



CUB
Trust and Excellence
SINCE 1904

CITY UNION BANK LTD

**INVESTOR
PRESENTATION
JUNE 2018**





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Overview

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

Facts & Figures

Position as on 30.06.2018

Deposits



INR 33,597 Cr

Advances



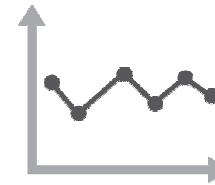
INR 28,215 Cr

Net Interest Margin



4.24%

Net NPA



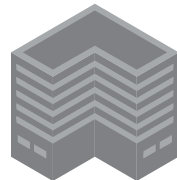
1.70%

Employees



5,253

Branches



601

ATM's



1,634

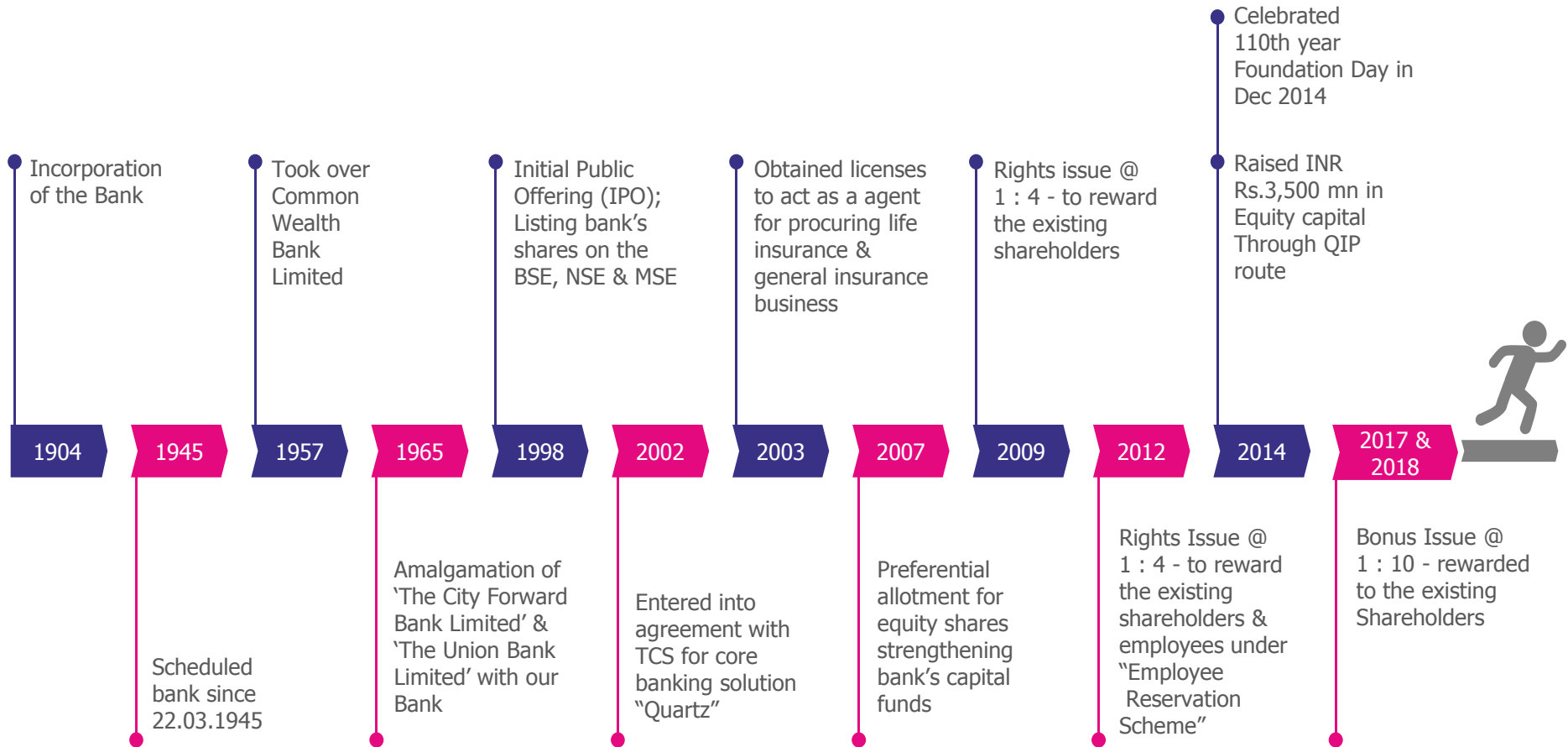
Efficiency Ratio



40.58%



Key milestones





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





Competitive Advantages

Strong track record	<ul style="list-style-type: none">• Continuous profitability and dividend payout in all 110+ years of operations• Business growth of 20% CAGR in last 10 years
Robust corporate governance practices	<ul style="list-style-type: none">• Strong board with majority of directors being independent directors• Consistency in management with only 7 CEOs appointed in 100+ years
Diversified asset profile	<ul style="list-style-type: none">• Granular asset profile with advances to top 20 borrowers contributing around 9%• Lower ticket size lending backed by adequate collaterals
Higher yielding loan portfolio	<ul style="list-style-type: none">• Trading and MSME loan segments earning high yields constitute about 50% of advances
Adequately capitalised	<ul style="list-style-type: none">• Strong Capital Adequacy ratio of 16.06% out of which Tier 1 constitutes 15.64%
Network	<ul style="list-style-type: none">• Pan India presence with 601 branches• Strong presence in South India (539 branches) of which 415 are in Tamil Nadu alone



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Q1 FY 2018-19 Performance – A snapshot

- ✓ Deposits increased by 10% from Rs.305 Bn to Rs.336 Bn Y-o-Y
- ✓ Advances registered a growth of 17% from Rs.241 Bn to Rs.282 Bn Y-o-Y
- ✓ Total business grown by 13% to Rs.618 Bn from Rs.545 Bn Y-o-Y
- ✓ Gross Profit marginally increased by 1% from Rs.2,970 Mn to Rs.2,994 Mn (Y-o-Y)
- ✓ Net Profit increased by 15% from Rs.1,403 Mn to Rs.1,616 Mn (Y-o-Y)

- ✓ Profitability and efficiency ratios – at par with the best in industry:

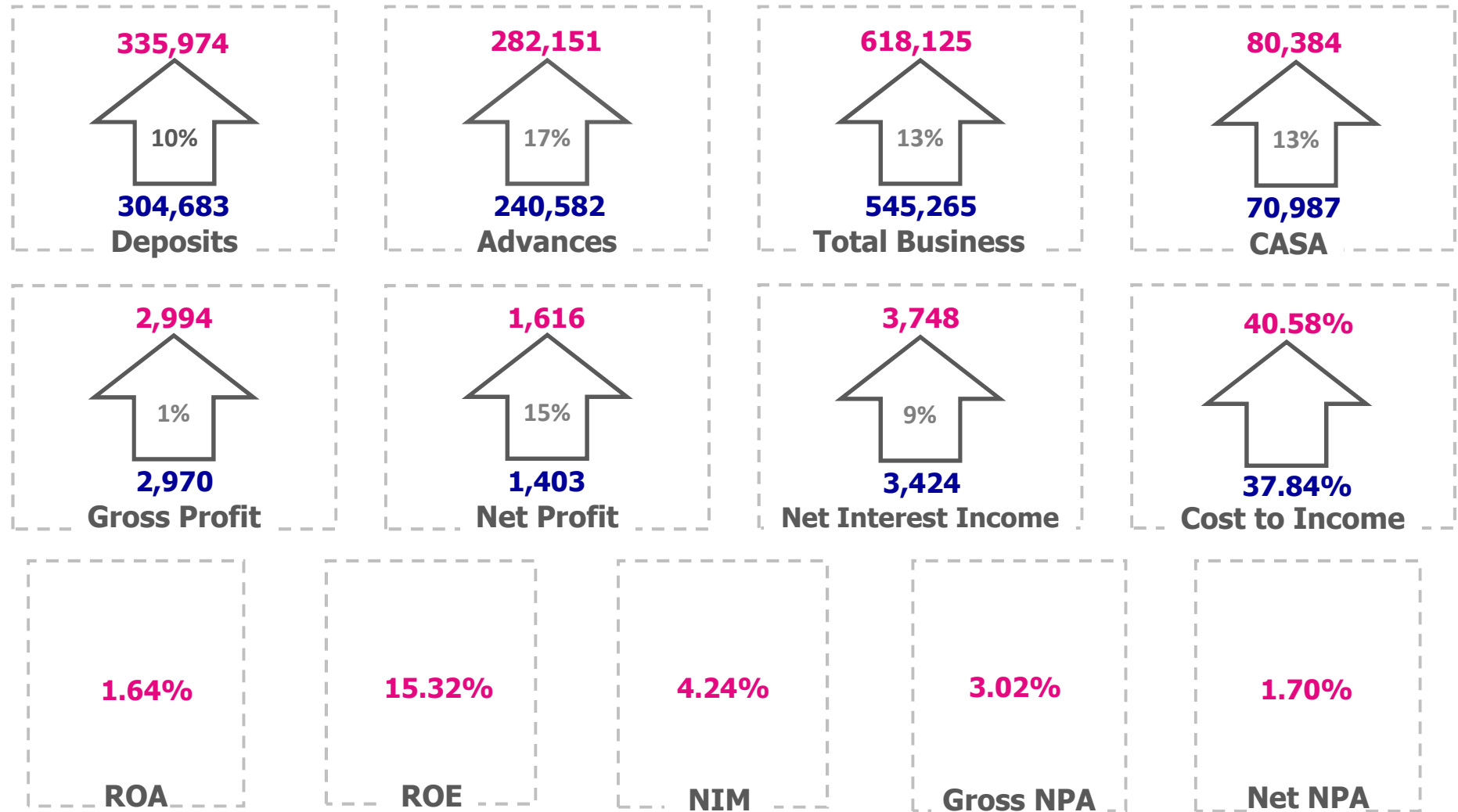
		Q1 FY 2019	Q1 FY 2018	Q4 FY 2018	FY 2017-18
➤	Return on Assets	- 1.64%	1.60%	1.58%	1.60%
➤	Net Interest Margin	- 4.24%	4.47%	4.36%	4.42%
➤	Return on Equity	- 15.32%	15.51%	15.16%	15.37%
➤	Earnings per share	- Rs.2.43	Rs.2.33	Rs.2.29	Rs.9.18

