



Ref: ISD/22-23/44

May 13, 2022

<b>BSE Ltd.</b> Corporate Relationships Dept. Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 001. Scrip Code 532 477	<b>National Stock Exchange of India Ltd.</b> Listing Dept. 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 for the Quarter / Year ended on March 31, 2022**

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 Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit the Presentation on Audited Financial Results (Standalone and Consolidated) of the Bank for the Quarter/Year ended on March 31, 2022.

The same is also being made available on our Bank's website - <https://www.unionbankofindia.co.in>

The above is for your information and record.

Thanking you.

Yours faithfully,

(Mangesh Mandrekar)  
Company Secretary

Encl: As above.

अमृत महोत्सव



# Financial Results Q4FY22/FY2021-22

May 13, 2022

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UnionBankofIndia

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PARAMETERS	FY 21-22	
	GUIDANCE	ACTUAL
Deposits Growth	6-8%	11.75%
Advances Growth	6-8%	9.60%
CASA(%)	36% to 37%	36.54%
NIM(%)	2.9-3.0%	2.94 %
Gross NPA(%)	Below 11.0%	11.11 %
Net NPA (%)	Below 4.0%	3.68%
Credit Cost (%)	Around 2.0%	1.74 %
Delinquency Ratio (%)	Around 2.50%	2.50%*

\*Net Delinquency excluding two lumpy slippages

# Union Bank : Sustained Improvement (1/3)

**GNPA(%)**



Mar-19 Mar-20 Mar-21 Mar-22

**NNPA(%)**



Mar-19 Mar-20 Mar-21 Mar-22

**NNPA to Net Worth(%)**



Mar-19 Mar-20 Mar-21 Mar-22

**PCR(%)**



Mar-19 Mar-20 Mar-21 Mar-22

**Credit Cost(%)**



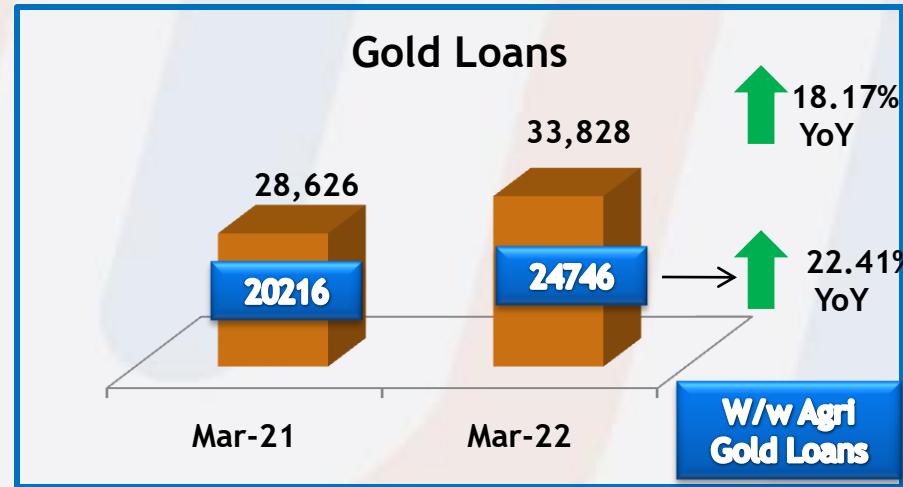
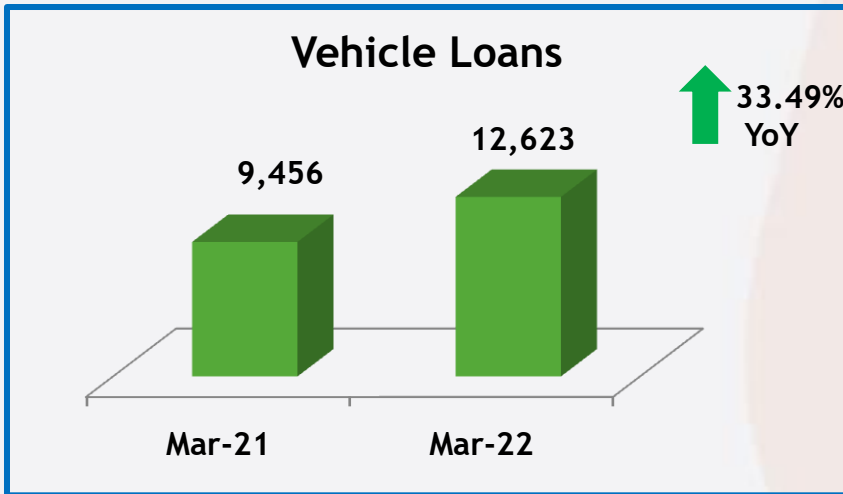
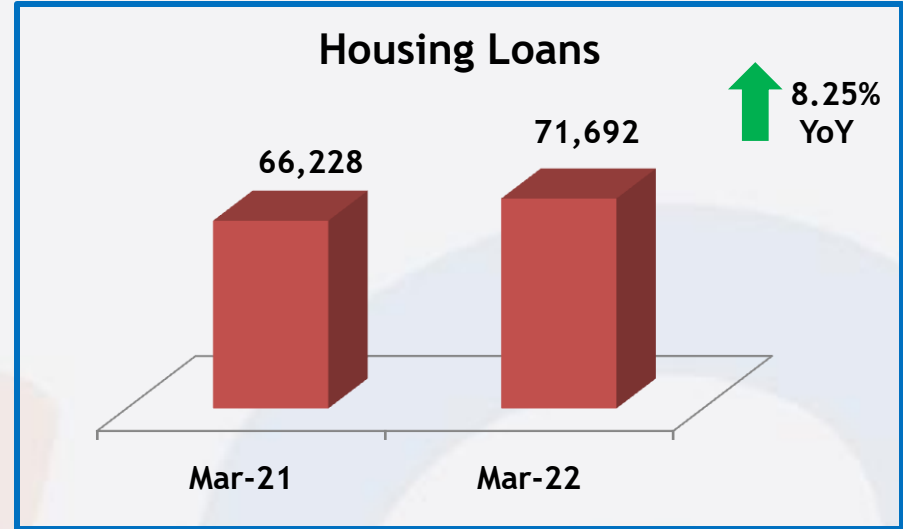
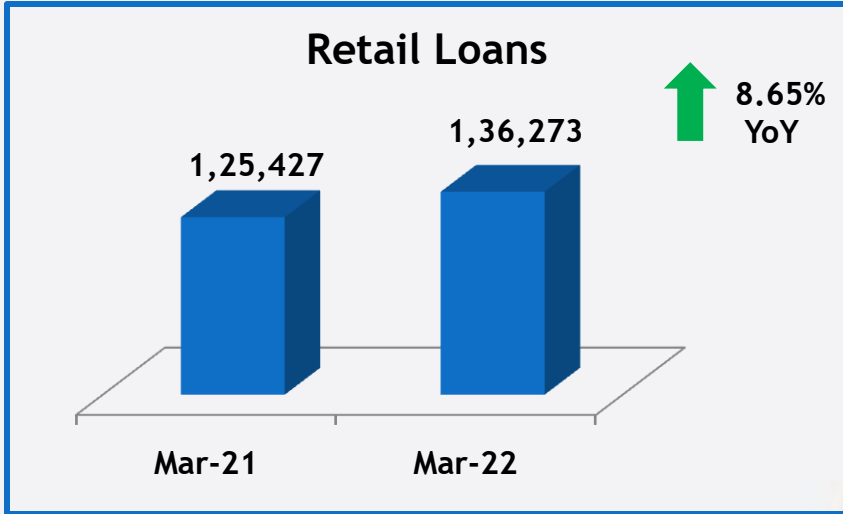
Mar-19 Mar-20 Mar-21 Mar-22

**CRAR(%)**

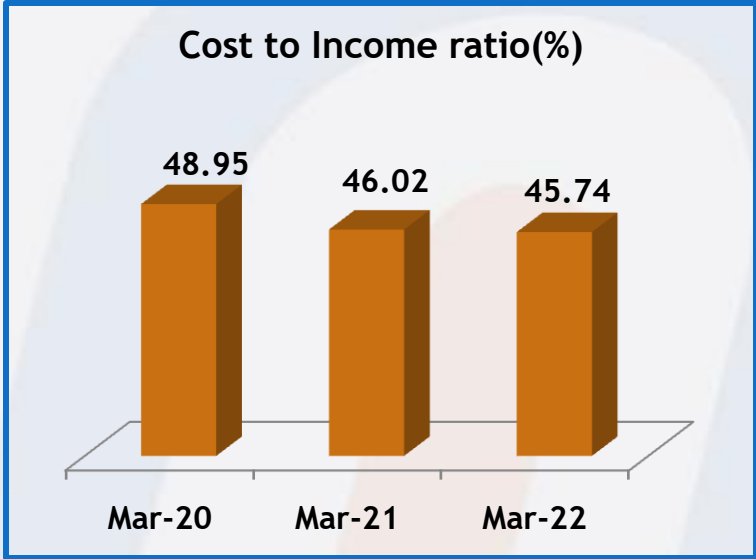
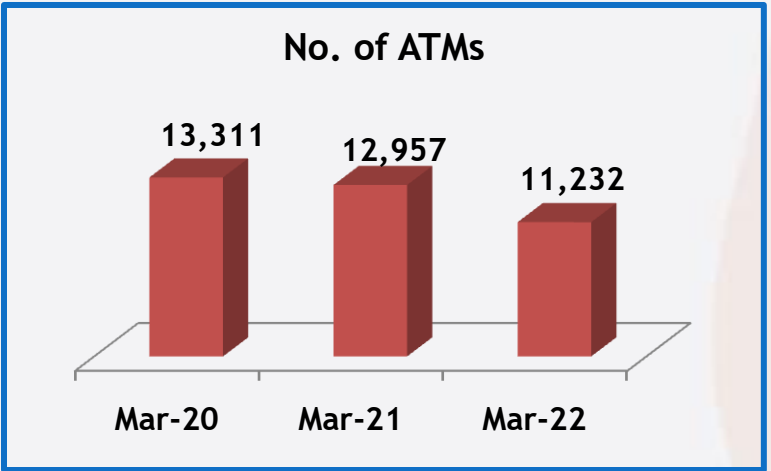
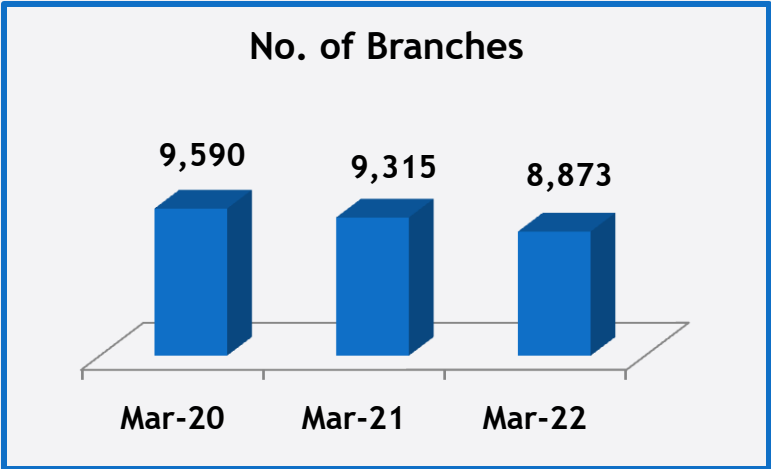


Mar-19 Mar-20 Mar-21 Mar-22

₹ in crore



## Rationalization - Post Amalgamation



# Performance Highlights





## Performance Highlights - FY22

### Total Business

10.86% YoY



### Total Deposits

11.75% YoY



### CASA Deposits

12.40% YoY



### RAM Advances

9.36% YoY



### GNPA (%)

263 bps YoY



### NNPA (%)

94 bps YoY



### Credit Cost(%)

37 bps YoY



### NNPA to Net Worth(%)

1,575 bps YoY



### CRAR

196 bps YoY



### CET-1

156 bps YoY



### Net Interest Income

12.55% YoY



### Net Profit

80.05% YoY



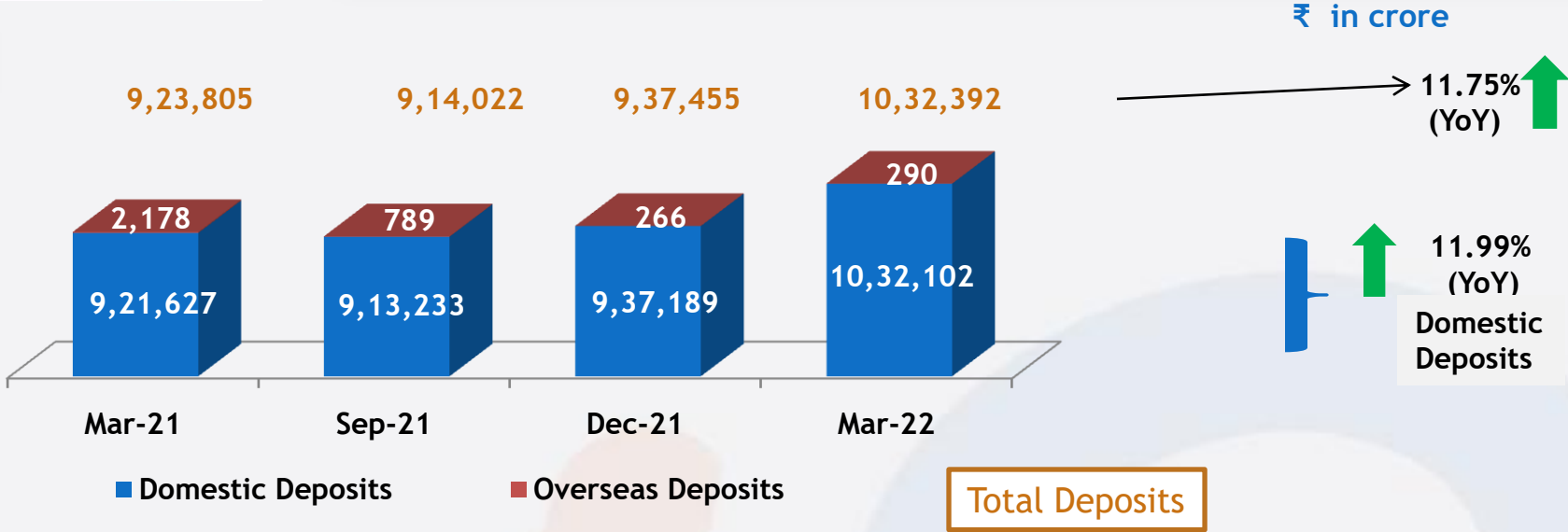
A dividend of Rs 1.90 per share (19.00%) has been recommended by the Board of Directors for the financial year 2021-22 subject to requisite approvals.

