

Financial Results Q4FY22/FY2021-22

May 13, 2022

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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(%)



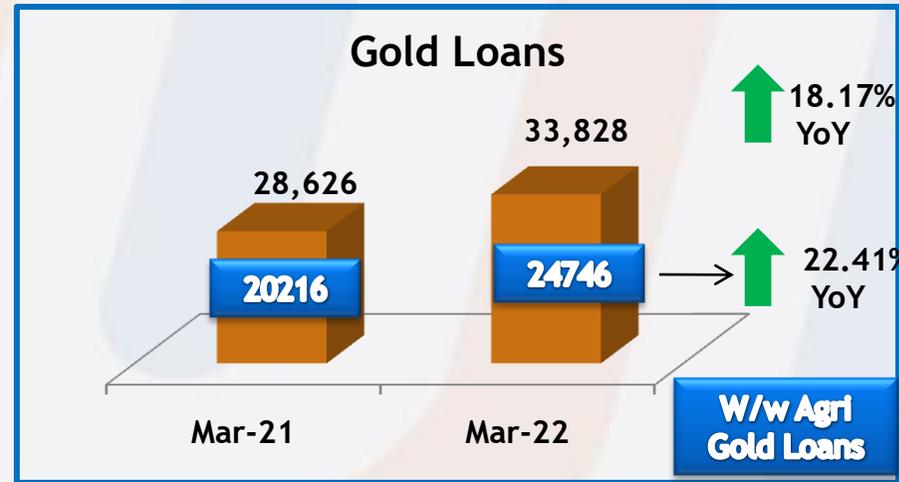
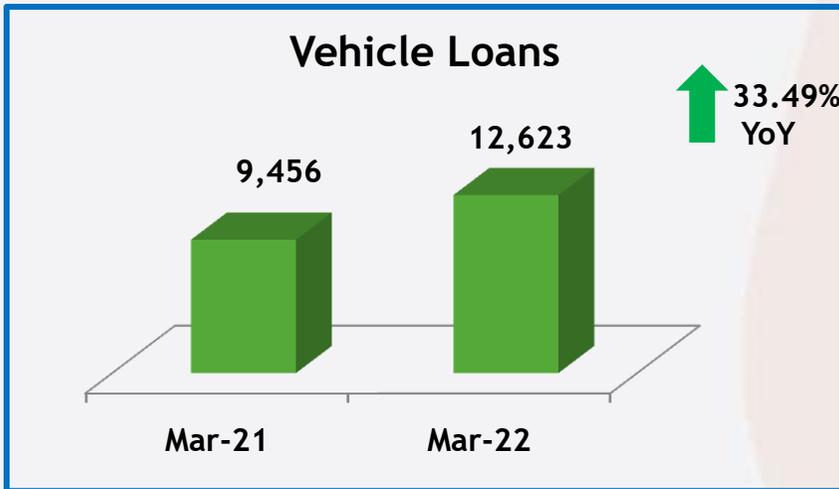
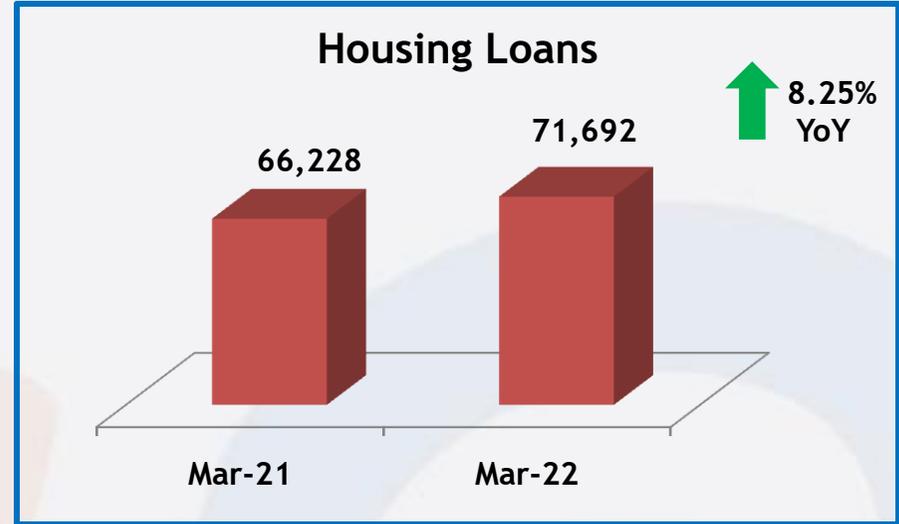
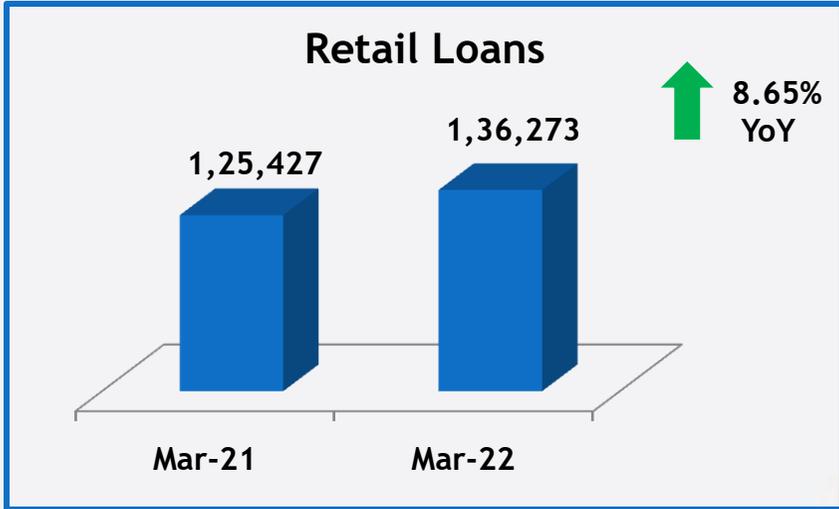
Mar-19 Mar-20 Mar-21 Mar-22

CRAR(%)

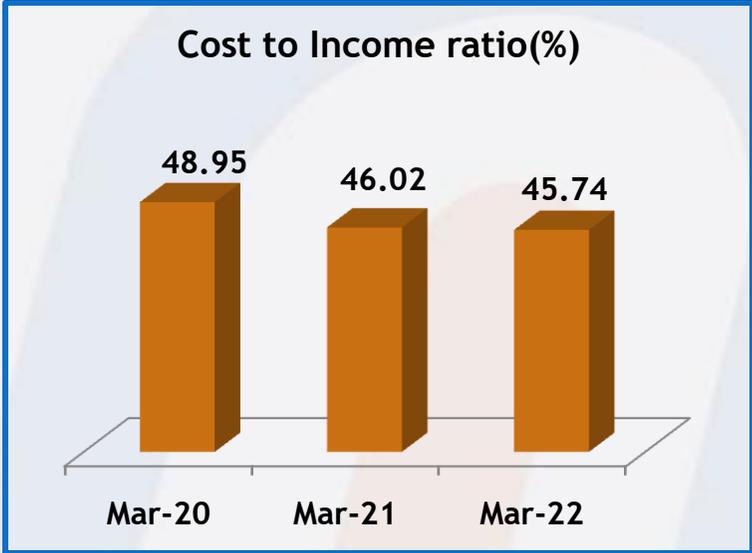
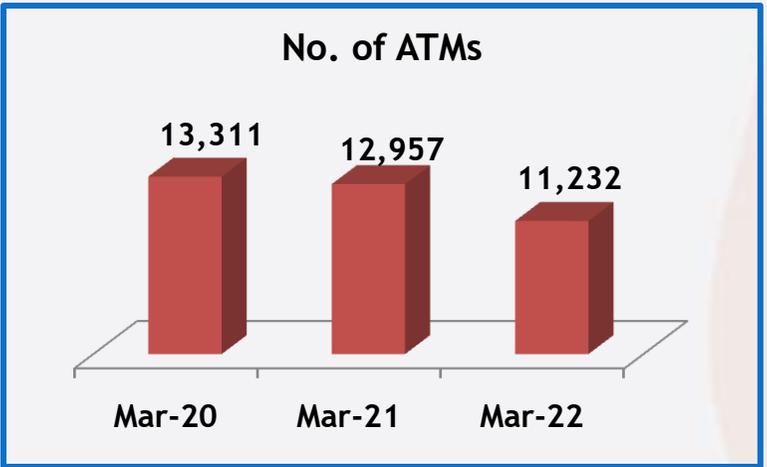
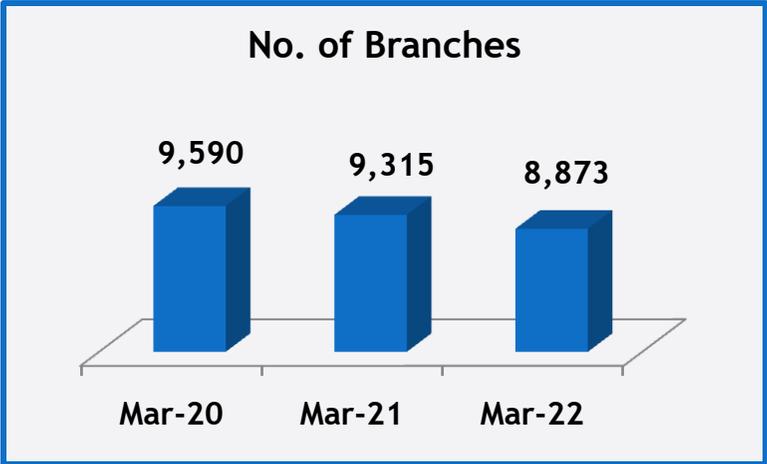


