

CITY UNION BANK

CIN - L65110TN1904PLC001287 Regd. Office No.149, TSR (Big) Street, Kumbakonam - 612 001. Phone : 0435 - 2432322 Fax : 0435 - 2431746 E-mail : shares@cityunionbank.com Website : www.cityunionbank.com

C.O/Shares/LR-5/2017-18

National Stock Exchange of India Ltd., Exchange Plaza, 5th Floor, Plot No.C/1, G Block, Bandra-Kurla Complex, Bandra (E), **Mumbai 400 051** 09th August, 2017

BSE Ltd., DCS – CRD, Phiroze Jeejeebhoy Towers, 25th Floor, Dalal Street, <u>Mumbai 400 001</u>

Scrip Code: 532210

Dear Madam / Sir,

Scrip Code: CUB

Sub: Intimation u/r 30 of SEBI Listing Regulations 2015

Pursuant to Regulation 30 R/w Schedule III of the SEBI (Listing Obligations and disclosure Requirements) Regulations 2015, we submit herewith the Investor presentation on the Unaudited financial results of the Bank for the quarter ended 30th June 2017.

Thanking you

Yours faithfully for CITY UNION BANK LIMITED

V Ramesh General Manager – CFO & CS

Encl.: a/a









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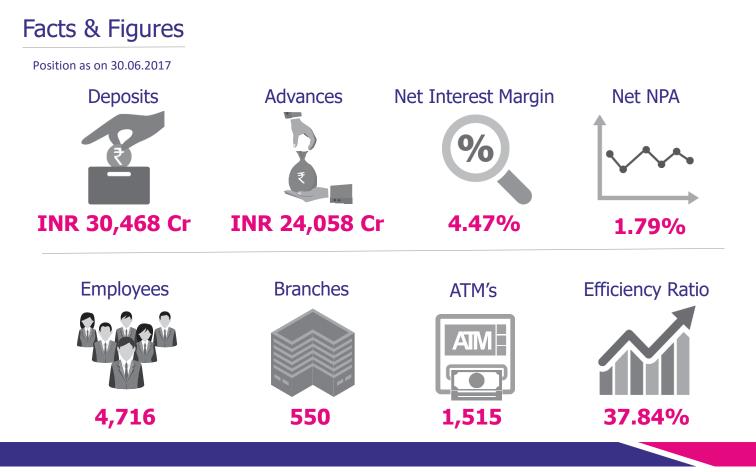




Overview

City Union Bank Ltd, the oldest private sector bank in India, was founded on October 31, 1904 and is headquartered at Kumbakonam, Tamil Nadu, India.

The main focus of the Bank – lending to MSME, Retail / Wholesale Trade with granular asset profile including providing short term and long term loans to agricultural sector.



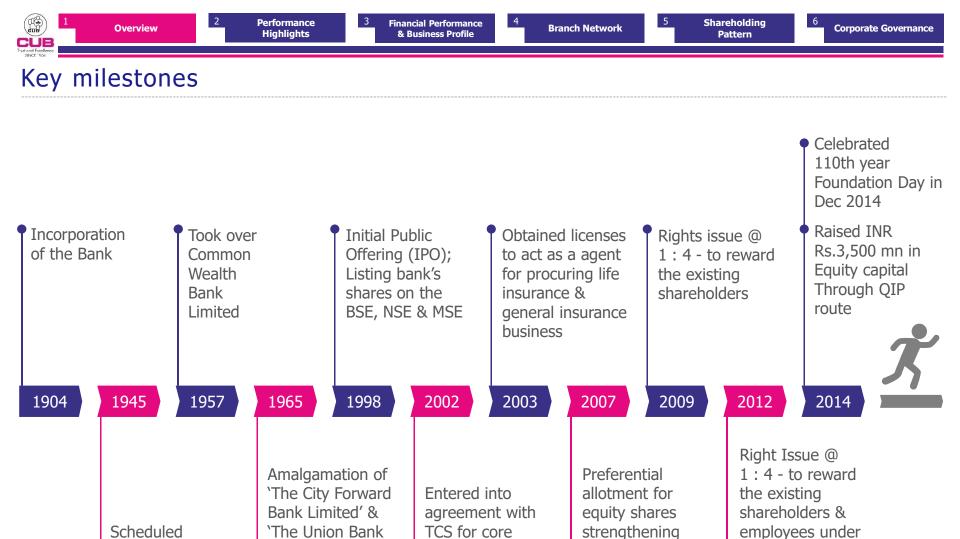




Best Small sized Bank for 2015-16 by Business World – PWC Best Banks' Survey 2016 (Second year in a row)



Won Financial Express Best Bank award in the category "Top old Private Sector Bank" for FY 2015-16 (Third year in a row)



banking solution

"Quartz"

bank's capital

funds

bank since

22.03.1945

Limited' with our

Bank

"Employee Reservation

Scheme"

City Union Bank – A specialized banking model aligned to Target Segment – SME/MSME

