

INVESTOR PRESENTATION – JUNE 2014



Disclaimer

No representation or warranty, express or implied is made as to, and no reliance should be placed on the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements", including those relating to the bank's general business plan's and strategy, its future financial condition and growth prospects and future developments in the industry and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the bank's business, its competitive environment and political, economic, legal and social conditions in India. This communication is for general information purpose only, without regard to specific objectives, financial situations and needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the bank and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. The bank may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revisions or changes. This presentation should not be copied and/or disseminated in any manner.



Table of contents

| 1. | Overview | 04 – 06 |
|----|--|-------------|
| 2. | Qualified Institutional Placement | 07 - 09 |
| 3. | Performance Highlights – March 2014 | 10 - 11 |
| 4. | Branch Network | 12 - 13 |
| 5. | Ownership Pattern | 14 - 17 |
| 6. | Management | 18 - 21 |
| 7. | Financial Performance & Business Profile | 22 - 42 |





1. Overview



City Union Bank – A specilized banking model aligned to Target Segment – SME / MSME

SME/ MSME focus

- ✓ SME/MSME specialized business model focusing on large untapped
- ✓ 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/MSE Loans result in lower NPA as they are:
 - Additionally collateralised by residential property, and personal guarantee 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

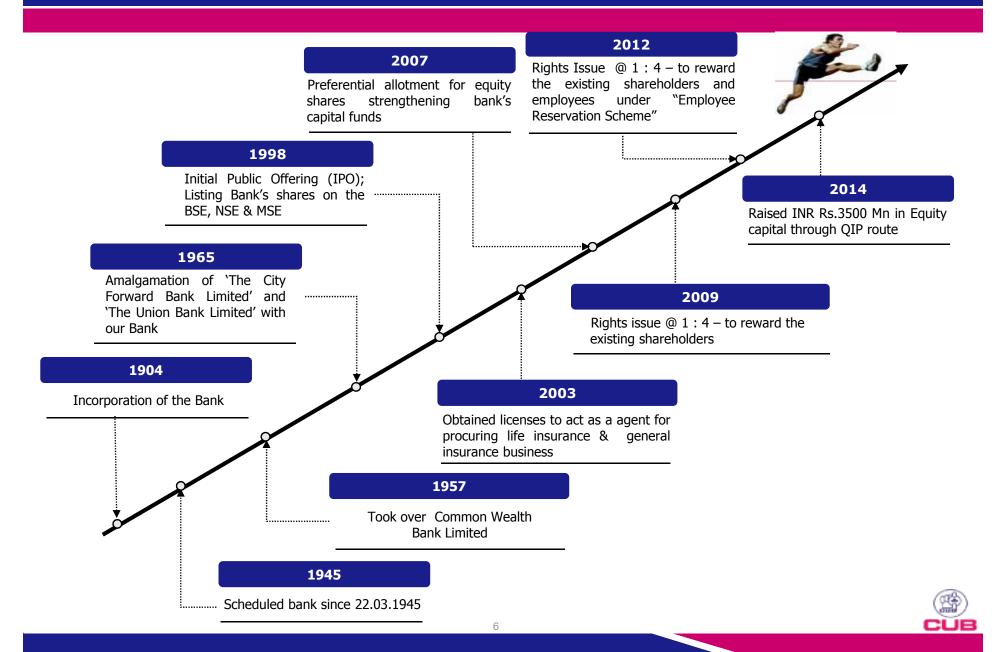
- ✓ No Certificate of Deposit
- ✓ No reliance on Corporate bulk deposits

Consistently growing at 20%+ growth rate

Consistent Return with Superior ROA, ROE



Key milestones





2. QUALIFIED INSTITUTIONAL PLACEMENT

QUALIFIED INSTITUTIONAL PLACEMENT

- ✓ In July 2014, we have successfully completed raising of Rs.3500 Mn in Equity Capital through QIP Issue.
- ✓ Board given approval for QIP issue to the tune of Rs.3500 Mn on 29.07.2013 & subsequently the same has been approved in Shareholders meeting held on 30.08.2013.
- ✓ QIP Issue opened on 14th July 2014 and closed on 15th July 2014
- ✓ Floor price of the issue Rs.75.05 per equity share
- ✓ The issue was oversubscribed by 3.38 times and the total Bids received Rs.11814 Mn
- ✓ Out of Rs.11814 Mn total bids received, FII applied Rs.7664 Mn and DII Rs.4150 Mn
- ✓ "Edelweiss Financial Services Limited" was appointed as "Sole Global Co-ordinator and Book Running Lead Manager" for the issue.
- ✓ "Ambit Corporate Finance Pvt Ltd.", "Axis Capital Ltd.", "ICICI Securities Ltd.", "Kotak Mahindra Capital Company Ltd." and "Spark Capital Advisors (India) Pvt Ltd." acted as "Book Running Lead Managers".



