

# FINANCIAL & OPERATING RESULTS

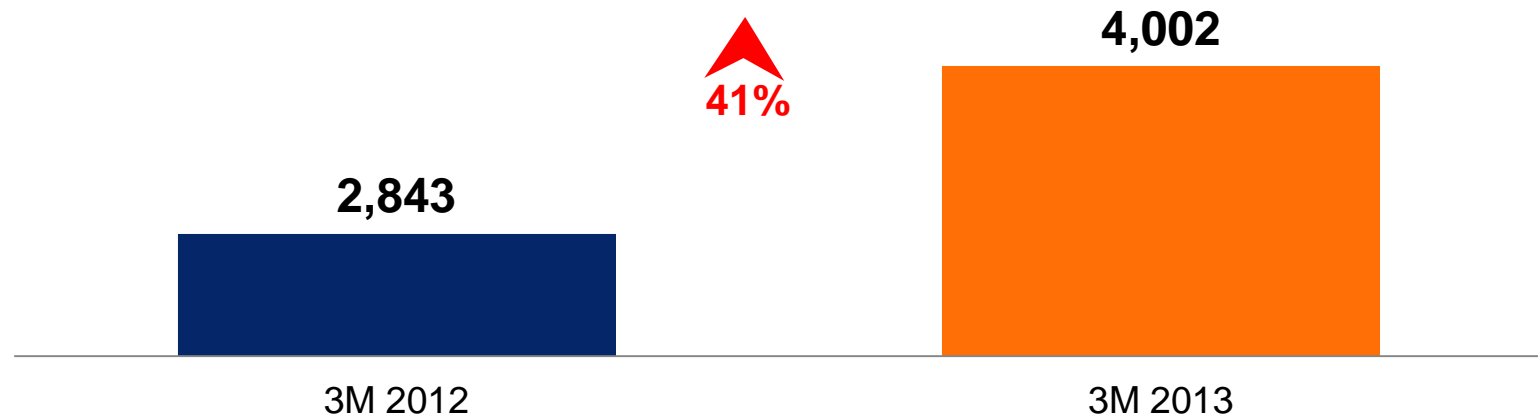
Period Covered: First Quarter of 2013

Justo A. Ortiz  
Chairman and CEO