- ✓ Gross NPA – 3.02% and Net NPA – 1.70%
- ✓ Provision Coverage Ratio – 65%
- ✓ CRAR – 16.06% (Basel III) of which core CRAR – 15.64%



Q1 FY 2018 Vs Q1 FY 2017 Performance – A snapshot

(All figures in INR Mn)

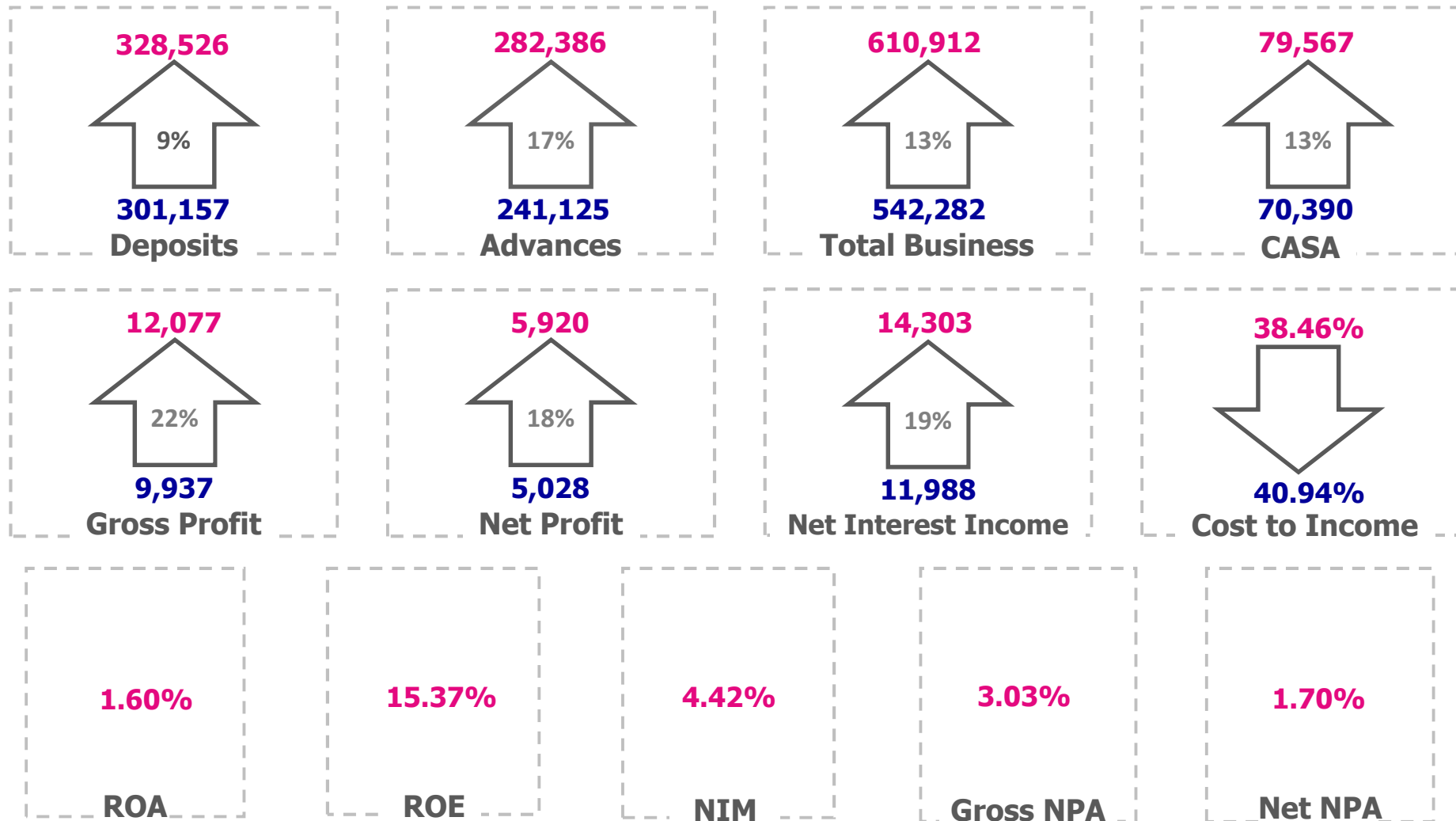


■ Q1 FY19 ■ Q1 FY18



FY 2018 Vs FY 2017 Performance – A snapshot

(All figures in INR Mn)



FY18 FY17



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Q1 FY 19 Vs Q1 FY 18 – Performance – A snapshot

(in INR Mn)

Financial Performance

Particulars	Q1 FY 2019	Q1 FY 2018	Inc / (Dec)	Growth	Growth %
Deposits	335,974	304,683	↑	31,291	10%
Advances	282,151	240,582	↑	41,569	17%
Total Business	618,125	545,265	↑	72,860	13%
Demand Deposits	27,579	24,673	↑	2,906	12%
Saving Deposits	52,805	46,314	↑	6,491	14%
CASA	80,384	70,987	↑	9,397	13%
Gross NPA	8,511	7,350	↑	1,161	16%
Net NPA	4,735	4,260	↑	475	11%
Gross NPA (%)	3.02%	3.05%			
Net NPA (%)	1.70%	1.79%			
C R A R (BASEL – III)	16.06%	15.87%			
- Of which Tier I	15.64%	15.40%			
CD Ratio	84%	79%			
PCR	65%	62%			



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Q1 FY 19 Vs Q1 FY 18 – Performance – A snapshot

(in INR Mn)

Financial Performance

Particulars	Q1 FY 2019	Q1 FY 2018	INC / (DEC)	Growth %	Q4 FY 2018
Net Interest Income	3,748	3,424	324	9%	3,680
Other Income	1,291	1,353	-62	-ve	1,198
Operating Expenses	2,045	1,807	238	13%	1,935
Gross Profit	2,994	2,970	24	1%	2,943
Provisions & Contingencies	1,378	1,567	-189	-ve	1,422
Net Profit	1,616	1,403	213	15%	1,521
Return on Assets	1.64%	1.60%			1.58%
Return on Equity	15.32%	15.51%			15.16%
Net Interest Margin	4.24%	4.47%			4.36%



FY 18 Vs FY 17 – Performance – A snapshot

(in INR Mn)

Financial Performance

Particulars	FY 2018	FY 2017	Inc / (Dec)	Growth	Growth %
Deposits	328,526	301,157	↑	27,369	9%
Advances	282,386	241,125	↑	41,261	17%
Total Business	610,912	542,282	↑	68,630	13%
Demand Deposits	27,863	24,092	↑	3,771	16%
Saving Deposits	51,705	46,298	↑	54,07	12%
CASA	79,567	70,390	↑	91,77	13%
Gross NPA	8,566	6,820	↑	1,746	26%
Net NPA	4,748	4,083	↑	665	16%
Gross NPA (%)	3.03%	2.83%			
Net NPA (%)	1.70%	1.71%			
C R A R (BASEL – III)	16.22%	15.83%			
- Of which Tier I	15.79%	15.36%			
CD Ratio	86%	80%			
PCR	64%	61%			



FY 18 Vs FY 17 – Performance – A snapshot

(in INR Mn)

Financial Performance

Particulars	FY 2018	FY 2017	INC / (DEC)	Growth %
Net Interest Income	14,303	11,988	2,315	19%
Other Income	5,321	4,839	482	10%
Operating Expenses	7,547	6,890	657	10%
Gross Profit	12,077	9,937	2,140	22%
Provisions & Contingencies	6,157	4,909	1,248	25%
Net Profit	5,920	5,028	892	18%
Return on Assets	1.60%	1.50%		
Return on Equity	15.37%	15.26%		
Net Interest Margin	4.42%	4.17%		

Q1 FY 19 Vs Q1 FY 18 – Income and Expenses – Breakup

(in INR Mn)

Interest Income Breakup

Particulars	Q1 FY 2019	Q1 FY 2018	Growth (%)
Interest on Loans	7,425	6,912	7%
Interest on Investments	1,389	1,238	12%
Other Interest Income	81	106	-ve
Total Interest Income	8,895	8,256	8%

