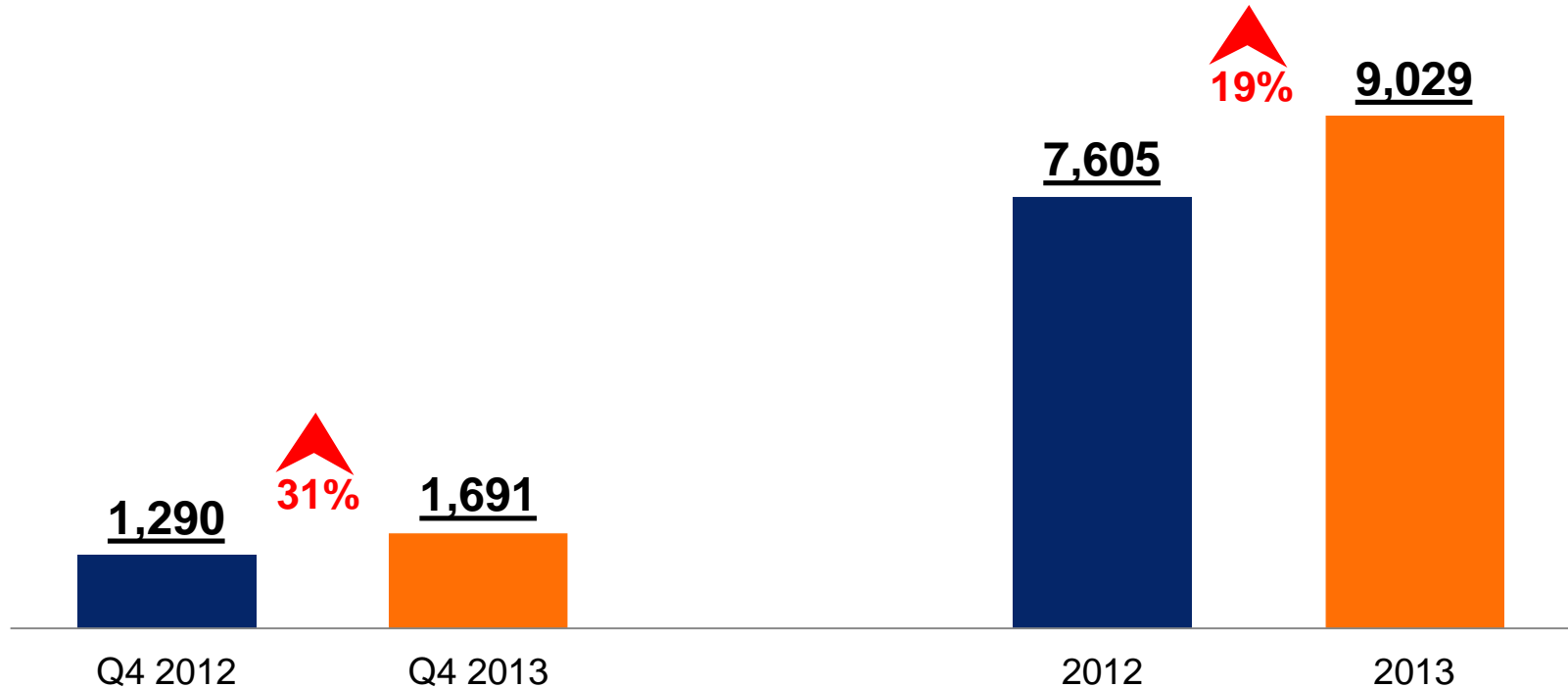
Period Covered: 4Q / FY 2013

Justo A. Ortiz
Chairman and CEO

UNIONBANK

Net income growth on account of improvement in net interest income and income contribution from CitySavings

