

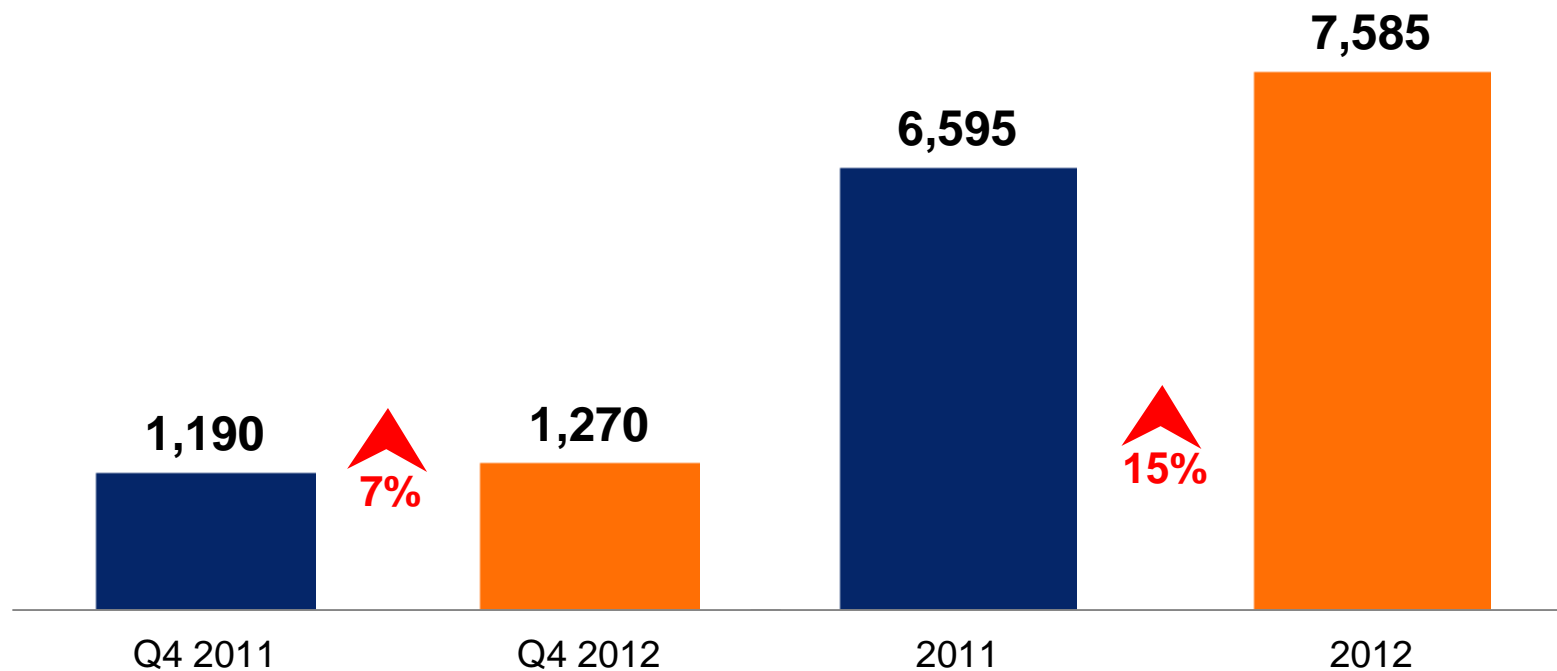
UNIONBANK

ANALYSTS' BRIEFING
FINANCIAL & OPERATING RESULTS
FULL YEAR 2012

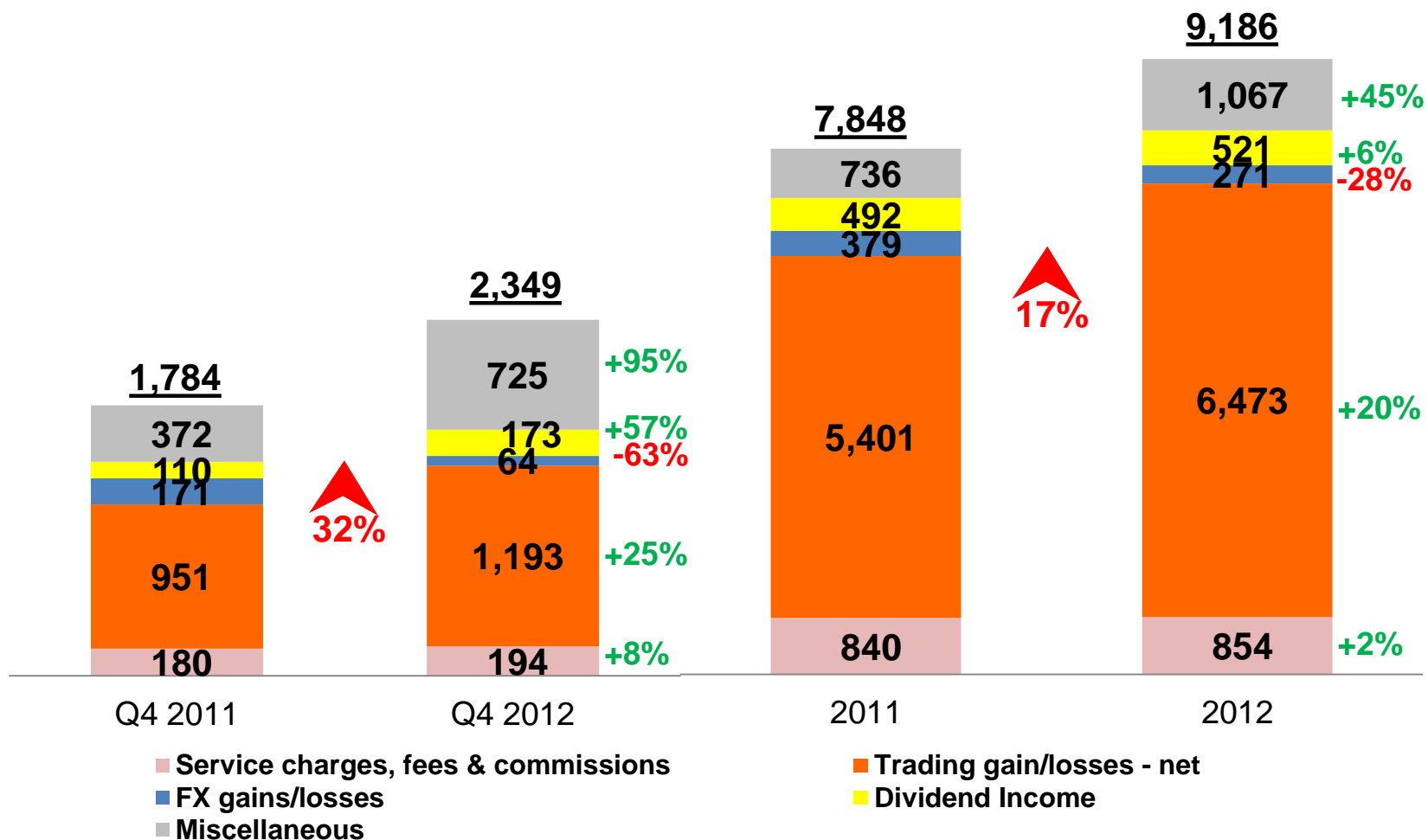
Mr. Justo A. Ortiz
Chairman and CEO

