

CITY UNION BANK LTD.,

"NARAYANA" Administrative Office, No. 24-B, Gandhi Nagar, Kumbakonam - 612 001.

Phone: 0435 - 2402322 - Fax: 0435 - 2431746

CIN - L65110TN1904PLC001287

C.O/Shares/LR-5/2019-20

12th February, 2020

National Stock Exchange of India Ltd., Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (E),

Mumbai 400 051

Scrip Code: CUB

BSE Ltd., DCS – CRD, Phiroze Jeejeebhoy Towers, 25th Floor, Dalal Street,

<u>Mumbai 400 001</u>

Scrip Code: 532210

Dear Madam / Sir,

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 Un-Audited Financial Results of the Bank for the guarter ended 31st December, 2019.

Thanking you

Yours faithfully

for **CITY UNION BANK LIMITED**

V Ramesh

General Manager - CFO & CS

Encl.: a/a







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City Union Bank is the first Bank in the country to introduce Voice Based Multilingual ChatBot in Mobile App



- ✓ Currently, in Four Languages
 - English, Tamil , Hindi and Telugu
- ✓ Customers can use the ICON at the right bottom to activate voice based Chat Bot 'CUB Lakshmi'
- ✓ Customer can complete Financial transactions like
 - Account Balance
 - Fund Transfer
 - Mini Statement
 - Deposit Maturity Details etc.
- Textual messages are also displayed simultaneously
- ✓ Non Customer also can able to access 'CUB Lakshmi' without logging in to the Mobile Banking for general queries



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Overview



Performance Highlights – December 2019



Financial Performance & Business Profile



Branch Network



Shareholding Pattern



Corporate Governance







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.

FACTS & FIGURES

Position as on 31.12.2019



Deposits INR 39,812 CR



Advances INR 33,828 CR



Net Interest Margin 3.99%



Net NPA 1.95%



Employees 5,757



Branches **660**



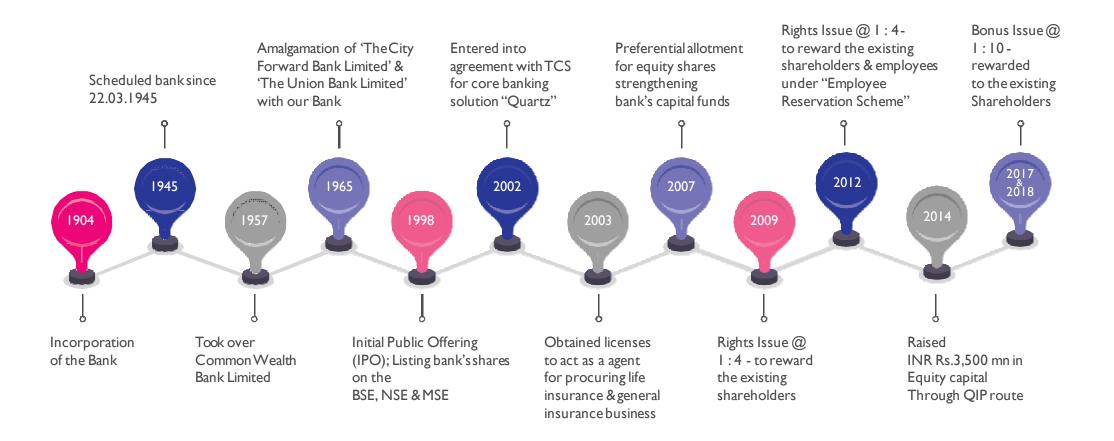
ATM's 1,757



Efficiency Ratio 42.70%



KEY MILESTONES





► CITY UNION BANK - A SPECIALIZED BANKING MODELALIGNED TOTARGET SEGMENT – SME / MSME

SME / MSME focus

- ► SME/MSME specialized business model focusing on large untapped segment
- 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 guarantees 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 fromTCS

Purely retail Liability Franchise

- No Certificate of Deposit
- No reliance on Corporate bulk deposits

10 year CAGR of 20%+

Consistent Return with Superior ROA, ROE



COMPETITIVE ADVANTAGES

NETWORK

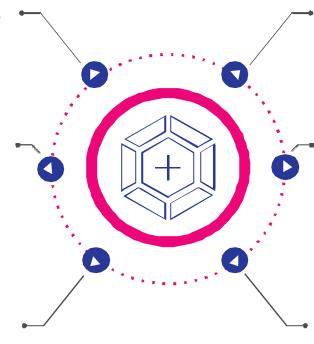
- Pan India presence with 660 branches
- Strong presence in South India (596 branches)
 of which 462 are in Tamil Nadualone

ADEQUATELY CAPITALISED

Strong Capital Adequacy ratio of 15.41% out of which Tier I constitutes 14.86%

HIGHER YIELDING LOAN PORTFOLIO

Trading and MSME loan segments earning high yields constitute about 50% of advances



STRONG TRACK RECORD

- Continuous profitability and dividend payout in all 115+ years of operations
- ▶ Business growth of 20%+ CAGR in last 10 years

ROBUST CORPORATE GOVERNANCE PRACTICES

- Strong board with majority of directors being independent directors
- 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 8.34%
- Lower ticket size lending backed by adequate collaterals



► CREDIT RATING

ICRA has assigned

- "AA-" for Long Term issuers with this rating are considered to have "High Degree of Safety" regarding timely servicing of financial obligations.
- "A1+-" for Certificate of Deposits (CD) issuers with this rating are considered to have "Strong Degree of Safety" regarding timely payment of financial obligations.

CRISIL has assigned

▶ "A1+" for Certificate of Deposits (CD) - issuers with this rating are considered to have "Very Strong Degree of Safety" regarding timely payment of financial obligations.