# Business Performance

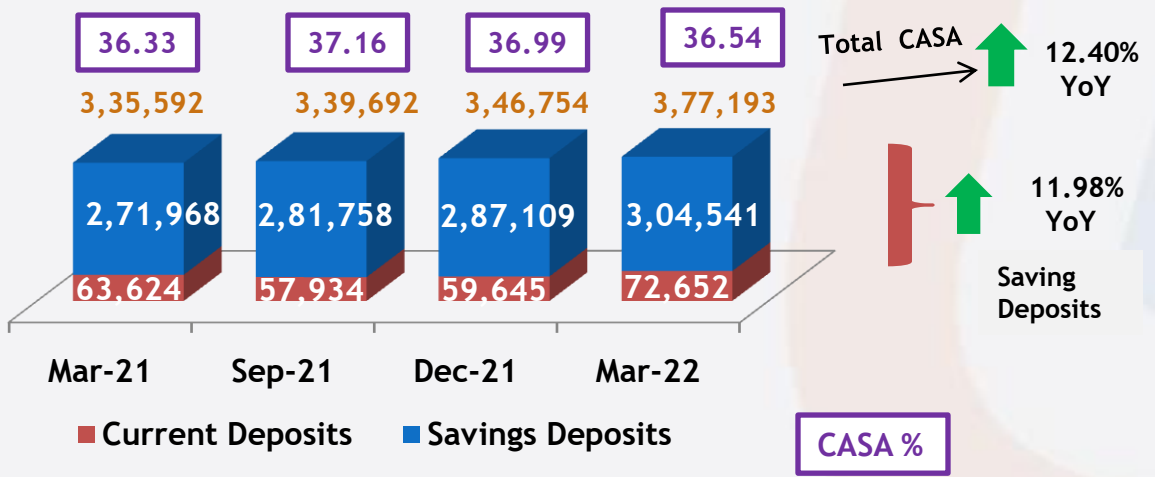


# Business Performance - Liabilities

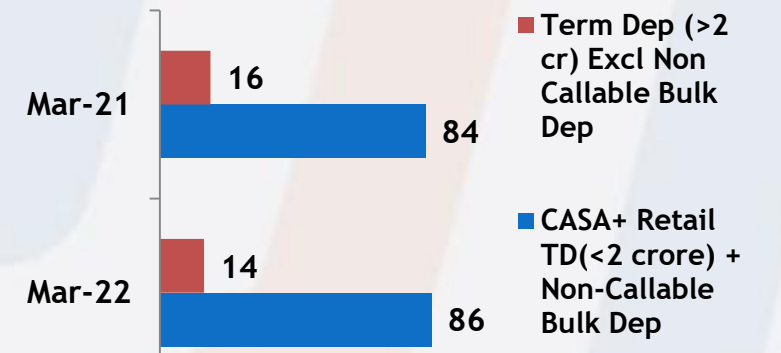
## Total Deposits



## CASA Portfolio

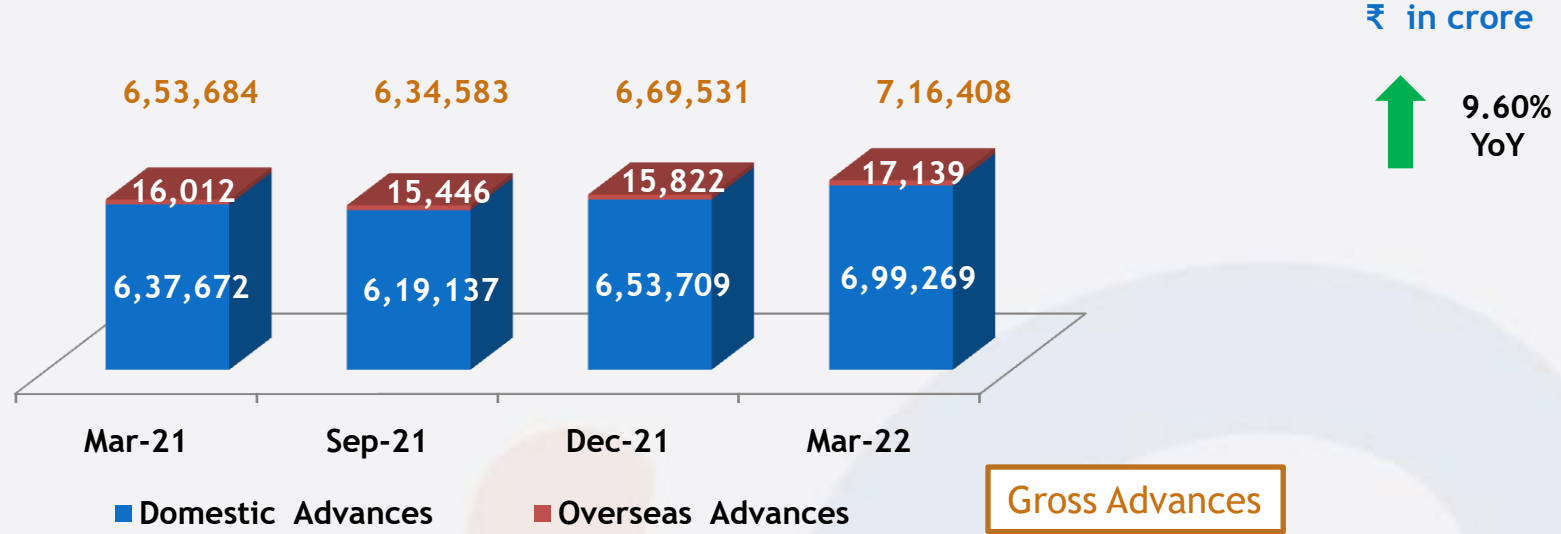


## CASA+ Retail TD + Non Callable Bulk Deposits as a % of Total Domestic Deposits



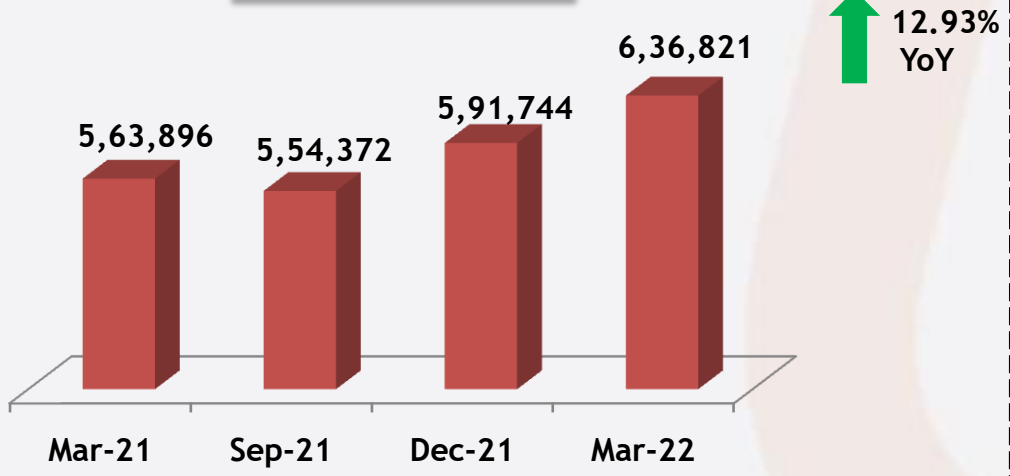
# Business Performance - Assets

## Gross Advances

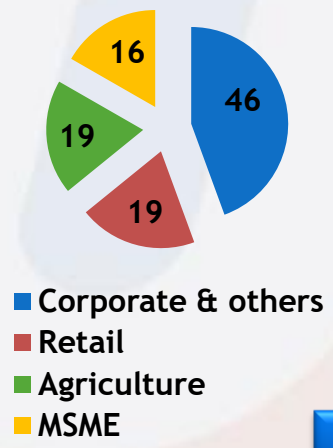


## Gross Advances

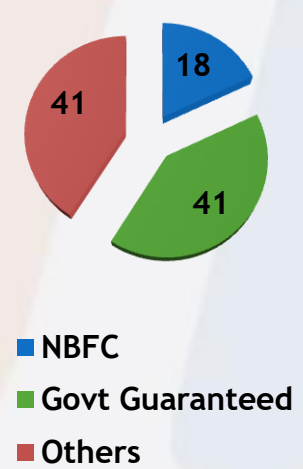
## Standard Advances



## Proportion of Gross Advances (%)



## Proportion of Corporate & Others (%)



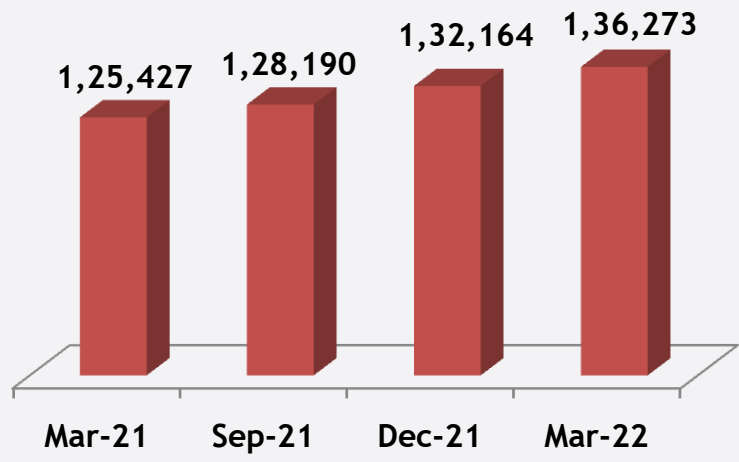
Mar-22

# Business Performance - Assets

₹ in crore

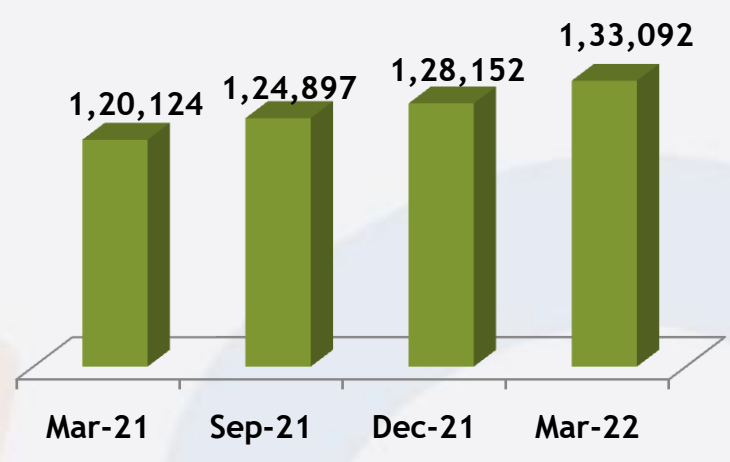
## Retail

↑ 8.65% YoY



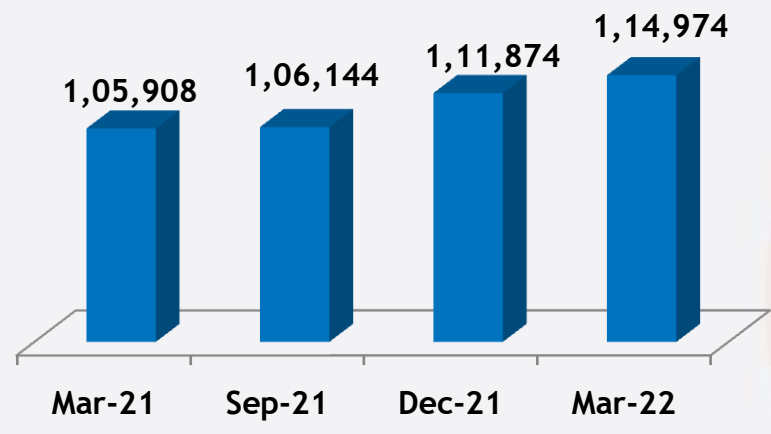
## Agriculture

↑ 10.80% YoY



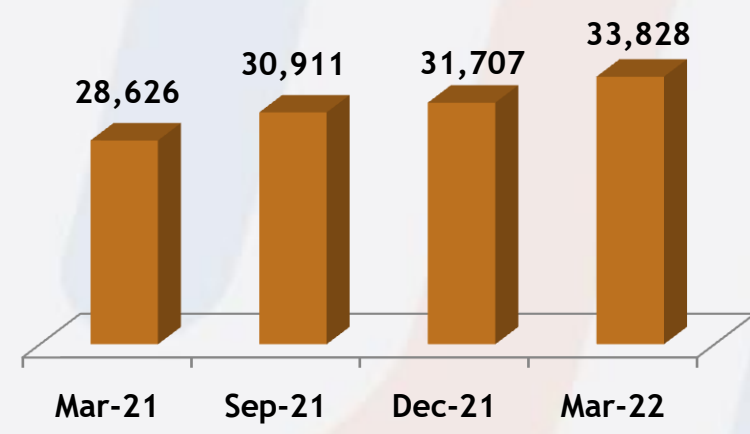
## MSME\*

↑ 8.56% YoY



## Gold Loans

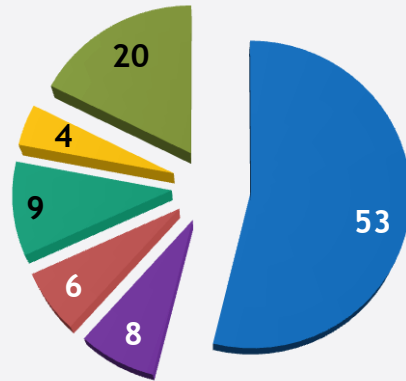
↑ 18.17% YoY



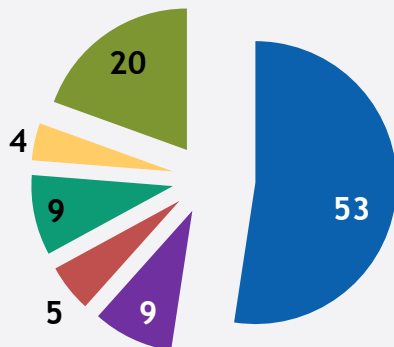
\* MSME data for previous periods adjusted to reflect revised definition of MSME accounts reclassified into/out of MSME as of 31<sup>st</sup> Mar 2022.

