

A
PROJECT REPORT
ON
“A STUDY OF BANK & THEIR FACILITIES”
FOR

UNION BANK OF INDIA

SUBMITTED TO
THE UNIVERSITY OF PUNE
IN THE PARTIAL PULFILMENT OF
BACHELOR OF BUSINESS ADMINISTRATION

SUBMITTED BY

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T.Y. B.B.A.

UNDER THE GUIDENCE OF
PROF. YOGESH TAMBE



ACADEMIC YEAR 2020-2021.

MULA EDUCATION SOCIETY'S
ARTS, COMMERCE & SICENCE COLLEGE, SONAI.

Sonai, 414105

Date: / /2021

To Whom so ever It may Concern

This is certify that Mr. Siddharth Sanjay Shaha. A student of B.B.A. of our institute has successfully completed the project and submitted a report on

“ The study of Bank and there facilities” As partial fulfilments of BBA degree of Savitribai Phule Pune University of Pune for the academic year 2020-21.

Her displayed high level of inter personal skill during the project.

We wish her all the very for her future endeavours.


Project Guide


Examiner


Principal

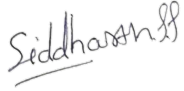
Declaration

I Siddharth Sanjay Shaha here by declare that this report titled “A STUDY OF BANK AND THEIR FACILITIES” is an original work done in partial fulfilment for the degree of Bachelor of Business Administration(B.B.A.), Savatribai Phule Pune University.

I further declare that this work in not partly or wholly submitted for any other purpose and that the data included in the report collected from various sources are true to the best of my knowledge.

Name: Siddharth Sanjay Shaha.

Place : Sonai.

Sign.: 

Date: \ \2021


Acknowledgment

The project is a great source of learning and a good experience as it made me aware of professional culture and conducts that exist in an organization. Inspiration and guidance are valuable in all aspects of life especially in an academic field.

A project work of such a great significance is not possible without the help of several people, directly or indirectly. First and foremost I have immense happiness in expressing my sincere thanks to my guide Prof. Tambe Sir for his valuable suggestions, cooperation and continuous guidance.

It gives me great pleasure in acknowledging my deep sense of gratitude and Indebtedness for providing me an opportunity and information to undertake this project under their guidance and direction, which ensured its completion.

I would like to thank my family for providing me with their immense support or the completion of the completion of project successfully



Mr. Siddharth Sanjay Shaha

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Research Methodology

Research Topic:-

A Study of Bank and there Facility.

Area of Research:-

Finance

Research Objective:-

Because of the following reasons, I prefer this

project work to get the knowledge of the banking system.

- Banking is an essential industry.
- It is where we often wind up when we are seeking a problem in financial crisis and money related query.
- Banking is one of the most regulated business in the world.
- Banks remain important source for career opportunities for people.
- It is vital system for developing economy for the nation.
- Banks can play a dynamic role in delivery and purchase of consumer durables.

Primary Data:-

The primary data has been collected personally by visiting all the department of Union Bank of India ,sonai.

Secondary Data:-

The secondary data has been collected from

- † Annual Reports and Journals.
- † The official website of Union Bank of India.

Need For the Project

Usually all persons want money for personal and commercial purposes. Banks are the oldest lending institutions in Indian scenario. They are providing all facilities to all to all citizens for their own purposes by their terms. To survive in this modern market every bank implements so many new innovative ideas, strategies, and advanced technologies. For that they give each and every minute detail about their institution and projects to public.

They are proving ample facilities to satisfy their customers i.e. Net Banking, Mobile Banking, Door to Door facility, Credit Card facility, investment facility, Demat facility, Loans and Advances, account facility etc. And such banks get success to create their own image in public and corporate world. These banks always accepts innovative notions in Indian banking scenario. like credit cards, ATM machines, Risk Management etc. So, as a student business management I take keen interest in Indian economy and for the banks are the main sources of development.

So this must be the first choice for development to select this topic. At this stage every person must know about new innovation, technology of procedure new schemes and new ventures.

Banking Industry Introduction



What is Banking?

The Banking Regulation Act 1949 defines banking as “According for the purpose of lending or investment, of deposits of money from the public repayable on demand or otherwise and withdrawal by cheque draft, order or otherwise”. In addition, banks also offer financial services, which include:

- Issuing demand draft & traveller’s cheque.
- Credit cards
- Collection of cheques, bill of exchange.
- Safe deposit lockers
- Custodian services.
- Investment and Insurance Services.

The business of banking is highly regulated since banks deal with money offered to them by the public and ensuring the safety of this public money is one of the prime responsibilities of any bank. That is why banks are expected to be prudent in their lending and investment activities.

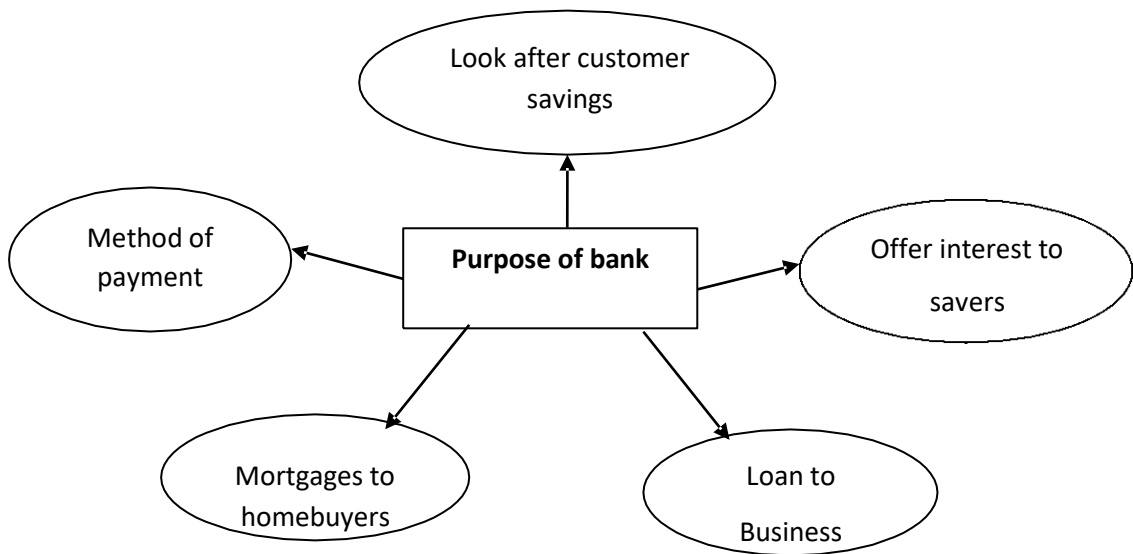
Every bank has a compliance department, which is responsible to ensure that all the services offered by the bank, and the process followed are in compliance with the local regulations and the Bank’s corporate police.

The major regulation and act governing the banking business are:-

- Banking Regulation Act, 1949
- Foreign Exchange Management Act, 1999
- Indian contract act
- Negotiable Instruments Act,1881

Bank lend money either for productive purpose to individual, firm, corporate etc. of for buying house property, cars and to her other consumer durables and for investment purposes to individuals and the others. However, banks so mot finance any speculative acidity. Lending is risk taking. The Depositor of banks is also assured of safety of their money by deploying some percentage of deposit in statutory reserves like SLR& CLR.

Purpose of Bank:



Banking System

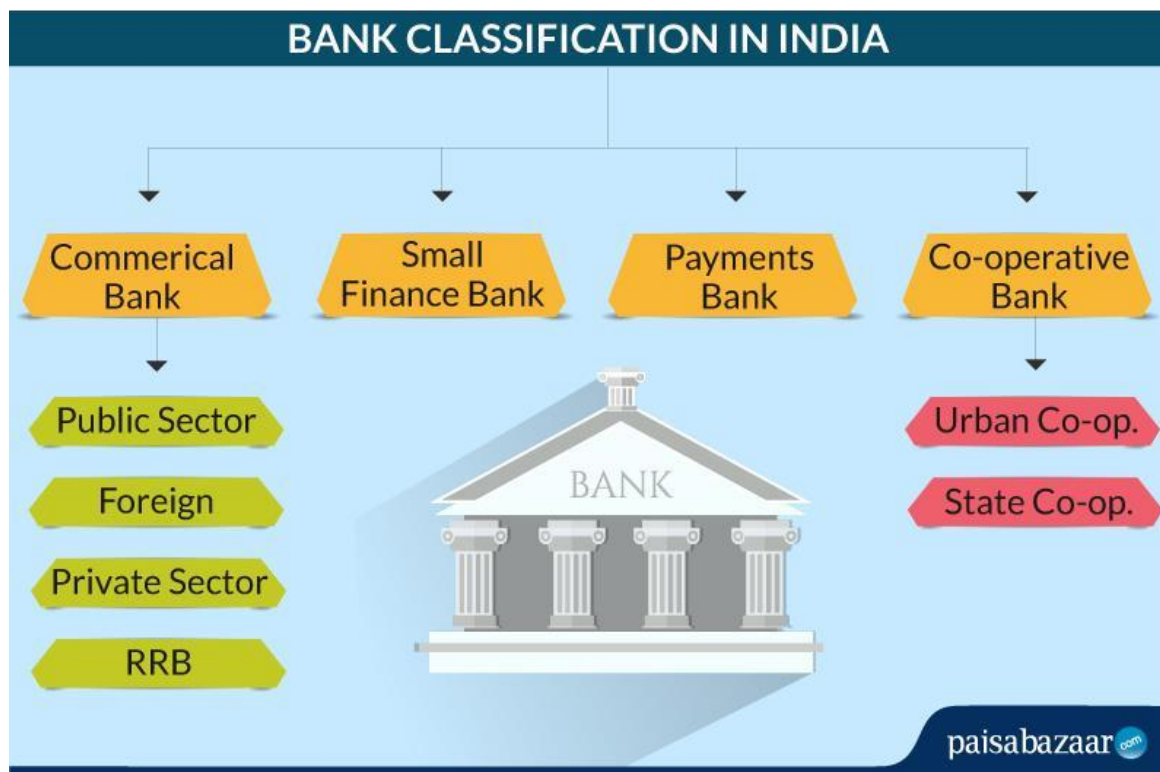
Banking system is an integral sub-system of the financial system. It represent an important channel of collecting small saving from the households and ending it to the corporate sector.

The Indian Banking system has the Reserve Bank of Indian (RBI) as the apex body for all matters relating to the banking system. It is the comucopia of Banks of Indian and bankers to all others banks as well.

Product & Services of Bank:-

- Deposits
- Account
- s ○ Loans
- Cards
- Insurance
- Cash Management
- Services ○ Mutual Funds
- Dema
t
- ATM
s
- E-Banking Or Online
- Banking ○ Remanitance service
- Bill Payment
- Services ○ Tax
payment Services
- Railway Tickets Booking
- Public Provident Fund (PPF).