Net income reached another record-high

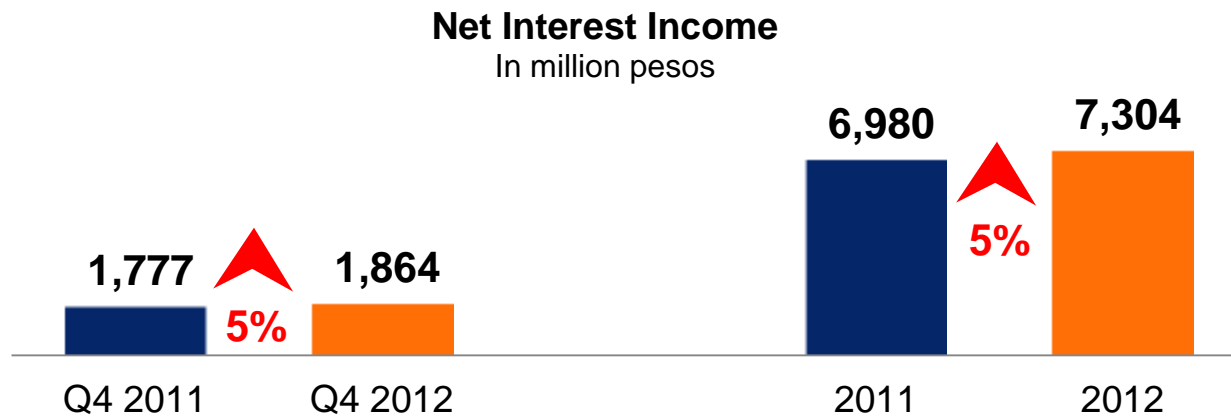
Net Income
In million pesos



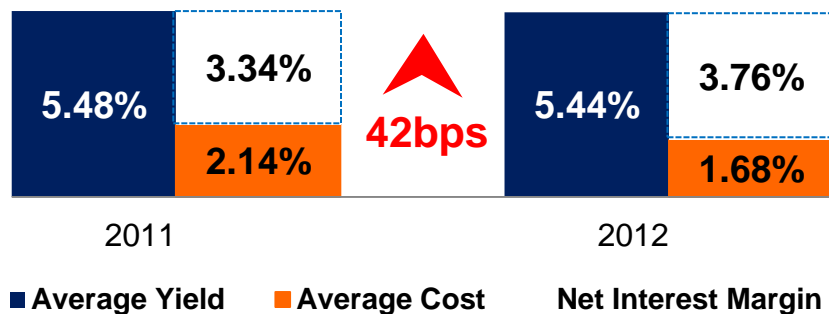
Non-interest income driven by higher trading gains