SME/ MSME focus	 SME/MSME specialized business model focusing on large untapped Segment consistently delivering higher yields Superior client servicing leading to client retention and low business acquisition costs
Prudent Risk Management	 SME exposures' result in granular asset profile Granular deposit base with high retention rates result in stable liability profile SME/MSME Loans result in lower NPA as they are: Additionally collateralised by residential property and personal guarantee etc. Predominantly single banker relationships with minimal exposure to consortium / multiple banking arrangements / infrastructure lendings.
Invested in Robust Infrastructure	 Comprehensive employee training and recruitment infrastructure through staff training college All branches and 100% business under CBS from TCS Consistent Return
Purely retail Liability Franchise	 No Certificate of Deposit No reliance on Corporate bulk deposits

Competitive Advantages

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Strong track record	 Continuos profitability and dividend payout in all 110+ years of operations Business growth of 20% CAGR in last 10 years
Robust corporate governance practices	 Strong board with majority of directors being independent Consistency in management with only 7 CEOs appointed in 100+ years
Diversified asset profile	 Granular asset profile with advances to top 20 borrowers contributing around 10% Lower ticket size lending backed by adequate collaterals
Higher yielding loan portfolio	 Trading and MSME loan segments earning high yields constitute about 51% of advances
Adequately capitalised	• Strong Capital Adequacy ratio of 15.87% out of which Tier 1 constitutes 15.40%
Network	 Pan India presence with 550 branches Strong presence in South India (489 branches) of which 379 are in Tamil Nadu alone

Performance

- Advances registered a growth of 13% from Rs.212 Bn to Rs.241 Bn Y-o-Y \checkmark
- Total business grown by 11% to Rs.545 Bn from Rs.492 Bn Y-o-Y \checkmark
- Gross Profit registered a growth of 26% from Rs.2,358 Mn to Rs.2,970 Mn Y-o-Y \checkmark
- Net Profit increased by 14% from Rs.1,235 Mn to Rs.1,403 Mn Y-o-Y \checkmark
- Profitability and efficiency ratios at par with the best in industry: \checkmark

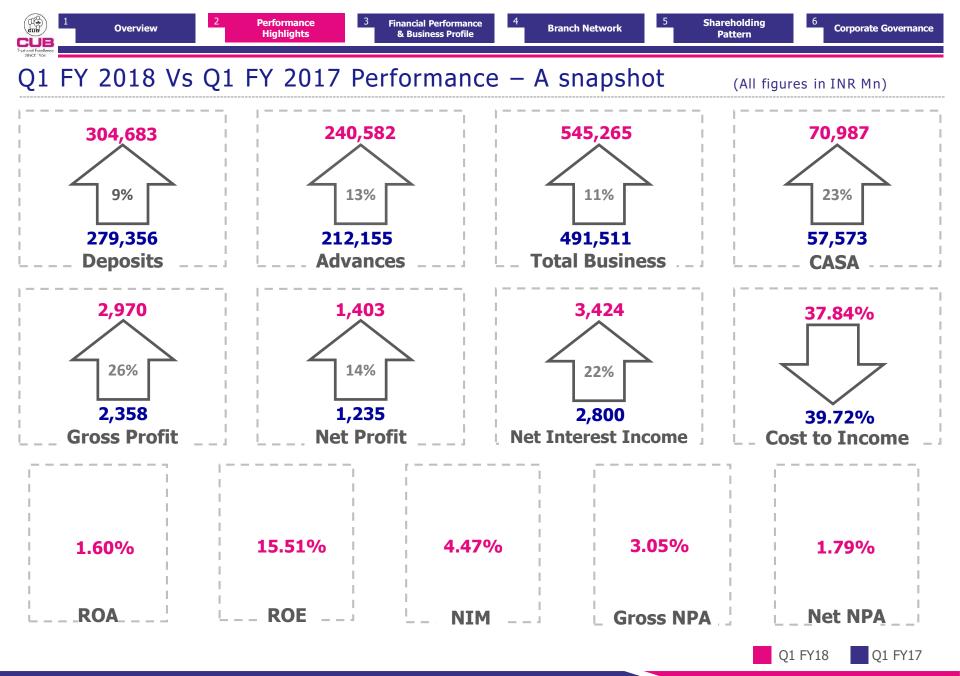
			Q1 FY 2018	Q4 FY 2017	FY 2017
\triangleright	Return on Assets	-	1.60%	1.50%	1.50%
\triangleright	Net Interest Margin	-	4.47%	4.20%	4.17%
\triangleright	Return on Equity	-	15.51%	14.97%	15.26%
\triangleright	Earnings per share	-	Rs.2.33	Rs.2.14	Rs.8.39

