





Ref: ISD/20-21/291 March 2, 2021

The Deputy General Manager,
Corporate Relationships Dept.

BSE Ltd.
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400 001.
Scrip Code 532 477

The Deputy General Manager,
Listing Dept.
National Stock Exchange of India Ltd.
Exchange Plaza, Plot No.C/1, G Block
Bandra-Kurla Complex, Bandra (E),
Mumbai-400 051.
Scrip Symbol/Series-UNIONBANK-EQ

Madam /Sir,

Subject: Schedule of Non-deal Roadshows/ Analyst/ Institutional Investor Meet

Pursuant to Regulation 30 read with and all other applicable provisions, if any, of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby inform that the Bank will be participating in, deal Roadshows and meeting prospective investors from March 2, 2021 onwards.

A copy of the investor presentation for the said purpose is enclosed. The same is also being made available on the website of the Bank at www.unionbankofindia.co.in.

Please note that the dates of the non-deal roadshows are subject to change. Changes may happen due to exigencies on the part of investors/ Bank.

The above is for your information and record.

Thanking you.

Yours faithfully,

(Mangesh Mandrekar) Company Secretary

Mengelon Menabetis

Encl: As above.

Corporate Presentation

March 2021









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The Department of Financial Services, Ministry of Finance, Government of India issued a Gazette Notification no. CG-DL-E04032020-216535 dated March 4, 2020, approving the scheme of amalgamation of erstwhile Andhra Bank and Corporation Bank with the Bank ("**Amalgamation**"). The Amalgamation came into effect from April 1, 2020. As a result, the standalone balance sheet of the Bank, i.e. the amalgamated entity for April 1, 2020 and December 31, 2020 subsequent to the Amalgamation are therefore not comparable to the audited standalone balance sheet of the Bank as at March 31, 2018, 2019 and 2020. Since the Amalgamation had a significant impact on the standalone financial statements of the Bank, the standalone proforma financial statements as at and for the year ended March 31, 2020 and as at and for the nine months ended December 31, 2019 (together, the "**Proforma Financial Statements**") have been included in the presentation.

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This presentation is not a prospectus, a statement in lieu of a prospectus, an offering circular, an advertisement or an offer document under the Companies Act, 2013, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, each as amended, or any other applicable law in India.







Union Bank Core Strengths Of The Bank







Strong And Trusted Brand With Large And Growing Customer Base



Diversified Asset Portfolio With A Focus on RAM



Low-cost Deposit Base Resulting In Strong Funding Franchise



Strong, Technology-enabled Operating Platform And Committed To Digital **Banking**



Extensive Distribution Network With A Focus On Alternate Delivery Channels



Experienced Leadership Team













Trusted Large Bank With Global Presence

- 4th largest PSU bank[#] with branch network of 9,587 and 12,961 ATMs
- Serves over 120mn customers with 79,000+ employees
- Overseas Branches in Hong Kong, Dubai & Sydney along with one overseas subsidiary at London (UK)

Total
Business^{\$}
+ 1.77% YoY

Total
Deposits
+ 2.58% YoY

CASA 35.38%, + 271 bps YoY

Pan India Reach Supporting Overall Business

- Total business^{\$} grew to INR 15,34,396 cr, growth of 1.77% YoY
- Strong liability franchise: Total deposit stands at INR 8,82,423 cr, CASA ratio stands as 35.38%
- Total Advances crossed INR 6,51,973 cr, RAM[^] share increased to 56.87% of domestic advances

RAM Share 56.87% + 297 bps YoY

Gross NPA 13.49% - 202 bps YoY

Net NPA 3.27% - 321 bps YoY

Net Interest Income (9M FY21) + 9.04% YoY Operating Profit¹ Rs 14,079 Cr - 2.14% YoY

