

Financial Results Q3&9M- FY20-21

January 29, 2021

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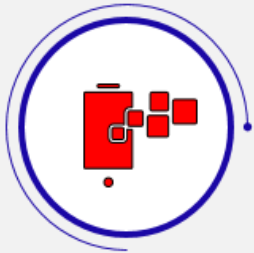
UnionBankofIndia

- 1 • Strategic & Digital Initiatives & ESG
- 2 • Business Performance
- 3 • Financials
- 4 • Asset Quality & Capital
- 5 • Update on Amalgamation
- 6 • Group Entities

Amalgamation of erstwhile Andhra Bank and erstwhile Corporation Bank with Union Bank of India

Erstwhile Andhra Bank and erstwhile Corporation Bank have been amalgamated into Union Bank of India w.e.f. April 1, 2020. Accordingly, Financials as of December 2019 and March 2020 pertains to amalgamated entity. The combined Financials have been arrived at by aggregating the audited/Reviewed numbers of erstwhile Andhra Bank and erstwhile Corporation Bank with that of Union Bank of India and do not entail any adjustments.

Strategic & Digital Initiatives & ESG



Digital Lending (STP)

PAPL

Pre-approved Personal Loan (end-to-end through Mobile App)



MSME Loans STP upto Rs. 5 Cr (Online in-principle approval)



Shishu MUDRA (end-to-end digital lending) - Pilot in-progress



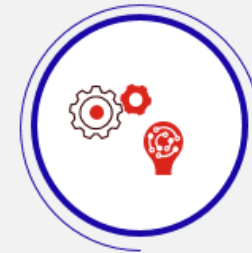
Digital Loan Origination



Loan Origination through Multiple Channels - Missed Call, SMS, Call center, Mobile App & Website



Union Dial (loan origination facility through Missed Call, SMS & Call Center) is now extended to 125 RO locations



Analytics Center of Excellence (ACoE)



ACoE Set-up in progress with in-house capabilities



Analytics based personalised offers for Personal Loans, Home Loan Take-over, Home Loan Top-up, etc



Data driven In-sights based on ML & Statistics



Models being developed using SAS, R and Python

ATMs/ Debit cards



- Vast network of 12961 ATMs with 4.36 crores debit card base.
- Offering bunch of services to our card holders like Instant issuance of cards, Green PIN generation, toggle facility, set the limit of the card .

POS



- Wide network of 3.17 Lac terminals.
- Live on NCMC acquiring through compatible POS terminals.
- Offer 2 models to the merchants for availing PoS services
- model1: Transaction volume based model
- Model 2: flat charge based model.

Mobile Banking



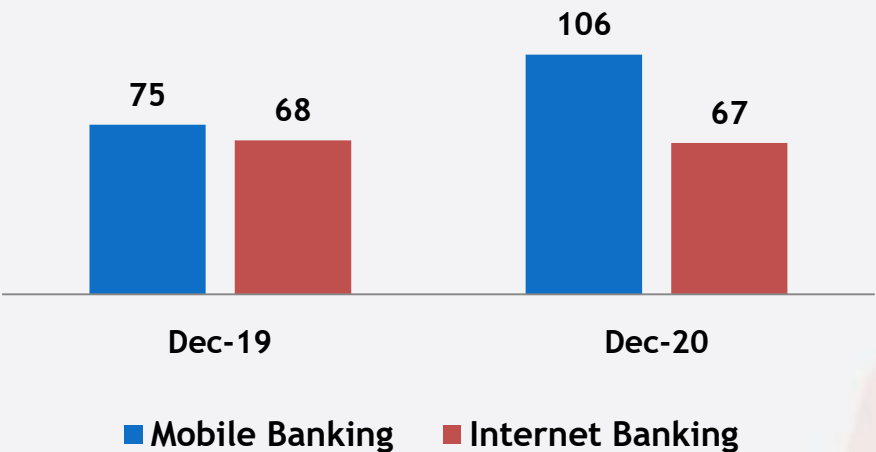
- With customer base of 106.34 Lakh, Union Bank provides a bunch of innovative services like credit card controls, BBPS services, PPF accounts, invest in mutual funds, NPS, ASBA, SSA, Demat account , creating VPA for UPI etc.

Internet Banking

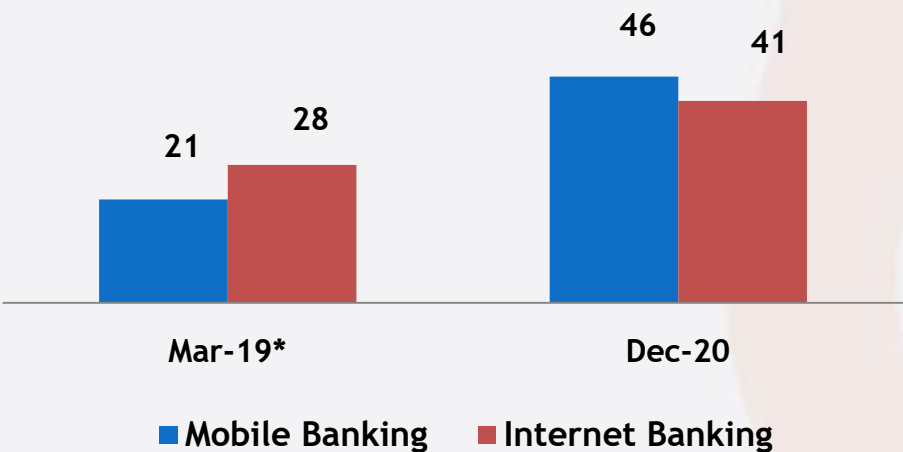


- With a customer base of 67 Lakh, Internet Banking is equipped with secured user friendly features and services like self user creation and reset of password, two factor authentication, 24*7, Online FD, ASBA, complaint management, tax payments, etc.

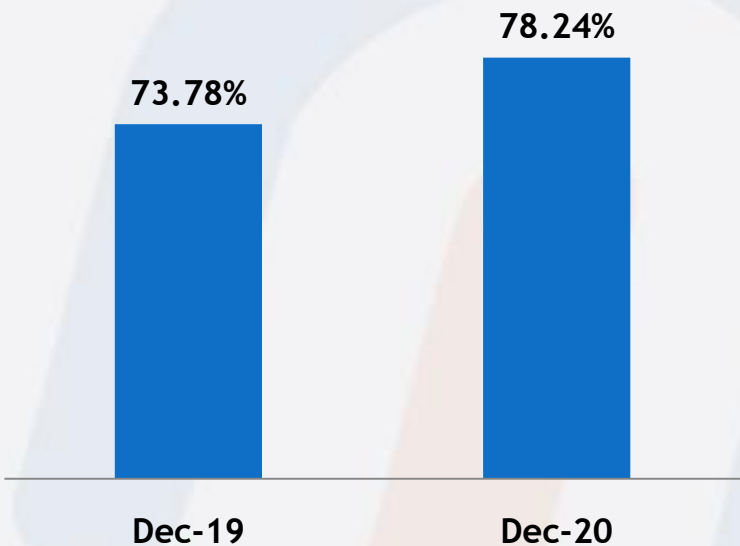
Number of Users (in lakhs)



Number of Services offered



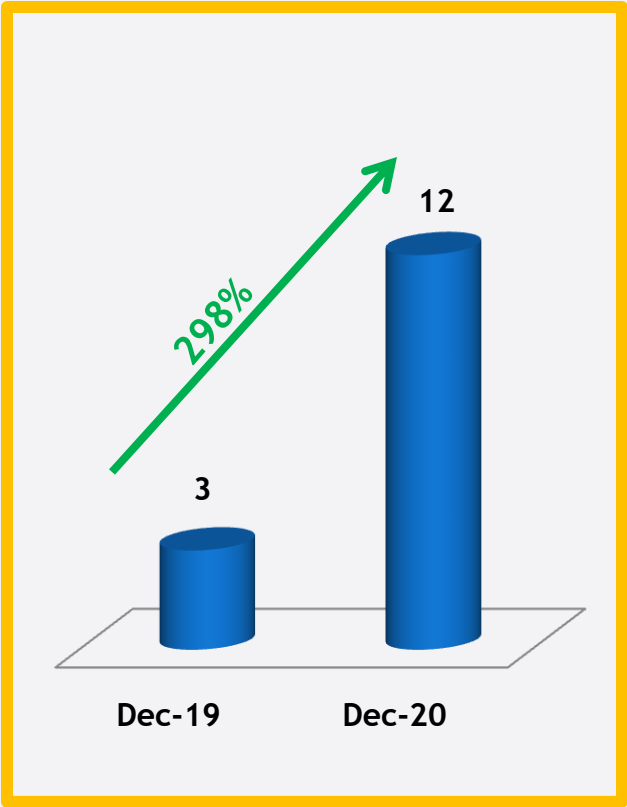
% of Transactions through alternative channels



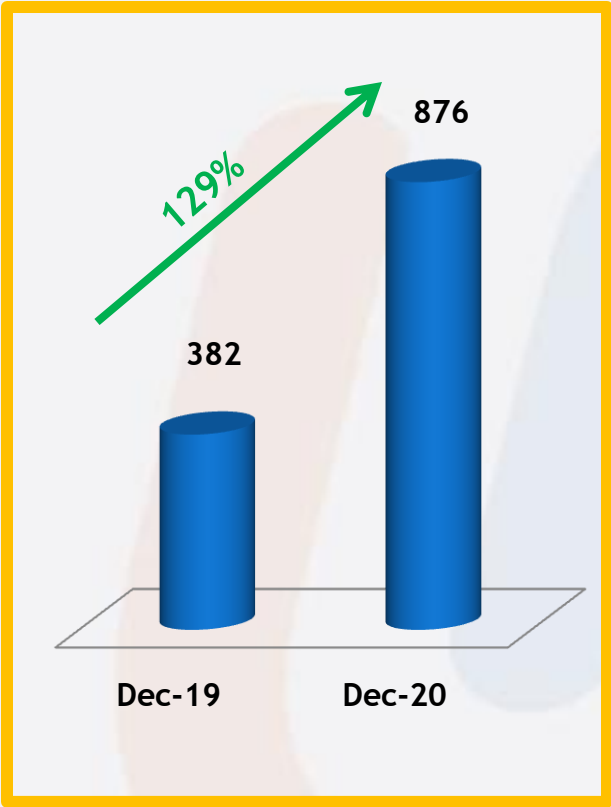
Value of Transactions

(Rs. in Billion)