QUALIFIED INSTITUTIONAL PLACEMENT

✓ On 22.07.2014, the QIP Management Committee allotted Rs.350 crs comprising Rs.115 crs to FII and Rs.235 crs to DII as per the list of investors given below:

| SL. NO. | NAME OF THE INVESTOR | SL. NO. | NAME OF THE INVESTOR |
|------------|--|------------|---|
| 1 | NT ASIAN DISCOVERY MASTER FUND | 11 | AMANSA CAPITAL PTE LIMITED A/C |
| 2 | TATA AIA LIFE INSURANCE CO LIMITED | 12 | ICICI PRUDENTIAL BALANCED FUND |
| 3 | FAERING CAPITAL INDIA EVOLVING FUND | 13 | ICICI PRU BANKING & FINANCIAL SERVICES FUND |
| 4 | ADITYA BIRLA PRIVATE EQUITY FUND | 14 | ICICI PRUDENTIAL GROWTH FUND |
| 5 | TVS SHRIRAM GROWTH FUND | 15 | ICICI PRUDENTIAL MIDCAP FUND |
| 6 | BAJAJ ALLIANZ LIFE INSURANCE COMPANY LTD | 16 | ICICI PRUDENTIAL TAX PLAN |
| 7 | BANK MUSCAT - A/C BANK MUSCAT INDIA FUND | 17 | ICICI PRUDENTIAL CHILD CARE PLAN |
| 8 | LAVENDER INVESTMENTS LIMITED | 18 | ICICI PRUDENTIAL VALUE FUND - SERIES I |
| 9 | NOMURA SINGAPORE LIMITED | 19 | ICICI PRUDENTIAL VALUE FUND - SERIES II |
| 10 | HDFC STANDARD LIFE INSURANCE COMPANY LTD | 20 | ADITYA BIRLA PRIVATE EQUITY SUNRISE FUND |





3. Q1 FY 2015 - PEFORMANCE HIGHLIGHTS



Q1 FY 2015 Performance – A snapshot

- ✓ Deposits increased by 9% from Rs.205 Bn to Rs.224 Bn Y-o-Y
- ✓ Advances registered a growth of 5% from Rs.154 Bn to Rs.162 Bn Y-o-Y
- ✓ Gross Profit registered a growth of 7% from Rs.1616 Mn to Rs.1727 Mn Y-o-Y
- ✓ Net Profit increased by 10% from Rs.903 Mn to Rs.995 Mn Y-o-Y
- ✓ Profitability and efficiency ratios at par with the best in industry:
 - Return on Assets 1.58%
 Net Interest Margin 3.32%
 Return on Equity 19.40%
 Earnings per share Rs.1.83
- ✓ Gross NPA 1.91% and Net NPA 1.28%
- ✓ Provision Coverage Ratio 61.11%
- ✓ CRAR 14.51% (Basel III) of which core CRAR 14.00%.



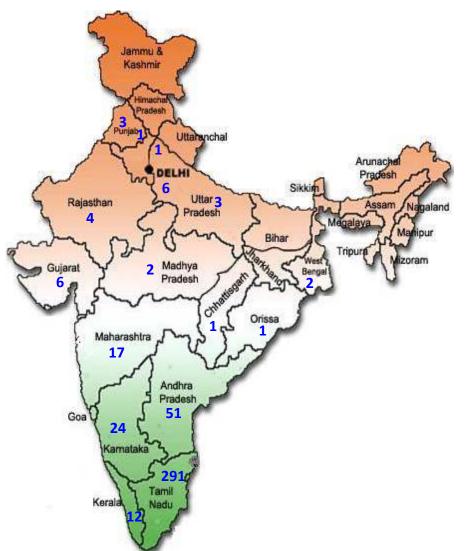


4. Branch Network

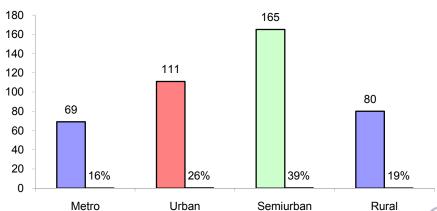


Strong presence in the South

✓ A network of 425 branches of which 378 branches are located in South India and 291 in Tamil Nadu alone



| State | No. of Branches | % of Business |
|----------------|--------------------|------------------|
| Tamilnadu | 291 | 73 |
| Andhra Pradesh | 51 | 9 |
| Karnataka | 24 | 5 |
| Maharashtra | 17 | 5 |
| Kerala | 12 | 2 |
| Gujarat | 6 | 2 |
| Others | 24 | 4 |
| Total | 425 | |



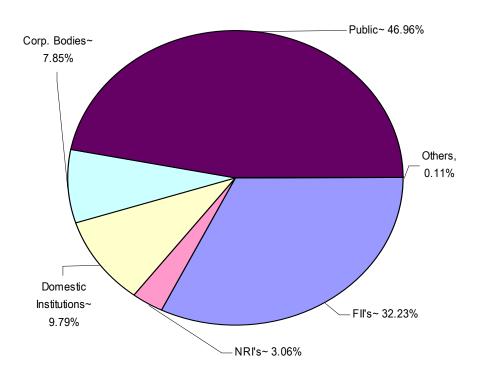


5. Ownership Pattern



A well diversified investor base

Ownership profile



Well diversified ownership exceeding 90000

Long term investors ensuring stability and support to management

Higher Participation from FII's

Limit on FII ownership increased to 35%



A well diversified investor base

Major Institutional Shareholders as on 30 June 2014

| Shareholders | % of holding |
|---|--------------|
| GKFF Ventures | 4.33 |
| Lavender Investments Ltd | 4.18 |
| LIC of India | 3.99 |
| Equinox Partners L P | 3.06 |
| Wasatch Core Growth Fund | 2.01 |
| Acacia Partners | 1.99 |
| Emblem | 1.74 |
| Regal Investment and Trading Co. Pvt. Ltd | 1.62 |
| Amansa Capital PTE Ltd. | 1.13 |
| Somerset Emerging Markets Small Cap Fund | 1.09 |



