

### **INVESTOR PRESENTATION – SEPTEMBER 2013**



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# **1.** Overview

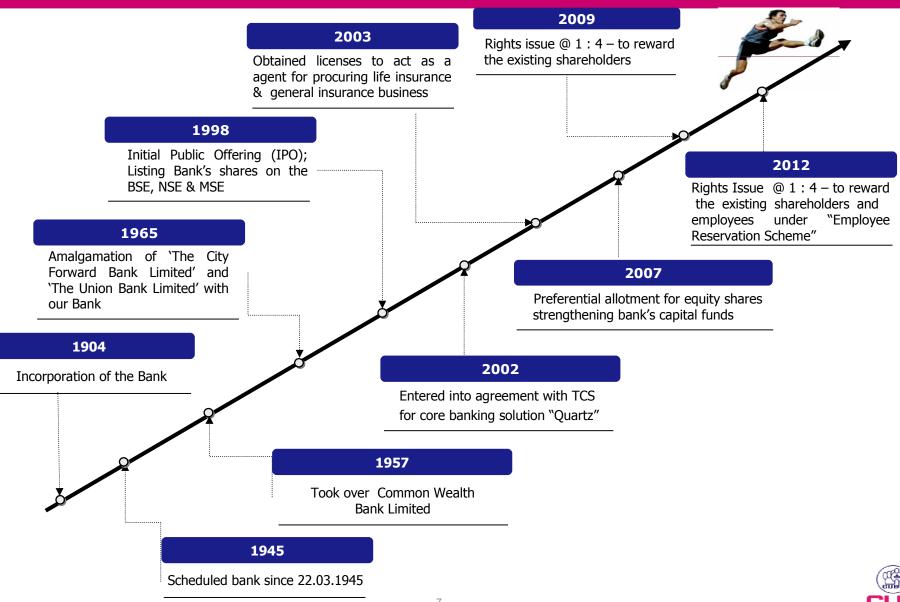


Track Record	The oldest Private Sector Bank in the Country having 100+ years of operations – Continuous Profitability – Dividend pay out in all 100 + years of existence
Growth	Business growing at CAGR 26% - Net Profit CAGR at 25% in the last 5 Years.
Strength	RoA at 1.48%, RoE at 19.61% and NIM at 3.53% considered best in the Banking Space. CRAR at 14.34% of which Tier I constitutes 13.70%. Networth as on 30 <sup>th</sup> September 2013 – Rs.19301 Mn
Management	Continuity in Management – only 7 CEOs so far in 100+ years – Best Corporate Governance – Majority of Directors are Independent and Professional
Technology	Tech Savvy bank – Technology Partner "Tata Consultancy Services" – State of the Art technology platform – All branches and 100% business under CBS.
Asset Quality	Healthy Loan Portfolio – Gross NPA – 1.66%, Net NPA – 0.83% and PCR stood at 70% as on 30.09.2013
Network	Pan India presence - 397 Branches & 872 ATMs. Aiming to reach 500 branches by 2014.

SME/ MSME focus	<ul> <li>SME/MSME specialized business model focusing on large untapped</li> <li>Segment consistently delivering higher yields</li> <li>Superior client servicing leading to client retention and low business acquisition costs</li> </ul>
Prudent Risk Management (GNPA: 1.66%, NNPA: 0.83%)	<ul> <li>SME exposures' result in granular asset profile</li> <li>Granular deposit base with high retention rates result in stable liability profile</li> <li>SME/MSE Loans result in lower NPA as they are:         <ul> <li>Additionally collateralised by residential property, and personal guarantee etc</li> <li>Predominantly single banker relationships with minimal exposure to consortium / multiple banking arrangements / infrastructure lendings</li> </ul> </li> </ul>
Invested in Robust Infrastructure	<ul> <li>Comprehensive employee training and recruitment infrastructure through staff training college</li> <li>All branches and 100% business under CBS from TCS</li> </ul>
Purely retail Liability Franchise	<ul> <li>No Certificate of Deposit</li> <li>No reliance on Corporate bulk deposits</li> </ul>