Net Profit¹ Rs.1,576 Cr + 189% YoY PCR 86.18% + 1227 bps YoY

CRAR 12.98%







4th Largest PSU Bank#







- Branch network share >5% in 15 States
- MSME advances market share >15% in 10 States
- 75% of Credit Processing is centralized

Total Assets¹ INR 10,33,346 cr

Gross Advances¹ INR 6,51,973 cr Total Deposits¹ INR 8,82,423 cr CASA¹ 35,38%



Diversified Product Portfolio

Offers a complete array of services such as

- Retail Banking
- Wholesale Banking
- Priority Sector Lending
- International Banking
- Treasury Operations



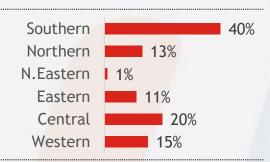




Wide Distribution Network with strong presence in south India

- Pan India Presence with 9587 Branches across India and 12,961 ATMs serving all over India.
- Three overseas branches at Hong Kong, Dubai & Sydney and one overseas subsidiary at London (UK)

Branch
Distribution
- By Geography¹





Technology driven and committed towards digital Banking

Digital Initiatives taken by the Bank

- Pre-approved Personal Loan
- MSME STP
- Union Dial
- Analytics Center of Excellence (ACoE)

Digital Footprint¹

- Digital transactions ratio stood at 78.24%
- Mobile Banking users-106lakhs
- Internet Banking users-67lakhs













Continued Investment in Technology

- Technology enhancement is an ongoing process of the banking
- Continued Investment in technology for improving various processes

Adoption of better practices in business operations

- Adopted better practices for cost efficiency
- Improved Risk management E.g.. Risk Managers are one of the members in all functional credit committees
- Improvement in operational processes to reduce cost and leading to improved profitability of the Bank. Eg. Centralisation of credit appraisal Departments

Merger synergies to result in improvement in ROA and ROE

- Diversified best products amongst the 3 Banks across Larger customer base and wider branch network with continuous monitoring of product profitability
- Bank has reported positive RoA and RoE since amalgamation.

Strong financial performance demonstrated by Union Bank +

Cautious credit growth with focus on RAM portfolio

- Bank has adopted a cautious credit growth strategy with focus on RAM Credit
- RAM segment recorded growth of 6.67% YoY basis (9M FY21 over 9M FY20)
- It constituted 55.0% (as of Dec 2020) in total advances against 52.3% (as of Dec 2019)

Focus on increasing CASA and reducing High cost Deposits

- Bank has focused on increasing CASA deposits
- CASA ratio improved from 32.67% in Dec 2019 to 35.38% as of Dec 2020
- Cost of Deposits reduced from 5.56% to 4.55% on YoY basis (Q3 FY21 over Q3 FY20)
- Despite the reduction in deposit rates, the bank believes its customer service and brand value has helped to garner deposits.

Efforts made to reduce Cost to Income Ratio

- Branch rationalization, avoid duplicity in costs and streamline operations to reduce Cost to Income ratio
- Cost to income ratio improved from 61.81% as on Mar 2020 to 44.71% as on Dec 2020





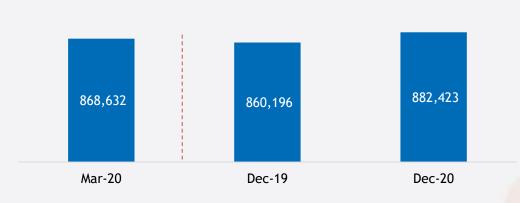


Strong Liability Franchise

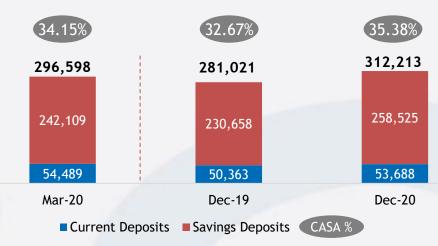




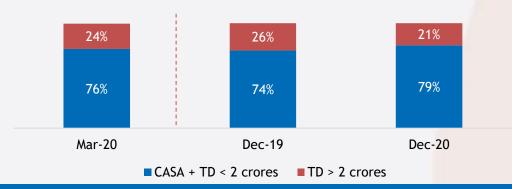
Strong Deposit Base (Fig in INR cr)



