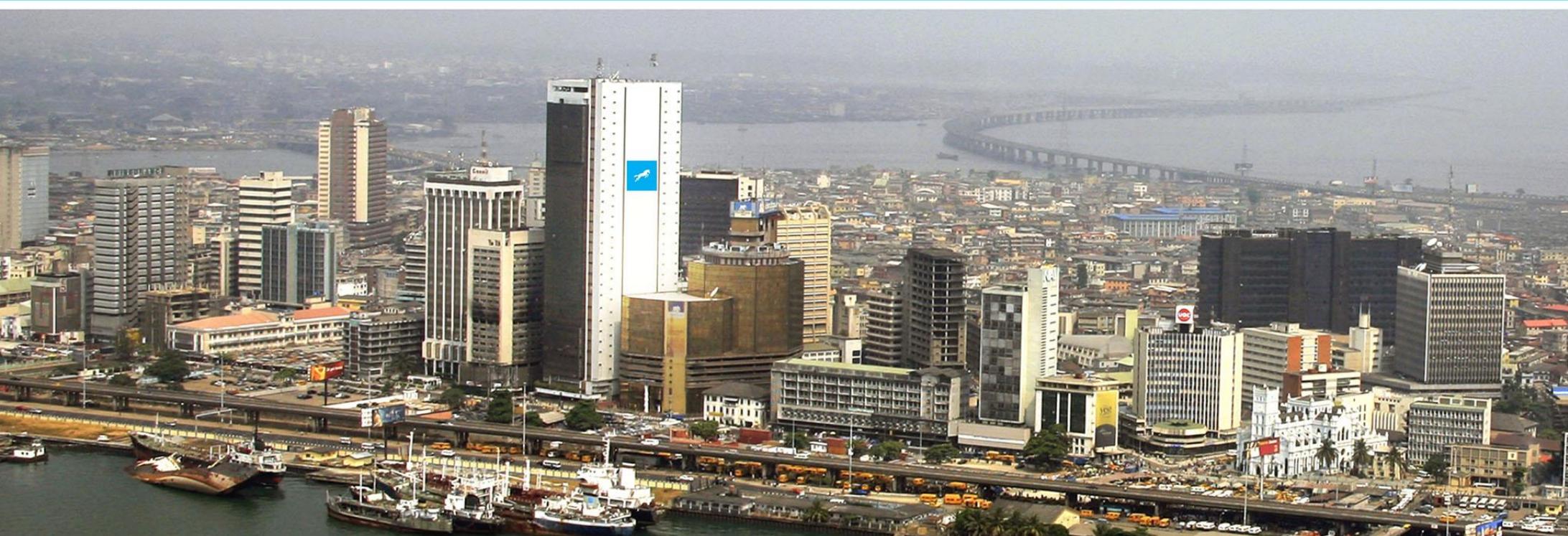


# Audited Financial Results for the year ended December 31, 2016



# Disclaimer

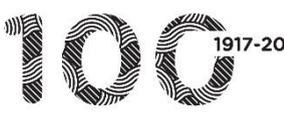
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# UBN – Celebrating 100 Years of Strength, Reliability and Growth

1917 - 1970	1971 - 1990	1991 - 2008	2009 - 2012	2013 - 2016	2016 - 2017
<p><b>1917</b> Established as Colonial Bank</p> <p><b>1925</b> Became Barclays Bank DCO, 2<sup>nd</sup> commercial bank in Nigeria</p> <p><b>1969</b> Became Barclays Bank of Nigeria Ltd.</p> <p><b>1970</b> Grew branch network to 59</p>	<p><b>1971</b> Listed on the Nigerian Stock Exchange</p> <p><b>1979</b> Became Union Bank of Nigeria Plc.</p> <p><b>1983</b> Opened full-fledged branch in London</p>	<p><b>1999</b> 2<sup>nd</sup> largest branch network with ~280 branches</p> <p><b>2004</b> Established UK subsidiary</p> <p><b>2005</b> Acquired Universal Trust Bank &amp; Broad Bank</p> <p>Received Nigeria's Best Bank Awards in 2000-2, 2004, 2006</p>	<p><b>2009</b> Banking crisis / CBN intervention</p> <p><b>2012</b> 3<sup>rd</sup> largest branch network with ~350 branches</p> <p><b>2012</b> Recapitalization with UGPL as core investors</p>	<p><b>2013</b> Strategy redefined with new management</p> <p><b>2014</b> Sale of subsidiaries with focus on core banking</p> <p><b>2015</b> Huge investments in people, process &amp; technology</p> <p><b>2015</b> Launched re-energized brand. Awards received</p>	<p><b>2016</b> Received most improved retail bank award</p> <p><b>2016</b> Simpler, Smarter Bank</p> <p><b>2017</b> 100 1917-2017</p>  



**Celebrating 100 years  
of strength, reliability  
and growth.**

**100** 1917-2017

- 1 The Operating Environment**
- 2 Overview of Union Bank**
- 3 Financial Performance**
- 4 Full Year 2016 Expectations**



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# 1 The Operating Environment

*Emeka Emuwa*  
*Chief Executive Officer*

# Overview of the Nigerian Macro Environment

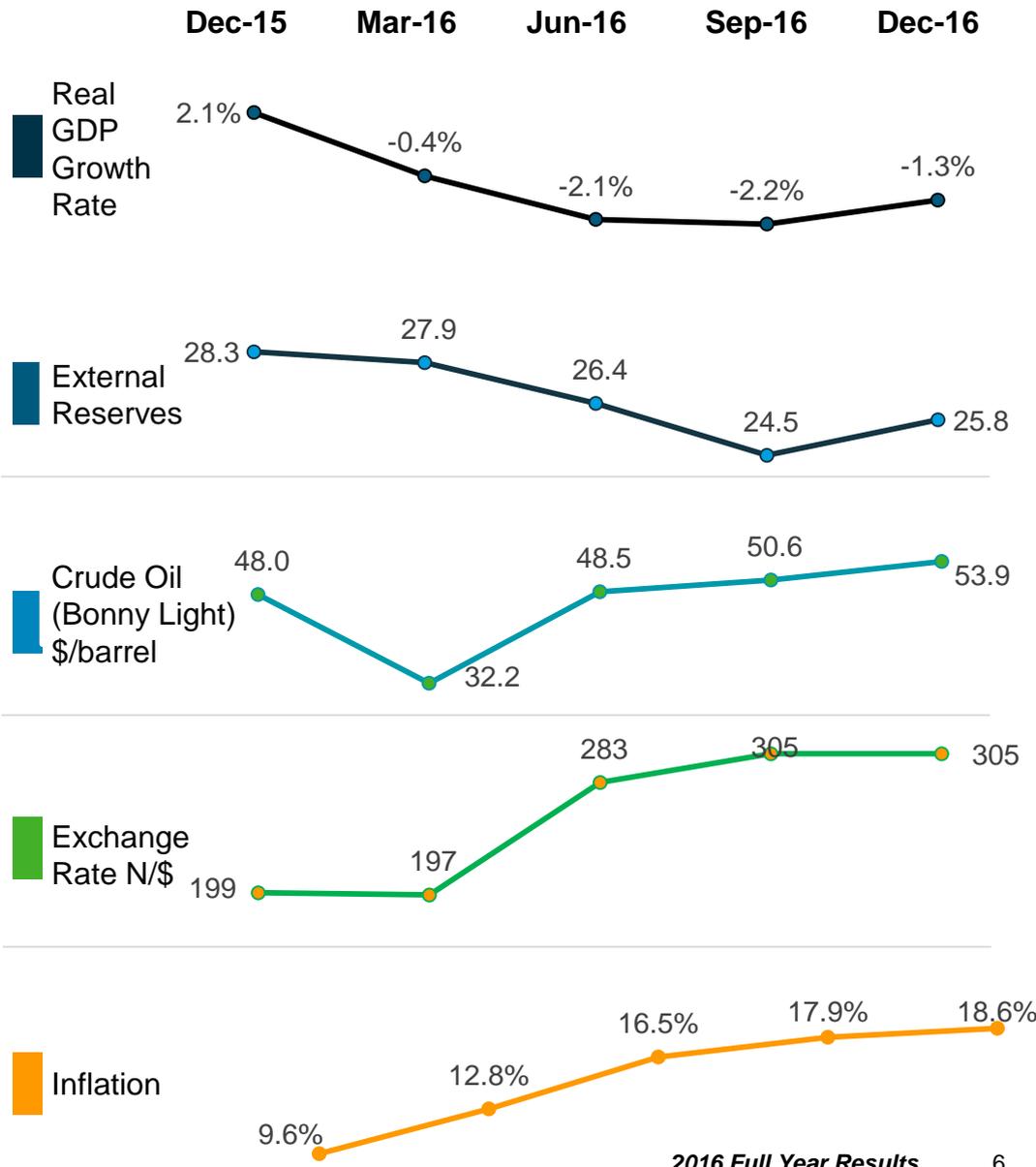
The Nigerian economy contracted by 1.5% year-on-year in 2016 (from 2.79% in 2015), The economy declined two consecutive quarters between Q4 2015 and Q2 2016, officially indicating a recession

Over the year, external reserves declined from \$27.6bn in January to \$25.8bn in December

