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## INVESTOR PRESENTATION – MARCH 2014

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# Table of contents

1. Overview	...	04 – 07
2. Performance Highlights – March 2014	...	08 - 09
3. Branch Network	...	10 - 11
4. Ownership Pattern	...	12 - 14
5. Management	...	15 – 18
6. Financial Performance & Business Profile	...	19 - 39



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## 1. Overview

# Showcasing steady performance on an ongoing basis ...

## Track Record

The oldest Private Sector Bank in the Country having 100+ years of operations – Continuous Profitability – Dividend pay out in all 100 + years of existence

## Growth

Business growing at CAGR 22% - Net Profit CAGR at 22% in the last 5 Years.

## Strength

RoA at 1.44%, RoE at 19.08% and NIM at 3.50%. CRAR at 15.11% (Basel II) of which Tier I constitutes 14.48%. Networth as on 31<sup>st</sup> March 2014 - Rs.20.1 Bn

## Management

Continuity in Management – only 7 CEOs so far in 100+ years – Best Corporate Governance – Majority of Directors are Independent and Professional

## Technology

Tech Savvy bank – Technology Partner “Tata Consultancy Services” – State of the Art technology platform – All branches and 100% business under CBS.

## Asset Quality

Healthy Loan Portfolio – Gross NPA – 1.81%, Net NPA – 1.23% and PCR stood at 62% as on 31.03.2014

## Network

Pan India presence – 425 Branches & 950 ATMs. Focus on South India, Tamilnadu in particular.

# City Union Bank – A specialized banking model aligned to Target Segment – SME / MSME

## SME/ MSME focus

- ✓ SME/MSME specialized business model focusing on large untapped
- ✓ Segment consistently delivering higher yields
- ✓ Superior client servicing leading to client retention and low business acquisition costs

## Prudent Risk Management

- ✓ SME exposures' result in granular asset profile
- ✓ Granular deposit base with high retention rates result in stable liability profile
- ✓ SME/MSE Loans result in lower NPA as they are:
  - Additionally collateralised by residential property, and personal guarantee etc
  - Predominantly single banker relationships with minimal exposure to consortium / multiple banking arrangements / infrastructure lendings

## Invested in Robust Infrastructure

- ✓ Comprehensive employee training and recruitment infrastructure through staff training college
- ✓ All branches and 100% business under CBS from TCS

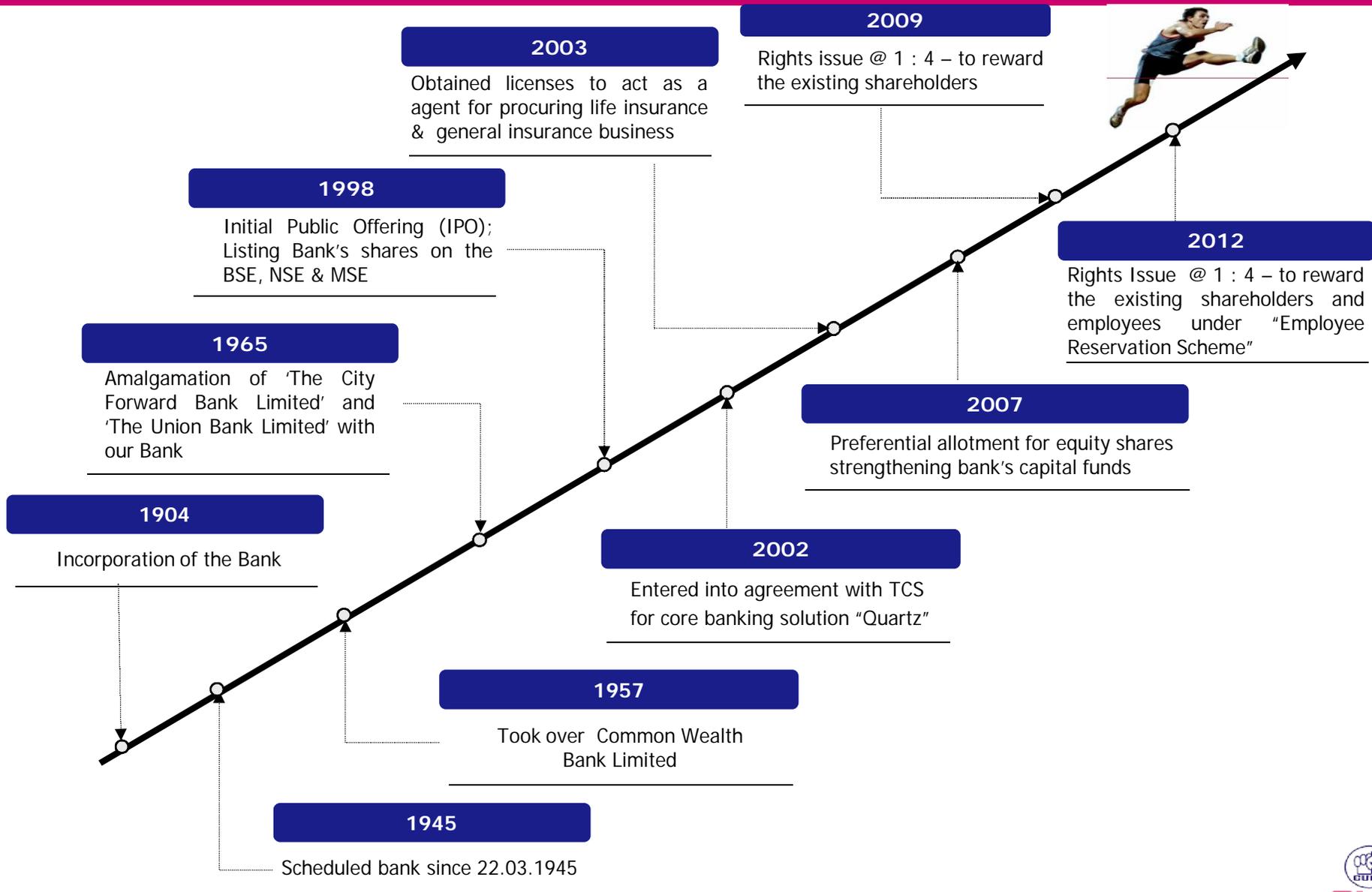
## Purely retail Liability Franchise

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

**Consistently growing at 20%+ growth rate**

**Consistent Return with Superior ROA , ROE**

# Key milestones





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## 2. Performance Highlights – Financial Year 2013-14

## FY 2013-14 Performance – A snapshot

- ✓ Deposits increased by 8% from Rs.203 Bn to Rs.220 Bn Y-o-Y
- ✓ Advances registered a growth of 6% from Rs.153 Bn to Rs.162 Bn Y-o-Y
- ✓ Gross Profit registered a growth of 11% from Rs.5.2 Bn to Rs.5.8 Bn Y-o-Y
- ✓ Net Profit increased by 8% from Rs.3.2 Bn to Rs.3.5 Bn
- ✓ Profitability and efficiency ratios – at par with the best in industry:
  - Return on Assets - 1.44%
  - Net Interest Margin - 3.50%
  - Return on Equity - 19.08%
  - Earnings per share - Rs.6.69
- ✓ Gross NPA – 1.81% and Net NPA – 1.23%
- ✓ Provision Coverage Ratio – 62%
- ✓ During the third quarter, the Bank successfully migrated to new software “BaNCS” from the existing software “Quartz” .
- ✓ CRAR – 15.11% (Basel II) of which core CRAR – 14.48%. Last year we have successfully completed the Rights Issue, there by increasing the Capital and Reserves by Rs.2.6 Bn.