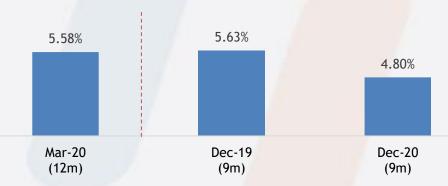
CASA growing steadily (Fig in INR cr)



CASA + Retail TD (RTD) as % of Domestic Deposits



Cost of Deposits



Consistent Growth In CASA And Retail Term Deposits Driving Down Overall Cost Of Deposits Share Of Top 20 Depositors Is 7.42% In Total Deposits As Of Dec 2020





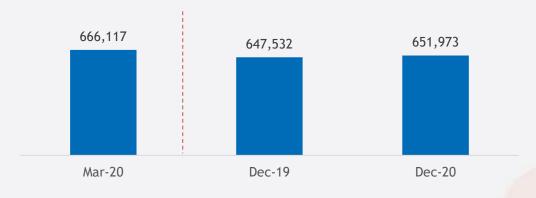


Well Diversified Loan Portfolio

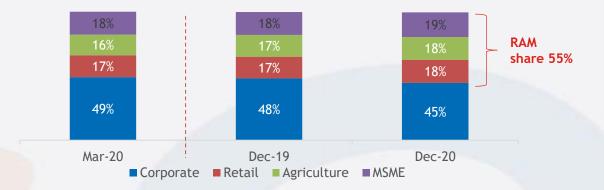




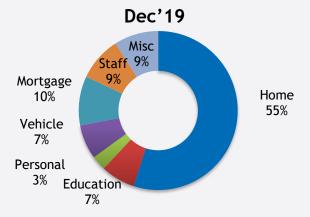
Steady Growth In Gross Advances (Fig in INR cr)

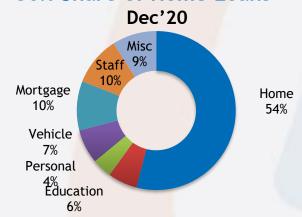


Healthy Mix Of Overall Portfolio Tilted Towards Retail, Corporate Share Coming Down



Granular Retail Asset Franchise: >50% Share of Home Loans





Lending Under ECLGS*

Disbursements Under Union Guaranteed Emergency Credit Line 1 (UGECL 1.0) INR 7,035 Cr

Disbursements Under Union Guaranteed Emergency Credit Line 2 (UGECL 2.0) INR 134 Cr

Well Diversified, Granular And Secured Loan Book Share Of Top 20 Borrowers Is 15% In Total Advances As Of Dec 2020







Union Bank Cost & Yield Ratio - Global (Quarterly)

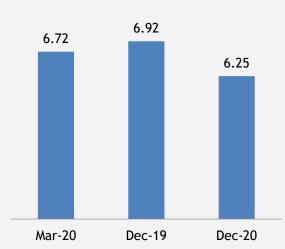




Cost of Deposits



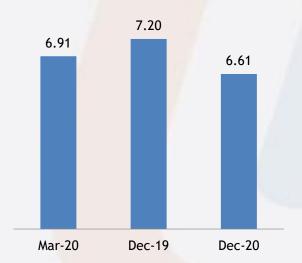
Yield on Investments



Cost of Funds



Yield on Funds



Yield on Advances



Net Interest Margin















Fig. in INR cr

Profit and Loss	FY20#	9M FY20#	9M FY21
Interest Earned	73,186	54,945	53,292
Interest Expended	49,532	37,258	34,007
Net Interest Income	23,654	17,687	19,285
Other Income	11,753	8,056	6,786
Operating Income	35,407	25,743	26,071
Operating Expenses	17,331	11,357	11,992

