



Financial Results Q1FY23

July 26, 2022

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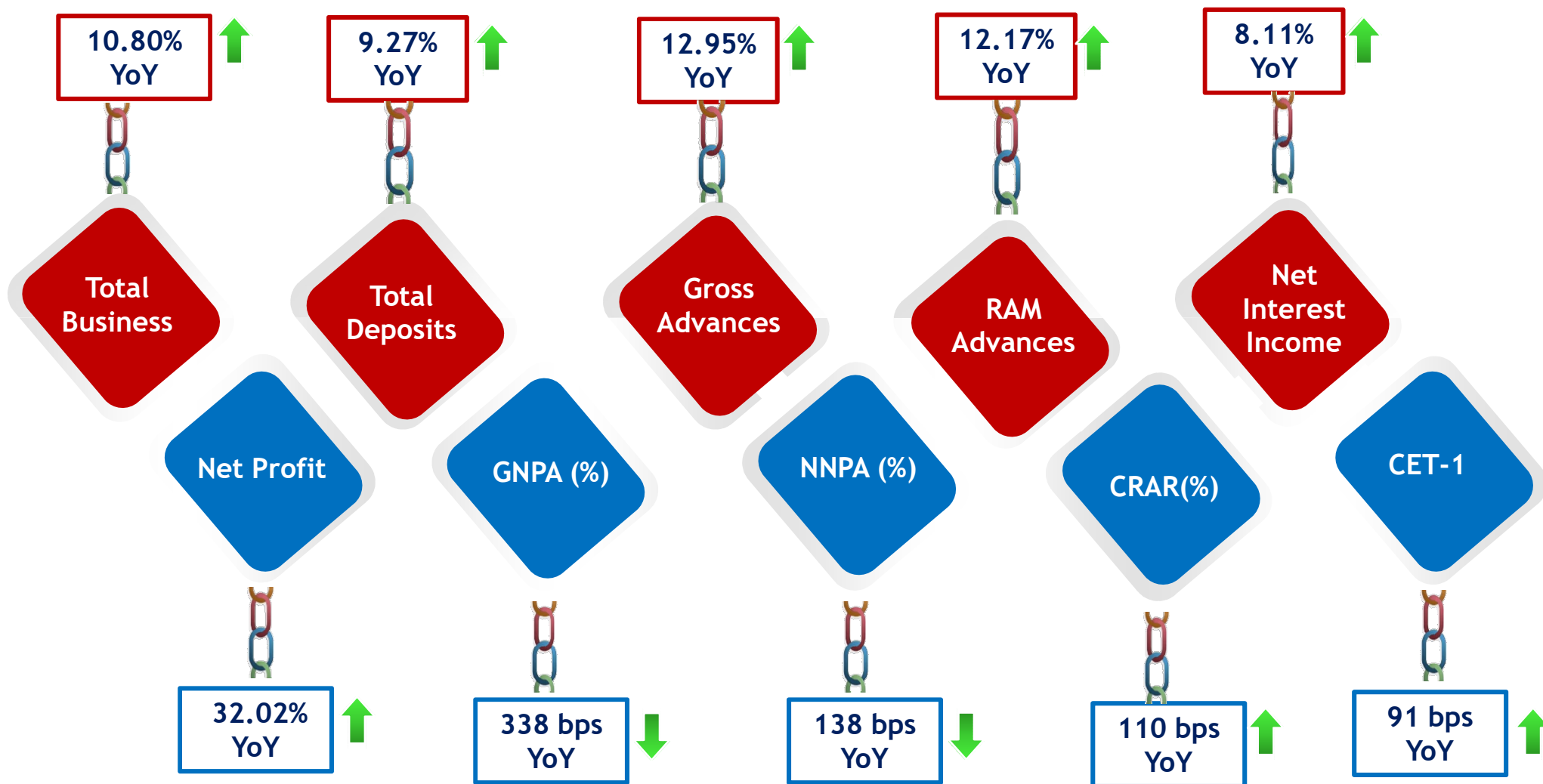
➤ Performance vis-à-vis Guidance

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Performance Highlights



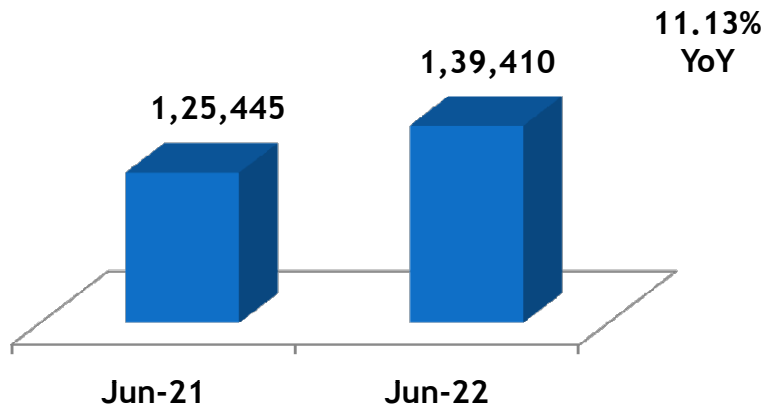
Performance Highlights - Q1FY23



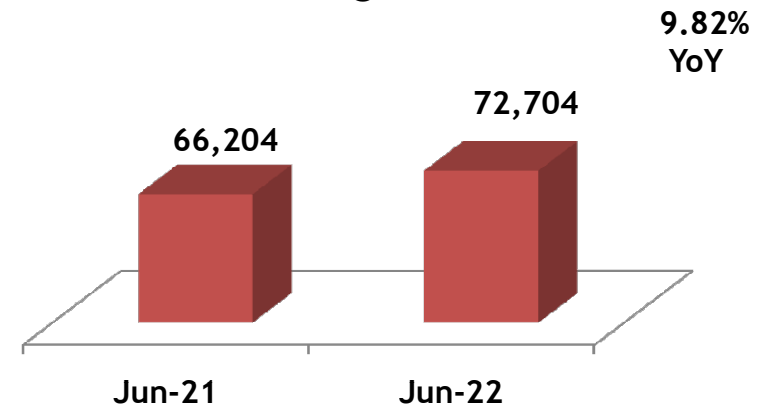
Union Bank : Sustained Improvement (1/2)

₹ in crore

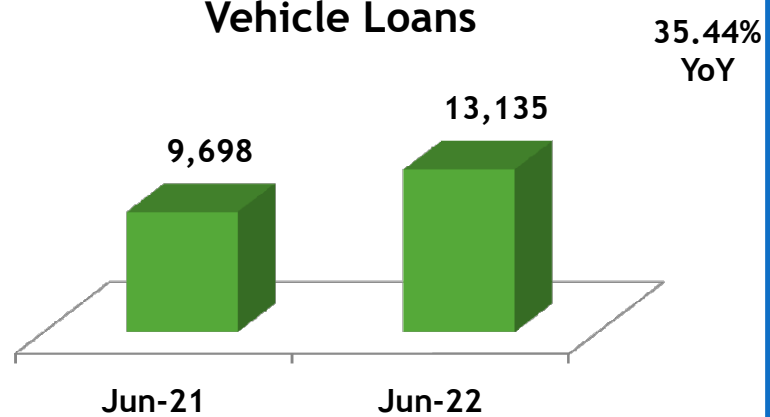
Retail Loans



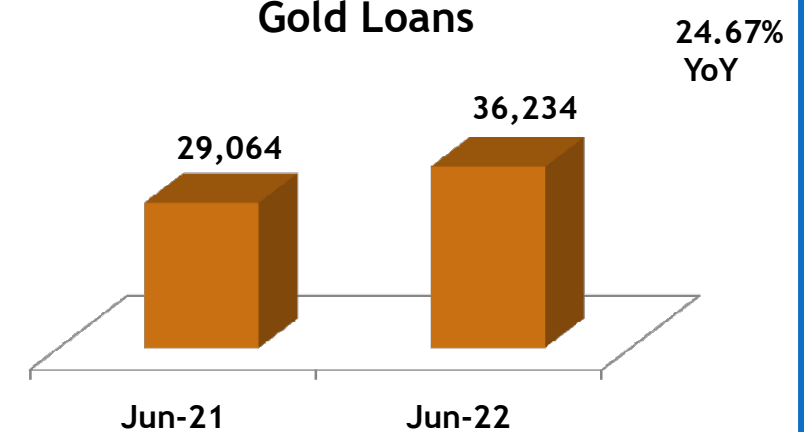
Housing Loans



Vehicle Loans

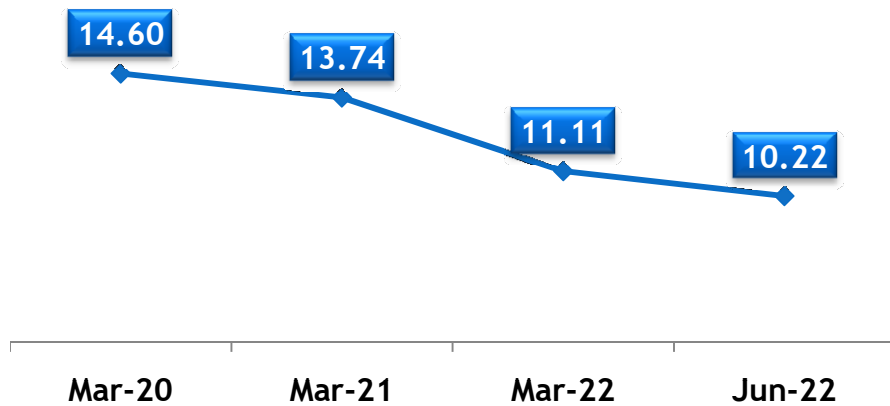


Gold Loans

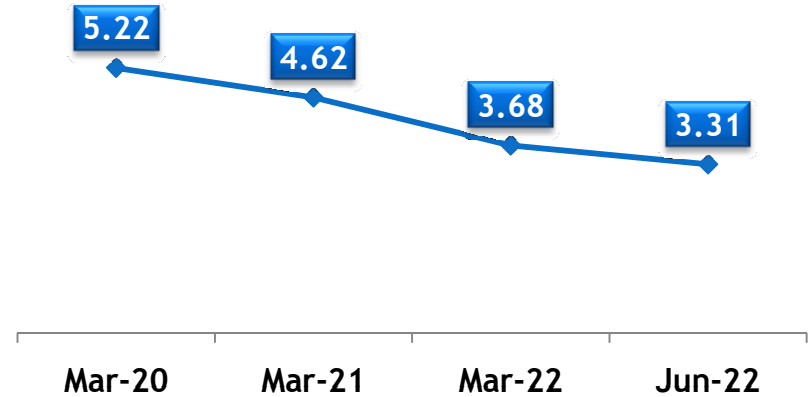


Union Bank : Sustained Improvement (2/2)