In November 2016, OPEC agreed to cut production by 1.2mbpd (3%) to 32.5mbpd. Consequently, Bonny Light prices climbed from \$45/bl to \$54/bl in December 2016

A flexible exchange rate was introduced in June 2016 and the official rate of the naira devalued from N199/\$ to N282/\$; then to N305/\$ by yearend, a cumulative 35% devaluation in H2 2016. The Bureau De Change(BDC) rate closed the year at N455/\$, a 36% devaluation from N290/\$ in January

Inflation peaked at 18.6% in December 2016, for the 14th consecutive month and the highest rate since October 2005



# 2016 Regulatory Highlights

## Q1'16

- Introduction of N50 stamp duty on transactions above N1,000
- FX sale to Bureaus de Change (BDC) stopped
- MPR increased from 11% to 12%, CRR increased from 20% to 22.5%, liquidity ratio maintained at 30%
- CBN ordered banks to resume sales of FX to retail customers

## Q2'16

- Introduction of flexible exchange rate, futures and forwards market
- Naira devalued from N199 to N282/\$
- MPR increased to 14%, CRR and liquidity ratio maintained at 22.5% and 30% respectively

## Q3'16

- CBN granted one-off forbearance to write off fully NGAAP provisioned NPLs without awaiting the mandatory one year period
- CBN banned and then reinstated nine banks from FX market for failed remittance of over \$2bn belonging to NNPC from TSA

## Q4'16

- CBN suspended 19 banks from selling dollar proceeds to BDCs
- CBN orders BDCs to buy at N381/\$ and takes action against those not in compliance



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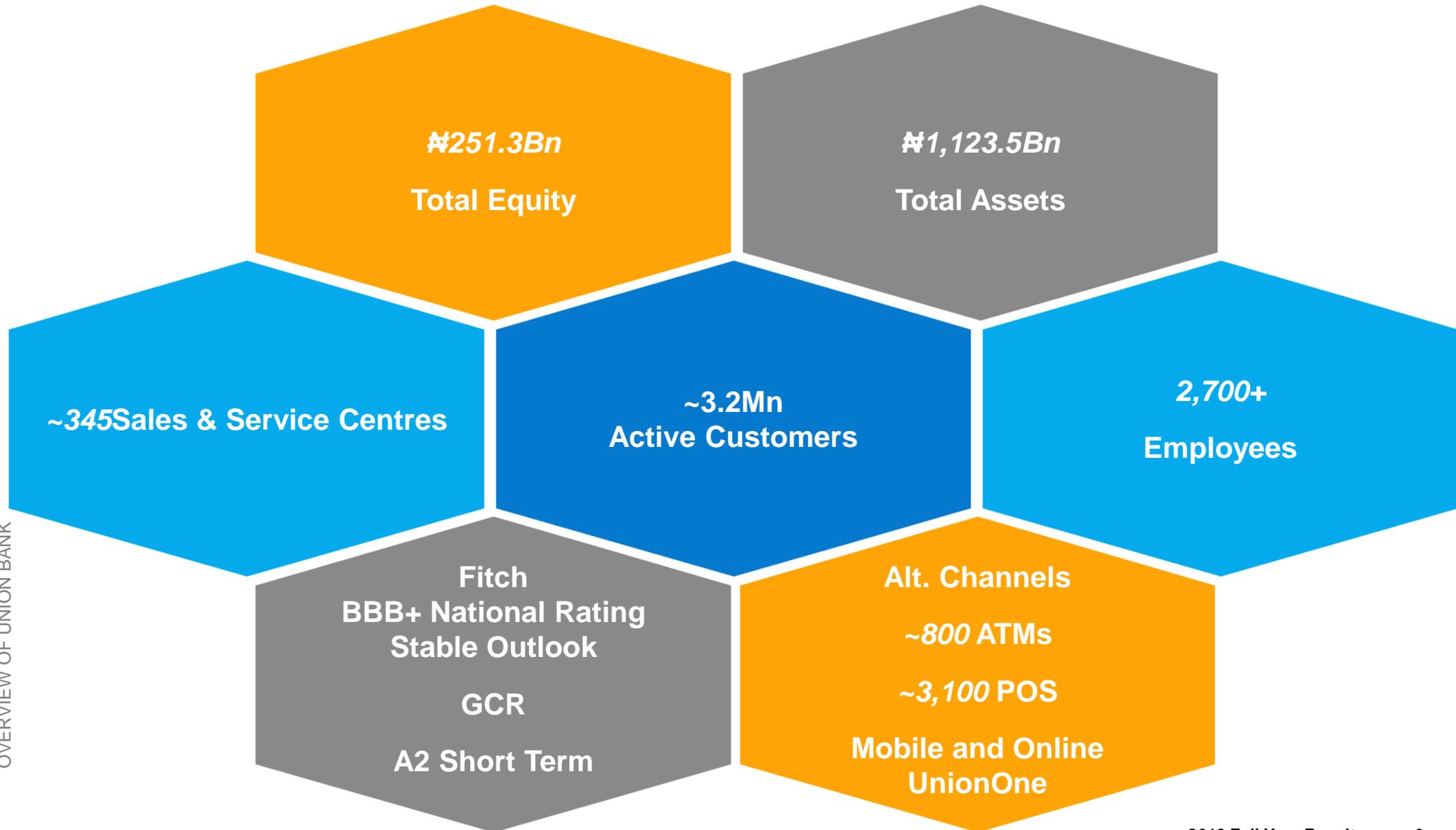
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## 2 Overview of Union Bank

# Union Bank at a Glance



OVERVIEW OF UNION BANK

# Select 2016 Achievements

## 80 Branches Upgraded



## Increased activity on E-Channels



~ 414K

~383% YoY growth in active mobile subscribers



~ 65K

~ 50% YoY growth in active online subscribers



1.72M

~ 48% YoY growth in active cards



7

Self-Service Smarter Banking Centres

## Expanded Product Portfolio

- Savings products launched:
  - **UnionBetta**, a charity-linked savings product
  - **UnionKorrekDai-Dai** for northern Nigeria
  - **UnionGoal**, a goal-oriented savings account
  - **UnionFuture**, a retirement savings product
  - **UnionKorrekExclusive** for high net worth individuals
- Launched 20 **Bancassurance solutions** in partnership with insurance companies
- SME specialised lending products introduced

## Community and Sustainability Achievements

- Training and capacity building for 20 youth social entrepreneurs through the **Union Bank- LEAP Africa Social Innovators Programme**
- The only bank and private organization to support Team Nigeria at the Rio 2016 Olympics.
- Trained over 1,000 students on financial literacy for World Savings Day and expanded Financial Literacy programme
- Provided leadership training to 50 secondary school girls through the **Union Bank - Junior Achievement of Nigeria LEAD Camp**

# Awards / Recognition Reinforce Transformation Success



“Most Improved Bank in Retail Banking” – *Business Day*



“Best Bank to Support Nigeria’s Small And Medium Scale Enterprises” – *Business Day*



“Best Participating Bank in Nigeria” – *CBN Agricultural Credit Guarantee Scheme Fund*



“Best Commercial Agriculture Bank” – *Nigeria Agriculture Awards*



“Top 10 Best Company to Work for in Nigeria” – *Jobberman*



“Best Brand Development to Reflect Changed Positioning”; “Best Visual Identity from the Financial Services Sector” – *Transform Awards MENA*



“Most Efficient Bank on e-Reference Operations” – *2017 CBN/NIBSS e-Payment Efficiency Awards*



*Latest PCIDSS (ver. 3.2) certification – Payment Card Industry Data Security Standard (PCIDSS)*



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## 3 UBN Financial Performance

*Oyinkan Adewale*  
*Chief Financial Officer*

# Group Key Financial Achievements – FY2016

## Profit Before Tax (PBT)

- **PBT** up 6% to ₦15.7bn (₦14.9bn 2015)

## Gross Earnings

- **Gross earnings** up 8% to ₦126.6bn (₦117.2bn 2015)

## Interest Income

- **Interest income** up 8% to ₦98.0bn (₦90.9bn 2015); driven by loan book growth and improved Bank asset yields

## Interest Expense

- **Interest expense** down 6% to ₦33.0bn (₦35.2bn 2015); 15% customer deposit growth, less reliance on expensive interbank funding; leading to drop in Bank core cost of funds to 5.23% in 2016 from 6.64% in 2015

## Operating Expenses

- **OPEX** up 7% to ₦62.0bn (₦57.9bn in 2015) in the face of inflationary and devaluation pressures and in line with ongoing investments in technology and network infrastructure.

## Customer Deposits

- **Deposits** up 15% to ₦658.4bn (₦570.6bn as at Dec 2015)
- Growth was led by new product offerings, increased market penetration and improved customer uptake

## Gross Loans

- **Gross loans** up 38% to ₦535.8bn (₦388.8bn as at Dec 2015).
  - 13% core volume growth
  - 25% growth driven by the impact of currency devaluation on FCY loans

# Bank Key Financial Achievements – FY2016

## Profit Before Tax (PBT)

- **Total PBT** ₦ 16.0bn (₦ 18.5bn 2015). Excluding gain on sales of subsidiaries, **PBT** up 3% to ₦15.3bn (₦14.9bn 2015)

## Gross Earnings

- **Gross earnings** up 4% to ₦123.5bn (₦118.4bn 2015)

## Interest Income

- **Interest income** up 7% to ₦95.4bn (₦88.9bn 2015); driven by loan book growth and improved asset yields

## Interest Expense

- **Interest expense** down 6% to ₦32.9bn (₦35.1bn 2015), 11% growth in customer deposits, less reliance on expensive interbank funding; leading to drop in core cost of funds to 5.2% in 2016 from 6.6% in 2015

## Operating Expenses

- **OPEX** up 6% to ₦58.8bn (₦55.6bn in 2015) in the face of inflationary and devaluation pressures and in line with ongoing investments in technology and network infrastructure.

