

Ref: ISD/20-21/72

June 23, 2020

The Deputy General Manager, Corporate Relationships Dept. BSE Ltd. Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 001. Scrip Code 532 477	The Deputy General Manager, Listing Dept. National Stock Exchange of India Ltd. Exchange Plaza, Plot No.C/1, G Block Bandra-Kurla Complex, Bandra (E), Mumbai-400 051. Scrip Symbol/Series-UNIONBANK-EQ
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Madam / Sir,

**Subject: Presentation on Financial Results of the Bank for the Quarter/Year ended on March 31, 2020**

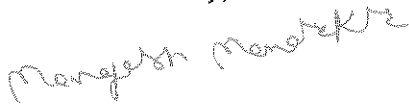
Pursuant to Regulation 30 read with point 15 of Para A of Part A of Schedule III and Regulation 46(2)(o) of SEBI (Listing Regulations and Disclosure Requirements) Regulations, 2015, we hereby submit the Presentation on Audited Financial Results of the Bank for the 4<sup>th</sup> Quarter / Financial Year ended on March 31, 2020.

Presentation is also made available on our Bank's website under the following link - <http://www.unionbankofindia.co.in/english/financial-result.aspx>

The above is for your information and record.

Thanking you.

Yours faithfully,



(Mangesh Mandrekar)  
Company Secretary

  
Encl: As above.

**यूनियन बैंक**  
ऑफ इंडिया  
अच्छे लोग, अच्छा बैंक



**Union Bank**  
of India  
Good people to bank with

# Financial Results

## Q4FY20/FY 2019-20



June 23, 2020

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**1** Business Performance

**2** Financials

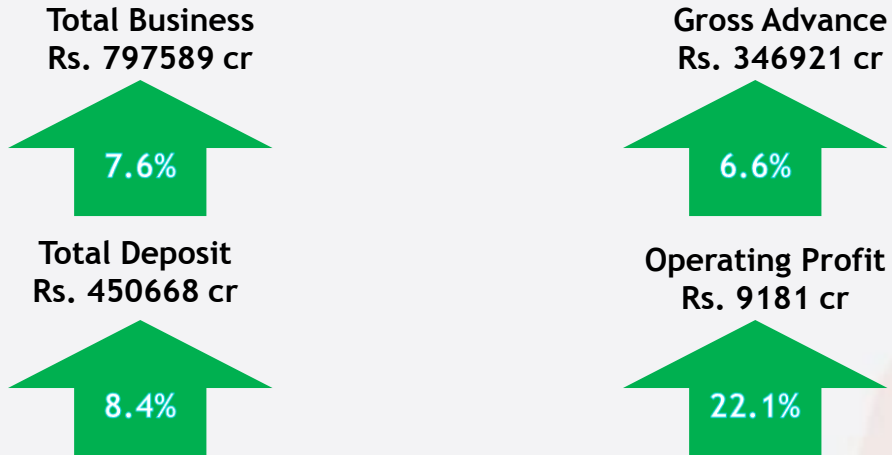
**3** Update on Amalgamation

**4** Response to COVID 19

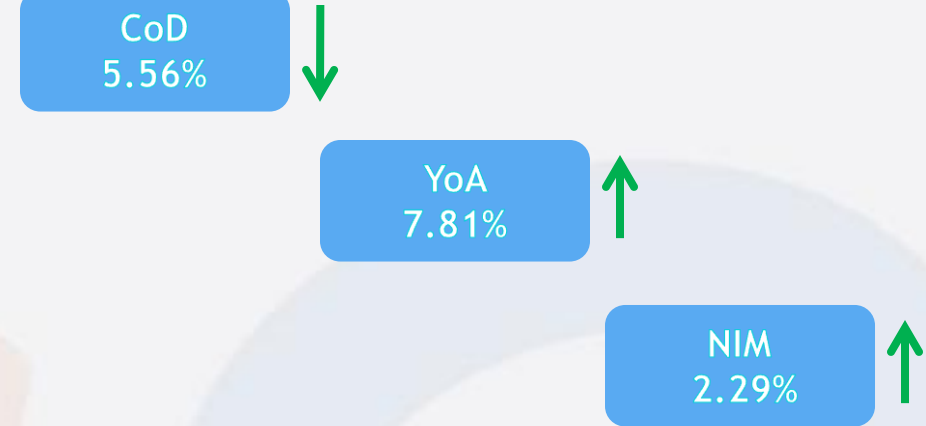
**5** Strategic Initiatives

**6** Group Entities

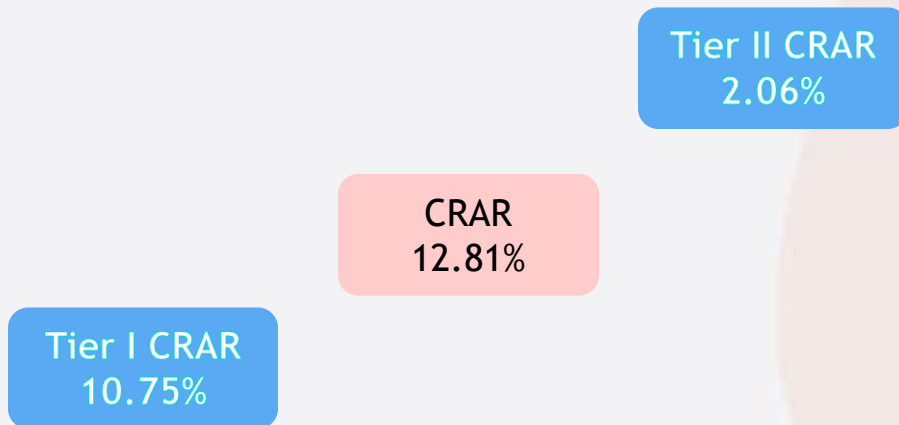
**Key Parameters (YoY Growth)**



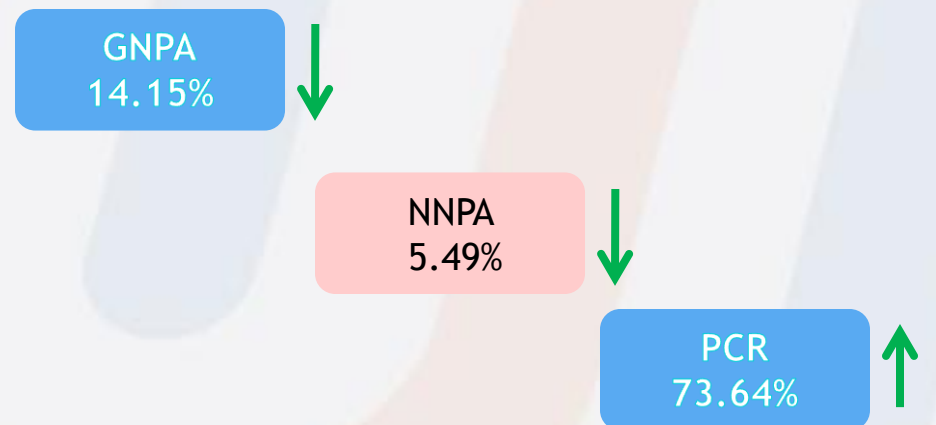
**Key Ratios**

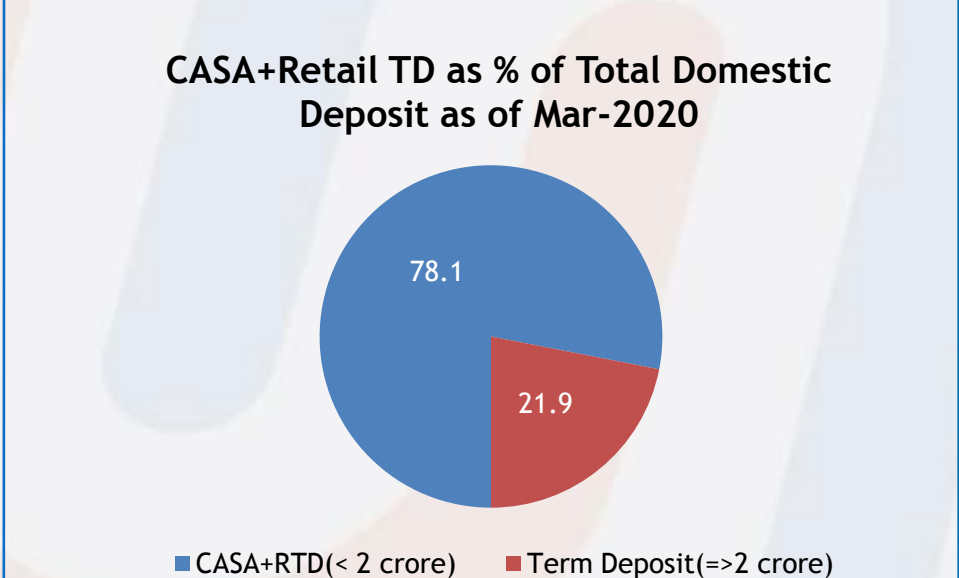
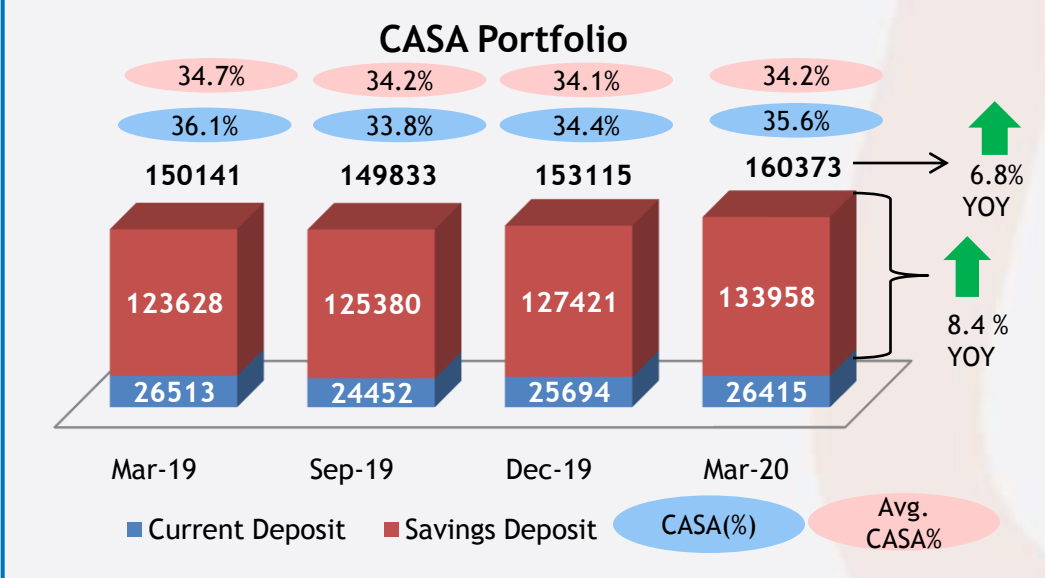
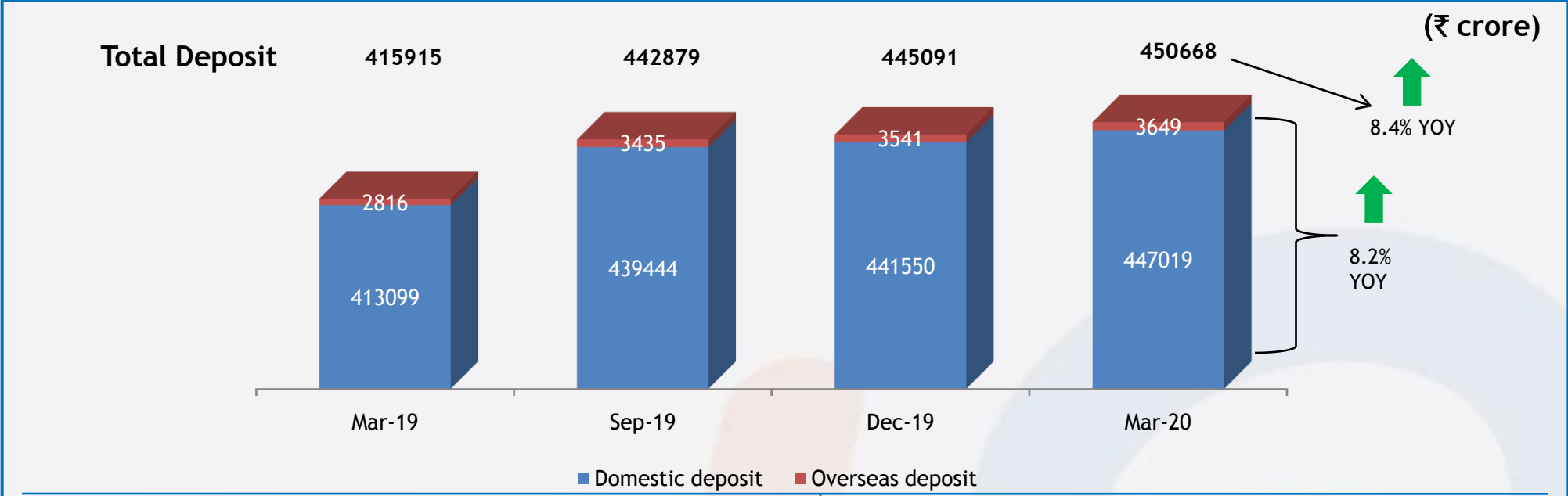


