

|   |  |
|---|--|
| बीएसई लिमिटेड BSE Ltd.<br>बीएसई लिस्टिंग सेंटर BSE Listing Centre<br>स्क्रिप कोड Scrip Code - 532 477 | नेशनल स्टॉक एक्सचेंज ऑफ इंडिया लिमिटेड<br>National Stock Exchange of India Ltd.<br>निप्स NEAPS<br>स्क्रिप कोड Scrip Symbol-UNIONBANK-EQ<br>सिक्योरिटी Security - UBI-AT/BB |
|---|--|

Madam /Sir,

**Subject: Schedule of Non-deal Roadshows/ Analyst/ Institutional Investor Meet**

This is to inform you that pursuant to Regulation 30 read with Sl.No.15 of Para A of Part A of Schedule III and Regulation 46(2) (o) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended read with the guidance note of stock exchanges dated July 29, 2022 on disclosures pertaining to Investors meet, we hereby inform that the Bank will be participating in, Non-deal Roadshows and meeting prospective investors from February 03, 2024 onwards.

A copy of the investor presentation for the said purpose is enclosed. The same is also being made available on the website of the Bank at [www.unionbankofindia.co.in](http://www.unionbankofindia.co.in) .

Please note that the dates of the Non-deal Roadshows are subject to change. Changes may happen due to exigencies on the part of investors/ Bank.

The details of the Investors meet/call are as follows:

| Sl. No. | Particulars   | Information by the Bank                   |
|---------|---|---|
| 1.      | Details and or Mode of the meet/Call  | Group /One-to-one                         |
| 2.      | Details related to registration for the meet/call   | In-person/Electronic mode/<br>Hybrid mode |
| 3.      | Details regarding specific platform requirements, if any, inclusions/exclusions of audience/ participants if any. | NA  |
| 4.      | Presentation copy for the meet  | enclosed                                  |

**Notes:**

- Bank will be referring to publicly available documents for discussions during interaction in the meet/call.
- No Unpublished Price Sensitive Information is proposed to be shared during the meeting / call.

Thanking you.

भवदीय Yours faithfully,

(सीएस एस. के. दाश CS S. K. Dash)  
कंपनी सचिव Company Secretary  
एफ़सीएस FCS - 4085

Encl: as above



यूनियन बैंक ऑफ इंडिया, निवेशक सेवायें प्रभाग, यूनियन बैंक भवन, 239, विधानभवन मार्ग, नरीमन पॉइंट, मुंबई- 400021.  
Union Bank of India, Investor Services Division, Union Bank Bhavan, 239, VidhanBhavan Marg, Nariman Point, Mumbai - 400021.

☎: + 91 22 2289 6636/2289 6643, ✉ [investorservices@unionbankofindia.bank](mailto:investorservices@unionbankofindia.bank) , website: [www.unionbankofindia.co.in](http://www.unionbankofindia.co.in)

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# Corporate Presentation

Digital Rupee (e₹)



January 2024

Women Empowerment  
(Introduced Women's Hockey Team)



Digital KCC



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ESG Initiatives



Union SWAR  
(Employee Assistance Program)

Union Education Premier  
Abroad Loan Scheme





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## Agenda

- 1** Union Bank of India Overview
- 2** Key Investment Highlights
- 3** Key Growth Strategies
- 4** Other Information
- 5** Annexures



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## Union Bank of India – An Overview

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## Union Bank – India’s 5th largest Public Sector Bank<sup>1</sup>

### An Overview

- Rich legacy of serving the nation since incorporation in 1919
- As of 30<sup>th</sup> Sep, 2023, Union Bank is the **5<sup>th</sup> largest<sup>1</sup>** Public Sector Bank in India<sup>2</sup>
- **9.30%<sup>2</sup> Market Share** among PSBs in terms of total banking business
- Wide distribution network comprising **8,479 branches with international branches in Dubai (DIFC) & Sydney, 9,889 ATMS, 18,900+ BCs**
- Building a digital bank – 20+ digital journeys implemented
- Introduced Shishu MUDRA STP upto ₹ 0.50 lakh, KCC STP up to ₹1.60 Lakh (end-to-end digital sanction), Vyom (mobile app for all banking needs), MSME Loan sanction and disbursement up to ₹0.25 Cr, MSME In Principal sanction up to ₹5 Cr
- Building digital HR platform to empower human capital and drive business & strategic ambitions
- Domestic Advances contribute ~97% of total gross advances as of 31<sup>st</sup> December, 2023
- The Government of India has a stake of 76.99% in the Bank (as of 31<sup>st</sup> December, 2023)
- Credit Rating:

| Agency                   | AT1 Bonds   | Tier 2 Bonds |
|--------------------------|-------------|--------------|
| CARE,CRISIL              | AA+/Stable  | AAA/Stable   |
| India Ratings & Research | AA/Positive | AA+/Positive |
| Brickwork                | AA/Stable   | AA+/Stable   |
| ICRA                     | --          | AAA/Stable   |

1- In terms of total business (aggregate of deposits and advances); 2 - Based on analysis from data compiled from other public sector banks quarterly results and analyst presentations as of September -23

3 – Annualised; Figures in bracket represent YoY growth rate

### Union Bank statistics (As on and for 9M ended 31<sup>st</sup> December 2023)

**Gross Advances:**  
INR 8.96 lakh Cr  
↑ [11.44%]

**Deposits:**  
INR 11.72 lakh Cr  
↑ [10.09%]

**NII:**  
INR 27,134 Cr  
↑ [10.68%]

**Net Interest Margin**  
3.10%

**Operating Profit:**  
INR 21,678 Cr  
↑ [16.27%]

**PAT:**  
INR 10,338 Cr  
↑ [82.94%]

**CASA Ratio :**  
33.87%

**GNPA | NNPA:**  
4.83% | 1.08%

**PCR:**  
92.54%

**Fresh Slippages:**  
INR 7,960 Cr  
↓ [-7.00%]

**Credit Cost:**  
0.77%

**Cost to Income Ratio:**  
43.70%

**Book Value per share:**  
INR 112.30  
↑ [25.36%]

**ROA<sup>3</sup> | ROE<sup>3</sup>:**  
1.05% | 16.56%

**CET1 | CRAR:**  
11.71% | 15.03%



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## Union Bank of India – Key Investment Highlights

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## Strong & Trusted Brand with Large Customer Base & Reach post - Amalgamation

- 1 Significant low-cost deposit base resulting in strong funding profile
- 2 Diversified asset portfolio with a strong presence in the relatively stable and granular RAM sectors
- 3 Steadily improving NIMs and cost to income ratios resulting in improved profitability
- 4 Pan-India network and international presence
- 5 Investment in technology supporting a comprehensive “Digital Experience”
- 6 Focus on ESG initiatives
- 7 Experienced management team







