

FINANCIAL & OPERATING RESULTS

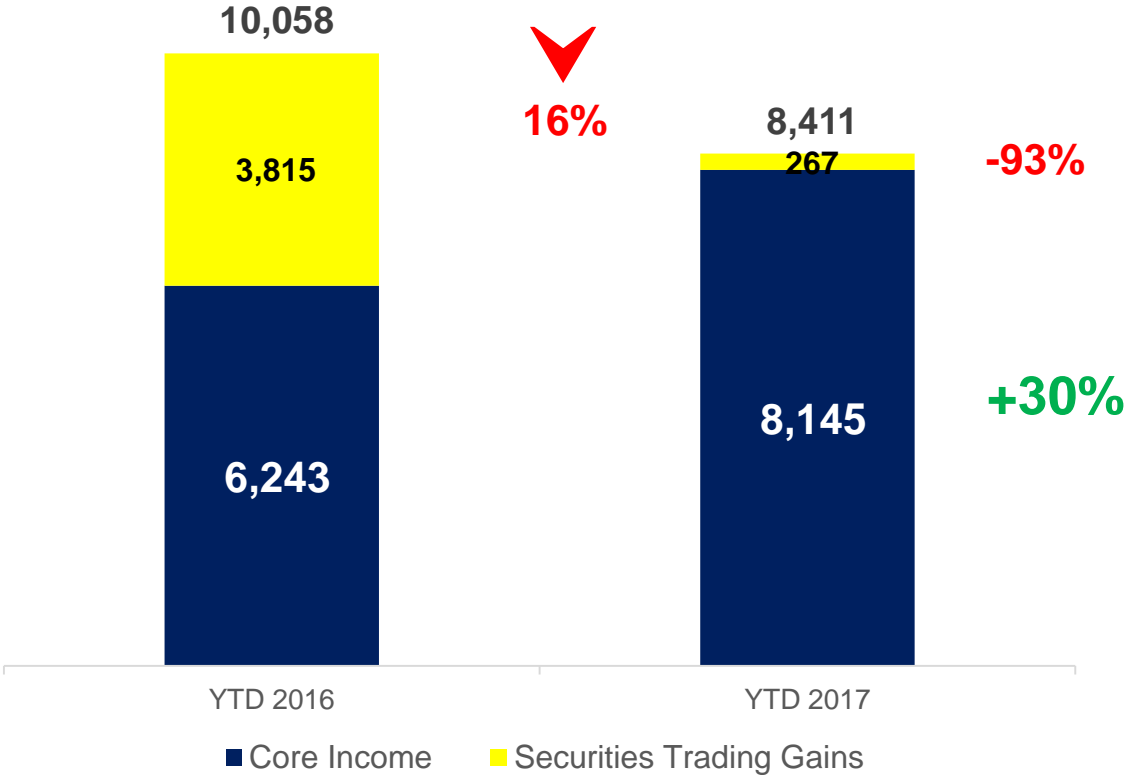
PERIOD COVERED: Full Year 2017

Carlo I. Eñanosa
Corporate Planning Head

Core income (ex-trading) up 30% YoY



