



# CITY UNION BANK LIMITED

CIN : L65110TN1904PLC001287

Regd. Office : 149, T.S.R. (Big) Street, Kumbakonam - 612 001, Thanjavur District, Tamil Nadu.

Telephone No : 0435 - 2402322 Fax : 0435 - 2431746

E-mail : shares@cityunionbank.com Website : www.cityunionbank.com

C.O/Shares/LR-5/2023-24

May 26, 2023

National Stock Exchange of India Limited  
Exchange Plaza, 5<sup>th</sup> Floor,  
Plot No.C/1, G Block,  
Bandra-Kurla Complex,  
Bandra (E),  
**Mumbai 400 051**

BSE Ltd.  
DCS – CRD,  
Phiroze Jeejeebhoy Towers  
25<sup>th</sup> Floor, Dalal Street,  
**Mumbai 400 001**

**Scrip Code: CUB**

**Scrip Code: 532210**

Dear Madam / Sir,

## **Sub: Investor Presentation – Q4 FY 2023**

Pursuant to Regulation 30 R/w Schedule III Part A para A of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we submit herewith the Investor Presentation on the Audited Financial Results of the Bank for the Quarter / Year ended March 31, 2023 for your information and records please.

Thanking you

Yours faithfully  
for **CITY UNION BANK LIMITED**

Venkataramanan S  
Company Secretary



Encl : a.a



# INVESTOR PRESENTATION

MARCH 2023

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March 2023



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**CUB**  
Trust And Excellence  
SINCE 1904

# OVERVIEW

## ΟΛΕΚΛΙΕΜ

## ▶ OVERVIEW

City Union Bank Ltd., the oldest Private Sector Bank in India, was founded on October 31, 1904 and is headquartered at Kumbakonam, Tamil Nadu, India.

The main focus of the Bank – lending to MSME, Retail / Wholesale Trade with granular asset profile including providing short term and long term loans to agricultural sector.

## ▶ FACTS & FIGURES

Position as on 31.03.2023



Deposits  
**INR 52,398 CR**



Advances  
**INR 43,971 CR**



Net Interest Margin  
**3.89%**



Net NPA  
**2.36%**



Employees  
**6,019**



Branches  
**752**

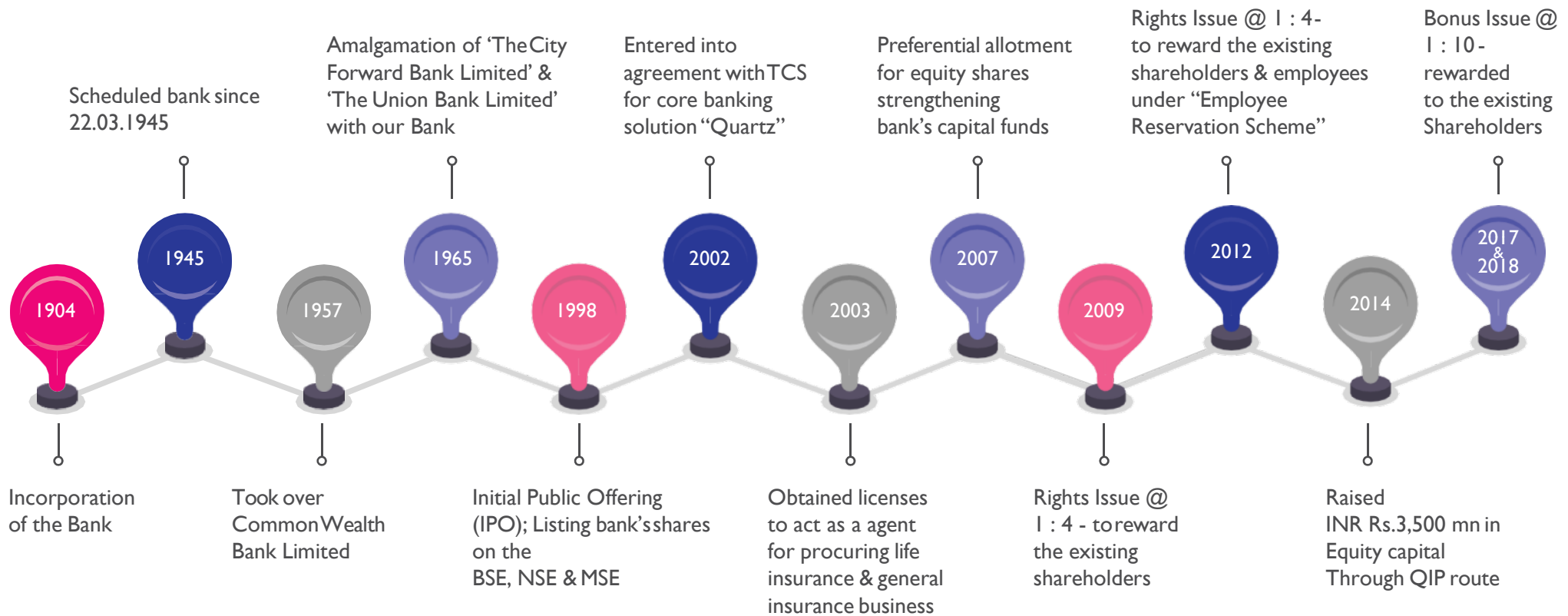


ATM's  
**1,678**



Efficiency Ratio  
**38.85%**

## ▶ KEY MILESTONES



## ▶ CITY UNION BANK - A SPECIALIZED BANKING MODEL ALIGNED TO TARGET SEGMENT – SME / MSME

### SME / MSME focus

- ▶ SME/MSME specialized business model focusing on large untapped segment
- ▶ Segment consistently delivering higher yields
- ▶ Superior client servicing leading to client retention and low business acquisition costs

### Prudent Risk Management

- ▶ SME exposures' result in granular asset profile
- ▶ Granular deposit base with high retention rates result in stable liability profile
- ▶ SME / MSME Loans result in lower NPA as they are:
  - Additionally collateralised by residential property and personal guarantees etc.
  - Predominantly single banker relationships with minimal exposure to consortium / multiple banking arrangements / infrastructure lendings.

### Invested in Robust Infrastructure

- ▶ Comprehensive employee training and recruitment infrastructure through staff training college
- ▶ All branches and 100% business under CBS from TCS

### Purely retail Liability Franchise

- ▶ No Certificate of Deposit
- ▶ No reliance on Corporate bulk deposits

10 year CAGR of 20%+

Consistent Return with Superior ROA, ROE



## ▶ COMPETITIVE ADVANTAGES

### NETWORK

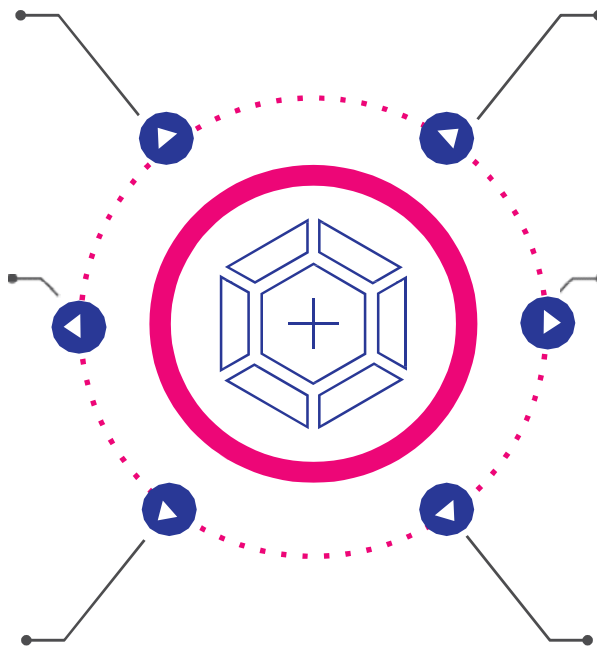
Pan India presence with 752 branches ◀  
 Strong presence in South India (669 branches) ◀  
 of which 519 are in Tamil Nadu alone

### ADEQUATELY CAPITALISED

Strong Capital Adequacy ratio of 22.34% ◀  
 out of which Tier I constitutes 21.27%

### MSME / TRADING PORTFOLIO

Trading and MSME loan segments constitute ◀  
 about 50% of advances



### STRONG TRACK RECORD

- ▶ Continuous profitability and dividend payout in all 118+ years of operations
- ▶ Business growth of 15%+ CAGR in last 10 years

### ROBUST CORPORATE GOVERNANCE PRACTICES

- ▶ Strong board with majority of directors being independent directors
- ▶ Consistency in management with only 7 CEOs appointed in 100+ years

### DIVERSIFIED ASSET PROFILE

- ▶ Granular asset profile with advances to top 20 group borrowers contributing around 6.7 %
- ▶ Lower ticket size lending backed by adequate collaterals

## ▶ CREDIT RATING

**ICRA** has assigned

- ▶ **“AA-”** for Long Term - issuers with this rating are considered to have **“High Degree of Safety”** regarding timely servicing of financial obligations.
- ▶ **“A1+”** for **Certificate of Deposits (CD)** - issuers with this rating are considered to have **“Strong Degree of Safety”** regarding timely payment of financial obligations.

**CRISIL** has assigned

- ▶ **“A1+”** for **Certificate of Deposits (CD)** - issuers with this rating are considered to have **“Very Strong Degree of Safety”** regarding timely payment of financial obligations.

# PERFORMANCE HIGHLIGHTS – MARCH 2023

PERFORMANCE HIGHLIGHTS – MARCH 2023

## ▶ Q4 FY 23 / FY 22-23 PERFORMANCE – A SNAPSHOT

- ▶ Deposits increased by 10% from Rs.477 Bn to Rs.524 Bn Y-o-Y
- ▶ Advances registered a growth of 7% from Rs.411 Bn to Rs.440 Bn Y-o-Y
- ▶ Total business grown by 8% from Rs.888 Bn to Rs.964 Bn Y-o-Y
- ▶ Gross Profit increased by 14% from Rs.15,953 Mn to Rs.18,180 Mn (Y-o-Y)
- ▶ Net Profit registered a growth of 23% from Rs.7,602 Mn to Rs.9,375 Mn (Y-o-Y)
- ▶ Profitability and efficiency ratios :

PARTICULARS	Q4 FY 23	Q4 FY 22	FY 2022-23	FY 2021-22
Return on Assets	1.33%	1.42%	1.46%	1.35%
Net Interest Margin	3.65%	4.01%	3.89%	3.98%
Return on Equity	12.10%	13.15%	13.42%	12.31%
Earning per share	Rs.2.95	Rs.2.83	Rs.12.67	Rs.10.29

- ▶ Gross NPA – 4.37% and Net NPA – 2.36%
- ▶ Provision Coverage Ratio – 69 % (with TW) & 47% (without TW)
- ▶ CRAR – 22.34% (Basel III) of which core CRAR – 21.27%

## ▶ Q4 FY 23 VS Q4 FY 22 PERFORMANCE – A SNAPSHOT

(in INR Mn)

