



# INVESTOR PRESENTATION

MARCH 2022

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March 2022



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**CUB**  
Trust And Excellence  
SINCE 1904

# OVERVIEW

## ΟΛΕΚΛΙΕΜ

## ▶ 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 31.03.2022



Deposits  
**INR 47,690 CR**



Advances  
**INR 41,156 CR**



Net Interest Margin  
**3.98%**



Net NPA  
**2.95%**



Employees  
**5,367**



Branches  
**727**

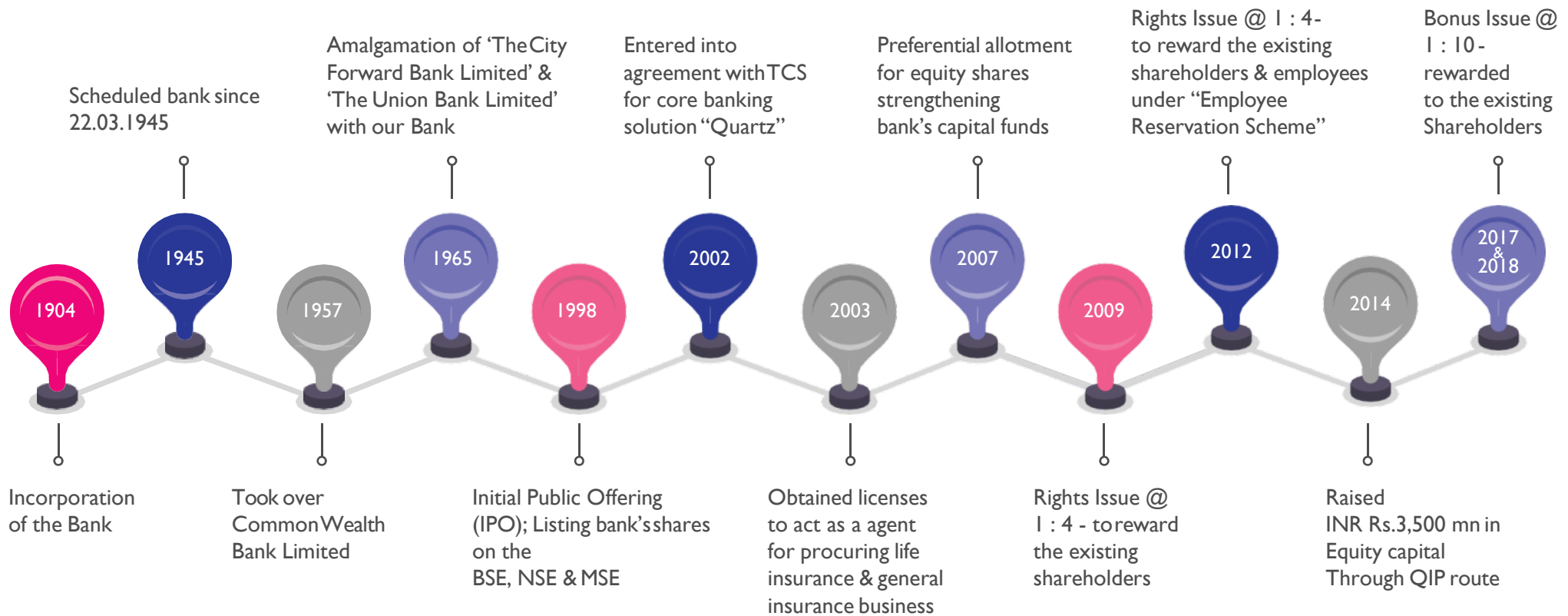


ATM's  
**1,732**



Efficiency Ratio  
**40.37%**

## ▶ KEY MILESTONES



## ▶ 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
- ▶ 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 / MSME Loans result in lower NPA as they are:
  - Additionally collateralised by residential property and personal guarantees 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

10 year CAGR of 20%+

Consistent Return with Superior ROA, ROE

## ▶ COMPETITIVE ADVANTAGES

### NETWORK

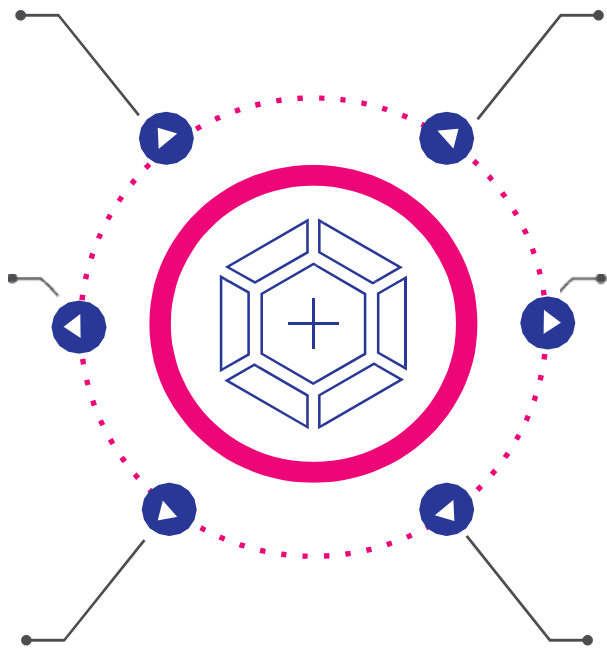
Pan India presence with 727 branches ◀  
 Strong presence in South India (644 branches) ◀  
 of which 495 are in Tamil Nadu alone

### ADEQUATELY CAPITALISED

Strong Capital Adequacy ratio of 20.85% ◀  
 out of which Tier I constitutes 19.78%

### MSME / TRADING PORTFOLIO

Trading and MSME loan segments constitute ◀  
 about 51% of advances



### STRONG TRACK RECORD

- ▶ Continuous profitability and dividend payout in all 116+ years of operations
- ▶ Business growth of 20%+ CAGR in last 10 years

### ROBUST CORPORATE GOVERNANCE PRACTICES

- ▶ Strong board with majority of directors being independent directors
- ▶ Consistency in management with only 7 CEOs appointed in 100+ years

### DIVERSIFIED ASSET PROFILE

- ▶ Granular asset profile with advances to top 20 group borrowers contributing around 5.42%
- ▶ Lower ticket size lending backed by adequate collaterals



## ▶ CREDIT RATING

**ICRA** has assigned

- ▶ **“AA-”** for Long Term - issuers with this rating are considered to have **“High Degree of Safety”** regarding timely servicing of financial obligations.
- ▶ **“A1+”** for **Certificate of Deposits (CD)** - issuers with this rating are considered to have **“Strong Degree of Safety”** regarding timely payment of financial obligations.

**CRISIL** has assigned

- ▶ **“A1+”** for **Certificate of Deposits (CD)** - issuers with this rating are considered to have **“Very Strong Degree of Safety”** regarding timely payment of financial obligations.

# PERFORMANCE HIGHLIGHTS – MARCH 2022

PERFORMANCE HIGHLIGHTS – MARCH 2022

## ▶ Q4 FY 22 / FY 21-22 PERFORMANCE – A SNAPSHOT

- ▶ Deposits increased by 7% from Rs.445 Bn to Rs.477 Bn Y-o-Y
- ▶ Advances registered a growth of 11% from Rs.370 Bn to Rs.412 Bn Y-o-Y
- ▶ Total business grown by 9% from Rs.816 Bn to Rs.888 Bn Y-o-Y
- ▶ Gross Profit increased by 47% from Rs.2,987 Mn to Rs.4,398 Mn (Q4-Vs-Q4) and 9% from Rs.14,678 Mn to Rs.15,953 Mn (Y-o-Y)
- ▶ Net Profit increased by 88% from Rs.1,112 Mn to Rs.2,089 Mn (Q4-Vs-Q4) and 28% to Rs.7,602 Mn from Rs. 5,928 Mn (Y-o-Y)
- ▶ Profitability and efficiency ratios :

PARTICULARS	Q4 FY 22	Q4 FY 21	FY 2021-22	FY 2020-21
Return on Assets	1.42%	0.84%	1.35%	1.15%
Net Interest Margin	4.01%	3.72%	3.98%	4.00%
Return on Equity	13.15%	7.85%	12.31%	10.73%
Earning per share	Rs.2.83	Rs.1.51	Rs.10.29	Rs.8.03

- ▶ Gross NPA – 4.70% and Net NPA – 2.95%
- ▶ Provision Coverage Ratio – 64%
- ▶ CRAR – 20.85% (Basel III) of which core CRAR – 19.78%

## ▶ Q4 FY 22 VS Q4 FY 21 PERFORMANCE – A SNAPSHOT

(in INR Mn)

476,897



445,373

Deposits

411,560



370,206

Advances

888,457



815,579

Total Business

155,294



129,814

CASA

4,398



2,987

Gross Profit

2,089



1,112

Net Profit

5,007



4,285

Net Interest  
Income

37.49%



49.17%

Cost to Income

1.42%

ROA

13.15%

ROE

4.01%

NIM

4.70%

Gross NPA

2.95%

Net NPA

■ Q4 FY 22 ■ Q4 FY 21

## ▶ FY 22 VS FY 21 PERFORMANCE – A SNAPSHOT

(in INR Mn)

**476,897**



**445,373**

**Deposits**

**411,560**



**370,206**

**Advances**

**888,457**



**815,579**

**Total Business**

**155,294**



**129,814**

**CASA**

**15,953**



**14,678**

**Gross Profit**

**7,602**



**5,928**

**Net Profit**

**19,165**



**18,297**

**Net Interest  
Income**

**40.37%**



**41.72%**

**Cost to Income**

**1.35%**

**ROA**

**12.31%**

**ROE**

**3.98%**

**NIM**

**4.70%**

**Gross NPA**

**2.95%**

**Net NPA**

FY 22

FY 21







# FINANCIAL PERFORMANCE & BUSINESS PROFILE

FINANCIAL PERFORMANCE & BUSINESS PROFILE

## ► FY 22 VS FY 21 PERFORMANCE - A SNAPSHOT

(in INR Mn)