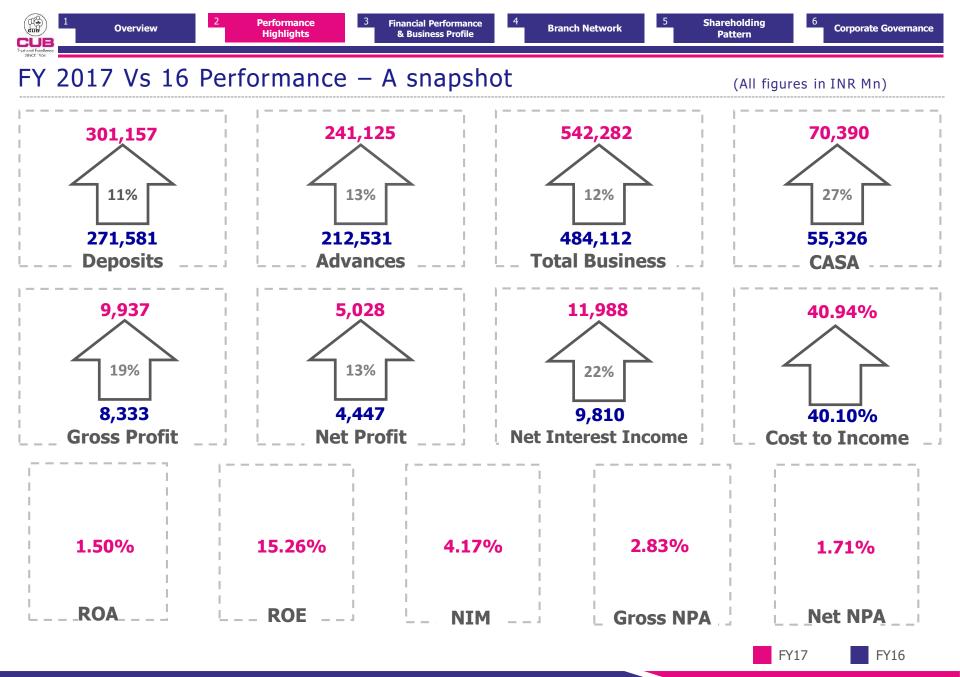
- Gross NPA 3.05% and Net NPA 1.79% \checkmark
- Provision Coverage Ratio 62% \checkmark
- CRAR 15.87% (Basel III) of which core CRAR 15.40% \checkmark

Shareholding

Pattern

Corporate Governance





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Q1 FY 18 Vs Q1 FY 17 – Performance – A snapshot

(in INR Mn)

Financial Performance

Particulars	Q1 FY 2018	Q1 FY 2017	Inc / (Dec)	Growth	Growth %
Deposits	304,683	279,356	1	25,327	9%
Advances	240,582	212,155	1	28,427	13%
Total Business	545,265	491,511	1	53,754	11%
Demand Deposits	24,673	19,644	1	5,029	26%
Saving Deposits	46,314	37,929	1	8,385	22%
CASA	70,987	57,573	1	13,414	23%
Gross NPA	7,350	5,550	1	1,800	32%
Net NPA	4,260	3,340	1	920	28%
Gross NPA (%)	3.05%	2.62%			
Net NPA (%)	1.79%	1.59%			
C R A R (BASEL – III)	15.87%	15.25%			
- Of which Tier I	15.40%	14.76%			
CD Ratio	79%	76%			
PCR	62%	60%			

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Q1 FY 18 Vs Q1 FY 17 – Performance – A snapshot

(in INR Mn)

Financial Performance

Particulars	Q1 FY 2018	Q1 FY 2017	INC / (DEC)	Growth %	Q4 FY 2017
Net Interest Income	3,424	2,800	624	22%	3,106
Other Income	1,353	1,111	242	22%	1,258
Operating Expenses	1,807	1,553	254	16%	1,888
Gross Profit	2,970	2,358	612	26%	2,476
Provisions & Contingencies	1,566	1,123	443	39%	1,187
Net Profit	1,403	1,235	168	14%	1,289
Return on Assets	1.60%	1.55%			1.50%
Return on Equity	15.51%	16.00%			14.97%
Net Interest Margin	4.47%	4.07%			4.20%

(in INR Mn)

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FY 17 Vs FY 16 – Performance – A snapshot

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Financial Performance

Particulars	FY 2017	FY 2016	Inc / (Dec)	Growth	Growth %
Deposits	301,157	271,581	1	29,576	11%
Advances	241,125	212,531	1	28,594	13%
Total Business	542,282	484,112	1	58,170	12%
Demand Deposits	24,092	19,192	1	4,900	26%
Saving Deposits	46,298	36,133	1	10,165	28%
CASA	70,390	55,326	1	15,064	27%
Gross NPA	6,820	5,120	1	1,700	33%
Net NPA	4,083	3,232	1	851	26%
Gross NPA (%)	2.83%	2.41%			
Net NPA (%)	1.71%	1.53%			
C R A R (BASEL – III)	15.83%	15.58%			
- Of which Tier I	15.36%	15.09%			
CD Ratio	80%	78%			
PCR	61%	60%			

(in INR Mn)

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FY 17 Vs FY 16 – Performance – A snapshot

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Financial Performance

Particulars	FY 2017	FY 2016	INC / (DEC)	Growth %
Net Interest Income	11,987	9,810	2,177	22%
Other Income	4,840	4,100	740	18%
Operating Expenses	6,890	5,577	1,313	24%
Gross Profit	9,937	8,333	1,604	19%
Provisions & Contingencies	4,909	3,886	1,024	26%
Net Profit	5,028	4,447	580	13%
Return on Assets	1.50%	1.50%		
Return on Equity	15.26%	15.60%		
Net Interest Margin	4.17%	3.81%		

Q1 – FY 18 Vs 17 – Income and Expenses – Breakup

(in INR Mn)

Interest Income Breakup

Particulars	Q1 FY 2018	Q1 FY 2017	Growth (%)
Interest on Loans	6,912	6,339	9%
Interest on Investments	1,238	1,297	-ve
Other Interest Income	106	87	22%
Total Interest Income	8,256	7,722	7%