523,979



476,897

Deposits

439,708



411,560

Advances

963,687



888,457

Total Business

156,569



155,294

CASA

4,170



4,398

Gross Profit

2,180



2,089

Net Profit

5,143



5,007

Net Interest  
Income

41.20%



37.49 %

Cost to Income

1.33%

ROA

12.10%

ROE

3.65%

NIM

4.37%

Gross NPA

2.36%

Net NPA

■ Q4 FY 23 ■ Q4 FY 22

## ▶ FY 23 VS FY 22 PERFORMANCE – A SNAPSHOT

(in INR Mn)

**523,979**



**476,897**

**Deposits**

**439,708**



**411,560**

**Advances**

**963,687**



**888,457**

**Total Business**

**156,569**



**155,294**

**CASA**

**18,180**



**15,953**

**Gross Profit**

**9,375**



**7,602**

**Net Profit**

**21,628**



**19,165**

**Net Interest  
Income**

**38.85%**



**40.37 %**

**Cost to Income**

**1.46%**

**ROA**

**13.42%**

**ROE**

**3.89%**

**NIM**

**4.37%**

**Gross NPA**

**2.36%**

**Net NPA**

■ FY 23

■ FY 22







# FINANCIAL PERFORMANCE & BUSINESS PROFILE

FINANCIAL PERFORMANCE & BUSINESS PROFILE

## ► FY 23 VS FY 22 PERFORMANCE - A SNAPSHOT

(in INR Mn)

### FINANCIAL PERFORMANCE

PARTICULARS	FY 2023	FY 2022	INC / (DEC)	Growth	Growth %	Q3 FY 23
Deposits	523,979	476,897		47,082	10%	499,974
Advances	439,708	411,560		28,148	7%	430,087
Total Business	963,687	888,457		75,230	8%	930,061
Demand Deposits	47,637	46,193		1,444	3%	40,128
Saving Deposits	108,932	109,101		-	-	105,927
CASA	156,569	155,294		1,275	1%	146,055
Gross NPA	19,202	19,332				19,887
Net NPA	10,176	11,911				11,245
Gross NPA (%)	4.37%	4.70%				4.62%
Net NPA (%)	2.36%	2.95%				2.67%
C R A R (BASEL – III)	22.34%	20.85%				20.47%
- Of which Tier I	21.27%	19.78%				19.41%
CD Ratio	84%	86%				86%
PCR	69%	64%				67%



## ▶ Q4 FY 23 VS Q4 FY 22 PERFORMANCE - A SNAPSHOT

(in INR Mn)

### FINANCIAL PERFORMANCE

PARTICULARS	Q4 FY 23	Q4 FY 22	INC / (DEC)	Growth %	Q3 FY 23
Net Interest Income	5,143	5,007	136	3%	5,557
Other Income	1,950	2,029	-79	-4%	2,243
Operating Expenses	2,923	2,638	285	11%	2,827
Gross Profit	4,170	4,398	-228	-5%	4,973
Provisions & Contingencies	1,990	2,309	-319	-14%	2,795
Net Profit	2,180	2,089	91	4%	2,178
Return on Assets	1.33%	1.42%			1.34%
Return on Equity	12.10%	13.15%			12.21%
Net Interest Margin	3.65%	4.01%			3.88%

## ▶ FY 23 VS FY 22 PERFORMANCE - A SNAPSHOT

(in INR Mn)

### FINANCIAL PERFORMANCE

PARTICULARS	FY 23	FY 22	INC / (DEC)	Growth %
Net Interest Income	21,628	19,165	2,463	13%
Other Income	8,104	7,591	513	7%
Operating Expenses	11,552	10,803	749	7%
Gross Profit	18,180	15,953	2,227	14%
Provisions & Contingencies	8,805	8,351	454	5%
Net Profit	9,375	7,602	1,773	23%
Return on Assets	1.46%	1.35%		
Return on Equity	13.42%	12.31%		
Net Interest Margin	3.89	3.98%		

## ► PROVISIONS & CONTINGENCIES – BREAKUP

(in INR Mn)

PARTICULARS	Q4 FY 23	Q4 FY 22	FY 22-23	FY 21-22
Provision for:				
- Tax	400	600	2,400	2,250
- Bad Debts	1,750	1,150	6,900	5,535
- Contingency / Covid 19	-	450	-130	- 80
- Standard Assets	-50	100	-200	550
- Restructuring / FITL	-120	-	-120	107
- Others	10	9	-45	-11
<b>Total</b>	<b>1,990</b>	<b>2,309</b>	<b>8,805</b>	<b>8,351</b>

## ▶ Q4 FY 23 VS Q4 FY 22 – INCOME AND EXPENSES BREAKUP

(in INR Mn)

### INTEREST INCOME BREAKUP

PARTICULARS	Q4 FY 23	Q4 FY 22	Growth %
Interest on Loans	9,743	8,702	12%
Interest on Investments	2,155	1,745	23%
Other Interest Income	383	52	628%
<b>Total Interest Income</b>	<b>12,281</b>	<b>10,499</b>	<b>17%</b>

### INTEREST EXPENSES BREAKUP

PARTICULARS	Q4 FY 23	Q4 FY 22	Growth %
Int Exp on Deposits	6,351	5,153	23%
Other Int Expenses	787	340	130%
<b>Total Interest Expenses</b>	<b>7,138</b>	<b>5,493</b>	<b>30%</b>

### OTHER INCOME BREAKUP

PARTICULARS	Q4 FY 23	Q4 FY 22	Growth %
CEB & Charges	885	788	12%
Treasury Income	221	502	-56%
Other Inc incl recoveries in written off a/cs	844	739	14%
<b>Total Other Income</b>	<b>1,950</b>	<b>2,029</b>	<b>-4%</b>

### OPERATING EXPENSES BREAKUP

PARTICULARS	Q4 FY 23	Q4 FY 22	Growth %
Employee Cost	1,297	1,136	14%
Other Operating Expenses	1,626	1,502	8%
<b>Total Operating Expenses</b>	<b>2,923</b>	<b>2,638</b>	<b>11%</b>

## ► FY 23 VS FY 22 – INCOME AND EXPENSES BREAKUP

(in INR Mn)

### INTEREST INCOME BREAKUP

PARTICULARS	FY 2023	FY 2022	Growth %
Interest on Loans	38,009	34,540	10%
Interest on Investments	8,351	6,305	32%
Other Interest Income	783	203	286%
<b>Total Interest Income</b>	<b>47,143</b>	<b>41,048</b>	<b>15%</b>

### INTEREST EXPENSES BREAKUP

PARTICULARS	FY 2023	FY 2022	Growth %
Int Exp on Deposits	22,805	21,197	8%
Other Int Expenses	2,711	686	295%
<b>Total Interest Expenses</b>	<b>25,515</b>	<b>21,883</b>	<b>17%</b>

### OTHER INCOME BREAKUP

PARTICULARS	FY 2023	FY 2022	Growth %
CEB & Charges	3,338	2,921	14%
Treasury Income	1,237	2,461	-50%
Other Inc incl recoveries in written off a/cs	3,529	2,210	60%
<b>Total Other Income</b>	<b>8,104</b>	<b>7,591</b>	<b>7%</b>

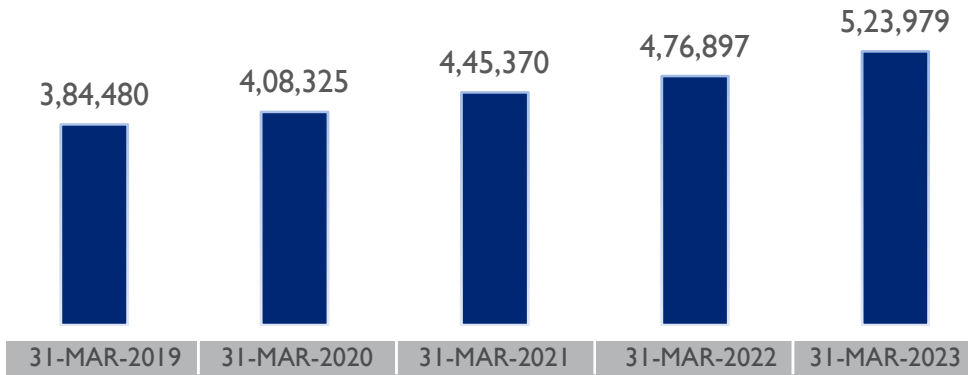
### OPERATING EXPENSES BREAKUP

PARTICULARS	FY 2023	FY 2022	Growth %
Employee Cost	5,304	5,036	5%
Other Operating Expenses	6,248	5,767	8%
<b>Total Operating Expenses</b>	<b>11,552</b>	<b>10,803</b>	<b>7%</b>

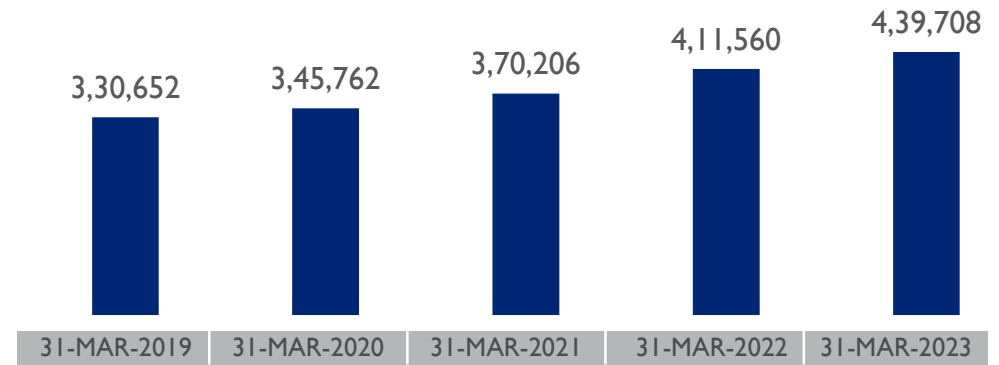
## ▶ DEPOSITS AND ADVANCES GROWTH – OVER THE YEARS

(in INR Mn)

