

**UNIONBANK**

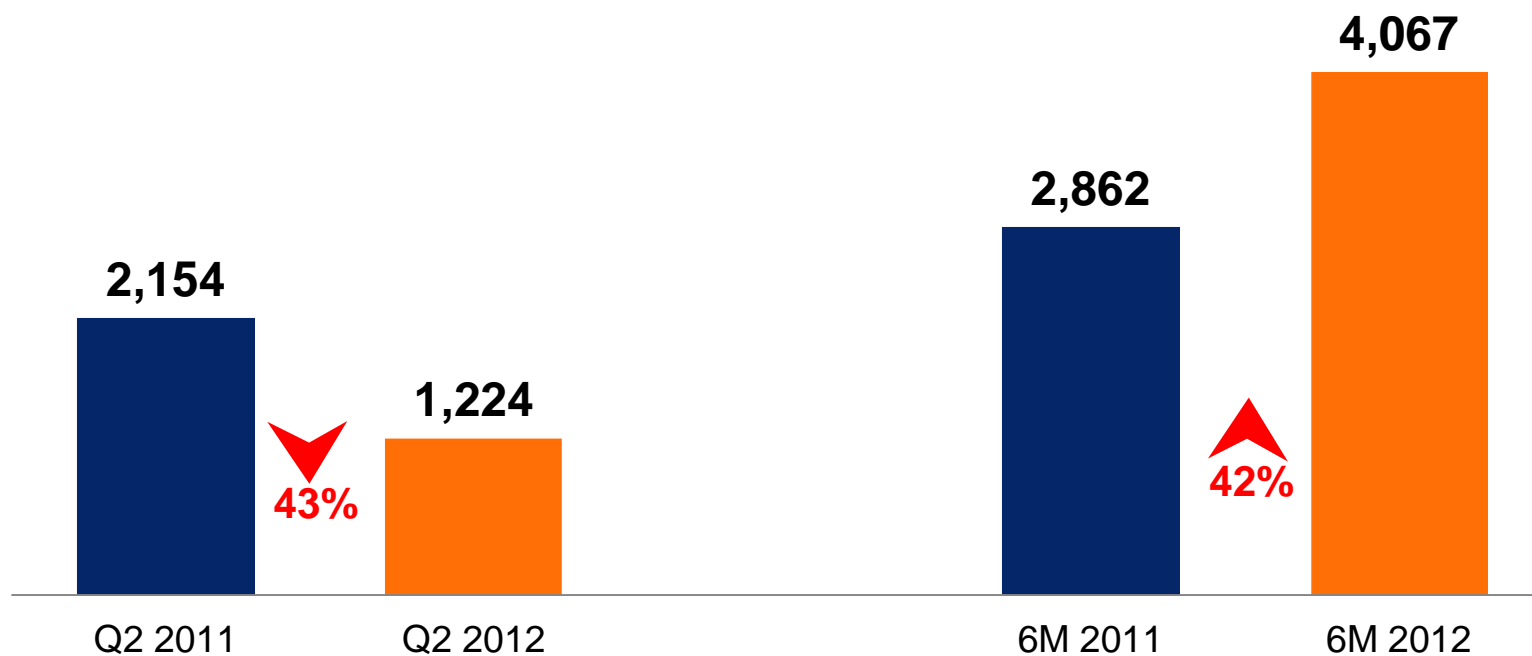
# **ANALYSTS' BRIEFING FINANCIAL & OPERATING RESULTS**

**1st Half Ended June 30, 2012**

**Mr. Edwin R. Bautista  
SEVP, Transaction Banking Center**

