

## CITY UNION BANK LTD.,

"NARAYANA" Administrative Office, No. 24-B, Gandhi Nagar, Kumbakonam - 612 001. Phone : 0435 - 2402322 - Fax : 0435 - 2431746 E-mail : shares@cityunionbank.com Website: www.cityunionbank.com CIN - L65110TN1904PLC001287

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

National Stock Exchange of India Ltd., Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (E), <u>Mumbai 400 051</u> 8<sup>th</sup> August, 2019

BSE Ltd., DCS – CRD, Phiroze Jeejeebhoy Towers, 25<sup>th</sup> 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 Un-Audited Financial Results of the Bank for the guarter ended 30<sup>th</sup> June, 2019.

Thanking you

Yours faithfully for CITY UNION BANK LIMITED

Warmesh V Ramesh General Manager – CFO & CS



Encl.: a/a



## <u>Disclaimer</u>

No representation or warranty, express or implied is made as to, and no reliance should be placed on the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements", including those relating to the bank's general business plan's and strategy, its future financial condition and growth prospects and future developments in the industry and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the bank's business, its competitive environment and political, economic, legal and social conditions in India. This communication is for general information purpose only, without regard to specific objectives, financial situations and needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the bank and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. The bank may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revisions or changes. This presentation should not be copied and/or disseminated in any manner.

## **TABLE OF CONTENTS**



n Ch



Performance Highlights – June 2019



Financial Performance & Business Profile





Shareholding Pattern





CUB Trust and Excellence SNCE 1904

## **OVERVIEW**

(UC)

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 / WholesaleTrade with granular asset profile including providing short term and long term loans to agricultural sector.

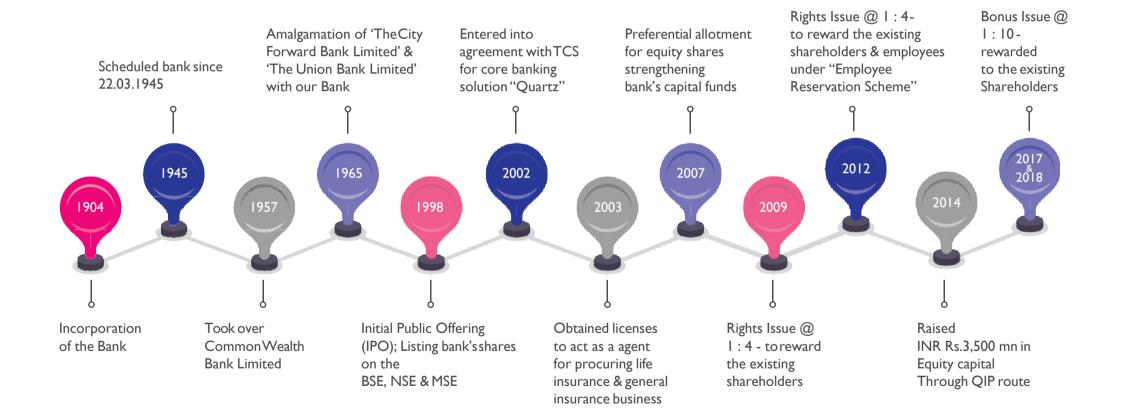
## **FACTS & FIGURES**

Position as on 30.06.2019 Deposits **Advances** Net Interest Margin INR 39,077 CR **INR 32,229 CR** 4.11% Net NPA **Branches Employees** .89% 5.527 650 **Efficiency Ratio ATM's** .711 39.43%



## **KEY MILESTONES**

œ



## CITY UNION BANK - A SPECIALIZED BANKING MODEL ALIGNED TO TARGET SEGMENT – SME / MSME

| SME / MSME<br>focus   | Prudent Risk<br>Management   | Invested in<br>Robust Infrastructure  | Purely retail<br>Liability Franchise  |
|---|--|---|---|
| <ul> <li>SME/MSME specialized<br/>business model focusing<br/>on large untapped<br/>segment</li> <li>Segment consistently<br/>delivering higher yields</li> <li>Superior client servicing<br/>leading to client retention<br/>and low business<br/>acquisition costs</li> </ul> | <ul> <li>SME exposures' result in granular asset profile</li> <li>Granular deposit base with high retention rates result in stable liability profile</li> <li>SME / MSME Loans result in lower NPA as they are: <ul> <li>Additionally collateralised by residential property and personal guarantees etc.</li> <li>Predominantly single banker relationships with minimal exposure to consortium / multiple banking arrangements / infrastructure lendings.</li> </ul> </li> </ul> | <ul> <li>Comprehensive<br/>employee training<br/>and recruitment<br/>infrastructure through<br/>staff training college</li> <li>All branches and 100%<br/>business under CBS<br/>fromTCS</li> </ul> | <ul> <li>No Certificate of Deposit</li> <li>No reliance on Corporate bulk deposits</li> </ul> |
| 10 year CAGF  | R of 20%+  | Consistent Return with  | n Superior ROA, ROE   |

## **COMPETITIVE ADVANTAGES**

## NETWORK

- Pan India presence with 650 branches
- Strong presence in South India (586 branches) < of which 455 are in Tamil Nadualone

#### **ADEQUATELY CAPITALISED**

Strong Capital Adequacy ratio of 15.68% out of whichTier 1 constitutes 15.17%

#### HIGHER YIELDING LOAN PORTFOLIO

Trading and MSME loan segments earning <hr/>
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 8.60%
- 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 – JUNE 2019