Major Institutional Shareholders after QIP Issue

Major Institutional Shareholders after QIP issue - Position as on 01.08.2014

| Shareholders | % of holding |
|---|--------------|
| Lavender Investments Ltd | 4.01 |
| GKFF Ventures | 3.99 |
| LIC of India | 3.68 |
| Equinox Partners L P | 2.81 |
| Wasatch Core Growth Fund | 1.85 |
| Acacia Partners | 1.83 |
| Amansa Capital Pte Limited | 1.81 |
| NT Asian Discovery Master Fund | 1.63 |
| Emblem | 1.60 |
| Regal Investment and Trading Co. Pvt. Ltd | 1.28 |
| Bank Muscat India Fund | 1.27 |
| Fearing Capital India Evolving Fund | 1.13 |
| Somerset Emerging Markets Small Cap Fund | 1.12 |





6. Management



Transparent 'Corporate Governance' practices



Board consists of 7 Independent Directors and 3 Non-Independent Directors



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



Code of conduct for directors and senior management put in place



Disclosure norms strictly adhered to



KYC / AML norms strictly complied with.

We have eminent personalities on our Board;

- ✓ Chairman Veteran Banker with 40 years of experience with City Union Bank
- √ 1 Former CMD of a PSU Bank.
- ✓ 1 Chartered Accountant Retd. CFO from Tata Consultancy Services
- ✓ 1 Former IRDA & RBI Chief of Banking Operations & Development
- √ 1 Retired High Court Judge
- √ 1 Professor of IIT, Chennai
- √ 1 Industrialist
- ✓ 1 Advocate
- √ 1 Career Banker with 39 years of banking experience.



| Name | Profile |
|--|---|
| Mr. S. Balasubramanian, Chairman (Non-Executive) | He holds a Master degree in Mathematics, CAIIB and PGDFM and has 40 years of experience in the banking industry. He joined City Union Bank in 1971 as a probationary officer and was associated with the Bank in various capacities. In 2005 he was appointed as the Chairman & CEO of our Bank and thereafter, in 2009 he was appointed as the Managing Director and CEO. From May 2011, appointed as Non-Executive Chairman of the Bank. |
| Dr. N. Kamakodi, MD & CEO | He is a Bachelor of Technology, MBA, CAIIB and Ph.D. in e-Banking. He joined the Bank as DGM in the year 2003 was elevated to the post of GM in 2005 and later as Executive Director in 2006. He has excellent academic background and also acquired hands on experience on the overall operations of the Bank. He was reappointed as MD & CEO of the Bank for a further period of three years up to April 2017. |
| Mr. Kantha Kumar, Director | He is a graduate in Commerce and Law. He has been in the Banking Industry for around 38 years. He has held key positions such as Executive Director in Canara Bank and Chairman & Managing Director in Syndicate Bank. |
| Mr. R.G. Chandramogan, Director | He is a well known Industrialist in South India. He is the Chairman & Managing Director of Hatsun Agro Product Limited which is the largest procurer of milk in the Private Sector in the country. He is a member in Screening Cum Implementation Group — Secondary Agriculture and Working Group on Animal Husbandary & Dairying, both constituted by Planning Commission, Government of India. He is also a member in National Agriculture constituted by Confederation of Indian Industry. |
| Mr. T.K. Ramkumar, Director | He is a graduate in Commerce and Law specialized in Banking law, Company law and Intellectual Property Rights. He is one of the leading Lawyers in Chennai. |

A well experienced and strong Board

| Name | Profile |
|--|--|
| Justice (Retd.) S.R. Singaravelu, Director | He is a former Judge of High Court of Madras and High Court of Orissa. He has vast experience of 36 years in the Judiciary where he has held various positions. |
| Mr. C.R. Muralidharan, Director | He retired as Chief General Manager, Dept of Banking Operations & Development Reserve Bank of India. He has extensive experience in regulatory Banking. He was also a whole time member of Insurance Regulatory and Development Authority (IRDA). |
| Dr.Veezhinathan Kamakoti, Director | He is a Bachelor of Engineering and Ph.D. in Computer Science. He is one of the youngest to adorn the post of Professorship in one of the prestigious Institutions of India namely I I T, Madras in the Department of Computer Science and Engineering. An expert in Computer Science and Technology, his forte is Information Technology related Secured Systems Engineering and Security related software engineering. |
| Mr. S. Mahalingam, Director | He is a graduate in Commerce and Associate member of Institute of Chartered Accountants of India. He retired as Chief Financial Officer and Executive Director of Tata Consultancy Services. In his 43 years career with TCS, Shri. S. Mahalingam has been involved in myriad aspects of the company's operation and growth and also played a key role in helping TCS become a \$ 11.60 billion global company with over 2,76,000 employees. At present he is a Director in Nani Palkhivala Arbitration Centre, Tata Reality and Infrastructure Limited, CMC Limited, CSI Publications and National Skill Development Corporation. |
| Mr. R. Mohan, Director | He is a bachelor of Science degree from the University of Madras and a Master of Business Administration from Indira Gandhi National Open University and is a Certified Associate of the Indian Institute of Bankers. Prior to joining the Board, he served as Chief General Manager of our Bank and retired from the services of our Bank on May 31, 2014. Mr. R. Mohan has been appointed to our Board under the majority sector of Banking, Agriculture and Small Scale Industry. |



