

FINANCIAL & OPERATING RESULTS

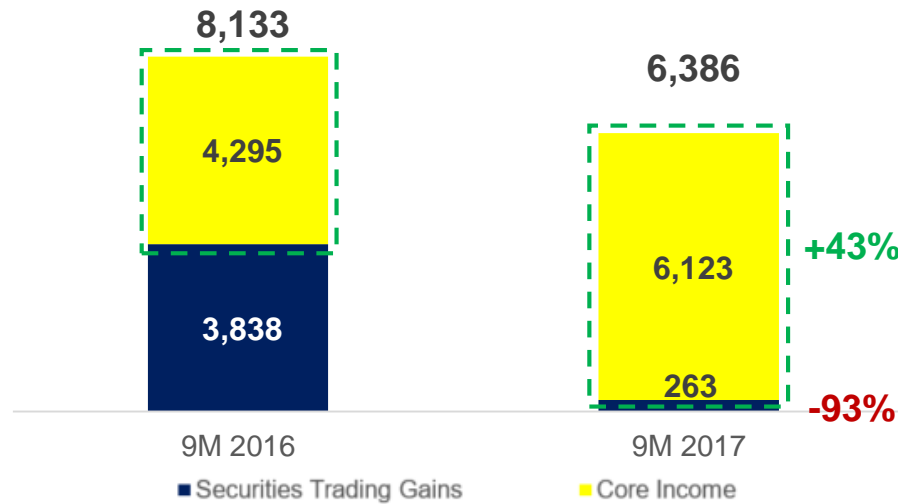
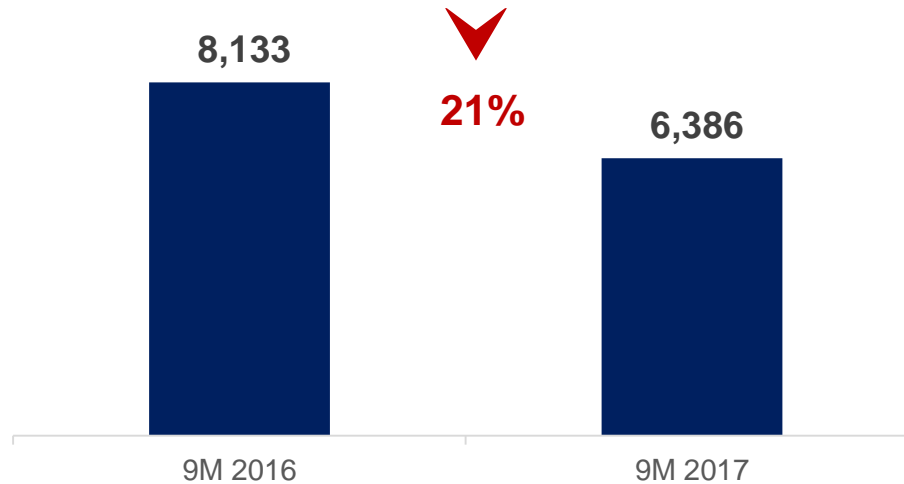
PERIOD COVERED: 3Q / 9M 2017

Jose Emmanuel U. Hilado

CFO and Treasurer

Net income declined on lower trading gains; Excluding securities trading, core income up 43% YoY