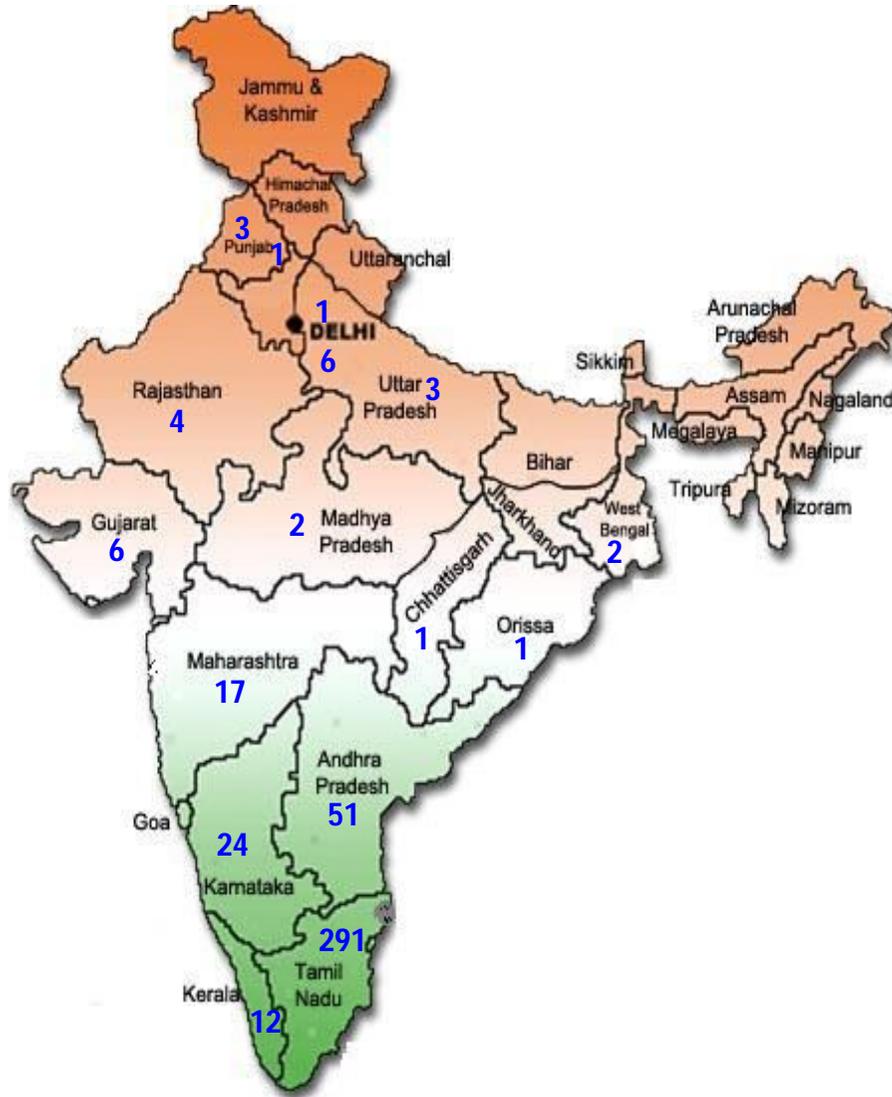
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### 3. Branch Network



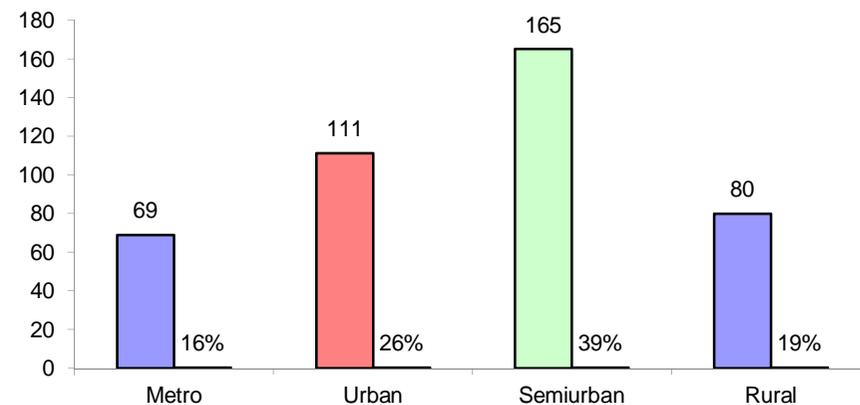
# Strong presence in the South

✓ A network of 425 branches of which 376 branches are located in South India and 291 in Tamil Nadu alone



State	No. of Branches	% of Business
Tamilnadu	291	72
Andhra Pradesh	51	9
Karnataka	24	6
Maharashtra	17	5
Kerala	12	2
Gujarat	6	2
Others	24	4
<b>Total</b>	<b>425</b>	

50 Branches opened in FY 2013-14





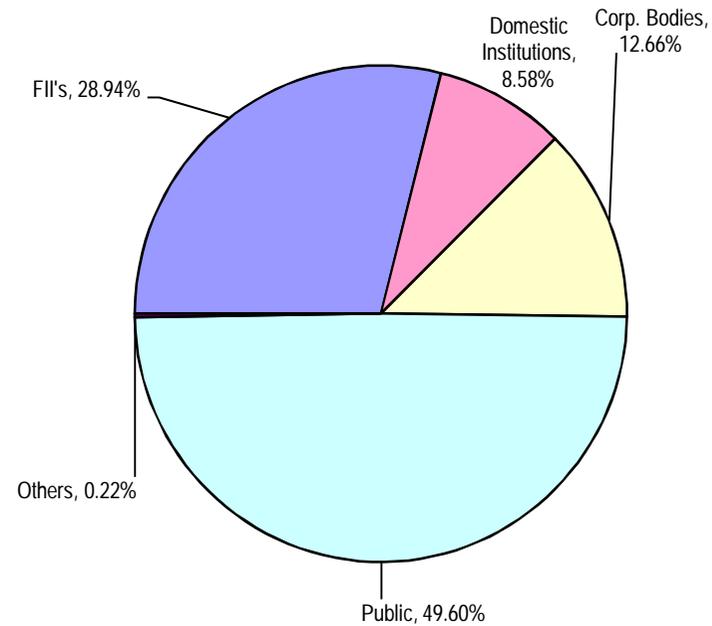
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## 4. Ownership Pattern



# A well diversified investor base

## Ownership profile



Well diversified ownership exceeding 90000

Long term investors ensuring stability and support to management

Higher Participation from FII's

Limit on FII ownership increased to 35%

# A well diversified investor base

## Major Institutional Shareholders as on 31 March 2014

Shareholders	% of holding
L & T Unnati Finance Ltd.	4.55
GKFF Ventures	4.32
FMO, Nederlandse	4.32
LIC of India	3.99
Regal Investment and Trading Co. Pvt Ltd	2.02
Wasatch Core Growth Fund	2.01
Acacia Partners	1.99
Emblem	1.74
Morgan Stanley Asia (Singapore) PTE	1.01

- ✓ FMO, Nederlandse sold the shares subsequently on 8<sup>th</sup> May 2014.
- ✓ Lavender Investments Ltd. Bought 2.22 Cr shares



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## 5. Management

# Transparent 'Corporate Governance' practices



Board consists of 8 Independent Directors and 2 Non-Independent Directors



Various sub-committees of Board functions to oversee the operations of the Bank



Code of conduct for directors and senior management put in place



Disclosure norms strictly adhered to



KYC / AML norms strictly complied with.