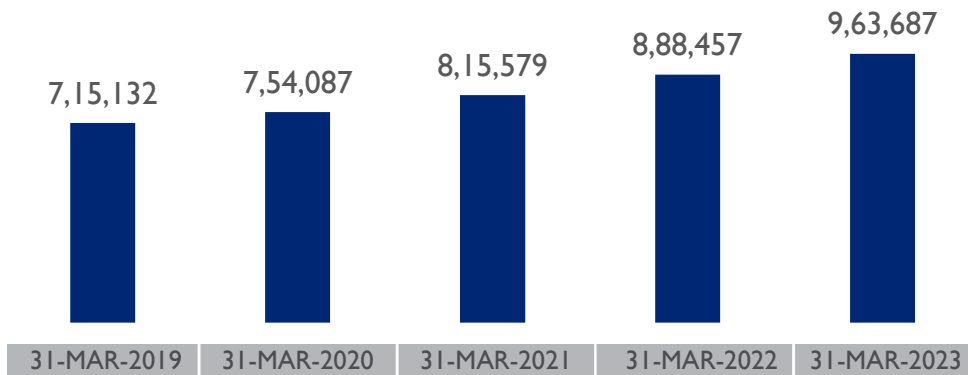
### DEPOSITS



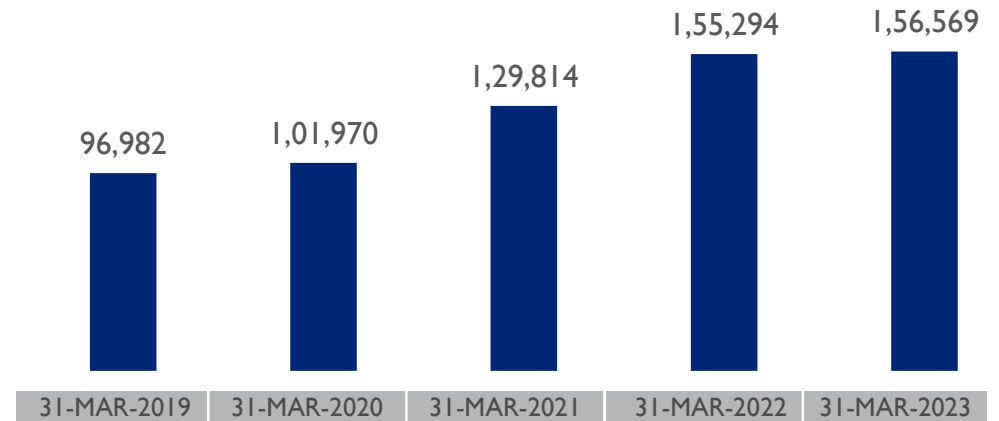
### ADVANCES



### BUSINESS



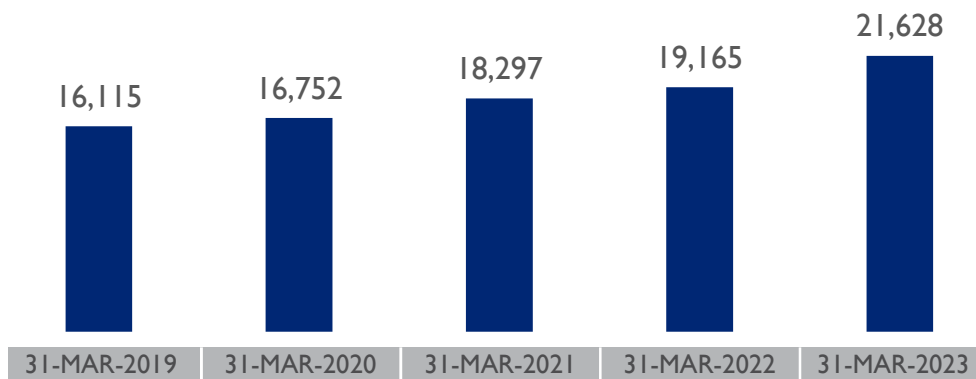
### CASA



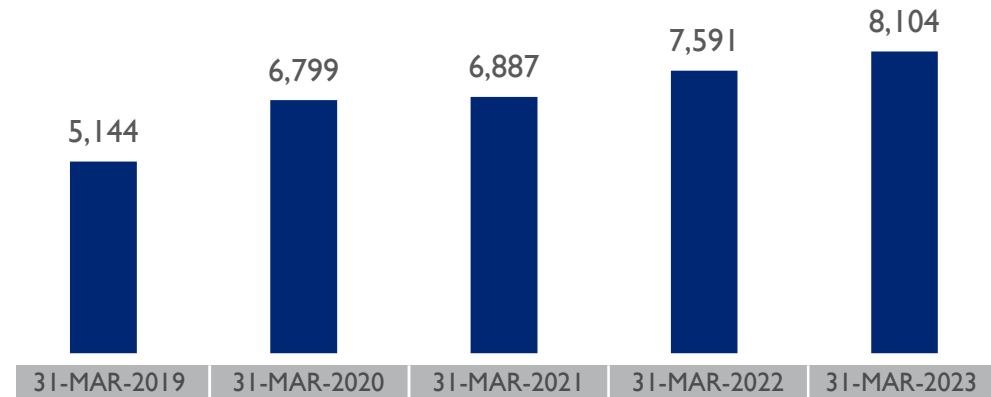
## ▶ INCOME GROWTH OVER THE YEARS...

(in INR Mn)

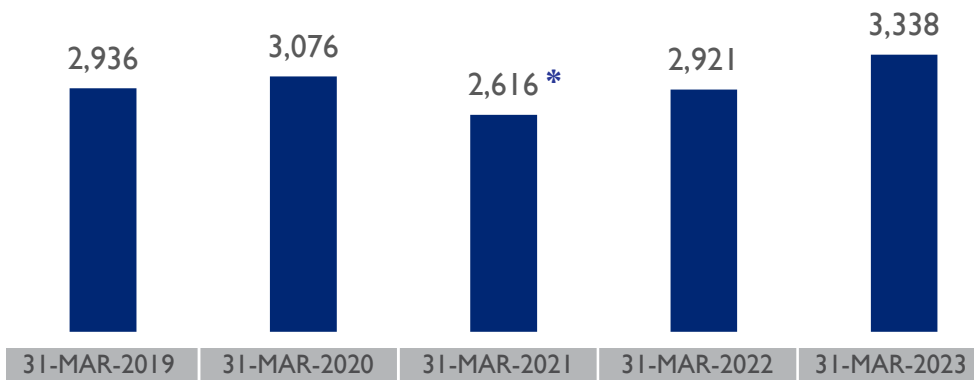
### NET INTEREST INCOME GROWTH



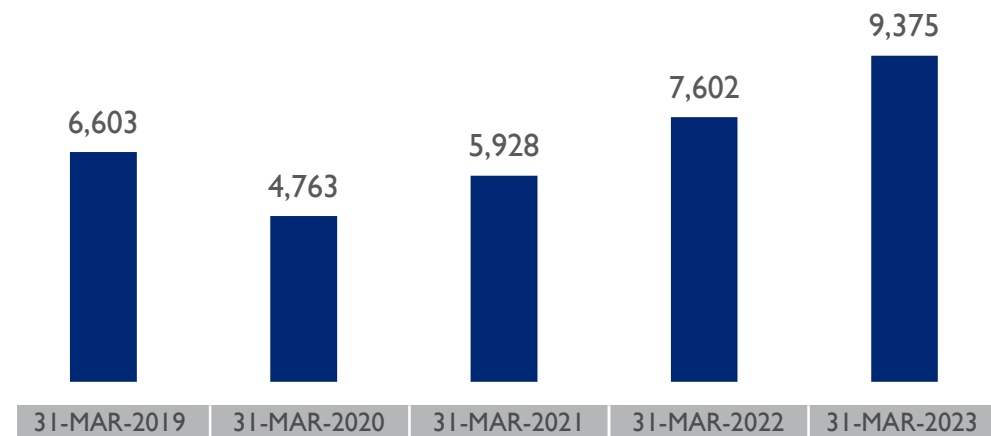
### OTHER INCOME GROWTH



### CEB GROWTH



### NET PROFIT GROWTH



\* Decline in CEB income during FY 20-21 mainly due to restriction by Finance Ministry for waiver of service charges at the time of COVID first wave



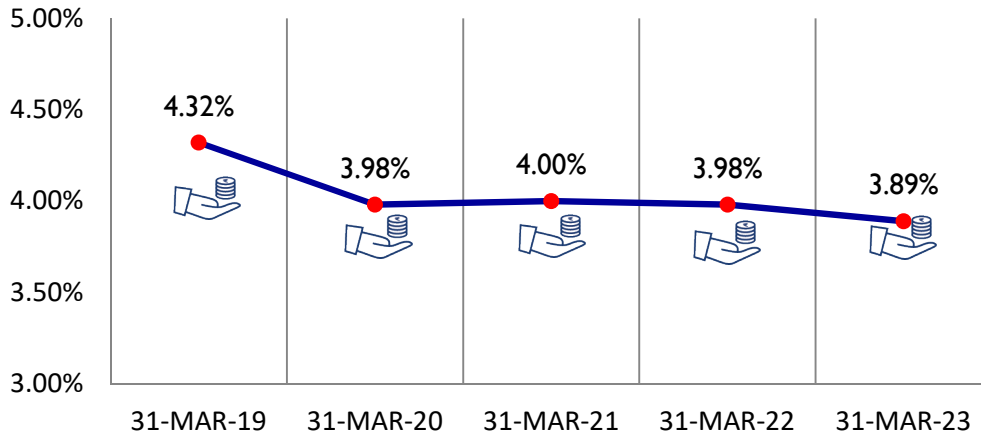
## ▶ KEY BUSINESS INDICATORS

PARTICULARS	Q4 FY 23	Q4 FY 22	FY 22-23	FY 21-22
Cost of Deposits	5.07%	4.54%	4.66%	4.68%
Yield on Advances	9.31%	9.26%	9.23%	9.36%
Yield on Investments	5.97%	5.70%	5.89%	5.71%
Net Interest Margin	3.65%	4.01%	3.89%	3.98%
Cost to Income	41.20%	37.49%	38.85%	40.37%
Cost of Funds	4.34%	3.74%	3.97%	3.88%
Yield on Funds	7.48%	7.16%	7.34%	7.28%
Per Employee Business (in INR Mn)	159.76	165.45	159.76	165.45
Per Employee Profit (in INR Mn) (Ann)	1.45	1.56	1.56	1.42
EPS in INR - FV INR Re.I/- share (Not Ann)	2.95	2.83	12.67	10.29

