



# INVESTOR PRESENTATION

JUNE 2020

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June 2020



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**CUB**  
Trust and Esports  
SINCE 1984

# 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 30.06.2020



Deposits  
**INR 41,026 CR**



Advances  
**INR 34,536 CR**



Net Interest Margin  
**3.98%**



Net NPA  
**2.11%**



Employees  
**5,743**



Branches  
**700**



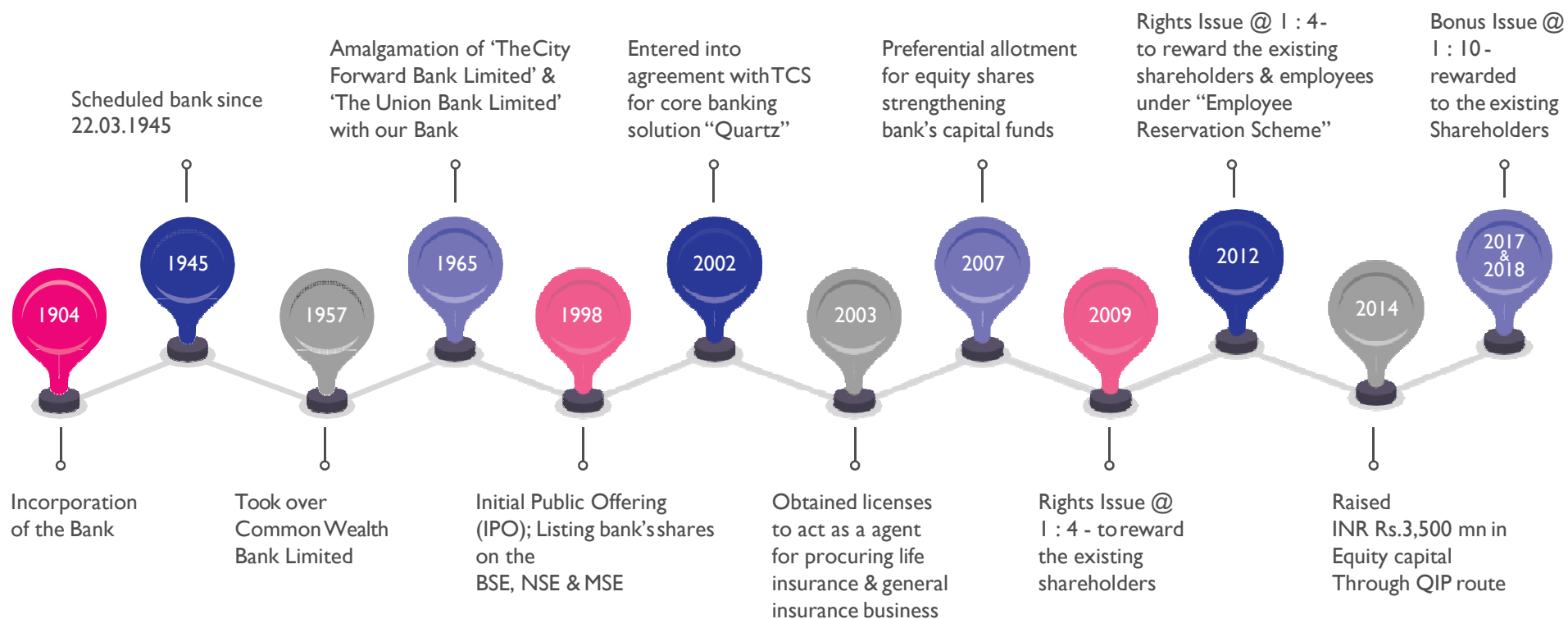
ATM's  
**1,788**



Efficiency Ratio  
**40.42%**



## ▶ 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

**10 year CAGR of 20%+**

### 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

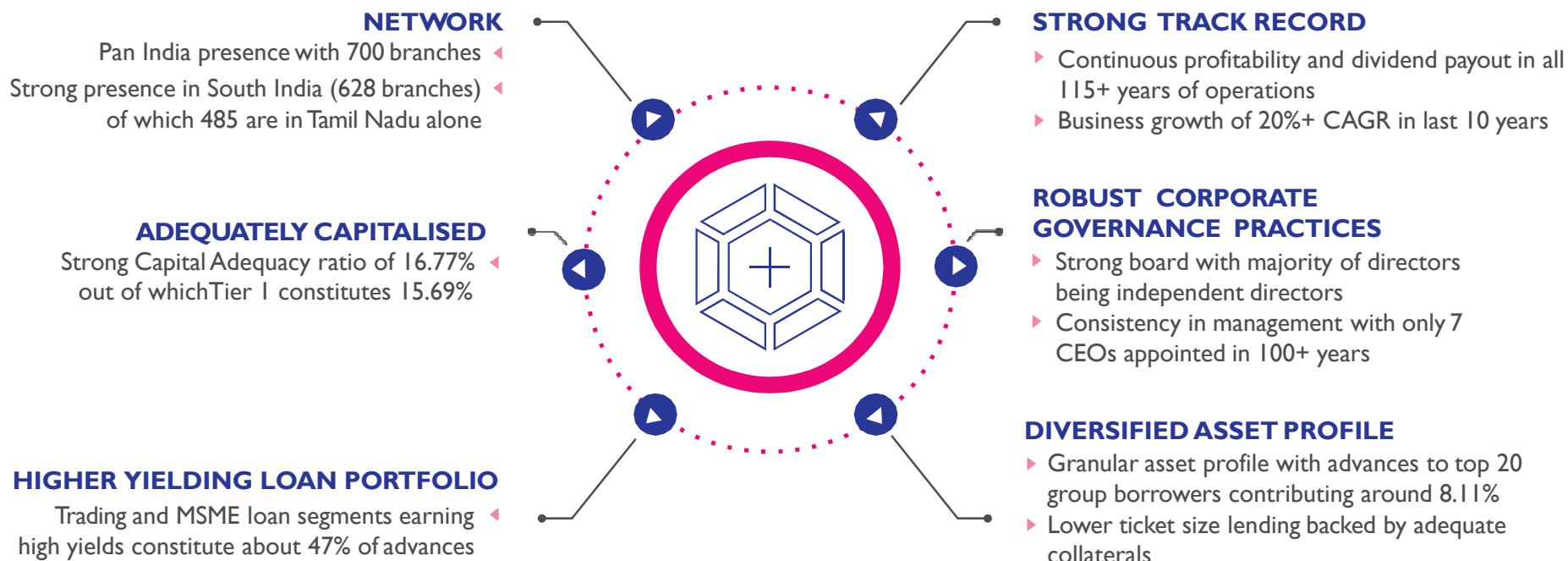
- ▶ Comprehensive employee training and recruitment infrastructure through staff training college
- ▶ All branches and 100% business under CBS from TCS

**Consistent Return with Superior ROA, ROE**

### Purely retail Liability Franchise

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

## ▶ COMPETITIVE ADVANTAGES





## ▶ 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 – JUNE 2020

## ▶ Q1 FY 2021 PERFORMANCE – A SNAPSHOT

- ▶ Deposits increased by 5% from Rs.391 Bn to Rs.410 Bn Y-o-Y
- ▶ Advances registered a growth of 7% from Rs.322 Bn to Rs.345 Bn Y-o-Y
- ▶ Total business grown by 6% from Rs.713 Bn to Rs.755 Bn Y-o-Y
- ▶ Gross Profit marginally increased by 1% to Rs.3,560 Mn from Rs.3,514 Mn (Y-o-Y)
- ▶ Net Profit decreased from Rs.1,856 Mn to Rs.1,540 Mn (Y-o-Y)
- ▶ Profitability and efficiency ratios :

PARTICULARS	Q1 FY 21	Q1 FY 20	FY 2019-20
Return on Assets	1.23%	1.63%	1.00%
Net Interest Margin	3.98%	4.11%	3.98%
Return on Equity	11.65%	15.22%	9.47%
Earning per share	Rs.2.09	Rs.2.53	Rs.6.48

- ▶ Gross NPA – 3.90% and Net NPA – 2.11%
- ▶ Provision Coverage Ratio – 68%
- ▶ CRAR – 16.77% (Basel III) of which core CRAR – 15.69%

## ► QI FY 2021 VS QI FY 2020 PERFORMANCE – A SNAPSHOT

(in INR Mn)

410,259



5%

390,768

Deposits

345,356



7%

322,295

Advances

755,615



6%

713,063

Total Business

100,976



10%

91,613

CASA

3,560



1%

3,514

Gross Profit

1,540



-ve

1,856

Net Profit

4,369



5%

4,169

Net Interest  
Income

40.42%



39.43%

Cost to Income

1.23%

ROA

11.65%

ROE

3.98%

NIM

3.90%

Gross NPA

2.11%

Net NPA

■ QI FY 21 ■ QI FY 20

## ► FY 2020 VS FY 2019 PERFORMANCE – A SNAPSHOT

(in INR Mn)

408,325



384,480

Deposits

345,762



330,652

Advances

754,087



715,132

Total Business

101,970



96,982

CASA

13,414



12,400

Gross Profit

4,763



6,829

Net Profit

16,752



16,115

Net Interest  
Income

43.04%



41.67%

Cost to Income

1.00%

ROA

9.47%

ROE

3.98%

NIM

4.09%

Gross NPA

2.29%

Net NPA

■ FY 20

■ FY 19

# FINANCIAL PERFORMANCE & BUSINESS PROFILE







FINANCIAL PERFORMANCE & BUSINESS PROFILE



## ▶ Q1 FY 21 VS Q1 FY 20 PERFORMANCE - A SNAPSHOT

(in INR Mn)

