

Financial Results Q4FY21/ FY2020-21

7th June, 2021

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UnionBankofIndia

9300+ Branches

12900+ ATMs

5 Subsidiaries

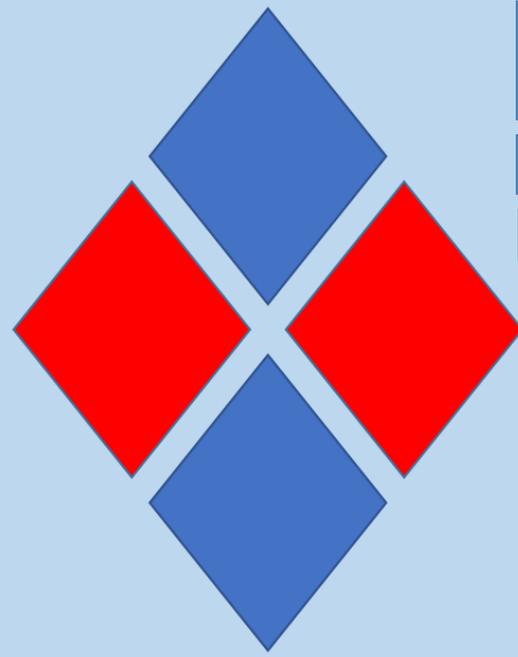
Banking	Union Bank of India (UK) Limited
Mutual Fund	Union Asset Management Co Pvt Ltd
Sales & Broking	Union Trustee Co Pvt Ltd
Financial Services	UBI Services Ltd
	Andhra Bank Financial Services Ltd

4 Joint Ventures

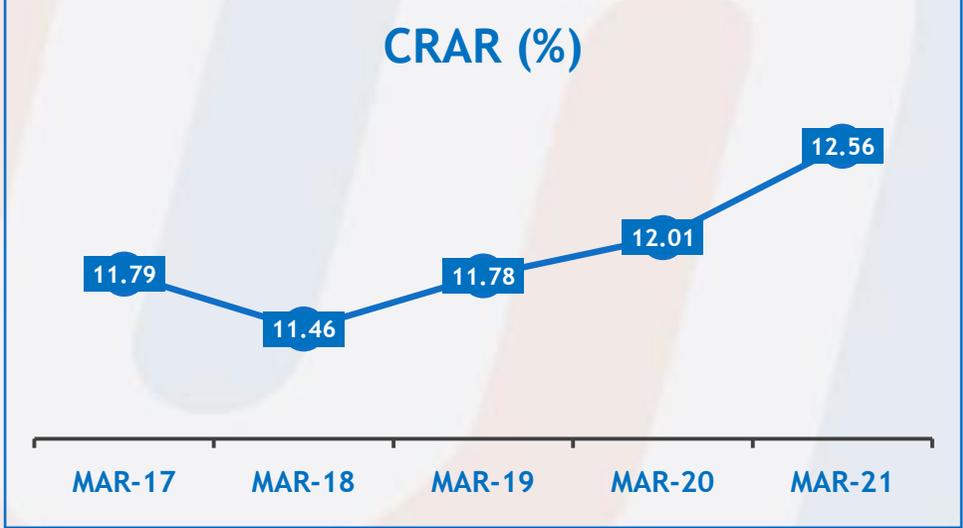
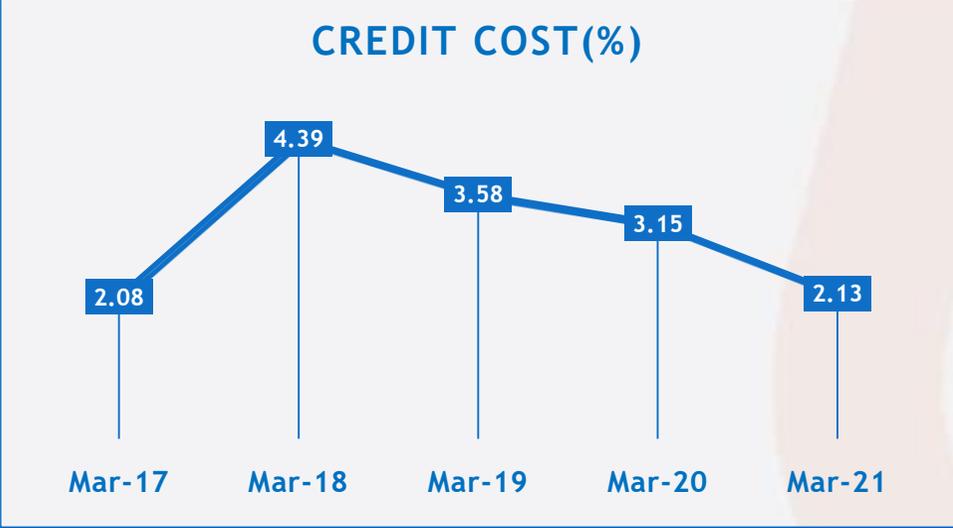
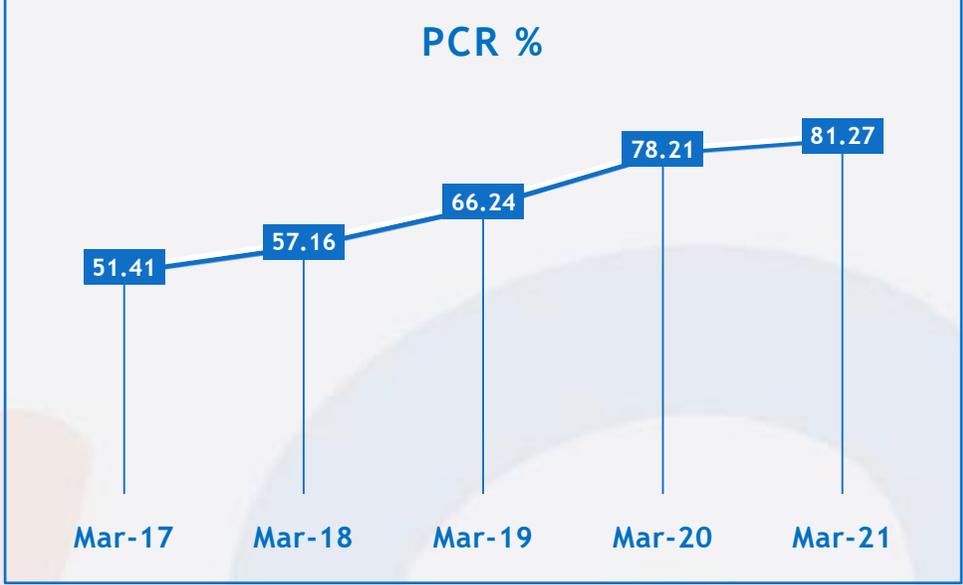
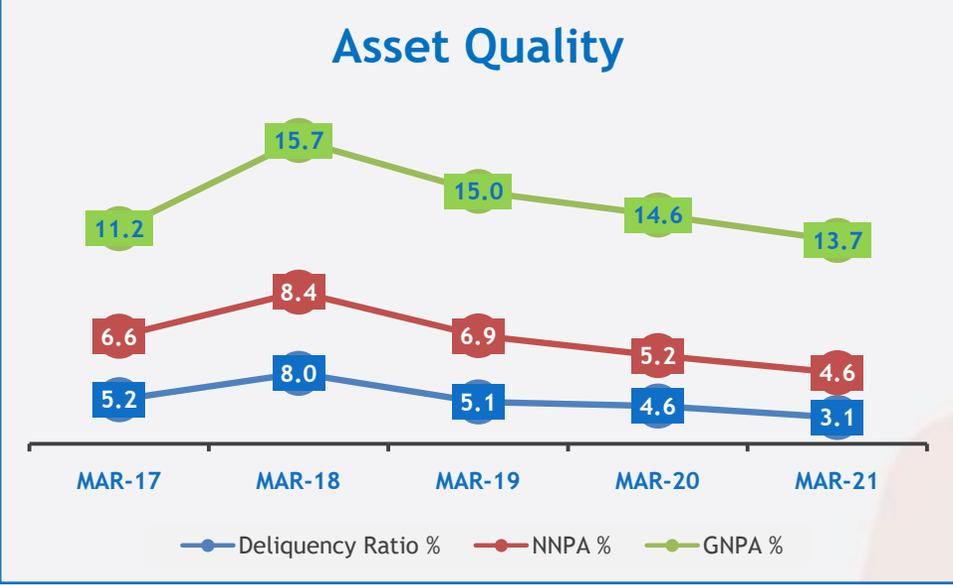
Life Insurance	Star Union Dai-ichi Life Insurance Co Ltd
	India First Life Insurance
Banking	India International Bank (Malaaysia) BHD
Asset Reconstruction	ASREC India Limited

One Associate

RRB - Chaitanya Godavari Gramin Bank



Union Bank : Sustained Improvement



Numbers for Mar 17, Mar 18 and Mar 19 are Union Bank of India pre-amalgamation

1	Resilience during Covid -19	5-12
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Amalgamation of erstwhile Andhra Bank and erstwhile Corporation Bank with Union Bank of India

Erstwhile Andhra Bank and erstwhile Corporation Bank have been amalgamated into Union Bank of India w.e.f. April 1, 2020. Accordingly, Financials as of March 2020 pertains to amalgamated entity. The combined Financials have been arrived at by aggregating the audited/Reviewed numbers of erstwhile Andhra Bank and erstwhile Corporation Bank with that of Union Bank of India and do not entail any adjustments.

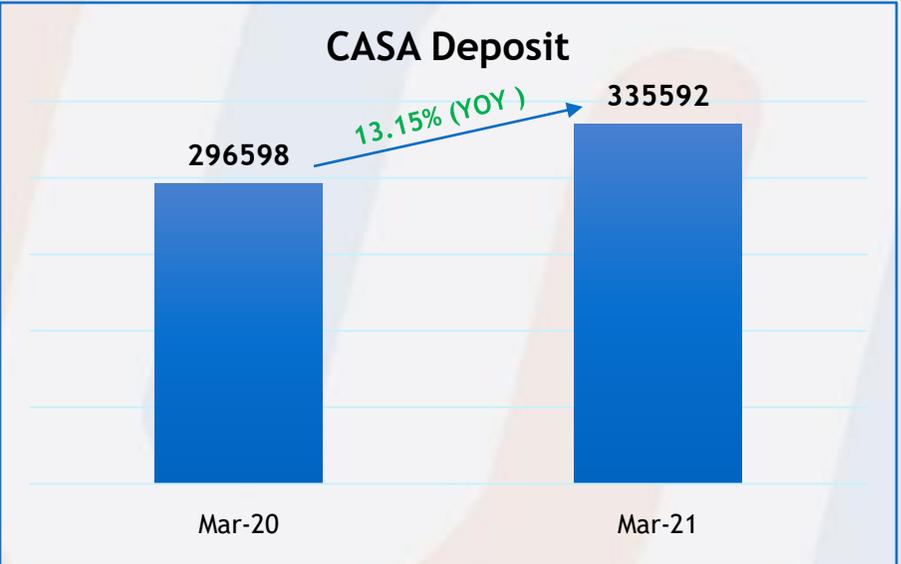
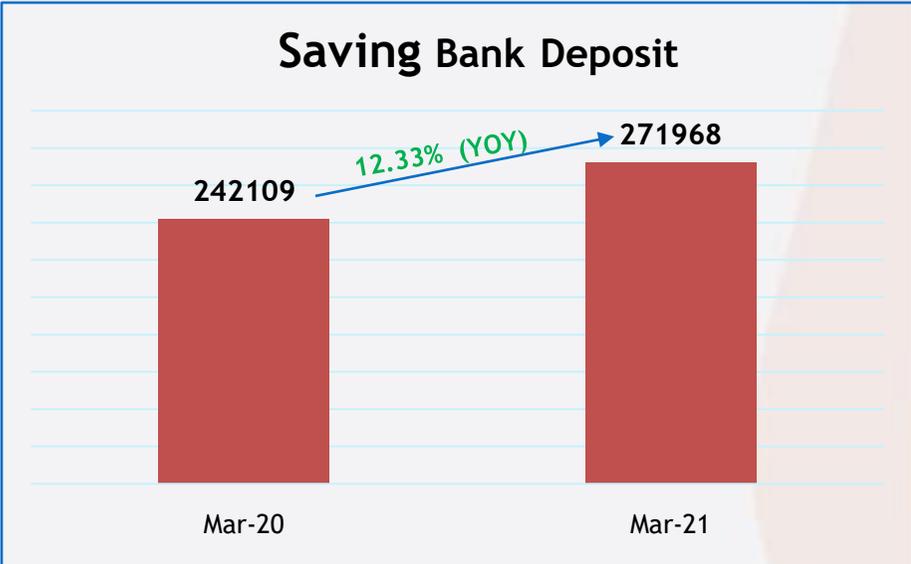
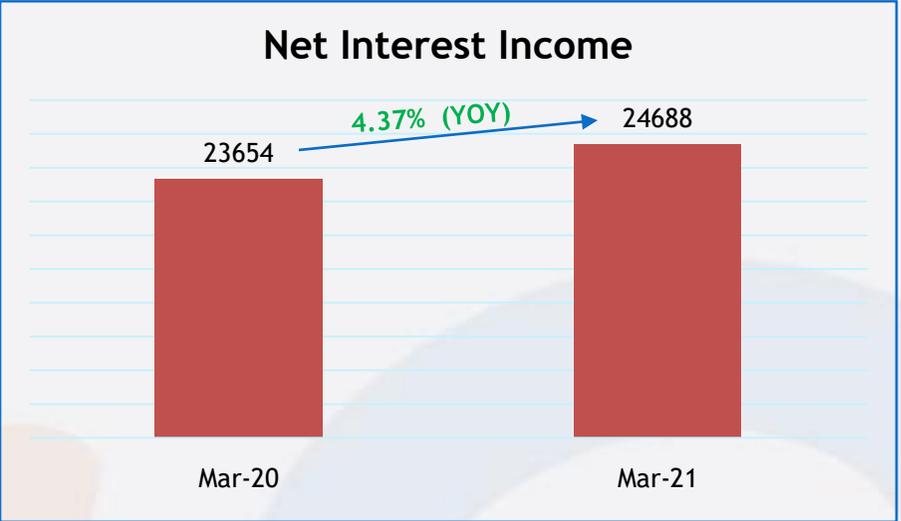
Resilience During Covid -19

Performance vis-a-vis Guidance

PARAMETER	FY 20-21	
	GUIDANCE	ACTUAL
Deposit Growth	4-6%	6.35%
Advances Growth	4-6%	-1.87%^
CASA(%)	~ 35%	36.33%
NIM(%)	~ 2.8%	2.71%
Net NPA(%)	< 5%	4.62%
Cost to Income Ratio	46-48%	46.54%
PCR(%)	~ 85%	81.27%
Credit Cost	2.5-3.0%	2.13%
Delinquency Ratio	~ 3% with downward bias	3.07%