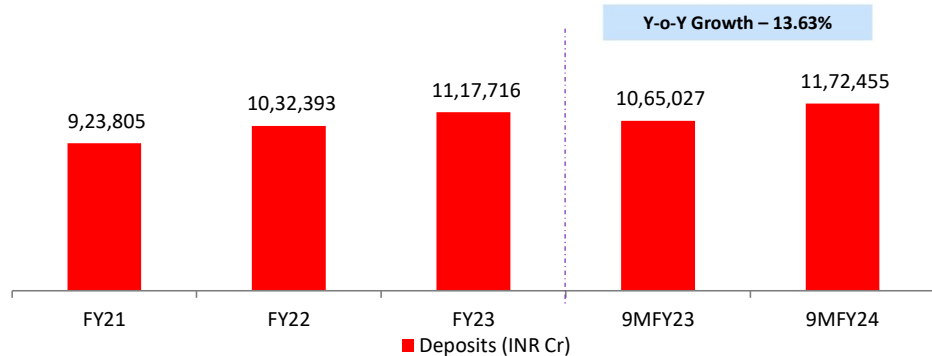
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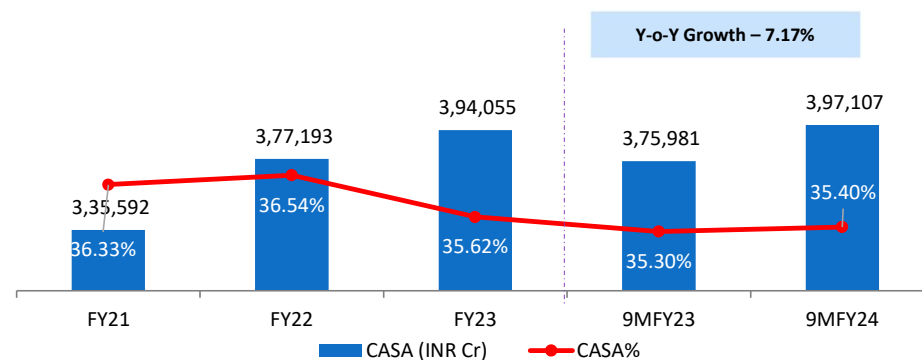


## Strengthening liability franchise with consistent growth in CASA driving down cost of deposits

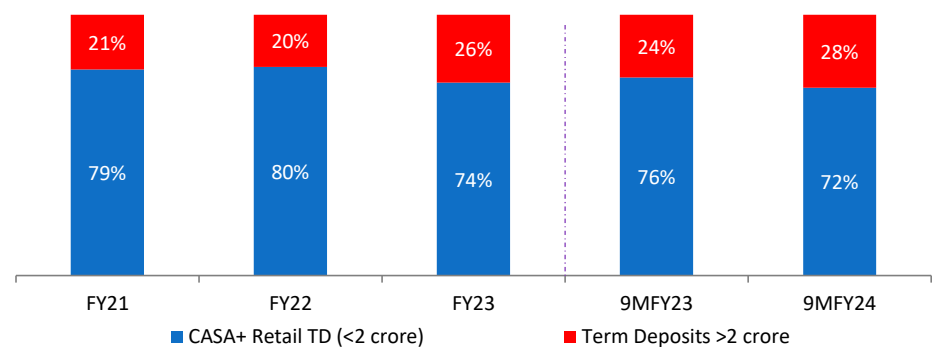
Strong Deposit Base (INR Cr)



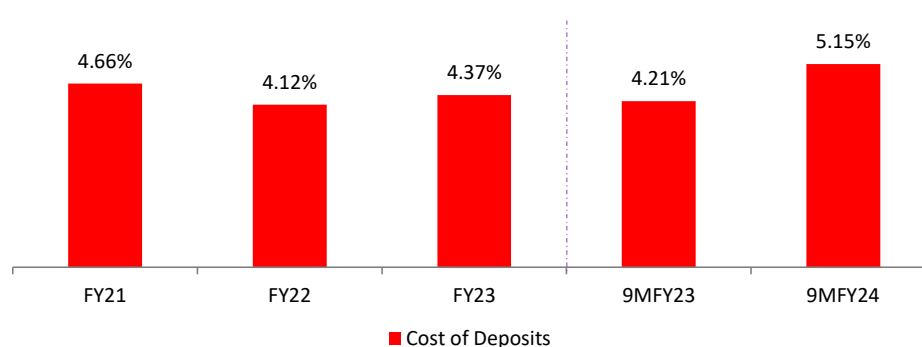
CASA Deposits (INR Cr)



Composition of Deposits



Cost of Deposits



Certain figures have been rounded off

Deposit services comprise demand deposits, savings deposits and term deposits.



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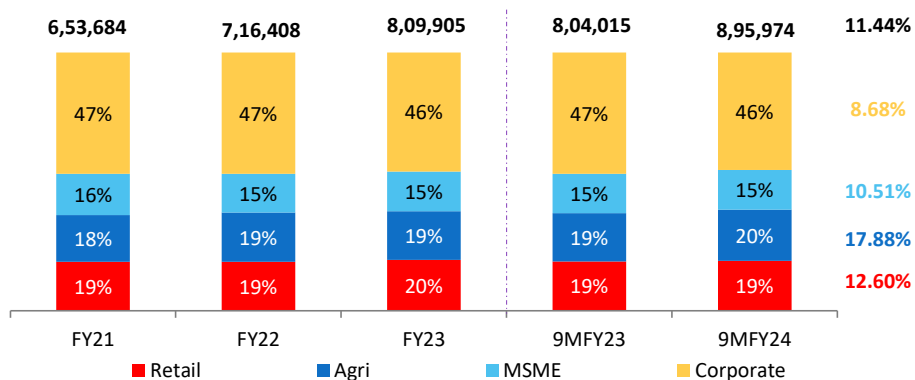


## Consistently growing, well diversified, granular loan book

### Stable and diversified asset mix with more than half in RAM assets

Amount in Rs Cr.

YoY growth from Dec-22 to Dec-23

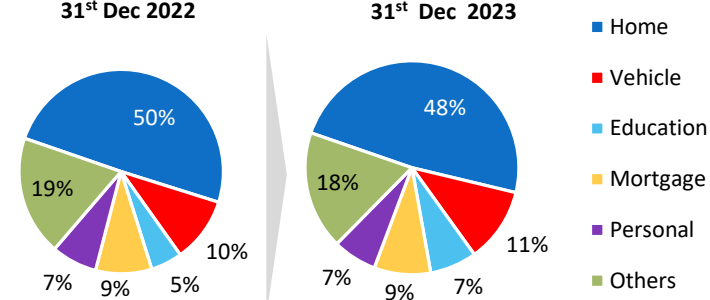


- 3<sup>rd</sup> largest<sup>1</sup> lender in the MSME and Agriculture sector
- 4<sup>th</sup> largest<sup>1</sup> in the retail sector among the PSBs
- Increasing focus on gold loan (INR 68,072 Cr)<sup>2</sup> with 52.93% YoY growth

### Granular Retail Franchise

31<sup>st</sup> Dec 2022

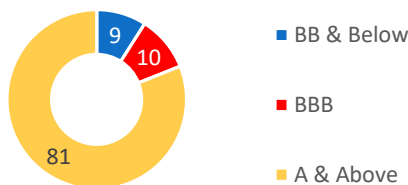
31<sup>st</sup> Dec 2023



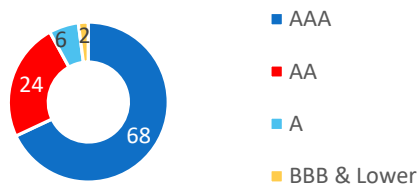
Exclusive centralised processing centres for RAM Sector