Key Ratios	FY20	9M FY20	9M FY21
EPS - Basic (INR) (Annualized)	-12.49**	-2.69**	3.28
Return on Equity (%) (Annualized)	-17.08	1.42	4.89
CRAR (%)			12.98%

^{**} Fig are of UBI and not aggregated

[#] FY20 and 9M FY20 figures are based on Proforma Financial Statement, 9M FY21 figures are Limited Review







Financial Metrics

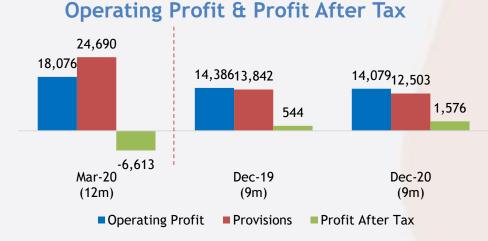




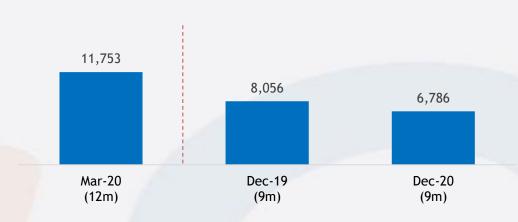
(Fig in INR cr)

Net Interest Income and Net Interest Margin %





Other Income



Return on Assets & Return on Equity















Fig. in cr

Balance Sheet	31.03.2020#	31.12.2019#	31.12.2020
Cash And Balances With Reserve Bank Of India	43,592	47,653	31,928
Balances With Banks And Money At Call And Short Notice	39,634	23,215	32,391
Investments	280,178	284,086	325,197
Advances	600,190	584,951	582,895
Fixed Assets	7,624	6,595	7,322
Other Assets	52,875	52,629	53,613
Total Assets	1,024,093	999,129	1,033,346
Capital	6,407	6,407	6,407
Reserves And Surplus	53,357	62,112	57,610
Deposits	868,633	860,196	882,423
Borrowings	68,916	48,110	57,242
Other Liabilities And Provisions	26,780	22,304	29,664
Total Liabilities	1,024,093	999,1 <mark>29</mark>	1,0 <mark>33,346</mark>







Financial Inclusion - Priority Sector Lending





Total No. of Pradhan Mantri Jan-Dhan Yojana Accounts (in Lakhs)



Financial Inclusion& Micro Insurance A/C s (In lakhs)



Priority Sector Category	RBI Norms (as % of ANBC)	Achieved (as % of ANBC)*
Agriculture	18%	19%
Small & Marginal Farmers	8%	14%
Micro Enterprises	7.5%	7.12%
Weaker Sections	10%	15%
Total Priority	40%	46%

^{*} As on 31 Dec 2020; Mar-20 and Dec-19 figures are based on Proforma Financial Statement, while Dec-20 figures are Limited Review







Subsidiaries, Associates & JVs







Union Bank of India (UK) Limited.

India International Bank (Malaysia)

Union Asset Management Company Pvt Ltd

UBI Services Limited

Andhra Bank **Financial** Services Ltd. **Union Trustee** Co. Pvt. Ltd

Star Union Daiichi Life Insurance Co.

Ltd.

Insurance

India First Life ASREC Limited

Joint

Venture with ;

Deutsche

Chaitanya Godavari **Gramin Bank**

Wholly owned subsidiary operating in UK

Joint Venture with Bank of Baroda and IOB.

Wholly owned subsidiary.

Engaged in Institutional Equity **Broking**

Wholly owned subsidiary.

Wholly owned subsidiary.