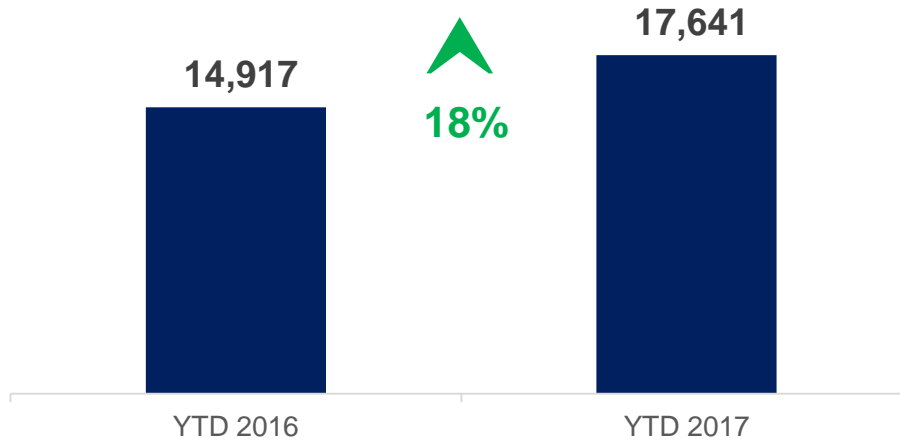
NET INCOME In Millions



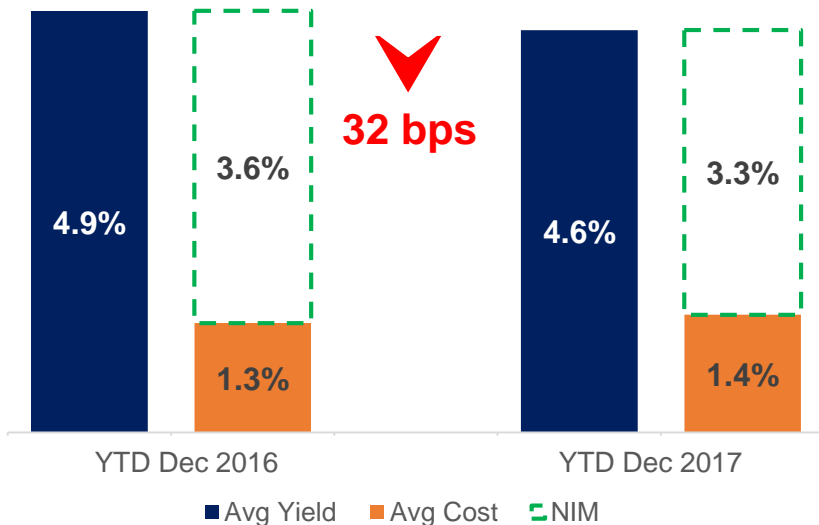
Net interest income driven by growth in earning assets