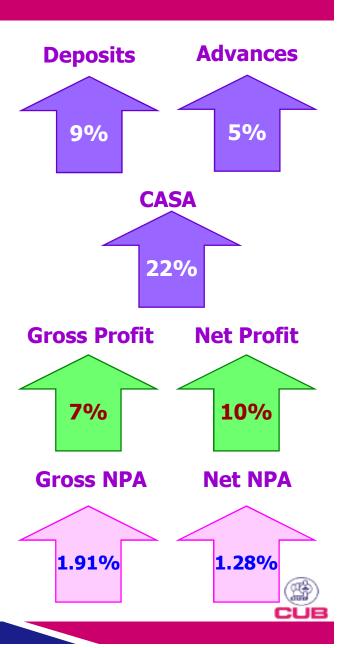
6. Financial Performance and Business Profile



Q1 FY 2015 Performance – A snapshot

HIGHLIGHTS FOR THE QUARTER ENDED 30th JUNE 2014

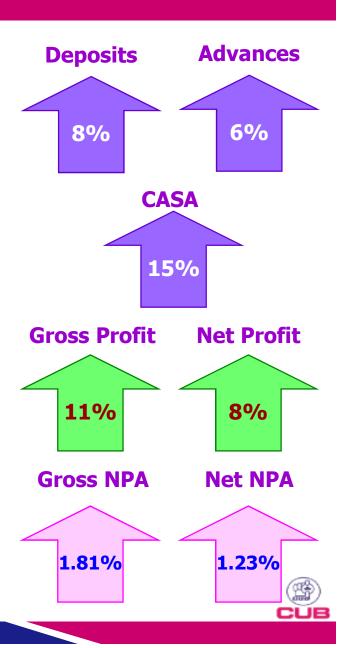
- ✓ Deposits increased by 9% to Rs.224 Bn from Rs.205 Bn
- ✓ Advances increased by 5% from Rs.154 Bn to Rs.162 Bn
- ✓ Total Business grew by 7% from Rs.359 Bn to Rs.385 Bn
- ✓ CASA improved by 22% to Rs.41 Bn from Rs.33 Bn
- ✓ Gross Profit increased by 7% to Rs.1727 Mn from Rs.1616 Mn
- ✓ Net Profit increased by 10% from Rs.903 Mn to Rs.995 Mn
- ✓ Net NPA stood at 1.28%
- ✓ ROA stands at 1.58%
- ✓ ROE stands at 19.40%
- ✓ Net Interest Margin stands at 3.32%



FY 2013-14 Performance – A snapshot

HIGHLIGHTS FOR THE YEAR ENDED 31st MARCH 2014

- ✓ Deposits increased by 8% to Rs.220 Bn from Rs.203 Bn
- ✓ Advances increased by 6% from Rs.153 Bn to Rs.162 Bn
- ✓ Total Business grew by 7% from Rs.356 Bn to Rs.382 Bn
- ✓ CASA improved by 15% to Rs.39 Bn from Rs.34 Bn
- ✓ NII increased by 22% from Rs.6.2 Bn to Rs.7.6 Bn
- ✓ Gross Profit increased by 11% to Rs.5.8 Bn from Rs.5.2 Bn
- ✓ Net Profit increased by 8% from Rs.3.2 Bn to Rs.3.5 Bn
- ✓ Net NPA stood at 1.23%
- ✓ ROA stands at 1.44%
- ✓ ROE stands at 19.08%
- ✓ Net Interest Margin increased from 3.35% to 3.50%



Q1 FY 15 Vs Q1 FY 14 – Performance – A snapshot

Financial Performance (in INR Mn)

| Particulars | Q1 FY 2015 | Q1 FY 2014 | Inc / (Dec) | Growth | % Growth | FY 2014 |
|---------------------|---------------|---------------|----------------|--------|-------------|------------|
| Deposits | 223834 | 205165 | 1 | 18669 | 9% | 220169 |
| Advances | 161529 | 153877 | 1 | 7652 | 5% | 162236 |
| Total Business | 385363 | 359042 | 1 | 26321 | 7% | 382405 |
| Demand Deposits | 14680 | 12282 | 1 | 2397 | 20% | 14420 |
| Savings Deposits | 25915 | 20899 | 1 | 5016 | 24% | 24754 |
| CASA | 40594 | 33181 | 1 | 7414 | 22% | 39173 |
| Gross NPA | 3083 | 1921 | 1 | | | 2931 |
| Net NPA | 2044 | 970 | 1 | | | 1973 |
| Gross NPA (%) | 1.91% | 1.25% | | | | 1.81% |
| Net NPA (%) | 1.28% | 0.63% | | | | 1.23% |
| C R A R (BASEL II) | 14.58% | 13.21% | | | | 15.11% |
| C R A R (BASEL III) | 14.51% | 13.12% | | | | 15.01% |
| - Of which Tier I | 14.00% | 12.56% | | | | 14.43% |
| CD Ratio | 72.16% | 75.00% | | | | 73.69% |
| PCR | 61.11% | 70.63% | | | | 61.74% |