Net interest income sustained its growth momentum on lower funding costs

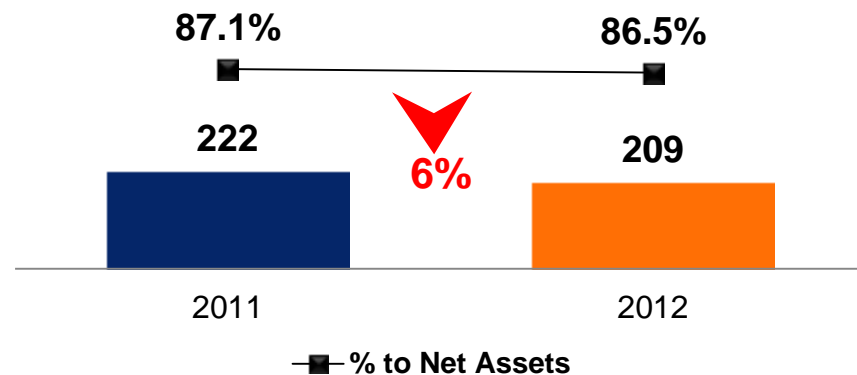


Net Interest Margin

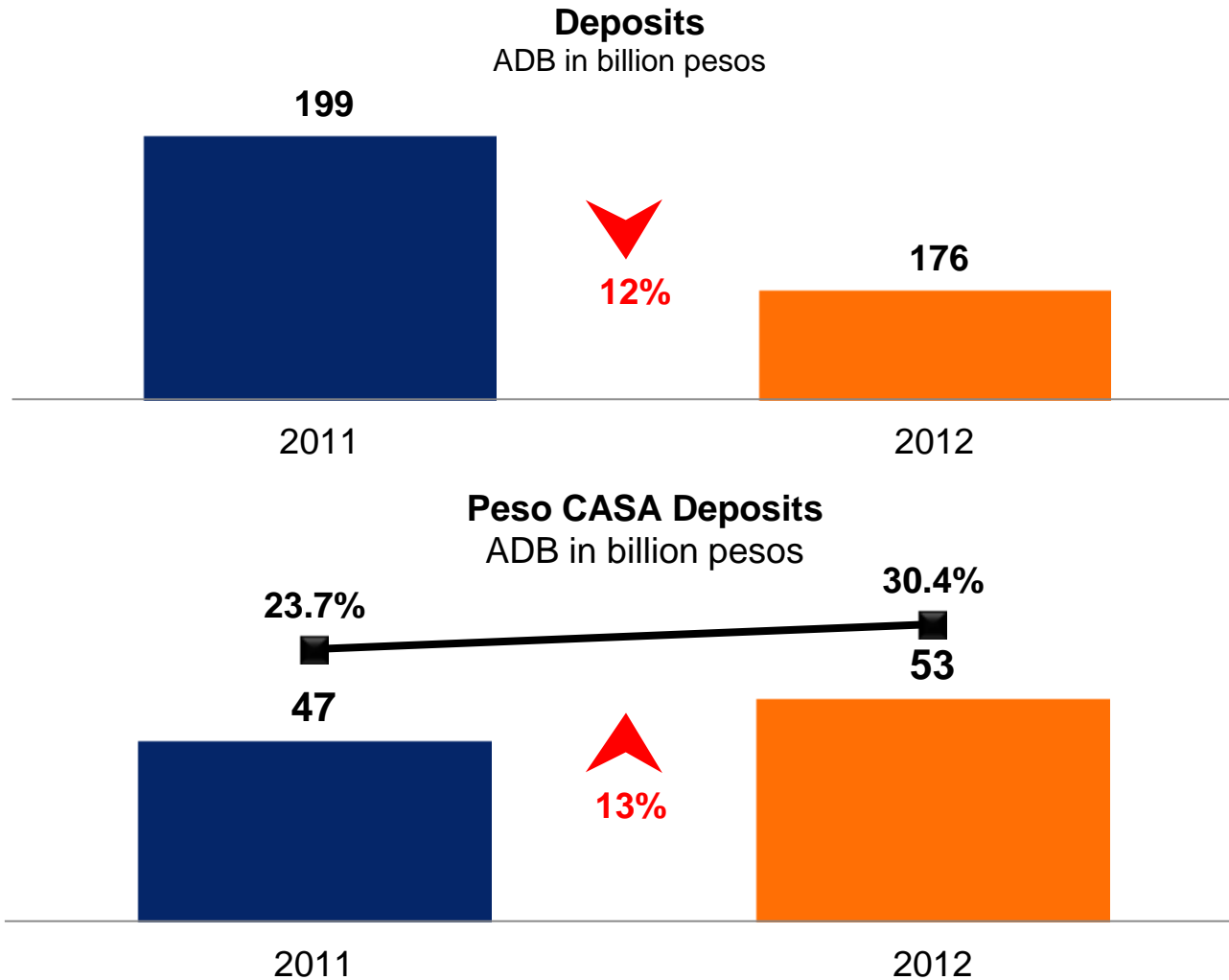


Earning Asset

ADB in billion pesos

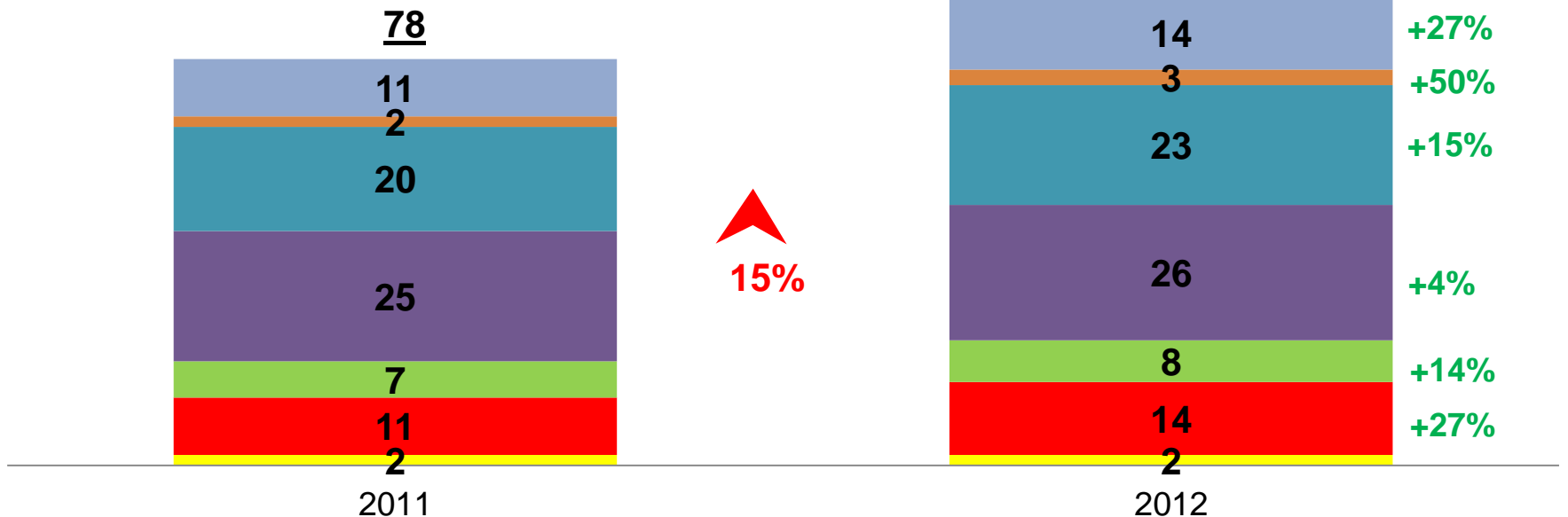


Peso CASA build-up for cost-effective funding base