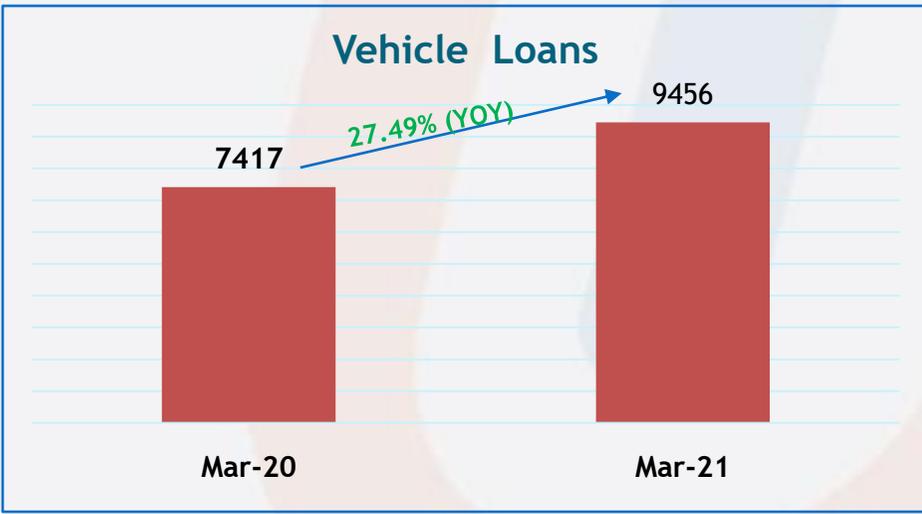
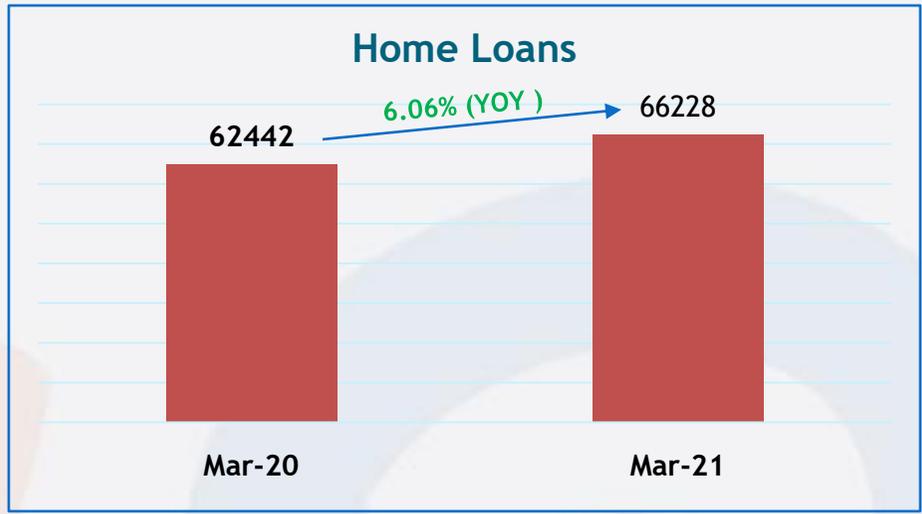
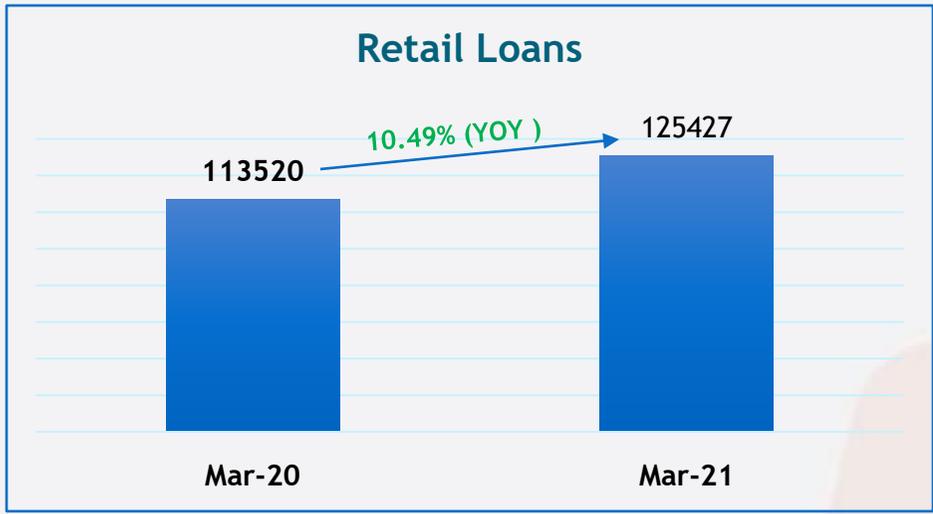
^ Domestic Advances and CPs & Corp. Bonds growth ~ 1.13% YoY

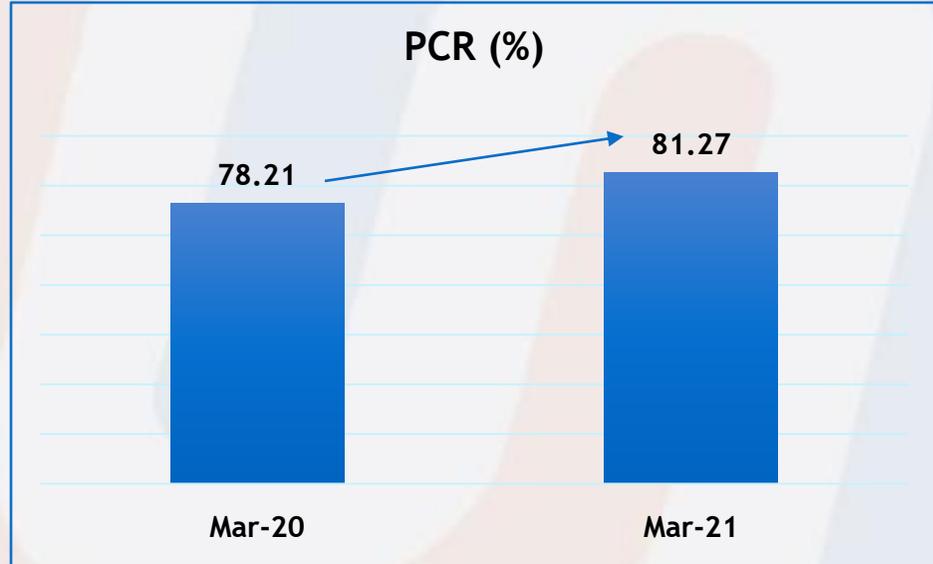
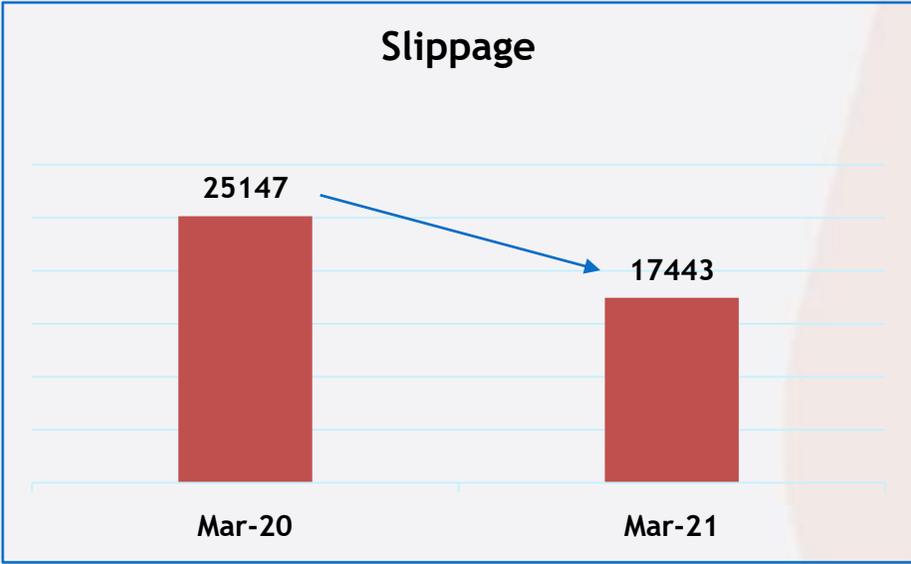
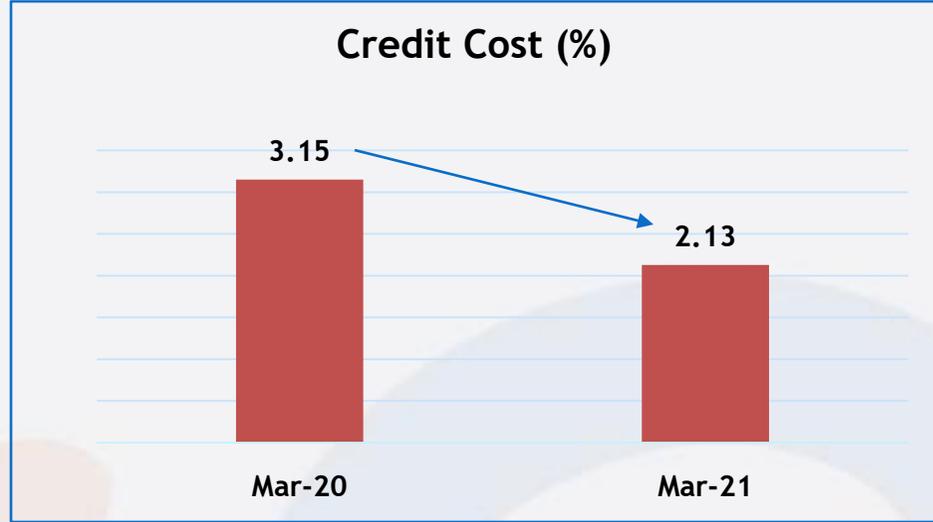
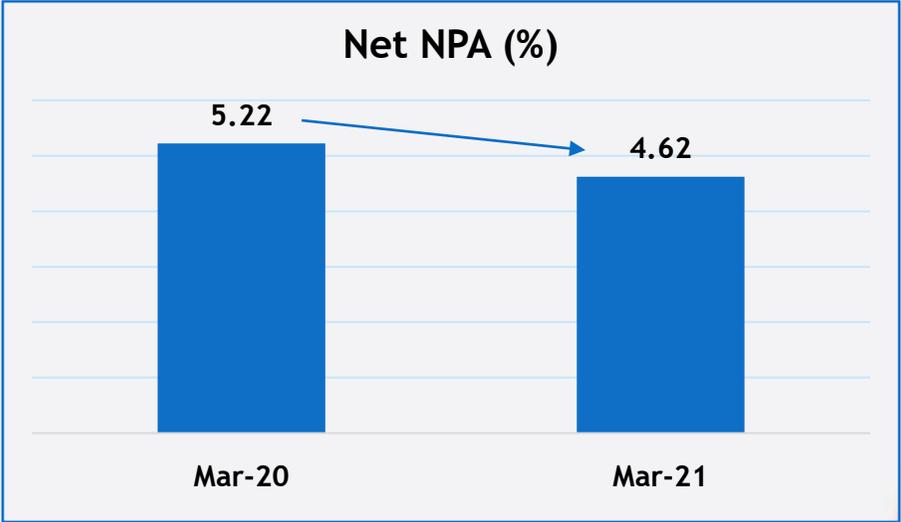
₹ in crore



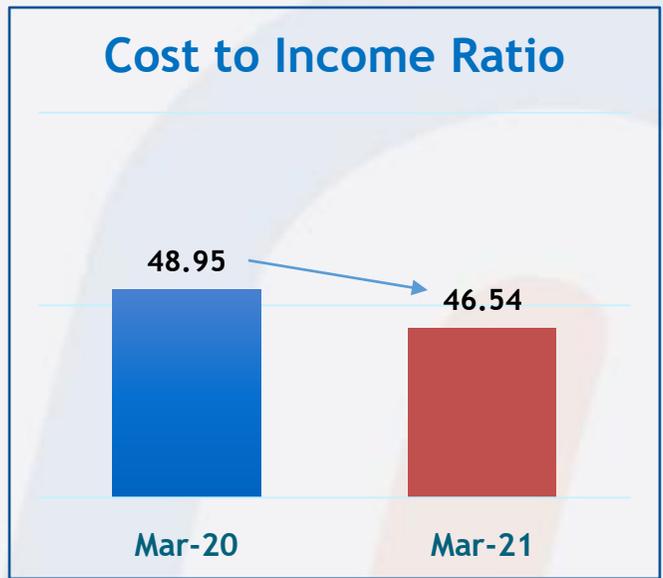
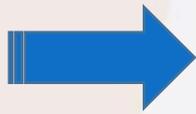
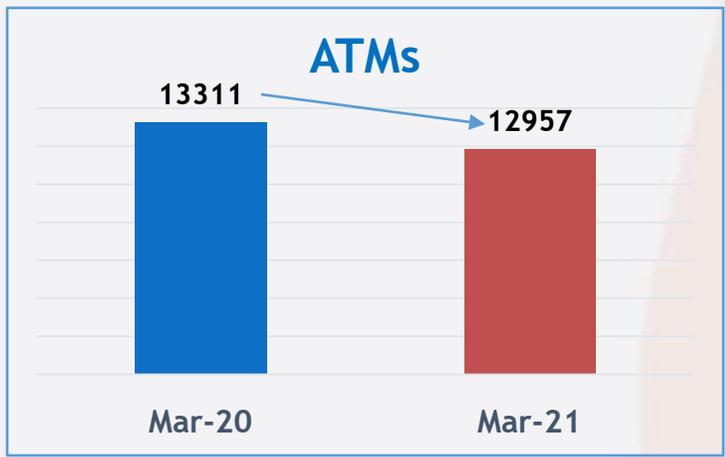
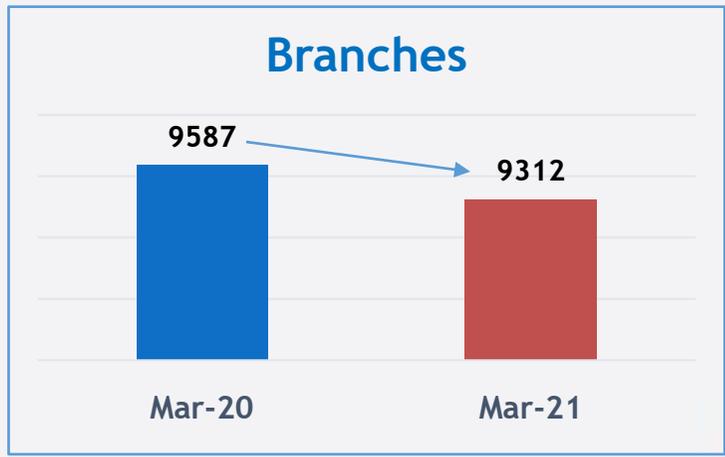
Growth in Retail Loans

₹ in crore





Cost Optimization



POS Machines#



2nd Highest among PSBs
3.10 Lakh Machines
6.64% Market Share

Debit Card Transactions*



2nd Highest among PSBs
7% Market Share

Debit Cards (Nos)#



4th Highest among PSBs
4.41 Crore Cards
4.92% Market Share

* Transactions for ATMs & POS Statistics for Q4FY21.
As of 31st March 2021.