Q1 FY 15 Vs Q1 FY 14 – Performance – A snapshot

Financial Performance (in INR Mn)

| Particulars | Q1 FY 2015 | Q1 FY 2014 | INC / (DEC) | % GROWTH | FY 2013-14 |
|----------------------------|---------------|---------------|----------------|-------------|---------------|
| Net Interest Income | 1867 | 1874 | -7 | -ve | 7594 |
| Other Income | 1107 | 789 | 318 | 40% | 2799 |
| Operating Expenses | 1247 | 1047 | 200 | 19% | 4583 |
| Gross Profit | 1727 | 1616 | 111 | 7% | 5810 |
| Provisions & Contingencies | 732 | 713 | 19 | 3% | 2339 |
| Net Profit | 995 | 903 | 92 | 10% | 3471 |
| Return on Assets | 1.58% | 1.55% | | | 1.44% |
| Return on Equity | 19.40% | 22.84% | | | 19.08% |
| Net Interest Margin | 3.32% | 3.55% | | | 3.50% |



Q1 FY 15 Vs Q1 FY 14 – Income and Expenses – Breakup

(in INR Mn)

Interest Income Breakup

| Particulars | Q1 FY 2015 | Q1 FY 2014 | Growth (%) |
|-------------------------|---------------|---------------|---------------|
| Interest on Loans | 5211 | 5178 | 1% |
| Interest on Investments | 1189 | 1025 | 16% |
| Other Interest Income | 33 | 37 | -ve |
| Total Interest Income | 6433 | 6240 | 3% |

Interest Expenses Breakup

| Particulars | Q1 FY 2015 | Q1 FY 2014 | Growth (%) |
|----------------------------|---------------|---------------|------------|
| Int Exp on Deposits | 4505 | 4248 | 6% |
| Other Int Expenses | 61 | 118 | -ve |
| Total Interest Expenses | 4566 | 4366 | 5% |

Other Income Breakup

| Particulars | Q1 FY 2015 | Q1 FY 2014 | Growth (%) |
|--|---------------|---------------|---------------|
| CEB & Charges | 495 | 473 | 5% |
| Treasury Income | 223 | 148 | 51% |
| All other Income incl suit account recoveries | 389 | 168 | 132% |
| Total Other Income | 1107 | 789 | 40% |

Operating Expenses Breakup

| Particulars | Q1 FY 2015 | Q1 FY 2014 | Growth (%) |
|--------------------------|---------------|---------------|------------|
| Employee Cost | 522 | 455 | 15% |
| Other Operating Expenses | 725 | 591 | 22% |
| Total Expenses | 1247 | 1047 | 19% |



FY 13-14 Vs FY 12-13 – Income and Expenses – Breakup

(in INR Mn)

Interest Income Breakup

| Particulars | FY 13-14 | FY 12-13 | Growth (%) |
|-------------------------|-------------|-------------|---------------|
| Interest on Loans | 20921 | 18122 | 15% |
| Interest on Investments | 4380 | 3723 | 18% |
| Other Interest Income | 158 | 43 | 267% |
| Total Interest Income | 25459 | 21888 | 16% |

Interest Expenses Breakup

| Particulars | FY 13-14 | FY 12-13 | Growth (%) |
|----------------------------|-------------|-------------|------------|
| Int Exp on Deposits | 17340 | 15045 | 15% |
| Other Int Expenses | 525 | 602 | -ve |
| Total Interest Expenses | 17865 | 15647 | 14% |

Other Income Breakup

| Particulars | FY 13-14 | FY 12-13 | Growth (%) |
|--|-------------|-------------|---------------|
| CEB & Charges | 1743 | 1544 | 13% |
| Treasury Income | 555 | 354 | 57% |
| All other Income incl suit account recoveries | 501 | 655 | -ve |
| Total Other Income | 2799 | 2553 | 10% |

Operating Expenses Breakup

| Particulars | FY 13-14 | FY 12-13 | Growth (%) |
|--------------------------|-------------|-------------|------------|
| Employee Cost | 1856 | 1509 | 23% |
| Other Operating Expenses | 2727 | 2050 | 33% |
| Total Expenses | 4583 | 3559 | 29% |