Mar-19 Mar-20 Mar-21 Mar-22

₹ 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



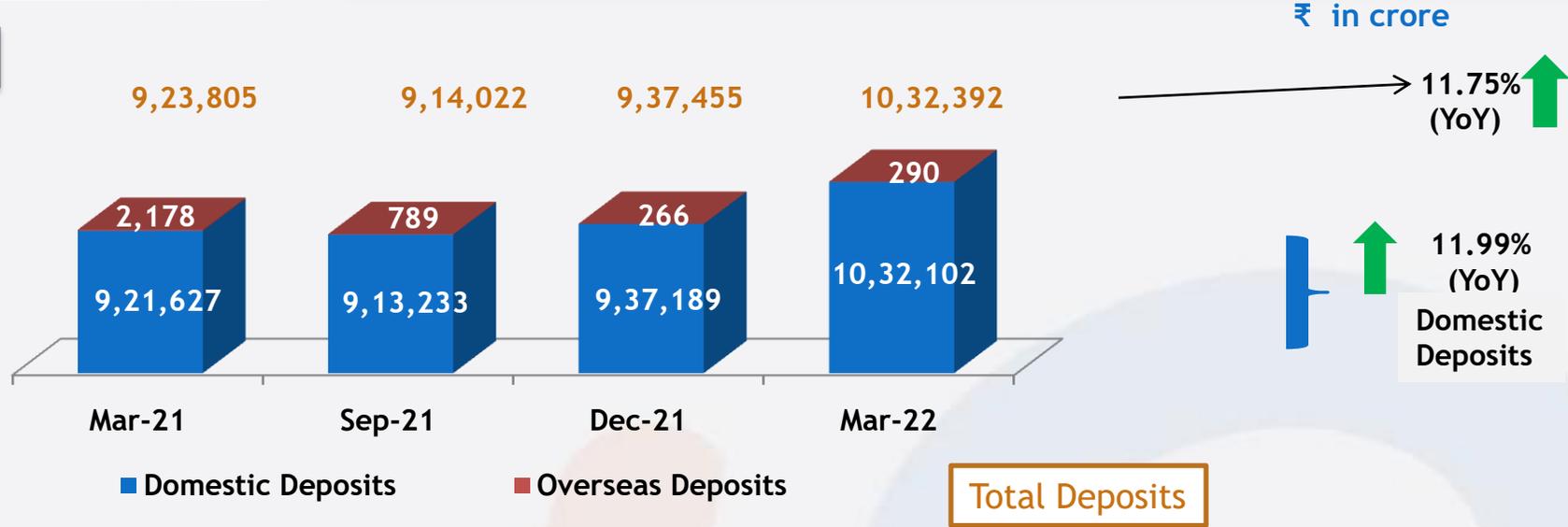
A dividend of Rs 1.90 per share (19.00%) has been recommended by the Board of Directors for the financial year 2021-22 subject to requisite approvals.

Business Performance

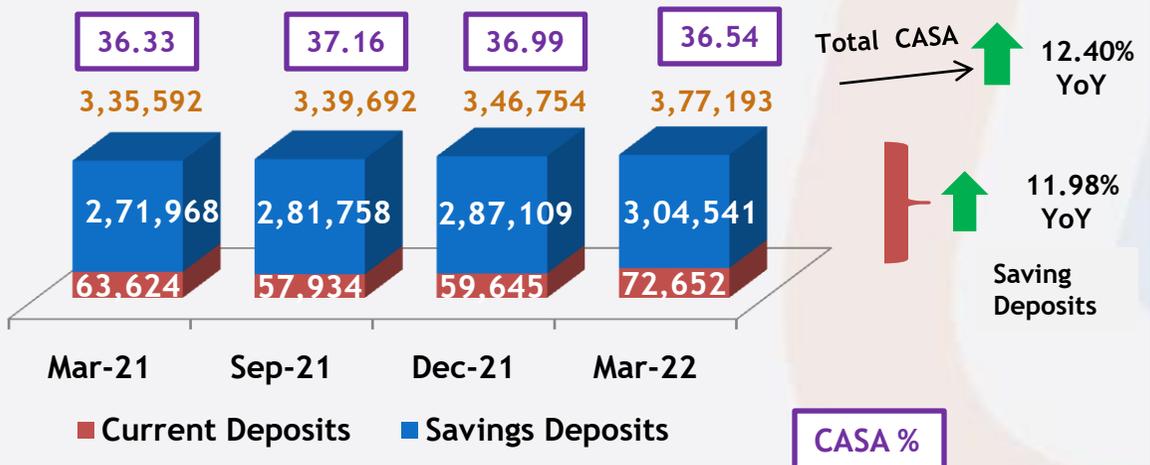


Business Performance - Liabilities

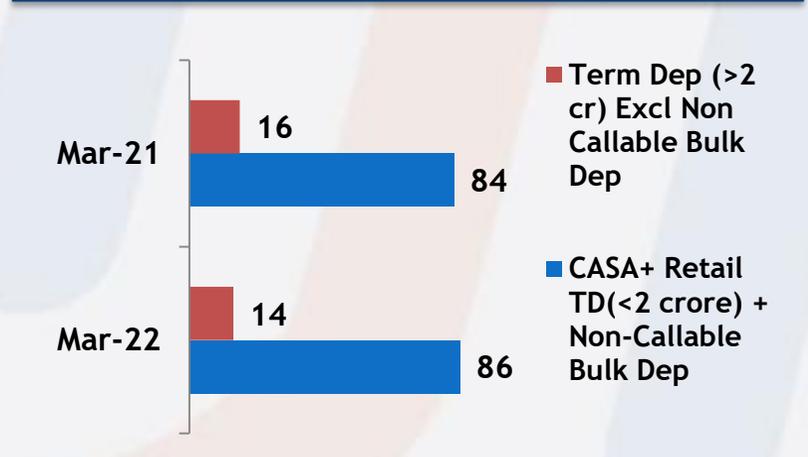
Total Deposits



CASA Portfolio



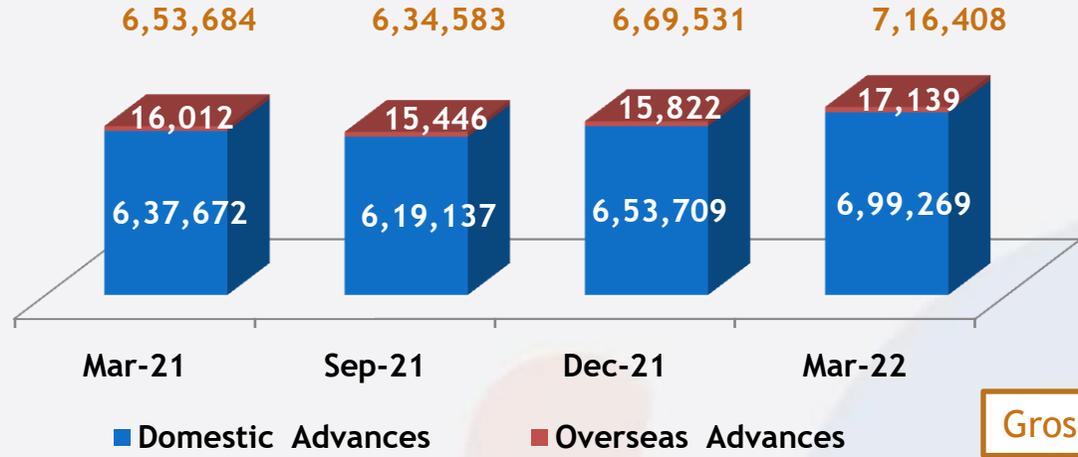
CASA+ Retail TD + Non Callable Bulk Deposits as a % of Total Domestic Deposits