Resilience during Covid -19 (7/7)

Helping customers to tide over the liquidity crisis through various schemes (as on 31.03.2021)

₹ in crore

1	<p>PM SVANidhi No of Loans - 259652 Amount Sanctioned - 259</p> <p>2nd in Industry</p>
2	<p>Union COVID -19 Personal Loan Scheme (UCPLS) No of Loans - 80536 Amount Sanctioned - 1973</p>
3	<p>Union SHG COVID Suvidha Loan (USCSL) No of Loans - 130180 Amount Sanctioned - 696</p>
4	<p>Union Guaranteed Emergency Credit Line (UGECL 1.0) No of Loans - 372536 Amount Sanctioned - 8335</p>
5	<p>Union Guaranteed Emergency Credit Line (UGECL 2.0) No of Loans - 124 Amount Sanctioned - 1346</p>

Business Performance

Performance Highlights - Q4FY21

Total Business 2.78%
YOY ↑

Total Deposit 6.35%
YOY ↑

CASA 218
bps
YOY ↑

RAM Share 511
bps
YOY ↑

Net Interest Income 4.37%
YOY ↑

Cost to Income Ratio 241
bps
YOY ↓

Credit Cost 102
bps
YOY ↓

GNPA 85
bps
YOY ↓

NNPA 60
bps
YOY ↓

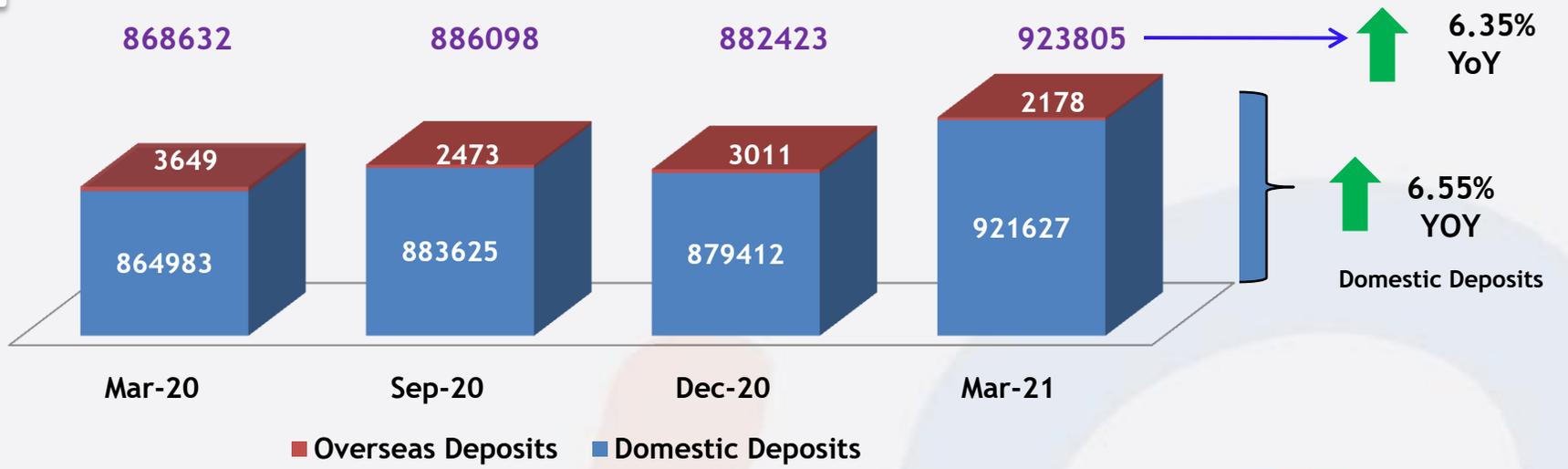
Operating Profit
₹ 19259 crores
(6.54% YoY)

Net Profit
₹ 2906 crores

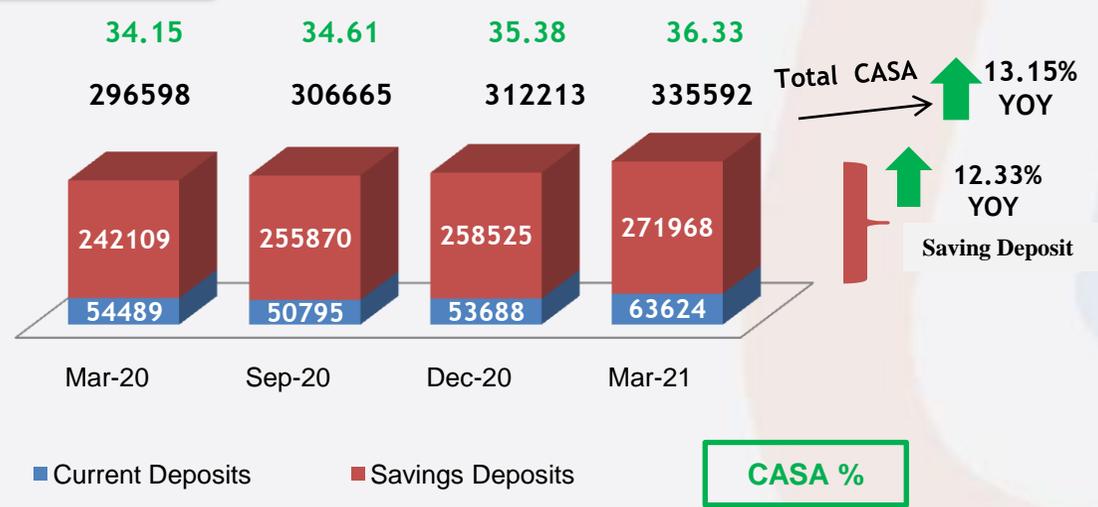
Business Performance - Liabilities

₹ in crore

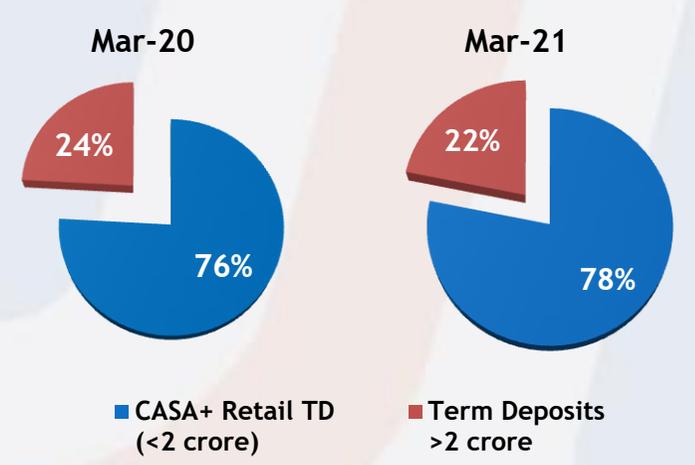
Total Deposits



CASA Portfolio



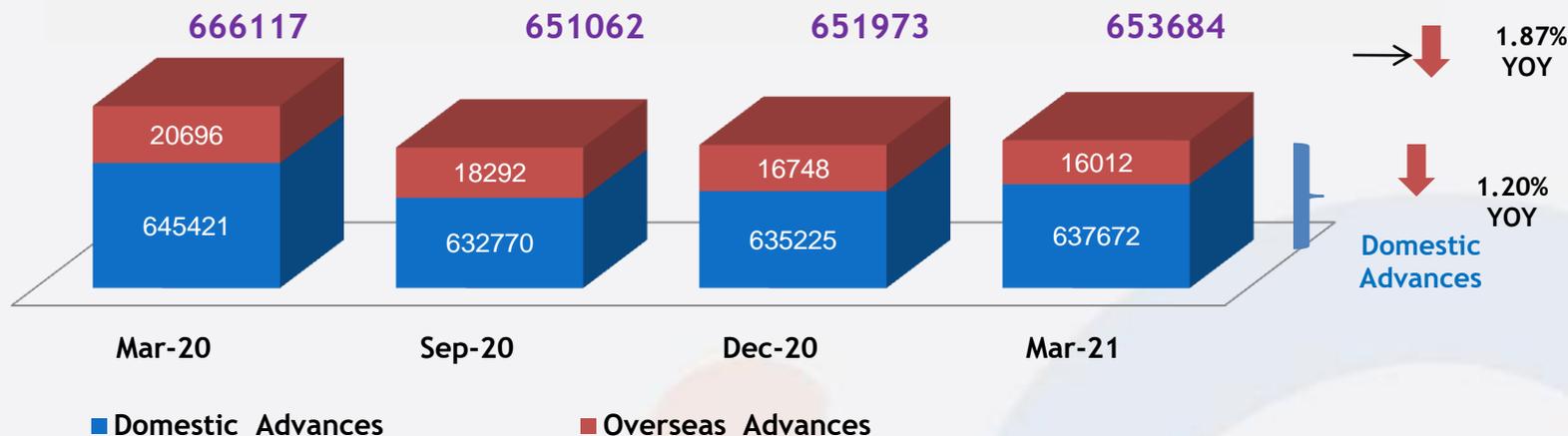
CASA + Retail TD as % of Total Domestic Deposit



Business Performance - Assets

Gross Advances

₹ in crore



Average Advances YoY growth of 3.11%

Dom Advance and CP & Corp Bonds

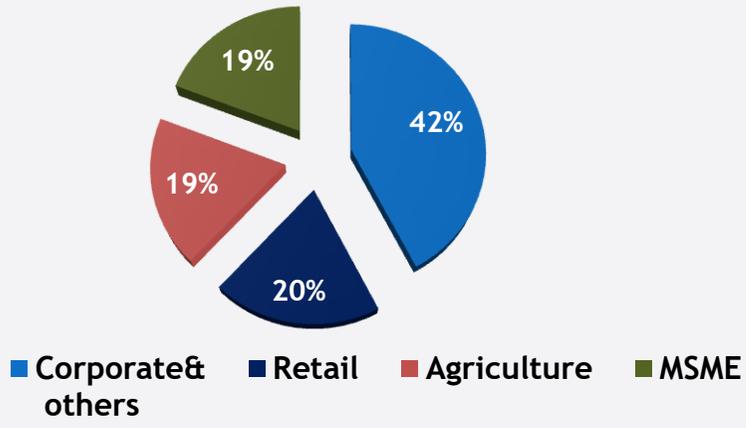
₹ in crore

	Mar-20	Sep-20	Dec-20	Mar-21
Domestic Adv	645421	632770	635225	637672
CP & Corp Bonds*	18685	33336	32851	33963
Domestic Adv and CP & Corp Bonds	664106	666106	668076	671635

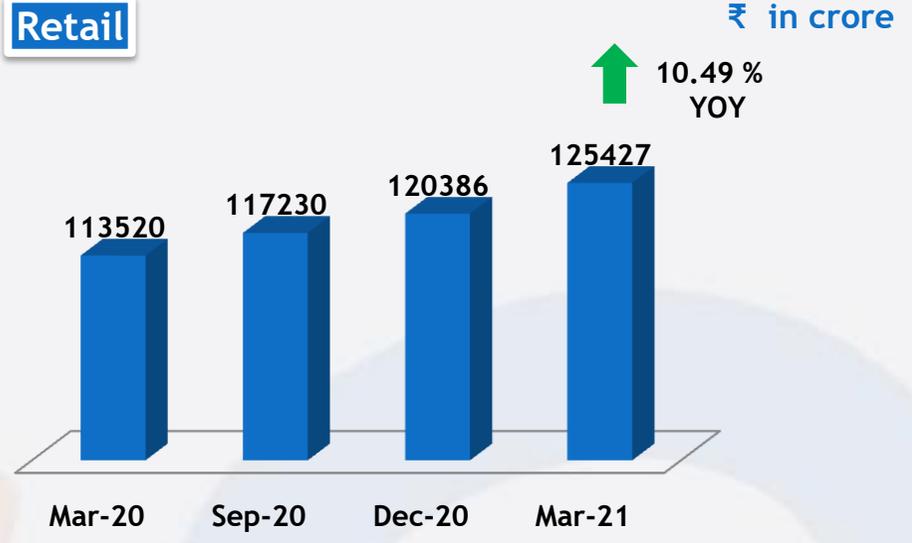
↑ 1.13% YOY

Business Performance - Assets

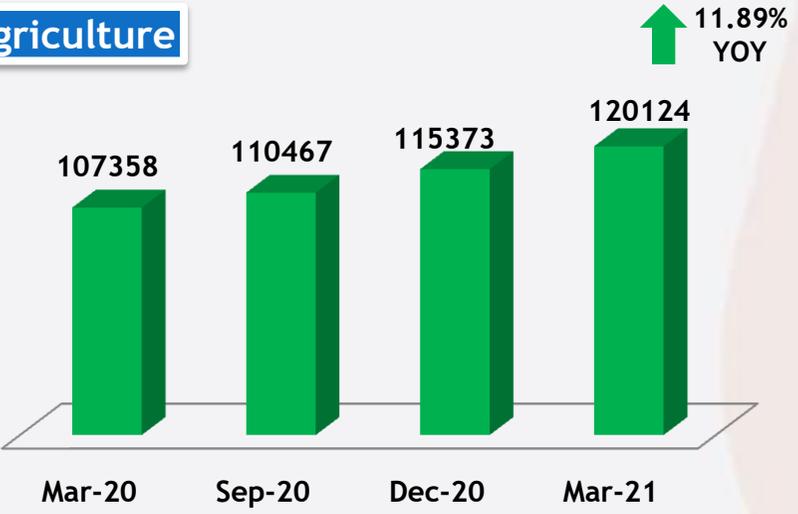
Composition of Gross Advance Mar-21



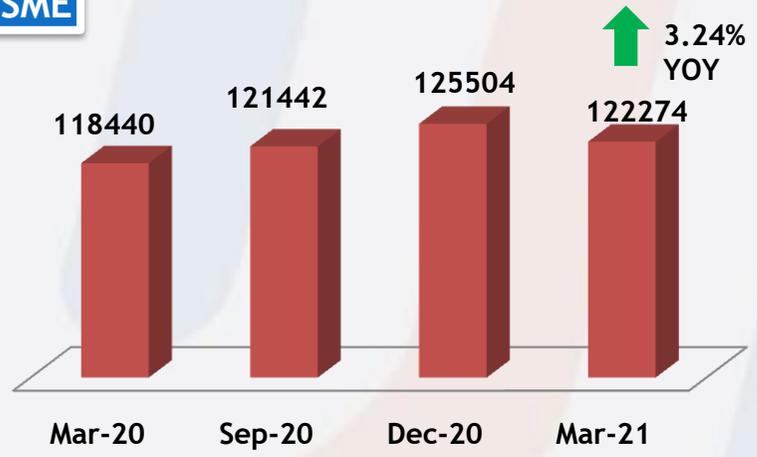
Retail



Agriculture

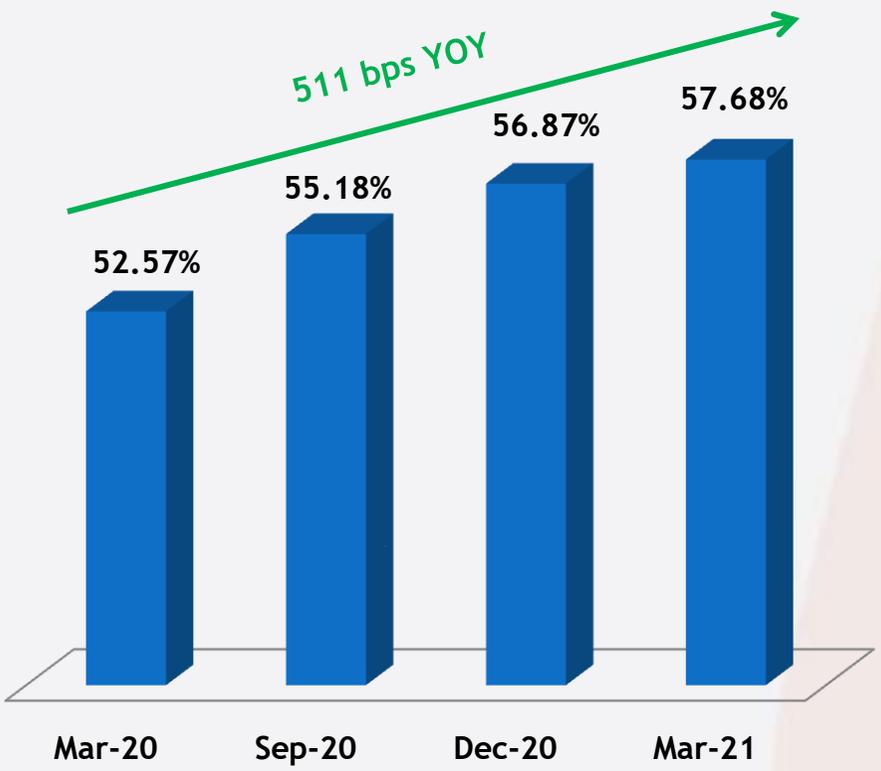


MSME



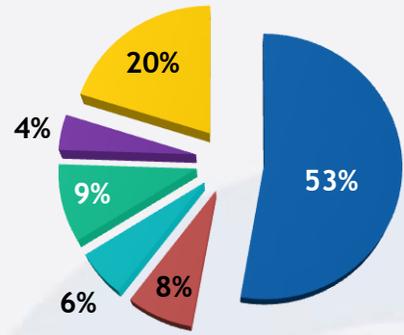
Diversified Loan Portfolio - RAM

RAM Advance in Domestic Advances



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

Composition of Retail Advance (%) as on Mar-2021



- Home Loans
- Vehicle Loans
- Education Loans
- Mortgage Loans
- Personal Loans
- Others

Achievement under Priority Sector as on Mar-2021

Particulars	RBI Norms (as % of ANBC)	Achieved (as % of ANBC)
Agriculture	18%	18.7%
Small and Marginal Farmers	8%	11.7%
Weaker Section	10%	13.6%
Total Priority	40%	42.0%

Progress under Mudra Loans

Total outstanding under Mudra loan: Rs.18,832 crores.