## We have eminent personalities on our Board;

- ✓ Chairman – Veteran Banker with 40 years of experience with City Union Bank
- ✓ 1 Formar CMD of a PSU Bank.
- ✓ 2 Chartered Accountants including Retd. CFO from Tata Consultancy Services
- ✓ 1 former IRDA & RBI Chief of Banking Operations & Development
- ✓ 1 Retired High Court Judge
- ✓ 1 Professor of IIT, Chennai
- ✓ 1 Industrialist
- ✓ 1 Advocate

# A well experienced and strong Board

(1/2)

	Name	Profile
	Mr. S. Balasubramanian, Chairman (Non-Executive)	He holds a Master degree in Mathematics, CAIIB and PGDFM and has 40 years of experience in the banking industry. He joined City Union Bank in 1971 as a probationary officer and was associated with the Bank in various capacities. In 2005 he was appointed as the Chairman & CEO of our Bank and thereafter, in 2009 he was appointed as the Managing Director and CEO. From May 2011, appointed as Non-Executive Chairman of the Bank.
	Dr. N. Kamakodi, MD & CEO	He is a Bachelor of Technology, MBA, CAIIB and Ph.D. in e-Banking. He joined the Bank as DGM in the year 2003 was elevated to the post of GM in 2005 and later as Executive Director in 2006. He has excellent academic background and also acquired hands on experience on the overall operations of the Bank. He was reappointed as MD & CEO of the Bank for a further period of three years up to April 2017.
	Mr. S. Bernard, Director	He is a graduate in Commerce and a Fellow Member of the Institute of Chartered Accountants of India. He is a practicing Chartered Accountant of 31 years standing with expertise in the field of Accountancy and Taxation.
	Mr. Kantha Kumar, Director	He is a graduate in Commerce and Law. He has been in the Banking Industry for around 38 years. He has held key positions such as Executive Director in Canara Bank and Chairman & Managing Director in Syndicate Bank.
	Mr. R.G. Chandramogan, Director	He is a well known Industrialist in South India. He is the Chairman & Managing Director of Hatsun Agro Product Limited which is the largest procurer of milk in the Private Sector in the country. He is a member in Screening Cum Implementation Group – Secondary Agriculture and Working Group on Animal Husbandary & Dairying, both constituted by Planning Commission, Government of India. He is also a member in National Agriculture constituted by Confederation of Indian Industry.

# A well experienced and strong Board

(2/2)

	Name	Profile
	<p>Mr. T.K. Ramkumar, Director</p>	<p>He is a graduate in Commerce and Law specialized in Banking law, Company law and Intellectual Property Rights. He is one of the leading Lawyers in Chennai.</p>
	<p>Justice (Retd.) S.R. Singaravelu, Director</p>	<p>He is a former Judge of High Court of Madras and High Court of Orissa. He has vast experience of 36 years in the Judiciary where he has held various positions.</p>
	<p>Mr. C.R. Muralidharan, Director</p>	<p>He retired as Chief General Manager, Dept of Banking Operations &amp; Development Reserve Bank of India. He has extensive experience in regulatory Banking. He was also a whole time member of Insurance Regulatory and Development Authority (IRDA).</p>
	<p>Dr. Veezhinathan Kamakoti, Director</p>	<p>He is a Bachelor of Engineering and Ph.D. in Computer Science. He is one of the youngest to adorn the post of Professorship in one of the prestigious Institutions of India namely I I T, Madras in the Department of Computer Science and Engineering. An expert in Computer Science and Technology, his forte is Information Technology related Secured Systems Engineering and Security related software engineering.</p>
	<p>Mr. S. Mahalingam, Director</p>	<p>He is a graduate in Commerce and Associate member of Institute of Chartered Accountants of India. He retired as Chief Financial Officer and Executive Director of Tata Consultancy Services. In his 43 years career with TCS, Shri. S. Mahalingam has been involved in myriad aspects of the company's operation and growth and also played a key role in helping TCS become a \$ 11.60 billion global company with over 2,76,000 employees. At present he is a Director in Nani Palkhivala Arbitration Centre, Tata Reality and Infrastructure Limited, CMC Limited, CSI Publications and National Skill Development Corporation.</p>



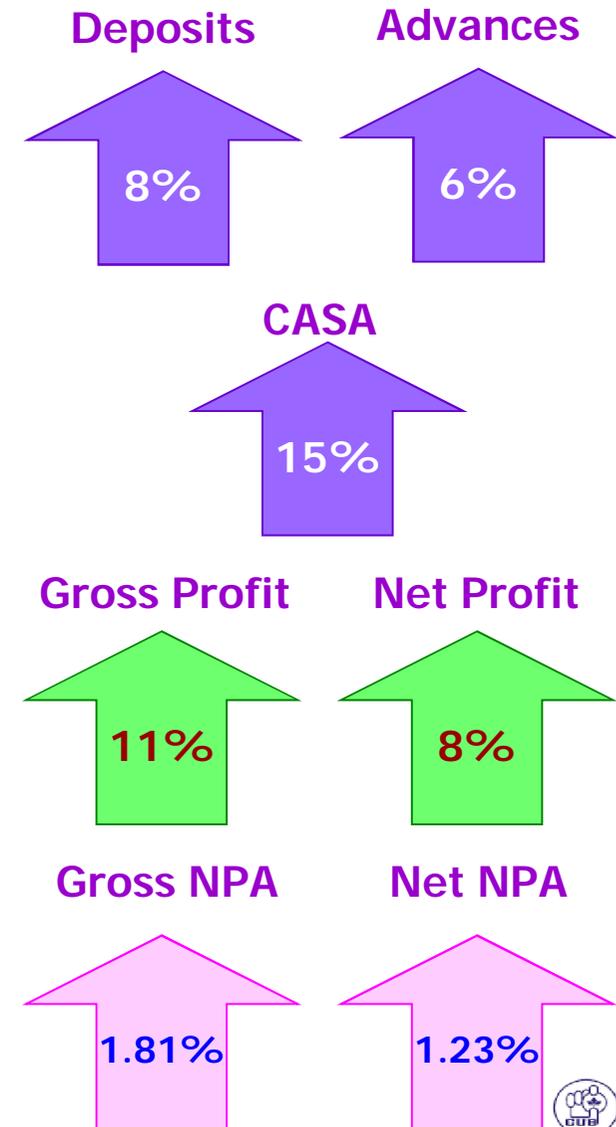
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## 6. Financial Performance and Business Profile

# FY 2013-14 Performance – A snapshot

## HIGHLIGHTS FOR THE YEAR ENDED 31<sup>st</sup> MARCH 2014

- ✓ Deposits increased by 8% to Rs.220 Bn Mn from Rs.203 Bn
- ✓ Advances increased by 6% from Rs.153 Bn to Rs.162 Bn
- ✓ Total Business grew by 7% from Rs.356 Bn to Rs.382 Bn
- ✓ CASA improved by 15% to Rs.39 Bn from Rs.34 Bn
- ✓ NII increased by 22% from Rs.6.2 Bn to Rs.7.6 Bn
- ✓ Gross Profit increased by 11% to Rs.5.8 Bn from Rs.5.2 Bn
- ✓ Net Profit increased by 8% from Rs.3.2 Bn to Rs.3.5 Bn
- ✓ Net NPA stood at 1.23%
- ✓ ROA stands at 1.44%
- ✓ ROE stands at 19.08%
- ✓ Net Interest Margin increased from 3.35% to 3.50%



# FY 13-14 Vs FY 12-13 – Performance – A snapshot

## Financial Performance

(in INR Mn)

Particulars	FY 2013-14	FY 2012-13	Inc / (Dec)	Growth	% Growth
Deposits	220169	203048	↑	17121	8%
Advances	162236	153429	↑	8807	6%
Total Business	382405	356477	↑	25928	7%
Demand Deposits	14420	13353	↑	1067	8%
Savings Deposits	24754	20693	↑	4061	20%
CASA	39173	34046	↑	5127	15%
Gross NPA	2931	1731	↑	1200	69%
Net NPA	1973	964	↑	1009	105%
Gross NPA (%)	1.81%	1.13%			
Net NPA (%)	1.23%	0.63%			
C R A R (BASEL II)	15.11%	13.98%			
- Of which Tier I	14.48%	13.27%			
CD Ratio	74%	76%			
PCR	62%	71%			

# FY 13-14 Vs FY 12-13 – Performance – A snapshot

## Financial Performance

(in INR Mn)