Other Income Breakup

Particulars	Q1 FY 2018	Q1 FY 2018	Growth (%)
CEB & Charges	697	549	27%
Treasury Income	390	491	-ve
Other Inc incl recoveries in written off a/cs	266	71	275%
Total Other Income	1,353	1,111	22%

Interest Expenses Breakup

Particulars	Q1 FY 2018	Q1 FY 2017	Growth (%)
Int Exp on Deposits	4,775	4,846	-ve
Other Int Expenses	57	75	-ve
Total Interest Expenses	4,832	4,922	-ve

Operating Expenses Breakup

Particulars	Q1 FY 2018	Q1 FY 2017	Growth (%)
Employee Cost	765	631	21%
Other Operating Expenses	1,042	923	13%
Total Expenses	1,807	1,554	16%

FY 17 Vs 16 – Income and Expenses – Breakup

(in INR Mn)

Interest Income Breakup

Particulars	FY 2017	FY 2016	Growth (%)
Interest on Loans	25,902	23,676	9%
Interest on Investments	5,385	5,410	-ve
Other Interest Income	451	356	26%
Total Interest Income	31,738	29,442	8%

Other Income Breakup

Particulars	FY 2017	FY 2016	Growth (%)
CEB & Charges	2,175	2,105	3%
Treasury Income	2,056	1,259	63%
Other Inc incl recoveries in written off a/cs	608	735	-ve
Total Other Income	4,840	4,100	18%

Interest Expenses Breakup

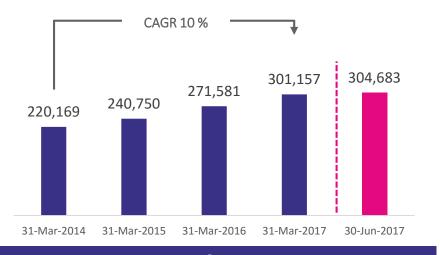
Particulars	FY 2017	FY 2016	Growth (%)
Int Exp on Deposits	19,418	19,230	1%
Other Int Expenses	332	402	-ve
Total Interest Expenses	19,750	19,632	1%

Operating Expenses Breakup

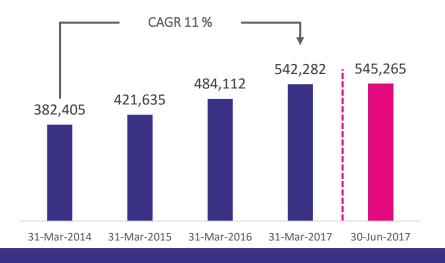
Particulars	FY 2017	FY 2016	Growth (%)
Employee Cost	2,981	2,132	40%
Other Operating Expenses	3,908	3,445	13%
Total Expenses	6,890	5,577	24%



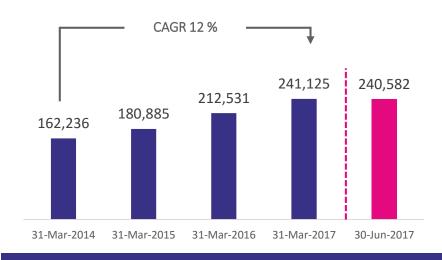
Deposits



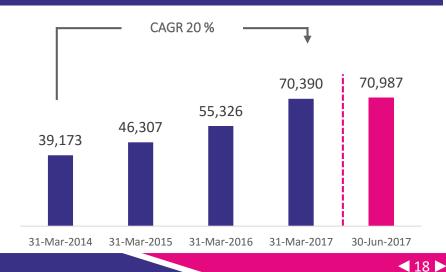
Business



Advances



CASA



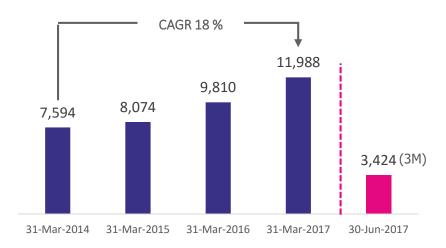
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Income Growth over the years...

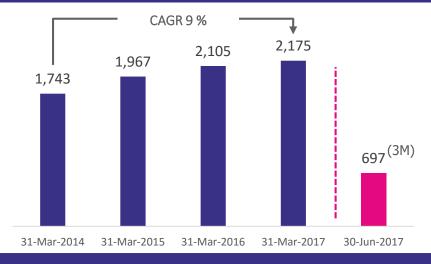
(in INR Mn)

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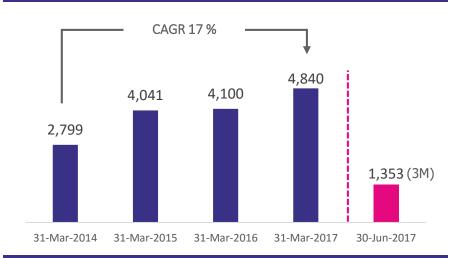
Net Interest Income Growth



