

# Investor Update.

Q3 2017

Margaret Willis, Chief Executive Officer

## A message from the CEO.

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*“In today’s challenging economic and political environment Socially Responsible Banking has never been more important in helping to deliver a sustainable economy that works for everyone.*

*As a commercial bank with a social conscience, we are delighted that we have been able to support SMEs and socially minded organisations who share our values. Achieving the milestone of loan approvals of £100m in the first 7 months of the year, a record in Unity Trust Bank’s history, further demonstrates our ability to grow and our determination to a make positive impact on society.*

*You can read more about the impact we have enabled our customers to make through our case studies on our website - [Unity.co.uk](http://Unity.co.uk)*

*I would like to thank all of our customers and shareholders for their continued support and the trust they have invested in us to make positive and lasting change. ”*

**Margaret Willis, Chief Executive Officer**

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## Continuing success.

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1. Continued focus on customer
2. Significant lending growth helping organisations that are creating social impact
3. Sustained focus on prudent underwriting standards
4. Our capital and liquidity positions remain strong and support future growth
5. Enhanced internet banking and product propositions help customers to be more efficient
6. Unity remains well-positioned in an environment of economic uncertainty

# Strong financials.

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## Comparing H1 2016 to H1 2017

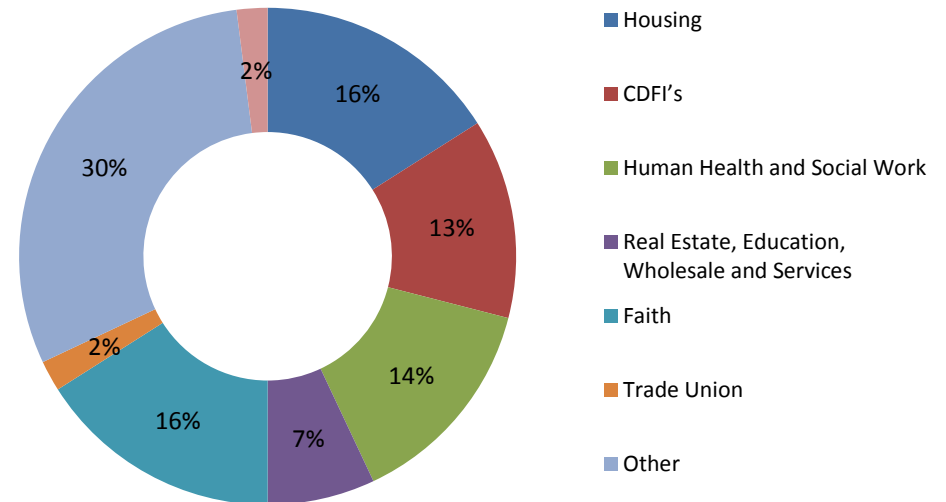
- Underlying PBT(1) significantly ahead of plan
- Interest income improved
- Underlying cost/income ratio(1) improved to 74%
- CET 1 ratio above regulatory requirements and increasing return on capital

# Safe growth and amplified social purpose.

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- New loans continue to amplify our social impact
- Loan approvals + 63% on H1 2016
- Lending quality and credit performance remains strong

Approvals by sector



## Banking those with a shared philosophy.

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- Unity is positioned as the bank of choice for organisations who share our double bottom line philosophy
- We help organisations to prosper and contribute to social change
- Our second Socially Responsible Banking Conference is planned for 17<sup>th</sup> May, and we hope to see you there
- We help create a better society through our employee-led 'Unity in the Community' (UitC) programme
- New customer numbers are growing and deposit balances continue to increase

## Social impact metrics.

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New business is considered in light of both credit worthiness and social impact.

Each loan we provide has either a direct impact (e.g. creates bed spaces, housing or creates jobs) or an indirect impact (e.g. money lent to intermediaries is lent on to companies without direct access to finance).