## QI FY 2020 PERFORMANCE – A SNAPSHOT

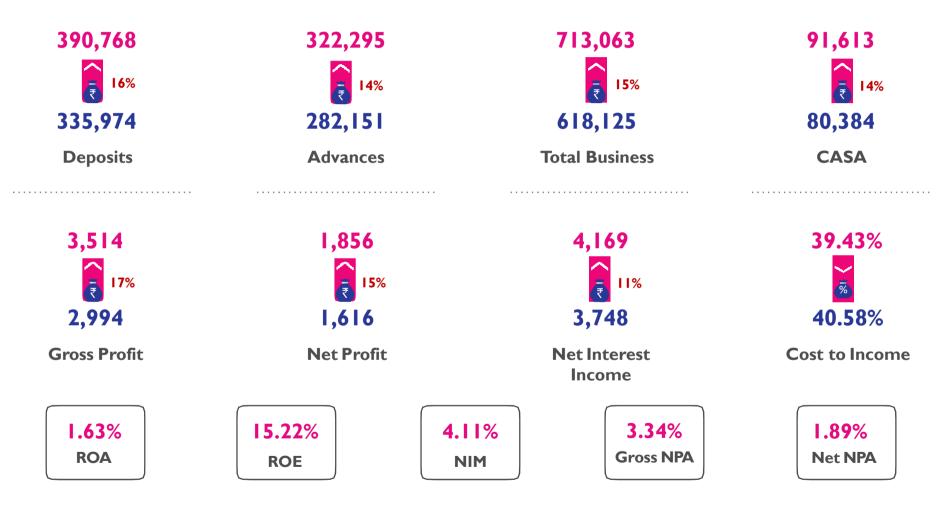
- Deposits increased by 16% from Rs.336 Bn to Rs.391 Bn Y-o-Y
- Advances registered a growth of 14% from Rs.282 Bn to Rs.322 BnY-o-Y
- Total business grown by 15% to Rs.713 Bn from Rs.618 Bn Y-o-Y
- ▶ Gross Profit increased by 17% from Rs.2,994 Mn to Rs.3,514 Mn
- Net Profit registered a growth of 15% from Rs.1,616 Mn to Rs.1,856 Mn
- ▶ Profitability and efficiency ratios at par with the best in industry:

| PARTICULARS         | Q1 FY 2020 | QI FY 2019 | Q4 FY 2019 | FY 2018-19 |
|---------------------|------------|------------|------------|------------|
| Return on Assets    | 1.63%      | 1.64%      | 1.63%      | 1.64%      |
| Net Interest Margin | 4.11%      | 4.24%      | 4.40%      | 4.32%      |
| Return on Equity    | 15.22%     | 15.32%     | 15.06%     | 15.25%     |
| Earning per share   | Rs.2.53    | Rs.2.43    | Rs.2.39    | Rs.9.57    |

- ▶ Gross NPA 3.34% and Net NPA 1.89%
- Provision Coverage Ratio 65%
- CRAR 15.68% (Basel III) of which core CRAR 15.17%

► QI FY 2020 VS QI FY 2019 PERFORMANCE – A SNAPSHOT

œ



## (All figures in INR Mn)

QIFY 20 QIFY 19

FY 2019 VS FY 2018 PERFORMANCE – A SNAPSHOT (All figures in INR Mn) 384,480 96,982 330,652 715,132 a 17% Ĩ **a** 17% 17% **~** 22% 79,567 328,526 282,386 610,912 **Deposits Advances Total Business** CASA 16,115 12,400 6,829 41.67% ₹ 3% a 15% ali 13% % 12,077 5,920 14,303 38.46% **Cost to Income Gross Profit Net Profit Net Interest** Income 1.64% 15.25% 4.32% 2.95% 1.81% **Gross NPA** ROA Net NPA ROE NIM

œ

FY19

FY18

## FINANCIAL PERFORMANCE & BUSINESS PROFILE



(in INR Mn)

#### FINANCIAL PERFORMANCE

| PARTICULARS           | Q1 FY 2020 | QI FY 2019 | INC / (DEC) | Growth | Growth % |
|-----------------------|------------|------------|-------------|--------|----------|
| Deposits              | 390,768    | 335,974    |             | 54,794 | 16%      |
| Advances              | 322,295    | 282,151    |             | 40,144 | 14%      |
| Total Business        | 713,063    | 618,125    |             | 94,938 | 15%      |
| Demand Deposits       | 28,532     | 27,579     |             | 953    | 3%       |
| Saving Deposits       | 63,08 I    | 52,805     |             | 10,276 | 19%      |
| CASA                  | 91,613     | 80,384     |             | 11,229 | 14%      |
| Gross NPA             | 10,762     | 8,511      |             |        |          |
| Net NPA               | 6.000      | 4,735      |             |        |          |
| Gross NPA (%)         | 3.34%      | 3.02%      |             |        |          |
| Net NPA (%)           | 1.89%      | 1.70%      |             |        |          |
| C R A R (BASEL – III) | 15.68%     | 16.06%     |             |        |          |
| - Of which Tier I     | 15.17%     | 15.64%     |             |        |          |
| CD Ratio              | 82%        | 84%        |             |        |          |
| PCR                   | 65%        | 65%        |             |        |          |