Composition of Retail Advances (%)

Mar-21



Mar-22



- Home Loans
- Vehicle Loans
- Education Loans
- Mortgage Loans
- Personal Loans
- Others (Excl.IHF)

Achievement under Priority Sector as on Mar-2022

Particulars	RBI Benchmark (as % of ANBC)	Achieved (as % of ANBC)
Agriculture	18.00	19.71
Small and Marginal Farmers	9.00	13.65
Micro Enterprises	7.50	7.90
Weaker Section	11.00	16.20
<b>Total Priority</b>	<b>40.00</b>	<b>43.24</b>

₹ in crore

## Progress under Pradhan Mantri Mudra Yojana (PMMY)

Category	April 21 - March 22			Total Outstanding Amount as on 31.03.2022	NPA as on 31.03.2022 (% to o/s)
	No. of Accounts	Sanctioned Amount	Outstanding Amount		
Shishu (< 50k)	3,50,132	715	511	1,114	311 (27.9%)
Kishor (Above 50k-5 Lacs)	3,40,130	6,305	5,076	11,017	2,050 (18.6%)
Tarun (Above 5 Lacs-10 Lacs)	57,246	4,782	3,883	7,939	1,140 (14.3%)
<b>Total</b>	<b>7,47,508</b>	<b>11,802</b>	<b>9,470</b>	<b>20,070</b>	<b>3,501 (17.4%)</b>

Helping customers to tide over the liquidity crisis through various schemes (as on 31.03.2022)

1

**PM SVANidhi**

No of Loans - 3,54,447  
Amount Sanctioned - ₹382 Cr

2

**Union Guaranteed Emergency Credit Line**

No of Loans - 3,73,782  
Amount Sanctioned - ₹10,656 Cr

3

**Union Guaranteed Emergency Credit Line (Extension)**

No of Loans - 15,311  
Amount Sanctioned - ₹ 4,886 Cr

4

**Union Personal Loan for COVID Treatment (UPLCT)**

No of Loans - 1,274  
Amount Sanctioned - ₹50 Cr

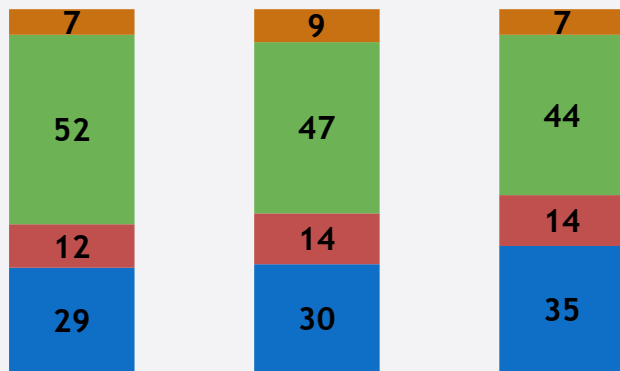


## Diversified Loan Portfolio-Industry Exposure

₹ in crore

S No	Sectors	(% Share in Domestic Advances)					
		Mar-21		Dec-21		Mar-22	
		Rs. In Crore	% Share	Rs. In Crore	% Share	Rs. In Crore	% Share
1	Infrastructure	1,03,325	16.20	1,10,598	16.92	1,11,776	15.98
2	NBFCs and HFCs	72,015	11.29	70,218	10.74	90,149	12.89
	w/w HFCs	21,797	3.42	23,170	3.54	30,179	4.32
3	Basic Metal & Metal Products	16,014	2.51	22,904	3.50	22,361	3.20
4	Construction	7,599	1.19	7,819	1.20	7,729	1.11
5	Food Processing	18,678	2.93	18,423	2.82	19,835	2.84
6	Textiles	18,367	2.88	16,958	2.59	16,683	2.39
7	All Engineering	10,926	1.71	10,598	1.62	10,897	1.56
8	Chemical & Chemical Products	10,784	1.69	12,979	1.99	13,746	1.97
9	Petroleum, Coal Products & Nuclear Fuels	10,471	1.64	6,637	1.02	13,771	1.97
	<b>Total</b>	<b>2,68,179</b>	<b>42.06</b>	<b>2,77,134</b>	<b>42.39</b>	<b>3,06,947</b>	<b>43.90</b>

### Segment wise exposure Breakup



Mar-21

Dec-21

Mar-22

■ Central & State PSUs

■ Backed by PSUs

■ Backed by Large Private Companies

■ Pvt others

### Rating Profile of Standard NBFC Exposure

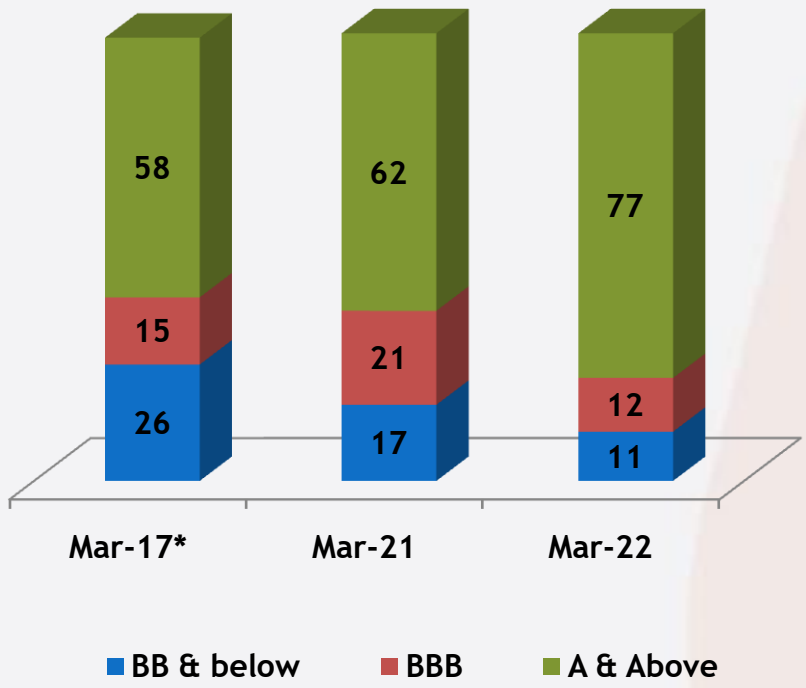
Ratings	% Share		
	Mar-21	Dec-21	Mar-22
AAA	50.11	53.38	63.50
AA	34.77	31.46	24.39
A	13.70	13.57	10.88
BBB	1.36	1.12	0.91
<b>BBB &amp; above</b>	<b>99.94</b>	<b>99.53</b>	<b>99.69</b>
BB & Below	0.06	0.47	0.31

# Credit Rating Matrix & CIBIL Rating Profile

Post Centralization of Credit underwriting- Improved Rating Profile

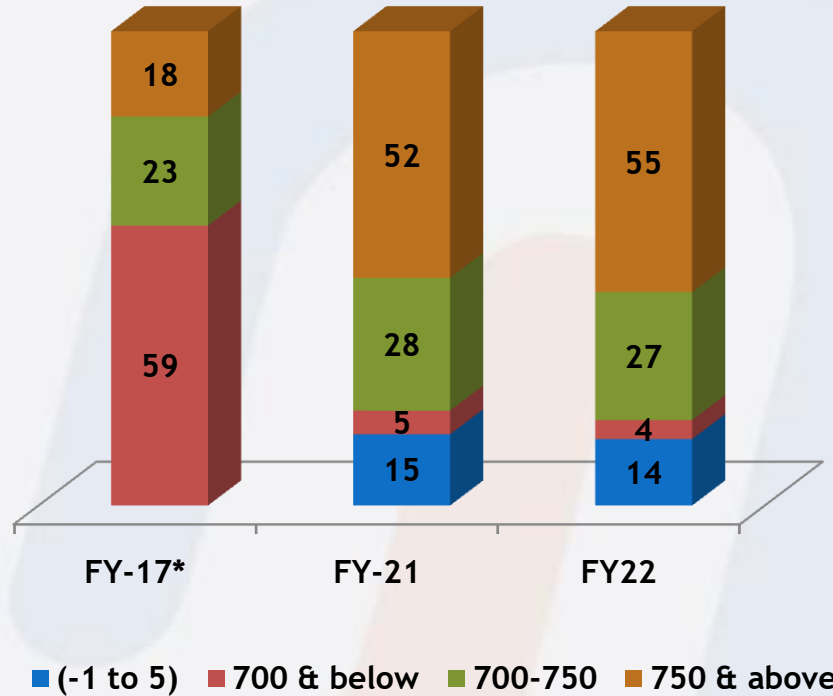
Rating Matrix of Outstanding Corporate Loans(> Rs. 5 Crore)

in %



Retail CIBIL Rating Profile

in %

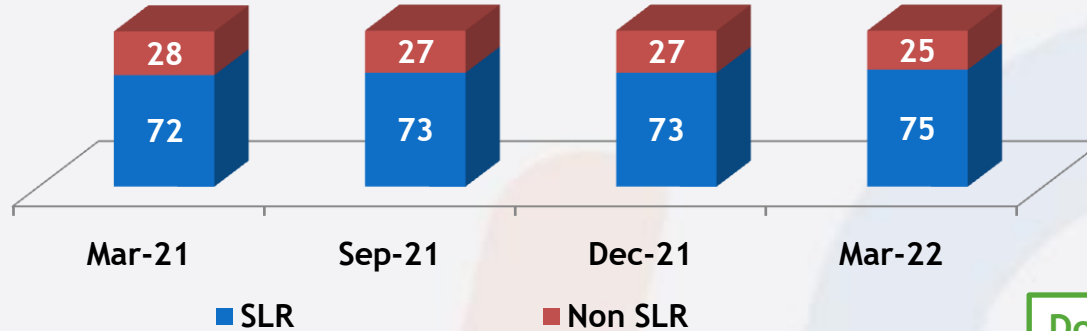


\*FY 17 shows Union Bank Standalone data

₹ in crore

## % of SLR and Non SLR in Domestic Investments

3,36,183      3,33,871      3,36,146      3,53,002



Domestic Investments

Particulars (Domestic)	Mar-21	Dec-21	Mar-22	Mar-21	Dec-21	Mar-22
	₹ in crore			M-Duration (%)		
Available for Sale	84,188	82,215	95,518	1.77	1.34	1.20
W/w						
SLR	49,202	53,306	65,341	1.35	0.77	0.73
NON SLR	34,986	28,909	30,177	2.58	2.88	2.66

## Composition of Domestic Investments

Category	Mar-21	Sep-21	Dec-21	Mar-22
SLR Investments	2,40,298	2,42,965	2,46,439	2,64,164
Non-SLR Investments	95,885	90,904	89,707	88,838
• Commercial Paper	6,715	4,029	4,279	6,401
• Certificate of Deposits	2,884	1,946	1,228	1,703
• Mutual Funds	746	473	563	318
• Shares	5,104	5,274	5,161	5,145
• Bonds & Debentures	75,903	74,627	73,946	70,944
• Others	4,533	4,557	4,530	4,327
<b>Total Investments</b>	<b>3,36,183</b>	<b>3,33,869</b>	<b>3,36,146</b>	<b>3,53,002</b>

### Business from Overseas Branches

US \$ in billion (₹ in crore)	Mar* 2021	Sep# 2021	Dec^ 2021	Mar^^ 2022
Total Business	2.48 (18,190)	2.19 (16,238)	2.17 (16,094)	2.30 (17,428)
Total Deposits	0.29 (2,178)	0.11 (789)	0.04 (268)	0.04 (290)
Total Advances	2.19 (16,012)	2.08 (15,448)	2.13 (15,826)	2.26 (17,138)

\*1US\$ = Rs.73.11 as on Mar 31, 2021

#1US\$ = Rs.74.23 as on Sep 30, 2021

^1US\$ = Rs. 74.33 as on Dec 31, 2021

^^1US\$ = Rs.75.79 as on Mar 31, 2022

### Overseas Branches

1.DIFC , Dubai

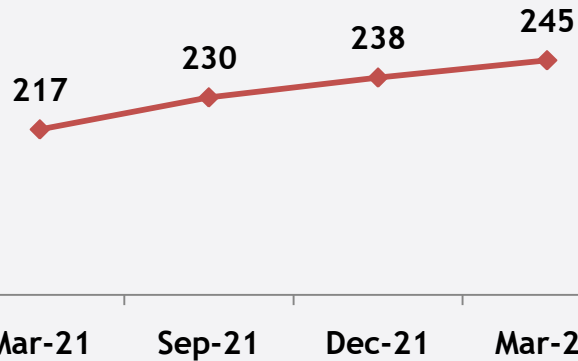
2.Hong Kong

3.Sydney

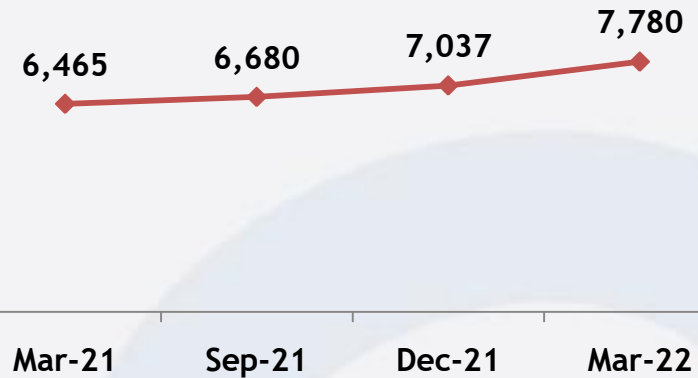
Bank also has one subsidiary - Union Bank of India (UK) Limited