Classification of Banks



1. Non-Schedule Banks

These are banks, which are not included in the second schedule of the Banking Regulations Act, 1965. It means they do not satisfy the conditions laid down by that schedule. They are further classified as back:

- Central co-operative banks and primary credit societies
- Commercial Banks

2. Schedule Banks

Must have paid-up capital and reserve of not less than Rs 50,00,000. They must satisfy the RBI that its affairs are not conducted in a manner detrimental to the interests of its depositors. These are further classified as follow:

- State co-operative Banks
- Commercial Banks.

Public Sector Banks in India

<u>Sr.No.</u>	<u>Banks</u>	<u>Sr.No.</u>	<u>Banks</u>
1.	Allahabad Bank	10.	Indian Overseas Bank
2.	Andhra Bank	11.	Oriental Bank of Commerce
3.	Bank of Baroda	12.	Punjab National Bank
4.	Bank of India	13.	Syndicate Bank
5.	Bank of Maharashtra	14.	Union Bank of India
6.	Canada Bank	15.	United Bank of India
7.	Central Bank of India	16.	Punjab & Sind Bank
8.	Corporation Bank	17.	UCO Bank
9.	Indian Bank		



Bank Profile



Type :	Public Sector Undertakings Enterprise
Traded as :	BSE: 5324477
NSE:	UNIONBANK
Industry :	Banking, financial services
Founded :	11 November 1919; 100 years ago
	Headquarters Mumbai
Key people :	ShriRajkiran Raj G. (MD& CEO) Gopal Singh Gusain& ManasRanjanBiswal(EDs)
Product :	consumer banking, corporate banking, Finance& insurance, investment banking mortgage loans, Private banking, wealth management.
Owner :	Government of India
Website :	www.unionbankofindia.co.in

History of Union Bank of India

Union Bank of India (Union Bank) was registered on 11 November 1919 as a limited company in Mumbai and was inaugurated by Mahatma Gandhi. At the time of India's independence in 1947, Union Bank of India had four branches- three in Mumbai and one in Saurashtra, in tread centres. By the time the Indian government nationalized Union Bank of India in 1969, it had 240 branches. In 1975, Union Bank of India acquired Belgaum Bank, a private sector bank established in 1930 that had itself merged in a bank in 1964, the Shri Jadeya Shankarling Bank (Bijapur, incorporated on 10 May 1948). Then in 1985 Union Bank of India acquired Miraj State Bank, which had been established in 1929, and which had 26 branches.

Union Bank expanded internationally in 2007 with the opening of offices in Abu Dhabi, United Arab Emirates, and Shanghai in the People's Republic of China. The next year, Union Bank established a branch in Hong Kong, its first branch outside India. In 2009, Union Bank opened a representative office in Sydney, Australia.

On 30 August 2019, Finance Minister Nirmala Sitharaman announced that Andhra Bank and corporation Bank would be merged into Union Bank of India. The proposed merger would make Union Bank the fifth largest public sector bank in the country with assets of Rs. 14.59 lakh core(US \$ 200 billion) and 9,609 branches. The Board of Directors of Andhra Bank approved the merger on 13 September.



List Of Directors Of The Board

Sr. No.	Name and Designation of the Director
1.	ShriKewalHanda Chairman & Part-Time Non-Official Director
2.	ShriRajkiran Raj G. Managing Director & CEO
3.	ShriGopal Singh Gusain Executive Director
4.	ShriDinesh Kumar Garg Executive Director
5.	ShriManas KumarGarg Executive Director
6.	Dr. Madnesh Kumar Mishra Government Nominee Director
7.	ShriArun Kumar singh RBI Nominee Director
8.	ShriRajiv Kumar Singh Chartered Accountant Director
9.	Dr. MadhuraSwaminthan Part-Time Non Official Director
10.	Dr. K. Ramesha Part-Time Non- Official Director
11.	Dr. Uttam Kumar Sarkar Shareholder Director
12.	Shir K. Kadiresan Shareholder Director
13.	Dr. Jayadev M. Shareholder Director

Branches Details of Union Bank of India

Union Bank of India is one of largest state owned bank in India. The bank has a strong network of **4,298** branches as of 30 June 2018. The bank has 28 extension counters, **60** Satellite offices and **48** services branches as of 30 June 2018 in addition to its regular bank branches.

UNION BANK OF INDIA has branches in 35 States

Sr. No	State Name	Sr.No.	State Name	Sr. No	State Name
1.	Andaman & Nicobar	13.	Himachal Pradesh	25.	Orissa
2.	Andhra Pradesh	14.	Jammu & Kashmir	26.	Pondicherry
3.	Arunachal Pradesh	15.	Jharkhand	27.	Punjab
4.	Assam	16.	Karnataka	28.	Rajasthan
5.	Bihar	17.	Kerala	29.	Sikkim
6.	Chandigarh	18.	Madhya Pradesh	30.	Tamil Nadu
7.	Chhattisgarh	19.	Maharashtra	31.	Telangana
8.	Daman & Diu	20.	Manipur	32.	Tripura
9.	Delhi	21.	Meghalaya	33.	Uttar Pradesh
10.	Goa	22.	Mizoram	34.	Uttarakhand
11.	Gujarat	23.	Nagaland	35.	West Bengal
12.	Haryana	24.	Odisha		

**UNION BANK OF INDIA has branches in 34 District of
MAHARASHTRA State**

Sr. No.	District Name	Sr. No.	District Name
1.	Ahmadnagar	18.	Mumbai
2.	Akola	19.	Nagpur
3.	Amravati	20.	Nanded
4.	Aurangabad	21.	Nandurbar
5.	Beed	22.	Nashik
6.	Bhandara	23.	Osmanabad
7.	Buldhana	24.	Parbhani
8.	Chandrapur	25.	Pune
9.	Dhule	26.	Raigad
10.	Gadchiroli	27.	Ratnagiri
11.	Gondia	28.	Sangali
12.	Hingoli	29.	Satara
13.	Jalgaon	30.	SindhuDurg
14.	Jalna	31.	Solapur
15.	Kolhapur	32.	Thane
16.	Kudus	33.	Wardha
17.	Latur	34.	Yavatmal

**UNION BANK OF INDIA has 17 branches in
AHMADNAGAR District of MAHARASHTRA State**

Sr. No.	Villages Name	Sr. No.	Villages Name
1.	Ahmadnagar(Main)	10.	Pravaranagar
2.	Chikhali	11.	Rahata
3.	Ghulewadi(Sangamner)	12.	Rashin
4.	Karjat	13.	Sangamner
5.	Kashti	14.	Savedi, Ahmed Nagar
6.	Khed	15.	Shirdi
7.	Kolpewadi	16.	Sonai
8.	Nimbgaon Gangarda	17.	Srirampur
9.	Pachegaon		

About the Branch

The branch is headed by the Branch Manager Mr. Prashant Kalapure. In the branch there are 5 officers, 3 Clarks, and 1 security grad are available.

The bank provide all type of Credit facilities like Fund- Based Credit and Non- Fund Based Credit. Fund- Based Credit includes Cash Credit. Term Loan and Working Capital Loan. Non-Fund Based Credit includes Letter of credit, Letter of Guarantee and Buyers Credit. The branch deals in acquiring the customers, getting limit sanctioned , documentation and monitoring process.

“ The Bank of first choice in our chosen area by building beneficial and lasting relationship with customers through a process of continuous improvement.”

Vision:

To become the bank of the first choice in our areas by building beneficial and lasting relationship with customers through the process of continuous improvement.

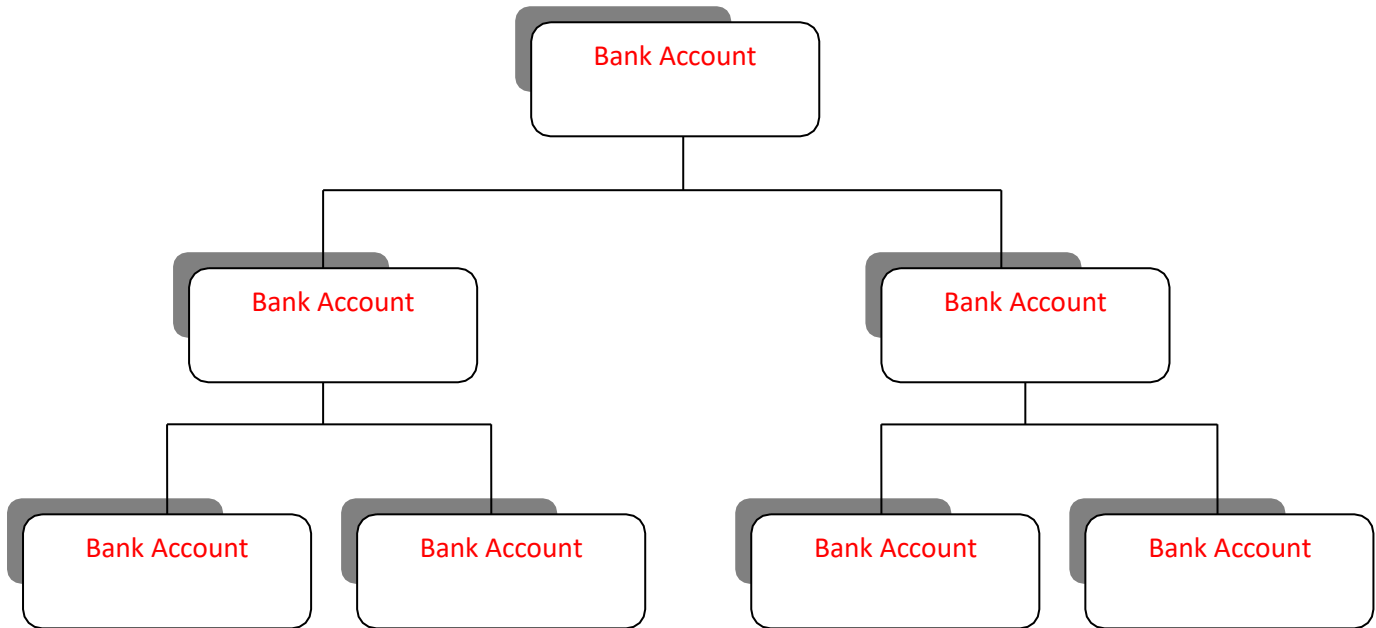
Mission:

Our corporate mission to gain market recognition inn chosen areas by building effective strategies. A logical extension of the vision statement is the Mission of the Bank, which is to gain market recognition in the chosen areas. To build a size able market share in each of the chosen areas of business through effective strategies in terms of pricing, product packaging and promoting the product in the market. To facilitate a process of restructuring of branches to support a greater efficiency in the retail banking field. To sustain the mission objective through harnessing technology driven banking and delivery channels. To promote confidence and commitment.