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# **2.** Performance Highlights – Half yearly results

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- ✓ Deposits increased by 19% from Rs.176,886 Mn to Rs.210,562 Mn Y-o-Y
- ✓ Advances registered a growth of 18% from Rs.134,368 Mn to Rs.158,485 Mn Y-o-Y
- ✓ Gross Profit registered a growth of 25% from Rs.2,425 Mn to Rs.3,023 Mn Y-o-Y
- ✓ Net Profit increased from Rs.1,543 Mn to Rs.1,746 Mn for H1 FY 2013-14 13% Growth on Y-o-Y
- $\checkmark$  Profitability and efficiency ratios at par with the best in industry:

$\succ$	Return on Assets	-	1.48%
	Net Interest Margin	-	3.53%
	Return on Equity	-	19.61%
$\succ$	Earnings per share	-	Rs.3.51

- $\checkmark$  Gross NPA 1.66% and Net NPA 0.83%
- ✓ Provision Coverage Ratio 70%
- ✓ CRAR 14.34% as against 13.26% over previous year
- ✓ Not impacted by the increase in key interest rate or any liquidity strain that prevailed during the second quarter.
- ✓ The Depreciation on investments and losses arose out of shifting of securities have been fully provided for without distributing to future quarters though permitted by Reserve Bank of India.\_



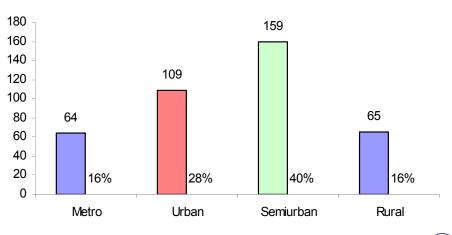
### **3. Branch Network**



✓ A network of 397 branches of which 348 branches are located in South India and 262 in Tamil Nadu alone



State	No. of Branches	% of Business
Tamilnadu	262	71
Andhra Pradesh	50	8
Karnataka	24	6
Maharashtra	17	7
Kerala	12	2
Gujarat	6	2
Others	26	4
Total	397	



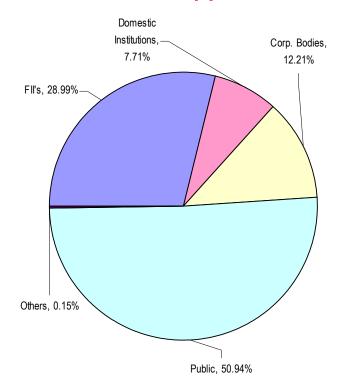




# 4. Ownership Pattern



### 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



#### **Major Institutional Shareholders**

Shareholders	% of holding
L & T Unnati Finance Ltd.	4.59
GKFF Ventures	4.36
FMO, Nederlandse	4.35
LIC of India	4.02
Regal Investment and Trading Co. Pvt Ltd	2.03
Wasatch Core Growth Fund	2.02
Acacia Partners	2.00
Emblem	1.75





# 5. Management





Board consists of 8 Independent Directors and 2 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;

- ✓ 1 Former CMD of a PSU Bank
- ✓ 1 Veteran Banker with 40 years of Banking experience
- ✓ 2 Chartered Accountants including 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



		Name	Profile	
Mr. S. Balasubramanian, Chairman (Non-Executive)		Chairman	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 & CEOHe is a Bachelor of Technology, MBA, CAIIB and Ph.D. in e-Banking. He join DGM in the year 2003 was elevated to the post of GM in 2005 and later as Exect 2006. He has excellent academic background and also acquired hands on exp overall operations of the Bank. From May 2011 functioning as MD & CEO of the Bank				
Mr. S. Bernard, Director		· ·	He is a graduate in Commerce and a Fellow Member of the Institute of Chartered Accountants of India. He is a practicing Chartered Accountant of 31 years standing with expertise in the field of Accountancy and Taxation.	
Mr. Kant Director		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. CII has appointed him as a member in National Council on Agriculture constituted by Confederation of Indian Industry.	