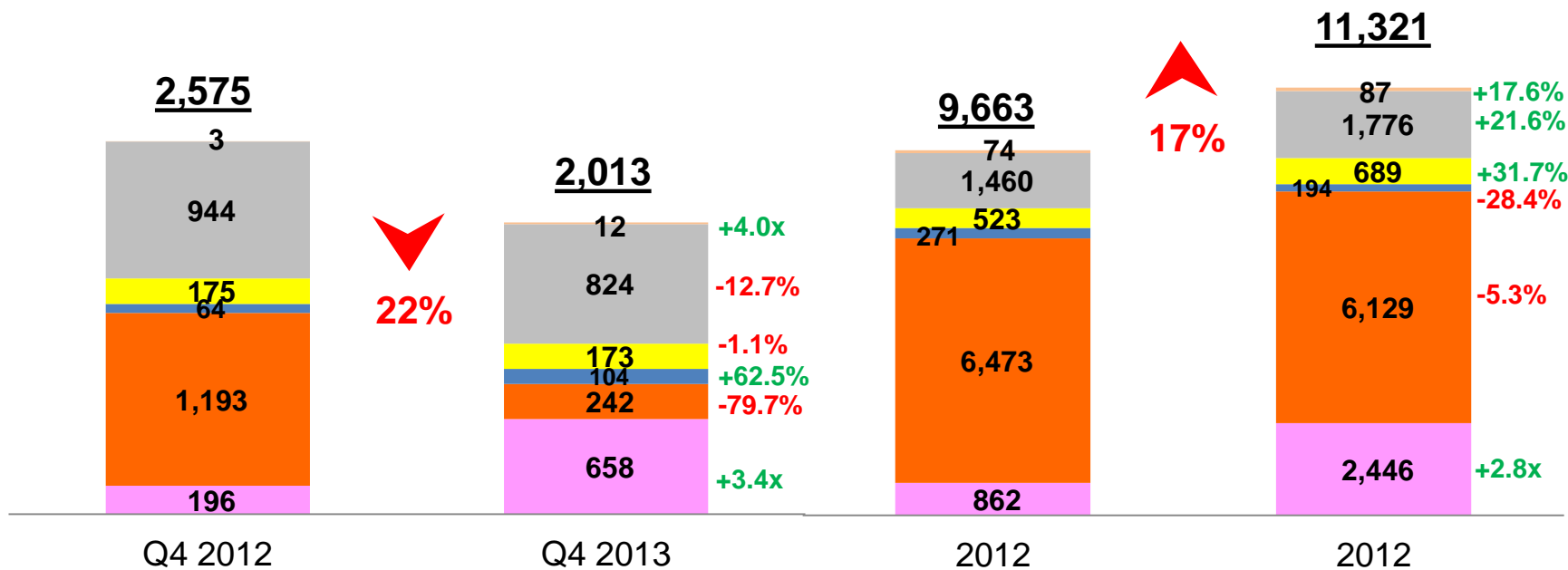
Net Income
In million pesos



Non interest income propelled by recurring fee income