### Rating Profile (%)<sup>3</sup>

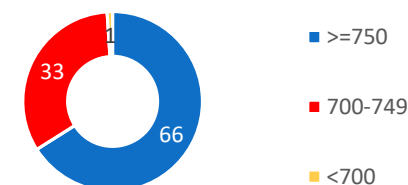
#### Corporate Loans > 25 Cr



#### NBFC



#### Retail

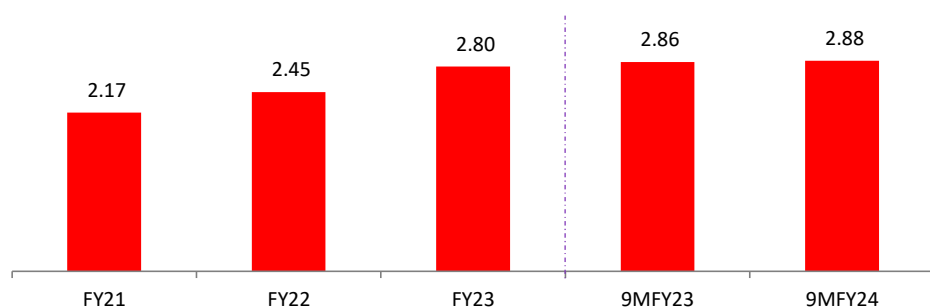


1 – Based on analysis from data compiled from other public sector banks quarterly results and analyst presentations as of September -23; 2 – Book size as on 31<sup>st</sup> December 2023; 3 – As of 31<sup>st</sup> December, 2023



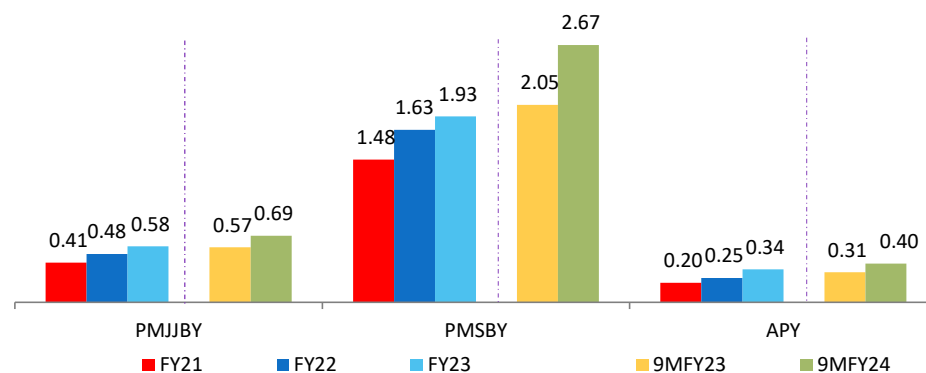
## Financial Inclusion – Priority Sector Lending

Total no. of Pradhan Mantri Jan-Dhan Yojana Accounts (in Cr)

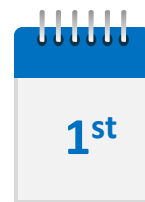


| Priority Sector Lending Category (31 <sup>st</sup> Dec 2023) | RBI Norms (as a % of ANBC) | Achieved (as a % of ANBC) |
|--|----------------------------|---------------------------|
| Agriculture  | 18.00%                     | 19.09%                    |
| Small & Marginal Farmers                                     | 10.00%                     | 12.41%                    |
| Micro Enterprises  | 7.50%                      | 9.10%                     |
| Weaker Sections  | 12.00%                     | 13.43%                    |
| Women Beneficiary  | 5.00%                      | 15.69%                    |
| <b>Total Priority</b>  | <b>40.00%</b>              | <b>40.64%</b>             |

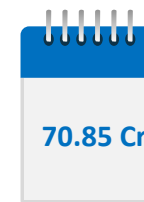
Financial Inclusion & Micro Insurance A/cs (in Cr)\*



Enhancing digital footprints in agriculture & MSME Segments



To introduce KCC#  
renewals through  
STP# up to INR 1.60  
Lakhs



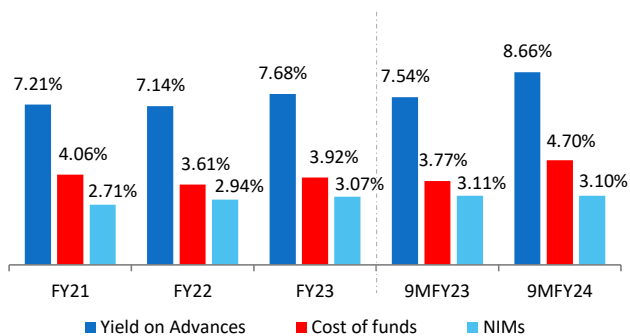
Sanctioned  
through Shishu  
Mudra STP in  
Q3FY24

\*PMJJBY – Pradhan Mantri Jeevan Jyoti Bima Yojana; PMSBY – Pradhan Mantri Suraksha Bima Yojana, APY – Atal Pension Yojana; #KCC – Kisan Credit Card; STP – Straight Through Processing

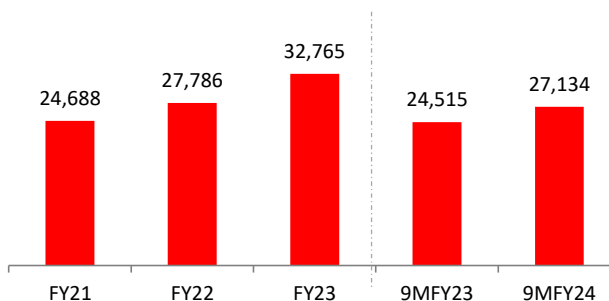


## Improving Financial Profile

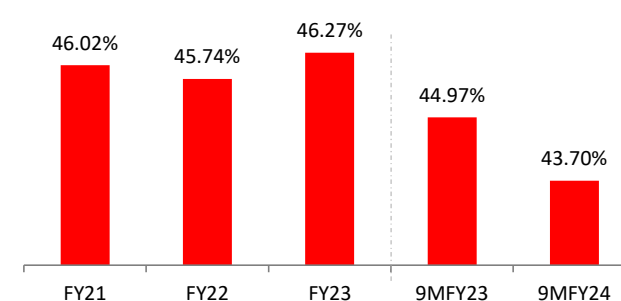
### Improving NIMs



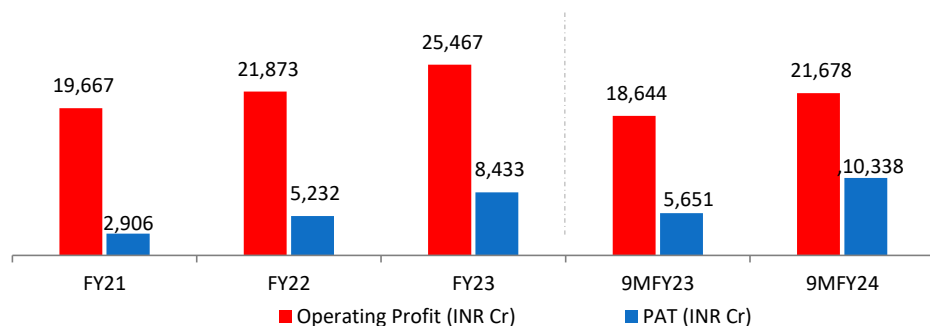
### Net Interest Income (INR Cr)