## Net income buoyed by higher trading gains

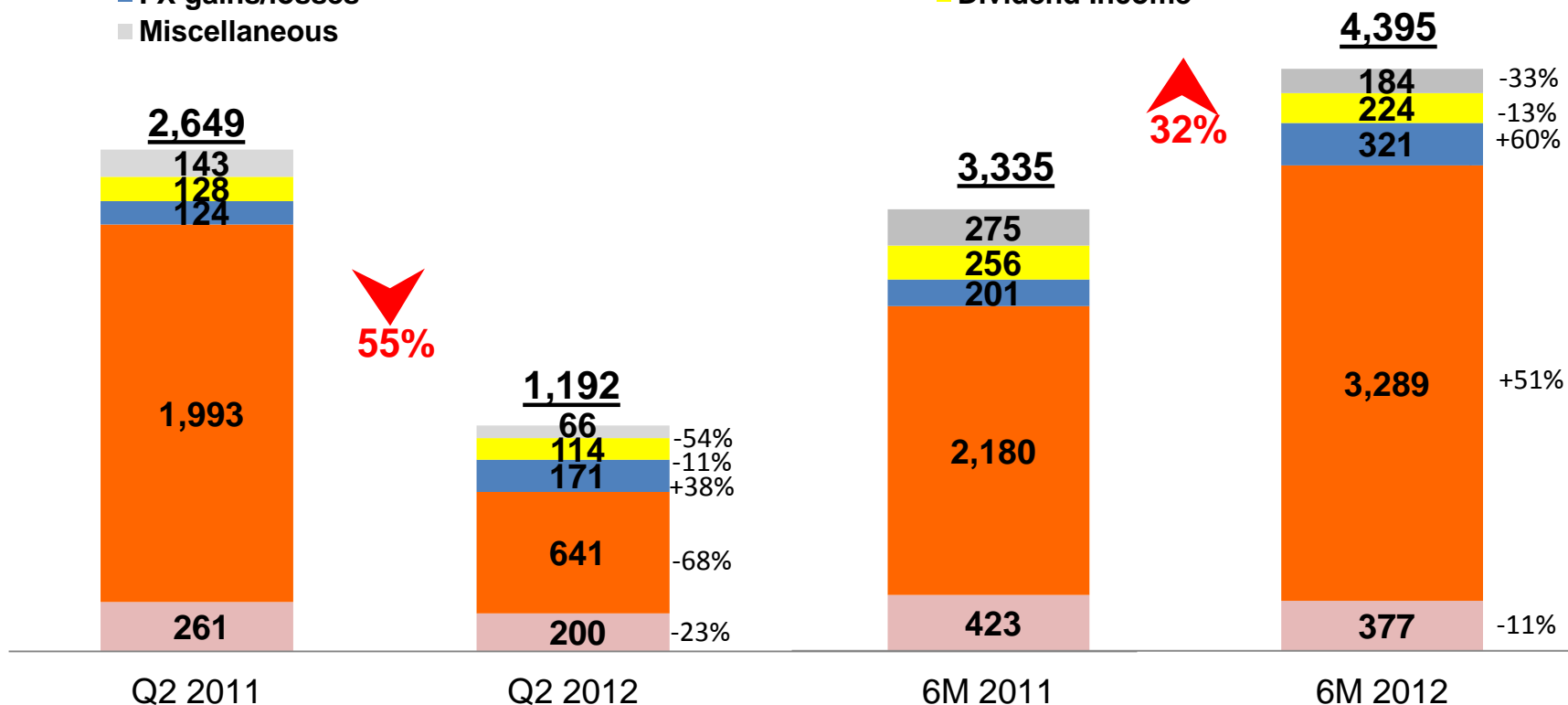
**Net Income**  
In million pesos



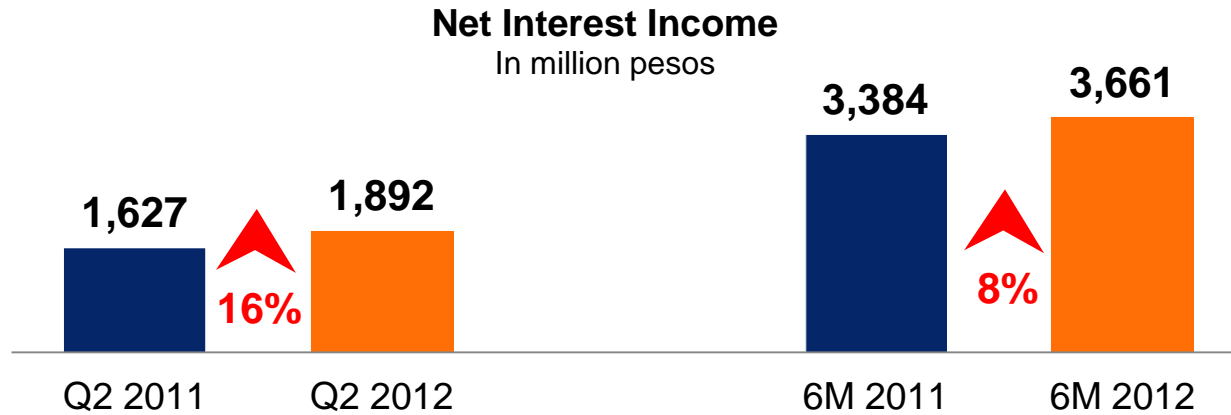
# Non-interest income rose driven by securities trading gains