# A well experienced and strong Board

(2/2)

	Name	Profile		
	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.		
Justice (Retd.) S.R. Singaravelu, DirectorHe is a former Judge of High Court of Madras and High Court of Orissa. He has experience of 36 years in the Judiciary where he has held various positions.				
	Mr. C.R. Muralidharan, Director	He was holding various positions in Reserve Bank of India. He retired as Chief General Manager, 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, CSF Publications and National Skill Development Corporation.		



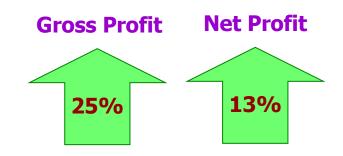
### **6.** Financial Performance and Business Profile

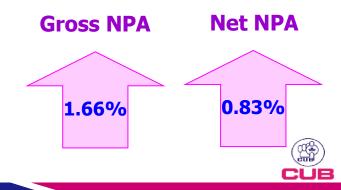


#### HIGHLIGHTS FOR THE HALF YEAR ENDED 30th SEPTEMBER 2013

- ✓ Deposits increased by 19% to Rs.210,562 Mn from Rs.176,886 Mn
- ✓ Advances increased by 18% from Rs.134,368 Mn to Rs.158,485 Mn
- ✓ Total Business grew by 19% from Rs.311,254 Mn to Rs.369,047 Mn
- ✓ CASA improved by 10% to Rs.35,312 Mn from Rs.31,973 Mn
- ✓ NII increased by 31% from Rs.2,873 Mn to Rs.3,772 Mn
- $\checkmark$  Gross Profit increased by 25% to Rs.3,023 Mn from Rs.2,425 Mn
- ✓ Net Profit increased by 13% from Rs.1,543 Mn to Rs.1,746 Mn
- $\checkmark$  Gross NPA stood at 1.66% and Net NPA at 0.83%
- $\checkmark$  ROA maintained at 1.48%
- ✓ ROE stands at 19.61%
- ✓ Net Interest Margin stood at 3.53%



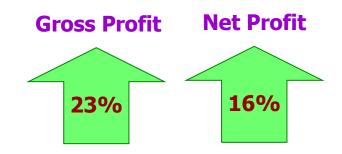


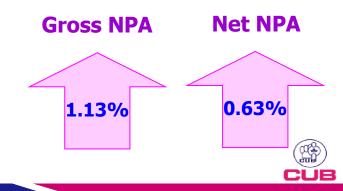


#### HIGHLIGHTS FOR THE YEAR ENDED 31st MARCH 2013

- ✓ Deposits increased by 24% to Rs.203,048 Mn from Rs.163,408 Mn
- ✓ Advances increased by 26% from Rs.122,217 Mn to Rs.153,429 Mn
- ✓ Total Business grew by 25% from Rs.285,625 Mn to Rs.356,477 Mn
- ✓ CASA improved by 15% to Rs.34,046 Mn from Rs.29,716 Mn
- ✓ NII increased by 25% from Rs.4,998 Mn to Rs.6,240 Mn
- ✓ Gross Profit increased by 23% to Rs.5,234 Mn from Rs.4,271 Mn
- ✓ Net Profit increased by 15% from Rs.2,803 Mn to Rs.3,220 Mn
- ✓ Net NPA stood at 0.63%
- $\checkmark$  ROA maintained at 1.58%
- ✓ ROE stands at 22.41%
- ✓ Net Interest Margin stood at 3.35%







#### **Financial Performance**

(in INR Mn)

Particulars	H1 FY 2013-14	H1 FY 2012-13		Growth	% Growth	FY 2012-13
Deposits	210562	176886	1	33676	19%	203048
Advances	158485	134368	1	24117	18%	153429
Total Business	369047	311254	1	57793	19%	356477
Demand Deposits	13580	13090	1	487	4%	13353
Savings Deposits	21732	18880	1	2852	15%	20693
CASA	35312	31970	1	3339	10%	34046
Gross NPA	2632	1661	1	971	58%	1731
Net NPA	1311	807	1	504	62%	964
Gross NPA (%)	1.66%	1.24%				1.13%
Net NPA (%)	0.83%	0.60%				0.63%
C R A R	14.34%	13.26%				13.98%
- Of which Tier I	13.70%	12.54%				13.27%
CD Ratio	75%	76%				76%
PCR	70%	71%				71%