Joint Venture with I Bank of India and Dai-ichi Life Holdings

Joint Venture with Bank of India Bank of Baroda and 1; Carmel point

, Indian **Associate** Bank, LIC & I

Subsidiary

Joint Venture

Associate







Asset Quality





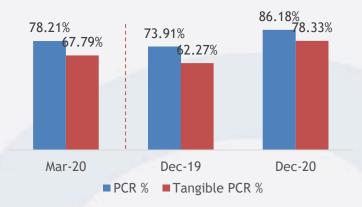
Gross Non Performing Assets



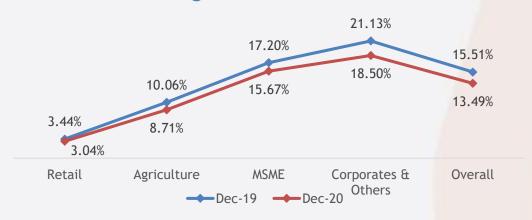
Net Non Performing Assets



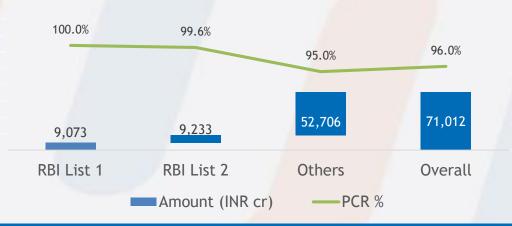
Provision Coverage Ratio %



Segment Wise GNPA



Status of NCLT Accounts as on Dec-20









Asset Quality: Movement in Non Performing Assets





Parameters (Rs cr)	9M FY20*	9M FY21
Gross NPAs - Opening	98,427	97,193
Add: Additions	21,396	2,755
Less: Reductions	19,391	11,980
1. Recoveries	5,174	3,523
2. Up-gradation	2,618	2,301
3. Write Off	11,598	6,156
Gross NPAs- Closing	100,432	87,968
Gross NPA (%)	15.51	13.49
Net NPA	37,910	19,063
Net NPA (%)	6.48	3.27
Provision Coverage Ratio (%)	73.91	86.18
Tangible PCR (%)	62.27	78.33
Credit Cost (%)	2.49	1.86

¹⁷









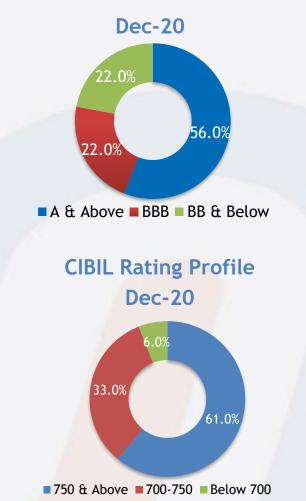




(% Share in Standard Domestic Advances)

Industry	Dec-20	
	Fig in INR cr	% Share
1 Infrastructure	87,273	15.9%
NBFCs and HFCs	62,779	11.5%
w/o HFCs	17,724	3.2%
Basic Metal & Metal Products	12,334	2.3%
4 Construction	6,749	1.2%
5 Food Processing	16,684	3.0%
6 Textiles	9,973	1.8%
7 All Engineering	8,57 <mark>1</mark>	1.6%
Total	204,3 <mark>63</mark>	37.3%

Corporate loans rating (> 5cr)















Composition of Investments

Particulars	Dec-19	Dec-20
Total Global Investments	289,203	331,551
Total Domestic Investments	287,232	329,974
- SLR investments	208,567 (73%)	235,126 (71%)
- Non SLR Investments	78,665 (27%)	94,848(29%)

Classification & Duration of Domestic Investments

Particulars	Dec-19	Dec-20	Dura	ntion
			Dec-19	Dec-20
Total Domestic Investments	287,231	329,974	5.06	4.20
w/w HTM	209,446	245,658	5.02	4.82
AFS	77,563	83,785	2.53	2.30

Rating-wise distribution of investments (excluding exemptions*) in Bonds and Debentures as on 31.12.2020

	External Rating	Amount (Rs in Crs)	%
1	AAA	19,488	57.9%
2	AA	5,937	17.6%
3	Α	3,360	10.0%
4	BBB	370	1.1%
5	BB & below	925	2.8%
6	Unrated	3,571	10.6%
	Total	33,651	100%

^{*}Exemption category mainly comprises recapitalisation bonds and investments on account of conversion of restructured advances.