Particulars	FY 2013-14	FY 2012-13	Growth	% Growth
Net Interest Income	7594	6240	1354	22%
Other Income	3012	2736	276	10%
Operating Expenses	4796	3742	1054	28%
Gross Profit	5810	5235	575	11%
Provisions & Contingencies	2339	2014	325	16%
Net Profit	3471	3220	251	8%
Return on Assets	1.44%	1.58%		
Return on Equity	19.08%	22.41%		
Net Interest Margin	3.50%	3.35%		

# Q4 FY 13-14 Vs Q4 FY 12-13 – Performance – A snapshot

## Financial Performance

(in INR Mn)

Particulars	Q4 FY 2013-14	Q4 FY 2012-13	Growth	% Growth
Net Interest Income	1847	1733	114	7%
Other Income	908	806	102	13%
Operating Expenses	1315	1042	273	26%
Gross Profit	1440	1497	-57	-ve
Provisions & Contingencies	606	672	-66	-ve
Net Profit	833	825	8	1%
Return on Assets	1.34%	1.47%		
Return on Equity	17.06%	21.14%		
Net Interest Margin	3.34%	3.41%		

# FY 13-14 Vs FY 12-13 – Income and Expenses – Breakup

(in INR Mn)

## Interest Income Breakup

Particulars	FY 13-14	FY 12-13	Growth
Interest on Loans	20921	18122	15%
Interest on Investments	4380	3723	18%
Other Interest Income	158	42	273%
<b>Total Interest Income</b>	<b>25459</b>	<b>21888</b>	<b>16%</b>

## Interest Expenses Breakup

Particulars	FY 13-14	FY 12-13	Growth
Int Exp on Deposits	17340	15045	15%
Other Int Expenses	525	602	-ve
<b>Total Interest Expenses</b>	<b>17865</b>	<b>15647</b>	<b>14%</b>

## Other Income Breakup

Particulars	FY 13-14	FY 12-13	Growth
CEB & Charges	1956	1727	13%
Treasury Income	555	354	57%
All other Income incl suit account recoveries	501	655	-ve
<b>Total Other Income</b>	<b>3012</b>	<b>2736</b>	<b>10%</b>

## Operating Expenses Breakup

Particulars	FY 13-14	FY 12-13	Growth
Employee Cost	1856	1509	23%
Other Operating Expenses	2940	2233	32%
<b>Total Expenses</b>	<b>4796</b>	<b>3742</b>	<b>28%</b>

# Q4 FY 13-14 Vs Q4 FY 12-13 – Income and Expenses – Breakup

(in INR Mn)

## Interest Income Breakup

Particulars	Q4 FY 13-14	Q4 FY 12-13	Growth
Interest on Loans	5196	4969	5%
Interest on Investments	1132	991	14%
Other Interest Income	26	14	78%
<b>Total Interest Income</b>	<b>6354</b>	<b>5974</b>	<b>6%</b>

## Interest Expenses Breakup

Particulars	Q4 FY 13-14	Q4 FY 12-13	Growth
Int Exp on Deposits	4385	4113	7%
Other Int Expenses	122	128	-ve
<b>Total Interest Expenses</b>	<b>4508</b>	<b>4241</b>	<b>6%</b>

## Other Income Breakup

Particulars	Q4 FY 13-14	Q4 FY 12-13	Growth
CEB & Charges	527	478	10%
Treasury Income	149	95	57%
All other Income incl suit account recoveries	233	233	---
<b>Total Other Income</b>	<b>908</b>	<b>806</b>	<b>13%</b>

## Operating Expenses Breakup

Particulars	Q4 FY 13-14	Q4 FY 12-13	Growth
Employee Cost	473	388	22%
Other Operating Expenses	842	654	29%
<b>Total Expenses</b>	<b>1315</b>	<b>1042</b>	<b>26%</b>

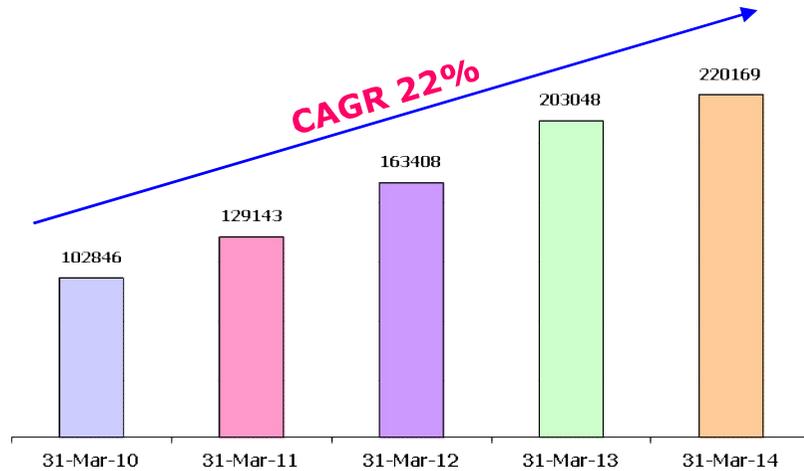
# Key Business Indicators

## Key indicators

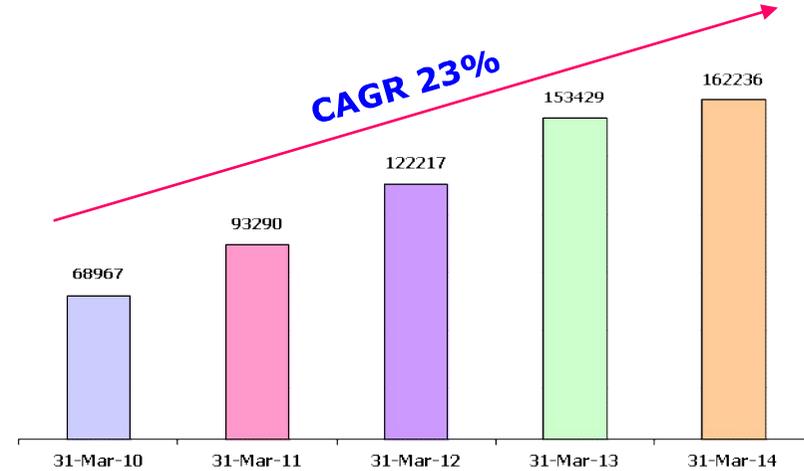
Particulars	FY 2013-14	FY 2012-13	Q4 FY 13-14	Q4 FY 12-13
Cost of Deposits	8.37%	8.44%	8.25%	8.39%
Yield on Advances	13.43%	13.49%	13.09%	13.38%
Yield on Investments	7.33%	7.19%	7.31%	7.32%
Net Interest Margin	3.50%	3.35%	3.34%	3.41%
Cost to Income	45.22%	41.69%	47.75%	41.04%
Cost of Funds	7.40%	7.66%	7.24%	7.57%
Yield on Funds	10.55%	10.71%	10.20%	10.67%
Per Employee Business (in INR Mn)	90.62	93.80	90.62	93.80
Per Employee Profit (in INR Mn) (Ann)	0.82	0.85	0.79	0.87
EPS (in INR) – FV INR 1/- share (Not Ann)	6.69	6.65	2.04	1.73

