



UNITED BANK OF INDIA

Head Office

11, Hemanta Basu Sarani
Kolkata – 700001

Board Sec/Inv Meet/ /2017

February 28, 2017

BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai 400 001 Scrip Code:533171	The National Stock Exchange of India Limited Exchange Plaza, 5 th Floor, Plot No. C/1, G – Block Bandra Kurla Complex, Bandra (East), Mumbai – 400 051 NSE Symbol: UNITEDBNK
--	---

Dear Sir,

Sub: Copy of the Presentation for Analyst/Institutional Investor Meet

In continuation to our letter of even date, In terms of Regulation 30 read with Schedule III (Part A, Clause 15) and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 read with corresponding circulars and notifications issued thereunder, it is hereby informed that the Management of the Bank will be participating in one-on-one meetings for a non-deal roadshow on March 2 and March 3, 2017 in Mumbai and on March 8, 2017 in Chennai.

In this regard, please find enclosed herewith a copy of the presentation being made at the said meetings at Mumbai.

Thanking you,

Yours sincerely,
For United Bank of India


Bikramjit Shom

Company Secretary & Compliance Officer

Encl: A/A.

United Bank of India



Corporate Presentation
March 2017

युनाइटेड बैंक ऑफ़ इंडिया

भारत सरकार का उपक्रम
आपका बैंक



United Bank of India

A Govt. of India Undertaking

The Bank that begins with U

Visit our website : www.unitedbankofindia.com

1 Indian Economy and Banking Sector: Industry Dynamics

2 United Bank of India: Genesis of the Bank and Presence

3 Operational Highlights

4 Asset Quality and Capital Adequacy

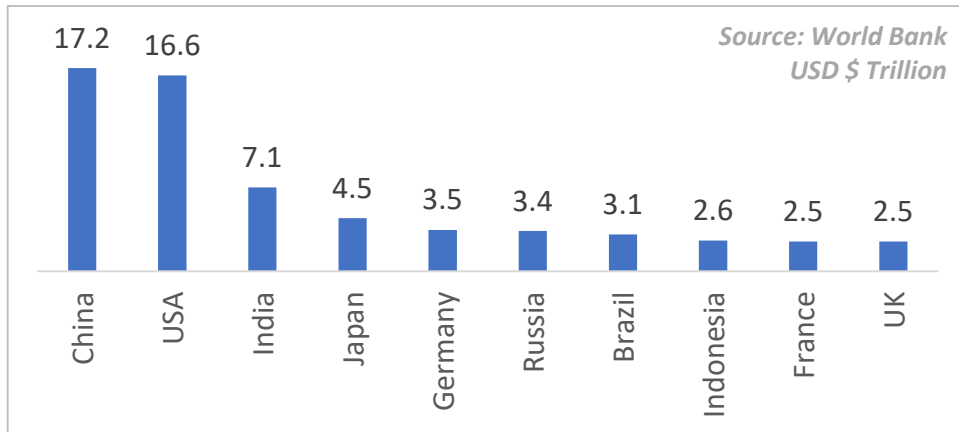
5 Experienced Management

6 Way Forward

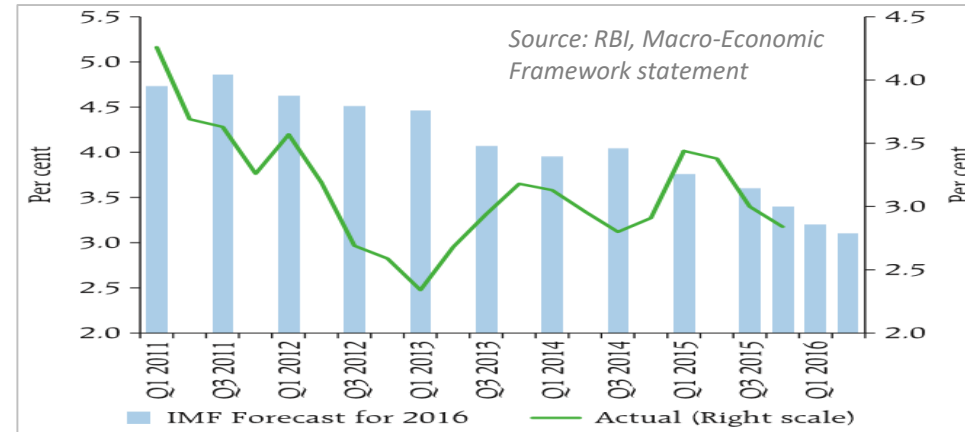
Indian Economy : An Overview



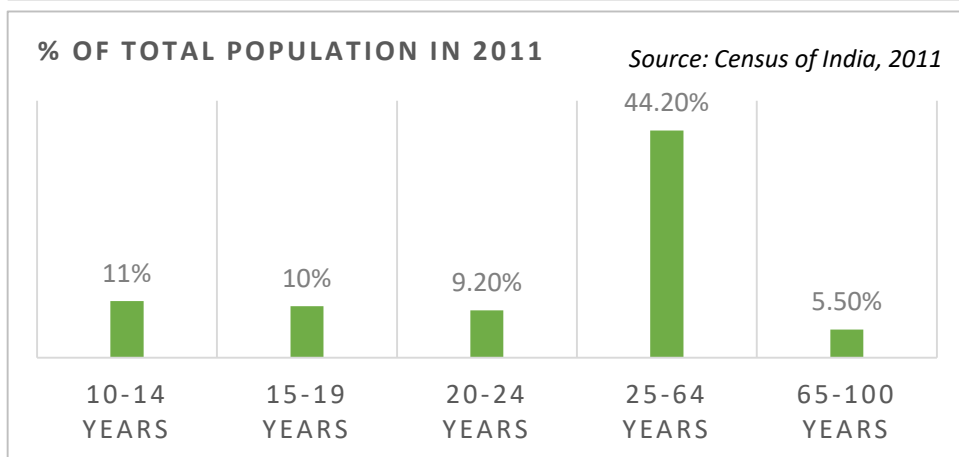
The Indian economy has emerged as a bright spot in the world economy and is the third largest economy by GDP