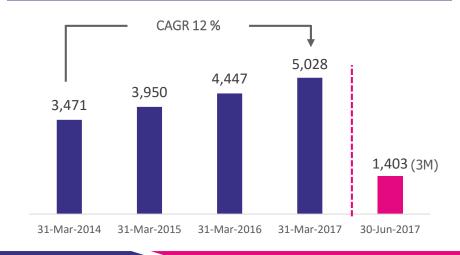
CEB Growth



Other Income Growth



Net Profit Growth



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Key Business Indicators

Particulars	Q1 FY 2018	Q1 FY 2017	Q4 FY 2017	FY 2016-17
Cost of Deposits	6.44%	7.12%	6.62%	6.82%
Yield on Advances	11.79%	12.36%	11.86%	12.10%
Yield on Investments	6.93%	7.46%	7.20%	7.23%
Net Interest Margin	4.47%	4.07%	4.20%	4.17%
Cost to Income	37.84%	39.72%	43.25%	40.94%
Cost of Funds	5.52%	6.19%	5.70%	5.89%
Yield on Funds	9.43%	9.72%	9.31%	9.47%
Per Employee Business (in INR Mn)	115.31	110.40	115.33	115.33
Per Employee Profit (in INR Mn) (Ann)	1.19	1.11	1.10	1.07
EPS (in INR) – FV INR 1/- share (Not Ann)	2.33	2.07	2.14	8.39

Overview

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Key Business Ratios – Yearly trends

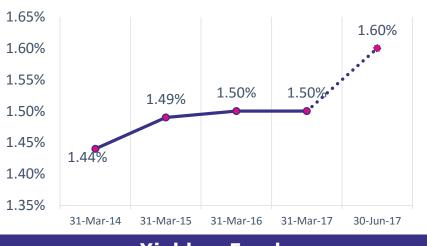


Net Interest Margin





Return on Assets

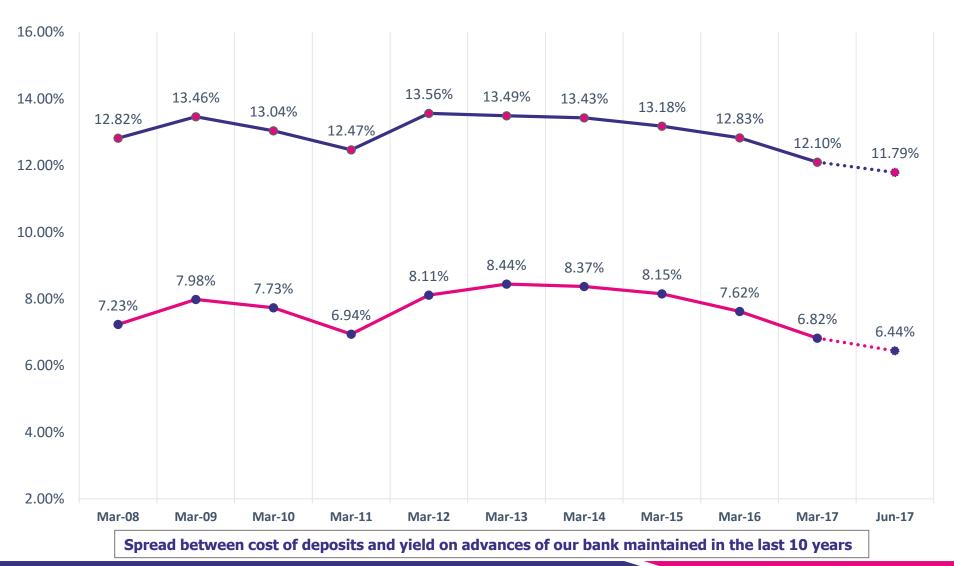


Yield on Funds





Cost of deposits & Yield on advances





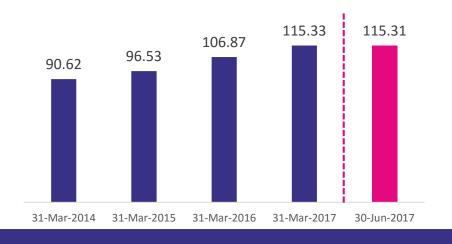
Efficiency

Cost income ratio

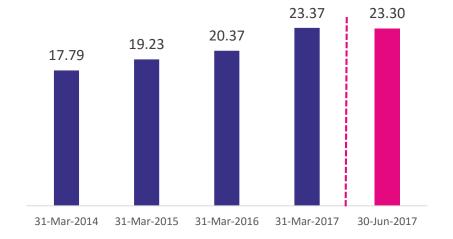


Business per Employee

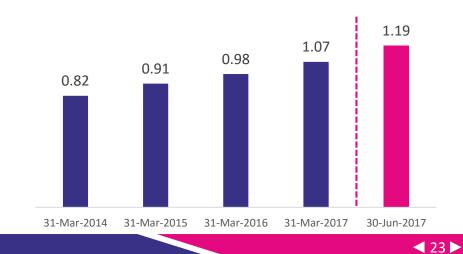
(in INR Mn)



CASA Ratio

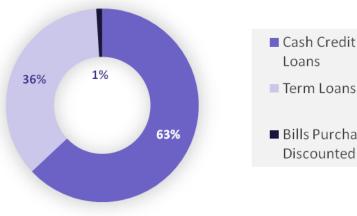






Loan Book – Products Composition

% to Total Advances



- Cash Credit & Demand
- Bills Purchased & Bills Discounted
- Working capital loans yielding higher interest ٠ constitute 64% of advances
- Re-pricing possible at short intervals thus ٠ reducing interest rate risk
- ~90% of our loan book is on floating rate basis which reduces interest rate risk