PERFORMANCE HIGHLIGHTS – DECEMBER 2019 PERFORMANCE HIGHLIGHTS – DECEMBER 2019



Q3 / 9M FY 2020 PERFORMANCE – A SNAPSHOT

- ▶ Deposits increased by 12% from Rs.355 Bn to Rs.398 Bn Y-o-Y
- Advances registered a growth of 10% from Rs.306 Bn to Rs.338 BnY-o-Y
- ► Total business grown by 11% to Rs.736 Bn from Rs.661 Bn Y-o-Y
- ► Gross Profit marginally increased by 1% from Rs.3,068 Mn to Rs.3,084 Mn (Q3-Vs-Q3) and 12% from Rs.9,022 Mn to Rs.10,063 Mn (9M-Vs-9M)
- Net Profit registered a growth of 8% from Rs. 1,781 Mn to Rs. 1,924 Mn (Q3-Vs-Q3) and 13% from Rs. 5,077 Mn to Rs. 5,716 Mn (9M-Vs-9M)
- ▶ Profitability and efficiency ratios at par with the best in industry:

| PARTICULARS | Q3 FY 2020 | Q3 FY 2019 | 9M FY 2020 | 9M FY 2019 | FY 2018-19 |
|---------------------|------------|------------|------------|------------|------------|
| Return on Assets | 1.57% | 1.68% | 1.61% | 1.65% | 1.64% |
| Net Interest Margin | 3.96% | 4.41% | 3.99% | 4.32% | 4.32% |
| Return on Equity | 14.58% | 15.61% | 14.96% | 15.35% | 15.25% |
| Earning per share | Rs.2.62 | Rs.2.43 | Rs.7.78 | Rs.7.18 | Rs.9.57 |

- ► Gross NPA 3.50% and Net NPA 1.95%
- ► Provision Coverage Ratio 65%
- ► CRAR 15.41% (Basel III) of which core CRAR 14.86%



Q3 FY 2020 VS Q3 FY 2019 PERFORMANCE - A SNAPSHOT

(in INR Mn)

398,120

129

355,040

Deposits

338,276

306,369

Advances

736,396

11%

661,409

Total Business

92,943

10%

84,697

CASA

3,084

3,068

Gross Profit

1,924

8%

1,781

Net Profit

4,273

2%

4,181

Income

Net Interest Co

Cost to Income

42.96%

45.85%

1.57%

ROA

14.58%

ROE

3.96%

NIM

3.50%

Gross NPA

1.95%

Net NPA

Q3 FY 20



Q3 FY 19



▶ 9M FY 2020 VS 9M FY 2019 PERFORMANCE – A SNAPSHOT

(in INR Mn)

398,120

12%

355,040

Deposits

338,276

今」

10%

306,369

Advances

736,396

<u>~</u> 11

661,409

Total Business

92,943

10%

84,697

CASA

10,063

9,022

Gross Profit

5,716



5,077

Net Profit

12,557



11,909

Net Interest Income

42.70%



42.11%

Cost to Income

1.61%

ROA

14.96%

ROE

3.99%

NIM

3.50%

Gross NPA

1.95%

Net NPA

9MFY 20



9MFY 19



FY 2019 VS FY 2018 PERFORMANCE - A SNAPSHOT

(in INR Mn)

384,480

328,526

Deposits

330,652

282,386

Advances

715,132

610,912

Total Business

96,982

79,567

CASA

12,400

12,077

Gross Profit

6,829



5,920

Net Profit

16,115



14,303

Net Interest Income

41.67%



38.46%

Cost to Income

1.64%

ROA

15.25%

ROE

4.32%

NIM

2.95%

Gross NPA

1.81%

Net NPA

FY19





FINANCIAL PERFORMANCE & BUSINESS PROFILE EINANCIAL PERFORMANCE & BUSINESS BROLIFE



Q3 FY 20 VS Q3 FY 19 PERFORMANCE - A SNAPSHOT

(in INR Mn)

| PARTICULARS | Q3 FY 2020 | Q3 FY 2019 | INC/(DEC) | Growth | Growth % | Q2 FY 2020 |
|-------------------|------------|------------|-----------|--------|----------|------------|
| Deposits | 398,120 | 355,040 | | 43,080 | 12% | 404,513 |
| Advances | 338,276 | 306,369 | | 31,907 | 10% | 332,793 |
| Total Business | 736,396 | 661,409 | | 74,987 | 11% | 737,306 |
| Demand Deposits | 28,216 | 25,709 | | 2,507 | 10% | 31,383 |
| Saving Deposits | 64,727 | 58,988 | | 5,739 | 10% | 68,500 |
| CASA | 92,943 | 84,697 | | 8,246 | 10% | 99,882 |
| Gross NPA | 11,854 | 8,919 | | | | 11,354 |
| Net NPA | 6,494 | 5,276 | | | | 6,241 |
| Gross NPA (%) | 3.50% | 2.91% | | | | 3.41% |
| Net NPA (%) | 1.95% | 1.74% | | | | 1.90% |
| CRAR (BASEL-III) | 15.41% | 14.79% | | | | 15.49% |
| - Of which Tier I | 14.86% | 14.39% | | | | 14.96% |
| CD Ratio | 85% | 86% | | | | 82% |
| PCR | 65% | 65% | | | | 65% |



Q3 FY 20 VS Q3 FY 19 PERFORMANCE - A SNAPSHOT

(in INR Mn)

| PARTICULARS | Q3 FY 2020 | Q3 FY 2019 | INC/(DEC) | Growth % | Q2 FY 2020 |
|----------------------------|------------|------------|-----------|----------|------------|
| Net Interest Income | 4,273 | 4,181 | 92 | 2% | 4,115 |
| Other Income | 1,423 | 1,198 | 225 | 19% | 1,950 |
| Operating Expenses | 2,612 | 2,311 | 301 | 13% | 2,600 |
| Gross Profit | 3,084 | 3,068 | 16 | 1% | 3,465 |
| Provisions & Contingencies | 1,160 | 1,288 | -128 | -ve | 1,530 |
| Net Profit | 1,924 | 1,781 | 143 | 8% | 1,935 |
| Return on Assets | 1.57% | 1.68% | | | 1.62% |
| Return on Equity | 14.58% | 15.61% | | | 15.18% |
| Net Interest Margin | 3.96% | 4.41% | | | 3.91% |