## QI FY 20 VS QI FY 19 PERFORMANCE - A SNAPSHOT

## FINANCIAL PERFORMANCE

| PARTICULARS                | Q1 FY 2020 | Q1 FY 2019 | INC / (DEC) | Growth % | Q4 FY 2019 |
|----------------------------|------------|------------|-------------|----------|------------|
| Net Interest Income        | 4,169      | 3,748      | 421         | 11%      | 4,206      |
| Other Income               | 1,633      | 1,291      | 342         | 26%      | 1,469      |
| Operating Expenses         | 2,288      | 2,045      | 243         | 12%      | 2,297      |
| Gross Profit               | 3,514      | 2,994      | 520         | 17%      | 3,378      |
| Provisions & Contingencies | 1,658      | 1,378      | 280         | 20%      | 1,627      |
| Net Profit                 | 1,856      | 1,616      | 240         | 15%      | 1,751      |
| Return on Assets           | 1.63%      | 1.64%      |             |          | 1.63%      |
| Return on Equity           | 15.22%     | 15.32%     |             |          | 15.06%     |
| Net Interest Margin        | 4.11%      | 4.24%      |             |          | 4.40%      |

(in INR Mn)



## **FY 19 VS FY 18 PERFORMANCE - A SNAPSHOT**

(in INR Mn)

17

#### FINANCIAL PERFORMANCE

| 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  |             | 3, 32   | 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%   |             |         |          |
| C R A R (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)

#### FINANCIAL PERFORMANCE

| 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%   |             |          |



## PROVISIONS & CONTINGENCIES – BREAKUP

PARTICULARS Q1 FY 20 QI FY 19 Q4 FY 19 FY 18-19 FY 17-18 Provision for: - Tax 500 600 720 2,420 1,980 - Bad Debts 1,440 650 810 2,700 3,030 - Standard Assets -37 5 153 215 15 -240 80 160 855 - Depn on Investments -- Depn on Shifting 65 102 65 --- Restructuring / FITL -56 -96 -72 --- Others -5 -22 107 247 -Total 1,658 1,378 1,627 5,571 6,157 (in INR Mn)

## ► QI FY 20 VS QI FY 19 – INCOME AND EXPENSES BREAKUP

(in INR Mn)

#### INTEREST INCOME BREAKUP

PB)

| PARTICULARS             | Q1 FY<br>2020 | QI FY<br>2019 | Growth % |
|-------------------------|---------------|---------------|----------|
| Interest on Loans       | 8,686         | 7,425         | 17%      |
| Interest on Investments | 1,411         | 1,389         | 2%       |
| Other Interest Income   | 195           | 81            | 142%     |
| Total Interest Income   | 10,292        | 8,895         | 16%      |

## OTHER INCOME BREAKUP

| PARTICULARS                                   | Q1 FY<br>2020 | Q1 FY<br>2019 | Growth % |
|---|---------------|---------------|----------|
| CEB & Charges                                 | 796           | 759           | 5%       |
| Treasury Income                               | 446           | 193           | 131%     |
| Other Inc incl recoveries in written off a/cs | 391           | 339           | 15%      |
| Total Other Income                            | 1,633         | 1,291         | 26%      |

## INTEREST EXPENSES BREAKUP

| PARTICULARS                | Q1 FY<br>2020 | Q1 FY<br>2019 | Growth % |
|----------------------------|---------------|---------------|----------|
| Int Exp on Deposits        | 5,945         | 5,011         | 19%      |
| Other Int Expenses         | 179           | 136           | 32%      |
| Total Interest<br>Expenses | 6,124         | 5,147         | 19%      |

## **OPERATING EXPENSES BREAKUP**

| PARTICULARS                 | Q1 FY<br>2020 | Q1 FY<br>2019 | Growth % |
|-----------------------------|---------------|---------------|----------|
| Employee Cost               | ١,004         | 873           | 15%      |
| Other Operating<br>Expenses | 1,284         | 1,172         | 10%      |
| Total Expenses              | 2,288         | 2,045         | 12%      |

## **FY 19 VS FY 18 – INCOME AND EXPENSES BREAKUP**

(in INR Mn)

## INTEREST INCOME BREAKUP

æ

| PARTICULARS             | FY<br>2019 | FY<br>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%      |

## OTHER INCOME BREAKUP

| PARTICULARS                                   | FY<br>2019 | FY<br>2018 | Growth % |
|---|------------|------------|----------|
| CEB & Charges                                 | 2,936      | 2,561      | 15%      |
| Treasury Income                               | 870        | 1,682      | -ve      |
| Other Inc incl recoveries in written off a/cs | ١,338      | ١,078      | 24%      |
| Total Other Income                            | 5,144      | 5,321      | -ve      |

