

संदर्भ Ref.:नि.से.वि. ISD/262/2022-23

दिनांक Date: October 20, 2022

BSE Ltd.	National Stock Exchange of India Ltd.
Corporate Relationships Dept.	Listing Dept.
Phiroze Jeejeebhoy Towers,	Exchange Plaza, Plot No.C/1, G Block
Dalal Street,	Bandra-Kurla Complex, Bandra (E),
Mumbai-400 001.	Mumbai-400 051.
BSE Listing Centre	NSE Digital Exchange
Scrip Code 532 477	Scrip Symbol-UNIONBANK-EQ
	Security - UBI-AT/BB

महोदया Madam / महोदय Sir,

#### Subject: Presentation on Financial Results for the Quarter and Half Year ended on September 30, 2022

Pursuant to Regulation 30 read with point 15 of Para A of Part A of Schedule III and Regulation 46(2)(o) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit the Presentation on Reviewed Financial Results (Standalone and Consolidated) of the Bank for the Quarter and Half Year ended on September 30, 2022.

The same is also being made available on our Bank's website https://www.unionbankofindia.co.in

The above is for your information and record.

Thanking you.

भवदीय Yours faithfully,

(सीएस एस. के. दाश CS S. K. Dash) कंपनी सचिव Company Secretary एफ़सीएस FCS - 4085

Encl: As above.

Cc: IDBI Trusteeship Services Ltd., Mumbai. AXIS Trustee Services Ltd., Mumbai.



यूनियन बैंक ऑफ इंडिया, निवेशक सेवायें प्रभाग, यूनियन बैंक भवन, 239, विधान भवन मार्ग, नरीमन पॉइंट, मुंबई- 400021. Union Bank of India, Investor Services Division, Union Bank Bhavan,239,Vidhan Bhavan Marg, Nariman Point, Mumbai - 400021. ☎: + 91 22 2289 6636/2289 6643,⊠ investorservices@unionbankofindia.bank , website: www.unionbankofindia.co.in





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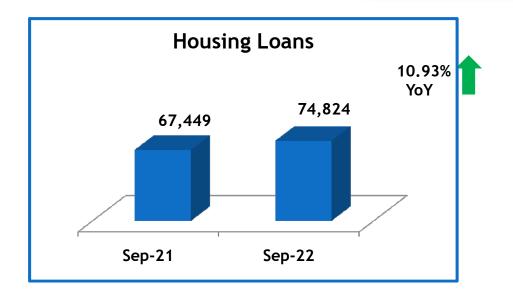
## Performance Highlights

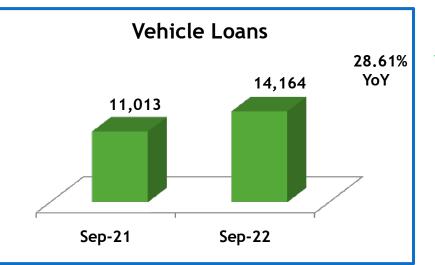


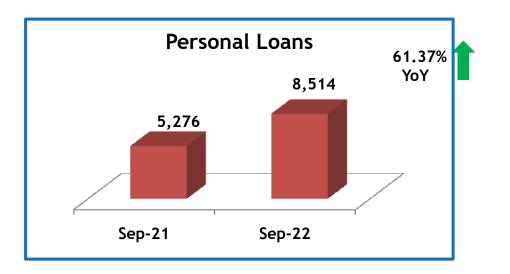


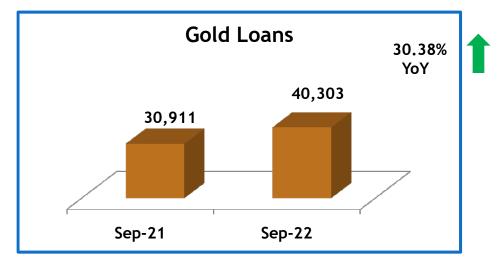


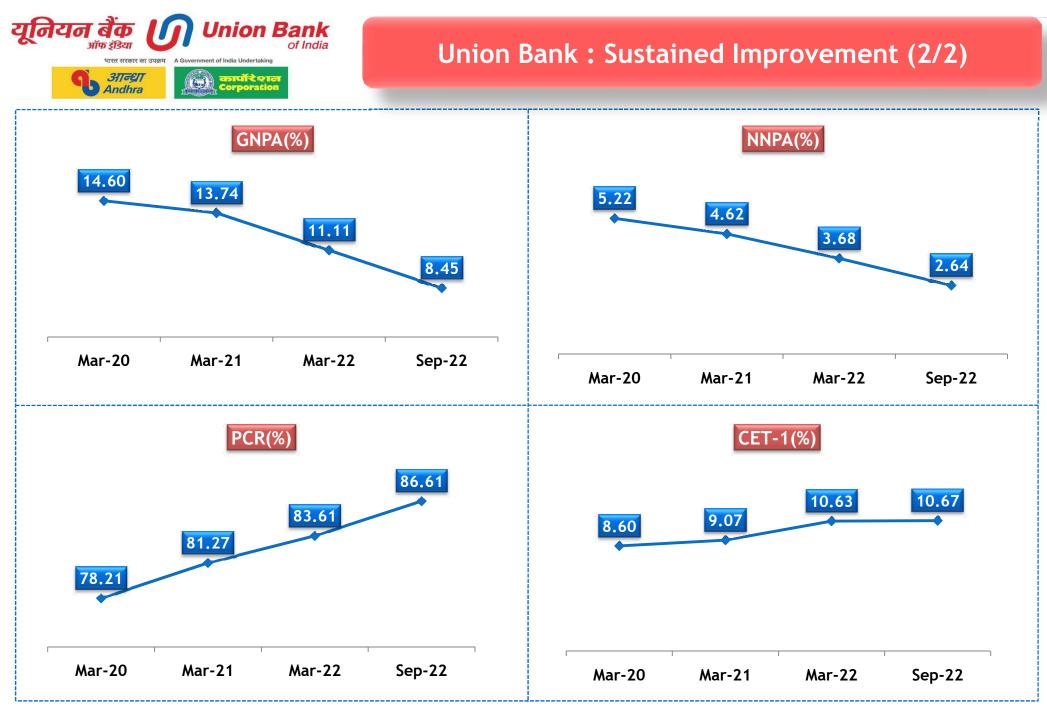
## Union Bank : Sustained Improvement (1/2)