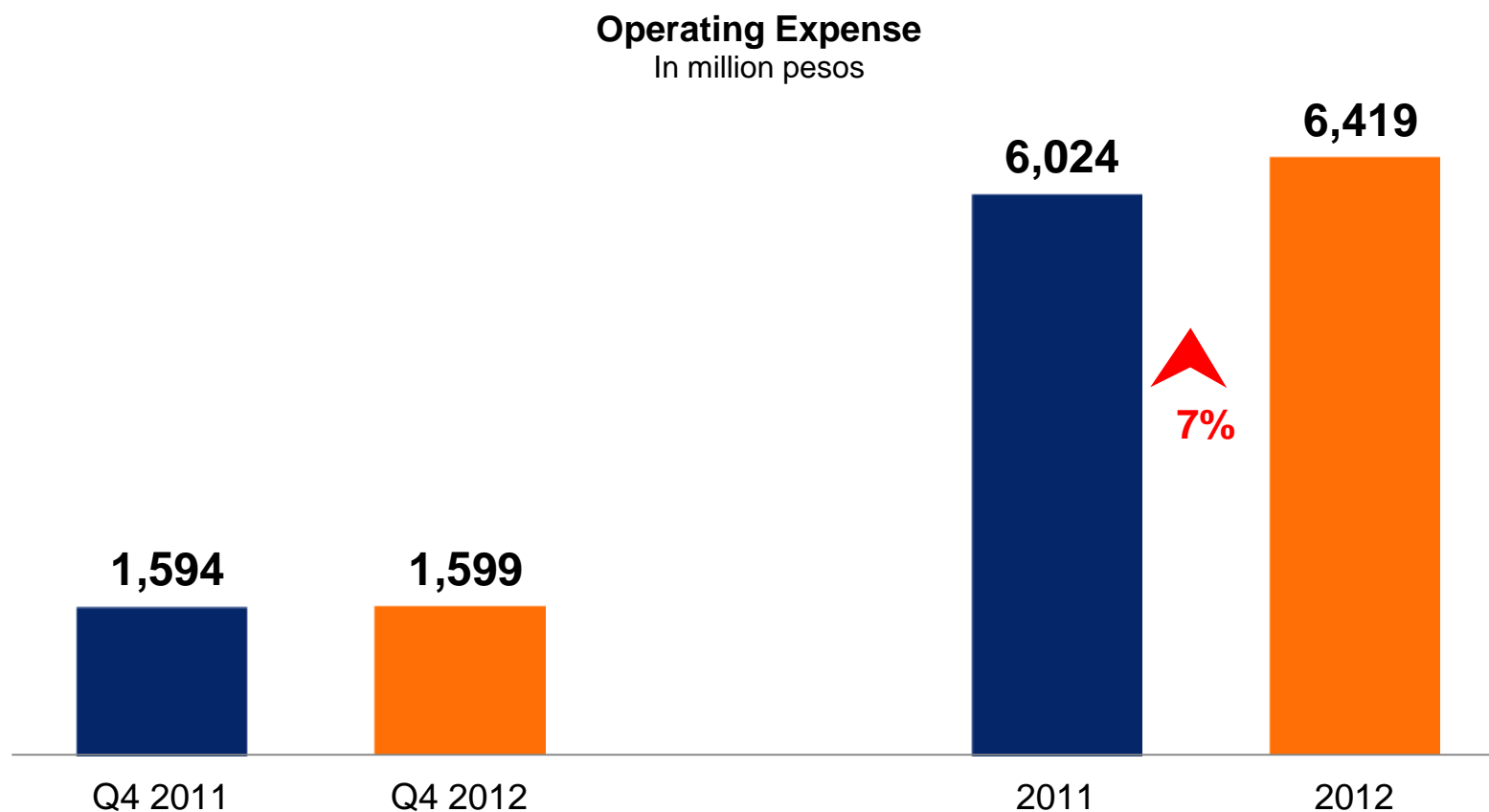
Sustained double-digit growth in credit portfolio, focused on retail-based asset build-up