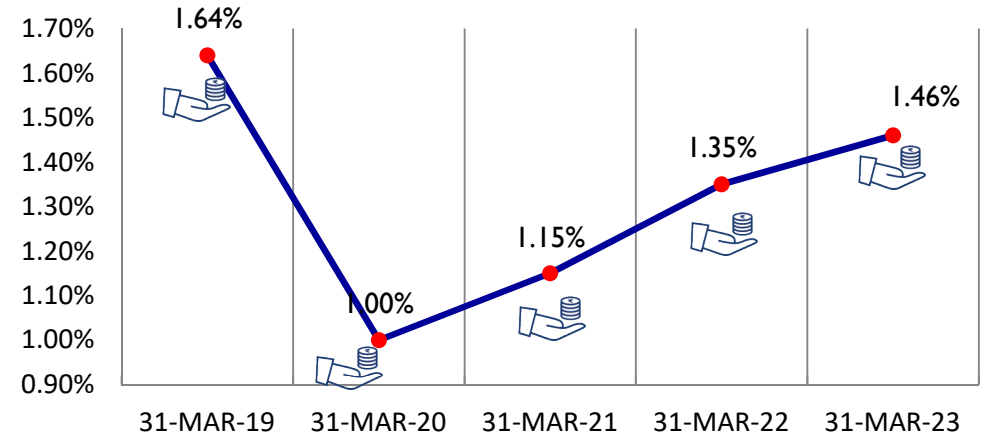


## ▶ KEY BUSINESS RATIOS – YEARLY TRENDS

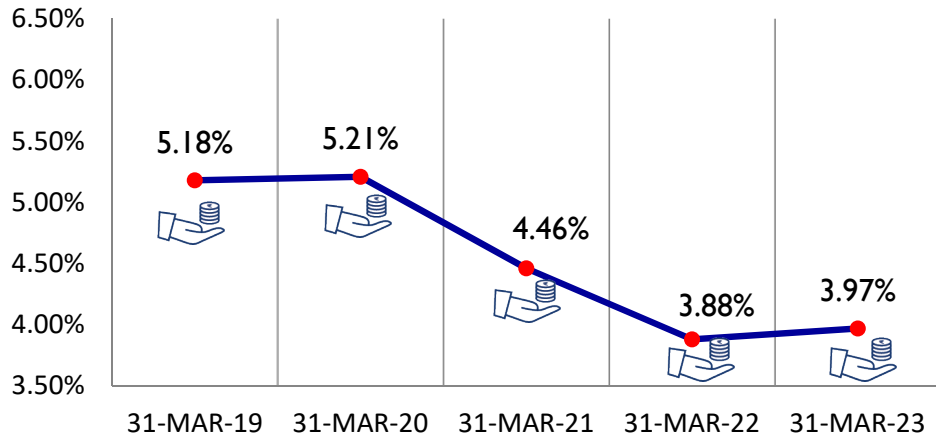
### NET INTEREST MARGIN



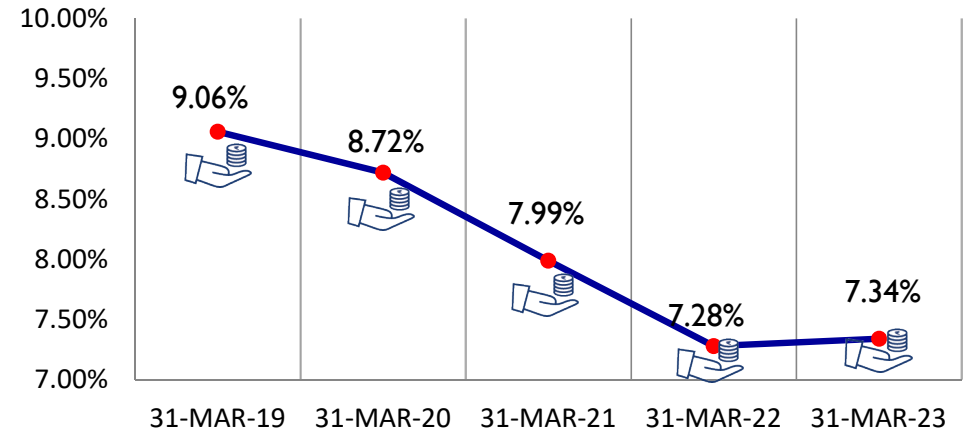
### RETURN ON ASSETS



### COST OF FUNDS

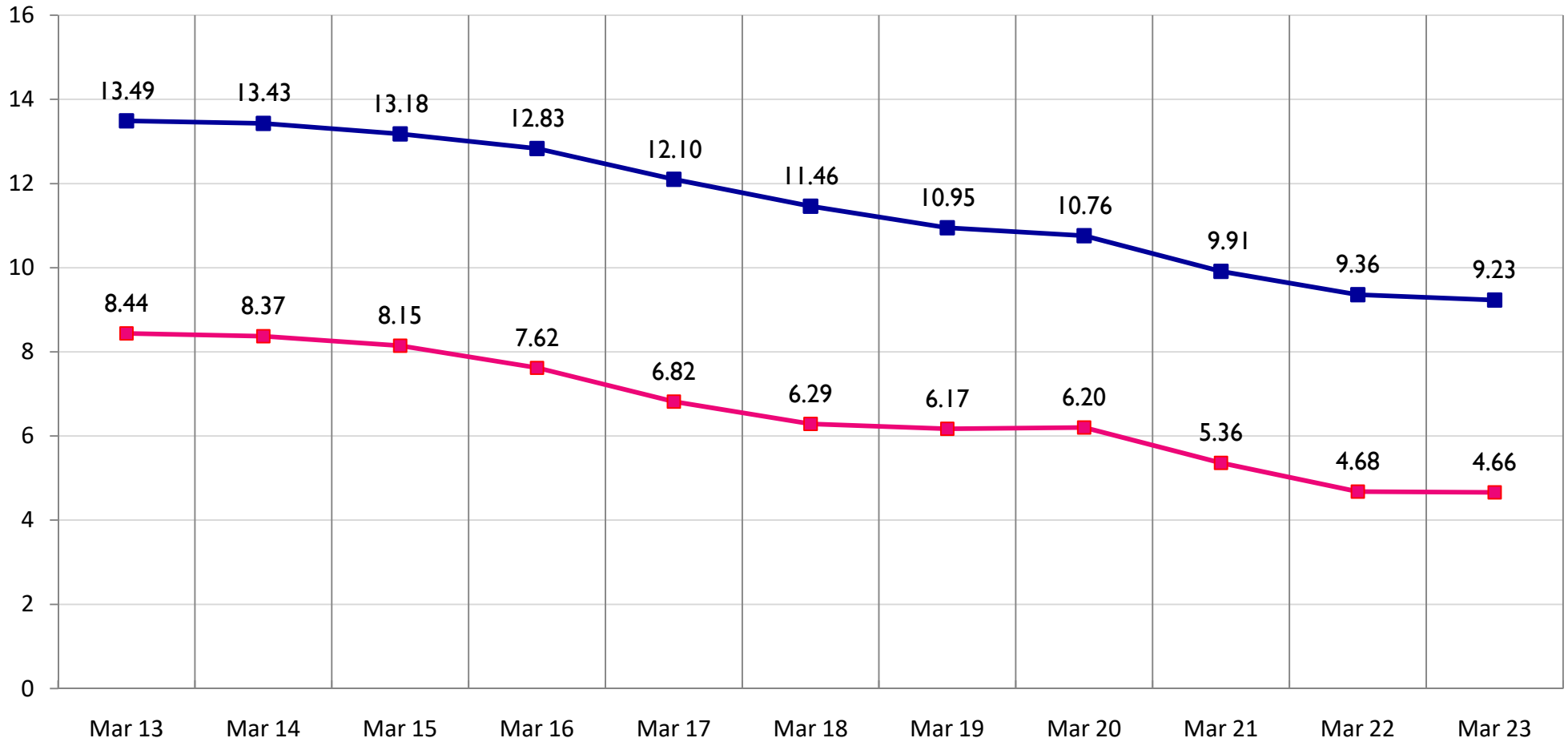


### YIELD ON FUNDS



## ▶ COST OF DEPOSITS & YIELD ON ADVANCES

(in %)

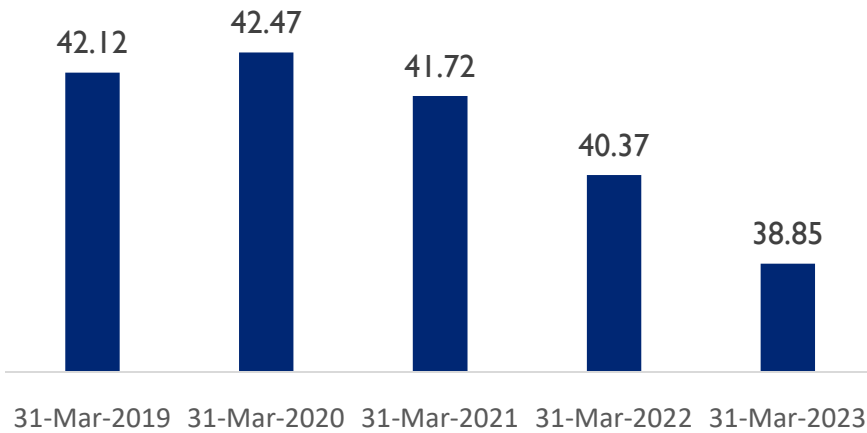


Spread between cost of deposits and yield on advances of our bank maintained in the last 10 years

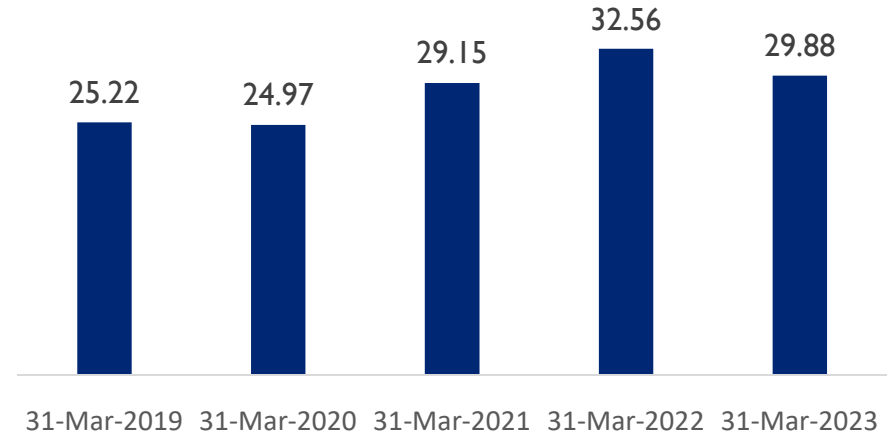
— Yield on Advances  
— Cost of Deposits

## ▶ EFFICIENCY

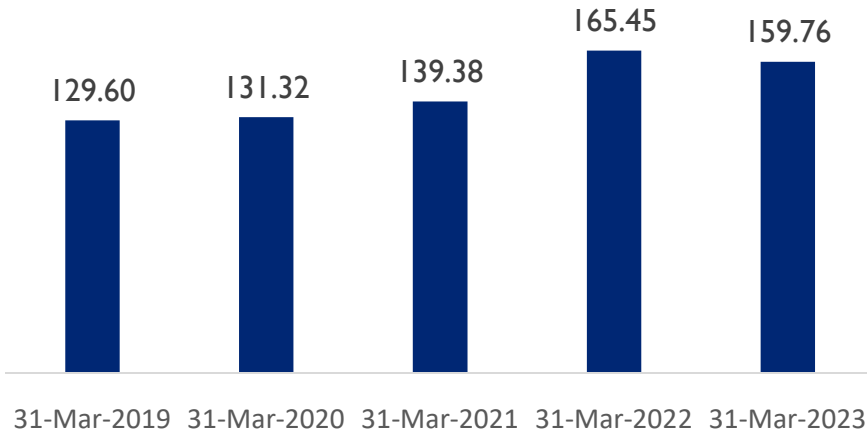
### COST INCOME RATIO (%)