Core value:

- ❑ **Customer Focus:-** Relentless focus on understanding and fulfilling customer needs through superior service.
- ❑ **Innovation:-** /continually generate, validate and implement creative solutions to business challenges.
- ❑ **Meritocracy:-** Ensure a fair recruitment process and closely link recognition and reward to performance against goals, irrespective of personal relationships, gender, religion or ethnicity.
- ❑ **Integrity:-** Uncompromising financial and intellectual honesty to the organization and oneself with relationships based on mutual trust and openness.
- ❑ **Team-work :-** Willingness to share the glory of achievements as well as responsibility of failure.

Bank Accounts Types



DEPOSITS

OFFERED BY UNION BANK OF INDIA

1. SAVING ACCOUNT:-

† ELEGIBILITY:

Any Resident Individual- single Accounts, Two or more Individuals in joint Accounts, Illiterate Persons, visually Impaired persons, Purdanasheen Ladies, Minors, Associations, Clubs, Societies, etc. Trusts, Institutions/ agencies specifically permitted by the RBI.

† SALIENT FEATURES:

- Simplest deposit option available to the depositor.
- An Ideal option to cultivate the habit of banking and saving amongst the young generation.
- Easy to operate. Terms and conditions kept lucid to facilitate a layman's understanding.
- No hidden costs.
- Zero balance facility. A student can open Regular Saving Account with zero balance.
- Deposits are insured by DICGC.
- Interest @ 4% P.a. are being calculated on daily product basis from 01.04.2010 and will be credited four times in a year in Jan , April, July, Oct or at the time of closing the A/c.
- Any Where/Any Time Banking of yours choice as follows:
 - ✦ **Branch Banking.**
 - ✦ **ATM Banking.**

- ✦ Net Banking.
- ✦ Phone Banking.
- Provision for nomination.
- Jan Dhan Account - BSBDA, BSBDS

1. CURRENT ACCOUNT:-

A Current account is the most common type of bank account and it is suitable for **everyday use**.

It is the account which our income (wages or salary) will be paid, and out of which your monthly bills will be paid.

A current account is where you would get money from in a hurry and where you would pay in any cheques that you receive.

Banks rarely pay interest on this type of account, so they are **not meant for savings**. Union Current claim Account.

2. FIXED DEPOSIT ACCOUNT:-

† ELIGIBILITY:

Any Resident Individual – Single Accounts, Two or more individuals in Joint Accounts, Illiterate Persons, Blind persons, Purdanashen Ladies, Minors, Associations, Clubs, Societies, etc. Trusts, Institutions/ Agencies, Specifically permitted by the RBI eligible to open a “Fixed Deposit Receipt Account” in single /joint names.

† MINIMUM ACCOUNT:

Rs 10,000/- for FDR in Metro and Urban Branches and Rs. 5,000/- in Rural and Semi urban branches, and for senior citizens the minimum amount will be Rs. 5,000/- Minimum Amount criteria will not be applicable to Subsidy kept under GOVT Sponsored Schemes, Margin Money, earnest money and court attached/ ordered deposits.

† PAYMENT OF INTEREST : (Subject to applicable TDS)

Interest will be paid on quarterly basis and in case the date of interest payment falls on holidays then on the next working day.

† PROVISION FOR

NOMINATION: Nomination of are available.

RATE OF INTEREST:- Rate of Interest differs from depending upon tenure of the deposits and as and when the Bank charges the Rate.

Senior citizens are offered additional interest of 0.50% for deposits placed for 1 year and above period.

3. RECURRING DEPOSIT ACCOUNT:-

† ELGIBILTY

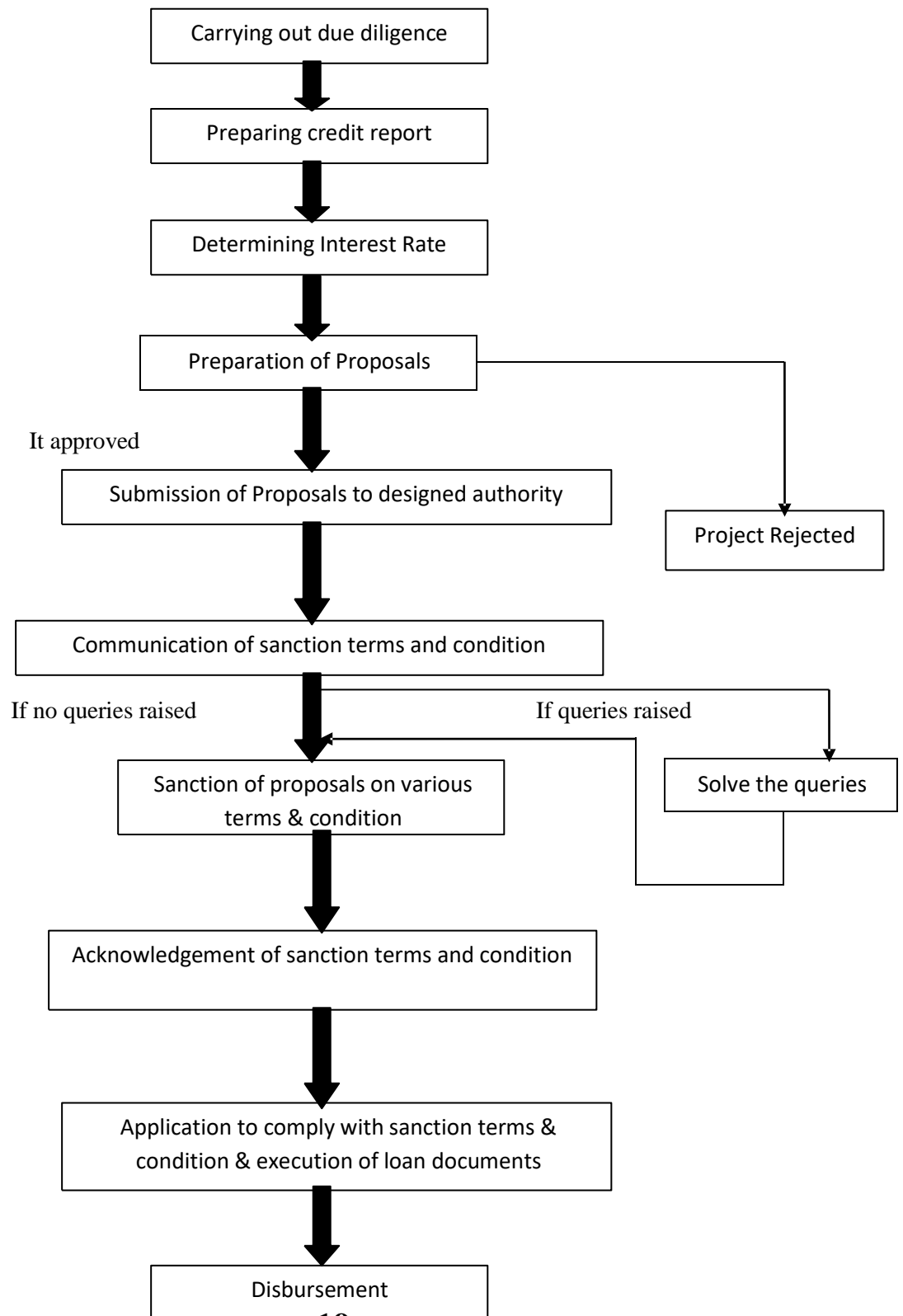
Any Resident Individual- single Account, Two or more individuals in Joint Accounts, Illiterate Persons, visually impaired persons, Purdanasheen Ladies, Minors, Associations, clubs, Societies, etc. Trusts, Institutions/ Agencies specifically permitted by the RBI eligible to open a “Cumulative Accounts” in single / joint names.

† SALIENT FEATURES:-

- Monthly instalments can be for any amount starting from as low as Rs. 50/- onwards.
- An account can be opened for any period ranging from 6 months to 120 months, in intervals of 3 months.
- Interest at the permissible rate is compounded every quarter.

Operation and production

Loan disbursement and work flow chart of industrial finance branch of Union Bank of India.



Schemes / Services of Union Bank of India

DEBIT CARD

Debit Card Charges:-

Debit card is an instrument that can be used to:

- Avail banking services such as cash withdrawal, balance enquiry, value added services viz. fund transfer, mobile recharge, tax payment etc., from ATM round the clock.
- Make payment to merchants through POS terminals and through online mode.
- Debit cards are accepted at all the ATMs and merchant establishments across the globe displaying VISA/ Master Card/ Repay logo. Debit cards can also be issued for domestic transactions alone. Debit cards are issued only to bank account holders. With increasing technology adoption Debit Cards can be used for many other purposes like access card, customer validation etc.

Features of Union Bank Debit Card:-

- Green PIN facility (No PIN mailer is required).
- Multiple account access- customer can access three accounts linked to a single cards.
- Add-on cards are issued in case of Joint Account.
- Secure online transaction are available through unsecure registration.
- Cash withdrawals are possible at specified merchant locations.
- Free insurance is available against accidental death.(Rs 2 Lac)
- 24x7 access to call centre to hotlist the debit card.
Customer can also hotlist their debit card through SMS, Mobile Banking and internet Banking facility.

How to Apply:-

- Union bank of India issues Debit card as part of ready the kit at the time of account opening and the cards get activated after its first use for withdrawal at ATM.
- Existing account holders without Debit Cards can download and fill the form and submit it at the nearest branch to get a Debit Card.
- Customer can contact the nearest branch for add-on card or linking additional accounts to the Debit Card.
- Online debit card application facility is provided in Bank's corporate website for the customers who does not have active card.

Service Charges:-

Charges for 1 st year of usage	Nil
Charges for subsequent year to be charges and Manually from the date of card issuance.	For other than waived accounts as above. Classic - Rs. 100+ GST Platinum - Rs. 125 + GST Signature -Rs. 150 + GST Business - Rs. 200 + GST
Card Reissuance upon loss/ damage etc.	Rs. 100 + GST
Generation of physical debit card PIN dispatched to branch.	Rs. 50 + GST
Cash withdrawal at other Bank's ATM	Financial transaction Rs. 20/- + GST Non Financial Transaction Rs. 8/- + GST All International financial Transactions Rs. 125 + GS All International non financial transactions Rs. 35 + GST
Currency conversion charges for international financial transaction amount.	2.5% of transactions amount.

Steps for creating Green PIN:-

- Go our bank's ATM, insert your card and select SET ATM GREEN PIN option in language selection screen.
- Select GREENRATE OTP option, you will get the OTP on registered mobile number.
- Again insert your card and select SET ATM GREENPIN option, and then select VALIDATE OTP.
- Enter OTP which has been received on your registered mobile number.
- Enter NEW PIN two times.

CREDIT CARD

Union bank Credit Card offers you a hassle free and secured shopping experience at an assortment of outlets and websites around the globe.

This card can also be used for cash withdrawals at ATM centres.