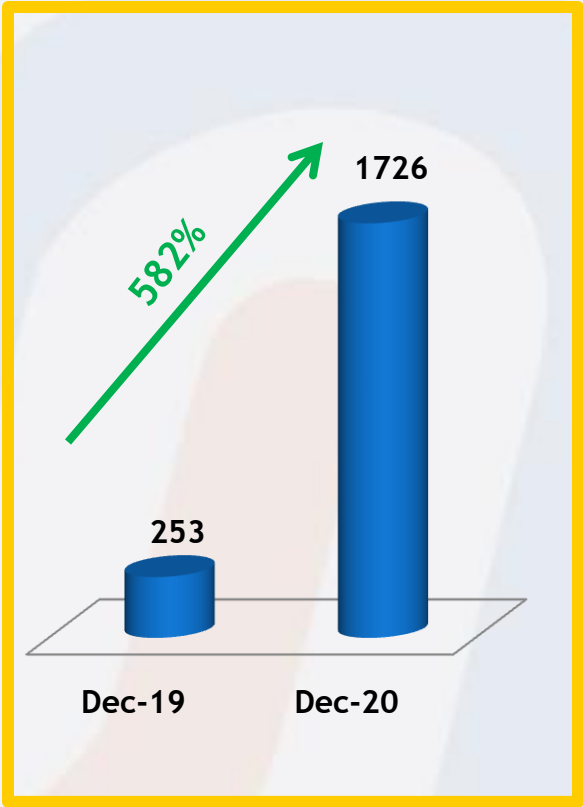
Credit Card



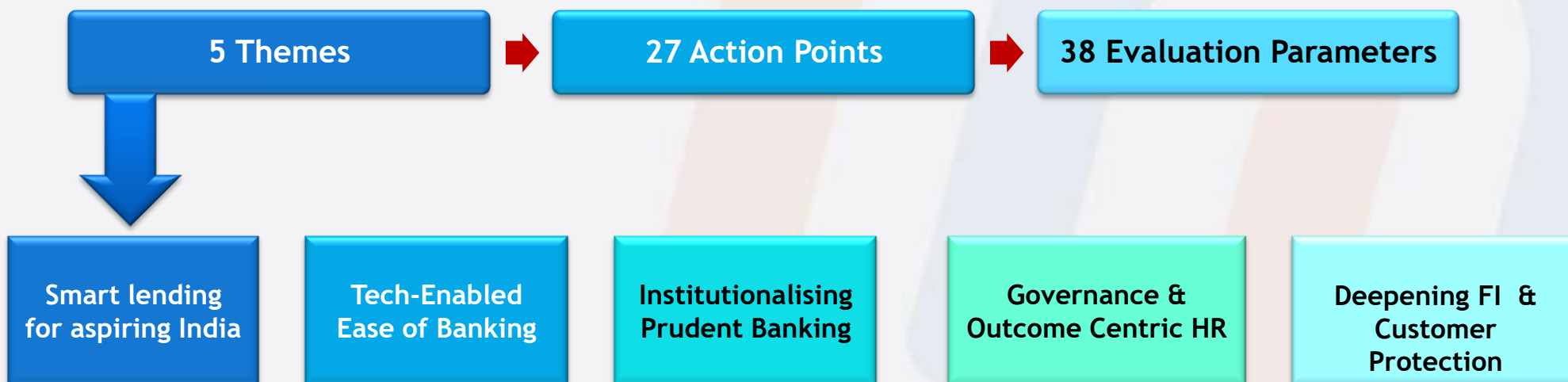
UPI



U Mobile



- ✓ The **EASE** reforms agenda is aimed at institutionalising clean and smart Banking and was launched in November 2017.
- ✓ **EASE 1.0** was the foundation and **EASE 2.0** Banking Reforms Index was based on the foundation of **EASE 1.0**. This enables Banks to identify the areas of improvements as well as know their strengths.
- ✓ **EASE 3.0** focuses on the following 5 themes.



Among Top 3 PSBs in three themes



Theme 1: Smart Lending for
Aspiring India

4th

Rank

Theme2: Tech-enabled ease of
Banking

18%

Progress: Mar'20 baseline
to Sept'20 release

Theme 5: Deepening FI and
Customer Protection

Sustainability Imperative (ESG)



Environmental

Environmental

- Saving through eco-friendly lights, air conditioners and Utilization of solar PV system.
- Recycling of dry waste at Bank's Head Office building.
- The new Data Centre being established in DIT, Powai is energy efficient with low carbon foot prints and called as **Green Data Centre** of Tier-III International standards.



Social

Social

- **UNION PRERNA:** Holistic framework for integration across PMS, talent management, succession planning, job families and career paths etc.
- Implemented obtention of Jeevan Pramaan (Life Certificate) of pensioners through biometric under Door Step Banking.
- Total 1052 Branches headed by women officers. The % of women in total workforce is 28.36%.
- Employee Wellness Programme: A training programme to boost up the morale & internal strength of the employees covering four quadrants of wellness.



Governance

Governance

- The Bank has put in place a comprehensive *whistle blower policy* to prevent unethical behaviour.
- Bank is having well documented *Policy on prevention of Sexual Harassment*.
- In current financial year (FY 20-21), it has been made mandatory to complete e-learning module on "Prevention, Prohibition and Redressal of Sexual Harassment of Women at the Workplace" for all officers up to scale VI, which has Weightage in Annual Performance Appraisal.

CSR:

- Donation of Rs.20.32 lakh was made through Union Bank Social Foundation towards sanitation in 3 schools in a tribal area.
- Donation of Rs.5.99 lakh were disbursed for Welfare of Girl child and Education.

Products:

- Enrolment under Pradhan Mantri Jeevan Jyoti Bima Yojana (PMJJBY) for U-Mobile users.
- As on December 2020, Opened 2.05 crores PMJDY accounts, deposits in excess of Rs. 5800 crores.
- 3.86 lakh PMJJBY accounts and 6.51 lakh PMSBY accounts has been opened during the December quarter 2020.