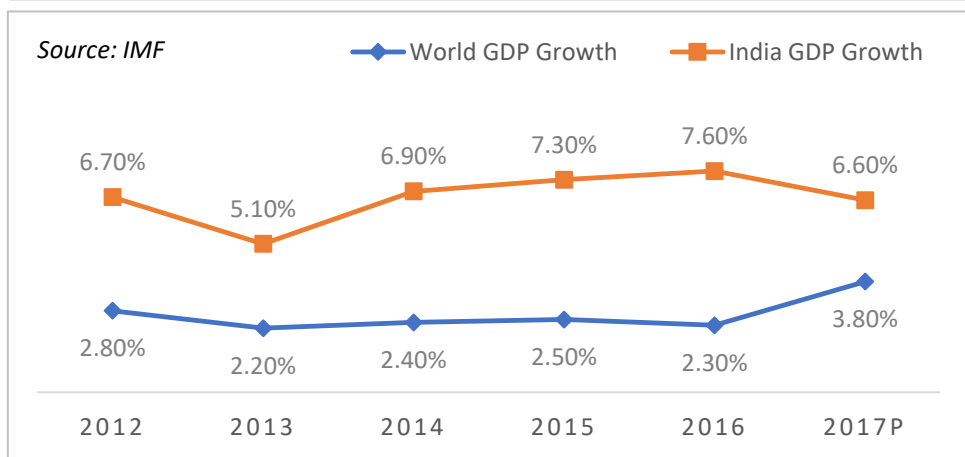
Global demand has seen a slight reduction in the speed of growth owing to geopolitical factors



For India though, improving demographics with a working age population of over 63% ...



... should help in continuing our trajectory of growth over the next few years, barring 2017 due to demonetisation

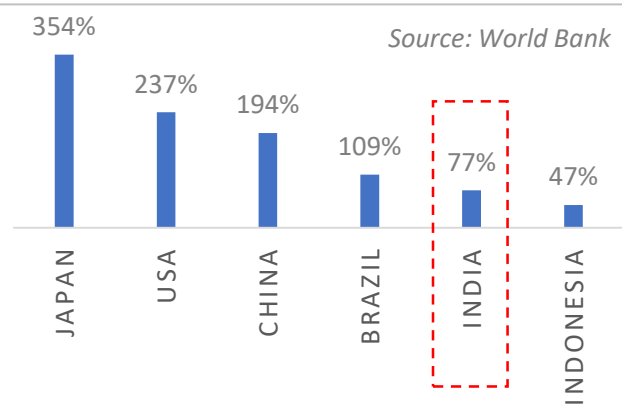


Overview of the Indian Banking Sector



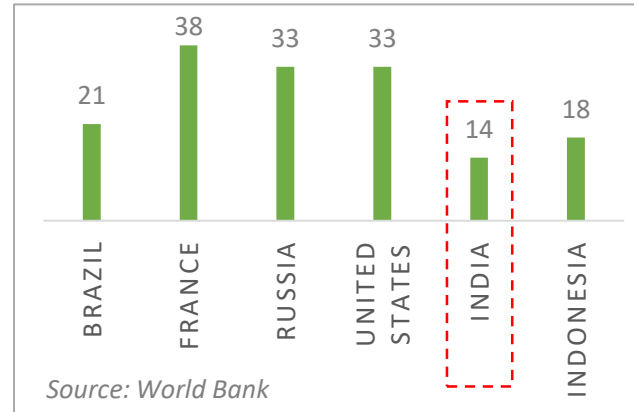
India has potential to increase credit from formal sources ...

Domestic Credit % of GDP (2015)



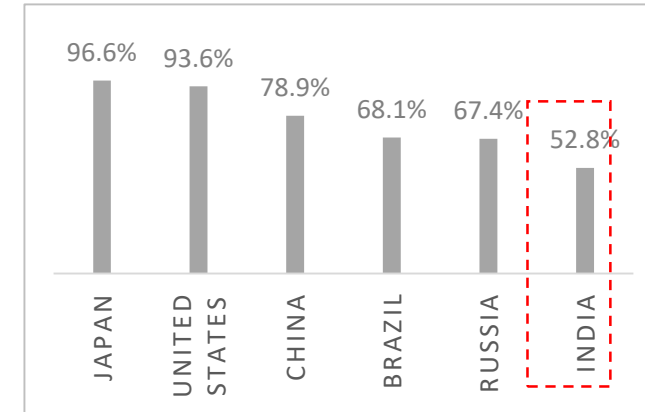
... that is clearly demonstrated by an under branched network

Branches Per 100k Population (2015)