▶ 9M FY 20 VS 9M FY 19 PERFORMANCE - A SNAPSHOT

(in INR Mn)

| PARTICULARS | 9M FY 2020 | 9M FY 2019 | INC/(DEC) | Growth % |
|----------------------------|------------|------------|-----------|----------|
| Net Interest Income | 12,557 | 11,909 | 648 | 5% |
| Other Income | 5,006 | 3,675 | 1,331 | 36% |
| Operating Expenses | 7,500 | 6,562 | 938 | 14% |
| Gross Profit | 10,063 | 9,022 | 1,041 | 12% |
| Provisions & Contingencies | 4,347 | 3,945 | 402 | 10% |
| Net Profit | 5,716 | 5,077 | 639 | 13% |
| Return on Assets | 1.61% | 1.65% | | |
| Return on Equity | 14.96% | 15.35% | | |
| Net Interest Margin | 3.99% | 4.32% | | |



► PROVISIONS & CONTINGENCIES – BREAKUP

(in INR Mn)

| PARTICULARS | Q3 FY 20 | Q3 FY 19 | 9M FY 20 | 9M FY 19 | FY 18-19 |
|-----------------------|----------|----------|----------|----------|----------|
| Provision for: | | | | | |
| - Tax | 350 | 500 | 1,300 | 1,700 | 2,420 |
| - Bad Debts | 785 | 770 | 3,205 | 1,890 | 2,700 |
| - Standard Assets | 60 | 30 | 113 | 62 | 215 |
| - Depn on Investments | -80 | - | -320 | 160 | 160 |
| - Depn on Shifting | - | - | - | 65 | 65 |
| - Restructuring/ FITL | 37 | -40 | 44 | -40 | -96 |
| - Others | 8 | 27 | 5 | 108 | 107 |
| Total | 1,160 | 1,287 | 4,347 | 3,945 | 5,571 |



FY 19 VS FY 18 PERFORMANCE - A SNAPSHOT

(in INR Mn)

| PARTICULARS | FY 2019 | FY 2018 | INC/ (DEC) | Growth | Growth % |
|-------------------|---------|---------|------------|---------|----------|
| Deposits | 384,480 | 328,526 | | 55,954 | 17% |
| Advances | 330,652 | 282,386 | | 48,266 | 17% |
| Total Business | 715,132 | 610,912 | | 104,220 | 17% |
| Demand Deposits | 32,145 | 27,863 | | 4,282 | 15% |
| Saving Deposits | 64,837 | 51,705 | | 13,132 | 25% |
| CASA | 96,982 | 79.568 | | 17,414 | 22% |
| Gross NPA | 9,771 | 8,566 | | | |
| Net NPA | 5,915 | 4,748 | | | |
| Gross NPA (%) | 2.95% | 3.03% | | | |
| Net NPA (%) | 1.81% | 1.70% | | | |
| CRAR (BASEL-III) | 15.55% | 16.22% | | | |
| - Of which Tier I | 15.03% | 15.79% | | | |
| CD Ratio | 86% | 86% | | | |
| PCR | 63% | 64% | | | |



FY 19 VS FY 18 PERFORMANCE - A SNAPSHOT

(in INR Mn)

| PARTICULARS | FY 2019 | FY 2018 | INC/ (DEC) | Growth % |
|----------------------------|---------|---------|------------|----------|
| Net Interest Income | 16,115 | 14,303 | 1,812 | 13% |
| Other Income | 5,144 | 5,321 | -177 | -ve |
| Operating Expenses | 8,859 | 7,547 | 1,312 | 17% |
| Gross Profit | 12,400 | 12,077 | 323 | 3% |
| Provisions & Contingencies | 5,571 | 6,157 | -586 | -ve |
| Net Profit | 6,829 | 5,920 | 909 | 15% |
| Return on Assets | 1.64% | 1.60% | | |
| Return on Equity | 15.25% | 15.37% | | |
| Net Interest Margin | 4.32% | 4.42% | | |



► Q3 FY 20 VS Q3 FY 19 – INCOME AND EXPENSES BREAKUP

(in INR Mn)

INTEREST INCOME BREAKUP

| PARTICULARS | Q3 FY 2020 | Q3 FY 2019 | Growth % |
|-------------------------|---------------|---------------|----------|
| Interest on Loans | 8,836 | 8,197 | 8% |
| Interest on Investments | 1,631 | 1,383 | 18% |
| Other Interest Income | 142 | 87 | 63% |
| Total Interest Income | 10,609 | 9,667 | 10% |

INTEREST EXPENSES BREAKUP

| PARTICULARS | Q3 FY 2020 | Q3 FY 2019 | Growth % |
|----------------------------|---------------|---------------|----------|
| Int Exp on Deposits | 6,183 | 5,361 | 15% |
| Other Int Expenses | 153 | 124 | 23% |
| Total Interest Expenses | 6,336 | 5,485 | 16% |

OTHER INCOME BREAKUP

| PARTICULARS | Q3 FY 2020 | Q3 FY 2019 | Growth % |
|---|---------------|---------------|----------|
| CEB & Charges | 745 | 712 | 5% |
| Treasury Income | 418 | 208 | 101% |
| Other Inc incl recoveries in written off a/cs | 260 | 278 | -ve |
| Total Other Income | 1,423 | 1,198 | 19% |

OPERATING EXPENSES BREAKUP

| PARTICULARS | Q3 FY 2020 | Q3 FY 2019 | Growth % |
|--------------------------|---------------|---------------|----------|
| Employee Cost | 1,134 | 927 | 22%` |
| Other Operating Expenses | 1,478 | 1,384 | 7% |
| Total Expenses | 2,612 | 2,311 | 13% |



▶ 9M FY 20 VS 9M FY 19 – INCOME AND EXPENSES BREAKUP

(in INR Mn)

INTEREST INCOME BREAKUP

| PARTICULARS | 9M FY 2020 | 9M FY 2019 | Growth % |
|-------------------------|---------------|---------------|----------|
| Interest on Loans | 26,140 | 23,393 | 12% |
| Interest on Investments | 4,644 | 4.187 | 11% |
| Other Interest Income | 485 | 246 | 97% |
| Total Interest Income | 31,269 | 27,826 | 12% |