BUSINESS PERFORMANCE

Performance Highlights - Q3FY21

Total Business
1.77% YoY ↑

Total Deposits
2.58 % YoY ↑

CASA
35.38%
(271 bps) YoY ↑

RAM Share
56.87%
(297 bps) YoY ↑

NII
9.04% YoY ↑

Operating Profit
Rs 5311 Cr
12.16% QoQ ↑

Net Profit
Rs.727 Cr
40.62% QoQ ↑

GNPA
13.49%
(122 bps) QoQ ↓

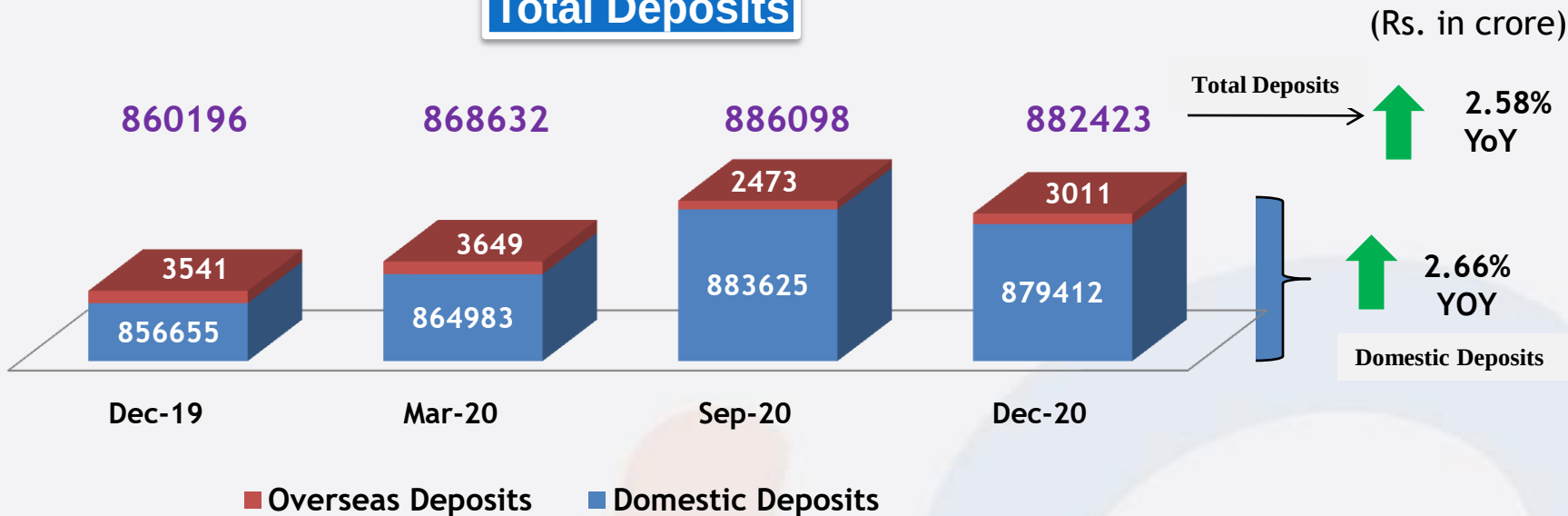
Net NPA
3.27%
(86 bps) QoQ ↓

PCR
86.18%
(302 bps) QoQ ↑

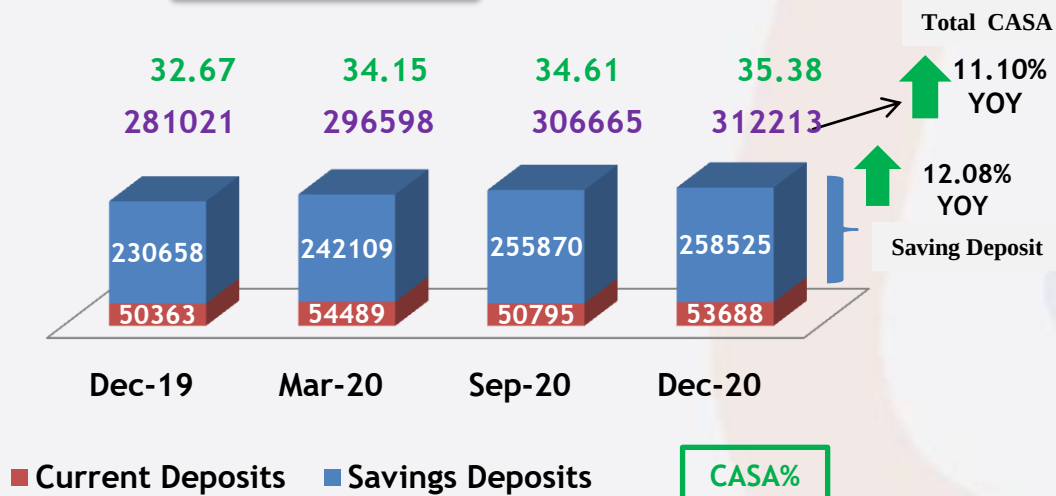
CRAR
12.98%
(60bps) QoQ ↑

Business Performance - Liabilities

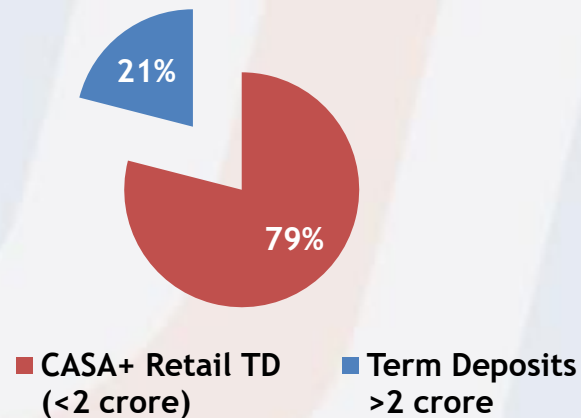
Total Deposits



CASA Portfolio

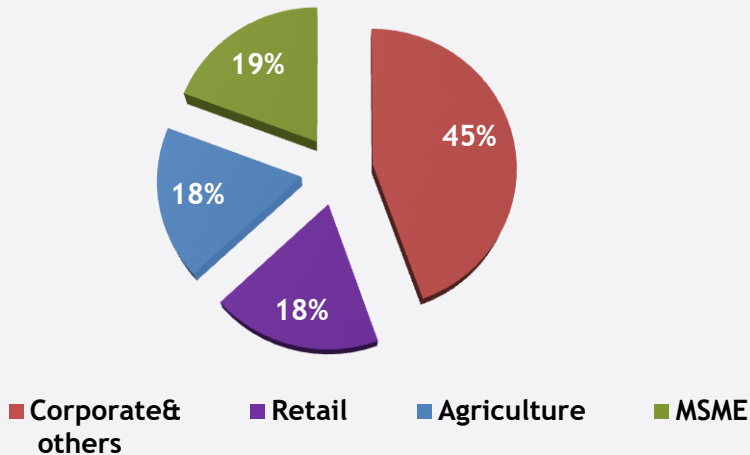


CASA + Retail TD as % of Total Domestic Deposit as of Dec-2020

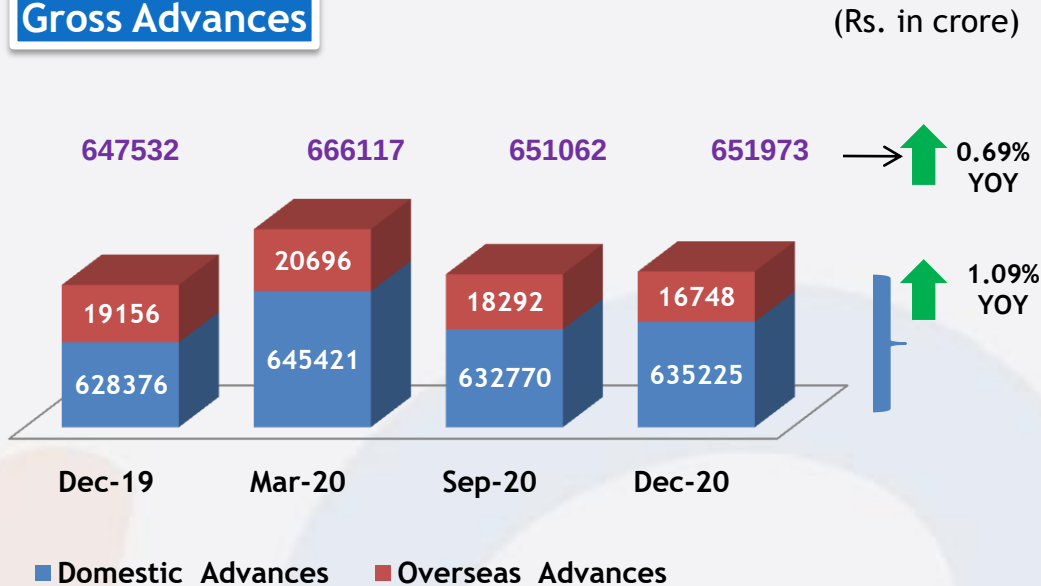


Business Performance - Assets

Composition of Gross Advance Dec-20



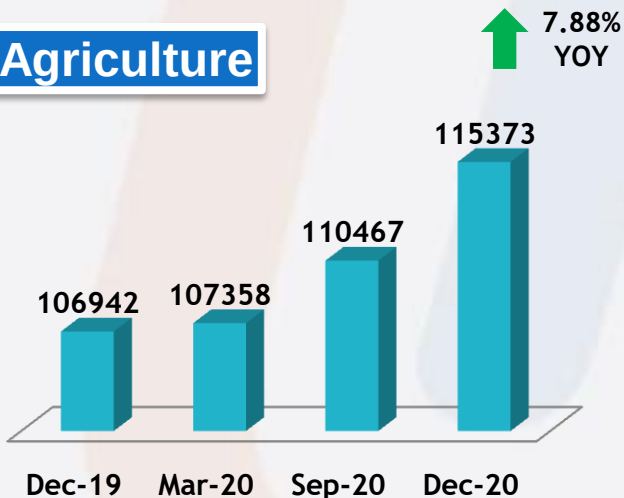
Gross Advances



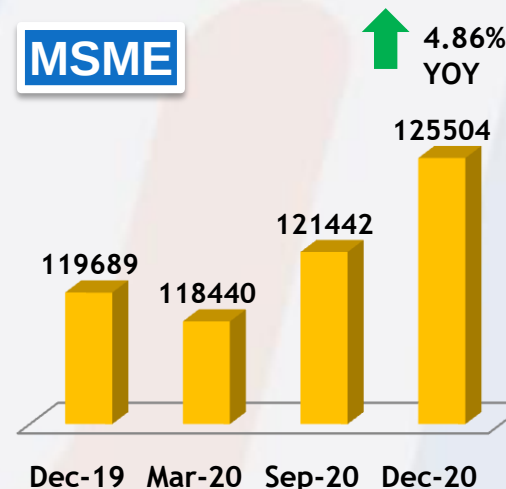
Retail



Agriculture



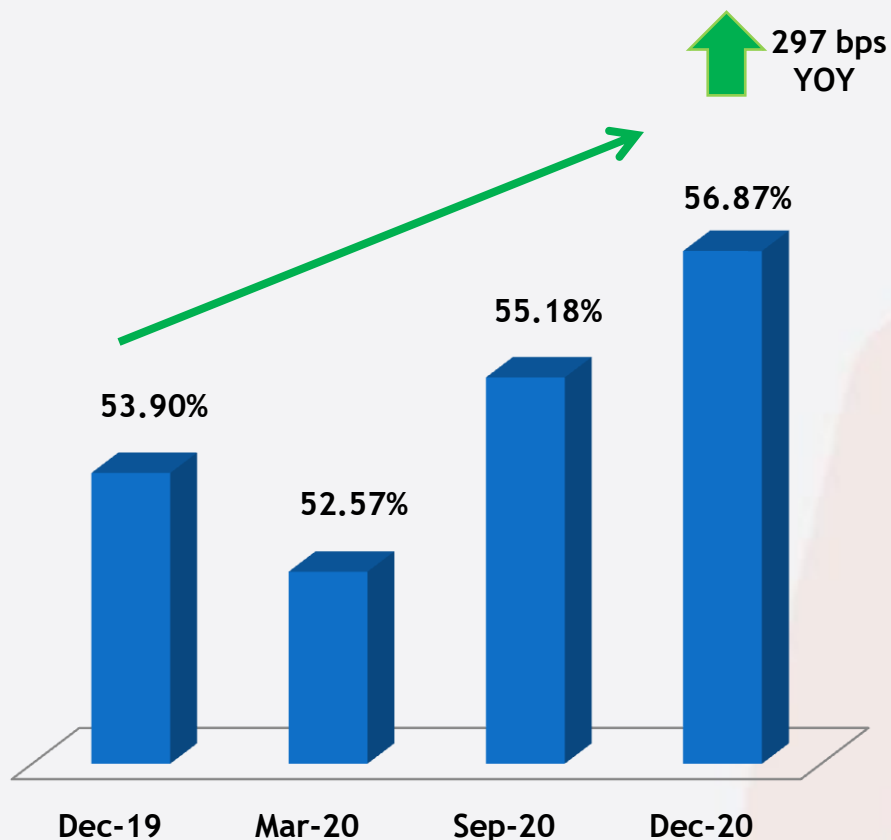
MSME



Note: MSME data for previous periods adjusted to reflect revised definition of MSME for accounts reclassified into /out of MSME as of 31st December 2020.

Diversified Loan Portfolio - RAM

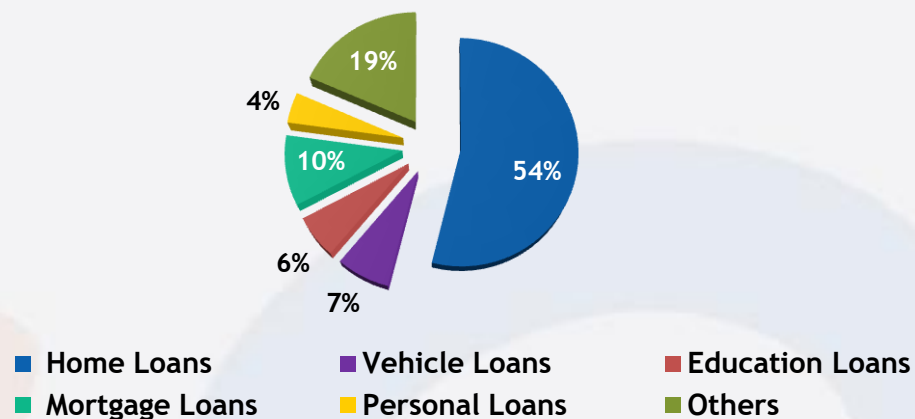
RAM Advance in Domestic Advances



*Retail, Agriculture and MSME collectively called as “RAM sector”

Composition of Retail Advance %

December-2020



Achievement under Priority Sector as on 31.12.2020

Particulars	RBI Norms (as % of ANBC)	Achieved (as % of ANBC)
Agriculture	18%	19%
Small and Marginal Farmers	8%	14%
Weaker Section	10%	15%
Total Priority	40%	46%

Union Bank of India is helping customers to tide over the liquidity crisis through various schemes (31.12.2020)

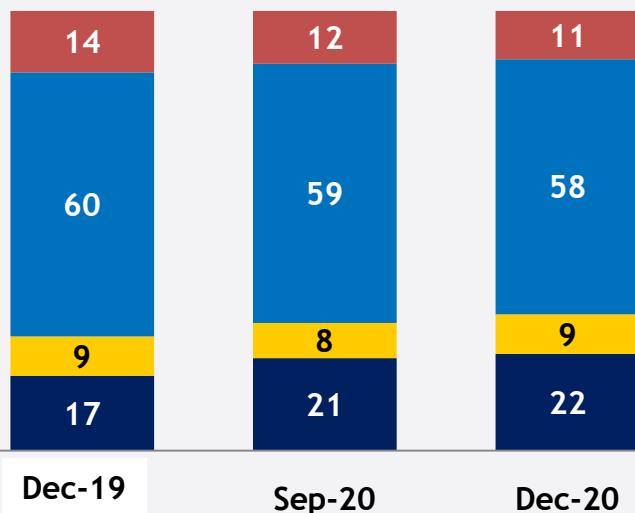
S. NO	Name of the Scheme	No. of Loans sanctioned	Total amount sanctioned (Rs.cr)
1.	COVID Emergency Line of Credit (CELC)	113880	3652
2.	Union COVID -19 Personal Loan Scheme (UCPLS)	80934	1928
3.	Union SHG COVID Suvidha Loan (USCSL)	130180	696
4.	Union Guaranteed Emergency Credit Line (UGECL 1.0)	372097	8108
5.	Union Guaranteed Emergency Credit Line (UGECL 2.0)	17	237
6.	Extended Partial Credit Guarantee Scheme (PCGS)	33	2970
7.	PM SVANidhi	188828	189

Diversified Loan Portfolio-Industry Exposure

S No.	Sectors	(% Share in Domestic Advance)			
		Sep-20		Dec-20	
		Rs. in Crore	% Share	Rs. in Crore	% Share
1	Infrastructure	103146	16.30	102289	16.10
2	NBFCs and HFCs	69266	10.95	67424	10.61
	w/w HFCs	20148	3.18	18985	2.99
4	Basic Metal & Metal Products	22626	3.58	21794	3.43
5	Construction	13413	2.12	11055	1.74
6	Food Processing	19131	3.02	21844	3.44
7	Textiles	13770	2.18	13769	2.17
8	All Engineering	9728	1.54	12855	2.02
	Total	271228	42.86	270015	42.51

Segment wise exposure Breakup

Rating Profile of Standard NBFC Exposure



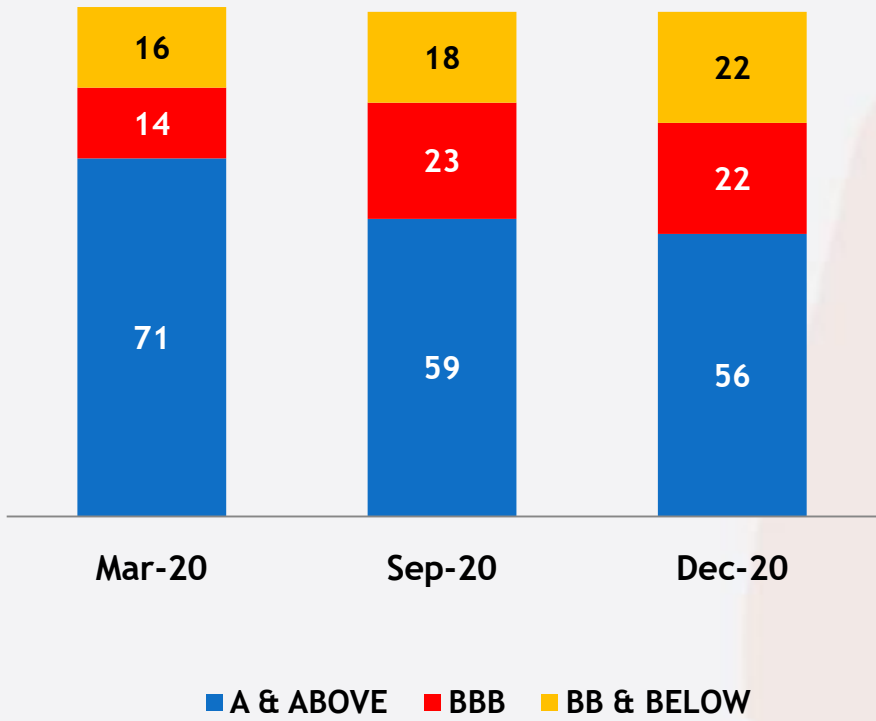
- Central & State PSUs
- Backed by PSUs
- Backed by Large Private Institutions
- Pvt others

	Sep-20		Dec-20	
Ratings	Exposure	% Share	Exposure	% Share
	(Rs in Crs)		(Rs in Crs)	
AAA	25436	39.58	25607	41.04
AA	25856	40.24	23899	38.31
A	11716	18.23	11834	18.97
BBB	1147	1.78	984	1.58
BB & Below	104	0.16	65	0.10
Total	64259	100.00	62389	100.00

