



# CITY UNION BANK LIMITED

CIN : L65110TN1904PLC001287

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

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

February 01, 2024

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 – Q3 FY 2024**

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 Un-Audited Financial Results of the Bank for the Quarter and Nine months ended December 31, 2023 for your information and records please.

Thanking you

Yours faithfully  
for **CITY UNION BANK LIMITED**

  
Venkataramanan S  
Company Secretary



Encl.: a.a



CITY UNION BANK



# INVESTOR PRESENTATION

December 2023

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# OVERVIEW

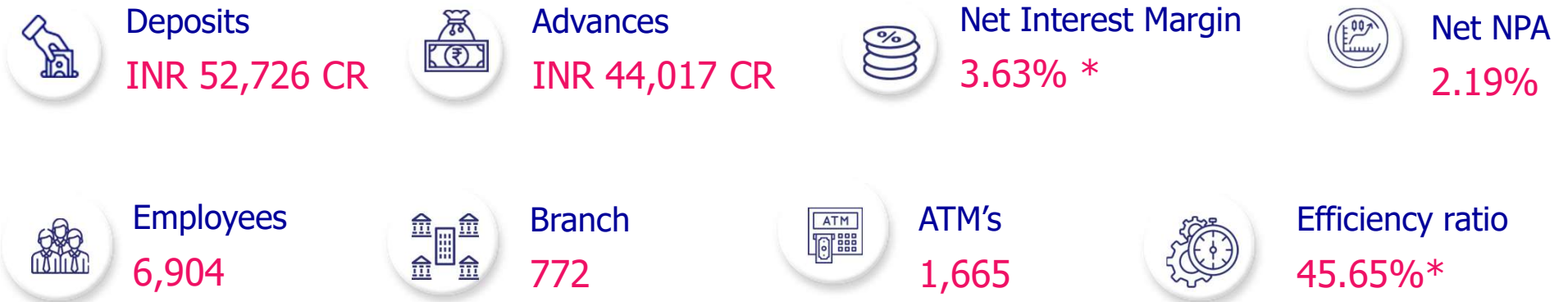
## Overview

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

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

## FACTS & FIGURES

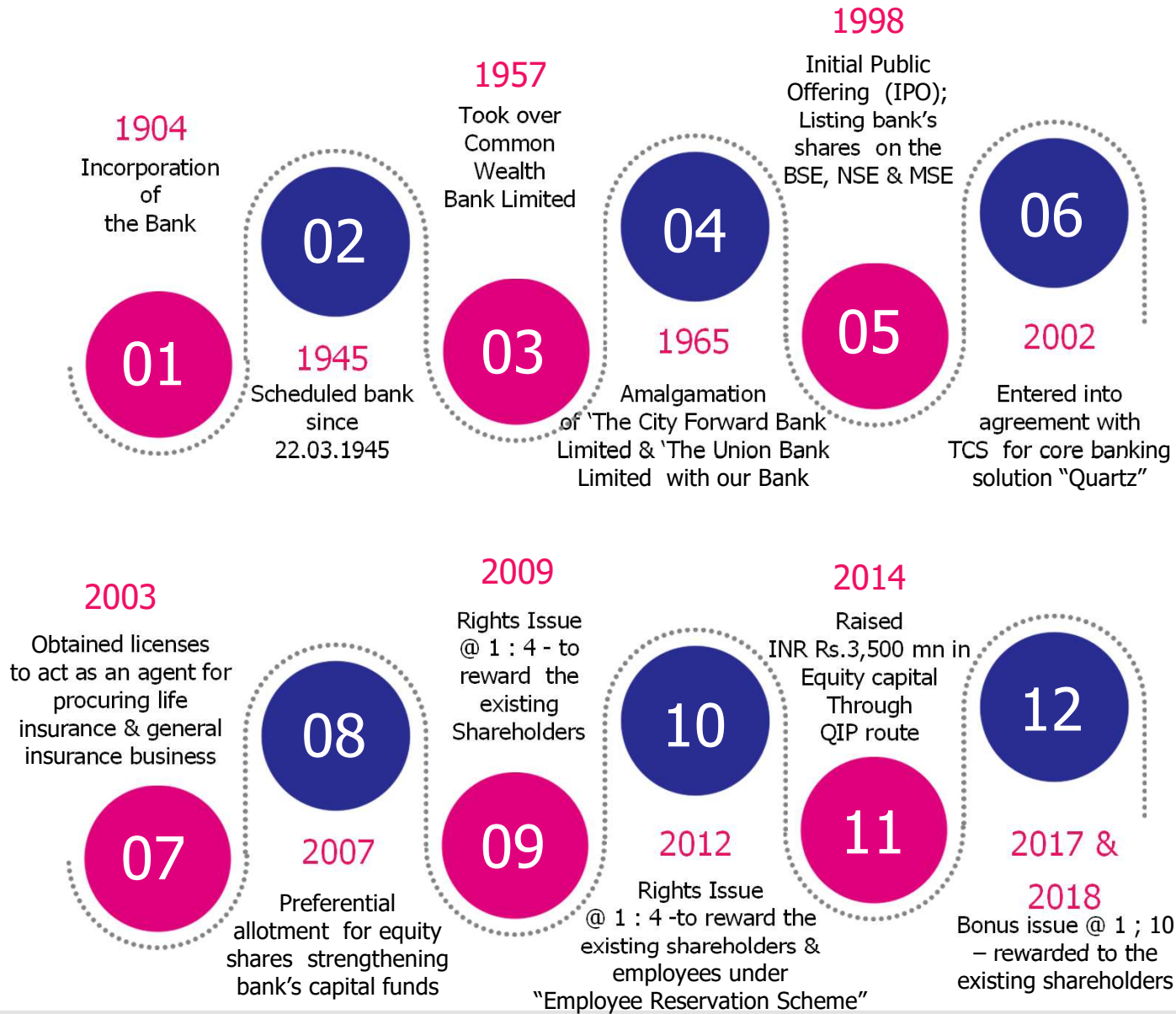
Position as on 31.12.2023



\* 9 M FY 2024



# 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 collateralized by residential property and personal guarantees etc.**
  - **Predominantly single banker relationships with minimal exposure to consortium / multiple banking arrangements / infrastructure**

Invested in Robust Infrastructure

- **Comprehensive employee training and recruitment infrastructure through staff training college.**
- **Digital lending implementation under progress**

Purely retail Liability Franchise

- **No Certificate of Deposit**
- **No reliance on Corporate bulk deposits.**

10-year CAGR of about 15%

Consistent Return with Superior ROA, ROE



# COMPETITIVE ADVANTAGES

## NETWORK

- Pan India presence with 772 branches
- Strong presence in South India (683 branches) of which 524 are in Tamil Nadu alone

## ADEQUATELY CAPITALISED

- Strong Capital Adequacy ratio of 21.87% out of which Tier 1 constitutes 20.83%

## MSME / TRADING PORTFOLIO

- Trading and MSME loan segments constitute about 46% of advances



## STRONG TRACK RECORD

- Continuous profitability and dividend payout in all 120 years of operations
- Business growth of about 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 120 years

## DIVERSIFIED ASSET PROFILE

- Granular asset profile with advances to top 20 group borrowers contributing around 6.44%
- 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 – DECEMBER 2023

## Q3 FY 2024 PERFORMANCE – A SNAPSHOT

- Deposits increased by 5% from Rs.500 Bn to Rs.527 Bn Y-o-Y
- Advances registered a growth of 2% from Rs.430 Bn to Rs.440 Bn Y-o-Y
- The total business grew by 4% from Rs.930 Bn to Rs.967 Bn Y-o-Y
- Profitability and efficiency ratios :

PARTICULARS	Q3 FY 24	Q3 FY 23	9M FY 24	9M FY 23	Q2 FY 24	FY 2023
Return on Assets	1.49%	1.34%	1.52%	1.51%	1.69%	1.46%
Net Interest Margin	3.50%	3.88%	3.63%	3.97%	3.74%	3.89%
Return on Equity	12.57%	12.21%	13.00%	13.90%	14.36%	13.42%
Earning per share	Rs.3.42	Rs.2.94	Rs.10.28	Rs.9.73	Rs.3.78	Rs.12.67

- Gross NPA- 4.47% and Net NPA- 2.19%
- Provision Coverage Ratio - 71% (with TW) & 51% (without TW)
- CRAR – 21.87% (Basel III) of which core CRAR – 20.83%

## 9M FY 24 VS 9M FY 23 PERFORMANCE – A SNAPSHOT

(in INR Mn)

**527,264**



**499,974**

Deposits

**440,173**



**430,087**

Advances

**967,437**



**930,061**

Total Business

**153,589**



**146,055**

CASA

**11,649**



**14,009**

Gross Profit

**7,609**



**7,194**

Net Profit

**15,769**



**16,485**

Net Interest  
Income

**45.65%**



**38.12 %**

Cost to Income

**1.52%**

ROA

**13.00 %**

ROE

**3.63 %**

NIM

**4.47%**

Gross NPA

**2.19 %**

Net NPA

**71%**

PCR  
(with TW)