NET INTEREST INCOME

In Millions

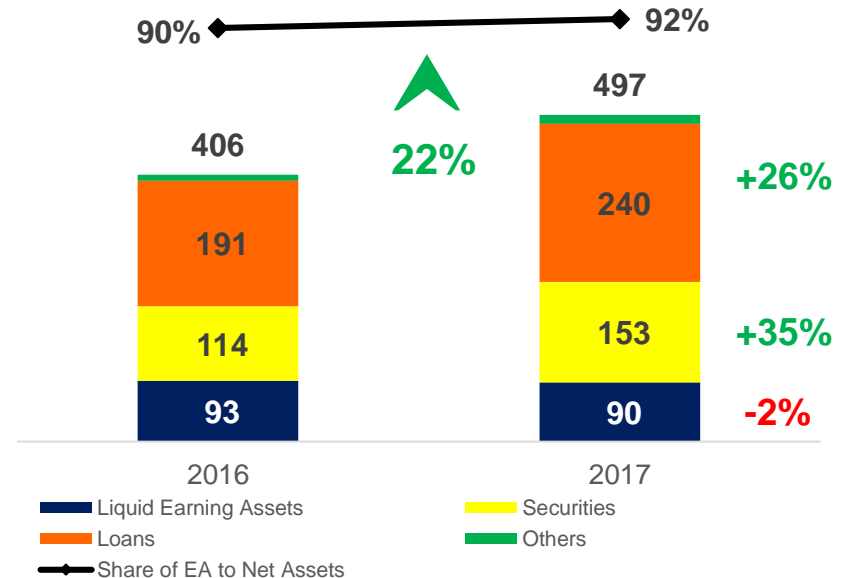


NET INTEREST MARGIN



EARNING ASSETS

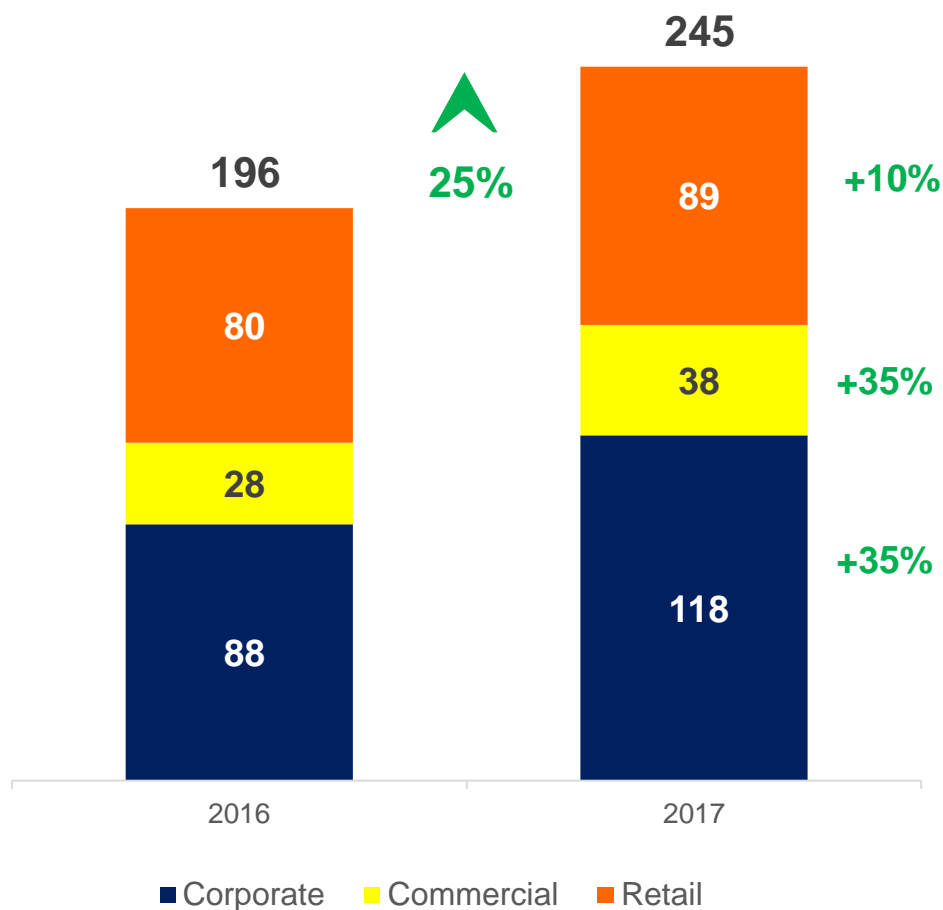
ADB In Billions