Union Bank Stressed Assets





Category (Fig in INR cr)	Implemented (31.12.2020)
MSME (Up to Rs.25 cr)	1,406
Personal Loans	1,866
Corporate	0
Total	3,272

Particulars	% to Gross Advances
Proforma slippages	1.8
One Time Restructure (OTR)	0. <mark>5</mark>
SMA -2 (Rs.5 Cr & Above)	0.8
Total	3.1





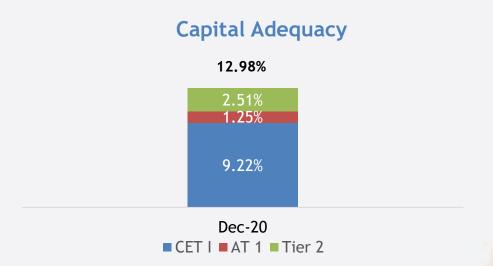








(Fig in INR Cr)



Capital Raised During FY20-21.

- Basel III complaint Additional Tier I Bonds for Rs. 1,705 crores out of which Rs.1,205 cr raised in Jan, 2021.
- Basel III Compliant Tier II Bonds for Rs.2,000 crores.

Parameter	De	c-20
(Fig in Rs Crores)	Amt.	% to RWA
Tier I	55,904	10.47
CET I	49,204	9.22
AT I	6,700	1.25
Tier II	13,367	2.51
Total Capital (Tier I+II)	69,271	12.98

Credit Rating of the Bank

	Dec-20
S&P	BB+/Stable/B
Moody	Ba1/ Negative/NP







Union Bank Shareholding Pattern*





Sr. No.	Category	% Shareholding
A.	Promoter's Holding (GOI)	89.07
В.	Non Promoter's Holding	
1	Institutional Investors	
a)	Mutual Funds/UTI	0.96
b)	Financial Institutions / Banks	0.10
c)	Central Government/State Government(s)	0.00
d)	Insurance Companies	3.53
e)	Foreign Institutional Investors / Banks	0.65
	Sub Total	5.24
2	Others	
a)	Bodies Corporate	0.27
b)	Individuals - shareholders holding nominal share capital up to Rs 2 Lakh	4.73
c)	Individual shareholders holding nominal share capital in excess of Rs. 2 Lakh	0.61
d)	Others	0.07
	Sub Total	5.69
	Grand Total	100.00

^{*}As on 31st Dec-20







Digital Initiatives







- Pre-approved Personal Loan (endto-end through Mobile App)
- MSME Loans STP upto Rs. 5 Cr (Online in principle approval)
- Shishu Mudra (end-to-end digital lending) - Pilot in-progress



Digital Loan Origination

- Loan Origination through Multiple Channels - Missed Call, SMS, Call Center, Mobile App & Website
- Union Dial (Loan origination facility through Missed Call, SMS & Call Center) is now extended to 125 Regional Office locations



Analytics Center of Excellence (ACoE)

- ACoE Set-up in progress with inhouse capabilities
- Analytics based personalized offers for Personal Loan, Home Loan Take-over, Home Loan Topup, etc.
- Data driven In-sights based on ML & Statistics
- Models being developed using SAS, R and Python