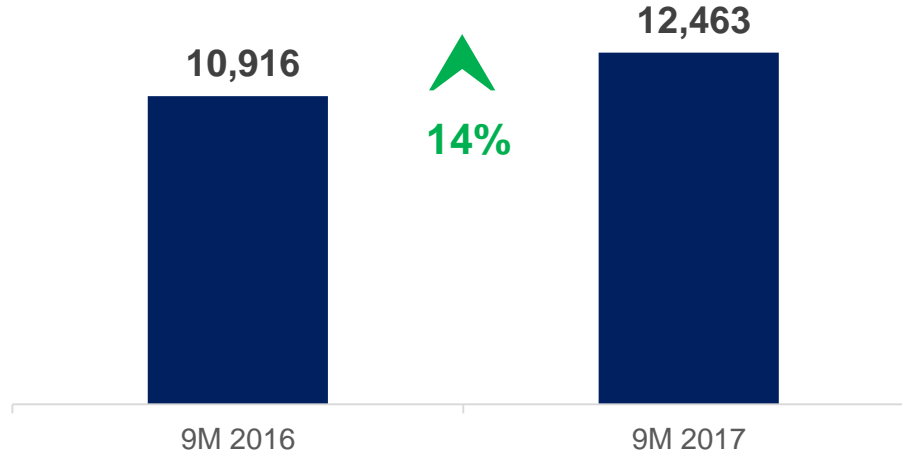
NET INCOME In Millions



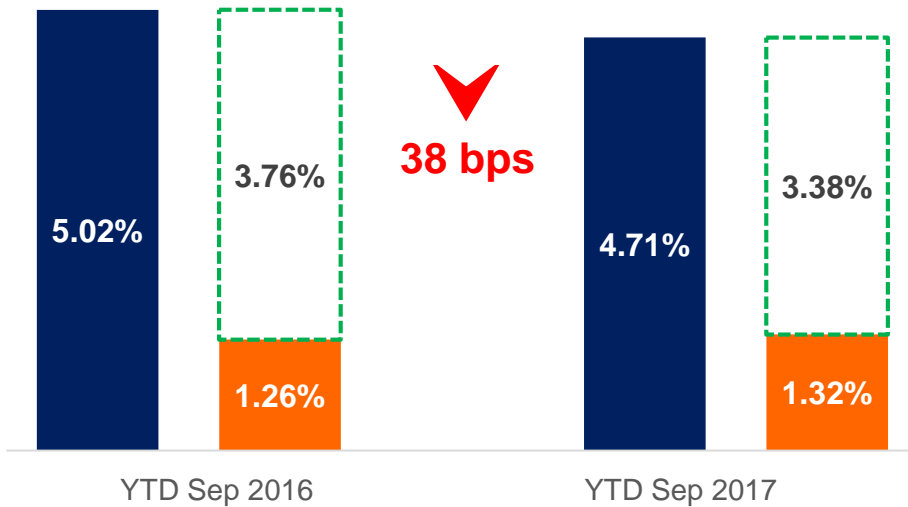
Net interest income driven by expansion in customer loans and investment securities