Features of Union Bank of India Credit Card:-

- ✦ No joining fee and annual/ renewal charges.
- ✦ Attractive reward points and redemption program, no point redemption charges. ✦ Attractive spending limit is 20% of the annual gross salary.
- ✦ Lowest interest rates and maximum free credit period up to 50 days. ✦ Authentication for all domestic online transactions.
- ✦ EMI scheme for the period of 3/6/9/12/18/24 months at attractive interest rate.

GIFT CARDS

Next time you come across the dilemma of what to gift your dear ones, then don't forget to get hold of the Union Bank Gift Card. Union Bank Gift cards give the recipients the flexibility to make purchases of their choice at their favourite store.

Features & Benefits of Union Bank Gift Cards

- **Flexibility:-** Recipients can use the Union Bank Gift Card at a wide variety of locations accepting Visa Cards, including restaurants and entertainment venues.
- **Convenience:-** Recipients can choose where they want to use the card. Person who is giving gift doesn't have to go from store to store looking for the right gift.
- **Security :-** A Gift card eliminates worries of losing a paper gift certificates, cheque or cash.

Charges & Fees:-

- Gift Card can be obtained for any amount between Rs. 500 and Rs 50,000 and can be used in India before the expiry date embossed on the card.
- It cannot be used to withdraw cash at ATMs.
- Each Gift Card is issued at a price of Rs. 50/- each.

UNION FAMILY SAVING SCHEME

Bank Together, Gain Together. Yes at Union Bank of India, banking together has become even more rewarding. Presenting, the Union Bank's Family Saving Scheme which is especially designed to meet all the banking requirements of your family members under one roof.

What you need to do is to open the accounts of all the family members & link them together as a group, to enjoy the flexibility of balance maintenance. The free facilities are the e based on the collective balance maintained by the family as a whole Thus, all your family member become eligible to enjoy the privileges.

Features & Benefits:

1. Minimum 2 & maximum 6 family members (accounts) can form a group under this scheme. Customers having multiple SB account with us can also club all his/her accounts under this scheme along with other family members.
2. Family members include Grand Parents, Father, Mother, Brother , Sister , Son, Daughter.
3. The group as a whole will have to maintain Average Quarterly Balance (AQB) of Rs. 1 lakhs in SB accounts OR Rs. 10 lakhs in the Term Deposit accounts in order to avail the benefits. However, for new account opened & grouped under this scheme, the combined SB balance has been kept at Rs. 50,000.
4. Free facilities starts from day one. The Facilities can be enjoyed by any member (account) of the family in the group.
5. Clubbing the accounts belonging to the family members is for the identification of the group and for arriving at the average quarterly balance only. The individual accounts will be operated ,family member). Secrecy and confidentiality of the individual accounts will not be compromised in any case.

Features	Facilities
A) Cheque Book & Remittances	
Personalized Multicity Cheque Books per year	2 Books per account
NEFT/RTGS	Unlimited Free
Free Demand Draft/ Pay Order	up to Rs. 20,000 Per Account Per Month
B) International Debit cum ATM Card Facility	
ATM cum Debit Card	Free No issuance Charge.
ATM Withdrawal	Rs. 25,000 Per Day
Shopping Limit- POS	Rs. 25,000 Per Day
Combined Limit (ATM+POS)	Rs. 50,000 Per Day
C) No Annual Maintenance Charge For Debit Cards	
Internet Banking (Fund Transfer+ Bills Payments)	Free
Pass Book/ Account Statement	Free
D) Add On Facilities	
SMS Alerts	Free

KISAN CREDIT CARD

1. Kisan Credit Card is provided with the following objectives :-

- The short term credit requirements for cultivation of crops.
- Post of harvest cost.
- Produce marketing loan.
- Consumption requirements of farmer household.
- Working capital for maintenance of farm assets and activities allied to agriculture, like dairy animals, inland fishery etc.
- Investment credit requirement for agriculture and allied activities like pump sets, sprayers, dairy animals etc.

Eligibility:-

All Farmers – Individuals / Joint borrowers who are owner cultivators.

Fixation of credit limit/ Loan amount:-

- a) All farmers other than marginal farmers.

For first year :- Farmers raising single crop in a year (scale of finance area cultivated + 10% of limit towards post harvest/ house hold / consumption needs+ 20% of limit towards repairs and maintenance expenses of farm assets+ crop insurance, PAIS and assets insurance.

For subsequent years :- First year limit plus 10% of the limit towards cot escalation/ increase in scale of finance for every successive yea and estimated term loan for the tenure of kisan credit card.

Fixation of Sub-limits

The card limit is bifurcated into separate sub limits for short term cash credit limit cum savings account and term loans, due to difference in interest rates, repayment schedule and norms.

b) For Marginal Farmers:

A flexible limit of Rs.10,000 to Rs.50,000 be provided (as Flexi KCC) based on the land holding and crops grown including post harvest warehouse storage related credit needs and other farm expenses, consumption needs, etc., plus small term loan investments like purchase of farm equipments, establishing mini dairy/backyard poultry as per assessment of Branch Manager without relating it to the value of land. The composite KCC limit is to be fixed for a period of five years on this basis.

Repayment Period:

The repayment period may be fixed as per anticipated harvesting and marketing period for the crops for which loan is granted. The term loan component will be normally repayable within a period of 5 years depending on the type of activity / investment as per the existing guidelines applicable for investment credit.

Margin:

For crop loans, no separate margin. For term loan component, margin will be:

Up to Rs. 1 Lac – Nil.

Above Rs 1 Lac – 15%.

Security:

Up to Rs. 1.60 Lac- Hypothecation of crops.

Lacs, mortgage of land and/ or third party guarantee in addition to hypothecated crops/ assets. In states where banks have the facility of online creation of charge on the land records, the same shall be ensured.

Documentation:

Therefore documentation will be done by the bank only for maximum limit so that there is no need of documentation during the validity of account.

Where the validity period of KCC is 5 years, there might be a legal requirement to renew the account by taking a fresh letter from the farmer before expiry of 3 years.

UNION GREEN CARD

Union Green Card is provided to meet working capital requirements of farmers for cultivation of crops. Under this loan, investment credits like minor irrigation, farm mechanization, etc. and allied activities to agriculture are provided. Besides, to meet other consumption needs such as education, consumable items, medical expenses, etc. up to 25% of the limit are available at or Rs.50, 000/-, whichever is lower.

Objectives:

To meet crop cultivation, medium term loans for minor irrigation etc. and allied activities and consumption expenses.

Eligibility:

- Farmer eligible to avail loans under conventional crop loan.
- Not being defaulters to any credit institution.
- Owners, cultivators, tenants, lessee farmers with recorded occupancy rights or farmers with ancestral/ perpetual rights, oral tenants.

Loan amount:

- | | |
|--|------------------------|
| <input type="checkbox"/> Up to 1 acre or equivalent land | - Rs. 20,000/- maximum |
| <input type="checkbox"/> Above 1 acre and up to 3 acres | - Rs. 75,000/- |
| <input type="checkbox"/> Above 3 acre and up to 6 acres | -Rs. 2 Lac |
| <input type="checkbox"/> Above 6 acre and up to 8 acres | -Rs. 3 Lac |
| <input type="checkbox"/> Above 8 acre | -Rs. 3 to 5 Lac |

Lower limits can be sanctioned in each category, based on requirements.

Margin:

- | | |
|---------------------|-------------|
| Up to Rs.1,00,000/- | Nil. |
| Above Rs.1,00,000/- | 10% to 15%. |

Interest Rate :

- | | |
|---|--------|
| <input type="checkbox"/> Up to Rs. 50,000/- | 8.75% |
| <input type="checkbox"/> Above Rs. 50,000/- up to Rs. 2 Lac | 9.00% |
| <input type="checkbox"/> Above Rs 2 Lac up to Rs. 5 Lac | 10.75% |
| <input type="checkbox"/> Above Rs. 5 Lacs | 12.75% |

(Rates are subject to change)

Processing Charges :

- | | |
|---|---|
| <input type="checkbox"/> Up to Rs. 25,000/- | - Nil |
| <input type="checkbox"/> Above Rs. 25,000/- up to Rs. 2 Lac | -Rs. 250 per proposal |
| <input type="checkbox"/> Above Rs. 2 Lac to Rs. 10 Lac | - 300 per Rs. 1 Lac |
| <input type="checkbox"/> Above Rs. 10 Lac to Rs. 1 crore | - Rs. 200 per Rs. 1 Lac(minimum Rs. 2500/-) |
| <input type="checkbox"/> Above Rs. 1 crore | -Rs 100 per Rs 1 Lac (min. Rs. 15,000 to max Rs. 5 Lac) |

Security:

- | | |
|---|---|
| <input type="checkbox"/> Up to Rs 1,60,000/- | - Hypothecation of assets/ crops be taken. |
| <input type="checkbox"/> Above Rs. 1,60,000/- | - Mortgage of land and / or third party guarantee be taken in addition to hypothecation of assets/ crops. Value of land not to be less than amount of the loan. |

Repayment:

- From 3 to 15 years (to coincide with harvesting of crops/ marketing of produce). Crop production:- 12 months for normal crops/ 18 months for long duration crops or harvesting whichever is earlier. UGC can be operated as a cash credit account.
- For Term Loans (consumption and development) – 3 to 5 years.

DIGITAL BANKING

- † Internet Banking.
- † App Banking.
- † ATM Banking.
- † SMS Banking.
- † Self Service Banking.

Internet Banking:

Union Bank of India offers its customers the facility of internet banking service. With our internet banking service you can carry out banking activities from the comfort of your home/office with only your mouse. Using your internet banking ID and Password, you can view your Union Bank accounts/ do transactions online 24x7 without any hassle. You can transfer funds online to accounts maintained with any bank in India. You can also access all your Union Bank accounts from all around the world 24x7.

Features & Benefits

- Account/s transaction details.
- Viewing/ Printing of account statement.
- Transfer of funds in own/ third party accounts in India through NEFT/RTGS.
- Direct/Indirect Tax payments.
- Utility bill payments like electricity bills, telephone bills, insurance premium payments, mutual fund payment, credit card payment etc.

Eligibility:

Customer should have at least one operating account with a Union Bank branch.

How to apply:

- Individual customers possessing ATM cum debit card may create internet banking user id and passwords through our self user creation module on our website. This is a very convenient, easy, and quick method.
- To above user may even reset/generate the passwords on their own, without needing to involve the bank branch, through our self reset password module with the same ease.
- Corporate customers should apply through the branch using the internet banking application format for viewing and transaction facility.

Service Charges:

- Absolutely free of charge for users creating passwords through the self user creation & reset password modules.
- Charges application as below when password is sent in printed form to the retail/corporate users Rs. 150/- postal charges (flat) and Rs. 30/- per password Rs.250/- postal+ password printing charges (flat) per corporate user.