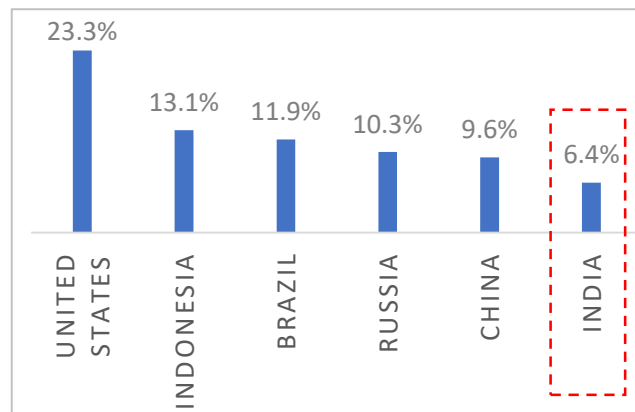
Low credit and an under-branched population has resulted in low financial participation

% of age 15+ with account at a financial institution

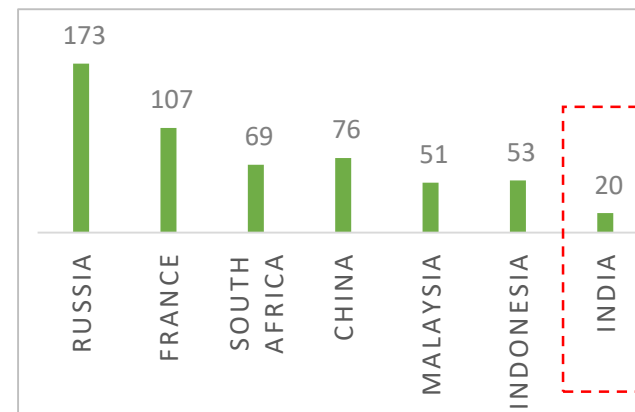


India is clearly lagging in loan penetration in the retail segment compared to our peers ...

% of age 15+ with loan from a financial institution



... that, coupled with low ATM penetration results in huge potential for expansion of banks



1

Indian Economy and Banking Sector: Industry Dynamics

2

United Bank of India: Genesis of the Bank and Presence

3

Operational Highlights

4

Asset Quality and Capital Adequacy

5

Experienced Management

6

Way Forward

Genesis & Presence of United Bank of India



UBI is also known as the '**Tea Bank**' because of its age-old association with the financing of tea gardens. It has been the largest lender to the tea Industry.

1950

United Bank of India Ltd., was formed in 1950 with the amalgamation of four banks

1969

One of the 14 banks which were nationalized

1969

174 branches, ₹ 147 crores of deposits and ₹ 112 crores of advances at the time of nationalisation in July, 1969

Post 1969

Bank Network expansion in the Rural and Semi Urban area

Today

Presently the Bank is having a Three-tier organisational set-up consisting of the Head Office, 36 Regional Offices and the Branches.

Today

Total business of about ₹ 2 lac crore from a large network of branches and ATMs

FINANCIAL YEAR	BRANCHES	ATM
2013-14	2,001	1,602
2014-15	2,004	1,912
2015-16	2,011	2,044
AS ON 31.01.2017	2,021	2,200

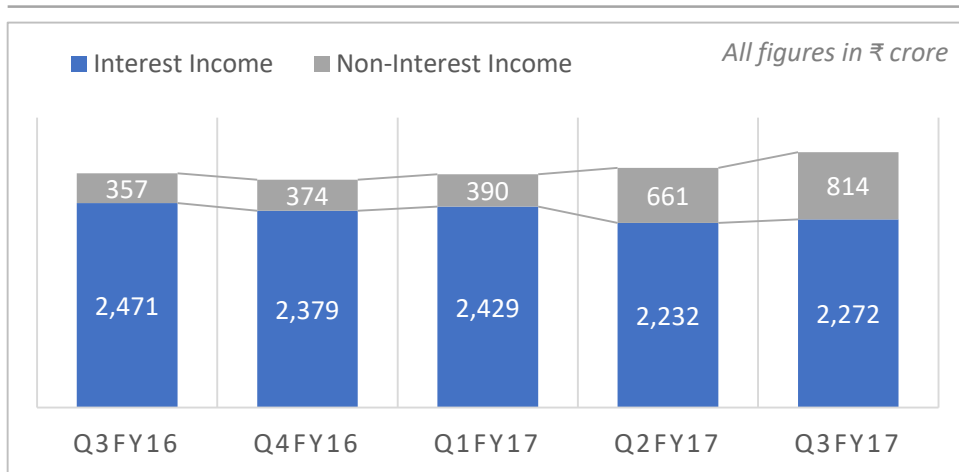


- 1 Indian Economy and Banking Sector: Industry Dynamics
- 2 United Bank of India: Genesis of the Bank and Presence
- 3 **Operational Highlights**
- 4 Asset Quality and Capital Adequacy
- 5 Experienced Management
- 6 Way Forward