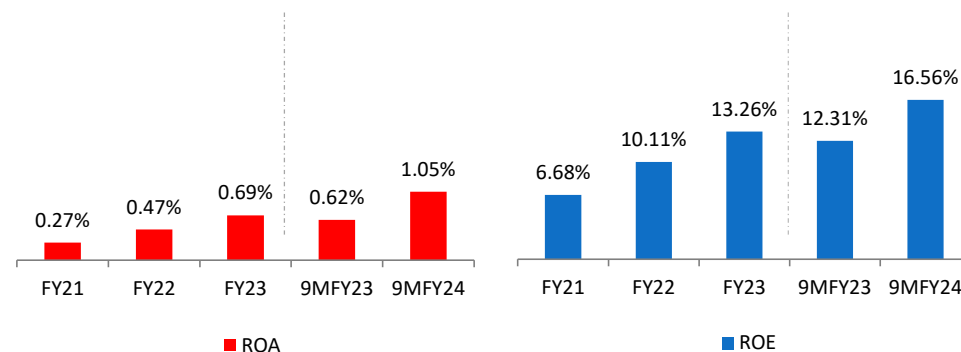
### Cost to Income Ratio



### Operating Profit and PAT



### Improved return ratios<sup>1</sup>



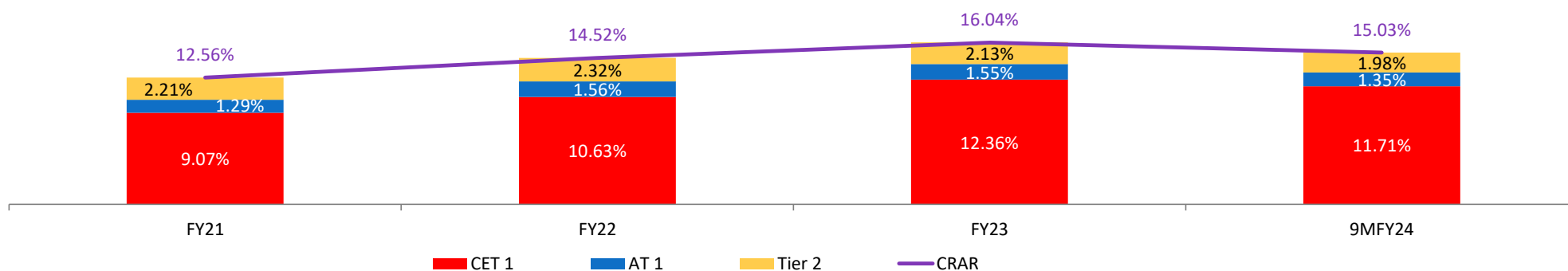
1 - Annualised

Certain figures have been rounded off



## Capital Adequacy Ratio

Bank has improving capital ratios



| Particulars (INR Cr)                              | FY21            | FY22            | FY23            | 9MFY24          |
|---|-----------------|-----------------|-----------------|-----------------|
| <b>Tier 1 Capital</b>                             | <b>57,091</b>   | <b>66,589</b>   | <b>80,478</b>   | <b>85,999</b>   |
| Common Equity Tier 1 (CET 1)                      | 50,001          | 58,049          | 71,492          | 77,134          |
| Additional Tier 1                                 | 7,090           | 8,540           | 8,986           | 8,865           |
| <b>Tier 2 Capital</b>                             | <b>12,172</b>   | <b>12,692</b>   | <b>12,301</b>   | <b>13,032</b>   |
| <b>Total Capital Funds</b>                        | <b>69,263</b>   | <b>79,281</b>   | <b>92,778</b>   | <b>99,030</b>   |
| <b>Total Risk Weighted Assets and Contingents</b> | <b>5,51,521</b> | <b>5,45,923</b> | <b>5,78,455</b> | <b>6,58,950</b> |

Certain figures have been rounded off



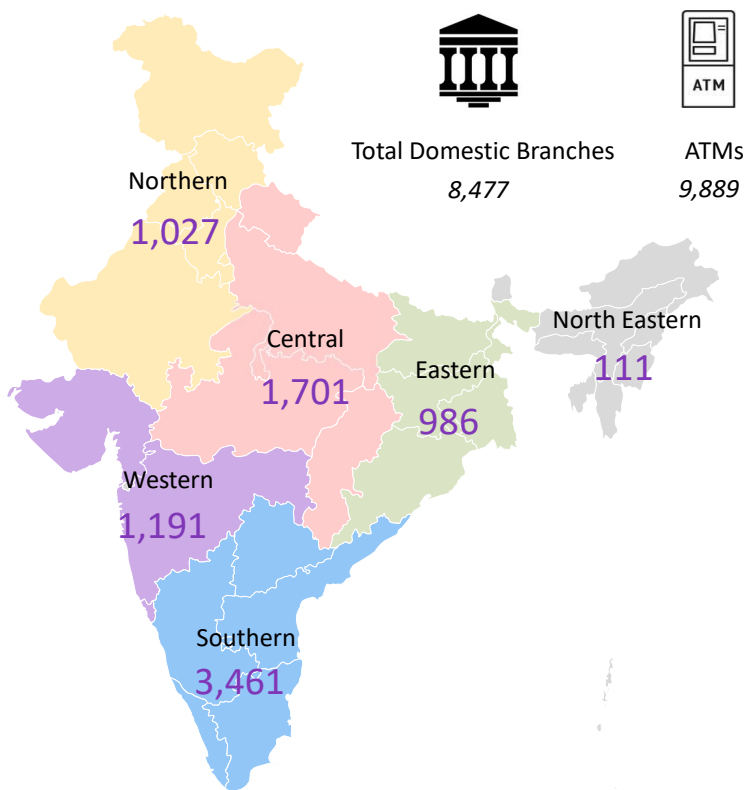
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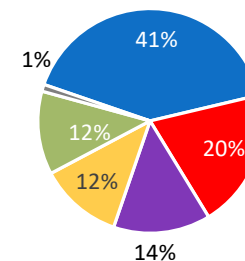
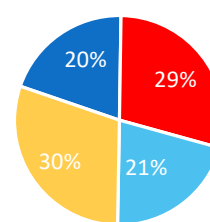


## Pan India presence through a wide network of Branches & Touch Points

### Pan India network of branches



### Location/ Region wise presence



### Centralized Processing Centres



135 MSME Loan Points



105 Union MSME First Branches



159 Retail Loan Points & 42 Agriculture Loan Points



1,685 Gold Loan Points



9 SAMBs & 30 ARBs



19 LCBs & 40 MCBs

Data as on 31<sup>ST</sup> December, 2023



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## Key Initiatives



### CRM

- Lead Management Solution
- 360 degree customer search for internet banking made live



### Vyom

- Mobile application with more than **350+ features**
- 24 Digital Journeys Implemented
- NCMC Wallet Recharge Facility



### Digital Union Kisan Tatkal Scheme

- Offered to the existing KCC borrowers having KCC limit up to Rs. 25.00 lakhs
- Offers loan amount from Rs. 5,000 to Rs. 50,000
- Fully digitized sanction process



### UPI

- Available only for making merchant Payments (P2M) (through QR scan or online transactions)
- **ICCW** (Interoperable Card-less Cash Withdrawal) feature from ATM using UPI



### PM SVANidhi

- Easy on-boarding through data pull from UDYAM Mitra portal
- Turnaround time of 1 Day
- CIC report through API integration
- Fully automated processing and Digitized sanction