₹ in crore

Progress under Mudra Yojana (PMMY)					
	FY-2020-21			As on 31 st March 2021	
Category	No. of Accounts	Sanctioned Amount	Outstanding Amount	No. of Accounts	Outstanding Amount
Shishu (< 50k)	550323	835	580	1284344	1126
Kishor (Above 50k-5 Lacs)	286793	4958	4088	793423	10427
Tarun (Above 5 Lacs-10 Lacs)	33025	2631	2069	129047	7280
Total	870141	8424	6737	2206814	18832

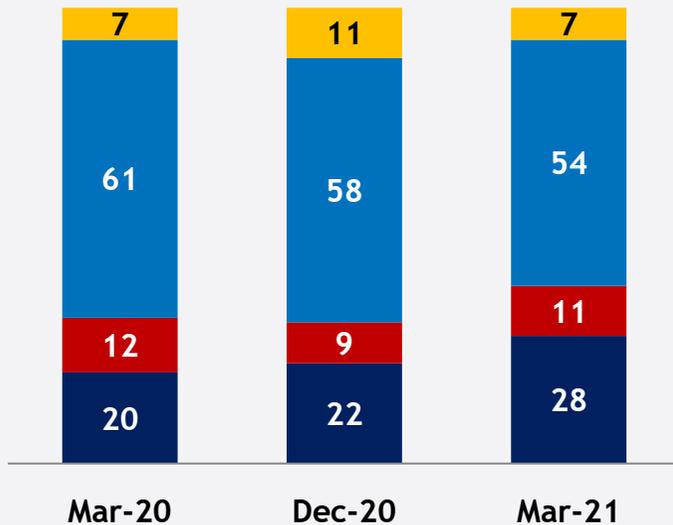
Bank Initiated STP journey for Shishu Mudra loans, 3109 applications sanctioned through digital mode (as of 31.03.2021)

Diversified Loan Portfolio-Industry Exposure

₹ in crore

S No.	Sectors	(% Share in Domestic Advance)			
		Dec-20		Mar-21	
		Rs. in Crore	% Share	Rs. in Crore	% Share
1	Infrastructure	102289	16.10	103325	16.20
2	NBFCs and HFCs	67424	10.61	72015	11.29
	w/w HFCs	18985	2.99	21797	3.42
4	Basic Metal & Metal Products	21794	3.43	16014	2.51
5	Construction	11055	1.74	7599	1.19
6	Food Processing	21844	3.44	18678	2.93
7	Textiles	13769	2.17	18367	2.88
8	All Engineering	12855	2.02	10926	1.71
	Total	270015	42.51	257507	42.14

Segment wise exposure Breakup



- Central & State PSUs
- Backed by PSUs
- Backed by Large Private Companies
- Pvt others

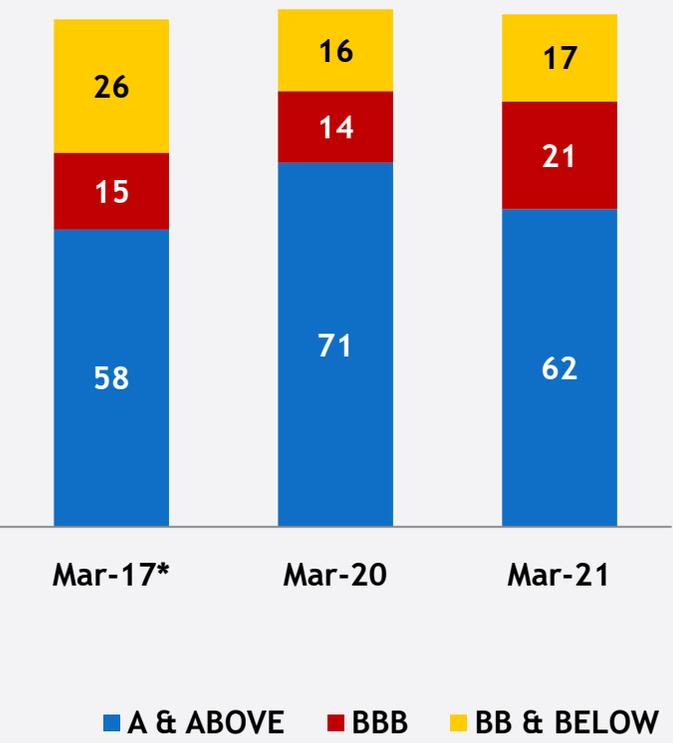
Rating Profile of Standard NBFC Exposure

Ratings	% Share		
	Mar-20	Dec-20	Mar-21
AAA	46.89	48.12	50.11
AA	39.38	35.13	34.77
A	12.02	15.29	13.70
BBB	1.56	1.29	1.36
BB & Below	0.15	0.17	0.06

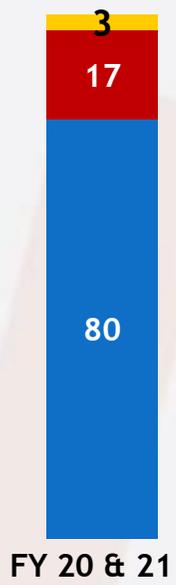
Credit Rating Matrix & CIBIL Rating Profile

Post Centralization of Credit underwriting- Improved Rating Profile

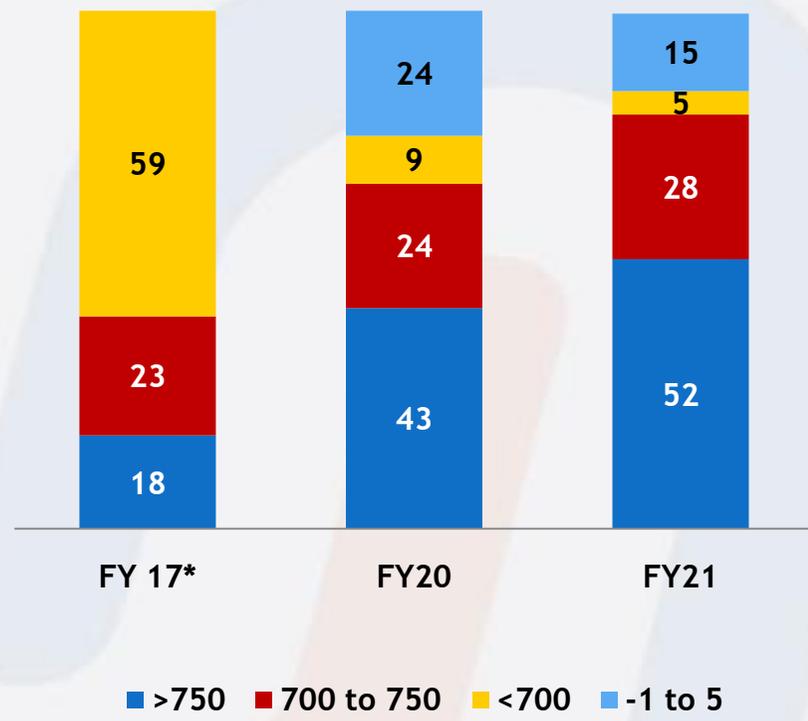
Rating Matrix of outstanding Corporate loans (>5 crore)



Rating Matrix for fresh Sanctions (> 25 Crore)



Retail CIBIL Rating Profile



*FY 17 shows Union Bank Stand alone data

Investments

% of SLR and Non SLR in Domestic investment

₹ in crore



Global Investment

Particulars (Domestic)	Mar-20	Dec-20	Mar-21	Mar-20	Dec-20	Mar-21
	₹ in crore			Duration (Years)		
Available for Sale	74091	83785	84188	2.79	2.30	1.77
W/w SLR	34458	50252	49202	2.66	1.78	1.35
NON SLR	39663	33533	34986	2.89	3.28	2.58

Composition of Domestic Investment

Category	Mar-20	Sep-20	Dec-20	Mar-21	Growth %	
					Y-o-Y	Q-o-Q
SLR Investment	200763	233196	235126	240298	20	2
Non-SLR Investment	84006	95937	94550	95885	14	1
• Commercial Paper	6144	6080	6005	6715	9	12
• Certificate of Deposits	5349	2353	1901	2884	-46	52
• Mutual Funds	446	886	781	746	67	-5
• Shares	5820	5785	5800	5104	-12	-12
• Bond & Debenture	61653	76240	75488	75904	23	1
• Others	4593	4592	4575	4533	-1	-1
Total Investment	284769	329132	329676	336183	18	2

Overseas Operations

Business from Overseas Branches			
US \$ in billion (₹ in crore)	Mar* 2020	Dec [^] 2020	Mar ^{^^} 2021
Total Business	3.21 (24260)	2.70 (19759)	2.48 (18190)
Total Deposits	0.48 (3635)	0.41 (3011)	0.29 (2178)
Total Advances	2.73 (20625)	2.29 (16748)	2.19 (16012)

Overseas Branches

1.DIFC , Dubai

2.Hong Kong

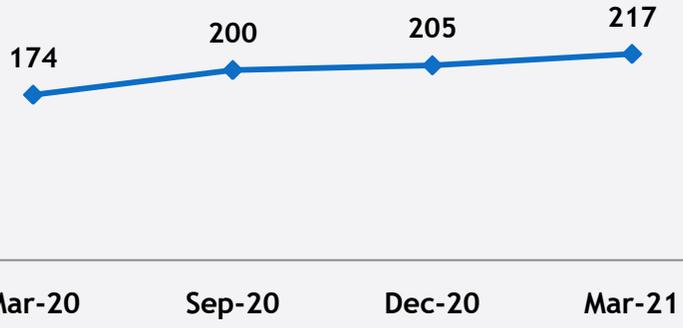
3.Sydney

*1US\$ = Rs.75.6650 as on Mar 31, 2020
 ^1US\$ = Rs.73.0700 as on Dec 31, 2020
 ^^1US\$ = Rs. 73.1100 as on Mar 31, 2021

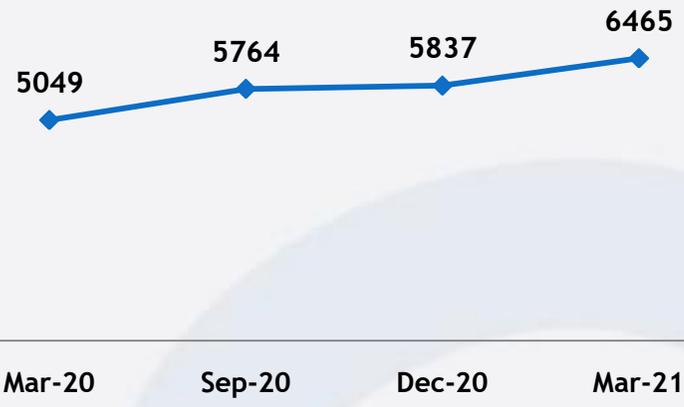
Bank also has one subsidiary - Union Bank of India (UK) Limited
 Joint Venture: India International Bank (Malaysia) BHD

Financial Inclusion

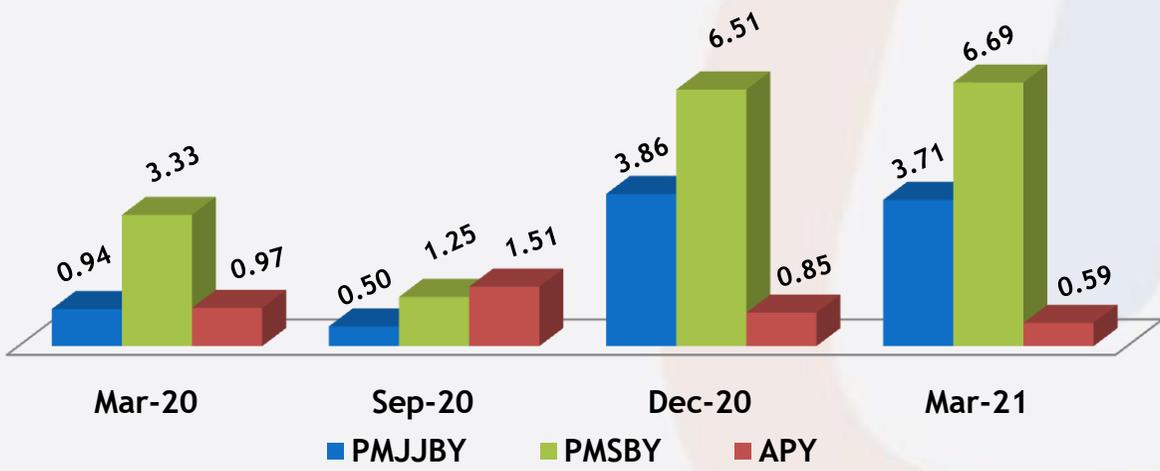
Total PMJDY Accounts (No. in Lakhs)



Balance in PMJDY Acc(₹ in crore)



Financial inclusion Acc- Fresh enrolments (No. in Lakhs)



Terminal Figures (₹ in Lakh)		
Scheme	Mar-20	Mar-21
PMJJBY	32.82	41.19
PMSBY	132.48	147.57
APY	18.03	20.22

Statement of Assets & Liabilities-Standalone

₹ in crore

Particulars	As at 31.03.20*	As at 30.09.20	As at 31.12.20	As at 31.03.21
LIABILITIES				
Capital	3423	6407	6407	6407
Reserves and surplus	30363	55941	57610	58070
Share application	0	0	0	0
Deposits	450668	886098	882423	923805
Borrowings	52486	53806	57242	51837
Other Liabilities and Provisions	13743	24880	29664	31587
Total	550683	1027132	1033346	1071706
ASSETS				
Cash and Balances with Reserve Bank of India	20118	32597	31928	37880
Balances with Banks and Money at call and Short Notice	34988	33242	32391	46530
Investments	152414	324320	325197	331512
Advances	315049	579030	582895	590983
Fixed Assets	4763	7282	7322	7344
Other Assets	23351	50661	53613	57457
Total	550683	1027132	1033346	1071706