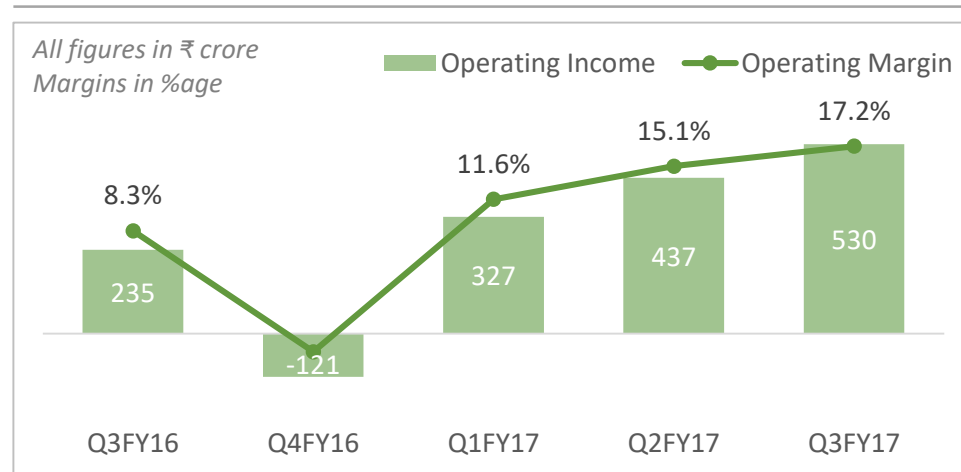
Stabilising Operating Performance



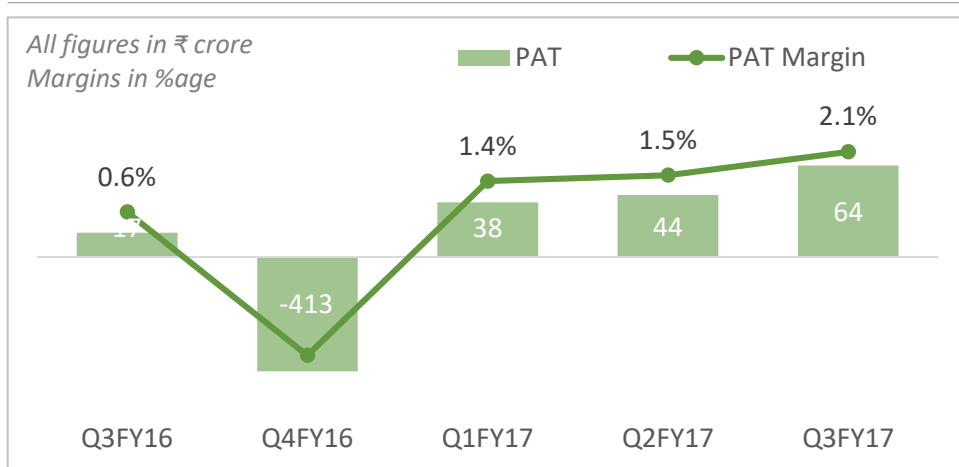
Total Income has seen an increase in the latest quarter on the back of increasing non interest income ...



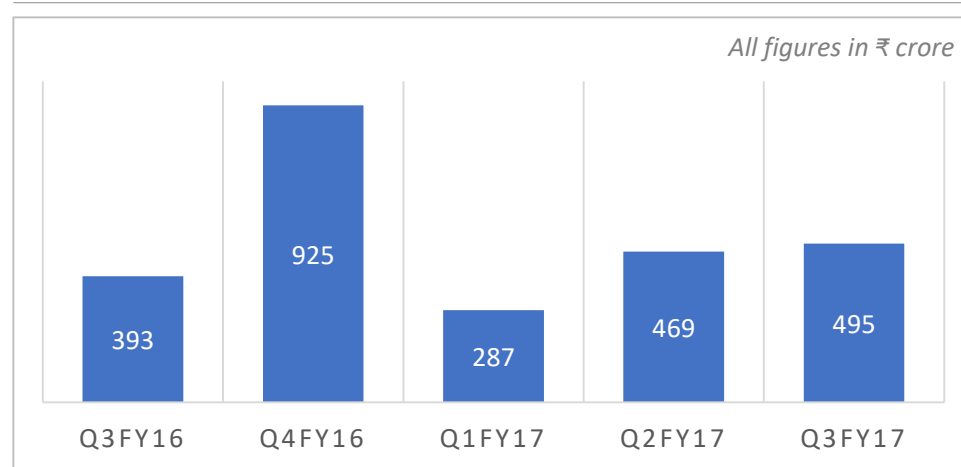
... coupled with decreasing operating expenses causing the operating margins to stabilize and increase



PAT and PAT Margins are beginning to recover as the operating performance of the bank improves ...



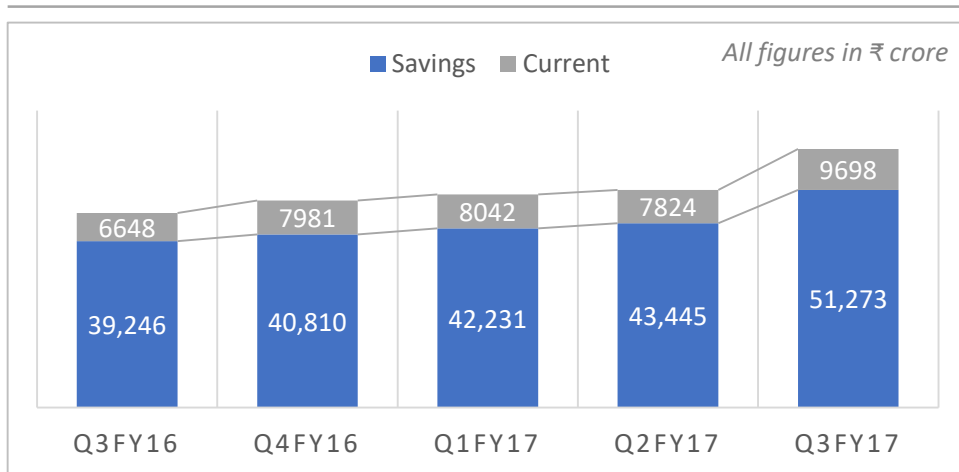
... that should continue as NPA provisioning starts peaking with improving macro economic conditions