Interest Expenses Breakup

Particulars	Q1 FY 2019	Q1 FY 2018	Growth (%)
Int Exp on Deposits	5,011	4,775	5%
Other Int Expenses	136	57	141%
Total Interest Expenses	5,147	4,832	7%

Other Income Breakup

Particulars	Q1 FY 2019	Q1 FY 2018	Growth (%)
CEB & Charges	759	697	9%
Treasury Income	193	390	-ve
Other Inc incl recoveries in written off a/cs	339	266	27%
Total Other Income	1,291	1,353	-ve

Operating Expenses Breakup

Particulars	Q1 FY 2019	Q1 FY 2018	Growth (%)
Employee Cost	873	765	14%
Other Operating Expenses	1,172	1,042	12%
Total Expenses	2,045	1,807	13%

FY 18 Vs FY 17 – Income and Expenses – Breakup

(in INR Mn)

Interest Income Breakup

Particulars	FY 2018	FY 2017	Growth (%)
Interest on Loans	28,404	25,902	10%
Interest on Investments	5,228	5,385	-ve
Other Interest Income	392	451	-ve
Total Interest Income	34,024	31,738	7%

Interest Expenses Breakup

Particulars	FY 2018	FY 2017	Growth (%)
Int Exp on Deposits	19,271	19,418	-ve
Other Int Expenses	450	332	36%
Total Interest Expenses	19,721	19,750	-ve

Other Income Breakup

Particulars	FY 2018	FY 2017	Growth (%)
CEB & Charges	2,561	2,176	18%
Treasury Income	1,682	2,056	-ve
Other Inc incl recoveries in written off a/cs	1,078	608	77%
Total Other Income	5,321	4,840	10%

Operating Expenses Breakup

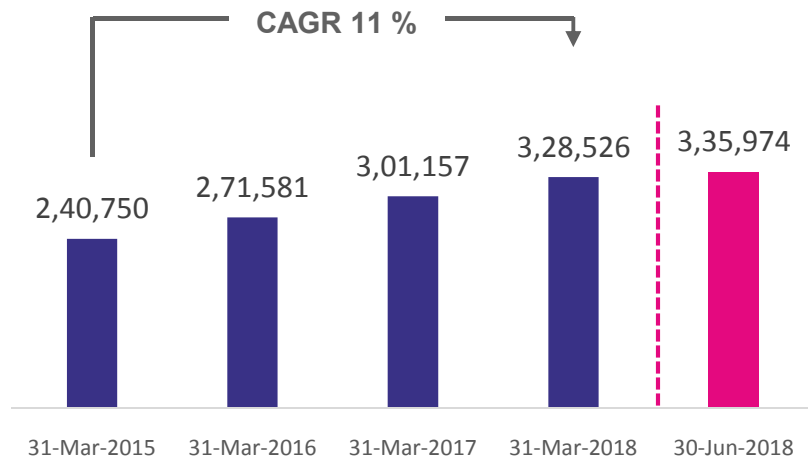
Particulars	FY 2018	FY 2017	Growth (%)
Employee Cost	3,159	2,982	6%
Other Operating Expenses	4,388	3,908	12%
Total Expenses	7,547	6,890	10%



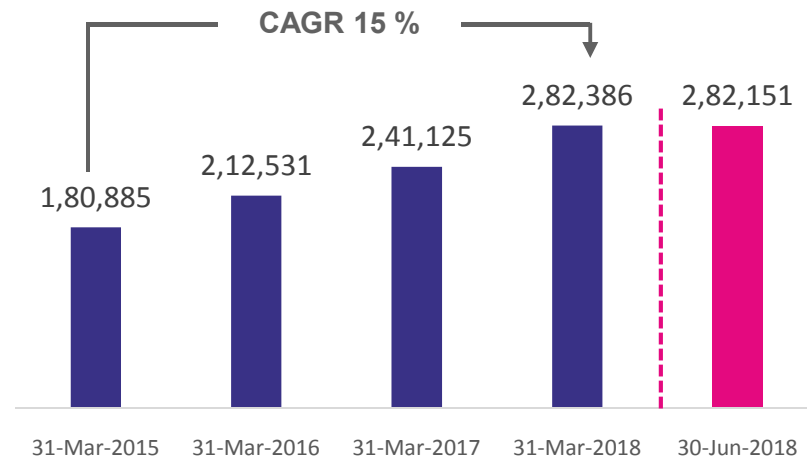
Strong Deposits and Advances growth

(in INR Mn)

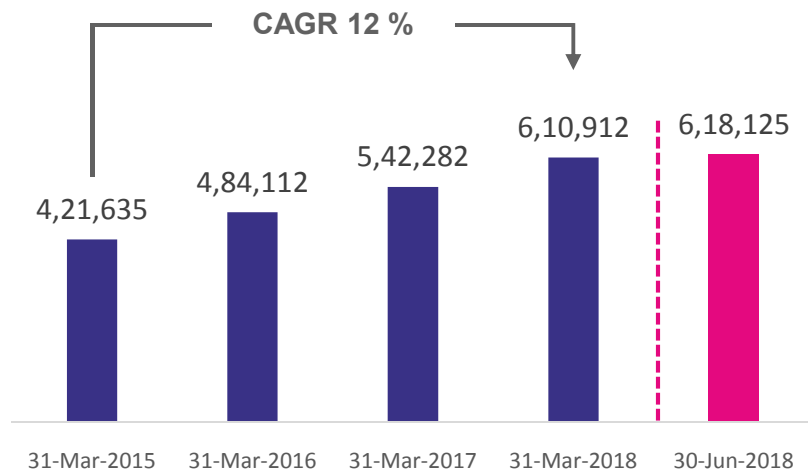
Deposits



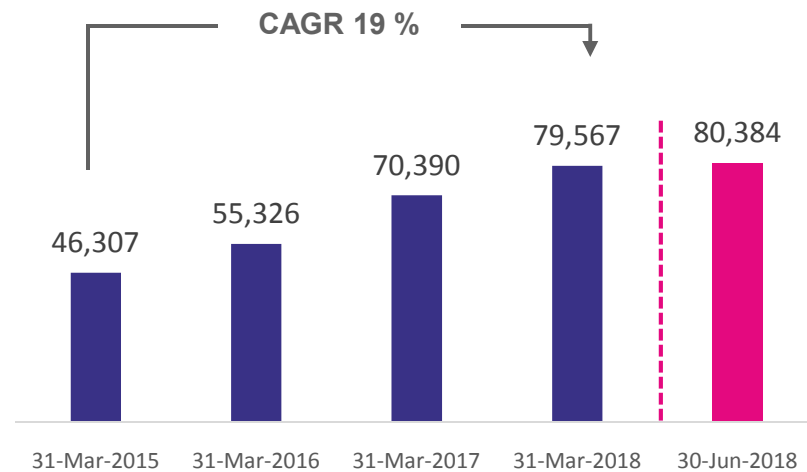
Advances



Business



CASA

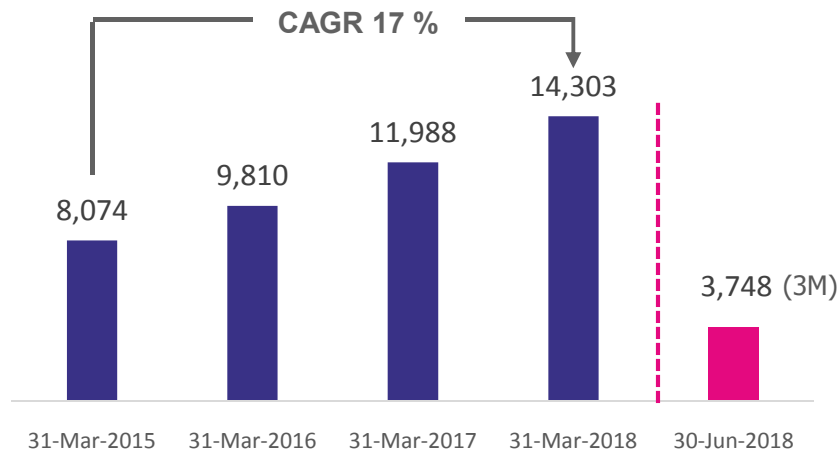




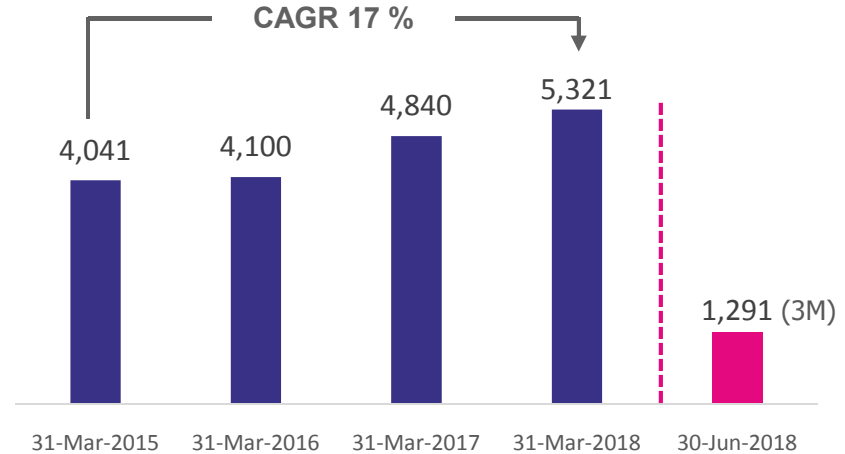
Income Growth over the years...