Joint Venture: India International Bank (Malaysia) BHD

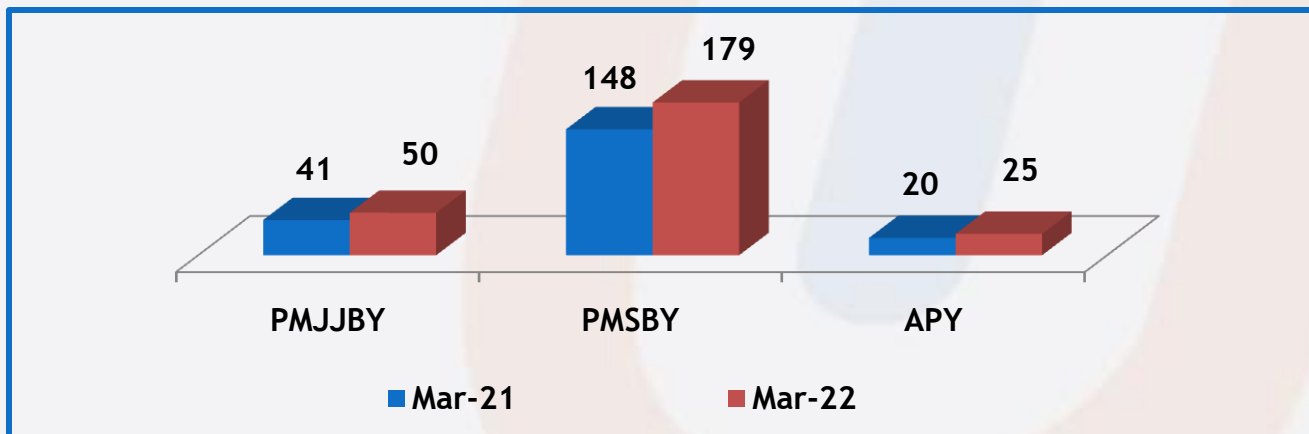
**Total PMJDY Accounts (No. in Lakhs)**



**Balance in PMJDY A/c (Rs. In Crore)**



**Performance under Financial Inclusion (No. in Lakhs)**



## Statement of Assets & Liabilities-Standalone

₹ in crore

Particulars	As at 31.03.21	As at 30.09.21	As at 31.12.21	As at 31.03.22
<b>LIABILITIES</b>				
Capital	6,407	6,835	6,835	6,834
Reserves and surplus	58,070	62,729	63,822	63,742
Deposits	9,23,805	9,14,022	9,37,455	10,32,393
Borrowings	51,837	51,863	54,030	51,179
Other Liabilities and Provisions	31,587	26,444	33,591	33,443
<b>Total</b>	<b>10,71,706</b>	<b>10,61,893</b>	<b>10,95,733</b>	<b>11,87,591</b>
<b>ASSETS</b>				
Cash and Balances with Reserve Bank of India	37,880	40,032	44,001	46,113
Balances with Banks and Money at call and Short Notice	46,530	53,188	43,179	73,388
Investments	3,31,512	3,29,431	3,31,832	3,48,507
Advances	5,90,983	5,80,971	6,16,813	6,61,005
Fixed Assets	7,344	7,132	7,071	7,191
Other Assets	57,457	51,139	52,837	51,387
<b>Total</b>	<b>10,71,706</b>	<b>10,61,893</b>	<b>10,95,733</b>	<b>11,87,591</b>



# Financials

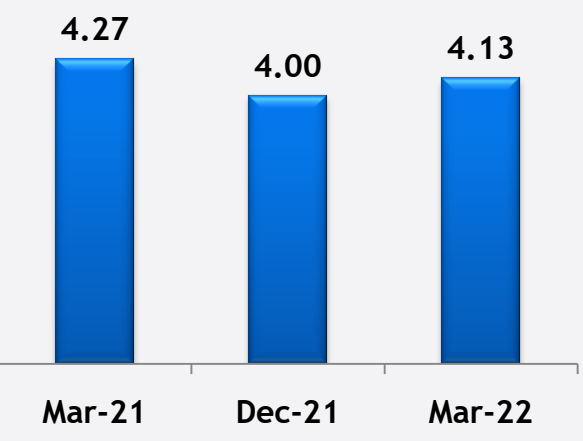


## Cost & Yield Ratio (%)

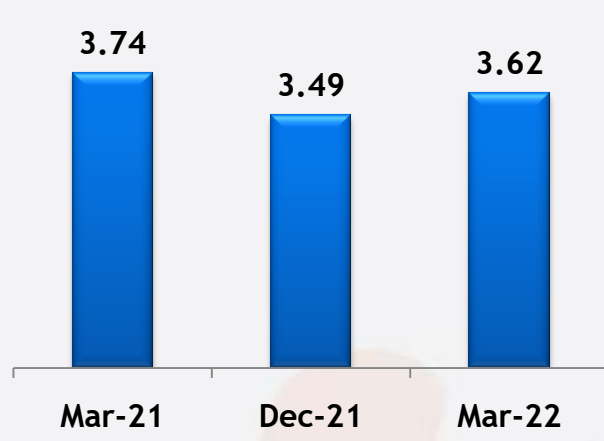
Parameters	Mar-21 (Q4)		Dec-21 (Q3)		Mar-22 (Q4)		FY 2021		FY 2022	
	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global
Cost of Deposits	4.28	4.27	4.00	4.00	4.13	4.13	4.67	4.66	4.12	4.12
Cost of Funds	3.80	3.74	3.54	3.49	3.66	3.62	4.12	4.06	3.67	3.61
Yield on Advances	6.35	6.24	7.34	7.20	7.10	6.98	7.35	7.21	7.27	7.14
Yield on Investments	5.92	5.90	6.07	6.05	6.01	5.99	6.24	6.22	6.11	6.09
Yield on Funds	5.83	5.75	6.15	6.05	6.05	5.97	6.43	6.34	6.20	6.11