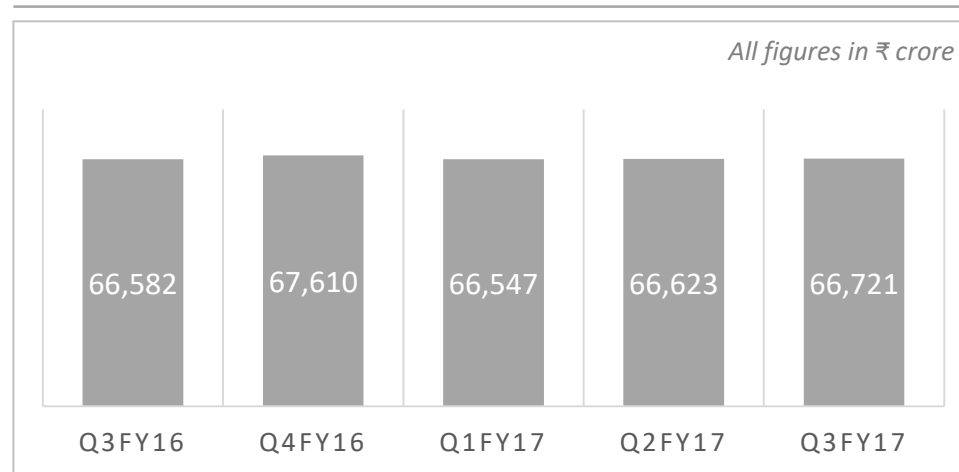
Improving deposit profile to aid future lending



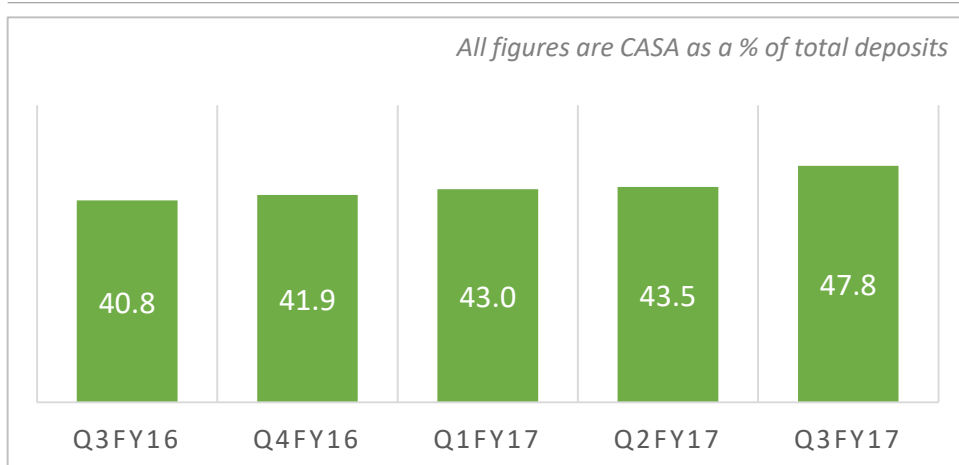
CASA deposits have seen an increase on the back of demonetisation ...



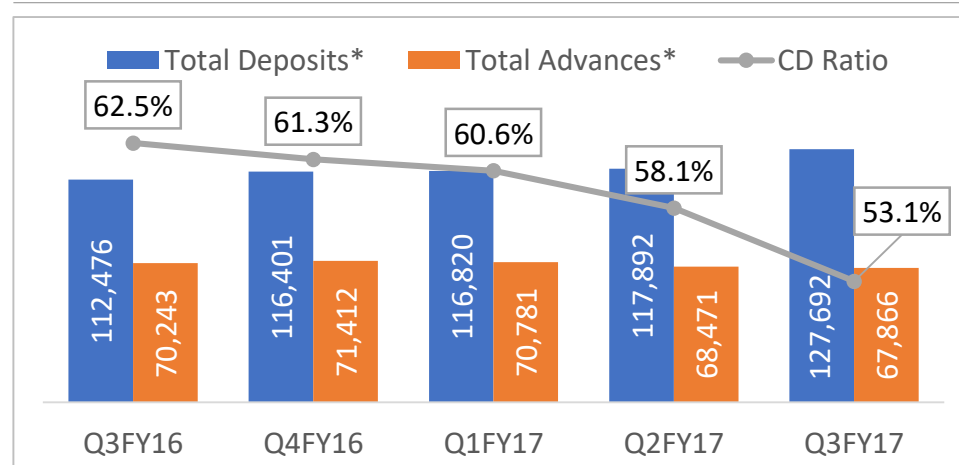
... while term deposits have remained flat with interest rates showing a downward trend



Pre-demonetisation efforts + demonetisation have resulted in significant increase in CASA% ...



... resulting in a gradual increase in total business and a wider CD ratio allowing headroom for further lending



Sectoral Exposure Mix



Priority sector lending has seen slow growth, primarily on the back of a slow down in the economy and a reduction in appetite for MSME advances. However agricultural credit and other priority sector lending is growing steadily

Particulars (₹ crore)	31-Dec-15	31-Mar-16	30-Jun-16	30-Sept-16	31-Dec-16	YoY Grwth (%)
Agriculture Credit	10,944	12,605	12,633	11,691	11,277	3.0%
MSE Advance	10,835	10,682	10,567	10,392	10,191	-5.9%*
Other Priority sector	5,887	6,522	6,689	6,866	6,946	18.0%
Total Priority Sector Lending	27,666	29,809	29,889	28,949	28,414	2.70%

** On Account of reclassification of certain advances from MSME to other priority sector advances*

Increased visibility, driven by various campaigns has resulted in healthy growth for housing and vehicle loan advances. Although demonetisation has had an impact, this should correct going forward.