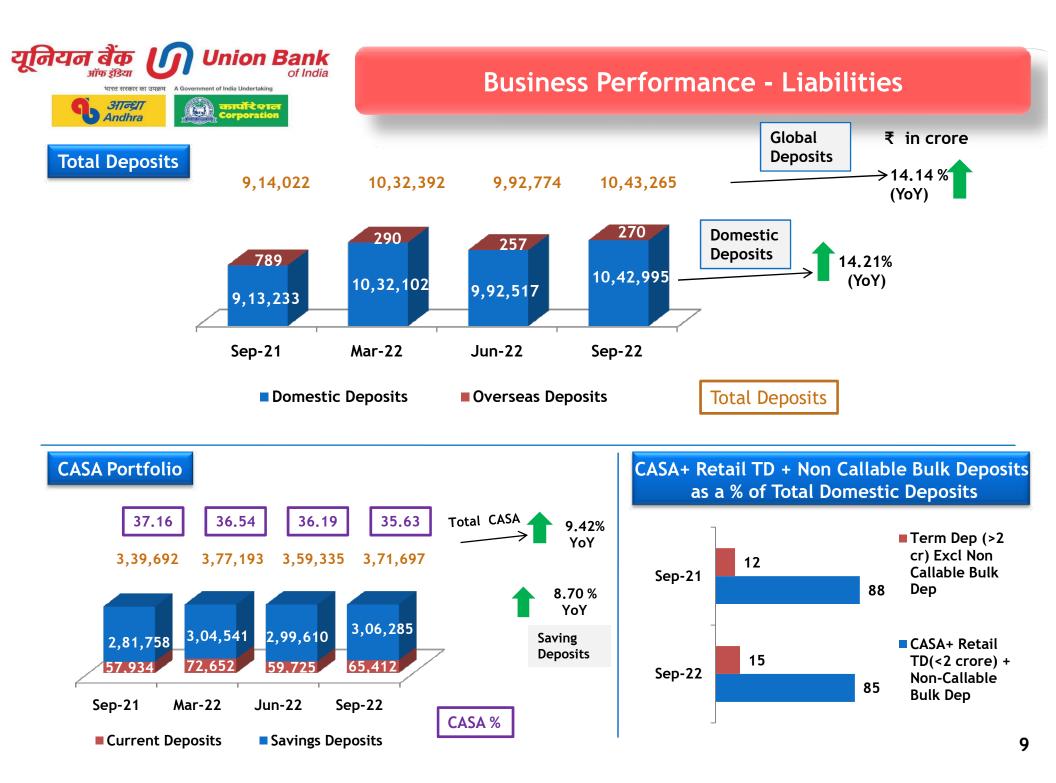
## **Business Performance**



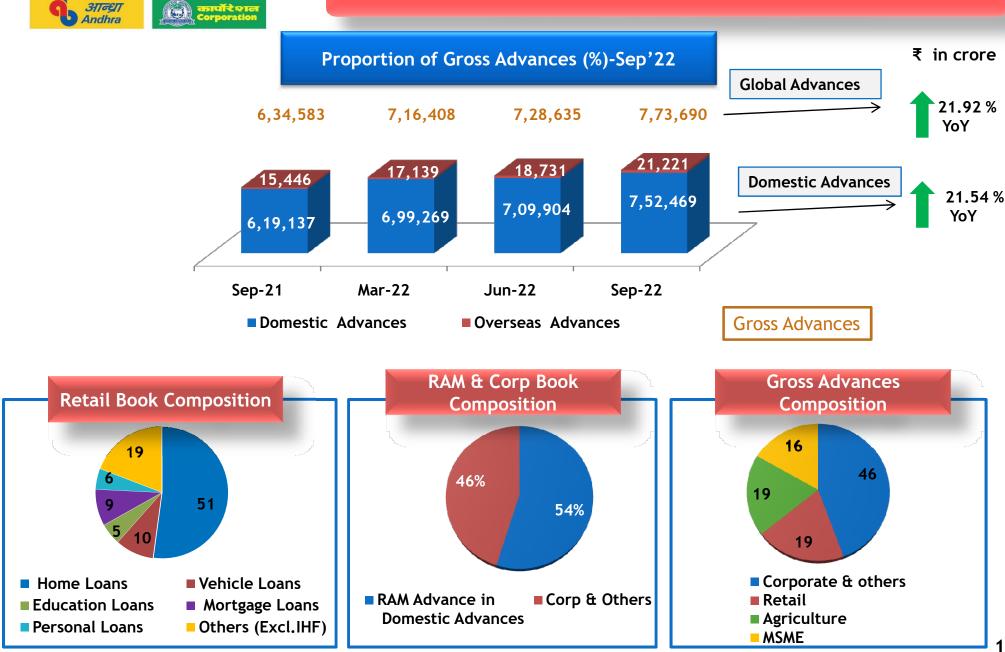


### **Business Performance**

Parameters	Sop 21	Mar-22	lup 22	Sep 22	Growth(%)	
Farameters	Sep-21	Mai - 22	Jun-22	Sep-22	YoY	QoQ
Global Business	15,48,605	17,48,800	17,21,409	18,16,955	17.33	5.55
Domestic Business	15,32,370	17,31,371	17,02,421	17,95,464	17.17	5.47
Global Deposits	9,14,022	10,32,392	9,92,774	10,43,265	14.14	5.09
Domestic Deposits	9,13,233	10,32,102	9,92,517	10,42,995	14.21	5.09
Global Advances	6,34,583	7,16,408	7,28,635	7,73,690	21.92	6.18
Domestic Advances	6,19,137	6,99,269	7,09,904	7,52,469	21.54	6.00
Global C-D Ratio(%)	69.57	69.60	73.58	74.38	481 bps	80 bps



#### **Business Performance - Assets**

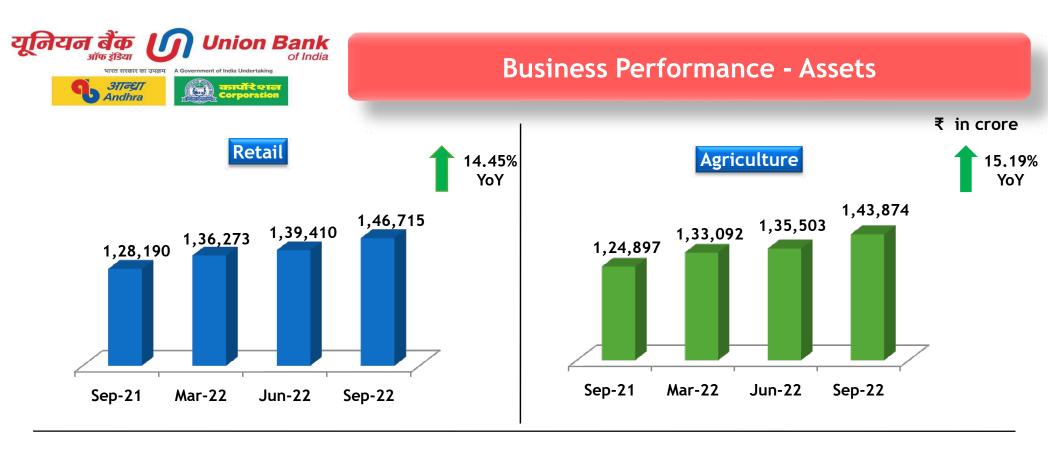


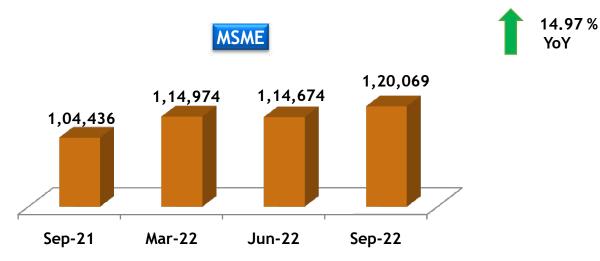
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## Diversified Loan Portfolio-Industry Exposure