Double-digit growth across all major segments

CREDIT PORTFOLIO

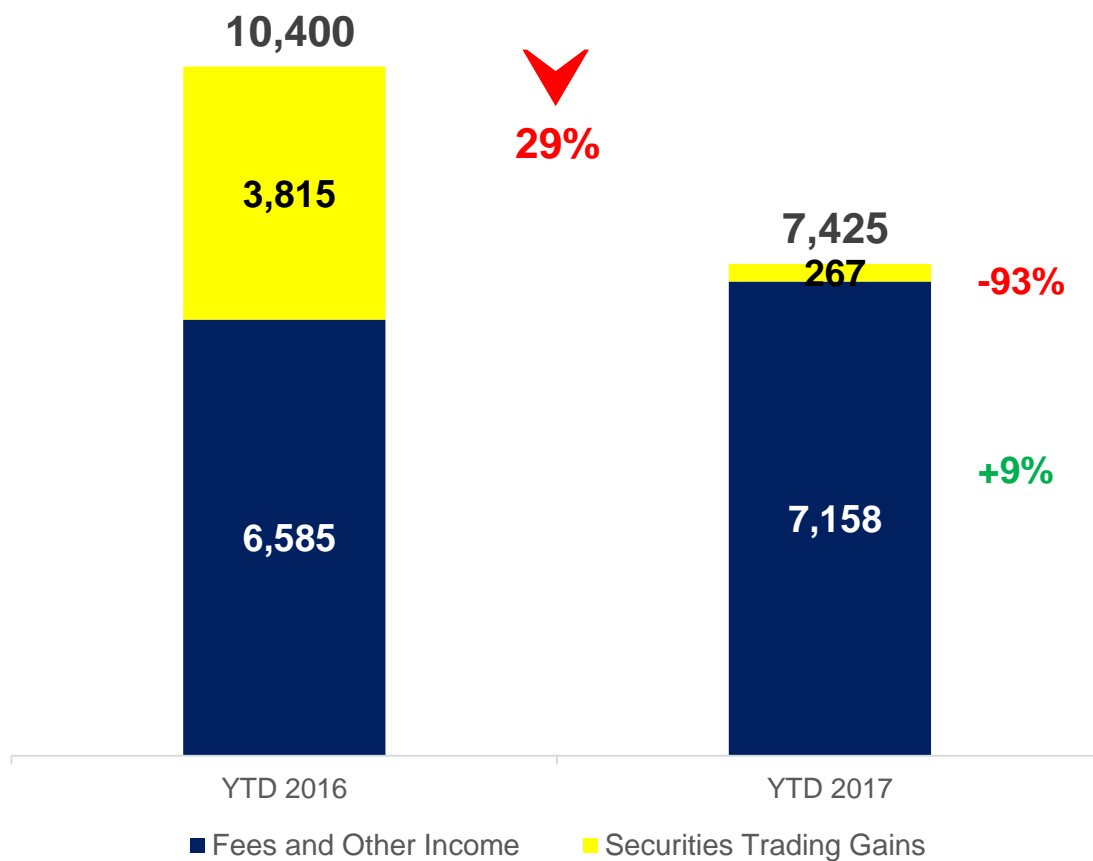
ADB In Billions



Non-interest income driven by fee-based income