INTEREST EXPENSES BREAKUP

| PARTICULARS | 9M FY 2020 | 9M FY 2019 | Growth % |
|----------------------------|---------------|---------------|----------|
| Int Exp on Deposits | 18,311 | 15,515 | 18% |
| Other Int Expenses | 401 | 402 | -ve |
| Total Interest Expenses | 18,712 | 15,917 | 18% |

OTHER INCOME BREAKUP

| PARTICULARS | 9M FY 2020 | 9M FY 2019 | Growth % |
|---|---------------|---------------|----------|
| CEB & Charges | 2,300 | 2,159 | 7% |
| Treasury Income | 1,653 | 614 | 169% |
| Other Inc incl recoveries in written off a/cs | 1,053 | 902 | 17% |
| Total Other Income | 5,006 | 3,675 | 36% |

OPERATING EXPENSES BREAKUP

| PARTICULARS | 9M FY 2020 | 9M FY 2019 | Growth % |
|--------------------------|---------------|---------------|----------|
| Employee Cost | 3,268 | 2,731 | 20% |
| Other Operating Expenses | 4,232 | 3,831 | 10% |
| Total Expenses | 7,500 | 6,562 | 14% |



FY 19 VS FY 18 - INCOME AND EXPENSES BREAKUP

(in INR Mn)

INTEREST INCOME BREAKUP

| PARTICULARS | FY 2019 | FY 2018 | Growth % |
|-------------------------|------------|------------|----------|
| Interest on Loans | 31,777 | 28,404 | 12% |
| Interest on Investments | 5,536 | 5,228 | 6% |
| Other Interest Income | 359 | 392 | -ve |
| Total Interest Income | 37,672 | 34,024 | 11% |

INTEREST EXPENSES BREAKUP

| PARTICULARS | FY 2019 | FY 2018 | Growth % |
|----------------------------|------------|------------|----------|
| Int Exp on Deposits | 21,080 | 19,271 | 9% |
| Other Int Expenses | 477 | 450 | 6% |
| Total Interest Expenses | 21,557 | 19,721 | 9% |

OTHER INCOME BREAKUP

| PARTICULARS | FY 2019 | FY 2018 | Growth % |
|---|------------|------------|----------|
| CEB & Charges | 2,936 | 2,561 | 15% |
| Treasury Income | 870 | 1,682 | -ve |
| Other Inc incl recoveries in written off a/cs | 1,338 | 1,078 | 24% |
| Total Other Income | 5,144 | 5,321 | -ve |

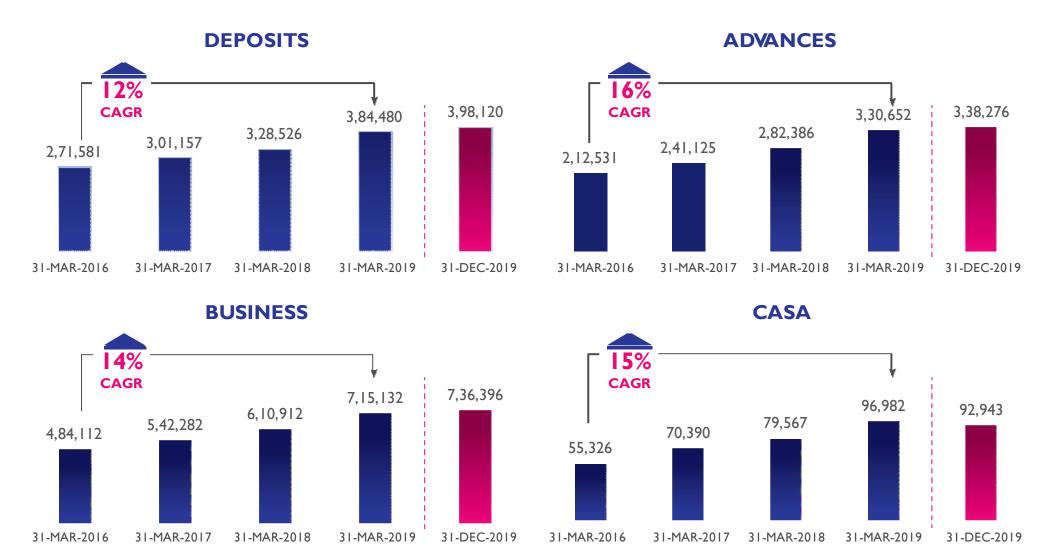
OPERATING EXPENSES BREAKUP

| PARTICULARS | FY 2019 | FY 2018 | Growth % |
|--------------------------|------------|------------|----------|
| Employee Cost | 3,644 | 3,159 | 15% |
| Other Operating Expenses | 5,215 | 4,388 | 19% |
| Total Expenses | 8,859 | 7,547 | 17% |



STRONG DEPOSITS AND ADVANCES GROWTH

(in INR Mn)



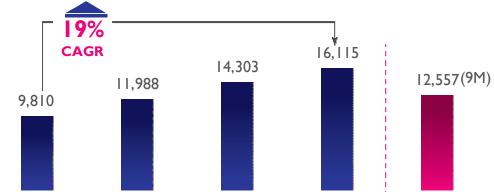


31-MAR-2016

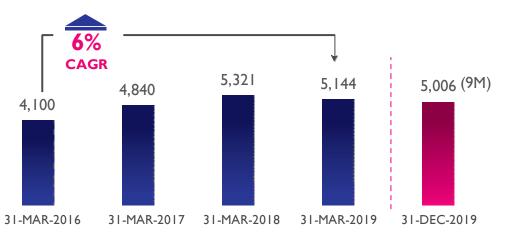
INCOME GROWTH OVER THE YEARS...