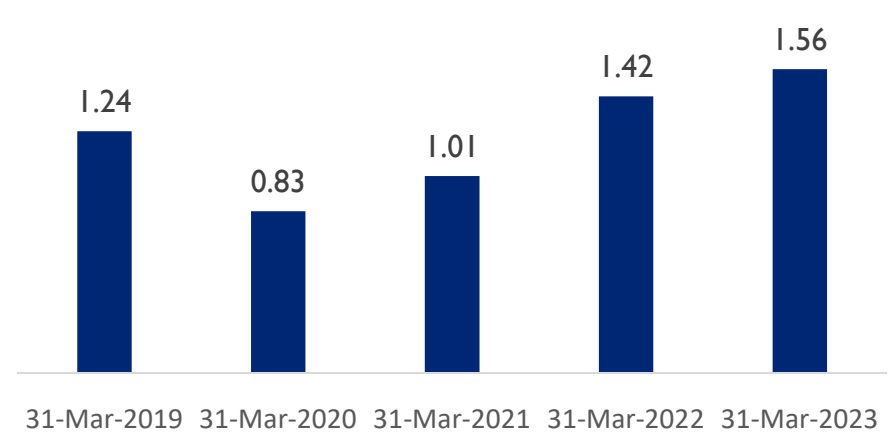
### CASA RATIO (%)



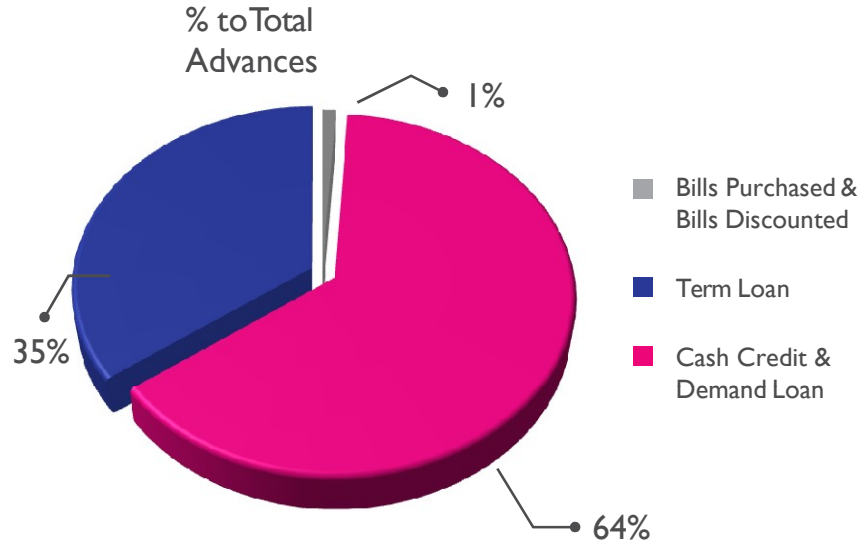
### BUSINESS PER EMPLOYEE (in INR Mn)



### PROFIT PER EMPLOYEE (in INR Mn)



## ▶ LOAN BOOK – PRODUCTS COMPOSITION



Working capital loans yielding higher interest constitute 64% of advances

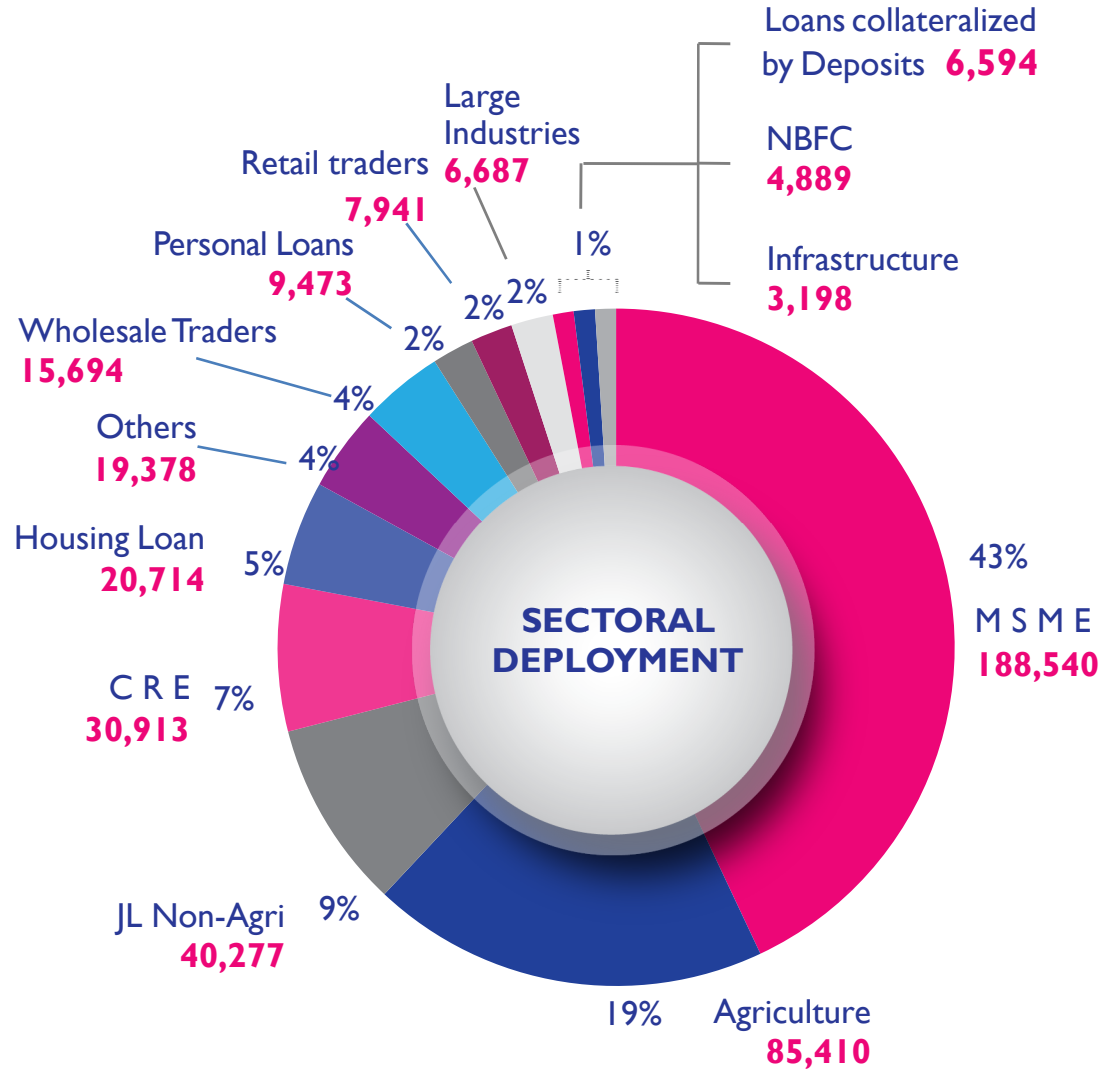


Re-pricing possible at short intervals thus reducing interest rate risk

Loan Book Products Composition	Amount (INR Mn)	% to Total Advances
Cash Credit & Demand Loan	283,014	64%
Term Loan	154,938	35%
Bills Purchased & Bills Discounted	1,756	1%
<b>Gross Loan Total</b>	<b>439,708</b>	<b>100%</b>

# ▶ LOAN BOOK SECTORAL DEPLOYMENT – POSITION AS ON 31.03.2023

(in INR Mn)



Further to the new criteria for classifying MSMEs vide RBI circular dated 02<sup>nd</sup> July 2020, we have re-classified the borrowal accounts based on the composite criteria of Investment & Turnover. Due to that roughly about 5% got shifted to Medium Enterprises from Large Industries.

## ▶ LOAN BOOK SECTORAL DEPLOYMENT – POSITION AS ON 31.03.2023

(in INR Mn)

### SECURED & UNSECURED ADVANCES

Particulars	Amount (INR Mn)	(%)
Secured Loans	437,304	99%
Unsecured Loans	2,404	1%
<b>Total</b>	<b>439,708</b>	<b>100%</b>



Trading & MSME loans constitute about 50%



Diversified credit portfolio reduces credit risk and Lower ticket size backed by adequate collaterals



Unsecured Advances aggregate to 1%

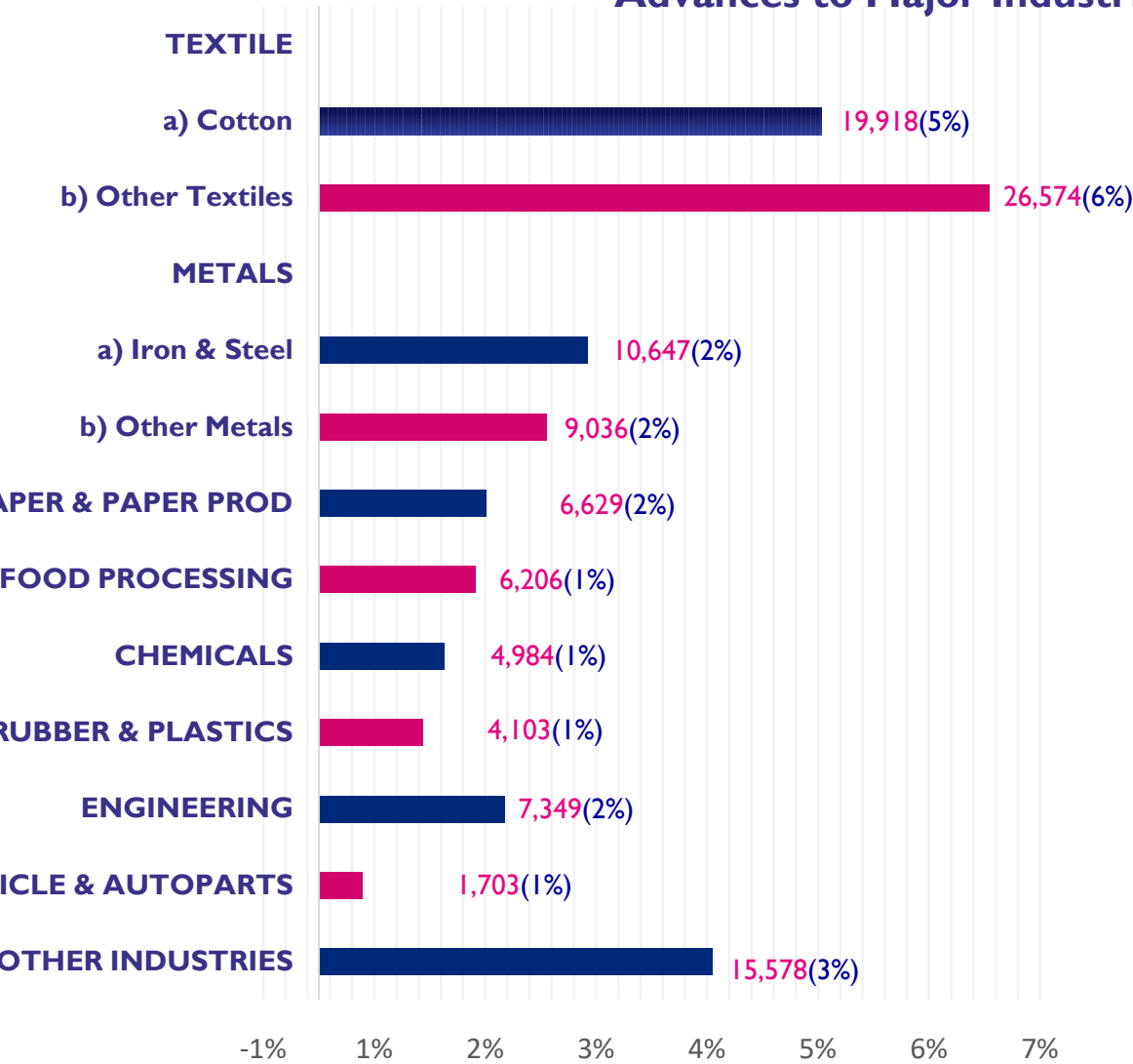


Total Jewel Loan outstanding as on 31.03.2023 – Rs.110,272 Mn

# Loan Book – Advances to Major Industries

(in INR Mn)