		(% Share in Domestic Advances)								
S No	Sectors	Sep-21		Mar-2	Mar-22		Jun-22		Sep-22	
		Rs. In Crore	% Share	Rs. In Crore	% Share	Rs. In Crore	% Share	Rs. In Crore	% Share	
1	Infrastructure	1,04,495	16.88	1,11,776	15.98	1,11,414	15.69	1,14,701	15.24	
2	NBFCs and HFCs	64,339	10.39	90,149	12.89	92,540	13.04	98,129	13.04	
	w/w HFCs	19,092	3.08	30,179	4.32	31,925	4.50	34,299	4.56	
	$\rightarrow$ w/w PSU NBFCs	14,673	2.37	27,119	3.88	26,097	3.68	25,498	3.39	
3	Basic Metal & Metal Products	15,407	2.49	22,361	3.20	23,300	3.28	22,503	2.99	
4	Construction	7,543	1.22	7,729	1.11	7,570	1.07	8,059	1.07	
5	Food Processing	16,291	2.63	19,835	2.84	20,362	2.87	20,371	2.71	
6	Textiles	16,252	2.62	16,683	2.39	16,312	2.30	15,610	2.07	
7	All Engineering	10,457	1.69	10,897	1.56	10,838	1.53	9,034	1.20	
8	Chemical & Chemical Products	12,478	2.02	13,746	1.97	15,757	2.22	16,493	2.19	
9	Petroleum, Coal Products & Nuclear Fuels	8,608	1.39	13,771	1.97	12,172	1.71	20,710	2.75	
	Total	2,55,870	41.33	3,06,947	43.90	3,10,265	43.71	3,25,610	43.27	



## Achievement under Priority Sector -Sep'22

Particulars	RBI Benchmark (as % of ANBC)	Achieved (as % of ANBC)
Agriculture	18.00	21.27
Small and Marginal Farmers	9.50	14.53
Micro Enterprises	7.50	8.74
Weaker Section	11.50	17.55
Women Beneficiaries	5.00	11.90
Total Priority	40.00	46.48



Helping customers to tide over the liquidity crisis through various schemes (As on 30.09.2022)

1	PM SVANidhi No of Loans - 4,16,334 Amount Sanctioned - ₹ 495 Cr

	Union Guaranteed Emergency Credit Line
2	No of Loans - 3,73,894
	Amount Sanctioned -₹ 10,703 Cr

	Union Guaranteed Emergency Credit Line (Extension)
3	No of Loans - 16,289
	Amount Sanctioned - ₹ 5,475 Cr

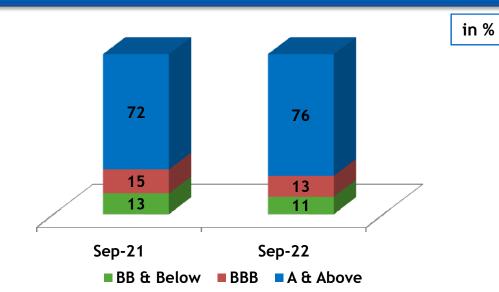
	Union Personal Loan for COVID Treatment (UPLCT)
4	No of Loans -1,318
	Amount Sanctioned - ₹ 52 Cr

	Pradhan Mantri Mudra Yojana (PMMY) (during half year)
5	No of Loans -4,28,503
	Amount Sanctioned - ₹ 7,849 Cr



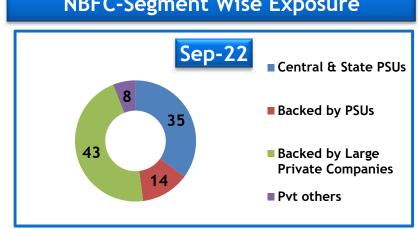
## **Rating Profile**

Rating - Corporate Loans(> Rs. 5 Crore)



	Rating - Standard NBFC			
Patings		% Share		
Ratings	Sep-21	Mar-22	Jun-22	Sep-22
AAA	54.54	63.50	66.92	68.66
AA	30.47	24.39	22.47	20.80
Α	13.65	10.88	9.66	9.64
A & Above	98.66	98.77	99.05	99.10
BBB	0.89	0.91	0.70	0.70
BB & Below	0.45	0.31	0.25	0.20





#### **NBFC-Segment Wise Exposure**



# Investments



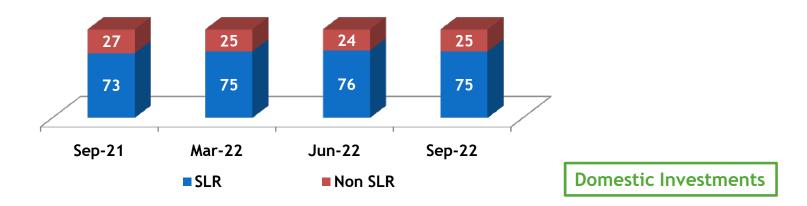


#### Investments

₹ in crore

#### % of SLR and Non SLR in Domestic Investments

3,33,869	3,53,002	3,55,635	3,47,175



Particulars (Domestic)	Sep-21	Mar-22	Jun-22	Sep-22	Sep-21	Mar-22	Jun-22	Sep-22	
	₹ in crore				M-Duration (%)				
Available for Sale	80,659	95,518	89,533	74,209	1.27	1.20	0.89	1.14	
W/w SLR	50,572	65,341	60,679	44,811	0.61	0.73	0.52	0.55	
NON SLR	30,087	30,177	28,854	29,397	2.88	2.66	2.07	2.50	



## Investments

	Compositio	n of Domestic Inve	stments	
Category	Sep-21	Mar-22	Jun-22	Sep-22
SLR Investments	2,42,965	2,64,164	2,69,024	2,60,065
Non-SLR Investments	90,904	88,838	86,611	87,110
• Commercial Paper	4,029	6,401	6,455	6,332
Certificate of Deposits	1,946	1,703	1,442	2,284
• Mutual Funds	473	318	288	278
• Shares	5,274	5,145	5,084	5,115
• Bonds & Debentures	74,625	70,944	69,012	68,879
• Others	4,557	4,327	4,329	4,222
Total Investments	3,33,869	3,53,002	3,55,635	3,47,175



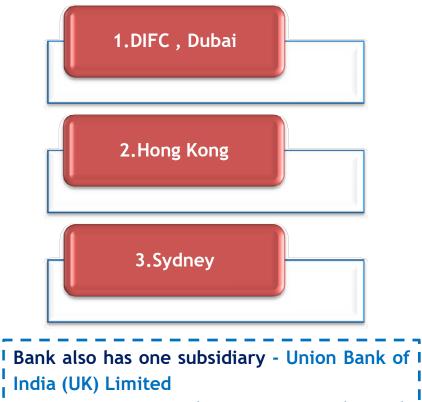
### **Overseas Operations**

Bao									
US\$in billion (₹in crore)	Sep* 2021	Mar# 2022	Jun^ 2022	Sep^^ 2022					
Total	2.19	2.30	2.40	2.64					
Business	(16,238)	(17,428)	(18,988)	(21,491)					
Total	0.11	0.04	0.03	0.03					
Deposits	(790)	(290)	(257)	(270)					
Total	2.08	2.26	2.37	2.61					
Advances	(15,448)	(17,138)	(18,731)	(21,221)					