**Non Interest Income**  
In million pesos

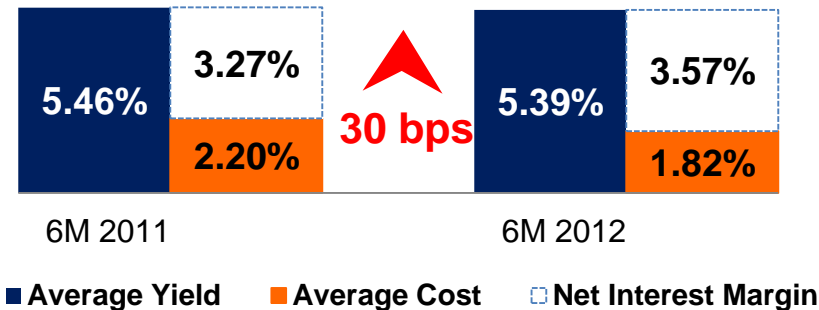
- Service charges, fees & commissions
- FX gains/losses
- Miscellaneous
- Trading gain/losses - net
- Dividend Income



# Net interest income improved on better funding mix and increased levels of higher-yielding assets

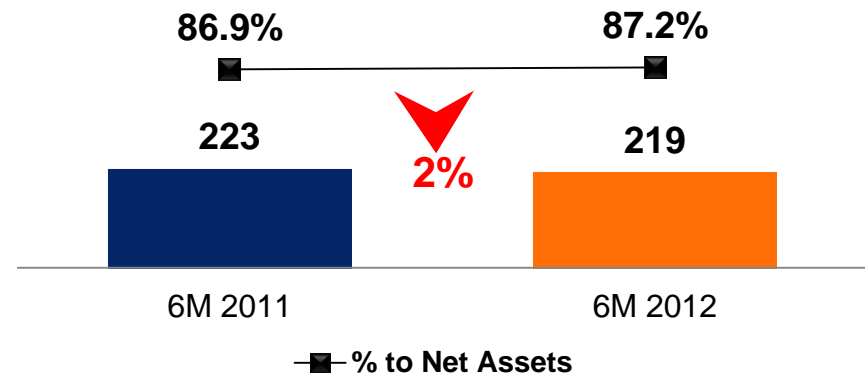


### Net Interest Margin

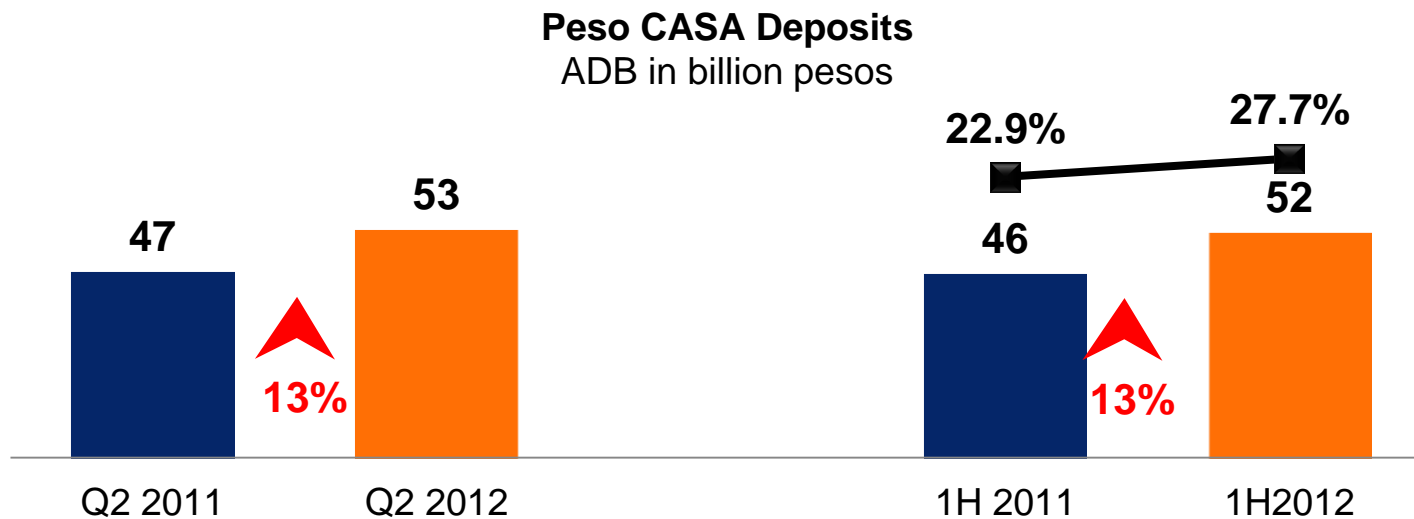
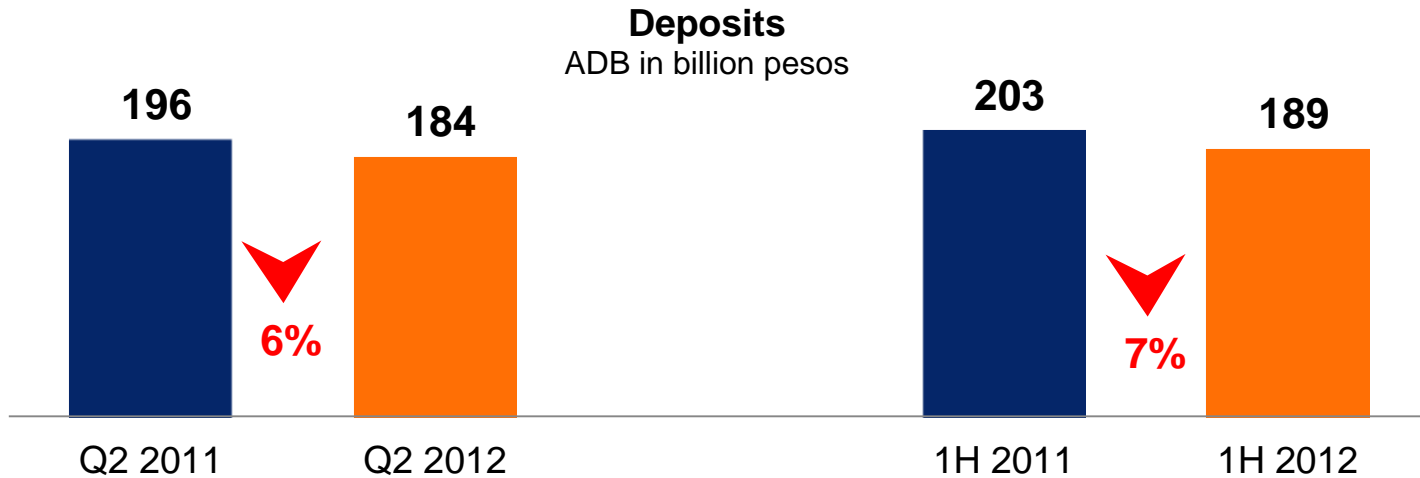