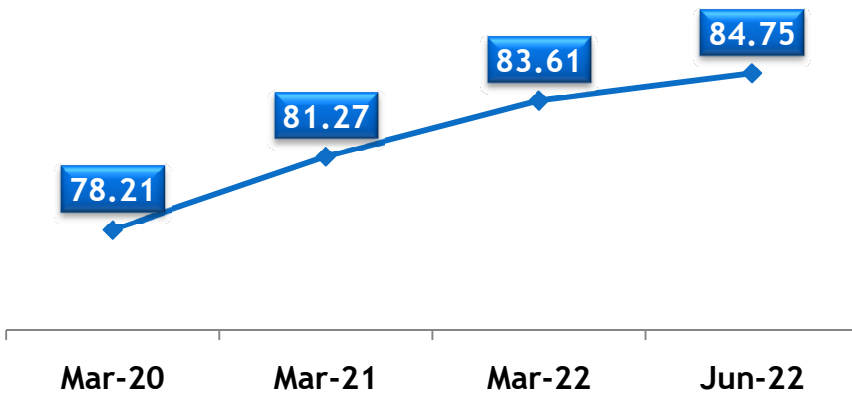
GNPA(%)



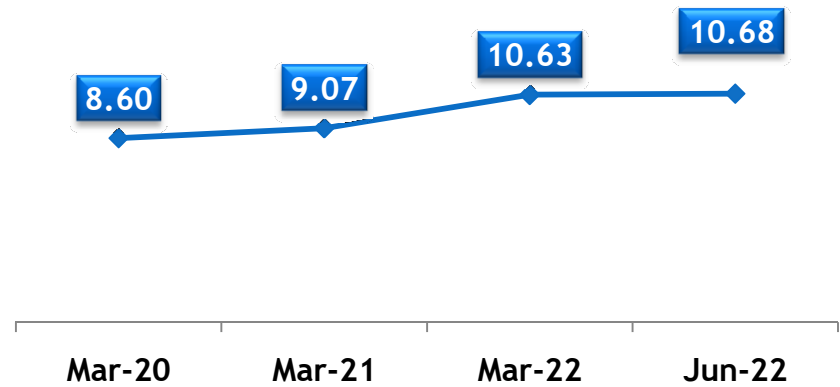
NNPA(%)



PCR(%)



CET-1(%)



Business Performance



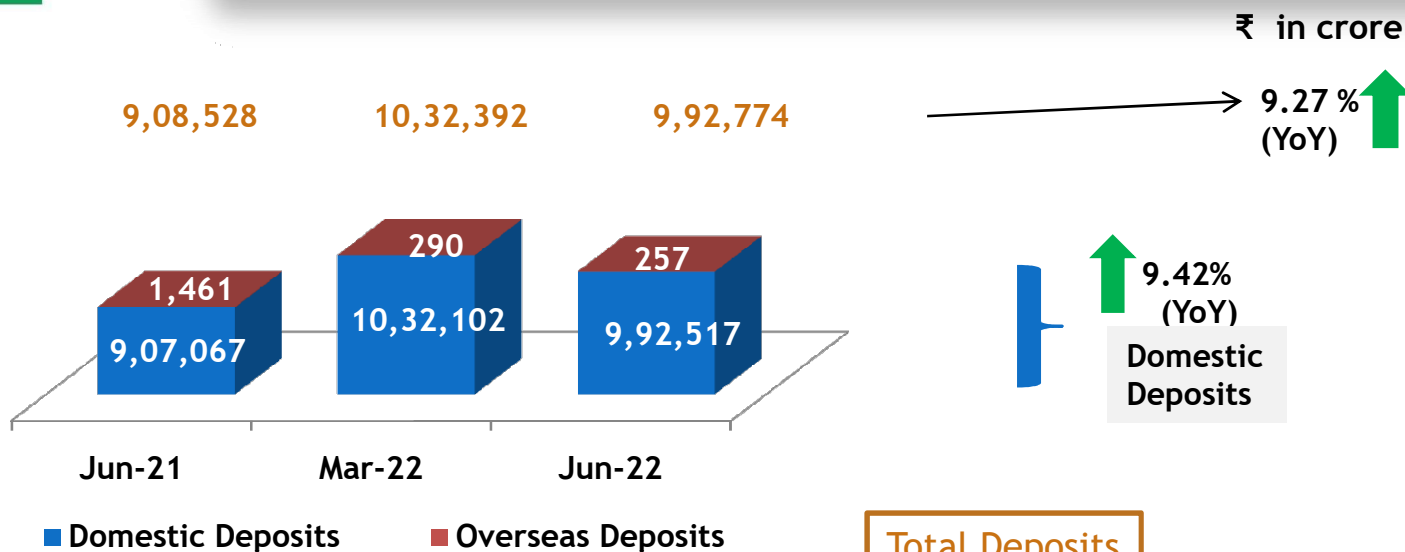
Business Performance

₹ in crore

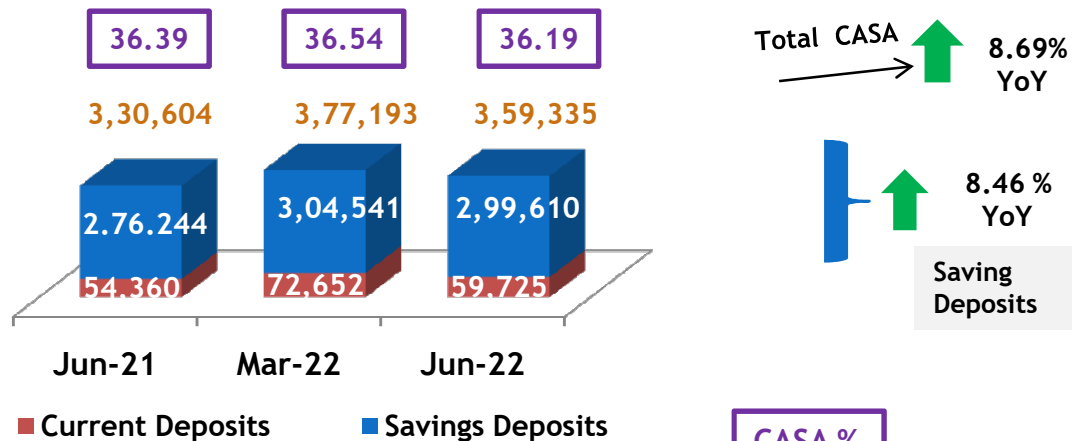
Parameters	Jun-21	Mar-22	Jun-22	Growth(%)	
				YoY	QoQ
Global Business	15,53,619	17,48,800	17,21,409	10.80	-1.57
Domestic Business	15,37,304	17,31,371	17,02,421	10.74	-1.67
Global Deposits	9,08,528	10,32,392	9,92,774	9.27	-3.84
Domestic Deposits	9,07,067	10,32,102	9,92,517	9.42	-3.84
Global Advances	6,45,091	7,16,408	7,28,635	12.95	1.71
Domestic Advances	6,30,237	6,99,269	7,09,904	12.64	1.52
Global C-D Ratio(%)	71.20	69.60	73.58	238 bps	398 bps