**Business from Overseas Branches** 

\*1US\$ = Rs.74.23 as on Sep 30, 2021
#1US\$ = Rs. 75.79 as on Mar 31, 2022
^1US\$ = Rs. 78.97 as on Jun 30, 2022
^^1US\$ = Rs. 81.345 as on Sep 30, 2022

**Overseas Branches** 

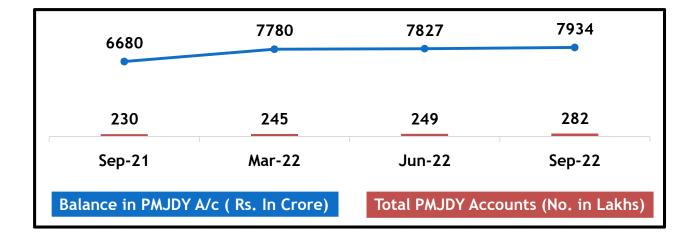


Joint Venture: India International Bank (Malaysia) BHD 19

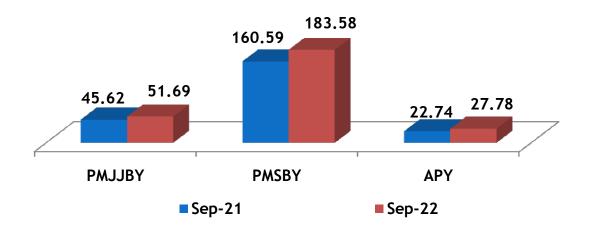
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भारत सरकार का उपक्रम 377न्द्रा7 Andhra A Government of India Undertaking ट्रियान्ड Corporation	
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### **Financial Inclusion**



Performance under Financial Inclusion (No. in Lakhs)





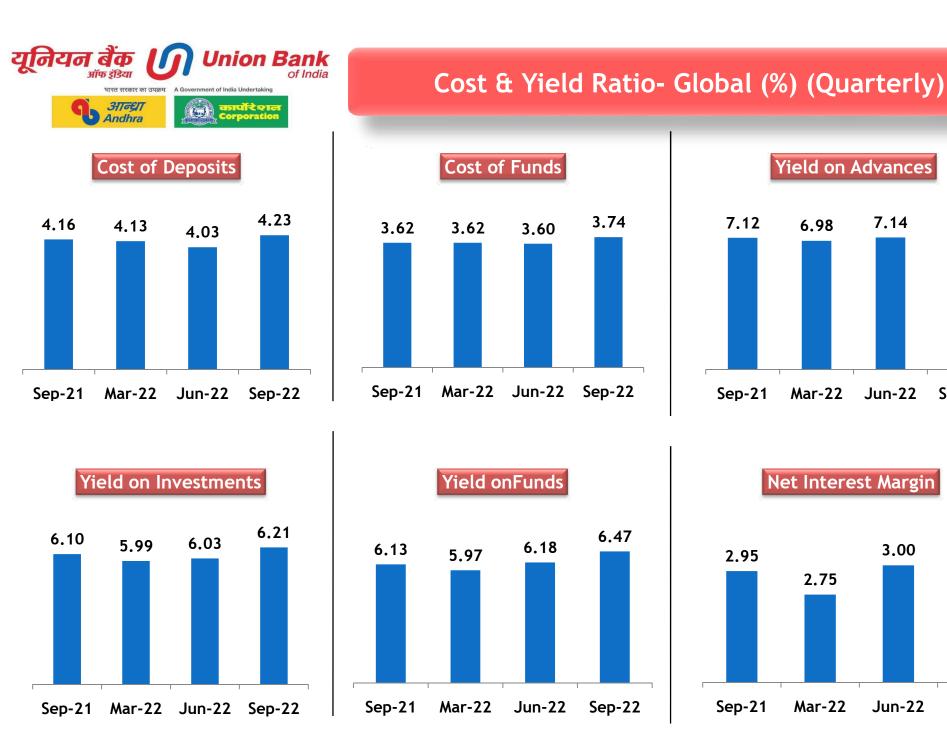
# **Financials**





## Cost & Yield Ratio (%)

Parameters	rameters Sep-21 (Q2)		Jun-22 (Q1)		Sep-22(Q2)		H1FY22		H1FY23	
	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global
Cost of Deposits	4.16	4.16	4.03	4.03	4.23	4.23	4.17	4.17	4.13	4.13
Cost of Funds	3.68	3.62	3.64	3.60	3.76	3.74	3.72	3.67	3.70	3.67
Yield on Advances	7.25	7.12	7.27	7.14	7.76	7.65	7.32	7.19	7.51	7.39
Yield on Investments	6.12	6.10	6.08	6.03	6.23	6.21	6.18	6.15	6.16	6.12
Yield on Funds	6.22	6.13	6.25	6.18	6.53	6.47	6.30	6.21	6.39	6.33



7.65

Sep-22

3.15

Sep-22



## **Operating Performance**

	Parameters	Sep-21 (Q2)	Mar-22 (Q4)	Jun-22 (Q1)	Sep-22 (Q2)	Growth (%) YoY	Growth (%) QoQ	H1 FY22	H1 FY23	Growth (%)
1.	Interest on Advances	11,165	11,454	12,259	13,811	23.70	12.66	22,511	26,070	15.81
2.	Interest on Investments	4,916	4,996	5,246	5,308	7.96	1.18	10,016	10,553	5.36
3.	Other Interest Income	624	724	669	563	-9.76	-15.87	1,313	1,233	-6.09
4.	Total Interest Income (1+2+3)	16,706	17,174	18,174	19,682	17.81	8.29	33,840	37,856	11.87
5.	Interest on Deposits	9,195	9,725	9,825	10,567	14.92	7.56	18,617	20,392	9.53
6.	Other Interest Expenses	681	680	768	809	18.77	5.40	1,380	1,577	14.30
7.	Total Interest Expense (5+6)	9,876	10,405	10,593	11,377	15.19	7.40	19,997	21,969	9.86
8.	Net Interest Income (4-7)	6,829	6,769	7,582	8,305	21.61	9.54	13,843	15,887	14.77
9.	Non Interest Income	3,978	3,243	2,817	3,276	-17.65	16.31	6,758	6,093	-9.83
10.	Operating Income (8+9)	10,807	10,012	10,399	11,581	7.16	11.37	20,601	21,980	6.69
11.	Operating Expenses	4,734	4,492	4,951	5,004	5.71	1.07	9,345	9,955	6.52
12.	Operating profit	6,074	5,520	5,448	6,577	8.29	20.73	11,255	12,025	6.84
13.	Provisions	4,547	4,080	3,889	4,729	4.00	21.61	8,548	8,618	0.83
14.	Net Profit	1,526	1,440	1,558	1,848	21.07	18.56	2,707	3,406	25.82