Credit Rating Matrix & CIBIL Rating Profile

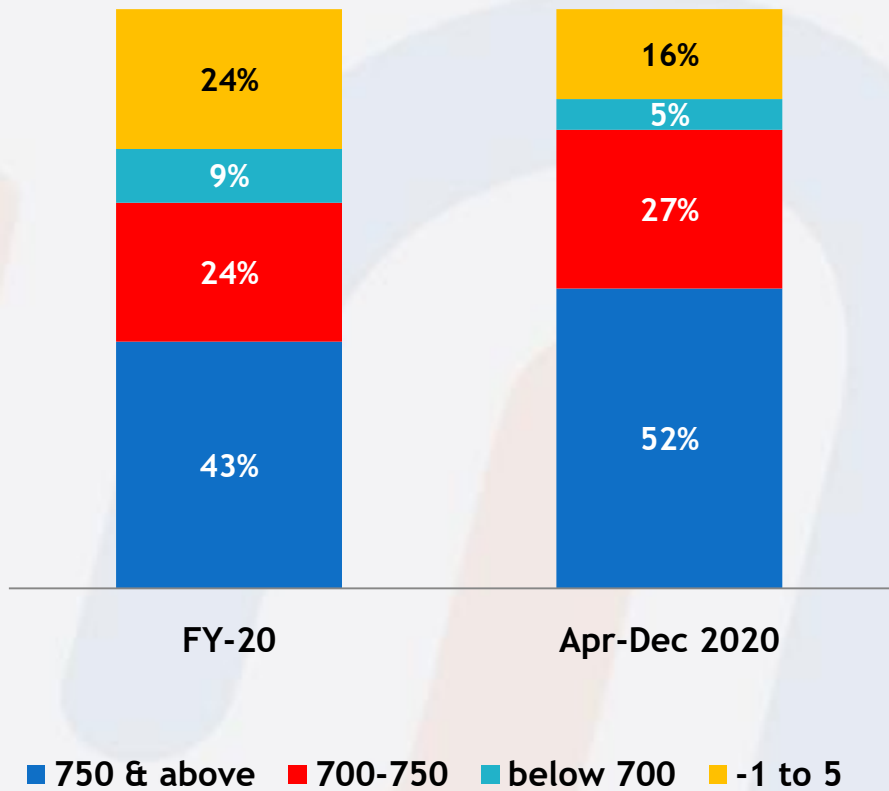
Rating Matrix...

Rating Matrix of outstanding Corporate loans (>5 crore)



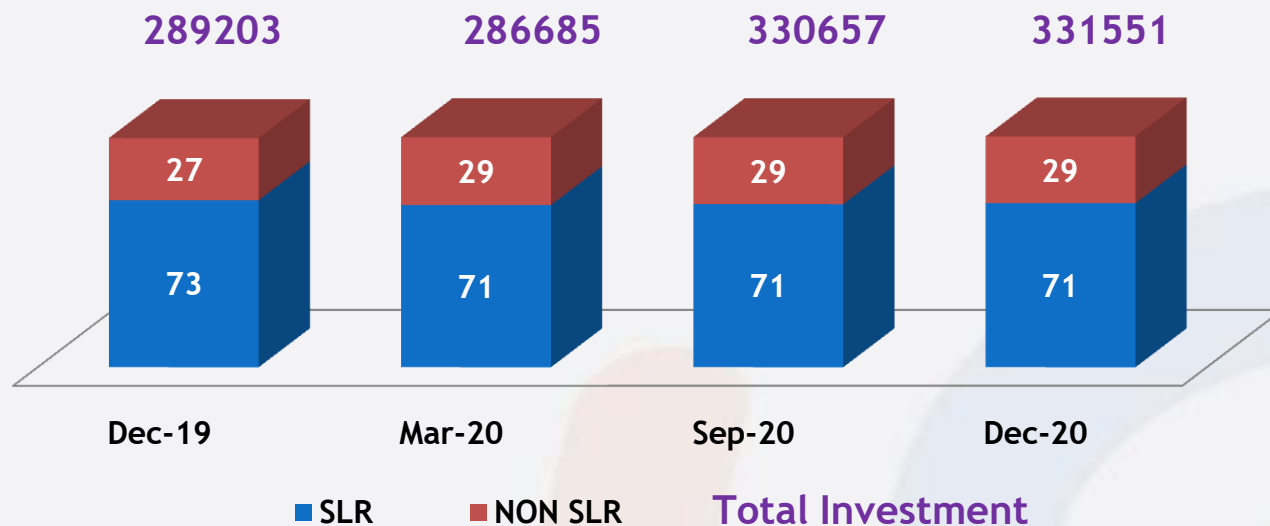
Improved rating profile of new retail loans sanctioned

Retail CIBIL Rating Profile



Investments

Global Investment (Rs. in Crore)



Particulars (Domestic)	Sep-2020	Dec-2020	Duration (Years)	
	(Rs. in Crore)	(Rs. in Crore)	Sep-20	Dec-20
Available for Sale	92,737	83785	2.53	2.30
W/w SLR	57,361	50252	2.45	1.78
NON SLR	35,376	33533	2.72	3.28

Composition of Domestic Investment

Category	Dec-19	Mar-20	Sep-20	Dec-20	Growth %	
					Y-o-Y	Q-o-Q
SLR Investment	208567	200763	233196	235126	13	1
Non-SLR Investment	78665	84006	95937	94550	20	-1
• Commercial Paper	4324	6144	6080	6005	39	-1
• Certificate of Deposits	2725	5349	2353	1901	-30	-19
• Mutual Funds	442	446	886	781	77	-12
• Shares	5836	5820	5785	5800	-1	0
• Bond & Debenture	62149	61653	76240	75488	21	-1
• Others	3188	4593	4592	4575	44	0
Total Investment	287232	284769	329132	329676	15	0

Business from Overseas Branches

US \$ in billion (Rs. in crore)	Dec* 2019	Sep** 2020	Dec^ 2020	Growth (%)	
				Y-o-Y (US\$)	Y-o-Y (INR)
Total Business	3.18 (22697)	2.81 (20765)	2.70 (19759)	-15.1	-12.9
Total Deposits	0.49 (3541)	0.33 (2473)	0.41 (3011)	-17.1	-15.0
Total Advances	2.69 (19156)	2.48 (18292)	2.29 (16748)	-14.8	-12.6

1US\$ = Rs.71.37 as on Dec 31, 2019

**1US\$ = Rs. in 73.845 as on Sept 30, 2020

^1US\$ = Rs.73.07 In as on Dec 31, 2020

Overseas Branches

1.DIFC , Dubai

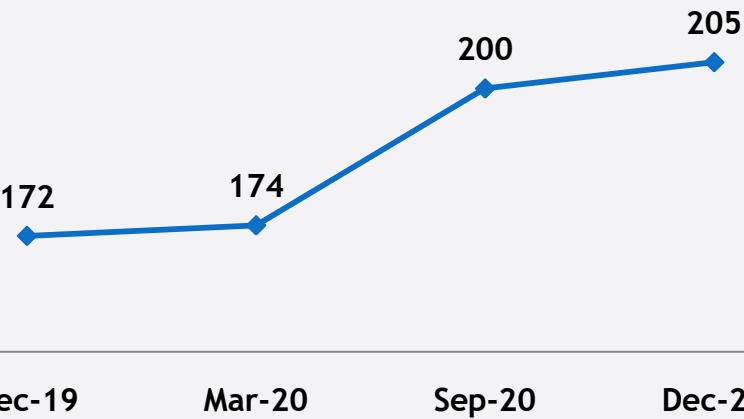
2.Hong Kong

3.Sydney

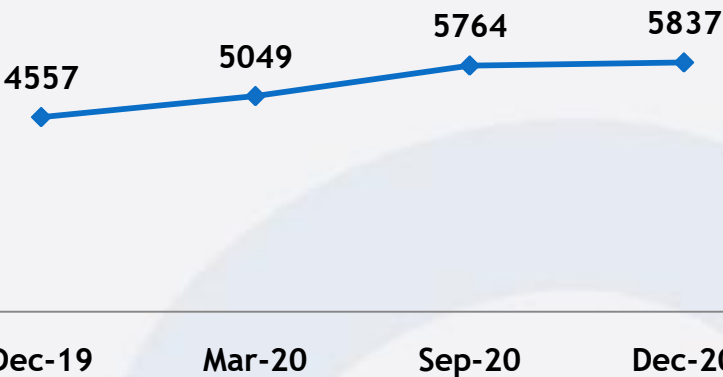
Bank also has one subsidiary - Union Bank of India (UK) Limited

Financial Inclusion

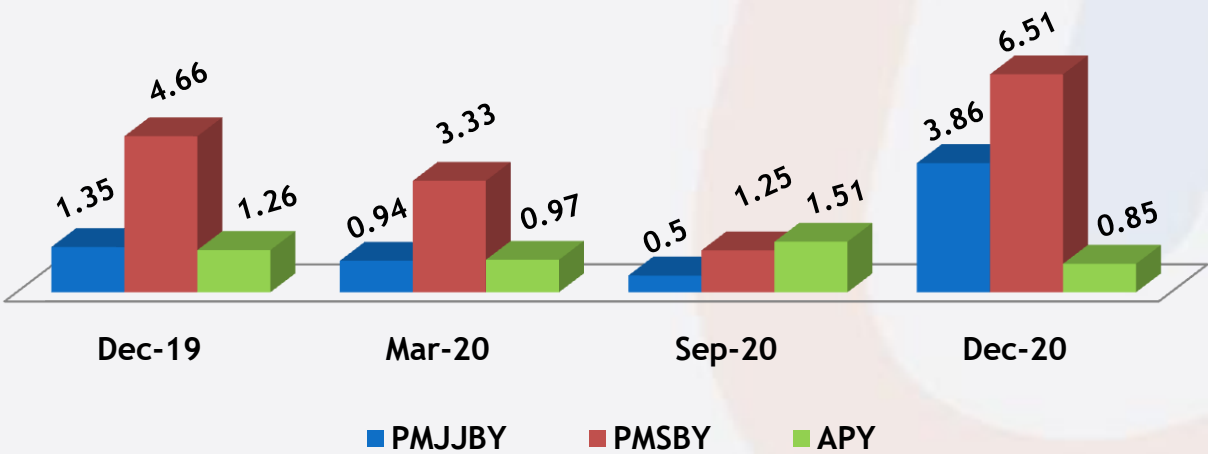
Total PMJDY Accounts
(in Lakh)



Balance in PMJDY Accounts
(In crore)



Financial inclusion Acc- Fresh enrolments
(in Lakh)



Terminal Figures (in Lakh)

	Dec 19	Dec 20
PMJJBY	31.91	37.48
PMSBY	129.22	140.88
APY	17.06	19.63

Progress under Government Initiatives

(Rs. in crore)

Total outstanding under Mudra loan: Rs.18,016 crores.

Progress under Mudra Yojana (PMMY)

April 20 - December 20

As on 31st December 2020

Category	No. of Accounts	Sanctioned Amount	Outstanding Amount	No. of Accounts	Outstanding Amount
Shishu (< 50k)	512753	735	512.96	1064417	1134
Kishor (Above 50k-5 Lacs)	217935	3794	3126.34	806318	10530
Tarun (Above 5 Lacs-10 Lacs)	22731	1842	1495.82	110244	6351
Total	753419	6371	5135	1980979	18016

Progress under Government Initiatives

Key Highlights of performance in TReDS (as on 31.12.2020)

- ❖ Total number bill discounted till date- 16,612+
- ❖ Total amount of bill discounted till date - Rs.2,280 cr+
- ❖ Interest income earned till date - Rs.46 cr+

Key Highlights of performance under psbloansin59minutes.com (as on 31.12.2020)

- ❖ Number of New Applications received through the portal has crossed 20,900.
- ❖ Total sanctions and disbursement in New accounts has crossed Rs.1690 Cr and Rs.1175 Cr respectively.



GET BANK FINANCE TO EASE YOUR MSME WORKING CAPITAL MANAGEMENT!