Financial Performance					
Particulars	H1 FY 2013-14	H1 FY 2012-13	Growth	% Growth	F Y 2012-13
Net Interest Income	3772	2873	899	31%	6240
Other Income	1456	1272	184	14%	2736
Operating Expenses	2205	1720	485	28%	3742
Gross Profit	3023	2425	598	25%	5234
Provisions & Contingencies	1277	882	395	45%	2014
Net Profit	1746	1543	203	13%	3220
Return on Assets	1.48%	1.60%			1.58%
Return on Equity	19.61%	23.36%			22.41%
Net Interest Margin	3.53%	3.26%			3.35%

For the period ended 30th September 2013, the bank is liable to pay Minimum Alternate Tax for which adequate provision has been made in the books of accounts. Consequently, the excess of provision for income tax and MAT credit entitlement recognized as per guidance note of ICAI on "MAT credit" together amounting to Rs.31.75 crs has been reversed and credited to statement of Profit and Loss account.

Financial Performance					
Particulars	Q2 FY 2013-14	Q2 FY 2012-13	Growth	% Growth	F Y 2012-13
Net Interest Income	1898	1493	405	27%	6240
Other Income	618	645	-27	-4%	2736
Operating Expenses	1108	855	253	30%	3742
Gross Profit	1408	1283	125	10%	5234
Provisions & Contingencies	564	479	85	18%	2014
Net Profit	844	804	40	5%	3220
Return on Assets	1.40%	1.62%			1.58%
Return on Equity	18.46%	24.01%			22.41%
Net Interest Margin	3.51%	3.33%			3.35%



### (in INR Mn)

#### H1 FY H1 FY **Particulars** Growth 13-14 12-13 Interest on Loans 10398 8539 22% Interest on Investments 2135 1800 19% Other Interest Income 111 19 484% **Total Interest Income** 12644 10358 22%

**Interest Income Breakup** 

### **Other Income Breakup**

Particulars	H1 FY 13-14	H1 FY 12-13	Growth
CEB & Charges	976	814	20%
Treasury Income	273	150	82%
All other Income incl suit account recoveries	207	308	-33%
Total Other Income	1456	1272	14%

#### **Interest Expenses Breakup**

Particulars	H1 FY 13-14	H1 FY 12-13	Growth
Int Exp on Deposits	8614	7195	20%
Other Int Expenses	258	290	-Ve
Total Interest Expenses	8872	7485	19%

#### **Operating Expenses Breakup**

Particulars	H1 FY 13-14	H1 FY 12-13	Growth
Employee Cost	856	669	28%
Other Operating Expenses	1349	1051	28%
Total Expenses	2205	1720	28%



### (in INR Mn)

Particulars	Q2 FY 13-14	Q2 FY 12-13	Growth
Interest on Loans	5221	4386	19%
Interest on Investments	1110	918	21%
Other Interest Income	73	11	564%
Total Interest Income	6404	5315	20%

#### **Interest Income Breakup**

#### **Other Income Breakup**

Particulars	Q2 FY 13-14	Q2 FY 12-13	Growth
CEB & Charges	454	413	10%
Treasury Income	125	82	52%
All other Income incl suit account recoveries	39	150	-ve
Total Other Income	618	645	-ve

#### **Interest Expenses Breakup**

Particulars	Q2 FY 13-14	Q2 FY 12-13	Growth
Int Exp on Deposits	4366	3683	19%
Other Int Expenses	140	139	1%
Total Interest Expenses	4506	3822	18%