### Earning Asset

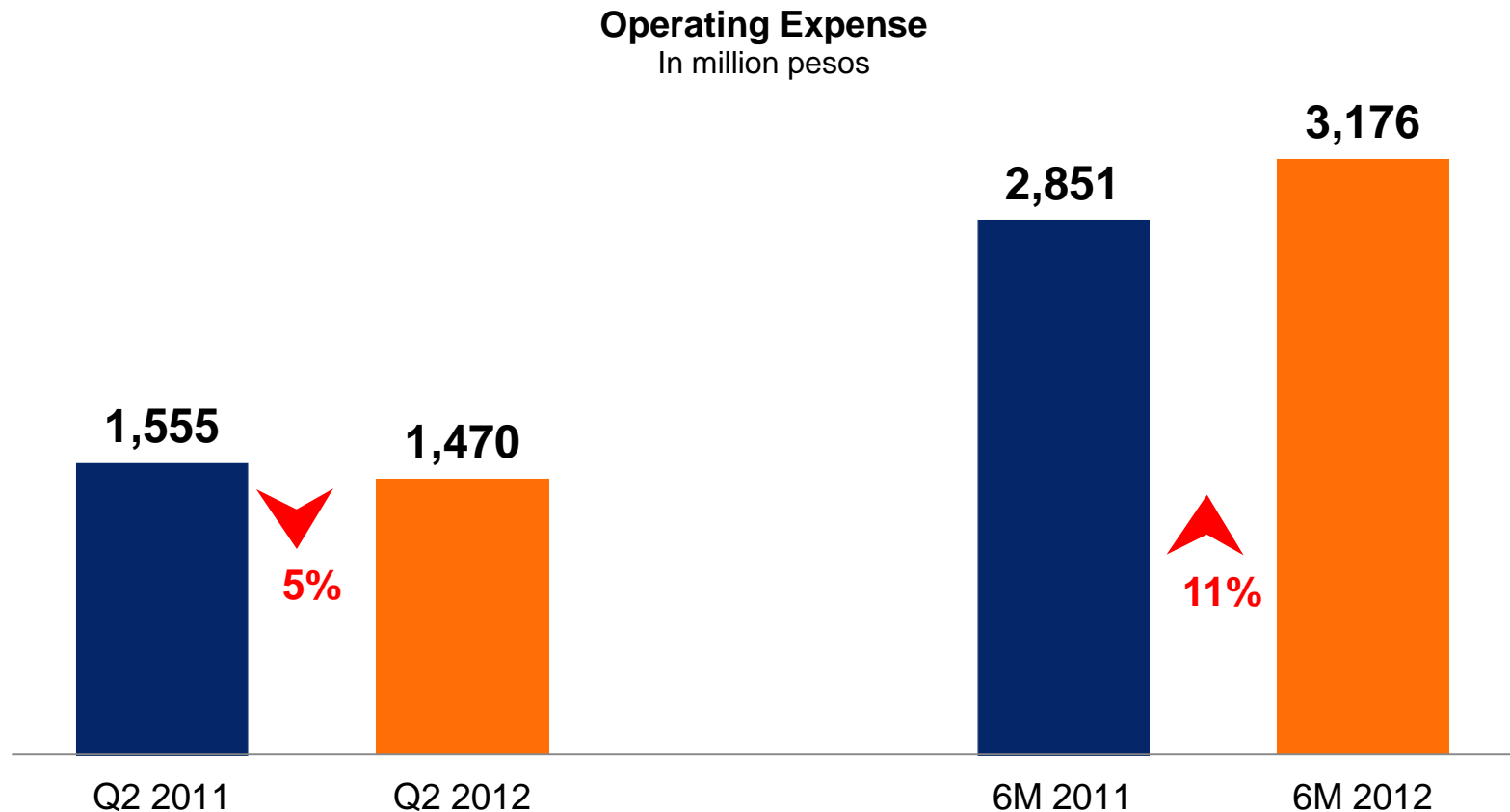
ADB in billion pesos