### FINANCIAL PERFORMANCE

PARTICULARS	Q1 FY 2021	Q1 FY 2020	INC / (DEC)	Growth	Growth %
Deposits	410,259	390,768		19,491	5%
Advances	345,356	322,295		23,061	7%
Total Business	755,615	713,063		42,552	6%
Demand Deposits	28,946	28,532		414	1%
Saving Deposits	72,030	63,081		8,949	14%
CASA	100,976	91,613		9,363	10%
Gross NPA	13,461	10,762			
Net NPA	7,164	6,000			
Gross NPA (%)	3.90%	3.34%			
Net NPA (%)	2.11%	1.89%			
C R A R (BASEL – III)	16.77%	15.68%			
- Of which Tier I	15.69%	15.17%			
CD Ratio	84%	82%			
PCR	68%	65%			

## ▶ QI FY 21 VS QI FY 20 PERFORMANCE - A SNAPSHOT

(in INR Mn)







### FINANCIAL PERFORMANCE

PARTICULARS	QI FY 2021	QI FY 2020	INC / (DEC)	Growth %	Q4 FY 2020
Net Interest Income	4,369	4,169	200	5%	4,195
Other Income	1,606	1,633	-27	-ve	1,793
Operating Expenses	2,415	2,288	127	6%	2,637
Gross Profit	3,560	3,514	46	1%	3,351
Provisions & Contingencies	2,020	1,658	362	22%	4,304
Net Profit	1,540	1,856	-316	-ve	-953
Return on Assets	1.23%	1.63%			-0.77%
Return on Equity	11.65%	15.22%			-7.22%
Net Interest Margin	3.98%	4.11%			3.91%

## ► FY 20 VS FY 19 PERFORMANCE - A SNAPSHOT

(in INR Mn)

### FINANCIAL PERFORMANCE

PARTICULARS	FY 2020	FY 2019	INC / (DEC)	Growth	Growth %
Deposits	408,325	384,480		23,845	6%
Advances	345,762	330,652		15,110	5%
Total Business	754,087	715,132		38,955	5%
Demand Deposits	29,244	32,145		-2,901	-ve
Saving Deposits	72,726	64,837		7,889	12%
CASA	101,970	96,982		4,988	5%
Gross NPA	14,134	9,771			
Net NPA	7,785	5,915			
Gross NPA (%)	4.09%	2.95%			
Net NPA (%)	2.29%	1.81%			
C R A R (BASEL – III)	16.76%	15.55%			
- Of which Tier I	15.80%	15.03%			
CD Ratio	85%	86%			
PCR	65%	63%			

## ► FY 20 VS FY 19 PERFORMANCE - A SNAPSHOT

(in INR Mn)

### FINANCIAL PERFORMANCE

PARTICULARS	FY 2020	FY 2019	INC / (DEC)	Growth %
Net Interest Income	16,752	16,115	637	4%
Other Income	6,799	5,144	1,655	32%
Operating Expenses	10,137	8,859	1,278	14%
Gross Profit	13,414	12,400	1,014	8%
Provisions & Contingencies	8,651	5,571	3,080	55%
Net Profit	4,763	6,829	-2066	-ve
Return on Assets	1.00%	1.64%		
Return on Equity	9.47%	15.25%		
Net Interest Margin	3.98%	4.32%		

## ► PROVISIONS & CONTINGENCIES – BREAKUP

(in INR Mn)

PARTICULARS	Q1 FY 21	Q1 FY 20	FY 19-20	FY 18-19	Q4 FY 20
Provision for:					
- Tax	450	500	1,100	2,420	-200
- Bad Debts	500	1,440	6,310	2,700	3,105
- Covid 19	1,000	-	1,250	-	1,250
- Standard Assets	40	-37	193	215	80
- Depn on Investments	-	-240	-317	160	3
- Depn on Shifting	-	-	-	65	-
- Restructuring / FITL	30	-	69	-96	25
- Others	-	-5	46	107	41
<b>Total</b>	<b>2,020</b>	<b>1,658</b>	<b>8,651</b>	<b>5,571</b>	<b>4,304</b>

## ▶ QI FY 21 VS QI FY 20 – INCOME AND EXPENSES BREAKUP

(in INR Mn)

### INTEREST INCOME BREAKUP

PARTICULARS	QI FY 2021	QI FY 2020	Growth %
Interest on Loans	8,922	8,686	3%
Interest on Investments	1,400	1,411	-ve
Other Interest Income	171	195	-ve
<b>Total Interest Income</b>	<b>10,493</b>	<b>10,292</b>	<b>2%</b>

### INTEREST EXPENSES BREAKUP

PARTICULARS	QI FY 2021	QI FY 2020	Growth %
Int Exp on Deposits	5,899	5,945	-ve
Other Int Expenses	225	178	26%
<b>Total Interest Expenses</b>	<b>6,124</b>	<b>6,123</b>	<b>-</b>

### OTHER INCOME BREAKUP

PARTICULARS	QI FY 2021	QI FY 2020	Growth %
CEB & Charges	456	796	-ve
Treasury Income	1,085	446	143%
Other Inc incl recoveries in written off a/cs	65	391	-ve
<b>Total Other Income</b>	<b>1,606</b>	<b>1,633</b>	<b>-ve</b>

### OPERATING EXPENSES BREAKUP

PARTICULARS	QI FY 2021	QI FY 2020	Growth %
Employee Cost	1,164	1,004	16%
Other Operating Expenses	1,251	1,284	-ve
<b>Total Expenses</b>	<b>2,415</b>	<b>2,288</b>	<b>6%</b>



## ► FY 20 VS FY 19 – INCOME AND EXPENSES BREAKUP

(in INR Mn)

### INTEREST INCOME BREAKUP

PARTICULARS	FY 2020	FY 2019	Growth %
Interest on Loans	34,946	31,777	10%
Interest on Investments	6,099	5,536	10%
Other Interest Income	641	359	79%
<b>Total Interest Income</b>	<b>41,686</b>	<b>37,672</b>	<b>11%</b>

### INTEREST EXPENSES BREAKUP

PARTICULARS	FY 2020	FY 2019	Growth %
Int Exp on Deposits	24,369	21,080	16%
Other Int Expenses	565	477	18%
<b>Total Interest Expenses</b>	<b>24,934</b>	<b>21,557</b>	<b>16%</b>

### OTHER INCOME BREAKUP

PARTICULARS	FY 2020	FY 2019	Growth %
CEB & Charges	3,076	2,936	5%
Treasury Income	2,442	870	181%
Other Inc incl recoveries in written off a/cs	1,281	1,338	-ve
<b>Total Other Income</b>	<b>6,799</b>	<b>5,144</b>	<b>32%</b>

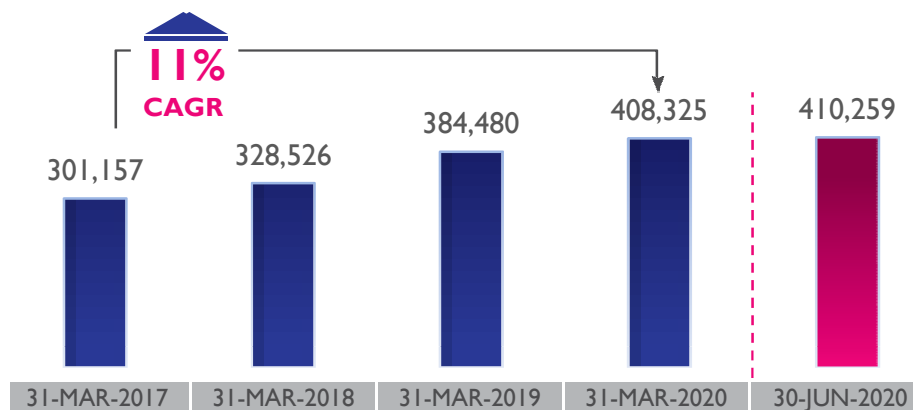
### OPERATING EXPENSES BREAKUP

PARTICULARS	FY 2020	FY 2019	Growth %
Employee Cost	4,207	3,644	15%
Other Operating Expenses	5,930	5,215	14%
<b>Total Expenses</b>	<b>10,137</b>	<b>8,859</b>	<b>14%</b>

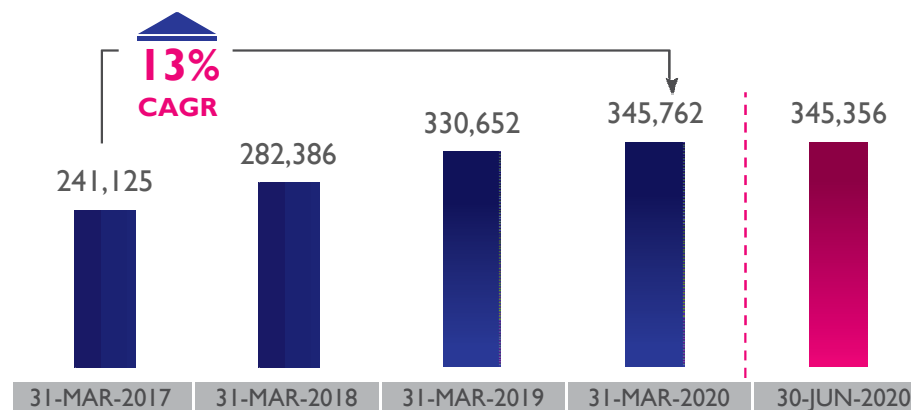
## ▶ STRONG DEPOSITS AND ADVANCES GROWTH