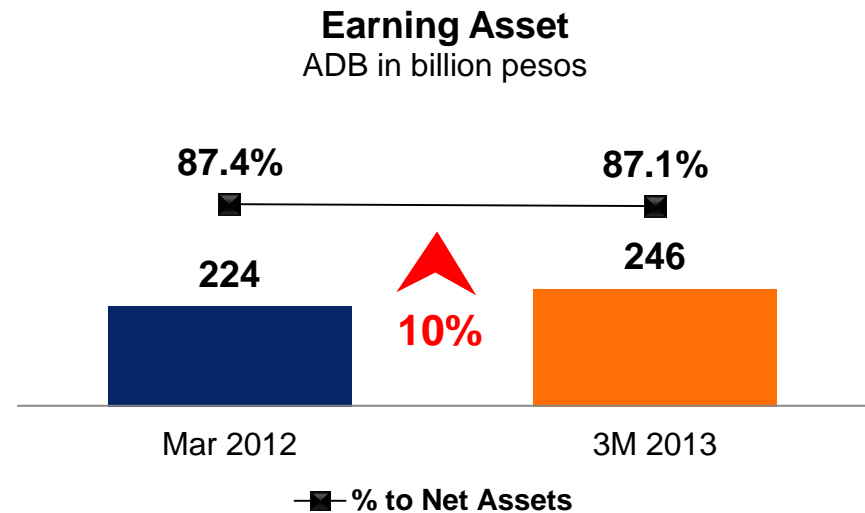
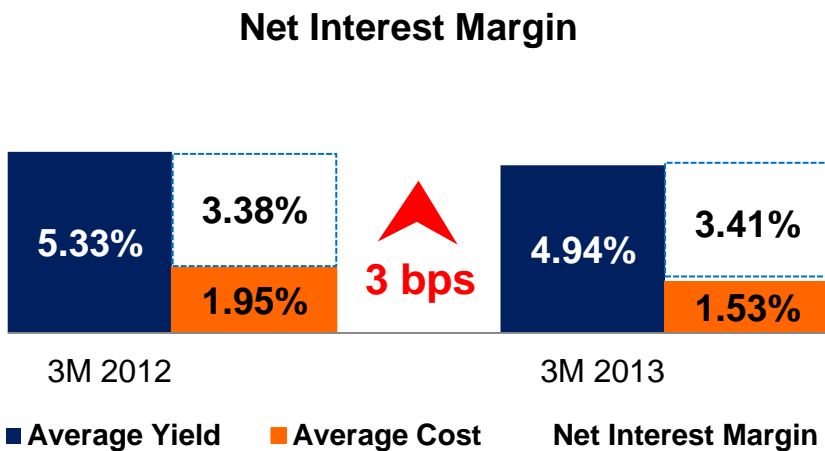
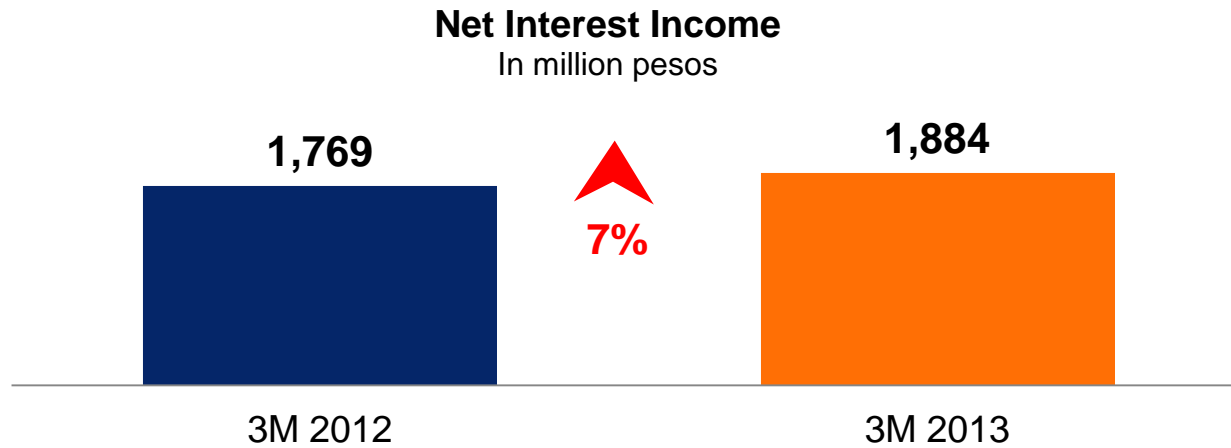
**UNIONBANK**