Business Performance - Liabilities

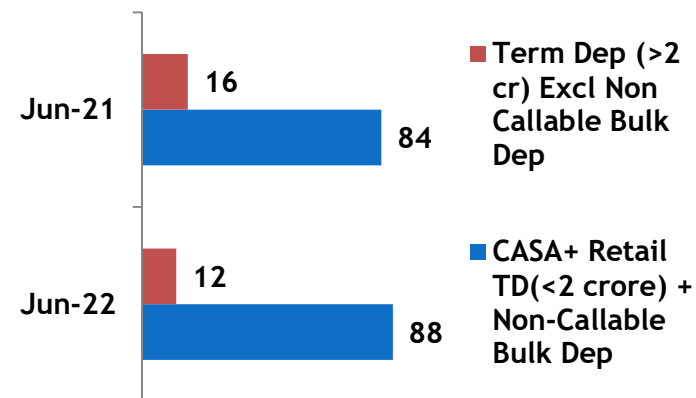
Total Deposits



CASA Portfolio

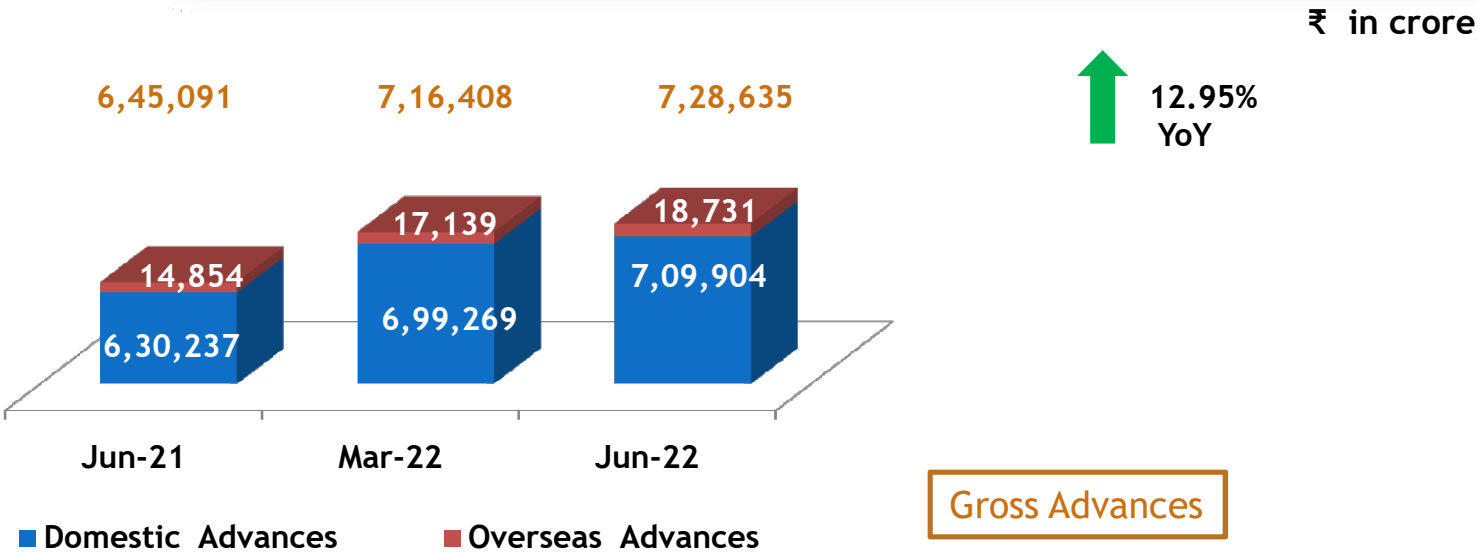


CASA+ Retail TD + Non Callable Bulk Deposits as a % of Total Domestic Deposits

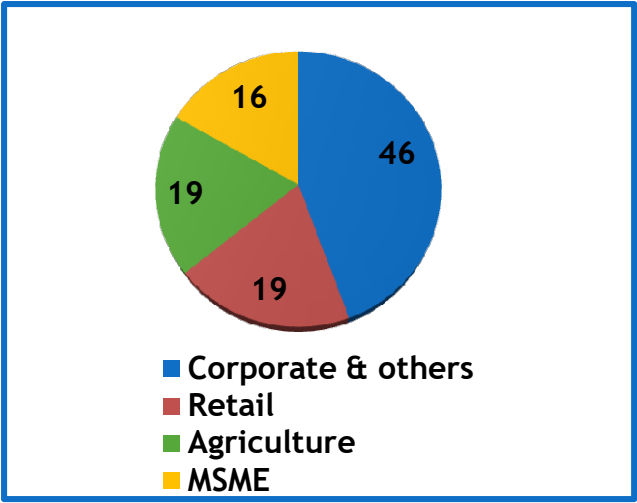
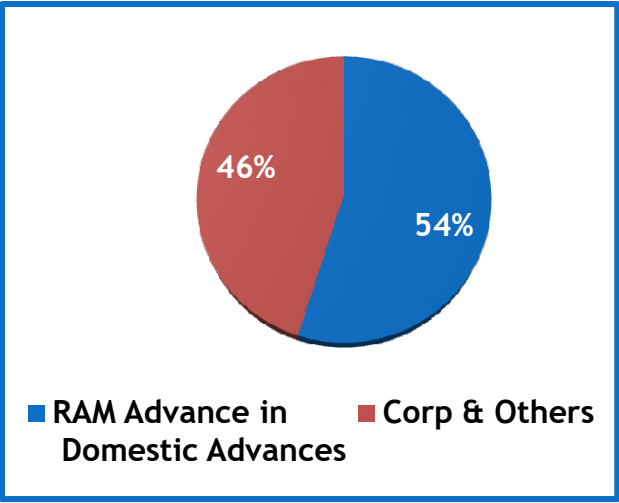
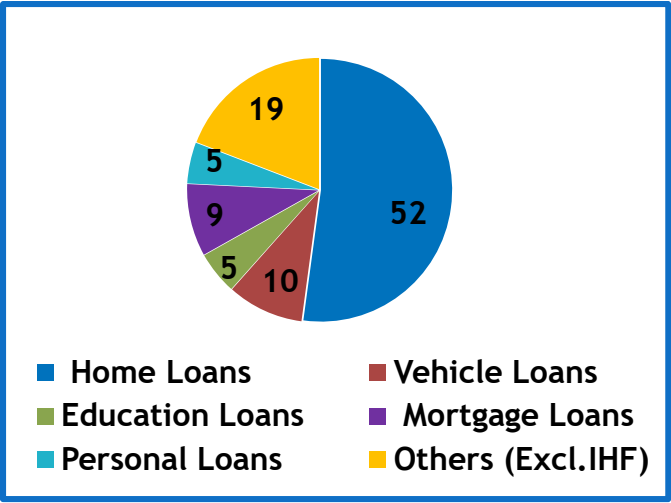


Business Performance - Assets

Gross Advances

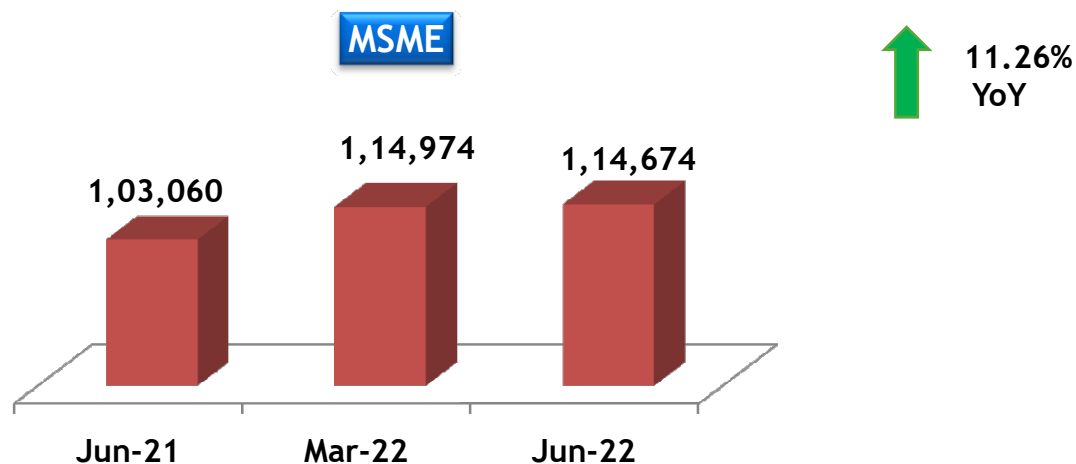
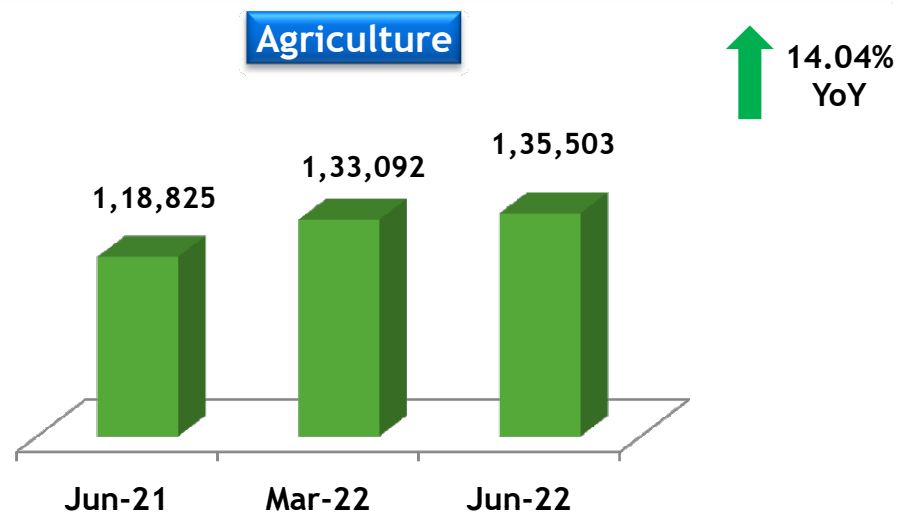
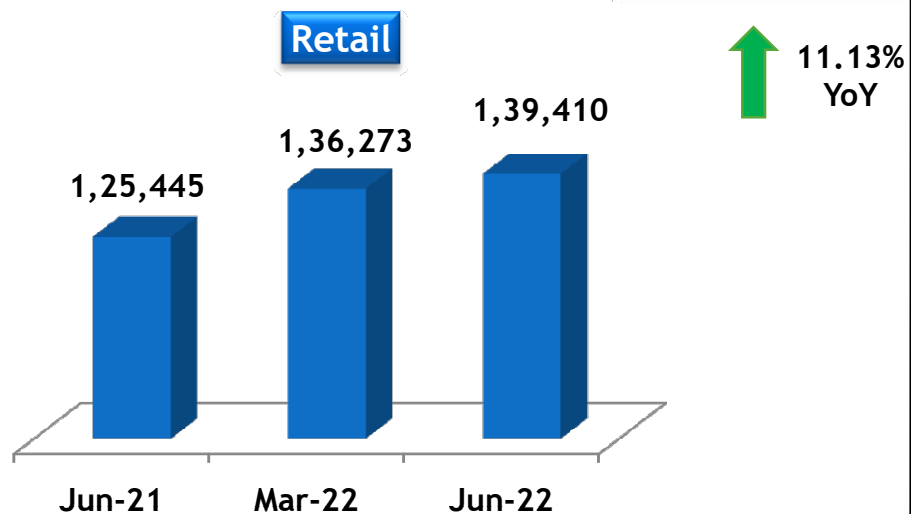


Proportion of Gross Advances (%) - June'22



Business Performance - Assets

₹ in crore



Diversified Loan Portfolio-Industry Exposure

₹ in crore

S No	Sectors	(% Share in Domestic Advances)					
		Jun-21		Mar-22		Jun-22	
		Rs. In Crore	% Share	Rs. In Crore	% Share	Rs. In Crore	% Share
1	Infrastructure	1,05,214	16.69	1,11,776	15.98	1,11,414	15.69
2	NBFCs and HFCs	66,426	10.54	90,149	12.89	92,540	13.04
	w/w HFCs	20,903	3.32	30,179	4.32	31,925	4.50
3	Basic Metal & Metal Products	16,103	2.56	22,361	3.20	23,300	3.28
4	Construction	7,781	1.23	7,729	1.11	7,570	1.07
5	Food Processing	16,935	2.69	19,835	2.84	20,362	2.87
6	Textiles	17,227	2.73	16,683	2.39	16,312	2.30
7	All Engineering	10,551	1.67	10,897	1.56	10,838	1.53
8	Chemical & Chemical Products	11,916	1.89	13,746	1.97	15,757	2.22
9	Petroleum, Coal Products & Nuclear Fuels	7,361	1.17	13,771	1.97	12,172	1.71
	Total	2,59,514	41.18	3,06,947	43.90	3,10,265	43.71

Achievement under Priority Sector -Jun'22

Particulars	RBI Benchmark (as % of ANBC)	Achieved (as % of ANBC)
Agriculture	18.00	19.70
Small and Marginal Farmers	9.50	13.58
Micro Enterprises	7.50	7.97
Weaker Section	11.50	16.12
Total Priority	40.00	43.61