## Advances to Major Industries 31<sup>st</sup> March 2023



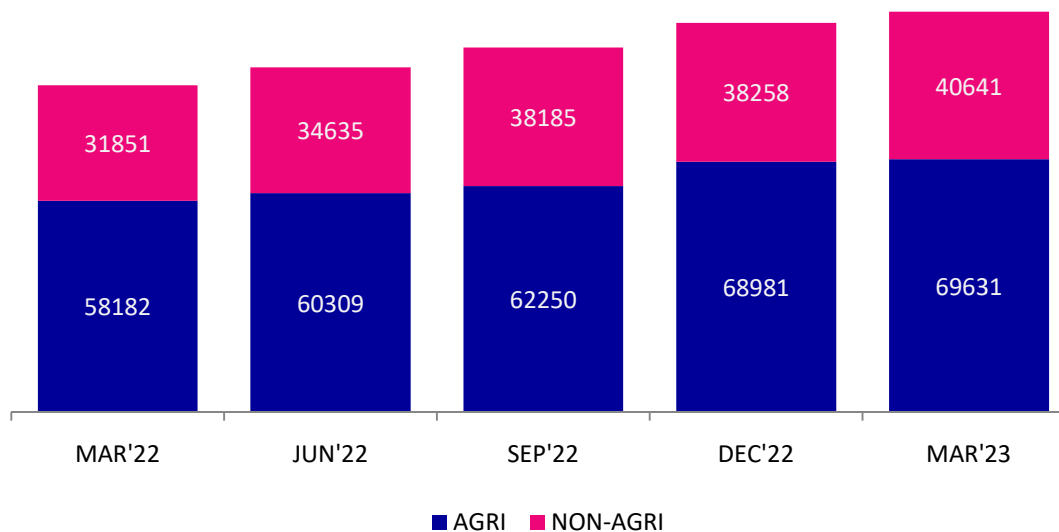
Industry Name	Amount (in INR Mn)	% to Total Advances
Advances to Major Industries	112,727	26%
All other advances (Agri, Trade, Service, Gold Loan, etc.)	326,981	74%
<b>Total Gross Advances</b>	<b>439,708</b>	<b>100%</b>

## ▶ LOAN BOOK - DRIVER TO GROWTH – Q4 FY 23

- ✓ During the last few quarters, we have given more thrust to Gold Loans which is increased by 22% from Rs.90,033 Mn in Q4 FY 22 to Rs.110,272 Mn in Q4 FY 23. Also, the % of Gold Loans portfolio to Gross Advances improved to 25%

(in INR Mn)

GOLD LOAN PORTFOLIO	Mar-22	Dec-22	Mar-23
Gold Loan – Agriculture	58,182	68,981	69,631
Gold Loan – Non-Agriculture	31,851	38,258	40,641
Total Gold Loans	90,033	107,239	110,272
Gross Advances	411,560	430,087	439,708
<b>% of Gold Loans to Gross Advances</b>	<b>22%</b>	<b>25%</b>	<b>25%</b>



Average LTV for Gold Loan at 68%



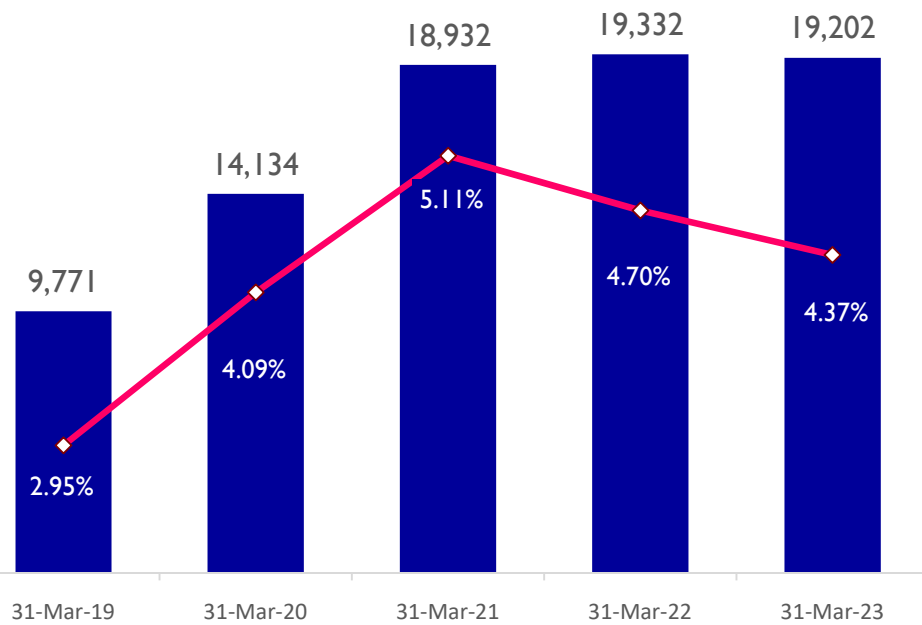
Y-o-Y growth in Gold Loan – 22%  
(Mar-23 Vs Mar-22)



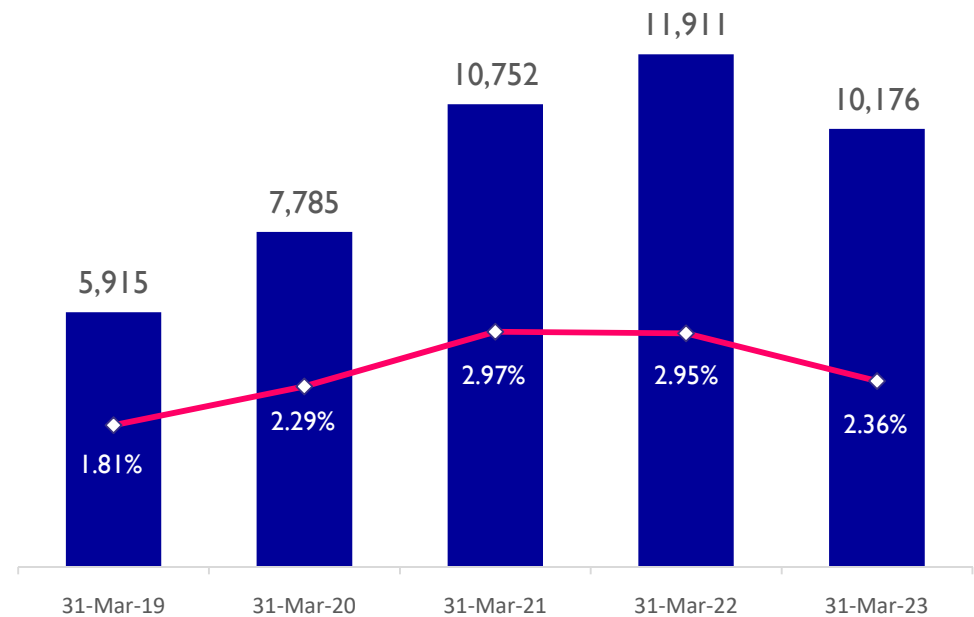
## ▶ ASSET QUALITY

(in INR Mn)

### GROSS NPA QTM & GROSS NPA %



### NET NPA QTM & NET NPA %



## ▶ ASSET QUALITY POSITION – MOVEMENT OVER THE YEARS

(In INR MN)		FY MAR-18	FY MAR-19	FY MAR-20	FY MAR-21	FY MAR-22	Q4 FY 23	FY MAR-23
<b>NPA Opening balance</b>		<b>6,820</b>	<b>8,565</b>	<b>9,771</b>	<b>14,134</b>	<b>18,932</b>	<b>19,887</b>	<b>19,332</b>
Additions	A	5,749	6,322	11,104	11,131	12,757	3,582	13,290
Recovery made		1,623	1,980	1,644	1,950	4,424	2,099	5,764
Upgradations		433	496	1,358	264	1,638	801	2,361
NetAddition	B	3,693	3,846	8,102	8,917	6,593	682	5,165
Write-off		1,948	2,640	3,739	4,119	6,295	1,367	5,295
<b>NPA Closing balance</b>		<b>8,565</b>	<b>9,771</b>	<b>14,134</b>	<b>18,932</b>	<b>19,332</b>	<b>19,202</b>	<b>19,202</b>
Technical Write-off (TW) during the period		1,836	2,565	3,670	3,961	5,734	387	3,606
<b>Provision made during the period</b>	C	<b>3,030</b>	<b>2,700</b>	<b>6,310</b>	<b>5,990</b>	<b>5,535</b>	<b>1,750</b>	<b>6,900</b>
TW recovery	D	704	898	1,090	1,033	1,883	796	2,942
Provision made net of TW Recovery	E=C-D	<b>2,326</b>	<b>1,802</b>	<b>5,220</b>	<b>4,957</b>	<b>3,652</b>	<b>954</b>	<b>3,958</b>
GrossAdvance	F	282,386	330,652	345,762	370,205	411,560	439,708	439,708
<b>Additions % of GrossAdvance</b>	A / F	<b>2.04</b>	<b>1.91</b>	<b>3.21</b>	<b>3.01</b>	<b>3.10</b>	<b>0.81</b>	<b>3.02</b>
<b>NetAddition % of Gross Advance</b>	B / F	<b>1.31</b>	<b>1.16</b>	<b>2.34</b>	<b>2.41</b>	<b>1.60</b>	<b>0.16</b>	<b>1.17</b>
<b>Credit cost</b>	E / F	<b>0.82</b>	<b>0.54</b>	<b>1.51</b>	<b>1.34</b>	<b>0.89</b>	<b>0.22</b>	<b>0.90</b>
Gross NPA %		3.03	2.95	4.09	5.11	4.70	4.37	4.37
Net NPA %		1.70	1.81	2.29	2.97	2.95	2.36	2.36

## ▶ ASSET QUALITY – GOLD LOAN PORTFOLIO

(In INR MN)	No. of A/cs	Balance
<b>Gold Loan – Total</b>	823,282	110,272
Of which,		
- Standard Accounts	821,947	110,088
- N P A	1,335	184
Gross NPA		19,202
<b>% of Gold Loan NPA to Gold Loan Portfolio</b>		<b>0.16%</b>
<b>% of Gold Loan NPA to Gross NPA</b>		<b>0.95%</b>