Non Interest Income

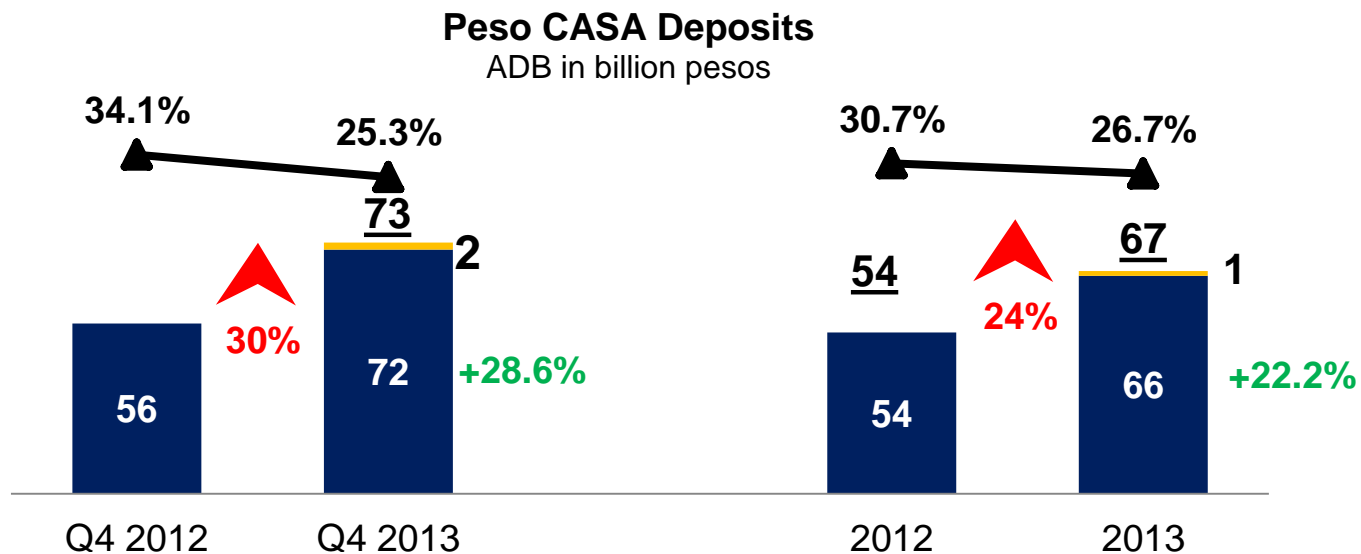
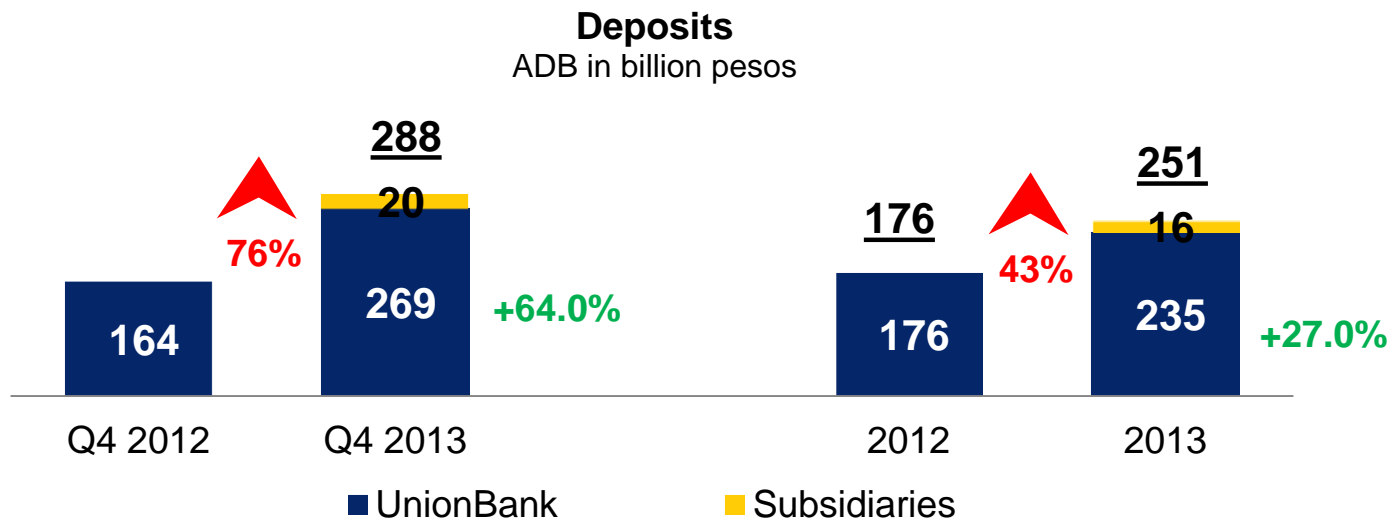
In million pesos