### FINANCIAL PERFORMANCE

PARTICULARS	FY 2022	FY 2021	INC / (DEC)	Growth	Growth %	Q3 FY 22
Deposits	476,897	445,373		31,524	7%	467,217
Advances	411,560	370,206		41,354	11%	383,871
Total Business	888,457	815,579		72,878	9%	851,088
Demand Deposits	46,193	37,537		8,656	23%	41,261
Saving Deposits	109,101	92,277		16,824	18%	97,923
CASA	155,294	129,814		25,480	20%	139,184
Gross NPA	19,332	18,932				19,986
Net NPA	11,911	10,752				12,959
Gross NPA (%)	4.70%	5.11%				5.21%
Net NPA (%)	2.95%	2.97%				3.44%
C R A R (BASEL – III)	20.85%	19.52%				19.39%
- Of which Tier I	19.78%	18.45%				18.34%
CD Ratio	86%	83%				82%
PCR	64%	64%				62%

## ▶ Q4 FY 22 VS Q4 FY 21 PERFORMANCE - A SNAPSHOT

(in INR Mn)

### FINANCIAL PERFORMANCE

PARTICULARS	Q4 FY 22	Q4 FY 21	INC / (DEC)	Growth %	Q3 FY 22
Net Interest Income	5,007	4,285	722	17%	4,900
Other Income	2,029	1,591	438	28%	1,600
Operating Expenses	2,638	2,889	-251	-9%	2,804
Gross Profit	4,398	2,987	1411	47%	3,696
Provisions & Contingencies	2,309	1,875	434	23%	1,735
Net Profit	2,089	1,112	977	88%	1,961
Return on Assets	1.42%	0.84%			1.36%
Return on Equity	13.15%	7.85%			12.49%
Net Interest Margin	4.01%	3.72%			4.00%



## ▶ FY 22 VS FY 21 PERFORMANCE - A SNAPSHOT

(in INR Mn)

### FINANCIAL PERFORMANCE

PARTICULARS	FY 22	FY 21	INC / (DEC)	Growth %
Net Interest Income	19,165	18,297	868	5%
Other Income	7,591	6,887	704	10%
Operating Expenses	10,803	10,506	297	3%
Gross Profit	15,953	14,678	1,275	9%
Provisions & Contingencies	8,351	8,750	-399	-4%
Net Profit	7,602	5,928	1,674	28%
Return on Assets	1.35%	1.15%		
Return on Equity	12.31%	10.73%		
Net Interest Margin	3.98%	4.00%		

## ► PROVISIONS & CONTINGENCIES – BREAKUP

(in INR Mn)

PARTICULARS	Q4 FY 22	Q4 FY 21	FY 21-22	FY 20-21
Provision for:				
- Tax	600	- 650	2,250	1,000
- Bad Debts	1,150	4,860	5,535	5,990
- Contingency / Covid 19	450	- 3,090	- 80	310
- Standard Assets	100	425	550	1,045
- Restructuring / FITL	-	40	107	265
- Others	9	290	-11	140
<b>Total</b>	<b>2,309</b>	<b>1,875</b>	<b>8,351</b>	<b>8,750</b>

## ▶ Q4 FY 22 VS Q4 FY 21 – INCOME AND EXPENSES BREAKUP

(in INR Mn)

### INTEREST INCOME BREAKUP

PARTICULARS	Q4 FY 22	Q4 FY 21	Growth %
Interest on Loans	8,702	8,261	5%
Interest on Investments	1,745	1,436	22%
Other Interest Income	52	66	-20%
<b>Total Interest Income</b>	<b>10,499</b>	<b>9,763</b>	<b>8%</b>

### INTEREST EXPENSES BREAKUP

PARTICULARS	Q4 FY 22	Q4 FY 21	Growth %
Int Exp on Deposits	5,153	5,383	-4%
Other Int Expenses	340	95	258%
<b>Total Interest Expenses</b>	<b>5,493</b>	<b>5,478</b>	<b>1%</b>

### OTHER INCOME BREAKUP

PARTICULARS	Q4 FY 22	Q4 FY 21	Growth %
CEB & Charges	788	768	3%
Treasury Income	502	436	15%
Other Inc incl recoveries in written off a/cs	739	387	91%
<b>Total Other Income</b>	<b>2,029</b>	<b>1,591</b>	<b>28%</b>

### OPERATING EXPENSES BREAKUP

PARTICULARS	Q4 FY 22	Q4 FY 21	Growth %
Employee Cost	1,136	1,072	6%
Other Operating Expenses	1,502	1,817	-17%
<b>Total Operating Expenses</b>	<b>2,638</b>	<b>2,889</b>	<b>-9%</b>

## ► FY 22 VS FY 21 – INCOME AND EXPENSES BREAKUP

(in INR Mn)

### INTEREST INCOME BREAKUP

PARTICULARS	FY 2022	FY 2021	Growth %
Interest on Loans	34,540	35,078	-2%
Interest on Investments	6,305	5,828	8%
Other Interest Income	203	441	-54%
<b>Total Interest Income</b>	<b>41,048</b>	<b>41,347</b>	<b>-1%</b>

### INTEREST EXPENSES BREAKUP

PARTICULARS	FY 2022	FY 2021	Growth %
Int Exp on Deposits	21,197	22,348	-5%
Other Int Expenses	686	703	-2%
<b>Total Interest Expenses</b>	<b>21,883</b>	<b>23,051</b>	<b>-5%</b>

### OTHER INCOME BREAKUP

PARTICULARS	FY 2022	FY 2021	Growth %
CEB & Charges	2,921	2,616	12%
Treasury Income	2,461	3,093	-20%
Other Inc incl recoveries in written off a/cs	2,210	1,178	88%
<b>Total Other Income</b>	<b>7,591</b>	<b>6,887</b>	<b>10%</b>

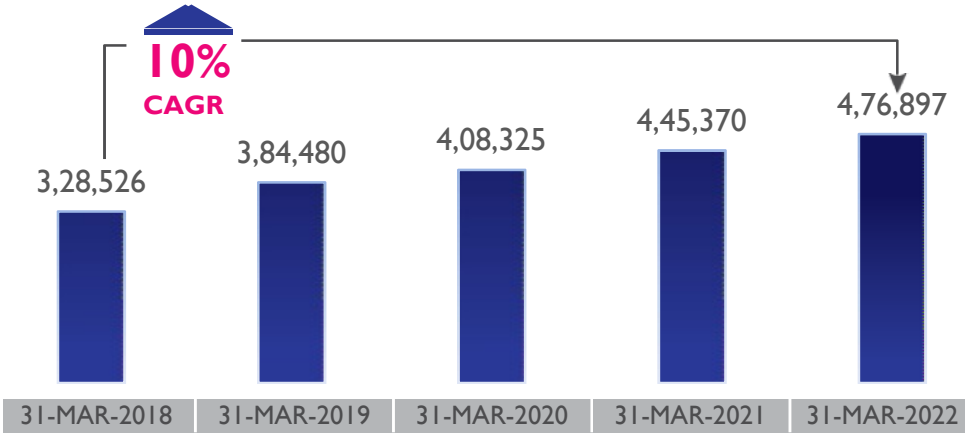
### OPERATING EXPENSES BREAKUP

PARTICULARS	FY 2022	FY 2021	Growth %
Employee Cost	5,036	4,637	9%
Other Operating Expenses	5,767	5,869	-2%
<b>Total Operating Expenses</b>	<b>10,803</b>	<b>10,506</b>	<b>3%</b>

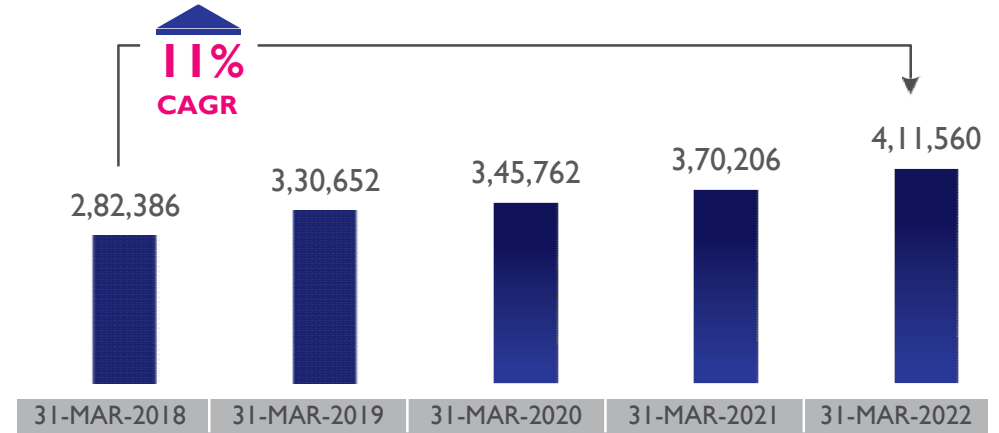
## ▶ DEPOSITS AND ADVANCES GROWTH – OVER THE YEARS

(in INR Mn)