Particulars (₹ crore)	31-Dec-15	31-Mar-16	30-Jun-16	30-Sept-16	31-Dec-16	YoY Grwth (%)
Housing	5,618	5,970	6,229	6,526	6,696	19.2%
Education	477	468	462	463	453	-5.0%
Car Loans	497	519	526	558	578	16.3%
Personal Loans & Others	5,482	5,695	5,615	5,360	5,333	-2.7%
Total Retail Advances	12,074	12,652	12,832	12,907	13,060	8.2%

Well diversified loan book



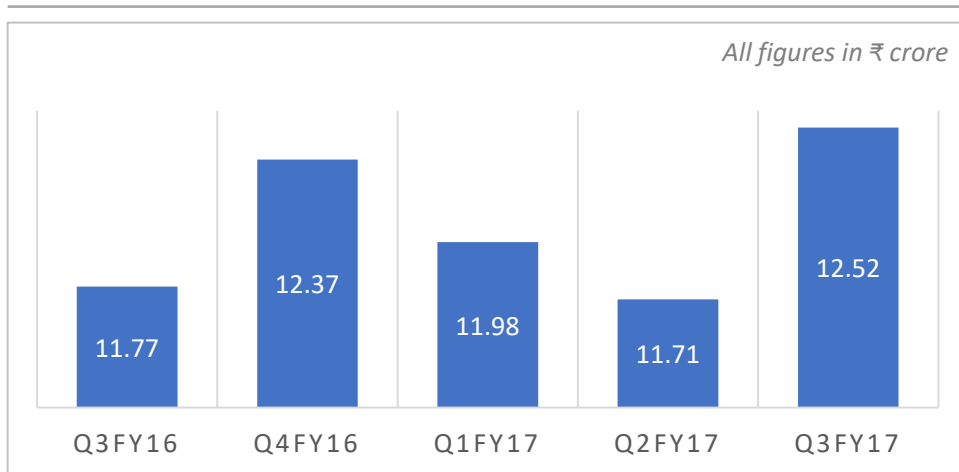
The Bank's loan book is well diversified with even exposure to multiple sectors. Recent economic events have resulted in a reduction in the overall loan book, but this is expected to improve in the forthcoming quarters

Particulars (₹ crore)	FY14	FY15	FY16	Q3FY16	Q3FY17
Wholesale Trade	1,679	1,618	1,993	1,682	2,056
Agriculture and Allied Activities	9,725	8,595	9,462	7,993	8,957
Automobile & Auto Ancillary	648	513	519	497	578
Road Transportation	1,436	1,027	956	956	966
Retail Trade	2,651	2,539	2,866	2,476	2,403
Services	14,879	16,012	16,876	15,892	14,805
NBFC / Financial Intermediaries	5,270	6,128	6,184	6,107	5,022
Food & Beverage	1,216	1,292	1,766	1,526	1,675
Power	9,665	9,484	9,335	10,944	10,395
Iron & Steel	4,921	5,005	4,763	4,840	4,613
Coal & Petroleum Products	226	200	346	202	241
Others (including unclassified retail)	15,666	16,657	16,413	17,130	16,158
Total	67,982	69,070	71,412	70,243	67,867

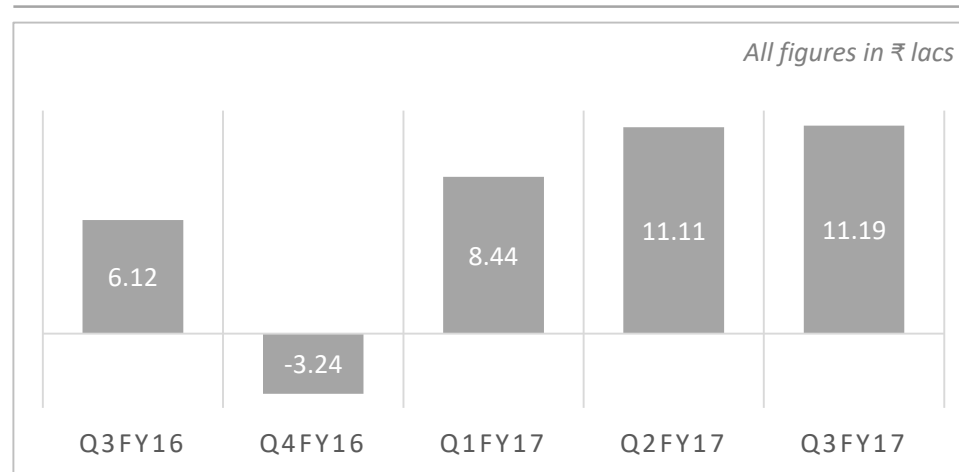
Bank's consistent efforts leading to improving efficiency



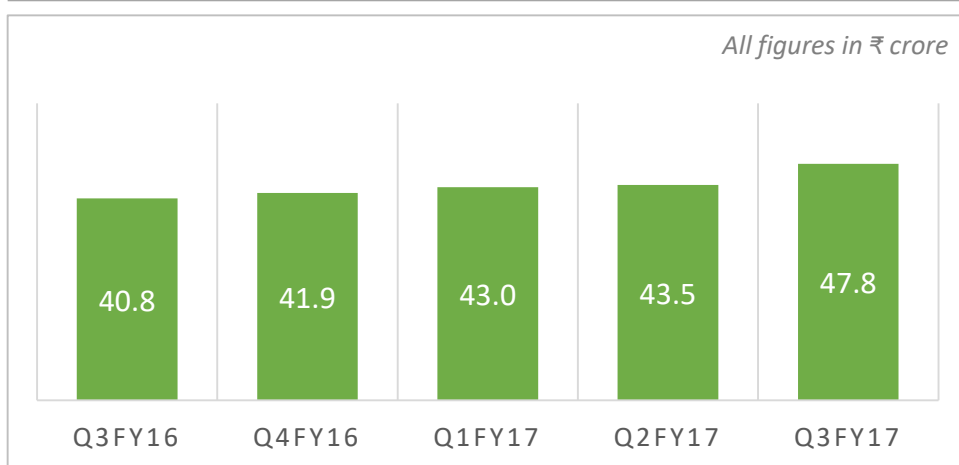
Operational efficiencies has resulted in increasing business per employee...