■ 9M FY 24

■ 9M FY 23

# Q3 FY 24 VS Q3 FY 23 PERFORMANCE – A SNAPSHOT

(in INR Mn)

527,264



499,974

Deposits

440,173



430,087

Advances

967,437



930,061

Total Business

153,589



146,055

CASA

3,641



4,973

Gross Profit

2,531



2,178

Net Profit

5,159



5,557

Net Interest  
Income

48.64%



36.24 %

Cost to Income

1.49%  
ROA

12.57%  
ROE

3.50 %  
NIM

4.47 %  
Gross NPA

2.19%  
Net NPA

71 %  
PCR  
(with TW)

■ Q3 FY 24

■ Q3 FY 23



## FINANCIAL PERFORMANCE & BUSINESS PROFILE

## 9M FY 24 VS 9M FY 23 PERFORMANCE - A SNAPSHOT

### FINANCIAL PERFORMANCE

(in INR Mn)

PARTICULARS	DEC 23	DEC 22	INC / (DEC)	Growth	Growth %	SEP 23
Deposits	527,264	499,974	↑	27,290	5%	527,140
Advances	440,173	430,087	↑	10,086	2%	436,881
Total Business	967,437	930,061	↑	37,376	4%	964,021
Demand Deposits	43,922	40,128	↑	3,794	9%	45,770
Saving Deposits	109,667	105,927	↑	3,740	4%	110,133
CASA	153,589	146,055	↑	7,534	5%	155,903
Gross NPA	19,681	19,887				20,346
Net NPA	9,409	11,245				9,987
Gross NPA (%)	4.47%	4.62%				4.66%
Net NPA (%)	2.19%	2.67%				2.34%
C R A R (BASEL – III)	21.87%	20.47%				22.21%
- Of which Tier I	20.83%	19.41%				21.17%
CD Ratio	83%	86%				83%
PCR	71%	67%				71%

## 9M FY 24 VS 9M FY 23 PERFORMANCE - A SNAPSHOT

### FINANCIAL PERFORMANCE

(in INR Mn)

PARTICULARS	9M FY 24	9M FY 23	INC / (DEC)	Growth %
Net Interest Income	15,769	16,485	-716	-4%
Other Income	5,664	6,153	-489	-8%
Operating Expenses	9,784	8,629	1155	13%
Gross Profit	11,649	14,009	-2360	-17%
Provisions & Contingencies	4,040	6,815	-2775	-41%
Net Profit	7,609	7,194	415	6%
Return on Assets	1.52%	1.51%		
Return on Equity	13.00%	13.90%		
Net Interest Margin	3.63%	3.97%		

## Q3 FY 24 VS Q3 FY 23 PERFORMANCE - A SNAPSHOT

### FINANCIAL PERFORMANCE

(in INR Mn)

PARTICULARS	Q3 FY 24	Q3 FY 23	INC / (DEC)	Growth %	Q2 FY 24
Net Interest Income	5,159	5,557	-398	-7%	5,384
Other Income	1,929	2,243	-314	-14%	1,821
Operating Expenses	3,447	2,827	620	22%	3,339
Gross Profit	3,641	4,973	-1332	-27%	3,866
Provisions & Contingencies	1,110	2,795	-1685	-60%	1,060
Net Profit	2,531	2,178	353	16%	2,806
Return on Assets	1.49%	1.34%			1.69%
Return on Equity	12.57%	12.21%			14.36%
Net Interest Margin	3.50%	3.88%			3.74%

## PROVISIONS & CONTINGENCIES – BREAKUP

(in INR Mn)

PARTICULARS	Q3 FY 24	Q3 FY 23	9M FY 24	9M FY 23	Q2 FY 24	FY 22-23
Provision for:						
- Tax	650	550	1,500	2,000	500	2,400
- Bad Debts	260	2,700	2,940	5,150	280	6,900
- Contingency	200	(305)	(190)	(185)	300	-175
- Standard Assets	-	(150)	(210)	(150)	-30	-200
- Restructuring	-	-		-	10	-120
<b>Total</b>	<b>1,110</b>	<b>2,795</b>	<b>4,040</b>	<b>6,815</b>	<b>1,060</b>	<b>8,805</b>

## 9M FY 24 VS 9M FY 23 – INCOME AND EXPENSES BREAKUP

### INTEREST INCOME BREAKUP

PARTICULARS	9M FY 24	9M FY 23	Growth %
Interest on Loans	30,728	28,266	9%
Interest on Investments	7,072	6,197	14%
Other Interest Income	1,165	400	191%
<b>Total Interest Income</b>	<b>38,965</b>	<b>34,863</b>	<b>12%</b>

### OTHER INCOME BREAKUP

PARTICULARS	9M FY 24	9M FY 23	Growth %
CEB & Charges	2,661	2,452	9%
Treasury Income	915	1,017	-10%
Other Inc incl recoveries in written off a/cs	2,088	2,684	-22%
<b>Total Other Income</b>	<b>5,664</b>	<b>6,153</b>	<b>-8%</b>

### INTEREST EXPENSES BREAKUP

(in INR Mn)

PARTICULARS	9M FY 24	9M FY 23	Growth %
Int Exp on Deposits	21,416	16,453	30%
Other Int Expenses	1,779	1,924	-8%
<b>Total Interest Expenses</b>	<b>23,196</b>	<b>18,377</b>	<b>26%</b>

### OPERATING EXPENSES BREAKUP

PARTICULARS	9M FY 24	9M FY 23	Growth %
Employee Cost	4,460	4,007	11%
Other Operating Expenses	5,324	4,622	15%
<b>Total Operating Expenses</b>	<b>9,784</b>	<b>8,629</b>	<b>13%</b>



## Q3 FY 24 VS Q3 FY 23 – INCOME AND EXPENSES BREAKUP

### INTEREST INCOME BREAKUP

PARTICULARS	Q3 FY 24	Q3 FY 23	Growth %
Interest on Loans	10,359	9,695	7%
Interest on Investments	2,465	2,168	14%
Other Interest Income	438	193	127%
<b>Total Interest Income</b>	<b>13,262</b>	<b>12,056</b>	<b>10%</b>

### OTHER INCOME BREAKUP

PARTICULARS	Q3 FY 24	Q3 FY 23	Growth %
CEB & Charges	912	803	14%
Treasury Income	242	353	-31%
Other Inc incl recoveries in written off a/cs	775	1,087	-29%
<b>Total Other Income</b>	<b>1,929</b>	<b>2,243</b>	<b>-14%</b>

### INTEREST EXPENSES BREAKUP

(in INR Mn)

PARTICULARS	Q3 FY 24	Q3 FY 23	Growth %
Int Exp on Deposits	7,396	5,732	29%
Other Int Expenses	707	767	-8%
<b>Total Interest Expenses</b>	<b>8,103</b>	<b>6,499</b>	<b>25%</b>

### OPERATING EXPENSES BREAKUP

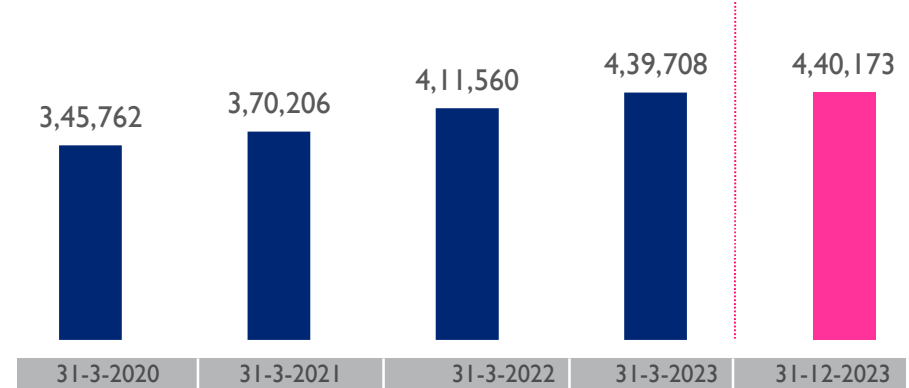
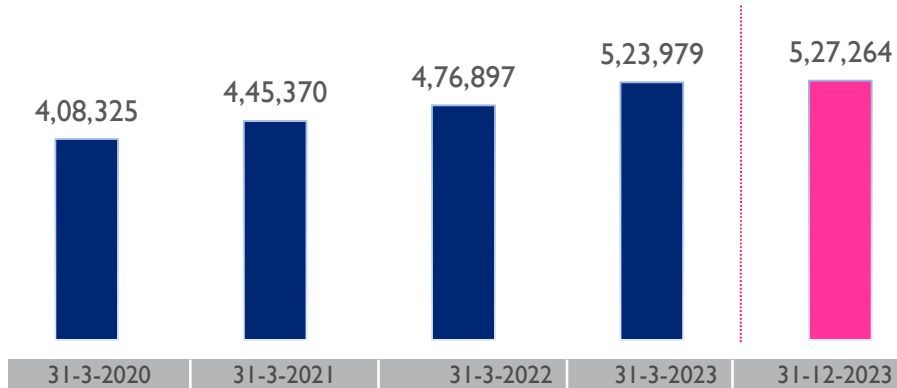
PARTICULARS	Q3 FY 24	Q3 FY 23	Growth %
Employee Cost	1,557	1,268	23%
Other Operating Expenses	1,891	1,559	21%
<b>Total Operating Expenses</b>	<b>3,448</b>	<b>2,827</b>	<b>22%</b>