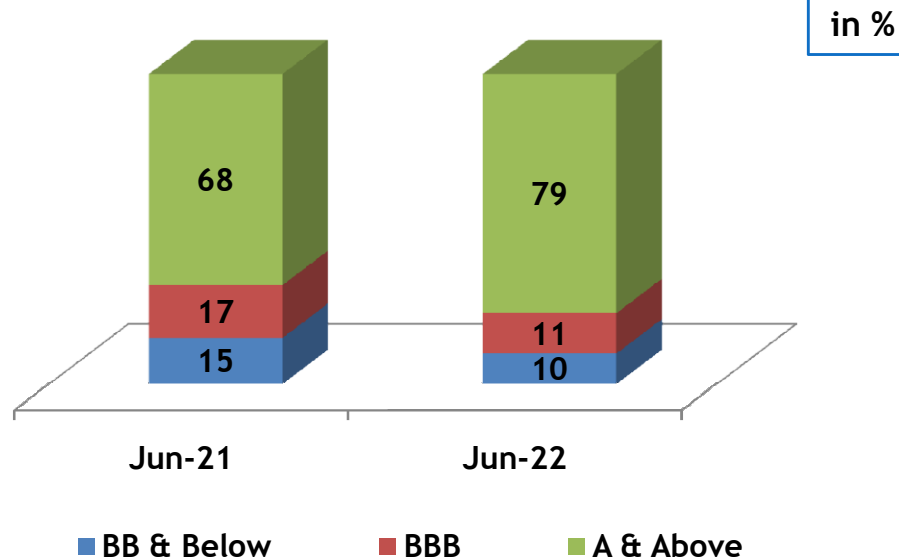
COVID Relief & Govt. Guaranteed Schemes

Helping customers to tide over the liquidity crisis through various schemes (as on 30.06.2022)

1	PM SVANidhi No of Loans - 3,64,772 Amount Sanctioned - ₹ 392 Cr
2	Union Guaranteed Emergency Credit Line No of Loans - 3,73,809 Amount Sanctioned - 10,667 ₹ Cr
3	Union Guaranteed Emergency Credit Line (Extension) No of Loans - 15,913 Amount Sanctioned - ₹5,270 Cr
4	Union Personal Loan for COVID Treatment (UPLCT) No of Loans - 1,268 Amount Sanctioned - ₹ 50 Cr
5	Pradhan Mantri Mudra Yojana (PMMY) (during quarter) No of Loans - 1,48,512 Amount Sanctioned - ₹ 2,937 Cr

Rating Profile

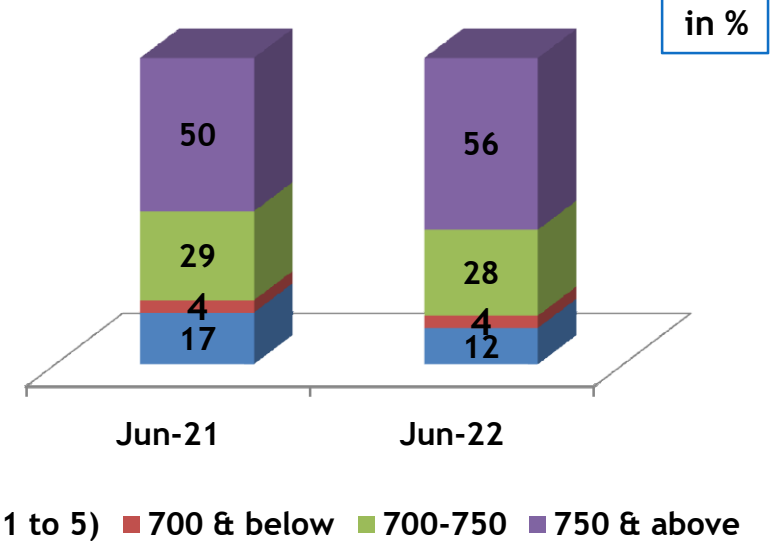
Rating - Corporate Loans(> Rs. 5 Crore)



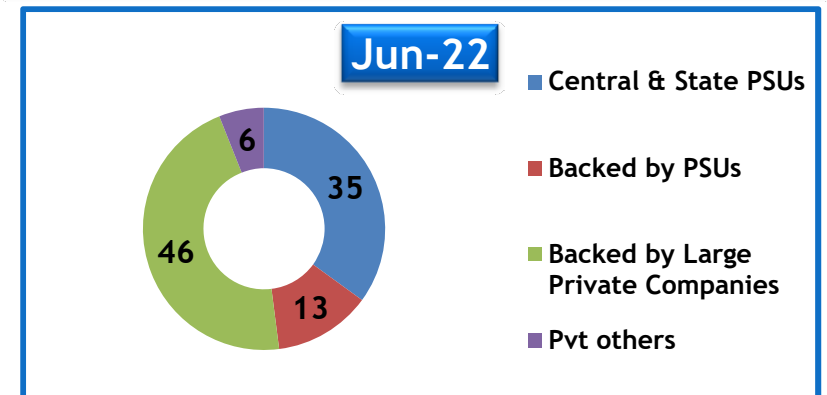
Rating - Standard NBFC

Ratings	% Share		
	Jun-21	Mar-22	Jun-22
AAA	50.15	63.50	66.92
AA	32.02	24.39	22.47
A	12.47	10.88	9.66
A & Above	94.64	98.77	99.05
BBB	1.21	0.91	0.70
BB & Below	4.15	0.31	0.25

Rating- Retail



NBFC-Segment Wise Exposure

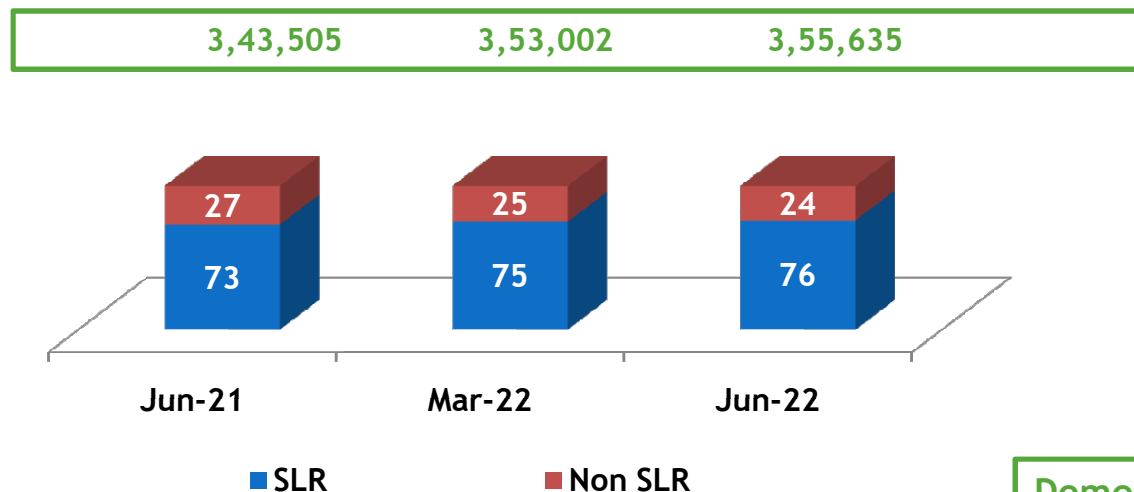


Investments

Investments

₹ in crore

% of SLR and Non SLR in Domestic Investments



Domestic Investments

Particulars (Domestic)	Jun-21	Mar-22	Jun-22	Jun-21	Mar-22	Jun-22
	₹ in crore			M-Duration (%)		
Available for Sale	89,893	95,518	89,533	1.44	1.20	0.89
W/w SLR	56,151	65,341	60,679	0.99	0.73	0.52
NON SLR	33,742	30,177	28,854	2.49	2.66	2.07

Investments

₹ in crore

Composition of Domestic Investments			
Category	Jun-21	Mar-22	Jun-22
SLR Investments	2,48,985	2,64,164	2,69,024
Non-SLR Investments	94,520	88,838	86,611
• Commercial Paper	6,896	6,401	6,455
• Certificate of Deposits	2,625	1,703	1,442
• Mutual Funds	373	318	288
• Shares	5,184	5,145	5,084
• Bonds & Debentures	74,895	70,944	69,012
• Others	4,547	4,327	4,329
Total Investments	3,43,505	3,53,002	3,55,635

Overseas Operations

Business from Overseas Branches

US \$ in billion (₹ in crore)	Jun* 2021	Mar# 2022	Jun^ 2022
Total Business	2.19 (16,317)	2.30 (17,428)	2.40 (18,988)
Total Deposits	0.20 (1,462)	0.04 (290)	0.03 (257)
Total Advances	2.00 (14,855)	2.26 (17,138)	2.37 (18,731)

*1US\$ = Rs.74.33 as on Jun 30, 2021

#1US\$ = Rs. 75.79 as on Mar 31, 2022

^1US\$ = Rs. 78.97 as on Jun 30, 2022

Overseas Branches

1.DIFC , Dubai

2.Hong Kong

3.Sydney

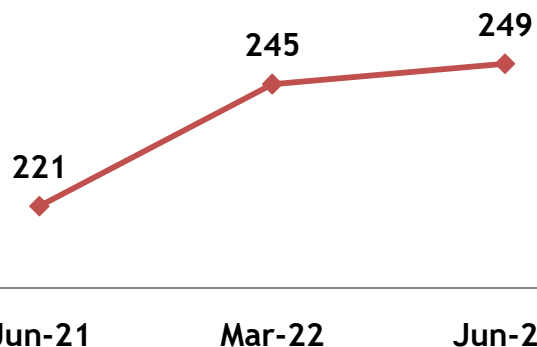
Bank also has one subsidiary - Union Bank of India (UK) Limited

Joint Venture: India International Bank (Malaysia) BHD

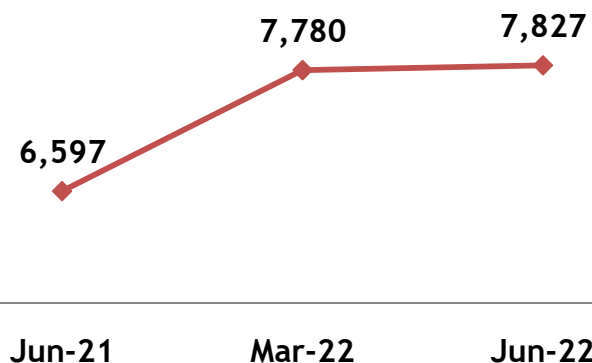
Financial Inclusion

Financial Inclusion

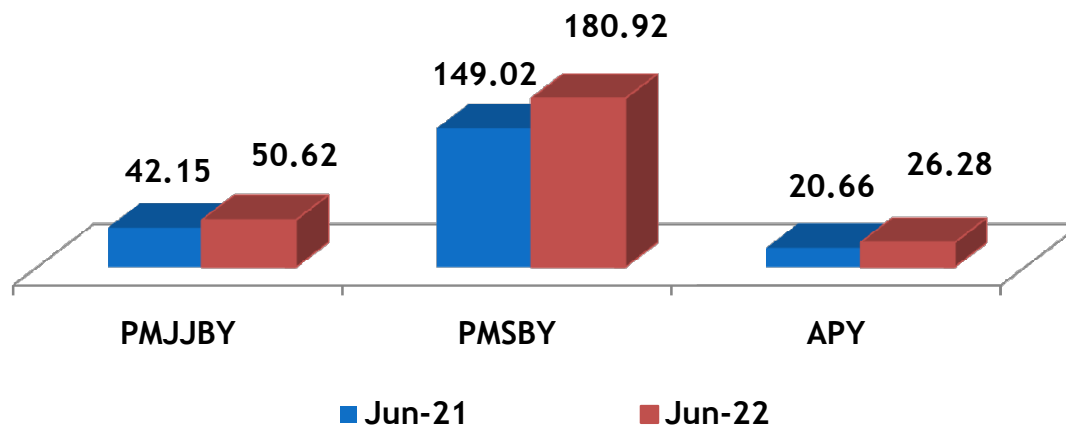
Total PMJDY Accounts (No. in Lakhs)