UNION
TReDS
Digital Trading Platform for MSMEs



**PSB
LOANS
IN
59
MINUTES
.com**

Statement of Assets & Liabilities

(Rs. in crore)

	As at 31.12.19*	As at 31.03.20*	As at 30.09.20	As at 31.12.20
LIABILITIES				
Capital	3423	3423	6407	6407
Reserves and surplus	34241	30363	55941	57610
Share application	0	0	0	0
Deposits	445091	450668	886098	882423
Borrowings	36572	52486	53806	57242
Other Liabilities and Provisions	10625	13743	24880	29664
Total	529951	550683	1027132	1033346
ASSETS				
Cash and Balances with Reserve Bank of India	21104	20118	32597	31928
Balances with Banks and Money at call and Short Notice	13501	34988	33242	32391
Investments	160266	152414	324320	325197
Advances	307566	315049	579030	582895
Fixed Assets	3727	4763	7282	7322
Other Assets	23787	23351	50661	53613
Total	529951	550683	1027132	1033346

* Previous period figures are of Union Bank and not aggregated

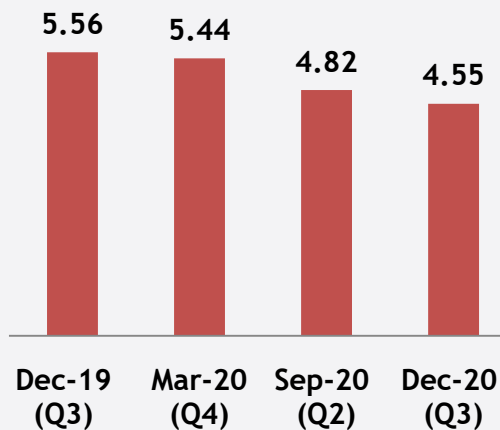
FINANCIALS

Cost & Yield Ratio

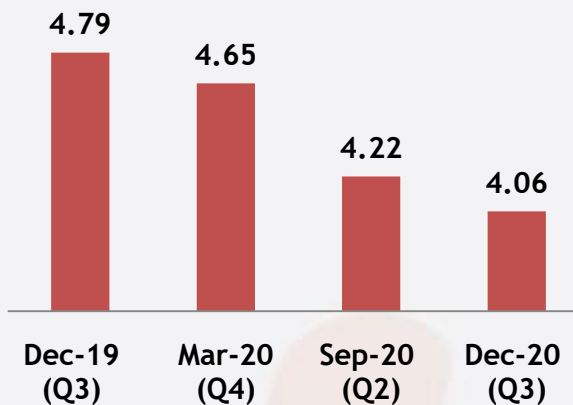
Parameters	Dec-19 (Q3)		Sep-20 (Q2)		Dec-20 (Q3)		9M FY 2020		9M FY 2021	
	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global
Cost of Deposit	5.57	5.56	4.83	4.82	4.56	4.55	5.64	5.63	4.81	4.80
Cost of Funds	4.82	4.79	4.28	4.22	4.12	4.06	4.91	4.88	4.25	4.20
Yield on Advances	8.62	8.48	7.62	7.45	7.39	7.25	8.49	8.37	7.70	7.54
Yield on Investment	6.95	6.92	6.29	6.27	6.27	6.25	7.03	7.00	6.35	6.33
Yield on Funds	7.28	7.20	6.63	6.53	6.70	6.61	7.26	7.20	6.67	6.58

Cost & Yield Ratio- Global (Quarterly)

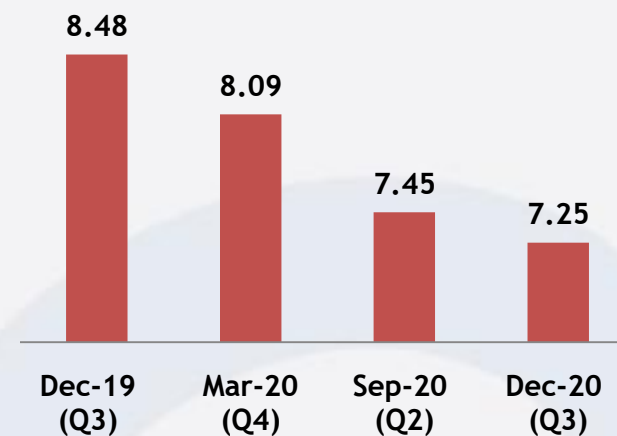
Cost of Deposit



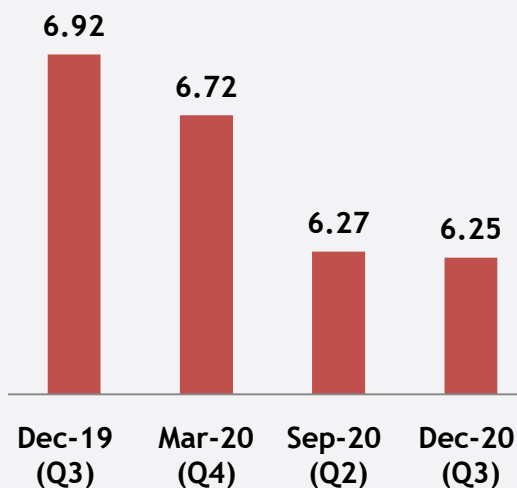
Cost of Funds



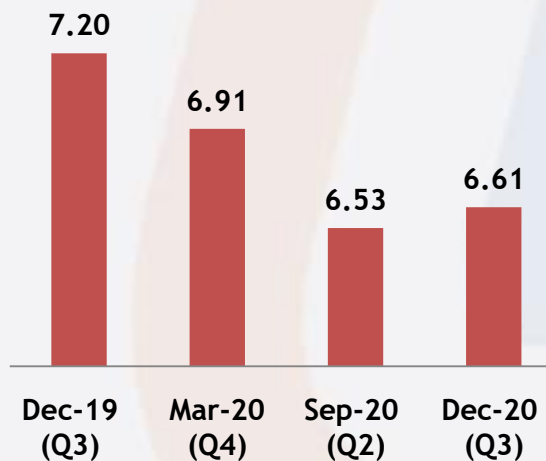
Yield on Advances



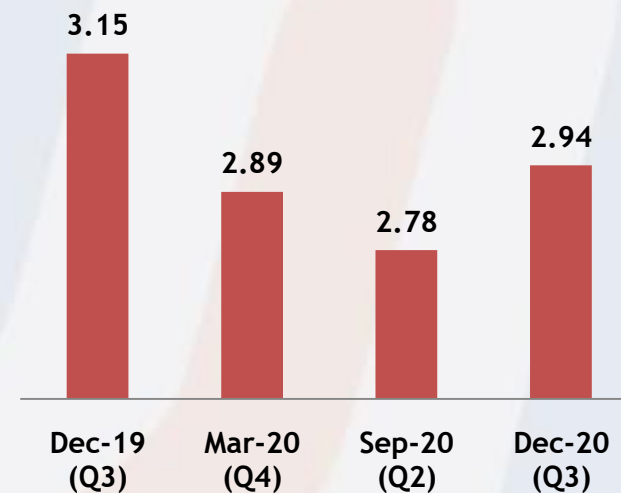
Yield on Investment



Yield on Funds

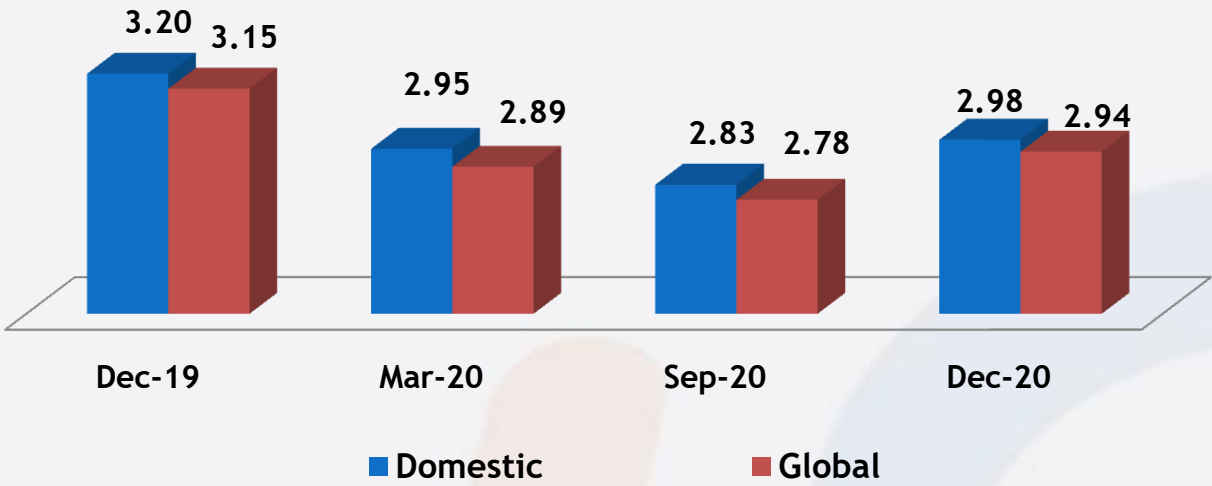


Net Interest Margin (NIM)

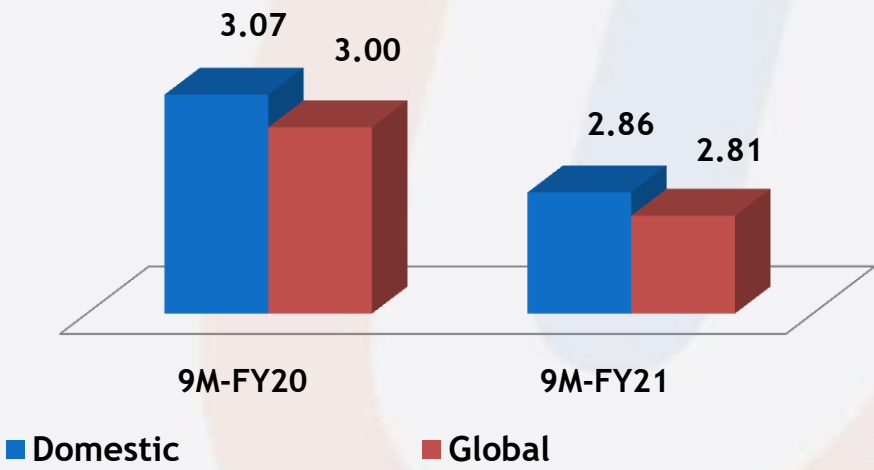


Movement of NIM*

NIM Quarterly



NIM 9-Months

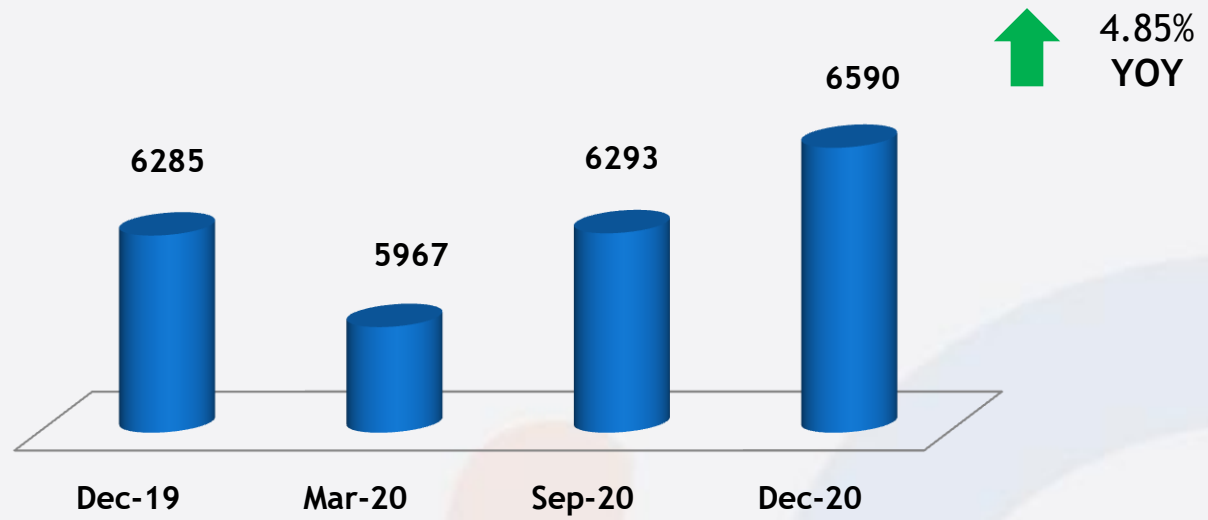


*NIM is calculated on AEA (Net Basis) .