(in INR Mn)

NET INTEREST INCOME GROWTH



OTHER INCOME GROWTH



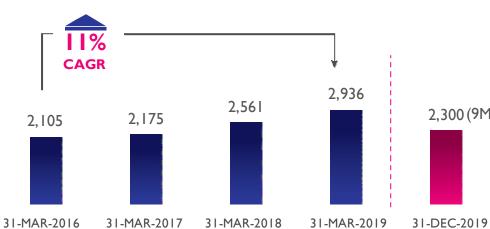


31-MAR-2018

31-MAR-2019

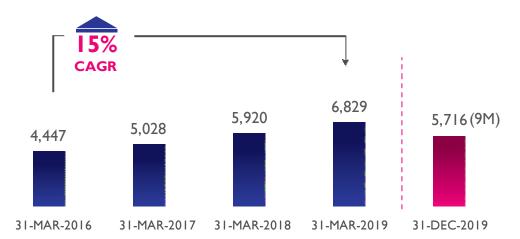
31-DEC-2019

2,300 (9M)



31-MAR-2017

NET PROFIT GROWTH





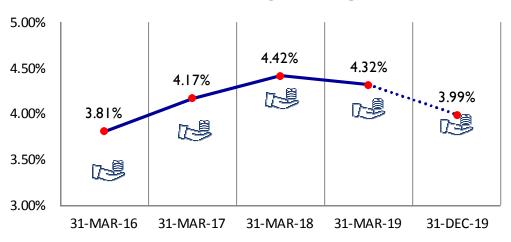
KEY BUSINESS INDICATORS

| PARTICULARS | Q3 FY 20 | Q3 FY 19 | 9M FY 20 | 9M FY 19 | FY 18-19 |
|--|----------|----------|----------|----------|----------|
| Cost of Deposits | 6.17% | 6.17% | 6.22% | 6.13% | 6.17% |
| Yield on Advances | 10.73% | 10.96% | 10.82% | 10.89% | 10.95% |
| Yield on Investments | 6.62% | 6.97% | 6.74% | 6.94% | 6.95% |
| Net Interest Margin | 3.96% | 4.41% | 3.99% | 4.32% | 4.32% |
| Cost to Income | 45.85% | 42.96% | 42.70% | 42.11% | 41.67% |
| Cost of Funds | 5.18% | 5.18% | 5.26% | 5.17% | 5.18% |
| Yield of Funds | 8.67% | 9.13% | 8.79% | 9.03% | 9.06% |
| Per Employee Business (in INR Mn) | 127.88 | 121.46 | 127.88 | 121.46 | 129.60 |
| Per Employee Profit (in INR Mn) (Ann) | 1.34 | 1.31 | 1.32 | 1.24 | 1.24 |
| EPS in INR - FV INR Re. I /- share (Not Ann) | 2.62 | 2.43 | 7.78 | 7.18 | 9.57 |



KEY BUSINESS RATIOS – YEARLY TRENDS

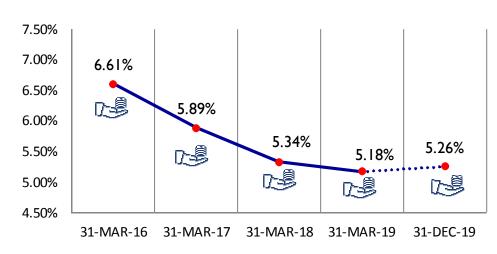
NET INTEREST MARGIN



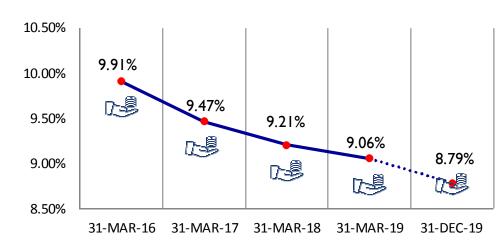
RETURN ON ASSETS



COST OF FUNDS



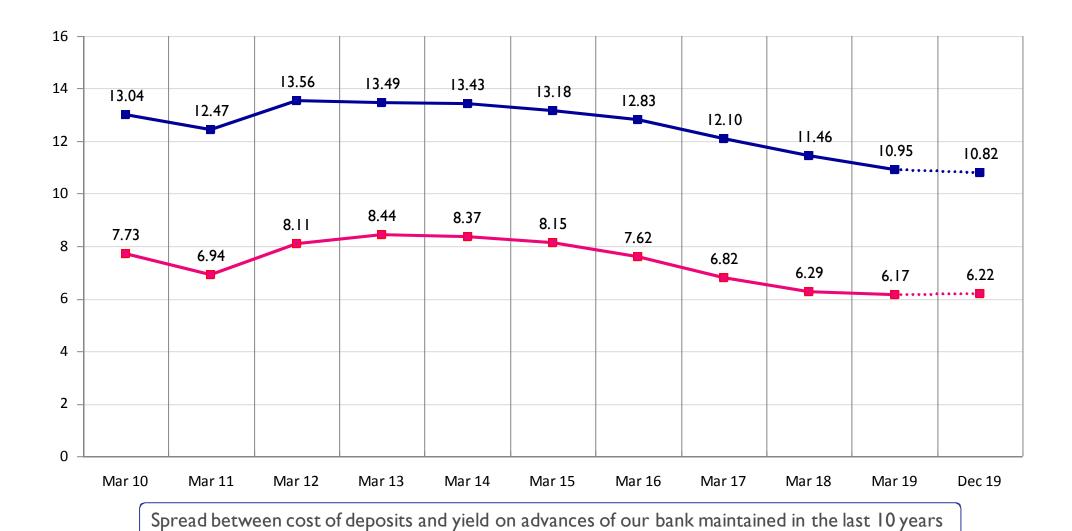
YIELD ON FUNDS





COST OF DEPOSITS & YIELD ON ADVANCES

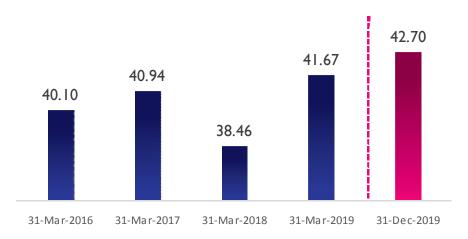
(in %)