... resulting in ~80% increase in the gross profit per Employee



With a rationalising of the branch expansion, the Bank has managed to steadily increase the business per branch ...



... with strict operating procedures resulting in efficiencies that has translated into a significant increase in GP per branch



1	Indian Economy and Banking Sector: Industry Dynamics
2	United Bank of India: Genesis of the Bank and Presence
3	Operational Highlights
4	Asset Quality and Capital Adequacy
5	Experienced Management
6	Way Forward

While there has been tremendous pressure on the assets of the Bank, strong measures and stringent monitoring has ensured that fresh slippages have reduced drastically

Movement of NPAs

Particulars (₹ crore)	31-Dec-15	31-Mar-16	30-Jun-16	30-Sept-16	31-Dec-16
Opening Balance	6,112	6,722	9,471	10,116	11,134
Reduction	551	436	267	236	470
Upgradation (-)	32	12	58	131	29
Cash Recovery	395	151	97	89	137
sale of assets (-)	(222)	-	-	-	-
Write-off (-)	123	272	112	15	305
Fresh Slippages(+)	1,160	3,185	912	1,254	181
(Due to AQR)	(610)	(1,590)	-	-	-
Closing Balance	6,722	9,471	10,116	11,134	10,845

Gross and Net NPAs

Particulars	31-Dec-15	31-Mar-16	30-Jun-16	30-Sept-16	31-Dec-16
Gross NPA (% of advances)	9.57	13.26	14.29	16.29	15.98
Net NPA (% of advances)	5.91	9.04	9.85	11.19	10.62

Capital Adequacy



Particulars	Dec'15	Mar'16	Dec'16
Tier – I (₹ crore)	5,277	5,797	6,462
Of which- Common Equity (₹ crore)	5,180	5,660	6,318
Adjusted Additional Tier I (AT 1) (₹ crore)	97	137	144
Tier II	2,073	1,573	1,625
Total	7,350	7,369	8,087
RWA	74,059	73,079	74,613
CAR (%age)	9.92	10.08	10.84
Tier I	7.12	7.93	8.66
of which CET	6.99	7.74	8.47
Additional Tier AT -1	0.13	0.19	0.19
Tier -II	2.80	2.15	2.18

1	Indian Economy and Banking Sector: Industry Dynamics
2	United Bank of India: Genesis of the Bank and Presence
3	Operational Highlights
4	Asset Quality and Capital Adequacy
5	Experienced Management
6	Way Forward



Shri Pawan Kumar Bajaj, MD & CEO

Shri Bajaj is a Post Graduate in Science, LLB, CAIIB and holds diploma in Human Resources, Treasury, Foreign Exchange and International Banking. Before joining the Bank he was the Executive Director of Indian Overseas Bank. He was also the Chief Executive in Bank of India's Singapore Centre covering operations in Indonesia, Vietnam and Cambodia.



Shri. K. Venkata Rama Moorthy, Executive Director

Sri. Rama Moorthy, an Agriculture graduate and CAIIB, joined Bank of Baroda as a Probationary Officer in 1981 and since then has garnered rich experience in all aspects of banking over a period of three decades.



Shri Ashok Kumar Pradhan, Executive Director

Sri Ashok Kumar Pradhan is an M.Com. and CAIIB, and has a career spanning over 31 years. He has functioned in almost all areas of banking especially Credit and Branch Banking across 4 SBI associate banks. Before joining this Bank as Executive Director, he was Chief General Manager of State Bank of Travancore

**Shri A. K. Dogra ,Govt. Nominee Director**

Shri A. K. Dogra is a Science Graduate from Jammu University and has done Executive International MBA in Finance from United Business Institute, Brussels, Belgium. Presently he is Deputy Secretary in Ministry of Finance. Prior to this Bank, he was a member on the Board of State Bank of Hyderabad.