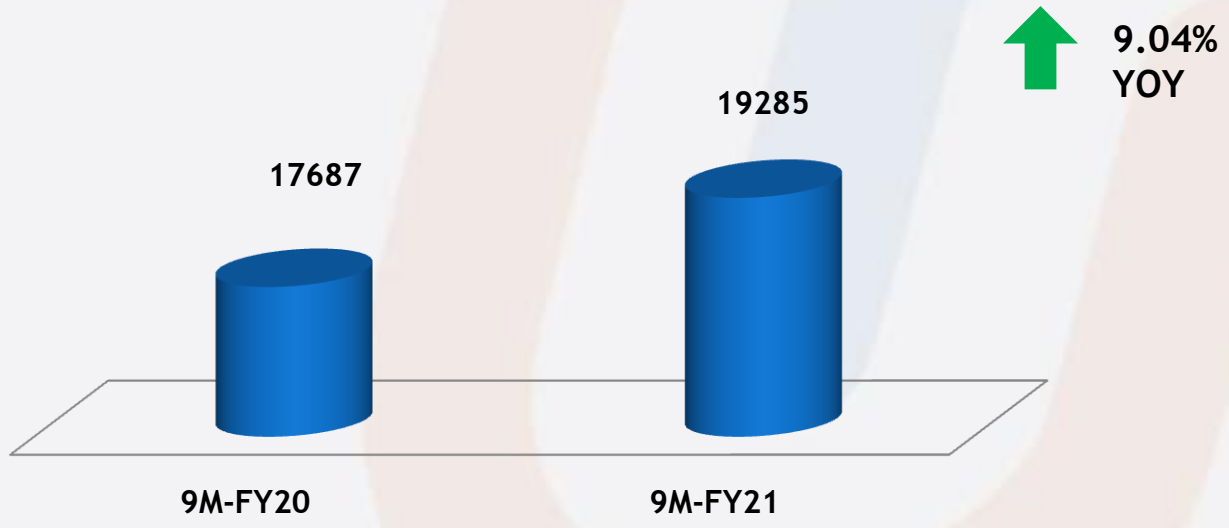
Net Interest Income

(Rs. in crore)

Quarterly



9-Months



	Parameters	Dec-19 (Q3)	Mar-20 (Q4)	Sep-20 (Q2)	Dce-20 (Q3)	Growth (%) YoY	Growth (%) QoQ	9M FY20	9M FY21	Growth (%)
1.	Interest on Advances	13004	12651	11880	11452	-11.93	-3.60	38376	35795	-6.72
2.	Interest on Investments	4991	4879	5266	5161	3.41	-1.99	14533	15663	7.77
3.	Other Interest Income	725	710	630	474	-34.62	-24.76	2036	1834	-9.94
4.	Total Interest Income (1+2+3)	18720	18241	17776	17087	-8.72	-3.88	54945	53292	-3.01
5.	Interest on Deposits	11773	11572	10568	9845	-16.37	-6.84	35185	31389	-10.79
6.	Other Expenses	662	702	916	653	-1.36	-28.71	2073	2618	26.24
7.	Total Interest Expense (5+6)	12435	12274	11483	10498	-15.58	-8.58	37258	34007	-8.73
8.	Net Interest Income (4-7)	6285	5967	6293	6590	4.85	4.72	17687	19285	9.04
9.	Non Interest Income	3667	3698	2308	3016	-17.76	30.68	8056	6786	-15.76
10.	Operating Income (8+9)	9952	9665	8601	9606	-3.48	11.68	25743	26071	1.27
11.	Operating Expenses	4125	5974	3866	4294	4.11	11.07	11356	11992	5.60
12.	Operating profit	5827	3690	4735	5311	-8.86	12.16	14386	14079	-2.14

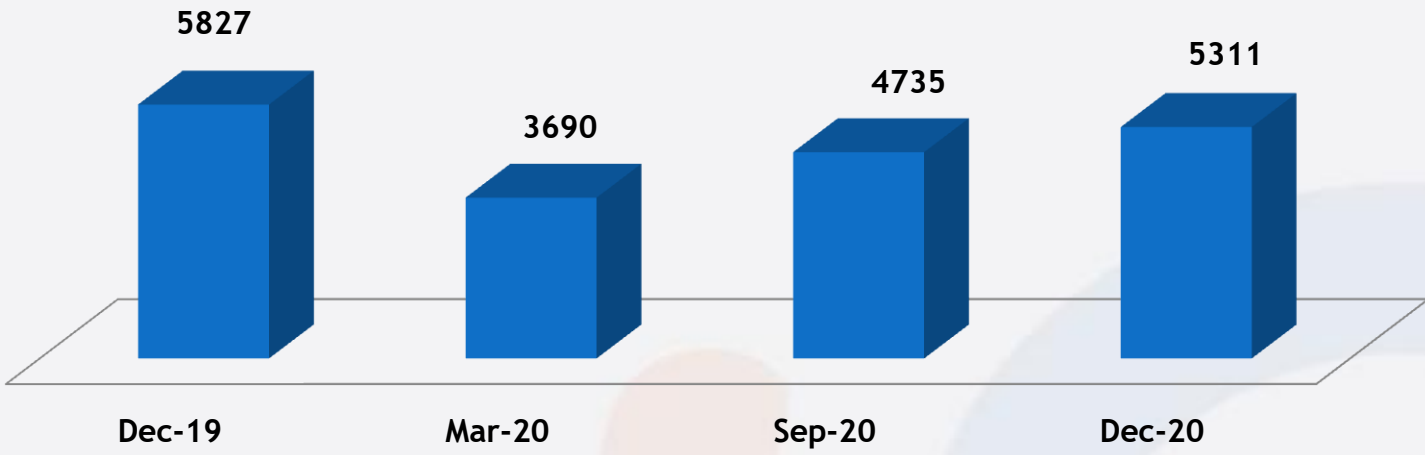
Non Interest Income

	Parameters	Dec-19 (Q3)	Mar-20 (Q4)	Sep-20 (Q2)	Dec-20 (Q3)	Growth (%) YoY	Growth (%) QoQ	9M FY20	9M FY21	Growth (%)
1.	Core Fee Based Income	1359	1546	980	1321	-2.76	34.80	3913	3057	-21.88
a.	w/w Processing charges and LC/BG Commission	462	578	202	500	8.23	147.52	1247	920	-26.22
b.	Comm. On Insurance Business	34	47	64	56	66.33	-11.55	103	140	35.94
c.	Comm. On Govt Business	15	24	15	29	93.33	93.33	39	49	25.64
d.	Comm. on CMS	21	31	10	7	-66.67	-30.00	52	22	-57.69
e.	Debit card/PoS income	239	213	210	149	-37.66	-29.05	706	480	-32.01
2.	Treasury Income	411	1582	1065	1458	254.74	36.90	1517	3153	107.84
a.	w/w profit on Sale of Investments	284	1455	932	1326	366.90	42.27	1129	2777	145.97
b.	Exchange Profit	127	128	133	132	3.94	-0.75	388	376	-3.09
3.	Recovery in Write-off Accounts	1896	558	262	236	-87.55	-9.92	2608	576	-77.91
4.	Others	0	12	0	0	--		18	0	--
	Total	3666	3698	2308	3016	-17.73	30.68	8056	6786	-15.76

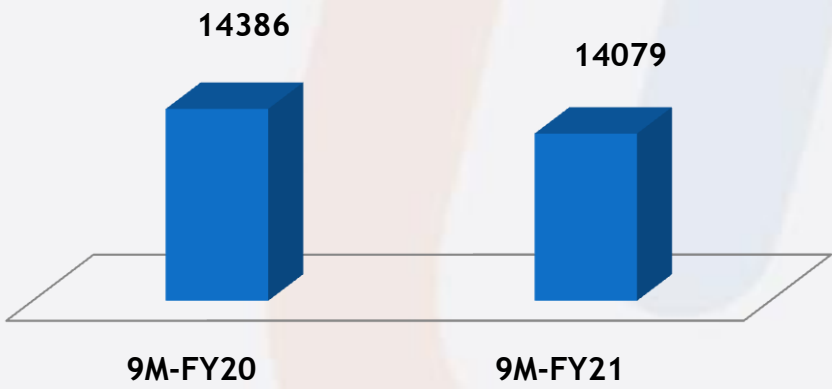
Operating Profit

Quarterly

(Rs. in crore)



9- Months



Provisions

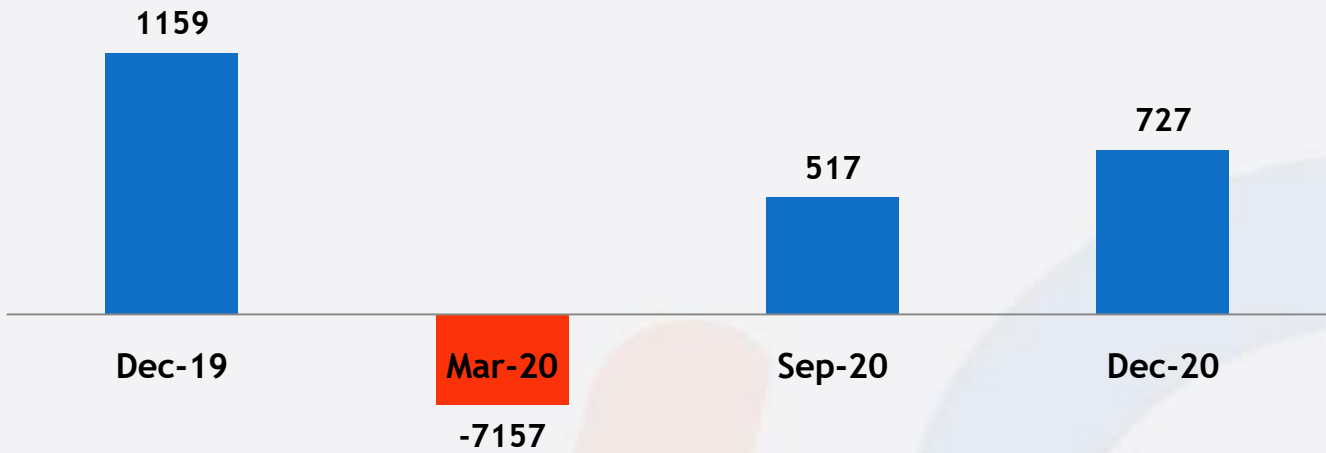
(Rs. in crore)

Parameters	Dec-19 (Q3)	Mar-20 (Q4)	Sep-20 (Q2)	Dec-20 (Q3)	9M FY20	9M FY21
NPAs	3898	8526	3721	3036	12024	9208
Standard Assets	-211	550	51	2227	415	2688
Depreciation on Investment	336	285	81	22	370	-104
Shifting Loss	0	0	0	0	165	124
Restructured Advances	-2	-24	-5	-54	-11	32
FITL (Std)	-61	2	1	8	-101	12
Deferred Tax Liability	238	-729	74	-284	-384	-64
Frauds-Non Credit	4	-1	33	3	24	44
Provision on Wage Arrears	285	131	221	0	465	866
Taxation	144	2023	0	-388	757	-388
Others	36	84	41	14	118	85
Total	4667	10847	4218	4584	13842	12503

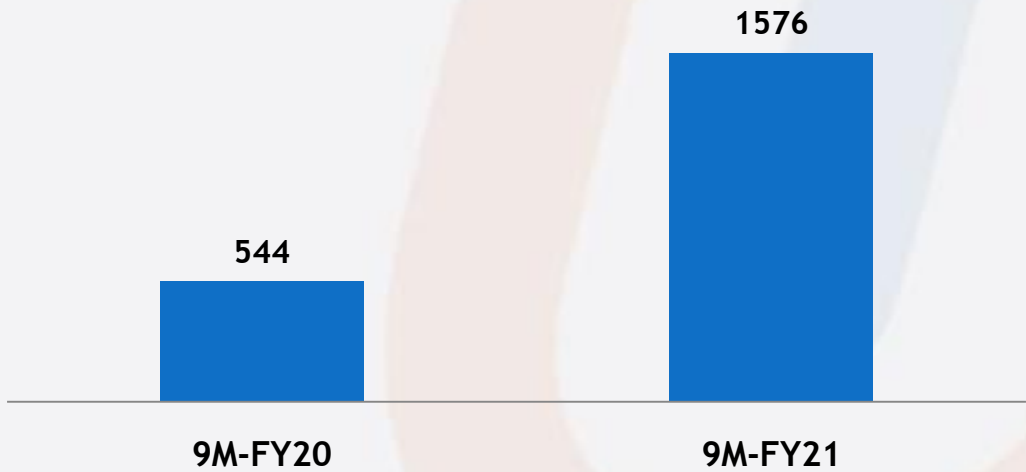
Net Profit

(Rs. in crore)