## Customer Deposits

- **Deposits** up 11% to ₦633.8bn (₦569.1bn as at Dec 2015)
- Growth was led by new product offerings, financial inclusion initiatives and increased market penetration as well as improved customer uptake

## Gross Loans

- **Gross loans** up 40% to ₦518.3bn (₦370.9bn as at Dec 2015).
  - 13% core volume growth
  - 27% growth driven by the impact of currency devaluation on FCY loans

# FY 2016 Performance – Group Financial Highlights

		FY 2016	Dec 2015	Δ
Balance Sheet (₹ 'bn)	Assets	1,252.7	1,049.7	19%
	Gross Loans	535.8	388.8	38%
	Customer Deposits	658.4	570.6	15%
	Equity	271.7	246.8	10%
Key Ratios	Coverage Ratio	182%	177%	500bps
	Loan to Deposit Ratio	81%	68%	1,300bps
	Non-Performing Loan Ratio	6.9%	6.7%	20bps

		FY 2016	FY 2015	Δ
Income Statement (₹ 'bn)	Gross Earnings	126.6	117.2	8%
	Net Interest Income	65.0	55.7	17%
	Non-Interest Income	28.6	26.2	9%
	Credit Impairment	16.6	9.9	67%
	Operating Expenses	62	57.9	7%
	Profit Before Tax	15.7	14.9	6%
	Profit After Tax	15.4	14.3	8%
Key Ratios	Net Interest Margin	8.6%	8.5%	10bps
	Cost to Income Ratio	66.2%	70.7%	(450bps)
	Return on Equity	5.9%	6.1%	(20bps)
	Return on Assets	1.4%	1.4%	-
	Net Asset Value per share	₹16.04	₹14.57	₹1.47
	Earnings Per Share	92k	84k	8k

# FY 2016 Performance – Bank Financial Highlights

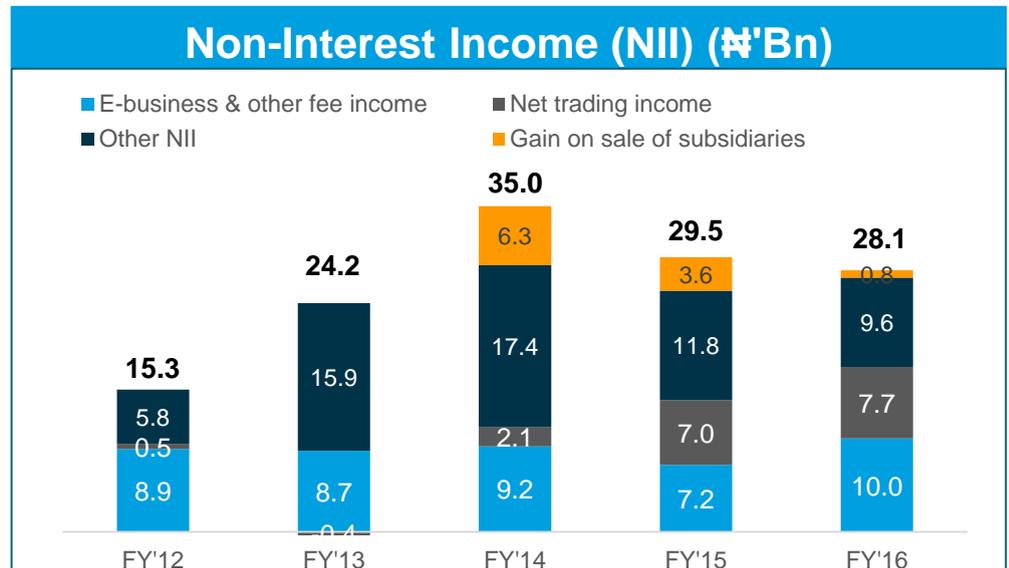
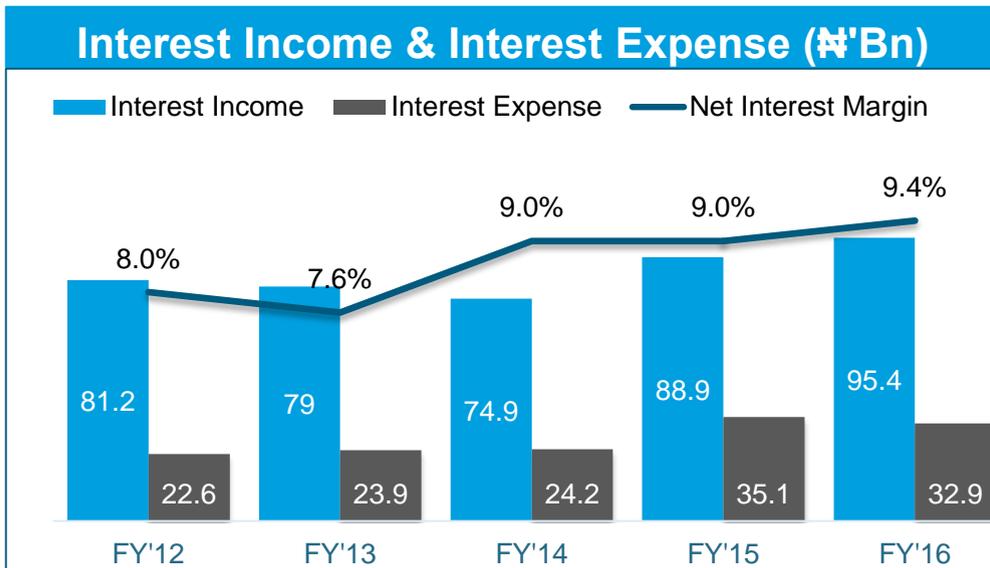
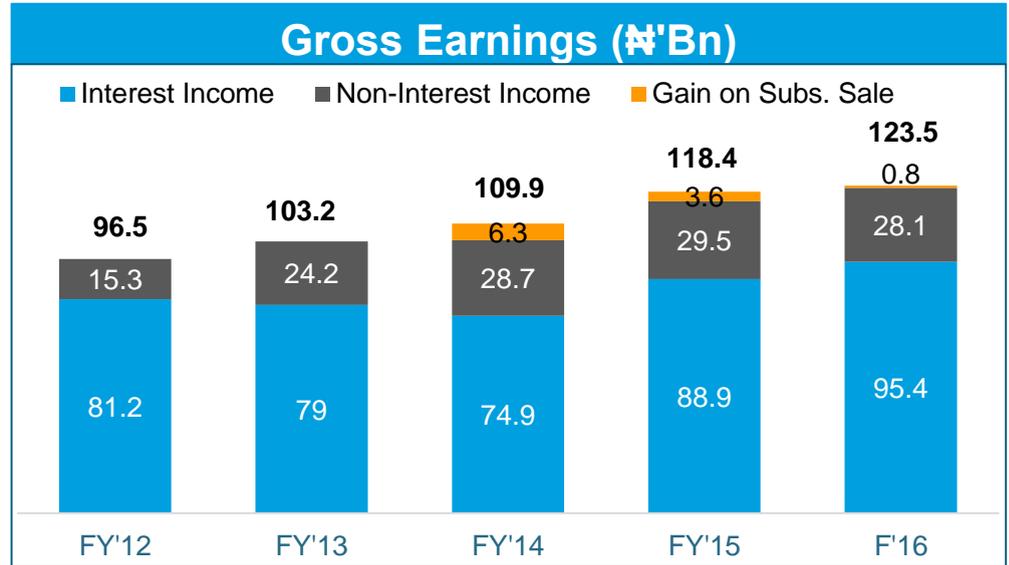
		<b>FY2016</b>	<b>FY2015</b>	<b>Δ</b>
<b>Balance Sheet</b> (₱ 'bn)	Total Assets	<b>1,123.5</b>	1,001.0	12%
	Gross Loans	<b>518.3</b>	370.9	40%
	Customer Deposits	<b>633.8</b>	569.1	11%
	Equity	<b>251.3</b>	233.5	8%
<b>Key Ratios</b>	Coverage Ratio <sup>1</sup>	<b>182%</b>	177%	500bps
	Liquidity Ratio (regulatory minimum - 30%)	<b>40%</b>	45%	(500bps)
	Loan to Deposit Ratio	<b>82%</b>	65%	1,660bps
	Non-Performing Loan Ratio	<b>7.14%</b>	6.99%	15bps
		<b>FY 2016</b>	<b>FY 2015</b>	<b>Δ</b>
<b>Income Statement</b> (₱ 'bn)	Gross Earnings	<b>123.5</b>	118.4	4%
	Net Interest Income	<b>62.5</b>	53.8	16%
	Non-Interest Income	<b>27.3</b>	25.9	5%
	Gain on sale of subsidiaries	<b>0.8</b>	3.6	(78%)
	Operating Expenses	<b>58.8</b>	55.6	6%
	Profit Before Tax <sup>2</sup>	<b>15.3</b>	14.9	3%
	Profit After Tax <sup>2</sup>	<b>15.1</b>	14.4	5%
<b>Key Ratios</b>	Net Interest Margin	<b>9.4%</b>	9.0%	40bps
	Cost to Income Ratio	<b>64.9%</b>	66.8%	(195bps)
	Return on Equity <sup>2</sup>	<b>6.2%</b>	6.6%	(40bps)
	Return on Assets <sup>2</sup>	<b>1.4%</b>	1.6%	(20bps)
	Net Asset Value per share	<b>₱14.84</b>	₱13.79	₱1.05
	Earnings Per Share	<b>89k</b>	85k	4k