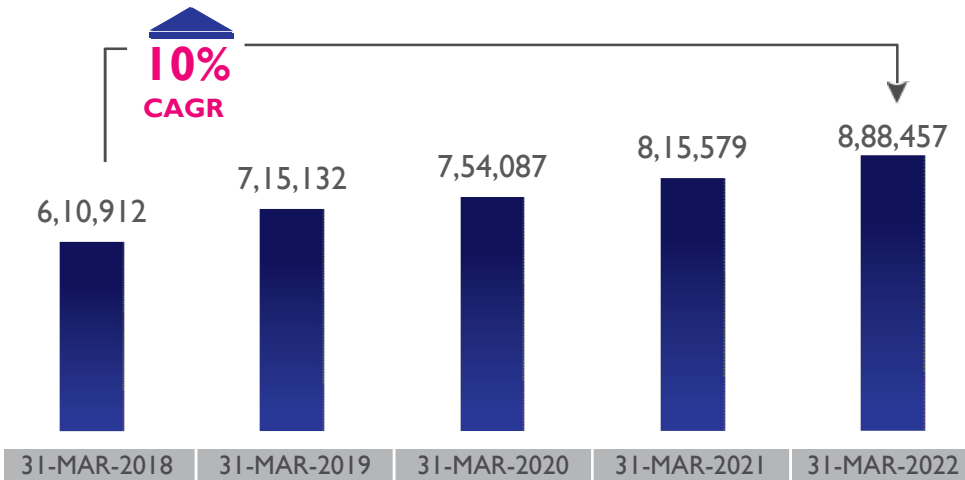
### DEPOSITS



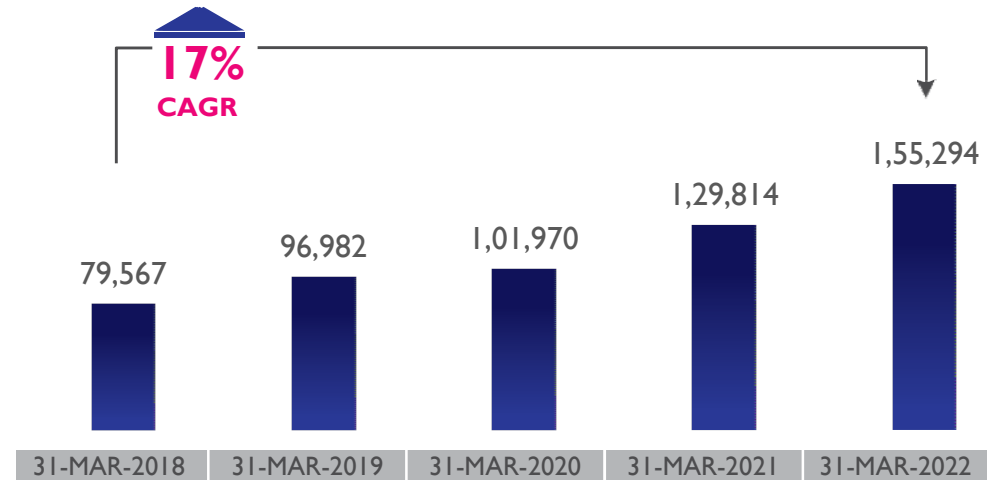
### ADVANCES



### BUSINESS



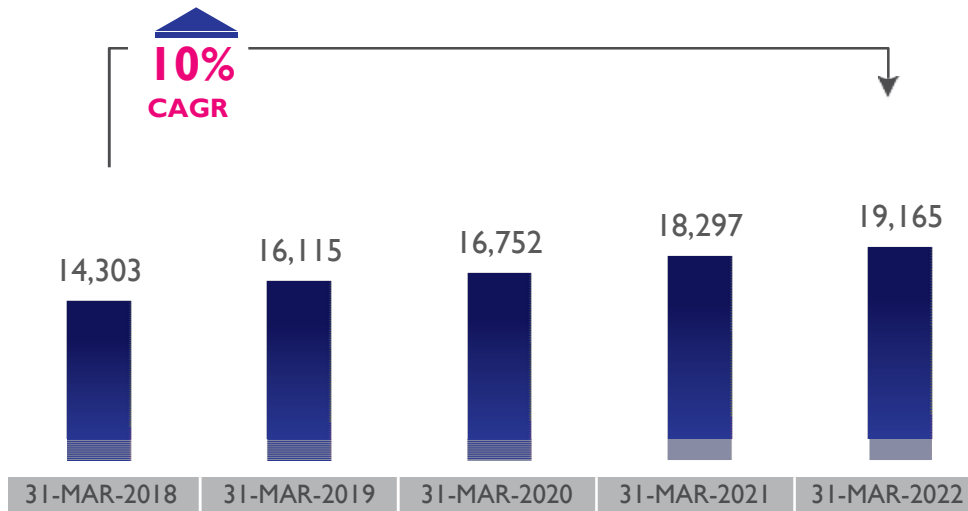
### CASA



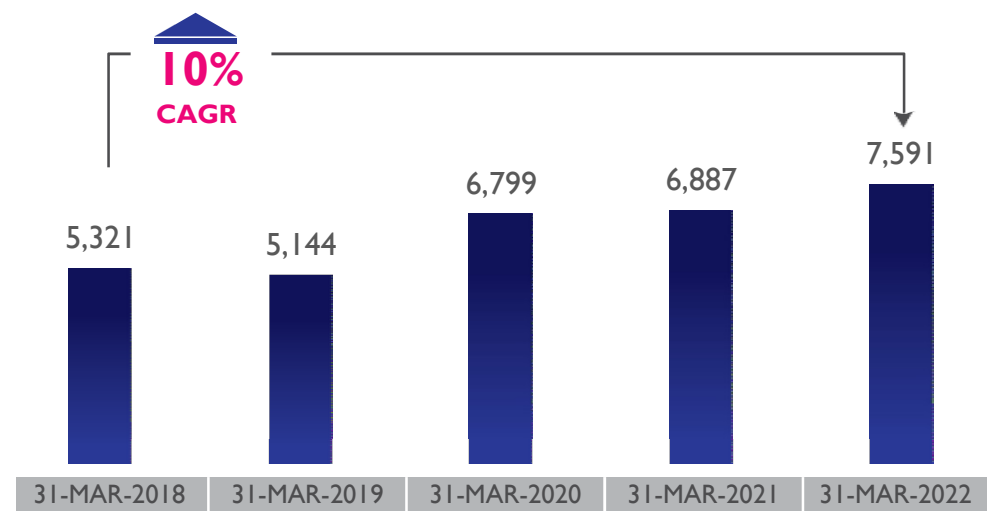
# INCOME GROWTH OVER THE YEARS...

(in INR Mn)

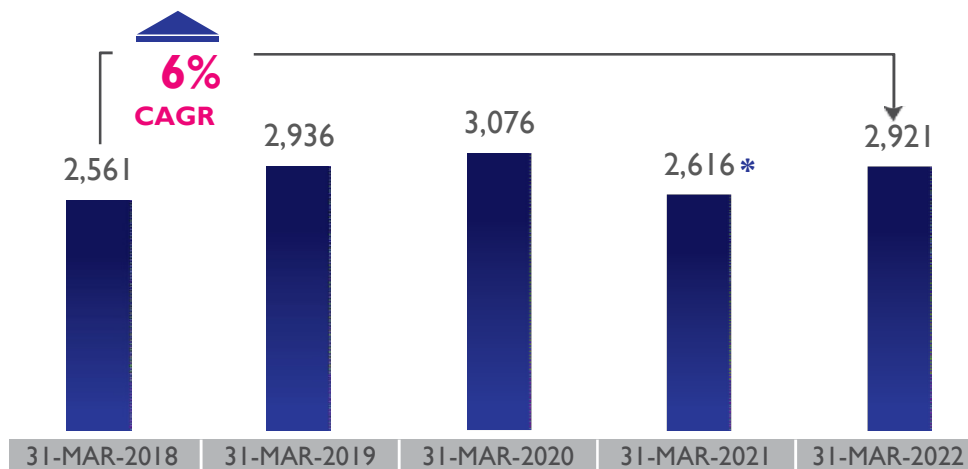
## NET INTEREST INCOME GROWTH



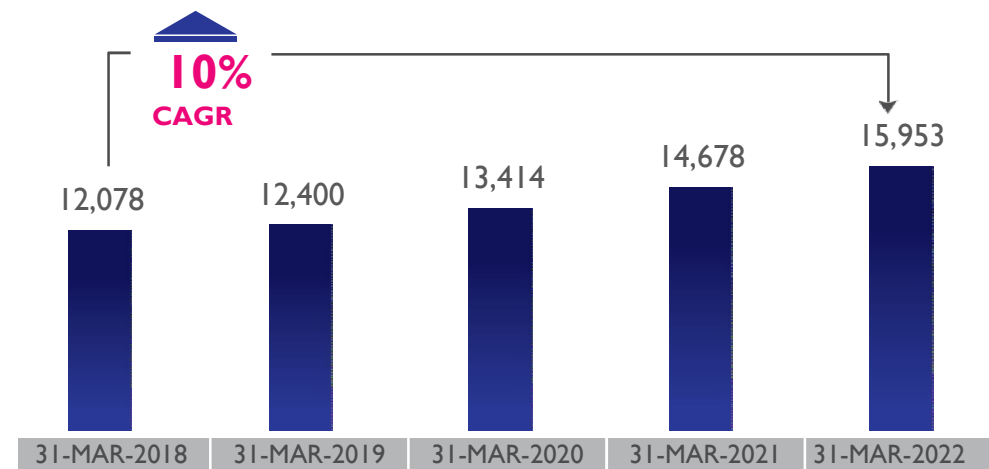
## OTHER INCOME GROWTH



## CEB GROWTH



## OPERATING PROFIT GROWTH



\* Decline in CEB income during FY 20-21 mainly due to restriction by Finance Ministry for waiver of service charges at the time COVID first wave