# DEPOSITS AND ADVANCES GROWTH – OVER THE YEARS

## DEPOSITS

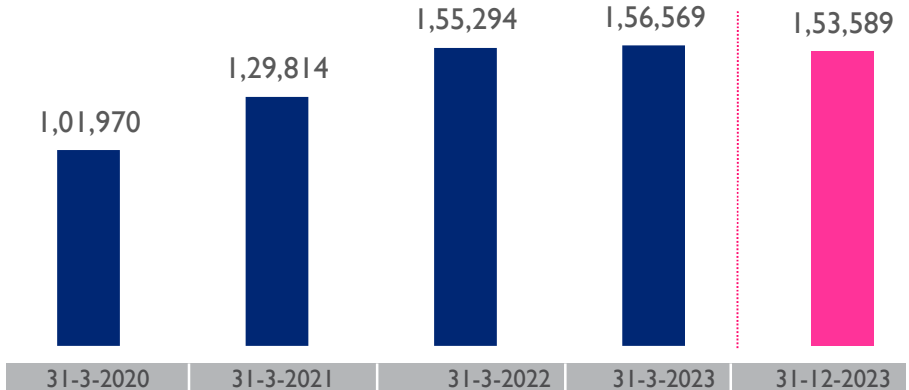
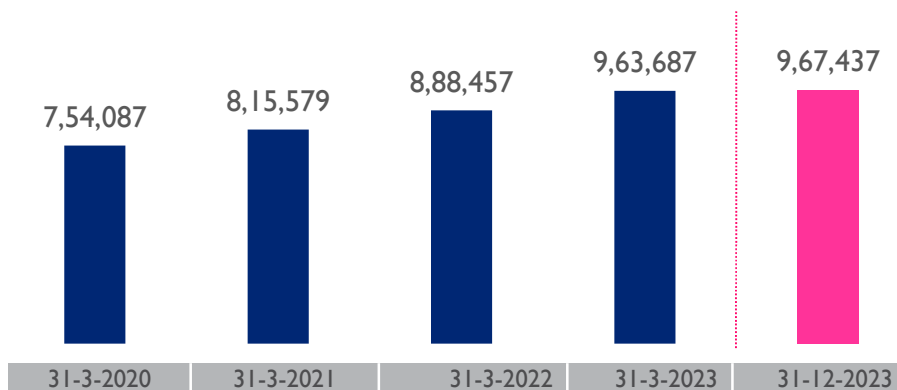
## ADVANCES

(in INR Mn)



## BUSINESS

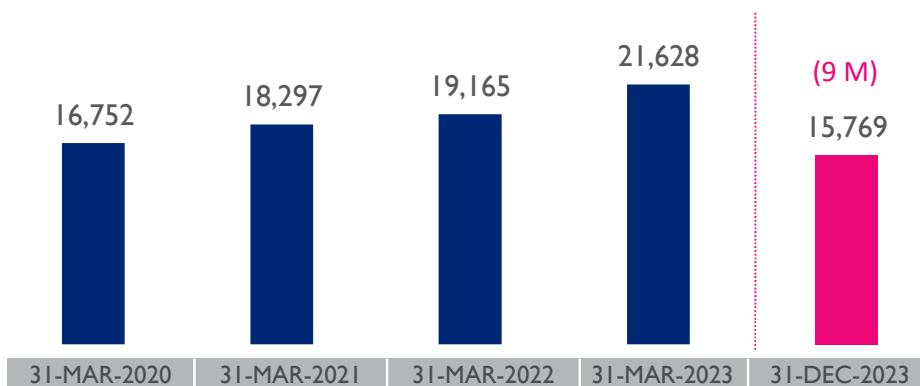
## CASA



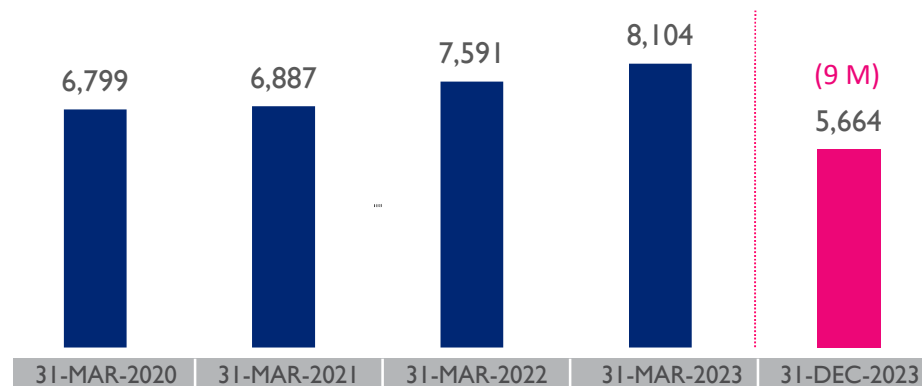
# INCOME GROWTH OVER THE YEARS...

## NET INTEREST INCOME

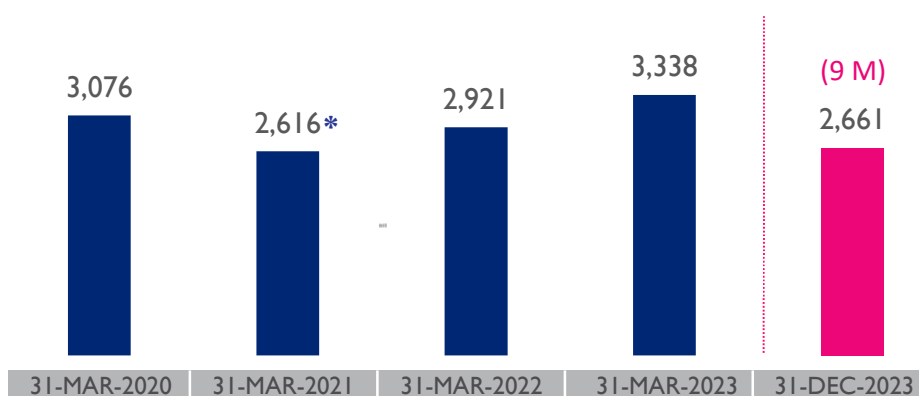
(in INR Mn)



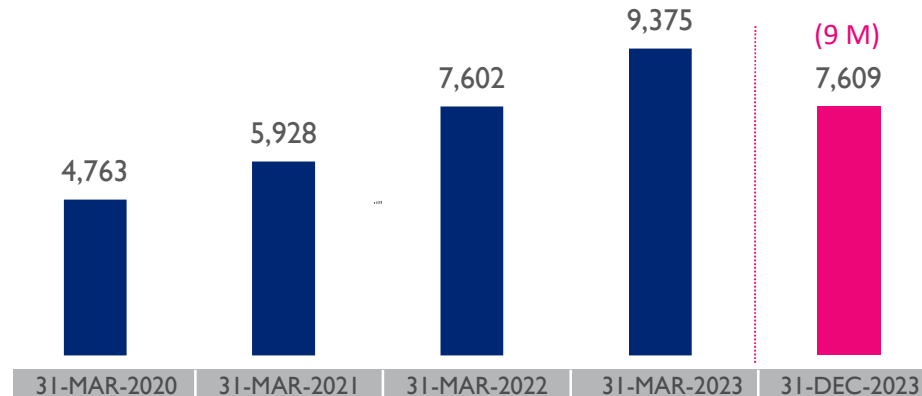
## OTHER INCOME



## CEB



## NET PROFIT



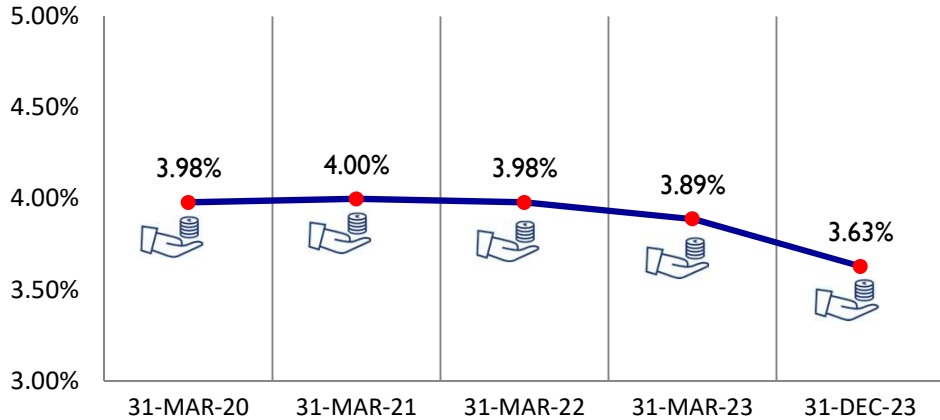
\* Decline in CEB income during FY 20-21 mainly due to restriction by Finance Ministry for waiver of service charges at the time of COVID first wave