# Cost & Yield Ratio- Global (%) (Quarterly)

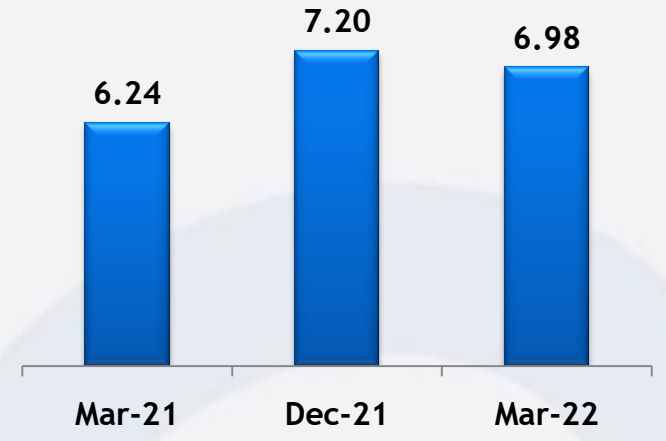
**Cost of Deposit**



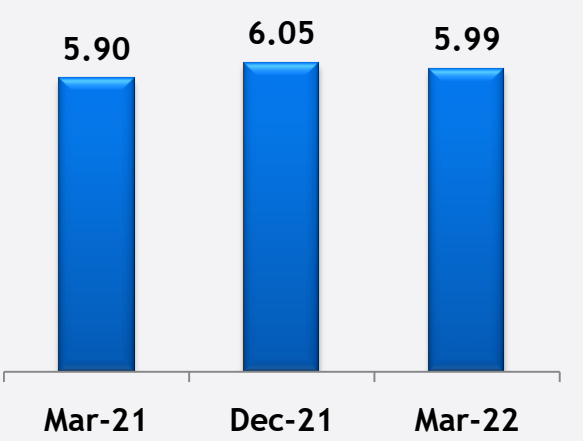
**Cost of Funds**



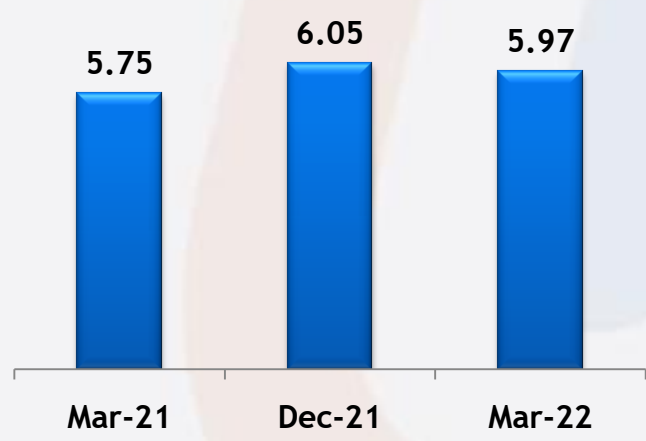
**Yield on Advances**



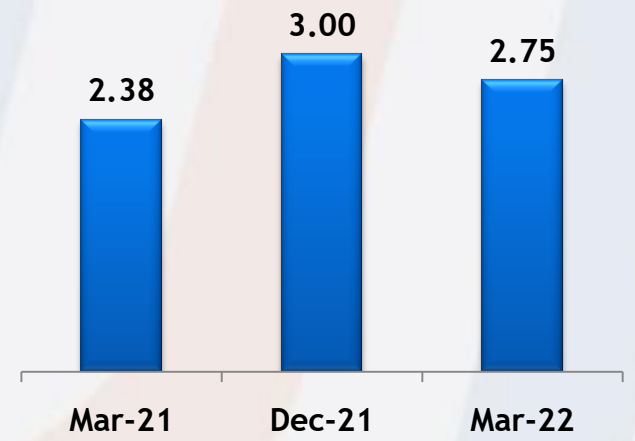
**Yield on Investment**



**Yield on Funds**

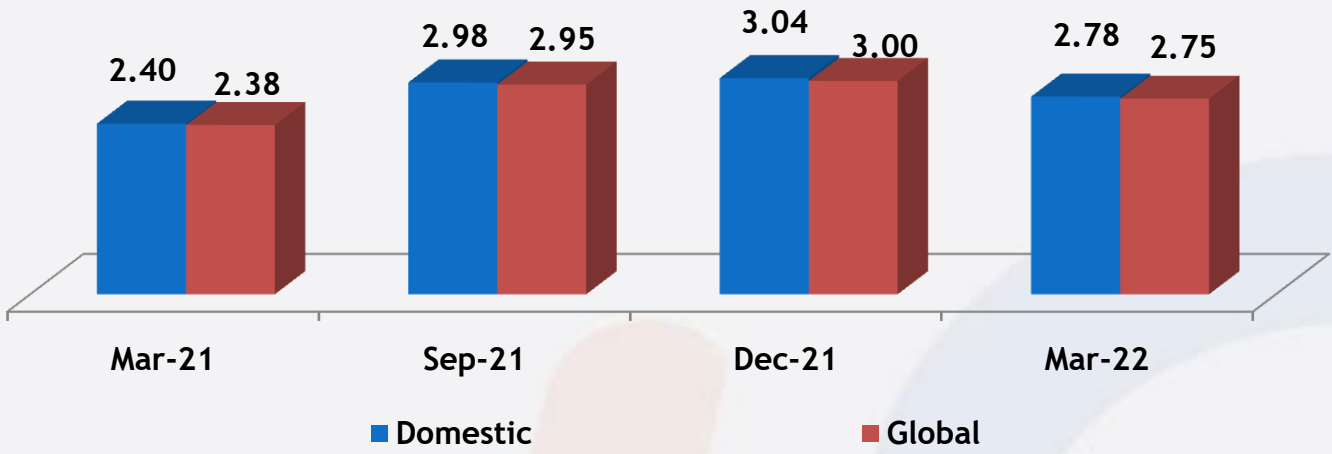


**Net Interest Margin**

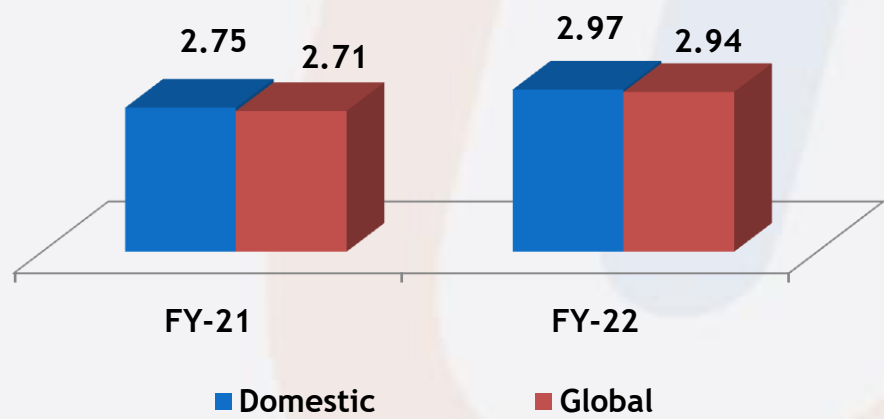


# Movement of NIM (%)

Quarterly



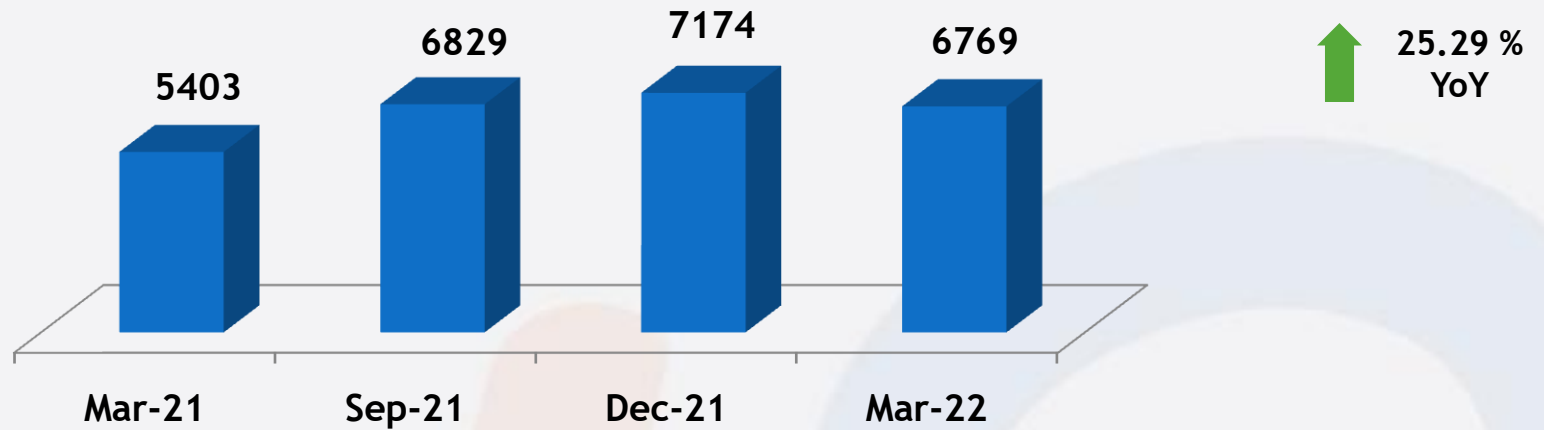
Annual



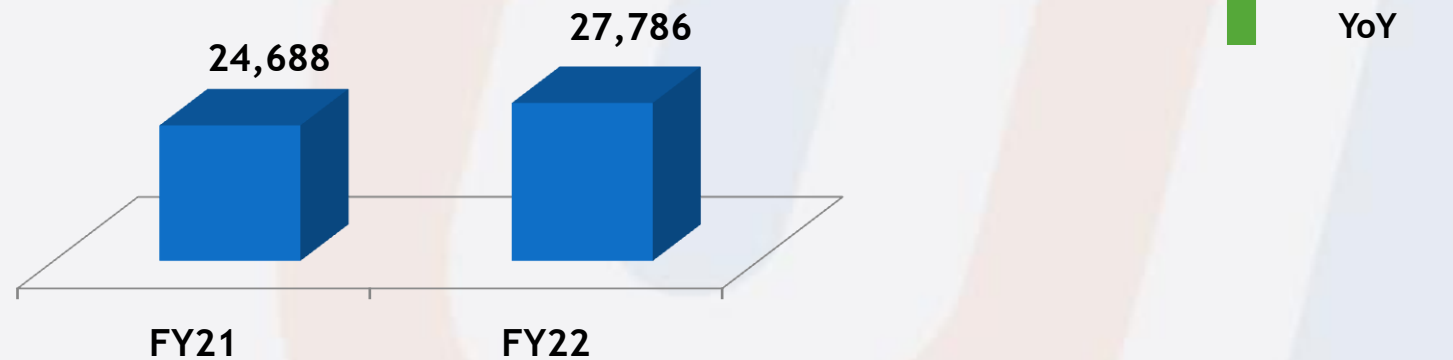
# Net Interest Income

₹ in crore

Quarterly



Annual



## Operating Performance

₹ in crore

	Parameters	Mar-21 (Q4)	Sep-21 (Q2)	Dec-21 (Q3)	Mar-22 (Q4)	Growth (%) YoY	Growth (%) QoQ	FY21	FY22	Growth (%)
1.	Interest on Advances	9,970	11,165	11,270	11,454	14.88	1.63	45,766	45,236	-1.66
2.	Interest on Investments	4,911	4,917	4,931	4,996	1.74	1.34	20,574	19,943	-3.07
3.	Other Interest Income	594	624	729	724	21.90	-0.69	2,428	2,766	13.91
4.	<b>Total Interest Income (1+2+3)</b>	<b>15,475</b>	<b>16,706</b>	<b>16,930</b>	<b>17,174</b>	<b>10.98</b>	<b>1.45</b>	<b>68,767</b>	<b>67,944</b>	<b>-1.20</b>
5.	Interest on Deposits	9,418	9,195	9,112	9,725	3.26	6.73	40,807	37,454	-8.22
6.	Other Interest Expenses	655	681	644	680	3.87	5.65	3,272	2,703	-17.38
7.	<b>Total Interest Expense (5+6)</b>	<b>10,072</b>	<b>9,876</b>	<b>9,755</b>	<b>10,405</b>	<b>3.30</b>	<b>6.66</b>	<b>44,079</b>	<b>40,157</b>	<b>-8.90</b>
8.	<b>Net Interest Income (4-7)</b>	<b>5,403</b>	<b>6,829</b>	<b>7,174</b>	<b>6,769</b>	<b>25.29</b>	<b>-5.65</b>	<b>24,688</b>	<b>27,786</b>	<b>12.55</b>
9.	Non Interest Income	4,330	3,978	2,524	3,243	-25.10	28.48	11,744	12,525	6.64
10.	<b>Operating Income (8+9)</b>	<b>9,733</b>	<b>10,807</b>	<b>9,698</b>	<b>10,012</b>	<b>2.87</b>	<b>3.24</b>	<b>36,025</b>	<b>40,311</b>	<b>11.90</b>
11.	Operating Expenses	4,774	4,734	4,600	4,492	-5.90	-2.35	16,766	18,438	9.97
12.	<b>Operating profit</b>	<b>4,959</b>	<b>6,074</b>	<b>5,098</b>	<b>5,520</b>	<b>11.32</b>	<b>8.28</b>	<b>19,667</b>	<b>21,873</b>	<b>11.22</b>

## Non Interest Income

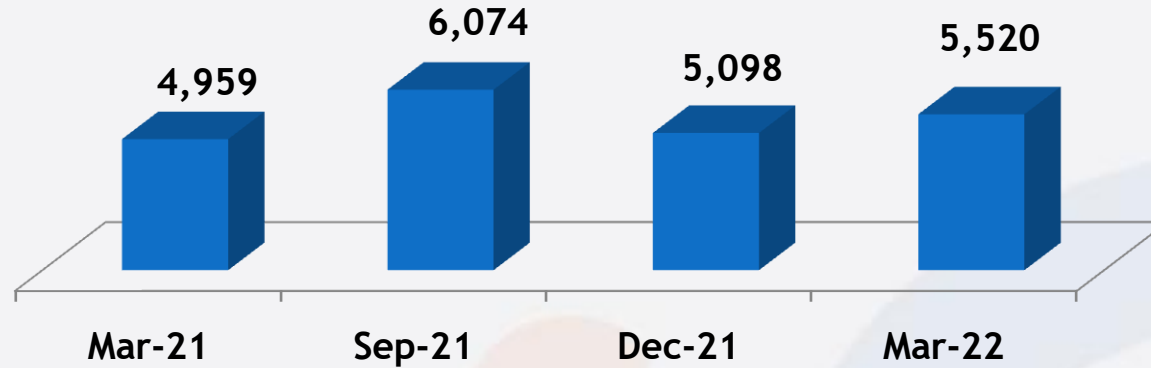
₹ in crore

Parameters	Mar-21 (Q4)	Sep-21 (Q2)	Dec-21 (Q3)	Mar-22 (Q4)	Growth (%) YoY	Growth (%) QoQ	FY21	FY22	Growth (%)
<b>1. Core Fee Based Income</b>	<b>1,513</b>	<b>1,230</b>	<b>1,316</b>	<b>1,827</b>	<b>20.78</b>	<b>38.88</b>	<b>4,581</b>	<b>5,459</b>	<b>19.18</b>
a. w/w Processing charges on Advances	309	247	245	269	-12.94	9.80	903	978	8.31
b. Comm. On Insurance Business	70	66	64	78	11.43	21.88	210	241	14.76
c. Comm. On Govt Business	27	20	11	41	51.85	272.73	76	78	2.63
d. Debit card/PoS income	198	259	298	299	51.01	0.34	679	1,058	55.82
<b>2. Treasury Income</b>	<b>722</b>	<b>985</b>	<b>733</b>	<b>1,122</b>	<b>55.36</b>	<b>52.96</b>	<b>4,493</b>	<b>3,912</b>	<b>-12.93</b>
a. w/w Profit on Sale of Investments	874	922	546	835	-4.47	52.96	3,651	3,411	-6.57
b. Exchange Profit	70	186	157	181	160.29	15.17	434	608	40.23
<b>3. Recovery in Write-off Accounts</b>	<b>1,961</b>	<b>1,764</b>	<b>358</b>	<b>294</b>	<b>-85.00</b>	<b>-17.96</b>	<b>2,537</b>	<b>2,750</b>	<b>8.40</b>
<b>4. Others</b>	<b>134</b>	<b>-1</b>	<b>115</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>33</b>	<b>404</b>	<b>1124.2</b>
<b>Total</b>	<b>4,330</b>	<b>3,978</b>	<b>2,522</b>	<b>3,243</b>	<b>-25.10</b>	<b>28.61</b>	<b>11,744</b>	<b>12,525</b>	<b>6.64</b>

# Operating Profit

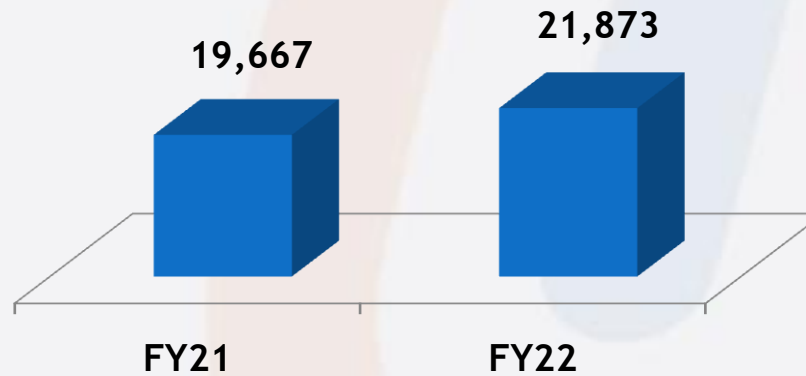
₹ in crore

Quarterly



↑ 11.32 % YoY

Annual



↑ 11.22% YoY



## Provisions

₹ in crore

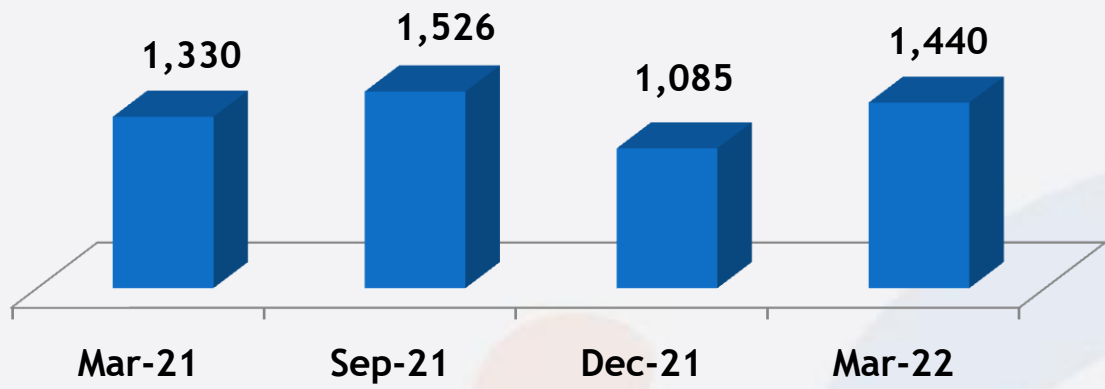
Parameters	Mar-21 (Q4)	Sep-21 (Q2)	Dec-21 (Q3)	Mar-22 (Q4)	FY21	FY22
NPAs	4,712	3,693	2,274	3,460	13,920	11,919
Standard Assets	-1,443	45	317	-10	1,246	1,449
Provision on NPI (Investment)	318	-53	-89	556	967	215
Restructured Advances	50	-4	-2	-9	82	-33
FITL (Std)	23	55	-26	-86	35	-71
Deferred Tax Liability	-610	823	1,562	462	-675	3,380
Frauds-Non Credit	-4	12	60	0	40	76
Taxation	556	1	-99	0	168	-33
Others	27	-25	16	-292	978	-261
<b>Total</b>	<b>3,629</b>	<b>4,547</b>	<b>4,013</b>	<b>4,081</b>	<b>16,761</b>	<b>16,641</b>