## Hefty trading gains and sharp increase in income from subsidiaries propel net income to record-quarterly level

**Net Income**  
In million pesos

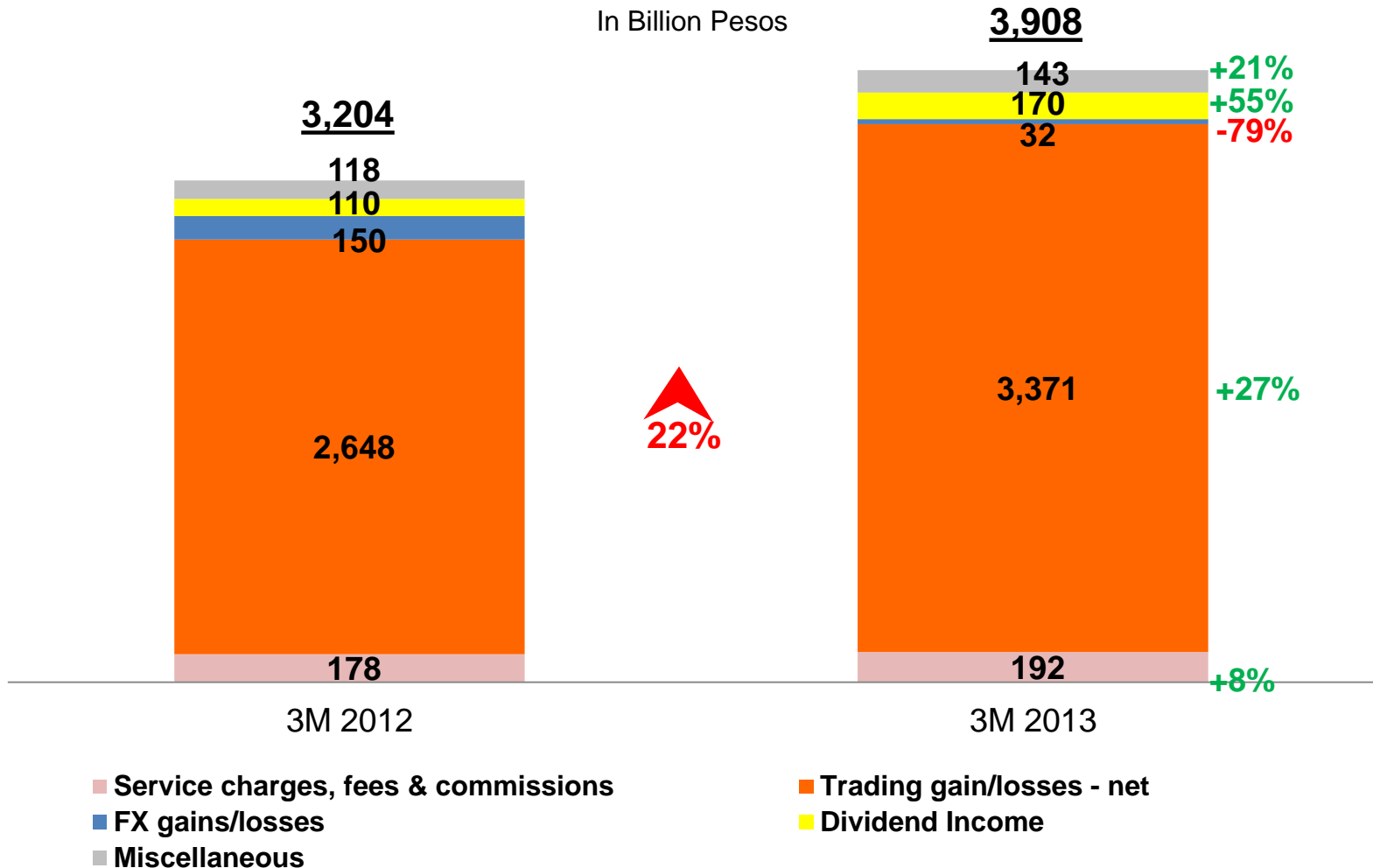


# Sustained improvement in funding costs and expansion in earning assets drove increase in net interest income



# Trading gains spur growth in