NON-INTEREST INCOME

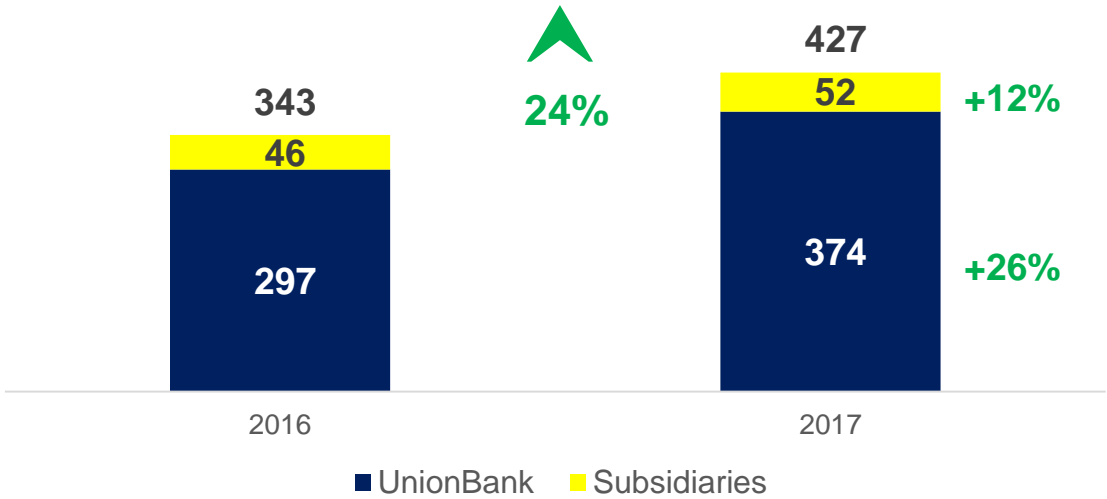
In Millions



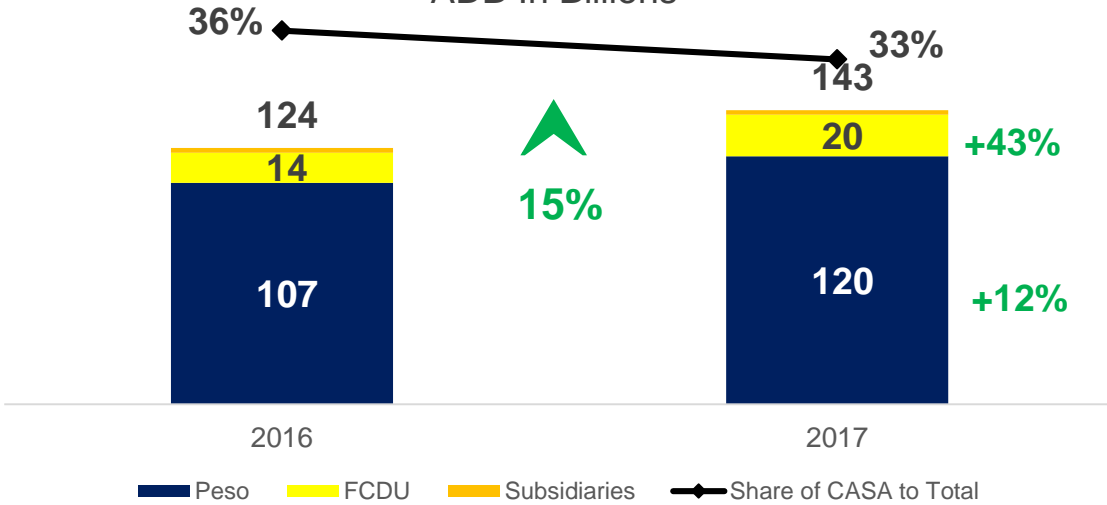
Deposits in line with strong asset growth