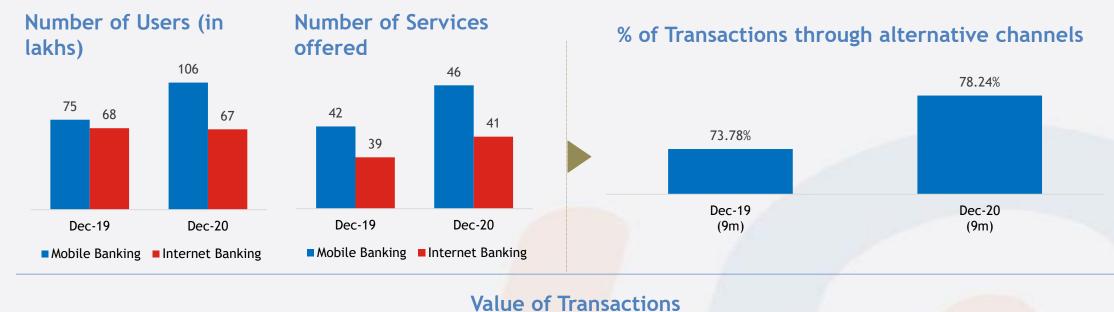


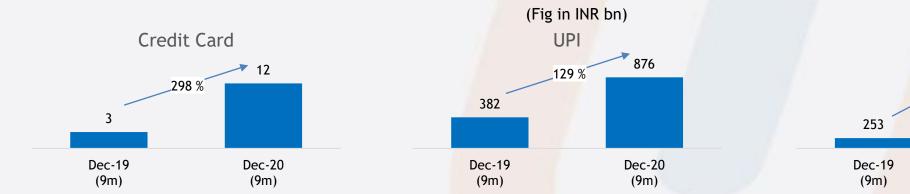


Digital Channels & Footprints









Enhancing Customer Experience With The Continuous Introduction Of New Digital Initiatives

U Mobile

582 %

1726

Dec-20

(9m)





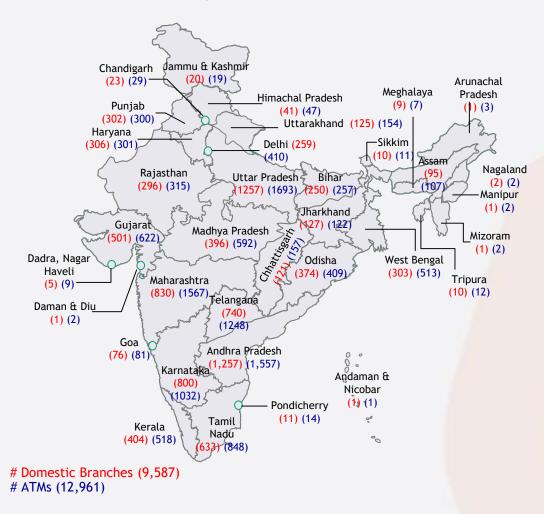


Pan India Presence

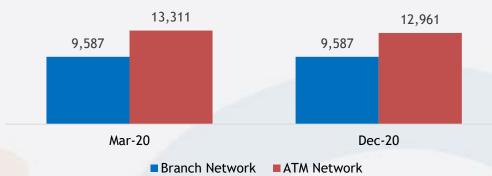




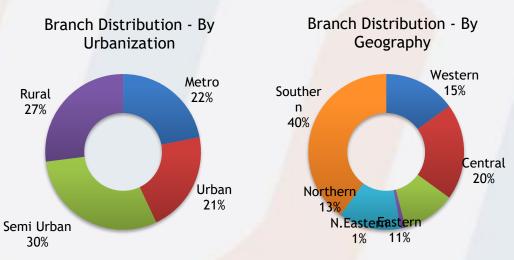
Pan-India Network - As on Dec 2020



Branch & ATM Network



Widespread Distribution to Maximize Reach (As on 31 Dec 2020)















17.8% share of Agri & Allied Sector in GVA for 2019-20*

Gol launched National Infrastructure Pipeline (NIP) with projected investment of Rs. 111 lakh Crore during 2020-25* 6 Crore+ MSMEs, 11Cr+ Employees, Contributes ~30% to GDP & Half of Country's Export*