NET INTEREST INCOME

In Millions



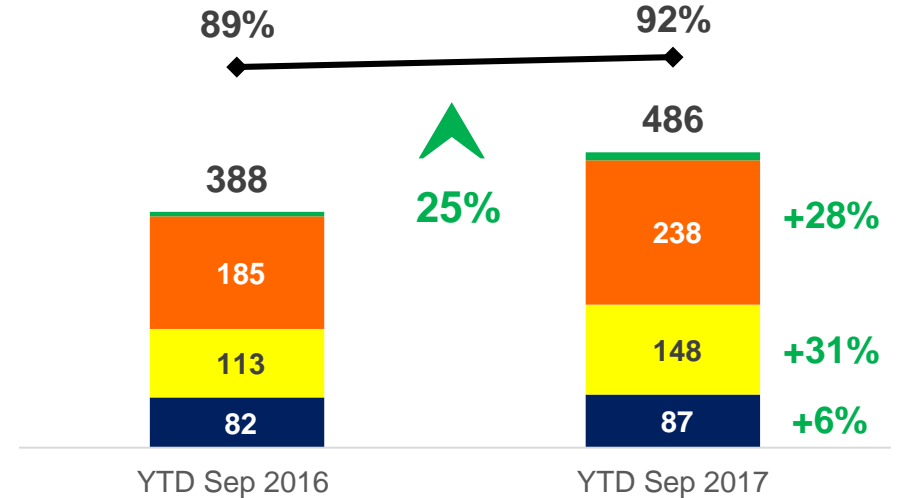
NET INTEREST MARGIN



■ Avg Yield ■ Avg Cost □ NIM

EARNING ASSETS

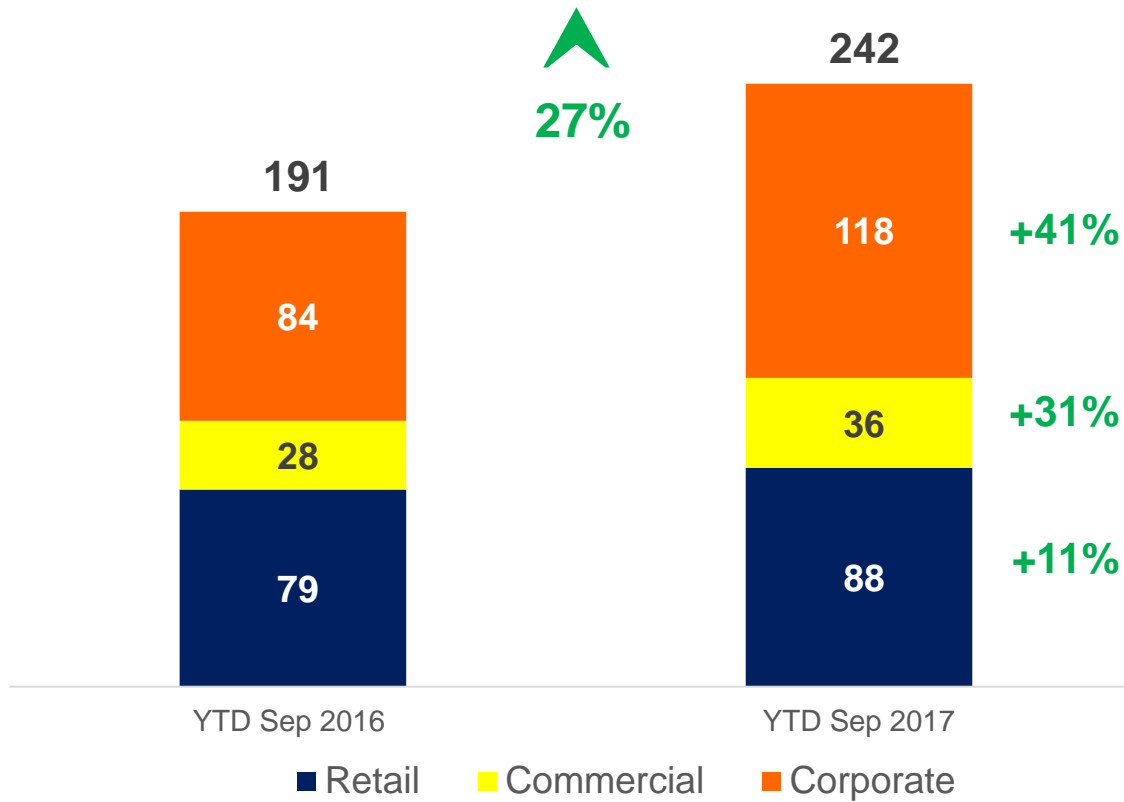
ADB In Billions



■ Liquid Earning Assets ■ Loans ■ Securities ■ Others
 — Share of EA to Net Assets