# Net Profit

Quarterly

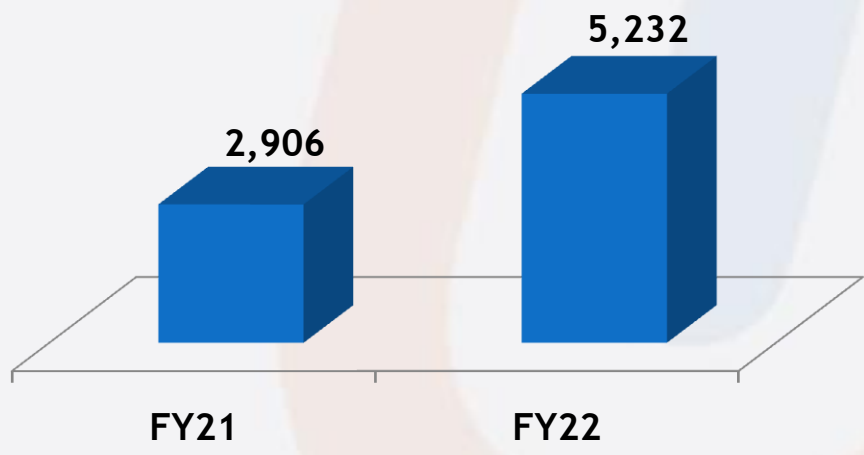
₹ in crore

↑ 8.26% YoY



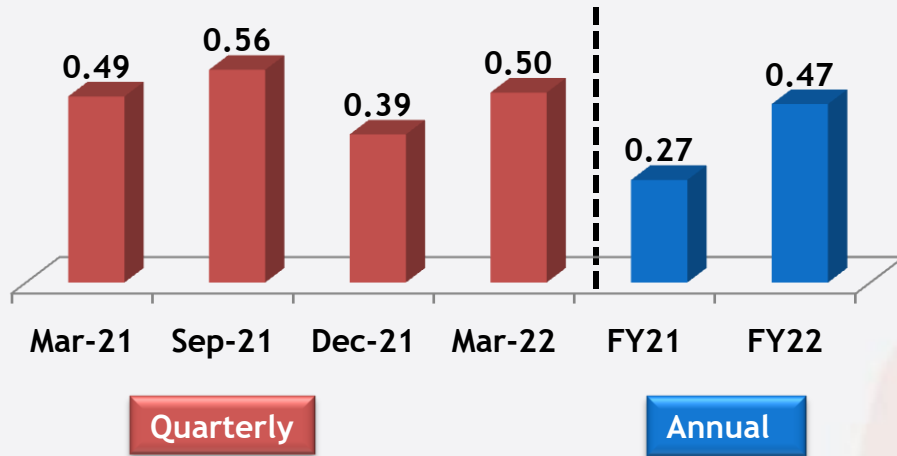
Annual

↑ 80.05% YoY

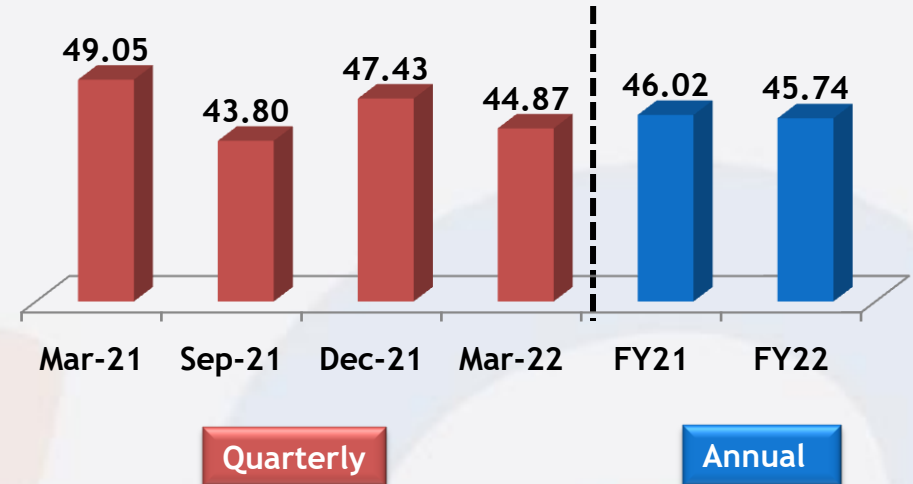


## Efficiency/Profitability Ratios

### Return on Average Assets(%)



### Cost to Income Ratio(%)



S. No.	Efficiency Parameters	Mar-21 (Q4)	Sep-21 (Q2)	Dec-21 (Q3)	Mar-22 (Q4)	FY21	FY22
1	Return on Equity (%)	12.23*	12.20*	8.23*	11.12*	6.68	10.11
2	Book Value Per Share	67.91	73.20	77.18	75.74	67.91	75.74
3	Earnings per share	8.30*	8.93*	6.35*	8.43*	4.54	7.73

\*Annualized

## Efficiency Parameters

₹ in crore

Profitability Parameters	Mar-21 (Q4)	Sep-21 (Q2)	Dec-21 (Q3)	Mar-22 (Q4)	FY21	FY22
Business per Branch	169.35	166.93	176.34	198.91	169.35	198.91
Business per employee	20.17	20.32	21.25	23.26	20.17	23.26
Gross Profit per Branch	2.13*	2.62*	2.24*	2.51*	2.11	2.49
Gross Profit per Employee	0.25*	0.32*	0.27*	0.29*	0.25	0.29

\*Annualized

# Asset Quality & Capital



Resolution Framework 1.0

Category	Outstanding (31.03.2022)
MSME (Up to Rs.25 cr)	2,029
Personal Loans	3,425
Agriculture Allied	-
Corporate Loans	6,049
<b>Total</b>	<b>11,503</b>

Resolution Framework 2.0

Category	Implemented (31.03.2022)
MSME	3,195
Personal & Small Business	6,372
Agriculture Allied	372
<b>Total</b>	<b>9,939</b>

Particulars	% to Gross Advances
One Time Restructure (OTR)	2.99%
SMA -2 (Rs.5 Cr & Above)	0.09%
<b>Total</b>	<b>3.08%</b>

## Asset Quality: Movement in Non Performing Assets

₹ in crore

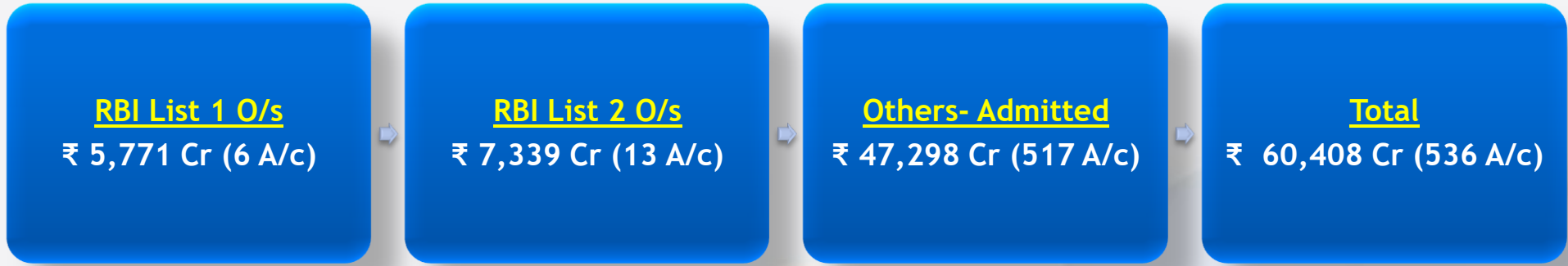
Parameters	Mar-21 (Q4)	Sep-21 (Q2)	Dec-21 (Q3)	Mar-22 (Q4)	FY21	FY22
Gross NPAs - Opening	87,968	87,762	80,211	77,787	97,193	89,788
<b>Add : Additions</b>	<b>14,688</b>	<b>6,745</b>	<b>3,411</b>	<b>5,672</b>	<b>17,443</b>	<b>22,877</b>
<b>Less : Reductions</b>	<b>12,869</b>	<b>14,296</b>	<b>5,836</b>	<b>3,872</b>	<b>24,849</b>	<b>33,079</b>
1. Recoveries	1,668	1,466	1,343	1,896	5,191	5,852
2. Up-gradation	374	2,116	1,269	1,164	2,674	7,743
3. Write Off	10,827	10,714	3,224	812	16,984	19,484
Gross NPAs- Closing	89,788	80,211	77,787	79,587	89,788	79,587
Gross NPA (%)	13.74	12.64	11.62	11.11	13.74	11.11
Net NPA	27,281	26,785	25,258	24,303	27,281	24,303
Net NPA (%)	4.62	4.61	4.09	3.68	4.62	3.68
Provision Coverage Ratio (%)	81.27	81.77	82.80	83.61	81.27	83.61
Tangible PCR (%)	69.62	66.61	67.53	69.46	69.62	69.46
Credit Cost (%)	2.89	2.31	1.40	2.00	2.13	1.74

₹ in crore

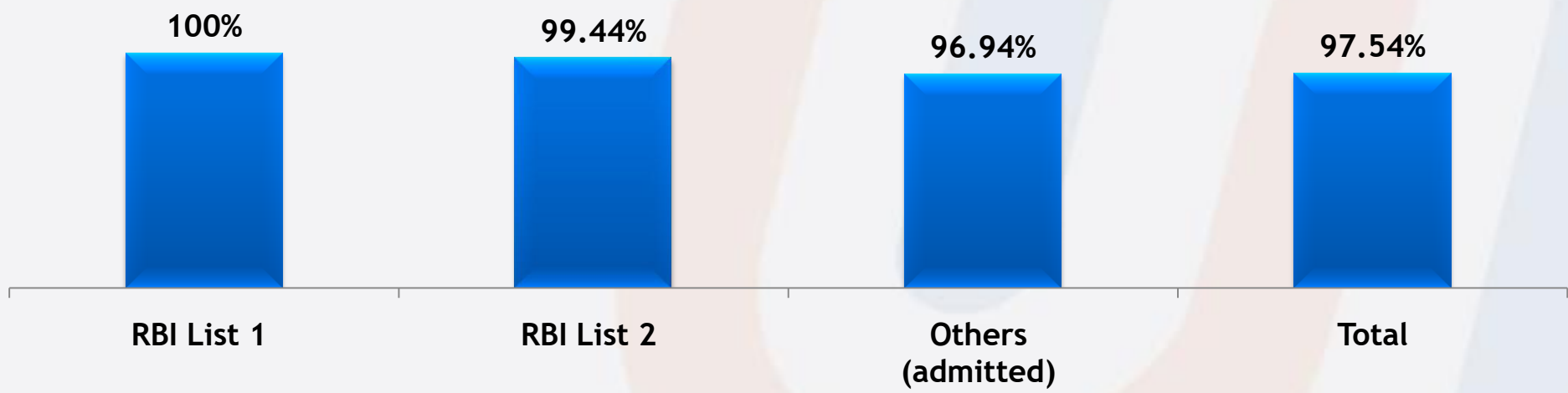
Sectors	Slippages During Q4 FY 22	Slippages During FY 22	O/s NPA as on Mar 2022	Sectoral NPA %		
				Mar-21	Dec-21	Mar-22
Retail Loans	648	2,817	4,972	4.46	3.78	3.67
Agriculture	1,024	4,300	15,407	12.07	12.27	11.58
MSME	1,443	6,982	21,510	20.40	18.96	18.71
Large Corporate & Others	2,557	8,778	37,698	15.65	12.04	11.33
<b>Total</b>	<b>5,672</b>	<b>22,877</b>	<b>79,587</b>	<b>13.74</b>	<b>11.62</b>	<b>11.11</b>



# Status of NCLT Accounts

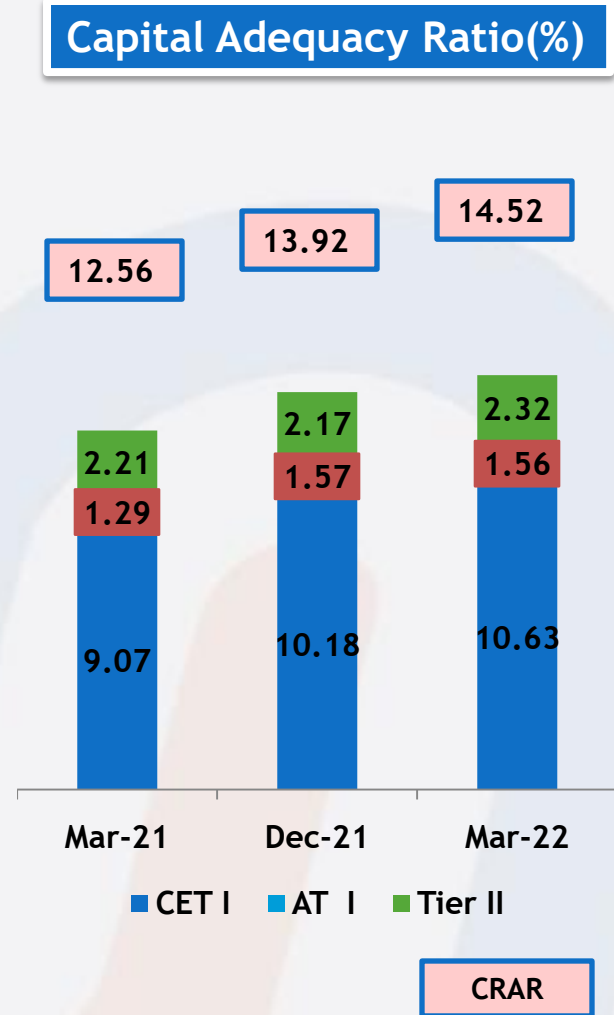


## PCR on NCLT accounts



₹ in crore

	Parameter	Mar-21		Dec-21		Mar-22	
		Amt.	% to RWA	Amt.	% to RWA	Amt.	% to RWA
1	Tier I	57,091	10.35	64,216	11.75	66,589	12.20
	Common Equity I	50,001	9.07	55,642	10.18	58,049	10.63
	Additional Tier I	7,090	1.29	8,574	1.57	8,540	1.56
2	Tier II	12,172	2.21	11,846	2.17	12,692	2.32
3	Total Capital (Tier I+II)	69,263	12.56	76,062	13.92	79,281	14.52
4	RWA	5,51,521		5,46,333		5,45,923	



Rating Agency	Basel III	
	Tier I	Tier II
	Rating	Rating
CRISIL Ratings	AA/Stable	AA+/Stable
CARE Ratings	AA/Stable	AA+/Stable
Brickwork Ratings	AA/Stable	AA+/Stable
India Ratings	AA/Stable	AA+/Stable
ICRA Ratings	-	AA+/Stable

## Capital raised during FY22

Basel III Compliant Additional Tier 1 Bonds for ₹ 5,000 Crores during FY22

Basel III Compliant Tier II Bonds for ₹ 2,000 Crores during FY22.

Union Bank raised Equity capital through QIP of ₹ 1447.17 Crores during FY22.