Business Performance - Assets

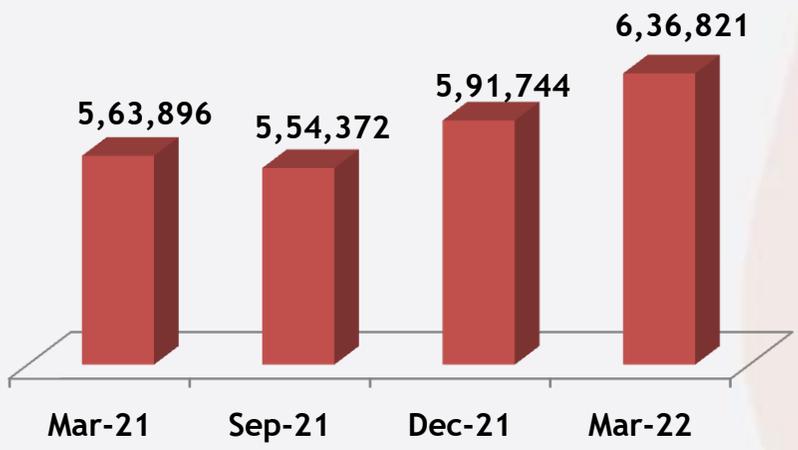
Gross Advances

₹ in crore
 ↑ 9.60% YoY

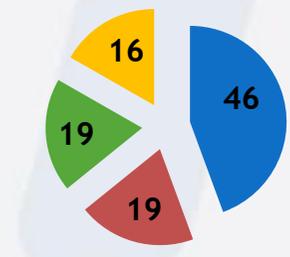


Standard Advances

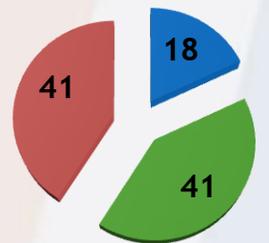
↑ 12.93% YoY



Proportion of Gross Advances (%)



Proportion of Corporate & Others (%)



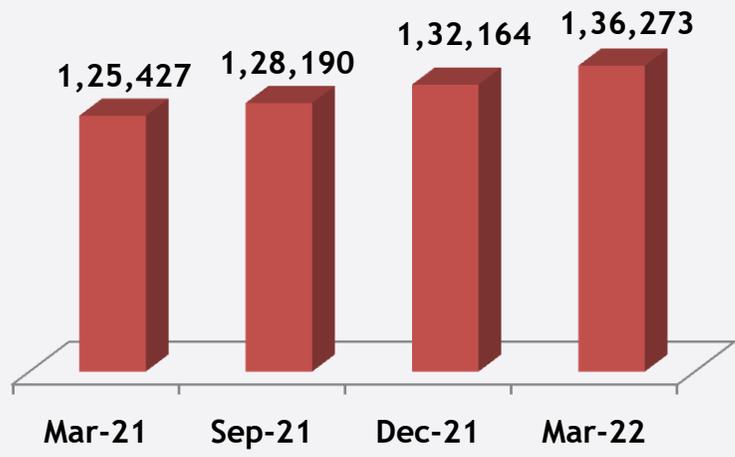
Mar-22

Business Performance - Assets

₹ in crore

Retail

↑ 8.65% YoY



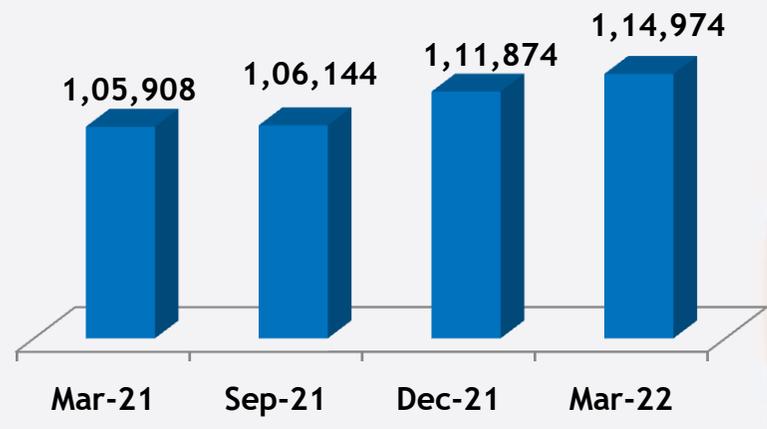
Agriculture

↑ 10.80% YoY



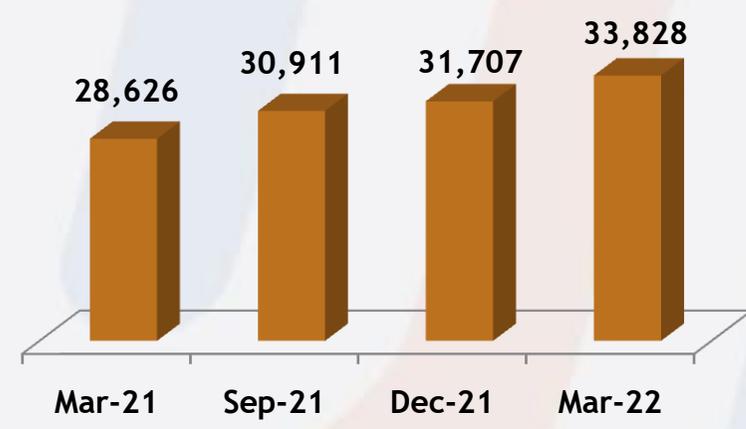
MSME*

↑ 8.56% YoY



Gold Loans

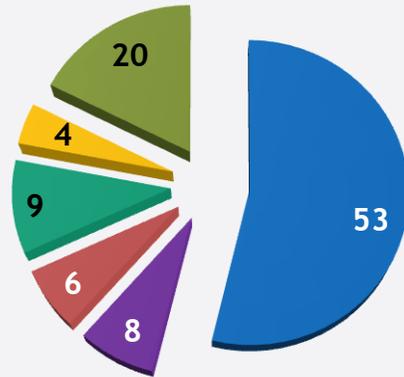
↑ 18.17% YoY



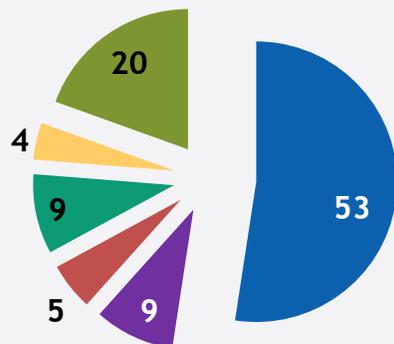
* MSME data for previous periods adjusted to reflect revised definition of MSME accounts reclassified into/out of MSME as of 31st Mar 2022.

Composition of Retail Advances (%)

Mar-21



Mar-22



- Home Loans
- Education Loans
- Personal Loans
- Vehicle Loans
- Mortgage 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
Total Priority	40.00	43.24

₹ 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%)
Total	7,47,508	11,802	9,470	20,070	3,501 (17.4%)

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)

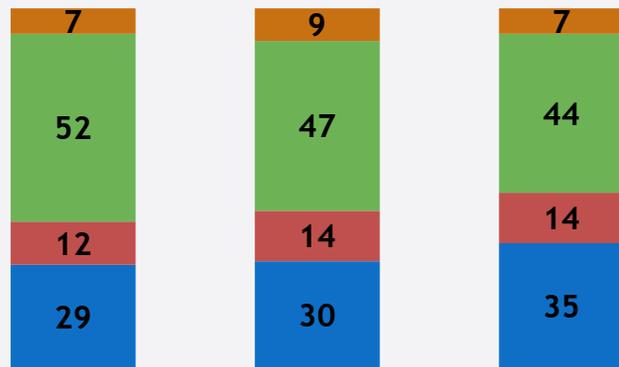
No of Loans - 1,274
Amount Sanctioned - ₹50 Cr

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
	Total	2,68,179	42.06	2,77,134	42.39	3,06,947	43.90

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

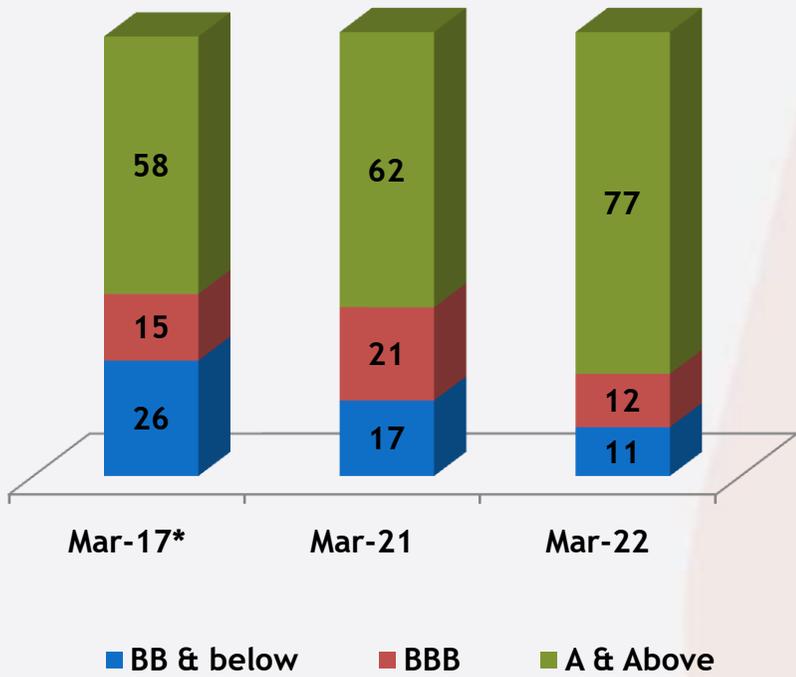
Ratings	% Share		
	Mar-21	Dec-21	Mar-22
AAA	50.11	53.38	63.50
AA	34.77	31.46	24.39
A	13.70	13.57	10.88
BBB	1.36	1.12	0.91
BBB & above	99.94	99.53	99.69
BB & Below	0.06	0.47	0.31