## KEY BUSINESS INDICATORS

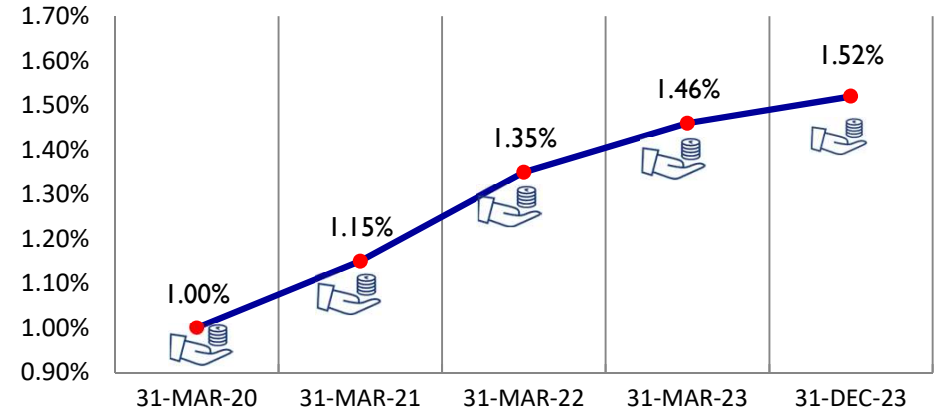
PARTICULARS	Q3 FY 24	Q3 FY 23	9M FY 24	9M FY 23	Q2 FY 24	FY 22-23
Cost of Deposits	5.67%	4.62%	5.51%	4.52%	5.51%	4.66%
Yield on Advances	9.62%	9.16%	9.64%	9.20%	9.77%	9.23%
Yield on Investments	6.31%	5.91%	6.23%	5.86%	6.28%	5.89%
Net Interest Margin	3.50%	3.88%	3.63%	3.97%	3.74%	3.89%
Cost to Income	48.64%	36.24%	45.65%	38.12%	46.34%	38.85%
Cost of Funds	4.76%	3.99%	4.65%	3.85%	4.60%	3.97%
Yield on Funds	7.80%	7.41%	7.81%	7.30%	7.84%	7.34%
Per Employee Profit (in INR Mn) (Ann)	1.47	1.54	1.47	1.70	1.71	1.56
EPS in INR - FV INR Re.1/- share (Not Ann)	3.42	2.94	10.28	9.73	3.78	12.67