Balance in PMJDY A/c (Rs. In Crore)



Performance under Financial Inclusion (No. in Lakhs)



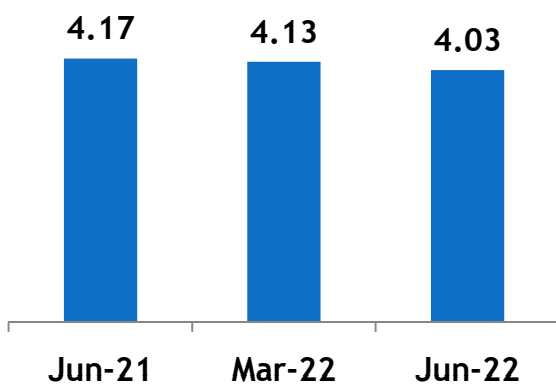
Financials

Cost & Yield Ratio (%)

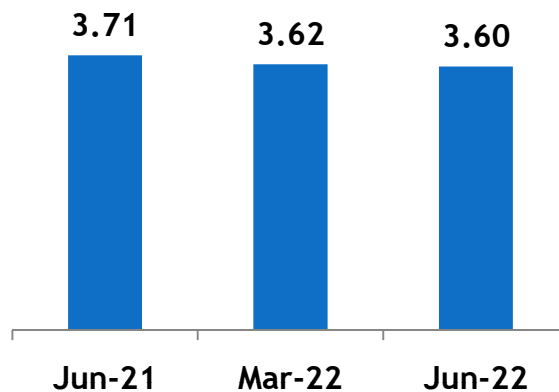
Parameters	Jun-21 (Q1)		Mar-22 (Q4)		Jun-22 (Q1)	
	Domestic	Global	Domestic	Global	Domestic	Global
Cost of Deposits	4.18	4.17	4.13	4.13	4.03	4.03
Cost of Funds	3.77	3.71	3.66	3.62	3.64	3.60
Yield on Advances	7.39	7.26	7.10	6.98	7.27	7.14
Yield on Investments	6.23	6.20	6.01	5.99	6.08	6.03
Yield on Funds	6.37	6.29	6.05	5.97	6.25	6.18

Cost & Yield Ratio- Global (%) (Quarterly)

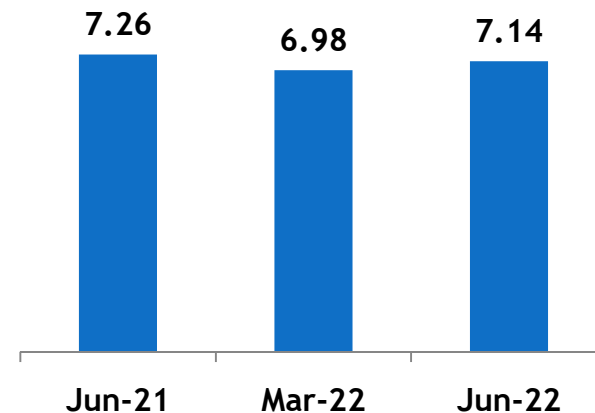
Cost of Deposits



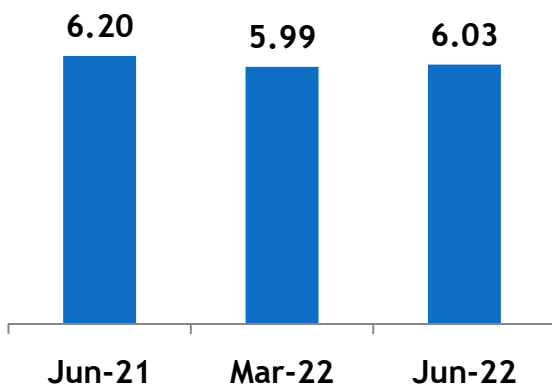
Cost of Funds



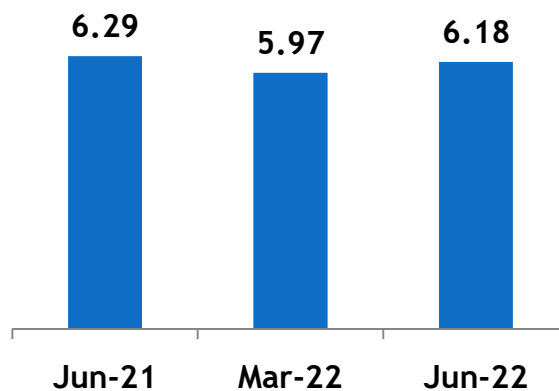
Yield on Advances



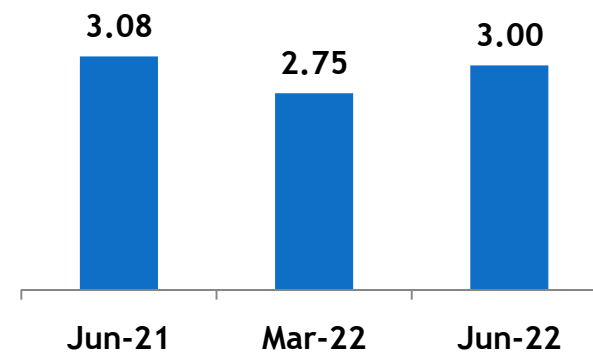
Yield on Investments



Yield on Funds



Net Interest Margin



Operating Performance

₹ in crore

	Parameters	Jun-21 (Q1)	Mar-22 (Q4)	Jun-22 (Q1)	Growth (%) YoY	Growth (%) QoQ
1.	Interest on Advances	11,346	11,454	12,259	8.05%	7.03%
2.	Interest on Investments	5,100	4,996	5,246	2.86%	5.00%
3.	Other Interest Income	689	724	669	-2.90%	-7.60%
4.	Total Interest Income (1+2+3)	17,134	17,174	18,174	6.07%	5.82%
5.	Interest on Deposits	9,422	9,725	9,825	4.28%	1.03%
6.	Other Interest Expenses	698	680	768	10.03%	12.94%
7.	Total Interest Expense (5+6)	10,121	10,405	10,593	4.66%	1.81%
8.	Net Interest Income (4-7)	7,013	6,769	7,582	8.11%	12.01%
9.	Non Interest Income	2,779	3,243	2,817	1.37%	-13.14%
10.	Operating Income (8+9)	9,792	10,012	10,399	6.20%	3.87%
11.	Operating Expenses	4,612	4,492	4,951	7.35%	10.22%
12.	Operating profit	5,181	5,520	5,448	5.15%	-1.30%
13.	Provisions	4,000	4,080	3,890	-2.75	-4.66
14.	Net Profit	1,181	1,440	1,558	32.02	8.19

Non Interest Income

₹ in crore

	Parameters	Jun-21 (Q1)	Mar-22 (Q4)	Jun-22 (Q1)	Growth (%) YoY	Growth (%) QoQ
1.	Core Fee Based Income	1,064	1,827	1,679	57.80%	-8.10%
a.	w/w Processing charges	218	269	257	17.89%	-4.46%
b.	Comm. On Insurance Business	34	78	61	79.41%	-21.79%
c.	Comm. On Govt Business	7	41	24	242.86%	-41.46%
d.	Debit card/PoS income	202	299	250	23.76%	-16.39%
2.	Treasury Income	1,093	1,122	385	-64.78%	-65.69%
a.	w/w Profit on Sale of Investments	1,109	835	270	-75.65%	-67.66%
b.	Exchange Profit	105	181	215	104.76%	18.78%
3.	Recovery in Write-off Accounts	334	294	503	50.60%	71.09%
4.	Others	289	0	250	-13.49%	--
	Total	2,779	3,243	2,817	1.37%	-13.14%

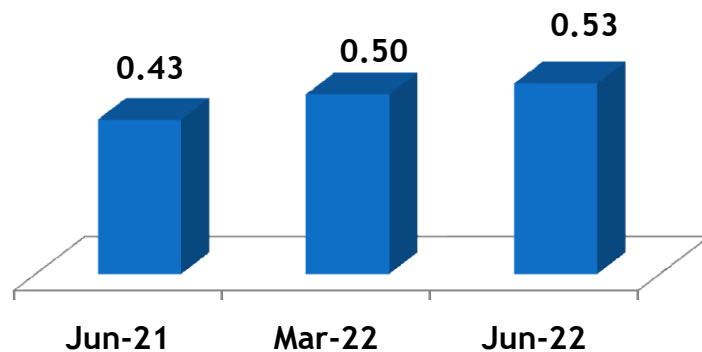
Provisions

₹ in crore

Parameters	Jun-21 (Q1)	Mar-22 (Q4)	Jun-22 (Q1)
NPAs	2,492	3,154	3,653
Standard Assets	1,064	-104	-1,052
Provision on NPI (Investment)	-198	556	671
Taxation (including Deferred Tax)	598	462	608
Others	44	12	9
Total	4,000	4,080	3,890

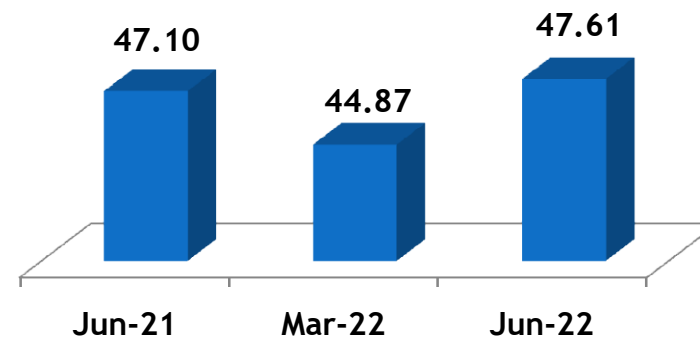
Efficiency/Profitability Ratios

Return on Average Assets(%)