App Banking:

UMobile- a milestone in banking field-provides the customers a secure and convenient means of banking and commerce from anywhere anytime. Customers can check their account balances, take a mini-statement, transfer money to Union Bank accounts, other banks, make temple donation, KVS fee payments, stop cheques, know cheque status, know branch/ ATM locations and even request bank for cheque books, all this on press of button on mobile. The services are available both on SMS and GPRS. U Mobile is a secured payment channel since the customer does not compromise with information like the debit card number or pin. So what are you waiting for ! Explore U Mobile and also refer it to your friends.

Features & Benefits:

- Balance enquiry.
- Mini statement (Last Nine Transactions)
- Fund Transfer
- Within the Bank
- 1) Mobile to Mobile between two registered customers
- 2) Mobile to Account (to any account in Union Bank)
 - To other Banks (Using NEFT platform)
 - IMPS fund transfer using Mobile No. and MMID
 - Mobile Recharge
 - Feedback and Complaint

To cater to needs of customers with low end handsets or a non Smartphone, these services are also provided through SMS based mobile banking service.

How to apply:

Any Union Bank Debit Card holder can avail the Mobile Banking facility t any of our ATMs or on our website or through branch or through sin up option in the itself.

INSURANCE

LIFE INSURANCE

A corporate agency tie-up with Star Union Dia-ichi Life Insurance Co. Ltd (SUD Life), a Life insurance joint venture of bank of India, Union Bank of India &Dia-ichi Mutual Life Insurance co. Japan has launched a wide range of life insurance products catering to the needs of different Customer Groups. This venture distributes the following products of the SUD Life insurance company.

1. Dhan Suaksha:-

This is a Unit Linked Endowment insurance plan which provides Death benefit when death occurs within the term of the policy, maturity benefit if thee policy holder survives the term of the policy.

This policy comes with 2 riders which provide cover against accidental death or permanent disability and cover against critical diseases.

The premium (after recovering allocation charges, insurance premium etc.), which is the net investment amount will be invested in 4 available fund type y, bond fund, debt fund, as per choice of the customer.

The plan is useful for creating wealth by way of regular savings (yearly / half-yearly / quarterly / monthly) for a longer period i.e. 10 to 20 years with life cover by way of insurance. Minimum term of the plan is 5 years and maximum 40 years.

Benefits:-

- On maturity the accumulated funds will be paid to the policy holder.
- In the event of any untoward incident to the life of the policy holder the accumulated funds in his policy account or sum assured whichever higher will be payable to nominee.

2. Jeevan safar:

Jeevan safar is a unique combination of traditional endowment and whole life plans, which provides death benefit and also survival benefit to the policy holders. A combination of savings & insurance schemes.

It is available for people between 18 to 70 year of age with the minimum coverage of Rs. 50,000 and no limit on the maximum coverage.

On maturity, sum assured with accrued bonus & loyalty addition will be payable to the policyholder. There after, the risk cover will continue up to the age of 99 years. In case of any untoward incident to the life of the policy holder (after maturity), the sum assured will be payable to the nominee.

It provides an option to attach Accidental Death & Total and Permanent Disability benefit rider as well as critical illness benefit ride.

It also offers Grace period option and reinstatement option to the policy holders. Income tax benefits are available on this plan as per the current income tax laws.

GENERAL INSURANCE

1. Non life insurance:-

UBI alone with NIACL provides a wide range of products in commercial/ industrial as well as personal line of insurance to facilitate various options for different customer groups to fulfil their requirements.

Bank distributes commercial/ industrial policies covering:

- Stock in Tread
- Plant and Machinery
- Goods in Transit
- Buildings
- Office Equipment
- Milch Animals
- Agriculture Machinery & Implements etc.

In addition to the above list, Bank also distributes personal line of products such as:

- House holders policy
- Medi-claim policy
- Personal accident policy
- Motor policy

2. Religare Health Care:-

With Religare health insurance plan's comprehensive coverage, speedy claim settlements and much more, you can be rest assured you will be worry-free 'hamesha' and get industry's best features.

How we make a sensible buy for you –

'Care'- Health insurance policy has unique features like –

- Cashless treatment at 2800+ hospitals & Daily allowance.
- Auto recharge of your policy sum insured, if exhausted.
- Get health check-ups for insured members, every year.
- Vail treatment anywhere in the world
- No claim-based loading & No maximum entry age limit.
- Largest list of day care surgeries covered.
- No paperwork rap. Buy & get policy online.

3. Mediclaim Insurance:-

Mediclaim Insurance product in tie-up with The New India Assurance Co Ltd., which will provide the insurance cover.

Scheme available for Union Bank Customers, irrespective of the fact whether they are maintaining SB/CD/Deposit Account or having Demat, Borrower Account, Debit Card and Credit Card.

Group floater insurance for a family of maximum four persons (customer, his/her spouse and two dependent children). Entry up to 65 years age and it can be renewed up to the age of 80 years.

Sum assured is offered in the range of Rs. 50,000/- per family, as per the insured's desire. Very competitive premium due to group-floater nature of the product. Premium paid under this policy will be eligible for deduction under section 80D of income tax Act.

CHEQUE BOOKS

Multi city cheque book

Bank issues Personalised Cheque book to all its customers which are payable at par at all branches of the Bank in India, called as Multi City Cheque.

With the Multi City Cheque Books, you can withdraw funds by yourself as well as make payment to people in cities other than at City/ Town where you maintain an account.

Benefits:-

- Withdraw cash from any of our branches across India upto Rs 1.00 Lac per day.
- No need to purchase demand draft thereby savings in time and cost.
- Your business associates across India can receive immediate payment through local clearing, thereby saving collection charges. If they maintain an account with us, they will receive instant credit.
- Payment of your utility bills i.e. for electricity, telephone, maintenance etc. for an office/home at an outstation centre can be made through Multi City Cheque.

*** CYBER SECURITY***

Anydesk App warning : How debited once the collect request is approved/ fraudsters may lure you

After the Reserve Bank of India(RBI) warned banks and customers against the use of AnyDesk App, the Union Bank is also warning its employees about the same. In personal messages to Union Bank employees, the bank has informed, 'Do not download "ANYDESK" from Playstore or any other source, which fraudster can use to take control of your mobile device and carry out transactions.

- You may receive a phone call from a fraudster, who will claim to be a representative from a tech company/bank offering to fix issues in your smartphone or mobile banking apps.
- The fraudster will then lure you to download a mobile app like 'AnyDesk' from Play store or App store, which can provide him with remote access to your mobile.
- Post the installation of the app(in this case 'AnyDesk') ,a 9- digit code will be generated, which the fraudster will ask you to share.
- Then the fraudster will further ask you to grant him certain permissions. Once granted, the fraudster is now in control of your mobile device.
- Further, Mobile Banking credentials and PIN are vished (stolen) from you and the fraudster can now choose to carry out financial transactions from your mobile app which was already installed.
- The fraudsters also forward one SMS to you and advise you to forward it to a specific mobile number from your phone. On the basis of this, the fraudster is able to link/register your mobile number/ account with UPI on his own mobile device.
- The fraudster subsequently seeks confidential account related credentials like Debit Card number, PIN, expiry date, OTP and sets the MPIN which is then used to authenticate transactions.
- Sometimes, the fraudsters could also send "Collect request" to your BPA and ask you to approve/ authenticate it on the respective UPI apps to get reversal/ refund in your account, you approve the request by authenticating the transaction with MPIN[which is only known to you] but you might end up losing money since your account gets debited once the collect request is approved/ authenticated.

Do's and Don'ts you should follow:

- Be alert to fraudulent calls (vishing) that ask you to download apps or share confidential information (disconnect such calls immediately).
- In case you have already downloaded "AnyDesk" app and it is no longer required, uninstall it.

Immediately:

- Please enable app-lock on your payment or mobile banking related apps.
- Report any suspicious activity at your nearest Bank Branch/ genuine customer care number only.
- Do not share your banking passwords or store them in your mobile handset.
- Do not share your other sensitive financial details on call such as UPI PIN / MPIN, Debit/ Credit Card, CVV, expiry date, OTP, ATM PIN, bank account details, etc.
- Don't allow a stranger to guide you to install a mobile app; through App store / play store, or instruct you to change the setting of your mobile.
- Do not rely on customer service numbers of various merchants/ entities/ banks etc. retrieved via. Google search, since they can be fake.
- Do not forward any unsolicited SMS received on a request of so-called representative from a tech company /bank.

LOANS

PROVIDED BY UNION BANK OF INDIA

Housing Loan Scheme:-

Purpose

- ✦ Purchase of house / flat/
plot ✦ Construction of house /
flat
- ✦ Repairs/ improvement / extension
- ✦ Repayment of loan taken from other

institution Eligibility

- ✦ Indian citizens not below 21 years
- ✦ Singly or jointly with other co- owners
- ✦ Individuals employed / self employed in business /

professional Quantum of loan

- ✦ Maximum 4 times gross/ 5 times net annual income.
- ✦ Maximum Rs. 50 Lacs (depending on repayment
capacity.) ✦ No max. ceiling in case of major 'A' class cities.
- ✦ Maximum Rs. 10 Lacs for

repairs. Margin

- ✦ 15% for purchase/ Construction /

Repairs. Repayment

- ✦ Moratorium up to 18 months.
- ✦ Convenient and flexible EMIs through (Stepup / Filp / Baloon) method.
- ✦ Maximum period should not exceed 20 years for construction/ purchase of house /
flat and 10 years for repairs.
- ✦ Union Awas – 15

years. Rate of interest

- ✦ Low, competitive, interest charged on monthly reducing
balance. ✦ Both fixed & floating rate of interest available.

Processing Charges : 1 %

Payment penalty: Nil.

Security

- ✦ EM or Simple of mortgage of house/ flat.
- ✦ No interim security wherever tie up arrangement is there between borrowers bank &

INCOME TAX BENEFITS

Presently, Interest on capital borrowed for construction/ purchase of property for self- occupation is exempt from Income Tax up to Rs. 150,000/- under Sec 24 of IT Act. Rebate on Rs. 20,000/- of principle repayment under Sec 88 of IT Act is also available.

(Subject to modification as per Finance Act.)

Vehicle Loan Scheme :

Eligibility:

- ✦ Individuals of the age 18 years and above.
- ✦ Permanent/ Confirmed staff of state/ Central/ PSU/ Pvt. Co. etc.
- ✦ Having regular business income or salary.
- ✦ Professional & Self employed individuals who is an IT assessee.
- ✦ Person engaged in agriculture and allied activity.
- ✦ Firms/ Companies having valid

registration. **Purpose**

- ✦ For purchase of new two/ four wheelers, for personal or professional use.
- ✦ For purchase of second hand cars upto 5 years old.

Quantum of loan

3 times the net income/ net annual salary subject to a maximum of Rs. 10 .

Margin

- ✦ 20% of the cost in case of new vehicle.
- ✦ 50% for old vehicle.

Repayment

- Up to 60 equated monthly installments(non tie up) .
- Up to 84 equated monthly installments(under tie up) .

Rate of interest

- ✦ Low and very competitive. Int. charged on monthly reducing balance.
- ✦ 1/ 2% discount for group borrowers.