### **Operating Expenses Breakup**

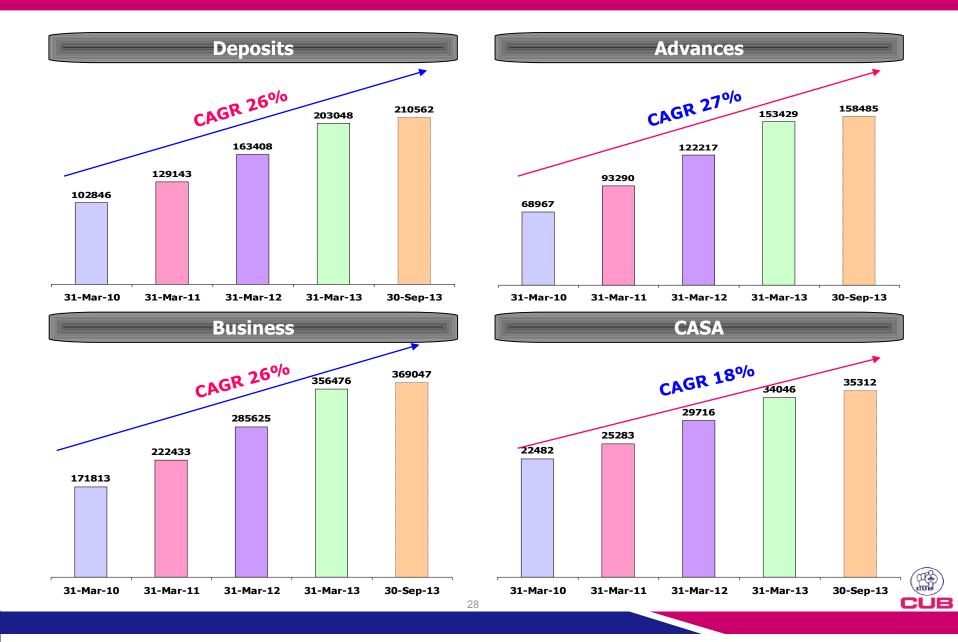
Particulars	Q2 FY 13-14	Q2 FY 12-13	Growth
Employee Cost	400	287	39%
Other Operating Expenses	708	568	25%
Total Expenses	1108	855	30%



### **Key indicators**

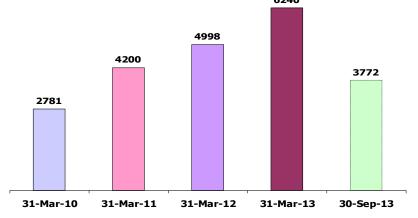
Particulars	H1 FY 13-14	H1 FY 12-13	Q2 FY 13-14	Q2 FY 12-13	FY 2013
Cost of Deposits	8.44%	8.51%	8.44%	8.49%	8.44%
Yield on Advances	13.56%	13.53%	13.64%	13.58%	13.49%
Yield on Investments	7.30%	7.16%	7.25%	7.21%	7.19%
Net Interest Margin	3.53%	3.26%	3.51%	3.33%	3.35%
Cost to Income	42.16%	41.50%	44.04%	40.00%	41.69%
Cost of Funds	7.49%	7.74%	7.48%	7.69%	7.66%
Yield on Funds	10.68%	10.71%	10.64%	10.70%	10.71%
Per Employee Business (in INR Mn)	89.63	86.93	89.63	86.93	93.80
Per Employee Profit (in INR Mn) (Ann)	0.85	0.87	0.82	0.90	0.85
EPS (in INR) – FV INR 1/- share (Not Ann)	3.51	3.17	1.62	1.65	6.65