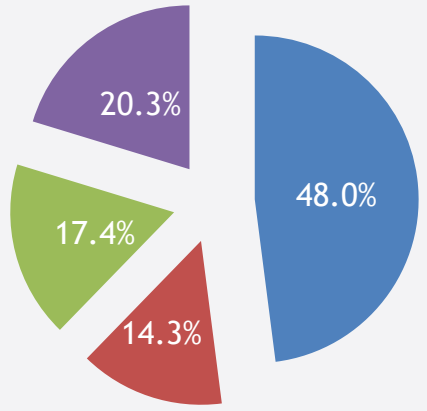
**Capital Adequacy (Basel III)**



**Improving Asset Quality**



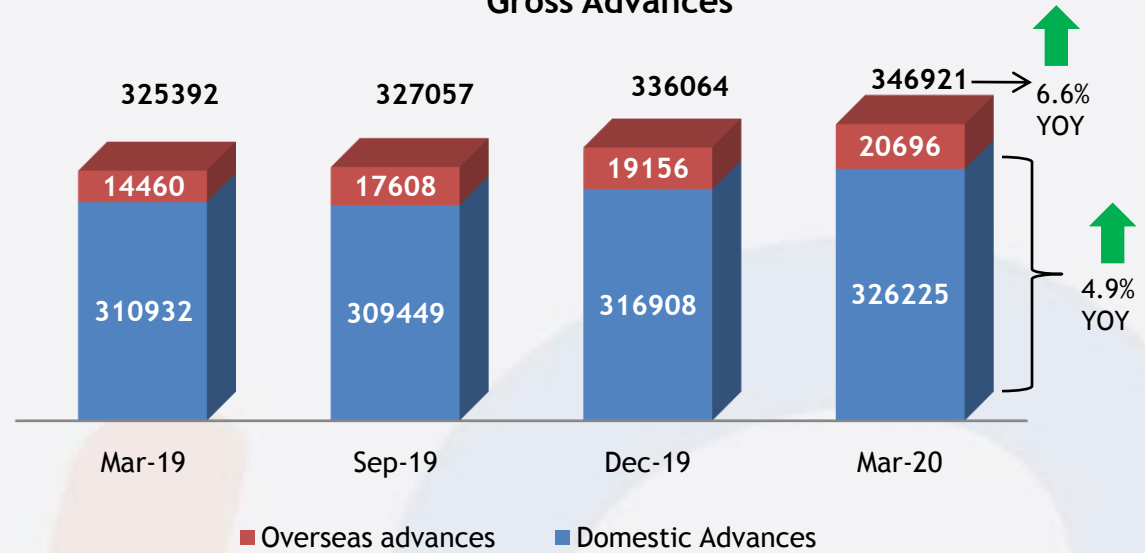


**Proportion of Gross Advance - Mar 20**


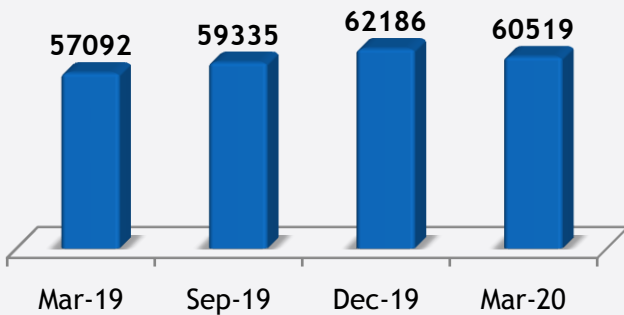
■ Corporate & Others ■ Agriculture ■ Retail ■ MSME

**Gross Advances**

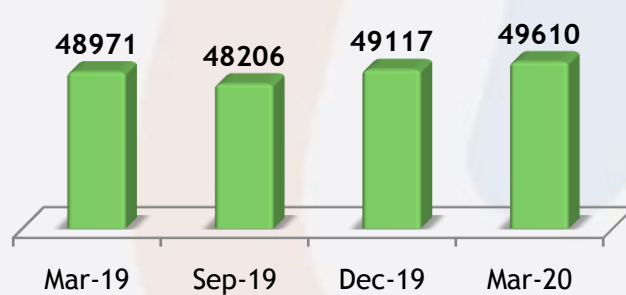
(₹ crore)


**Retail**

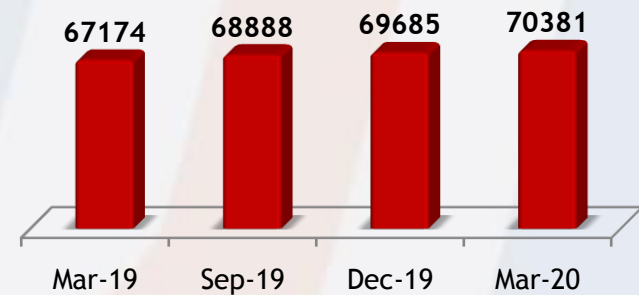
6.0% YOY ↑


**Agriculture**

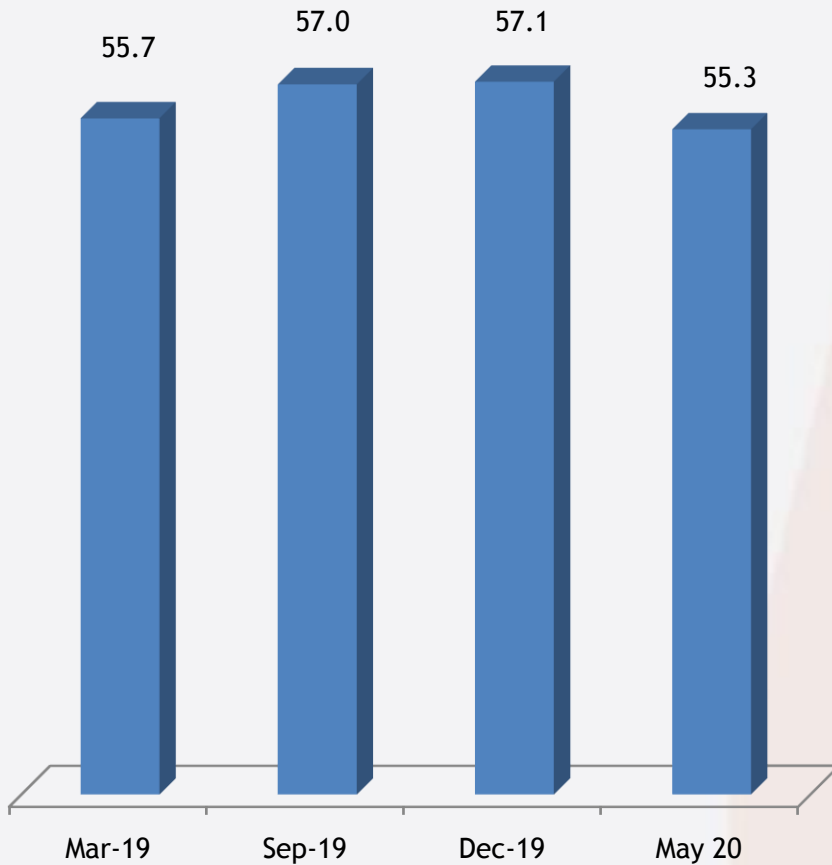
1.4% YOY ↑


**MSME**

4.8% YOY ↑

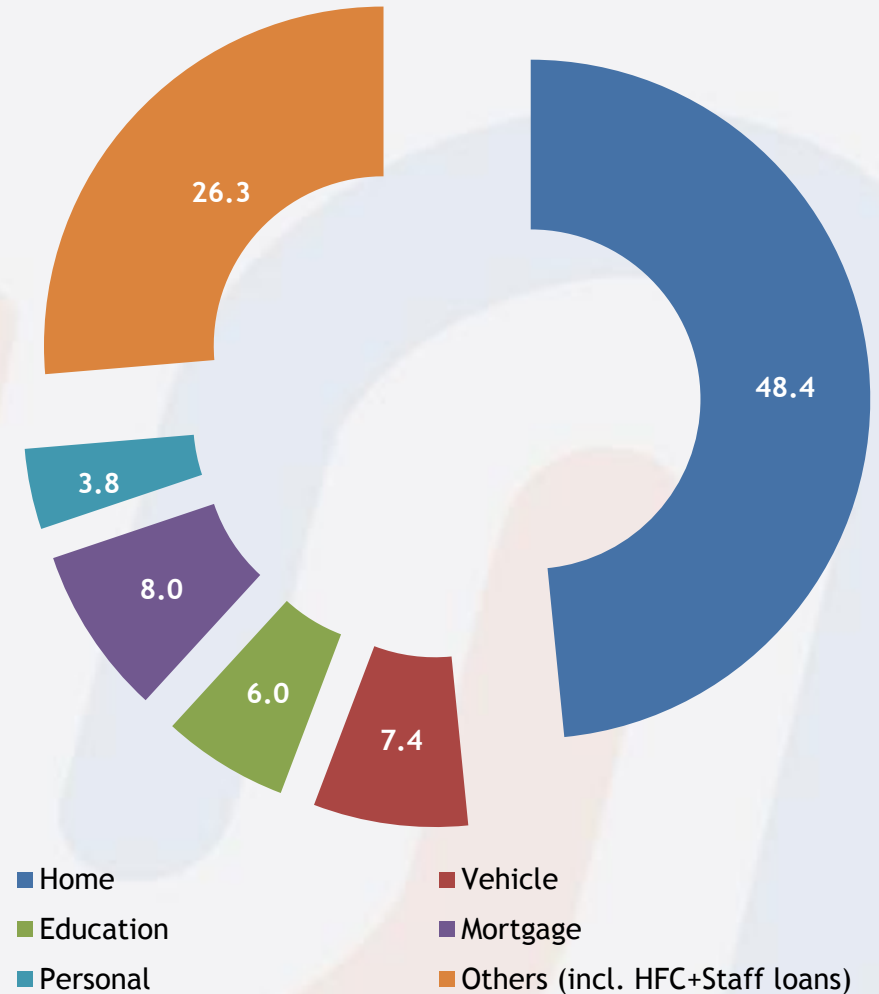


RAM\* share (%) in Domestic advances

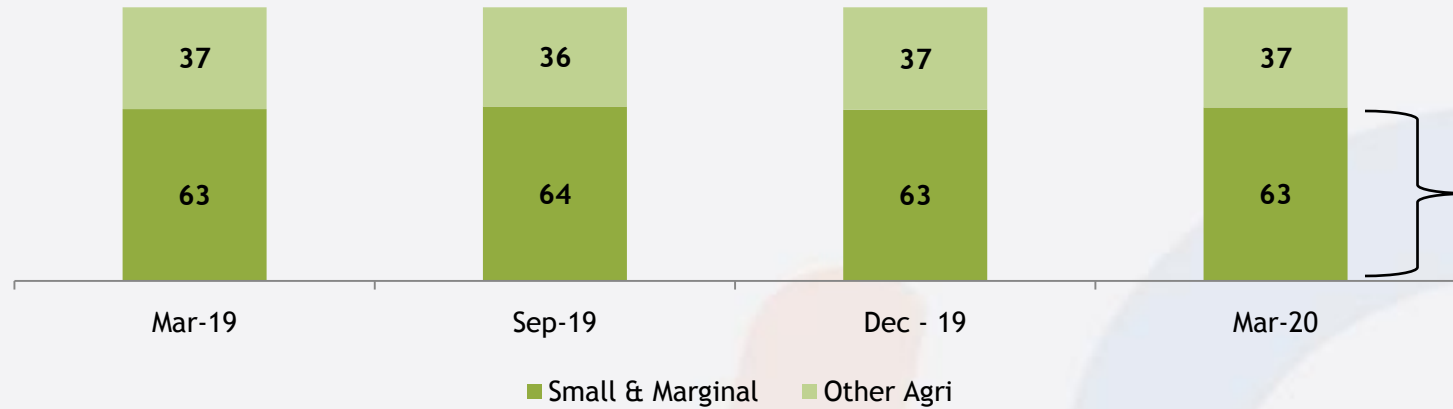


\*Retail, Agriculture and MSME collectively called as "RAM sector"