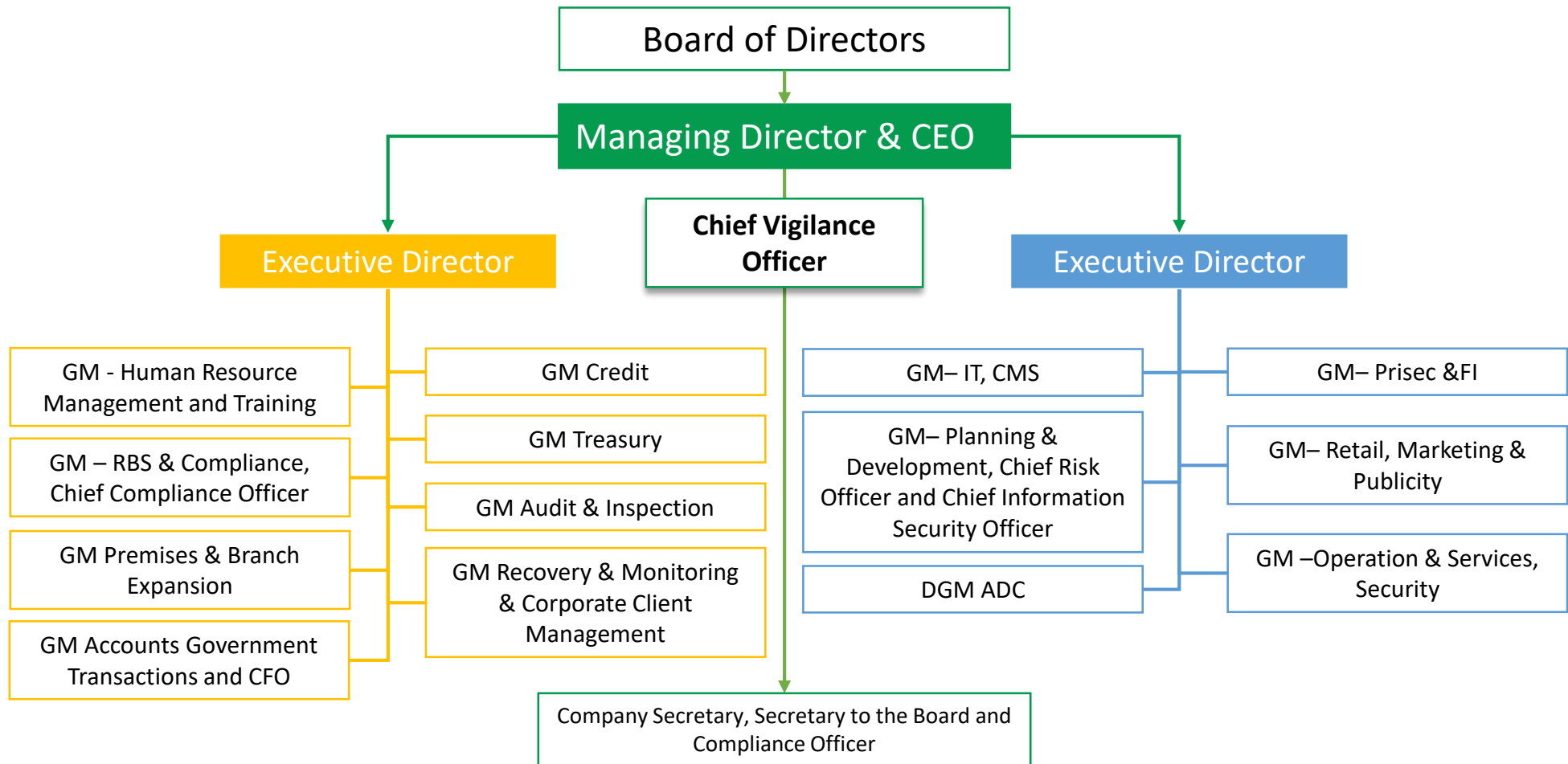
**Shri Arnab Roy, RBI Nominee Director**

Shri Roy has done his schooling and college education at New Delhi and has done his MBA from Delhi University. Before coming to Jaipur, Shri Roy was holding charge as the Executive Director at National Housing Bank, New Delhi (2011-2015).

**Shri. S. Suryanarayana ,Shareholder Director**

Shri. Suryanarayana M.Com, CAIIB, FCA Career banker and worked in various capacities between 1976 and 2012 in Andhra Bank from where he retired as Chief General Manager and has attended various training programmes in India and overseas – notable few being training in Kellogg's Business School, USA and Banking Summer School, Luxembourg.

Strong Organisation Structure



The Bank is managed by a strong team of General Managers under the guidance of the Executive Directors, MD & CEO and the Board of Directors. In addition specific committees are in place to ensure adherence to highest standards of corporate governance.

Fund infusion by Government of India & LIC



Year	Particulars
2013	▪ The Government of India was issued 180,041,152 Equity Shares of ₹10 each at a price of ₹38.88 per equity share amounting to ₹ 700 crore (rounded off).
2014	▪ The Bank received ₹300 crore (rounded off) from the Life Insurance Corporation of India and completed the preferential allotment of 8,45,07,042 equity shares of ₹10 each at a price of ₹35.50 per share.
2016	▪ Bank has issued and allotted 23,24,45,520 Equity Shares of ₹10 each for cash at an issue price of ₹20.65 per equity share including premium of ₹10.65 per share determined on preferential basis to Government of India against capital infusion of ₹480 crore (rounded off). ▪ Bank received ₹608 crore (rounded off) from the Central Government towards preferential allotment of 26,74,87,901 equity shares of ₹10 each at a price of ₹22.73 per share.

The Government of India from time to time has been providing support for augmenting the Tier I Capital of the Bank, subject to achieving certain performance parameters

- 1 Indian Economy and Banking Sector: Industry Dynamics
- 2 United Bank of India: Genesis of the Bank and Presence
- 3 Operational Highlights
- 4 Asset Quality and Capital Adequacy
- 5 Experienced Management
- 6 Way Forward

- Maintaining high CASA deposits
- Accelerate growth in loans and advances to the retail and MSME segments
- Grow our pan India presence
- Increase fee-based revenue and income from distribution of third-party products
- Reduce our gross NPA levels and to improve quality of assets
- Monitoring of accounts/ credit monitoring
- Augmenting alternate delivery channels

Thank You

Reach us at:
United Tower,
11, Hemanta Basu Sarani,
Kolkata 700 001

Contact: Shri Bikramjit Shom, Company Secy (co.sec@unitedbank.co.in)



युनाइटेड बैंक ऑफ इंडिया

भारत सरकार का उपक्रम
आपका बैंक



United Bank of India

A Govt. of India Undertaking

The Bank that begins with U

Visit our website : www.unitedbankofindia.com