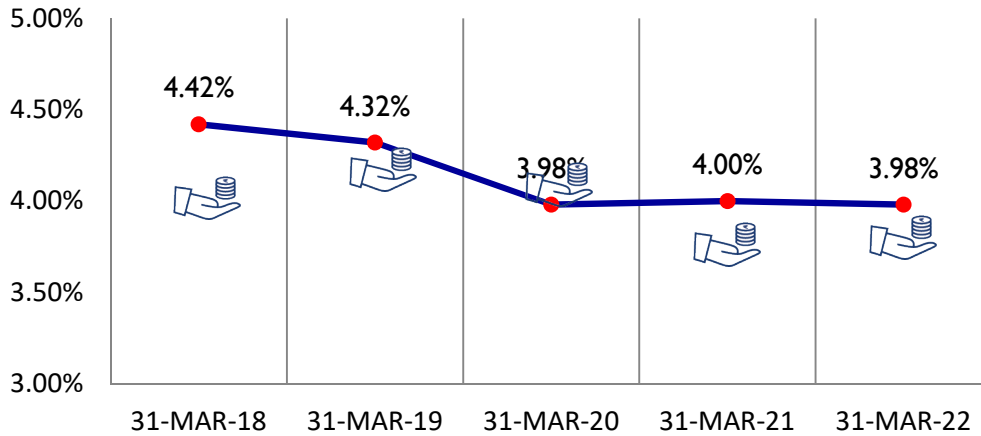
## ▶ KEY BUSINESS INDICATORS

PARTICULARS	Q4 FY 22	Q4 FY 21	FY 21-22	FY 20-21
Cost of Deposits	4.54%	5.05%	4.68%	5.36%
Yield on Advances	9.26%	* 9.19%	9.36%	9.91%
Yield on Investments	5.70%	5.76%	5.71%	5.86%
Net Interest Margin	4.01%	* 3.72%	3.98%	4.00%
Cost to Income	37.49%	* 49.17%	40.37%	41.72%
Cost of Funds	3.74%	4.15%	3.88%	4.46%
Yield of Funds	7.16%	7.40%	7.28%	7.99%
Per Employee Business (in INR Mn)	165.45	139.38	165.45	139.38
Per Employee Profit (in INR Mn) (Ann)	1.56	0.76	1.42	1.01
EPS in INR - FV INR Re./- share (Not Ann)	2.83	1.51	10.29	8.03

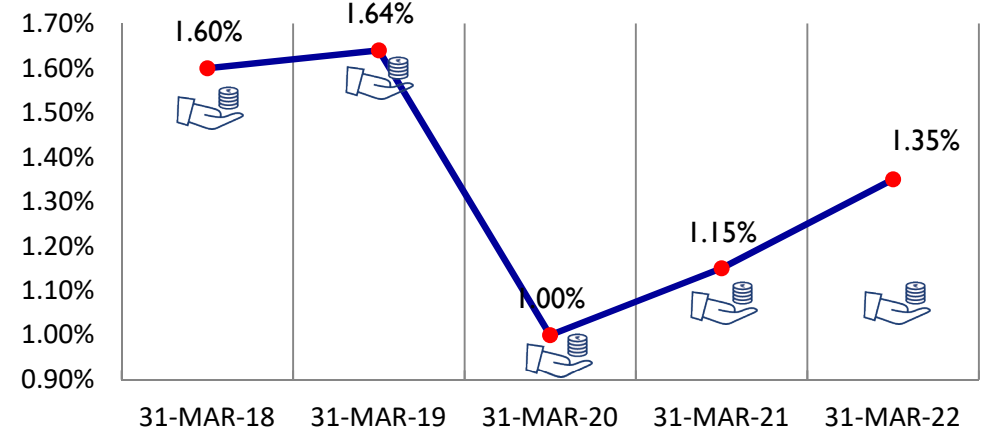
\* → Net Interest Margin for Q4 FY 21 stands reduced to 3.72% because of reversal of interest on NPA accounts to the tune of Rs.1250 Mn for the period of 13 months from Feb 20 to March 21 subsequent to the SC verdict for the slippage of Rs.1110 0 Mn. Considering the provision made towards interest reversal during Q2 & Q3 FY 21 to tune of Rs.550 Mn, the net reversal in Q4 stands at Rs.700 Mn. If this impact is nullified the NIM for Q4 FY 2021 would have been at normal level of 4% plus. Same is the reason for decline in Yield on Advances and elevated Cost to Income Ratio.

## ▶ KEY BUSINESS RATIOS – YEARLY TRENDS

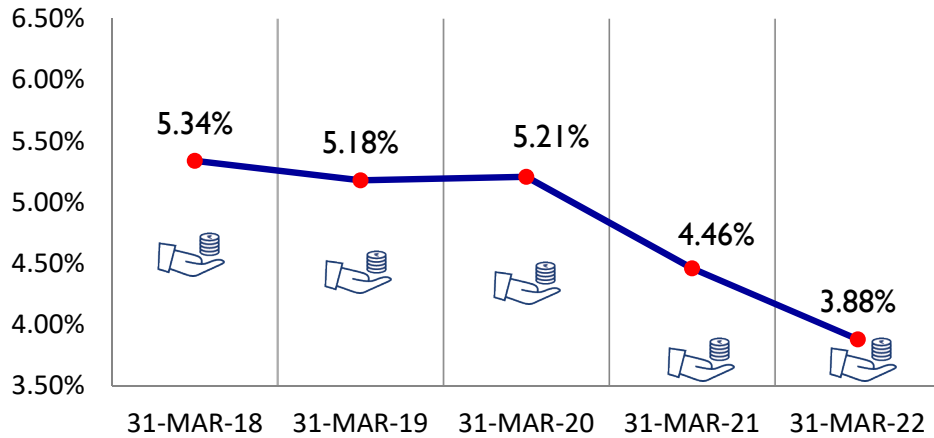
### NET INTEREST MARGIN



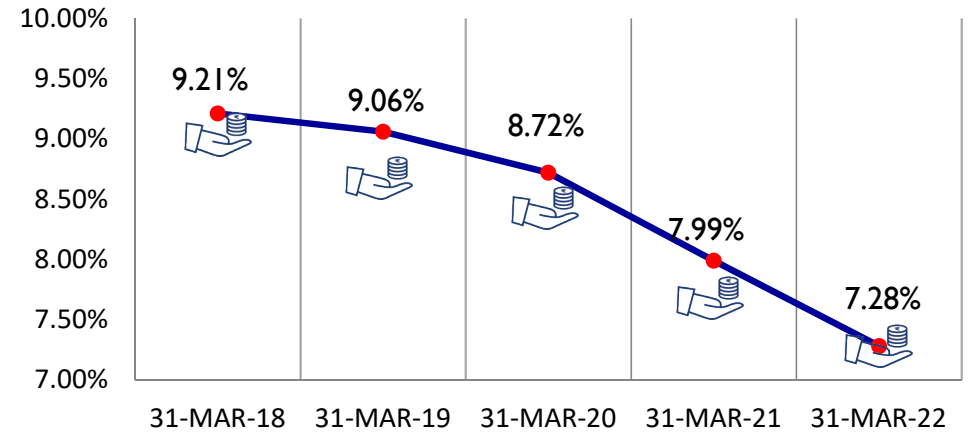
### RETURN ON ASSETS



### COST OF FUNDS



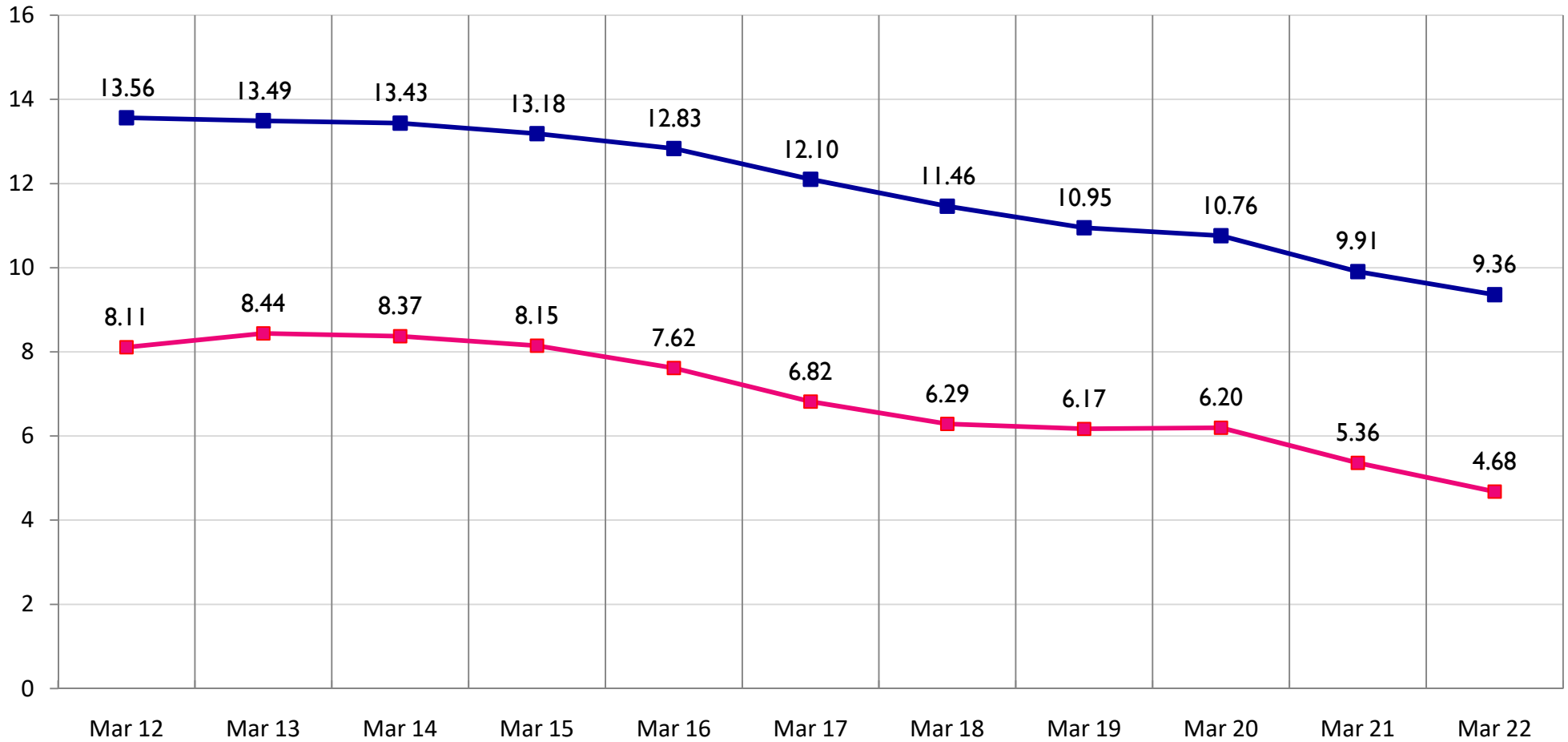
### YIELD ON FUNDS





## ▶ COST OF DEPOSITS & YIELD ON ADVANCES

(in %)