(in INR Mn)

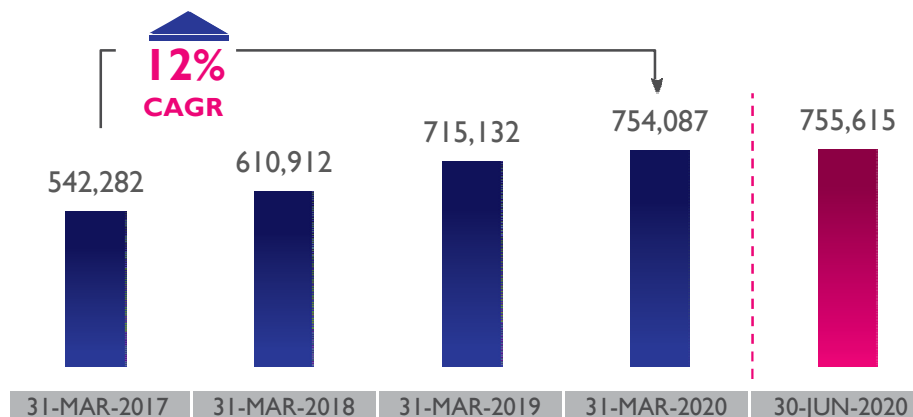
### DEPOSITS



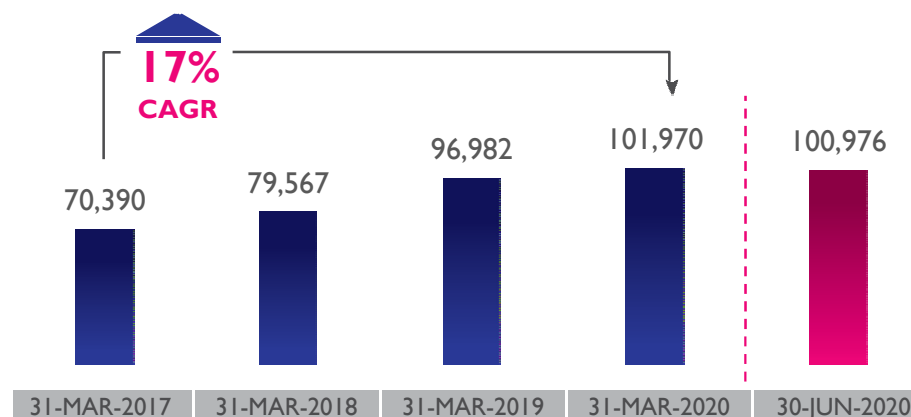
### ADVANCES



### BUSINESS



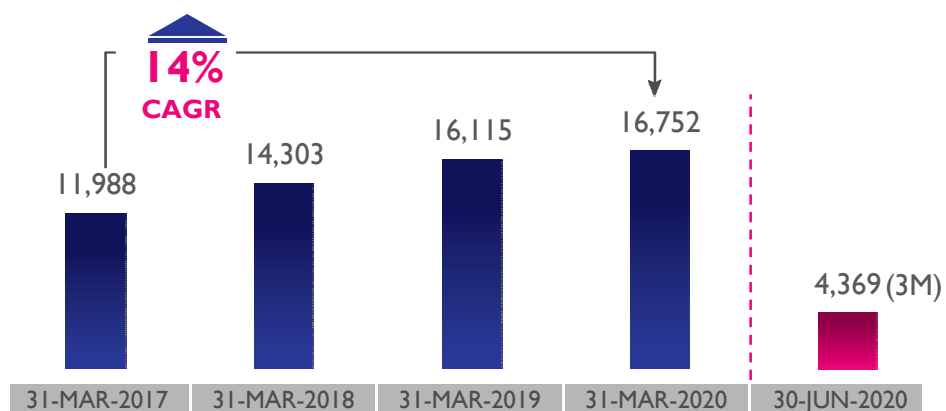
### CASA



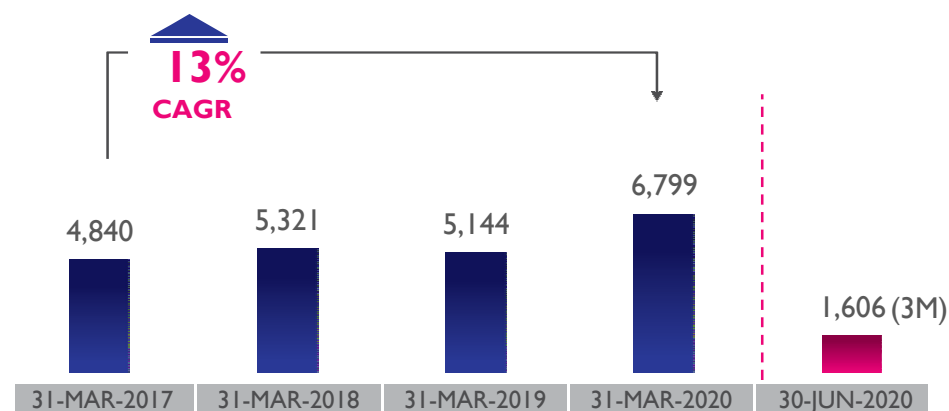
## ▶ INCOME GROWTH OVER THE YEARS...

(in INR Mn)