<sup>1</sup> Includes regulatory risk reserves

<sup>2</sup> Excludes one-time gain on sale of subsidiaries;

# Sustained revenue growth

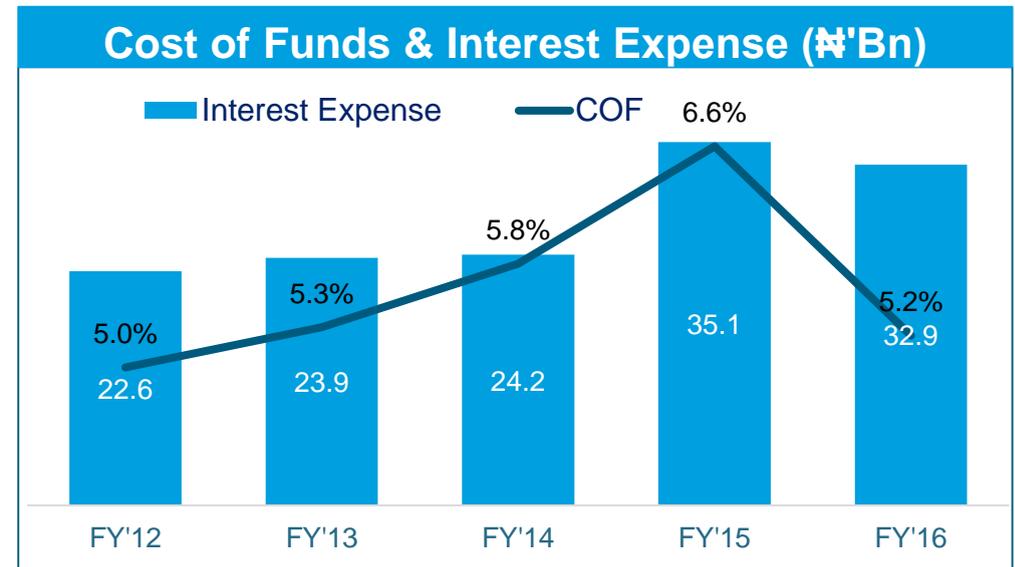
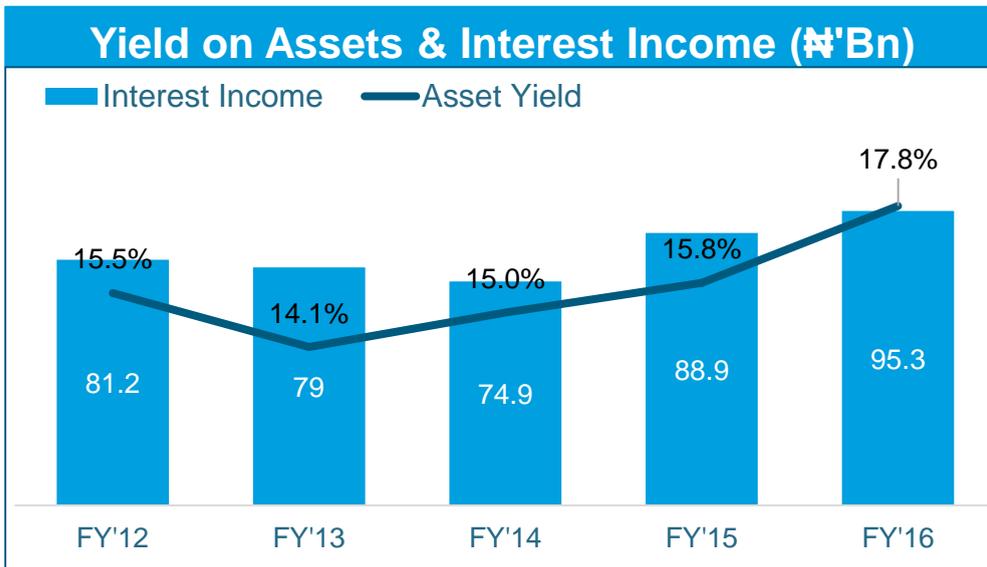
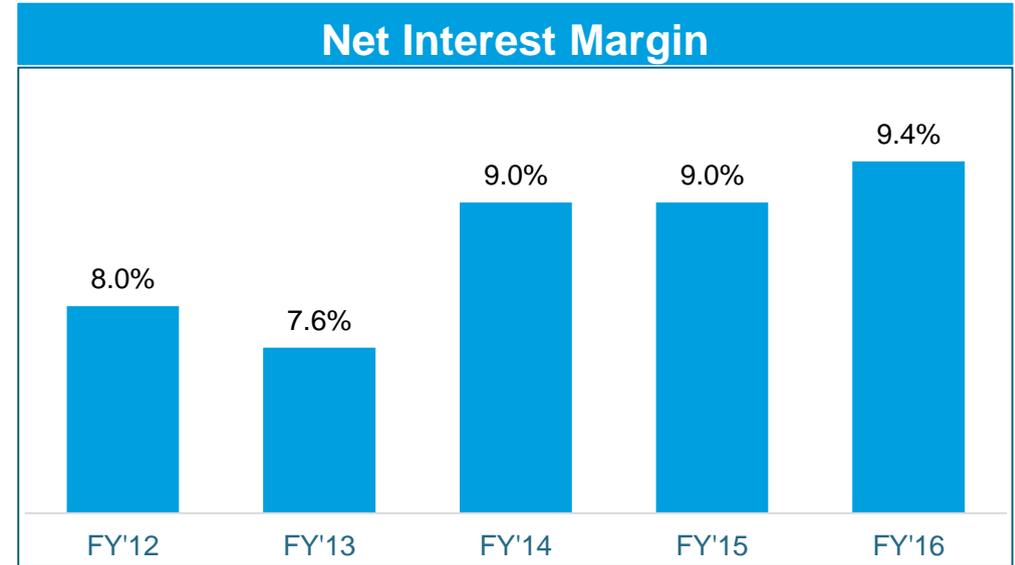
- Gross Earnings up 4% to ₱123.5bn (₱118.4bn in FY'15)
- Interest income up 8%, driven by loan book growth and improved asset yields
- Interest expense down 6%, driven by customer deposit growth, less dependence on interbank; lower cost of funds: 5.2% in FY'16 vs 6.6% in FY'15
- Net Interest Income up 16% (₱ 62.5bn FY'16 vs ₱53.8bn FY'15)
- 39% growth in E-business and other income from ₱7.2bn to ₱10bn.



\*Gain on sale of subsidiaries: FY'16 – ₱0.8bn; FY'15 – ₱3.6bn;