(in INR Mn)

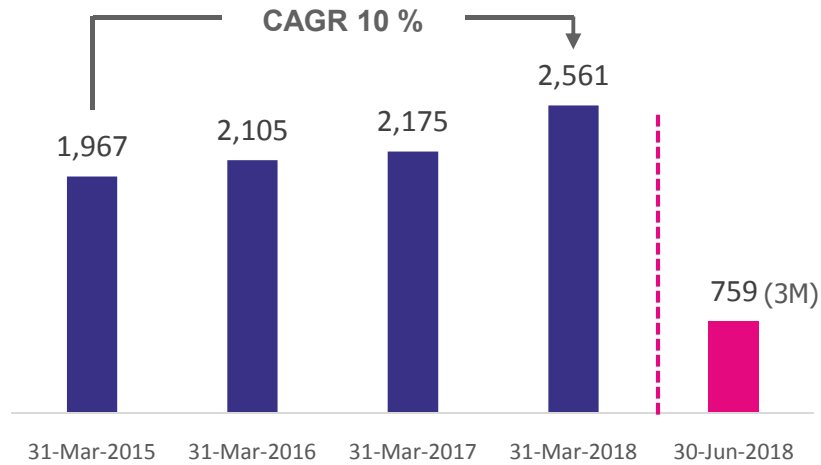
Net Interest Income Growth



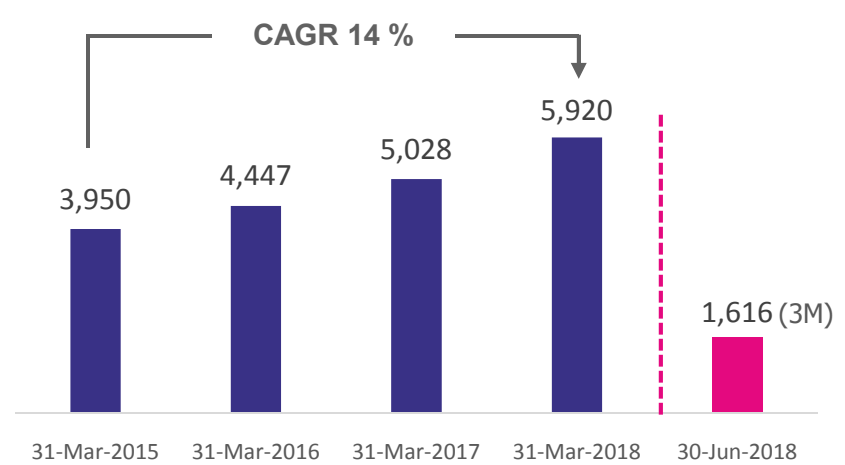
Other Income Growth



CEB Growth



Net Profit Growth





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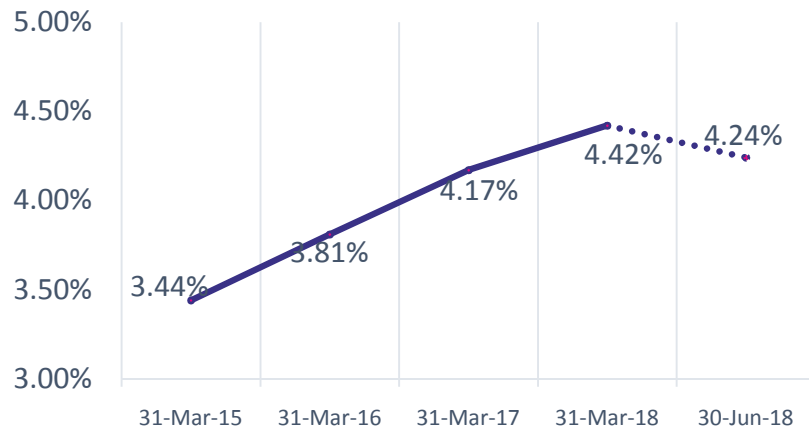
Key Business Indicators

Particulars	Q1 FY 2019	Q1 FY 2018	Q4 FY 2018	FY 2017-18
Cost of Deposits	6.15%	6.44%	6.22%	6.29%
Yield on Advances	10.86%	11.79%	11.19%	11.46%
Yield on Investments	6.91%	6.93%	6.90%	6.95%
Net Interest Margin	4.24%	4.47%	4.36%	4.42%
Cost to Income	40.58%	37.84%	39.67%	38.46%
Cost of Funds	5.21%	5.52%	5.23%	5.34%
Yield on Funds	9.00%	9.43%	9.06%	9.21%
Per Employee Business (in INR Mn)	117.60	115.31	114.77	114.77
Per Employee Profit (in INR Mn) (Ann)	1.23	1.19	1.14	1.11
EPS (in INR) – FV INR 1/- share (Not Ann)	2.43	2.33	2.29	9.18

