

April 27, 2018

**PHILIPPINE DEALING AND EXCHANGE CORP.**

37/F Tower 1, The Enterprise Center  
6766 Ayala Avenue corner Paseo de Roxas  
Makati City

Attention : **MS. ERIKA GRACE C. ALULOD**  
*Head, Issuer Compliance and Disclosures Department*

**Gentlemen:**

Please find attached copy of the Press Release entitled "UnionBank Net Income surges 33% in 1Q2018".

For your information and guidance. Thank you.

Very truly yours,

  
**ATTY. BUENAVENTURA S. SANGUYO, JR.**  
*Vice-President & Assistant Corporate Secretary*



## **PRESS RELEASE**

**27 April 2018**

### **UnionBank Net Income surges 33% in 1Q2018**

UnionBank of the Philippines (PSE:UBP) posted a net income of Php2.9 billion in the first quarter of 2018 as compared to the Php2.2 billion recorded in the same period last year. These results were behind robust net revenue growth of 21.5% to Php6.9 billion.

The strong earnings resulted to an annualized Return on Equity (ROE) and Return on Average Assets (ROA) of 15.9% and 2.0%, respectively.

Importantly, the Bank continues to sustain double-digit growth in terms of customer businesses. Total loans grew 15.9% to Php293.1 billion year-on-year, with consumer loans accounting for 34% of total loan portfolio. Total assets grew 17.3% year-on-year to Php608.4 billion. Deposits reached Php439.6 billion with CASA accounting for more than one-third of total deposits. Asset growth was also supported by the successful \$500 million Medium Term Notes issuance last November 2017.

“Given our positive earnings performance in the first quarter, we are confident that we can attain our full-year target. We recognized gains from our investment portfolio following the adoption of the new PFRS 9 accounting standards. We expect earnings in the succeeding quarters to once again come from recurring income as we continue to grow our balance sheet,” said Jose Emmanuel U. Hilado, UnionBank Treasurer and CFO.

“We started the year strong. Our solid profitability results are quite timely as it allows us to fast-track our investments in digital transformation. We made it clear at the start of the year that we will invest in Blockchain technology for our internal operations and the inevitable Internet of Finance,” said Edwin R. Bautista, UnionBank President and CEO .

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*UnionBank has consistently been recognized as one of Asia's leading companies in banking and finance, ranking among the Philippines' top 10 universal banks in terms of key performance ratios in profitability, liquidity, solvency and efficiency. UnionBank garnered several awards and recognitions including "Digital Bank of the Year in the Philippines 2017" in The Asset Triple A Digital Awards; "Most Innovative Banking Brand in the Philippines 2017" by the Global Brands Magazine; "Best Universal Bank 2017" by London-based CFI.co; "Best Digital Bank - Philippines" at the Asiamoney Banking Awards 2017; "Gold Banking Employer of the Year" at The Stevie for Great Employers Awards 2017; "Best HR System Project", "Best Mobile Banking Project" and "Credit Card Product of the Year" at The Asian Banker Philippine Country Awards 2017; "Domestic Retail Bank of the Year – Philippines" and the "Debit Card Initiative of the Year" for 2017 by Asian Banking and Finance; and "Best Investor Relations Company" for 2017 by Corporate Governance Asia, affirming the Bank's leadership in the industry. UnionBank's President and CEO was also recognized as "Best Banking CEO for 2018" by The European Magazine's Global Banking and Finance Awards.*