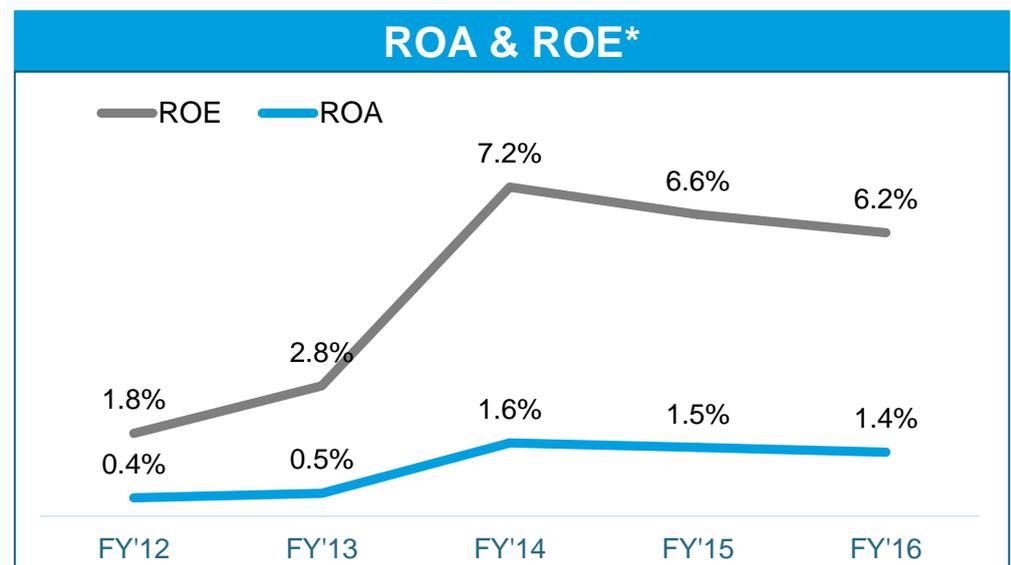
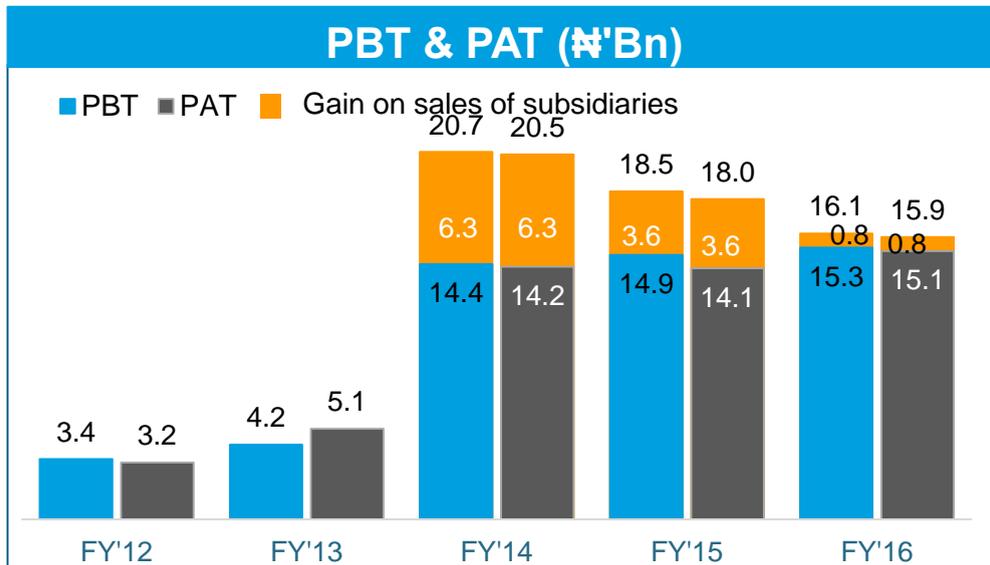
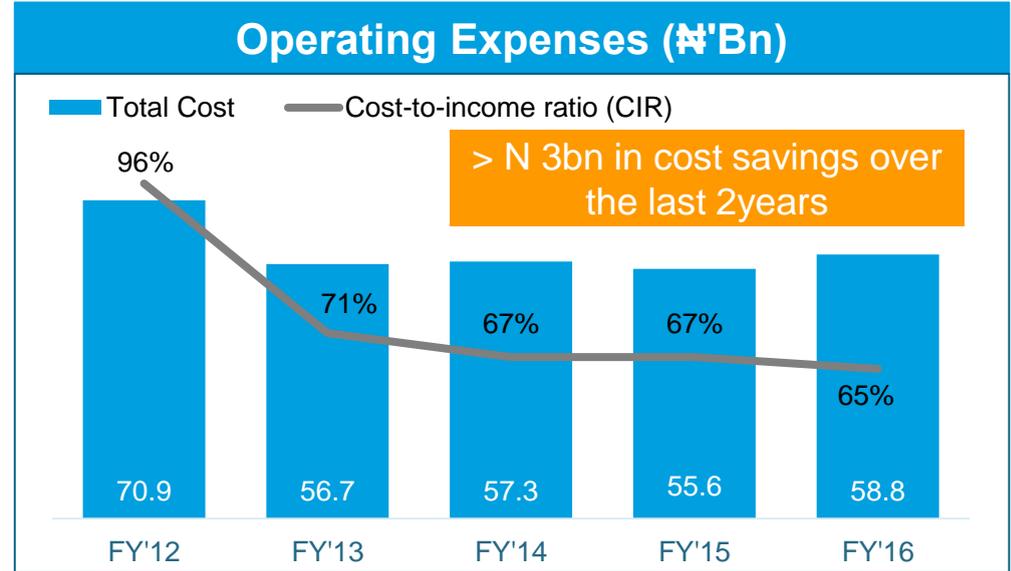
# Improving net interest margin, asset yield and funding cost

- Net Interest Margin up 40bps to 9.4% in FY'16 from 9.0% in FY'15 as we continue to optimise our balance sheet
- Yield on Assets 17.81% in FY'16 (15.8% in FY'15 ); the lower interest rate environment during the period
- Cost of Funds improved by 141bps to 5.2% in FY'16 from 6.6% in FY'15, largely driven by improved deposit mix, customer deposit growth and less reliance on interbank



# Cost optimisation initiatives continue to yield good results

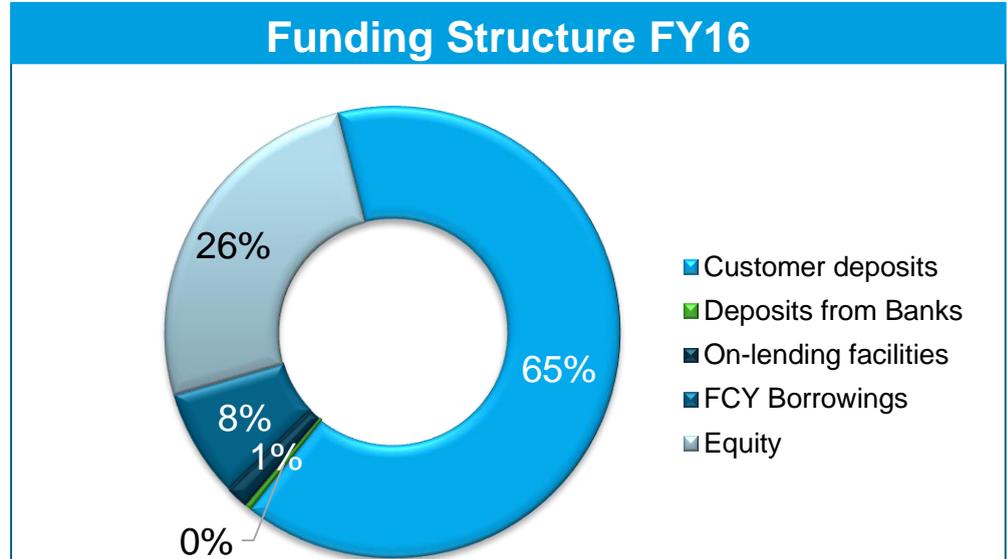
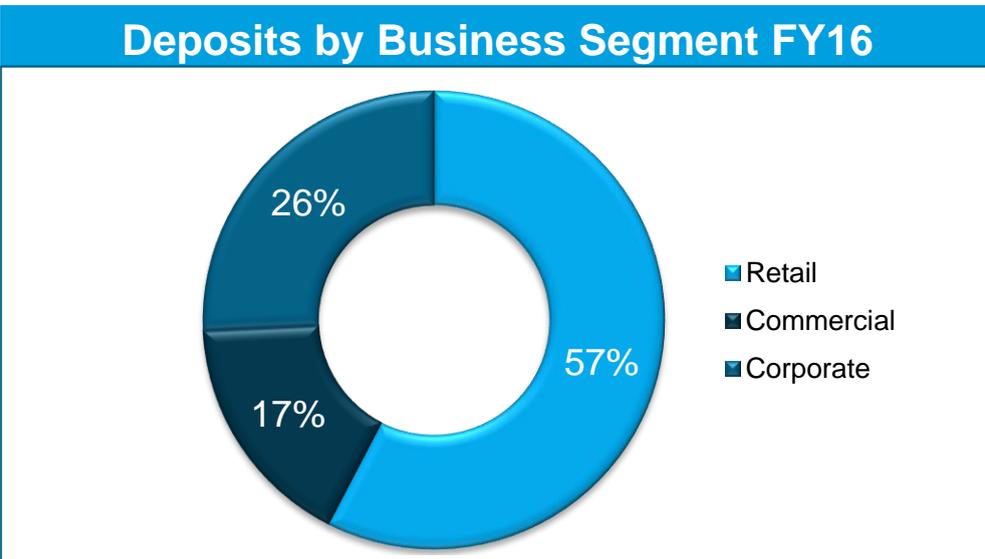
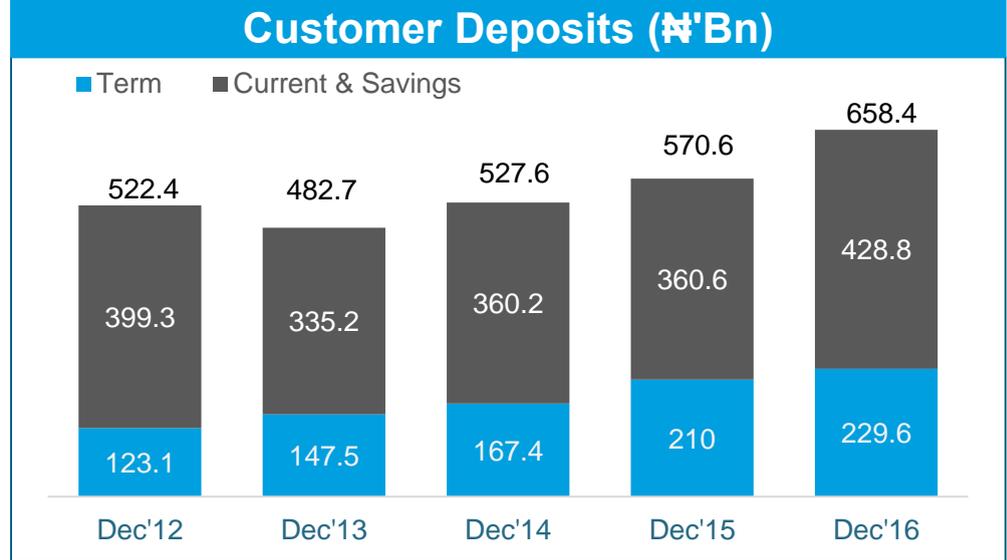
- Operating expenses of ₦58.8bn (₦55.6bn in FY'15)
- CIR has improved to 65% (67% in FY'15)
  - buoyed by centralisation of processes, outsourcing of non-core functions and optimisation of network and channels
- PBT & PAT of ₦16.1bn and ₦15.9bn respectively;
  - *excluding gain on sale of subs. FY'16 PBT & PAT up 4% to ₦15.3bn and ₦15.1bn respectively*
- ROE & ROA of 6.6% and 1.5% respectively;
  - *excluding gain on sale of subs. improved ROE and ROA to 6.2% and 1.4% respectively*