Credit Portfolio
ADB in billion pesos



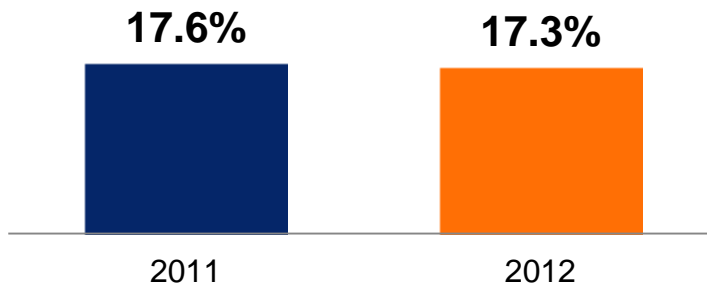
■ Credit Card
 ■ Mortgage
 ■ Auto Loans
 ■ Corporate
 ■ Commercial
 ■ Business Line
 ■ Preferreds + Corp. bonds

Operating expenses down to single-digit growth

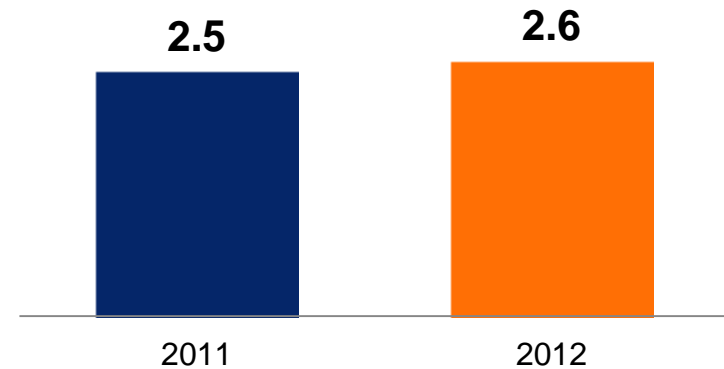