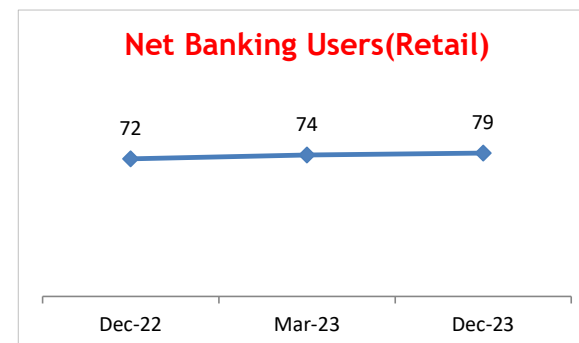
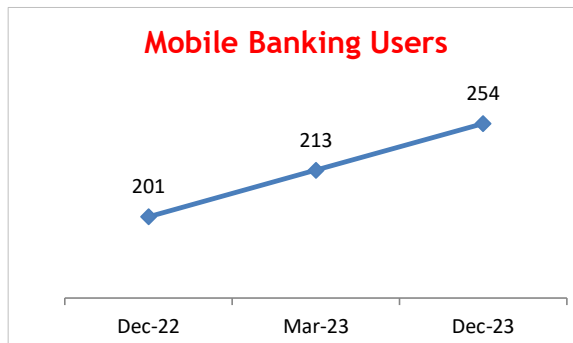
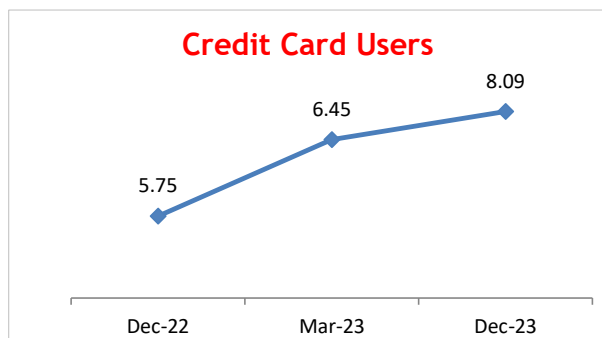


### Digital Document Execution (DDE)

- DDE extended to Straight Through Process (STP) Journeys.
- Live on LAS Platform for 18 states

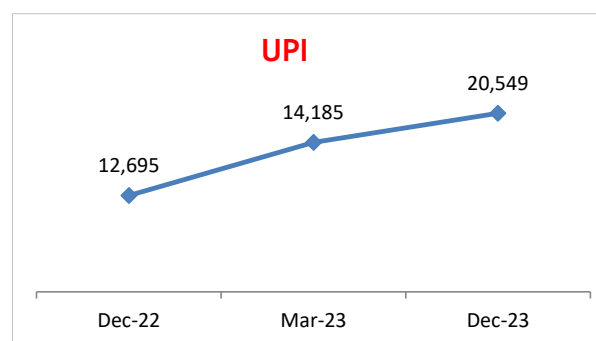
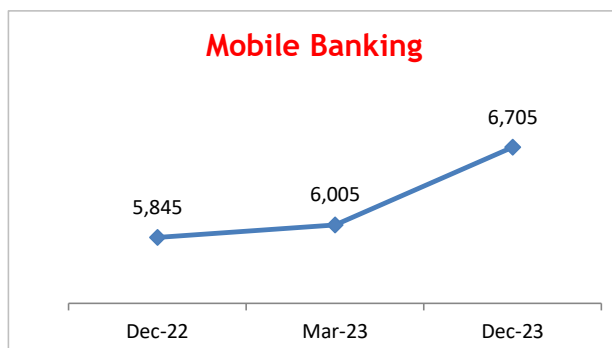
**Digital Footprints**

(No. in Lakhs)



**Volume of Transactions\***

(No. in Lakhs)



\*Dec 22- Quarter ended December 2022.

\*Mar 23-Quarter ended March 2023.

\*Dec 23- Quarter ended December 2023



## Focus on ESG Initiatives



### Environmental

- Board Approved ESG Risk Framework & Climate Risk Policy
- Sustainable Development And Business Responsibility Policy
- Credit facility to **Renewable Energy** Sector as on 31.12.2023- ₹ 25,256 Cr.
- ₹ 398 Cr. Sanctioned under Union **Green Miles** - Loans for Electric Vehicles as on 31.12.2023

E



### Social

- 30 RSETI Centres, trained 3.26 lakh people with Settlement Ratio of 67% as on 31.12.2023
- Financed **over 3 Lakh** Street vendors ~ ₹481 Cr in 9MFY24 through **PM SVANidhi**
- Financed over 13,000 **new SHGs** ~₹317 Cr. in 9MFY24
- Union Nari Shakti:** Sanctioned over 18,000 applications of ₹2,011 Crore in 9MFY24
- Donation through the Union Bank Social Foundation, which was established to undertake CSR initiatives ₹ 12.46 Cr. under CSR for 9M FY24.

S



### Governance

- Board Composition - Diverse & experienced Directors
- Related Party Transaction Policy
- Whistle Blower Policy
- Corporate Communications Policy
- Policy on Prevention, Prohibition & Redressal of Sexual Harassment at Workplace & Redressal of Complaints of Sexual Harassment, Equal Opportunity and Diversity, Equity & Inclusion (DEI)

G



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## Highly Experienced Board of Directors



**Mr. Srinivasan Varadarajan, Non Executive - Independent Director - Chairperson**

Axis Bank, JP Morgan



**Ms. A. Manimekhalai, MD & CEO**

Vijaya Bank, Canara Bank



**Mr. Nitesh Ranjan, Executive Director**

Andhra Bank



**Mr. Nidhu Saxena, Executive Director**

Bank of Baroda, UCO Bank



**Mr. Ramasubramanian S, Executive Director**

Canara Bank



**Mr. Sanjay Rudra, Executive Director**

Bank of Maharashtra



**Mr. Sameer Shukla, Govt. Nominee Director**

Working as Joint Secretary in Ministry of Finance, GoI



**Mr. Shri Prakash Baliarsingh, RBI Nominee Director**

RBI



**Mr. Suraj Srivastava, Part time Non-official Director**

Partner at M/s Batra Sapra & Co.



**Mr. Laxman S Uppar, Part time Non-official Director**

Founder of Spardha Spoorti Publishers & Printers and Karnataka Classic Education



**Dr. Jayadev Madugula, Shareholder Director**

Professor of finance at IIM-B



**Ms. Priti Jay Rao, Shareholder Director**

Current/Previous Experience



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## Growth Strategies

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## Growth Strategies

### Enhanced digital penetration and automation

- Embed digitization across full range of banking processes
- Continue to develop our In-house analytics centre of excellence

### Continue emphasis on capital optimization and risk management

- Introducing advanced risk management tools
- Focus on growing the RAM portfolio to diversify and minimise the risk weighted assets

### Continue focus on asset recovery and NPA management

- Introducing end-to-end digital solution for recovery management
- Establishing transaction monitoring vertical to monitor early credit warnings & possible frauds

### Continue to reduce operating costs

- Digitization – STP journeys & Vyom Mobile Application
- Rationalization of branches - synergy benefits
- Outsourcing of processes like sourcing of retail loans
- Centralization of processes like A/c Opening, Underwriting, Monitoring and Recovery

### Maintaining cost of funds through low-cost deposits

- Increase marketing efforts to corporates and the GoI agencies to handle their CASA accounts