\*Excludes one-time gain on sale of subsidiaries: FY'14 – ₦6.3bn; FY'15 – ₦3.6bn; FY'15 – ₦3.4bn; FY'16 – ₦0.8bn;

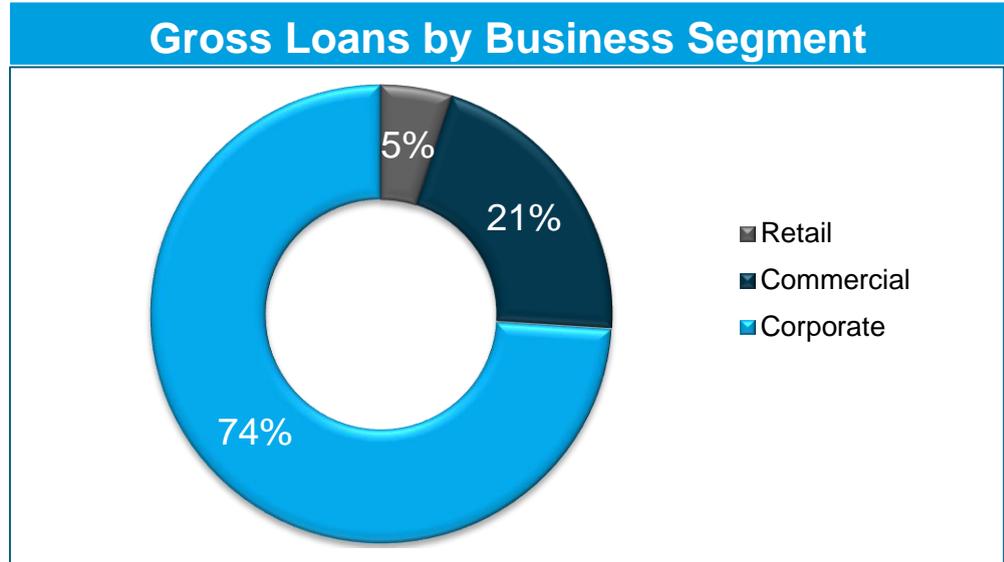
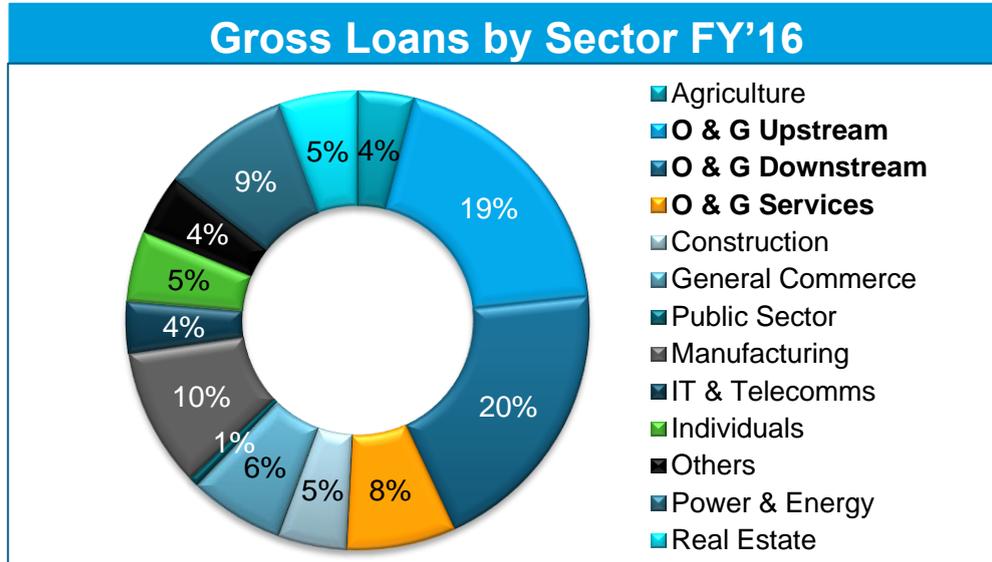
# Deposit growth driven by improved customer experience & innovative tailor-made products

- **Customer deposits:** up 15% to ₦658.4bn (₦570.6bn as at Dec 2015)
  - Growth was led by new product offerings, increased market penetration and financial inclusion initiatives, as well as improved customer adoption
    - 73% increase in new-to-bank customers
    - 5 new retail products launched
    - ~380% growth in active mobile subscribers
    - ~50% growth in active online subscribers
    - ~48% growth in active cards



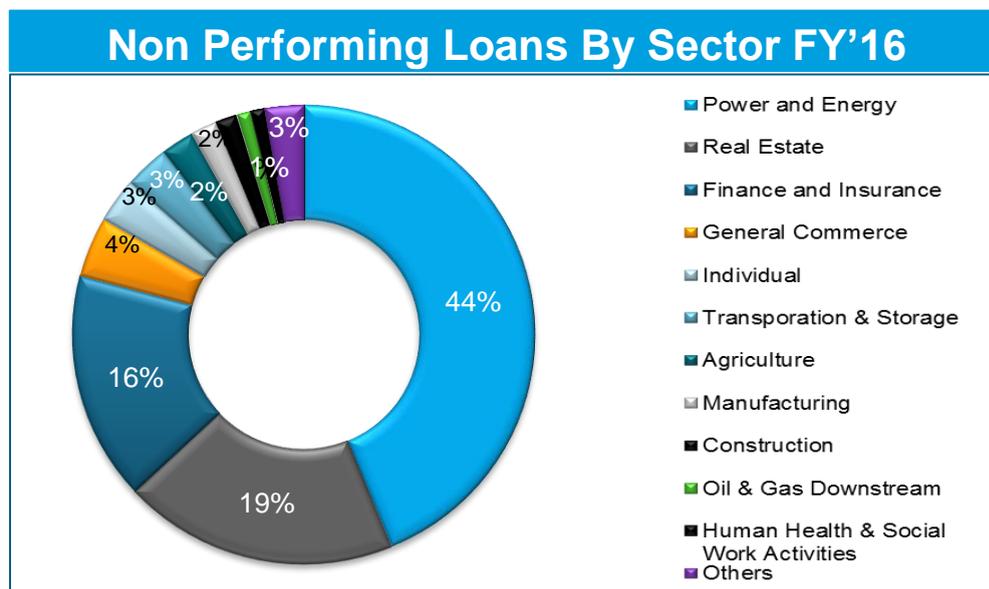
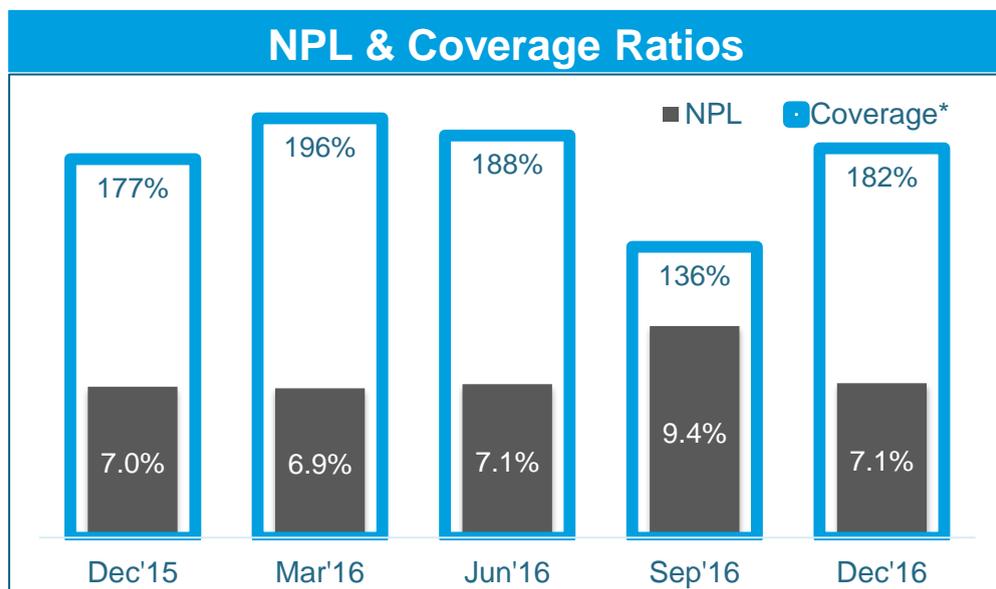
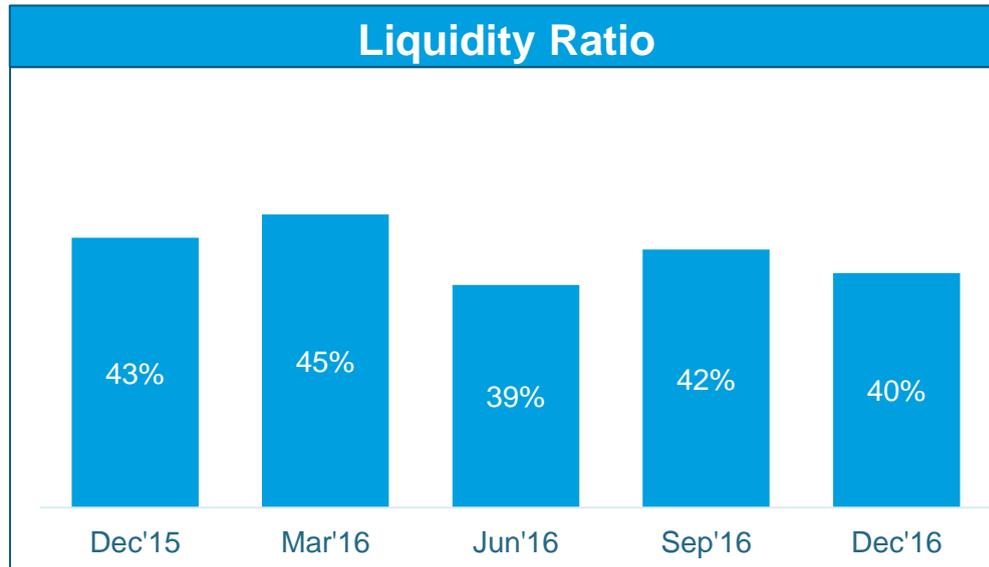
# Diversified loan book