### Strong Deposits and Advances growth

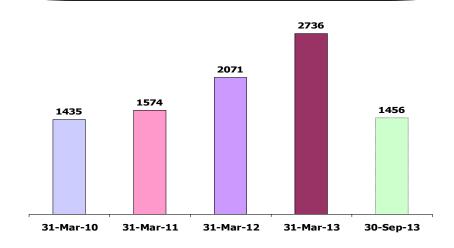


### Income Growth over the years ...

Net Interest Income Growth

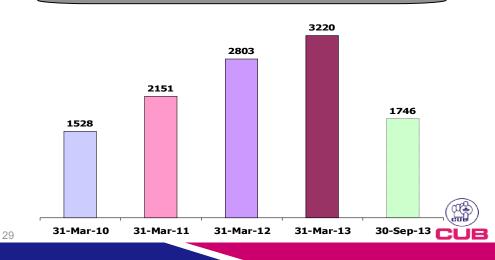


**Other Income Growth** 



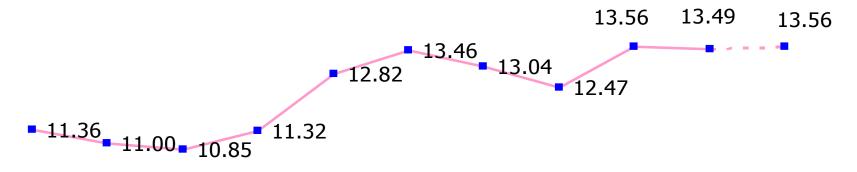
CEB Growth

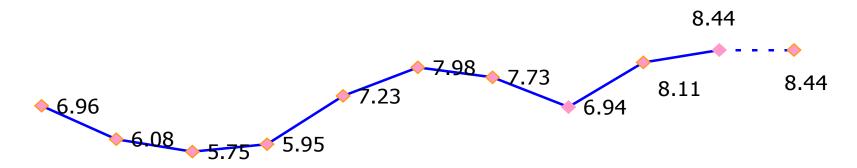
Net Profit Growth



### Cost of deposits & Yield on advances

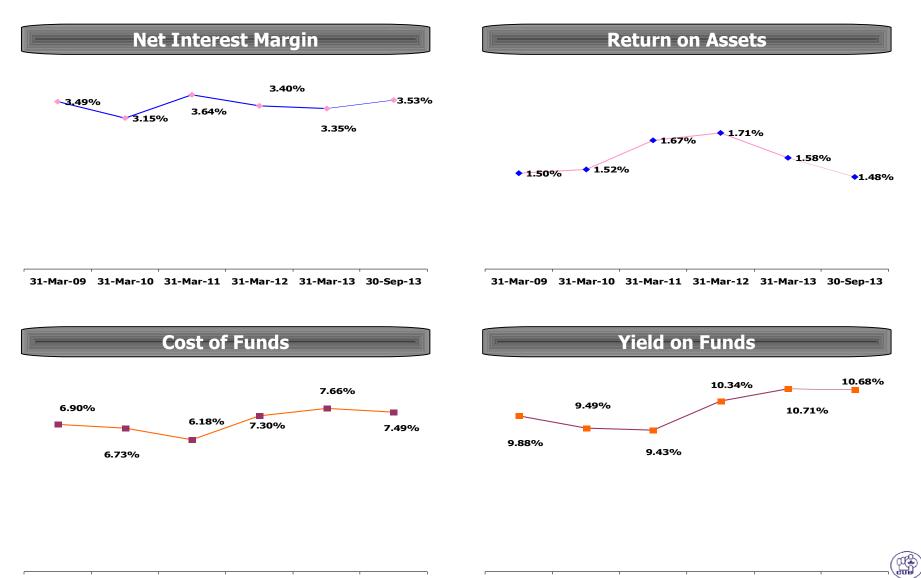








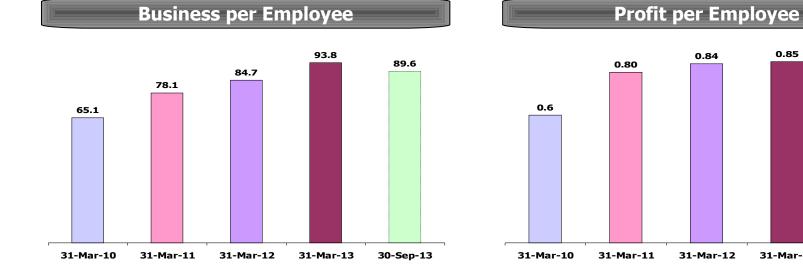
### Key Business Ratios - Yearwise



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31-Mar-09 31-Mar-10 31-Mar-11 31-Mar-12 31-Mar-13 30-Sep-13

Efficiency



(Rs in Mn)