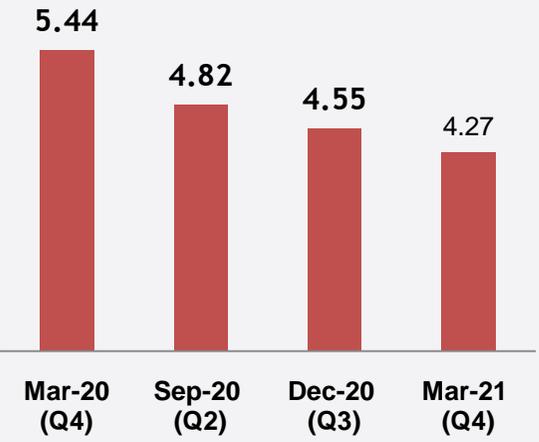
Financials

Cost & Yield Ratio

Parameters	Mar-20 (Q4)		Dec-20 (Q3)		Mar-21 (Q4)		FY 2020		FY 2021	
	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global	Domestic	Global
Cost of Deposit	5.45	5.44	4.56	4.55	4.27	4.27	5.59	5.58	4.67	4.66
Cost of Funds	4.70	4.65	4.12	4.06	3.70	3.74	4.87	4.84	4.12	4.06
Yield on Advances	8.24	8.09	7.39	7.25	6.20	6.24	8.41	8.29	7.35	7.21
Yield on Investment	6.75	6.78	6.27	6.25	5.90	5.90	6.97	6.94	6.24	6.22
Yield on Funds	7.00	6.91	6.70	6.61	5.72	5.75	7.22	7.15	6.43	6.34

Cost & Yield Ratio- Global (Quarterly)

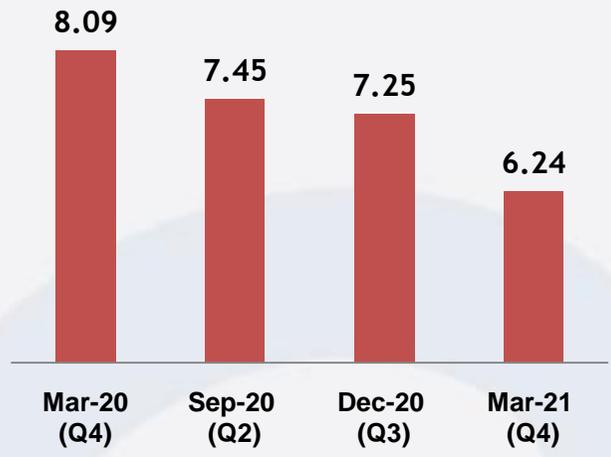
Cost of Deposit



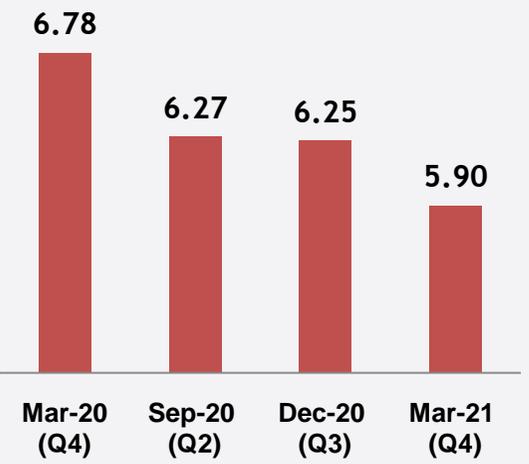
Cost of Funds



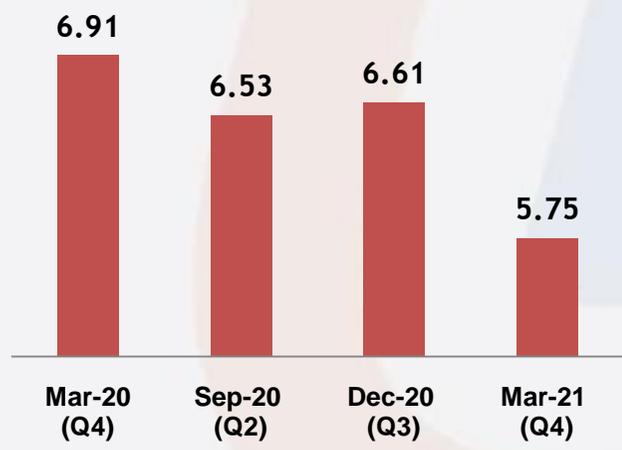
Yield on Advances



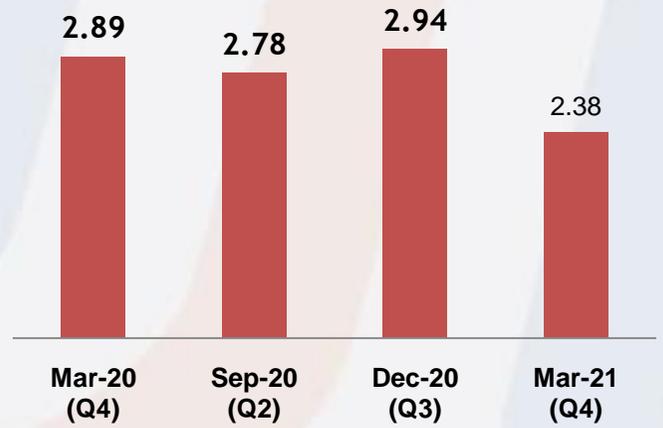
Yield on Investment



Yield on Funds

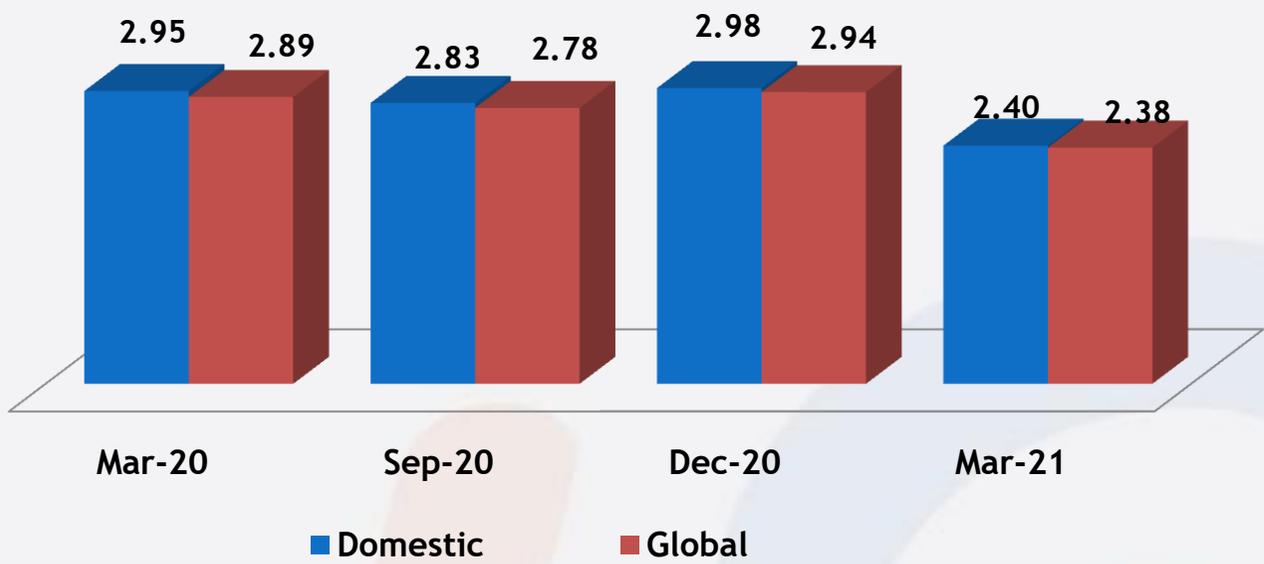


Net Interest Margin (NIM)

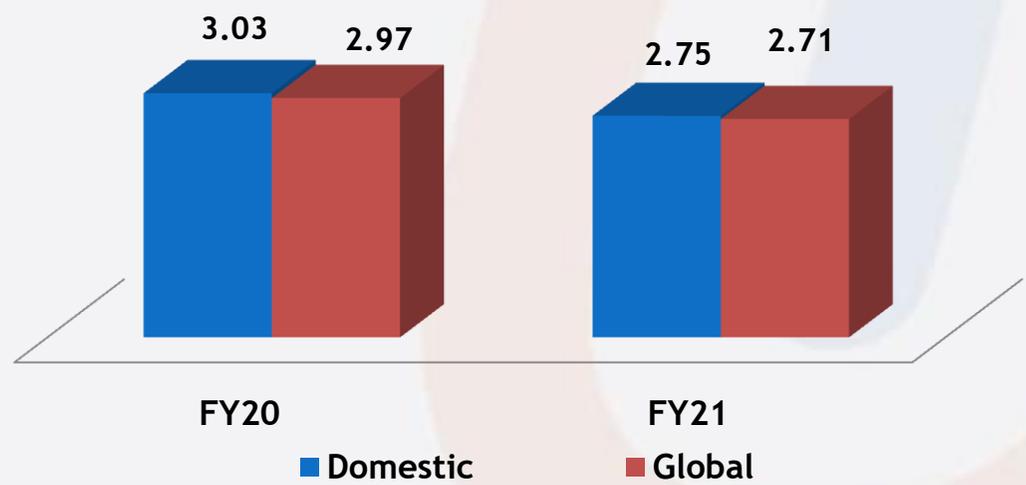


Movement of NIM*

NIM Quarterly



NIM Yearly



*NIM is calculated on AEA -Net Basis

Net Interest Income

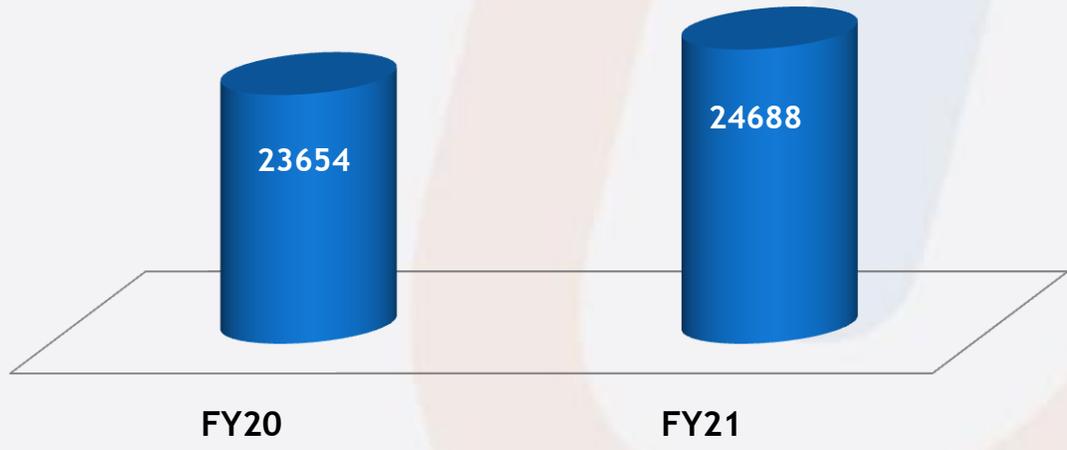
Quarterly

₹ in crore



↓
9.46%
YOY

Yearly



↑
4.37%
YOY

₹ in crore

	Parameters	Mar-20 (Q4)	Sep-20 (Q2)	Dec-20 (Q3)	Mar-21 (Q4)	Growth (%) YoY	Growth (%) QoQ	FY20	FY21	Growth (%)
1.	Interest on Advances	12651	11880	11452	9970	-21.19	-12.94	51027	45766	-10.31
2.	Interest on Investments	4879	5266	5161	4911	0.66	-4.84	19411	20574	5.99
3.	Other Interest Income	710	630	474	594	-16.34	25.32	2748	2428	-11.64
4.	Total Interest Income (1+2+3)	18241	17776	17087	15475	-15.16	-9.43	73186	68767	-6.04
5.	Interest on Deposits	11573	10568	9845	9418	-18.61	-4.34	46757	40807	-12.73
6.	Other Expenses	701	916	653	655	-6.56	0.31	2775	3272	17.91
7.	Total Interest Expense (5+6)	12274	11483	10498	10072	-17.94	-4.06	49532	44079	-11.01
8.	Net Interest Income (4-7)	5967	6293	6590	5403	-9.45	-18.01	23654	24688	4.37
9.	Non Interest Income	3697	2308	3016	4551	23.10	50.90	11753	11337	-3.54
10.	Operating Income (8+9)	9665	8601	9606	9954	2.99	3.62	35407	36025	1.75
11.	Operating Expenses	5974	3866	4294	4774	-20.09	11.18	17331	16766	-3.26
12.	Operating profit	3690	4735	5311	5180	40.38	-2.47	18076	19259	6.54