Credit portfolio sustained double-digit growth

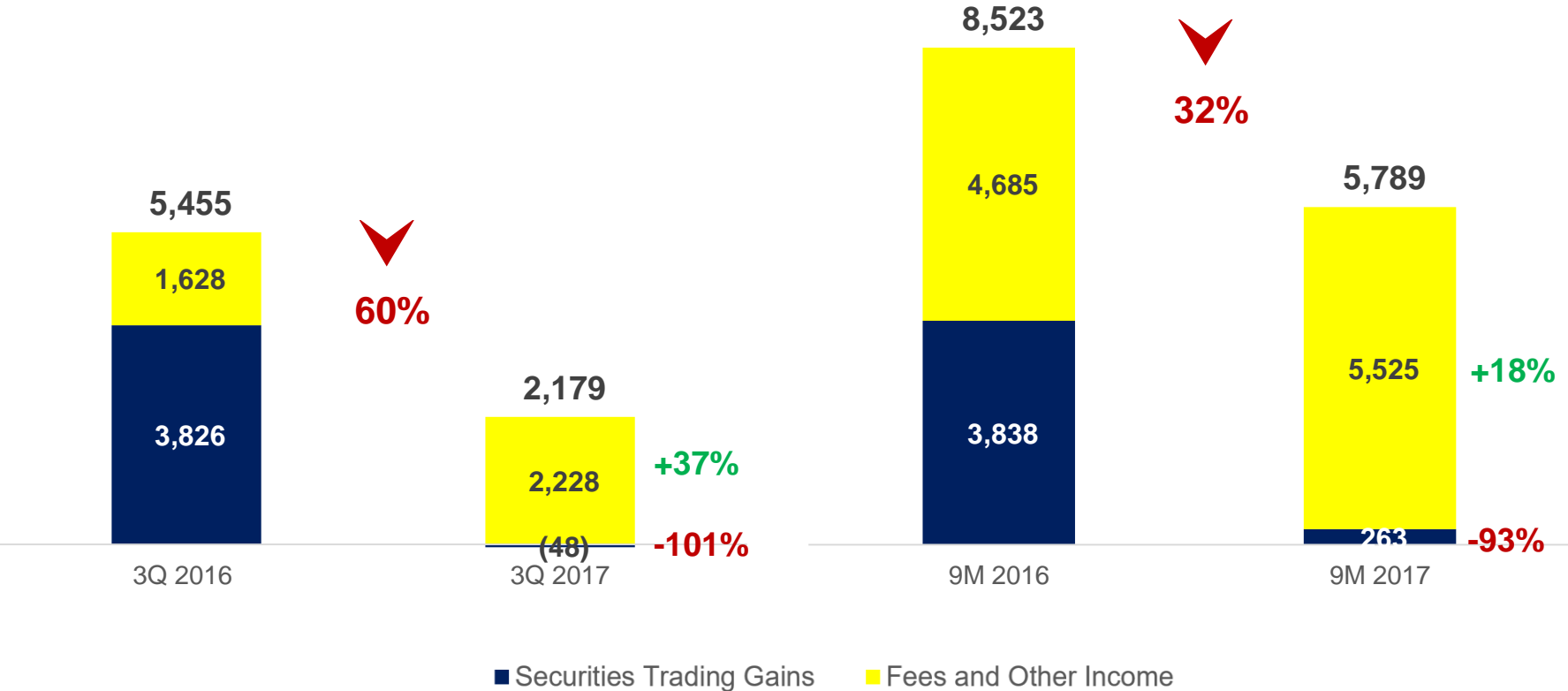
CREDIT PORTFOLIO ADB In Billions



Non-interest income was lower due to trading gains last year



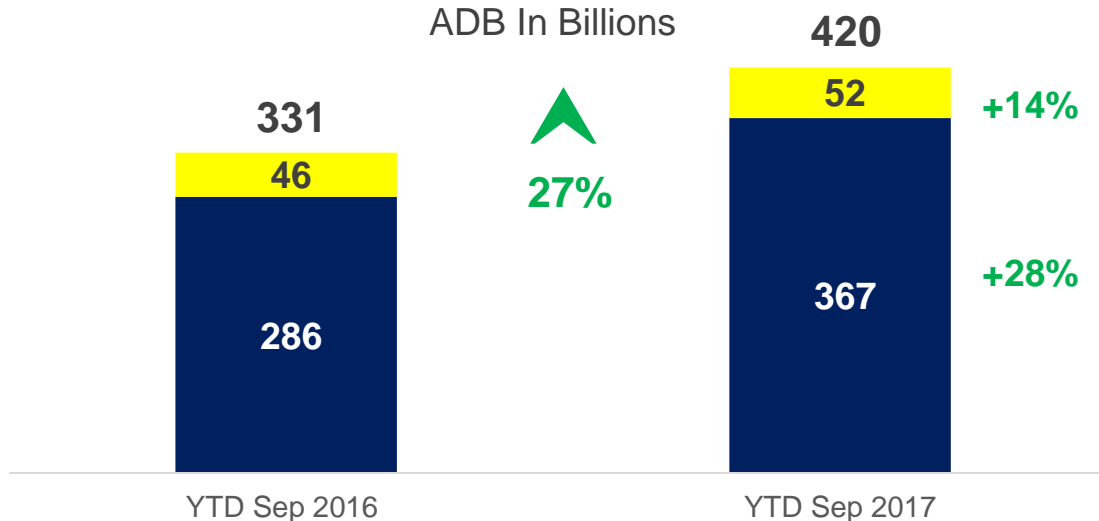
NON-INTEREST INCOME In Millions