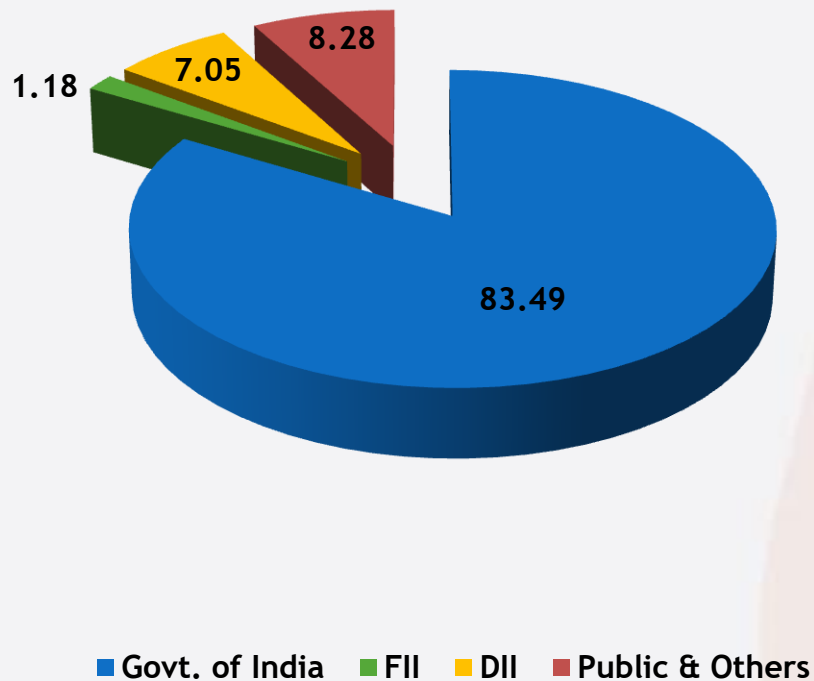
### S&P

Issuer Credit Rating-  
BB+/Stable

### Fitch

Issuer Credit Rating-  
BBB-/Negative

## Shareholding Pattern (%) as on 31.03.22



Particulars	As on 31.03.2022
Share Capital	₹ 6,835 crore
No. of Equity Shares	683.47 crore
Promoters Holding (%)	83.49%
Market Cap	₹ 26,450 crore*

Net worth (31.03.2022) Rs in Crs		
1.1	Share Capital	6,835
1.2	Reserve & Surplus	63,741
Sub Total (1)		70,576
2.1	Less: DTA	12,292
2.2	Less: Revaluation Reserve + FCTR + Intangible Assets + Unamortised Pension expenses	6,519
Sub Total (2)		18,811
Net worth (1-2)		51,765

\*Closing Price taken from NSE as of 31<sup>st</sup> March, 2022 (Rs. 38.70).

# Union Bank Digital Journey



# Digital Products

## PAPL

Pre-approved Personal Loans

## Union Nxt

A new-age Super App for all Banking Needs

## Union Dial

Lead Generation channel

## UV Conn

WhatsApp Banking Facility

## Shishu

## MUDRA STP

End-to-end digital sanction

## MSME STP


End-to-end digitized MSME journey upto Rs. 5 crore

## MSME Credit Card

Providing credit card to MSMEs



**Digital Products -Actuals & Aspirations (1/2)**



**MOBILE BANKING USERS**  
(as a % of no. of SB\* a/cs)

**~21%**

Aspiration

**40% by 2025**

*^ excluding BSBDA accounts*



**FDR ON MOBILE**

A/cs opened\*

**19%**

Aspiration

**50% by 2025**

*\*As % of total no. of FD A/Cs opened*



**UV CONN**


Registrations

**4.49 Lakhs\***


Aspiration

**2 Crore**

*\*FY 21-22*



**UPI volume**




**3rd Rank**

Growth in UPI Users

**157% (YoY)**

*\*Among peer PSBs (Mar-22 month)*




**MSME STP < RS. 5 CR**

Loans Sanctioned\*  
**12.44%**

Aspiration  
**75% by 2025**


As % of total MSME Loan Sanctioned < 5 Cr (FY 21-22)




**UNION DIAL**

RAM Leads Generated\*  
**35.5%**


\*As % of no. of leads generated in FY22



**MSME CREDIT CARD**



1st Bank to launch MSME Credit Card



**MSME Auto Renewal**

~85%\*

MSME Portfolio eligible for auto renewal

\*As % of no. of A/Cs < RS. 10 Lacs



**Step towards Digital Bank within the Bank..**

**01**  **Digital Journey for Asset Products**

Pre-approved personal Loans(PAPL)  
Auto Renewal of KCC Loans < 1.6 Lacs

STP for MUDRA - Sishu & Tarun  
MSME Auto Renewal < Rs. 10 Lacs

**02**  **Digital Journey for Liability Products**


STP for NRE/NRO Account Opening  
STP for FD/RD Account Opening for NTB Customers

**03**  **Customer Journey**

Enterprise wide Digital CRM package  
WhatsApp Banking  
Account Aggregator Framework

**04**  **TRADE next**

Digital offering for Trade finance customers for seamless and paperless Banking in collaboration with FINASTRA

**05**  **Union SARAS**

Automation of Recovery & collection processes  
Effective Litigation Management system  
Pro-active Legal and Recovery actions

## A comprehensive Digital Trade Platform dedicated to Exporters and Importers, Bringing Ease of doing business 24/7 and Joyful user experience'

Access through website & Initiation of transaction at convenience

Informative Personalized Dashboard & reports

Calendar showing due dates of transactions

Upload-Download Facility & Advanced Workflow.

Transaction Status Tracking

Faster Execution & Quick TAT

Transmitting Correspondences / Clarifications

Reduce duplication and steps involved at each level

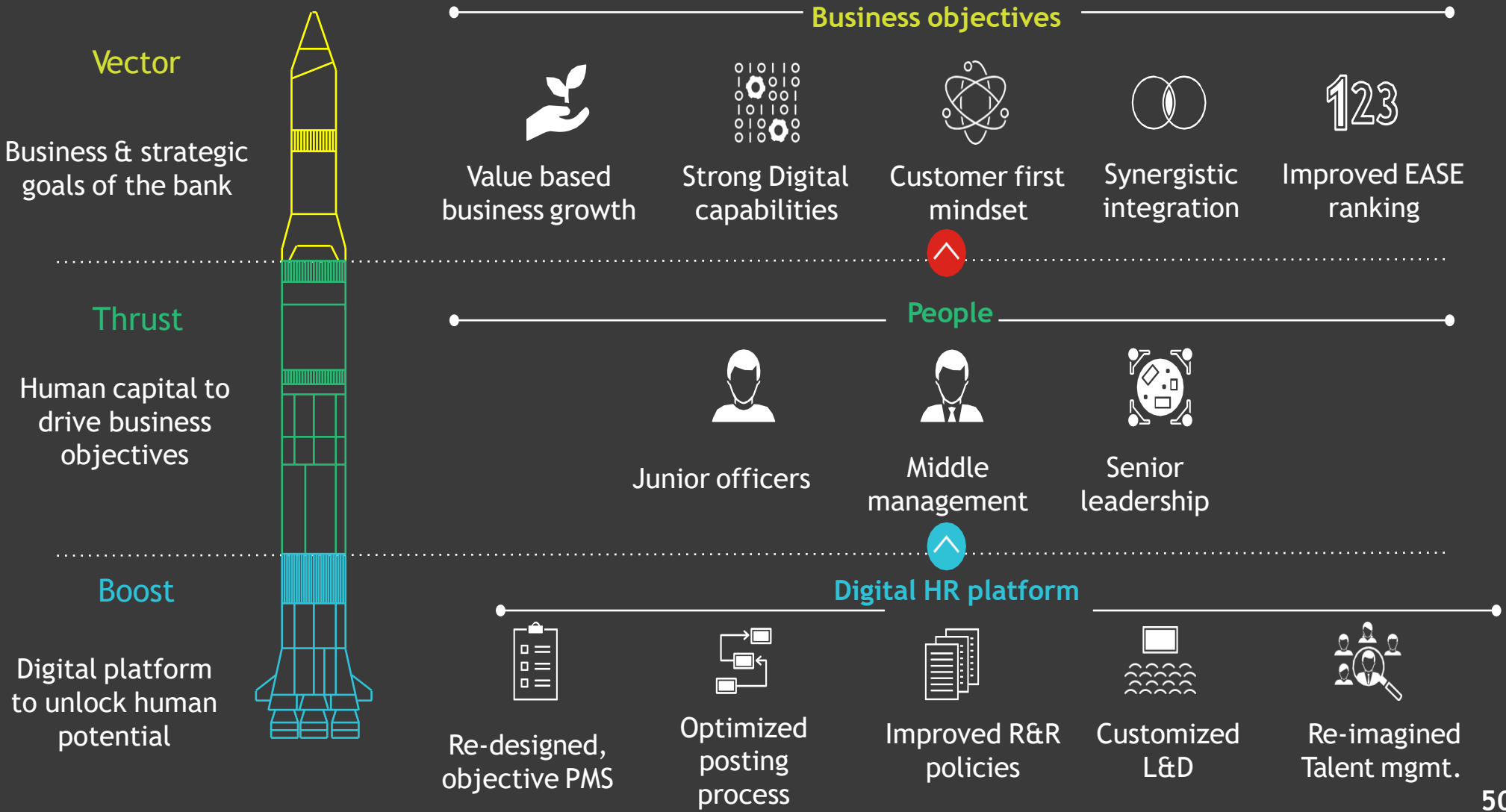
Simplify Branch, Back Office processes

Centralised Audit & Monitoring



# Union Prerna (1/2)

Union Prerna is building a digital HR platform to empower human capital and drive business & strategic ambitions



## 3 step embarked journey to deliver best-in-class HR organization

### Step 3



#### Unlock employee potential

- Behavioral competencies & IDP creation for 800+ leaders to identify strengths & development areas
- Talent management tool for integrated, single employee view
- Data driven postings to match employee preferences, performance & skill-set requirements
- Integrated HR interventions (curated L&D, R&R, etc.) to improve employee engagement

### Step 2



#### Digitised Processes & Controls

- Assignment of roles & KRAs through role clarity tool
- Scientific target setting tool basis historic & market realities
- Performance dashboards across stakeholders for greater visibility & governance
- Objective performance appraisal system through scientific evaluation process

### Step 1

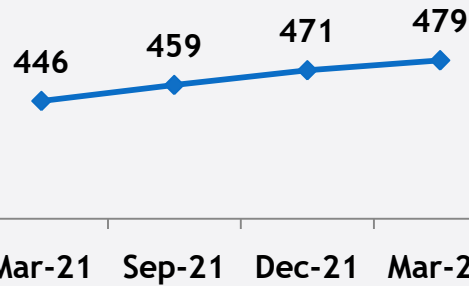


#### Setting the foundation

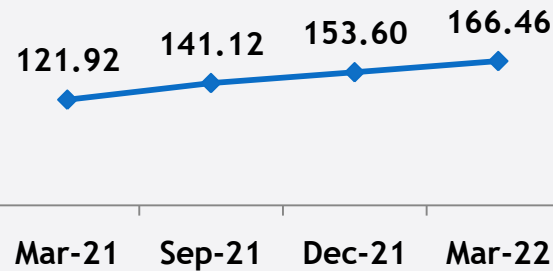
- Unique roles & measurable KRAs defined for entire bank to capture key activities performed
- Bank has identified 2,000 unique roles for entire Bank
- Job families to build specialized, future ready skill-sets
- Scientific manpower prediction for 9,500+ branches

(No. in Lakhs)