Retail

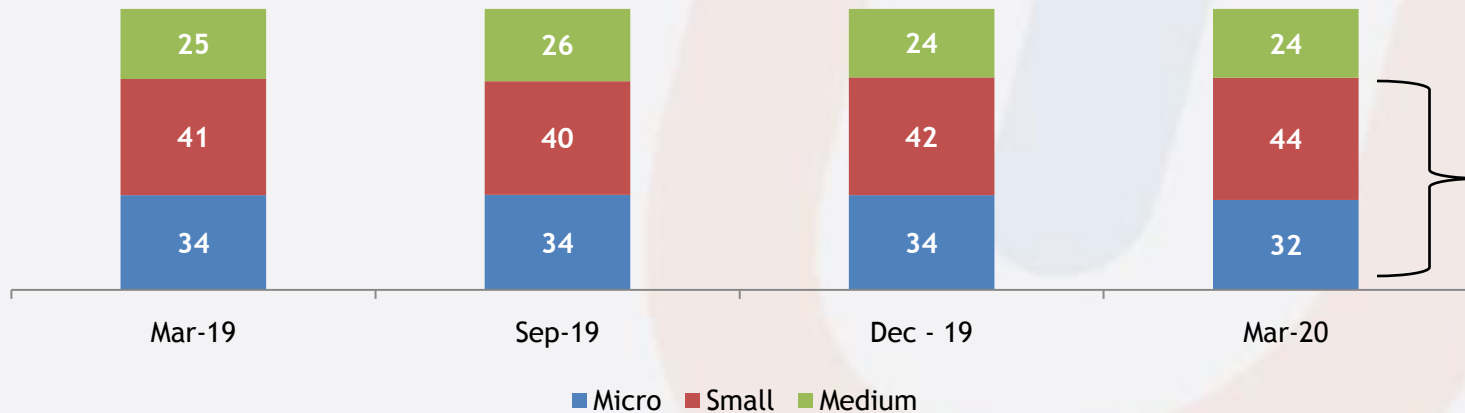


**Composition of Agri loan book(%)**



➤ More than 63% of Agri. portfolio is for Small & Marginal farmers

**Composition of MSME loan book(%)**



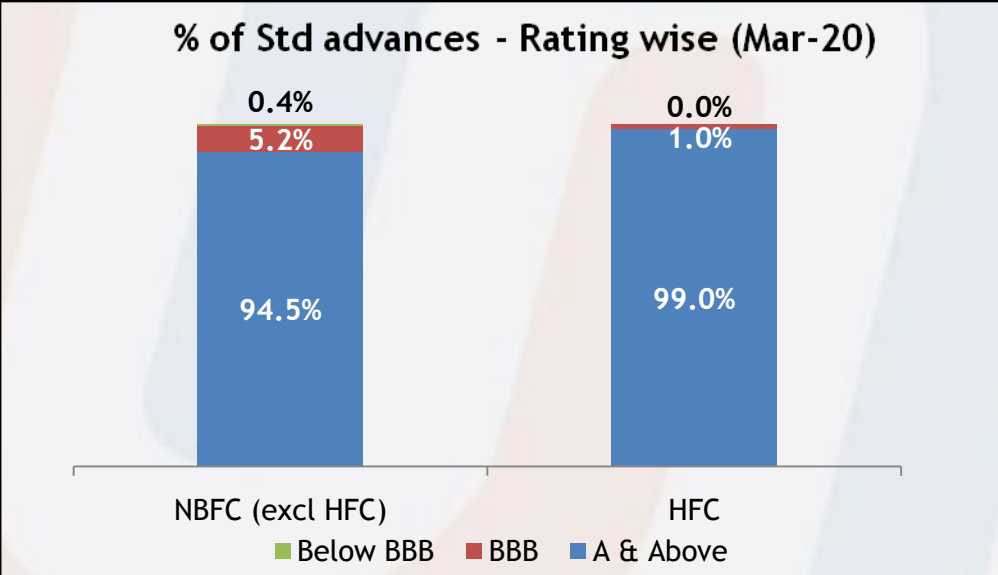
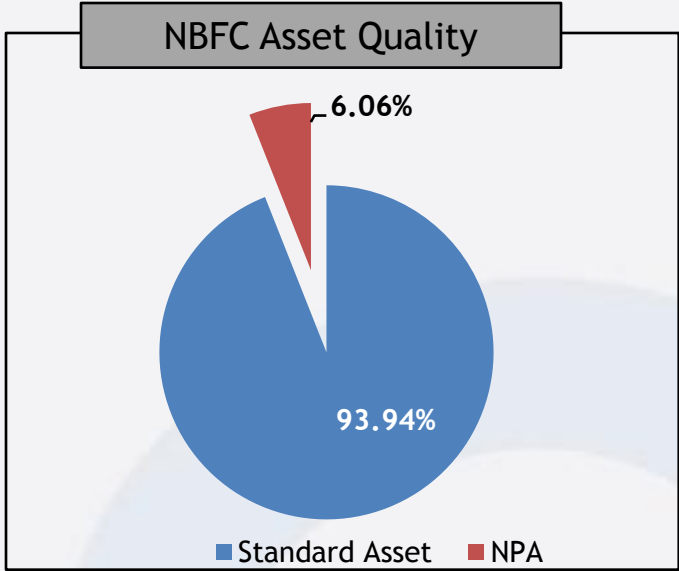
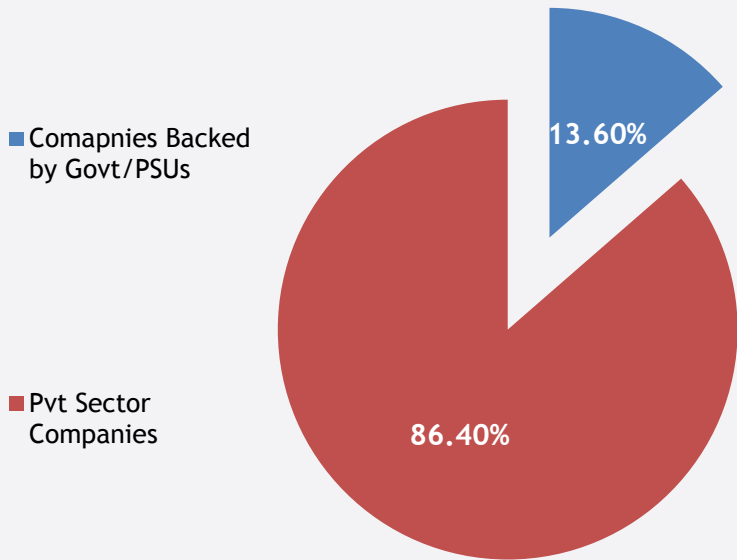
➤ 76% of MSME portfolio is MSE

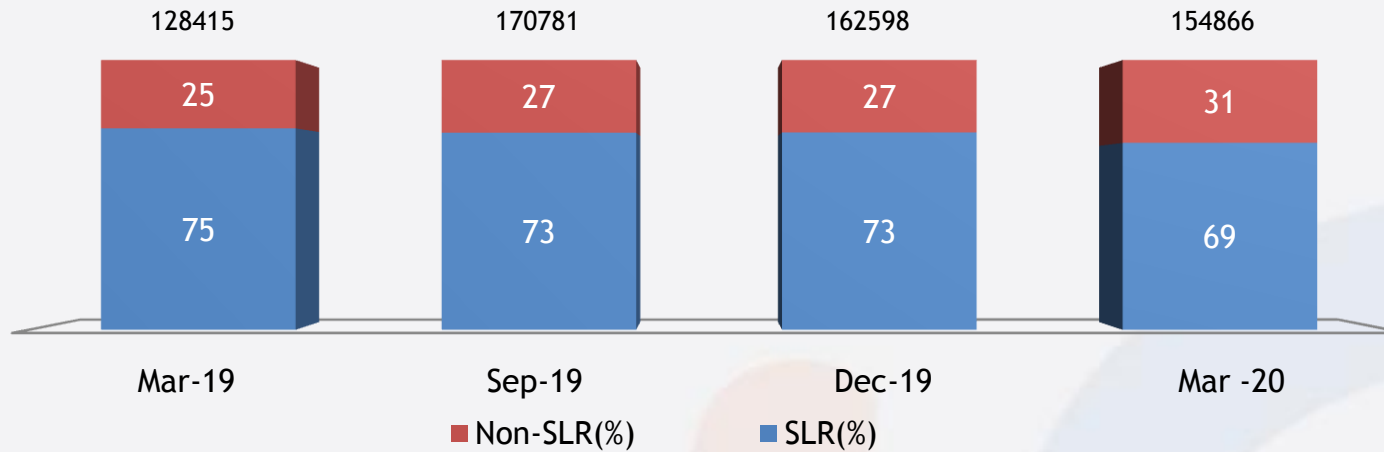


S No.	Sectors	Top Sector Exposure			
		(% Share in Domestic Advance)			
		Dec-19		Mar-20	
		₹ Crore	% Share	₹ Crore	% Share
1	Infrastructure	52270	16.5	51304	15.7
2	NBFCs and HFCs	46687	14.7	45159	13.8
	w/w HFCs	17081	5.4	13396	4.1
3	Trade	38909	12.3	44265	13.6
4	Basic Metal Products	11189	3.5	11018	3.4
5	Construction	10126	3.2	8937	2.7
6	Food Processing	10668	3.4	10485	3.2
7	Textiles	7115	2.3	6523	2.0
8	All Engineering	5668	1.8	5325	1.6
	<b>Total</b>	<b>182632</b>	<b>57.6</b>	<b>183016</b>	<b>56.1</b>

Total FB O/s NBFCs -45159 cr  
w/w HFCs - 13396 cr

**Quality of Standard Assets-NBFC**



**Global Investment (₹ Crore)**


Particulars (Domestic)	Dec 2019	Mar 2020	Duration (Years)	
	(₹ Crore)	(₹ Crore)	Dec-19	Mar-20
Available for Sale	50,765	45,864	3.22	2.24
W/w SLR	29,880	20,985	3.40	2.35
NON SLR	20,886	24,879	2.87	2.13

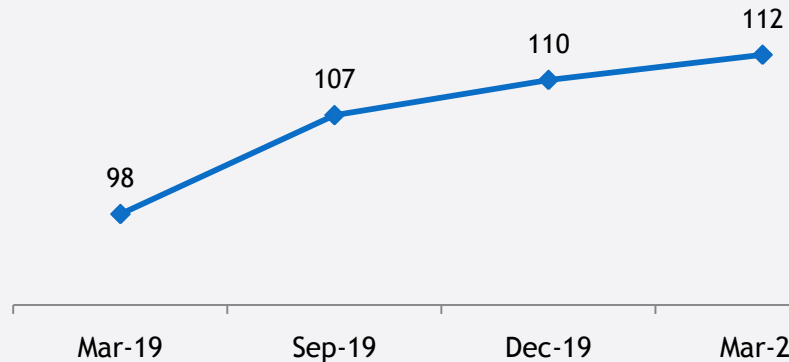
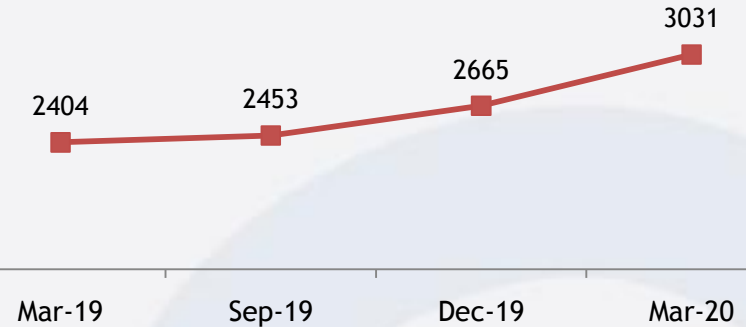
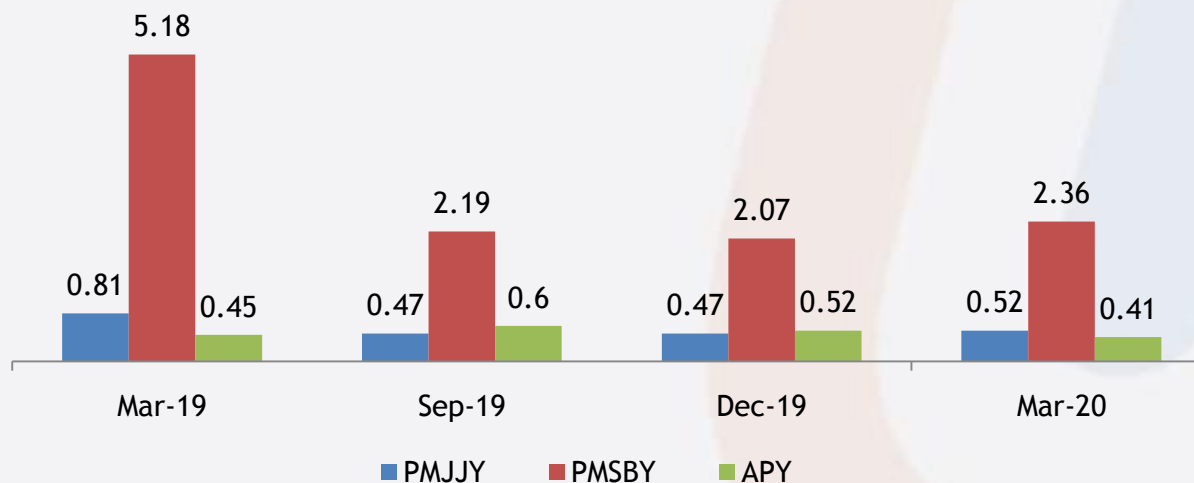
**Business from Overseas Operations**

US \$ in billion (₹ crore)	Mar 2019	Dec 2019	Mar 2020	Growth (%)	
				Y-o-Y (US\$)	Y-o-Y (INR)
<b>Total Business</b>	2.4 (17276)	3.18 (22697)	3.21 (24345)	33.3	40.9
<b>Total Deposits</b>	0.4 (2816)	0.49 (3541)	0.48 (3649)	25.0	29.6
<b>Total Advances</b>	2.0 (14460)	2.68 (19156)	2.73 (20696)	36.5	43.1