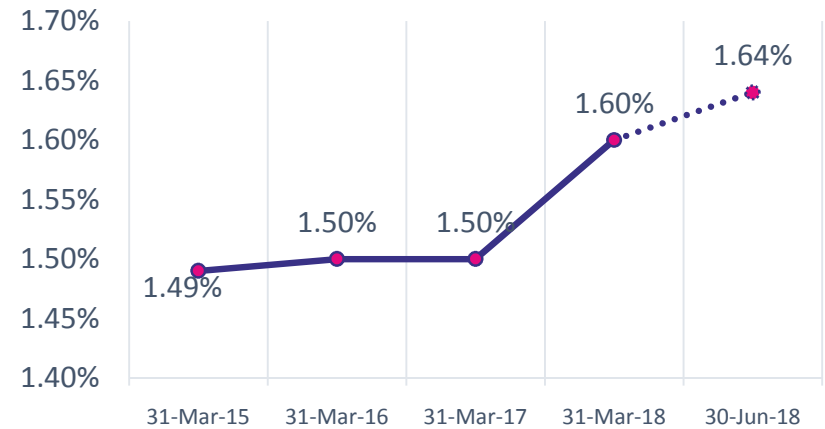


Key Business Ratios – Yearly trends

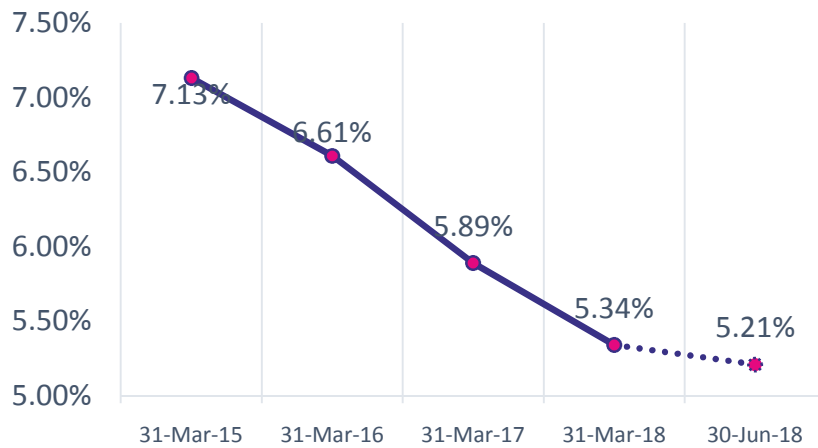
Net Interest Margin



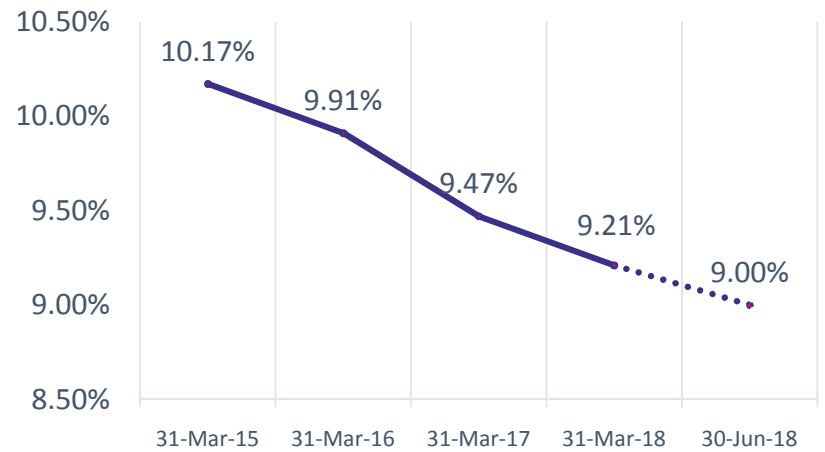
Return on Assets



Cost of Funds



Yield on Funds





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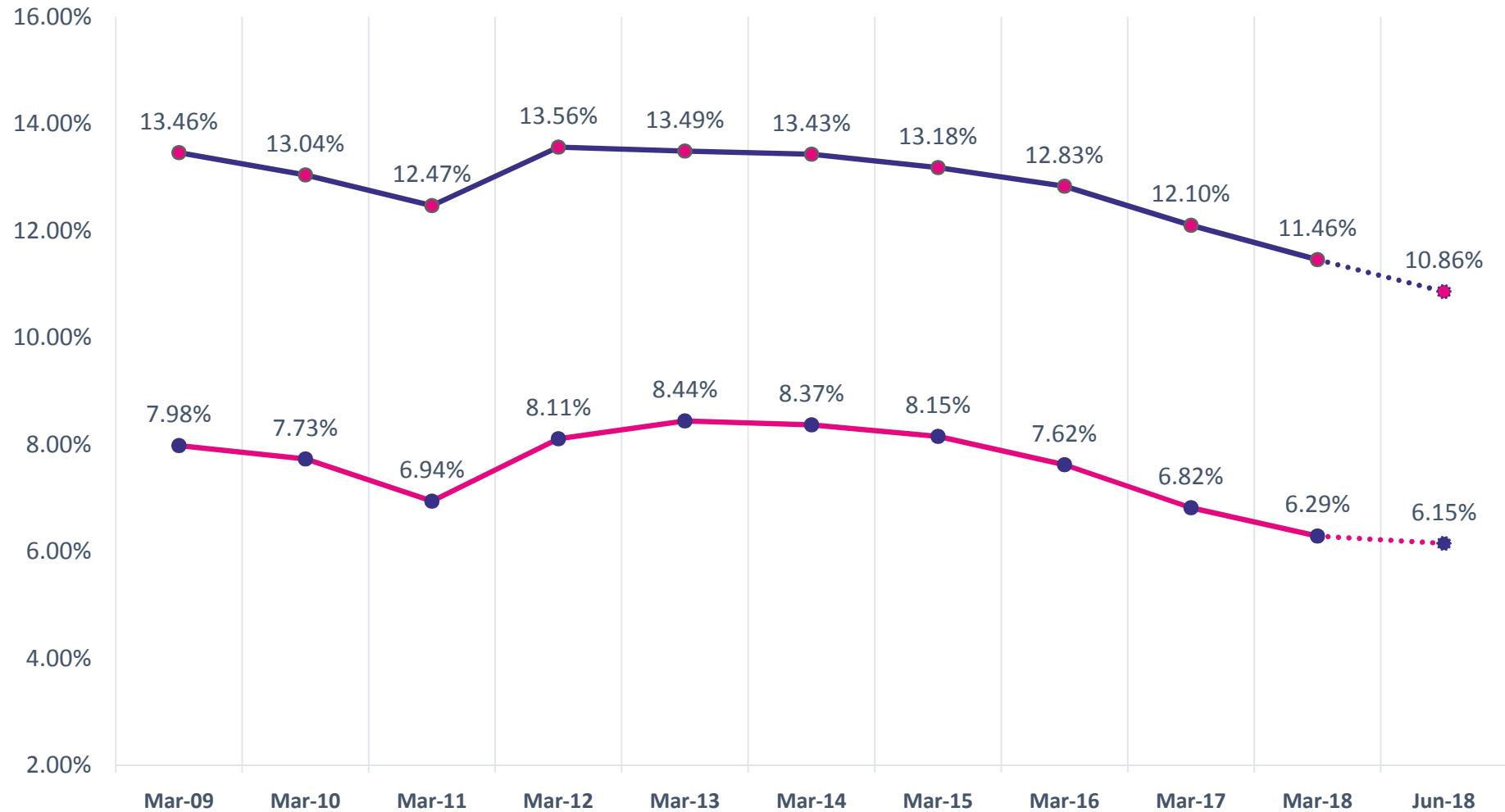
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Cost of deposits & Yield on advances



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



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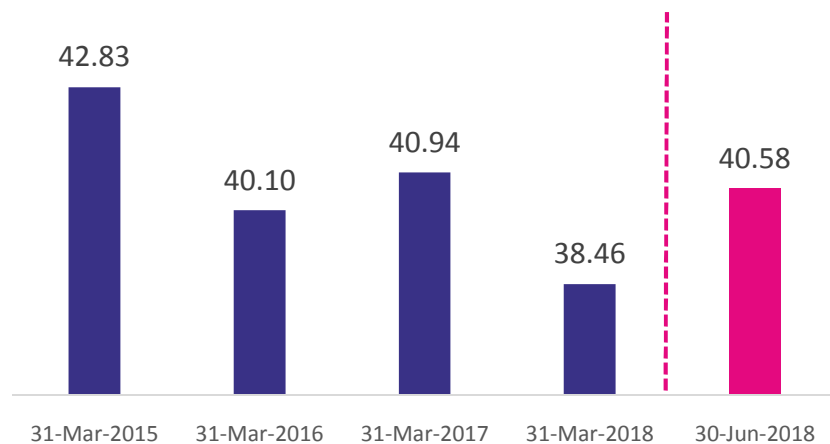
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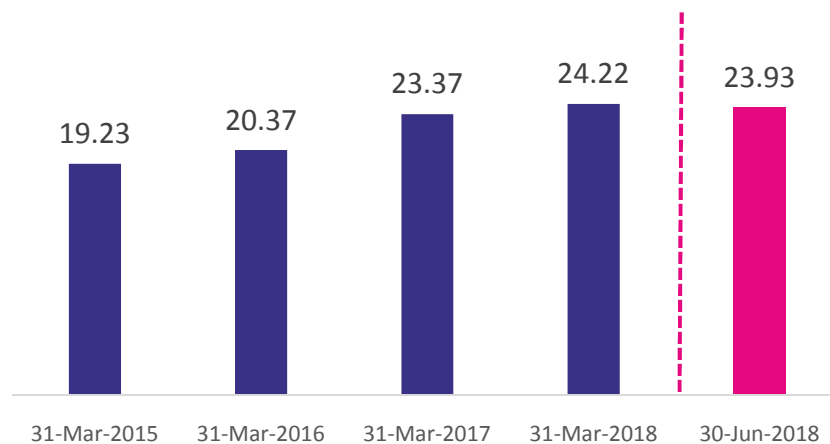
Corporate Governance

Efficiency

Cost income ratio

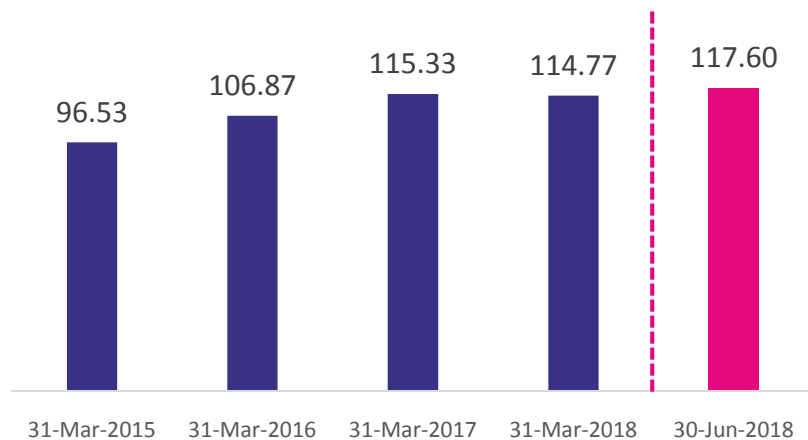


CASA Ratio



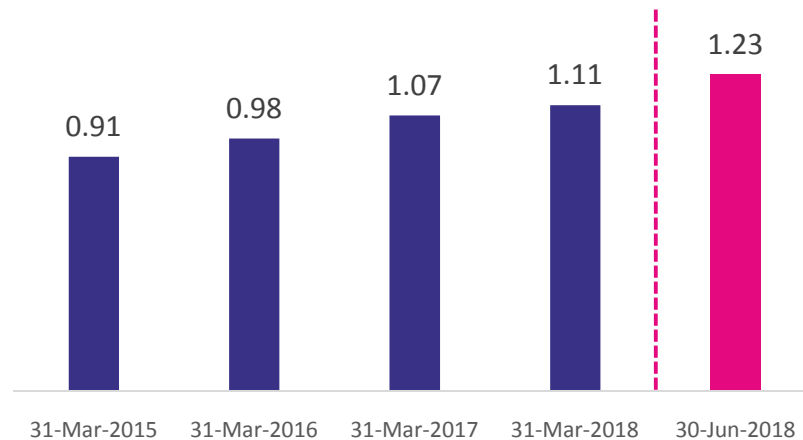
Business per Employee

(in INR Mn)