Security

- ✦ Hypothecation of vehicle
- . ✦ Personal guarantee.

Education loan scheme:-

Eligibility

- ✦ Should be an Indian National.
- ✦ Should have secured admission to the relevant course.
- ✦ Parent's income should not exceed Rs. 2.50 lac/ year under RBI 2% subsidies

scheme. **Purpose**

Financial assistance to deserving / meritorious students for pursuing higher studies in India or abroad.

Quantum of loan

- ✦ Maximum Rs. 7.5 lacs for study in India.
- ✦ Maximum Rs. 15 lacs for study abroad.

Margin Money

- ✦ Up to Rs. 4 lacs : Nil.
- ✦ Above Rs. 4 lacs : For studies in India 5%. For studies abroad 15%

Repayment

✦ 5 to 7 years after completion of course. **Collateral Security**

✦ Up to Rs. 4 lacs: Nil.

✦ Above Rs. 4 lacs : Collateral security equal to 100% of loan amount (or) 3rd party guarantee of sufficient means acceptable to the Bank.

Processing charges : Nil.

Rate of Interest

✦ Up to Rs. 4 lacs : BPLR (i.e.) 10.75%.

✦ Above Rs. 4 lacs : BPLR+ 1% (i.e.) 11.75%.

✦ RBI interest subsidiary scheme: BPLR. 2% (i.e.) 8.75%. (Max. loan eligibility Rs. 4.00 lac only).

INCOME TAX BENIFITS

Under Sec. 88 of IT Act. Rebate on college fees paid up to a max. of Rs. 24,000/- for 2 children @ max. Rs. 12,000/- per child / per year.

Crop Loan:

The crop loan is provided to meet all expenses involved in raising a particular crop including various agronomic

Eligibility:-

Farmers cultivating owned/Registered leased lands/share croppers.

Quantum of loan:-

As per the scale of finance fixed by the Technical Committee of each district. [Depending on merits of each case, branches may sanction crop Loans 35% more than the scale of finance fixed by district technical committee.

In other cases where scale of finance is not specified, the branch will work out the credit requirements of the farmer.

Margin, I.E. YOUR SHARE:-

Where loan limit is fixed based on scale of finance approved by Technical Committee, irrespective of loan amount - Nil

For others: [where scale of finance is not approved]

Up to Rs. 1,00,000/- - Nil

Above Rs.1,00,000/- - 10% to 15%

Repayment:-

Repayment period will be less than one year for all crops except in the case of long duration crops such as Sugarcane [adsali], Pineapple, Bananaetc where it will be 12-18 months.

Security:-

Up to Rs. 1,60,000/- DPN, Hypothecation of assets created and crops.

Over Rs. 1,00,000/- DPN, Hypothecation of assets created and crops, mortgage of land &/or third party guarantee.

All eligible crops will be covered under [Pradhan Mantri Fasal Bima Yojana]

Gold Loan:-

Union Gold Loan provides alternate source of credit to needy farmers as well as individuals.

Eligibility:-

All individuals are eligible to avail loan under this scheme.

Quantum of loan:-

Priority sector :-Maximum upto 20 Lac.

Non-Priority Sector: Maximum up to Rs.10. lacs.

Personal Loan:-**Purpose:-**

There are many among us who might be facing difficulty in purchasing goods by paying a lump sum amount. But we would be comfortable paying small instalments on a monthly basis. The Union Personal loan plays an important role here. It helps you to avail loan to meet personal expenses such as purchase of consumer durable etc.

Eligibility:-

Tie-Up	Non Tie- Up
Permanent/ confirmed employees of reputed private institutes/organization in India. These organizations/institutes should be operating within the jurisdiction of respective ZLCC. Applicant may or may not maintain salary account with us.	Permanent/ confirmed employees of reputed private institutes/organization in India. The applicant should be customer of the bank for at least 6 months prior to considering the loan proposal. Applicant should necessarily maintain salary account with us.

Quantam:-

Tie-Up	Non Tie
Maximum of Rs. 10 lakh	Maximum of Rs. 5 Lakh(New/First time borrowers) Maximum Rs. 10 Lakh(Existing borrowers with a satisfactory repayment record of 2 years).

Margin:- Nil.

Processing Charge:-

0.50% of the loan amount, subject to a minimum of 500, plus GST.

Repayment Tenure:-

The maximum repayment period will be earlier of the following two-

5 years (60 months).

1 year prior to retirement.

Business Loan:-

Union Bank of India supports micro, small and medium enterprises (MSMEs) through its wide array of business loan schemes. Union bank business loan interest rate depends on the loan scheme, credit profile of the applicant and other such factors. Let us delve into various types of business loans that the bank offers its customers.

Interest Rate:- 9.50% p.a. – 14.80% p.a.

Loan Amount:- up to 25,00,00,000

Tenure:- up to 10 years.

Type of Loan:- Pledged.

How to apply:-

To avail the business loan from Union Bank of India. Visit the Soani branch office. Or you can apply from the comfort of your home through the online process.

Non - Performing Assets (NPA) of Union Bank

Union Bank of India has reported a divergence in the reporting of net NPAs at Rs. 998.70 Crore for FY 19. According to release filed with the exchanges, its divergence in the reporting of gross NPAs stood at Rs 589 crore, which is approximately 0.2 percent of the book.

Union bank of India posted a divergence for the provisioning of non-performing assets (NPA) for FY 19 at Rs 1,587.7 Crore and a loss of Rs 2,947 Crore in FY 19. The loss with RBI's provisioning stood at Rs. 3,978 Crore.

Financial:

Year result of union bank	Mar 19
1. Gross NPA	48,729.15
2. Net NPA	20,332.42

Financial performance of Union Bank of India

Bombay Stock Exchange (BSE)-

Rs 44.40

0.20 | 0.45% 

Open (Rs)	Prev. Close (Rs)
44.20	44. 20.
Turnover (Rs Lac)	Day's Vol. (Shares)
323	5,60,597
Day's Range(Rs)	
43.65	44.75

National Stock Exchange (NSE)-

Rs. 44.20

0.00 | 0% 

Open (Rs)	Prev. Close (Rs)
43.90	44.20
Turnover (RsLac)	Day's Vol. (Shares)
1,056	23,89,438
Day's Range (Rs)	
43.70	44.80

Union Bank of India Share Price Updates:

Union Bank of India share price moved down by -8.04% from its previous close of Rs 40.40. Union Bank of India stock last traded price is 37.15.

Bank of India Share price	Value
Today/ Current/Last	37.15
Previous Day	40.40

Union Bank of India, incorporate in the year 1919, is a banking company (having a market cap of Rs 20559.20 Crore).

Union Bank of India key products / Revenue Segments include interest & Discount on Advances & Bills which contributed Rs 23771.92 Crore to sales value (69.78 % of total sales), Income from investment which contributed Rs 90003.34 Core to sales Value (26.42% of Total Sales) and interest which contributed Rs.90.12 Core to sales) for the year ending 31-Mar-2019.

For the quarter ended 31-12-2019, the company has inter reported a consolidated interest income of Rs.6452.83 Core, up 2.83% from last quarter interest income of Rs.6275.48 Core and up 7.57% from last year same quarter interest income of Rs.59.98.84 Core. The bank has reported net profit after tax of Rs. 553.23 core in latest quarter.

Valuation

□ Market Cap (Rs Cr.)	18,856.53	● Market Lot	1
○ P/E	-	○ Industry P/E	172.88
○ Book Value (Rs)	54.25	○ EPS(TTM)	-
○ Dividend(%)	0.00	○ P/C	-
□ Price/Book	0.68		
○ Dividend Yield(%)	-		
○ Face Value (Rs)	10.00		
○ Deliverables(%)	29.77		

Finance

Cash Flow of Union Bank of India

CASH FLOW OF UNION BANK OF INDIA (in Rs. Cr.)	MAR 20	MAR 19	MAR 18	MAR 17
	12mths	12 mths	12 mths	12 mths
Net profit/loss before extraordinary items and tax	-39.27	- 6,641.13	342.60	1,765.39
Net Cash Flow <u>From</u> Operating Activities	-72.46	6,169.83	464.24	8,718.34
Net Cash Used <u>In</u> Investing Activities	-3.63	-343.07	-522.88	-1,560.34
Net Cash Used <u>From</u> Financing Activities	12.14	10,791.94	3,604.92	-259.80
Foreign Exchange Gains / Losses	0.00	0.00	0.00	0.00
Net inc/dec in cash and cash equivalents	-63.95	16,618.70	3,546.28	6,898.20
Cash <u>And</u> Cash Equivalents Begin of Year	494.41	32,822.50	29,276.22	22,378.02

Profit and Loss A/c of Union Bank of India

PROFIT & LOSS ACCOUNT OF UNION BANK OF INDIA (in Rs. Cr.)	MAR 20	MAR 19	MAR 18	MAR 17
	12 <u>mths</u>	12 <u>mths</u>	12 <u>mths</u>	12 <u>mths</u>
Income				
Interest / Discount on Advances / Bills	23,771.92	22,772.98	22,943.10	23,658.06
Income from Investments	9,003.34	8,779.97	8,695.10	7,535.15
Interest on Balance with RBI and Other Inter-Bank funds	1,201.27	1,139.37	880.54	816.14
Others	90.12	55.69	141.25	189.46
Total Interest Earned	34,066.66	32,748.00	32,659.98	32,198.80
Other Income	4,473.95	4,989.87	4,964.60	3,631.74
Total Income	38,540.61	37,737.87	37,624.58	35,830.54
Expenditure				
Interest Expended	23,851.75	23,443.34	23,756.64	23,885.70
Payments to and Provisions for Employees	3,151.99	3,255.23	3,434.20	3,699.29
Depreciation	368.04	362.71	236.04	244.11
Operating Expenses (excludes Employee Cost & Depreciation)	3,647.60	3,137.01	2,767.60	2,358.81

Total Operating Expenses	7,167.63	6,754.96	6,437.84	6,302.22
Provision Towards Income Tax	-979.21	0.00	-207.99	413.78
Provision Towards Deferred Tax	0.00	0.00	0.00	0.00
Other Provisions and Contingencies	11,447.89	12,786.94	7,082.87	3,877.24
Total Provisions And Contingencies	10,468.68	12,786.94	6,874.88	4,291.02
Total Expenditure	41,488.05	42,985.24	37,069.37	34,478.93
Net Profit / Loss For The Year	-2,947.45	-5,247.37	555.21	1,351.60
Net Profit / Loss After Ei& Prior Year Items	-2,947.45	-5,247.37	555.21	1,351.60
Profit / Loss Brought Forward	-5,406.18	0.00	0.00	0.42
Total Profit / Loss Available For Appropriations	-8,353.63	-5,247.37	555.22	1,352.02
Appropriations				
Transfer To / From Statutory Reserve	0.00	0.00	138.75	405.50
Transfer To / From Capital Reserve	46.58	111.17	231.47	44.85
Transfer To / From Revenue And Other Reserves	0.00	0.00	0.00	548.17
Dividend and Dividend Tax for The Previous Year	0.00	0.00	0.00	0.00