non-interest income

**Non-interest Income**  
In Billion Pesos

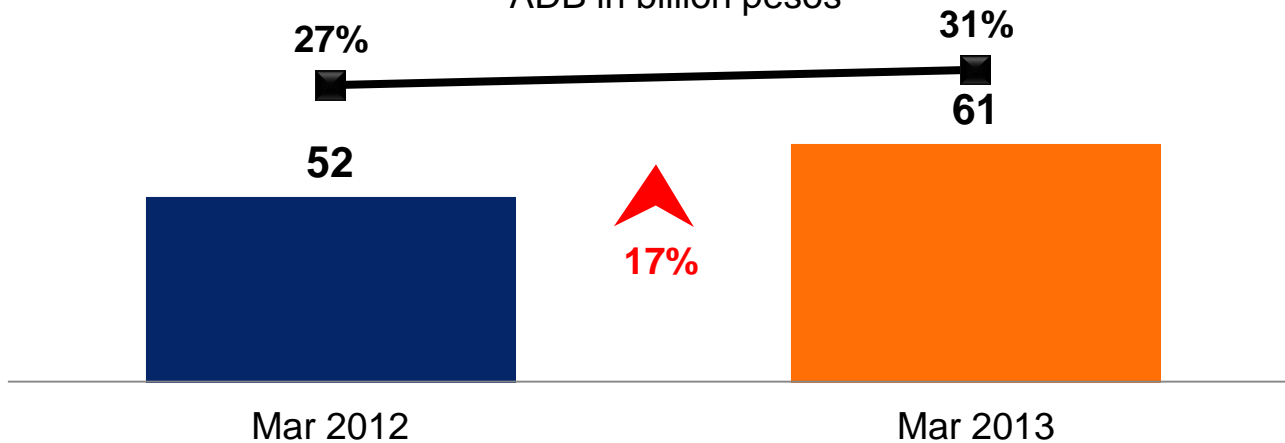


# Higher levels of low cost funds sustained drop in funding costs

**Deposits**  
ADB in billion pesos

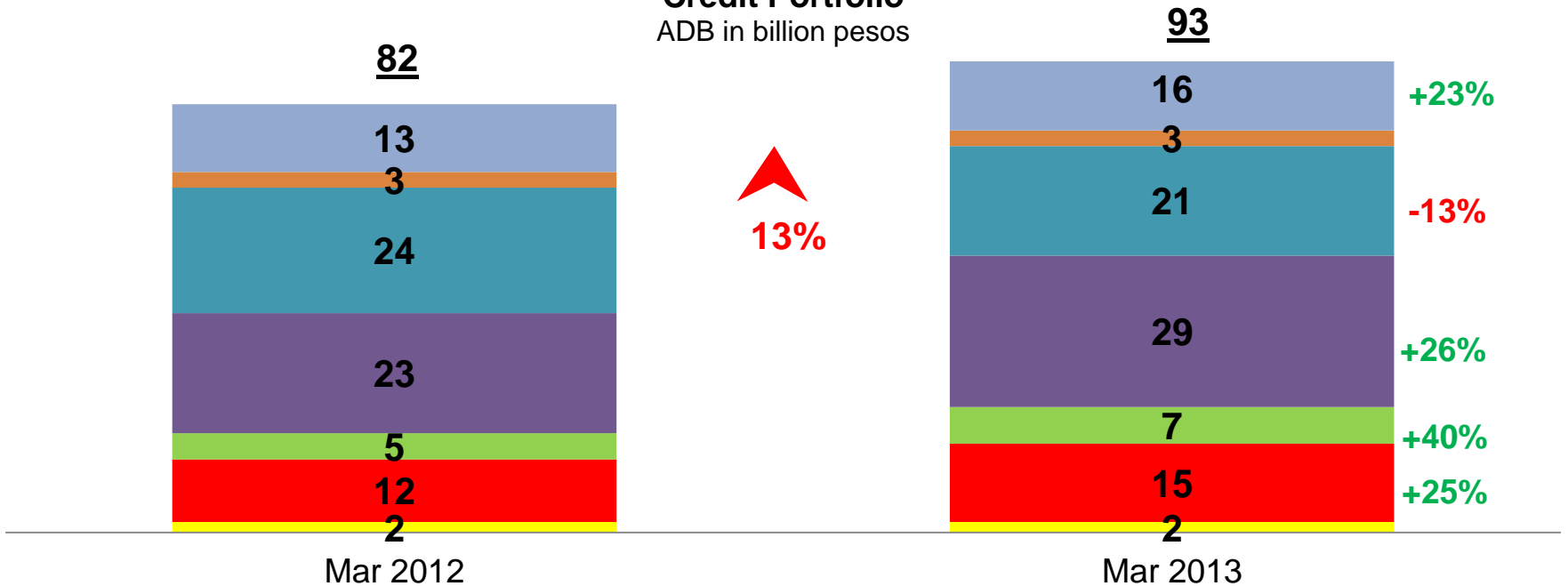


**Peso CASA Deposits**  
ADB in billion pesos



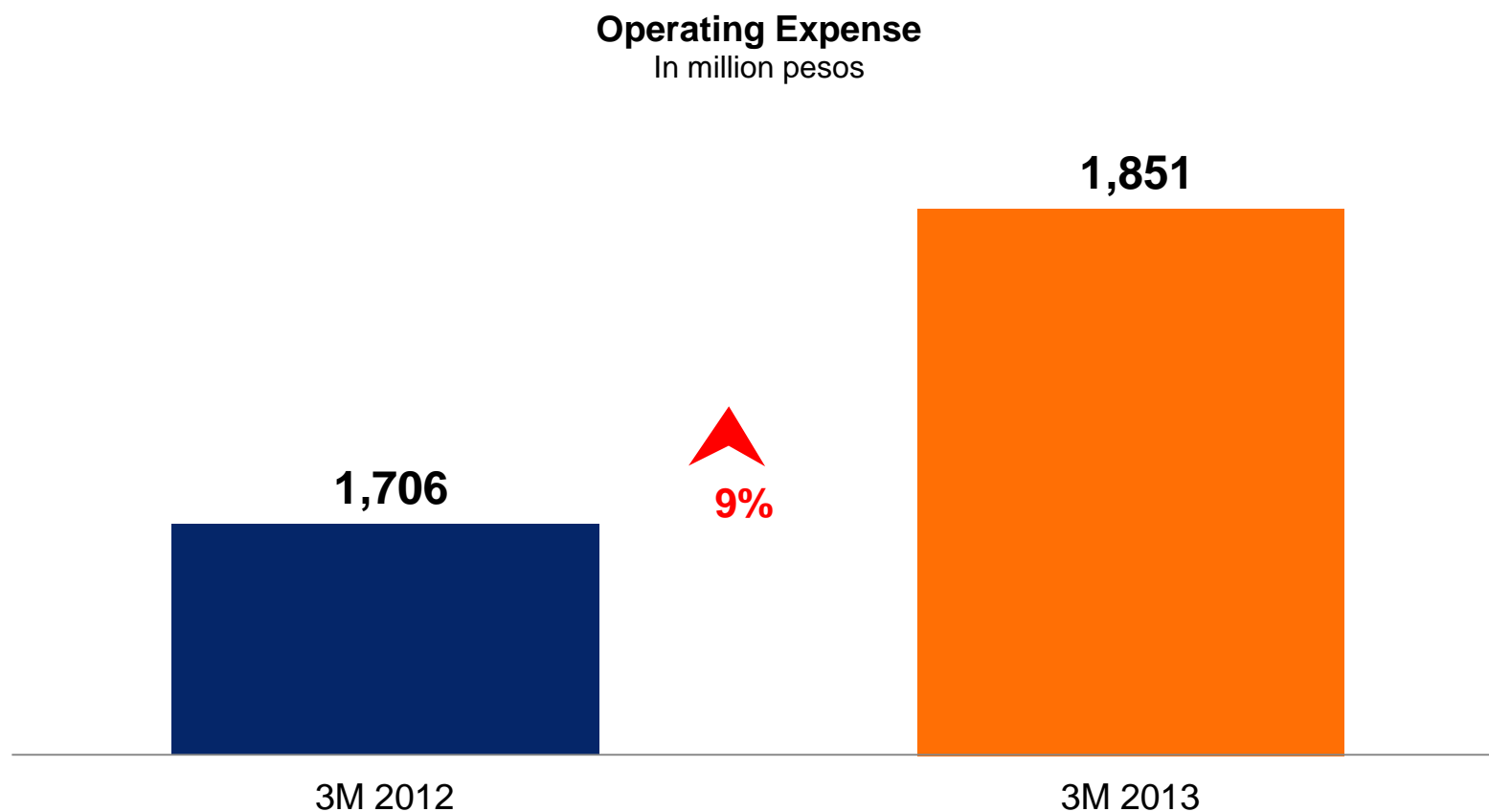
# Sustained growth in consumer lending coupled with renewed demand for corporate loans supported credit portfolio expansion

**Credit Portfolio**  
ADB in billion pesos



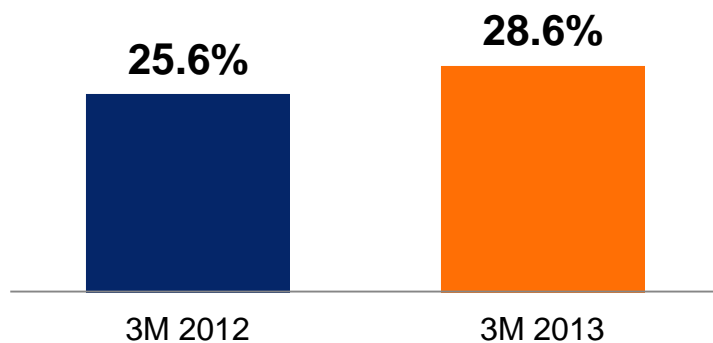
■ Credit Card 
 ■ Mortgage 
 ■ Auto Loans 
 ■ Corporate 
 ■ Commercial 
 ■ Business Line 
 ■ Preferreds + Corp. bonds