## INTEREST EXPENSES BREAKUP

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

## **OPERATING EXPENSES BREAKUP**

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



## STRONG DEPOSITS AND ADVANCES GROWTH

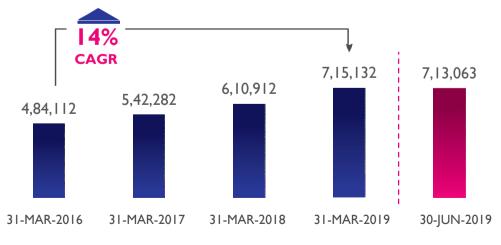
3,90,768

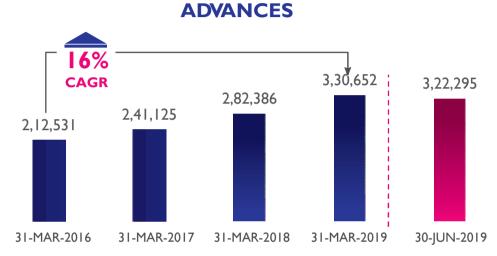
30-JUN-2019

**DEPOSITS** 12% CAGR 3,84,480 3.28.526 3,01,157 2,71,581 31-MAR-2016 31-MAR-2017 31-MAR-2018 31-MAR-2019

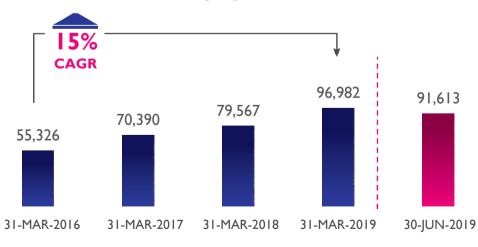
CUB

#### **BUSINESS**





CASA

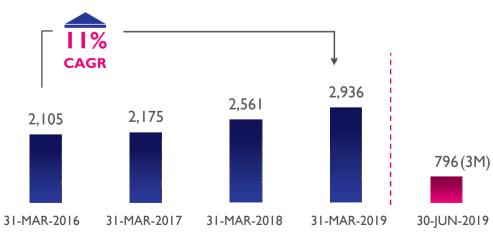


(in INR Mn)

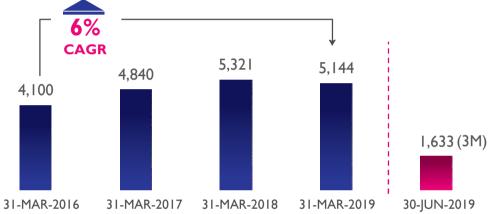
## ► INCOME GROWTH OVER THE YEARS...

NET INTEREST INCOME GROWTH

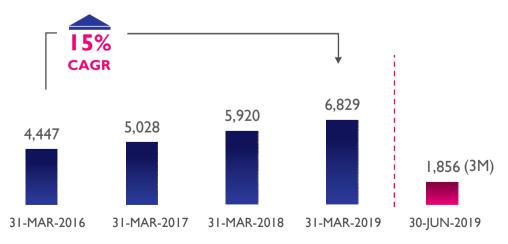








**NET PROFIT GROWTH** 



(in INR Mn)



## **KEY BUSINESS INDICATORS**

| PARTICULARS                                | Q1 FY 20 | Q1 FY 19 | Q4 FY 19 | FY 18-19 | FY 17-18 |
|--|----------|----------|----------|----------|----------|
| Cost of Deposits                           | 6.27%    | 6.15%    | 6.27%    | 6.17%    | 6.29%    |
| Yield on Advances                          | 10.97%   | 10.86%   | 11.07%   | 10.95%   | 11.46%   |
| Yield on Investments                       | 6.93%    | 6.91%    | 6.96%    | 6.95%    | 6.95%    |
| Net Interest Margin                        | 4.11%    | 4.24%    | 4.40%    | 4.32%    | 4.42%    |
| Cost to Income                             | 39.43%   | 40.58%   | 40.48%   | 41.67%   | 38.46%   |
| Cost of Funds                              | 5.37%    | 5.21%    | 5.24%    | 5.18%    | 5.34%    |
| Yield of Funds                             | 9.02%    | 9.00%    | 9.15%    | 9.06%    | 9.21%    |
| Per Employee Business (in INR Mn)          | 128.99   | 117.60   | 129.60   | 129.60   | 4.77     |
| Per Employee Profit (in INR Mn) (Ann)      | 1.34     | I.23     | ١.27     | 1.24     | 1.11     |
| EPS in INR - FV INR Re.1/- share (Not Ann) | 2.53     | 2.43     | 2.39     | 9.57     | 9.18     |



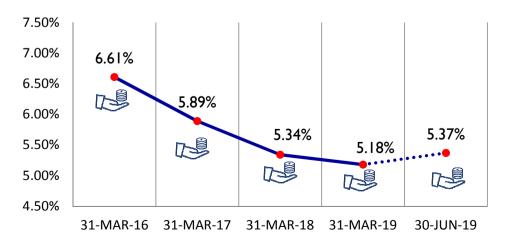
## KEY BUSINESS RATIOS – YEARLY TRENDS

œ

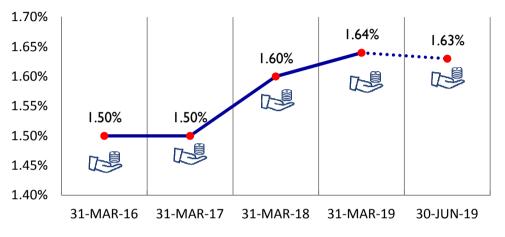
5.00% 4.42% 4.32% 4.50% 4.17% 4.11% r\$ B 3.81% 4.00% rs L<sup>®</sup> 3.50% 四學 3.00% 31-MAR-16 31-MAR-17 31-MAR-18 31-MAR-19 30-JUN-19