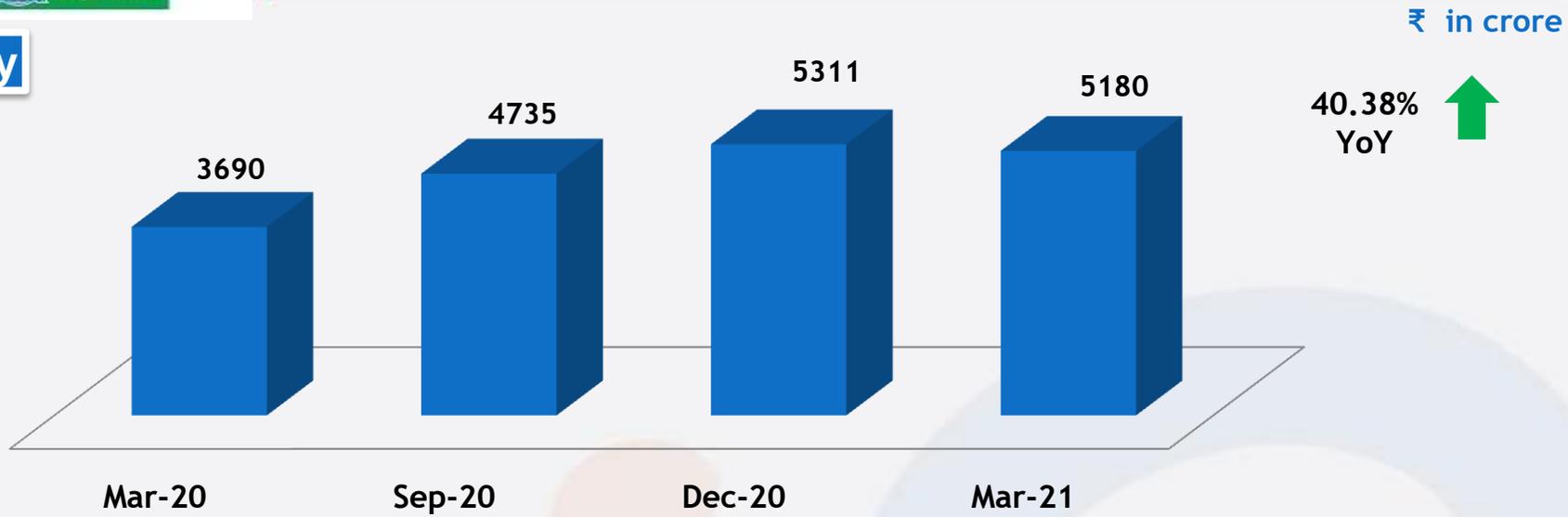
Non Interest Income

₹ in crore

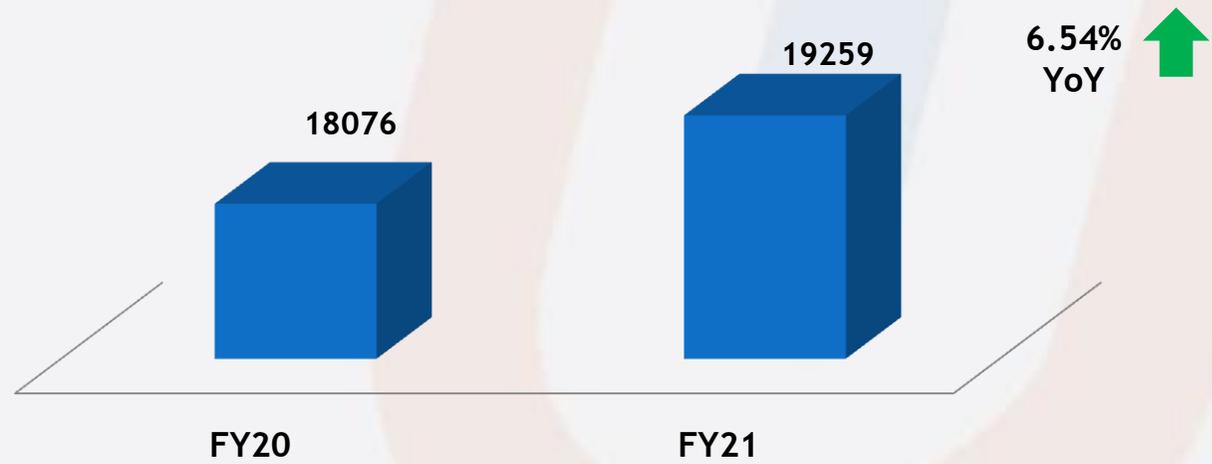
	Parameters	Mar-20 (Q4)	Sep-20 (Q2)	Dec-20 (Q3)	Mar-21 (Q4)	Growth (%) YoY	Growth (%) QoQ	FY20	FY21	Growth (%)
1.	Core Fee Based Income	1557	980	1321	1522	-2.25	15.22	5455	4579	-16.06
a.	w/w Processing charges on Advances	339	172	286	309	-8.81	7.90	912	903	-1.00
b.	Comm. On Insurance Business	47	64	56	70	48.86	24.43	150	210	39.97
c.	Comm. On Govt Business	24	15	29	27	12.75	-6.69	63	76	22.18
d.	Debit card/PoS income	259	210	149	198	-23.34	33.28	966	679	-29.74
2.	Treasury Income	1582	1065	1458	934	-40.96	-35.94	3099	4087	31.88
a.	w/w profit on Sale of Investments	1453	932	1326	874	-39.85	-34.09	2582	3651	41.40
b.	Exchange Profit	129	133	132	60	-53.49	-54.55	517	436	-15.67
3.	Recovery in Write-off Accounts	558	262	236	1961	251.43	730.93	3165	2537	-19.84
4.	Others	0	0	0	134	-	-	18	134	644.44
	Total	3697	2308	3016	4551	23.10	50.90	11738	11337	-3.42

Operating Profit

Quarterly



Yearly



Provisions

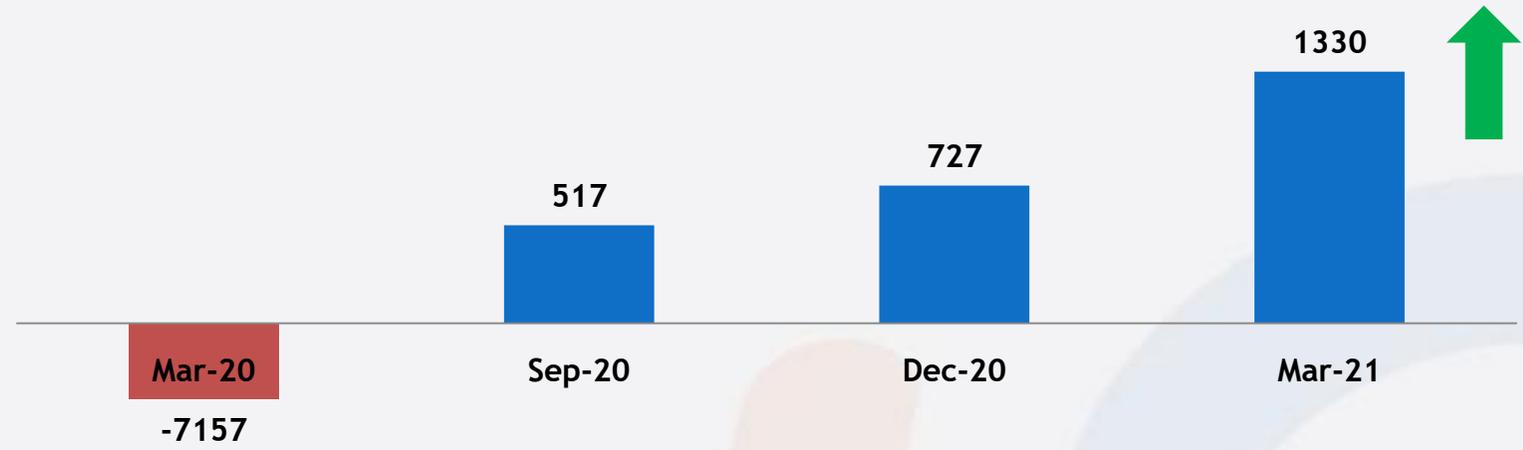
₹ in crore

Parameters	Mar-20 (Q4)	Sep-20 (Q2)	Dec-20 (Q3)	Mar-21 (Q4)	FY20	FY21
NPAs	8527	3721	3036	4712	20550	13920
Standard Assets	560	51	2227	-1443	976	1246
Depreciation on Investment	285	81	22	539	654	435
Shifting Loss	0	0	0	0	165	124
Restructured Advances	-40	-5	-54	50	-50	82
FITL (Std)	2	1	8	23	-99	35
Deferred Tax Liability	-729	74	-284	-610	-1113	-675
Frauds-Non Credit	0	33	3	-4	24	40
Provision on Wage Arrears	131	221	0	0	596	866
Taxation	2023	0	-388	556	2780	168
Others	88	41	14	27	207	112
Total	10847	4218	4584	3850	24689	16353

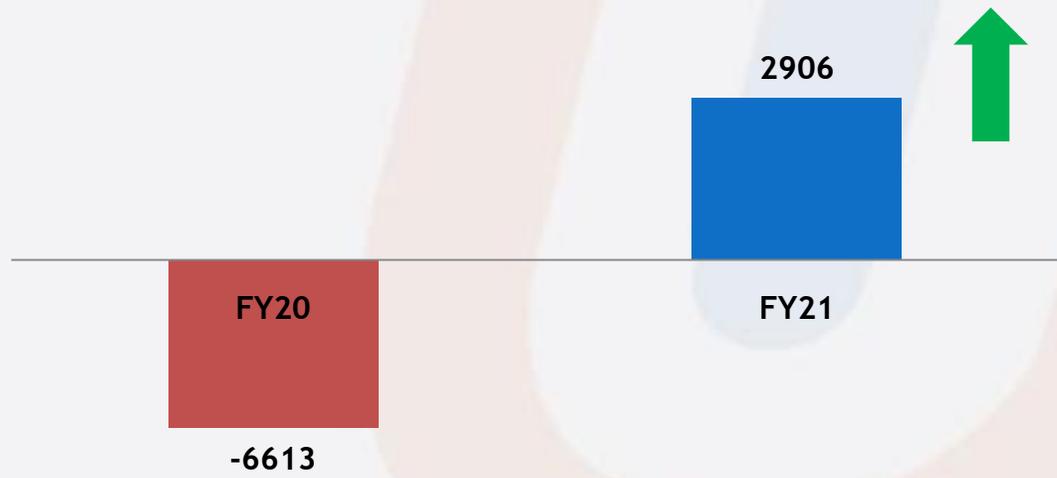
Net Profit

₹ in crore

Quarterly

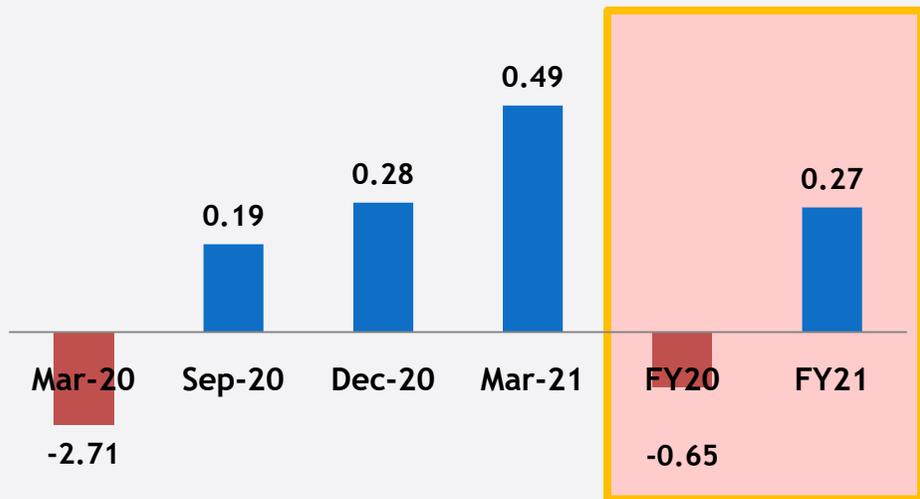


Yearly

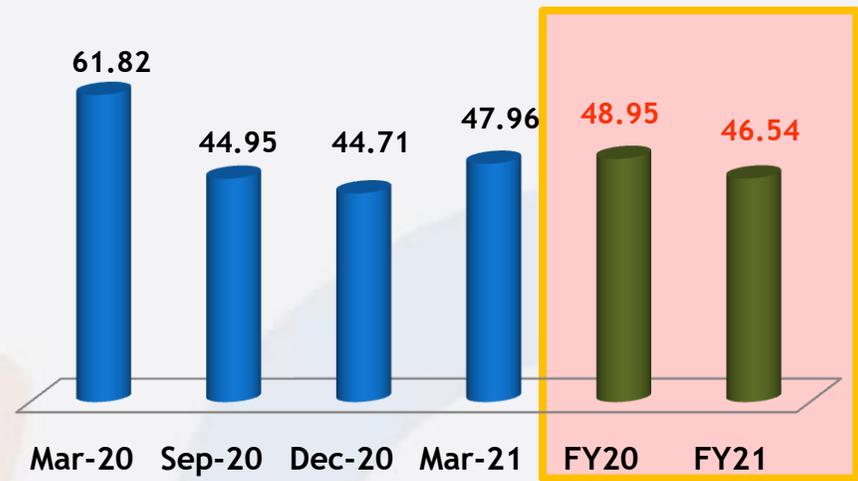


Efficiency/Profitability Ratios

Return on Average Assets



Cost to Income Ratio



S. No.	Efficiency Parameters	Mar-20 (Q4)	Sep-20 (Q2)	Dec-20 (Q3)	Mar-21 (Q4)	FY 2020	FY 2021
1	Return on Equity* (%)	-73.87	4.96	6.77	12.23	-17.06	6.68
2	Book Value Per Share	67.64**	64.97	67.04	67.91	67.64	67.91
3	Earnings per share*	-29.25**	3.23	4.54	8.30	-12.49	4.54

*Annualized

** Figures are of Union Bank of India is Pre-amalgamation.

Efficiency Ratios

₹ in crore

Profitability Parameters	Mar-20 (Q4)	Sep-20 (Q2)	Dec-20 (Q3)	Mar-21 (Q4)	FY 20	FY 21
Business per Branch	160.04	160.29	160.00	169.35	160.04	169.35
Business per employee	20.41	20.44	19.41	20.17	20.41	20.17
Gross Profit per Branch	1.54	1.97	2.21	2.22	1.88	2.07
Gross Profit per Employee	0.20	0.25	0.27	0.26	0.24	0.25

Asset Quality & Capital

Resolution Framework 1.0

Category	Implemented (31.03.2021)
MSME (Up to Rs.25 cr)	1970
Personal Loans	3391
Total	5361

Corporate Loans	
Implemented (31.03.2021)	1145
Invoked/Estimated Implementation	3665

Particulars	% to Gross Advances
One Time Restructure (OTR) (Including Estimated Implementation)	1.55
SMA -2 (Rs.5 Cr & Above)	0.60
Total	2.15

Asset Quality: Movement in Non Performing Assets

₹ in crore

Parameters	Mar-20 (Q4)	Sep-20 (Q2)	Dec-20 (Q3)	Mar-21 (Q4)	FY20	FY21
Gross NPAs - Opening	100432	97190	95797	87968	98427	97193
Add : Additions	3751	673	332	14688	25147	17443
Less : Reductions	6991	2066	8160	12869	26381	24849
1. Recoveries	1982	1218	1554	1668	7156	5191
2. Up-gradation	181	790	756	374	2800	2674
3. Write Off	4827	58	5850	10827	16425	16984
Gross NPAs- Closing	97193	95797	87968	89788	97193	89788
Gross NPA (%)	14.59	14.71	13.49	13.74	14.59	13.74
Net NPA	31325	23894	19063	27281	31325	27281
Net NPA (%)	5.22	4.13	3.27	4.62	5.22	4.62
Provision Coverage Ratio (%)	78.21	83.16	86.18	81.27	78.21	81.27
Tangible PCR (%)	67.79	75.06	78.33	69.62	67.79	69.62
Credit Cost (%)	5.19	2.29	1.86	2.89	3.15	2.13

Asset Quality: Sectoral

₹ in crore

Sectors	Slippages During Q4 FY 21	Slippages During FY 20-21	O/s NPA as on Mar 2021	Sectoral NPA %		
				Mar-20	Dec-20	Mar-21
Retail Loans	1666	2003	5604	3.68	3.04	4.46
Agriculture	3735	3970	14493	11.14	8.71	12.07
MSME	5014	5759	24944	17.85	17.46	20.40
Large Corporate & Others	4272	5710	44747	19.23	18.50	15.65
Total	14687	17442	89788	14.59	13.49	13.74

Particular	Estimated including Proforma NPA (Dec-20)	Actual (Mar-21)
GNPA %	15.28	13.74
NNPA%	5.02	4.62

Status of NCLT Accounts

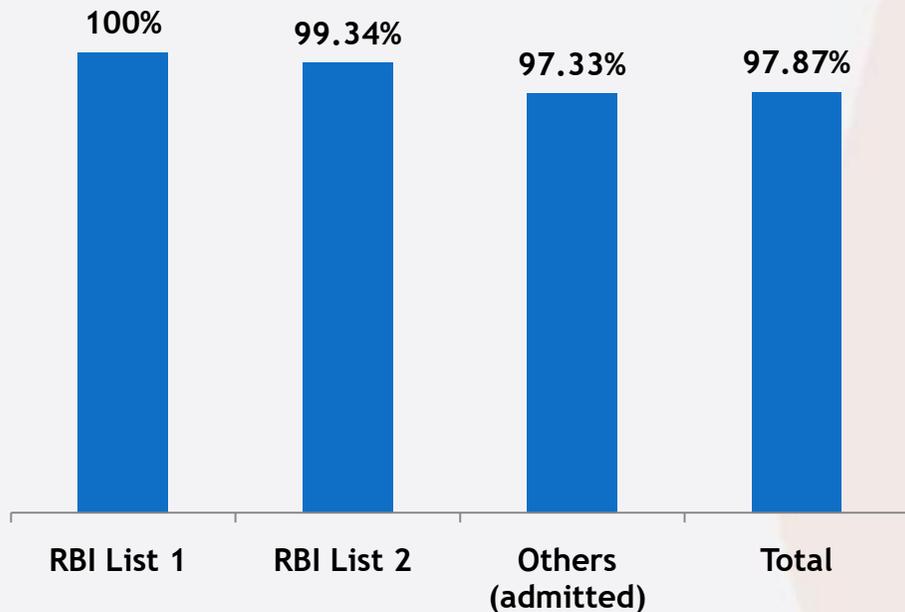
RBI List 1 O/s
₹ 5903 Cr
(7 A/c)