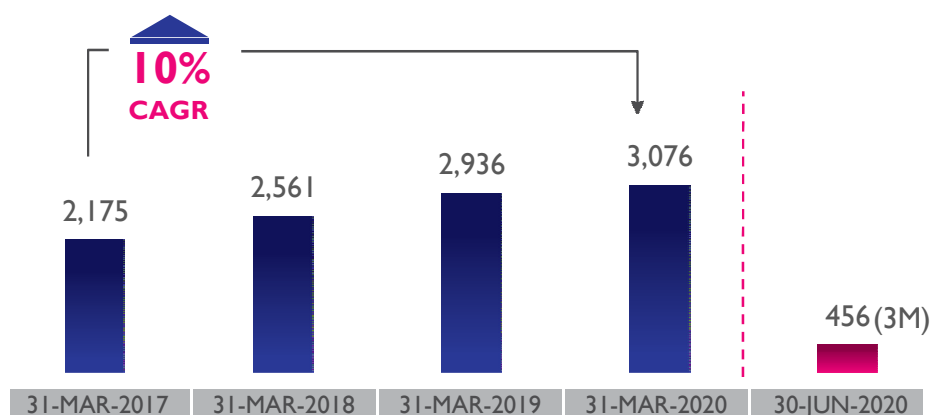
### NET INTEREST INCOME GROWTH



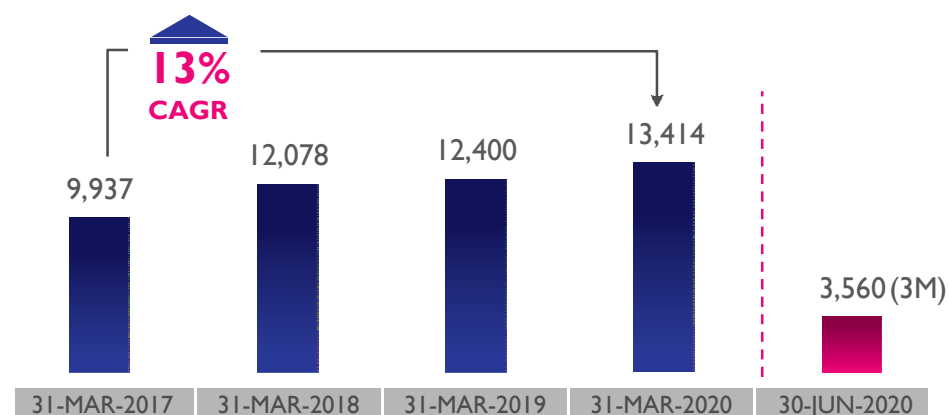
### OTHER INCOME GROWTH



### CEB GROWTH



### OPERATING PROFIT GROWTH

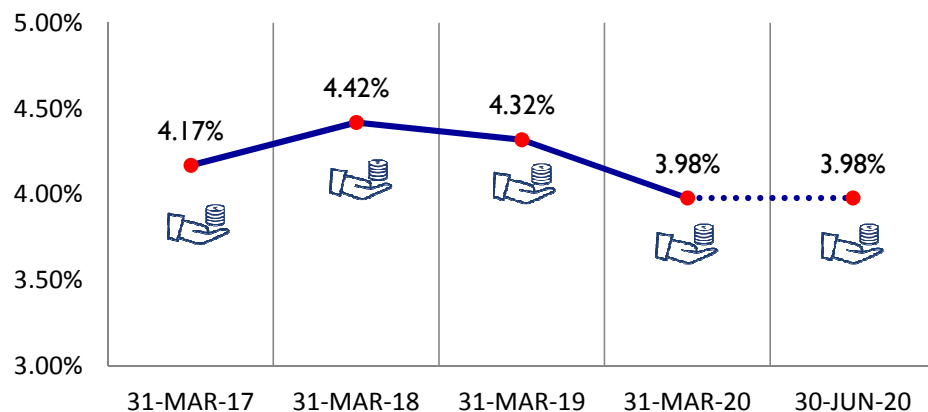


## ▶ KEY BUSINESS INDICATORS

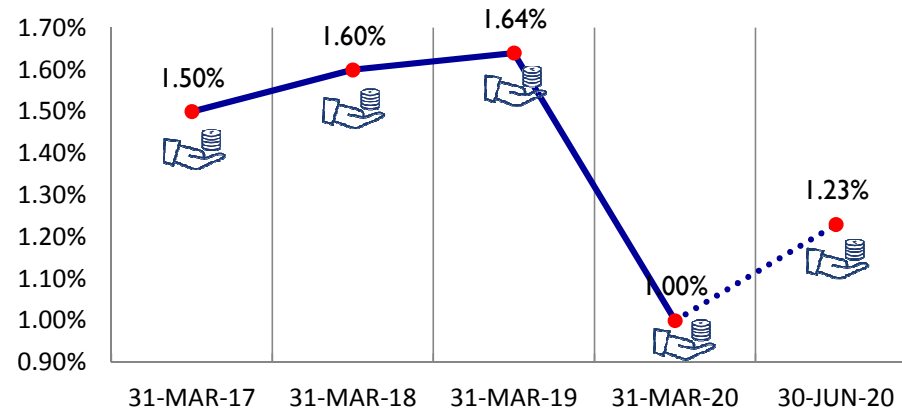
PARTICULARS	Q1 FY 21	Q1 FY 20	Q4 FY 20	FY 19-20	FY 18-19
Cost of Deposits	5.89%	6.27%	6.07%	6.20%	6.17%
Yield on Advances	10.41%	10.97%	10.46%	10.76%	10.95%
Yield on Investments	6.12%	6.93%	6.54%	6.69%	6.95%
Net Interest Margin	3.98%	4.11%	3.91%	3.98%	4.32%
Cost to Income	40.42%	39.43%	44.04%	43.04%	41.67%
Cost of Funds	4.90%	5.37%	5.03%	5.21%	5.18%
Yield of Funds	8.40%	9.02%	8.43%	8.72%	9.06%
Per Employee Business (in INR Mn)	131.55	128.99	131.32	131.32	129.60
Per Employee Profit (in INR Mn) (Ann)	1.07	1.34	-0.66	0.83	1.24
EPS in INR - FV INR Re.1/- share (Not Ann)	2.09	2.53	(-) 1.29	6.48	9.57

## ▶ KEY BUSINESS RATIOS – YEARLY TRENDS

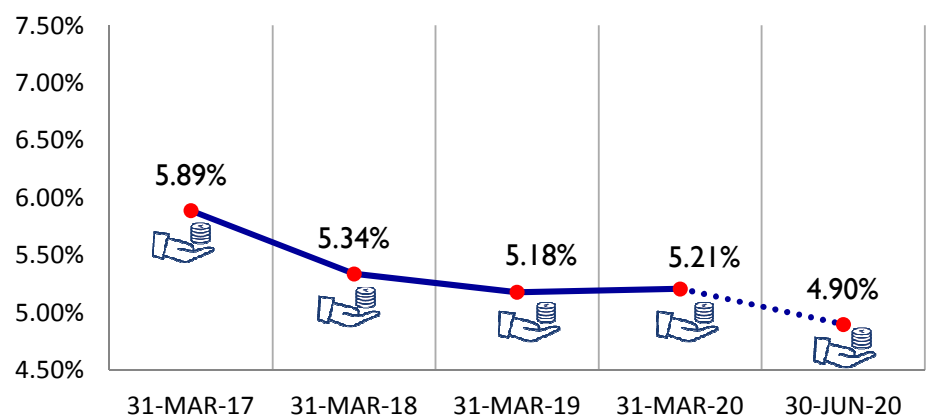
### NET INTEREST MARGIN



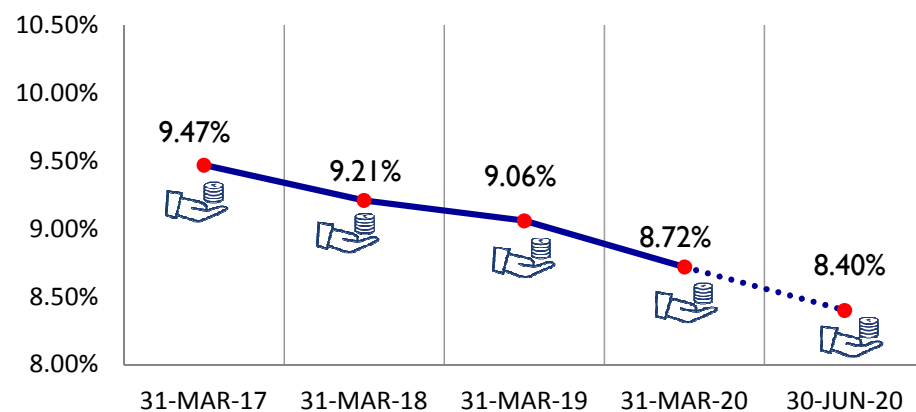
### RETURN ON ASSETS



### COST OF FUNDS

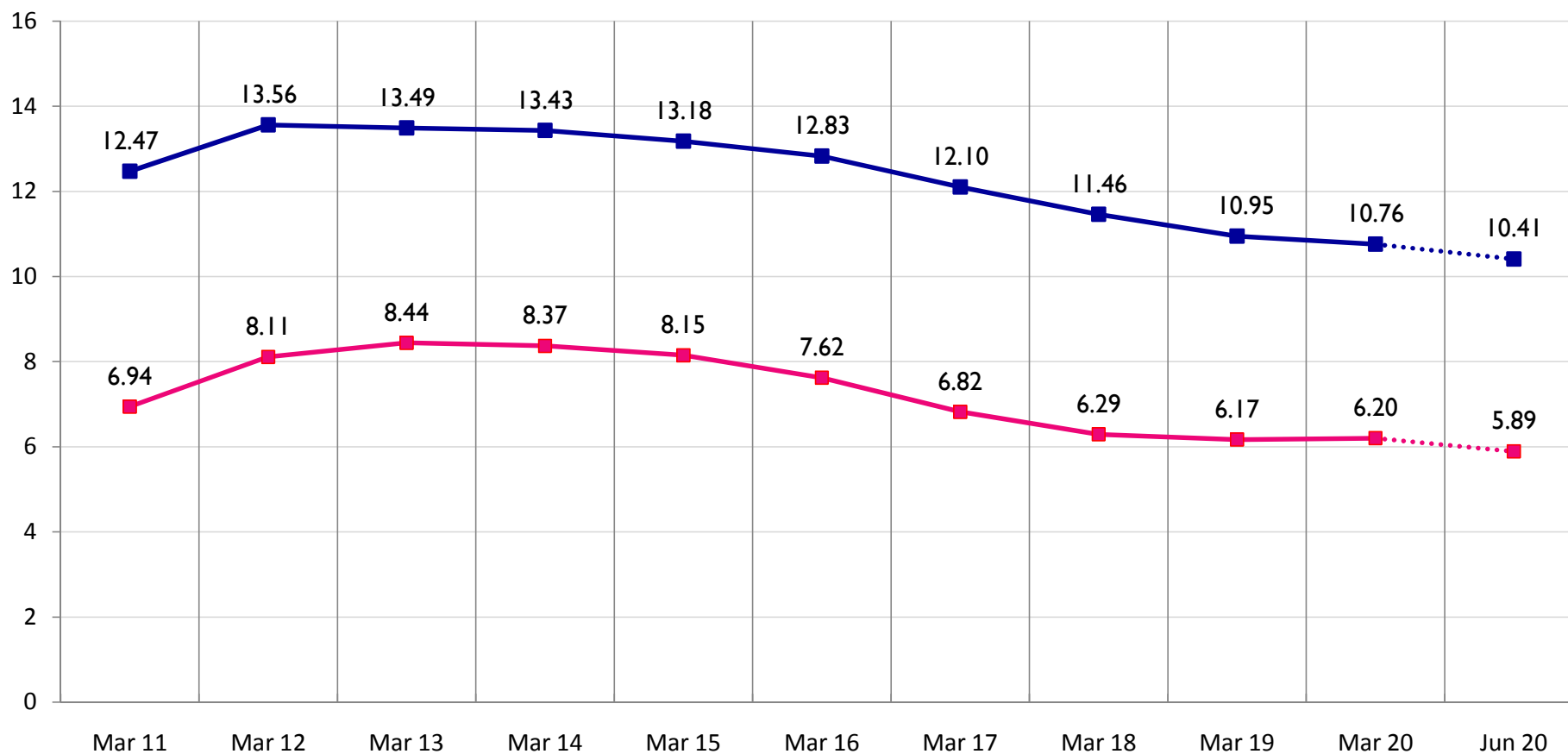


### YIELD ON FUNDS



## ▶ COST OF DEPOSITS & YIELD ON ADVANCES

(in %)