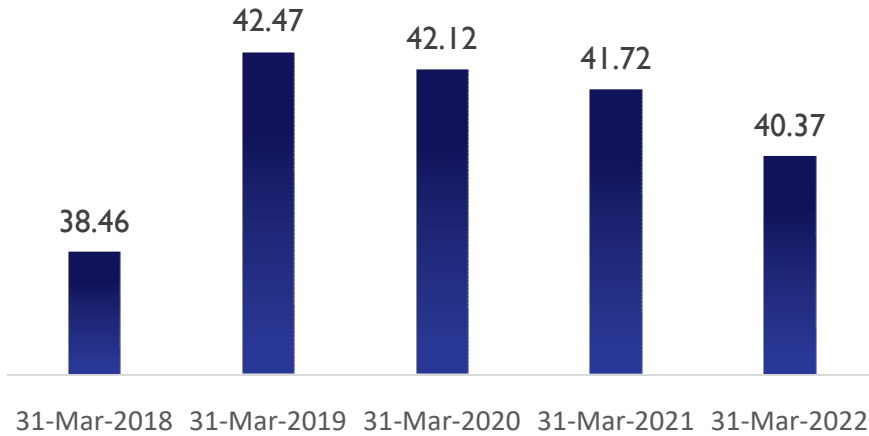


Spread between cost of deposits and yield on advances of our bank maintained in the last 10 years

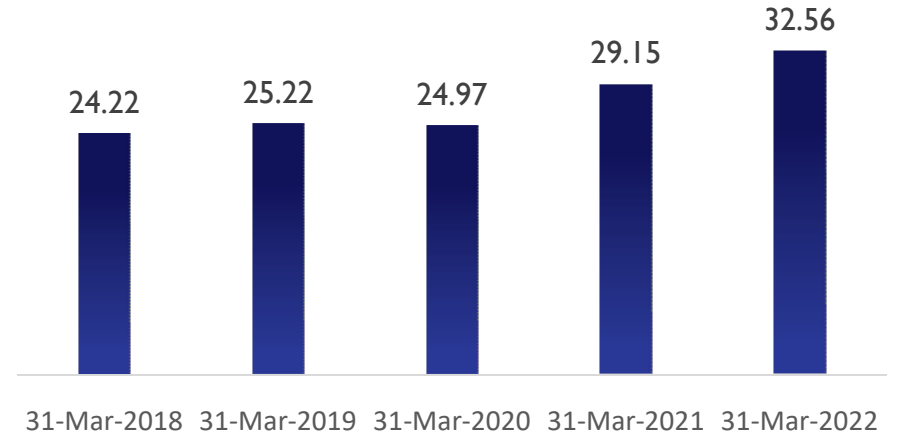
— Yield on Advances  
— Cost of Deposits

## ▶ EFFICIENCY

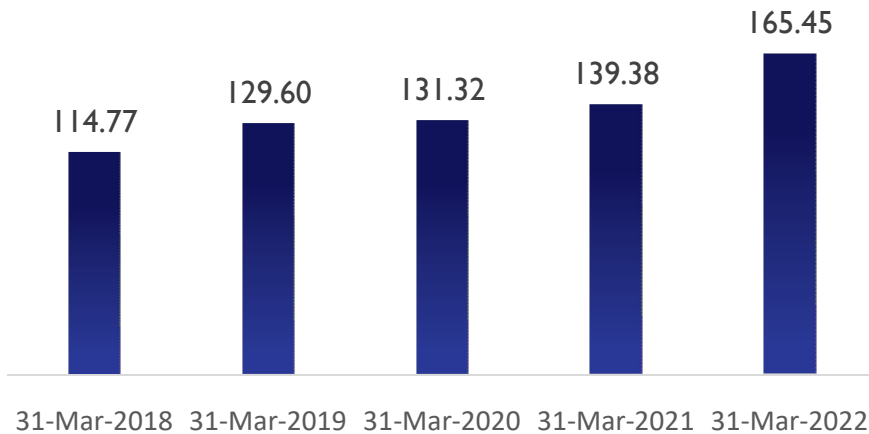
### COST INCOME RATIO (%)



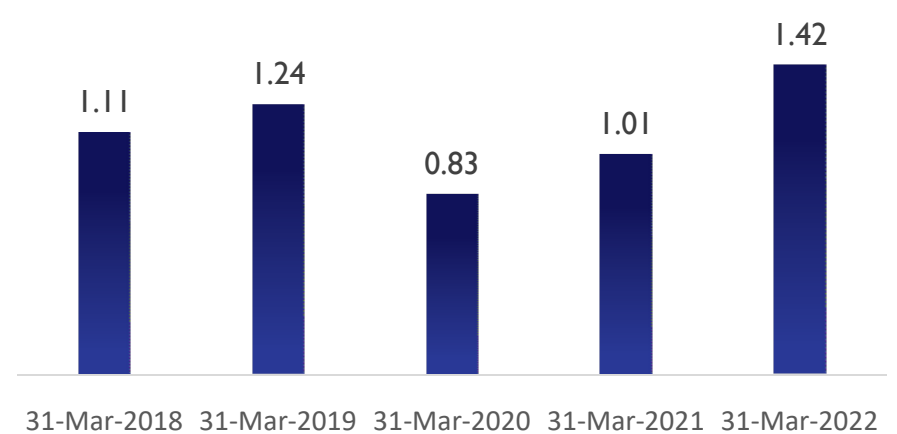
### CASA RATIO (%)



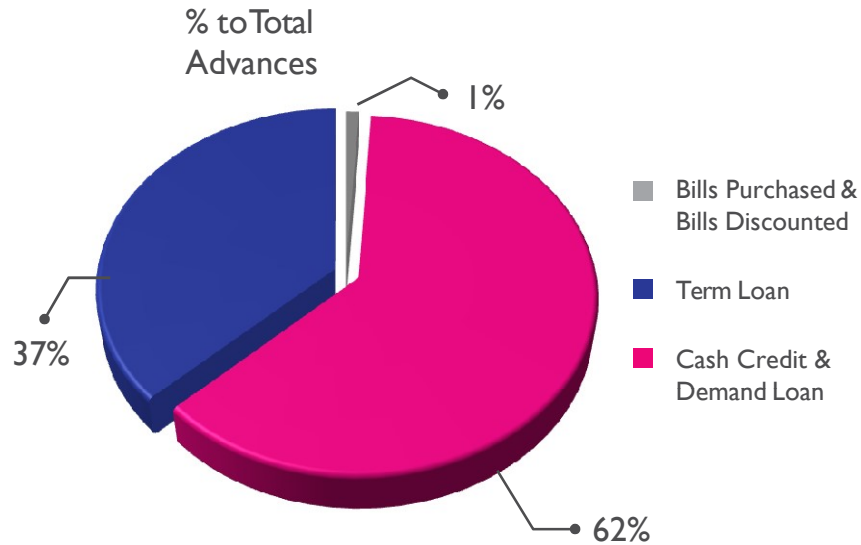
### BUSINESS PER EMPLOYEE (in INR Mn)