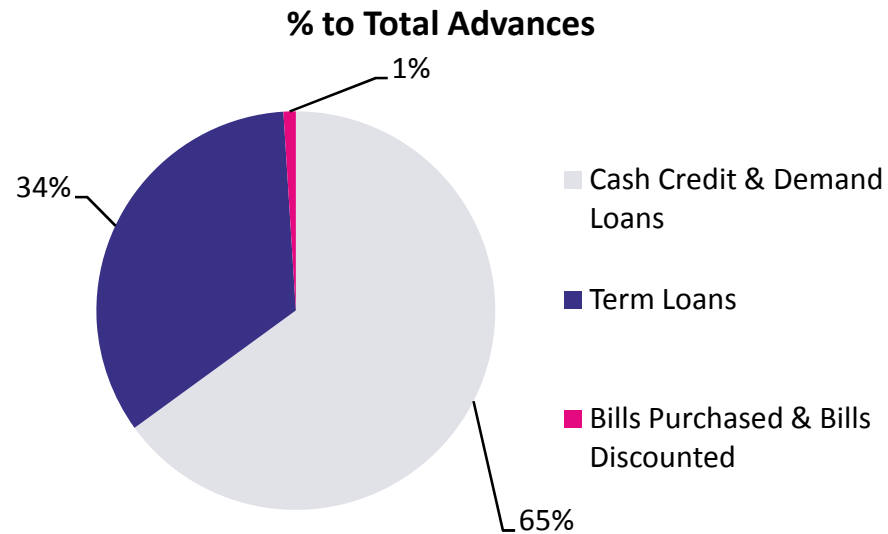


Profit per Employee

(in INR Mn)



Loan Book – Products Composition



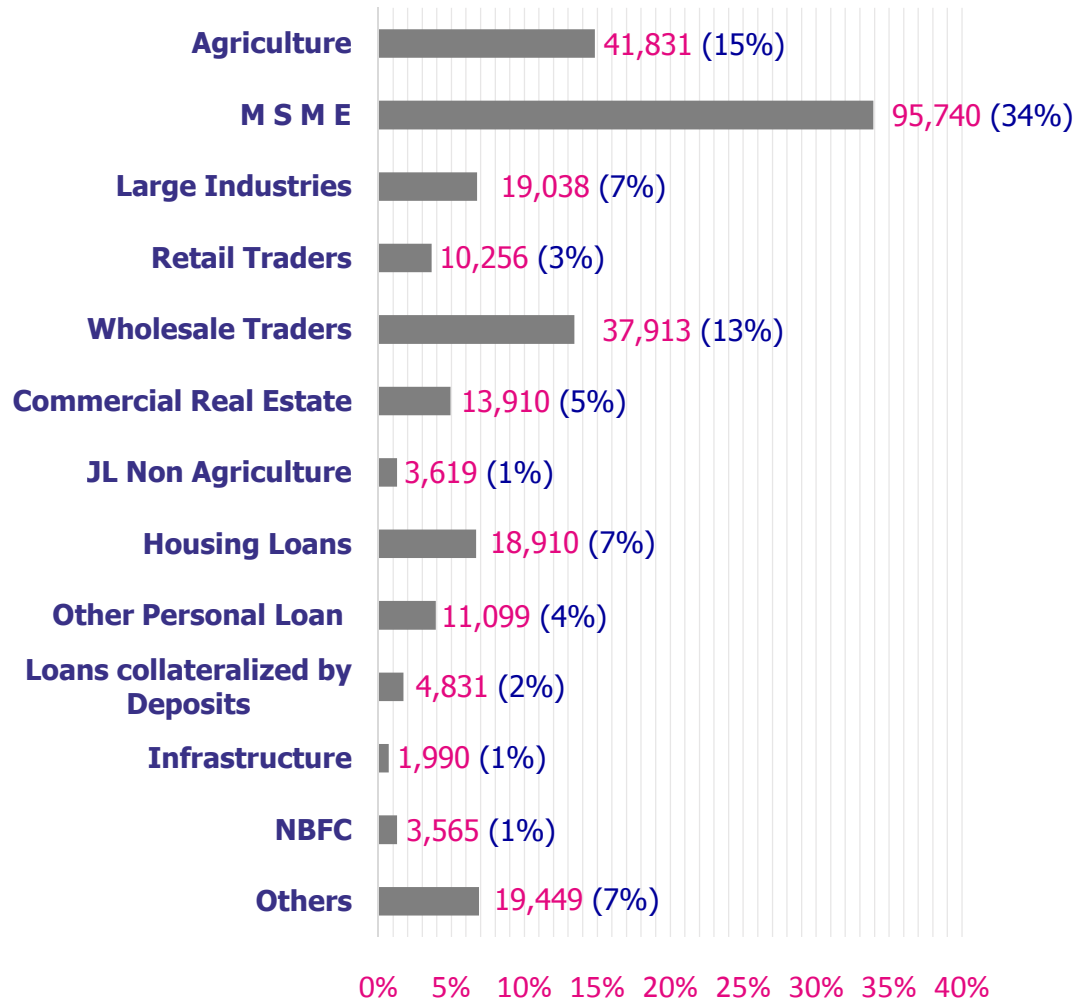
- Working capital loans yielding higher interest constitute 65% of advances
- Re-pricing possible at short intervals thus reducing interest rate risk
- ~95% of our loan book is on floating rate basis which reduces interest rate risk

Loan Book Products Composition	Amount (INR Mn)	% to Total Advances
Cash Credit & Demand Loans	184,292	65%
Term Loans	95,618	34%
Bills Purchased & Bills Discounted	2,241	1%
Gross Loans Total	282,151	100%

Loan Book – Sectoral Deployment – Position as on 30.06.2018

(in INR Mn)

Sectoral Deployment



Secured & Unsecured Advances

Particulars	Amount (INR Mn)	% to Total Advances
Secured Loans	278,845	99%
Unsecured Loans	3,306	1%
Total	282,151	100%

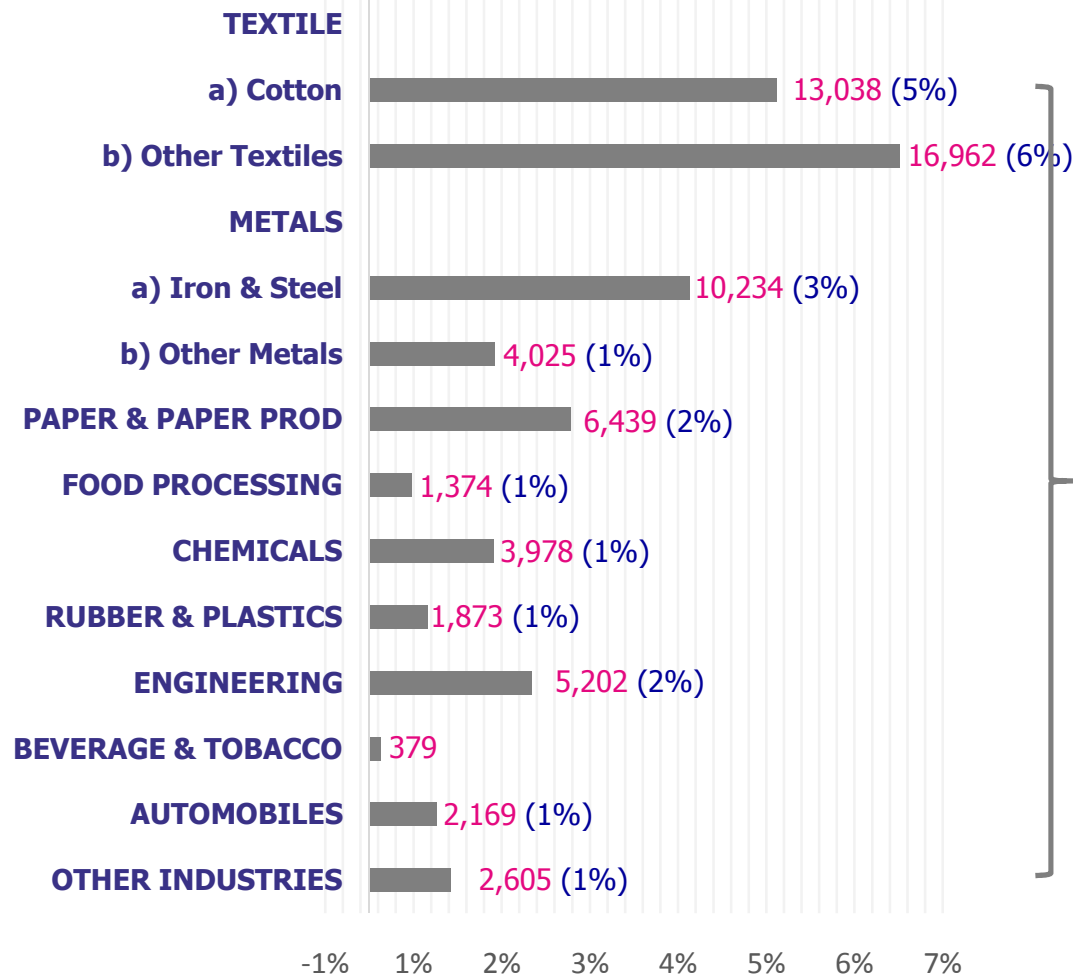
- ✓ Trading & MSME loans earning higher yield constitute about 50%.
- ✓ Diversified credit portfolio reduces credit risk and Lower ticket size backed by adequate collaterals
- ✓ Unsecured Advances aggregate to 1%
- ✓ Total Jewel Loan outstanding as on 30.06.2018 – Rs.24,585 Mn



Loan Book – Advances to Major Industries

(in INR Mn)