# KEY BUSINESS RATIOS – YEARLY TRENDS

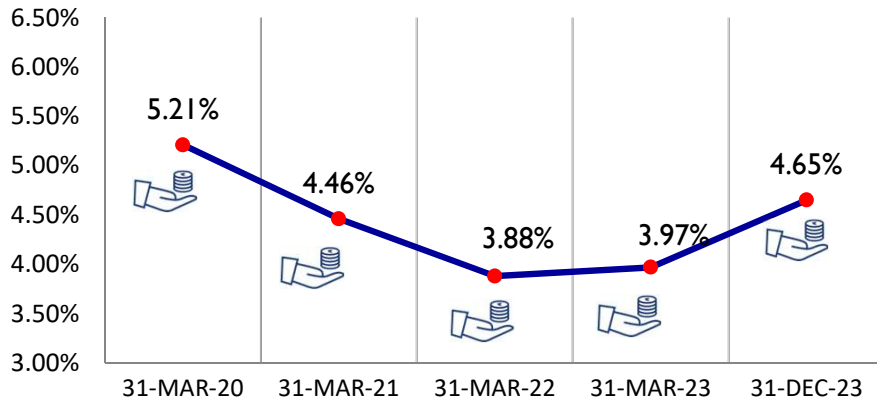
## NET INTEREST MARGIN



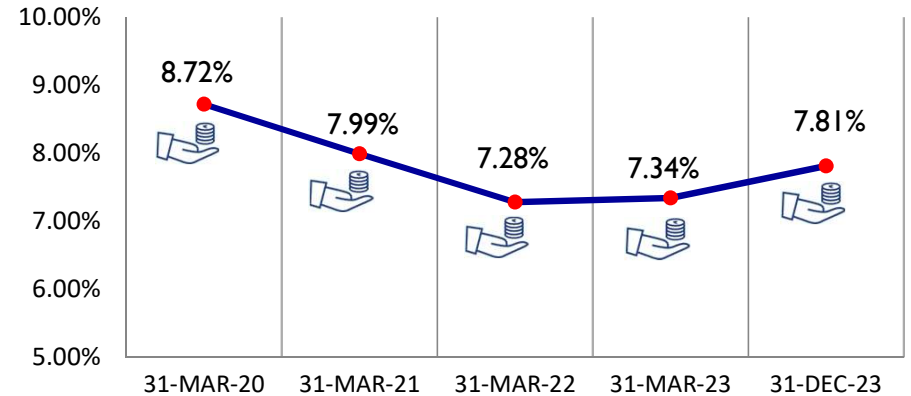
## RETURN ON ASSETS



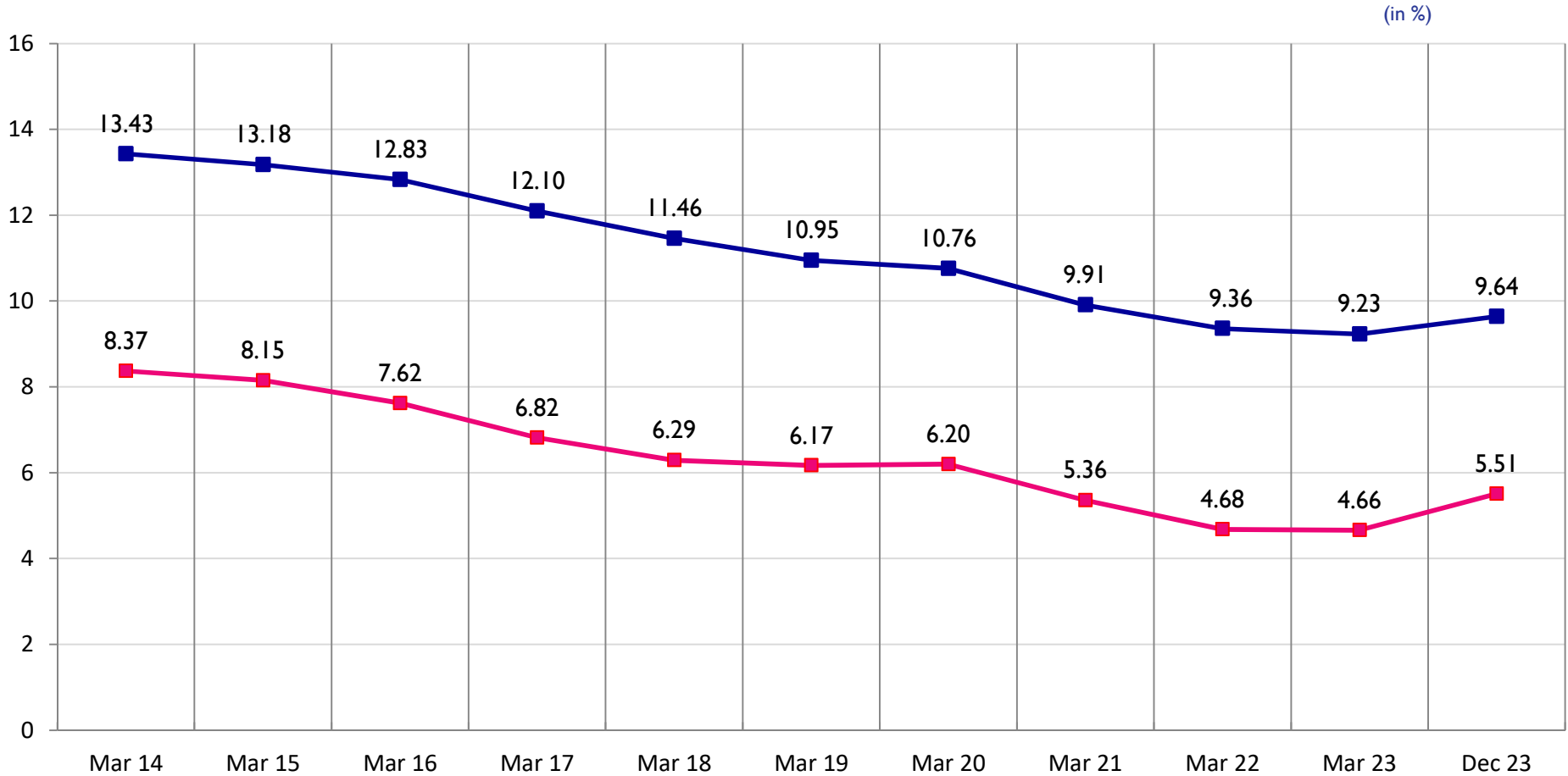
## COST OF FUNDS



## YIELD ON FUNDS



# COST OF DEPOSITS & YIELD ON ADVANCES

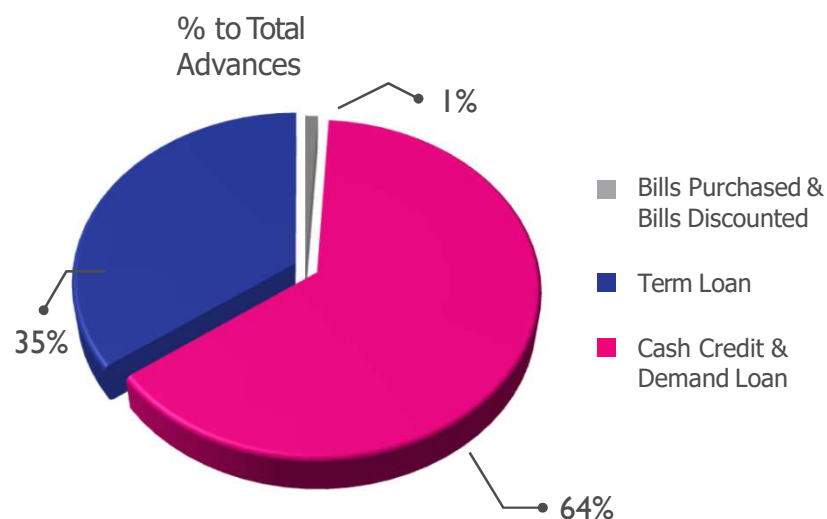


Spread between cost of deposits and yield on advances of our bank maintained in the last 10 years

— Yield on Advances — Cost of Deposits



## LOAN BOOK – PRODUCTS COMPOSITION



Trading & MSME loans constitute about 46%



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



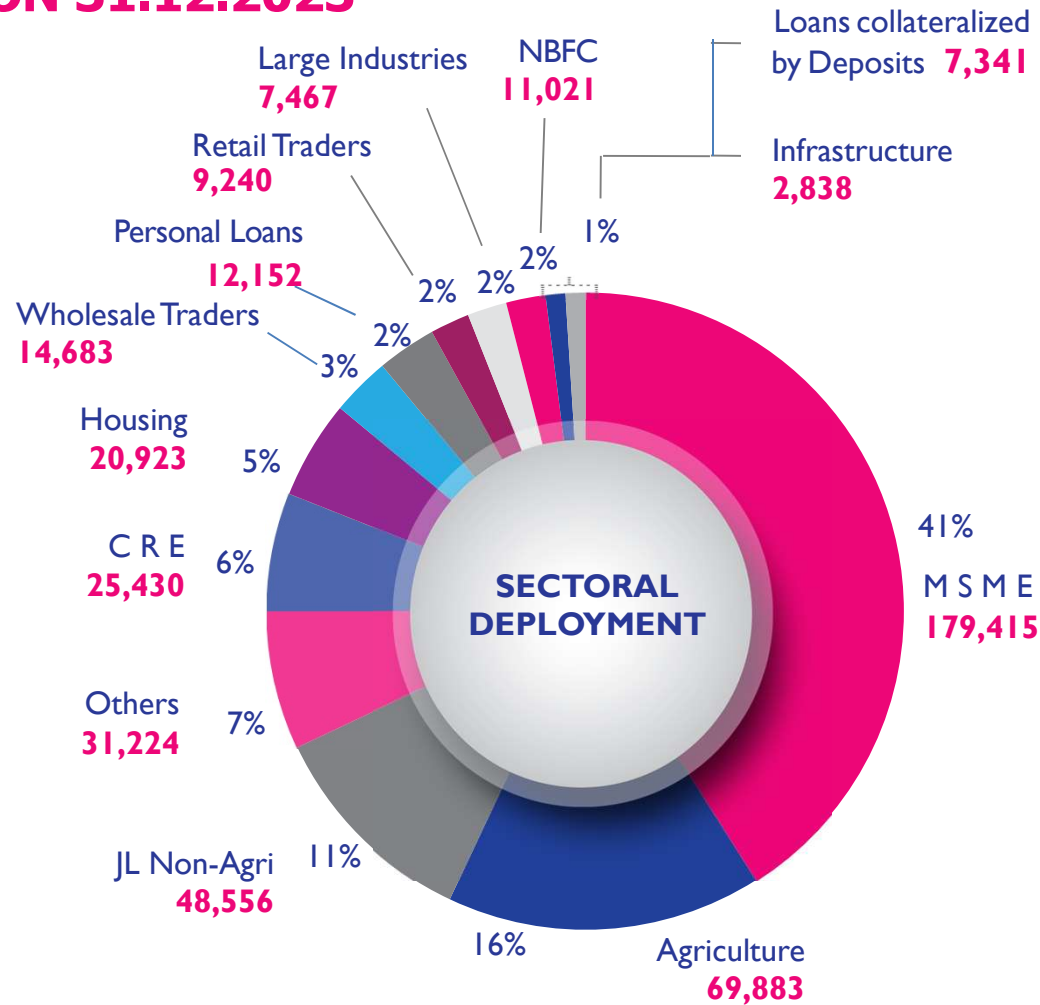
Unsecured Advances aggregate to 1%

Loan Book Products Composition	Amount (INR Mn)	% to Total Advances
Cash Credit & Demand Loan	282,123	64%
Term Loan	156,542	35%
Bills Purchased & Bills Discounted	1,508	1%
<b>Gross Loan Total</b>	<b>440,173</b>	<b>100%</b>

Particulars	Amount (INR Mn)	% to Total Advances
Secured Loans	437,927	99%
Unsecured Loans	2,246	1%
<b>Gross Loan Total</b>	<b>440,173</b>	<b>100%</b>

# LOAN BOOK SECTORAL DEPLOYMENT – POSITION AS ON 31.12.2023

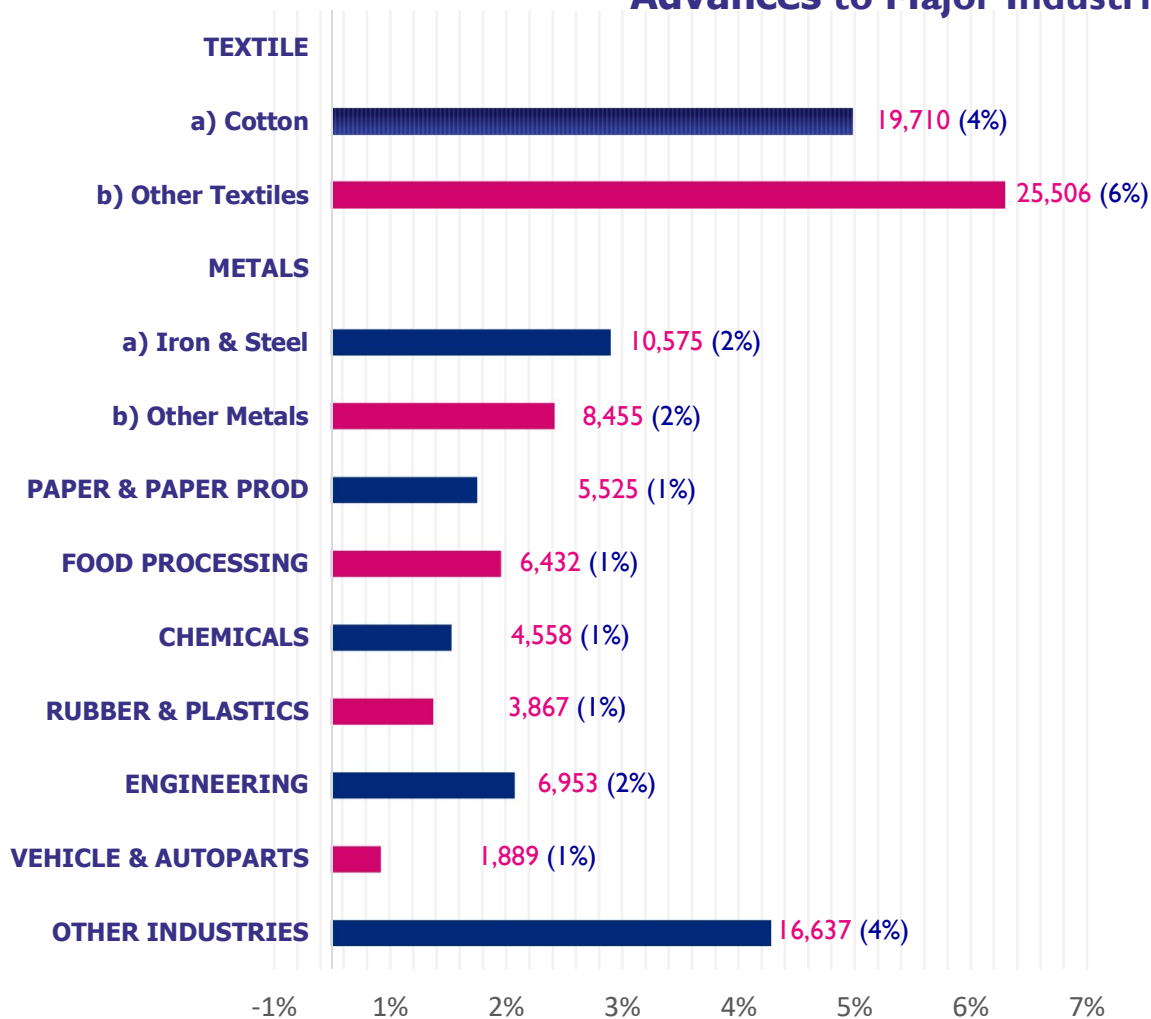
(in INR Mn)