EFFICIENCY

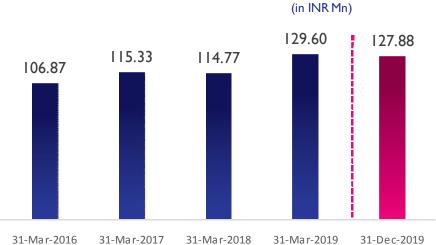
COST INCOME RATIO (%)



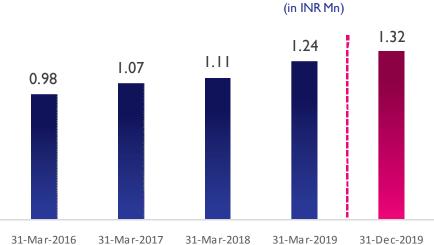
CASA RATIO (%)



BUSINESS PER EMPLOYEE

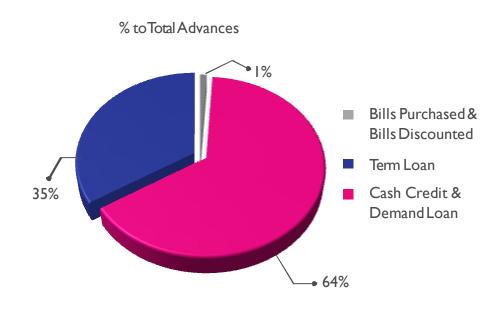


PROFIT PER EMPLOYEE





LOAN BOOK - PRODUCTS COMPOSITION





Working capital loans yielding higher interest constitute 64% of advances



Re-pricing possible at short intervals thus reducing interest rate risk



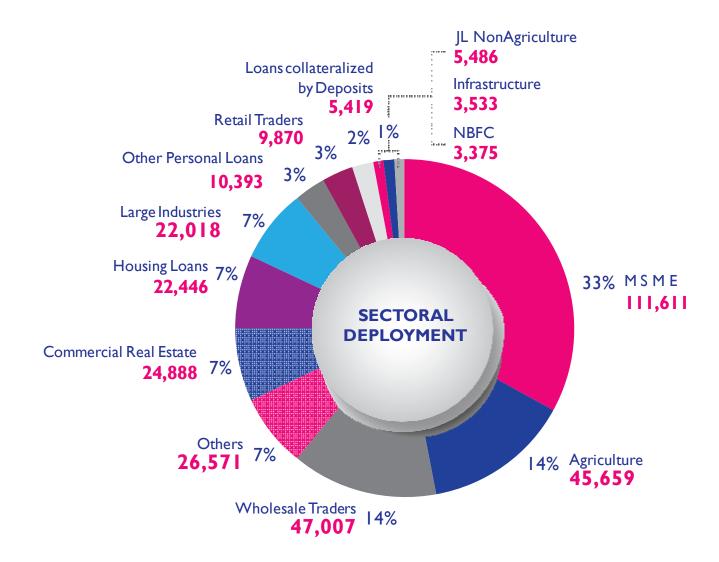
~95% of our loan book is on floating rate basis which reduces interest rate risk

| Loan Book Products Composition | Amount (INR Mn) | % to Total Advances |
|------------------------------------|-----------------|---------------------|
| Cash Credit & Demand Loan | 218,599 | 64% |
| Term Loan | 117,893 | 35% |
| Bills Purchased & Bills Discounted | 1,784 | 1% |
| Gross LoanTotal | 338,276 | 100% |



► LOAN BOOK SECTORAL DEPLOYMENT – POSITION AS ON 31.12.2019

(in INR Mn)





► LOAN BOOK SECTORAL DEPLOYMENT – POSITION AS ON 31.12.2019

(in INR Mn)

SECURED & UNSECURED ADVANCES

| Particulars | Amount (INR Mn) | (%) |
|-----------------|-----------------|------|
| Secured Loans | 335,669 | 99% |
| Unsecured Loans | 2,607 | 1% |
| Total | 338,276 | 100% |



Trading & MSME loans earning higher yield constitute about 50%



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 31.12.2019 – Rs.29,338 Mn



Loan Book – Advances to Major Industries

-1%

1%

2%

3%

4%

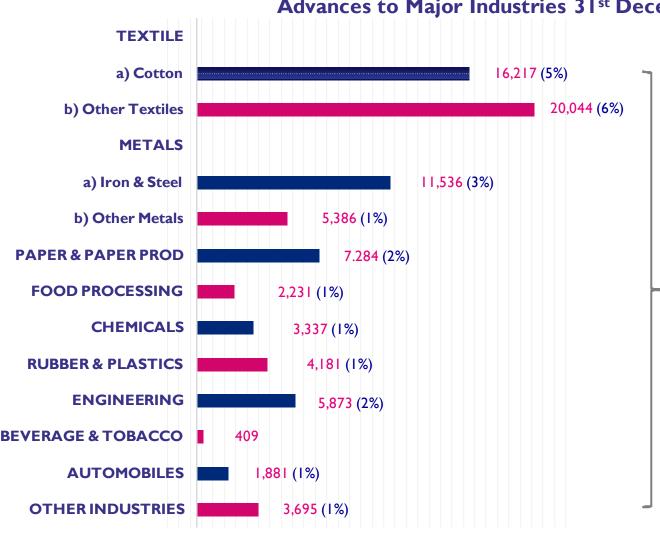
5%

6%

7%

(in INR Mn)





| Industry Name | Amount (in INR Mn) | % to Total Advances |
|--|-----------------------|------------------------|
| Advances to Major Industries | 82,074 | 24% |
| All other advances (Agri,Trade,Service, Gold Loan, etc.) | 256,202 | 76% |
| Total Gross Advances | 338,276 | 100% |



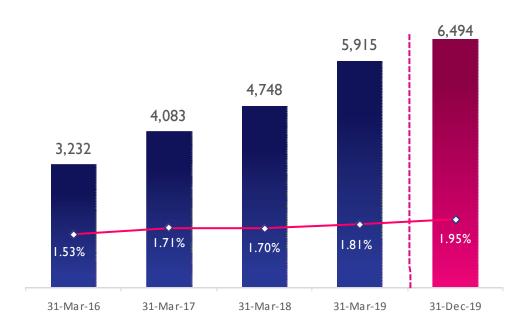
ASSET QUALITY

(in INR Mn)