**NET INTEREST MARGIN** 

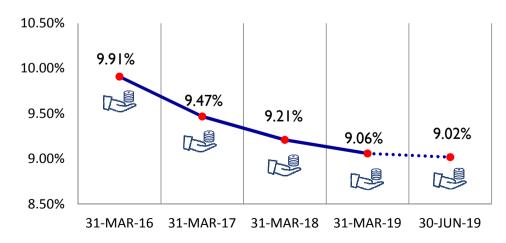
#### **COST OF FUNDS**



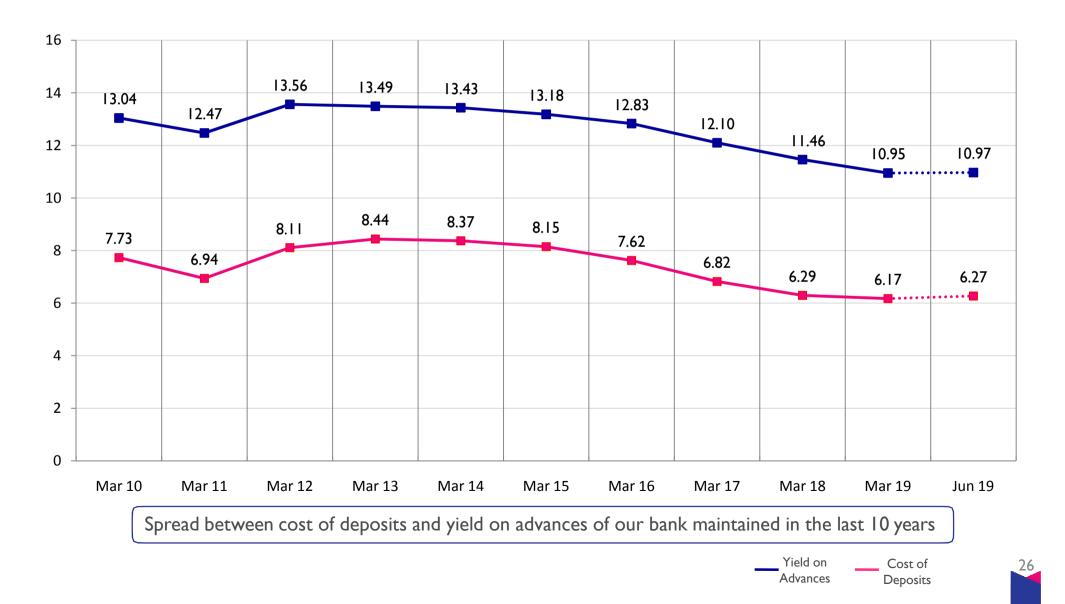
**RETURN ON ASSETS** 



**YIELD ON FUNDS** 

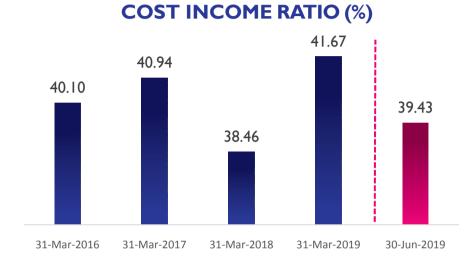


**COST OF DEPOSITS & YIELD ON ADVANCES** 

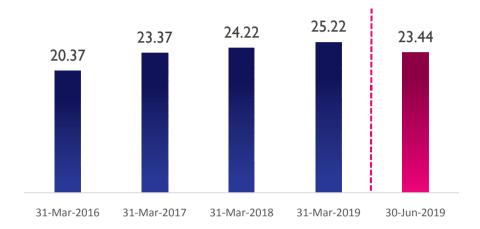


(in %)

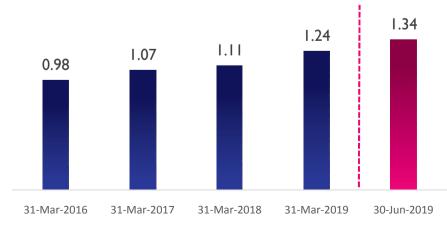
## **EFFICIENCY**



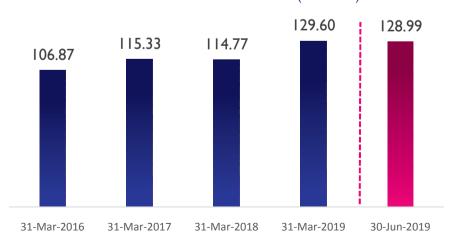
## CASA RATIO (%)



PROFIT PER EMPLOYEE (in INR Mn)

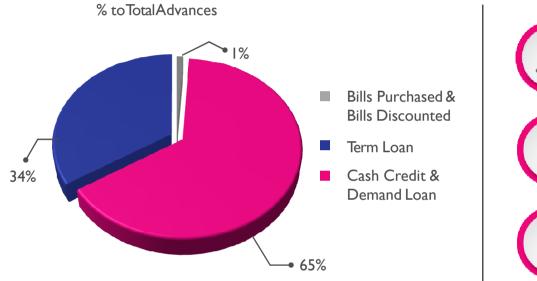


BUSINESS PER EMPLOYEE (in INR Mn)



## **LOAN BOOK – PRODUCTS COMPOSITION**

₩ C



Working capital loans yielding higher interest constitute 65% 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