*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 – Advances to Major Industries

Advances to Major Industries 31<sup>st</sup> December 2023

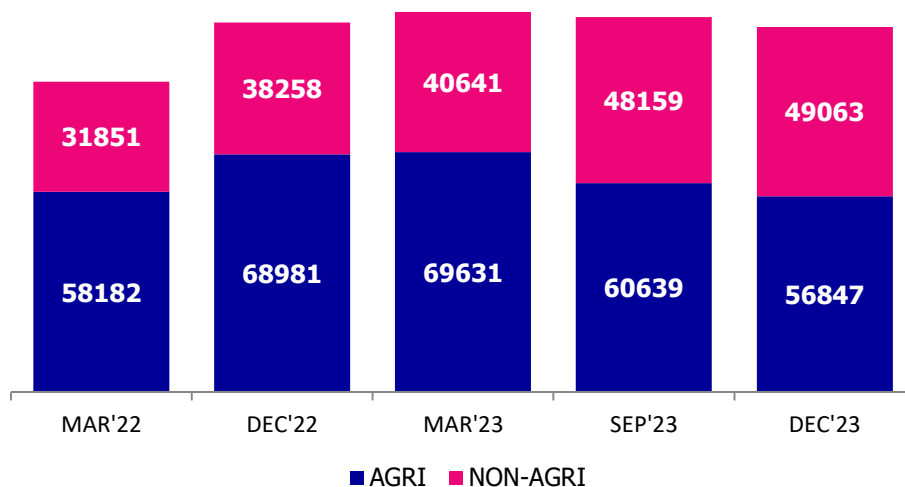


Industry Name	Amount (in INR Mn)	% to Total Advances
Advances to Major Industries	110,107	25%
All other advances (Agri, Trade, Service, Gold Loan, etc.)	330,066	75%
<b>Total Gross Advances</b>	<b>440,173</b>	<b>100%</b>

# GOLD LOAN BOOK – Q3 FY 24

(in INR Mn)

GOLD LOAN PORTFOLIO	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23
Gold Loan – Agriculture	68,981	69,631	64,774	60,639	56,847
Gold Loan – Non-Agriculture	38,258	40,641	43,031	48,159	49,063
Total Gold Loans	107,239	110,272	107,805	108,798	105,910
Gross Advances	430,087	439,708	424,048	436,881	440,173
% of Gold Loans to Gross Advances	25%	25%	25%	25%	24%



Average LTV for Gold Loan around 60%



Y-o-Y growth in Non Agri Gold Loan – 28% (Dec-23 Vs Dec-22)

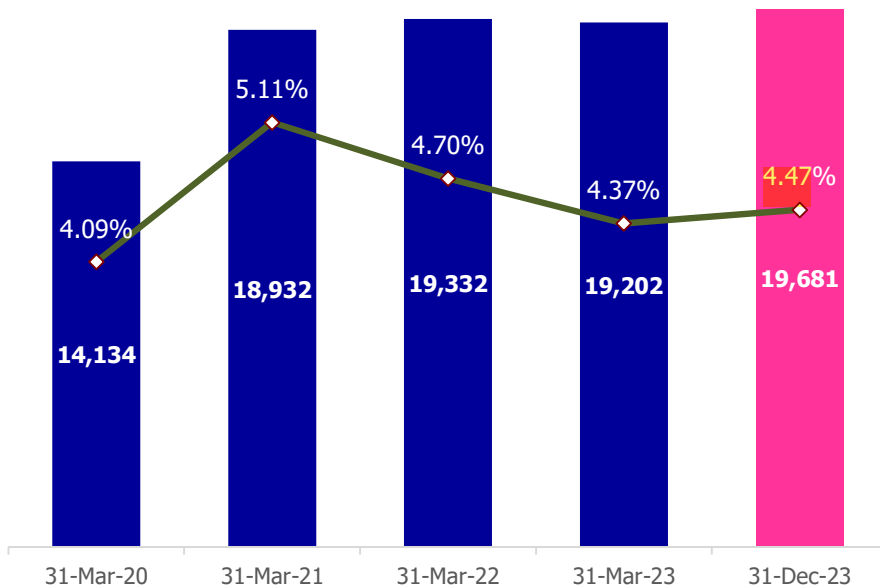


% of Gold loan NPA to JL portfolio 0.09%

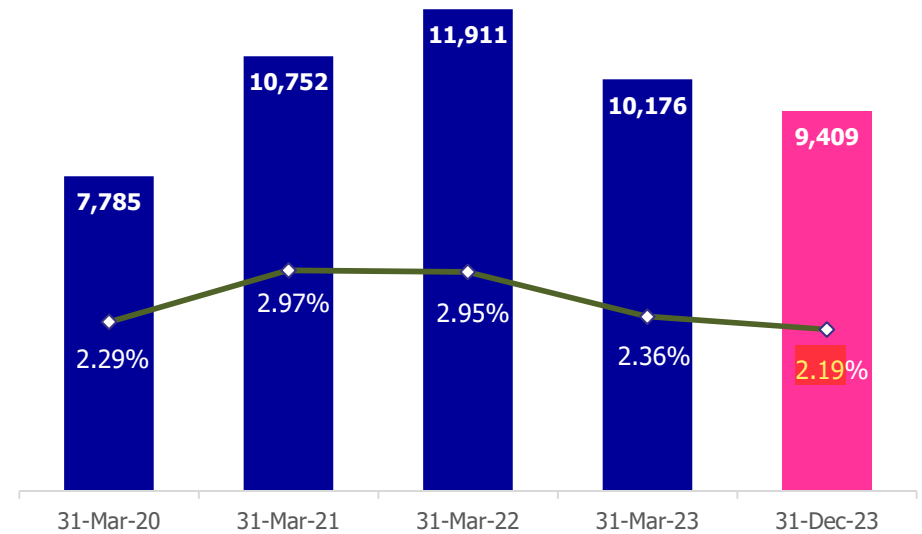
# ASSET QUALITY

(in INR Mn)

### GROSS NPA QTM & GROSS NPA %



### NET NPA QTM & NET NPA %



Net NPA has come down below Rs.1,000 Cr – back to pre-covid level

# ASSET QUALITY POSITION – MOVEMENT OVER THE YEARS



(In INR MN)		FY MAR-19	FY MAR-20	FY MAR-21	FY MAR-22	FY MAR-23	Q3 FY 24	9M FY 24
NPA Opening balance		<b>8,565</b>	<b>9,771</b>	<b>14,134</b>	<b>18,932</b>	<b>19,332</b>	<b>20,346</b>	<b>19,202</b>
Additions	A	6,322	11,104	11,131	12,757	13,290	<b>1,872</b>	7,941
Recovery made		1,980	1,644	1,950	4,424	5,764	1,601	3,474
Upgradations		496	1,358	264	1,638	2,361	636	2,354
Net Addition	B	3,846	8,102	8,917	6,593	5,165	-365	2,113
Write-off		2,640	3,739	4,119	6,295	5,295	300	1,634
NPA Closing balance		<b>9,771</b>	<b>14,134</b>	<b>18,932</b>	<b>19,332</b>	<b>19,202</b>	<b>19,681</b>	<b>19,681</b>
Technical Write-off (TW) during the period		2,565	3,670	3,961	5,734	3,606	223	1,427
Provision made during the period	C	<b>2,700</b>	<b>6,310</b>	<b>5,990</b>	<b>5,535</b>	<b>6,900</b>	<b>260</b>	<b>2,940</b>
T W recovery	D	898	1,090	1,033	1,883	2,942	651	1,737
Provision made net of TW Recovery	E=C-D	1,802	5,220	4,957	3,652	3,958	-391	1,203
Gross Advance	F	330,652	345,762	370,205	411,560	439,708	440,173	440,173
Additions % of Gross Advance	A / F	<b>1.91</b>	<b>3.21</b>	<b>3.01</b>	<b>3.10</b>	<b>3.02</b>	<b>0.43*</b>	<b>1.80*</b>
Net Addition % of Gross Advance	B / F	<b>1.16</b>	<b>2.34</b>	<b>2.41</b>	<b>1.60</b>	<b>1.17</b>	<b>-0.08*</b>	<b>0.48*</b>
Credit cost	E / F	0.54	1.51	1.34	0.89	0.90	--#	0.27
Gross NPA %		2.95	4.09	5.11	4.70	4.37	4.47	4.47
Net NPA %		1.81	2.29	2.97	2.95	2.36	2.19	2.19