RBI List 2 O/s
₹ 8022 Cr
(16 A/c)

Others-Admitted
₹ 44601 Cr
(433 A/c)

Total
₹ 58526 Cr
(456 A/c)

PCR on NCLT accounts



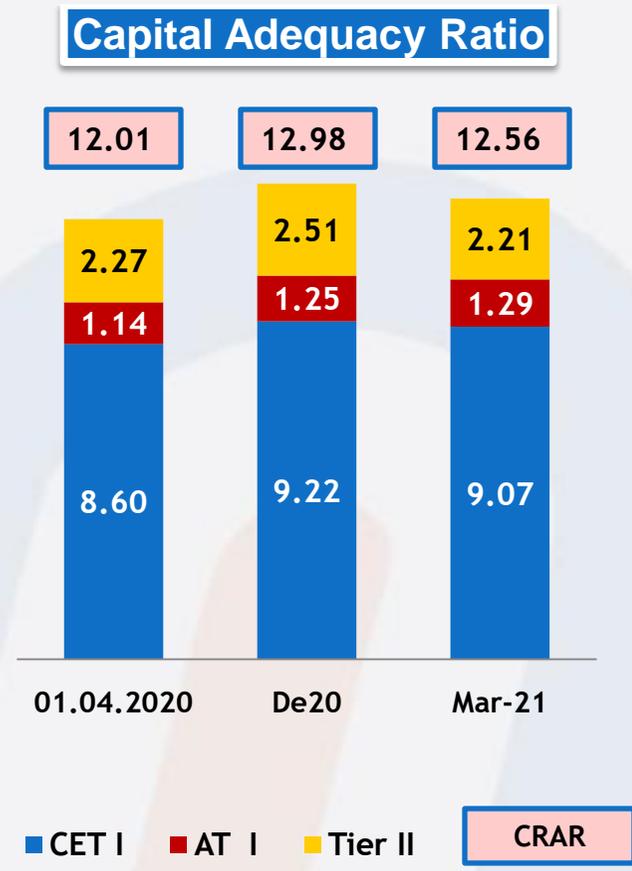
Particulars	No. of Accounts	Outstanding (Rs. In Crs)
Total Accounts admitted by NCLT	518	84483
w/w Accounts where Resolution plan approved by CoC	120	38615
w/w Accounts where Resolution plan approved by NCLT	81	30559
w/w Accounts Under Implementation of Resolution Plan	8	403
w/w Accounts where Resolution plan fully Implemented	62	25956

- No of accounts and amount under liquidation as on 31.03.2021 - 174 A/c s of ₹ 19577.48 Crore.
- Total recovery from NCLT (both through Resolution/ liquidation) till 31.03.2021 (since beginning) - ₹ 10,173.00 Crore.

Basel III : Capital Adequacy

₹ in crore

Parameter	01.04.2020		Dec-20		Mar-21	
	Amt.	% to RWA	Amt.	% to RWA	Amt.	% to RWA
1 Tier I	53036	9.74	55904	10.47	57091	10.35
Common Equity I	46836	8.60	49204	9.22	50001	9.07
Additional Tier I	6200	1.14	6700	1.25	7090	1.29
2 Tier II	12334	2.27	13367	2.51	12172	2.21
3 Total Capital (Tier I+II)	65370	12.01	69271	12.98	69263	12.56
4 RWA	544423		533784		551521	



On 21st May 2021 Bank has raised Equity Capital of ₹ 1447.17 crore through QIP

Basel III : Ratings & Capital Raising

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

Capital raised during FY 2020-21

Basel III compliant Additional Tier I Bonds for ₹ 1705 crores.

Basel III Compliant Tier II Bonds for ₹ 2000 crores.

Union Bank raised Equity capital of ₹ 1447.17 crores. (Through QIP on 21st May, 2021)

S&P

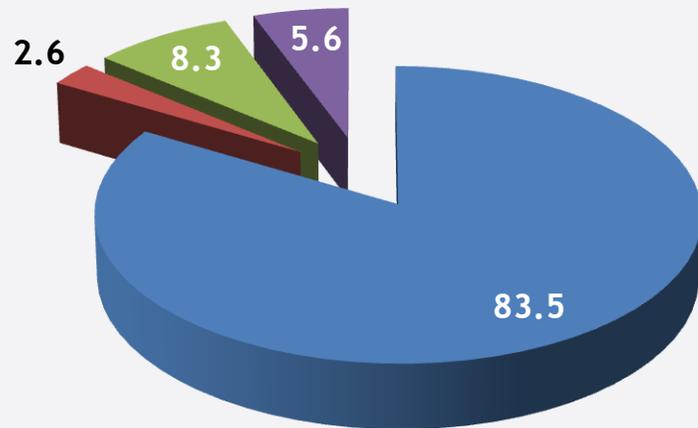
Issuer Credit Rating-
BB+/Stable/B

Moody's

Issuer Credit Rating-
Ba1/ Negative/NP

Shareholding Pattern

Share holding Pattern (%) as on 25.05.2021



■ Govt. of India ■ FII ■ DII ■ Public & Others

Particulars	As on 31.03.21	As on 25.05.21
Share Capital	₹ 6,407 crore	₹ 6,835 crore
No. of Equity Shares	640.68 crore	683.47 crore
Promoters Holding (%)	89.07%	83.49%
Market Cap	₹ 21,815 crore*	₹ 23,922 crore

Net worth (31.03.2021) Rs in Crs

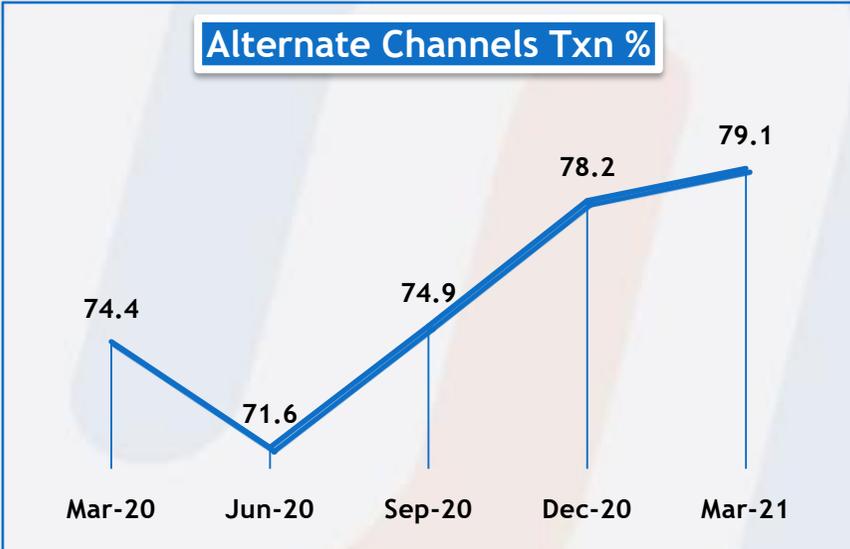
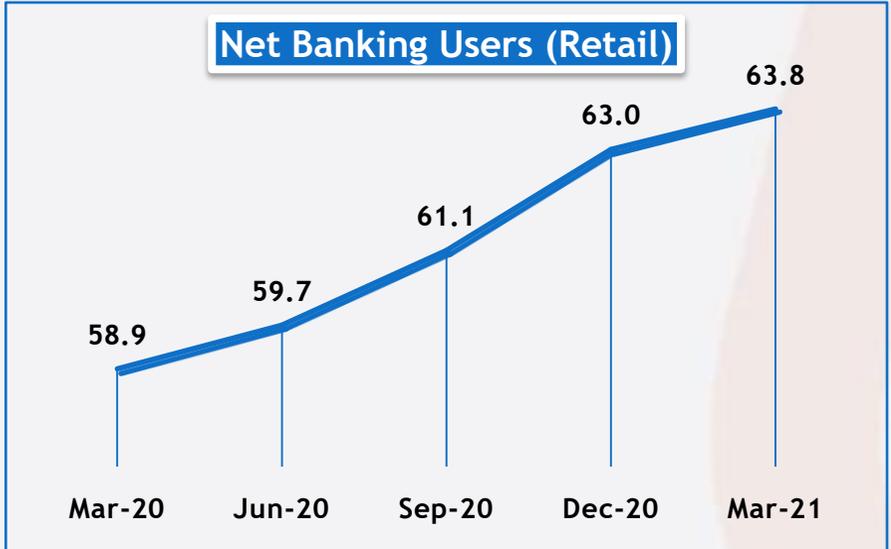
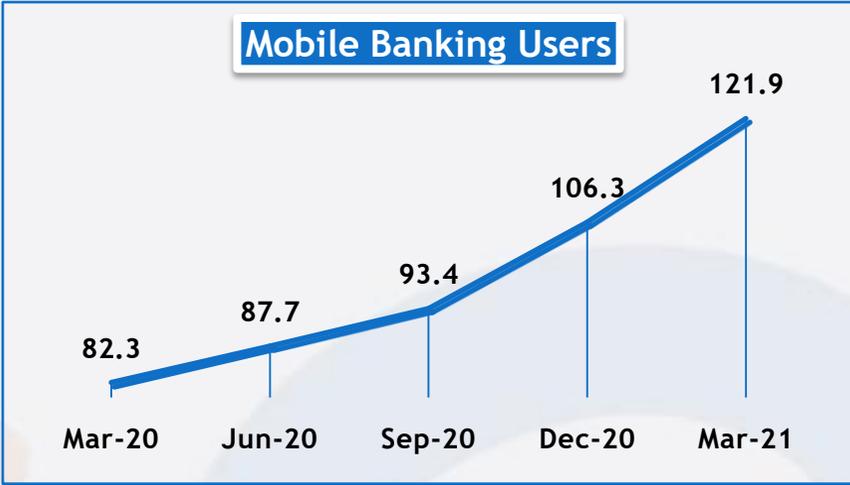
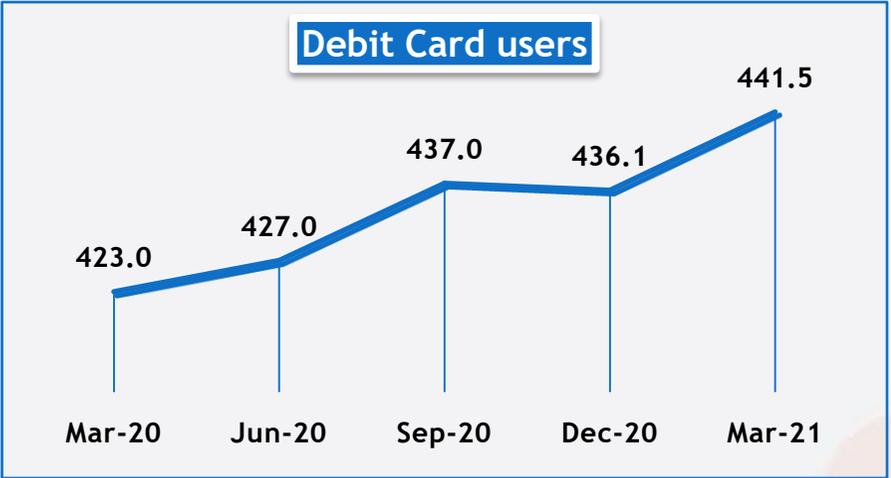
1.1	Share Capital	6407
1.2	Reserve & Surplus	58070
Sub Total (1)		64477
2.1	Less: DTA	15672
2.2	Less: Revaluation Reserve + FCTR + Intangible Assets	5298
Sub Total (2)		20970
Net worth (1-2)		43507

*Closing Price taken from NSE as of 31st March, 2021 (34.05).

Digital, EASE & ESG

Digital Footprints

(No. in Lakhs)



Expanding Digital Footprints

PAPL

Pre-Approved Personal Loan (STP)

No of Accounts - 207
Sanctioned Amount - ₹ 7.40 Crore

MSME

STP up to 5 Crore

MSME Straight Through Process

No of Accounts - 2934
Sanctioned Amount - ₹ 2818 Crore



Shishu Mudra (STP)

Applications Sanctioned - 3109



Union Dial (Lead Generation)

No of Leads Generated - 32446
No of Sanctions - 2064, Amt - ₹ 334 Crore

Number of FD opened through Mobile App - 1.30 Lakhs during Q4FY21

Key Highlights of performance in TReDS (as on 31.03.2021)

Bills discounted	Number - 21642
	Amount - ₹ 2750 cr

Interest income earned - ₹ 51 cr

Key Highlights of performance under psbloansin59minutes.com (as on 31.03.2021)

No. of Applications	32800
Sanctioned	₹ 5376 cr
Disbursed	₹ 4744 cr

GET BANK FINANCE TO EASE YOUR MSME WORKING CAPITAL MANAGEMENT!