Credit Rating Matrix & CIBIL Rating Profile

Post Centralization of Credit underwriting- Improved Rating Profile

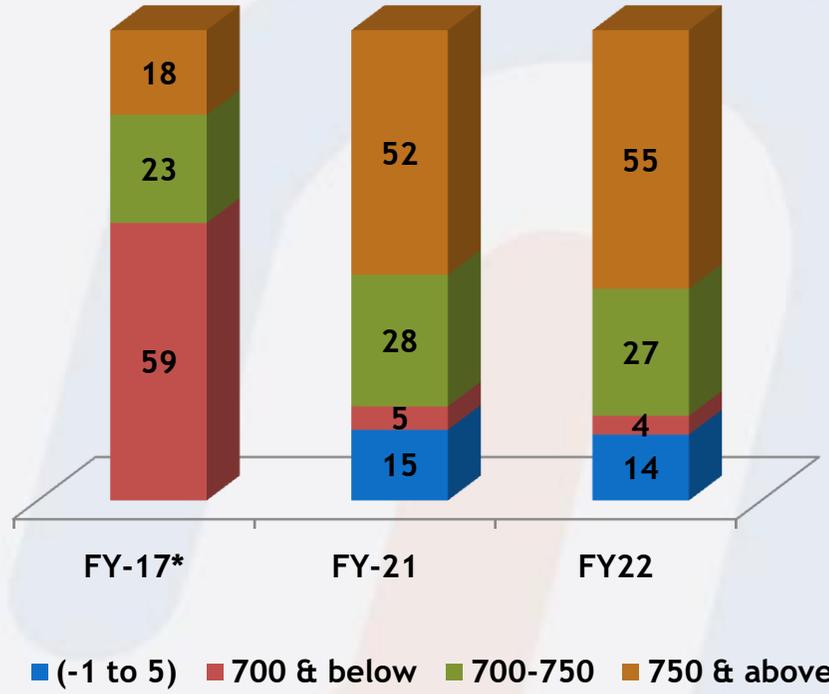
Rating Matrix of Outstanding Corporate Loans(> Rs. 5 Crore)

in %



Retail CIBIL Rating Profile

in %

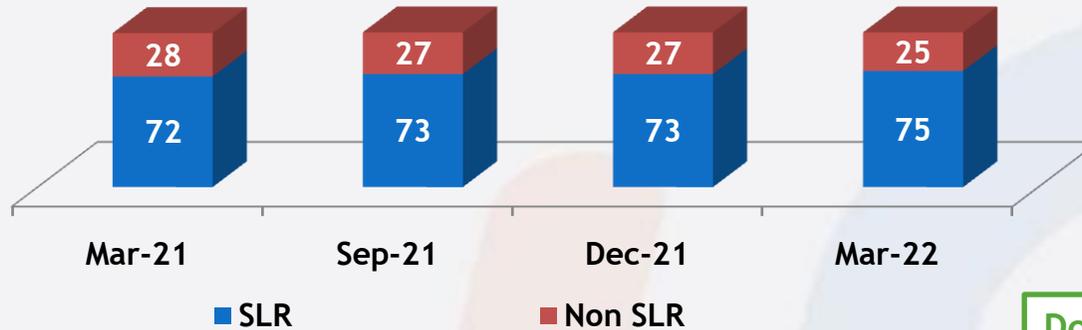


*FY 17 shows Union Bank Standalone data

₹ 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
Total Investments	3,36,183	3,33,869	3,36,146	3,53,002

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

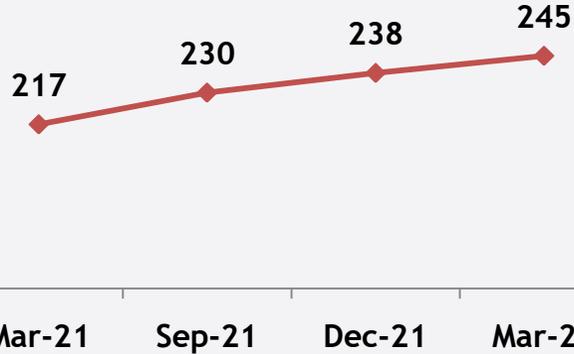
2.Hong Kong

3.Sydney

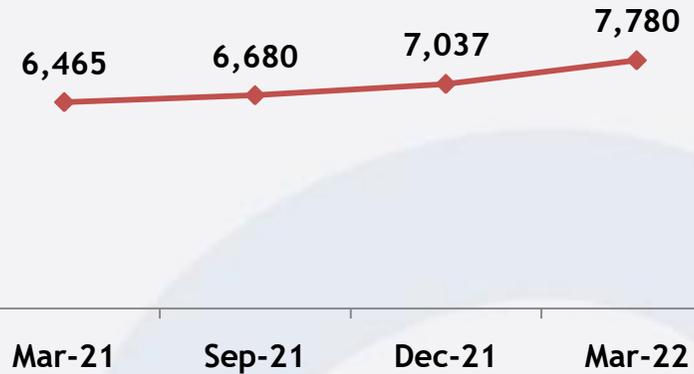
Bank also has one subsidiary - Union Bank of India (UK) Limited

Joint Venture: India International Bank (Malaysia) BHD

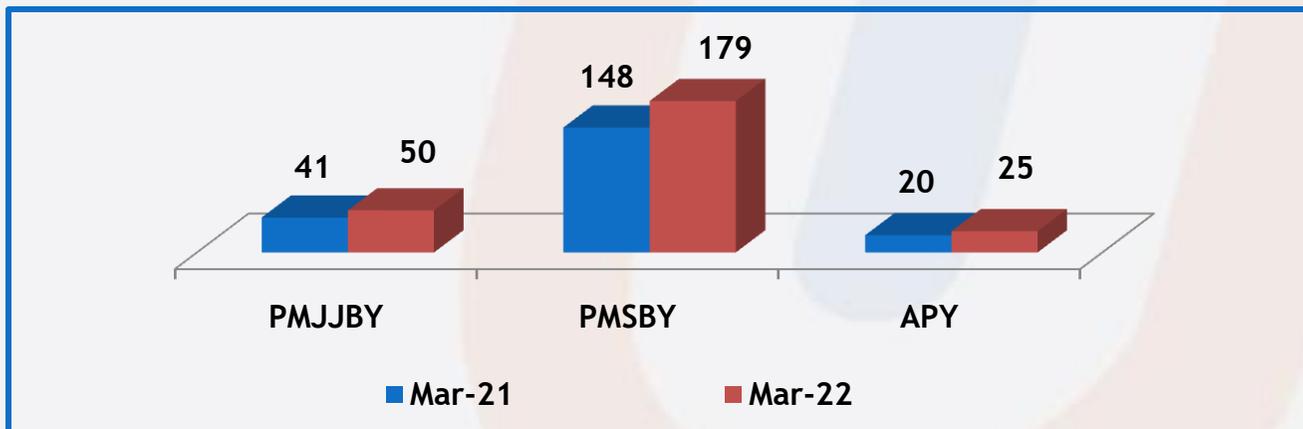
Total PMJDY Accounts (No. in Lakhs)



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
LIABILITIES				
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
Total	10,71,706	10,61,893	10,95,733	11,87,591
ASSETS				
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
Total	10,71,706	10,61,893	10,95,733	11,87,591