Equity Share Dividend	0.00	0.00	0.00	134.05
Tax On Dividend	0.00	0.00	0.00	27.45
Balance Carried Over To Balance Sheet	-8,400.21	-5,358.54	0.00	0.00
Total Appropriations	-8,353.63	-5,247.37	555.22	1,352.02
Other Information				
Earnings Per Share				
Basic EPS (Rs.)	-25.08	-69.45	8.08	20.42
Diluted EPS (Rs.)	-25.08	-69.45	8.08	20.42
Dividend Percentage				
Equity Dividend Rate (%)	0.00	0.00	0.00	20.00

Balance Sheet of the Union Bank of India

BALANCE SHEET OF UNION BANK OF INDIA (in Rs. Cr.)	MAR 20	MAR 19	MAR 18
	12 mths	12 mths	12 mths
Equities And Liabilities			
Shareholder's Funds			
Equity Share Capital	1,763.02	1,168.57	687.44
Total Share Capital	1,763.02	1,168.57	687.44
Revaluation Reserve	2,234.81	0.00	0.00
Reserves and Surplus	22,489.18	23,928.20	22,747.76
Total Reserves and Surplus	24,723.99	23,928.20	22,747.76
Total Shareholders Funds	26,487.01	25,096.77	23,435.20
Deposits	415,915.27	408,501.64	378,391.58
Borrowings	42,863.82	45,680.77	41,225.87
Other Liabilities and Provisions	8,772.74	8,126.82	9,110.79
Total Capital And Liabilities	494,038.84	487,406.00	452,704.44
ASSETS			
Cash and Balances with Reserve Bank of India	20,796.46	21,016.47	16,520.45
Balances with Banks Money at Call and Short Notice	22,249.51	28,424.73	16,302.05

Investments	126,046.64	123,780.12	112,148.96
Advances	296,932.15	288,760.58	286,466.58
Fixed Assets	3,762.29	3,833.33	3,894.42
Other Assets	24,251.78	21,590.76	17,371.99
Total Assets	494,038.84	487,406.00	452,704.44
Other Additional Information			
Number of Branches	4,292.00	4,297.00	4,282.00
Number of Employees	37,262.00	37,587.00	36,877.00
Capital Adequacy Ratios (%)	12.00	12.00	12.00
Key Performance Indicators			
Tier 1 (%)	9.00	9.00	9.00
Tier 2 (%)	2.00	2.00	3.00
Assets Quality			
Gross NPA	48,729.00	33,712.00	33,712.28
Gross NPA (%)	15.00	16.00	11.00
Net NPA	20,332.00	24,326.00	18,833.00
Net NPA (%)	7.00	8.00	7.00
Net NPA To Advances (%)	7.00	8.00	7.00
Contingent Liabilities, Commitments			
Bills for Collection	19,441.23	18,427.09	16,119.40
Contingent Liabilities	198,405.70	241,572.92	231,600.86

Capital Structure of Union Bank of India

Period	Instrument	Authorized Capital	Issued Capital	- P A I D U P -		
From To		(Rs. cr)	(Rs. cr)	Shares (nos)	Face Value	Capital
2018-2019	Equity Share	3000	1,763.02	1,763,016,314	10	1,763.02
2017-2018	Equity Share	3000	1,168.57	1,168,573,400	10	1,168.57
2016-2017	Equity Share	3000	687.44	687,441,117	10	687.44
2015-2016	Equity Share	3000	687.44	687,441,117	10	687.44

Ratios Of Union Bank Of India

KEY FINANCIAL RATIOS OF UNION BANK OF INDIA (In Rs. Cr.)	MAR 20	MAR 19	MAR 18	MAR 17
Per Share Ratios				
Basic EPS (Rs.)	-25.08	-69.45	8.08	20.42
Diluted EPS (Rs.)	-25.08	-69.45	8.08	20.42
Cash EPS (Rs.)	-14.63	-41.80	11.51	23.21
Book Value [Excl. Reval Reserve]/Share (Rs.)	137.56	214.76	340.90	295.44
Book Value [Incl. Reval Reserve]/Share (Rs.)	150.24	214.76	340.90	332.99
Dividend/Share (Rs.)	0.00	0.00	0.00	1.95
Operating Revenue / Share (Rs.)	193.23	280.24	475.09	468.39
Net Profit/Share (Rs.)	-16.72	-44.90	8.08	19.66
Per Employee Ratios				
Interest Income/ Employee (Rs.)	9,142,466.56	8,712,586.59	8,856,463.41	9,076,988.36
Net Profit/ Employee (Rs.)	-791,006.47	-1,396,059.41	150,558.10	381,022.83
Business/ Employee (Rs.)	191,306,806.53	185,506,217.10	180,290,737.45	171,982,637.81
Per Branch Ratios				
Interest Income/ Branch (Rs.)	79,372,457.83	76,211,308.35	76,272,723.26	76,663,811.43
Net Profit/ Branches (Rs.)	-6,867,307.32	-12,211,702.35	1,296,620.97	3,218,100.71
Business/ Branches (Rs.)	1,660,874,702.94	1,622,672,139.17	1,552,681,346.33	1,452,557,169.29

Key Performance Ratios				
Net Profit Margin (%)	-8.65	-16.02	1.69	4.19
Operating Profit Margin (%)	-21.78	-31.26	-13.50	-7.08
Return on Assets (%)	-0.59	-1.07	0.12	0.33
Return on Equity / Net worth (%)	-12.15	-20.90	2.36	6.65
Net Interest Margin (X)	2.06	1.90	1.96	2.05
Cost to Income (%)	45.76	51.78	35.38	29.56
Interest Income/Total Assets (%)	6.89	6.71	7.21	7.95
Non-Interest Income/Total Assets (%)	0.90	1.02	1.09	0.89
Operating Profit/Total Assets (%)	-1.50	-2.10	-0.97	-0.56
Operating Expenses/Total Assets (%)	1.45	1.38	1.42	1.55
Interest Expenses/Total Assets (%)	4.82	4.80	5.24	5.90
Valuation Ratios				
Enterprise Value (Rs. Cr)	454,819.44	444,162.21	413,817.65	367,067.81
EV Per Net Sales (X)	13.35	13.56	12.67	11.40
Price To Book Value (X)	0.69	0.44	0.46	0.44
Price To Sales (X)	0.49	0.34	0.33	0.28
Retention Ratios (%)	100.00	100.00	100.00	90.08
Earnings Yield (X)	-0.18	-0.48	0.05	0.15

Marketing

Marketing Mix Strategy of Union Bank of India

Marketing Mix of Union Bank of India analyses the brand/ company which covers 4 Ps (Product, Price, Place, Promotion.) explain the Union Bank of India (UBI) marketing strategy.

Product:

Union Bank of India (UBI) is one of the major banks in India. Union Bank of India provides a variety of banking products for its customers as its marketing mix product strategy. Many innovative products using the technology platform are offered adding speed and convenience. The products include deposits (term, deposits, fixed deposits, recurring deposits). Loans (home, car and personal). Union Bank of India also has a service cards which include Visa credit card, debit card, corporate cards, international cards etc. Also UBI provides insurance schemes, cash management services, mutual funds. Online bill payments, Tax payments, demat trading, booking is facilitated smoothly by Union Bank of India. It also provides special saving schemes for senior citizens.

E-banking services are also offered by Union Bank of India. U control app is a mobile based application for credit card users. UPI app is mobile based payment app for transferring money. Union Bank of India has launched various schemes to give credit under MSME policy to medium, small and micro enterprises.

Price:

Union Bank of India (UBI) has a clear and transparent pricing policy operates in a dynamic market and hence the pricing keeps changing according to the requirements. The main revenue contributors are the interest rates. It is committed to extend best MSME SERVICES AT competitive price. In the banking sector, much of the prices and interest rates are governed by regulatory bodies. Union Bank of India's pricing policies depend on feedback provided by general people. Changes in finance market are also one of the major factors of influence. They have a flexible pricing policy that changes according to external and internal factors. Price mainly consists of interest rates, consulting fees and commission. Parameters for defining price are bank product group price specification and competitor pricing. This gives an insight in the marketing mix pricing strategy of Union Bank of India.

Place:

Union Bank of India's operation has spread all over the globe. Union Bank of India has more than 4200 branches all over India. UBI operates with almost 6000 ATMs in India. Suitable places for branches and ATMs are analysed and shortlisted. While setting up the ATMs and branches, the primary concern is the security and safety of the users. These centres act as distribution centres for rendering banking services to users as and when required. All the UBI ATMS work 24*7 to ensure the convenience of the customers.

All the Union Bank of India branches are equipped with CBS- core banking solution so that users all-rounds country can access their accounts at any branch.

Promotion:

Union Bank of India (UBI) significantly uses various media channels to promote its brand. The promotion strategy in its marketing mix comprises of direct and indirect communication. Besides emphasizing on modern facilities, the benefit one gets from Union Bank of India services is also stressed upon. UBI ads have been placed in print media which has helped a lot. The ads on television mainly comprise of the ease of banking and the new facilities and products that are offered. The customer inflow has certainly increased after excessive promotions on all sorts of media. Union Bank of India has launched several commercials one of them being a campaign on its brand platform "your dream are not your's alone". The brand's message of processing housing loan in 5 days is put forward. Rebranding took place after 2008, through 2 TVCs aimed at highlighting silent individuals behind achievers.

People:

It is the employees of the bank which present the brand to its customers. The customer base of Union Bank of India is a large core. The organization structure mainly consists of a branch manager who handles a particular branch and is responsible for all the proceedings. Frontline officers, support staff and customer service executives are the human resource employed at Union Bank of India. Various internal competitive exams are organized. The bank nowadays employs various training activities to build better interpersonal skills and ensure best customer service. It is managed by staff college. Bangalore in close consultation with business units. There are seven staff training centres all over the country.

Process:

Union Bank of India has several business processes and frameworks in place to execute the banking services. A process is a particular way of delivering a service to the customer. Union Bank of India has a customer-centric and easy way of rendering services to users. UBI is user-friendly and necessary guidance and help is available at all the branches in the country. All resident individuals are eligible to open the savings account. Any number of accounts can be opened in a family.

Physical Evidence:

Union Bank of India's biggest physical presence are their branches, debit / credit cards and website. Union Bank of India is not behind in physical evidence. It has almost all over the part of the country different signage showing new schemes and promoting easy user experience. Another form is the financial reports issued at the end of the financial year. Also, a large number of hoardings are seen across the states which create visibility to a great extent. Pens and writing pads are provided by the bank containing Union Bank of India logo to internal personnel. Some taglines such as "Your dreams are not only Yours" also help in creating visibility.