### PROFIT PER EMPLOYEE (in INR Mn)



## ▶ LOAN BOOK – PRODUCTS COMPOSITION



Working capital loans yielding higher interest constitute 62% of advances

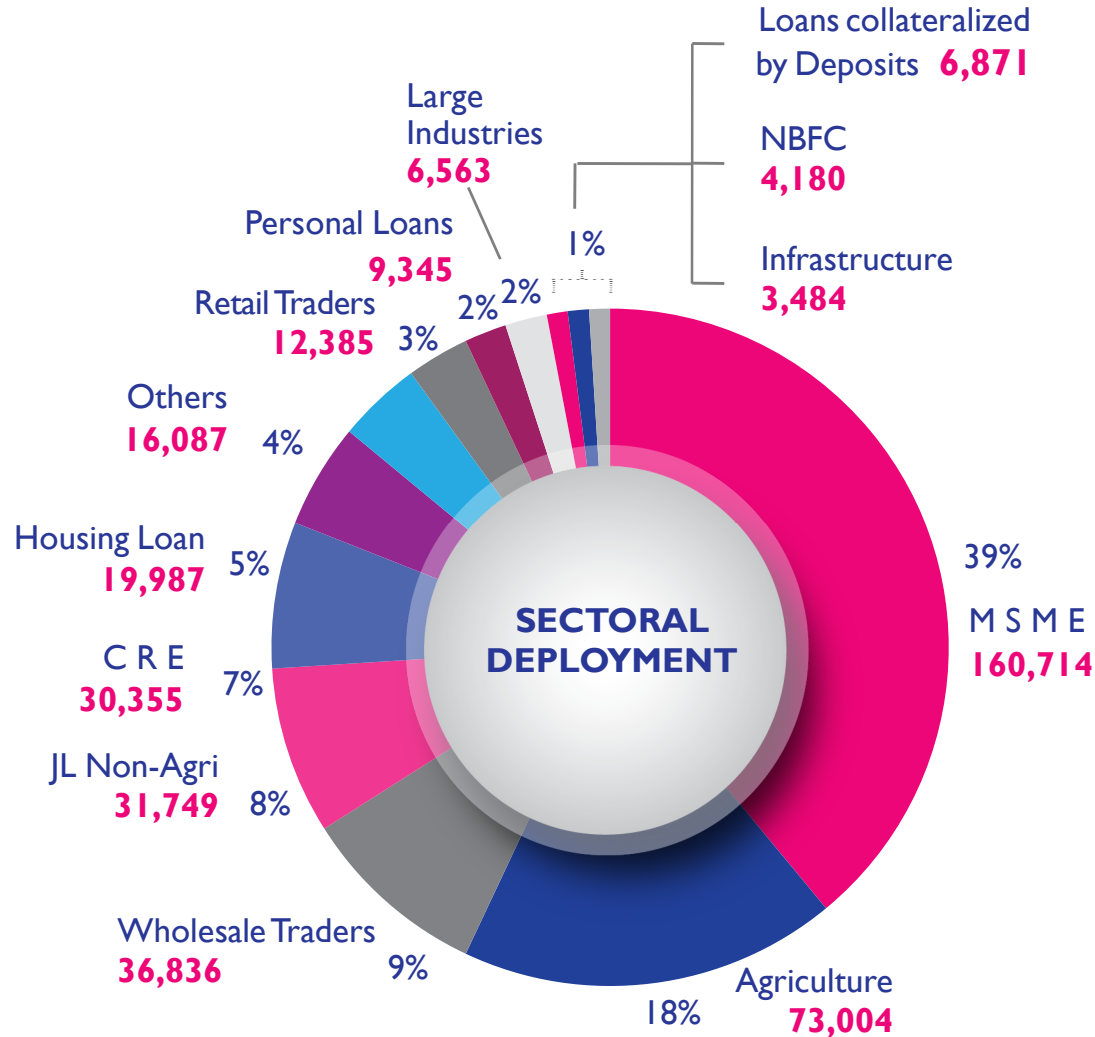


Re-pricing possible at short intervals thus reducing interest rate risk

Loan Book Products Composition	Amount (INR Mn)	% to Total Advances
Cash Credit & Demand Loan	255,529	62%
Term Loan	153,848	37%
Bills Purchased & Bills Discounted	2,183	1%
<b>Gross Loan Total</b>	<b>411,560</b>	<b>100%</b>

# ▶ LOAN BOOK SECTORAL DEPLOYMENT – POSITION AS ON 31.03.2022

(in INR Mn)



Further to the new criteria for classifying MSMEs vide RBI circular dated 02<sup>nd</sup> July 2020, we have re-classified the borrowal accounts based on the composite criteria of Investment & Turnover. Due to that roughly about 5% got shifted to Medium Enterprises from Large Industries.

## ▶ LOAN BOOK SECTORAL DEPLOYMENT – POSITION AS ON 31.03.2022

(in INR Mn)

### SECURED & UNSECURED ADVANCES

Particulars	Amount (INR Mn)	(%)
Secured Loans	408,882	99%
Unsecured Loans	2,678	1%
<b>Total</b>	<b>411,560</b>	<b>100%</b>



Trading & MSME loans constitute about 51%



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



Unsecured Advances aggregate to 1%

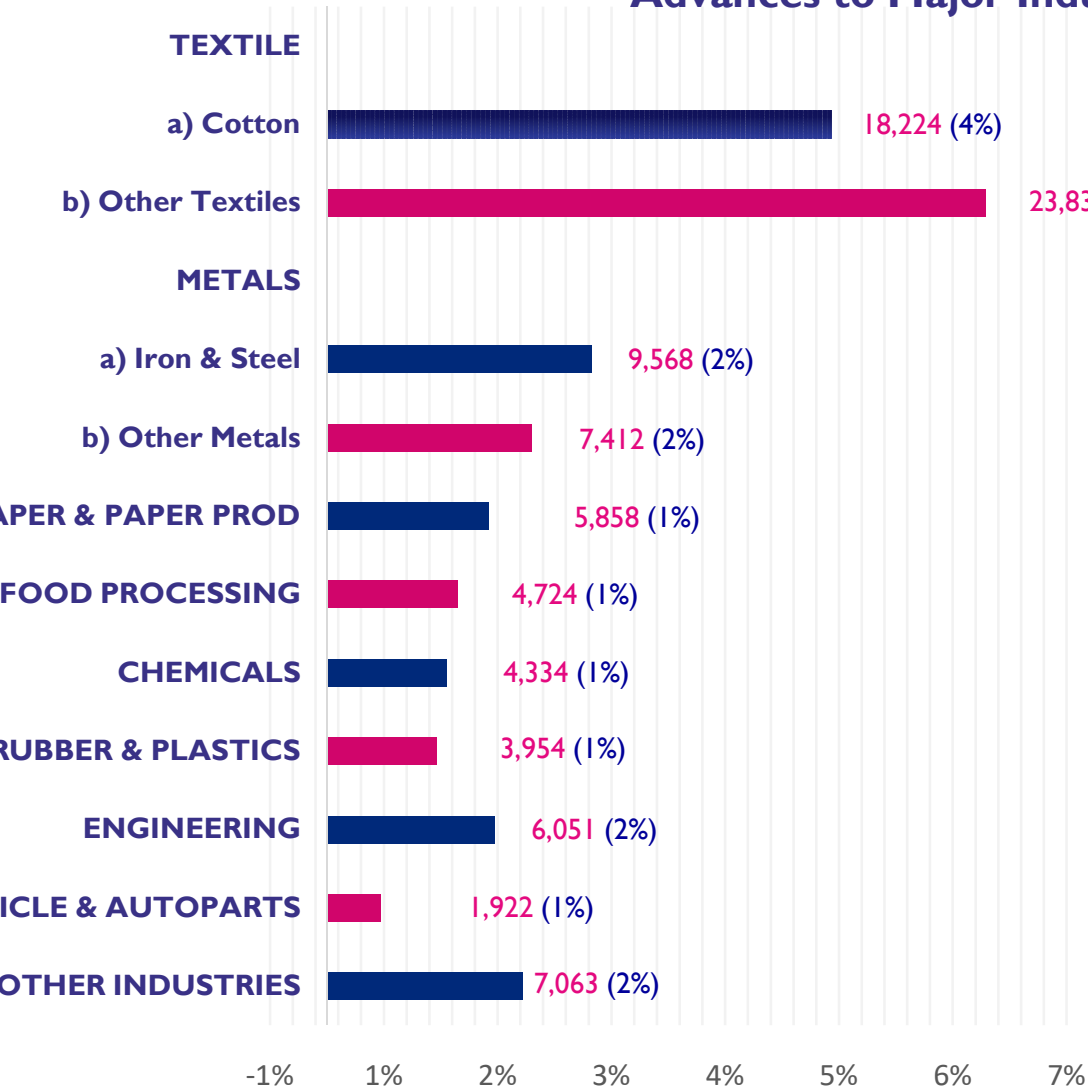


Total Jewel Loan outstanding as on 31.03.2022 – Rs.90,033 Mn

# Loan Book – Advances to Major Industries

(in INR Mn)

## Advances to Major Industries 31<sup>st</sup> March 2022



Industry Name	Amount (in INR Mn)	% to Total Advances
Advances to Major Industries	92,942	23%
All other advances (Agri, Trade, Service, Gold Loan, etc.)	318,618	77%
<b>Total Gross Advances</b>	<b>411,560</b>	<b>100%</b>

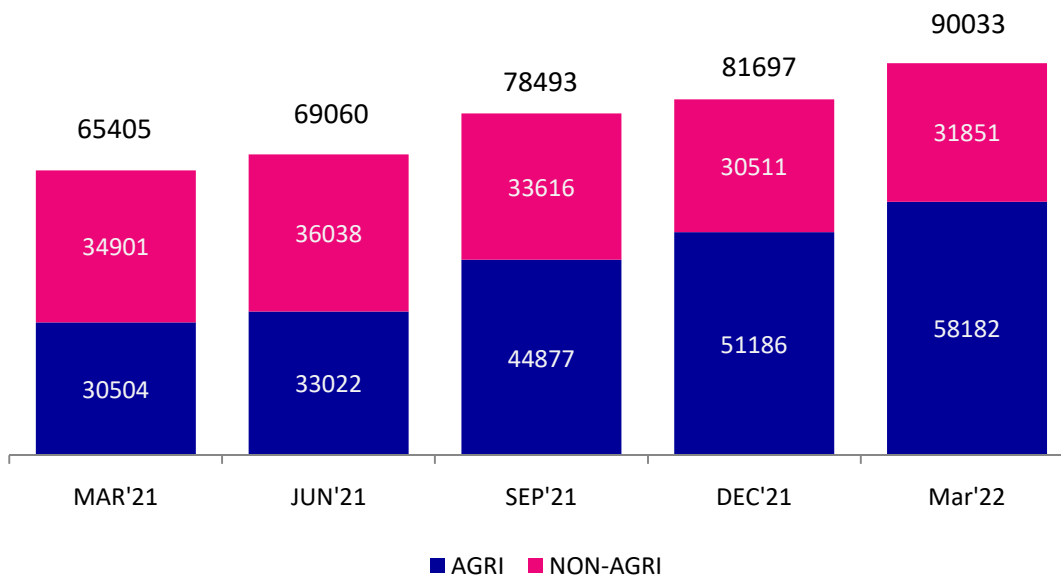
## ▶ LOAN BOOK - DRIVERTO GROWTH – Q4 FY 22

- ✓ In the last few quarters the bank has concentrated more on Gold Loan portfolio which is increased by 38% from Rs.65,405 Mn in FY 21 to Rs. 90,033 Mn in FY 22.