0.85

31-Mar-13

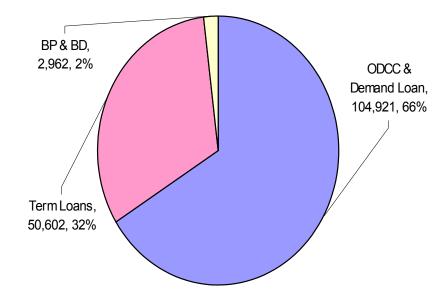
0.85

30-Sep-13

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Loan Book Products Composition	Amount (in INR Mn)	% to Total Advances	√ √
Cash Credit & Demand Loans	104921	66%	
Term Loans	50602	32%	
Bills Purchased & Bills Discounted	2962	2%	
Gross Loans Total	158485	100%	

- Working capital loans yielding higher interest constitute 66% 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



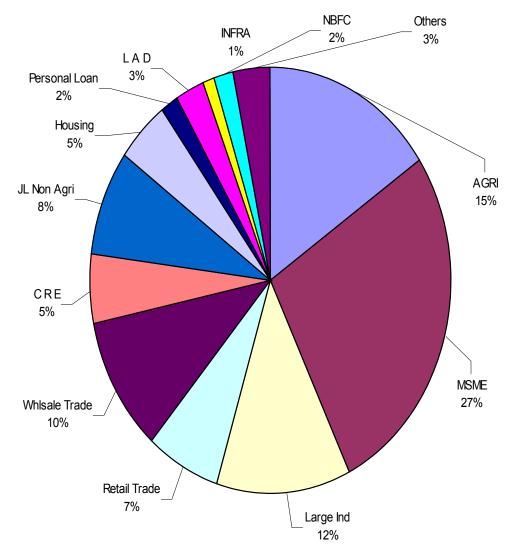


Sectoral Deployment as on 30 <sup>th</sup> September 2013				
Particulars	Amount (in INR Mn)	% to Total Advances		
Agriculture (includes AJL – 20649 Mn)	24454	15%		
MSME	43399	27%		
Large Industries	18661	12%		
Retail Traders	10605	7%		
Wholesale Traders	16522	10%		
Commercial Real Estate	8140	5%		
JL Non Agriculture	13082	8%		
Housing Loans	7387	5%		
Other Personal Loan (includes Personal Loan, Clean Ioan, Clean OD, Consumer Ioan, etc.)	2490	2%		
Loans collateralized by Deposits	4211	3%		
Infrastructure	1403	1%		
NBFC	2958	2%		
Others (Educational Loan, Staff Loan, etc)	5173	3%		
Gross Loans Total	158485	100%		

Secured & Unsecured Advances					
Particulars	Amount (INR Mn)	% to Total Advances			
Secured Loans	155697	98%			
Unsecured Loans	2788	2%			
Total	158485	100%			

- ✓ Trading & MSME loans earning higher yields constitute about 45%.
- ✓ Diversified credit portfolio reduces credit risk
- $\checkmark$  Lower ticket size backed by adequate collaterals
- ✓ Unsecured Advances aggregate to 2% only
- ✓ Total Jewel Loan outstanding Rs.33,731 Mn
- AJL Agricultural Jewel Loan
- JL Jewel Loan

### Loan Book – Sectoral Deployment



### **Sectoral Deployment chart**



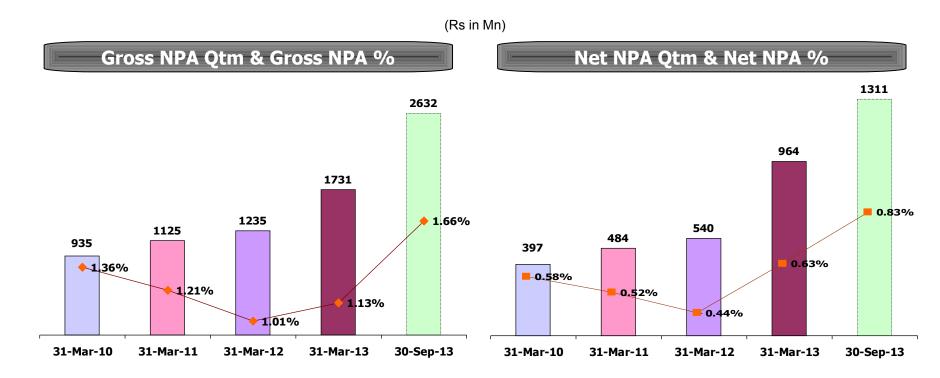
### Loan Book – Advances to Major Industries