Quarterly

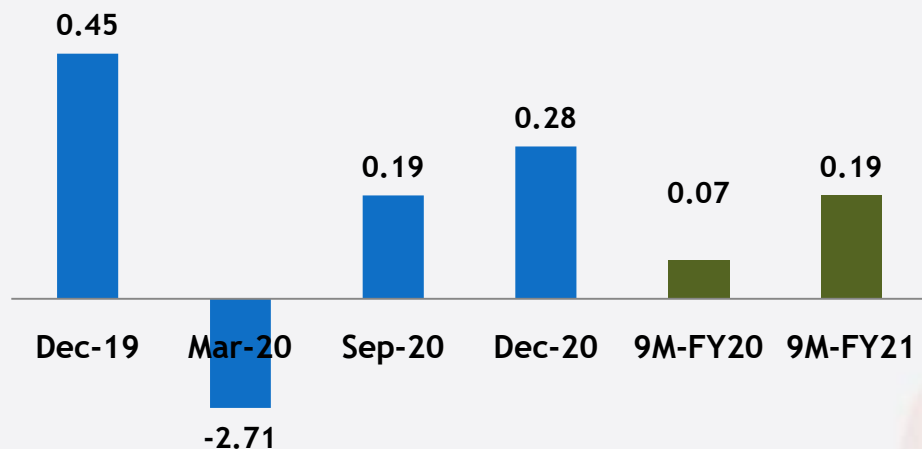


9 Months

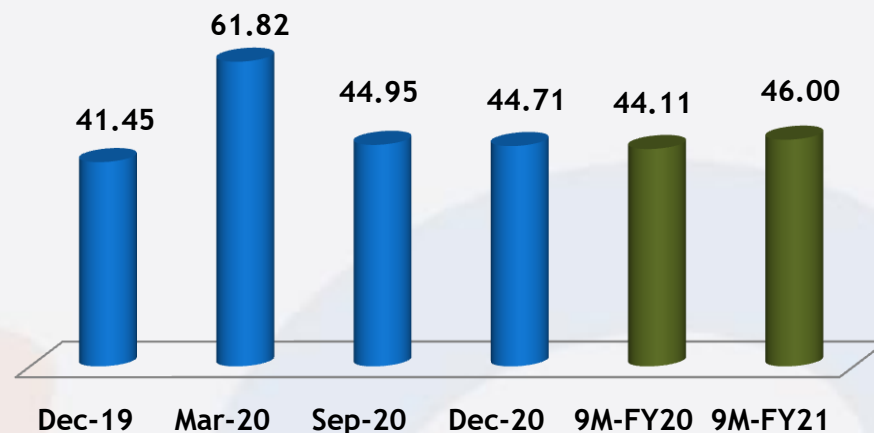


Efficiency/Profitability Ratios

Return on Average Assets



cost to income ratio



S. No.	Efficiency Parameters	Dec-19 (Q3)	Mar-20 (Q4)	Sep-20 (Q2)	Dec-20 (Q3)	9M FY 2020	9M FY 2021
1	Return on Equity* (%)	9.09	-73.87	4.96	6.79	1.42	4.91
2	Book Value Per Share	85.67**	67.60**	64.97	66.85	85.67**	66.85
3	Earnings per share*	9.82**	-29.25**	3.23	4.54	-2.69**	3.28

*Annualized

** Figures are of Union Bank and not aggregated

Efficiency Ratios

(Rs. in crore)

Profitability Parameters	Dec-19 (Q3)	Mar-20 (Q4)	Sep-20 (Q2)	Dec-20 (Q3)	9M FY 20	9M FY 21
Business per Branch	157.17	160.04	160.29	160.00	157.17	160.00
Business per employee	19.92	20.41	20.44	19.41	19.92	19.41
Gross Profit per Branch	2.43	1.54	1.97	2.21	2.00	1.96
Gross Profit per Employee	0.31	0.20	0.25	0.27	0.25	0.24

ASSET QUALITY & CAPITAL

OTR & COVID Related Provisions as on 31.12.2020

(Rs. in crore)

Category	Implemented (31.12.2020)	Invoked/Estimated Implementation	31.03.2021 Expected
MSME (Up to Rs.25 cr)	1406	1472	2878
Personal Loans	1866	1384	3250
Corporate	0	10598	10598
Total	3272	13454	16726

Particulars	% to Gross Advances
Proforma slippages	1.8
One Time Restructure (OTR) (Including Estimated Implementation)	2.5
SMA -2 (Rs.5 Cr & Above)	0.8
Total	5.1

Against the above, provision held is approx. Rs.3400 crores which is about 10% of stress book.

Asset Quality: Movement in Non Performing Assets

(Rs. in crore)

Parameters	Dec-19 (Q3)	Mar-20 (Q4)	Sep-20 (Q2)	Dec-20 (Q3)	9M FY20	9M FY21
Gross NPAs - Opening	100626	100432	97190	95797	98427	97193
Add : Additions	8669	4303	673	332	21396	2755
Less : Reductions	8863	7542	2066	8160	19391	11980
1. Recoveries	3006	1983	1218	1554	5174	3523
2. Up-gradation	717	733	790	756	2618	2301
3. Write Off	5140	4827	58	5850	11598	6156
Gross NPAs- Closing	100432	97193	95797	87968	100432	87968
Gross NPA (%)	15.51	14.59	14.71	13.49	15.51	13.49
Net NPA	37910	31325	23894	19063	37910	19063
Net NPA (%)	6.48	5.22	4.13	3.27	6.48	3.27
Provision Coverage Ratio (%)	73.91	78.21	83.16	86.18	73.91	86.18
Tangible PCR (%)	62.27	67.79	75.06	78.33	62.27	78.33
Credit Cost (%)	2.42	5.38	2.29	1.86	2.49	1.86

Asset Quality: Sectoral

(Rs. in crore)

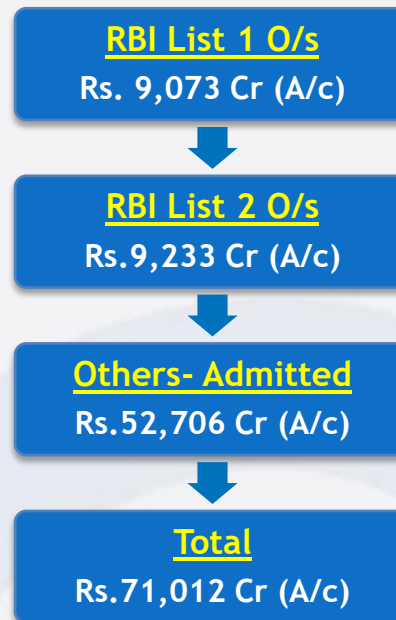
Sectors	Slippages During Q3 FY 21	NPAs Dec 2020	Sectoral NPA %		
			Dec-19	Sep-20	Dec-20
Retail Loans	21	3293	3.44	3.05	3.04
Agriculture	12	10112	10.06	9.60	8.71
MSME	33	15191	17.20	17.57	15.67
Large Corporate & others	266	59372	21.13	19.99	18.50
Total	332	87968	15.51	14.71	13.49

Status of NCLT Accounts

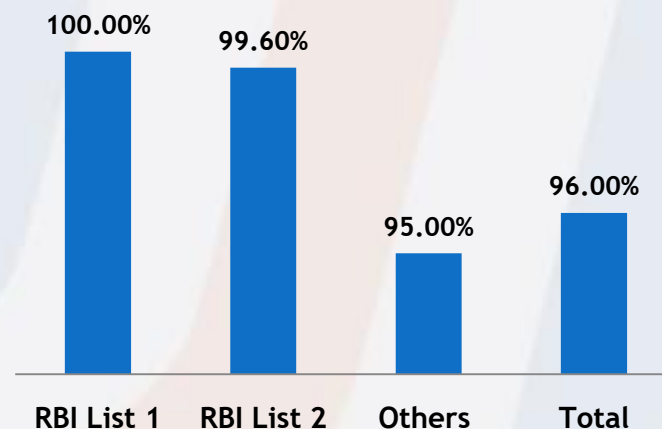
Particulars	No. of Accounts	Outstanding (Rs. In Crs)
Total Accounts admitted by NCLT	515*	62956
w/w Accounts where Resolution plan approved by CoC	105	16618
w/w Accounts where Resolution plan approved by NCLT	67	8510
w/w Accounts Under Implementation of Resolution Plan	10	532
w/w Accounts where Resolution plan fully Implemented	40	20064**

*W/w Accounts under Liquidation as on 31.12.2020 is 163 accounts of Rs.1895 crores.

**Total recovery from NCLT is Rs.8473 crores from Resolution/Liquidation till 31.12.2020(Since beginning).



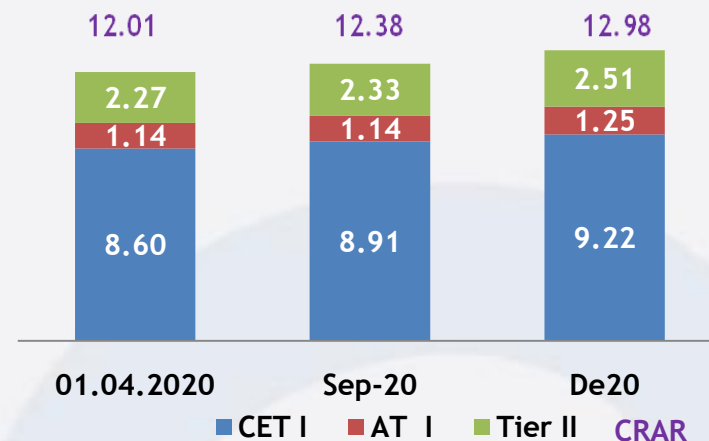
PCR on NCLT accounts



Basel III : Capital Adequacy & Ratings

	Parameter	01.04.2020		Sep-20		Dec-20	
		Amt.	% to RWA	Amt.	% to RWA	Amt.	% to RWA
1	Tier I	53036	9.74	54760	10.05	55904	10.47
	Common Equity I	46836	8.60	48560	8.91	49204	9.22
	Additional Tier I	6200	1.14	6200	1.14	6700	1.25
2	Tier II	12334	2.27	12705	2.33	13367	2.51
3	Total Capital (Tier I+II)	65370	12.01	67465	12.38	69271	12.98
4	RWA	544423		544759		533784	

Capital Adequacy



Rating Agency (Date of Rating)	Basel III	
	Tier I	Tier II
CRISIL Ratings (10.09.2020)	AA-/ Negative	AA+/ Negative
CARE Ratings (15.10.2020)	AA-/ Negative	AA+/ Negative
Brickwork Ratings (15.10.2020)	AA/ Negative	AA+/ Stable
India Ratings (14.10.2020)	AA/ Stable	AA+/ Stable
ICRA Ratings (11.09.2020)	-	AA+ (Negative) (hyb)

S&P

Issuer Credit Rating-
BB+/Stable/B

Moody's

Issuer Credit Rating-
Ba1/ Negative/NP

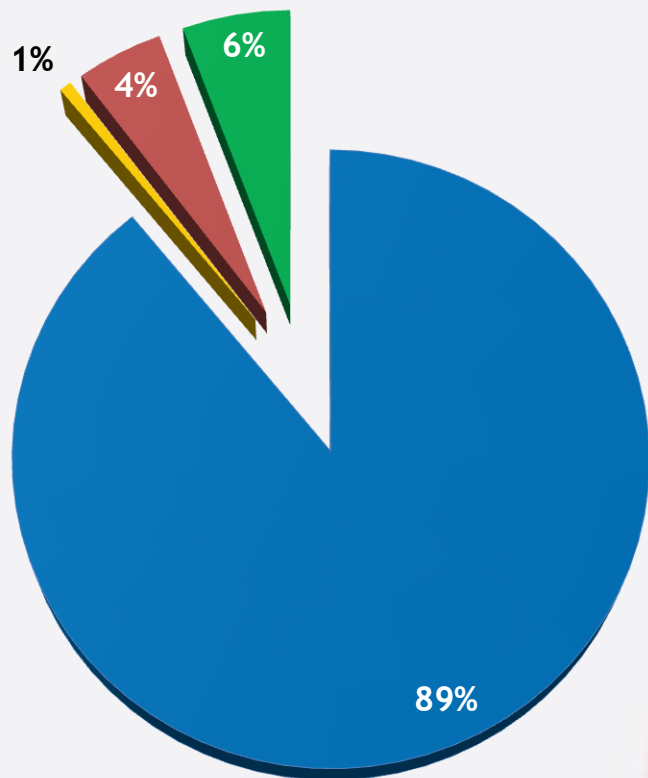
**Capital raised during
FY20-21.**

Basel III complaint Additional Tier I Bonds for Rs. 1705 crores out of which Rs.1205 raised in Jan, 2021.