Quarterly

Cost to Income Ratio(%)



Quarterly

S. No.	Efficiency Parameters	Jun-21 (Q1)	Mar-22 (Q4)	Jun-22 (Q1)
1	Return on Equity (%) *	9.99	11.12	11.52
2	Book Value Per Share	69.17	75.74	79.17
3	Earnings per share*	7.17	8.43	9.12
4	Gross Profit per Employee*(Rs. in Cr)	0.27	0.29	0.29

*Annualized

Asset Quality & Capital



Asset Quality: Movement in Non Performing Assets

₹ in crore

Parameters	Jun-21 (Q1)	Mar-22 (Q4)	Jun-22 (Q1)
Gross NPAs - Opening	89,788	77,787	79,587
Add : Additions	7,049	5,672	4,244
W/w Increase in balance in existing NPA	209	409	530
Fresh slippages	6,840	5,263	3,714
Less : Reductions	9,075	3,872	9,331
1. Recoveries	1,147	1,896	1,481
2. Up-gradation	3,194	1,164	1,202
3. Write Off	4,734	812	6,648
Gross NPAs- Closing	87,762	79,587	74,500
Gross NPA (%)	13.60	11.11	10.22
Net NPA	27,438	24,303	22,392
Net NPA (%)	4.69	3.68	3.31
Provision Coverage Ratio (%)	81.43	83.61	84.75
Tangible PCR (%)	68.74	69.46	69.94
Credit Cost (%)	1.54	2.00	2.02

Asset Quality: Sectoral

₹ in crore

Sectors	Slippages During Q1 FY 23	O/s NPA as on Jun 2022	Sectoral NPA %		
			Jun-21	Mar-22	Jun-22
Retail Loans	587	4,821	5.00	3.67	3.46
Agriculture	1,387	16,059	13.04	11.58	11.85
MSME	976	20,211	21.17	18.71	17.62
Large Corporate & Others	1,294	33,409	14.70	11.33	9.85
Total	4,244	74,500	13.60	11.11	10.22

COVID Resolution Framework and SMA position as on 30.06.2022

₹ in crore

Resolution Framework 1.0

Category	Outstanding (30.06.2022)
MSME (Up to Rs.25 cr)	1,797
Personal Loans	3,297
Agriculture Allied	-
Corporate Loans	5,938
Total	11,032

Resolution Framework 2.0

Category	Implemented (30.06.2022)
MSME	3,408
Personal & Small Business	6,469
Agriculture Allied	331
Total	10,208

Particulars	% to Gross Advances
One Time Restructure (OTR) under COVID	2.92

SMA position of the Bank (Rs. 5 crs & above)

	Jun-21		Jun-22	
Parameters	O/s Amount	% to Gross advances	O/s Amount	% to Gross advances
SMA-0	14,536	1.99	2,393	0.33
SMA-1	4,952	0.68	416	0.06
SMA-2	11,048	1.52	1,044	0.14
Total	30,536	4.19	3,853	0.53

Status of NCLT Accounts

RBI List 1 O/s

₹ 4,081 Cr (6 A/c)

RBI List 2 O/s

₹ 7,339 Cr (13 A/c)

Others- Admitted

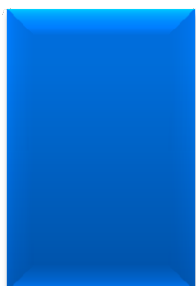
₹ 48,710 Cr (543 A/c)

Total

₹ 60,131, Cr (562 A/c)

PCR on NCLT accounts

100%



RBI List 1

99.41%



RBI List 2

97.19%



Others
(admitted)

97.66%



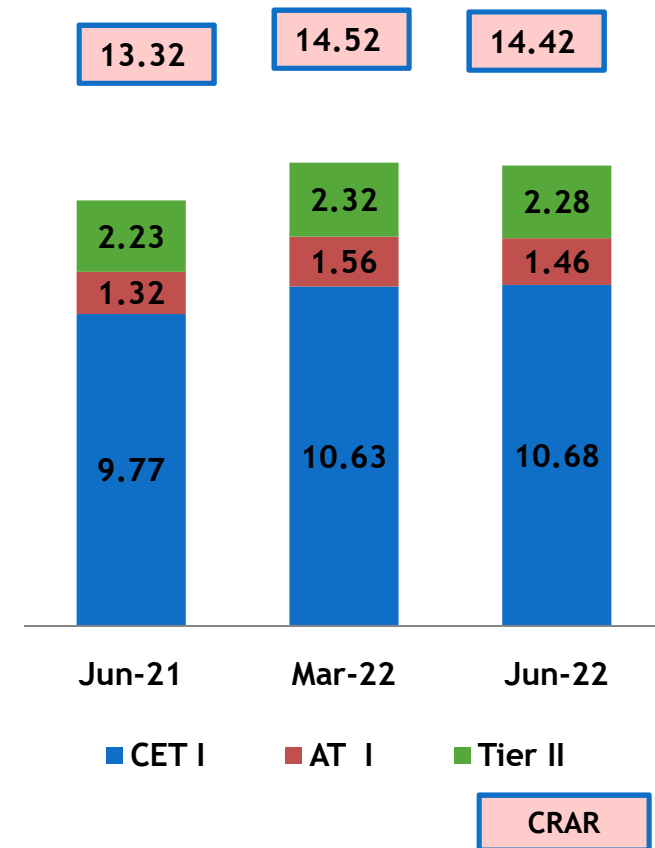
Total

Basel III : Capital Adequacy

₹ in crore

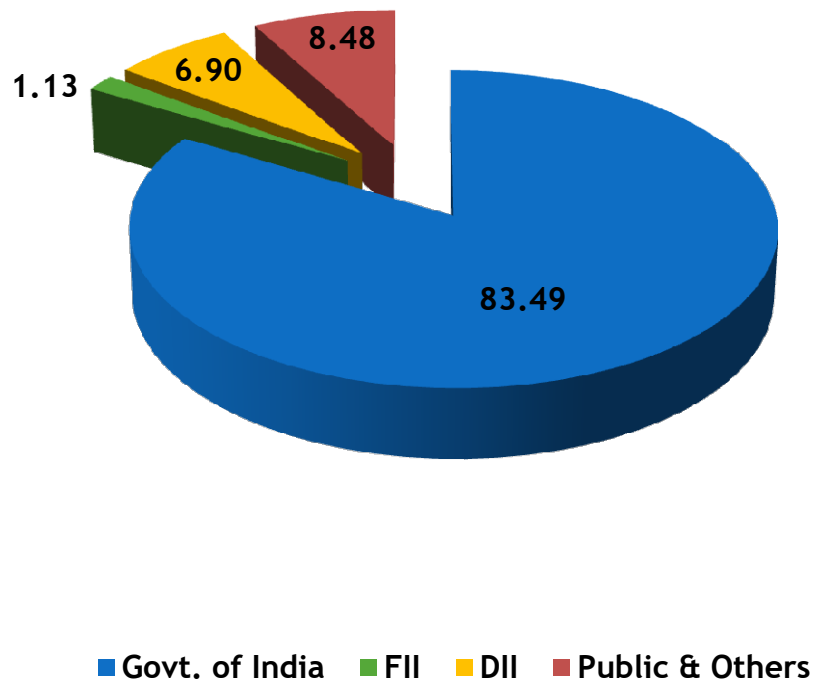
	Parameter	Jun-21		Mar-22		Jun-22	
		Amt.	% to RWA	Amt.	% to RWA	Amt.	% to RWA
1	Tier I	59,837	11.08	66,589	12.20	66,928	12.14
	Common Equity I	52,732	9.77	58,049	10.63	58,887	10.68
	Additional Tier I	7,105	1.32	8,540	1.56	8,041	1.46
2	Tier II	12,025	2.23	12,692	2.32	12,547	2.28
3	Total Capital (Tier I+II)	71,861	13.32	79,281	14.52	79,475	14.42
4	RWA	5,39,536		5,45,923		5,51,156	

Capital Adequacy Ratio(%)



Shareholding Pattern

Shareholding Pattern (%) as on 30.06.22



Particulars	As on 30.06.2022
Share Capital	₹ 6,835 crore
No. of Equity Shares	683.47 crore
Promoters Holding (%)	83.49%
Market Cap	₹ 23,409 crore*

Net worth (30.06.2022) Rs in Crs		
1.1	Share Capital	6,835
1.2	Reserve & Surplus	65,422
Sub Total (1)		72,257
2.1	Less: DTA	11,772
2.2	Less: Revaluation Reserve + FCTR + Intangible Assets + Unamortised Pension expenses	6,374
Sub Total (2)		18,146
Net worth (1-2)		54,111