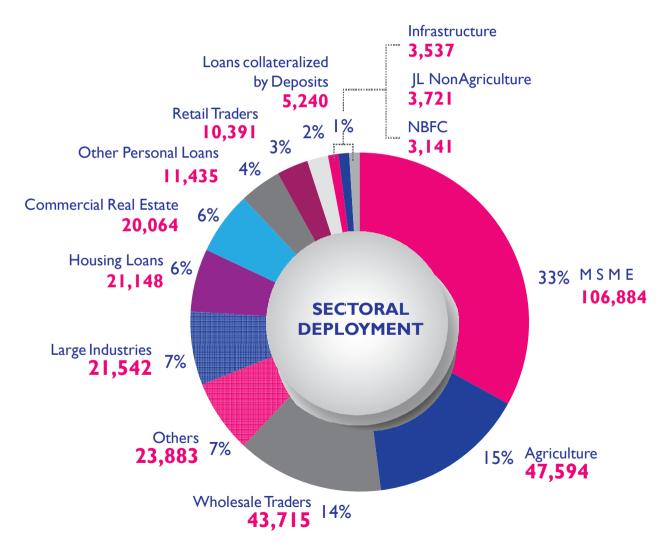
| Loan Book Products Composition     | Amount (INR Mn) | % toTotal Advances |
|------------------------------------|-----------------|--------------------|
| Cash Credit & Demand Loan          | 208,664         | 65%                |
| Term Loan                          | ,37             | 34%                |
| Bills Purchased & Bills Discounted | 2,260           | ١%                 |
| Gross LoanTotal                    | 322,295         | 100%               |



## **LOAN BOOK SECTORAL DEPLOYMENT – POSITION AS ON 30.06.2019**

œ

(in INR Mn)





## LOAN BOOK SECTORAL DEPLOYMENT – POSITION AS ON 30.06.2019

(in INR Mn)

# ParticularsAmount (INR Mn)(%)Secured Loans319,88299%Unsecured Loans2,4131%Total322,295100%



**SECURED & UNSECURED ADVANCES** 

œ

Trading & MSME loans earning higher yield constitute about 50%



Diversified credit portfolio reduces credit risk and Lower ticket size backed by adequate collaterals

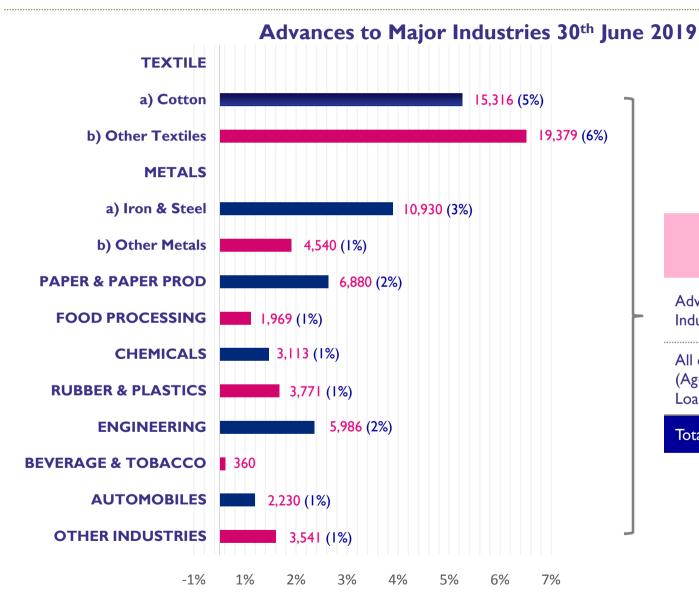


Unsecured Advances aggregate to 1%



Total Jewel Loan outstanding as on 30.06.2019 – Rs.28,758 Mn

## Loan Book – Advances to Major Industries

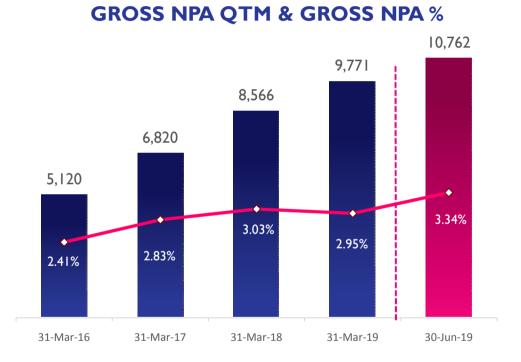


| Industry Name   | Amount<br>(in INR Mn) | % to Total<br>Advances |
|---|-----------------------|------------------------|
| Advances to Major<br>Industries                                 | 78,015                | 24%                    |
| All other advances<br>(Agri,Trade, Service, Gold<br>Loan, etc.) | 244,280               | 76%                    |
| Total Gross Advances  | 322,295               | 100%                   |

#### (in INR Mn)

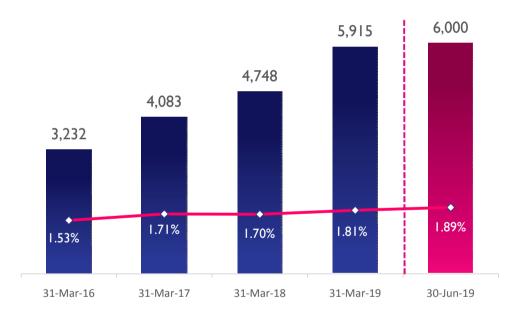
## ASSET QUALITY

(in INR Mn)



- ✓ Sequential Net NPA increased by Rs.85 mn only
- $\checkmark$  No exposure to troubled Corporates which are recently in news