## ▶ RESTRUCTURED ACCOUNTS

### Quarterwise balance outstanding in respect of Restructured Standard borrowers

(In INR Mn)

Type of Restructuring	Sep-21		Mar-22		Sep-22		Dec-22		Mar-23	
	No. of Borrowers	Amt	No. of Borrowers	Amt	No. of Borrowers	Amt	No. of Borrowers	Amt	No. of Borrowers	Amt
M S M E	333	15,398	395	15,032	319	12,940	280	11,024	182	6,104
Non – M S M E	31	220	-	-	--	--	--	--	--	--
Covid-19 Resolution Framework	1612	6,860	1518	6,812	1453	6,706	1378	6,278	1288	6,448
<b>Total</b>	<b>1976</b>	<b>22,478</b>	<b>1913</b>	<b>21,844</b>	<b>1772</b>	<b>19,646</b>	<b>1658</b>	<b>17,302</b>	<b>1470</b>	<b>12,552</b>
<b>Gross Advances</b>		<b>380,122</b>		<b>411,560</b>		<b>427,016</b>		<b>430,087</b>		<b>439,708</b>
<b>% of Rest Standard adv to Gross advances</b>		<b>5.91%</b>		<b>5.31%</b>		<b>4.60%</b>		<b>4.02%</b>		<b>2.85%</b>

▶ The above disclosure is in respect of Restructured Standard Accounts excluding NPA and accounts got closed or upgraded as per extant RBI guidelines

▶ As of 31.03.2023, the total outstanding restructured Standard borrower accounts was 1470 in numbers and amounting to Rs.12,552 mn. The Bank hold a standard accounts provision wrt Restructured accounts to the tune of Rs.1,281 mn and Rs.336 mn towards erosion on fair value of accounts.

## ▶ SECURITY RECEIPTS

### Balance outstanding of Security Receipts wrt NPA sold to ARC

Period ended	Amount (in INR Mn)
Mar-20	2474
Mar-21	1429
Mar-22	917
Jun-22	819
Sep-22	804
Dec-22	12
Mar-23	12

➤ In the FY 13-14 & 14-15, we had sold some of the NPA accounts to ARC on SR basis to the tune of Rs.3,747 Mn.

➤ We had made significant recoveries from SR. Also, we had written off SRs which had crossed the 8 year time limit to the tune of Rs.792 Mn and as a result, the total SRs outstanding as of 31.03.2023 is only Rs. 12 Mn

➤ During Q4 FY 23, we have sold accounts to the tune of Rs.860 Mn to ARC on SR basis and received cash of Rs.530 Mn. Since the ISIN is awaited, SR amounting to Rs.330 Mn is yet to be recorded as SR in our books.

## ▶ INVESTMENTS – AT A GLANCE

### Investments Breakup and Categorywise

(in INR Mn)

Particulars	MAR 2023	MAR 2022
SLR Securities	142,678	121,365
Non-SLR Securities	924	1,578
<b>Total Investments</b>	<b>143,602</b>	<b>122,943</b>
Yield on Investments		<b>5.71%</b>
<b>Investments Breakup:</b>		
- A FS	29,955 (21%)	16,844 (14%)
- HTM	113,647 (79%)	106,099 (86%)
- H FT	-	-
<b>Total Investments</b>	<b>143,602</b>	<b>122,943</b>
<b>Modified Duration:</b>		
- A FS	0.62	2.01
- HTM	4.10	4.14
- H FT	-	-
- Overall Portfolio	3.37	3.87

# DIGITAL INITIATIVES



# New Digital Product Offerings

Product Offerings

01

02

03

04

05



New Initiatives



Products



Technology/  
Automation

Voice  
Biometric

RBI  
Innovation Hub  
(15G /15H)

DHI  
Credit Card

Tap & Go

Connected  
Banking

BBPS

Pay to  
Contact

Scan & Pay/  
QR

Interoperable  
Card-less Cash  
Withdrawal

Whatsapp  
Banking

Video KYC

AI/  
Conversational  
BOT

API/Robotic  
Process  
Automation

Digital  
Lending

Data  
Analytics





**CUB**  
Trust and Excellence  
SINCE 1904

## Recent Awards

Finnoviti Award 2023

VOICE BIOMETRIC AUTHENTICATION



BANKING FRONTIERS

AWARDS 2023

**FINNOVITI**

Express Computers Award

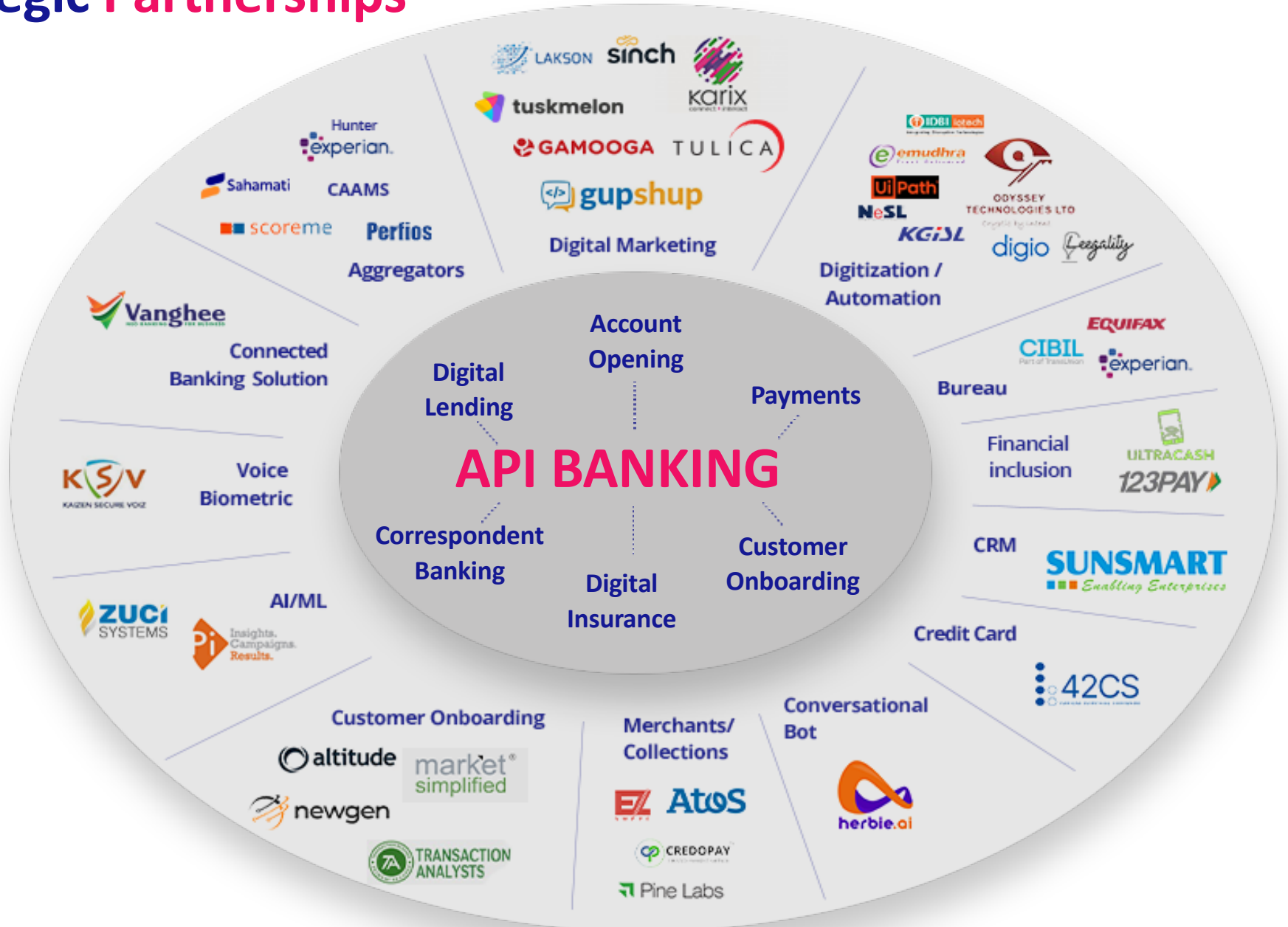
ARTIFICIAL INTELLIGENCE (AI)



**@BFSI TECHNOLOGY**  
Awards 2023 By  
EXPRESS COMPUTERS  
(Indian Express Group)



# Strategic Partnerships



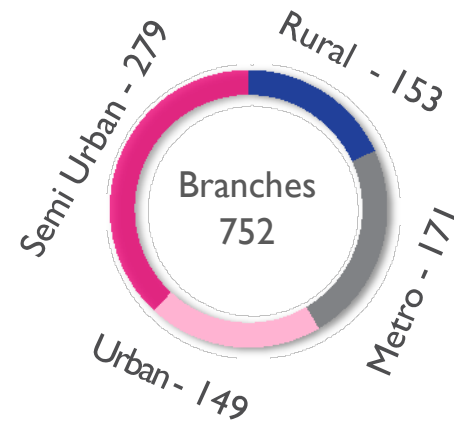
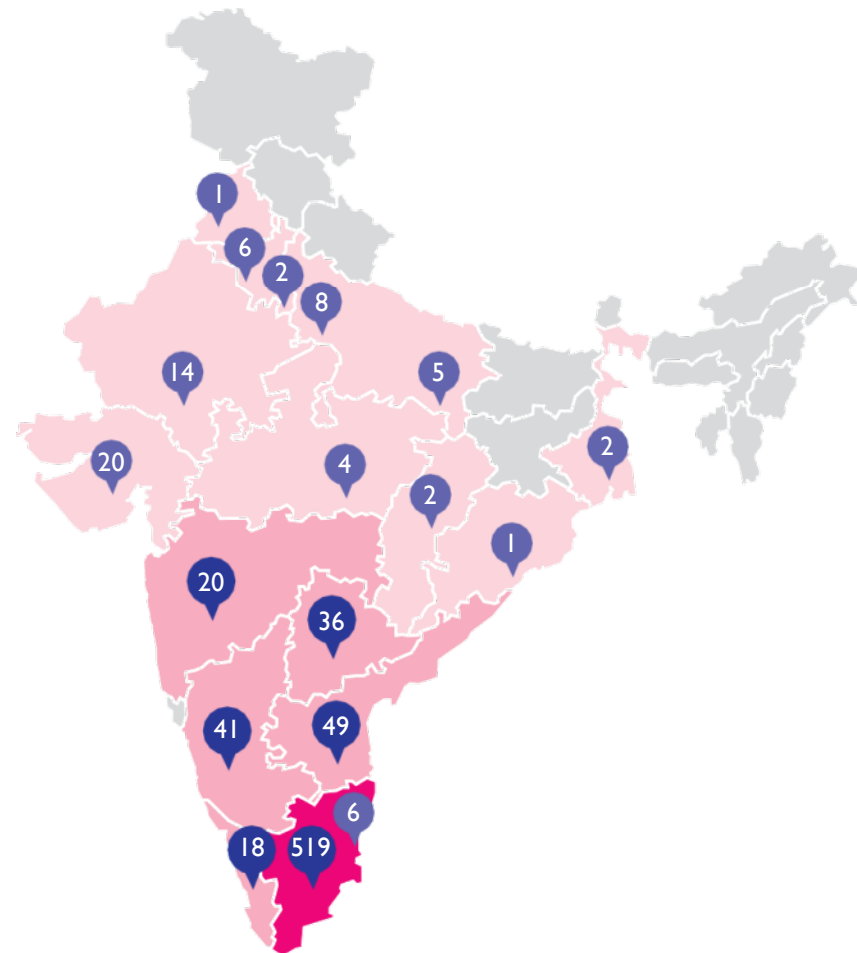
# BRANCH NETWORK

BRANCH NETWORK

## ▶ STRONG PRESENCE IN THE SOUTH

As of March 2023 - 752 branches. 669 branches are located in South India out of which 519 in Tamil Nadu.