GROSS NPA QTM & GROSS NPA%



NET NPA QTM & NET NPA%





► ASSET QUALITY POSITION – MOVEMENT OVERTHE YEARS

| (RSIN MN) | | FY MAR-16 | FY MAR-17 | FY MAR-18 | FY MAR-19 | Q3 FY 2020 | 9M FY 2020 |
|--|-------|-----------|-----------|-----------|-----------|------------|------------|
| NPA Opening balance | | 3,358 | 5,120 | 6,820 | 8,565 | 11,353 | 9,771 |
| Additions | Α | 4,290 | 4,796 | 5,749 | 6,322 | 2,295 | 6,297 |
| Recovery / SR * | | 734 | 905 | 1,623 | 1,980 | 302 | 1,326 |
| Upgradations | | 546 | 556 | 433 | 496 | 974 | 1,218 |
| NetAddition | В | 3,010 | 3,335 | 3,693 | 3.846 | 1,019 | 3,753 |
| Write-off | | 1,248 | 1,635 | 1,948 | 2,640 | 518 | 1,670 |
| NPA Closing balance | | 5,120 | 6,820 | 8,565 | 9,771 | 11,854 | 11,854 |
| Technical Write-off (TW) during the period | | 1,189 | 1,564 | 1,836 | 2,565 | 501 | 1,619 |
| Provision made during the period | С | 2,050 | 2,515 | 3,030 | 2,700 | 785 | 3,205 |
| TW recovery | D | 370 | 470 | 704 | 898 | 225 | 873 |
| Provision made net of TW Recovery | E=C-D | 1,680 | 2,045 | 2,326 | 1,802 | 560 | 2,332 |
| GrossAdvance | F | 2,12,531 | 2,41,125 | 2,82,386 | 3,30,652 | 3,38,276 | 3,38,276 |
| Additions % of GrossAdvance | A/F | 2.02 | 1.99 | 2.04 | 1.91 | 0.68 | 1.86 |
| NetAddition % of Gross Advance | B/F | 1.42 | 1.38 | 1.31 | 1.16 | 0.30 | 1.11 |
| Credit cost | E/F | 0.79 | 0.85 | 0.82 | 0.54 | 0.17 | 0.69 |
| Gross NPA % | | 2.41 | 2.83 | 3.03 | 2.95 | 3.50 | 3.50 |
| Net NPA % | | 1.53 | 1.71 | 1.70 | 1.81 | 1.95 | 1.95 |

[✓] There is no sale to ARC under SR Basis since FY 15-16



RESTRUCTURED ACCOUNTS

Balance outstanding as on 31.12.2019 in respect of Restructured Standard borrowers

| Type of Restructuring | No. of Borrowers | Amount (in INR Mn) |
|-----------------------|------------------|--------------------|
| SME | 86 | 1845 |
| NSME | 47 | 153 |
| Total | 133 | 1998 |

- ▶ The above disclosure is in respect of Restructured Standard Accounts excluding NPA
- ▶ Restructured Standard Advances to Gross Advances 0.59% as on Dec-19
- ▶ In terms of RBI Circular DBR No.BP.BC.18/21.04.048/2018-19 dt 01.01.2019 on MSME Sector Restructuring of Advances, the bank has restructured 16 Standard accounts to the tune of Rs.869 mn in Q3 FY 2019. As of Q3 FY 19, the total outstanding restructured Standard accounts was 133 in numbers and amounting to Rs.1,998 mn. The Bank hold a provision of Rs.66 mn against the requirement of Rs.65 mn towards Restructured Standard accounts.
- ▶ No fresh sale to ARC on SR basis during 9M FY 20 and amount outstanding in Security Receipts Rs.2,849 mn. Out of this, 4 a/cs which constitutes 90% of total SRs, the resolution has been finalized and payments has started in all the 4 accounts. The Cash flow of Rs.401 mn received during 9M FY 20. Since the repayment term goes upto 2022, we expect there will be continuous cash flows.



► INVESTMENTS – ATAGLANCE

Investments Breakup and Categorywise

(in INR Mn)

| Particulars Particulars | DEC 2019 | DEC 2018 |
|-------------------------|--------------|--------------|
| SLR Securities | 87,612 | 74,508 |
| Non-SLR Securities | 3,363 | 3,590 |
| Total Investments | 90,975 | 78,098 |
| Yield on Investments | 6.74% | 6.94% |
| Investments Breakup: | | |
| -A FS | 17,754 (20%) | 18,394 (24%) |
| - HTM | 73,221 (80%) | 59,704 (76%) |
| - H FT | - | - |
| Total Investments | 90,975 | 78,098 |
| Modified Duration: | | |
| -A FS | 1.19 | 0.55 |
| - HTM | 4.11 | 4.85 |
| - H FT | - | - |
| - Overall Portfolio | 3.62 | 3.98 |

[✓] The Bank has no Direct / Indirect exposures to ILFS and other troubled corporates recently in news.



► Cross Selling - Tie-up / Arrangements

- ✓ We are in the process of making necessary tie ups / agreements with Insurance and Mutual Funds distribution with companies like Star Health, Integrated Enterprises, BSE Star MF etc.
- √ We don't expect any spectacular increase in third party distribution immediately but we feel these are in needed in the long run.