## Growth in operating expenses down to single-digit

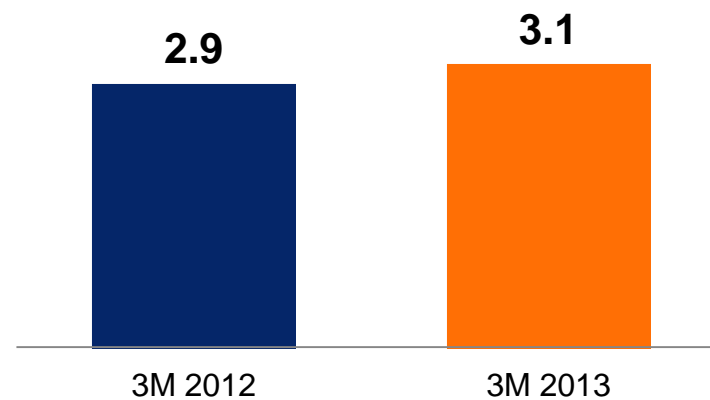


## Record-quarterly earnings raised key financial ratios further

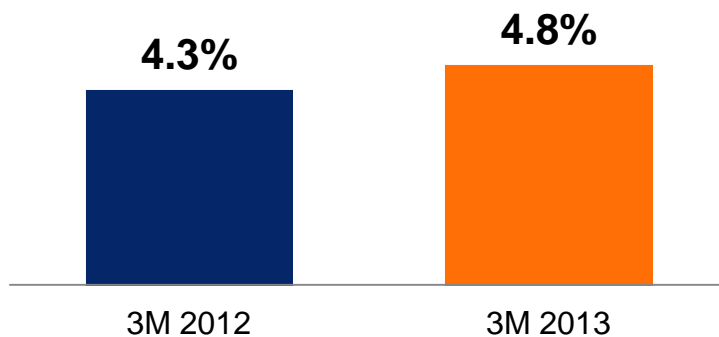
### Return on Equity



### Revenue to Expense



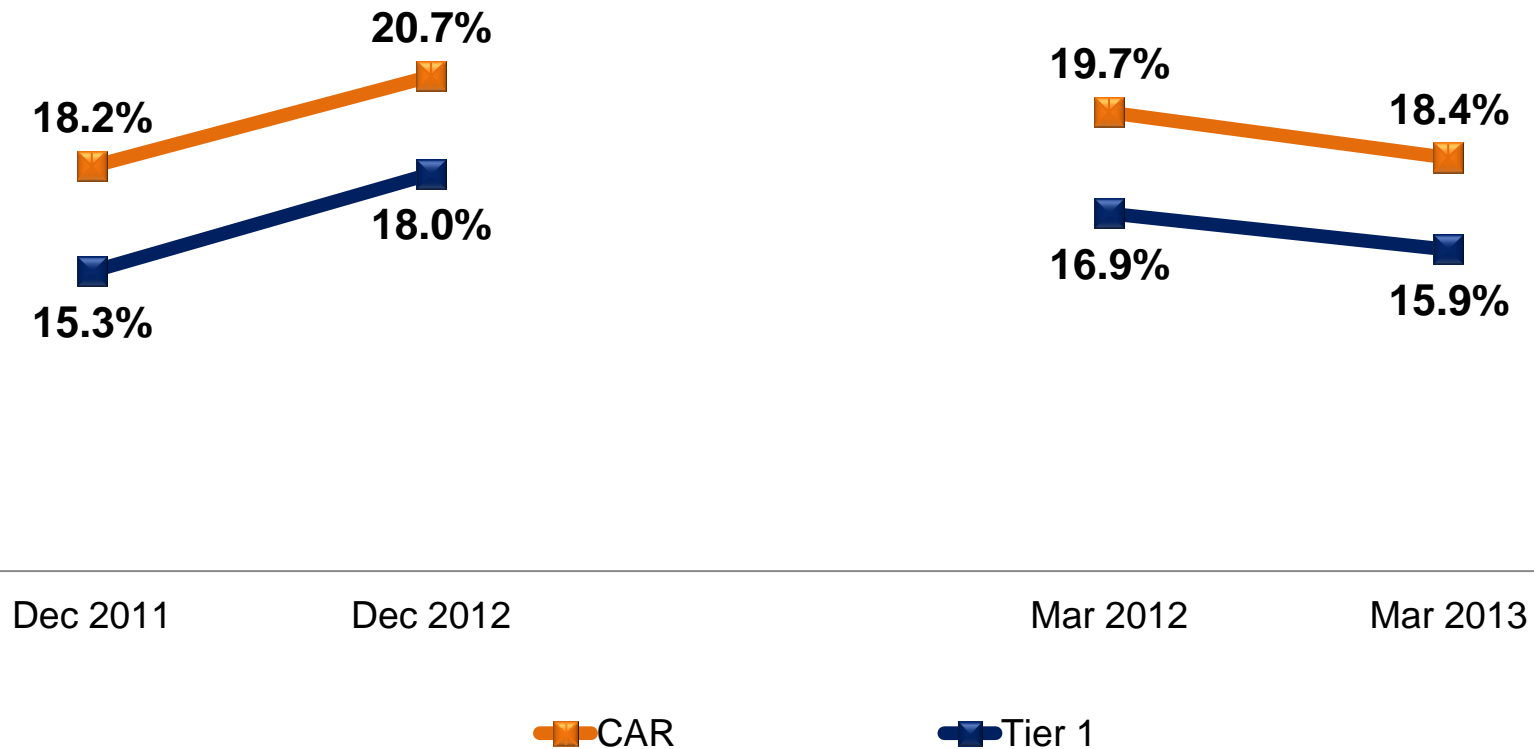