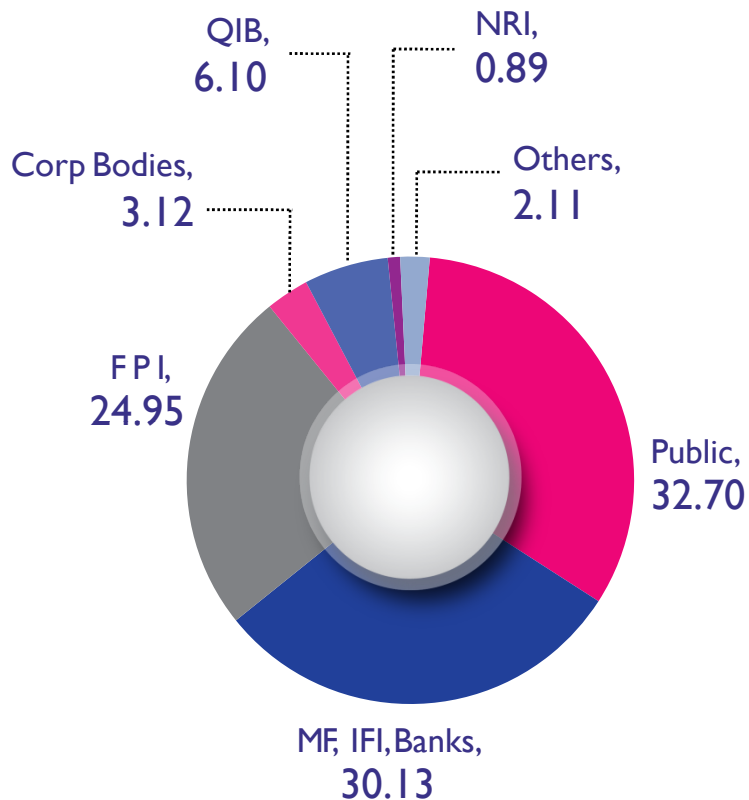
State	No. of Branches	% of Deposits	% of Advances	% of Business
Tamilnadu	519	80	66	74
Karnataka	41	7	5	6
Andhrapradesh	49	2	8	5
Telengana	36	3	6	4
Maharashtra	20	3	3	2
Kerala	18	1	2	2
Gujarat	20	1	3	2
Others	49	3	7	5
<b>Total</b>	<b>752</b>			



# SHAREHOLDING PATTERN

## A WELL DIVERSIFIED INVESTOR BASE

Position as on 31-Mar-2023

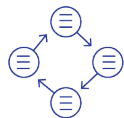


### Major Institutional Shareholders

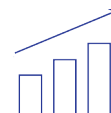
SHAREHOLDERS	HOLDING %
SMALLCAP WORLD FUND, INC	4.94
HDFC MUTUAL FUND	4.47
SBI ARBITRAGE OPPORTUNITIES FUND	3.94
AXIS MUTUAL FUND TRUSTEE LIMITED	3.22
CANARA ROBECO MUTUAL FUND	2.87
TEMPLETON INDIA VALUE FUND	2.57
ICICI PRUDENTIAL	2.45
HDFC LIFE INSURANCE COMPANY LIMITED	2.06
KOTAK EQUITY ARBITRAGE FUND	1.75
PIONEER INVESTMENT FUND	1.58
KOTAK FUNDS - INDIA MIDCAP FUND	1.44
UTI SMALL CAP FUND	1.43
LICI ASM NON PAR	1.35
HSBC ARBITRAGE FUND	1.35
BANK MUSCAT INDIA FUND	1.22
STATE OF WISCONSIN INVESTMENT BOARD	1.15
EDELWEISS NIFTY SMALLCAP	1.08



Well diversified ownership of shareholders around 1,53,000 Approx



Long term investors ensuring stability and support to management



Limit on FII / FPI ownership increased to 40%



Higher Participation from FPI's



Head room available for FII / FPI ... 15.05%

# CORPORATE GOVERNANCE

СОКЪОКАТЕ ГОВЕКИНАИСЕ

## ▶ A WELL EXPERIENCED AND STRONG BOARD



**Shri. M. Narayanan | B.Sc. FCA, Grad CMA, DISA  
Non-Executive Chairman**

Shri. M. Narayanan is a practicing Chartered Accountant by profession and has handled Finance, Accounts and Taxation at various levels upto CFO while in service for over 20 years in companies of repute viz. BHEL, Dalmia Cements, Fenner, Ramco Cements and Dishnet etc. He is also an agriculturist and a qualified system Auditor.



**Shri. Subramaniam Narayanan |  
PGDM-IIM(A), Chartered Accountant, FCS, CMA  
Director**

Shri. Subramaniam Narayanan possesses rich experience in the areas of Business Management, Private Equity, Finance, Accountancy, Treasury & Risk Management, Information Technology and Payment & Settlements. He has held the position of CEO in First India Asset Management Company Ltd., and handled treasury services for Bank of America and Abu Dhabi Commercial Bank, UAE. Besides, he has been associated as Director in IT / Fintech Companies of repute for a long time.



**Dr. T.S. Sridhar IAS (Retd.) | M.A., Ph.D.  
Director**

Dr. T.S. Sridhar is a Retd. IAS officer having 35 years of vast experience in all levels of administration and as Principal Secretary, he has expertise and knowledge on Rural economy, farm sector and Industries especially MSME. He was a Director on the Board of NABARD. He holds expertise in Human Resource and Economics as well.



**Shri. T.K. Ramkumar | B.Com., B.L.  
Director**

Shri. T.K. Ramkumar is one of the leading Lawyers in Chennai possessing special knowledge and expertise in Banking law, Company law and Intellectual Property Rights. He is also an active environmentalist.



**Shri. G. Mahalingam | M.Sc., MBA., CAIIB  
Director**

Shri. Gurumoorthy Mahalingam was co-opted as an Additional Director on the Board of the Bank w.e.f 06th July, 2022 to hold office till the ensuing Annual General Meeting. He is a career Regulator in the Financial Sector having worked for 34 years in RBI holding the position of Executive Director at the time of retirement and 5 years in Securities and Exchange Board of India ("SEBI") as Whole Time Board Member. He holds a Masters degree in Statistics and Operations Research from IIT Kanpur and MBA in International Banking from the UK. He has extensive experience in Banking Regulation and Supervision as well as in market regulation and operations.



**Dr. N. Kamakodi | B.Tech., MBA., Ph.D., CAIIB  
M.D. & C.E.O.**

Dr. N. Kamakodi is serving as MD & CEO of the Bank from May 2011. He joined the Bank as DGM in the year 2003 and was elevated as GM in 2005 and later as Executive Director in 2006.



**Shri. V.N. Shiva Shankar | B.Com, ACS, ACMA, BL  
Director**

Shri. V.N. Shiva Shankar is a qualified Lawyer, Company Secretary and Cost Management Accountant with over 25 years of rich experience in Indian Corporate Law. He is also the founder of M/s VNS Legal Corporate Law firm based in Chennai which focuses on legal advisory services on Capital Market Regulation, Takeover Offers, Corporate Litigation, etc. He is a member of the Executive Committee in Southern India Chamber of Commerce. He has expertise in SEBI matters & Risk Management.



**Shri. K. Vaidyanathan | B.Sc., FCMA, FCS  
Director**

Shri K. Vaidyanathan is a Fellow member of the Institute of Cost Management Accountants of India and also the Institute of Company Secretaries of India. He has over 40 years of rich domain experience in Financial and Management Accounting, Corporate Finance, Auditing and Regulatory Compliance. He is a Practicing Company Secretary. He also holds expertise in Compliance and Business management.



**Prof. V. Kamakoti | B.E, M.S, Ph.D  
Director**

Prof. V Kamakoti holds a Master of Science degree in Bachelor of Engineering from the Indian Institute of Technology – Madras and a doctorate of Philosophy in Computer Science and one of the youngest to adorn the post of Professorship in one of the prestigious Institutions of India namely IIT, Madras and presently he is the Director. His forte is Information Technology related Secured Systems Engineering and Security related Software Engineering.



**Smt. Lalitha Rameswaran | BCom., FCA, DISA  
Director**

Smt. Lalitha Rameswaran is a practicing Chartered Accountant by profession and also a qualified systems auditor. She has rich experience in both Direct & Indirect taxation and appeared before various Tribunals representing public sector and private sector banks on tax related matters.



## ▶ TRANSPARENT ‘CORPORATE GOVERNANCE’ PRACTICES

Board consists of 9 Independent Directors (including 1 Women Director) And MD & CEO

Various sub-committees of Board functions to oversee the operations of the Bank

Disclosure norms strictly adhered to

KYC / AML Norms strictly complied with

Code of conduct for Directors and Senior Management put in place

## WE HAVE EMINENT PERSONALITIES ON OUR BOARD WITH DIVERSE PROFESSIONAL EXPERTISE

Practicing Chartered Accountant , qualified system Auditor and Agriculturist

Practicing Chartered Accountant , qualified system Auditor and Tax expertise

Private Equity Fund Manager, Risk Management, IT and Treasury Management

Practicing Advocate, Compliance function and Risk Management

Retired IAS Officer, Rural Economy, MSME, Business Management, Human resource and Economics.

Practicing Company Secretary, Business Management, IT & Compliance

Advocate in Banking Law & Environmental Activist

Director – IIT Madras and expertise in IT related security systems

Career Regulator in Financial Sector – Retired ED of RBI and Whole Time Board Member of SEBI

## CITY UNION BANK LTD

Regd. Office : 149, TSR Big Street, Kumbakonam – 612001, Tamilnadu.

Admin Office : "Narayana" No.24 B, Gandhi Nagar, Kumbakonam - 612001, Tamil Nadu.

Tel : 0435-2402322, 2401622, | FAX: 0435-2431746 | [www.cityunionbank.com](http://www.cityunionbank.com)



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Email :

[jayaraman@cityunionbank.com](mailto:jayaraman@cityunionbank.com)



For any queries regarding presentation, please write to  
[Investor.relations@cityunionbank.com](mailto:Investor.relations@cityunionbank.com)