Total deposits grew in line with earning assets

TOTAL DEPOSITS

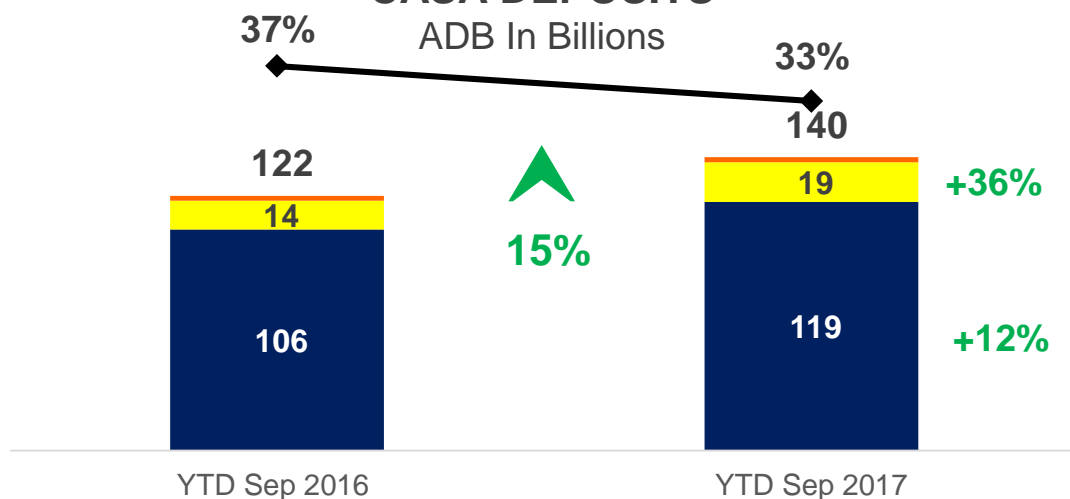
ADB In Billions



■ UnionBank ■ Subsidiaries

CASA DEPOSITS

ADB In Billions

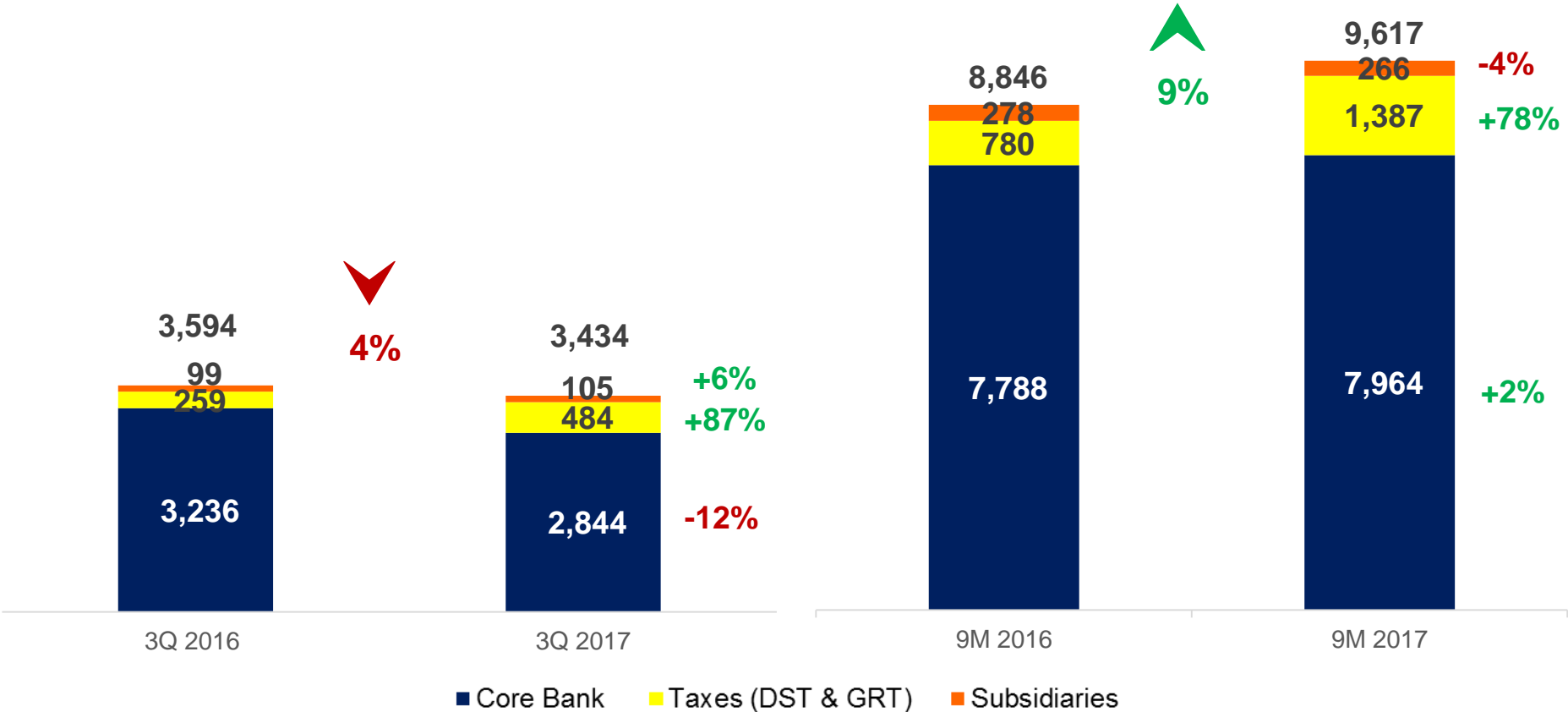