TOTAL DEPOSITS ADB In Billions



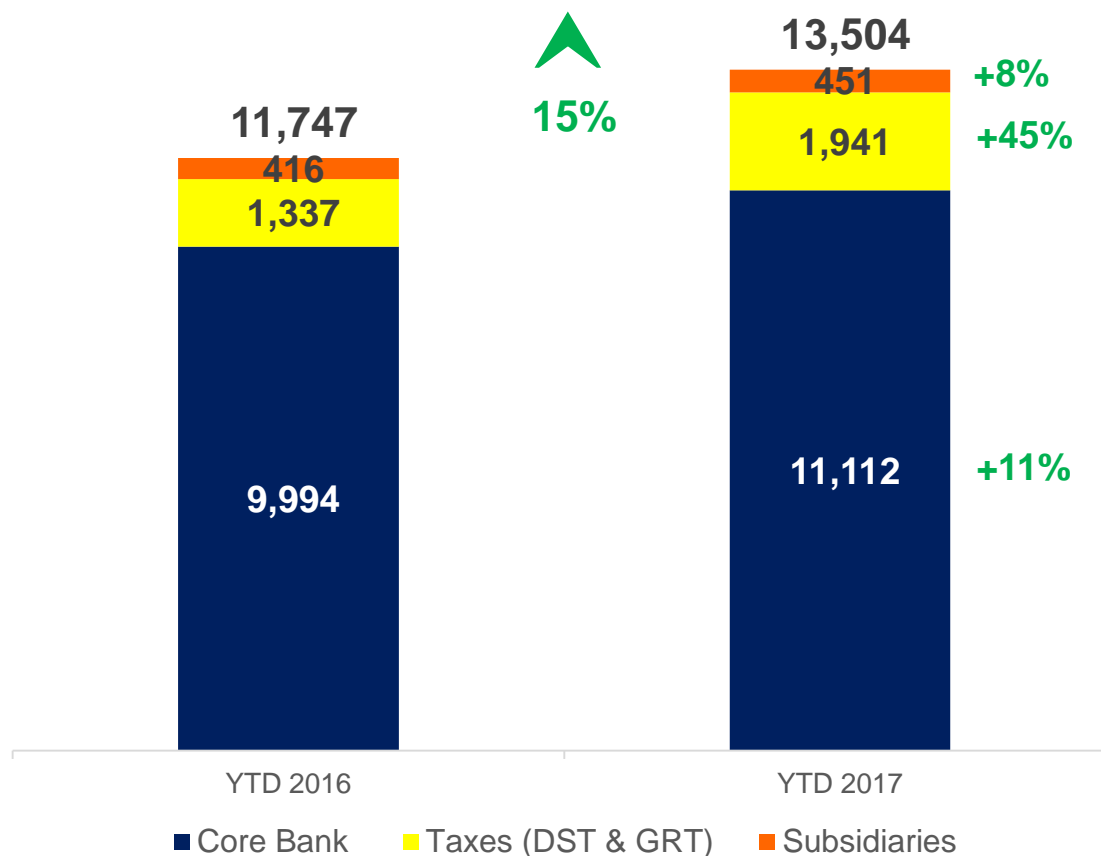
CASA DEPOSITS ADB In Billions



Higher OpEx driven by business expansion

OPERATING EXPENSES

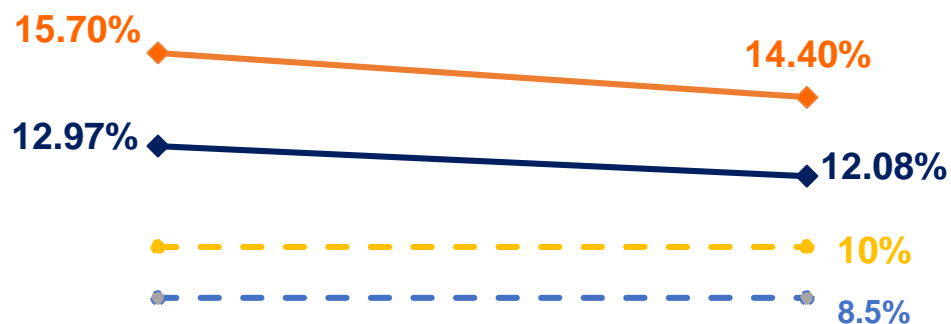
In Millions



Capital ratios well-above regulatory minimum

CAPITAL ADEQUACY RATIOS

Consolidated Basis



YTD Dec 2016

YTD Dec 2017

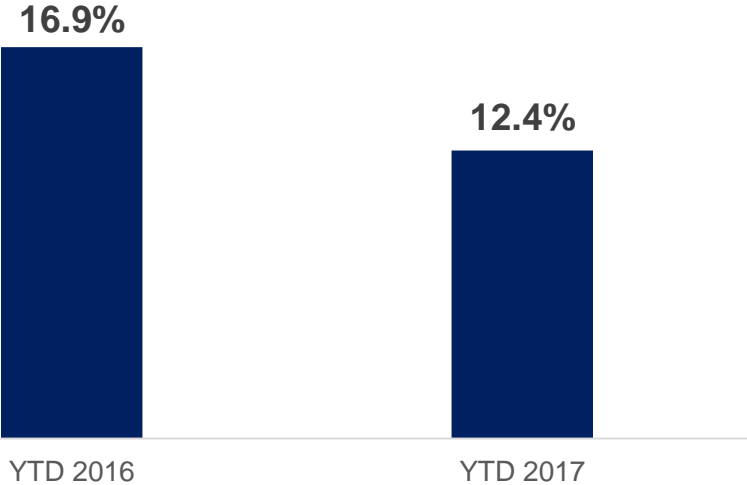
◆ Tier 1 Capital Ratio
◆ Min. req. Tier 1 ratio