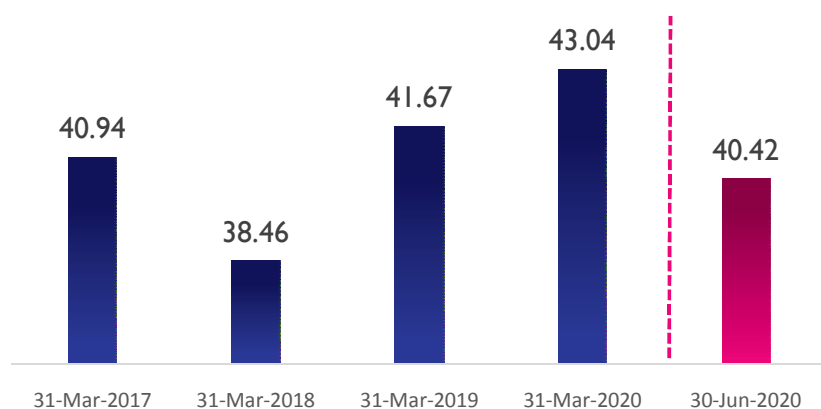
Spread between cost of deposits and yield on advances of our bank maintained in the last 10 years

— Yield on Advances — Cost of Deposits

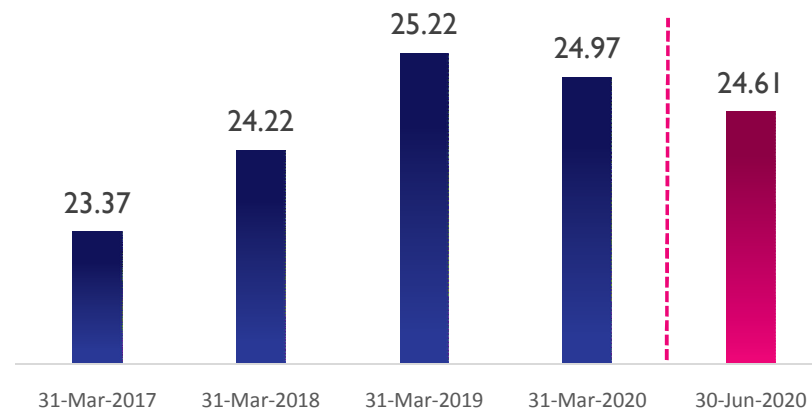


## ▶ EFFICIENCY

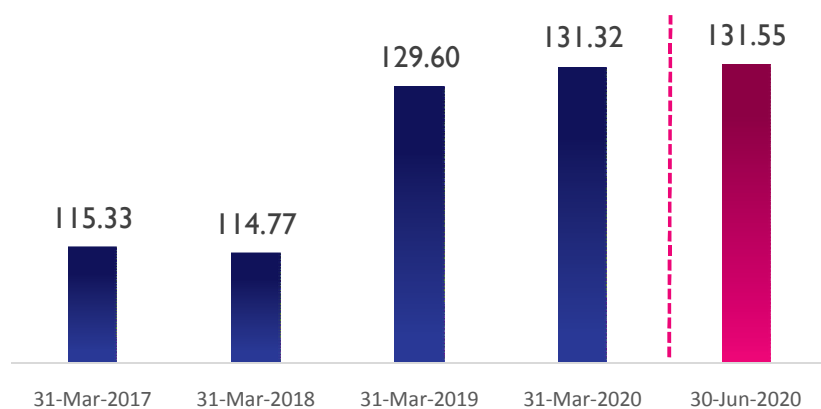
### COST INCOME RATIO (%)



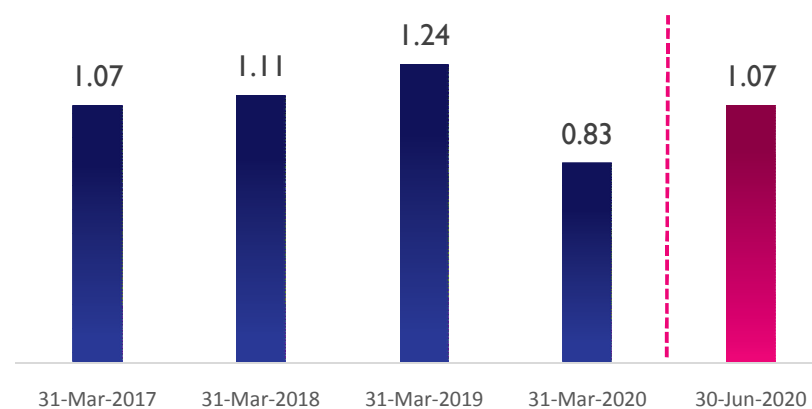
### CASA RATIO (%)



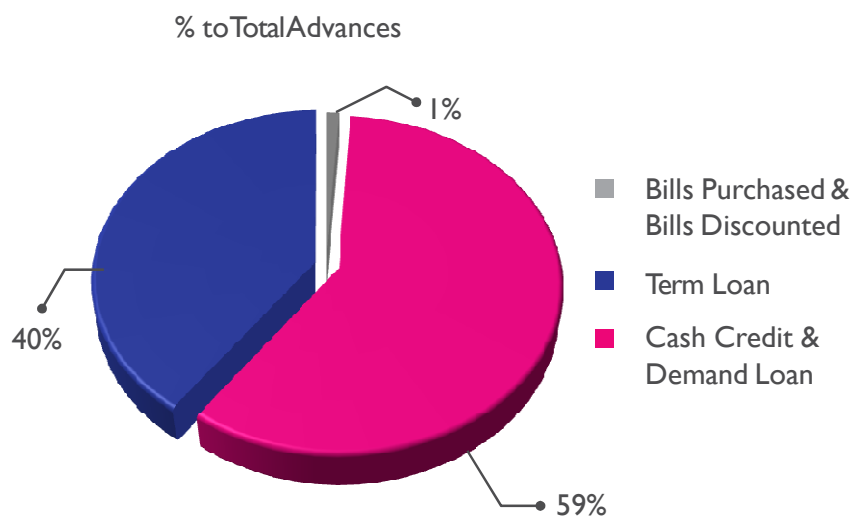
### BUSINESS PER EMPLOYEE (in INR Mn)



### PROFIT PER EMPLOYEE (in INR Mn)



## ▶ LOAN BOOK – PRODUCTS COMPOSITION



Working capital loans yielding higher interest constitute 59% of advances



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

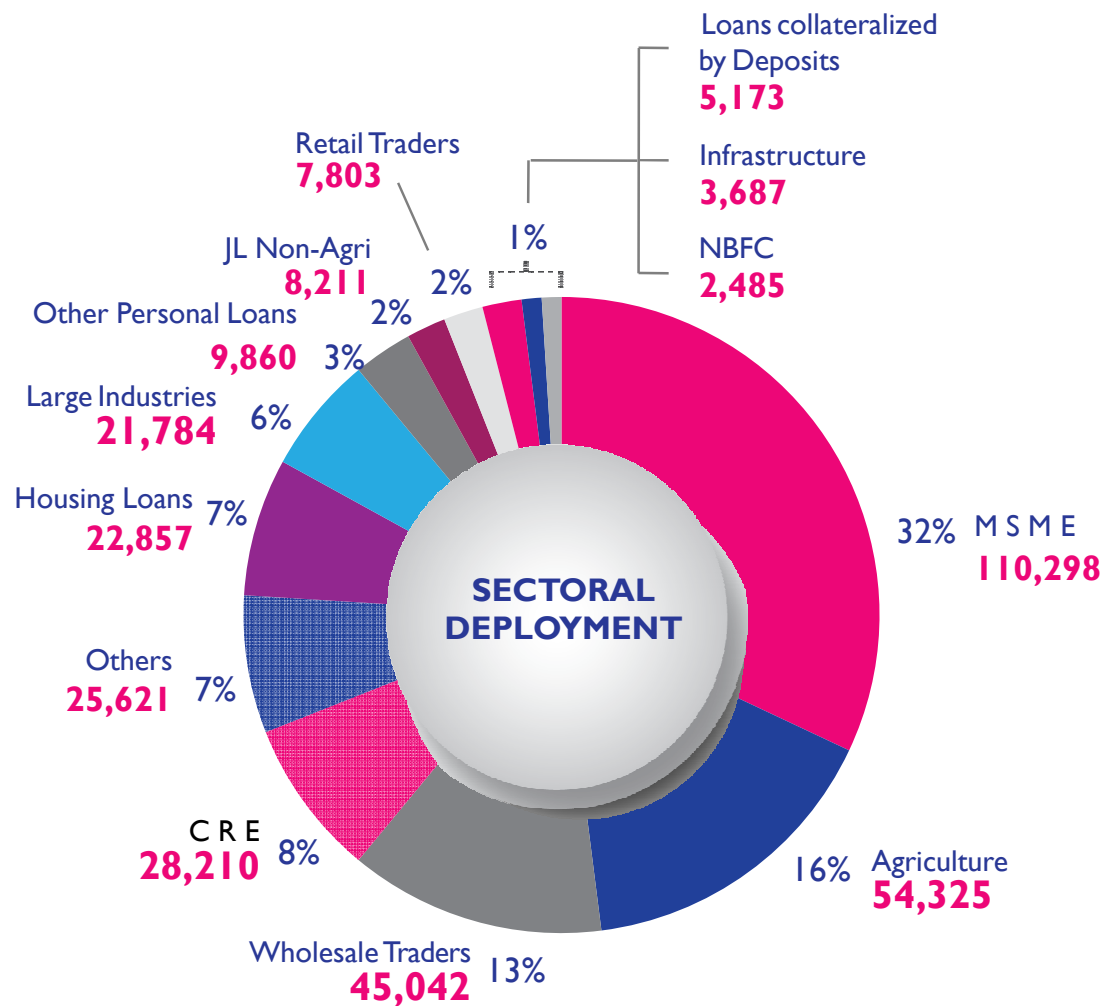


~95% of our loan book is on floating rate basis which reduces interest rate risk

Loan Book Products Composition	Amount (INR Mn)	% to Total Advances
Cash Credit & Demand Loan	203,556	59%
Term Loan	140,621	40%
Bills Purchased & Bills Discounted	1,179	1%
<b>Gross Loan Total</b>	<b>345,356</b>	<b>100%</b>