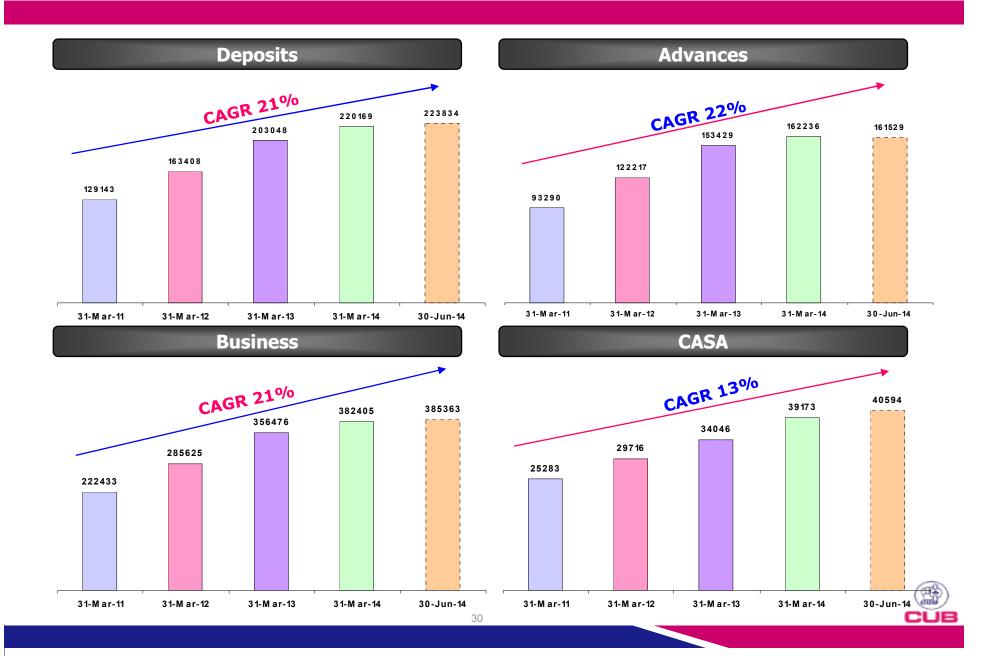
Key Business Indicators

Key indicators

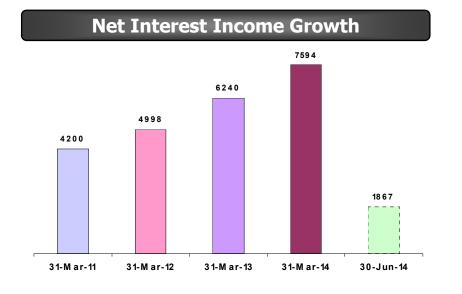
| Particulars | Q1 FY 2015 | Q1 FY 2014 | Q4 FY 2014 | FY 2013-14 |
|---|---------------|---------------|---------------|---------------|
| Cost of Deposits | 8.25% | 8.43% | 8.25% | 8.37% |
| Yield on Advances | 13.00% | 13.45% | 13.09% | 13.43% |
| Yield on Investments | 7.45% | 7.30% | 7.31% | 7.33% |
| Net Interest Margin | 3.32% | 3.55% | 3.34% | 3.50% |
| Cost to Income | 41.94% | 39.32% | 46.66% | 44.10% |
| Cost of Funds | 7.26% | 7.50% | 7.24% | 7.40% |
| Yield on Funds | 10.23% | 10.72% | 10.20% | 10.55% |
| Per Employee Business (in INR Mn) | 91.32 | 91.93 | 90.62 | 90.62 |
| Per Employee Profit (in INR Mn) (Ann) | 0.96 | 0.93 | 0.79 | 0.82 |
| EPS (in INR) – FV INR 1/- share (Not Ann) | 1.83 | 1.90 | 2.04 | 6.69 |

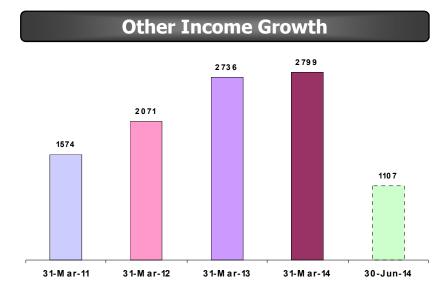


Strong Deposits and Advances growth

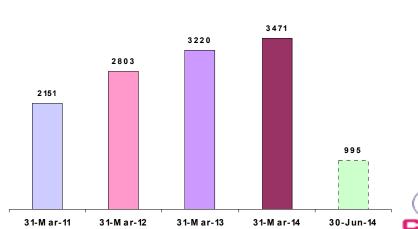


Income Growth over the years ...









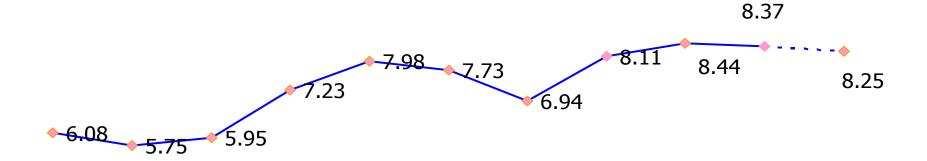
Net Profit Growth



Cost of deposits & Yield on advances

Cost of Deposits and Yield on Advances



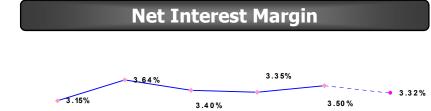


2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 Jun-14

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

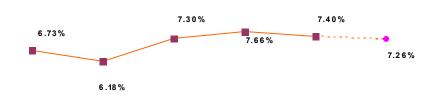


Key Business Ratios - Yearwise



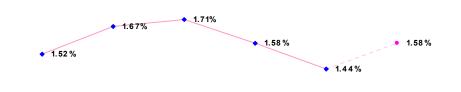


Cost of Funds



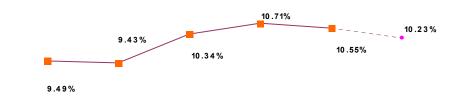
31-Mar-10 31-Mar-11 31-Mar-12 31-Mar-13 31-Mar-14 30-Jun-14