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



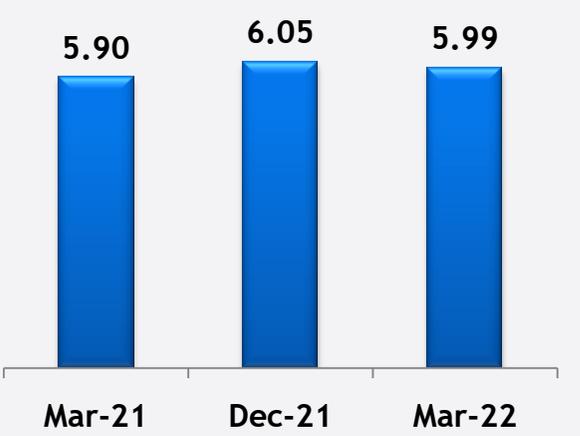
Cost of Funds



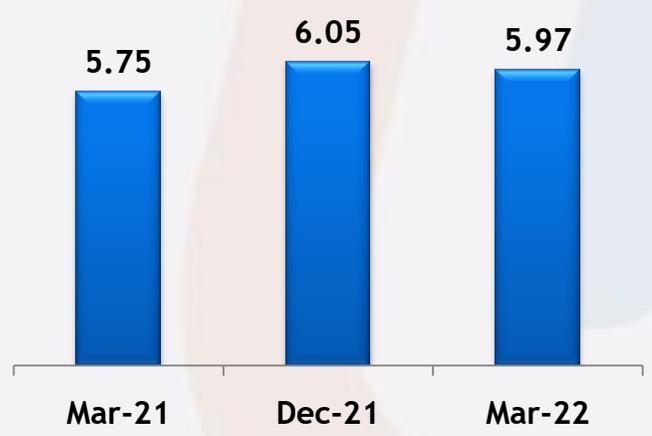
Yield on Advances



Yield on Investment



Yield on Funds

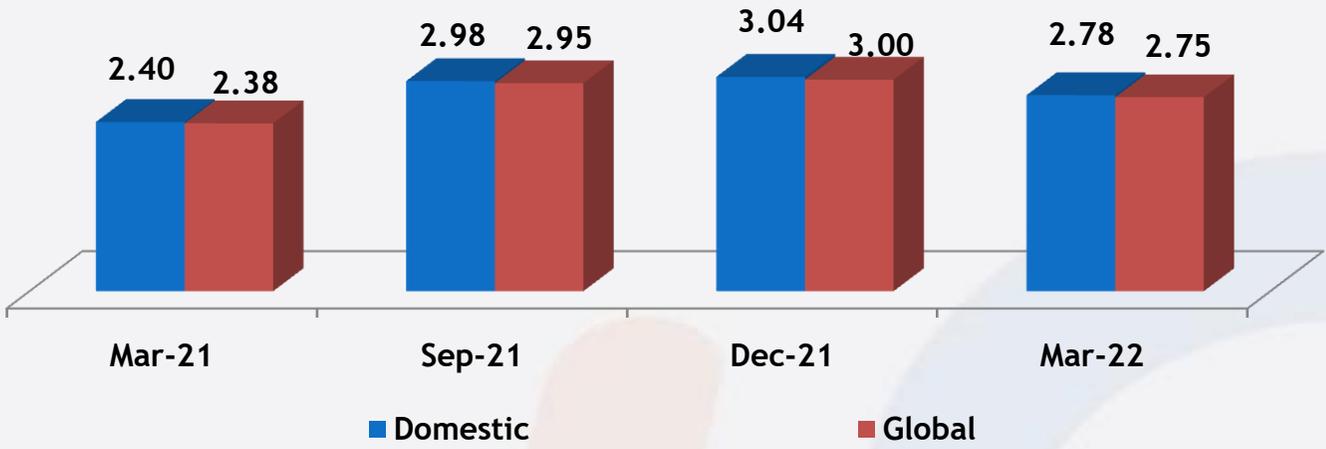


Net Interest Margin

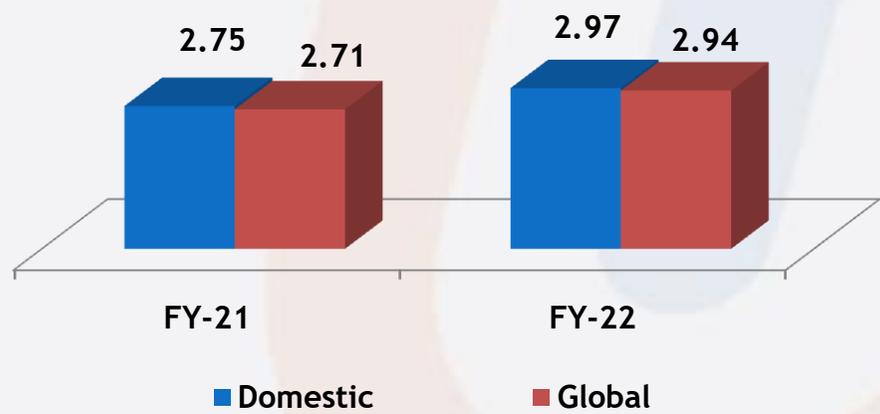


Movement of NIM (%)

Quarterly



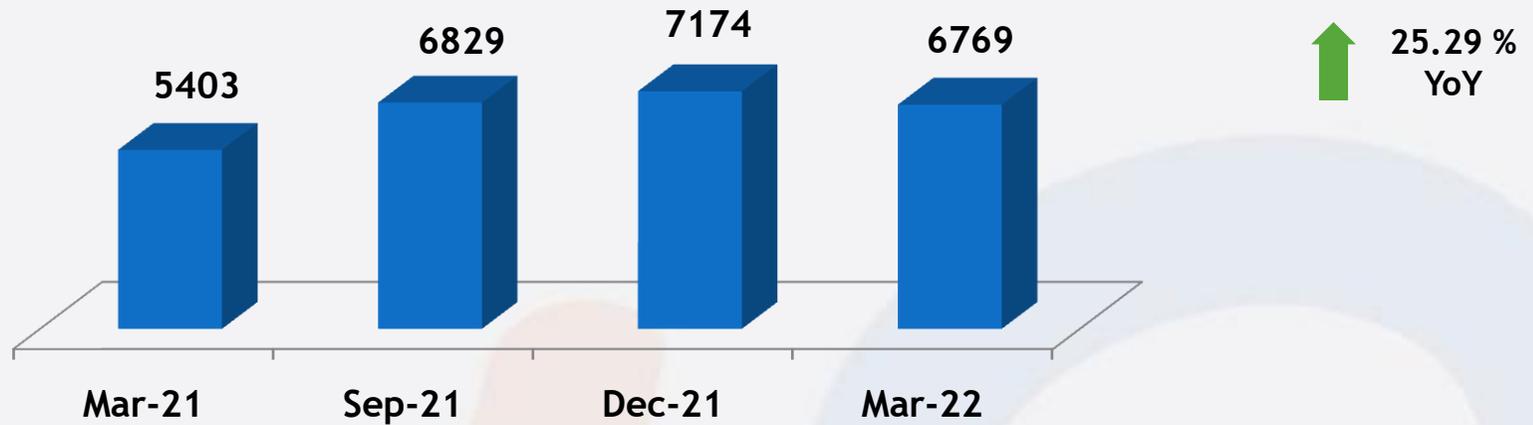
Annual



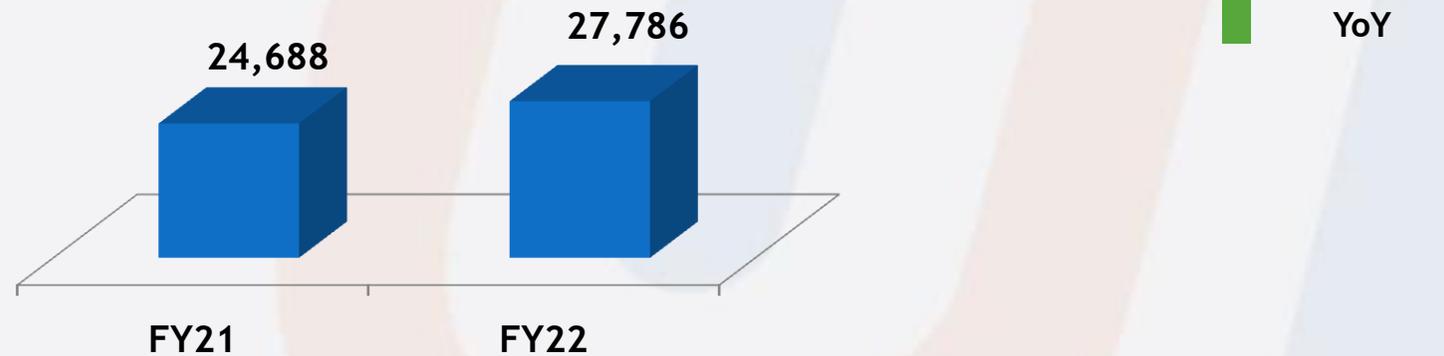
Net Interest Income

₹ 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.	Total Interest Income (1+2+3)	15,475	16,706	16,930	17,174	10.98	1.45	68,767	67,944	-1.20
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.	Total Interest Expense (5+6)	10,072	9,876	9,755	10,405	3.30	6.66	44,079	40,157	-8.90
8.	Net Interest Income (4-7)	5,403	6,829	7,174	6,769	25.29	-5.65	24,688	27,786	12.55
9.	Non Interest Income	4,330	3,978	2,524	3,243	-25.10	28.48	11,744	12,525	6.64
10.	Operating Income (8+9)	9,733	10,807	9,698	10,012	2.87	3.24	36,025	40,311	11.90
11.	Operating Expenses	4,774	4,734	4,600	4,492	-5.90	-2.35	16,766	18,438	9.97
12.	Operating profit	4,959	6,074	5,098	5,520	11.32	8.28	19,667	21,873	11.22