Advances to Major Industries 30th June 2018



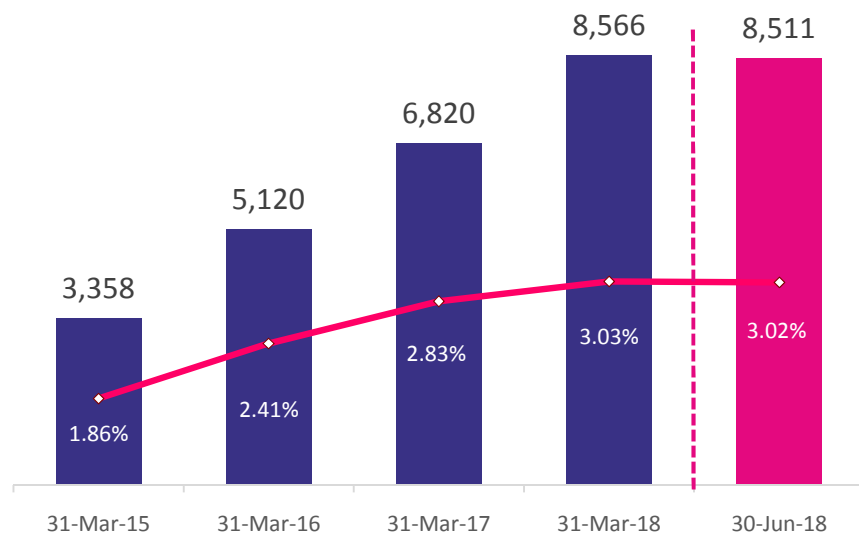
Industry Name	Amount (in INR Mn)	% to Total Advances
Advances to Major Industries	68,278	24%
All other advances (Agri, Trade, Service, Gold Loan, etc.)	213,873	76%
Total Gross Advances	282,151	100%



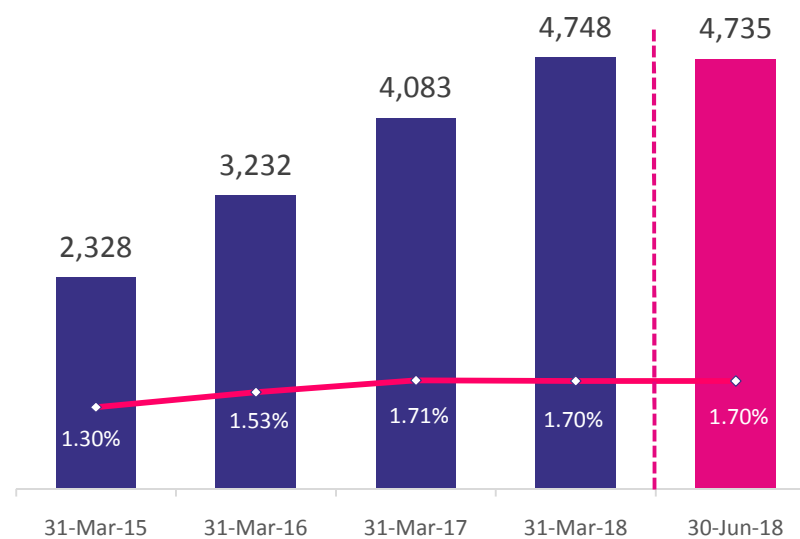
Asset Quality

(in INR Mn)

Gross NPA Qtm & Gross NPA %



Net NPA Qtm & Net NPA %



Asset Quality Position – Movement over the years

(Rs in Mn)		FY Mar - 14	F Y Mar - 15	FY Mar - 16	FY Mar - 17	FY Mar - 18	Q1 FY 2019
NPA Opening balance		1,731	2,931	3,358	5,120	6,820	8,565
Additions	A	4,562	4,250	4,290	4,796	5,749	1,259
Recovery / SR		1,865	2,118	734	905	1,623	498
Upgradations		168	227	546	556	433	120
Net Addition	B	2,529	1,905	3,010	3,335	3,693	641
Write-off		1,329	1,478	1,248	1,635	1,948	695
NPA Closing balance		2,931	3,358	5,120	6,820	8,565	8,511
Technical Write-off (TW) during the period		1,226	618	1,189	1,564	1,836	676
Provision made during the period	C	1,485	1,650	2,050	2,515	3,030	650
T W recovery	D	544	750	370	470	704	156
Provision made net of TW Recovery	E = C-D	941	900	1,680	2,045	2,326	494
Gross Advance	F	1,62,236	1,80,885	2,12,531	2,41,125	2,82,386	2,82,151
Additions % of Gross Advance	A / F	2.81	2.35	2.02	1.99	2.04	0.45
Net Addition % of Gross Advance	B / F	1.56	1.05	1.42	1.38	1.31	0.23
Credit cost	E / F	0.58	0.50	0.79	0.85	0.82	0.18
Gross NPA %		1.81	1.86	2.41	2.83	3.03	3.02
Net NPA %		1.23	1.30	1.53	1.71	1.70	1.70



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Disclosure on Divergence in Asset Classification and Provisioning for NPAs

In terms of RBI circular DBR.BP.BC.No.63/21.04.018/2016-17 dated 18th April 2017, banks are required to disclose the divergences in asset classification and provisioning consequent to RBI's annual supervisory process in their notes to accounts wherever either

- a) the additional provisioning requirements assessed by RBI exceed 15% of the published net profits after tax for the reference period (or)
- b) the additional Gross NPAs identified by RBI exceed 15% of the published incremental Gross NPAs for the reference period, or both.

RBI inspection has been concluded with position relating to **31.03.2017** and **“we do not have requirement of reporting divergence as per RBI / SEBI guidelines for the said period”** and the same was informed to stock exchanges through our filing dated 30.01.2018.



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RBI DISPENSATION

MSME Borrowers: In terms of RBI circular DBR.BP.BC.No.100/21.04.048/2017-18 dated 7th February, 2018 and DBR No.BP.BC.108/21.04.048/2017-18 dated 6th June 2018 permitted banks to continue the exposures to MSME borrowers to be classified as Standard Assets where the dues between September 1, 2017 and December 31, 2018 are paid not later than 180 days from their respective original due dates. Accordingly, the bank has retained advance of Rs.191 Mn (of which 2 accounts amounting to Rs.166 Mn in Q4 FY 18 & 2 accounts amounting to Rs.25 Mn in Q1 FY 19) as Standard as at June 30, 2018. In accordance with the provisions of the circular, the bank had not recognised interest income of Rs.6 Mn and created a standard assets provision of Rs.9 Mn in respect of such accounts.

MTM Losses on Investments: In terms of RBI Circular DBR. No. BP.BC.113/21.04.048/2017-18 dated June 15, 2018 grants banks an option to spread provisioning for mark to market (MTM) losses on investments held in AFS and HFT categories for the quarter ended June 30, 2018. The circular states that the provisioning for this quarter may be spread equally over up to four quarters, commencing with the current quarter ended June 30, 2018. The Bank has not availed of the said option and has recognised the entire Mark to Market (MTM) loss on investments in the current quarter.

Restructured Accounts

Balance outstanding as on 30.06.2018 in respect of Restructured Standard borrowers

- ✓ No account has been restructured during Q1 FY 2019
- ✓ There were no sale to ARC on SR basis in the previous two years

Type Restructuring	No. of Borrowers	Amount (in INR Mn)
Under CDR Mechanism	0	0
Under SME Debt Restructuring Mechanism	6	13
Under Other Debt Restructuring Mechanism	4	65
Total	10	79

- ✓ The above disclosure is in respect of Restructured Standard Accounts excluding NPA.
- ✓ Restructured Standard Advances to Gross Advances - 0.03% as on Jun-18 Vs 0.55% in Jun-17
- ✓ No fresh sale to ARC during Q1 FY 2019 and amount outstanding in Security Receipts - 3413 Mn. The bank has provided Rs.80 Mn during Q1 FY 18-19 and as at 30th Jun 2018 the total outstanding provision towards SR is Rs.1430 Mn in connection with probable shortfall in the future realisation of Security Receipts.
- ✓ Amount serviced during Q1 FY 2019 in restructured standard accounts is Rs.3 Mn.
- ✓ During Q1 FY 2019, one account has slipped to NPA to the tune of Rs.1 Mn.