## ▶ LOAN BOOK SECTORAL DEPLOYMENT – POSITION AS ON 30.06.2020

(in INR Mn)



## ▶ LOAN BOOK SECTORAL DEPLOYMENT – POSITION AS ON 30.06.2020

(in INR Mn)

### SECURED & UNSECURED ADVANCES

Particulars	Amount (INR Mn)	(%)
Secured Loans	342,718	99%
Unsecured Loans	2,638	1%
<b>Total</b>	<b>345,356</b>	<b>100%</b>



Trading & MSME loans earning higher yield constitute about 47%



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



Unsecured Advances aggregate to 1%

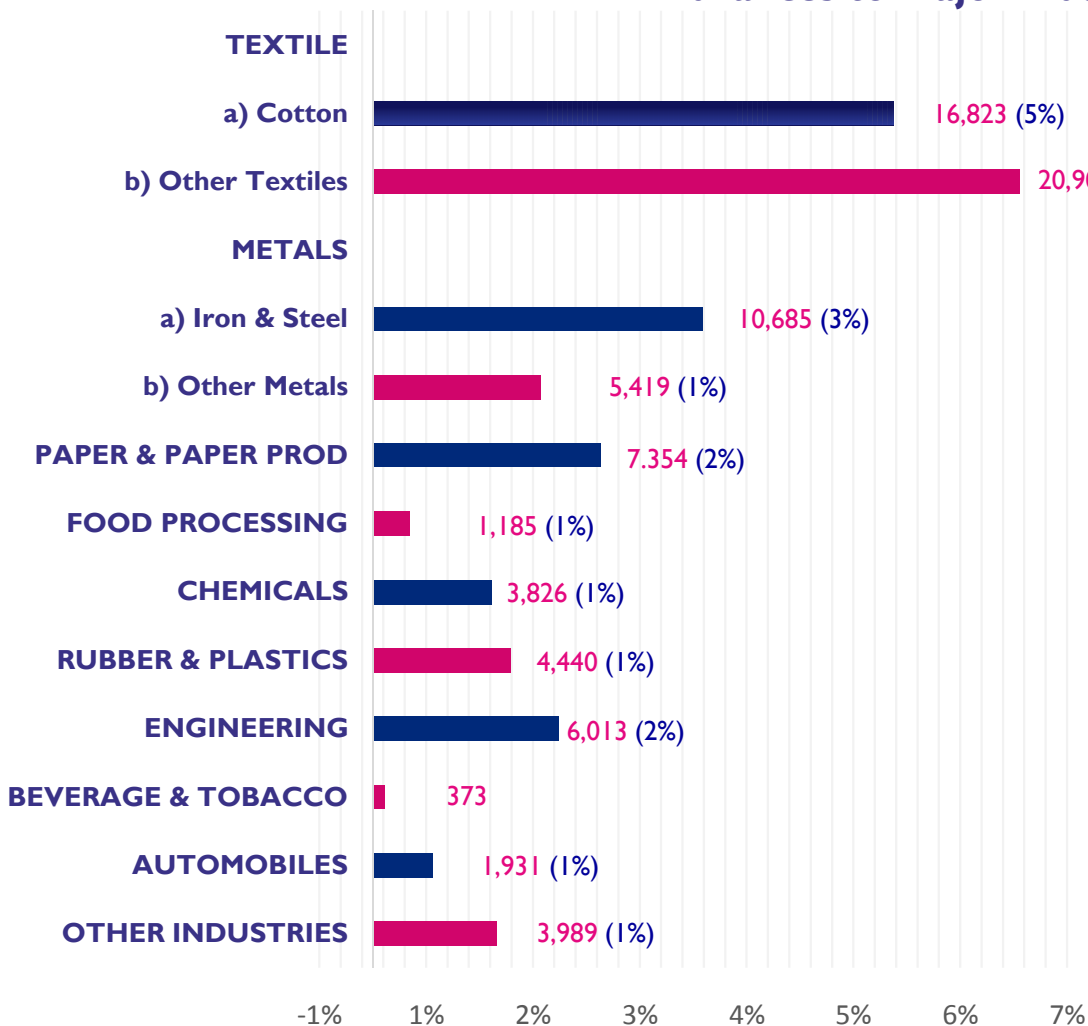


Total Jewel Loan outstanding as on 30.06.2020 – Rs.34,483 Mn

# Loan Book – Advances to Major Industries

(in INR Mn)

## Advances to Major Industries 30<sup>th</sup> June 2020

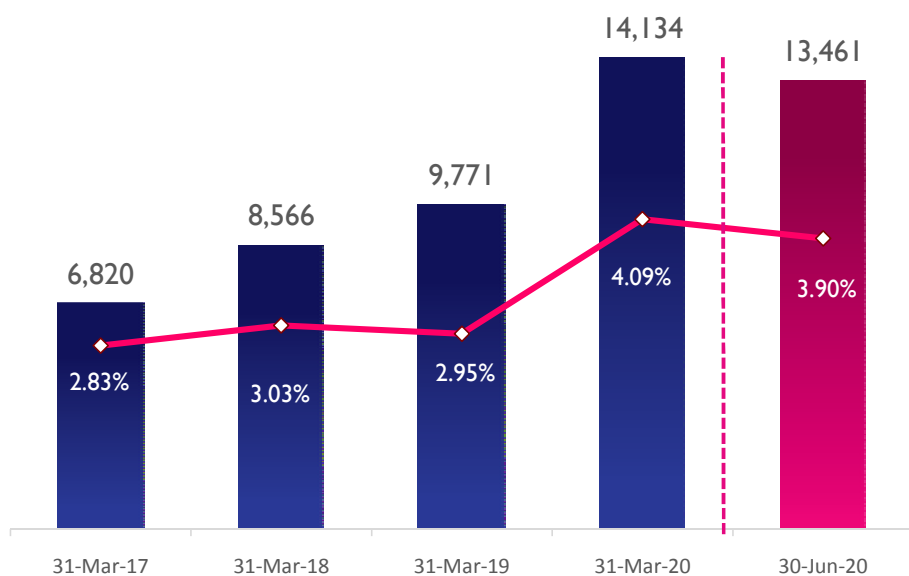


Industry Name	Amount (in INR Mn)	% to Total Advances
Advances to Major Industries	82,941	24%
All other advances (Agri, Trade, Service, Gold Loan, etc.)	262,415	76%
<b>Total Gross Advances</b>	<b>345,356</b>	<b>100%</b>