■ Peso ■ FCDU ■ Subsidiaries ← Share of CASA to Total

Operating Expenses grew by a single-digit amid business growth



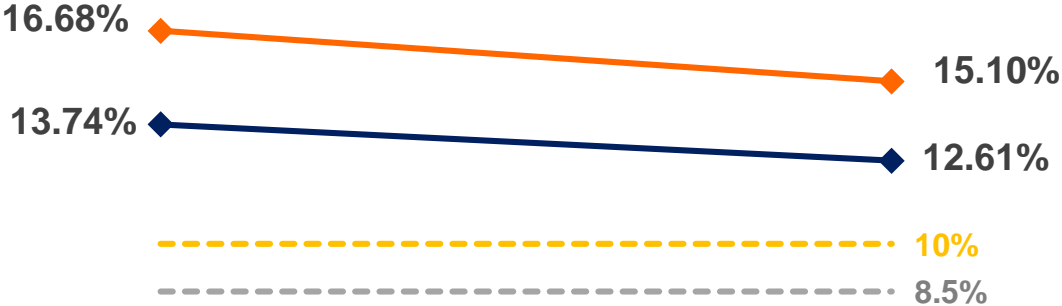
OPERATING EXPENSES In Millions



Capital ratios remained above regulatory minimum



CAPITAL ADEQUACY RATIOS Consolidated Basis



YTD Sep 2016

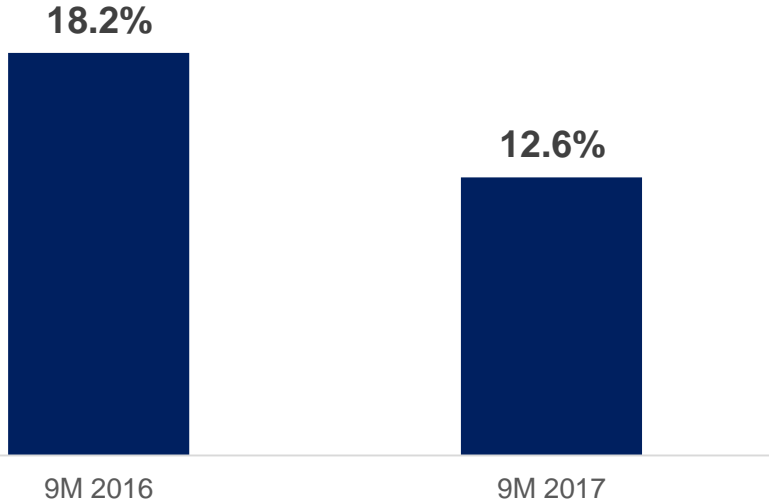
YTD Sep 2017

◆ Tier 1 Capital Ratio
- - - Min. req. Tier 1 ratio

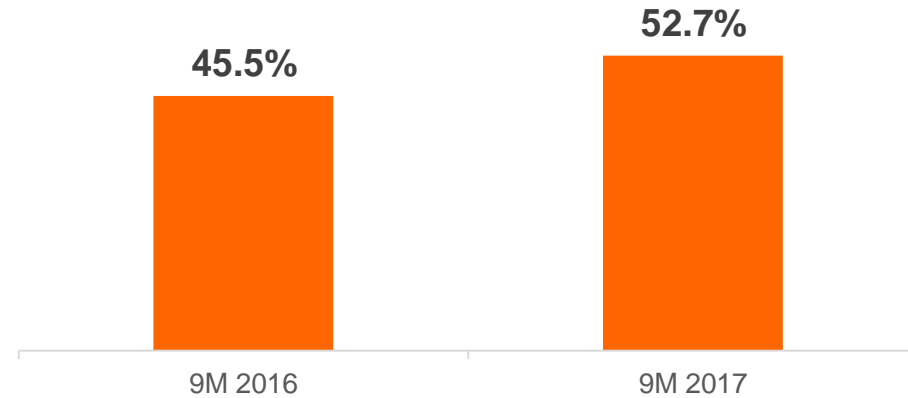
◆ Total Capital Adequacy Ratio
- - - Min. req. CAR