■ Service charges, fees & commissions
■ FX gains/losses
■ Miscellaneous

■ Trading gain/losses - net
■ Dividend Income
■ Premium Revenue - net

Deposit base continued to exhibit strong growth

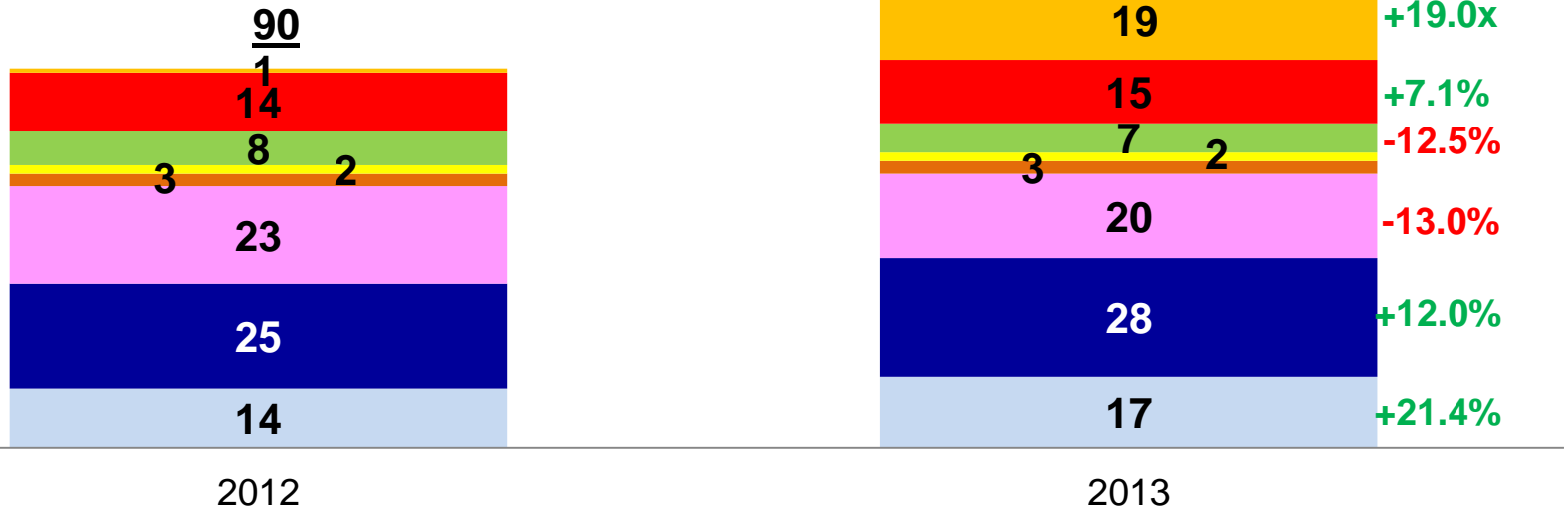


Credit portfolio expanded on the back of robust growth in retail lending