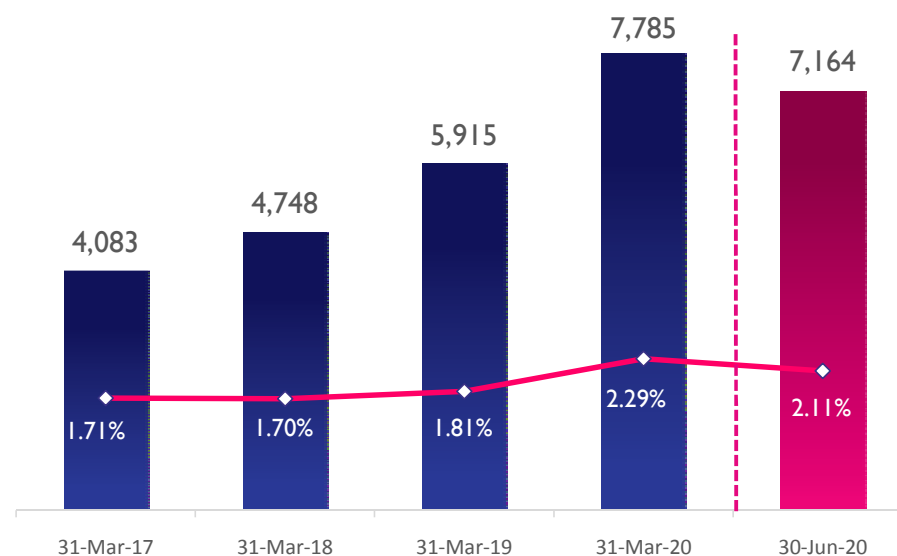
## ▶ ASSET QUALITY

(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-16	FY MAR-17	FY MAR-18	FY MAR-19	FY MAR-20	Q1 FY 21
<b>NPA Opening balance</b>		<b>3,358</b>	<b>5,120</b>	<b>6,820</b>	<b>8,565</b>	<b>9,771</b>	<b>14,134</b>
Additions	A	4,290	4,796	5,749	6,322	11,104	34
Recovery / SR *		734	905	1,623	1,980	1,644	131
Upgradations		546	556	433	496	1,358	69
NetAddition	B	3,010	3,335	3,693	3,846	8,102	-166
Write-off		1,248	1,635	1,948	2,640	3,739	507
<b>NPA Closing balance</b>		<b>5,120</b>	<b>6,820</b>	<b>8,565</b>	<b>9,771</b>	<b>14,134</b>	<b>13,461</b>
Technical Write-off (TW) during the period		1,189	1,564	1,836	2,565	3,670	500
<b>Provision made during the period</b>	C	<b>2,050</b>	<b>2,515</b>	<b>3,030</b>	<b>2,700</b>	<b>6,310</b>	<b>500</b>
TW recovery	D	370	470	704	898	1,090	43
Provision made net of TW Recovery	E=C-D	<b>1,680</b>	<b>2,045</b>	<b>2,326</b>	<b>1,802</b>	<b>5,220</b>	<b>457</b>
Gross Advance	F	2,12,531	2,41,125	2,82,386	3,30,652	3,45,762	3,45,356
<b>Additions % of Gross Advance</b>	A / F	<b>2.02</b>	<b>1.99</b>	<b>2.04</b>	<b>1.91</b>	<b>3.21</b>	<b>0.01</b>
<b>NetAddition % of Gross Advance</b>	B / F	<b>1.42</b>	<b>1.38</b>	<b>1.31</b>	<b>1.16</b>	<b>2.34</b>	<b>-ve</b>
<b>Credit cost</b>	E / F	<b>0.79</b>	<b>0.85</b>	<b>0.82</b>	<b>0.54</b>	<b>1.51</b>	<b>0.13</b>
Gross NPA %		2.41	2.83	3.03	2.95	4.09	3.90
Net NPA %		1.53	1.71	1.70	1.81	2.29	2.11

## ▶ RESTRUCTURED ACCOUNTS

### Balance outstanding as on 30.06.2020 in respect of Restructured Standard borrowers

Type of Restructuring	No. of Borrowers	Amount (in INR Mn)
S M E	120	3663.57
N S M E	46	216.48
<b>Total</b>	<b>166</b>	<b>3880.05</b>

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

▶ Restructured Standard Advances to Gross Advances – 1.12% as on Jun-20

▶ In terms of RBI Circular DBR No.BP.BC.18/21.04.048/2018-19 dt 01.01.2019 on MSME Sector - Restructuring of Advances, the bank has restructured 17 Standard accounts to the tune of Rs.680 mn in Q1 FY 2021. As of Q1 FY 21, the total outstanding restructured Standard accounts was 166 in numbers and amounting to Rs.3,880 mn. The Bank hold a provision of Rs.121 mn against the requirement of Rs.118 mn towards Restructured Standard accounts.

▶ No fresh sale to ARC on SR basis from FY 17-18 and amount outstanding in Security Receipts – Rs.2,474 mn. Out of this, 4 a/cs which constitutes 90% of total SRs, the resolution has been finalized and payments has started in all the 4 accounts. Since the repayment term goes upto 2022, we expect there will be continuous cash flows.

## ▶ INVESTMENTS – AT A GLANCE

### Investments Breakup and Categorywise

(in INR Mn)

Particulars	JUN 2020	JUN 2019
SLR Securities	94,220	82,611
Non-SLR Securities	3,065	3,652
<b>Total Investments</b>	<b>97,285</b>	<b>86,263</b>
Yield on Investments	<b>6.12%</b>	<b>6.93%</b>
<b>Investments Breakup:</b>		
- A FS	18,868 (19%)	20,988 (24%)
- HTM	78,417 (81%)	65,275 (76%)
- H FT	-	-
<b>Total Investments</b>	<b>97,285</b>	<b>86,263</b>
<b>Modified Duration:</b>		
- A FS	1.12	0.85
- HTM	4.89	4.39
- H FT	-	-
- Overall Portfolio	4.24	3.63

# COVID 19 OUTBREAK

COVID 19 OUTBREAK

## COVID-19 : Update on current situation

- ✓ As predicted by experts, COVID-19 pandemic is at its peak right now and our country is in the 3<sup>rd</sup> position in the world with more than 2.27 million cases.
- ✓ However positive news are coming from around the world with vaccine which is expected to hit the market in the coming months.
- ✓ The mobility restrictions are still in place with respect to educational institutions, religious festivals, mass gatherings, tourism & Travel and public transport. However, the economic activity is picking up slowly and our economy will be out of the clutches of COVID in the next few quarters.
- ✓ We are strictly adhering to all the safety measures prescribed by government authorities and continuously working towards the safety and security of our employees.
- ✓ Also people are allowed to work from home or shift basis wherever possible.
- ✓ As of now, 107 employees were infected with COVID-19 virus – 35 of them recovered and 72 are under treatment / home quarantine.

## COVID-19 : Measures taken by the Bank

### Business continuity:

- ✓ Our Business continuity plans worked well during this tough situation. We were successfully relocated some of our key functional departments on temporary basis and restored back on a smooth basis with uninterrupted service to our customers.
- ✓ Our branches and ATMs functioned without interruption during this tough times and though our branch staffs get infected we were quick to restore our services to our customers.

### Supporting the MSMEs / Entrepreneurs :

- ✓ Through our branch network, our staffs were continuously communicating with our customers to understand their needs and help them out with their cash flow needs.
- ✓ So far we have sanctioned Rs.1583 crs & disbursed Rs.1218 Cr under ECLGS schemes to eligible MSME business segments.
- ✓ As per the revised relaxation in turnover and exposure norms prescribed by RBI, the eligible exposure shall be Rs.8163 cr and the disbursement could be appx Rs.1632 cr under ECLGS scheme.

## COVID-19 : Status of Loan Accounts as of 29<sup>th</sup> Feb 2020

- ✓ Present outstanding balance of the accounts which are in default as of 29<sup>th</sup> Feb 2020 is as below:

(Rs in Cr)	Position as on 15.06.2020		Position as on 31.07.2020	
	No. of A/cs	O/s Amount	No. of A/cs	O/s Amount
SMA 0	571	175	471	204
SMA 1	1102	348	926	341
SMA 2	327	122 *	171	83 *
<b>Total</b>	<b>2000</b>	<b>645</b>	<b>1568</b>	<b>628</b>

- In accordance with RBI guidelines, the Bank is required to make provision @ 10% of outstanding advances over two quarters beginning with quarter ended March 31, 2020 in respect of borrower accounts which are at default and asset classification benefit has been taken. The outstanding amount of those accounts for the bank stood at Rs.125.61 cr as on 29<sup>th</sup> Feb 2020 (O/s balance as on 15.06.2020 – Rs.122 cr as indicated above). During Q4 FY 20, the Bank has made an adhoc COVID provision of Rs.102 Cr in addition to the required RBI mandatory provision. In the current quarter Q1 FY 21, the bank has made an additional adhoc provision of Rs.100 cr to meet any future contingency arising out of Covid pandemic. Thus, the total provision in this regard held by the bank as on 30th June 2020 is Rs.202 crs.

- ✓ The outstanding amount of Rs.628 cr as on 31.07.2020 comprises 1.82% of the total loan portfolio.

## COVID-19 : Repayment Status of Accounts – Position as of 30<sup>th</sup> Jun 2020:

We have given below status of repayment made by our borrowers instalment-wise (upto June 2020) since grant of moratorium:

	<b>1 monthly installment / interest</b>	<b>2 monthly installments / interest</b>	<b>3 monthly installments / interest</b>	<b>4 monthly installments / interest</b>
Loan A/cs	73.46%	56.74%	51.04%	46.17%
CCODA/cs	98.24%	91.90%	89.94%	88.20%
<b>Total</b>	<b>87.55%</b>	<b>76.74%</b>	<b>73.16%</b>	<b>70.07%</b>

The above workings is based on total performing advances book of around Rs.26,918 cr excluding JL, ODAD/LAD, Staff loan, etc. to the tune of Rs.7618 cr

### Moratorium:

- ✓ The Bank has extended the option to all the borrowers to avail moratorium as per the RBI instructions.
- ✓ Though the bank had given moratorium option to every customer, accounts with an exposure of 87.55% have paid atleast one monthly installment / interest to total performing advances book (excluding JL, ODAD/LAD, Staff loan, etc.) since grant of moratorium. Accounts with an exposure of 70.07% have paid in full or four months (till Jun-20) and only 12.45% have fully used the moratorium.



## ▶ COVID-19 : Bank's position

### Liquidity

- Maintaining LCR above 200% (270% as of 30.06.2020).
- We have liquidity to the tune of Rs.3,000 cr which were placed as short term deposits in overseas branches of Nationalized banks.
- Contingency funding measures are in place to take care of exigencies.

### Business segments

- Strong Retail Franchise
- No Certificate of Deposit
- No reliance on Corporate bulk deposits. Only 11% of the total deposits are above 2 Cr
- Low concentration of deposits – Top 20 deposits constitutes less than 7% of the total deposits

### Business growth

- Deposits grown by Rs.193 cr during Q1 FY 21
- Lesser quantum of Government deposits
- Advances decreased by Rs.40 cr during Q1 FY 21.