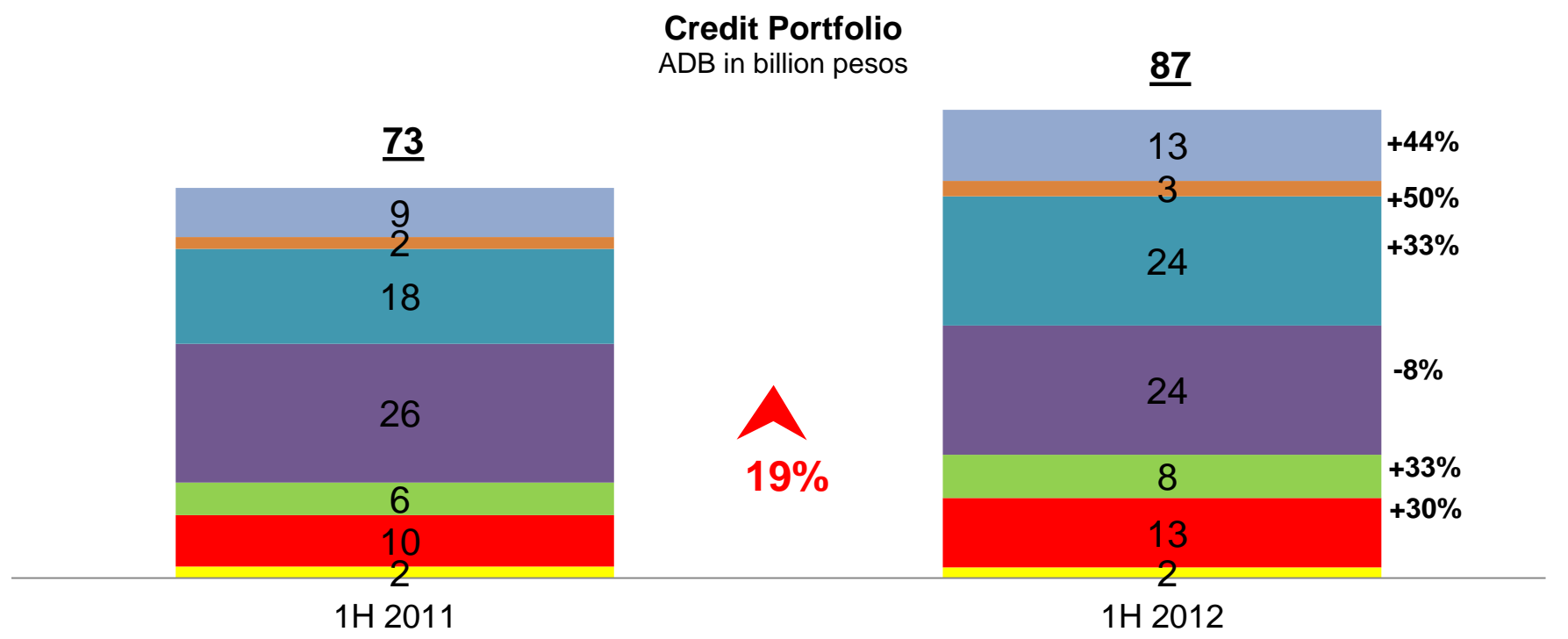
# Focus on a more cost-effective funding base