Non Interest Income

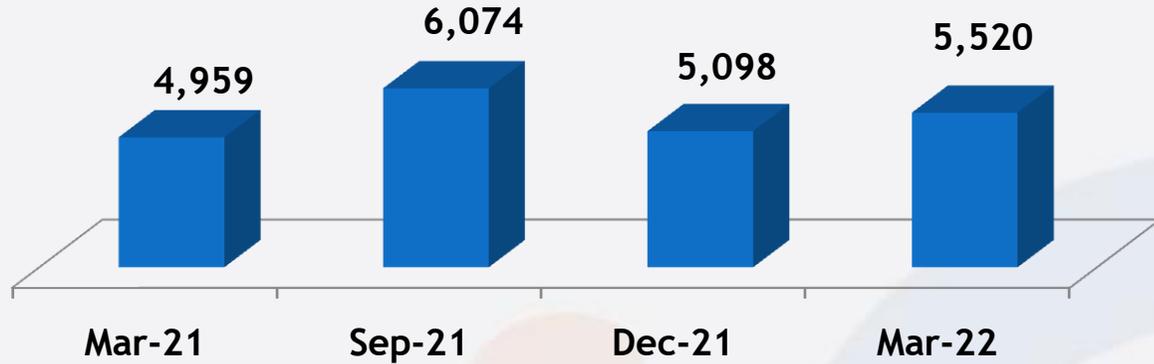
₹ in crore

Parameters	Mar-21 (Q4)	Sep-21 (Q2)	Dec-21 (Q3)	Mar-22 (Q4)	Growth (%) YoY	Growth (%) QoQ	FY21	FY22	Growth (%)
1. Core Fee Based Income	1,513	1,230	1,316	1,827	20.78	38.88	4,581	5,459	19.18
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
2. Treasury Income	722	985	733	1,122	55.36	52.96	4,493	3,912	-12.93
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
3. Recovery in Write-off Accounts	1,961	1,764	358	294	-85.00	-17.96	2,537	2,750	8.40
4. Others	134	-1	115	-	-	-	33	404	1124.2
Total	4,330	3,978	2,522	3,243	-25.10	28.61	11,744	12,525	6.64

Operating Profit

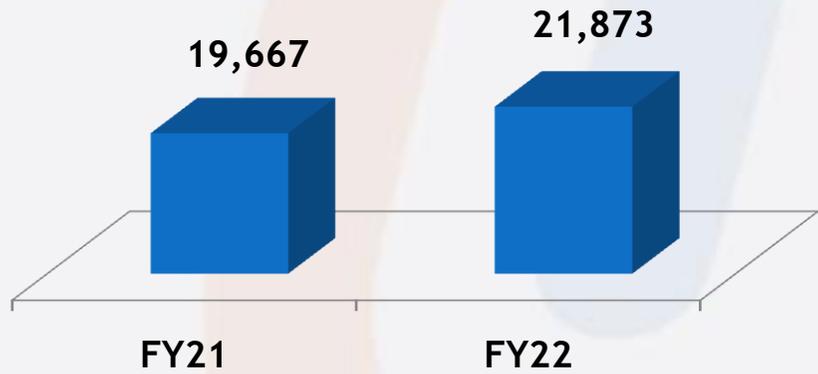
₹ in crore

Quarterly



↑ 11.32% YoY

Annual



↑ 11.22% YoY

Provisions

₹ in crore

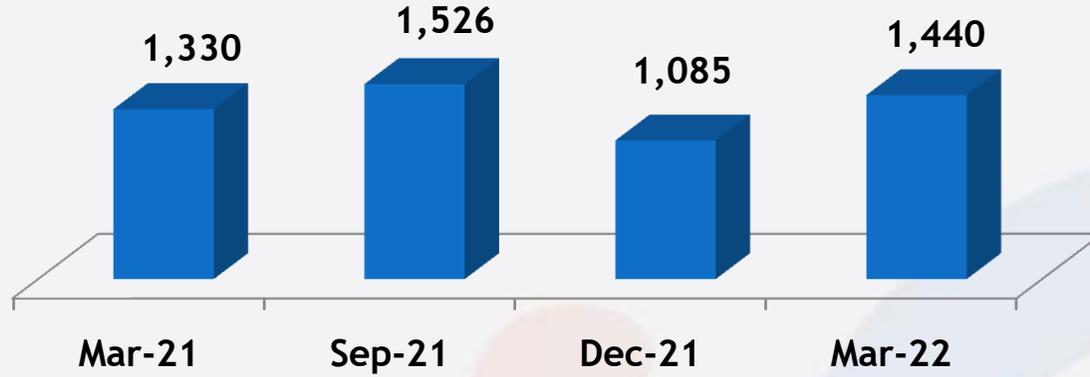
Parameters	Mar-21 (Q4)	Sep-21 (Q2)	Dec-21 (Q3)	Mar-22 (Q4)	FY21	FY22
NPAs	4,712	3,693	2,274	3,460	13,920	11,919
Standard Assets	-1,443	45	317	-10	1,246	1,449
Provision on NPI (Investment)	318	-53	-89	556	967	215
Restructured Advances	50	-4	-2	-9	82	-33
FITL (Std)	23	55	-26	-86	35	-71
Deferred Tax Liability	-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
Total	3,629	4,547	4,013	4,081	16,761	16,641

Net Profit

Quarterly

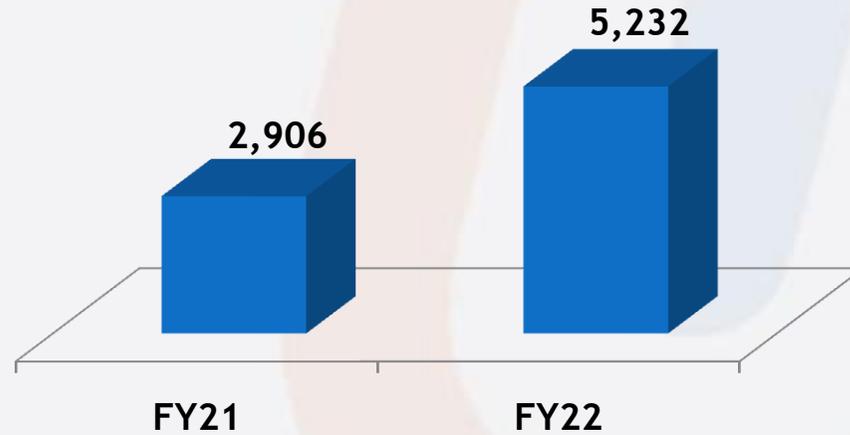
₹ in crore

↑ 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
Total	11,503

Resolution Framework 2.0

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

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

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
Add : Additions	14,688	6,745	3,411	5,672	17,443	22,877
Less : Reductions	12,869	14,296	5,836	3,872	24,849	33,079
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

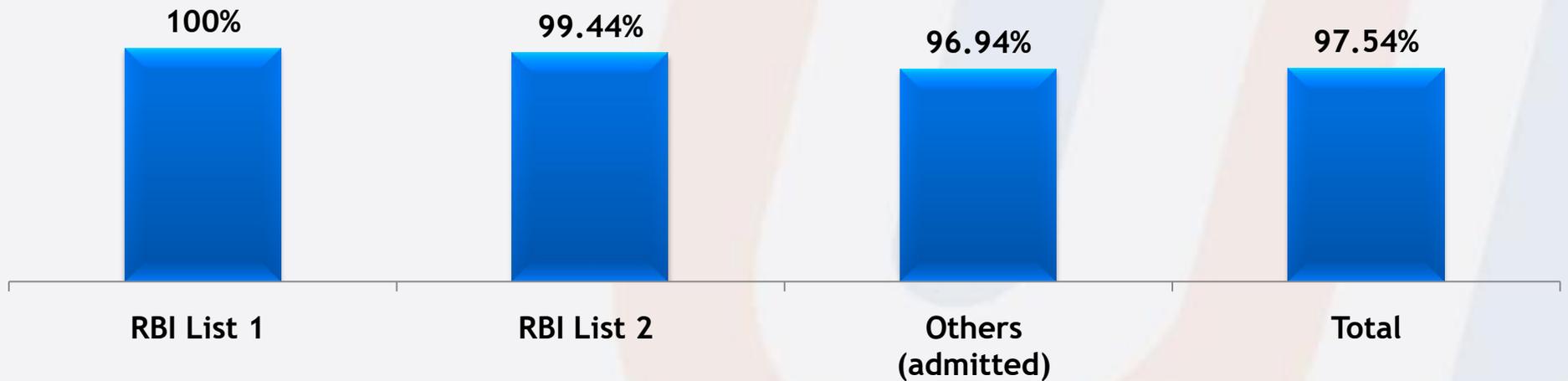
₹ in crore

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
Total	5,672	22,877	79,587	13.74	11.62	11.11

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	



Basel III : Ratings & Capital Raising

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.