### Establishing specialized branches focused on business segments, product lines and stress asset management

- Establish specialized branches to focus on start-up businesses & gold loans

### Strengthen human resources

- Developing KRAs for entire workforce
- Improve existing mentoring programmes to ensure greater employee productivity

### Grow RAM sector business

- Opened special retail lending processing centres
- Build on digitalisation initiatives and launch various customised and segmented products.
- Special focus on gold loan business





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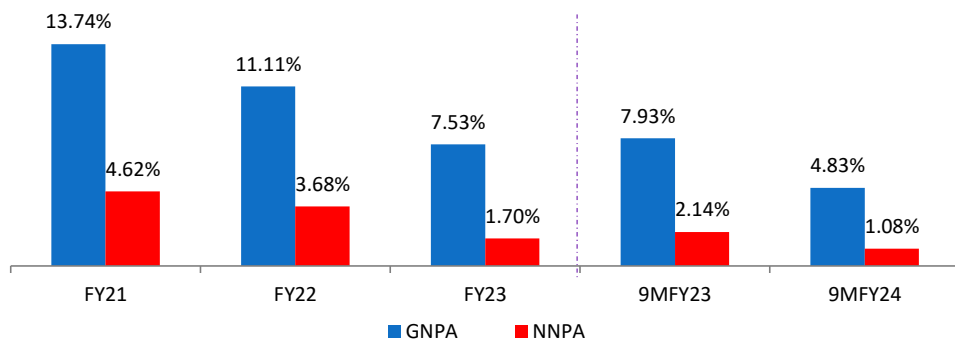
## Other Information

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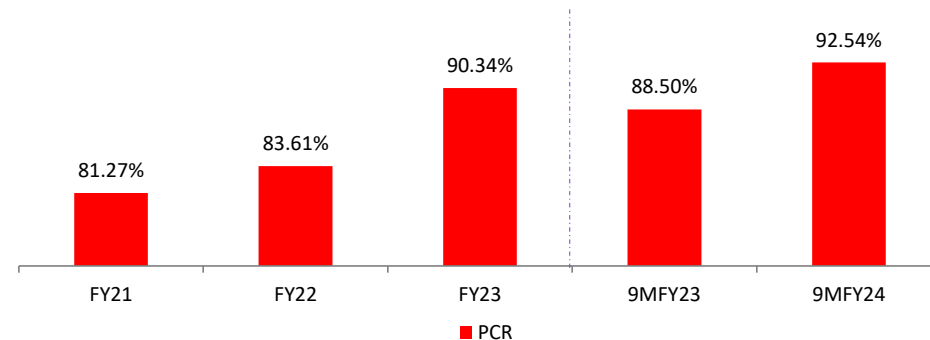


## Improving asset quality with adequate provisioning

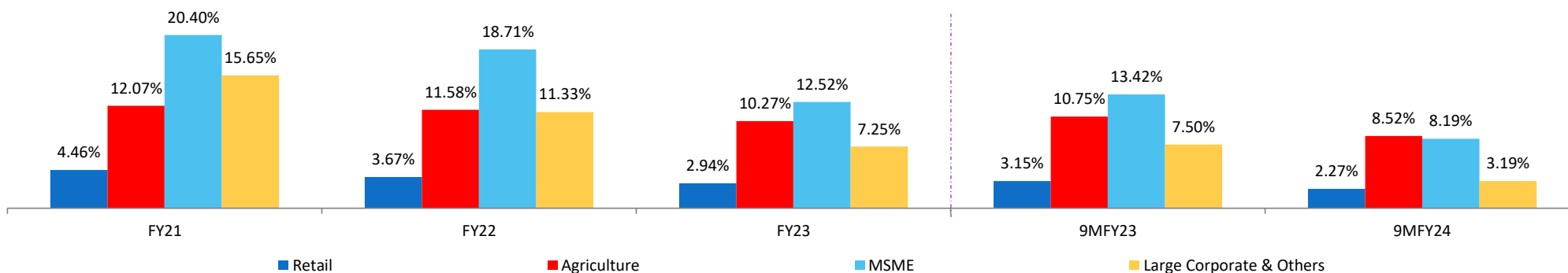
GNPA and NNPA %



PCR



Segment wise GNPA





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## Asset Quality – Movement in NPAs

| Particulars (INR Cr unless otherwise stated) | FY21          | FY22          | FY23          | 9MFY23        | 9MFY24        |
|--|---------------|---------------|---------------|---------------|---------------|
| <b>A. Gross NPA opening balance</b>          | <b>97,193</b> | <b>89,788</b> | <b>79,587</b> | <b>79,587</b> | <b>60,987</b> |
| B. Additions                                 | 17,443        | 22,877        | 12,519        | 9,724         | 8,554         |
| C. Reductions                                | 24,848        | 33,078        | 31,119        | 25,541        | 26,279        |
| <i>Recoveries</i>                            | <i>5,190</i>  | <i>5,851</i>  | <i>7,277</i>  | <i>5,343</i>  | <i>5,613</i>  |
| <i>Up-gradation</i>                          | <i>2,675</i>  | <i>7,743</i>  | <i>4,667</i>  | <i>3,702</i>  | <i>3,373</i>  |
| <i>Write off</i>                             | <i>16,983</i> | <i>19,484</i> | <i>19,175</i> | <i>16,496</i> | <i>17,293</i> |
| <b>Gross NPA Closing balance (A+B-C)</b>     | <b>89,788</b> | <b>79,587</b> | <b>60,987</b> | <b>63,770</b> | <b>43,262</b> |
| <b>GNPA (%)</b>                              | <b>13.74</b>  | <b>11.11</b>  | <b>7.53</b>   | <b>7.93</b>   | <b>4.83</b>   |
| <b>Net NPA</b>                               | <b>27,281</b> | <b>24,303</b> | <b>12,927</b> | <b>16,195</b> | <b>9,351</b>  |
| <b>NNPA (%)</b>                              | <b>4.62</b>   | <b>3.68</b>   | <b>1.70</b>   | <b>2.14</b>   | <b>1.08</b>   |
| <b>PCR (%)</b>                               | <b>81.27</b>  | <b>83.61</b>  | <b>90.34</b>  | <b>88.5</b>   | <b>92.54</b>  |
| <b>Credit Cost (%)</b>                       | <b>2.13</b>   | <b>1.74</b>   | <b>1.64</b>   | <b>1.56</b>   | <b>0.77</b>   |

Figures have been rounded off



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## Asset Quality – COVID resolution framework and SMA position

### Restructuring Book (31<sup>st</sup> Dec 2023)

| Segment (INR Cr)   | RF1.0 (O/s Amount) | RF2.0 (O/s Amount) |
|--------------------|--------------------|--------------------|
| MSME               | 894                | 1,900              |
| Personal Loans     | 1,923              | 4,345              |
| Agriculture Allied | -                  | 212                |
| Corporate Loans    | 4,797              | -                  |
| <b>Total</b>       | <b>7,614</b>       | <b>6,457</b>       |