Basel III Compliant Tier II Bonds for Rs.2000 crores.

Shareholding Pattern

December-2020



■ Govt. of India ■ FII ■ DII ■ Public & others

Particulars	As on 31.12.2020
Share Capital	Rs.6,407 crore
No. of Equity Shares	Rs.640.68 crore
Net Worth	Rs.42,950 crore
Promoters Holding (%)	89.07%
Market Cap*	Rs.20,214 crore

* Closing Price taken from NSE as of 31st December 2020 (31.55).

UPDATE ON AMALGAMATION

On 01st April 2020
3 Banks have come together.....

9500+ Branches

13000+ ATMs

8.5+ Tn Deposits

5.5+ Tn Advances

120+ Mn Customers

77,000+ Employees

96 Years



Where India Banks

Year: 1923

100 Years



Good people to Bank with

Year: 1919

114 Years



Prosperity for All

Year: 1906

Amalgamation Update - Features



Geographical spread
Branch network share
>5% in 15 states



MSME business
MSME market
share>15% in 10
states



Financial Inclusion
Total BC points
> 1100



Credit centralization
75% credit processing
centralized



**Rural & Semi Urban
credit**
Quicker credit sanction
& external sourcing



**Large corporate
credits**
Large corporate
accounts 825+

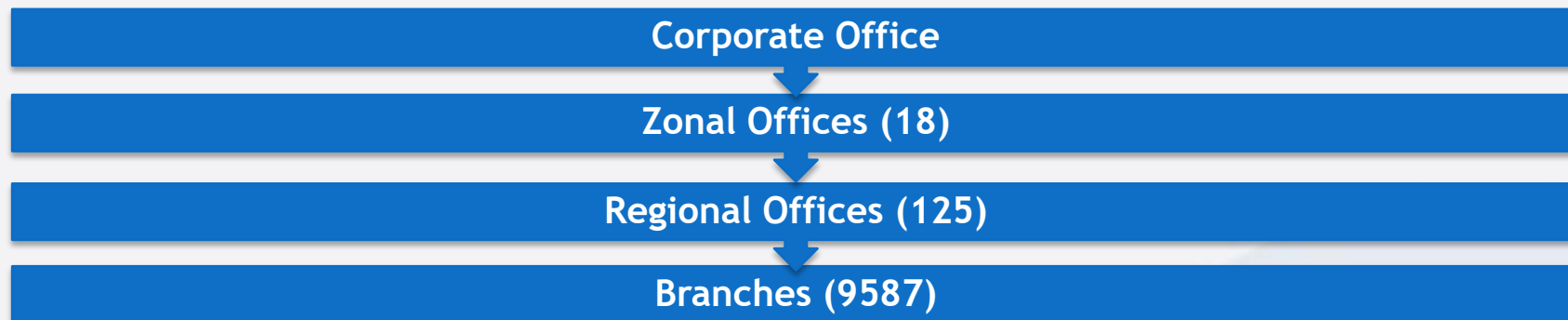


Risk management
Robust risk
assessment



Analytics
Early warning
system

Organisation Design: Revamped Tier Structure & CPCs



Particulars	No. of Units (Dec-19)	No. of Units (Sep-20)	No. of Units (Dec-20)	Sectors covered
ULP	75	121	129	Retail (Housing and Mortgage Loan)
USK	52	62	62	Retail, Agriculture and MSME
SARAL	48	90	90	MSME, Agriculture (selected segment)
MCB	23	40	37	Mid Corporate
IFB	7	7	7	Large Corporate

Organization Structure & New Initiatives



Organization structure for Central Office and Field has been rolled out along with Centralised Processing Centres (CPCs) and specialized branches



Training on KRAs, operating model, processes etc to employees of all verticals has been completed



Cultural Integration Summit for all GMs, DGMs, AGMs, CPC Heads and select Branch Heads completed.



Committee formed to review the progress and give directions during the implementation of various new initiatives undertaken by the verticals

Amalgamation Update - Key Synergy Benefits

Initiative

Aspiration

Progress



Branch Network

750
Rs 375.00 Crore

437 identified
130 approved
76 Colocation commenced



ATM rationalization

600 ATMs

158 Closed



IT Cost

Rs 240 Crore

Cost avoidance of Rs 167 Crore



Other Cost rationalization

Rs 1264 Crore
for year 1

40+ cost synergy initiatives are being pursued across the bank
Synergy accrual value of Rs.821 Crore has been achieved till now

Key Milestones Achieved on Day 0 with minimal disruptions

- Harmonized products and policies
- Harmonized charges & interest rates
- Harmonized Risk rating frameworks and Lending Automation
- Inter-operability of Basic Services
- Field Training and handholding
- Allotment of shares to shareholders of e-Andhra & Corporation Bank
- Harmonized Staff Benefits and HRMS Integration
- Single Treasury operations

Seamless IT Integration in Record Time

- Both Banks branches migrated to Union Bank network as on 25.01.2021
- Minimal customer impact
- No change in Account Number, Cards and other credentials
- Can continue with current IFSC codes till March 2021

GROUP ENTITIES

Subsidiary/JV/Associates		Name
Subsidiary		Union Bank of India (UK) Limited
Subsidiary		Union Asset Management Co. Private Limited
Subsidiary		Corp Bank Securities Limited
Subsidiary		Andhra Bank Financial Services Limited
Subsidiary		Union Trustee Co. Pvt. Limited
Joint Venture		Star Union Dai-ichi Life Insurance Co. Limited
Joint Venture		India First Life Insurance (IFLIC)
Joint Venture		ASREC India limited
Joint Venture		India International Bank (Malaysia) BHD
Associate		Chaitanya Godavari Gramin Bank

(Rs. in crore)

Subsidiaries

Subsidiaries				
Union Bank of India (UK) Limited • Wholly owned subsidiary operating in UK • Equity Investment - Rs. 1005.43 crores	Bank's Shareholding	Particulars	9MFY20	9MFY21
	100%	Total Income	108.04	87.60
		Net Profit/ (Loss)	(27.16)	0.40
		Total Assets	3409.73	3234.05
		Capital & Reserves	698.42	942.10
Union Asset Management Co. Private Limited • Wholly owned subsidiary • Bank's Equity Investment - 186.03 Crores • Dai-ichi Life Holdings Inc, Japan invested Rs. 133.43 Crore in Union AMC through Compulsorily convertible preference shares (CCPS) in May, 2018 • 278,161 Folios • Launched Union Hybrid Equity - New Fund Offer in December 2020	Bank's Shareholding	Particulars	9MFY20	9MFY21
	100%	Total Income	33.44	34.58
		Net Profit/ (Loss)	2.35	1.75
		Total Assets	195.84	201.04
		Capital & Reserves	189.41	191.81
		Assets under Management (AUM)	4229	4087

Details of Group Entities

(Rs. in crore)

Subsidiaries				
<u>Corp Bank Securities Limited</u>	Bank's Shareholding	Particulars	9MFY20	9MFY21
- Engaged in Institutional Equity broking (commenced in November 2015). - Trading of equity shares (proprietary), trading/investment in CPs/CDs, distribution of mutual funds (institutional business)	100%	Total Income	7.69	2.49
		Net Profit/ (Loss)	3.61	1.28
		Total Assets	104.11	103.8
		Capital & Reserves	102.48	103.37
<u>Andhra Bank Financial Services Limited</u>	Bank's Shareholding	Particulars	9MFY20	9MFY21
- Incorporated in 1991 to carry on activities/business of Leasing, Hire purchasing and Merchant Banking. - As per directives of RBI, company is not carrying out any commercial activities.	100%	Total Income	1.23	1.19
		Net Profit/ (Loss)	0.78	0.76
		Total Assets	37.14	38.12
		Capital & Reserves	0.97	1.86

Subsidiaries

Union Trustee Co. Pvt. Limited

- Wholly owned subsidiary
- Equity Investment -Rs. 0.05 crore
- Act as a trustee company for Union Mutual Fund

Bank's
Shareholding

100%

Particulars

9MFY20

9MFY21

Total Income

0.15

0.15

Net Profit/ (Loss)

(0.01)

(0.02)

Total Assets

0.17

0.14

Capital &
Reserves

0.10

0.07

Joint Venture

Star Union Dai-ichi Life Insurance Co. Limited

- Joint venture with Bank of India and Dai-ichi Life Holdings INC.
- Equity Investment - 65 Crores
- Pan-India presence through 108 Branch Offices operating as servicing points
- Since inception, gross premium income is Rs.15,244 Crores
- During Q1FY21, Gross Premium Income increased by 16% to 400 Crores
- Till June 30, 2020 SUD Life covered over 39.75 Lakh lives under PMJJBY
- Solvency ratio was 237% as on 30.09.2020.

Bank's
Shareholding

25.10%

Particulars

9MFY20

9MFY21

Total Income

2049.91

2976.51

Net Profit/ (Loss)

40.61

47.05

Total Assets

9517.04

11358.11

Capital &
Reserves

629.54

629.54

(Rs. in crore)

Joint Venture

India First Life Insurance (IFLIC)	Bank's Shareholding	Particulars	9MFY20	9MFY21
	30%	Total Income	2229.98	2698.58
• IFLIC incorporated in June 2008 . • Current Shareholding - Bank of Baroda, Union Bank and Carmel Point Investment India Pvt Ltd (44%; 30% & 26% shareholding basis respectively). • Solvency ratio was 178% as on 30.09.2020.	30%	Net Profit/ (Loss)	(100.94)	(44.91)
		Total Assets	15361.85	16661.16
		Capital & Reserves	915.00	943.46
ASREC India limited	Bank's Shareholding	Particulars	9MFY20	9MFY21
	26.02%	Total Income	8.58	23.11
• ASREC India Ltd was established in 2004 as a securitisation company SARFASIA 2002 (SARFAESIA) with the approval of RBI. • Current Shareholding - Union Bank (26.02%), BOI (26.02%), Indian Bank (38.26%), LIC (9.18%) and Deutsche Bank (0.52%)	26.02%	Net Profit/ (Loss)	1.55	13.90
		Total Assets	179.28	257.93
		Capital & Reserves	147.56	158.04

(Rs. in crore)

Joint Venture

<u>India International Bank (Malaysia) BHD</u>	Bank's Shareholding	Particulars	9MFY20	9MFY21
- India International Bank Malaysia ,Berhad (IIBMB) located at Kuala Lumpur was incorporated on 13.08.2010 as a JV of E-Andhra Bank with Indian Overseas Bank and Bank of Baroda. - Total Investment : Rs 143.28 Cr	25%	Total Income	29.08	24.00
		Net Profit/ (Loss)	5.31	1.62
		Total Assets	1013.00	780.20
		Capital & Reserves	569.65	594.50

Associates

<u>Chaitanya Godavari Gramin Bank</u>	Bank's Shareholding	Particulars	9MFY20	9MFY21
- Operating in Guntur, East Godavari and West Godavari districts in Andhra Pradesh. - Total no. of branches as on 31.12.2020 are 222.	35%	Total Income	530.62	613.98
		Net Profit/ (Loss)	74.16	80.73
		Total Assets	7200.50	9461.70
		Capital & Reserves	508.36	585.57

Associates

Kashi Gomti Samyut Gramin Bank - w.e.f from 01st April 2020, bank has been merged with Baroda UP Bank

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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Thank You!



Investor queries: investor.relations@unionbankofindia.com