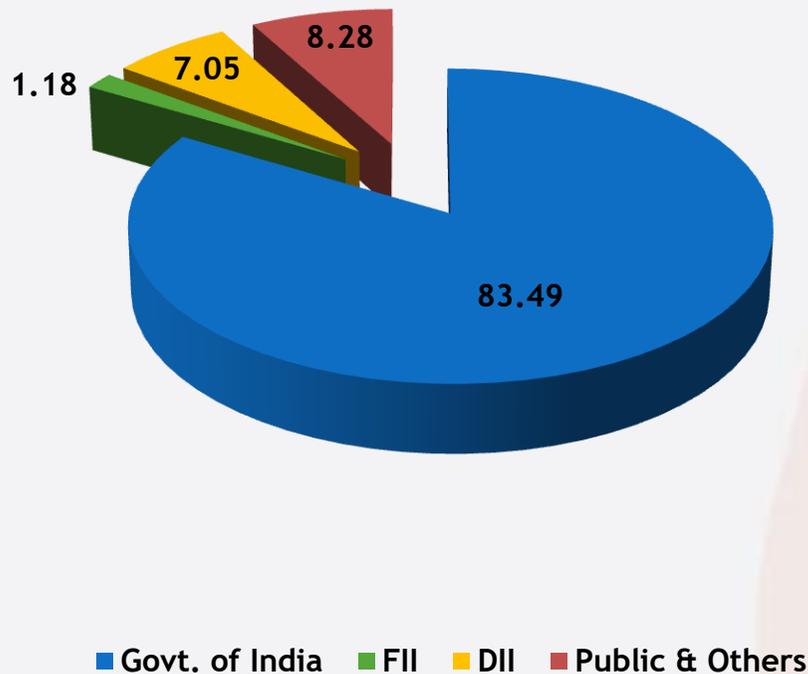
S&P

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 31st 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)*

Digital Products -Actuals & Aspirations (2/2)



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) STP for MUDRA - Sishu & Tarun
 Auto Renewal of KCC Loans < 1.6 Lacs 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

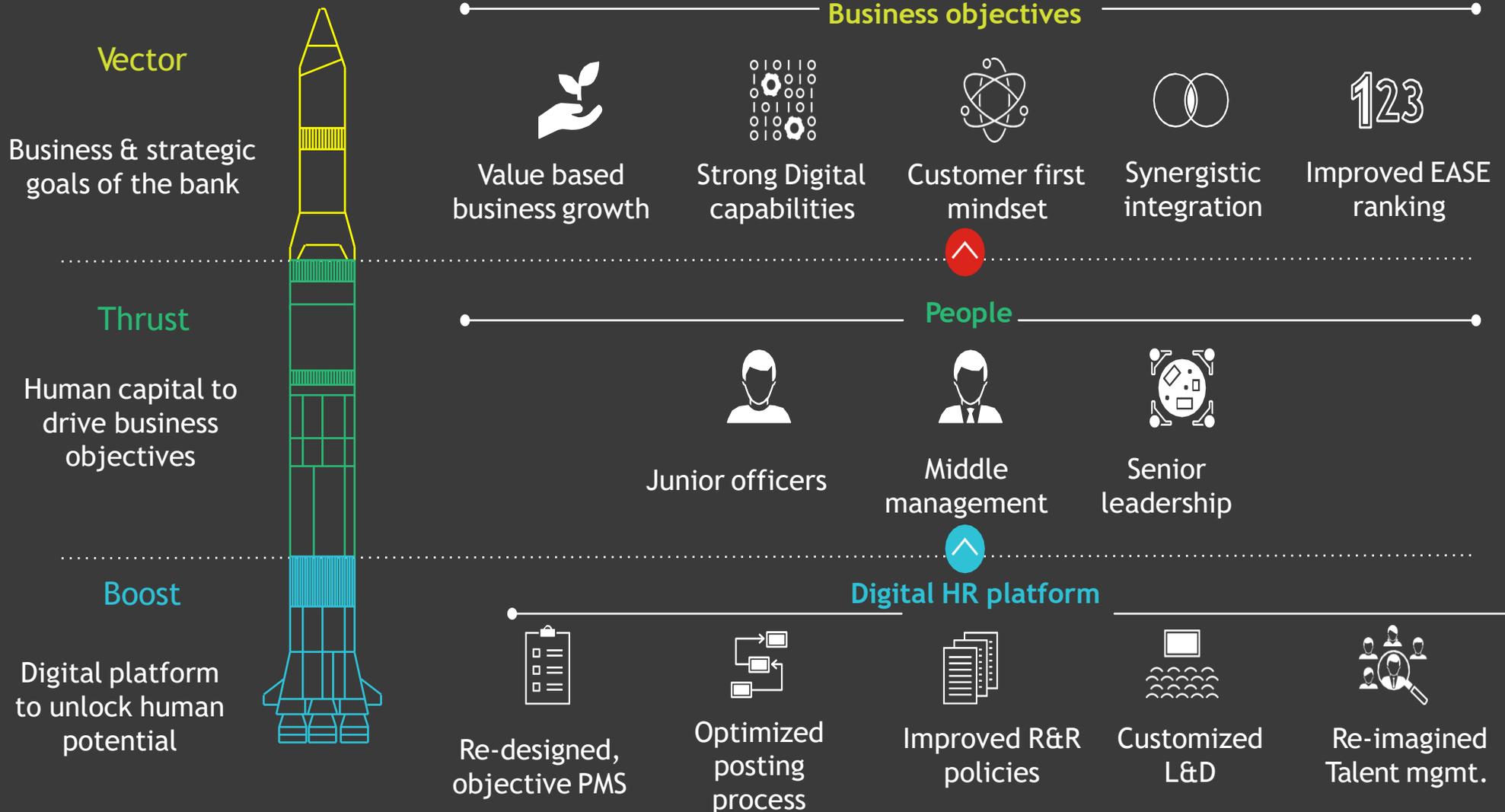
Simplify Branch, Back Office processes

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

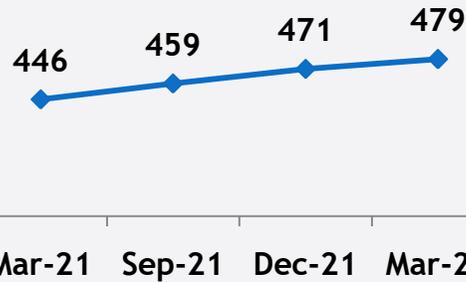


Setting the foundation

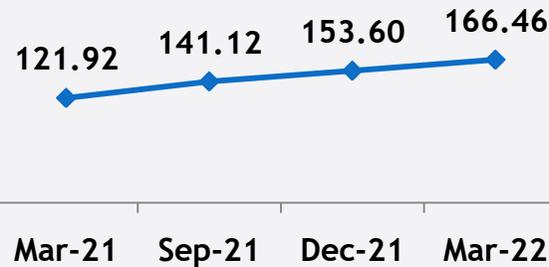
- Unique roles & measurable KRAs defined for entire bank to capture key activities performed
- Bank has identified 2,000 unique roles for entire Bank
- Job families to build specialized, future ready skill-sets
- Scientific manpower prediction for 9,500+ branches

(No. in Lakhs)

Debit Card Users



Mobile Banking Users

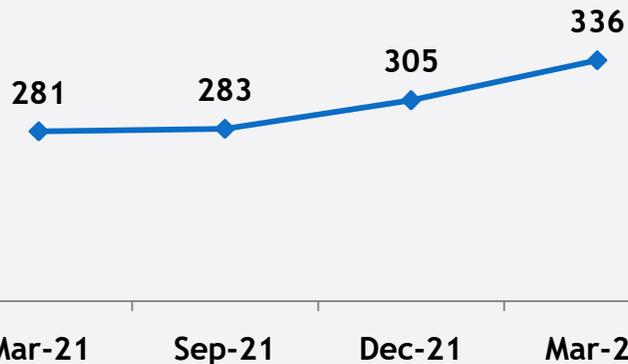


Net Banking Users(Retail)



Volume of Transactions (QoQ)

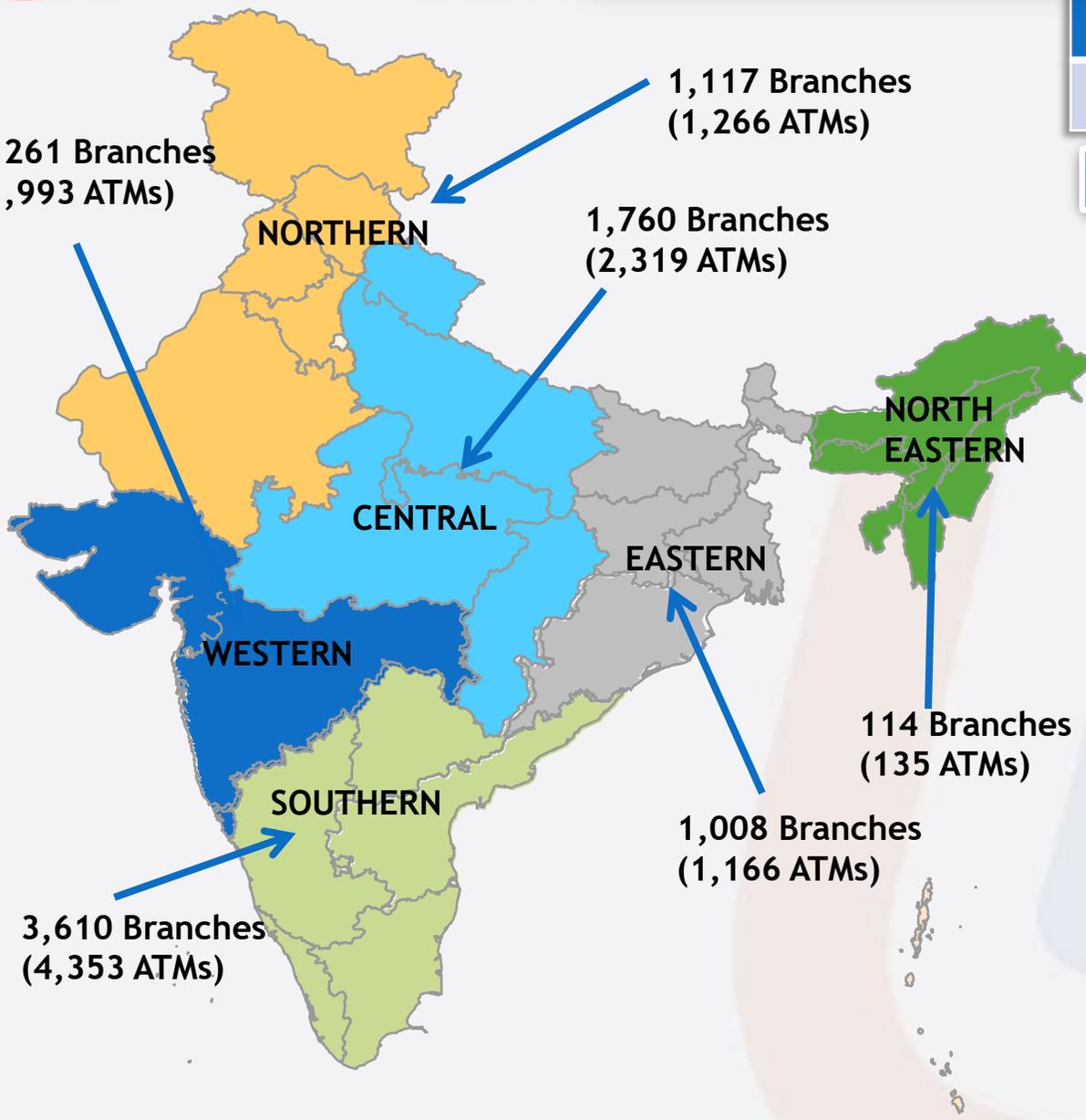
Mobile Banking (Union nxt)