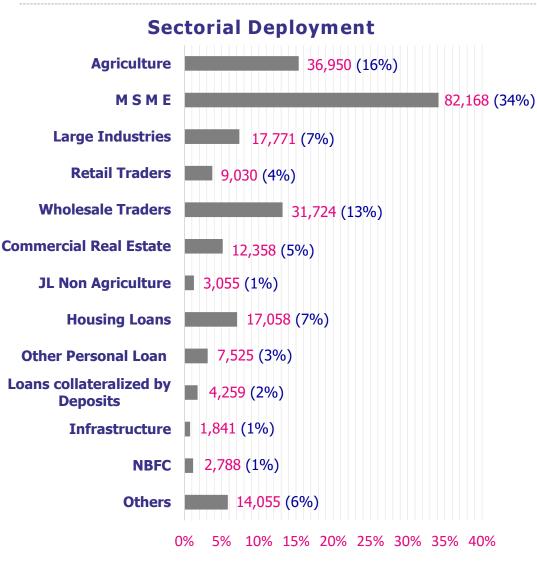
Loan Book Products Composition	Amount (INR Mn)	% to Total Advances
Cash Credit & Demand Loans	154,224	64%
Term Loans	84,068	35%
Bills Purchased & Bills Discounted	2,290	1%
Gross Loans Total	240,582	100%

Loan Book – Sectoral Deployment – Position as on 30.06.2017

Financial Performance

& Business Profile

Branch Network



Performance

Hiahliahts

Overview

Secured & Unsecured Advances

Shareholding

Pattern

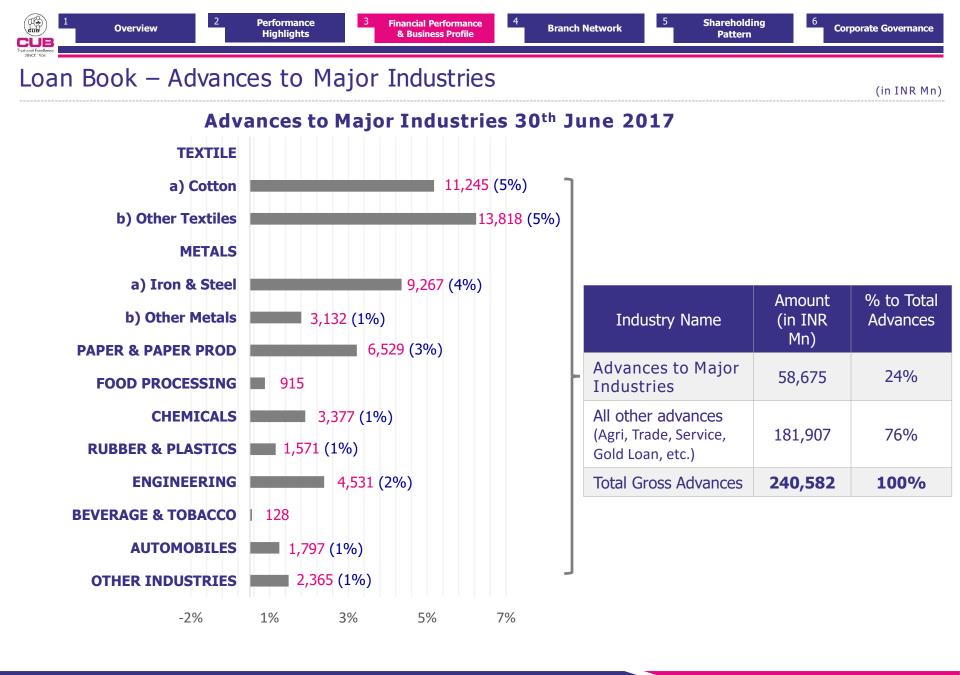
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Corporate Governance

(in INR Mn)

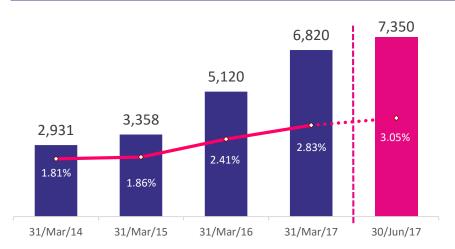
Particulars	Amount (INR Mn)	% to Total Advances
Secured Loans	237,182	99%
Unsecured Loans	3,400	1%
Total	240,582	100%

- ✓ Trading & MSME loans earning higher yield constitute about 51%.
- ✓ Diversified credit portfolio reduces credit risk and Lower ticket size backed by adequate collaterals
- ✓ Unsecured Advances aggregate to 1%
- ✓ Total Jewel Loan outstanding as on 30.06.2017 Rs.21,813 Mn

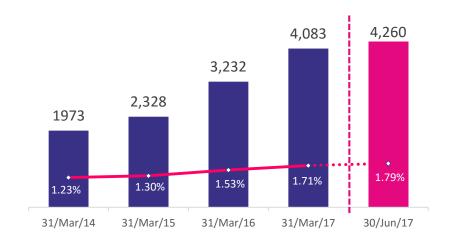




Gross NPA Qtm & Gross NPA %



Net NPA Qtm & Net NPA %



Overview

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Asset Quality Position – Movement over the years