Credit Portfolio – Net of Provisions

ADB in billion pesos

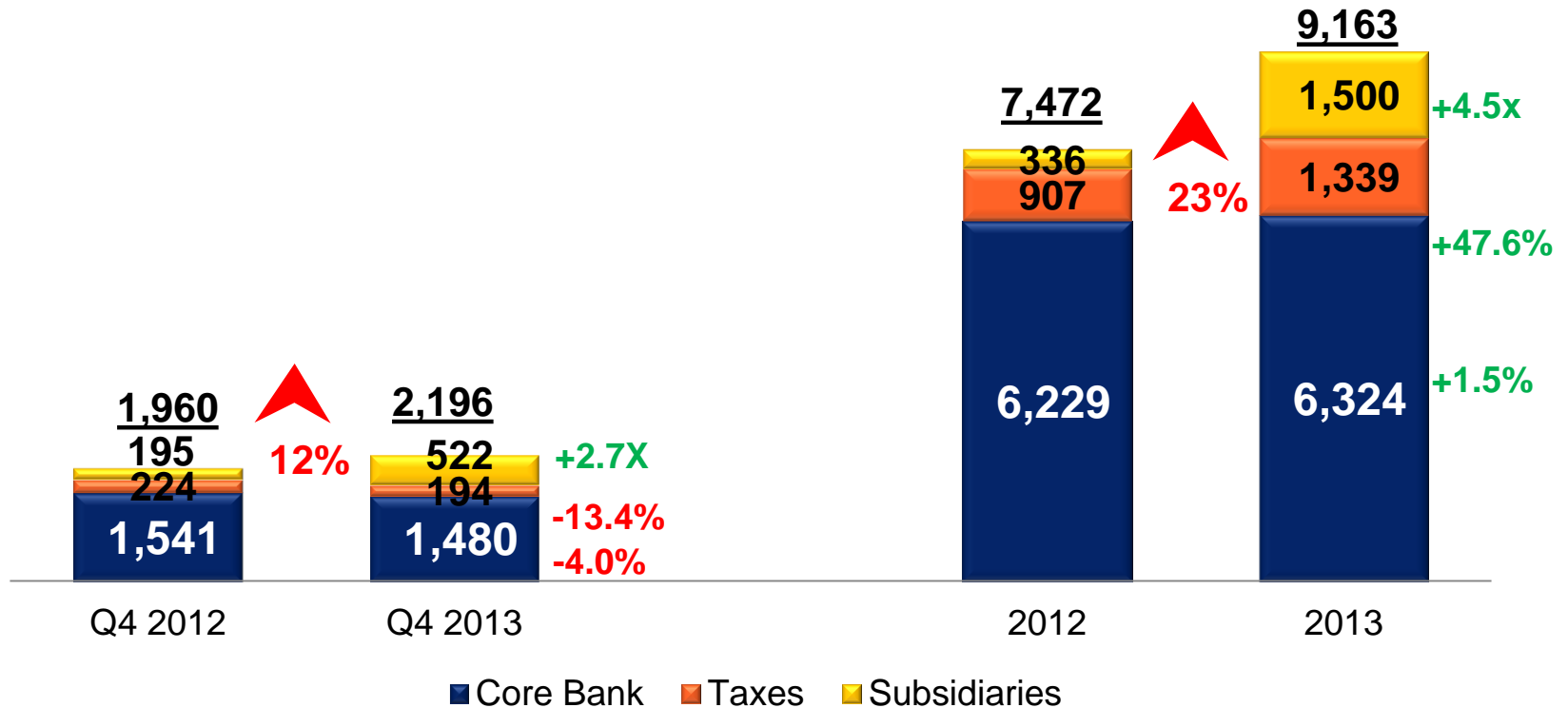
23%



- Preferreds + Corp. bonds
- Corporate
- Commercial
- Business Line
- Credit Card
- Auto Loans
- Mortgage
- Salary Loans

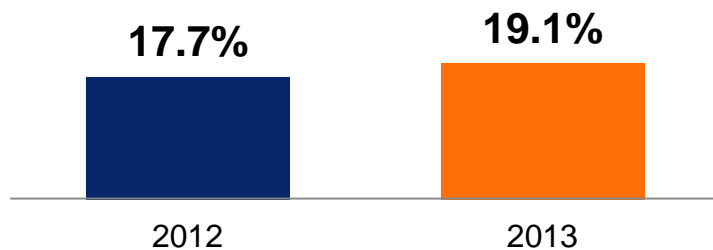
Operating expenses rose on business expansion