\*1US\$ = ₹ 69.171 as on Mar 31, 2019

\*\*1US\$ = ₹ 71.274 as on Dec 31, 2019

#1US\$ = ₹ 75.665 as on Mar 31, 2020

**Total PMJDY Accounts  
(no. in Lacs)**

**Balance in PMJDY A/Cs  
(Rs. in Crs)**

**Micro Insurance & APY - Fresh Enrolments (In Lacs)**

**Terminal Figures (in Lacs)**

	Mar 19	Mar 20
PMJJBY	14.22	15.82
PMSBY	35.79	42.98
APY	4.88	6.73

Total outstanding under Mudra loan: ₹ 7663 crore

## Progress under Mudra Yojana April to March 2020 (PMMY)

Category	No. of Accounts	Sanctioned Amount (₹ crore)	Outstanding Amount (₹ crore)
Shishu (< 50k)	54193	111	77
Kishor (Above 50k-5 Lacs)	96671	2077	1690
Tarun (Above 5 Lacs-10 Lacs)	18541	1454	1162
<b>Total</b>	<b>169405</b>	<b>3643</b>	<b>2929</b>

### Key Highlights of performance in TReDS

- ❖ Crossed ₹1000 cr. of bill discounting on Nov 06, 2019
- ❖ Total bill discounting upto Mar - 2020 stood at ₹ 1151 cr.
- ❖ Presence in all 3 TReDS platforms



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**UNION TReDS**  
Digital Trading Platform for MSMEs

### Key Highlights of performance under [psbloansin59minutes.com](http://psbloansin59minutes.com)

- ❖ Since inception upto Mar 2020, total 7075 applications have been sanctioned aggregating to ₹ 3369.24 cr.
- ❖ Total applications sanctioned to total received during FY20 stood at 61.65%



	(₹ crore)					
	As at 31.03.19	As at 30.09.19	As at 31.12.19	As at 31.03.20	Growth (%)	
					Y-o-Y	Q-o-Q
<b>LIABILITIES</b>						
Capital	1763	1763	3423	3423	94.2	--
Reserves and surplus	24724	23635	34241	30363	22.8	-11.3
Share application	0	11768	0	0	--	--
Deposits	415915	442879	445091	450668	8.4	1.3
Borrowings	42864	40691	36572	52486	22.4	43.5
Other Liabilities and Provisions	8773	11260	10625	13743	56.7	29.3
<b>Total</b>	<b>494039</b>	<b>531996</b>	<b>529951</b>	<b>550683</b>	<b>11.5</b>	<b>3.9</b>
<b>ASSETS</b>						
Cash and Balances with Reserve Bank of India	20796	20090	21104	20118	-3.3	-4.7
Balances with Banks and Money at call and Short Notice	22250	17034	13501	34988	57.2	159.2
Investments	126047	168714	160266	152414	20.9	-4.9
Advances	296932	297914	307566	315049	6.1	2.4
Fixed Assets	3762	3763	3727	4763	26.6	27.8
Other Assets	24252	24481	23787	23351	-3.7	-1.8
<b>Total</b>	<b>494039</b>	<b>531996</b>	<b>529951</b>	<b>550683</b>	<b>11.5</b>	<b>3.9</b>

**1** Business Performance

**2** Financials

**3** Update on Amalgamation

**4** Response to COVID 19

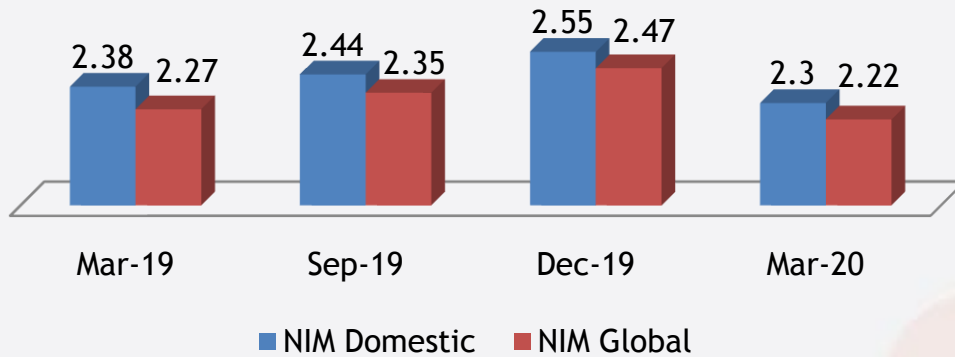
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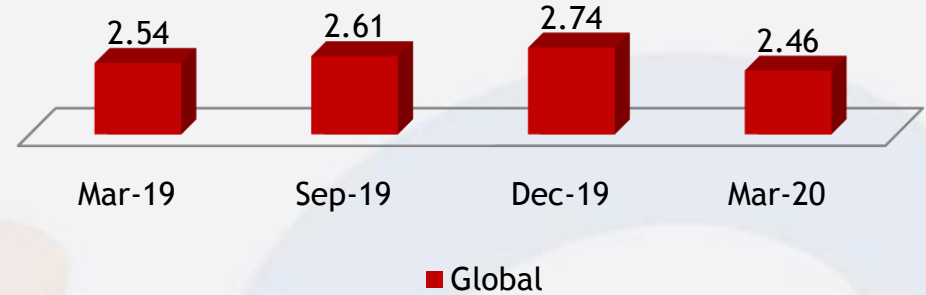


Parameters	Mar-19 (Q4)		Dec-19 (Q3)		Mar-20 (Q4)		FY - 2019		FY - 2020	
	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global
<b>Cost of Deposit</b>	5.68	5.66	5.55	5.53	5.48	5.46	5.59	5.57	5.59	5.56
<b>Cost of Funds</b>	4.73	4.63	4.75	4.69	4.59	4.51	4.89	4.79	4.77	4.72
<b>Yield on Advances</b>	7.98	7.51	8.25	8.01	7.82	7.57	7.97	7.71	8.03	7.81
<b>Yield on Investment</b>	6.55	6.48	6.79	6.73	6.61	6.56	6.97	6.89	6.83	6.78
<b>Yield on Funds</b>	6.93	6.72	7.08	6.95	6.69	6.53	6.99	6.85	6.94	6.82

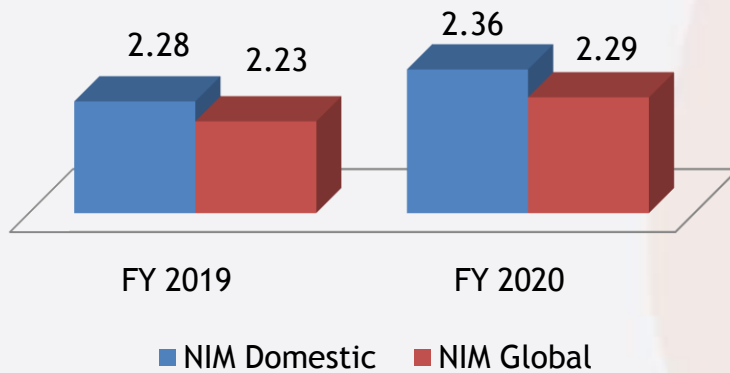
**NIM Quarterly**  
(on Avg. Earning Assets)



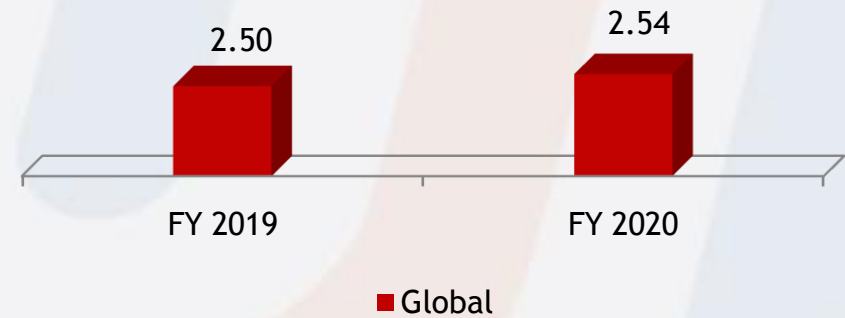
**NIM Quarterly**  
(on AEA excl.GNPA)

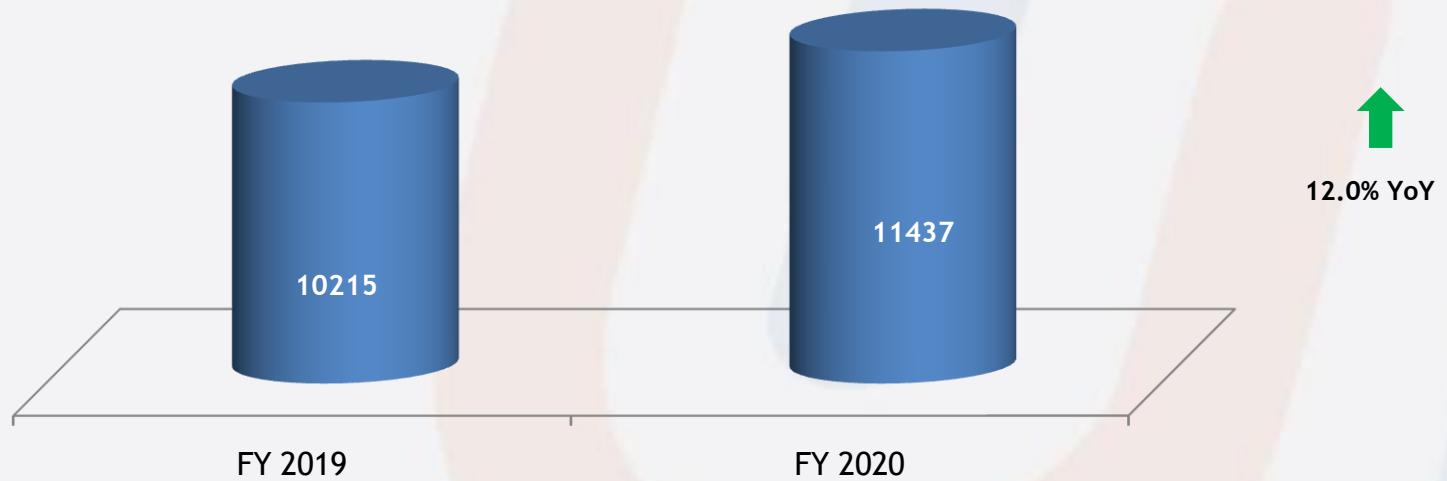
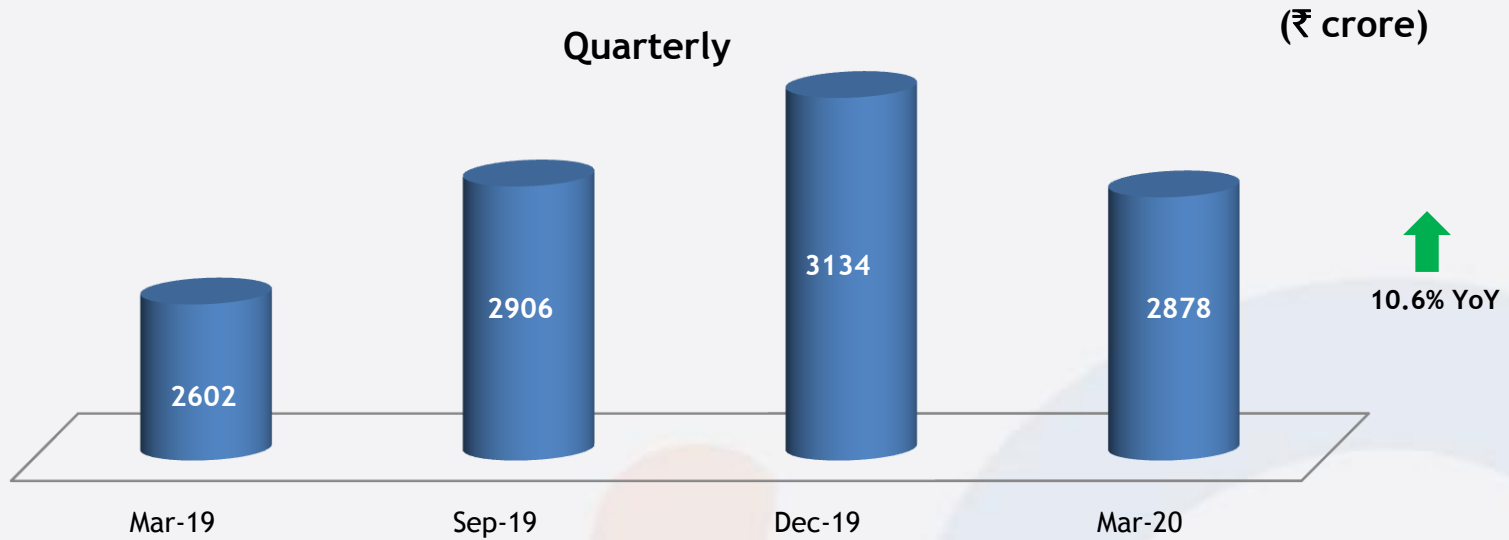