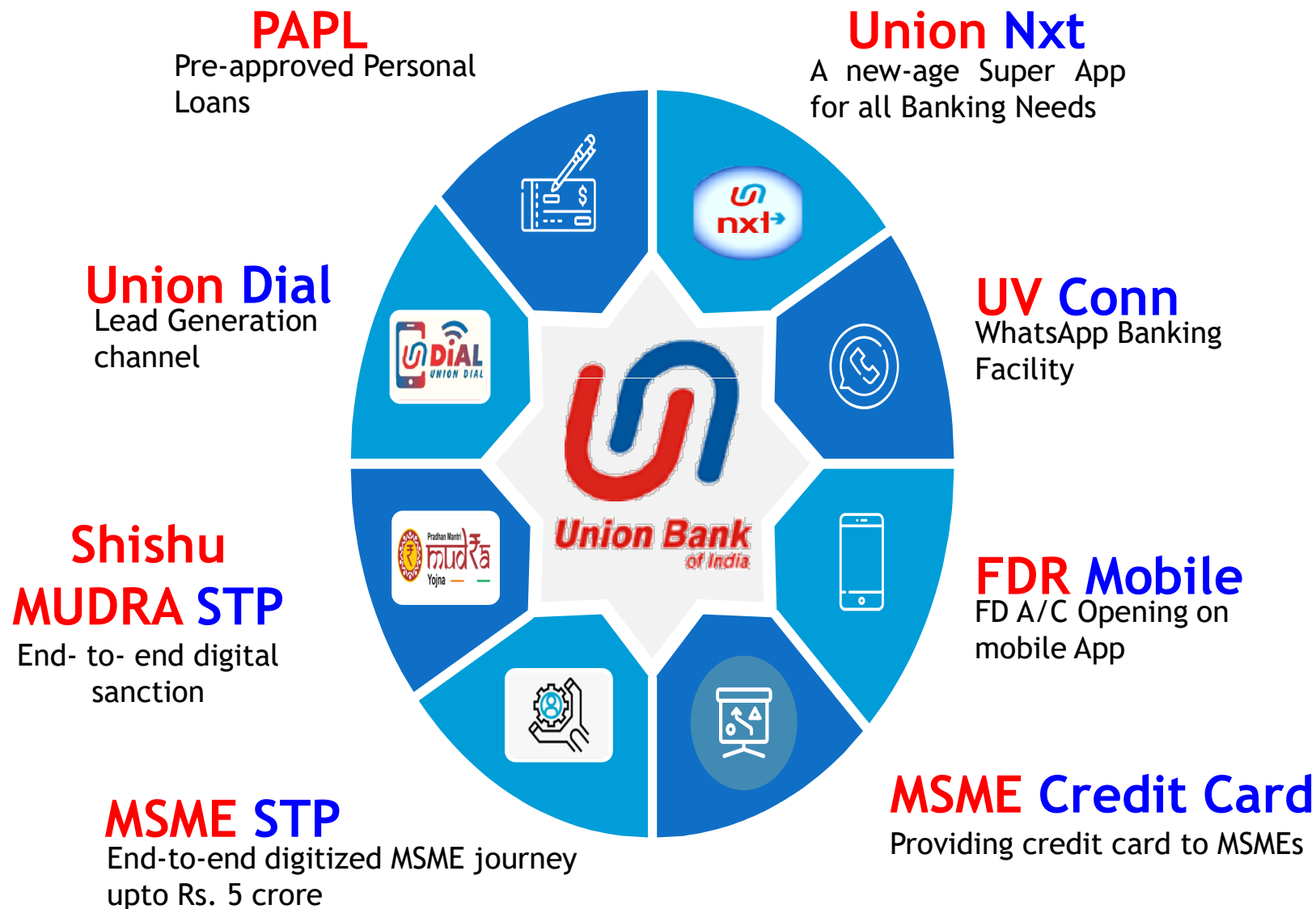
*Closing Price taken from NSE as of 30th June, 2022 (Rs. 34.25).

Union Bank Digital Journey



BANKING

Digital Products

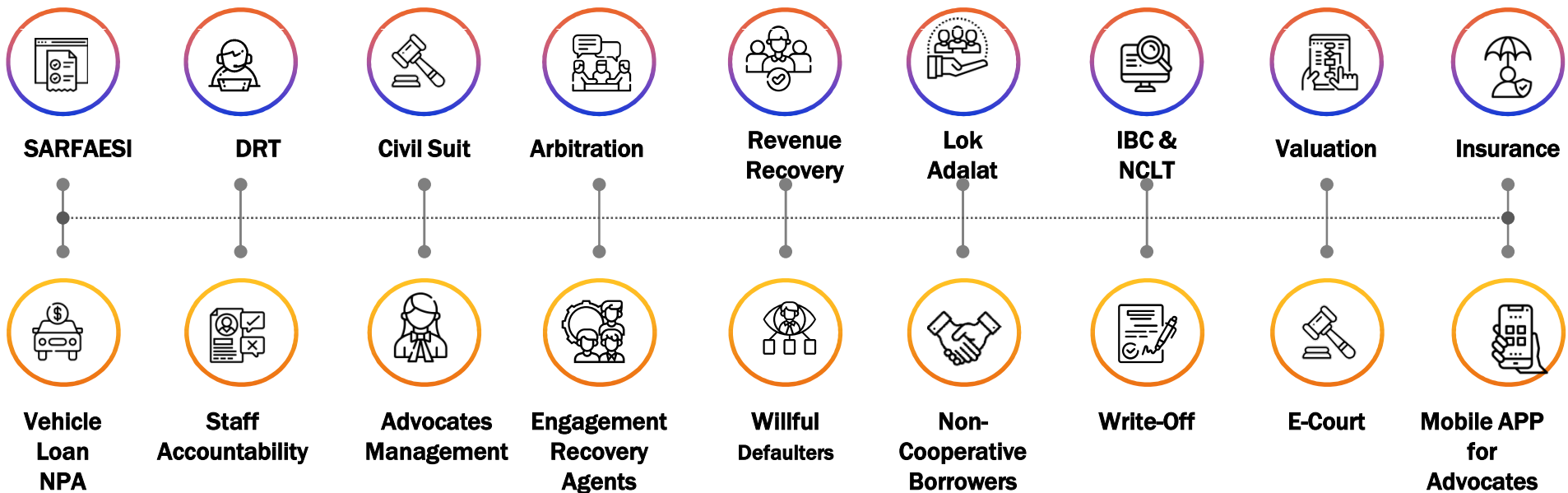


Union SARAS-End to End Recovery Management

Union - SARAS

Stress Asset Recovery Automated Solution

Based on Application Programming Interface



SAMARTH 2.0 successfully completes 12 months

Several initiatives in place to set the bank for sustained digital transformation



Customer Experience Revitalization	Next-generation Product Suite	Innovation in operating models for key businesses	Robust Bank Operations
Re-vamped U-Mobile Experience	Pre-Approved Personal Loans	Re-vamped CAPS Sales Process	Recon. Automation via RPA
70 MSME First Branches	MSME Loan Auto-Renewal	125 Regional Collection centers	Back-office Process Automation
6 DigiConnect Outlets	KCC Loan Auto-Renewal	Deploying FOS for collections	P&S Reconciliation Automation
Leveraging BC for Loan Sourcing	Pre-Approved Credit Cards	Leveraging BC for Collections	Automation of 98 processes across 27 verticals for data enhancement, robust compliance, fraud and risk mgmt., etc.
Leveraging BC for TPP Sales	New Credit/Debit Card variants	Digital Office for Intra-UBI Ops.	
Credit/Debit Card Tie-ups	Digitized Collections Platform	Initiatives for Card ATV increase	
STP Credit Card Issuance	SoftPOS solutions	Analytics model revamp	Strengthening CPC operations
Ensuring readiness and future-proofing for breakout digital growth			
20+ Fintech Partnerships	Next-gen. Tech. Stack	Fintech Policy Roll-out	RAROC method strengthening
Digital partner ecosystem	SOPs for re-vamped processes	Journey development roadmap	AI/ML use-case roadmap

Various Initiatives are being taken to strengthen bank's Credit Card Business

1



Revitalized product offerings

- Co-branded credit card variant - **UniCarbon with HPCL**
- HNI targeted credit card variant - **Wellness JCB Card**

2



Launch of MSME Card- first of its kind

- **50 days of interest free** period; higher control on fund mobilization
- **Feature of limit interchangeability** between working capital & credit card under development

3



Introduction of Preapproved Credit Card

- **>2.5 lac customer base** identified in initial phase
- **3-step SMS based journey** for pre-approved customer base

4



Enhanced customer onboarding journey

- Completely **digital STP** onboarding journey
- **Phyigital model** for onboarding in pipeline

5



Revamped customer experience

- **Standardized features** across apps / portals
- **Centralized Query Management system** under development

6



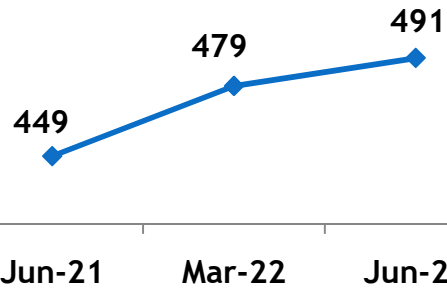
Offers and other services

- **Competitive offers** developed with industry leaders e.g., Zomato, etc.
- **Instant conversion to EMI** available for customers

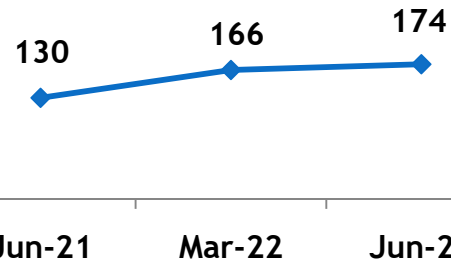
Digital Footprints

(No. in Lakhs)

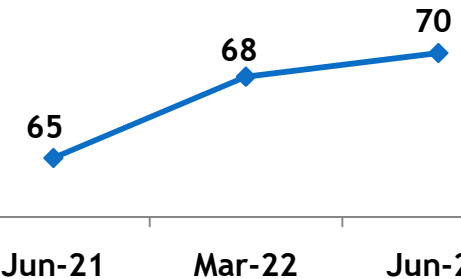
Debit Card Users



Mobile Banking Users

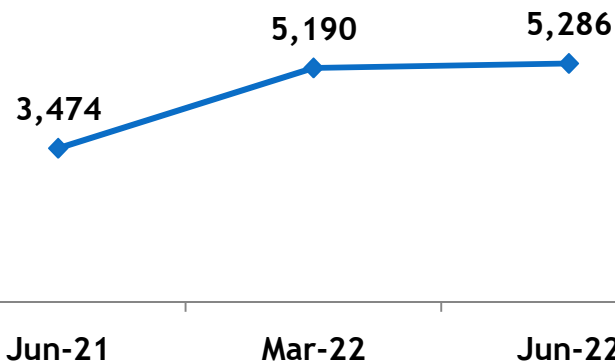


Net Banking Users(Retail)

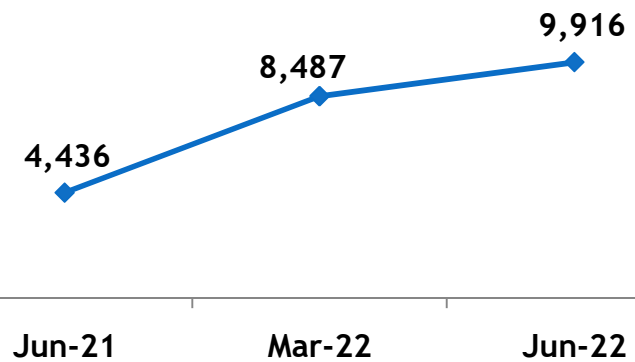


Volume of Transactions (QoQ)