Auvalices to Major Industries as on 50 <sup>m</sup> September 2015				
Industry Name	Amount (in INR Mn)	% to Total Advances		
Textiles				
a) Cotton	8190	5%		
b) Other Textiles	3115	2%		
Metals				
a) Iron & Steel	9151	6%		
b) Other Metals	2024	1%		
Paper & Paper Products	3567	2%		
Food Processing	2650	2%		
Chemicals	1915	1%		
Rubber & Plastics	1079	1%		
Engineering	2358	1%		
Beverage & Tobacco	850	1%		
Automobiles	526	1%		
Other Industries (includes Leather, Wood, Cement, Gems & Jewels, etc)	2118	1%		
Total	37543	25%		
All other advances (Agri, Trade, Service, Gold Loan, etc.)	120942	75%		
Total Gross Advances	158485	100%		





Asset Quality



One large borrowal account in steel sector with the balance of Rs.1165 mn slipped to NPA during the second quarter of FY 2014. But for this slippage, the total recoveries made in Q2 FY 2014 almost match the other additions.



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# Asset Quality Position – Movement over the years

(Rs in Mn)		FY Mar-10	FY Mar-11	FY Mar-12	FY Mar-13	H1 FY 13-14
NPA Opening balance		1021	882	1125	1235	1731
Additions	А	1075	1207	1444	2234	1879
Recovery made		531	376	649	486	417
Upgradations		223	114	165	232	79
Net Addition	В	321	717	630	1516	1383
Write-off		407	474	520	1020	482
NPA Closing balance		935	1125	1235	1731	2632
Technical Write-off (TW) during the period		411	540	484	989	449
Provision made during the period	С	515	672	570	970	1030
T W recovery	D	260	291	400	599	230
Provision made net of TW Recovery	E = C-D	255	381	170	371	800
Gross Advance	F	68335	92555	122217	153429	158485
Additions % of Gross Advance	A / F	1.57	1.30	1.18	1.46	1.19
Net Addition % of Gross Advance	B / F	0.47	0.77	0.52	0.99	0.87
Net provision made % of Gross Adv	E/F	0.37	0.41	0.14	0.24	0.50
Gross NPA %		1.36	1.21	1.01	1.13	1.66
Net NPA %		0.58	0.52	0.44	0.63	0.83

### **Balance outstanding as on 30.09.2013 in respect of Restructured borrowers:**

Type Restructuring	No. of Borrowers	Amount (in INR Mn)
Under CDR Mechanism	2	326
Under SME Debt Restructuring Mechanism	12	456
Under Other Debt Restructuring Mechanism	5	1391
Total	19	2173

- $\checkmark$  During the September quarter 2013, we have restructured only one account to the tune of Rs.4 Mn
- ✓ There is no outstanding Security Receipts from Asset Reconstruction Companies on sale of NPAs.
- $\checkmark$  % of Restructured Advances to Gross Advances 1.37%



#### **Investments Breakup and Categorywise**

(in INR Mn)

Particulars	SEP 2013	SEP 2012
Sovereign Bonds	52965	39899
Corporate Bonds, RIDF, etc.	6593	7050
Equity Shares & Equity oriented MFs	301	381
Total Investments	59859	47330
Yield on Investments	7.30%	7.16%
Investments Breakup:		
- A F S	3806 (6%)	2899 (6%)
- H T M	56052 (88%)	44425 (94%)
-HFT	1	6
Total Investments	59859	47330
Modified Duration:		
- A F S	0.96	3.36
- H T M	4.42	5.11
-HFT		
- Overall Portfolio	4.23	5.01

The Depreciation on investments and losses arose out of shifting of securities have been fully provided for without distributing to future quarters though permitted by Reserve Bank of India.



# **Thank You**



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