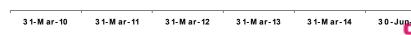
Return on Assets





Yield on Funds



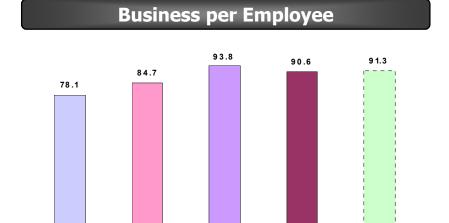


Efficiency

31-Mar-11

31-Mar-12



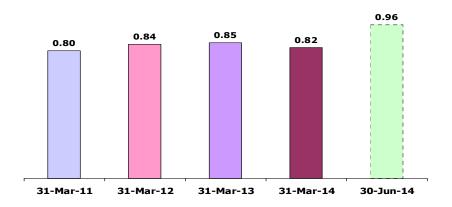


31-Mar-13

31-Mar-14

30-Jun-14

Profit per Employee

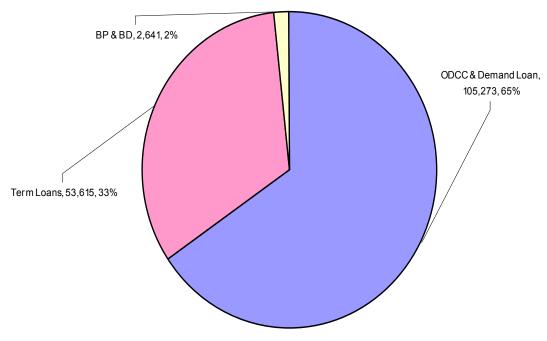




Loan Book – Products Composition

| Loan Book Products Composition | Amount (INR Mn) | % to Total Advances |
|------------------------------------|--------------------|---------------------|
| Cash Credit & Demand Loans | 105273 | 65% |
| Term Loans | 53615 | 33% |
| Bills Purchased & Bills Discounted | 2641 | 2% |
| Gross Loans Total | 161529 | 100% |

- ✓ Working capital loans yielding higher interest constitute 65% of advances
- ✓ Re-pricing possible at short intervals thus reducing interest rate risk
- √ ~80% of our loan book is on floating rate basis
 which reduces interest rate risk





Loan book – Composition

Sectoral Deployment as on 30th June 2014

| Particulars | Amount (INR Mn) | % to Total Advances |
|---|--------------------|------------------------|
| Agriculture (includes AJL – 21231 Mn) | 30430 | 19% |
| MSME | 50071 | 31% |
| Large Industries | 12593 | 8% |
| Retail Traders | 9772 | 6% |
| Wholesale Traders | 18142 | 11% |
| Commercial Real Estate | 8719 | 5% |
| JL Non Agriculture | 6506 | 4% |
| Housing Loans | 9084 | 6% |
| Other Personal Loan (includes Personal Loan, Clean loan, Clean OD, Consumer loan, etc.) | 3834 | 2% |
| Loans collateralized by Deposits | 3569 | 2% |
| Infrastructure | 1417 | 1% |
| NBFC | 1690 | 1% |
| Others (Educational Loan, Staff Loan, etc) | 5702 | 4% |
| Gross Loans Total | 161529 | 100% |

Secured & Unsecured Advances

| Particulars | Amount (INR Mn) | % to Total Advances |
|-----------------|--------------------|------------------------|
| Secured Loans | 158396 | 98% |
| Unsecured Loans | 3133 | 2% |
| Total | 161529 | 100% |

- ✓ Trading & MSME loans earning higher yields constitute about 48%.
- ✓ Diversified credit portfolio reduces credit risk
- ✓ Lower ticket size backed by adequate collaterals
- ✓ Unsecured Advances aggregate to 2% only
- ✓ Jewel Loan portfolio decreased by Rs.7171 Mn when compared to Q1 FY 2014.
- ✓ Total Jewel Loan outstanding as on 30.06.2014 Rs.27,941 Mn

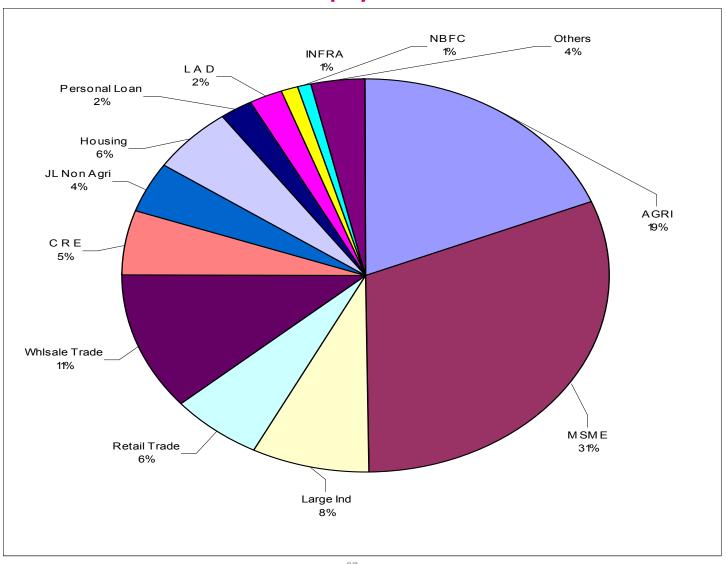
AJL – Agricultural Jewel Loan

JL – Jewel Loan



Loan Book – Sectoral Deployment

Sectoral Deployment chart





Loan Book – Advances to Major Industries

Advances to Major Industries as on 30th June 2014

| Industry Name | Amount (in INR Mn) | % to Total Advances |
|---|-----------------------|------------------------|
| Textiles | | |
| a) Cotton | 9393 | 6% |
| b) Other Textiles | 3480 | 2% |
| Metals | | |
| a) Iron & Steel | 8711 | 5% |
| b) Other Metals | 1845 | 1% |
| Paper & Paper Products | 3964 | 2% |
| Food Processing | 2505 | 2% |
| Chemicals | 1658 | 1% |
| Rubber & Plastics | 1351 | 1% |
| Engineering | 2135 | 1% |
| Beverage & Tobacco | 893 | 1% |
| Automobiles | 557 | 1% |
| Other Industries (includes Leather, Wood, Cement, Gems & Jewels, etc) | 2343 | 1% |
| Total | 38835 | 24% |
| All other advances (Agri, Trade, Service, Gold Loan, etc.) | 122694 | 76% |
| Total Gross Advances | 161529 | 100% |