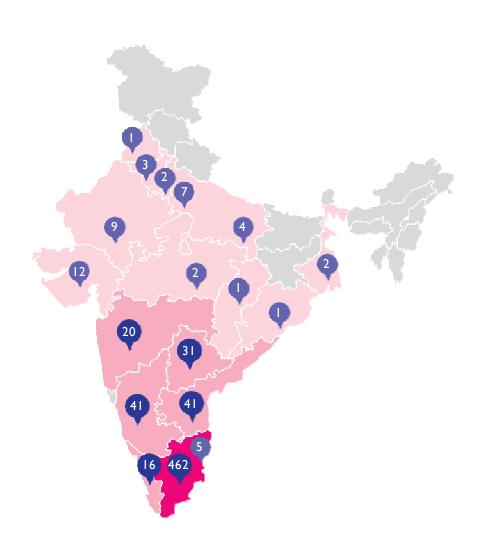


BRANCH NETWORK BRANCH NETWORK

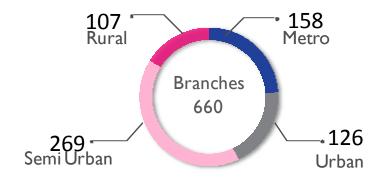


STRONG PRESENCE IN THE SOUTH

As of Dec 2019 - 660 branches. 596 branches are located in South India out of which 462 in Tamil Nadu



| State | No. of | % of | % of | % of |
|-----------------|----------|----------|----------|----------|
| State | Branches | Deposits | Advances | Business |
| Tamilnadu | 462 | 80 | 62 | 72 |
| Karnataka | 41 | 6 | 5 | 6 |
| Andhrapradesh | 41 | 2 | 8 | 5 |
| Telengana | 31 | 3 | 6 | 4 |
| Ma ha ra s htra | 20 | 2 | 4 | 3 |
| Kerala | 16 | 2 | 3 | 2 |
| Gujarat | 12 | 1 | 4 | 2 |
| Others | 37 | 4 | 8 | 6 |
| Total | 660 | | | |



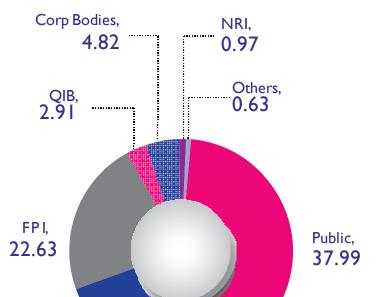


SHAREHOLDING PATTERN SHAREHOLDING BALLERN



A WELL DIVERSIFIED INVESTOR BASE

Position as on 31-Dec-2019



MF, IFI,Banks, 30.05



Well diversified ownership of shareholders around I,04,000 Approx



Long term investors ensuring stability and support to management



Limit on FII / FPI ownership increased to 40%

Major Institutional Shareholders

| SHAREHOLDERS | HOLDING % |
|---|-----------|
| HDFC Midcap Opportunities Fund | 4.49 |
| Life Insurance Corporation of India | 3.83 |
| Axis Mutual Fund | 3.37 |
| Smallcap World Fund INC (Capital Group) | 2.63 |
| L & T Mutual Fund – Midcap Fund | 2.42 |
| HDFC Life Insurance Co. Ltd. | 2.11 |
| DSP Blackrock Midcap Fund | 2.02 |
| GKFF Ventures (Argonaut Ventures) | 1.96 |
| Franklin Templeton Mutual Fund | 1.96 |
| UTI – Equity Fund | 1.68 |
| Wasatch Core Growth Fund | 1.27 |
| Sundaram Mutual Fund | 1.26 |
| Bank Muscat India Fund | 1.23 |
| Reliance Nippon India Growth Fund | 1.16 |
| Faering Capital India Evolving Fund | 1.10 |
| IDFC Multi Cap Fund | 1.08 |
| TVF Fund Limited | 1.06 |
| Canara Robecco Mutual Fund | 1.03 |
| Tata Midcap Growth Fund | 1.00 |
| _ | |



Higher Participation from FPI's



Head room available for FII / FPI ... 17.37%



CORPORATE GOVERNANCE COLLO COL



► A WELL EXPERIENCED AND STRONG BOARD



Shri. R. Mohan | B.Sc., MBA, CAIIB Non-Executive Chairman

Shri. 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.



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.



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. She also holds expertise in Risk Management.



Shri. M. Narayanan | B.Sc. FCA, Grad CMA, DISA Director

Shri. M. Narayanan is a practicing 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. He is also an agriculturist and a qualified system Auditor.



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, Grad CMA Director

Shri. 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). He also has expertise in Business Management, IT Industry, Treasury Management & Risk Management.



Shri.V.N. Shiva Shankar | B.Com,ACS,ACMA, BL Director

Shri. V.N. Shiva Shankar is a qualified Lawyer, Company Secretary and Cost Management Accountant with 25 years of rich experience in Indian Corporate Law. He is also the founder of M/s VNS Legal Corporate Law firm based in Chennai which focuses on legal advisory services on Capital Market Regulation, Takeover Offers, Corporate Litigation, etc. He is a member of the Executive Committee in Southern India Chamber of Commerce. He has expertise in SEBI Regulations & Risk Management.



Dr.T.S. Sridhar IAS (Retd.) | M.A., Phd.,

Director

Dr T.S. Sridhar is a Retd. IAS officer having 35 years of vast experience in all levels of administration and as Principal Secretary, he has expertise and knowledge on Rural economy, farm sector and Industries especially MSME. He was a Director on the Board of NABARD. He hold expertise in Human Resource and Economics as well.



Shri.K. Vaidyanathan | B.Sc., FCMA, FCS Director

Shri K. Vaidyanathan is a Fellow member of the Institute of Cost Management Accountants of India and also the Institute of Company Secretaries of India. He has over 40 years of rich domain experience in Financial and Management Accounting, Corporate Finance, Auditing and Regulatory Compliance. He is a Practicing Company Secretary. He also hold expertise in Compliance and Business management.



Shri. T.K. Ramkumar | B.Com., B.L. Director

Shri. T.K. Ramkumar is one of the leading Lawyers in Chennai possessing special knowledge in Banking law, Company law and Intellectual Property Rights. He is also an active environmentalist.



► TRANSPARENT 'CORPORATE GOVERNANCE' PRACTICES

Board consists
of 9 Independent
Directors (including
1 Women Director)
And 1 Executive
Director

Various subcommittees 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 WITH DIVERSE PROFESSIONAL EXPERTISE





CITY UNION BANK LTD.

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Admin Office: "Narayana" No.24 B, Gandhi Nagar, Kumbakonam - 612001, Tamil Nadu.

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For any queries regarding presentation, please write