### SMA Position (INR 5 Cr and above)

| Category     | 31 <sup>st</sup> December, 2022 |                     | 31 <sup>st</sup> December, 2023 |                     |
|--------------|---------------------------------|---------------------|---------------------------------|---------------------|
|              | O/s Amount                      | % to Gross advances | O/s Amount                      | % to Gross advances |
| SMA-0        | 2,480                           | 0.31                | 2,733                           | 0.31                |
| SMA-1        | 1,061                           | 0.13                | 808                             | 0.09                |
| SMA-2        | 2,252                           | 0.28                | 1,537                           | 0.17                |
| <b>Total</b> | <b>5,793</b>                    | <b>0.72</b>         | <b>5,077</b>                    | <b>0.57</b>         |

**NCLT A/Cs (**  
**as on 31st Dec 2023)**  
**₹ 51,940 Cr (569 A/c)**  
**Provision for NCLT A/c: 98.84%**

Certain figures have been rounded off





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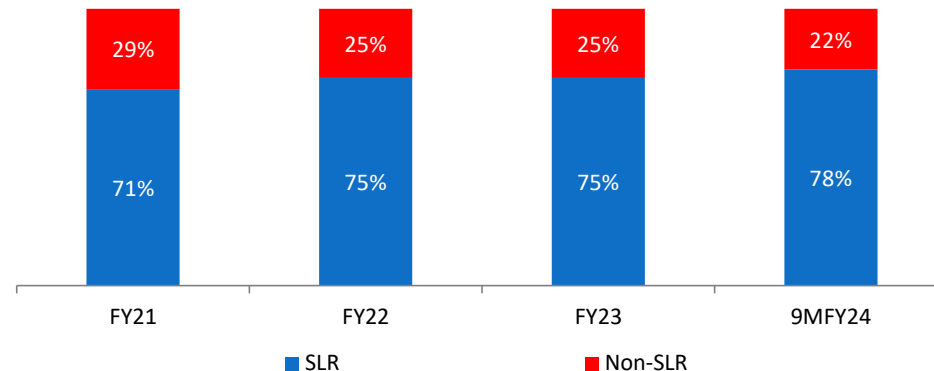
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## Investments

### Composition of Investments

| Category (INR Cr)              | Mar-21          | Mar-22          | Mar-23          | Dec-23          |
|--------------------------------|-----------------|-----------------|-----------------|-----------------|
| <b>SLR</b>                     | <b>2,40,298</b> | <b>2,64,164</b> | <b>2,60,252</b> | <b>2,67,367</b> |
| <b>Non-SLR</b>                 | <b>95,885</b>   | <b>88,838</b>   | <b>85,118</b>   | <b>75,439</b>   |
| <i>Commercial Paper</i>        | 6,715           | 6,401           | 7,047           | 4,053           |
| <i>Certificate of Deposits</i> | 2,884           | 1,703           | 2,358           | 1,380           |
| <i>Mutual Funds</i>            | 746             | 318             | 653             | 470             |
| <i>Shares</i>                  | 5,104           | 5,145           | 5,008           | 5,100           |
| <i>Bonds &amp; Debentures</i>  | 75,903          | 70,944          | 65,575          | 59,947          |
| <i>Others</i>                  | 4,533           | 4,327           | 4,478           | 4,489           |
| <b>Total</b>                   | <b>3,36,183</b> | <b>3,53,002</b> | <b>3,45,370</b> | <b>3,42,806</b> |



### Classification and Duration of Investments

| Category (31 <sup>st</sup> Dec 2023) | Amount (INR Cr) | Modified-Duration % |
|--------------------------------------|-----------------|---------------------|
| <b>Available for sale (Domestic)</b> | <b>67,483</b>   | <b>1.79</b>         |
| <i>Non-SLR</i>                       | 28,685          | 2.57                |
| <i>SLR</i>                           | 38,798          | 1.45                |

Certain figures have been rounded off



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## Union Bank – Subsidiaries, Associates & JV

International

Domestic

100%

Union Bank of  
India (UK) Limited.

25%

India  
International  
Bank (Malaysia)

100%

Union Asset  
Management  
Company Pvt Ltd

100%

UBI Services  
Limited

100%

Andhra Bank  
Financial  
Services Ltd .

100%

Union Trustee  
Co. Pvt. Ltd

25.10%

Star Union Dai-  
ichi Life Insurance  
Co. Ltd.

26.02%

ASREC Limited

35%

Chaitanya  
Godavari  
Gramin Bank

Wholly owned  
subsidiary  
operating in UK

Joint Venture  
with Bank of  
Baroda and IOB

Wholly  
owned  
subsidiary

Wholly  
owned  
subsidiary

Wholly  
owned  
subsidiary

Wholly  
owned  
subsidiary

Joint Venture with  
Bank of India and  
Dai-ichi Life  
Holdings INC

Joint Venture with  
Bank of India,  
Indian Bank, LIC &  
Deutsche Bank

Associate

Subsidiary

Joint Venture

Associate



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## Awards and Accolades

VMware “Hero for Good” Award 2023



IBSi Global Fintech Innovation Award 2023



Best Government Technology Award

Led Assistive



2<sup>nd</sup> Rank amongst all PSBs in EASE 6.0 for Q2FY24



Received ISO27701:2019 PMS (Privacy Information Management System) Certification



Global Retail Banking Innovation Awards 2023 by The Digital Banker





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Thank You

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## Annexures

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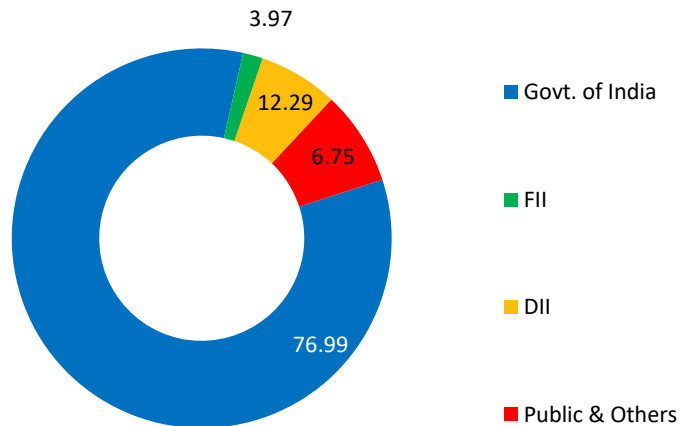
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## Shareholding Pattern

Shareholding Pattern (%) as on 31<sup>st</sup> December, 2023



| Particulars                    | As on 31.12.2023 |
|--------------------------------|------------------|
| Share Capital (INR Cr)         | 7,412            |
| No. of Equity Shares (# in Cr) | 741.24           |
| Promoter Holding (%)           | 76.99%           |
| Market Cap (INR Cr)*           | 88,282           |

\* Closing Price taken from NSE as of 29<sup>th</sup> December 2023 (INR 119.10)