**NIM (Full Year)**  
(on Avg. Earning Assets)



**NIM (Full Year)**  
(on AEA excl.GNPA)





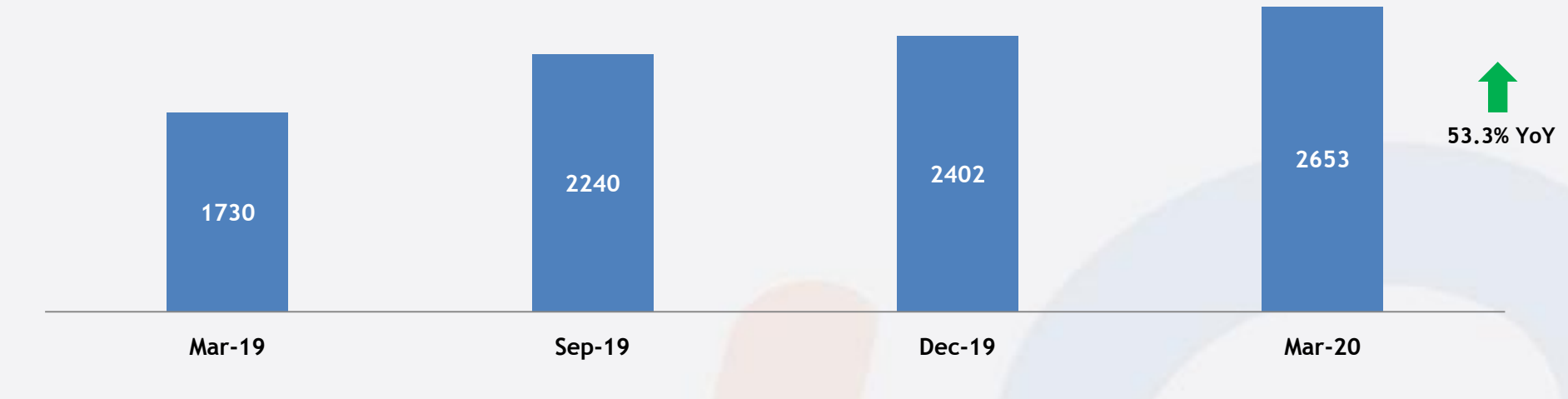
Parameters	Mar-19 (Q4)	Sep-19 (Q2)	Dec-19 (Q3)	Mar-20 (Q4)	Growth (%) YoY	Growth (%) QoQ	FY 19	FY 20	Growth (%)
Interest Income	8349	9414	9630	9289	11.3%	-3.5%	34067	37231	9.3%
Interest Expense	5748	6508	6496	6411	11.5%	-1.3%	23852	25794	8.1%
Net Interest Income	2602	2906	3134	2878	10.6%	-8.2%	10215	11437	12.0%
Non-Interest Income	1272	1142	1112	2018	58.6%	81.5%	4474	5261	17.6%
Total Income	9621	10556	10741	11307	17.5%	5.3%	38541	42492	10.3%
Operating Expenses	2143	1809	1843	2243	4.7%	21.7%	7168	7516	4.9%
Total Expenses	7891	8316	8339	8654	9.7%	3.8%	31020	33311	7.4%

Parameters	Mar-19 (Q4)	Sep-19 (Q2)	Dec-19 (Q3)	Mar-20 (Q4)	Growth (%) YoY	Growth (%) QoQ	FY 19	FY 20	Growth (%)
a. Core Non Interest Income	868	605	649	826	-4.7%	27.5%	2688	2561	-4.7%
b. Treasury Income	266	379	135	895	236.5%	563.0%	899	1754	95.1%
W/w									
• Profit on Sale of Investments	188	292	82	833	343.1%	915.9%	574	1463	154.9%
• Exchange Profit	78	87	53	61	-21.8%	15.1%	325	291	-10.5%
c. Recovery in Written off Accounts	138	158	328	297	115.2%	-9.5%	699	927	32.6%
<b>Total</b>	<b>1271</b>	<b>1143</b>	<b>1112</b>	<b>2018</b>	<b>58.8%</b>	<b>81.5%</b>	<b>4474</b>	<b>5261</b>	<b>17.6%</b>

Parameters	Mar-19 (Q4)	Sep-19 (Q2)	Dec-19 (Q3)	Mar-20 (Q4)	Growth (%) YoY	Growth (%) QoQ	FY 19	FY 20	Growth (%)
<b>Core Non Interest Income</b>	868	605	649	826	-4.7%	27.5%	2688	2561	-4.7%
<b>W/w</b>									
<b>Processing Charges on Advances</b>	131	112	124	153	17.1	23.8	447	473	6.0
<b>Commission of LC/BG (Inland)</b>	129	116	122	127	-1.6%	4.1%	463	460	-0.6%
<b>Commission/Brokerage on Life/Non-Life/Health Insurance/ MF Business</b>	39	30	33	68	74.4%	106.1%	122	124	1.6%
<b>Commission on Govt Business</b>	17	12	13	21	22.5	64.3	56	55	-1.6
<b>Commission on Cash Management Services (CMS)</b>	14	9	8	18	23.6	111.9	32	40	23.6
<b>Debit Card /POS Income</b>	178	147	129	140	-21.3%	8.5%	665	550	-17.3%

**Operating Profit(Quarterly)**

(₹ crore)



**Operating Profit (Full Year)**



Parameters	Mar-19	Sep-19	Dec-19	Mar-20	(₹ crore)	
	(Q4)	(Q2)	(Q3)	(Q4)	FY19	FY20
<b>NPAs</b>	5783	3328	1570	5485	11435	11814
<b>Standard Assets</b>	21	570	-255	287	137	504
<b>Depreciation on Investment</b>	-26	-91	265	120	-404	372
<b>Shifting Loss</b>	0	0	0	0	411	4
<b>Restructured Advances</b>	-102	-21	-26	6	-356	-17
<b>Others (FITL etc)</b>	91	74	265	114	225	532
<b>Taxation</b>	-667	-425	8	-856	-979	-1130
<b>Total</b>	<b>5100</b>	<b>3434</b>	<b>1827</b>	<b>5156</b>	<b>10469</b>	<b>12079</b>



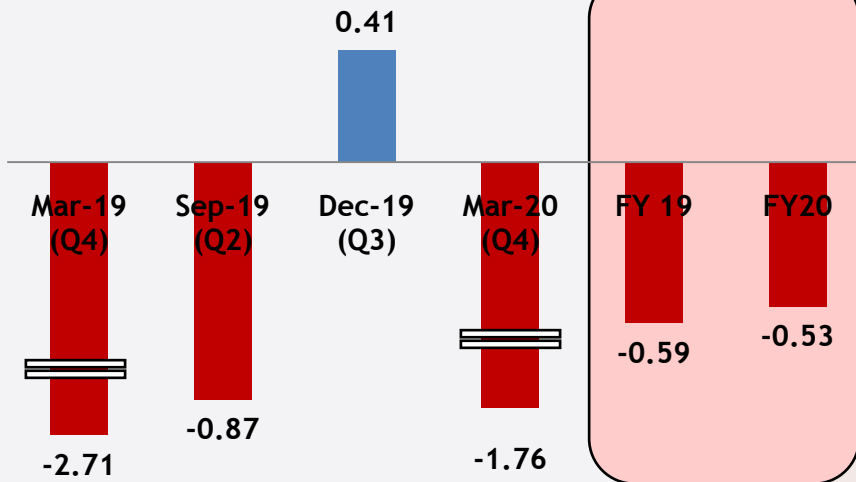
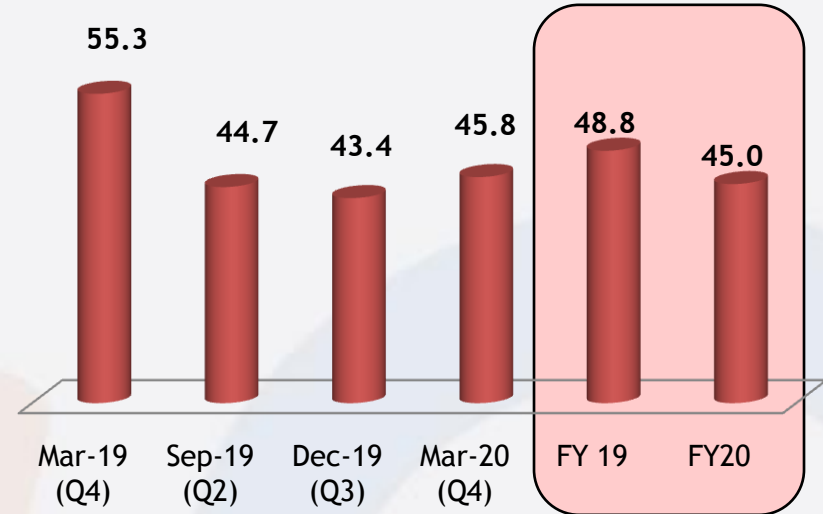
**Net profit(Quarterly)**

(₹ crore)



**Net Profit(Full Year)**



**Return on Avg. Assets (%)**

**Cost to Income(%)**


S. No.	Efficiency Parameters	Mar-19 (Q4)	Sep-19 (Q2)	Dec-19 (Q3)	Mar-20 (Q4)	FY 2019	FY 2020
1	Return on Equity* (%)	-71.2	-16.5	7.8	-43.3	-15.6	-12.5
2	Book Value Per Share	107.4	96.9	85.7	67.6	107.4	67.6
3	Earnings per share	-28.2	-27.1	9.8	-29.3	-25.1	-12.5

\*Annualized

Sn.	Profitability Parameters		Mar-19 (Q4)	Sep-19 (Q2)	Dec-19 (Q3)	Mar-20 (Q4)	FY 19	FY 20
1	Business per Branch	₹ crore	172.7	179.7	182.3	186.2	172.7	186.2
2	Business per employee	₹ crore	19.9	20.3	20.8	20.4	19.9	20.1
3	Gross Profit per Branch	₹ crore	1.6	2.1	2.2	2.5	1.8	2.1
4	Gross Profit per Employee	₹ lacs	18.6	23.6	25.6	28.4	20.2	24.6

(₹ crore)

Parameters	Mar-19 (Q4)	Sep-19 (Q2)	Dec-19 (Q3)	Mar-20 (Q4)	FY 19	FY 20
Gross NPAs - Opening	49713	48812	49850	49924	49370	48729
Add : Additions	3275	4219	5112	2490	13577	14911
Less: Reductions	4259	3181	5038	3329	14218	14555
1. Recoveries	762	624	2255	906	4509	4267
2. Up-gradation	650	679	582	322	1938	1871
3. Write Off	2847	1878	2201	2101	7771	8417
Gross NPAs- Closing	48729	49850	49924	49085	48729	49085
Gross NPA (%)	14.98	15.24	14.86	14.15	14.98	14.15
Net NPA	20332	20791	21511	17303	20332	17303
Net NPA (%)	6.85	6.98	6.99	5.49	6.85	5.49
Provision Coverage Ratio (%)	66.24	67.75	67.42	73.64	66.24	73.64
Tangible PCR (%)	58.27	58.29	56.91	64.75	58.27	64.75
Credit Cost (%)	7.20	4.11	1.89	6.42	3.58	3.51

(₹ crore)

Sectors	Slippages During Q4 FY 20	NPAs Mar 20	Sectoral NPA %		
			Sep-19	Dec-19	Mar-20
Retail Loans	143	1587	2.76	2.64	2.62
Agriculture	556	5880	11.32	11.86	11.85
Micro & Small (MSE)	1031	8331	13.4	14.57	15.67
Medium & Large	760	33287	23.6	22.74	20.42
<b>Total</b>	<b>2490</b>	<b>49085</b>	<b>15.24</b>	<b>14.86</b>	<b>14.15</b>

Scheme	Standard as on Dec 2019		Standard as on Mar 2020	
	Account	Amount (Rs. in crore)	Account	Amount (Rs. in crore)
5:25	10	3404	10	3488
SDR	1	0	1	0
S4A	1	12	1	13

\*Account is Non-Fund Based

S.N.	Sector #	Outstanding	NPA	Std. Restructured	NPA + Std. Restructured (%)
1	Infrastructure	51304	9946	917	21.17%
a.	Power	24588	5460	317	23.50%
b.	Roads	9235	2540	554	33.50%
2	Iron & Steel	8817	3510	117	41.14%
3	Textiles	6523	1651	48	26.05%