(Rs in Mn)		FY Mar - 13	FY Mar - 14	F Y Mar - 15	FY Mar - 16	FY Mar – 17	Q1 FY 2018
NPA Opening balance		1,235	1,731	2,931	3,358	5,120	6,820
Additions	Α	2,234	4,562	4,250	4,290	4,796	1,475
Recovery / SR		486	1,865	2,118	734	905	281
Upgradations		232	168	227	546	556	153
Net Addition	В	1,516	2,529	1,905	3,010	3,335	1,041
Write-off		1,020	1,329	1,478	1,248	1,635	511
NPA Closing balance		1,731	2,931	3,358	5,120	6,820	7,350
Technical Write-off (TW) during the period		948	1,226	618	1,189	1,564	500
Provision made during the period	С	970	1,485	1,650	2,050	2,515	860
T W recovery	D	599	544	750	370	470	130
Provision made net of TW Recovery	E = C-D	371	941	900	1,680	2,045	730
Gross Advance	F	1,53,428	1,62,236	1,80,885	2,12,531	2,41,125	2,40,582
Additions % of Gross Advance	A / F	1.46	2 .81	2.35	2. 02	1.99	0.61
Net Addition % of Gross Advance	B / F	0.99	1.56	1.05	1.42	1.38	0.43
Credit cost	E/F	0.24	0.58	0.50	0.79	0.85	0.30
Gross NPA %		1.13	1.81	1.86	2.41	2.83	3.05
Net NPA %		0.63	1.23	1.30	1.53	1.71	1.79

Restructured Accounts

Overview

Balance outstanding as on 30.06.2017 in respect of Restructured Standard borrowers

- \checkmark No account has been restructured during Q1 FY 2018
- \checkmark There were no sale to ARC on SR basis in the previous two years

Type Restructuring	No. of Borrowers	Amount (in INR Mn)
Under CDR Mechanism	0	0
Under SME Debt Restructuring Mechanism	12	76
Under Other Debt Restructuring Mechanism	6	1258
Total	18	1334

 \checkmark The above disclosure is in respect of Restructured Standard Accounts excluding NPA.

- \checkmark Restructured Standard Advances to Gross Advances $\,$ $\,$ 0.55% as on Jun-17 Vs 0.89% in Jun-16 $\,$
- No fresh sale to ARC during Q1 FY 2018 and amount outstanding in Security Receipts 3450 Mn. During Q1 FY 18, the repayment received from ARC in SR amounted to Rs.14 Mn. The bank has provided Rs.150 Mn, Rs.100 Mn, Rs.180 Mn in Q2, Q3, Q4 FY 18 respectively towards SR totalling to Rs.430 Mn for FY 2016-17. Rs.300 Mn provision has been appropriated in Q1 FY 18. We may provide another Rs.500 600 Mn over the next 3 quarters in 2017-18 towards probable shortfall in the future realisation of Security Receipts.
- \checkmark Amount serviced during Q1 FY 2018 in restructured standard accounts is Rs.74 Mn.
- \checkmark During Q1 FY 2018, no borrowal account has been slipped to NPA category.

Investments – At a Glance

Investments Breakup and Categorywise

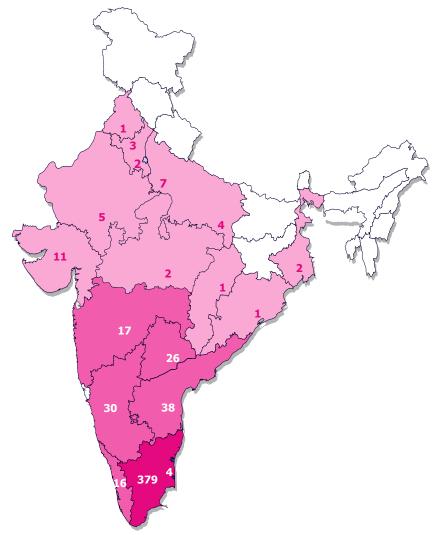
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(in INR Mn)

Particulars	JUN 2017	JUN 2016
SLR Securities	70,210	72,836
Non-SLR Securities	3,788	4,169
Total Investments	73,998	77,005
Yield on Investments	6.93%	7.46%
Investments Breakup:		
- A F S	13,679 (18%)	20,744 (27%)
- H T M	60,319 (82%)	56,261 (73%)
- H F T	-	-
Total Investments	73,998	77,005
Modified Duration:		
- A F S	1.83	0.90
- H T M	4.98	4.88
- H F T	-	-
- Overall Portfolio	4.53	3.96

Strong presence in the South

As of Jun-2017 - 550 branches. 489 branches are located in South India out of which 379 in Tamil Nadu



State	No. of Branches	% of Deposits	% of Advances	% of Business
Tamilnadu	379	79	64	72
Andhrapradesh	38	3	9	5
Telengana	26	3	6	5
Karnataka	30	6	5	5
Maharashtra	17	3	3	3
Kerala	16	2	2	2
Gujarat	11	1	4	2
Others	33	3	7	6
Total	550			