## Controlled increase in operating expenses

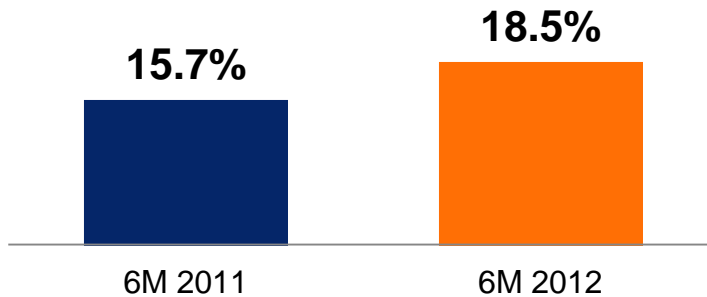


# Consumer-led and commercial-driven growth in credit portfolio

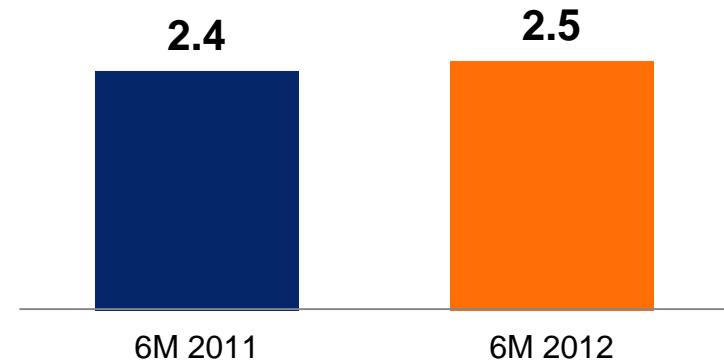


# Key financial ratios maintained at higher levels

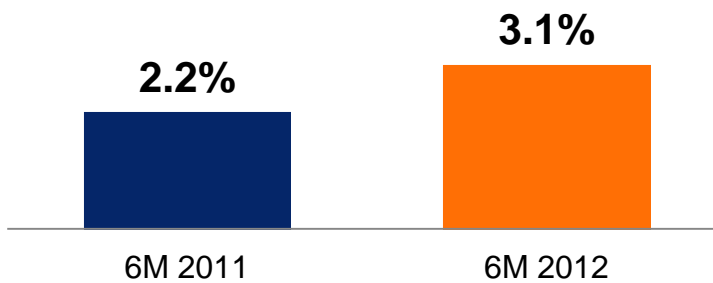
## Return on Equity



## Revenue to Expense



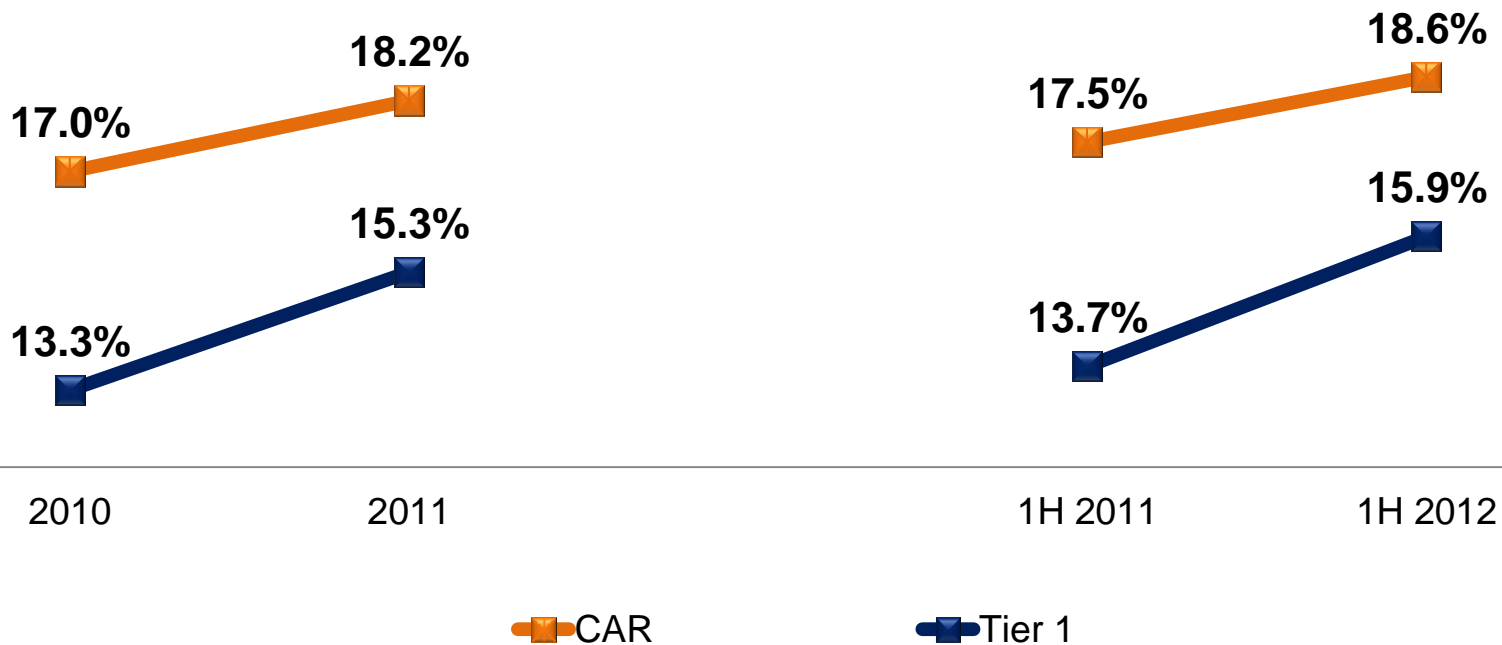