Operating Expense
In million pesos

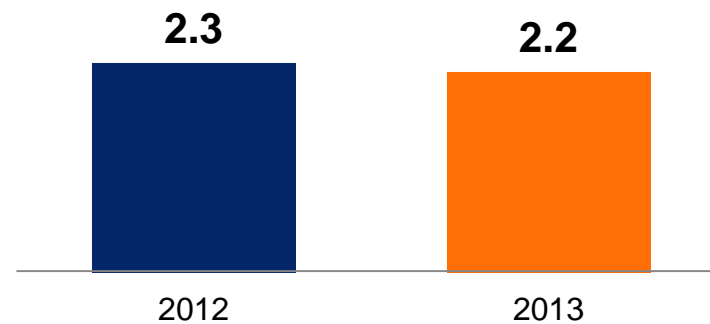


Key financial ratios maintained at high levels

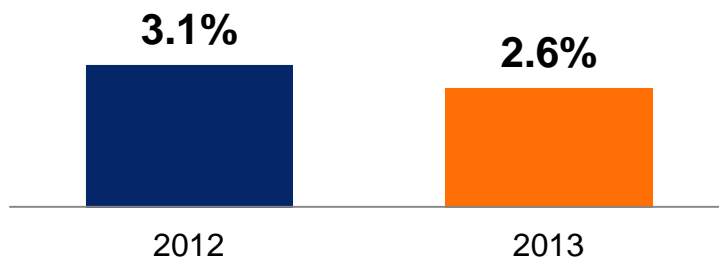
Return on Equity



Revenue to Expense

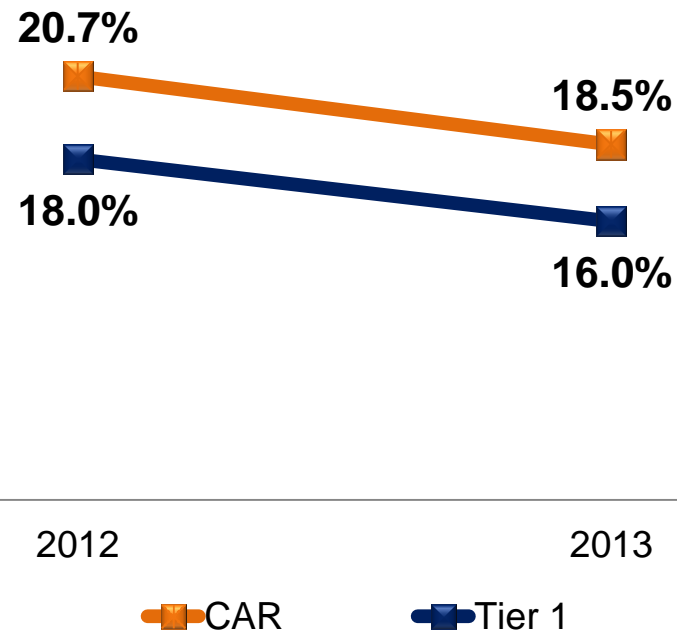


Return on Average Asset



Capital ratios remained healthy and well above regulatory requirements

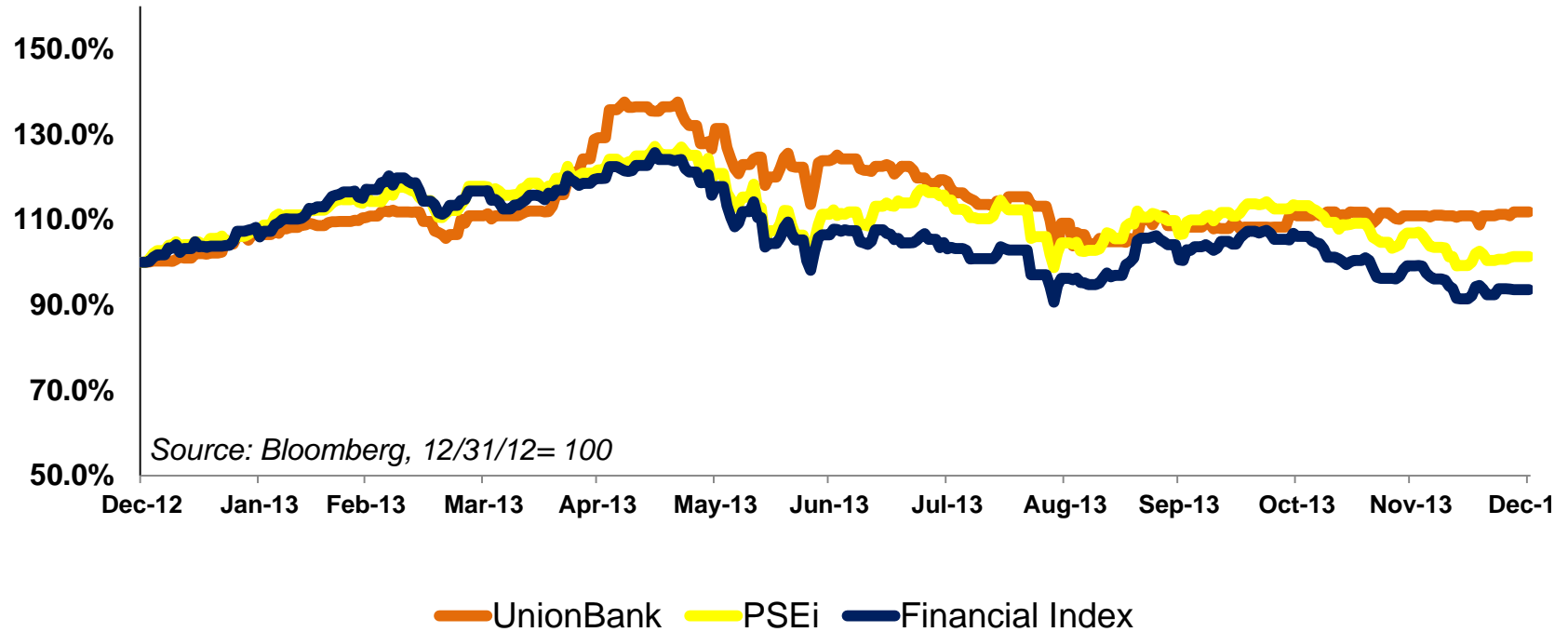
Capital Adequacy Ratios



UnionBank stock outperforms both the PSEi and the Financial Index

Re-based Stock Performance

12/31/2012 – 12/31/2013



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