Key financial ratios remained at high levels

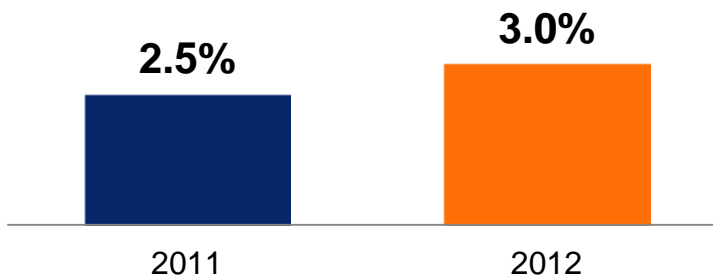
Return on Equity



Revenue to Expense

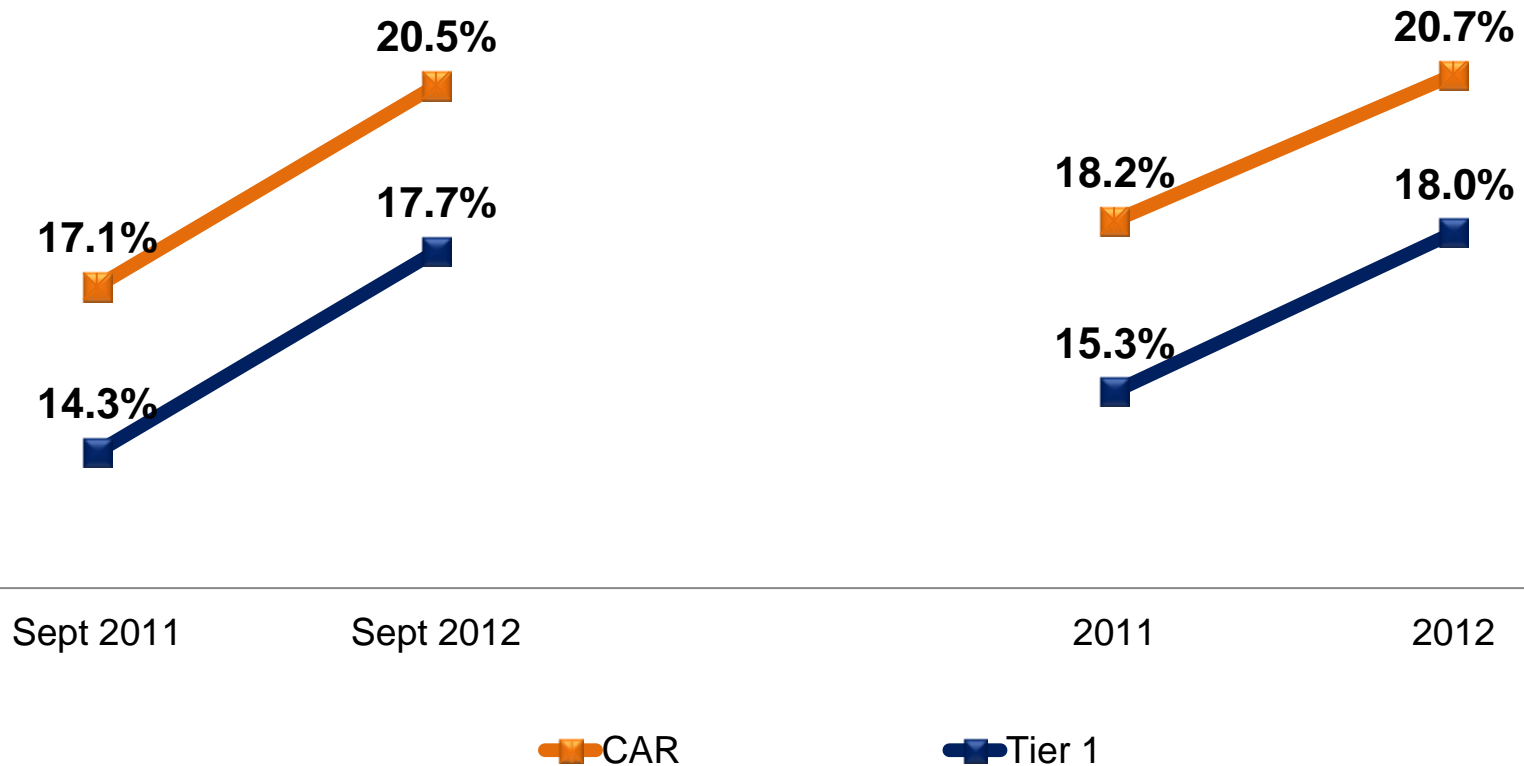


Return on Average Asset



Capital ratios remained healthy and comfortably above existing regulatory minimum and forthcoming Basel III requirements