\* Not Annualized

# Recovery is more than the slippage leading to negative credit cost

## RESTRUCTURED ACCOUNTS

### Quarter wise balance outstanding in respect of Restructured Standard borrowers

(In INR Mn)

Type of Restructuring	Sep-21		Mar-22		Sep-22		Mar-23		Dec-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	182	6,104	162	5,105
Non – M S M E	31	220	-	-	--	--	--	--	--	--
Covid-19 Resolution Framework	1612	6,860	1518	6,812	1453	6,706	1288	6,448	948	5,185
<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>1470</b>	<b>12,552</b>	<b>1110</b>	<b>10,290</b>
Gross Advances		380,122		411,560		427,016		439,708		440,173
<b>% of Rest Standard adv to Gross advances</b>		<b>5.91%</b>		<b>5.31%</b>		<b>4.60%</b>		<b>2.85%</b>		<b>2.34%</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 31.12.2023, the total outstanding restructured Standard borrower accounts was 1,110 in numbers and amounting to Rs.10,290 mn. The Bank hold a standard accounts provision wrt Restructured accounts to the tune of Rs.1,079 mn and Rs.304 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
Sep-22	804
Dec-22	12
Mar-23	12
Jun-23	319
Sep-23	313
Dec-23	313

➤ In Q3 FY 23, 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. Since the ISIN for those SRs allotted in Q1 FY 24, the same was accounted in Jun 23 figures.



## INVESTMENTS – AT A GLANCE




### Investments Breakup and Category wise

(in INR Mn)

Particulars	Dec 2023	Dec 2022
SLR Securities	155,250	143,633
Non-SLR Securities	1,551	919
<b>Total Investments</b>	<b>156,801</b>	<b>144,552</b>
Yield on Investments	<b>6.23%</b>	<b>5.86%</b>
<b>Investments Breakup:</b>		
- AFS	36,231 (23%)	30,085 (21%)
- HTM	120,570 (77%)	114,467 (79%)
- HFT	-	-
<b>Total Investments</b>	<b>156,801</b>	<b>144,552</b>
<b>Modified Duration:</b>		
- AFS	1.07	0.84
- HTM	3.59	4.20
- HFT	-	-
- Overall Portfolio	3.02	3.51

## DIGITAL INITIATIVES

## New Digital Offerings

Product Offerings	01	02	03	04	05
 <b>New Initiatives</b>	UPI Lite	Voice Based UPI Payments	IOT Based UPI Payment	Aadhaar based PIN generation for UPI123 Pay	e-BG
 <b>Products</b>	Retail & MSME Digital Lending	Pay to Contact	Scan & Pay/ QR	UPI - ATM	Whatsapp Banking
 <b>Technology/ Automation</b>	Video KYC	AI/ Conversational BOT	API/Robotic Process Automation	Centralized Reporting	Data Analytics

## New products launched

# UPI LITE



Soft launch of UPI LITE service supported by NPCI for small value transactions for the convenience of UPI users. Customer can do payments offline to merchant or person without using MPIN. Better experience by a single click to make low value payments.



**Hello! UPI - Conversational Payment**

“Hello UPI” - conversational payments through voice based transactions. It will work in both smartphones & Feature phones in local languages.



**Aadhaar based PIN generation for UPI 123Pay**

To increase the digital penetration in rural areas, launched Aadhaar OTP based registration for feature phones to make UPI payments.



**Conversational payments Using Alexa\***

Another conversational payment feature by CUB using IoT technology for making conversational payment using Alexa.

\* Under Beta

## New products Launched

### **A** Digital Lending - Instant Loans



### **B** e-BG

Issuing Electronic Bank Guarantee (e-BG) for our Retail & Corporate Customers



PAPERLESS BANK GUARANTEE




## New products Launched

### C CUB Salary accounts




CUB Salary Plus Account



CUB Salary Prime Account



Airport Lounge Access



Insurance Cover



Zero Balance



Credit Card



Reimbursement Account

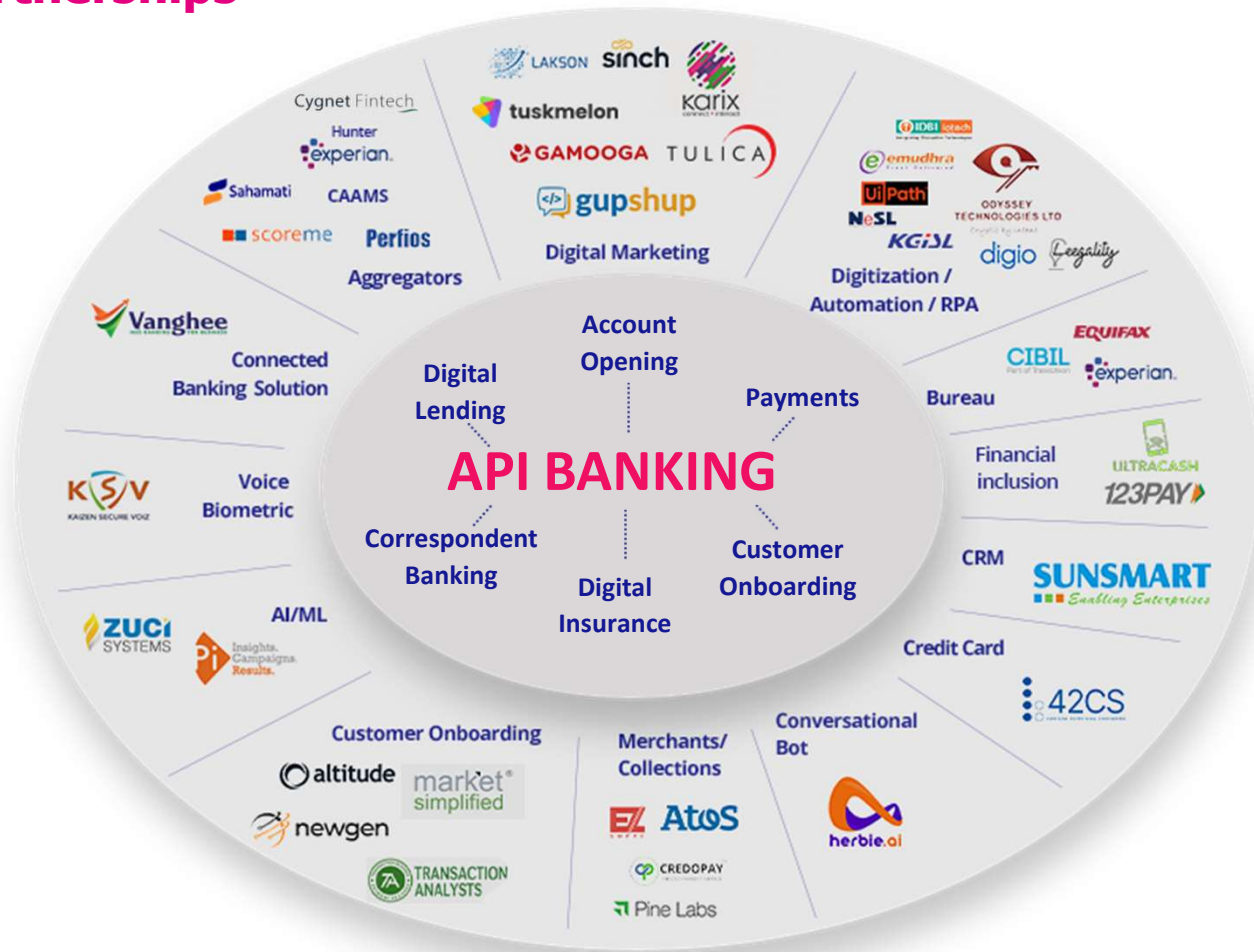


Life-style Privileges



Key Chain Debit Card  
\* T&C Apply

# Strategic Partnerships





# Awards Received During this FY2023-24



12<sup>th</sup> INFOSEC MAESTROS AWARDS 2023

**CIOAXIS | CISOCONNECT**



High Maturity Data Enterprise

@ The Economics Times  
DataCon Awards 2023



DIGITAL BANKING INNOVATION OF THE YEAR

at IBS awards by Synnex  
Indian Banking Summit &  
Awards 2023



VOICE BIOMETRIC AUTHENTICATION



Best Performance on  
Risk Management



Best Performance on  
Profitability



Best Bank



ARTIFICIAL INTELLIGENCE (AI)