◆ Total Capital Adequacy Ratio
◆ Min. req. CAR

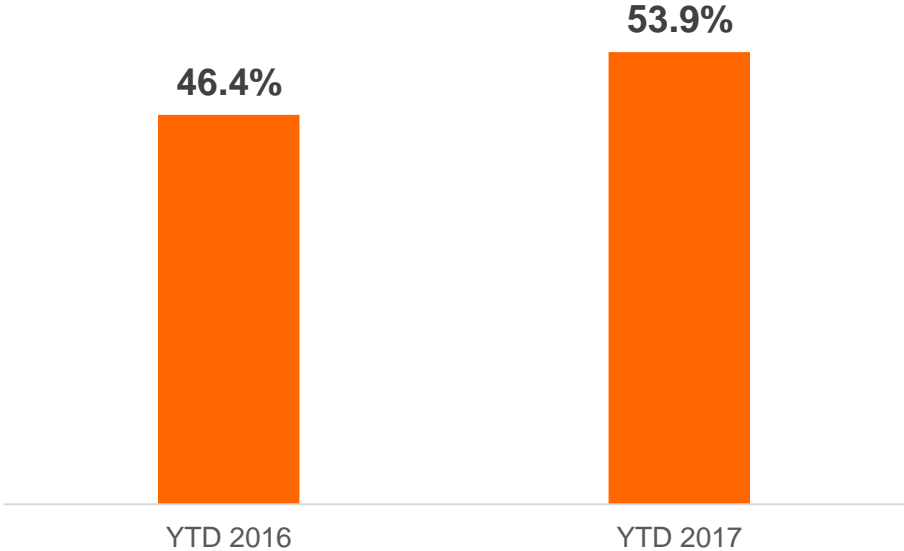
Sustained above-industry profitability ratios



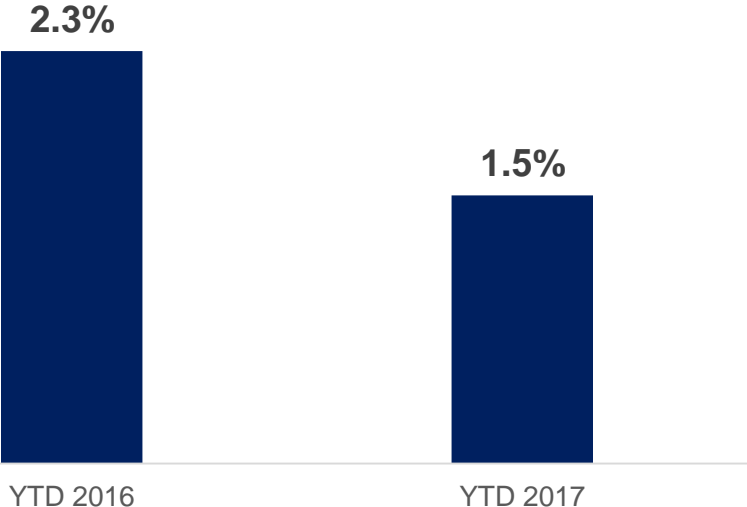
RETURN ON EQUITY



COST-TO-INCOME RATIO



RETURN ON AVE. ASSETS



Recent Milestones

ACQUISITIONS*

- 100% stake in Philippine Resources (PR) Savings Bank (Dec-17)



- 51% stake in PeraHub (Feb-18)



CREDIT RATING

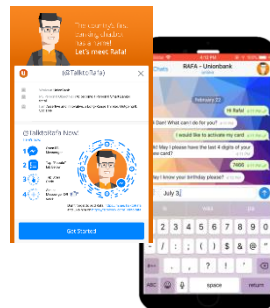
- Moody's Rating (Baa2)

CUSTOMER EXPERIENCE

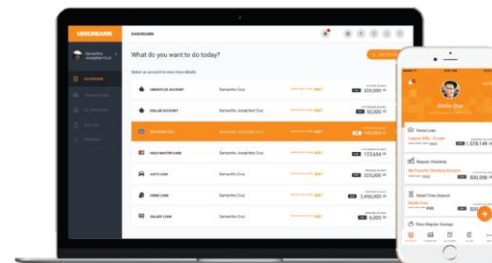
- EON (Mar-17)



- UnionBank Chatbot "Rafa" (Apr-17)



- UnionBank Online Mobile App and Web (Jul-17)



- "The Ark" (Sep-17)



*Subject to closing conditions and regulatory approval

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