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CUE

A well diversified investor base

as of 30th June 2017

Ownership profile

Major Institutional Shareholders

	Shareholders	% of Holding
Others, 1.05 FII, 0.70 Domestic Inst,	NT Asian Discovery Master Fund	3.99
	Life Insurance Corporation of India	3.70
14.97	Lavender Investments Ltd (Chrys Capital)	3.50
	Smallcap World Fund INC (Capital Group)	3.32
	GKFF Ventures (Argonaut Ventures)	3.00
FPI, 33.79Corp Bodies, 7.13	HDFC Midcap Opportunities Fund	2.25
	Aberdeen Global – Asian Smaller Companies Fund	1.99
	TVF Fund Ltd	1.72
NRI, 0.72	HDFC Standard Life Insurance Company Ltd	1.25
	Bank Muscat India Fund	1.24
	Faering Capital India Evolving Fund	1.11
	Wasatch Core Growth Fund	1.11
	Somerset Emerging Markets Small Cap Fund	1.09
Public, 41.64	HDFC Balanced Fund	1.05

Well diversified ownership of shareholders around 90,000 Approx

Long term investors ensuring stability and support to management

Higher Participation from FPI's

Limit on FII / FPI ownership increased to 40%

Head room available for FII / FPI ... 5.51%

Transparent 'Corporate Governance' practices

Board consists of 8 Independent Directors and 2 Non-Independent Directors

Various sub-committees of Board functions to oversee the operations of the Bank

Disclosure norms strictly adhered to

KYC / AML norms strictly complied with

Code of conduct for Directors and Senior Management put in place

WE HAVE EMINENT PERSONALITIES ON OUR BOARD

Chairman – Chartered Accountant - Retd. CFO from Tata Consultancy Services	Former retired Chief of Banking Operations & Development department, RBI & IRDA member	Retired High Court Judge
Professor of IIT, Chennai	Career Banker with 4 decades of banking experience	Chartered Accountant & First woman director of the Bank
Practicing Chartered Accountant	Practicing Chartered Accountant	Private Equity Fund Manager

A well experienced and strong Board



Shri. S. Mahalignam | B.Com (Honours), FCA Non Executive Chairman

Mr. S. Mahalingam retired as CFO and ED of Tata Consultancy Services and was involved in myriad aspects of the company's operation and growth. He is a graduate in Commerce and Fellow member of Institute of Chartered Accountants of India. He is serving as Non Executive Part Time Independent Chairman w.e.f. 04.05.2016



Shri. C R Muralidharan | BSC., CAIIB. Director

Mr. C.R. Muralidharan has 40 years of vast experience in regulatory Banking and he retired as Chief General Manager, Dept of Banking Operations & Development, Reserve Bank of India and served as member IRDA.



Prof. V. Kamakoti | BE., M.S. Phd. Director

Dr.Veezhinathan Kamakoti holds a Bachelor of Engineering and Ph.D. in Computer Science. His forte is Information Technology related Secured Systems Engineering and Security related Software Engineering.



Smt. Abarna Bhaskar | BA., FCA Director

Smt. Abarna Bhaskar is a qualified Chartered Accountant by profession and the first woman director of the Bank. She has served in senior positions with Foreign Banks abroad and a large private sector bank in India.



Shri. S. Bernard | B.Com., FCA, Director

Shri. S. Bernard is a graduate in Commerce and Fellow member of the Institute of Chartered Accountants of India. Having worked as an accountant/divisional accountant in Eastern Coal Fields (subsidiary of Coal India Ltd.) and Best & Crompton Engineering for a period of 6 years, he is a practicing Chartered Accountant since 1984.



Shri. Subramaniam Narayanan | PGDM-IIM(A), FCA, FCS, CWA Director

Mr. M. Narayanan is a practicising Chartered Accountant by profession

and has handled Finance, Accounts and Taxation at various levels

upto CFO while in service for over 20 years in companies of repute

viz. BHEL, Dalmia Cements, Fenner, Ramco Cements and Dishnet etc.

Mr. Subramaniam Narayanan posses rich experience in the area of Finance, Accountancy and Portfolio Managerial Operations in Security Market. He has held the position of CEO of First India Asset Management Co. Ltd. and handled Treasury services for Bank of America and Abu Dhabi Commercial Bank, UAE. He is also the founder Chairman of the Venture Capital Association of India (VCAI).



Dr N. Kamakodi | B.Tech., MBA., PhD., CAIIB M.D. & C.E.O.

Dr. N. Kamakodi is serving as MD & CEO of the Bank from May 2011. He joined the Bank as DGM in the year 2003 and was elevated as GM in 2005 and later as Executive Director in 2006.



Justice (Retd.) S R Singharavelu | BSC,B.L. Director

Shri. M. Narayanan | B.Sc. FCA, Grad CWA, DISA

Mr. S.R. Singaravelu is a former Judge of High Court of Madras and High Court of Orissa. He has a vast experience of 36 years in the Judiciary where he has held various positions.



Director

He is also an agriculturist.

Shri. R. Mohan | B.Sc., MBA, CAIIB Director

Mr. R. Mohan is a bachelor of Science, Master of Business Administration and a CAIIB. Prior to joining the Board, he served as Chief General Manager of our Bank.







CITY UNION BANK LTD.

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