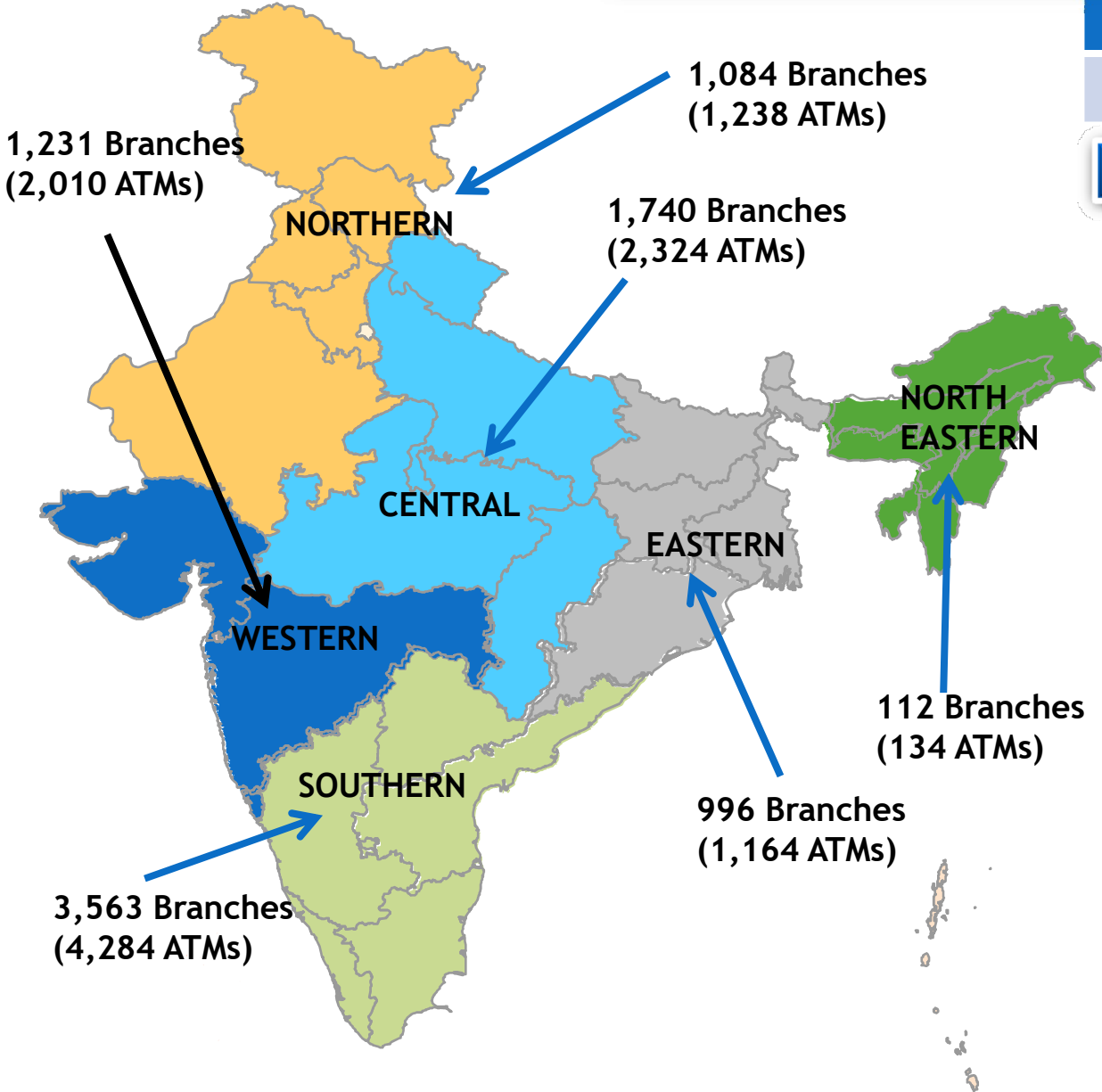
Mobile Banking (Union nxt)



UPI

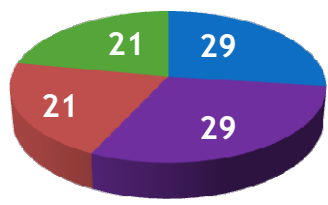


Union Bank : Customer Touch Points



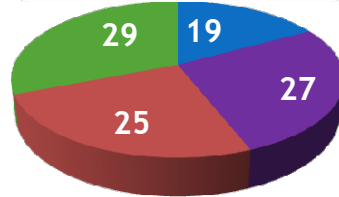
Total Branches	Total ATMs
8,729	11,154

Jun-22 Branches (%)



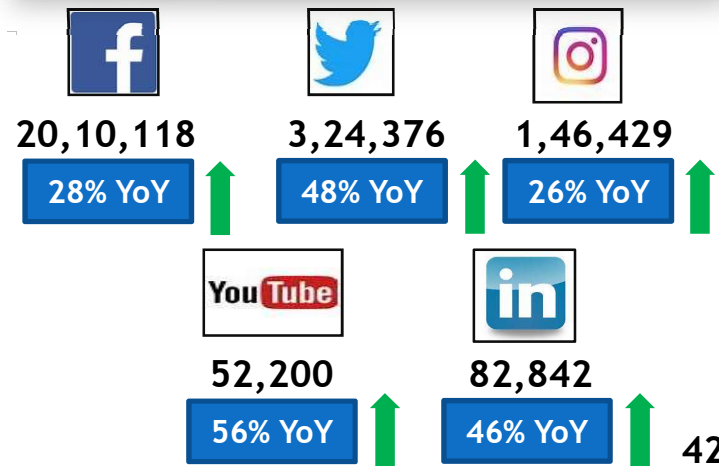
- Rural
- Semi Urban
- Urban
- Metro

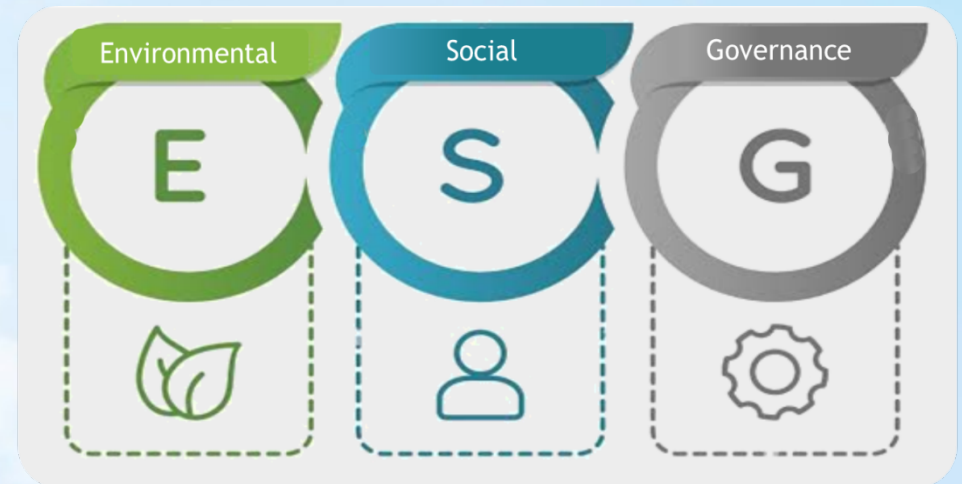
Jun-22 ATM (%)



- Rural
- Semi Urban
- Urban
- Metro

Social Media Presence (followers) as on 30.06.22



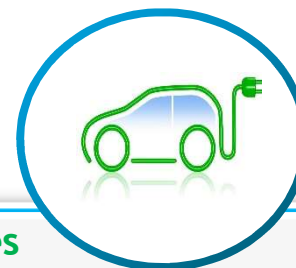




₹ 7,308 Crore
Credit facility extended to
Renewable Energy Sector
as on 30.06.2022



Finance to MSME under TReDS : Total Number
of Bills discounted 50,463 of amounting ₹
6,234.96 Crore as on June22



Union Green Miles
₹ 63.85 Crore Sanctioned
as on
30.06.2022



Rain Water Conservation : Total 55,97,000 litres rain
water saved through various administrative buildings
and Offices.

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)



SOCIAL

Svanidhi



Bank has sanctioned total 18,617 applications amounting to ₹ 30.03 Crore in Q1 FY 2022-23

Women SHGs



Total 1.03 lakh loans amounting ₹ 7,127 Crores sanctioned to SHGs out of which 90,341 loans amounting ₹ 6,329 Crores sanctioned to women SHGs in Q1 FY 2022-23

Union Kissan Pushpak



A meeting of 100 farmers was arranged and a demo of Drone Farming-Kissan Drone was given at T.Andipatti in Madurai Region. Union Kissan Pushpak Loan Scheme has been launched by the Bank for financing purchase of drones used in Agricultural activities.

Union Nari Shakti Scheme



Scheme exclusively for financing women entrepreneurs :
Total 1,150 applications amounting to ₹137.00 Crore have been sanctioned Q1 FY 2022-23

**Knowledge
Dissemination**



Bank has 30 RSETI Centres and trained 2.60 lakh people with the objectives of providing self-employment training programmes.



Gender Diversity in Bank

Female staff constitutes approximate 29% of total staff strength in the Bank



Customer Right Policy

The objective of policy envisages that Customer should be dealt fairly, sympathetically and all dealings with the Bank are done in an honest and transparent manner.



Related Party Transaction Policy

To ensure proper approval and reporting of transactions between the Bank and its Related Parties including Board of Directors and Key Managerial Personnel of the Bank



The Empower HIM/HER Committee: Counselling and grievance redressal of male/female employees.

Talent Management & Succession Planning Tool: Repository tool for talent profile of Executives for succession fitment & successor readiness across identified critical roles.

Performance of Group Entities

₹ in crore

Name of the Entity	Holding(%)	Profit After Tax	
		FY22	Q1FY23
Subsidiaries			
Union Bank of India (UK) Limited	100.00%	40.00	5.64
Union Asset Management Co. Private Limited	100.00%	11.89	0.77
UBI Services Ltd.	100.00%	24.54	0.40
Andhra Bank Financial Services Limited	100.00%	0.86	0.24
Union Trustee Co. Pvt. Limited	100.00%	0.13	0.05
Joint Ventures			
Star Union Dai-ichi Life Insurance Co. Limited	25.10%	22.80	(17.60)
India International Bank (Malaysia) BHD	25.00%	(7.26)	(1.89)
ASREC India limited	26.02%	26.30	8.54
Associate			
Chaitanya Godavari Gramin Bank	35.00%	162.34	78.96

Performance vis-à-vis Guidance

PARAMETERS		
	Actual as of June 30, 2022 (YoY)	Guidance for FY-23
Deposits Growth	9.27%	10%
Advances Growth	12.95%	10-12%
CASA(%)	36.19%	37.00%
NIM(%)	3.00%	3.00%
Gross NPA(%)	10.22%	<9%
Net NPA (%)	3.31%	<2.90%
Credit Cost (%)	2.02%	<1.70%
Delinquency Ratio (%)	2.67%	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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Investor queries: investor.relations@unionbankofindia.bank