#Domestic

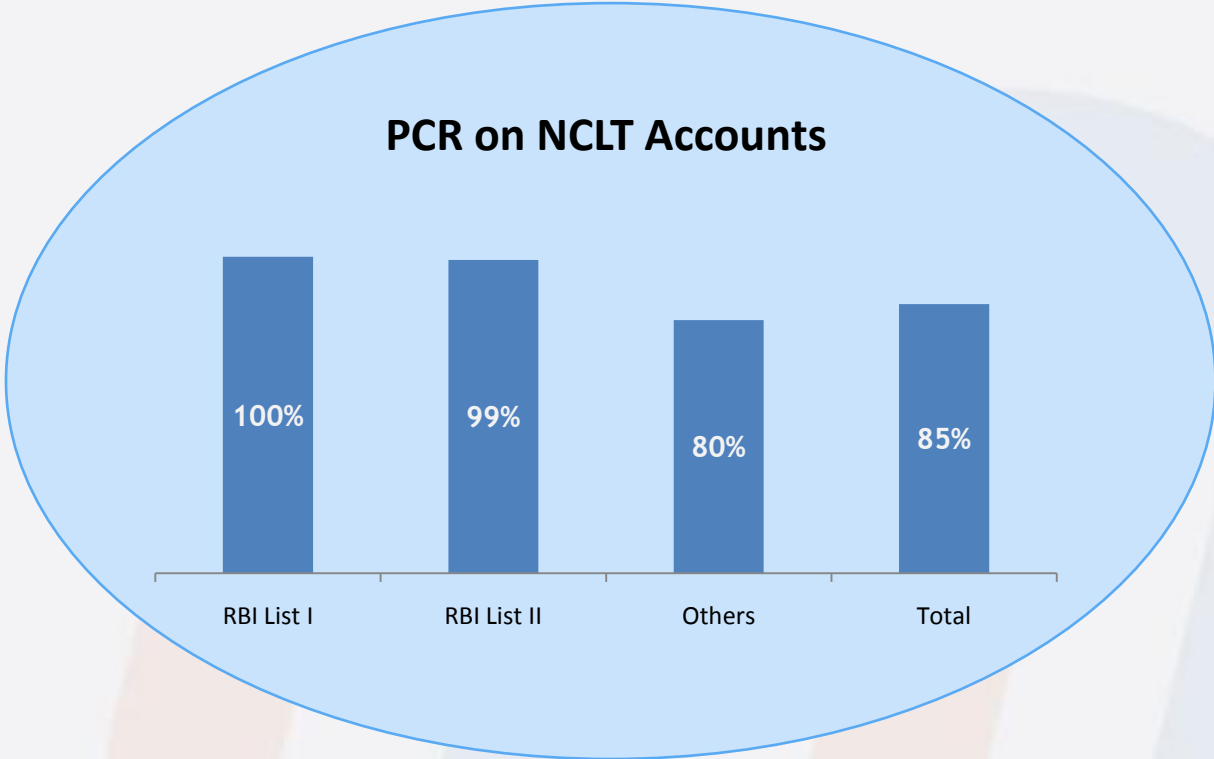
Particulars (percent to Gross Advances)	Sep-19	Dec-19	Mar-20
Standard Restructured	0.50	0.62	0.60
Impaired Assets Ratio (GNPA + Standard Res)	15.70	15.47	14.74
Net Impaired Assets Ratio (NNPA + Standard Res)	6.9	7.01	5.58

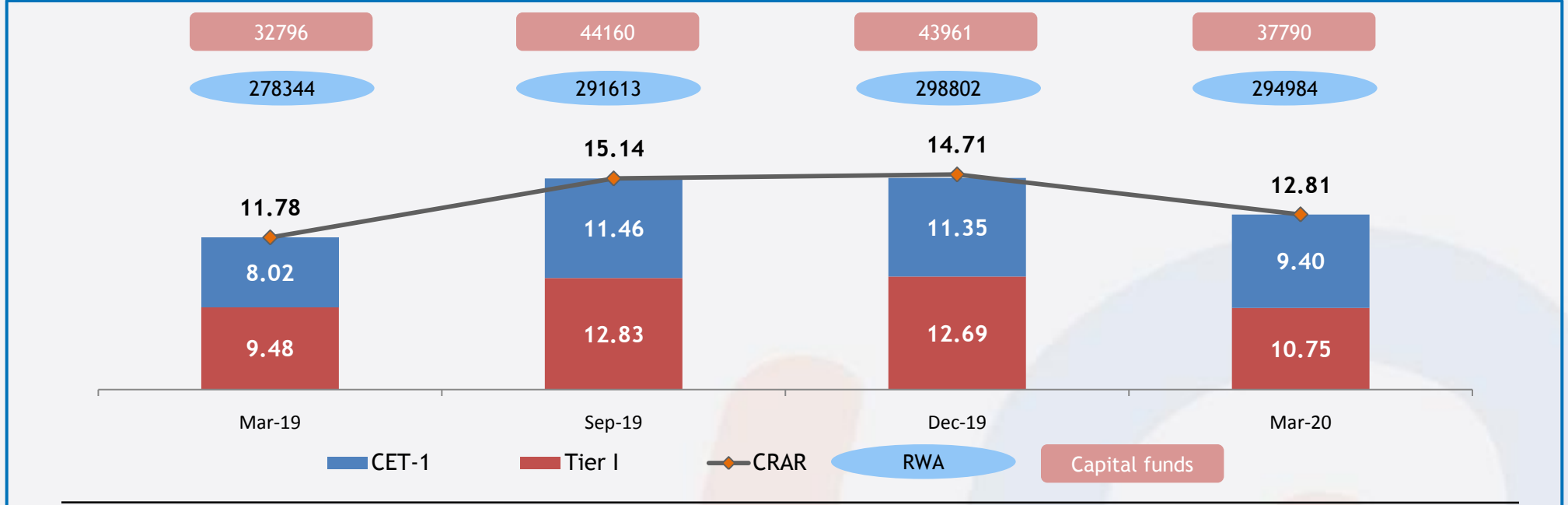
**RBI List 1 O/s**  
Rs. 3835 cr (7 A/c)

**RBI List 2 O/s**  
Rs. 3139 cr (14 A/c)

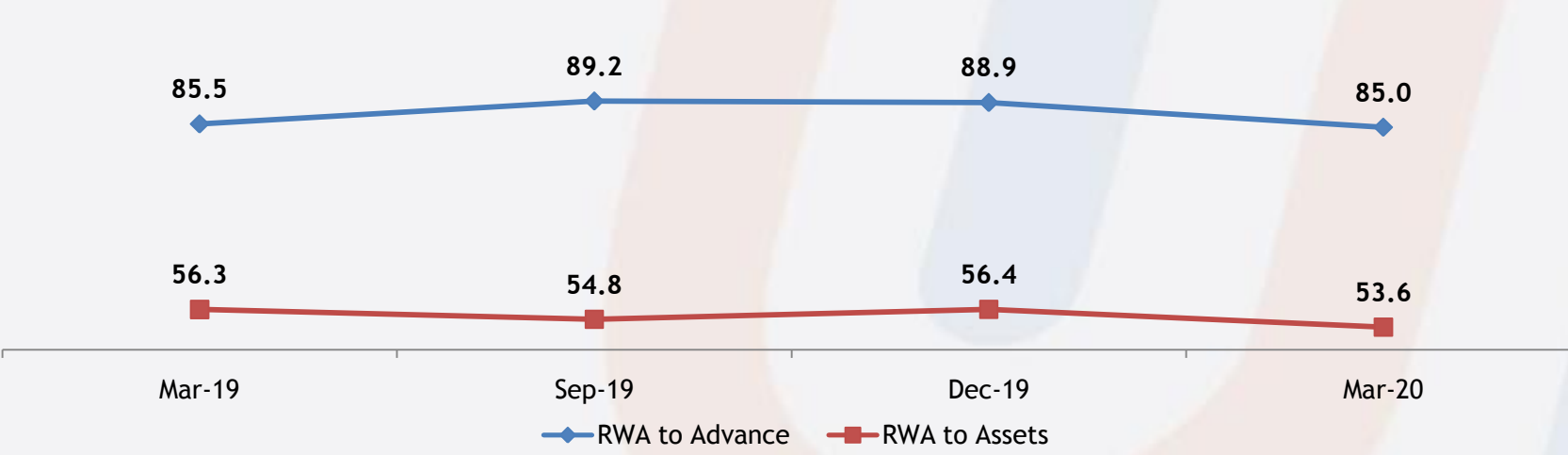
**Others - Admitted**  
Rs. 19339 cr (215 A/c)

**Total**  
Rs. 26314 cr (236 A/c)



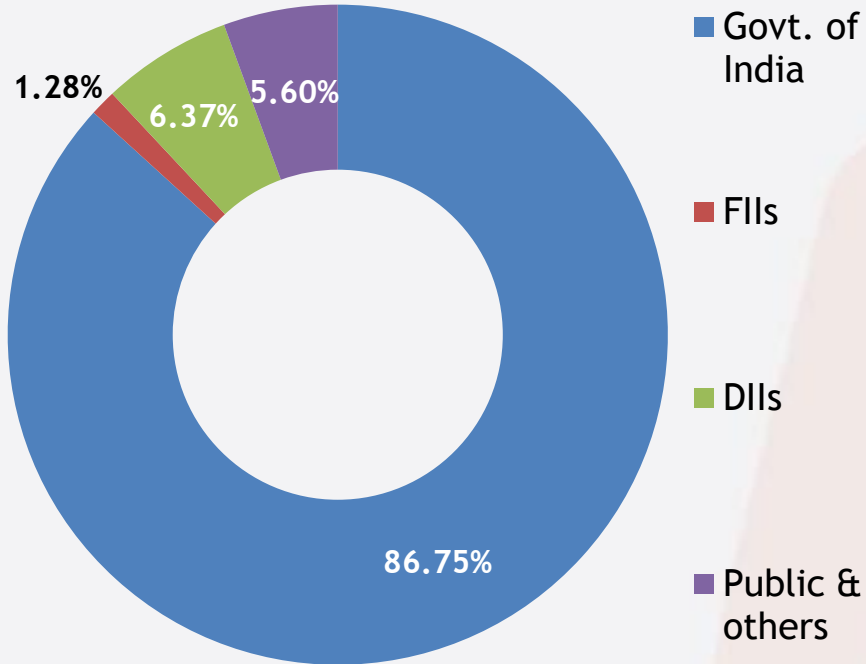


### RWA Optimization





March 2020



**Share Capital**

**₹ 3423 crore**

No. of Equity Shares	₹ 342.28 crore
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**Net Worth**

**₹ 23153 crore**

Market Cap	₹ 9823 crore
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## Equity Share Exchange Ratio

- 325 equity share of face value of Rs.10 each fully paid up capital in Union Bank of India for every 1000 equity shares of the face value of Rs.10 each fully paid up held up in **Andhra Bank**.
- 330 equity share of face value of Rs.10 each fully paid up capital in Union Bank of India for every 1000 equity shares of the face value of Rs.2 each fully paid up held up in **Corporation Bank**.

## Shareholding Pattern Pre & Post Amalgamation

	Pre - Amalgamation		Post Amalgamation
(in crore)	31.12.19	31.03.20	01.04.20
Total No. of shares	342.28	342.28	640.68
W/w			
Share held by GOI	296.93	296.93	570.67
GOI Shareholding%	86.75	86.75	89.07

**1** Business Performance

**2** Financials

**3** Update on Amalgamation

**4** Response to COVID 19

**5** Strategic Initiatives

**6** Group Entities

The standing of resultant entity; Post amalgamation of Andhra Bank and Corporation Bank with Union Bank w.e.f April 01, 2020

Combined, we have a strong legacy with 310 years of experience

Celebrating our journey from 1900s servicing our customers, society and nation



Good people to bank with

100 Years of existence

Founder: Seth Seetharamji Kisondayal Poddar

Year: 1919



Where India Banks

96 Years of existence

Founder: Dr. Bhogaraju Pattabhi Sitaramayya

Year: 1923



Prosperity for All

114 Years of existence

Founder: Shri Khan Bahadur Haji Abdullah  
Haji Kasim Saheb Bahadur

Year: 1906



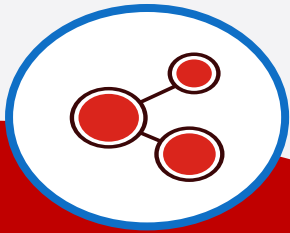
- Strong CA franchise: Highest CA ratio (9%) & high avg. balance per CA
- Aggressive POS strategy: High POS per branch (91) versus peers (17)
- High deposit market share in Karnataka
- Positive features in digital assets: Lite version for weak data connections



- Strong Agri portfolio
- High deposit market share in AP, Telangana
- Good starting in position in commercial commission processing charges
- Positive features in digital assets e.g., quick fund transfer, standing instructions



- Strength in fee income
- Strong risk management practices
- Strong Savings A/C franchise
- Centralization of credit (75% in CPCs)
- Strengths in corporate, MSME advances with well performing call center



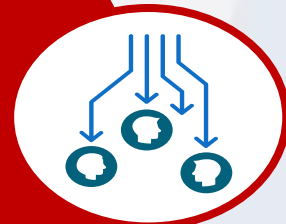
**9500+** Branches



**13300+** ATMs



**8000+** BC points



**120+ Mn** Customers



**75,000+** Employees

Wider reach of the  
amalgamated  
bank to drive this  
vision

1

Large scale, 5<sup>th</sup> largest PSB with best-in-class products and digital services