## NET NPA QTM & NET NPA %



CUB Land Excellence SINCE 1904



## **ASSET QUALITY POSITION – MOVEMENT OVER THE YEARS**

| (RS IN MN)                                 |       | FY MAR-15 | FY MAR-16 | FY MAR-17 | FY MAR-18 | FY MAR-19 | Q1 FY 2020 |
|--|-------|-----------|-----------|-----------|-----------|-----------|------------|
| NPA Opening balance                        |       | 2,93 I    | 3,358     | 5,120     | 6,820     | 8,565     | 9,771      |
| Additions                                  | А     | 4,250     | 4,290     | 4,796     | 5,749     | 6,322     | ۱,999      |
| Recovery / SR *                            |       | 2,118     | 734       | 905       | ١,623     | ١,980     | 368        |
| Upgradations                               |       | 227       | 546       | 556       | 433       | 496       | 112        |
| NetAddition                                | В     | I,905     | 3,010     | 3,335     | 3,693     | 3.846     | 1.519      |
| Write-off                                  |       | ١,478     | 1,248     | 1,635     | ۱,948     | 2,640     | 528        |
| NPA Closing balance                        |       | 3,358     | 5,120     | 6,820     | 8,565     | 9,771     | 10,762     |
| Technical Write-off (TW) during the period |       | 618       | 1,189     | I,564     | 1,836     | 2,565     | 514        |
| Provision made during the period           | С     | I,650     | 2,050     | 2,515     | 3,030     | 2,700     | I,440      |
| T W recovery                               | D     | 750       | 370       | 470       | 704       | 898       | 315        |
| Provision made net of TW Recovery          | E=C-D | 900       | I,680     | 2,045     | 2,326     | I,802     | 1,125      |
| GrossAdvance                               | F     | I,80,885  | 2,   2,53 | 2,41,125  | 2,82,386  | 3,30,652  | 3,22,295   |
| Additions % of GrossAdvance                | A / F | 2.35      | 2.02      | 1.99      | 2.04      | 1.91      | 0.62       |
| NetAddition % of Gross Advance             | B / F | 1.05      | 1.42      | 1.38      | 1.31      | 1.16      | 0.47       |
| Credit cost                                | E / F | 0.50      | 0.79      | 0.85      | 0.82      | 0.54      | 0.35       |
| Gross NPA %                                |       | 1.86      | 2.41      | 2.83      | 3.03      | 2.95      | 3.34       |
| Net NPA %                                  |       | 1.30      | 1.53      | 1.71      | 1.70      | 1.81      | 1.89       |

 $\checkmark\,$  There is no sale to ARC under SR Basis since FY 15-16

## **RESTRUCTURED ACCOUNTS**

#### **Balance outstanding as on 30.06.2019 in respect of Restructured Standard borrowers**

| Type of Restructuring | No. of Borrowers | Amount (in INR Mn) |
|-----------------------|------------------|--------------------|
| S M E                 | 48               | 482                |
| N S M E               | 50               | 156                |
| Total                 | 98               | 638                |

> The above disclosure is in respect of Restructured Standard Accounts excluding NPA

Restructured Standard Advances to Gross Advances – 0.20% as on Jun-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 5 Standard accounts to the tune of Rs.71.92 mn in Q1 FY 2019. Earlier, in Q4 FY 19, the bank had restructured 97 Standard accounts amounting to Rs.561.12 mn. Out of this 97 accounts, 3 accounts got closed and an account slipped to NPA in Q1 FY 20. Thus, as on Jun 2019, there were 98 Standard restructured accounts with an outstanding balance of Rs.638.33 mn. The Bank hold a provision of Rs.22.12 mn against the requirement of Rs.21.50 mn towards Restructured Standard accounts.
- No fresh sale to ARC during Q1 FY 20 and amount outstanding in Security Receipts Rs.3,134 mn. Out of this, 4 accounts 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. 105 mn received during Q1 FY 20. Since the repayment term goes upto 2022, we expect there will be continuous cash flows. Based on the above and valuation done by rating agencies, we have withdrawn a provision of Rs.240 mn during Q1 FY 20.



## INVESTMENTS – ATAGLANCE

## Investments Breakup and Categorywise

(in INR Mn)

| Particulars          | JUN 2019     | JUN 2018      |
|----------------------|--------------|---------------|
| SLR Securities       | 82,611       | 78,431        |
| Non-SLR Securities   | 3,652        | 3,667         |
| Total Investments    | 86,263       | 82,098        |
| Yield on Investments | 6.93%        | <b>6.9</b> 1% |
| Investments Breakup: |              |               |
| - A F S              | 20,988 (24%) | 20,894 (25%)  |
| - HTM                | 65,275 (76%) | 61,111 (75%)  |
| - H FT               | -            | 93            |
| Total Investments    | 86,263       | 82,098        |
| Modified Duration:   |              |               |
| - A F S              | 0.85         | 1.50          |
| - HTM                | 4.39         | 5.08          |
| - H FT               | -            | 7.31          |
| - Overall Portfolio  | 3.63         | 4.29          |

 $\checkmark$  The Bank has no Direct / Indirect exposures to ILFS and other troubled corporates recently in news.



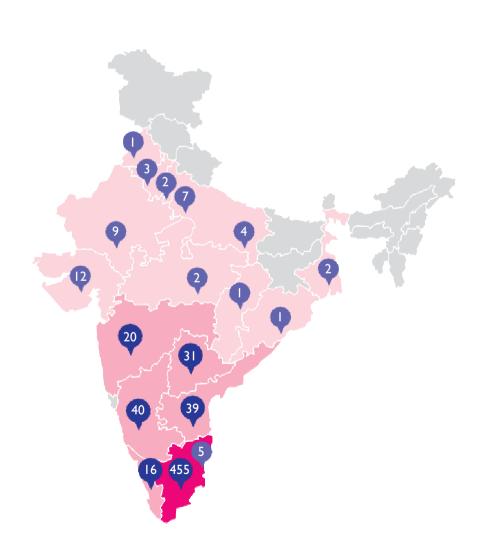
## Cross Selling - Tie-up / Arrangements

- ✓ 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.