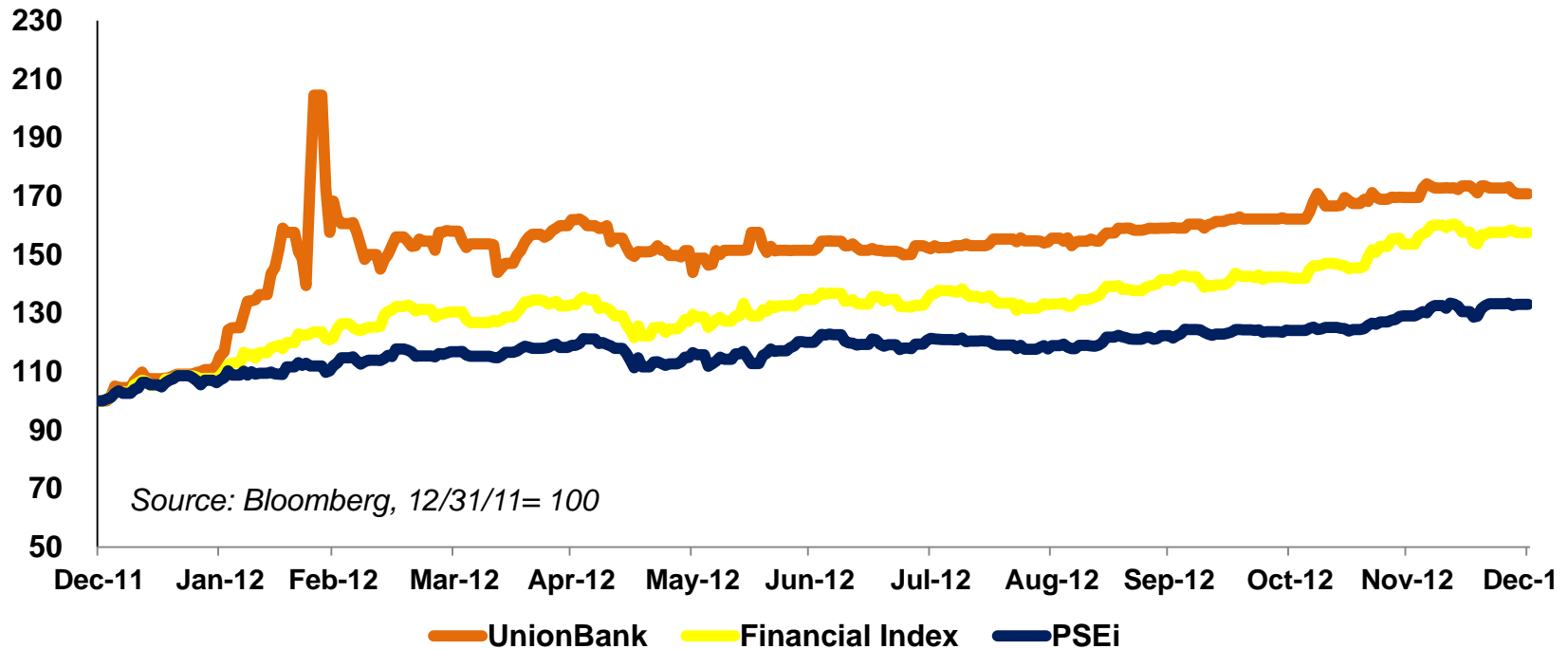
Capital Adequacy Ratios



UBP stock continued to outperform stock market and financial sector indices

Re-based Stock Performance

12/31/2011 – 12/31/2012



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