Certain figures have been rounded off



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## Standalone Profit & Loss

| Parameters (INR Cr) |                                      | FY21          | FY22          | FY23          | 9MFY23        | 9MFY24        |
|---------------------|--------------------------------------|---------------|---------------|---------------|---------------|---------------|
| 1.                  | Interest on Advances                 | 45,766        | 45,236        | 56,760        | 41,101        | 52,520        |
| 2.                  | Interest on Investments              | 20,574        | 19,943        | 21,355        | 15,902        | 16,859        |
| 3.                  | Other Interest Income                | 2,428         | 2,766         | 2,628         | 1,736         | 4,049         |
| 4.                  | <b>Total Interest Income (1+2+3)</b> | <b>68,767</b> | <b>67,944</b> | <b>80,743</b> | <b>58,739</b> | <b>73,428</b> |
| 5.                  | Interest on Deposits                 | 40,807        | 37,454        | 44,340        | 31,636        | 42,784        |
| 6.                  | Other Interest Expenses              | 3,272         | 2,703         | 3,638         | 2,588         | 3,510         |
| 7.                  | <b>Total Interest Expense (5+6)</b>  | <b>44,079</b> | <b>40,157</b> | <b>47,978</b> | <b>34,224</b> | <b>46,294</b> |
| 8.                  | <b>Net Interest Income (4-7)</b>     | <b>24,688</b> | <b>27,786</b> | <b>32,765</b> | <b>24,515</b> | <b>27,134</b> |
| 9.                  | Non Interest Income                  | 11,744        | 12,525        | 14,633        | 9,364         | 11,373        |
| 10.                 | <b>Operating Income (8+9)</b>        | <b>36,432</b> | <b>40,311</b> | <b>47,398</b> | <b>33,879</b> | <b>38,507</b> |
| 11.                 | Operating Expenses                   | 16,766        | 18,438        | 21,931        | 15,235        | 16,829        |
| 12.                 | <b>Operating profit</b>              | <b>19,667</b> | <b>21,873</b> | <b>25,467</b> | <b>18,644</b> | <b>21,678</b> |
| 13.                 | Provisions & Contingencies           | 16,761        | 16,641        | 17,034        | 12,993        | 11,340        |
| 14.                 | <b>Net Profit for the period</b>     | <b>2,906</b>  | <b>5,232</b>  | <b>8,433</b>  | <b>5,651</b>  | <b>10,338</b> |

Figures have been rounded off



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## Standalone Balance Sheet

| Parameters (INR Cr)                                    | As on 31 <sup>st</sup> March 2021 | As on 31 <sup>st</sup> March 2022 | As on 31 <sup>st</sup> March 2023 | As on 31 <sup>st</sup> December 2022 | As on 31 <sup>st</sup> December 2023 |
|--|-----------------------------------|-----------------------------------|-----------------------------------|--------------------------------------|--------------------------------------|
| <b>LIABILITIES</b>                                     |                                   |                                   |                                   |                                      |                                      |
| Capital  | 6,407                             | 6,835                             | 6,835                             | 6,835                                | 7,412                                |
| Reserves and surplus                                   | 58,070                            | 63,741                            | 71,499                            | 69,515                               | 86,053                               |
| Deposits   | 9,23,805                          | 10,32,393                         | 11,17,716                         | 10,65,027                            | 11,72,455                            |
| Borrowings   | 51,837                            | 51,179                            | 43,137                            | 57,596                               | 37,424                               |
| Other Liabilities and Provisions                       | 31,587                            | 33,443                            | 41,564                            | 37,681                               | 46,441                               |
| <b>Total</b>   | <b>10,71,706</b>                  | <b>11,87,591</b>                  | <b>12,80,752</b>                  | <b>12,36,654</b>                     | <b>13,49,786</b>                     |
| <b>ASSETS</b>  |                                   |                                   |                                   |                                      |                                      |
| Cash and Balances with Reserve Bank of India           | 37,880                            | 46,113                            | 50,254                            | 55,769                               | 54,548                               |
| Balances with Banks and Money at call and Short Notice | 46,530                            | 73,388                            | 61,896                            | 30,158                               | 34,366                               |
| Investments  | 3,31,512                          | 3,48,507                          | 3,39,299                          | 3,35,165                             | 3,35,398                             |
| Advances   | 5,90,983                          | 6,61,005                          | 7,61,845                          | 7,56,440                             | 8,62,063                             |
| Fixed Assets   | 7,344                             | 7,191                             | 8,826                             | 7,118                                | 8,679                                |
| Other Assets   | 57,457                            | 51,387                            | 58,632                            | 52,004                               | 54,731                               |
| <b>Total</b>   | <b>10,71,706</b>                  | <b>11,87,591</b>                  | <b>12,80,752</b>                  | <b>12,36,654</b>                     | <b>13,49,786</b>                     |

Figures have been rounded off





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## Sector wise exposure

| Particulars (INR Cr)                     | As on 31 <sup>st</sup> December 2022 |                           | As on 31 <sup>st</sup> December 2023 |                           |
|--|--------------------------------------|---------------------------|--------------------------------------|---------------------------|
|  | Outstanding                          | %mix to domestic advances | Outstanding                          | %mix to domestic advances |
| Infrastructure                           | 1,16,437                             | 14.87                     | 99,720                               | 11.51                     |
| NBFCs and HFCs                           | 1,06,400                             | 13.59                     | 1,25,540                             | 14.49                     |
| Basic Metal Products                     | 23,514                               | 3.00                      | 25,087                               | 2.89                      |
| Food Processing                          | 21,975                               | 2.81                      | 26,798                               | 3.09                      |
| Petroleum, Coal Products & Nuclear Fuels | 22,845                               | 2.92                      | 9,709                                | 1.12                      |
| <b>Total</b>                             | <b>2,91,171</b>                      | <b>37.19</b>              | <b>2,86,854</b>                      | <b>33.10</b>              |

Figures have been rounded off



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## Abbreviations

|           |   |
|-----------|---|
| NII       | Net Interest Income                           |
| NIM       | Net Interest Margin                           |
| RoA       | Return on Assets                              |
| RoE       | Return on Equity                              |
| PAT       | Profit After Tax                              |
| PCR       | Provisioning Coverage Ratio                   |
| STP       | Straight Through Process                      |
| KCC       | Kisan Credit Card                             |
| BC        | Business Correspondent                        |
| NBFC      | Non Banking Financial Company                 |
| SAMB      | Stressed Asset Management Branch              |
| ARB       | Asset Recovery Branch                         |
| LCB & MCB | Large Corporate Branch & Mid Corporate Branch |
| CBDC      | Central Bank Digital Currency                 |
| LAD       | Loan Against Deposit                          |
| SHG       | Self Help Group                               |
| RF        | Restructuring Framework                       |
| HFC       | Housing Finance Company                       |
| YTD       | Year to Date                                  |
| ANBC      | Adjusted Net Bank Credit                      |
| SMA       | Special Mention Account                       |
| LAS       | Lending Automation System                     |



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## Formulas

|                           |   |
|---------------------------|---|
| NII (Net Interest Income) | Total Interest Income - Total Interest Expenses                                   |
| NIM (Net Interest Margin) | Net Interest Income / Average Earning Assets                                      |
| CASA Ratio                | CASA Deposits / Total Deposits  |
| GNPA                      | Gross NPA / Gross Advances  |
| NNPA                      | NNPA / Net Advances   |
| PCR                       | (Provisions + Technical Write off) / (GNPA + Technical Write Off)                 |
| Credit Cost               | { NPA Provisions during the period/ (Opening advances + Closing advances ) / 2 }  |
| Cost to Income Ratio      | Operating Expenses / (Net Interest Income + Other Income)                         |
| Book Value Per Share      | Net Worth / No. of Shares   |
| RoA                       | PAT/ Avg. Working Funds   |
| RoE                       | PAT/ Tangible Net Worth   |
| CET-1                     | CET-1 Capital / Risk Weighted Assets  |
| CRAR                      | Total Capital / Risk Weighted Assets  |
| Operating Profit          | The total of Net Interest Income and Non-Interest Income minus Operating Expenses |