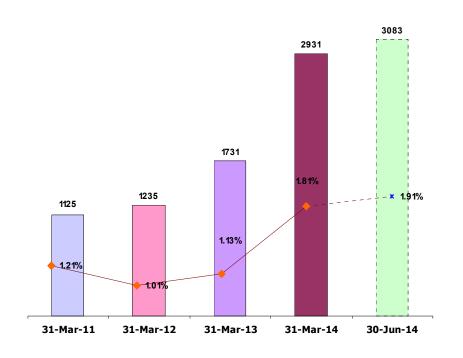


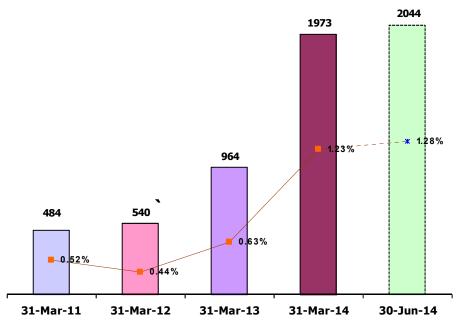
Asset Quality

(Rs in Mn)

Gross NPA Qtm & Gross NPA %

Net NPA Qtm & Net NPA %







Asset Quality Position – Movement over the years

| (Rs in Mn) | | FY Mar-11 | FY Mar-12 | FY Mar-13 | F Y Mar-14 | Q1 FY 2015 |
|--|---------|--------------|--------------|--------------|---------------|---------------|
| NPA Opening balance | | 882 | 1125 | 1235 | 1731 | 2931 |
| Additions | Α | 1207 | 1444 | 2234 | 4562 | 3704 |
| Recovery / SR | | 376 | 649 | 486 | 1865 | 3173 |
| Upgradations | | 114 | 165 | 232 | 168 | 14 |
| Net Addition | В | 717 | 630 | 1516 | 2529 | 517 |
| Write-off | | 474 | 520 | 1020 | 1329 | 365 |
| NPA Closing balance | | 1125 | 1235 | 1731 | 2931 | 3083 |
| Technical Write-off (TW) during the period | | 540 | 484 | 948 | 1226 | 309 |
| Provision made during the period | С | 672 | 570 | 970 | 1485 | 440 |
| T W recovery | D | 291 | 400 | 599 | 544 | 380 |
| Provision made net of TW Recovery | E = C-D | 381 | 170 | 371 | 941 | 60 |
| Gross Advance | F | 92555 | 122217 | 153428 | 162236 | 161529 |
| Additions % of Gross Advance | A/F | 1.30 | 1.18 | 1.46 | 2.81 | 2.29 |
| Net Addition % of Gross Advance | B / F | 0.77 | 0.52 | 0.99 | 1.56 | 0.32 |
| Net provision made % of Gross Adv | E/F | 0.41 | 0.14 | 0.24 | 0.58 | 0.06 |
| Gross NPA % | | 1.21 | 1.01 | 1.13 | 1.81 | 1.91 |
| Net NPA % | | 0.52 | 0.44 | 0.63 | 1.23 | 1.28 |

During the quarter June 2014, 2 accounts amounting to Rs.1264 Mn slipped into NPA and the same has been sold to ARC.



Restructured Accounts

No additions to Restructured Accounts in Q1 FY 2015

Balance outstanding as on 30.06.2014 in respect of Restructured Standard borrowers:

| Type Restructuring | No. of Borrowers | Amount (in INR Mn) |
|--|---------------------|-----------------------|
| Under CDR Mechanism | 2 | 748 |
| Under SME Debt Restructuring Mechanism | 8 | 216 |
| Under Other Debt Restructuring Mechanism | 3 | 1648 |
| Total | 13 | 2612 |

[✓] The above disclosure is in respect of Restructured Standard Accounts.



^{✓ %} of Restructured Standard Advances to Gross Advances – 1.62% Vs 1.70% in Q4 FY 2014

Investments – At a Glance

Investments Breakup and Categorywise

(in INR Mn)

| Particulars | JUN 2014 | JUN 2013 |
|----------------------|-------------|-------------|
| SLR Securities | 59105 | 53190 |
| Non-SLR Securities | 6108 | 6363 |
| Total Investments | 65213 | 59553 |
| Yield on Investments | 7.45% | 7.33% |
| Investments Breakup: | | |
| -AFS | 6899 (11%) | 4598 (8%) |
| - H T M | 58155 (89%) | 54950 (92%) |
| - H F T | 159 | 5 |
| Total Investments | 65213 | 59553 |
| Modified Duration: | | |
| -AFS | 1.77 | 2.20 |
| - H T M | 4.46 | 4.25 |
| - H F T | 5.70 | - |
| - Overall Portfolio | 4.22 | 4.11 |



Thank You