## Non Interest Income

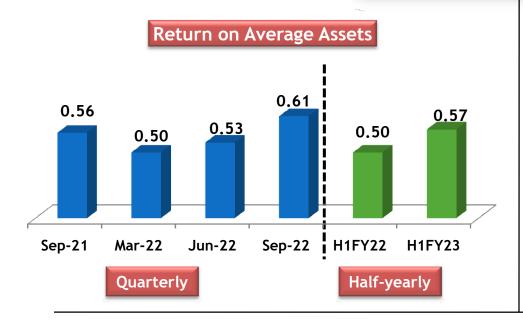
	Parameters	Sep-21 (Q2)	Mar-22 (Q4)	Jun-22 (Q1)	Sep-22 (Q2)	Growth (%) YoY	Growth (%) QoQ	H1 FY22	H1 FY23	Growth (%)
1.	Core Fee Based Income	1,230	1,827	1,679	1,602	30.29	-4.56	2,293	3,281	43.07
a.	w/w Processing charges	247	269	257	346	40.08	34.63	465	602	29.46
b.	Comm. On Insurance Business	66	78	61	84	27.27	37.70	100	145	45.00
c.	Comm. On Govt Business	20	41	24	42	110.00	75.00	27	65	140.74
d.	Debit card/PoS income	259	299	250	215	-16.99	-14.00	461	466	1.08
2.	Treasury Income	985	1,122	385	433	-56.06	12.43	2,078	818	-60.65
a.	w/w Profit on Sale of Investments	922	835	270	170	-81.52	-36.82	2,031	440	-78.33
b.	Exchange Profit	186	181	215	138	-25.39	-35.56	291	353	21.55
3.	Recovery in Write-off Accounts	1,764	294	503	1,003	-43.12	99.43	2,098	1,506	-28.19
4.	Others	0	0	250	238		-4.80	289	488	68.83
	Total	3,978	3,243	2,817	3,276	-17.65	16.31	6,758	6,093	-9.83

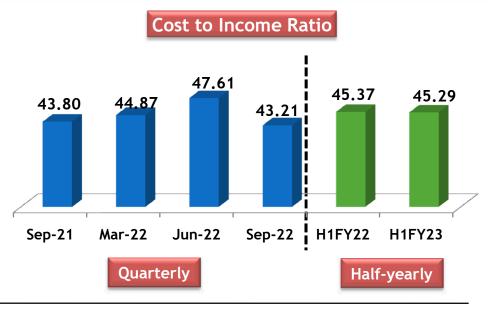


Parameters	Sep-21 (Q2)	Mar-22 (Q4)	Jun-22 (Q1)	Sep-22 (Q2)	H1 FY22	H1 FY23
NPAs	3,693	3,154	3,653	2,816	6,185	6,469
Standard Assets	45	-104	-1,018	1,468	1,141	449
Provision on NPI (Investment)	-53	556	671	-113	-252	559
Taxation (including Deferred Tax)	824	462	608	652	1,421	1,261
Others	38	12	-25	-94	53	-120
Total	4,547	4,080	3,889	4,729	8,548	8,618

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### **Efficiency/Profitability Ratios**





S. No.	Efficiency Parameters	Sep-21 (Q2)	Mar-22 (Q4)	Jun-22 (Q1)	Sep-22 (Q2)	H1 FY22	H1 FY23
1	Return on Equity (%) *	12.20	11.12	11.52	12.85	10.82	11.84
2	Book Value Per Share	73.20	75.74	79.17	84.18	73.20	84.18
3	Earnings per share*	8.93	8.43	9.12	10.81	8.07	9.97
4	Gross Profit per Employee*(Rs. in Cr)	0.32	0.29	0.29	0.34	0.30	0.31

\*Annualized



## Asset Quality & Capital





## Asset Quality: Movement in Non Performing Assets

		Sec.						₹ in crore
S.No		Parameters	Sep-21	Mar-22	Jun-22	Sep-22	H1	H1
			(Q2)	(Q4)	(Q1)	(Q2)	FY22	FY23
	1.	Gross NPAs - Opening	87,762	77,787	79,587	74,500	89,788	79,587
	2.	Add : Additions	6,745	5,672	4,244	2,913	13,794	7,157
		W/w Increase in balance in existing NPA	604	409	530	211	911	741
		Fresh slippages	6,141	5,263	3,714	2,702	12,883	6,416
	3.	Cash Recovery	1,466	1,896	1,481	2,160	2,613	3,641
	4.	Up-gradation	2,116	1,164	1,202	1,263	5,310	2,465
	5.	Cash Recovery & Up-gradation(3+4)	3,582	3,060	2,683	3,423	7,923	6,106
	6.	Write Off	10,714	812	6,648	8,599	15,448	15,247
	7.	Less : Reductions(5+6)	14,296	3,872	9,331	12,022	23,371	21,353
	8.	Gross NPAs- Closing	80,211	79,587	74,500	65,391	80,211	65,391
	9.	Gross NPA (%)	12.64	11.11	10.22	8.45	12.64	8.45
1	0.	Net NPA	26,785	24,303	22,392	19,193	26,785	19,193
1	1.	Net NPA (%)	4.61	3.68	3.31	2.64	4.61	2.64
1	2.	Recovery in TWO & D/L	2,103	1,040	1,120	1,719	2,901	2,839
1	3.	Total Recovery (5+12)	5,685	4,100	3,803	5,142	10,824	8,945
1	4.	Credit Cost (%)	2.31	2.00	2.02	1.50	1.92	1.74
1	5.	Delinquency Ratio(%)	4.84	3.83	2.67	1.80	4.89	2.28



## Asset Quality: Sectoral

	Slippore During	o/s NPA		Sectoral NPA %			
Sectors	Slippages During Q2 FY 23 Sep 2022		Sep-21	Jun-22	Sep-22		
Retail Loans	439	4,694	4.15	3.46	3.20		
Agriculture	1,029	16,099	12.44	11.85	11.19		
MSME	914	19,131	20.42	17.62	15.93		
Large Corporate & Others	531	25,467	13.59	9.85	7.45		
Total	2,913	65,391	12.64	10.22	8.45		



### COVID Resolution Framework and SMA position as on 30.09.2022

₹ in crore

#### Resolution Framework 1.0

Resolution Framework 2.0

Category	Outstanding (30.09.2022)	Category	Implemented (30.09.2022)
MSME (Up to Rs.25 cr)	1,633	MSME	3,279
Personal Loans	3,216	Personal & Small Business	6,344
Agriculture Allied	-	Agriculture Allied	321
Corporate Loans	5,351	Total	
Total	10,200	ΙΟΙΔΙ	9,944

Particulars	% to Gross Advances
One Time Restructure (OTR) under COVID	2.60

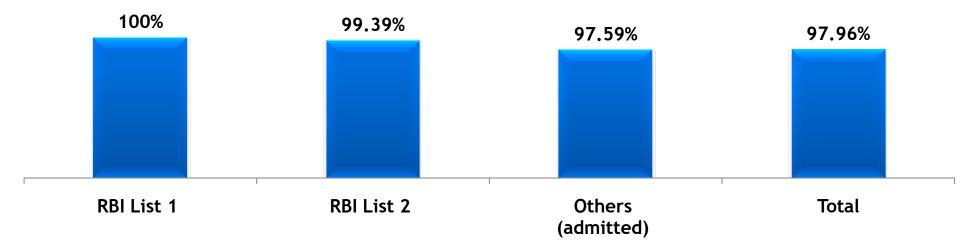
SMA position of the Bank (Rs. 5 crs & above)					
	Sep-21		Sep-22		
Parameters	O/s Amount	% to Gross advances	O/s Amount	% to Gross advances	
SMA-0	3,212	0.51	2,943	0.38	
SMA-1	1,102	0.17	386	0.05	
SMA-2	4,986	0.79	1,084	0.14	
Total	9,300	1.47	4,413	0.57	