# Strong Deposits and Advances growth

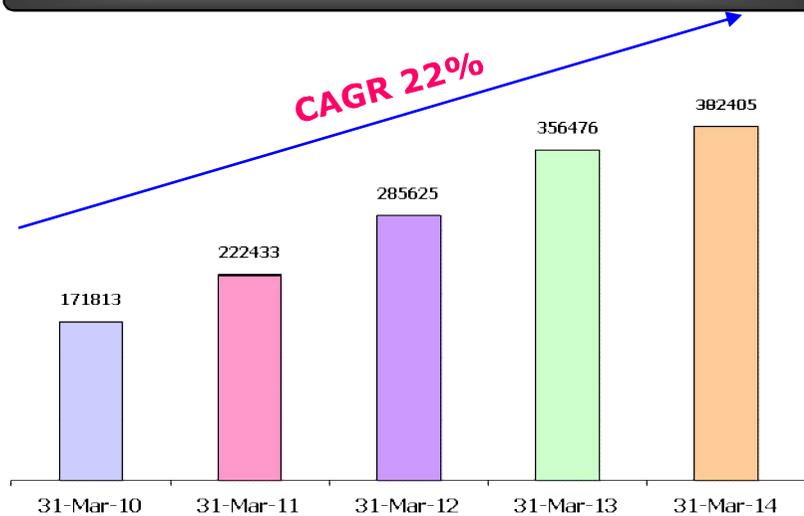
## Deposits



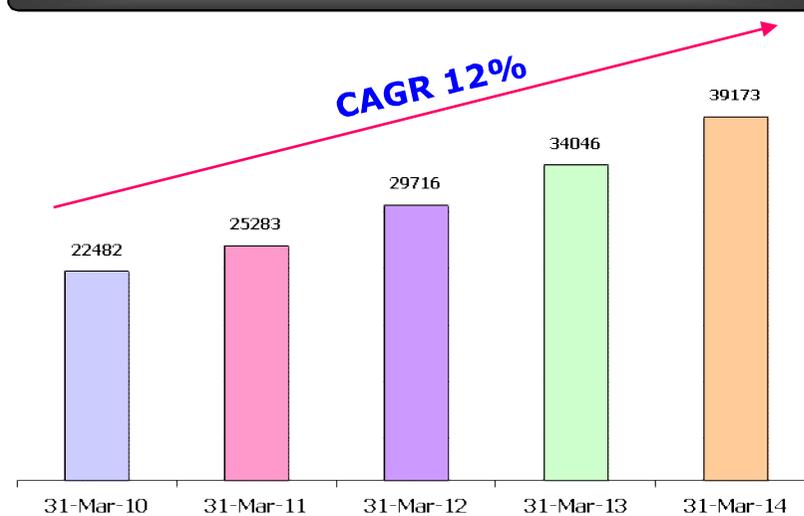
## Advances



## Business

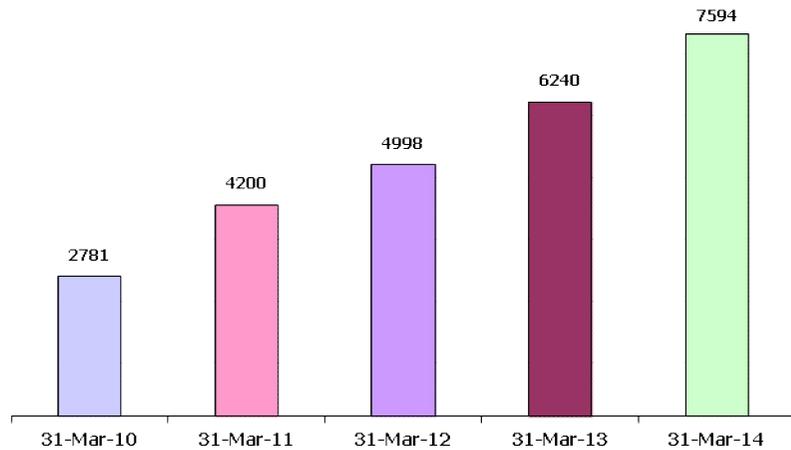


## CASA

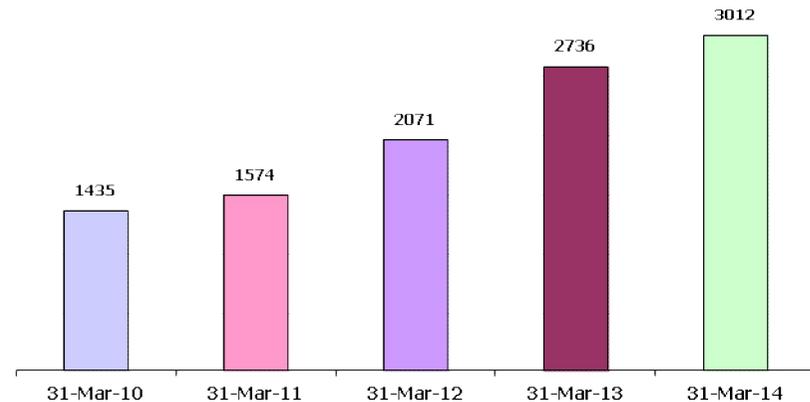


# Income Growth over the years ...

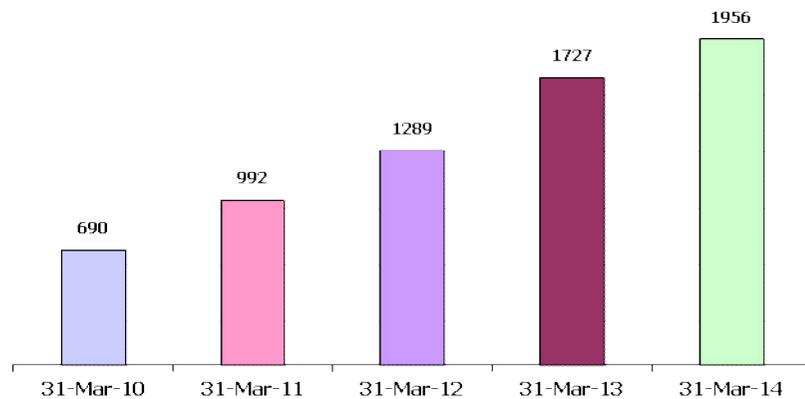
## Net Interest Income Growth



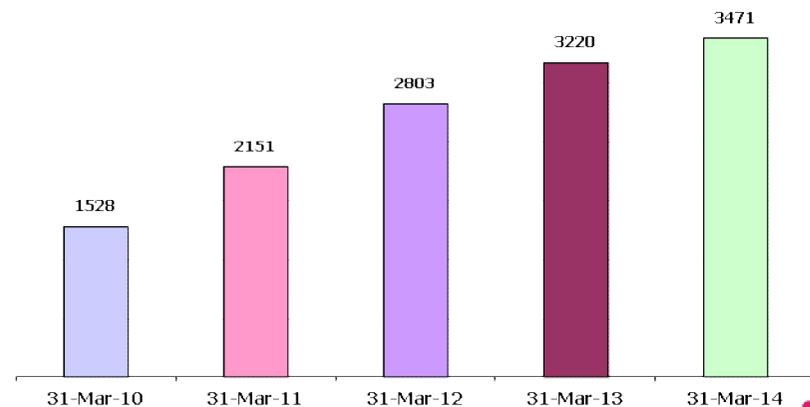
## Other Income Growth



## CEB Growth

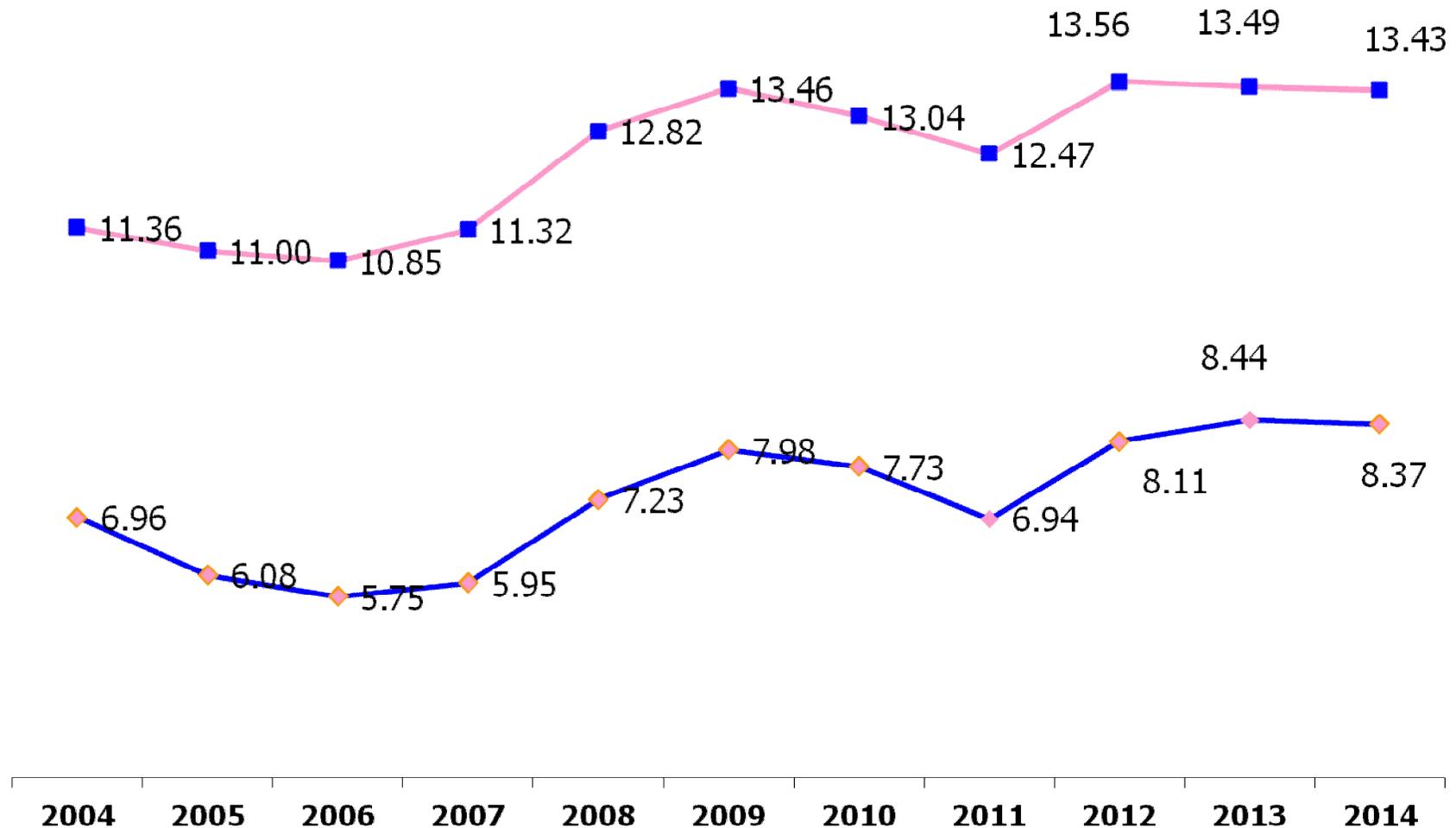


## Net Profit Growth



# Cost of deposits & Yield on advances

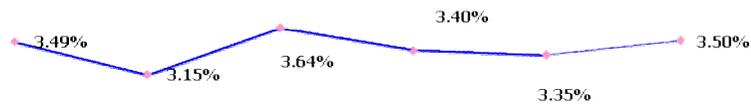
Cost of Deposits and Yield on Advances