Teledensity of 86.6%, with 59.1% Rural & 139% Urban teledensity (as of Nov-20)*

Urban population expected to increase from 37.7 Crore (2011 Census) to 60 Crore by 2030*

12.2 GB Average Wireless data Consumption per Subscriber per month(as of June-20)*

- Considering Above, RAM Identified as a priority business initiative
- Centralisation through Credit Processing Center (CPCs) for quicker delivery with better asset quality
- Leveraging Strong
 Branch Network &
 Digital Platform to
 enhance low cost CASA
 deposits

- Reimagining Customer journey experience with digital onboarding
- Use of Digital, Analytics and Partnership to deepen relationship with Existing 120+ Mn customers
- Strengthening Risk Management and internal control capabilities by improving policies & procedures and introducing advanced risk management tools

- Use of Analytics based tools, Digital Platforms for personalised- Multi channel Collection efforts
- Continued investment in superior technology infrastructure to improve operating efficiency & customer experience
- Focus of Capital optimization with improvement in Capital Adequacy Ratio

- Project 'Union Prerna':
 Holistic framework to
 integrate interventions
 across Performance
 Management System (PMS),
 talent management,
 succession planning,
 postings, job families &
 career paths
- Investment in building inhouse right digital skills

*Source: Economic Survey 2020-21 Volume 2







Experienced Management & Board Of Directors







Shri Rajkiran Rai G. Managing Director & CEO

- Joined Union Bank of India on July 01, 2017 as MD & CEO.
- Prior to appointment in the Bank, he was Executive Director in Oriental Bank of Commerce.
- Started his career with Central Bank of India where he rose up to the rank of General Manager.
- He has served on the Board of Canara HSBC Oriental Bank of Commerce Life Insurance Co. Ltd.
- He is the Chairman of Indian Bank Association (IBA), Chairman of Union Bank of India (U.K.)
 Limited, Union Asset Management Company, Star Union Dai-Ichi Life Insurance Company Limited,
 UBI Services Limited, and Director on the Board of EXIM Bank and United India Insurance Company
 Limited



Shri Gopal Singh Gusain Executive Director

 Shri Gopal Singh Gusain assumed the charge as Executive Director of Union Bank of India on 20.09.2018.



Shri Dinesh Kumar Garg
Executive Director

 Shri Dinesh Kumar Garg assumed the charge as Executive Director of Union Bank of India on 02.11.2018.



Shri Manas Ranjan Biswal Executive Director

 Shri Manas Ranjan Biswal assumed the charge as Executive Director of Union Bank of India on 01.03.2019.



Shri Madnesh Kumar Mishra Government Nominee Director



Shri Arun Kumar Singh RBI Nominee Director



Dr. Uttam Kumar Sarkar Shareholder Director



Shri K. Kadiresan Shareholder Director



Shri Jayadev M Shareholder Director







Awards & Recognition







Greentech HR Awards 2020 -

Winner of The Technology Excellence & Leading CEO of the year



Global HR Excellence Award by World HRD

Congress 2020 - Winner of the Best Service Provider in HR, Award for Excellence in Learning & Development and CHRO of the Year



World CSR Congress 2020-

Winner of The CEO of the Year & Best Training solutions during COVID 19 times



59th ABCI Annual Awards 2020-

Winner of the Champion of Champions Award



The Future of Tech Congress & Awards presents
'The Internet Entrepreneur Awards 2020-

Winner of The best Digital Transformation of a training programme in response to Covid 19



Golden Peacock 2020-

Winner of the Golden Peacock National Training
Award 2020



Indian Banks Association Banking Technology, Conference, Expo & Awards 2020

Winner of The Best IT Risk Management & Cyber Security Initiatives amongst Large Banks



ASSOCHAM-7th MSME National Excellence
Award 2020-

Winner of the Best MSME Bank



DSCI (Data security council of India) 2019-

Winner of the Best Security
Practices in Organization



Thank You