#### **Status of NCLT Accounts**



### PCR on NCLT accounts





## Basel III : Capital Adequacy

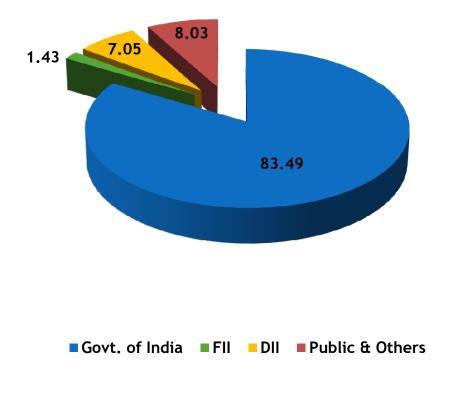
₹ in crore

	Deremeter	Sep-21		Jun-22		Sep-22		Capital Adequacy Ratio(%)		
	Parameter	Amt.	% to RWA	Amt.	% to RWA	Amt.	% to RWA	13.64	14.42	14.50
1	Tier I	60,187	11.32	66,928	12.14	69,457	12.26			
	Common Equity I	54,004	10.16	58,887	10.68	60,454	10.67	2.32 1.16	2.28 1.46	2.24 1.59
	Additional Tier I	6,183	1.16	8,041	1.46	9,003	1.59			
2	Tier II	12,314	2.32	12,547	2.28	12,700	2.24	10.16	10.68	10.67
3	Total Capital (Tier I+II)	72,501	13.64	79,475	14.42	82,157	14.50	Sep-21	Jun-22	Sep-22
4	RWA	5,31,457		5,51,156		5,66,662		CET I	■ AT I	Tier II



### **Shareholding Pattern**

#### Shareholding Pattern (%) as on 30.09.22



Particulars	As on 30.09.2022
Share Capital	₹ 6,835 crore
No. of Equity Shares	683.47 crore
Promoters Holding (%)	83.49%
Market Cap	₹ 30,517 crore*

Net worth (30.09.2022) Rs in Crs				
1.1 1.2	Share Capital Reserve & Surplus	6,835 67,269		
Sub Total (1)		74,104		
2.1	Less: DTA	10,336		
2.2	Less: Revaluation Reserve + FCTR + Intangible Assets + Unamortised Pension expenses	6,233		
Sub Total (2)		16,569		
Net worth (1-2)		57,535		

\*Closing Price taken from NSE as of 30<sup>th</sup> Sep, 2022 (Rs. 44.65).



# Union Bank Strategic & Digital Initiatives





#### Strategic Initiatives

#### **Under Credit**

END-TO-END Digitization of Sanctions and Renewal of KCC Loans

Scale up of Existing MUDRA STP to TARUN & KISHORE Loans

STP for Retail & MSME Loan Review/Renewal

**Pre Approved Personal Loans** 

Retail Loans sourcing by UBI Services Ltd

Specialized Branches (UMFB, Start-up, Gold Loans)

#### **Under Asset Quality**

Union SARAS (End-to-end digital solution for Recovery management)

Centralization of NPA A/Cs in Specialized Branches - ARBs

Separate "Transaction Monitoring Vertical" to monitor EWS & Frauds

Leverage BC Network for collections

**Call Centres** 

#### Under Digitization

≻UPI Lite

>Credit Cards on UPI

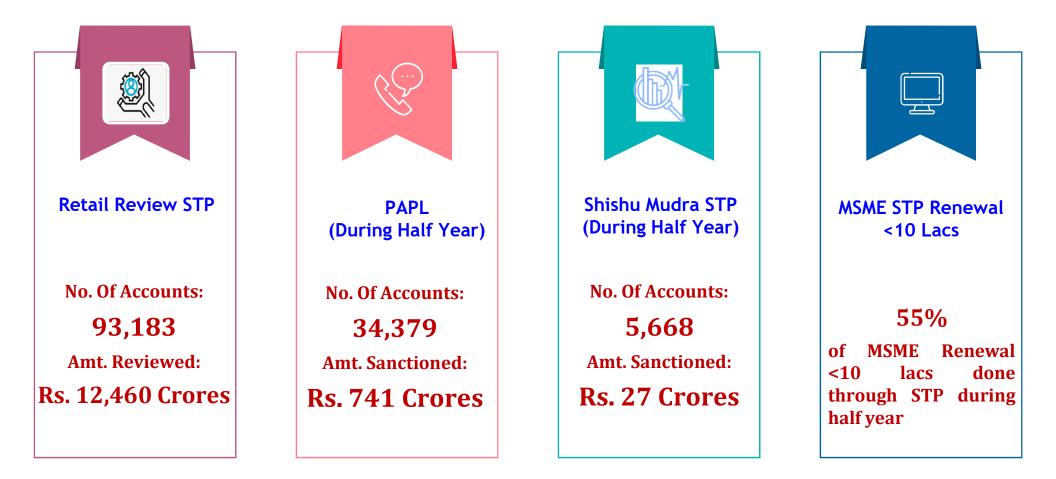
 Ethical Hacking & VAPT
 Cyber Security Centre of Excellence

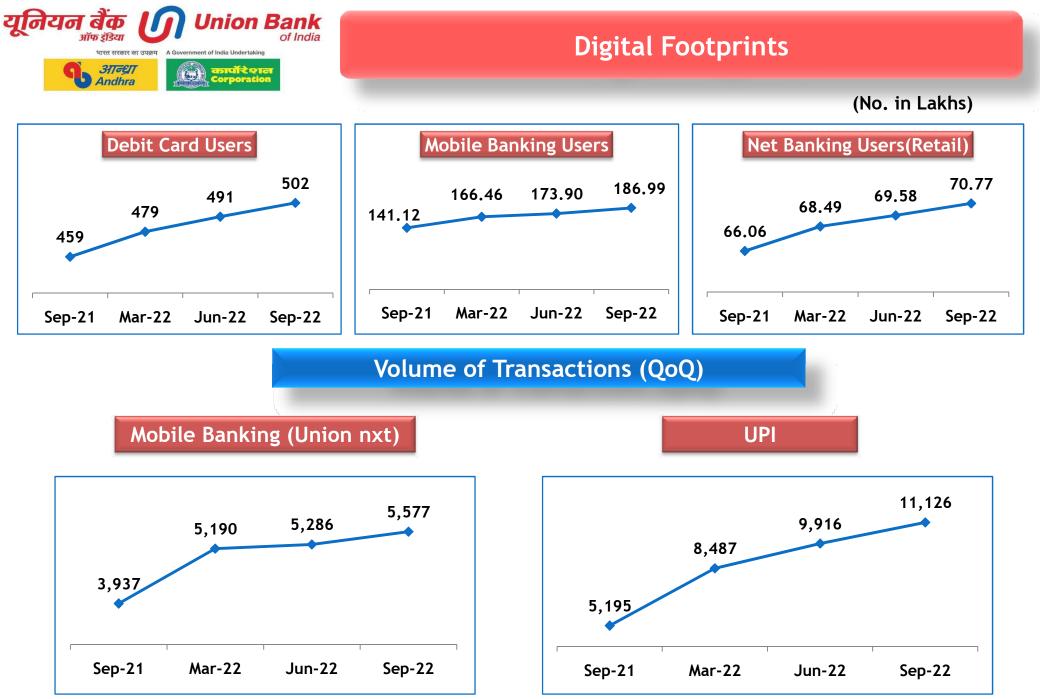
Innovation lab - Providing Sandbox environment for Fintech to test innovative products