Spread between cost of deposits and yield on advances of our bank maintained in the last 10 years

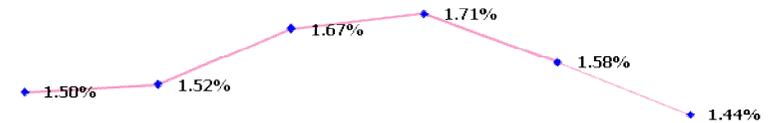
# Key Business Ratios - Yearwise

## Net Interest Margin



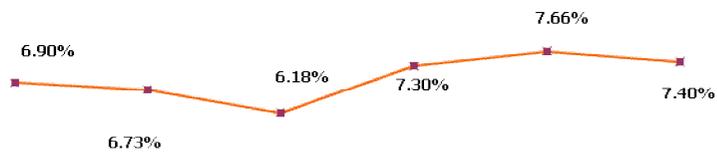
31-Mar-09 31-Mar-10 31-Mar-11 31-Mar-12 31-Mar-13 31-Mar-14

## Return on Assets



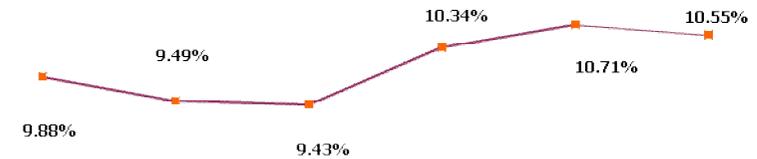
31-Mar-09 31-Mar-10 31-Mar-11 31-Mar-12 31-Mar-13 31-Mar-14

## Cost of Funds



31-Mar-09 31-Mar-10 31-Mar-11 31-Mar-12 31-Mar-13 31-Mar-14

## Yield on Funds

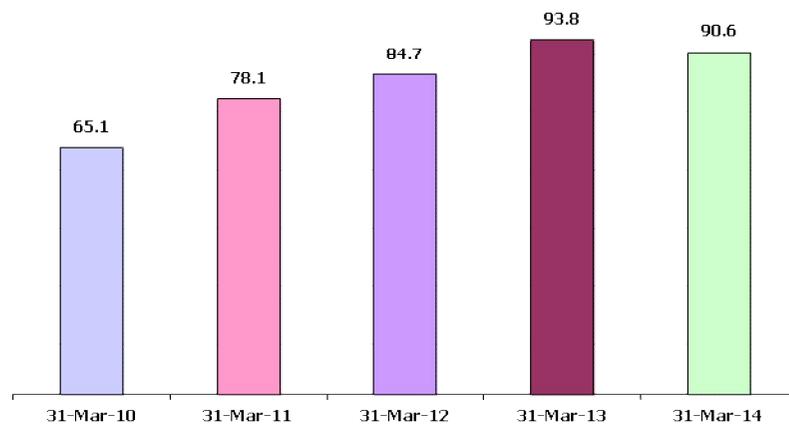


31-Mar-09 31-Mar-10 31-Mar-11 31-Mar-12 31-Mar-13 31-Mar-14

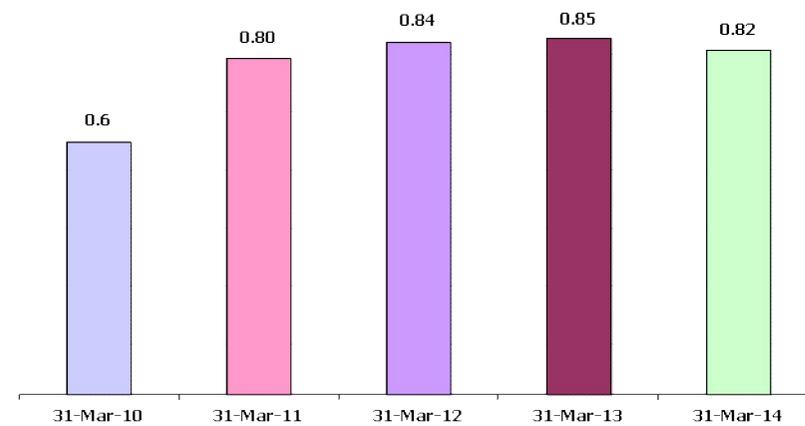
# Efficiency

(Rs in Mn)