### Return on Average Asset





## CitySavings acquisition marginally impacts capital ratio

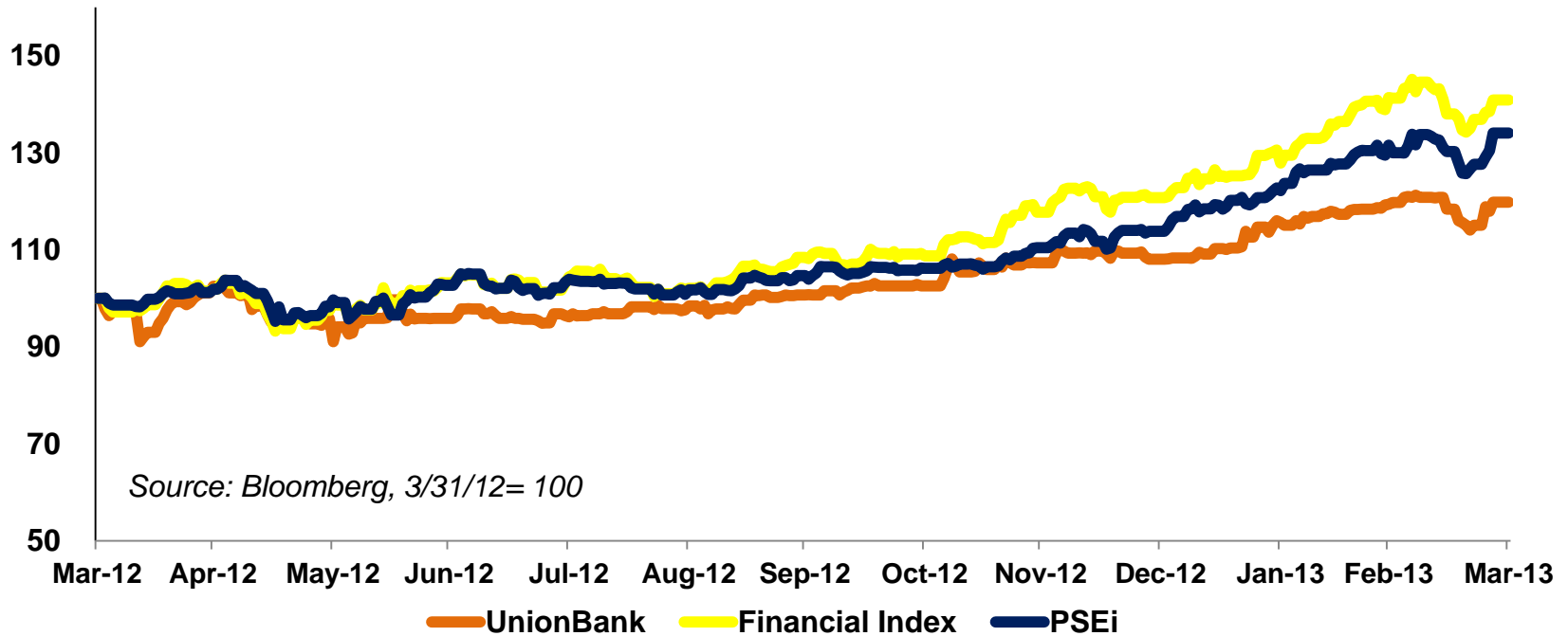
Capital Adequacy Ratios



# UBP stock trailing the stock market and financial sector indices

## Re-based Stock Performance

3/31/2012 – 3/31/2013



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