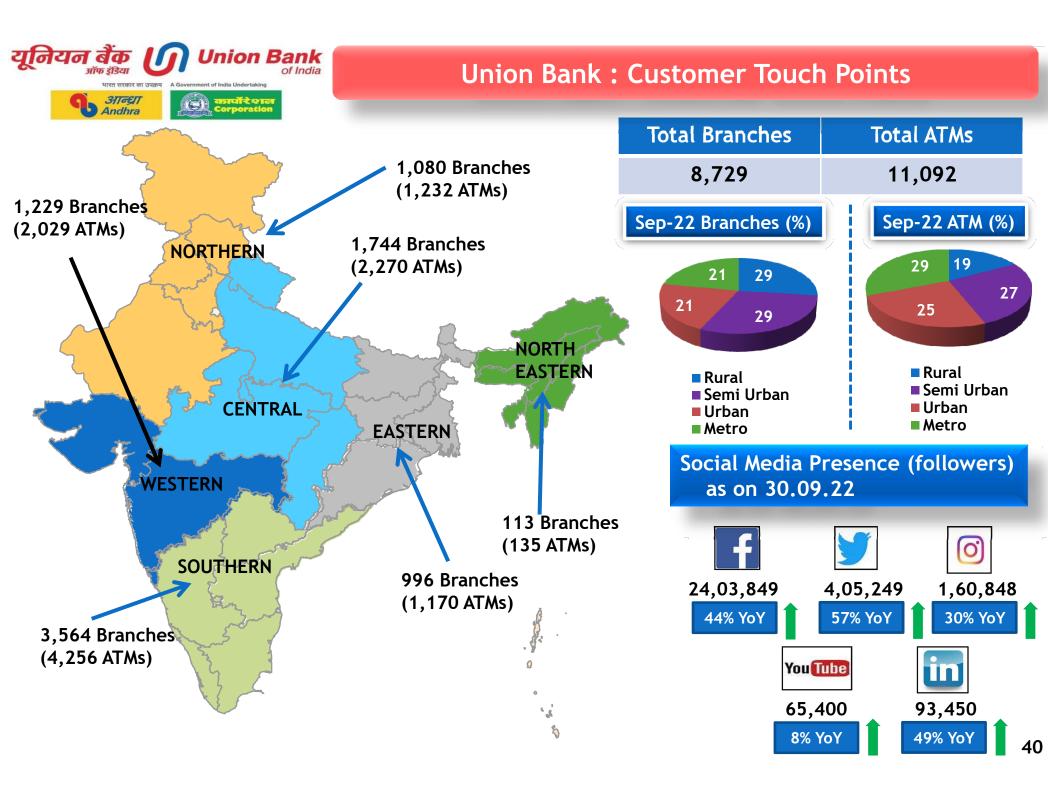
Uni-Verse : Metaverse virtual Lounge - Engage with customers in new ways through personalized interaction



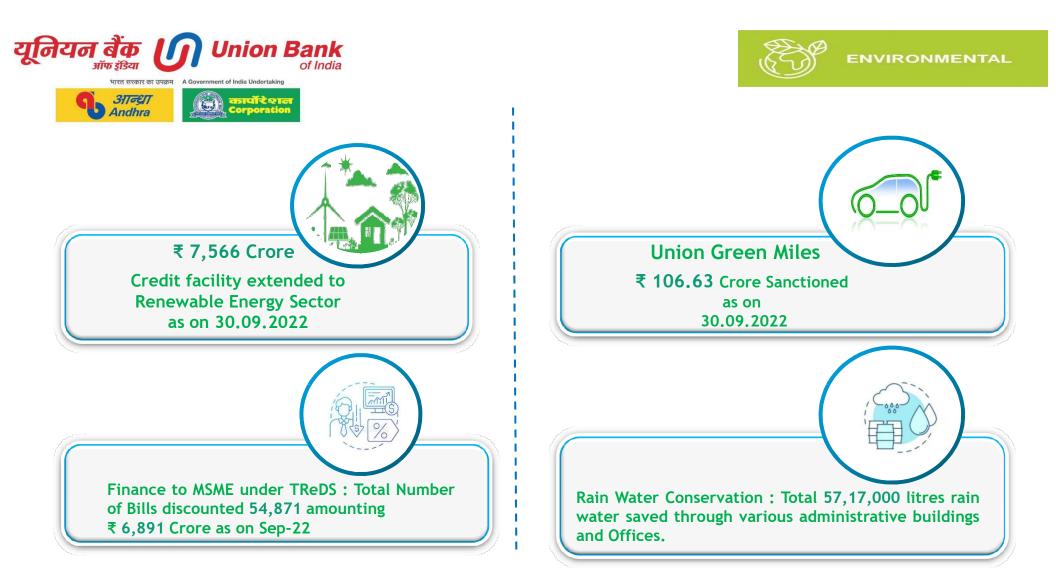
# **Outcome of Digital Initiatives - Credit**