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Investments – At a Glance

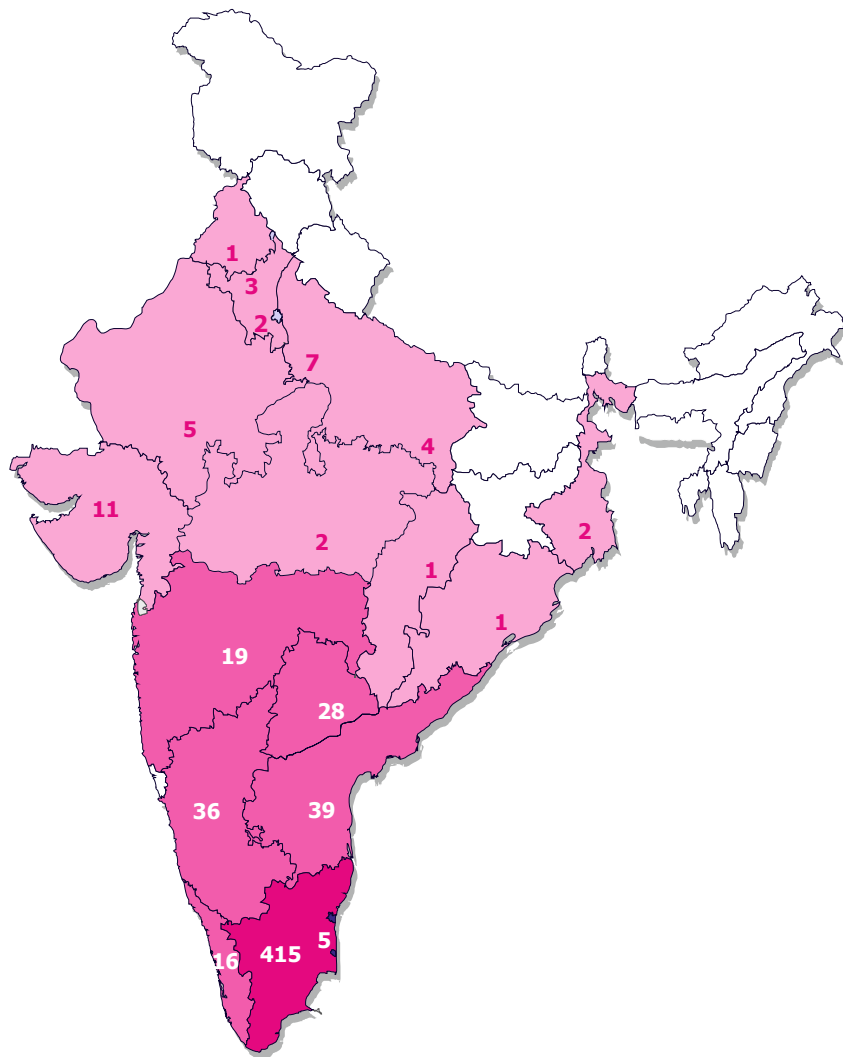
Investments Breakup and Categorywise

(in INR Mn)

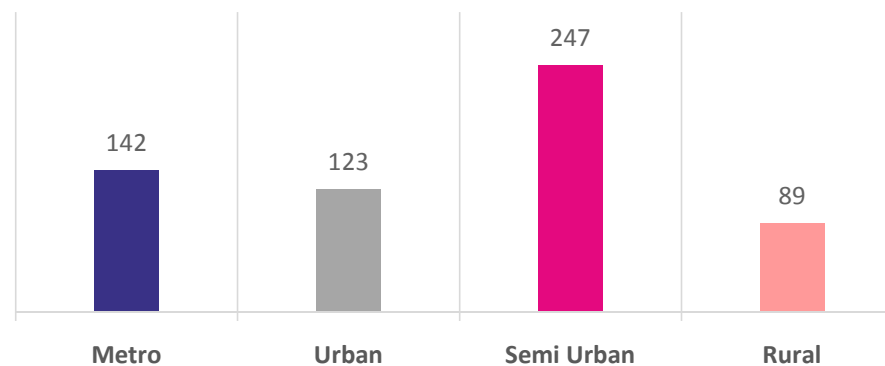
Particulars	JUN 2018	JUN 2017
SLR Securities	78,431	70,210
Non-SLR Securities	3,667	3,788
Total Investments	82,098	73,998
Yield on Investments	6.91%	6.93%
Investments Breakup:		
- A F S	20,894 (25%)	13,679 (18%)
- H T M	61,111 (75%)	60,319 (82%)
- H F T	93	-
Total Investments	82,098	73,998
Modified Duration:		
- A F S	1.50	1.83
- H T M	5.08	4.98
- H F T	7.31	-
- Overall Portfolio	4.29	4.53

Strong presence in the South

As of Jun -2018 - 601 branches. 539 branches are located in South India out of which 415 in Tamil Nadu



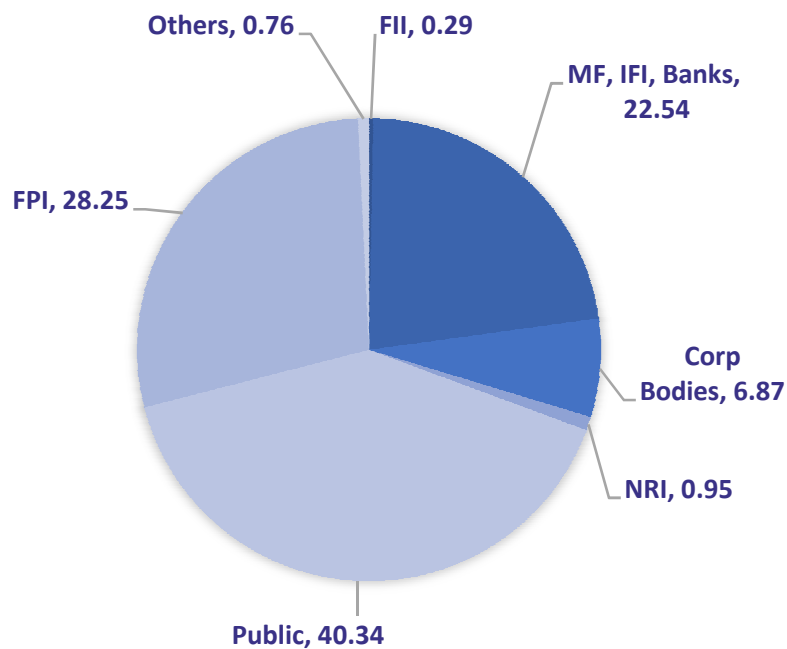
State	No. of Branches	% of Deposits	% of Advances	% of Business
Tamilnadu	415	79	64	72
Andhrapradesh	39	2	9	5
Telangana	28	3	6	5
Karnataka	36	6	5	6
Maharashtra	19	3	3	3
Kerala	16	2	2	2
Gujarat	11	1	4	2
Others	37	4	7	5
Total	601			



A well diversified investor base

as of 30th Jun 2018

Ownership profile



Major Institutional Shareholders

Shareholders	% of Holding
HDFC Midcap Opportunities Fund	4.47
Life Insurance Corporation of India	3.68
Smallcap World Fund INC (Capital Group)	3.30
NT Asian Discovery Master Fund	3.20
GKFF Ventures (Argonaut Ventures)	2.78
Axis Mid Cap Fund	2.49
Franklin Templeton Mutual Fund	2.00
L & T Mid Cap Fund	1.68
Aberdeen Global – Asian Smaller Companies Fund	1.51
DSP Blackrock Equity Opportunities Fund	1.37
TVF Fund Ltd	1.26
Bank Muscat India Fund	1.24
Sundaram Mid Cap Fund	1.17
Faering Capital India Evolving Fund	1.10
Wasatch Core Growth Fund	1.10

Well diversified ownership of shareholders around 95,000 Approx

Long term investors ensuring stability and support to management

Higher Participation from FPI's

Limit on FII / FPI ownership increased to 40%

Head room available for FII / FPI ... 11.46%



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Transparent 'Corporate Governance' practices

Board consists of 9 Independent Directors (including 1 Women Director) and 1 Executive Director

Various sub-committees 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

Chairman – Chartered Accountant - Retd. CFO & ED from Tata Consultancy Services

Professor of IIT, Chennai

Career Banker with 4 Decades of banking experience

Chartered Accountant & First woman director of the Bank

Practicing Chartered Accountant

Practicing Chartered Accountant

Private Equity Fund Manager

Practicing Advocate

Retired IAS Officer

A well experienced and strong Board



**Shri. S. Mahalingam | B.Com (Honours), FCA
Independent Part-time Chairman**

Mr. S. Mahalingam retired as CFO and ED of Tata Consultancy Services and was involved in myriad aspects of the company's operation and growth. He is a graduate in Commerce and Fellow member of Institute of Chartered Accountants of India. He is serving as Non Executive Part Time Independent Chairman w.e.f. 04.05.2016



**Dr. N. Kamakodi | B.Tech., MBA., Ph.D., 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.



**Prof. V. Kamakoti | BE., M.S. Phd.
Director**

Dr. Veezhinathan Kamakoti holds a Bachelor of Engineering and Ph.D. in Computer Science. His forte is Information Technology related Secured Systems Engineering and Security related Software Engineering.



**Shri. R. Mohan | B.Sc., MBA, CAIIB
Director**

Mr. 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**

Mrs. Abarna Bhaskar is a qualified 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.



**Shri. M. Narayanan | B.Sc. FCA, Grad CWA, DISA
Director**

Mr. M. Narayanan is a practising Chartered Accountant by profession and has handled Finance, Accounts and Taxation at various levels upto CFO while in service for over 20 years in companies of repute viz. BHEL, Dalmia Cements, Fenner, Ramco Cements and Dishnet etc. He is also an agriculturist.



**Shri. S. Bernard | B.Com., FCA,
Director**

Mr. 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. Subramaniam Narayanan | PGDM-IIM(A), FCA, FCS, CWA
Director**

Mr. Subramaniam Narayanan possesses 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).



**Sri. V.N. Shiva Shankar | B.Com, ACS, AICWA, BL
Director**

Mr. V.N. Shiva Shankar is a qualified 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.



**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.



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Tel : 0435-2402322, 2401622, | FAX: 0435-2431746 | www.cityunionbank.com

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For any queries regarding presentation, please write to Investor.relations@cityunionbank.com