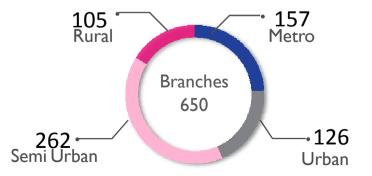


## **STRONG PRESENCE IN THE SOUTH**

#### As of Jun 2019 - 650 branches. 586 branches are located in South India out of which 455 in Tamil Nadu



| State         | No. of   | % of     | % of     | % of     |
|---------------|----------|----------|----------|----------|
| State         | Branches | Deposits | Advances | Business |
| Tamilnadu     | 455      | 79       | 63       | 72       |
| Karnataka     | 40       | 6        | 5        | 6        |
| Andhrapradesh | 39       | 2        | 9        | 5        |
| Telengana     | 31       | 3        | 6        | 4        |
| Maharashtra   | 20       | 3        | 4        | 3        |
| Kerala        | 16       | 2        | 2        | 2        |
| Gujarat       | 12       | 1        | 4        | 2        |
| Others        | 37       | 4        | 7        | 6        |
| Total         | 650      |          |          |          |





## A WELL DIVERSIFIED INVESTOR BASE

Position as on 30-Jun-2019

HOLDING %

4.44

3.66

2.82

2.71

2.70

2.38

2.05

2.02

1.96

1.28

1.28

1.23

1.14

**Major Institutional Shareholders** 

**SHAREHOLDERS** 

HDFC Midcap Opportunities Fund

Life Insurance Corporation of India

**Axis Emerging Opportunities Fund** 

**GKFF** Ventures (Argonaut Ventures)

L & T Mutual Fund – Midcap Fund

Franklin Templeton Mutual Fund

HDFC Life Insurance Co. Ltd.

DSP Blackrock Midcap Fund

Wasatch Core Growth Fund

Sundaram Mutual Fund

Bank Muscat India Fund

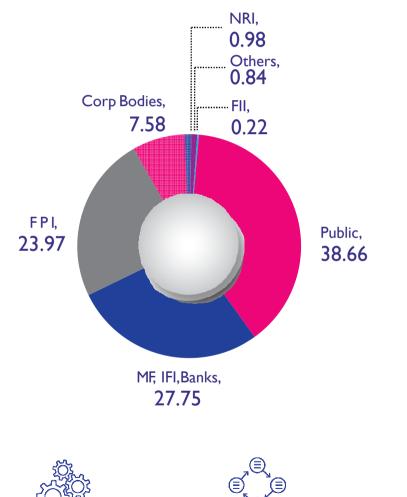
Reliance Growth Fund

UTI – Equity Fund

**TVF Fund Limited** 

**IDFC Multi Cap Fund** 

Smallcap World Fund INC (Capital Group)



Well diversified ownership of shareholders around 1,02,000Approx



Long term investors ensuring stability and support to management

Limit on FII / FPI ownership increased to 40%

**Higher Participation** from FPI's

Head room available for FII / FPI ... 15.78%



Faering Capital India Evolving Fund 1.10 1.09 Motilal Oswal Mutual Fund 1.09 1.06 1.06



## 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.



#### Smt.Abarna Bhaskar | BA., FCA Director

Smt. Abarna Bhaskar is a gualified 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. 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.V.N. Shiva Shankar | B.Com, ACS, ACMA, BL Director

Shri. V.N. Shiva Shankar is a gualified 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.

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



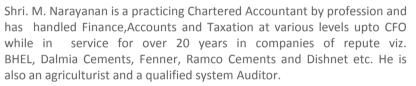
Shri K. Vaidyanathan is a Fellow member of the Institute of Cost Management Accountants of India and also the Institute of Company Secretaries of India. He has over 40 years of rich domain experience in Financial and Management Accounting, Corporate Finance, Auditing and Regulatory Compliance. He is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



#### 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.

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



#### 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.



#### 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. 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

| Career Banker with<br>4 Decades of banking<br>experience  | Practicing Chartered<br>Accountant & Risk<br>Management . First Women<br>Director of the Bank | Practicing Chartered<br>Accountant                                 |
|---|---|--|
| Practicing Chartered<br>Accountant , qualified system<br>Auditor and Agriculturist                    | Private Equity Fund<br>Manager, Risk Management, IT<br>and Treasury Management                | Practicing<br>Advocate, Compliance<br>function and Risk Management |
| Retired IAS Officer, Rural<br>Economy, MSME, Business<br>Management, Human resource<br>and Economics. | Practicing<br>Company Secretary, Business<br>Management, IT & Compliance                      | Advocate in Banking Law &<br>Environmental Activist                |

#### **CITY UNION BANK LTD.**

Regd.Office : 149,TSR Big Street,Kumbakonam – 612001,Tamilandu. Admin Office : "Narayana" No.24 B,Gandhi Nagar,Kumbakonam - 612001,Tamil Nadu. Tel :0435-2402322,2401622,| FAX:0435-2431746 | www.cityunionbank.com



INVESTOR CONTACT Name :K.Jayaraman,DGM Mob : +91 9344303740 Email :jayaraman@cityunionbank.com



For any queries regarding presentation, please write

œ