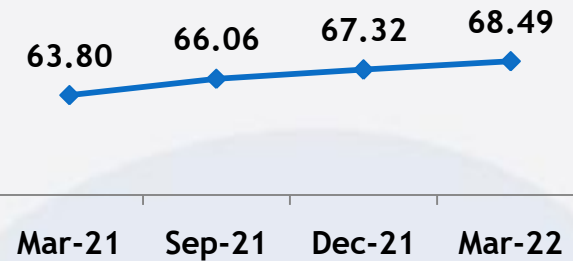
### Debit Card Users



### Mobile Banking Users

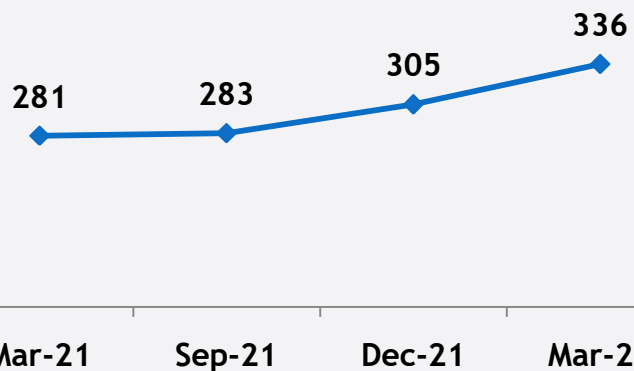


### Net Banking Users(Retail)

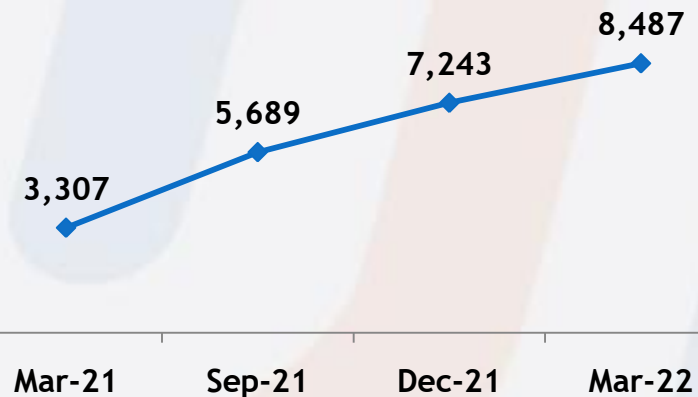


## Volume of Transactions (QoQ)

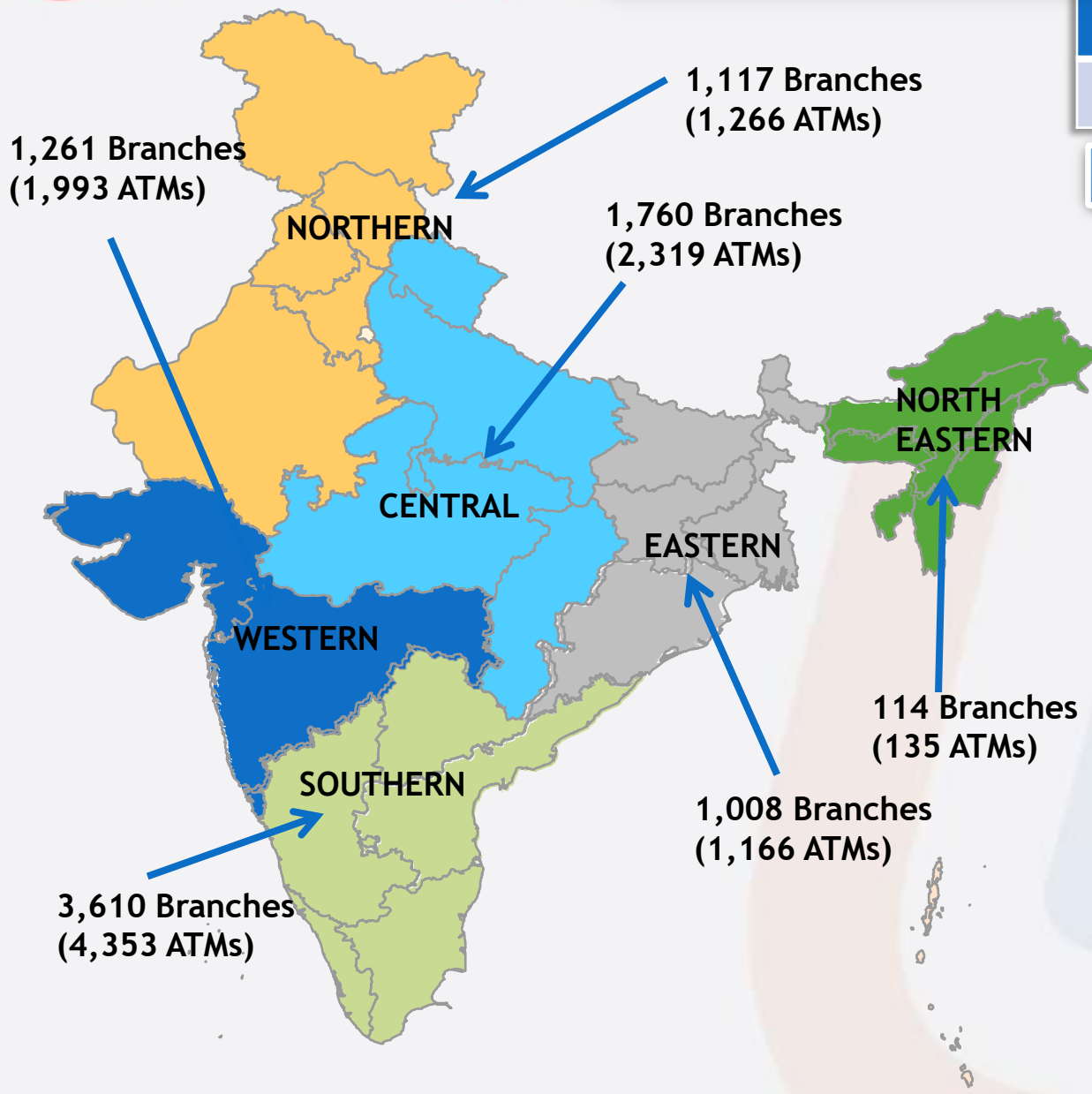
### Mobile Banking (Union nxt)



### UPI

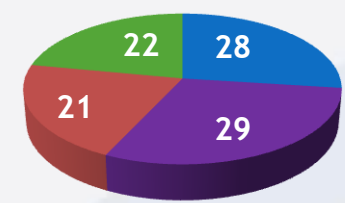


# Union Bank : Customer Touch Points



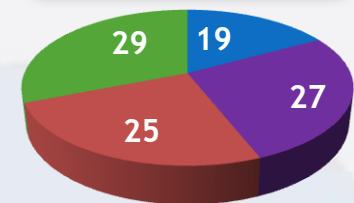
Total Branches	Total ATMs
8,873	11,232

Mar-22 Branches (%)



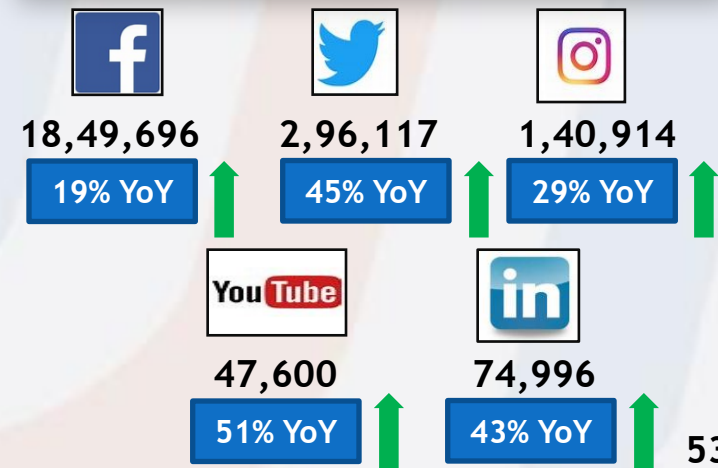
- Rural
- Semi Urban
- Urban
- Metro

Mar-22 ATM (%)



- Rural
- Semi Urban
- Urban
- Metro

## Social Media Presence (followers) as on 31.03.22






# Environmental, Social and Governance



**Union Green Deposit**

**₹ 264.46 Crore** mobilized as on 31.03.2022



**₹ 7,164 Crore**

Credit facility extended to Renewable Energy Sector as on 31.03.2022



**Union Green Miles**

**₹ 33.95 Crore** Sanctioned as on 31.03.2022



**Committed towards Environment**

Union Bank of India has become the founding member of **Indian Green Building Council (IGBC)**, a premier green rating organization promoted by Confederation of Indian Industry(CII)

Indian Green Building Council  
**MEMBER**



## Micro Loans

### SVANIDHI



Bank has sanctioned total **3.54 lakh** applications amounting to ₹ **381.68 crores** as on 31.03.2022

### Shishu Mudra



Total **3.50 lakh** applications amounting to ₹ **714.53 crore** sanctioned in FY21-22.

## Women Empowerment

### Women SHGs



Total **6.42 lakh** loans amounting ₹ **41,059.92 Crores** sanctioned to SHGs out of which **5.61 lakh** loans amounting ₹ **36,237.73 Crores** sanctioned to women SHGs

### Union Nari Shakti Scheme



Scheme exclusively for financing women entrepreneurs :  
 Total **1,113** applications amounting to ₹ **149.92 crore** have been sanctioned in FY21-22.

**Knowledge Dissemination**



Bank has established 30 RSETI Centres and trained **2.56 lakh** people with the objectives of providing self-employment training programmes.



## Gender Parity

- ❖ **Gender Diversity on Board**  
Ms. Priti Jay Rao appointed as one of the board of directors representing shareholders.



## Business

### The Bank has established following policies:

- ❖ **Code of Conduct (CoC) for Directors & Senior Management**  
Ensures transparency and high ethical standards in managing the affairs of the bank.
- ❖ **Sustainable Development & Business Responsibility Policy**  
Directs bank's sustainability strategy and integrate it with business strategy.



## Treating Customers Fairly

- ❖ **Customer Rights Policy**  
Documents basic rights of Customer.
- ❖ **Compensation Policy**  
Establishes a system whereby Bank compensates customer for financial losses due to deficiency in services or any act of omission or commission on its part.



## Employee

- ❖ **Whistle Blower Policy**  
Provides an avenue for employees to raise concerns on any violation or non-compliance of regulatory or legal requirements.
- ❖ **Policy on Prevention, Prohibition and Redressal of Sexual Harassment of Women Employees at Workplace**  
Provides fair, safe and harmonious work environment to female employees.
- ❖ **Physical Security & Fire Safety Policy**  
Lays out safe and secure work environment enabling the staff to provide quality service and builds lasting customer relations.
- ❖ **Union Bank of India Equal Opportunity Policy**  
Provides equal opportunities, without any discrimination on the grounds of age, color, disability, marital status, nationality, religion etc.



Enhanced  
Access &  
Service  
Excellence

4<sup>th</sup>

rank among all PSBs

## EASE 4.0 Index for Q3 FY 2021-22



Theme 5: Institutionalizing prudent banking  
Theme 6: Governance & outcome-centric HR



Theme 4: Tech-enabled ease of banking

# Group Entities



# Union Bank of India - Group Entities



## Statement of Assets & Liabilities-Consolidated

₹ in crore

Particulars	As at 31.03.21	As at 31.03.22
<b>LIABILITIES</b>		
Capital	6,407	6,939
Reserves and surplus	58,227	63,922
Deposits	9,25,654	10,34,367
Borrowings	51,922	51,245
Other Liabilities and Provisions	40,063	37,292
<b>Total</b>	<b>10,82,377</b>	<b>11,93,765</b>
<b>ASSETS</b>		
Cash and Balances with Reserve Bank of India	37,886	46,116
Balances with Banks and Money at call and Short Notice	46,878	73,642
Investments	3,39,058	3,51,839
Advances	5,93,320	6,63,355
Fixed Assets	7,366	7,209
Other Assets	57,869	51,604
<b>Total</b>	<b>10,82,377</b>	<b>11,93,765</b>

₹ in crore

Subsidiaries				
<p><u>Union Bank of India (UK) Limited</u></p> <ul style="list-style-type: none"> <li>Wholly owned subsidiary operating in UK</li> <li>Equity Investment - Rs. 1,136.36 crores*</li> </ul> <p>* USD 150 million</p>	Bank's Shareholding	Particulars	FY21	FY22
	100%	Total Income	112	99
		Net Profit/ (Loss)	(80)	40
		Total Assets	3,312	3,051
		Capital & Reserves	816	858
<p><u>Union Asset Management Co. Private Limited</u></p> <ul style="list-style-type: none"> <li>Wholly owned subsidiary</li> <li>Bank's Equity Investment - 186.30 Crores</li> <li>Dai-ichi Life Holdings Inc, Japan invested Rs. 133.43 Crore in Union AMC through Compulsorily convertible preference shares (CCPS) in May, 2018</li> <li>4,14,835 Folios</li> </ul>	Bank's Shareholding	Particulars	FY21	FY22
	100%	Total Income	49.91	65.01
		Net Profit/ (Loss)	3.23	11.89
		Total Assets	205.51	219.17
		Capital & Reserves	262.51	262.52
Closing Assets under Management (AUM)	5347.00	7841.00		

₹ in crore

## Subsidiaries

Subsidiaries				
<u>UBI Services Ltd.</u>	Bank's Shareholding	Particulars	FY21	FY22
<ul style="list-style-type: none"> <li>Engaged in Institutional Equity broking (commenced in November 2015).</li> <li>Trading of equity shares (proprietary), trading/investment in CPs/CDs, distribution of mutual funds (institutional business) , sourcing of Retail loans viz. Housing &amp; Vehicle loans from the market.</li> </ul>	100%	Total Income	3.59	38.05
		Net Profit/ (Loss)	1.77	24.54
		Total Assets	104.09	129.92
		Capital & Reserves	103.86	128.04
<u>Andhra Bank Financial Services Limited</u>	Bank's Shareholding	Particulars	FY21	FY22
<ul style="list-style-type: none"> <li>Incorporated in 1991 to carry on activities/business of Leasing, Hire purchasing and Merchant Banking.</li> <li>From 1992, no commercial activity is being undertaken.</li> </ul>	100%	Total Income	3.91	1.44
		Net Profit/ (Loss)	2.62	0.86
		Total Assets	40.01	40.67
		Capital & Reserves	3.73	4.59



## Subsidiaries

### Union Trustee Co. Pvt. Limited

- Wholly owned subsidiary
- Equity Investment -Rs. 0.05 crore
- Act as a trustee company for Union Mutual Fund

Bank's Shareholding	Particulars	FY21	FY22
100%	Total Income	0.20	0.50
	Net Profit/ (Loss)	(0.04)	0.13
	Total Assets	0.08	0.22
	Capital & Reserves	0.05	0.18

## Joint Ventures

### Star Union Dai-ichi Life Insurance Co. Limited

- Joint venture with Bank of India and Dai-ichi Life Holdings INC.
- Equity Investment - Rs. 65 Crores
- Pan-India presence through 140 Branch Offices operating as servicing points
- During FY22, Gross Premium Income is increased by 38% to Rs.4,136.80 Crore from Rs. 2,998.62 Crore
- Till March 31, 2022, SUD Life covered over 1.07 crore lives under PMJJBY

Bank's Shareholding	Particulars	FY21	FY22
25.10%	Total Income	4345.95	5159.34
	Net Profit/ (Loss)	65.45	22.80
	Total Assets	12125.00	15032.13
	Capital & Reserves	720.42	736.25

₹ in crore

## Joint Ventures

### India International Bank (Malaysia) BHD

- India International Bank Malaysia, Berhad (IIBMB) located at Kuala Lumpur was incorporated on 13.08.2010 as a JV of e-Andhra Bank with Indian Overseas Bank and Bank of Baroda.
- Total Investment : Rs 148.71 Cr
- The Bank is in process of buying the stake of Indian Overseas Bank and Bank of Baroda.

Bank's Shareholding	Particulars	FY21	FY22
25%	Total Income	25.64	16.41
	Net Profit/ (Loss)	0.08	(7.26)
	Total Assets	768.17	738.92
	Capital & Reserves	577.04	582.84

## Associate

### Chaitanya Godavari Gramin Bank

- Operating in Guntur, East Godavari and West Godavari districts in Andhra Pradesh.
- Total no. of branches as on 31.03.2022 are 230.

Bank's Shareholding	Particulars	FY21	FY22
35%	Total Income	846.41	1022.58
	Net Profit/ (Loss)	101.08	162.34
	Total Assets	9657.66	11349.98
	Capital & Reserves	605.93	768.27

₹ in crore

<u>ASREC India limited</u>	Bank's Shareholding	Particulars	FY21	FY22
<ul style="list-style-type: none"> <li>ASREC India Ltd was established in 2004 as a securitization company under SARFAESIA 2002 (SARFAESIA) with the approval of RBI</li> <li>Current Shareholding - Union Bank (26.02%), BOI (26.02%), Indian Bank (38.26%), LIC (9.18%) and Deutsche Bank (0.52%)</li> </ul>	26.02%	Total Income	46.92	66.07
		Net Profit/ (Loss)	11.77	26.30
		Total Assets	290.31	252.01
		Capital & Reserves	156.30	182.54

## 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.

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*Thank You!*



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