(in INR Mn)

GOLD LOAN PORTFOLIO	Mar-21	Dec-21	Mar-22
Gold Loan – Agriculture	30,504	51,186	58,182
Gold Loan – Non-Agriculture	34,901	30,511	31,851
Total Gold Loans	65,405	81,697	90,033
Gross Advances	370,206	383,871	411,560
% of Gold Loans to Gross Advances	18%	21%	22%

Non Agri Gold Loan portfolio stands reduced to 7.74% to total Advances as on Mar-22 from 9.43% last year.



Average LTV for Gold Loan at – 69%

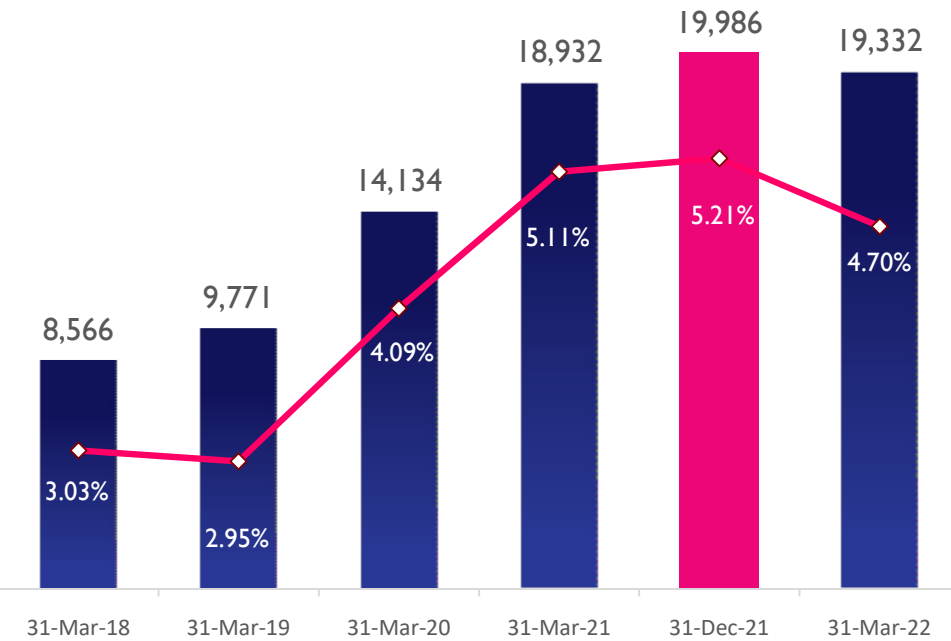


Growth in Gold Loan – 38%  
(Mar-21 to Mar-22)

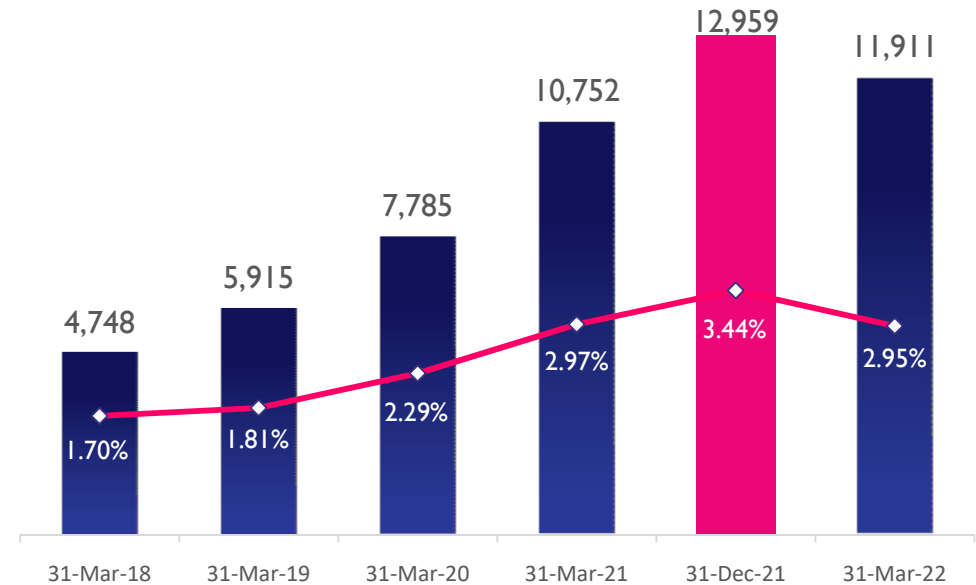
## ▶ ASSET QUALITY

(in INR Mn)

### GROSS NPA QTM & GROSS NPA %



### NET NPA QTM & NET NPA %





## ▶ ASSET QUALITY POSITION – MOVEMENT OVER THE YEARS

(In INR MN)		FY MAR-17	FY MAR-18	FY MAR-19	FY MAR-20	FY MAR-21	Q4 FY 22	FY MAR-22
<b>NPA Opening balance</b>		<b>5,120</b>	<b>6,820</b>	<b>8,565</b>	<b>9,771</b>	<b>14,134</b>	<b>19,986</b>	<b>18,932</b>
Additions	A	4,796	5,749	6,322	11,104	11,131	2,208	12,757
Recovery made		905	1,623	1,980	1,644	1,950	1,424	4,424
Upgradations		556	433	496	1,358	264	682	1,638
NetAddition	B	3,335	3,693	3,846	8,102	8,917	102	6,593
Write-off		1,635	1,948	2,640	3,739	4,119	756	6,295
<b>NPA Closing balance</b>		<b>6,820</b>	<b>8,565</b>	<b>9,771</b>	<b>14,134</b>	<b>18,932</b>	<b>19,332</b>	<b>19,332</b>
Technical Write-off (TW) during the period		1,564	1,836	2,565	3,670	3,961	560	5,734
<b>Provision made during the period</b>	C	<b>2,515</b>	<b>3,030</b>	<b>2,700</b>	<b>6,310</b>	<b>5,990</b>	<b>1,150</b>	<b>5,535</b>
TW recovery	D	470	704	898	1,090	1,033	661	1,883
Provision made net of TW Recovery	E=C-D	<b>2,045</b>	<b>2,326</b>	<b>1,802</b>	<b>5,220</b>	<b>4,957</b>	<b>489</b>	<b>3,652</b>
GrossAdvance	F	241,125	282,386	330,652	345,762	370,205	411,560	411,560
<b>Additions % of GrossAdvance</b>	A / F	<b>1.99</b>	<b>2.04</b>	<b>1.91</b>	<b>3.21</b>	<b>3.01</b>	<b>0.54</b>	<b>3.10</b>
<b>NetAddition % of Gross Advance</b>	B / F	<b>1.38</b>	<b>1.31</b>	<b>1.16</b>	<b>2.34</b>	<b>2.41</b>	<b>0.02</b>	<b>1.60</b>
<b>Credit cost</b>	E / F	<b>0.85</b>	<b>0.82</b>	<b>0.54</b>	<b>1.51</b>	<b>1.34</b>	<b>0.12</b>	<b>0.89</b>
Gross NPA %		2.83	3.03	2.95	4.09	5.11	4.70	4.70
Net NPA %		1.71	1.70	1.81	2.29	2.97	2.95	2.95

## ▶ ASSET QUALITY – GOLD LOAN PORTFOLIO

(In INR MN)	No. of A/cs	Balance
<b>Gold Loan – Total</b>	<b>742,603</b>	<b>90,033</b>
Of which,		
- Standard Accounts	742,017	89,957
- N P A	586	76
<b>Gross NPA</b>		<b>19,332</b>
<b>% of Gold Loan NPA to Gold Loan Portfolio</b>		<b>0.08%</b>
<b>% of Gold Loan NPA to Gross NPA</b>		<b>0.39%</b>

## ▶ RESTRUCTURED ACCOUNTS

### Quarterwise balance outstanding in respect of Restructured Standard borrowers

(In INR MN)

Type of Restructuring	Mar-21		Jun-21		Sep-21		Dec-21		Mar-22	
	No. of Borrowers	Amt	No. of Borrowers	Amt	No. of Borrowers	Amt	No. of Borrowers	Amt	No. of Borrowers	Amt
M S M E	305	12319	299	12629	333	15398	314	15226	395	15032
Non – M S M E	35	224	33	218	31	220	-	-	-	-
Covid-19 Resolution Framework	949	5950	1356	6996	1612	6860	1563	6795	1518	6812
<b>Total</b>	<b>1289</b>	<b>18493</b>	<b>1688</b>	<b>19843</b>	<b>1976</b>	<b>22478</b>	<b>1877</b>	<b>22021</b>	<b>1913</b>	<b>21844</b>

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

▶ Restructured Standard Advances to Gross Advances – 5.31% as on Mar-22

▶ As of FY 22, the total outstanding restructured Standard borrower accounts was 1913 in numbers and amounting to Rs.21,844 mn. The Bank hold a standard accounts provision wrt Restructured accounts to the tune of Rs.1,648 mn and Rs.464 mn towards erosion on fair value of accounts.