2

Employer of choice with upskilled and productive workforce

3

Enhanced value delivery for shareholders, investors and stakeholders

4

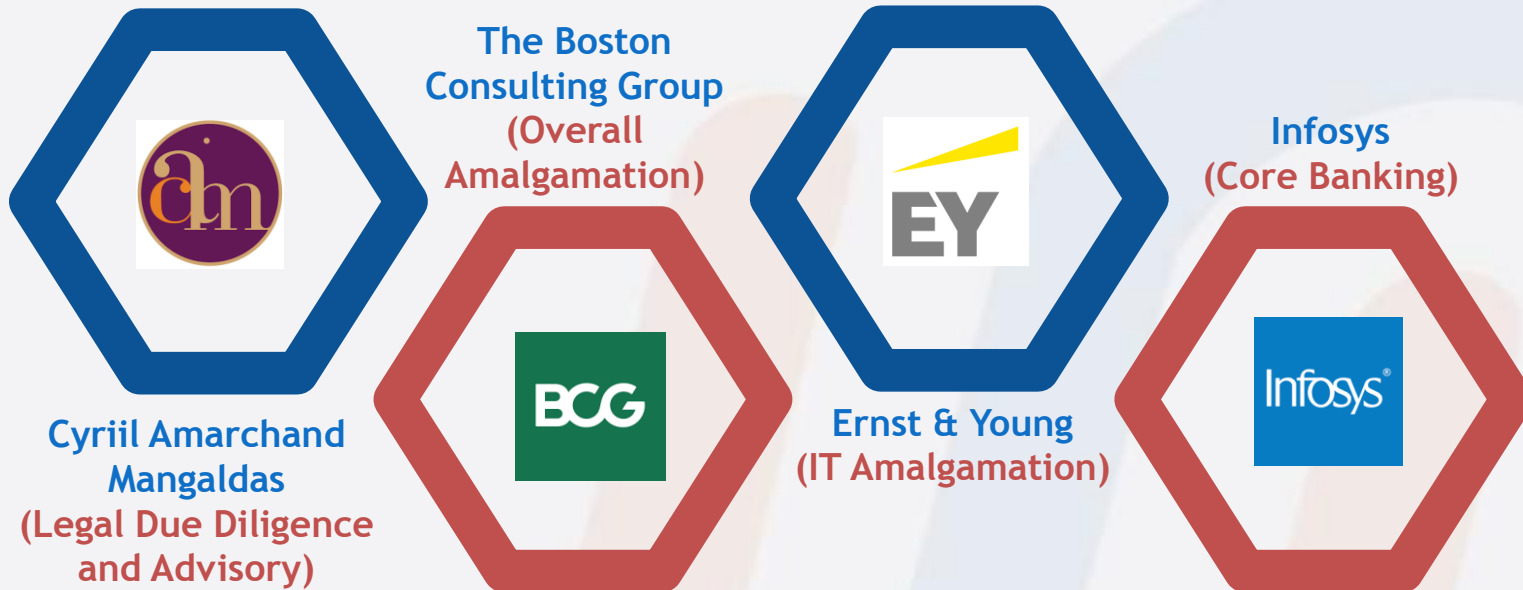
Greater global presence and wider domestic network

5

Faster business growth and improved financials

Setting up the  
vision of best in  
class bank

## Industry best team of consultants in place to drive the amalgamation



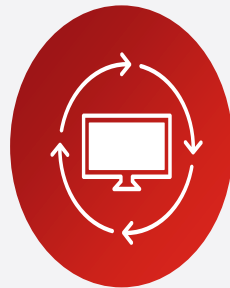


Amalgamation progressing with great pace with major integration milestones completed by 1<sup>st</sup> April 2020 (AED)



### Harmonized product suite live on entire branch network

- Product suite revamped to make it 'best in class'
- Harmonized products available at all branches and BC points



### Systems critical for credit processing and HR integrated

- Loan automation system and HR systems integrated
- Inter-operability system live, enable basic transactions across branches till CBS integration



### Refined Organizational Structure launched

- CGM layer introduced for better management
- Dedicated verticals for business development and digitization created



### Field Structure devised and rolled out

- Regional-Zonal structure refined and launched
- New ROs launched to focus on high potential markets

Programs like buddy branch and virtual trainings launched to handhold branches on processes and products

## Customers to gain from amalgamation across all fronts



### Enhanced Domestic & Global Presence

- Large domestic banking network with 9500+ branches across every state of the country
- Wide network of 13,300+ ATMs
- Increased global presence and international banking offerings



### Enhanced Products & Services

- Greater focus on digitization of processes and digital banking services
- Revamped suite of harmonized products at par with industry best-in-class offerings
- Enhanced capacity to take credit exposure



### Enhanced Customer Centricity

- Revamped organization structure designed to maximize customer centricity
- Customer Service support offered in 10+ national and regional languages
- Increase Delegation with reduction in Turn Around Time (TAT)

Mobi-Teller (FMT) application was made live for Quick access for interbank operability and service customers from any of the three Banks, from any branch

## Investors to gain from growth focused cost-effective Bank



### Faster Growth

- Improved CASA deposits in core home-states
- Increased cross sell of wider set of products
- Higher sales productivity
- Ability to launch new services and eco-led businesses



### Reduced Costs

- Optimization of physical distribution of network
- Consolidation of back office operations
- Streamlined technology capex and opex spends
- Integrated marketing

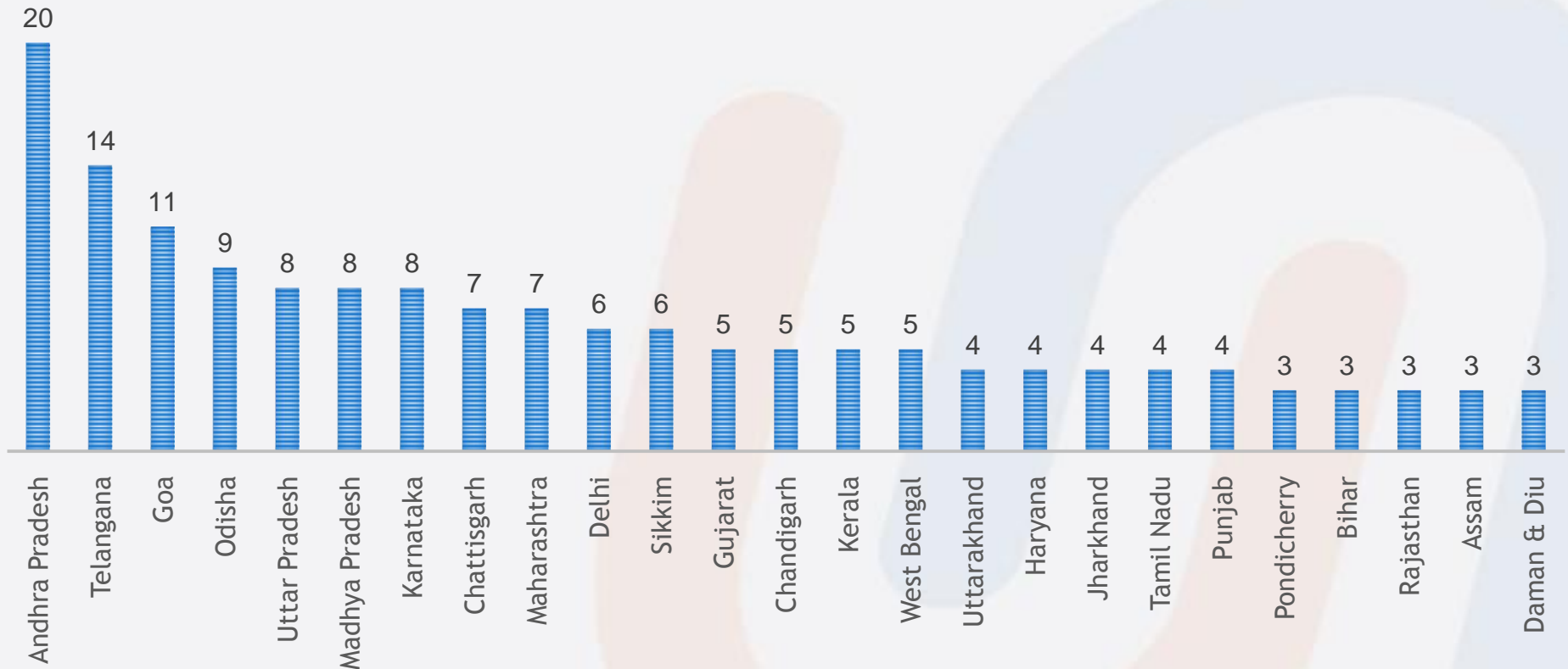


### Improved Financials

- Improved cost of funding due to higher deposit market share in home states
- Capital raising efficiency
- Reduce capital requirement by implementing various business models

Amalgamated Bank has greater than 5% market share in 15 States

State wise % market share of amalgamated entity vs SCBs (FY19)



## Union Bank of India - Way Forward

### Agile Organization Structure



- Reorganization of Zonal Offices & Regional Offices already underway
- Revamped CO organization structure with greater focus on agility, collaboration and business growth rolled out
- CGM-level layer introduced for better management and strategic focus in key areas

### India's leading Digital Bank



- Digitization vertical to focus on digital employee and customer journeys being established
- Analytics Center of Excellence (CoE) to drive analytics-driven decision making being established
- Greater focus on digital services to customers and use of digital by bank to strengthen operations, recovery etc.

### Employer of Choice



- People's Survey to understand employee motivation, address grievances and enable cultural integration
- Greater global exposure and opportunities for employees
- Strong focus on functional and technical training to upskill employees for new ways of working

**1** Business Performance

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**6** Group Entities

Average 98% branches and 88% ATMs remained operational

Redirecting customers to digital platforms

Vigorous measures (protective gears/sanitization) adopted for safety of employees and clients

` 7.58 crores donated to PM Cares fund by Bank Employees

Union Bank of India is helping customers to tide over the liquidity crisis through various schemes



COVID Emergency Line of Credit (CELC)



Union COVID -19 Personal Loan Scheme (UCPLS)



Union SHG COVID Suvidha Loan (USCSL)



Union Guaranteed Emergency Credit Line (UGECL)



Liberalised Working Capital Assessment (LWCA) Model



**1** Business Performance

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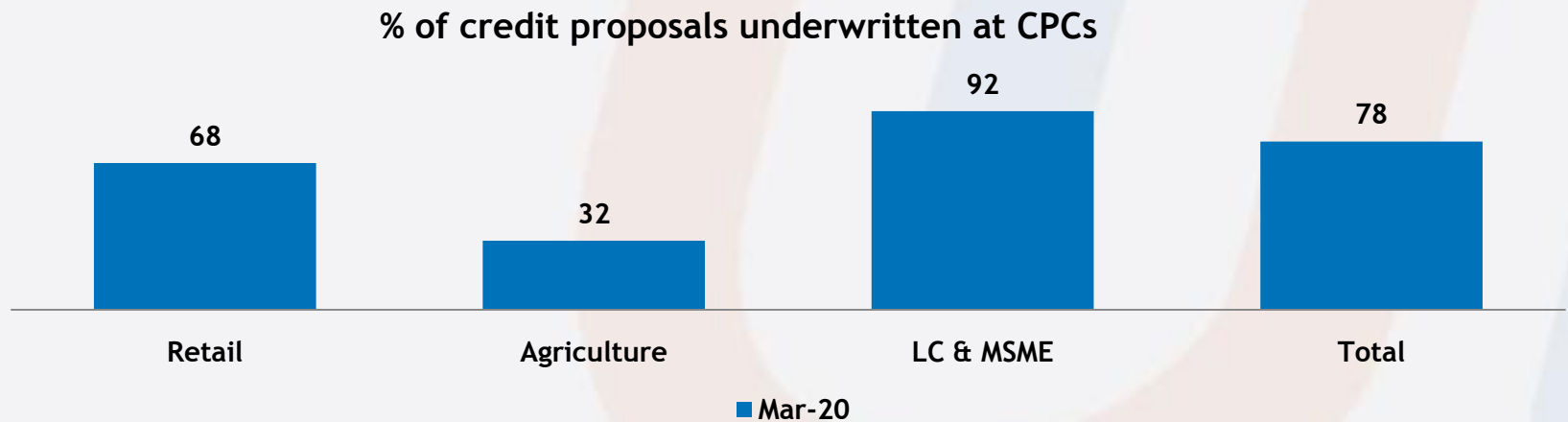
**6** Group Entities