## Return on Average Asset





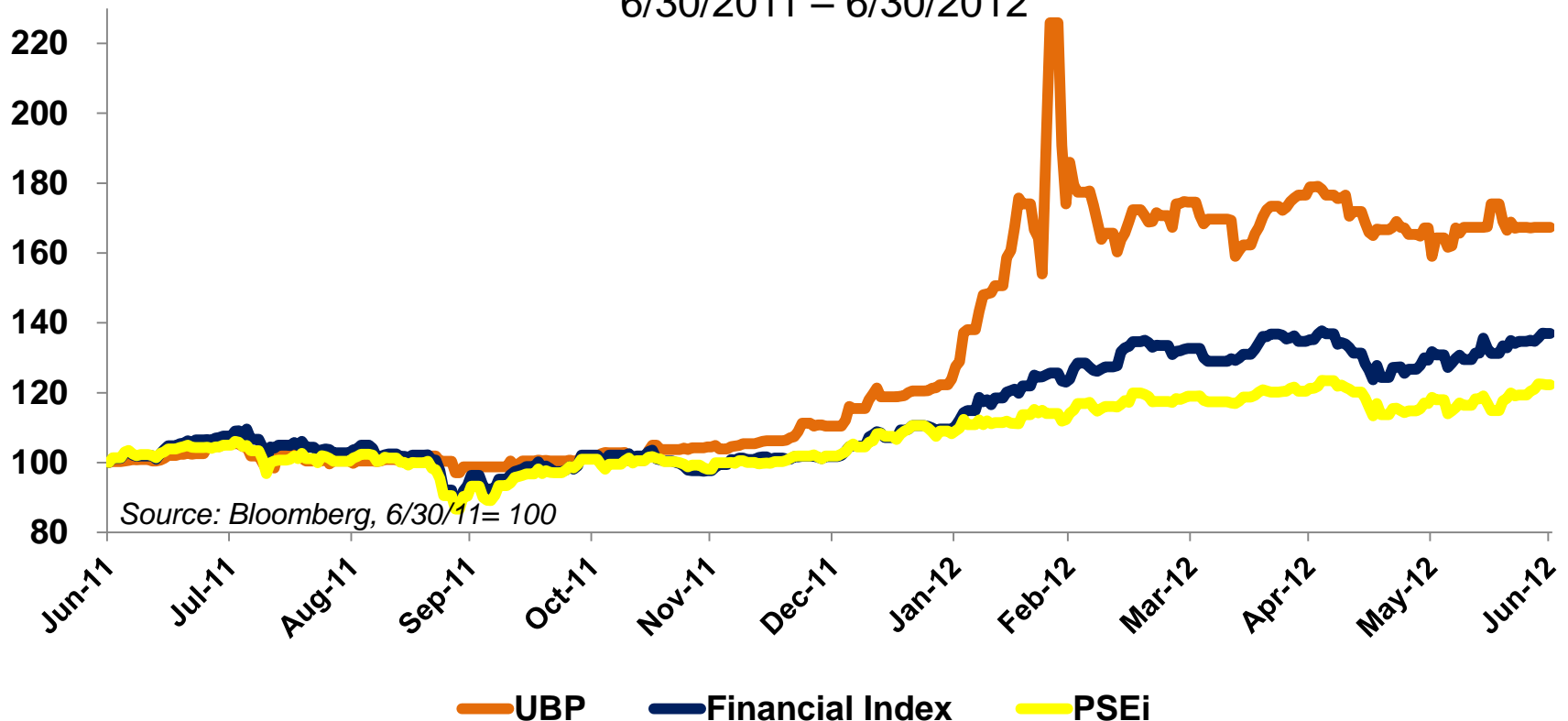
# Capital ratios remained healthy and supportive of future expansion and growth

## Capital Adequacy Ratios



# UBP stock continued to outperform stock market and financial sector indices

Re-based Stock Performance  
6/30/2011 – 6/30/2012



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