## ▶ SECURITY RECEIPTS

*During Q4 FY 22, we have not sold any accounts to ARC.*

### **Balance outstanding of Security Receipts wrt NPA sold to ARC**

Period ended	Amount (in INR Mn)
Mar-20	2474
Dec-20	1444
Mar-21	1429
Jun-21	1308
Sep-21	1177
Dec-21	1118
Mar-22	917

- ▶ *In the FY 13-14 & 14-15, we had sold some of the NPA accounts to ARC on SR basis to the tune of Rs.3,747 Mn.*
- ▶ *Out of this, 3 a/cs which constitutes 90% of total SRs, the resolution has been finalized and payments has started in all the accounts. Their repayment term goes upto 2022 and we can expect there will be continuous cashflows.*
- ▶ *During FY 22, an amount of Rs.552 Mn has been collected from Security Receipts and the outstanding SR was at Rs.917 Mn. The total o/s provision in SR stands at Rs.635 Mn.*

## ▶ INVESTMENTS – AT A GLANCE

### Investments Breakup and Categorywise

(in INR Mn)

Particulars	MAR 2022	MAR 2021
SLR Securities	121,365	93,328
Non-SLR Securities	1,578	1,904
<b>Total Investments</b>	<b>122,943</b>	<b>95,232</b>
Yield on Investments	<b>5.71%</b>	<b>5.86%</b>
<b>Investments Breakup:</b>		
- A FS	16,844 (14%)	10,899 (11%)
- HTM	106,099 (86%)	84,333 (89%)
- H FT	-	-
<b>Total Investments</b>	<b>122,943</b>	<b>95,232</b>
<b>Modified Duration:</b>		
- A FS	2.01	2.39
- HTM	4.14	3.99
- H FT	-	-
- Overall Portfolio	3.87	3.83

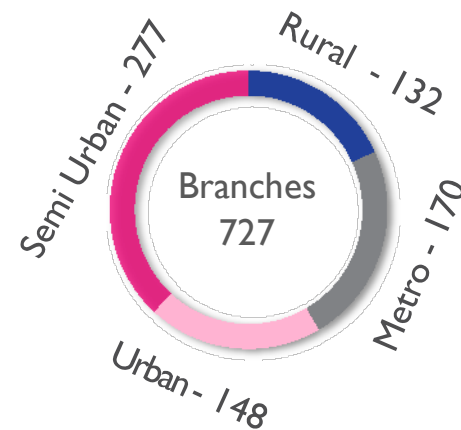
# BRANCH NETWORK

BRANCH NETWORK

## ▶ STRONG PRESENCE IN THE SOUTH

As of Mar 2022 - 727 branches. 644 branches are located in South India out of which 495 in Tamil Nadu.

State	No. of Branches	% of Deposits	% of Advances	% of Business
Tamilnadu	495	81	65	73
Karnataka	41	6	5	6
Andhrapradesh	49	2	8	5
Telengana	35	3	6	4
Maharashtra	20	2	3	3
Kerala	18	2	2	2
Gujarat	20	1	4	2
Others	49	3	7	5
<b>Total</b>	<b>727</b>			



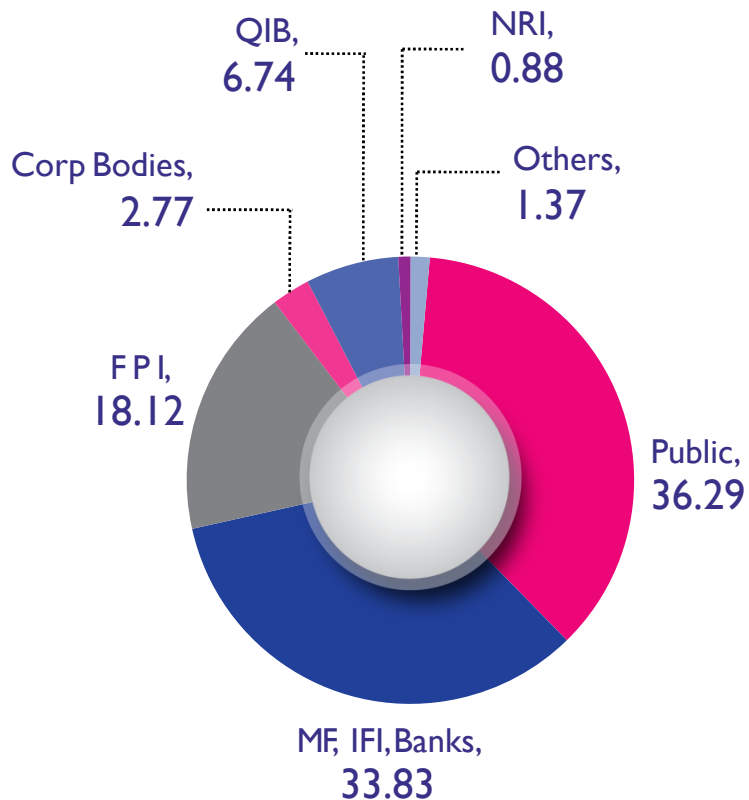
# SHAREHOLDING PATTERN

SHAREHOLDING PATTERN



## ▶ A WELL DIVERSIFIED INVESTOR BASE

Position as on 31-Mar-2022

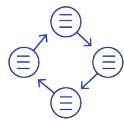


### Major Institutional Shareholders

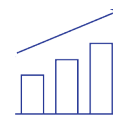
SHAREHOLDERS	HOLDING %
HDFC Midcap Opportunities Fund	4.48
Franklin India Equity Savings Fund	4.42
Life Insurance Corporation of India	3.20
DSP Arbitrage Fund	3.15
Axis Mutual Fund	2.89
SBI LONG TERM ADVANTAGE FUND	2.80
HDFC Life Insurance Co. Ltd.	2.75
Smallcap World Fund	2.64
ICICI Pru Midcap 150 ETF	2.63
Kotak Equity Arbitrage Fund	2.50
UTI Small Cap Fund	1.88
Canara Robeco Mutual Fund	1.80
L & T MF – L & T Arbitrage Opportunities Fund	1.53
Kotak Midcap Fund	1.44
Bank Muscat India Fund	1.22
TATA AIA Life Insurance	1.04



Well diversified ownership of shareholders around 1,53,000 Approx



Long term investors ensuring stability and support to management



Limit on FII / FPI ownership increased to 40%



Higher Participation from FPI's



Head room available for FII / FPI ... 21.88%

# CORPORATE GOVERNANCE

СОКЪОКАТЕ ГОВЕКИВИКЕ

## ▶ A WELL EXPERIENCED AND STRONG BOARD



**Shri. M. Narayanan | B.Sc. FCA, Grad CMA, DISA  
Non-Executive Chairman**

Shri. M. Narayanan is a practicing 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 and a qualified system Auditor.



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

Shri. R. Mohan is qualified as bachelor of Science, Master of Business Administration and a CAIIB. Prior to joining the Board, he served as Chief General Manager of our Bank.

**Shri. Subramaniam Narayanan |  
PGDM-IIM(A), Chartered Accountant, FCS, CMA  
Director**

Shri. Subramaniam Narayanan possesses rich experience in the areas of Business Management, Private Equity, Finance, Accountancy, Treasury & Risk Management, Information Technology and Payment & Settlements. He has held the position of CEO in First India Asset Management Company Ltd., and handled treasury services for Bank of America and Abu Dhabi Commercial Bank, UAE. Besides, he has been associated as Director in IT / Fintech Companies of repute for a long time.

**Dr.T.S. Sridhar IAS (Retd.) | M.A., Ph.D.  
Director**

Dr T.S. Sridhar is a Retd. IAS officer having 35 years of vast experience in all levels of administration and as Principal Secretary, he has expertise and knowledge on Rural economy, farm sector and Industries especially MSME. He was a Director on the Board of NABARD. He holds expertise in Human Resource and Economics as well.

**Shri. T.K. Ramkumar | B.Com., B.L.  
Director**

Shri. T.K. Ramkumar is one of the leading Lawyers in Chennai possessing special knowledge and expertise in Banking law, Company law and Intellectual Property Rights. He is also an active environmentalist.



**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.



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

Smt. Abarna Bhaskar is a practicing Chartered Accountant by profession and the first woman director of the Bank. She has served in senior positions with Foreign Banks abroad and a large private sector bank in India. She also holds expertise in Risk Management.



**Shri. V.N. Shiva Shankar | B.Com., ACS, ACMA, BL  
Director**

Shri. V.N. Shiva Shankar is a qualified Lawyer, Company Secretary and Cost Management Accountant with over 25 years of rich experience in Indian Corporate Law. He is also the founder of M/s VNS Legal Corporate Law firm based in Chennai which focuses on legal advisory services on Capital Market Regulation, Takeover Offers, Corporate Litigation, etc. He is a member of the Executive Committee in Southern India Chamber of Commerce. He has expertise in SEBI matters & Risk Management.



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

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

## ▶ TRANSPARENT ‘CORPORATE GOVERNANCE’ PRACTICES

Board consists of 8 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 WITH DIVERSE PROFESSIONAL EXPERTISE

Career Banker with 4 Decades of banking experience

Practicing Chartered Accountant & Risk Management . First Women Director of the Bank

Practicing Chartered Accountant , qualified system Auditor and Agriculturist

Private Equity Fund Manager, Risk Management, IT and Treasury Management

Practicing Advocate, Compliance function and Risk Management

Retired IAS Officer, Rural Economy, MSME, Business Management, Human resource and Economics.

Practicing Company Secretary, Business Management, IT & Compliance

Advocate in Banking Law & Environmental Activist

## CITY UNION BANK LTD

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For any queries regarding presentation, please write to  
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