### Capital adequacy

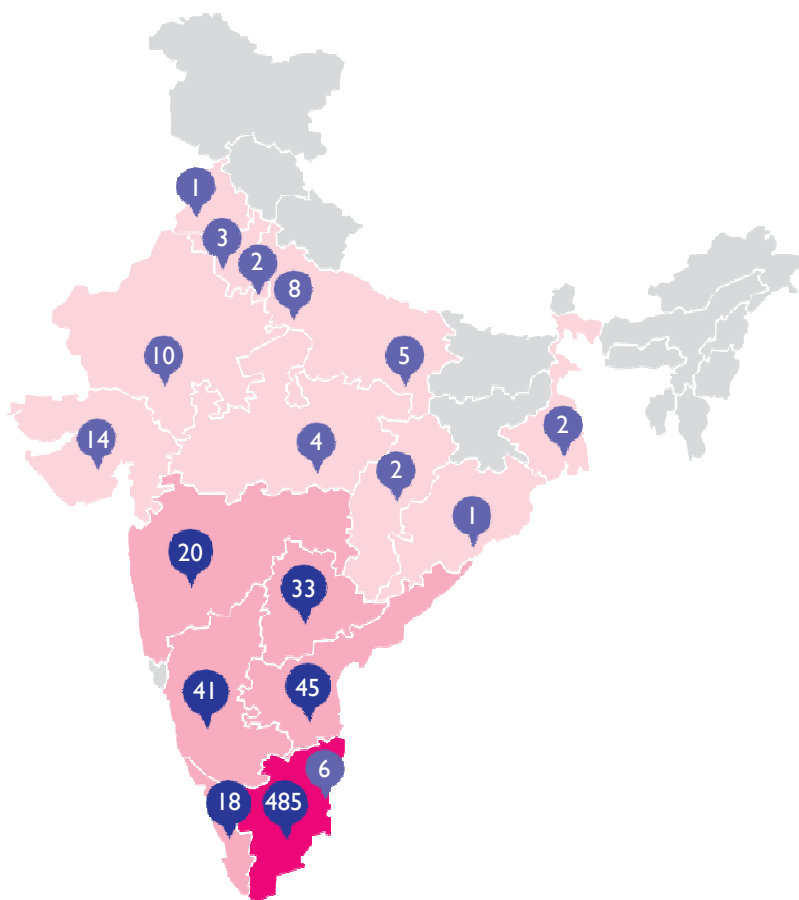
- CRAR stood at 16.77%
- Maintaining higher capital than required.
- Bank to seek permission from the stakeholders at the ensuing Annual General Meeting to be held on 14.08.2020 to go for QIP for Rs. 600 crs as an enabling resolution.

# BRANCH NETWORK

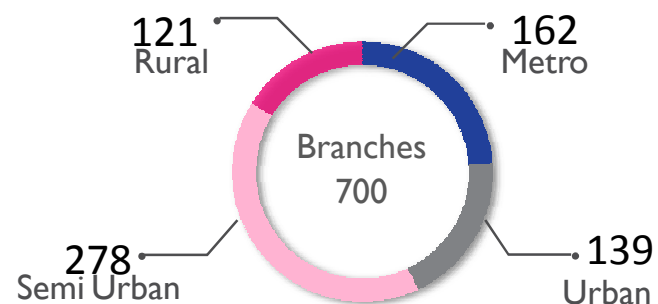
BRANCH NETWORK

## ► STRONG PRESENCE IN THE SOUTH

As of June 2020 - 700 branches. 628 branches are located in South India out of which 485 in Tamil Nadu



State	No. of Branches	% of Deposits	% of Advances	% of Business
Tamilnadu	485	80	63	72
Karnataka	41	6	5	6
Andhrapradesh	45	2	8	5
Telengana	33	3	6	4
Maharashtra	20	2	4	3
Kerala	18	2	2	2
Gujarat	14	1	4	2
Others	44	4	8	6
<b>Total</b>	<b>700</b>			

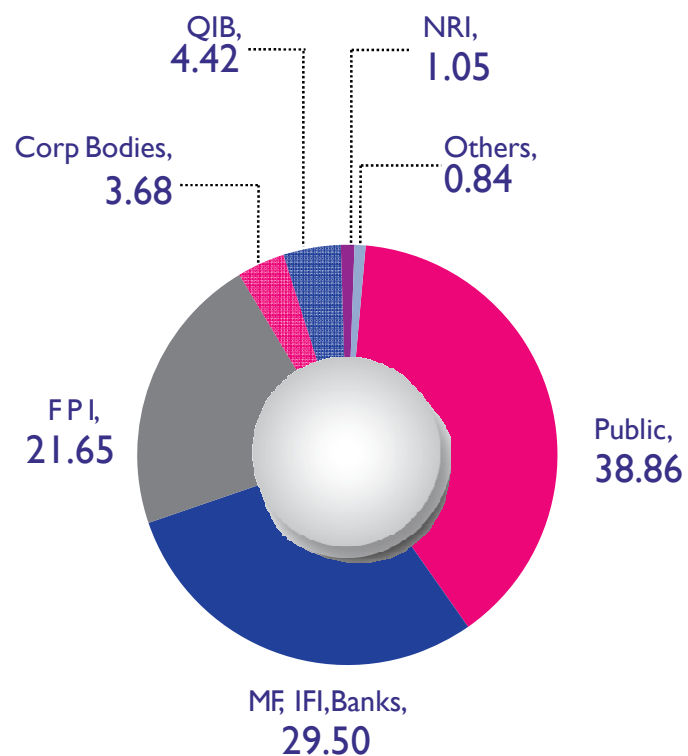


# SHAREHOLDING PATTERN

## SHAKEHOLDING PATTERN

## ▶ A WELL DIVERSIFIED INVESTOR BASE

Position as on 30-Jun-2020

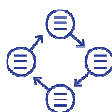


### Major Institutional Shareholders

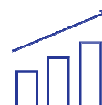
SHAREHOLDERS	HOLDING %
HDFC Midcap Opportunities Fund	4.48
Life Insurance Corporation of India	4.13
Smallcap World Fund INC (Capital Group)	4.07
Axis Mutual Fund	3.95
HDFC Life Insurance Co. Ltd.	2.85
DSP MidcapFund	2.24
Franklin Templeton Mutual Fund	1.93
UTI – Equity Fund	1.90
ICICI Pru Multicap Fund	1.65
L & T Mutual Fund – Midcap Fund	1.61
Sundaram Mutual Fund	1.34
Wasatch Core Growth Fund	1.27
Bank Muscat India Fund	1.23
IDFC Hybrid Equity Fund	1.08
TVF Fund Limited	1.06



Well diversified ownership of shareholders around 1,29,000 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 ... 18.35%

# CORPORATE GOVERNANCE

СОКЪОКАЛЕ ГОЛЕКИАИСЕ

## ▶ A WELL EXPERIENCED AND STRONG BOARD



**Shri. R. Mohan | B.Sc., MBA, CAIIB  
Non-Executive Chairman**

Shri. 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**

Smt. 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. She also holds expertise in Risk Management.



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

Shri. S. Bernard is a graduate in Commerce and Fellow member of the Institute of Chartered Accountants of India. He 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. Since 1984, he is practicing Chartered Accountant.



**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 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 Regulations & 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.



**Dr. N. Kamakodi | B.Tech., MBA., PhD., 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.



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

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

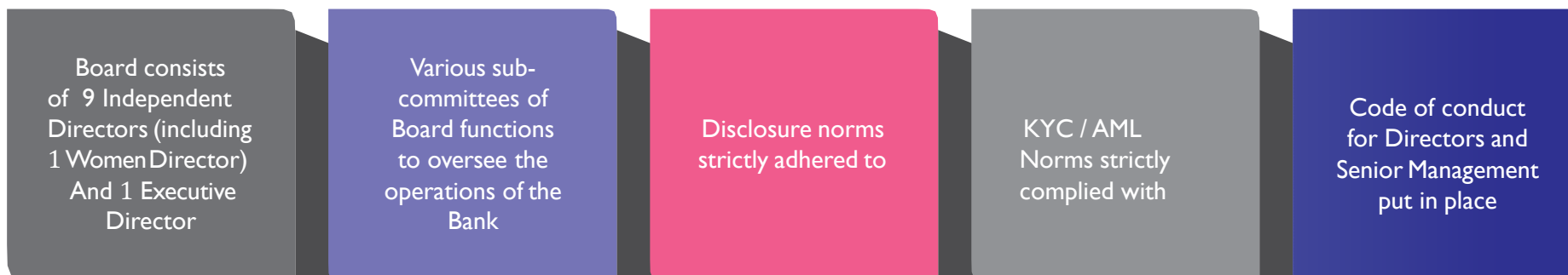
Dr. T.S. Sridhar is a Retd. IAS officer having 35 years of vast experience in all levels of administration and as Principal Secretary, he has expertise and knowledge on Rural economy, farm sector and Industries especially MSME. He was a Director on the Board of NABARD. He holds expertise in Human Resource 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 in Banking law, Company law and Intellectual Property Rights. He is also an active environmentalist.

## ▶ TRANSPARENT ‘CORPORATE GOVERNANCE’ PRACTICES



## WE HAVE EMINENT PERSONALITIES ON OUR BOARD WITH DIVERSE PROFESSIONAL EXPERTISE







## CITY UNION BANK LTD.

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Admin Office : "Narayana" No.24 B, Gandhi Nagar, Kumbakonam - 612001, Tamil Nadu.

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