UPI

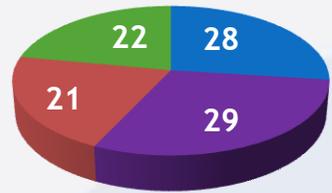


Union Bank : Customer Touch Points



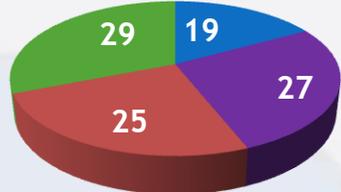
Total Branches	Total ATMs
8,873	11,232

Mar-22 Branches (%)



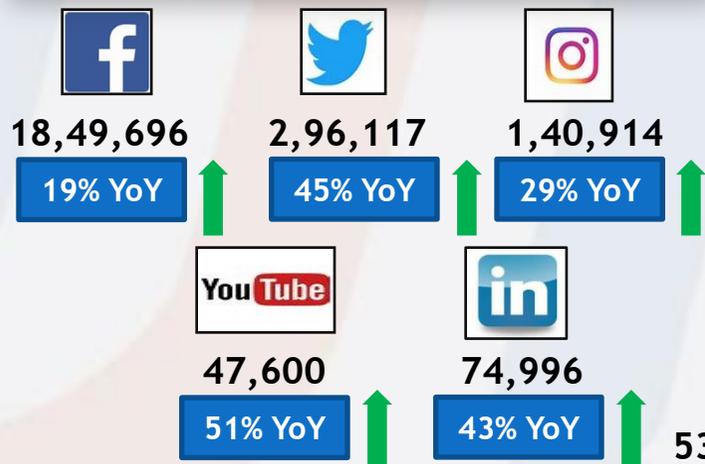
- Rural
- Semi Urban
- Urban
- Metro

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

Sustainability Imperative: Social

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

4th

rank among all PSBs

EASE 4.0 Index for Q3 FY 2021-22



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

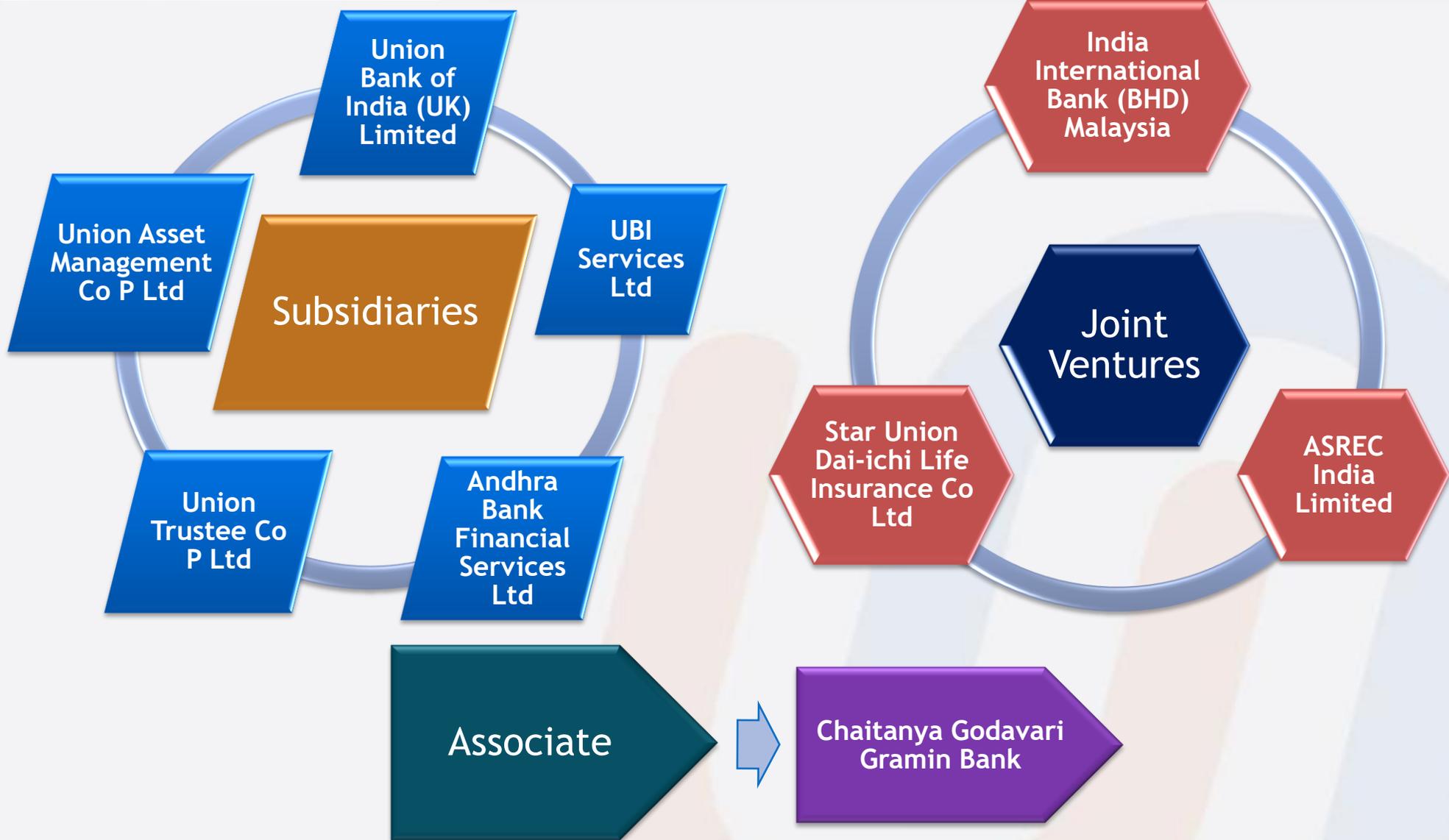


Theme 4: Tech-enabled ease of banking

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
LIABILITIES		
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
Total	10,82,377	11,93,765
ASSETS		
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
Total	10,82,377	11,93,765

₹ in crore

Subsidiaries				
<u>Union Bank of India (UK) Limited</u>				
<ul style="list-style-type: none"> Wholly owned subsidiary operating in UK Equity Investment - Rs. 1,136.36 crores* <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
<u>Union Asset Management Co. Private Limited</u>				
<ul style="list-style-type: none"> Wholly owned subsidiary Bank's Equity Investment - 186.30 Crores Dai-ichi Life Holdings Inc, Japan invested Rs. 133.43 Crore in Union AMC through Compulsorily convertible preference shares (CCPS) in May, 2018 4,14,835 Folios 	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

<u>UBI Services Ltd.</u>		Bank's Shareholding	Particulars	FY21	FY22
<ul style="list-style-type: none"> 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) , sourcing of Retail loans viz. Housing & Vehicle loans from the market. 		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"> Incorporated in 1991 to carry on activities/business of Leasing, Hire purchasing and Merchant Banking. From 1992, no commercial activity is being undertaken. 		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

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"> ASREC India Ltd was established in 2004 as a securitization company under SARFAESIA 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%) 	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.

Please provide your valuable feedback@
[icmt.unionbankofindia.co.in/investor _ feedback](mailto:icmt.unionbankofindia.co.in/investor_feedback)



Thank You!



Investor queries: investor.relations@unionbankofindia.bank