**More than 78% of Credit Appraisal centralized**

### Structural Development: Creation of Centralized Processing Centres (CPCs)

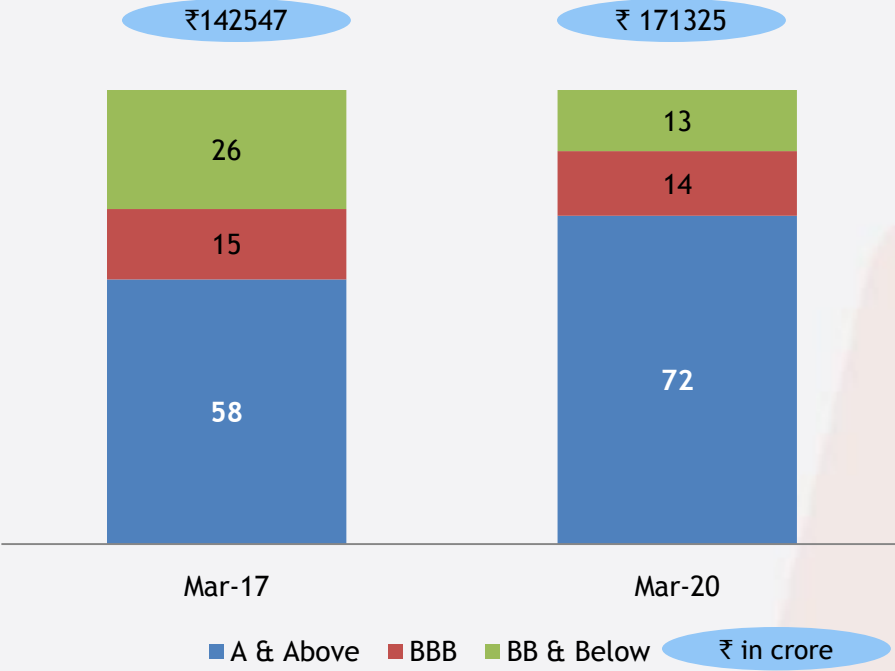
Particulars	No. of Units (Sep-19)	No. of Units (Dec-19)	No. of Units (Mar-20)	Sectors covered
ULP	75	75	75	Retail (Housing and Mortgage Loan)
USK	45	52	62	Retail, Agriculture and MSME
SARAL	47	48	48	MSME, Agriculture (selected segment)
MCB	23	23	23	Mid Corporate
IFB	7	7	7	Large Corporate

### Centralization in credit appraisals



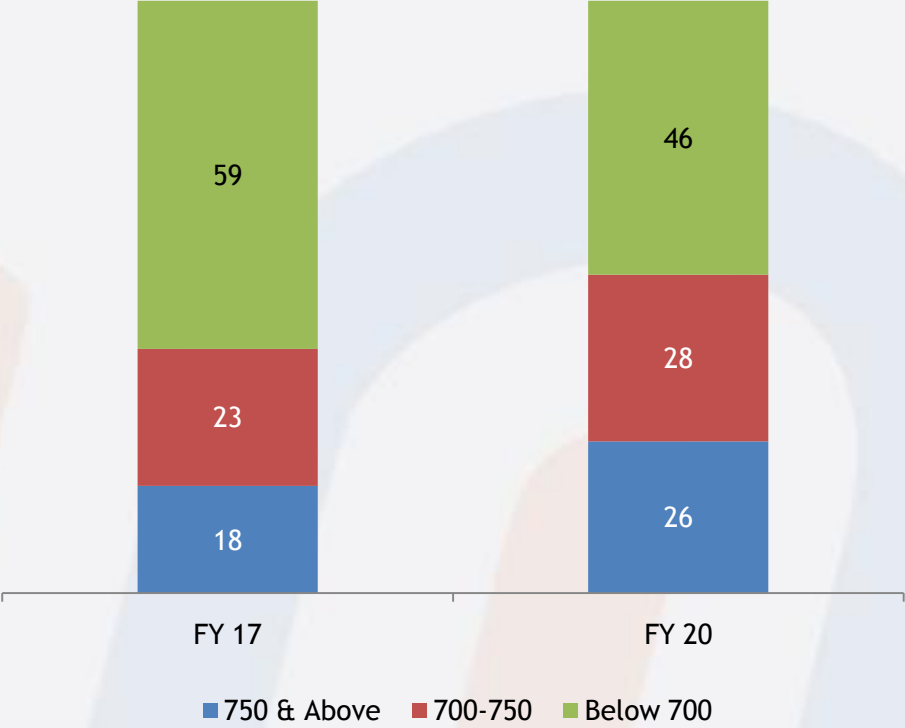
**Rated Advances - Lending to higher rated borrowers...**

**Rating Matrix of Outstanding Corporate Loans (> ₹5 crore)**



**Maintained rating profile of new retail loans sanctioned**

**Retail CIBIL Rating Profile**

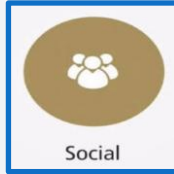




Environmental

## Environmental

- Comprehensive campaign 'GO-GREEN' was launched in the FY 2019-20 – 86905 and 43374 saplings were planted under Union Vriksha and Union Harit.
- Bank has set up a Green Data Centre which operates with maximum energy efficiency and minimum environmental impact to reduce carbon footprint.
- **GO-GREEN** contest was ran throughout the year to bring competitiveness among staff for taking forward Green initiatives of the Bank.
- Providing form 16/16A to customers/pensioners through e mail.
- Bank has initiated recycling of dry waste at its Head Office through an accredited NGO M/s ViaGreen.
- Green Walkathon held.



Social

## Social

- Adopted ~211 villages across the country: Under Union Adarsh Gram scheme.
- Providing credit facility to Women and Minorities.
- No Personal Vehicle Day/Car-Pooling Day on monthly basis.
- Green Pledge taken by employees & customers.
- 14 Rural Self Employment training Institutes(RSETIs); Trained 76000+ citizens .
- CSR activity -Approved donations of Rs.40.41 lacs and donated Rs.163.49 lacs through Union Bank Social Foundation Trust.



Governance

## Governance

- Our code of Corporate Governance ensures highest level of ethics, integrity, risk management and regulatory compliance.
- Bank has put in place a comprehensive Whistle Blower Policy to prevent unethical behavior.
- Our code of conduct ensures transparent dealings with internal and external stakeholders.
- Bank is having well documented policy on Sexual Harassment . As an awareness initiative, our training system has one mandatory session of POSH during all calendar training programs having duration of 4 days or more

1

Online digital platform for settlements of NPA accounts

2

Early Warning System in place for monitoring of advances; covering 90% of loan book

3

Specialised Monitoring Agencies for monitoring of Large loans

4

Large list of Services and functionalities provided through alternate channels/ Bank Mitras

5

Straight through processing in retail loans

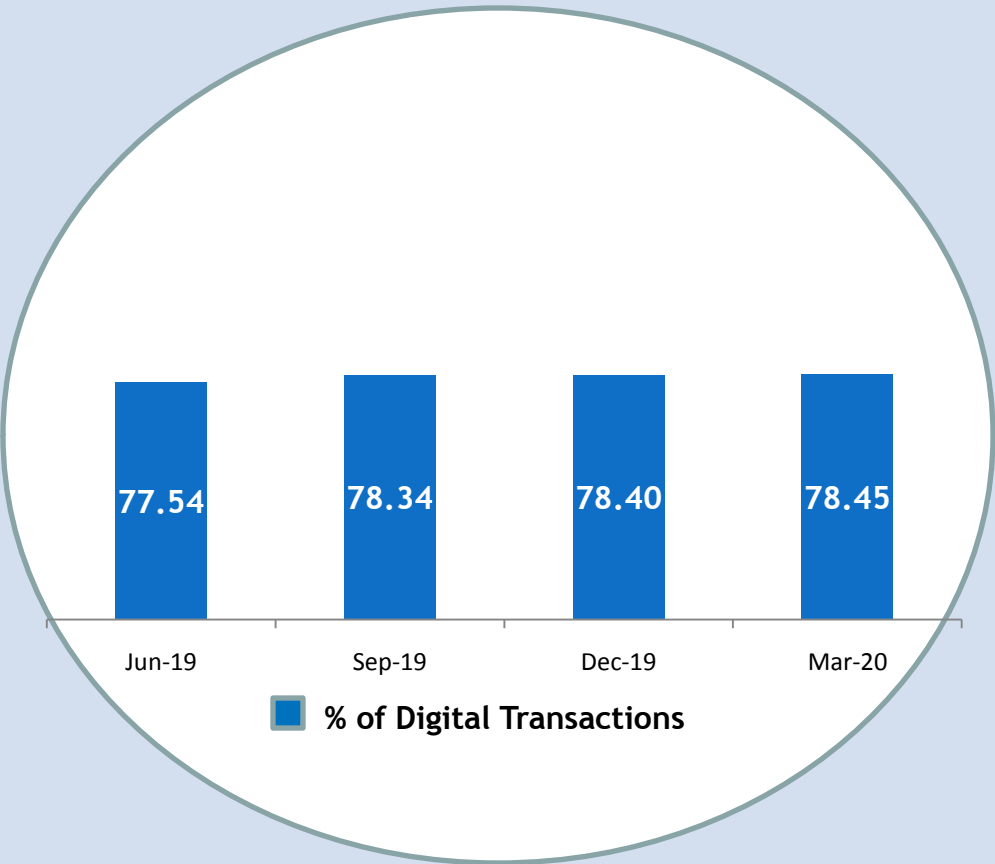
6

Comprehensive and robust risk management system in place

7

24\*7 Cyber Security monitoring centre to protect digital infrastructure of the Bank

## Digital Transactions Growth



## Merchant Acquiring

Multiple payment acceptance modes such as PoS, Bharat QR, Aadhaar Pay, Payment Gateway available to merchants



55246 PoS terminals installed in the ecosystem as payment accepting infrastructure



21541 merchants availing Aadhaar Pay biometric devices for accepting payments



275 educational institutions availing cashless fee collection facility under Union Cashless Campus

Social Media Presence



1481354



145581



63221



32197



15679

TIE - UPS

make *my* trip

*Dil toh roaming hai*

book *my* show

  
**Apollo**  
PHARMACY  
*A Promise Beyond Prescriptions*

  
fernsnpetals  
flowers, anywhere anytime...

**1** Business Performance

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Type		Name
Subsidiary		Union Bank of India (UK) Limited
Subsidiary		Union Asset Management Co. Private Limited
Subsidiary		Union Trustee Co. Pvt. Limited
Joint Venture		Star Union Dai-ichi Life Insurance Co. Limited
Associate		Kashi Gomti Samyut Gramin Bank

Subsidiaries				
<u>Union Bank of India (UK) Limited</u> • Wholly owned subsidiary operating in UK • Equity Investment - 1005.43 crores	Bank's Shareholding	Particulars	FY19	FY20
	100%	Total Income	151.28	118.96
		Net Profit/ (Loss)	(15.87)	(160.10)
		Total Assets	3312.61	3356.55
		Capital & Reserves	701.61	976.00
<u>Union Asset Management Co. Private Limited</u> • Wholly owned subsidiary • Bank's Equity Investment - 186.29 Crores • Dai-ichi Life Holdings Inc, Japan invested Rs. 133.43 Crore in Union AMC through Compulsorily convertible preference shares (CCPS) in May, 2018 • 2,52,899 Folios • Launched Mercury Series Mid and Small Cap Fund (US\$30 million) for Foreign Portfolio Investors.	Bank's Shareholding	Particulars	FY19	FY20
	100%	Total Income	48.30	48.37
		Net Profit/ (Loss)	5.71	3.00
		Total Assets	193.47	200.88
		Capital & Reserves	187.07	190.07
		Assets under Management (AUM)	4454.89	4190.36

(₹ crore)

**Subsidiaries**

<b>Union Trustee Co. Pvt. Limited</b>	<b>Bank's Shareholding</b>	<b>Particulars</b>	<b>FY19</b>	<b>FY20</b>
<ul style="list-style-type: none"> <li>• Wholly owned subsidiary</li> <li>• Equity Investment - 0.05 crores</li> </ul>	100%	Total Income	0.20	0.20
		Net Profit/ (Loss)	0.02	(0.01)
		Total Assets	0.13	0.12
		Capital & Reserves	0.10	0.10

**Joint Venture**

<b>Star Union Dai-ichi Life Insurance Co. Limited</b>	<b>Bank's Shareholding</b>	<b>Particulars</b>	<b>FY19</b>	<b>FY20</b>
<ul style="list-style-type: none"> <li>• Joint venture with Bank of India and Dai-ichi Life Holdings INC.</li> <li>• Equity Investment - 65.00 crores</li> <li>• Presence in 108 locations throughout India</li> <li>• Since inception ,gross premium income is Rs.14,843 crore</li> <li>• During FY 19-20, Gross Premium Income increased by 16% to 2310.35 cr.</li> <li>• Till March 31, 2020 Sud Life covered over 37 Lacs lives under PMJJBY.</li> </ul>	25.10%	Total Income	2636.24	2589.34
		Profit before Tax	102.80	72.23
		Total Assets	8585.21	9525.77
		Capital & Reserves	600.15	656.92

**Associates**

Kashi Gomti Samyut Gramin Bank - Union Bank holds 35% shareholding and Equity Investment of ₹15.96 cr

## Disclaimer

Except for the historical information contained herein, statements in this presentation which contain words or phrases such as “is”, “aims”, ‘will’, ‘would’, ‘indicating’, ‘expected to’ etc., and similar expressions or variations of such expressions may constitute ‘forward-looking statements’. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, future levels of non-performing loans, our growth and expansion in business, the impact of any acquisitions, the adequacy of our allowance for credit losses, technological implementation and changes, the actual growth in demand for banking products and services, investment income, cash flow projections, our exposure to market risks as well as other risks. Union Bank undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

*Thank You!*



Investor queries: [investor.relations@unionbankofindia.com](mailto:investor.relations@unionbankofindia.com)