- Gross loans up 40% to ₦518.3bn (₦370.9bn in Dec'15)
  - 13% core volume growth
  - 27% growth driven by the impact of currency devaluation on FCY loans
- Focus on FMCG, Agro-allied and other sectors with consistent long-term growth and consumption
- Tight risk acceptance criteria, aggressive loan monitoring and early problem recognition



# Strong focus on asset quality, given current macro-economic realities

- 40% Liquidity ratio is well above 30% regulatory requirement
- NPL ratio of 7.14% at Dec'16 (7.0% Dec'15), reflects continued difficult macroeconomic conditions for our customers
- Coverage ratio of 182% at Dec'16 (177% Dec'15) reflects adequate provisioning
- We remain focused on NPL recovery and continuous monitoring of loan book



\*Includes regulatory risk reserves

# Sustained Positive Performance Trajectory

	<u>FY</u> <u>2011</u>	<u>FY</u> <u>2012</u>	<u>FY</u> <u>2013</u>	<u>FY</u> <u>2014</u>	<u>FY</u> <u>2015</u>	<u>FY</u> <u>2016</u>
Gross Earnings (₹'bn)	71.2	96.5	103.2	109.8	118.4	123.5
Profit Before Tax (PBT) (₹'bn) (Core PBT / Total PBT)	(102.6)	3.4	4.2	14.4 20.7*	14.9 18.5*	15.3 16.1*
Customer Deposits (₹'bn)	400	482	480	507	569	634
Gross Loans (₹'bn)	156	149	231	326	371	518
Cost To Income Ratio	183%	96%	71%	67%	67%	65%
Return On Equity (With Core PBT / With Total PBT)	(428%)	1.8%	2.8%	7.2% 10.4%*	6.6% 8.2%*	6.2% 6.6%*
Return On Assets (With Core PBT / With Total PBT)	(12.3%)	0.4%	0.5%	1.6% 2.3%*	1.6% 1.9%*	1.4% 1.5%*
	Pre-Transformation		Transformation			

Note: FY 2016 bank figures; \*Includes one-time gain on sale of subsidiaries: FY'14 – ₹6.3bn; FY'15 – ₹3.6bn; FY'16 – ₹0.8bn

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4

## Full Year 2017 Expectations

*Emeka Emuwa*  
*Chief Executive Officer*

# 2017 Priorities

## People

- Continued investment in the right people
- Continuous training to upskill staff
- Improving staff productivity
- Talent retention and succession planning

## Capital

- Capital raising
- Disciplined management for sustainable impact
- Continued compliance with regulatory standards with ample buffer

## Funding & Liquidity

- Strong liquidity management
- Focus on FX liquidity generation and management via business segments
- Access to diversified funding sources for trade

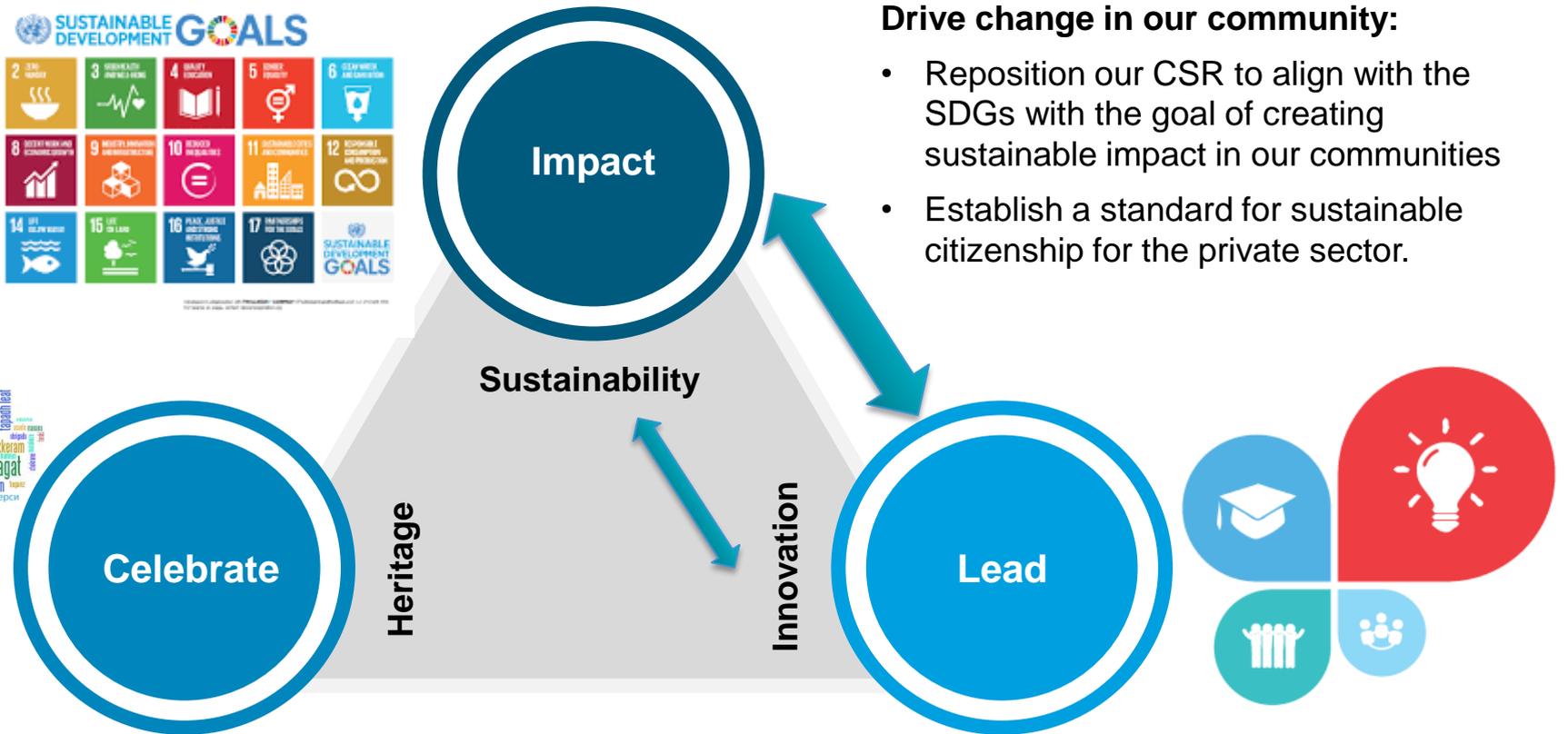
## Operational & Cost Efficiency

- Disciplined cost management
- Reduction in cost to serve
- Leveraging technology and innovation to streamline processes & cost
- Increasing processing capacity to drive volumes

## Positioning

- Positive brand perception
- Investment in innovation
- Sales and service excellence
- Employer of choice
- Simpler and smarter bank