Profitability ratios above industry averages

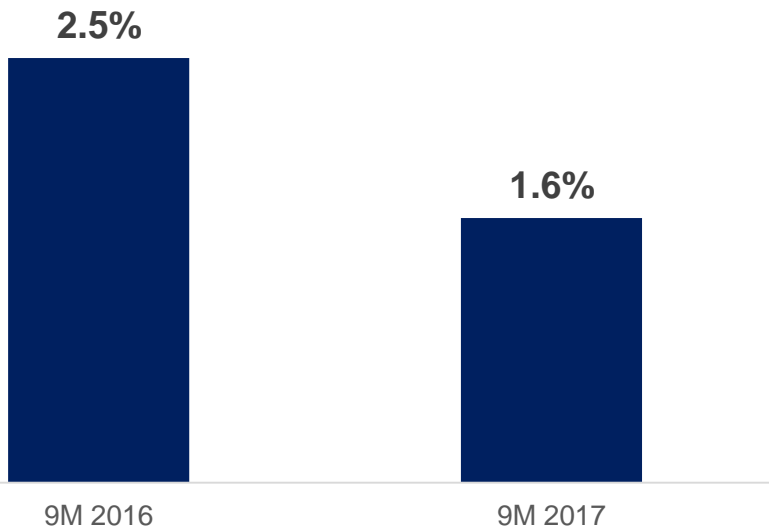
RETURN ON EQUITY



COST-TO-INCOME RATIO



RETURN ON AVE. ASSETS

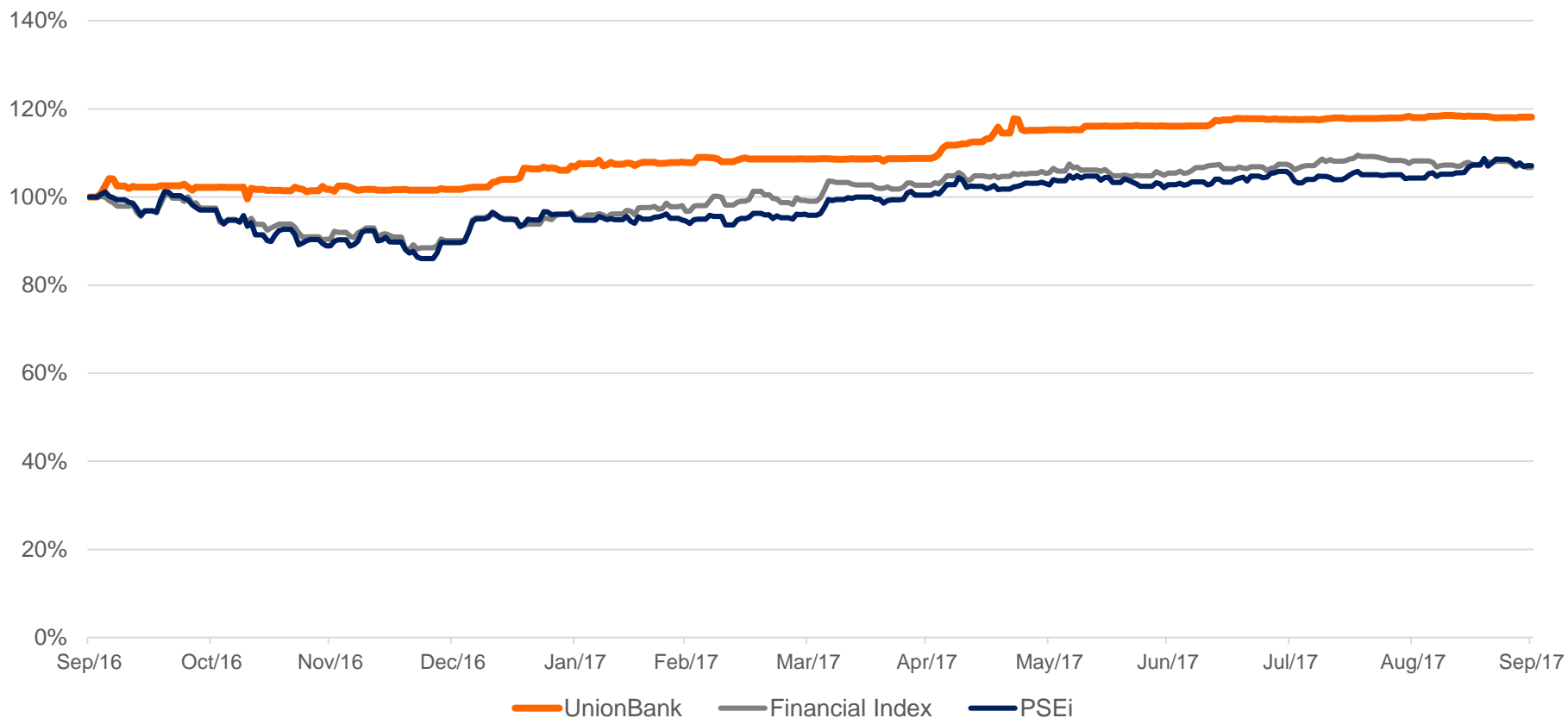


UnionBank outperformed PSE and Financial indices



REBASED STOCK PERFORMANCE

9/30/2016 – 9/30/2017



	UBP	BPI	BDO	Metrobank	Security Bank	PNB	Chinabank	RCBC	PSEi	Financial Index
09/30/2016	73.35	105.00	104.92	85.30	241.60	58.30	33.51	35.90	7,629.73	1,838.43
09/30/2017	86.65	99.45	130.70	86.50	243.20	59.15	32.73	49.60	8,171.43	1,961.24
% Change	18%	-5%	25%	1%	1%	1%	-2.3%	38%	7%	7%
Rank	3	8	2	5	6	4	7	1		

Recent Awards



Best Universal Bank – Philippines, 2017
(CFI.co, Oct 2017)



Strongest Bank by Balance Sheet in the Philippines
Best Mobile Banking Project
Best HR System Projects
Credit Card Product of the Year
(The Asian Banker Philippines Country Awards, Oct 2017)



Best Digital Bank in the Philippines
(Asiamoney Awards, Sep 2017)



Gold Stevie for Employer of the Year in Banking
(Stevie Awards for Great Employers, Sep 2017)



Domestic Retail Bank of the Year
Debit Card Initiative of the Year in the PH – GetGo
(Asian Banking and Finance Awards, Jul 2017)

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