## Business per Employee



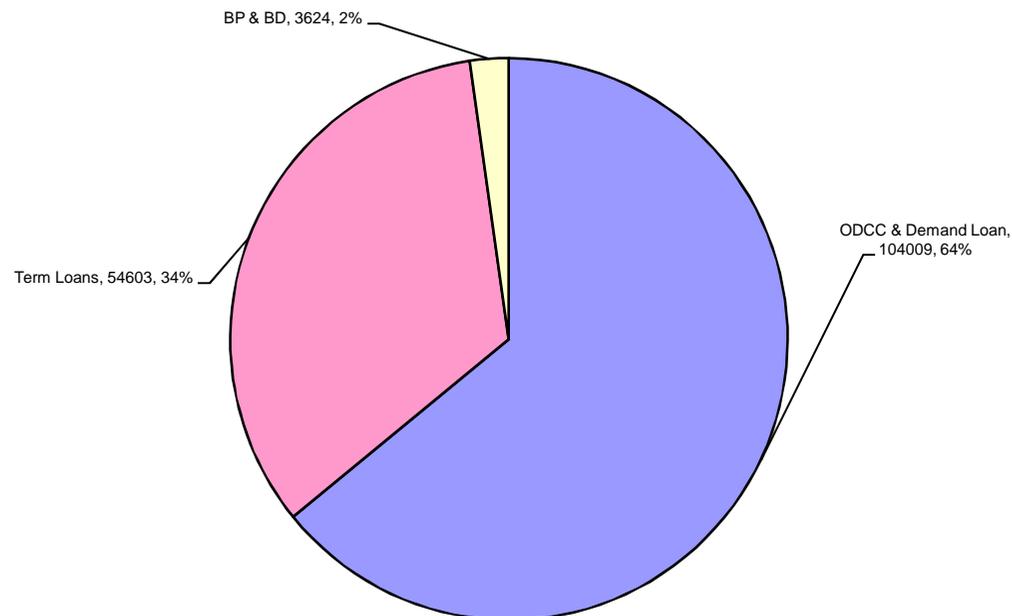
## Profit per Employee



# Loan Book – Products Composition

Loan Book Products Composition	Amount (INR Mn)	% to Total Advances
Cash Credit & Demand Loans	104009	64%
Term Loans	54603	34%
Bills Purchased & Bills Discounted	3624	2%
<b>Gross Loans Total</b>	<b>162236</b>	<b>100%</b>

- ✓ Working capital loans yielding higher interest constitute 64% of advances
- ✓ Re-pricing possible at short intervals thus reducing interest rate risk
- ✓ ~80% of our loan book is on floating rate basis which reduces interest rate risk



# Loan book – Composition

## Sectoral Deployment as on 31<sup>st</sup> March 2014

Particulars	Amount (INR Mn)	% to Total Advances
Agriculture (includes AJL – 21485 Mn)	31025	19%
M S M E	48899	30%
Large Industries	12932	8%
Retail Traders	10691	7%
Wholesale Traders	18314	11%
Commercial Real Estate	8803	5%
JL Non Agriculture	8151	5%
Housing Loans	8621	5%
Other Personal Loan (includes Personal Loan, Clean loan, Clean OD, Consumer loan, etc.)	3311	2%
Loans collateralized by Deposits	4003	3%
Infrastructure	1688	1%
NBFC	1658	1%
Others (Educational Loan, Staff Loan, etc)	4140	3%
<b>Gross Loans Total</b>	<b>162236</b>	<b>100%</b>

## Secured & Unsecured Advances

Particulars	Amount (INR Mn)	% to Total Advances
Secured Loans	158880	98%
Unsecured Loans	3356	2%
<b>Total</b>	<b>162236</b>	<b>100%</b>

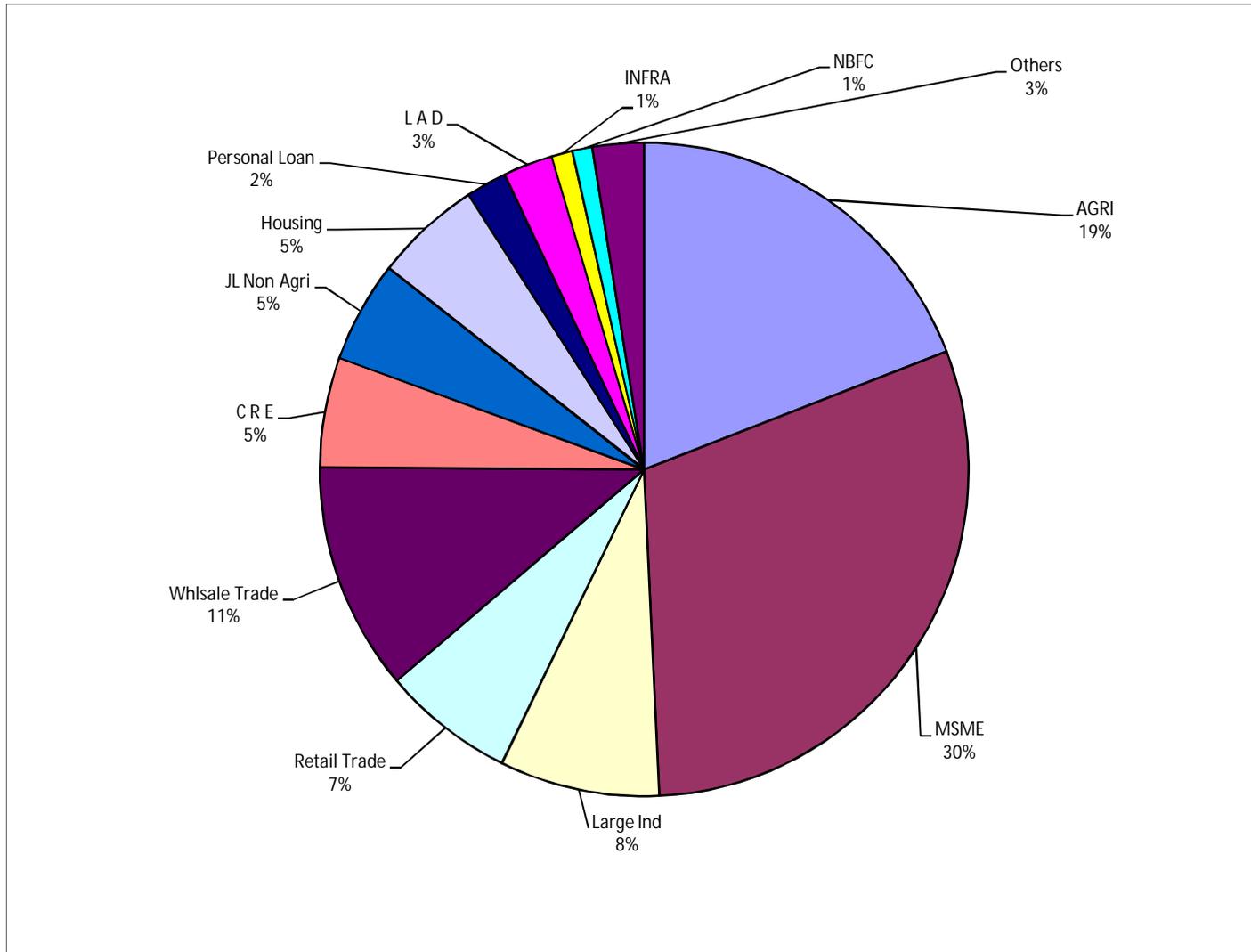
- ✓ Trading & MSME loans earning higher yields constitute about 45%.
- ✓ Diversified credit portfolio reduces credit risk
- ✓ Lower ticket size backed by adequate collaterals
- ✓ Unsecured Advances aggregate to 2% only
- ✓ Total Jewel Loan outstanding Rs.29,659 Mn