# Union @ 100 – Celebrate. Impact. Lead.



## Drive change in our community:

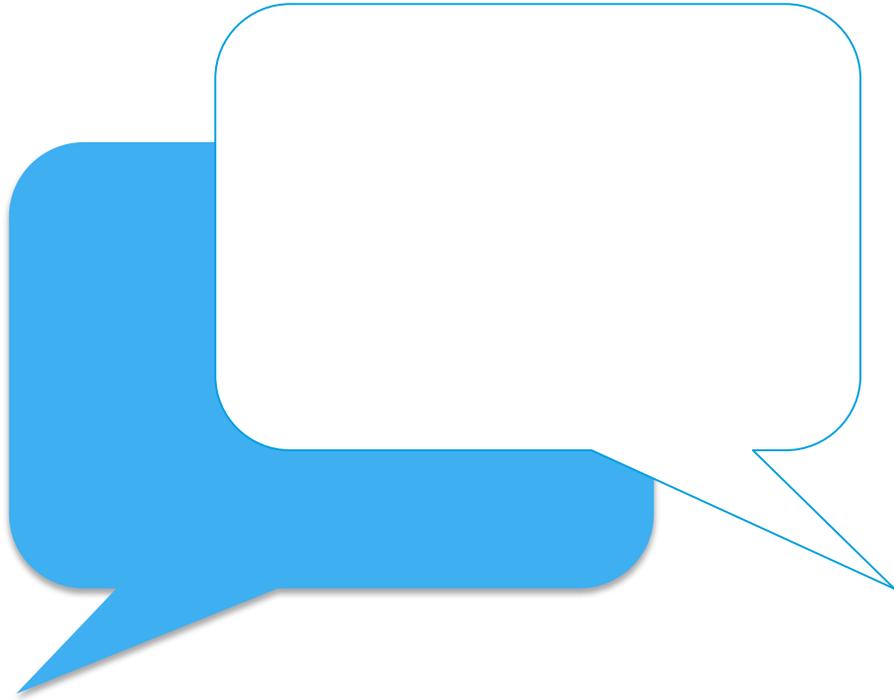
- Reposition our CSR to align with the SDGs with the goal of creating sustainable impact in our communities
- Establish a standard for sustainable citizenship for the private sector.

We have a rich, long heritage made possible by key stakeholders in our journey and we must celebrate them:

- **Employees, Customers, Alumni, Other stakeholders**

## How we will lead in the future:

- Be at the leading edge of innovation, placing emphasis on enhancing customer experience and driving social innovation



**Q&A**



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Approved by:  
CFC  
Nigeria's Central Bank  
Nigeria's State Unemployment Agency

Terms & Conditions apply

# Appendix - Group Financial Performance

# FY 2016 Performance – Group Profit and Loss Statement

₹'million	FY'16	FY'15	Δ
<b>Gross earnings</b>	<b>126,590</b>	<b>117,211</b>	<b>8%</b>
Interest income	98,002	90,902	8%
Interest expense	(32,963)	(35,219)	(6%)
<b>Net interest income</b>	<b>65,039</b>	<b>55,683</b>	<b>17%</b>
Impairment charge for credit loss	(16,582)	(9,948)	67%
<b>Net interest income after impairment charge</b>	<b>48,457</b>	<b>45,735</b>	<b>(6%)</b>
Gain on sale of subsidiaries/investments	368	(332)	N/A
Fees, commissions and other operating Income	28,220	26,499	6%
<b>Non interest income</b>	<b>28,588</b>	<b>26,167</b>	<b>9%</b>
<b>Operating Income</b>	<b>77,045</b>	<b>71,902</b>	<b>7%</b>
Net impairment write-back on other financial assets	693	704	(2%)
Operating expenses	(62,000)	(57,850)	7%
Profit before tax from discontinued operations	0	97	(100%)
<b>Profit before tax</b>	<b>15,738</b>	<b>14,862</b>	<b>6%</b>
<b>Profit after tax</b>	<b>15,391</b>	<b>14,301</b>	<b>8%</b>

# FY 2016 Performance – Group Balance Sheet

₹'million	FY'16 ₹'million	FY'15 ₹'million	Δ
<b>Assets</b>			
Cash and cash equivalents	136,194	82,252	66%
Non-pledged trading assets	8,323	0	N/A
Pledged assets	53,430	84,728	(37%)
Derivative assets held for risk management	2,747	1,820	51%
Loans and advances to customers	507,190	366,721	38%
Investments in equity accounted investee	-	24	(100%)
Investment securities	181,720	215,137	(16%)
Trading properties	2,309	3,177	(27%)
Investment properties	4,347	4,546	(4%)
Property and equipment	52,800	52,611	(0%)
Intangible assets (software)	3,374	3,749	(10%)
Deferred tax assets	95,910	95,883	(0%)
Cash reserve requirement	154,954	127,613	21%
Other assets	47,344	11,073	328%
Defined benefit assets	1,643	-	N/A
	<b>1,252,285</b>	<b>1,049,334</b>	<b>19%</b>
Assets classified as held for sale	397	397	-
<b>Total Assets</b>	<b>1,252,682</b>	<b>1,049,731</b>	<b>19%</b>

# FY 2016 Performance - Group Balance Sheet (cont'd)

₹'million	FY'16 ₹'million	FY'15 ₹'million	Δ
<b>Liabilities</b>			
Deposits from banks	90,266	44,091	105%
Deposits from customers	658,444	570,639	15%
Current tax liabilities	465	382	22%
Deferred tax liabilities	101	-	N/A
Derivative liabilities held for risk management	13	-	N/A
Other Liabilities	141,404	107,533	31%
Retirement benefit obligations	805	4,267	(81%)
Intervention/On-lending funds	15,526	18,778	(17%)
Other borrowed funds	73,988	57,281	29%
<b>Total Liabilities</b>	<b>981,012</b>	<b>802,971</b>	<b>22%</b>
<b>Equity</b>			
Share capital and share premium	400,109	400,109	-
Retained earnings / (accumulated loss)	(244,183)	(242,063)	1%
Other reserves	110,633	83,377	33%
<b>Equity attributable to equity-holders</b>	<b>266,559</b>	<b>241,423</b>	<b>10%</b>
Non-controlling interest	5,111	5,337	(4%)
<b>Total Equity</b>	<b>271,670</b>	<b>246,760</b>	<b>10%</b>
<b>Total Liabilities and Equity</b>	<b>1,252,682</b>	<b>1,049,731</b>	<b>19%</b>

# FY 2016 Performance – Bank Profit and Loss Statement

₹'million	FY'16	FY'15	Δ
<b>Gross earnings</b>	<b>123,455</b>	<b>118,366</b>	<b>4%</b>
Interest income	95,363	88,879	7%
Interest expense	(32,869)	(35,097)	(6%)
<b>Net interest income</b>	<b>62,494</b>	<b>53,782</b>	<b>16%</b>
Impairment charge for credit loss	(16,486)	(9,881)	67%
<b>Net interest income after impairment charge</b>	<b>46,008</b>	<b>43,901</b>	<b>5%</b>
Gain on sale of subsidiaries/investments	802	3,591	(78%)
Fees, commissions and other operating Income	27,290	25,896	5%
<b>Non interest income</b>	<b>28,092</b>	<b>29,487</b>	<b>(5%)</b>
<b>Operating Income</b>	<b>74,100</b>	<b>73,388</b>	<b>1%</b>
Net impairment write-back on other financial assets	717	704	2%
Operating expenses	(58,764)	(55,637)	6%
<b>Profit before tax<sup>1</sup></b>	<b>16,053</b>	<b>18,455</b>	<b>(13%)</b>
<b>Profit after tax<sup>1</sup></b>	<b>15,885</b>	<b>18,035</b>	<b>(12%)</b>

<sup>1</sup> Includes one-time gain on sale of subsidiaries: FY'16 – ₹0.8bn; FY'15 – ₹3.6bn;

# FY 2016 Performance – Bank Balance Sheet

₱'million	FY'16 ₱'million	FY'15 ₱'million	Δ
<b>Assets</b>			
Cash and cash equivalents	35,536	54,451	(35%)
Non-pledged trading assets	8,323	0	N/A
Pledged assets	53,430	84,728	(37%)
Derivative assets held for risk management	2,747	1,820	(51%)
Loans and advances to customers	489,890	348,984	40%
Investment securities	166,759	209,223	(20%)
Trading properties	1,124	1,124	-
Investment in subsidiaries	10,567	10,567	-
Property and equipment	52,567	52,531	(0%)
Intangible assets (software)	2,859	3,318	(14%)
Deferred tax assets	95,875	95,875	-
Cash reserve requirement	154,954	127,613	21%
Other assets	46,884	10,417	350%
	<b>1,123,158</b>	<b>1,000,651</b>	<b>12%</b>
Assets classified as held for sale	325	325	-
<b>Total Assets</b>	<b>1,123,483</b>	<b>1,000,976</b>	<b>12%</b>

## FY 2016 Performance – Bank Balance Sheet (cont'd)

₹'million	FY'16 ₹'million	FY'15 ₹'million	Δ
<b>Liabilities</b>			
Deposits from banks – FCY	4,351	11,800	(63%)
Deposits from customers	633,827	569,116	11%
Current tax liabilities	177	229	(23%)
Derivative liabilities held for risk management	13	0	N/A
Other liabilities	141,191	106,035	33%
Retirement benefit obligations	773	4,230	(82%)
Intervention/On-lending funds	15,526	18,778	(17%)
Other borrowed funds – FCY	76,286	57,281	33%
<b>Total Liabilities</b>	<b>872,144</b>	<b>767,469</b>	<b>14%</b>
<b>Equity</b>			
Share capital and share premium	400,109	400,109	-
Retained earnings / (accumulated loss)	(247,868)	(246,533)	1%
Other reserves	99,098	79,931	24%
<b>Equity attributable to equity-holders</b>	<b>251,339</b>	<b>233,507</b>	<b>8%</b>
<b>Total Liabilities And Equity</b>	<b>1,123,483</b>	<b>1,000,976</b>	<b>12%</b>



# THANK YOU

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