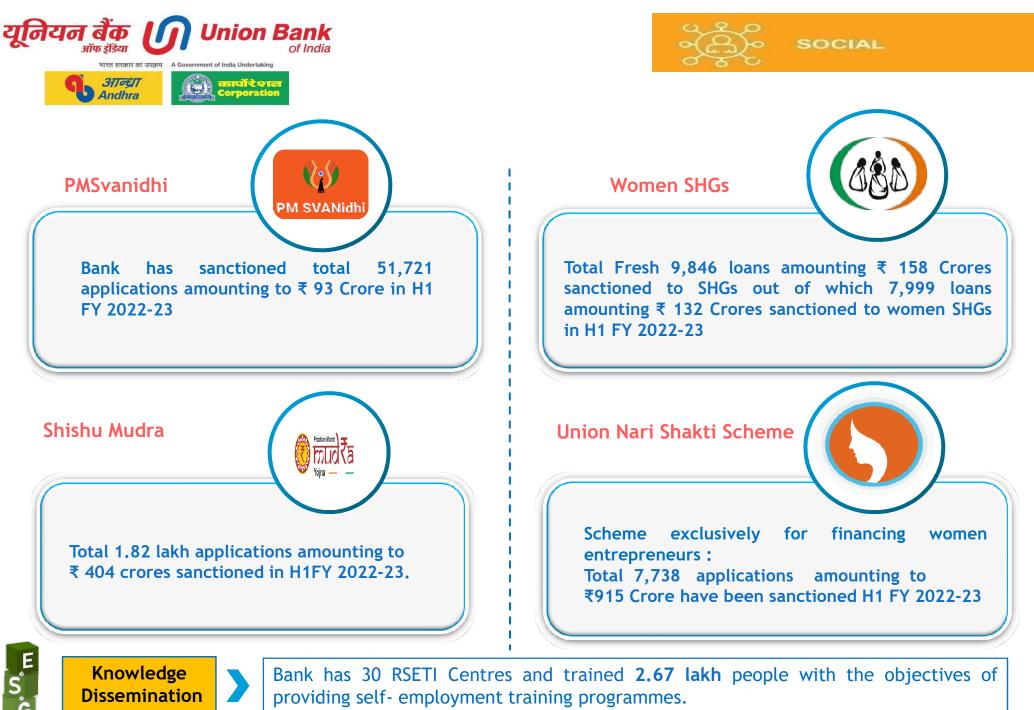


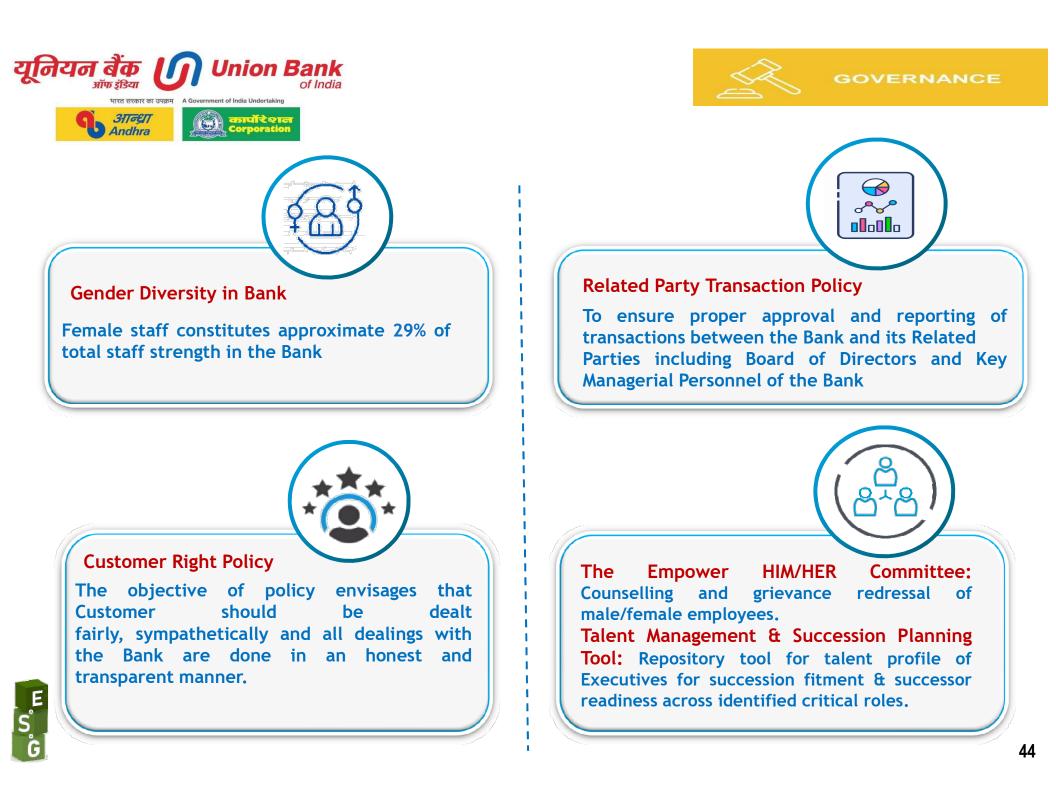


Committed Towards Environment

Union Bank of India has become the founding member of Indian Green Building Council (IGBC), a premier green rating organization promoted by Confederation of Indian Industry(CII)

Indian Green Building Council







**Union Bank** 

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## Strategic Initiatives : HR

Individual development program for executives

Centre of Excellence (established 9 CoEs for employee upskilling in specialized areas)

Operational Excellence
Credit & Policy
Risk Excellence
Sales & Marketing
Corporate & Treasury
Rural & Financial Division
Strategy & Finance
People Development
Digital Transformation



## **Awards and Accolades**

Union Bank of India wins 31<sup>st</sup> National Award for Innovative Training Practices 2020-21 UNION BANK OF INDIA WINS BML MUNJAL Awards: BUSINESS EXCELLENCE THROUGH LEARNING & DEVELOPMENT

### UNION BANK OF INDIA BAGS 3 AWARDS in EASE 4.0

Governance and outcome centric HR - Winner
 New Age 24\*7 banking with resilient technology - 2<sup>nd</sup>

Runner up

3. Collaborating for synergistic outcomes - 2<sup>nd</sup> Runner up

UNION BANK OF INDIA WINS ASSOCHAM AWARDS under the Class: Large Bank in following three categories:

- >Overall Champion
- ≻Lending
- ≻Non-lending



# Performance of Group Entities

₹ in crore

Name of the Entity	Holding(%)	Profit After Tax		
		Q1FY23	Q2FY23	
Subsidiaries				
Union Bank of India (UK) Limited	100.00%	5.64	9.43	
Union Asset Management Co. Private Limited	100.00%	0.77	1.90	
UBI Services Ltd.	100.00%	0.40	0.54	
Andhra Bank Financial Services Limited	100.00%	0.24	0.19	
Union Trustee Co. Pvt. Limited	100.00%	0.05	0.01	
Joint Ventures				
Star Union Dai-ichi Life Insurance Co. Limited	25.10%	(17.60)	81.27	
India International Bank (Malaysia) BHD	25.00%	(1.89)	(1.88)	
ASREC India limited	26.02%	8.54	2.51	
Associate				
Chaitanya Godavari Gramin Bank	35.00%	76.19	40.08	



# Performance vis-à-vis Guidance

PARAMETERS	Actual as of Sep 30, 2022 (YoY)	Guidance for FY-23
Deposits Growth	14.14%	10%
Advances Growth	21.92%	10-12%
CASA(%)	35.63%	37.00%
NIM(%)	3.15%	3.00%
Gross NPA(%)	8.45	< <b>9</b> %
Net NPA (%)	2.64	<2.90%
Credit Cost (%)	1.50	<1.70%
Delinquency Ratio (%)	1.80	2.00%



## Disclaimer

Except for the historical information contained herein, statements in this presentation which contain words or phrases such as "is", "aims", 'will', 'would', 'indicating', 'expected to' etc., and similar expressions or variations of such expressions may constitute 'forward-looking statements'. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, future levels of non-performing loans, our growth and expansion in business, the impact of any acquisitions, the adequacy of our allowance for credit losses, technological implementation and changes, the actual growth in demand for banking products and services, investment income, cash flow projections, our exposure to market risks as well as other risks. Union Bank undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.





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CIRank you!



Investor queries: investor.relations@unionbankofindia.bank