UNION TReDS
Digital Trading Platform for MSMEs

PSB LOANS
IN 59
MINUTES
.com

Enhanced Access & Service Excellence

Theme wise Ranking among Top PSBs

Overall performance



Theme 1: Smart Lending for Aspiring India

3rd Rank



3rd Rank



Theme2: Tech-enabled ease of Banking

2nd Rank



Theme4: Governance and Outcome-Centric HR

3rd Rank



Progress: Q4FY20 to Q3FY21



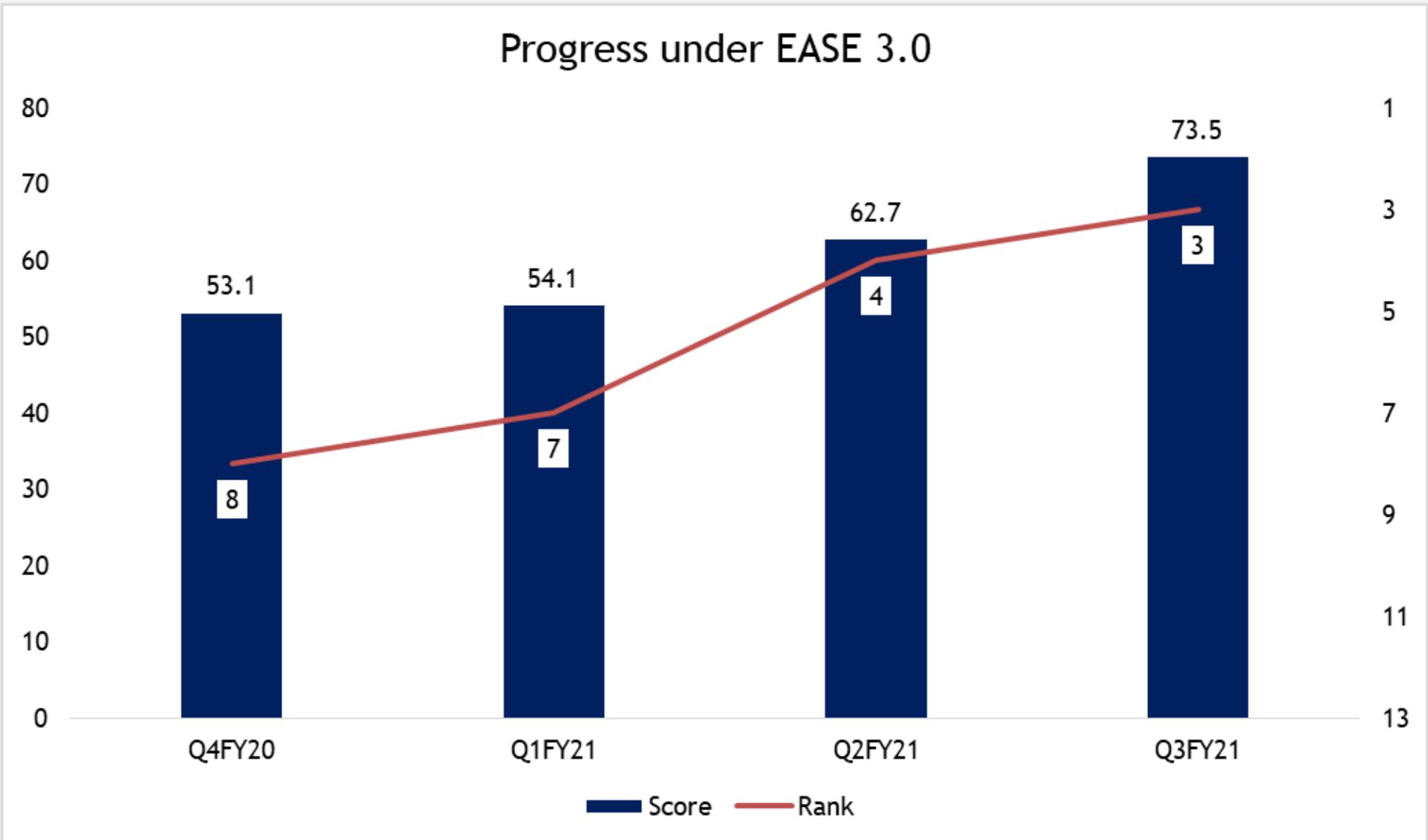
Theme 5: Deepening FI and Customer Protection

1st Rank



Highest Absolute Growth among all PSBs in Q3 over Baseline

Progress under EASE 3.0



Employee Wellness

- ✓ **IDP Program:** Individual Development Plan, a crucial part of Leadership Development Programme driven by Union Prerna.
- ✓ **Union Healthcare App:** The Bank has launched the App to facilitate healthcare information at a single place .
- ✓ **COVID Action Teams (CATs)** have been set up at FGMO / RO level for monitoring & prompt reporting of COVID cases among staff and providing necessary assistance.

Corporate Social Responsibility

- ✓ Donation of ₹ 31.83 lakh was made through Union Bank Social Foundation towards Education and Community Development.
- ✓ Donation of ₹ 20.71 lakh were disbursed through UBSFT for Toilet constructions in schools and providing ambulance.

Enabling e-learning

- ✓ **U- Learn** - Dedicated training portal is created to meet all the learning and development needs of the staff members of the Bank.
- ✓ **Union Prajna** - Promoting a culture of continuous learning through Mobile app.

Environmental

- ✓ **Green Data Centre:** All the materials / equipment's utilized in the new Data Centre are of International Standards and major thrust is given on equipment cooling with latest HVAC arrangements and Cold Aisle containment solution with power utilization efficiency (PUE) of 1.6 which is one of the best among peer Banks which will help us in reducing energy bills.

Governance

- ✓ The Bank has put in place a comprehensive whistle blower policy to prevent unethical behavior.
- ✓ Compliance Culture plays a vital role in Bank's day-to-day activities.
- ✓ Bank is having well documented Policy on prevention of Sexual Harassment.

Update on Amalgamation

Organization Structure



Particulars	No. of Units (Mar-20)	No. of Units (Mar-21)	Sectors covered
ULP	75	129	Retail (Housing and Mortgage Loan)
USK	62	62	Retail, Agriculture and MSME
SARAL	48	94	MSME, Agriculture (selected segment)
MCB	23	37	Mid Corporate
IFB	7	7	Large Corporate

Rationalization

Initiative	Aspiration*	Progress
------------	-------------	----------



Branch rationalization

350 Branches

**492 Identified & Approved
340 Collocation commenced**



ATM rationalization

300+ ATMs

**Off Site: 158
On Site: 159**



Admin Offices rationalization

11 Offices

3 FGMOs & 8 ROs



Other Structures rationalization

66 Specialized Units

**CPCs: 36
Service Branches: 17
Currency Chest: 5
CMS: 8**

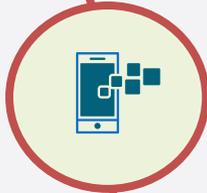
Completion Status



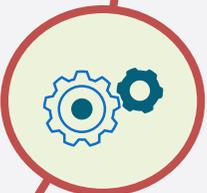
Integration of CBS Systems of eCB and eAB completed in record time



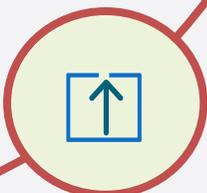
All eAB & eCB branches are successfully migrated



Customers have common Mobile Banking and Net Banking



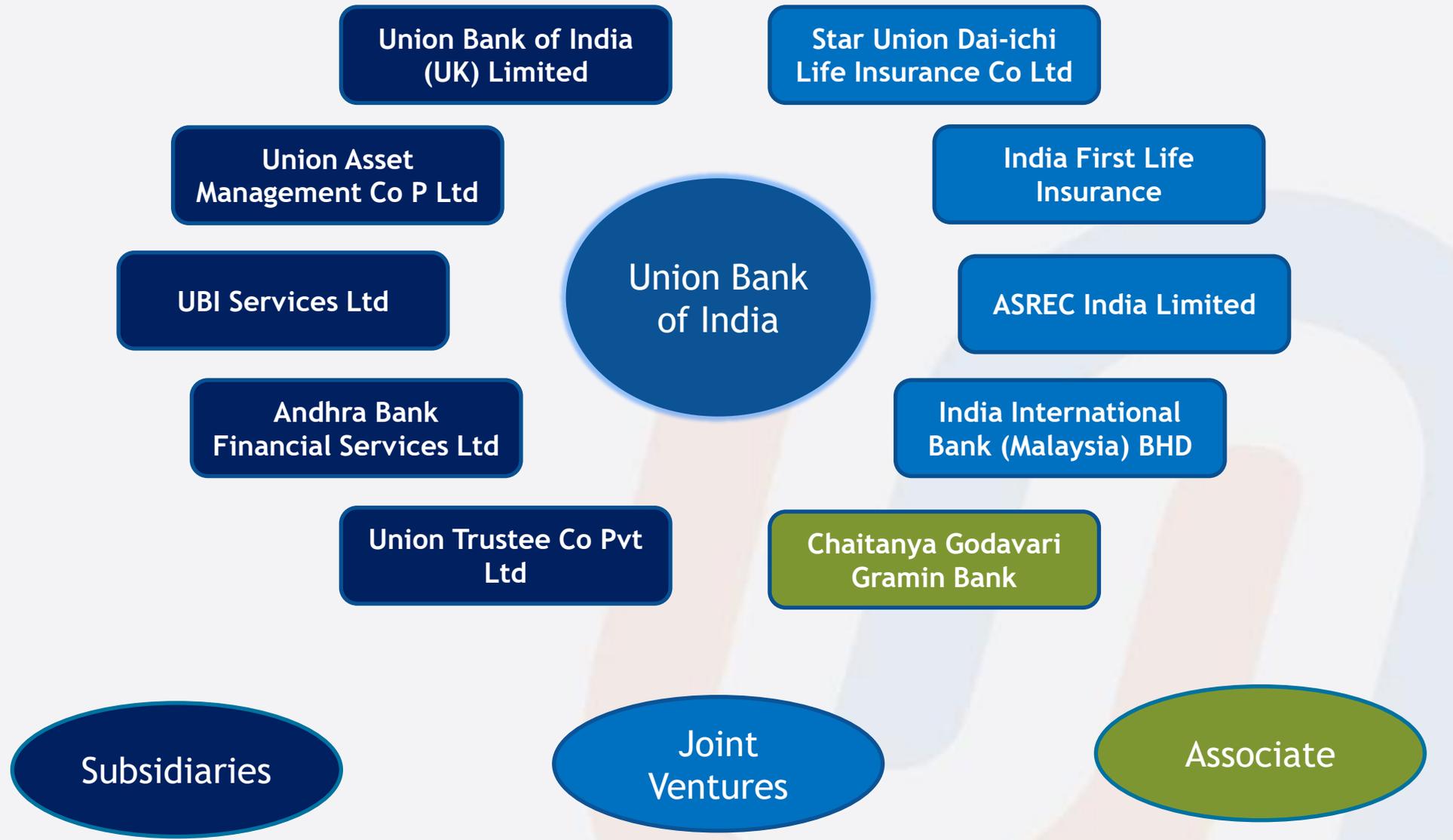
ATMs, Credit Cards are operating from single platform



Payment Systems integration is completed

Group Entities

Union Bank of India - Group Entities



Statement of Assets & Liabilities - Consolidated

₹ in crore

Particulars	As at 31.03.20	As at 31.03.21
LIABILITIES		
Capital	3423	6407
Preference Share Capital Issued by Subsidiary Company	104	104
Reserves and surplus	30463	58227
Share application	-	-
Deposits	452436	925654
Borrowings	52714	51922
Other Liabilities and Provisions	16369	40063
Total	555509	1082377
ASSETS		
Cash and Balances with Reserve Bank of India	20119	37886
Balances with Banks and Money at call and Short Notice	35130	46878
Investments	154251	339058
Advances	317677	593320
Fixed Assets	4776	7366
Other Assets	23556	57869
Total	555509	1082377

Subsidiaries				
<p>Union Bank of India (UK) Limited</p> <ul style="list-style-type: none"> Wholly owned subsidiary operating in UK Equity Investment - Rs. 1,095 crores * <p>* USD 150 million (conversion rate - INR = 0.0137 USD)</p>	Bank's Shareholding	Particulars	FY20	FY21
	100%	Total Income	159	112
		Net Profit/ (Loss)	(160)	(80)
		Total Assets	3301	3312
		Capital & Reserves	883	816
<p>Union Asset Management Co. Private Limited</p> <ul style="list-style-type: none"> Wholly owned subsidiary Bank's Equity Investment - 186.03 Crores Dai-ichi Life Holdings Inc, Japan invested Rs. 133.43 Crore in Union AMC through Compulsorily convertible preference shares (CCPS) in May, 2018 196,899 Folios 	Bank's Shareholding	Particulars	FY20	FY21
	100%	Total Income	48.37	49.91
		Net Profit/ (Loss)	3.01	3.23
		Total Assets	200.88	205.51
		Capital & Reserves	262.51	262.51
	Assets under Management (AUM)	3337.00	5347.00	

Performance of Group Entities

₹ in crore

Subsidiaries				
UBI Services Ltd. (formerly Corp Bank Securities Limited) <ul style="list-style-type: none"> Sales and Marketing of Retail Banking Products Engaged in Institutional Equity broking (commenced in November 2015). Trading of equity shares (proprietary), trading/investment in CPs/CDs, distribution of mutual funds (institutional business) 	Bank's Shareholding	Particulars	FY20	FY21
	100%	Total Income	8.73	3.58
		Net Profit/ (Loss)	3.21	1.57
		Total Assets	102.16	103.89
		Capital & Reserves	102.08	103.65
Andhra Bank Financial Services Limited <ul style="list-style-type: none"> Incorporated in 1991 to carry on activities/business of Leasing, Hire purchasing and Merchant Banking. From 1992, no commercial activity is being undertaken. 	Bank's Shareholding	Particulars	FY20	FY21
	100%	Total Income	1.62	3.91
		Net Profit/ (Loss)	0.91	2.62
		Total Assets	37.27	40.01
		Capital & Reserves	1.10	3.73

Performance of Group Entities

₹ in crore

Subsidiaries

Subsidiaries				
<u>Union Trustee Co. Pvt. Limited</u>	Bank's Shareholding	Particulars	FY20	FY21
<ul style="list-style-type: none"> Wholly owned subsidiary Equity Investment -Rs. 0.05 crore Act as a trustee company for Union Mutual Fund 	100%	Total Income	0.20	0.20
		Net Profit/ (Loss)	(0.01)	(0.04)
		Total Assets	0.12	0.08
		Capital & Reserves	0.09	0.05

Joint Venture

Joint Venture				
<u>Star Union Dai-ichi Life Insurance Co. Limited</u>	Bank's Shareholding	Particulars	FY20	FY21
<ul style="list-style-type: none"> Joint venture with Bank of India and Dai-ichi Life Holdings INC. Equity Investment - 65 Crores Pan-India presence through 108 Branch Offices operating as servicing points Since inception, gross premium income is Rs. 15,967 Crores During H1FY21, Gross Premium Income increased by 25% stood at Rs.1123 Crores Till Sept. 30, 2020 SUD Life covered over 69.75 Lakh lives under PMJJBY (including e-AB and e-CB) 	25.10%	Total Income	2639.99	4345.95
		Net Profit/ (Loss)	59.25	65.45
		Total Assets	9525.77	12125.00
		Capital & Reserves	656.92	720.42

₹ in crore

Joint Venture				
India First Life Insurance (IFLIC) <ul style="list-style-type: none"> IFLIC incorporated in June 2008 . Current Shareholding - Bank of Baroda, Union Bank and Carmel Point Investment India Pvt Ltd (44%; 30% & 26% shareholding basis respectively) As of March 2021 Union Bank of India's equity investment Rs.199.09 crores. 	Bank's Shareholding	Particulars	FY20	FY21
	30%	Total Income	3360.44	4055.50
		Net Profit/ (Loss)	(97.42)	30.19
		Total Assets	15273.30	17652.62
		Capital & Reserves	915.00	943.46
ASREC India limited <ul style="list-style-type: none"> ASREC India Ltd was established in 2004 as a securitization company SARFASIA 2002 (SARFAESIA) with the approval of RBI Current Shareholding - Union Bank (26.02%), BOI (26.02%), Indian Bank (38.26%), LIC (9.18%) and Deutsche Bank (0.52%) 	Bank's Shareholding	Particulars	FY20	FY21
	26.02%	Total Income	27.50	46.92
		Net Profit/ (Loss)	5.06	11.77
		Total Assets	198.23	290.31
		Capital & Reserves	145.02	156.30

Performance of Group Entities

₹ in crore

Joint Venture				
<u>India International Bank (Malaysia) BHD</u>	Bank's Shareholding	Particulars	FY20	FY21
<ul style="list-style-type: none"> 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 581.87 Cr 	25%	Total Income	38.62	25.64
		Net Profit/ (Loss)	5.94	0.08
		Total Assets	968.30	768.17
		Capital & Reserves	573.11	577.04
Associates				
<u>Chaitanya Godavari Gramin Bank</u>	Bank's Shareholding	Particulars	FY20	FY21
<ul style="list-style-type: none"> Operating in Guntur, East Godavari and West Godavari districts in Andhra Pradesh. Total no. of branches as on 31.03.2021 are 222. 	35%	Total Income	719.36	846.41
		Net Profit/ (Loss)	70.64	101.08
		Total Assets	7872.28	9657.66
		Capital & Reserves	504.84	605.93

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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