AJL – Agricultural Jewel Loan

JL – Jewel Loan

# Loan Book – Sectoral Deployment

Sectoral Deployment chart



# Loan Book – Advances to Major Industries

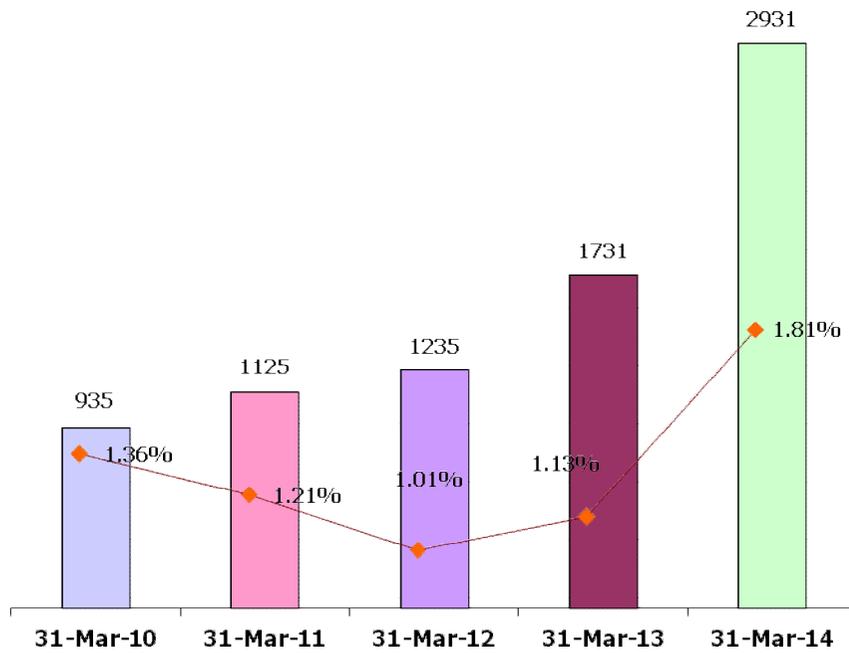
## Advances to Major Industries as on 31<sup>st</sup> March 2014

Industry Name	Amount (in INR Mn)	% to Total Advances
<b>Textiles</b>		
a) Cotton	9820	6%
b) Other Textiles	2885	2%
<b>Metals</b>		
a) Iron & Steel	9185	6%
b) Other Metals	2173	1%
Paper & Paper Products	3901	2%
Food Processing	2608	2%
Chemicals	1943	1%
Rubber & Plastics	1327	1%
Engineering	2433	1%
Beverage & Tobacco	888	1%
Automobiles	520	1%
Other Industries (includes Leather, Wood, Cement, Gems & Jewels, etc)	2194	1%
<b>Total</b>	<b>39877</b>	<b>25%</b>
<b>All other advances (Agri, Trade, Service, Gold Loan, etc.)</b>	<b>122359</b>	<b>75%</b>
<b>Total Gross Advances</b>	<b>162236</b>	<b>100%</b>

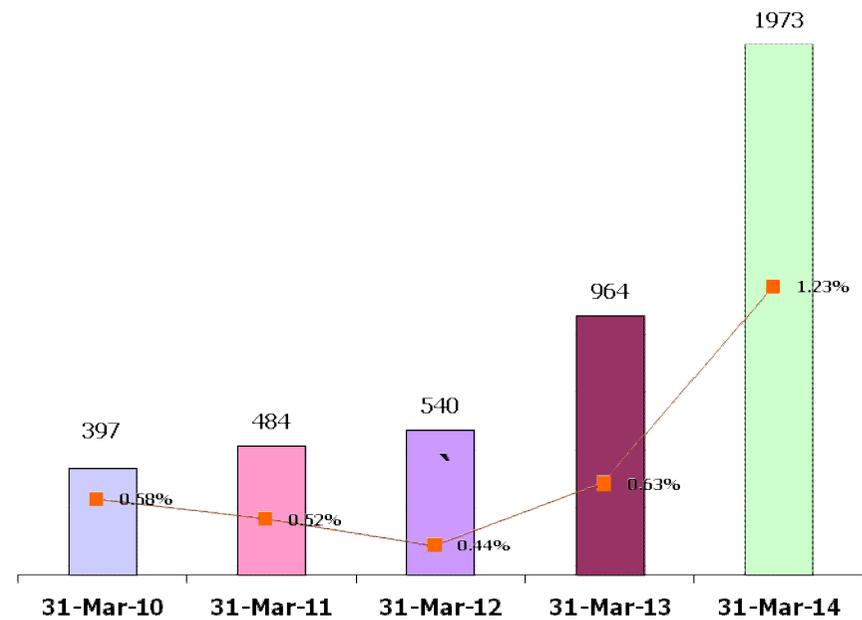
# Asset Quality

(Rs in Mn)

Gross NPA Qtm & Gross NPA %



Net NPA Qtm & Net NPA %



## Asset Quality Position – Movement over the years

(Rs in Mn)		FY Mar-11	FY Mar-12	FY Mar-13	Q4 FY 13-14	F Y 13-14
<b>NPA Opening balance</b>		<b>882</b>	<b>1125</b>	<b>1235</b>	<b>2689</b>	<b>1731</b>
Additions	A	1207	1444	2234	1776	4562
Recovery made		376	649	486	887	1865
Upgradations		114	165	232	50	168
Net Addition	B	717	630	1516	839	2529
Write-off		474	520	1020	597	1329
<b>NPA Closing balance</b>		<b>1125</b>	<b>1235</b>	<b>1731</b>	<b>2931</b>	<b>2931</b>
Technical Write-off (TW) during the period		540	484	948	498	1226
<b>Provision made during the period</b>	<b>C</b>	<b>672</b>	<b>570</b>	<b>970</b>	<b>285</b>	<b>1485</b>
T W recovery	D	291	400	599	279	544
<b>Provision made net of TW Recovery</b>	<b>E = C-D</b>	<b>381</b>	<b>170</b>	<b>371</b>	<b>6</b>	<b>941</b>
Gross Advance	F	92555	122217	153428	162236	162236
<b>Additions % of Gross Advance</b>	<b>A / F</b>	<b>1.30</b>	<b>1.18</b>	<b>1.46</b>	<b>1.09</b>	<b>2.81</b>
<b>Net Addition % of Gross Advance</b>	<b>B / F</b>	<b>0.77</b>	<b>0.52</b>	<b>0.99</b>	<b>0.52</b>	<b>1.56</b>
<b>Net provision made % of Gross Adv</b>	<b>E / F</b>	<b>0.41</b>	<b>0.14</b>	<b>0.24</b>	<b>0.00</b>	<b>0.58</b>
Gross NPA %		1.21	1.01	1.13	1.81	1.81
Net NPA %		0.52	0.44	0.63	1.23	1.23

# Restructured Accounts

## Balance outstanding as on 31.03.2014 in respect of Restructured Standard borrowers:

Type Restructuring	No. of Borrowers	Amount (in INR Mn)
Under CDR Mechanism	3	915
Under SME Debt Restructuring Mechanism	10	342
Under Other Debt Restructuring Mechanism	3	1496
<b>Total</b>	<b>16</b>	<b>2753</b>

- ✓ The above disclosure is in respect of Restructured Standard Accounts excluding NPA.
- ✓ During the FY 2013-14, accounts amounting to Rs.234 Mn successfully completed their 2 years moratorium period and were removed from "Restructure" category.
- ✓ During the FY 2013-14, accounts amounting to Rs.767 Mn slipped into NPA category.
- ✓ During Q4 FY 2014, one account to the tune of Rs.563 Mn in the Iron & Steel sector went to CDR
- ✓ % of Restructured Standard Advances to Gross Advances – 1.70%

# Investments – At a Glance

## Investments Breakup and Categorywise

(in INR Mn)

Particulars	MAR 2014	MAR 2013
Sovereign Bonds	53190	45645
Corporate Bonds, RIDF, etc.	6058	6631
Equity Shares & Equity oriented MFs	305	402
Total Investments	59553	52678
Yield on Investments	7.33%	7.19%
Investments Breakup:		
- A F S	4598 (8%)	4628 (9%)
- H T M	54950 (92%)	48043 (91%)
- H F T	5	7
Total Investments	59553	52678
Modified Duration:		
- A F S	2.20	3.49
- H T M	4.25	4.87
- H F T	-	-
- Overall Portfolio	4.11	4.75



**Thank You**