EMERGING ASIA BANKING AWARDS BY INDIAN CHAMBER OF COMMERCE



Digital Transformation  
Leader (CIO/CTO)



Digital Bank

6<sup>TH</sup> BFSI CONCLAVE & AWARDS 2023 BY GOVERNANCE NOW



BFSI Innovation Confex &  
Awards 2024

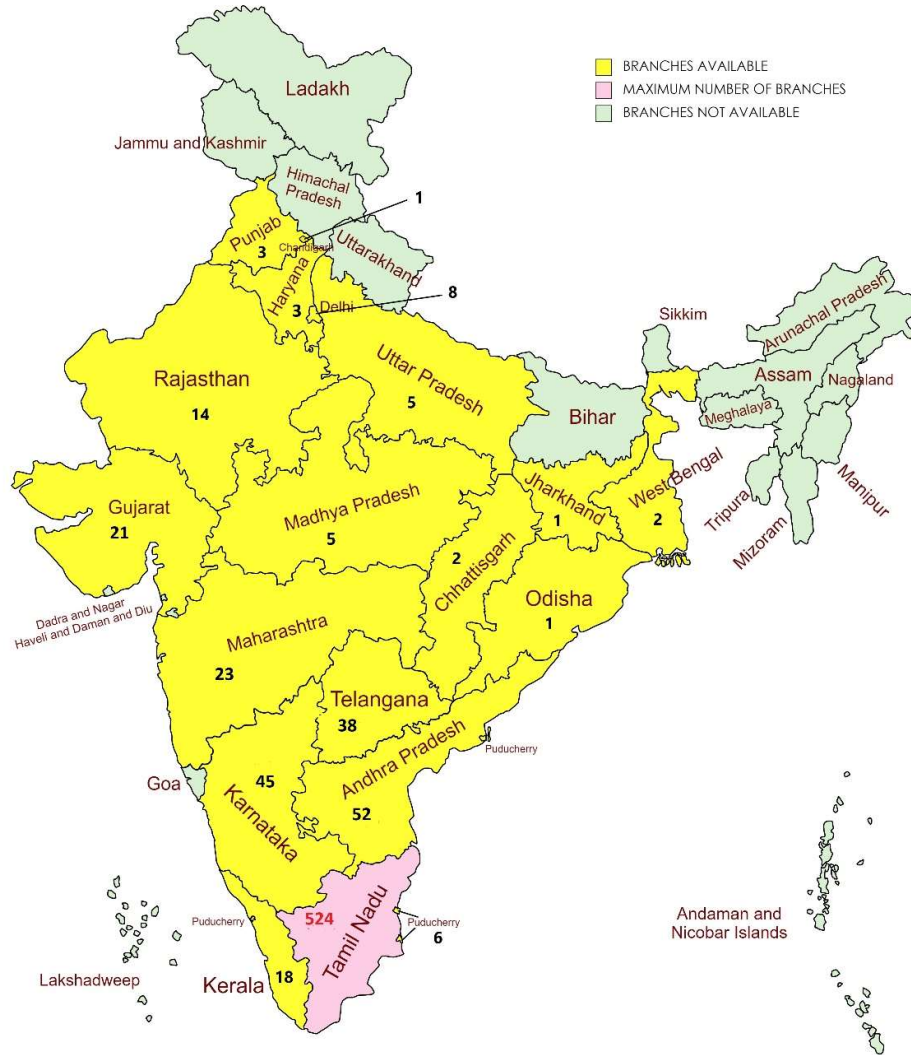
Best Digital Innovation of the year



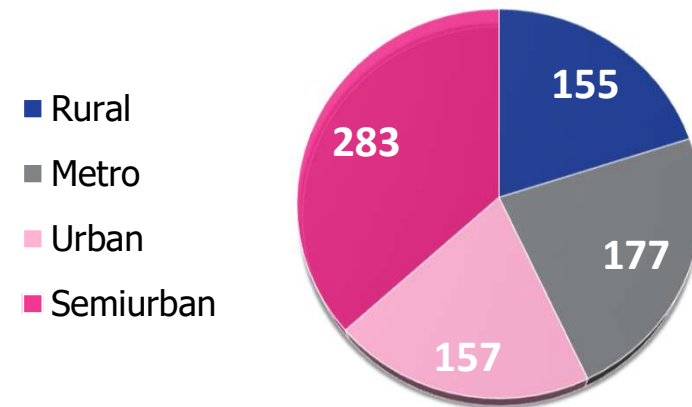


## BRANCH NETWORK

# PAN INDIA PRESENCE WITH STRONG Foothold IN THE SOUTH



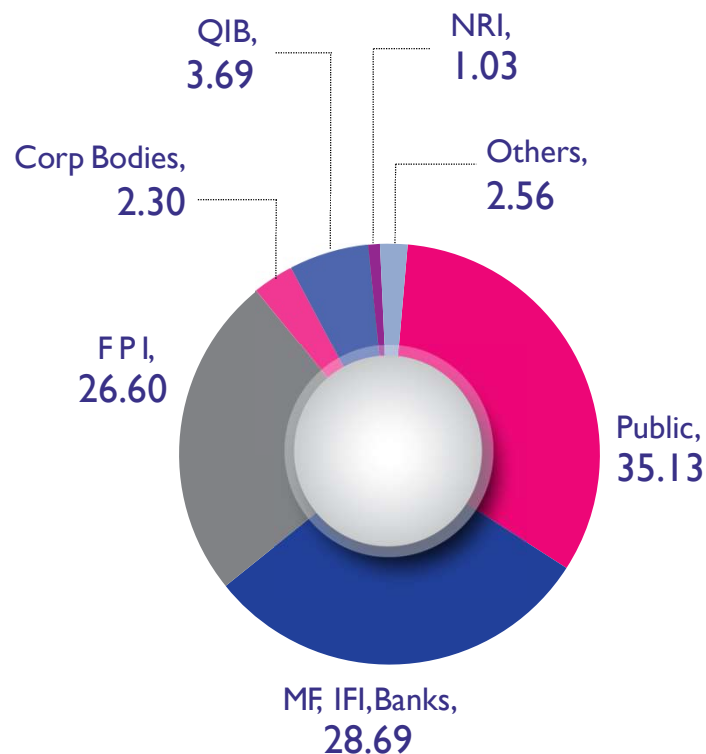
STATE	No. of Branches	% of Deposits	% of Advances	% of Business
TAMILNADU	524	81%	66%	74%
ANDHRAPRADESH	52	2%	7%	5%
KARNATAKA	45	6%	5%	6%
TELANGANA	38	3%	6%	4%
MAHARASHTRA	23	2%	4%	3%
GUJARAT	21	1%	3%	2%
KERALA	18	1%	2%	2%
RAJASTHAN	14	1%	2%	1%
OTHERS	37	3%	5%	3%
<b>TOTAL</b>	<b>772</b>			



## SHAREHOLDING PATTERN

# A WELL DIVERSIFIED INVESTOR BASE

Position as on 31-Dec-2023



## Major Institutional Shareholders

SHAREHOLDERS*	HOLDING %
SBI MUTUAL FUND * (1)	6.85
CAPITAL RESEARCH & MANAGEMENT, USA *(1)	6.15
HDFC ASSET MANAGEMENT * (2)	6.07
KOTAK FUND	3.99
FRANKLIN INDIA MUTUAL FUND	3.54
ICICI PRUDENTIAL FUND (3)	2.43
AXIS MUTUAL FUND	2.42
VANGUARD FUNDS PLC	2.02
FRANKLIN TEMPLETON INVESTMENTS FUND	1.63
STATE OF WISCOUSIN INVESTMENT BOARD	1.45
UTI MUTUAL FUND	1.39
LIC ASM	1.35
HSBC FUND	1.23
CANARA ROBECCO MUTUAL FUND	1.22
BANK MUSCAT INDIA FUND	1.22
I SHARES EMERGING MARKETS EQUITY FUND	1.01

\* Subsidiaries/Associates are consolidated

The bank has given consent to RBI to acquire shares in the bank

(1) up to 9.99%

(2) up to 9.50%

(3) up to 9.95%

Well diversified ownership of shareholders around 2,16,000 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 ... 13.40%

# CORPORATE GOVERNANCE

# 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 possess 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 longtime.



**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 hold 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. Gurumorthy Mahalingam 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., PhD., 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. Shivashankar | 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



### 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

# Contact



## CITY UNION BANK

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

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Locate us @



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