Branding

Union Bank of India says, " **We learned we needed to change now because we realized that the entire population is younger**". The other factor that prompted the rebranding exercise was technology, which is part of life now. Union Bank of India wanted to highlight that it too had the technology to reach out to its consumers. Union Bank of India will leverage technology to centralize various processes and empower its staff in customer relationships. The bank is also creating business verticals in the banking sector, such as corporate banking, retail banking, etc., Union Bank of India will continue with its earlier tagline, '**Good People to Bank With**'. The creative proposition that the bank will carry forward is, '**Your Dreams are not Yours Alone**'. This is in a bid to indicate that the bank is ready to help fulfil everyone's dreams. Union Bank of India promises to the customer value for money service, a variety of channels through which the customer can choose to carry out banking activities, a timeline with all services offered, and absolutely no opacity with respect to the service and product of

Recovery of Credit

Content:-

- Introduction
- Dues Collection Policy Statement.
- Security Repossession Policy Statement.
- General Guidelines.
- Grievance Reprisal.

1.Introduction:-

- ✦ Following fair practices especially with regard to collection of dues and repossession of security.
- ✦ Fostering customer confidence and long-term relationship.

2.Dues Collection Policy statement:-

- ✦ Dignity and Respect to customers is Union Bank of India's Debt Collection Policy and the Bank do not follow policies that are unduly coercive in collection of dues.
- ✦ Union Bank of India's dues collection policy is built on courtesy, fair treatment and persuasion.

3.Security Repossession Policy Statement:-

- ✦ Union Bank of India's Security Repossession Policy aims at recovery of dues in the event of default and is not aimed at whimsical deprivation of the property.
- ✦ The Policy recognizes fairness and transparency in repossession, valuation and realization of security.

4.Guidelines:-

All the members of the staff or any other person authorized to represent Union Bank of India in dues collection or/and security repossession would follow the guidelines set out below.

General:

Before taking action for collection of dues and repossession of security, Bank would give notice to the Borrower asking him to repay the dues and the Borrower will be generally given minimum 15 days time to repay dues.

Guidelines for Collection of dues:

- Customer would be contacted ordinarily at the place of his choice and in the absence of any specified place, at the place of his residence in the case of retails and in the place of business or residence as the case may be in the case of other customers.
- Identify and authority to represent would be made known to the customer at the first instance.

- Customer privacy would be respected.
- Interaction with the customer would be unacceptable business language.
- Customer calling time would be between 0700 and 1900 hours unless the special circumstances of the borrower's business or occupation demand otherwise.
- Customer requests to avoid call at a particular time or at a particular place would be honoured as far as possible.

Guidelines for Repossession of Securities:

- Due process of Law would be followed for repossession of securities.
- Bank would give one week's notice before taking possession of / seizing securities.
- Any violation of code by recovery/ agent will be viewed seriously and the bank will take prompt action in preventing the violation.
- Bank would an approved valour value the securities and ascertain fair market value before resorting to sale.

Cheque Collection Policy

Policy on Collection of Cheques/ Instruments

Arrangement for Collection:-

Local Cheques

All cheque and other Negotiable instruments payable locally would be presented through the clearing system prevailing at the centre. Cheques deposited at branch counters and in collection boxes within the branch premises before the specified cut- off time will be presented for clearing on the same day. Cheques deposited after the cut- off time and in collection boxes outside the branch premises include in off- site ATMs will be presented in the next cleared cycle. To avoid fraudulent transactions by intercepting the cheque, customers should ensure that the cheques deposited in collection boxes are specially crossed to union Bank of India. Instructions to this effect are displayed on the cheque.

In case of cheque deposited in all loans and advances accounts including term loan value date credit will be given on Day- 1 or Day- 2 as the case may be (that is the day on which settlement account of the Bank with RBI/SBI is credited depending on application of interest in all loan and advanced accounts including term loan.

Outstations Cheques

Cheques drawn on other banks at outstation centres will normally be collected through bank's branches at those centres. Where the Bank does not have a branch of its own, the instrument would be directly sent for collection to the drawee bank or collected through a correspondent bank. The bank would also use the National Clearing Services offered by the Reserve Bank of India at centres where such collection services exist.

Cheque Payable in Foreign Counties:-

The Bank handles the transactions relating to foreign cheques for collection of their customers. Such cheques may be for personal purposes or trade related purposes.

Foreign cheques will be sent for collection to the respective centers where it is payable through our correspondent banks for collection. The realization depends upon the local clearing rules, which vary from country to country and centre to centre.

Immediate Credit of Local/ Outstation Cheques/ Instruments:

Branch/ extension counters of the bank will provide immediate credit for outstation cheques / instruments up to the aggregate value of Rs. 15,000/- tendered for collection by Individual account holders subject to satisfactory conduct of such accounts for a period not less than 6 months. In case of prepaid instruments like DDs, interest/ Dividend Warrants drawn on our bank branches and cheques issued by government undertakings the maximum limit will be Rs. 25,000/-.

The facility of immediate credit will be offered on Savings Bank Current / Cash Credit Accounts of the customers. For extending this facility there will not be any separate stipulation of minimum balance in the account.

Charging of interest on cheques resumed unpaid where instant Credit was given:

If a cheque sent for collection for which immediate credit was provided by the bank is returned unpaid, the value of the cheque will be immediately debited to the account. The customer will not be charged any interest from the date immediate credit was given to the date of return of the instrument unless the bank had remained out of funds on account of withdrawal of funds. Interest where applicable would be charged on the notional overdrawn balances in the account had credit not been given initially.

If the proceeds of the cheque were credited to the Savings Bank Account and were not withdrawn, the amount so credited will not qualify for payment of interest when the cheque is returned unpaid. If proceeds were credited to an overdraft/ loan account, interest shall be recovered at the rate of 2% above the interest rate applicable to the overdraft/ loan from the date of credit to the date of reversal of the entry if the cheque/ instrument was returned unpaid.

Current Strategies of Company

- A logical extension of the Vision Statement is the Mission of the Bank, which is to gain market recognition in the chosen areas.
- To build a sizeable market shares in each of the chosen areas of business through effective strategies in terms of pricing, product packaging and promoting the product in the market.
- To facilitate a process of restructuring of branches to support a greater efficiency in the retail banking field.
- To sustain the mission objective through harnessing technology driven banking and delivery channels.
- To promote confidence and commitment among the staff members, to address the expectations of the customers efficiency and handle technology banking with ease.

Union Bank of India continued with the healthy performance track record during the year .while pursuing its broad vision & mission objectives to becoming the Bank of first choice in chosen areas. These objectives have short-term as well as long –term goalposts. In the short-run, customer acquisition, business expansion and a profitable growth are the key outcomes while inn the long –run Bank pursues a sustainable improvement in the process efficiency product enrichment and people productivity. Our journey towards accomplishing the vision involves creating values for our customers, our employees and you , our shareholders.

CSR Activities of Union Bank of India

Corporate Social Responsibility

Union Bank of India has well developed Corporate Social Responsibility initiatives in place. The focus on the Rural sector is through Village Knowledge Centres and Farmers' Clubs etc. We also have schemes for the girl child, where we take care of education expenses. Initiatives are in place in other areas such as providing drinking water for schools, setting up bus shelters etc. All our CSR initiatives have shown good results and they are an ongoing part of our contribution to the building of this nation.

Union Adarsh Gram (UAG)

Village Adoption Scheme

The bank had adopted 211 villages across the country for the UAG endeavor. The officers of the VKC in consultation with the Branch Manager and Regional Manager have identified a backward village Nagepur in Varanasi (UP), K.G. Palayam in Coimbatore (Tamil Nadu) and Aushbali in Durgapur (West Bengal) near their and have prepared a credit cum development plan for the village for basic needs in Rural Infrastructure, Production, Investment and Consumption needs, besides Banking. They have also identified an urgent need that can address by liasoning with a government agency where the bank acts as a catalyst for expediting and, the fulfilling of the need and, if needed, to bridge any gap in funding through its Corporate Social Responsibility Corpus. Now all the rural branches have to identify one village as Union Adarsh Gram. The main activities undertaken by the Bank under UAG are:

- Adoption of meritorious girl child belonging to economically weaker section and sponsoring their study up to standard XII.
- Providing toilet facilities in Government Girls' Schools on a selective basis.
- Solar lights for street lighting in an area habituated by weaker section.
- Sonai branch has adopted vanjorvadi village under the UAG. we have given 15 tree gurd under Go Green initiatives.

Village Knowledge Center[VKC]

What is VKC?

Village knowledge centres serve as information dissemination centre providing instant access to farmers to latest information/ Knowledge available in the field of agriculture, starting from crop production to marketing. Every VKC is manned by a " VKC In – charge" who looks after the operations of the VKC.

It's Importance:-

Development in a country as large and diverse as India poses special challenges. Our Bank has taken various initiatives to promote inclusive growth and to achieve sustainable development as our contribution towards nation building. VKC is one of the many pioneering initiatives taken by our bank that aims at impacting rural livelihoods to build resourceful and progressive villages. 1st VKC of our Bank was set up in May, 2005. For this innovative initiative our Bank had been awarded the prestigious "Skoch Challenger Award" in March, 2007. Presently, we have more than 211 VKCs across the country.

Our Vision (VKC) :-

Achieving inclusive growth by empowering rural community with information, knowledge, and access to better livelihood opportunities.

Our Mission (VKC) :-

- Improving Agriculture.
- Imparting knowledge on new developments, improved methods of cultivation /technologies in the field of agriculture.
- Dissemination of weather data and agro climatic conditions, latest information on prices of agriculture produce to farmers.
- Imparting knowledge on diversification of Agriculture and developing Farm-based Enterprises.
- Community Development.
- Formation of Self Help Groups and Farmers Clubs.
- Disseminating information about various government sponsored schemes.
- Coordinating with various Govt. departments for developmental activities.
- Financial Inclusion.
- Financial counselling to the rural people for better management of their financial needs.

.Infrastructure Development:-

The roads of the villages are repaired and made easily accessible in co-ordination with government departments.

To recharge the underground water level rain water harvesting and preserving ponds are constructed in the farmer's land and government subsidy is also made available.

Health Awareness:-

Blood donation and free eye camps are conducted annually with help of nearby hospitals. with help of nearby hospitals.

Education:-

For the past two years on Children's Day meritorious students and honoured with prizes and certificates. An old students association is also formed at the school.

Formation of Farmers' Clubs

Farmers' club is an initiative by Union Bank of India to encourage farmers in villages catered by our rural branches. Basic idea is to bring farmers together and discuss their problems, solutions and new agricultural practices. This initiative will help in overall adoption of better farming practices.

Objective:-

To provide a platform to the farmers to solve their problems themselves and adopt better farming practices through dissemination of new practices and improvement of existing practices.

Eligibility:-

Any farmer can become a member of a Farmers' Club.

Management:-

The Farmers' Clubs are managed by the farmers themselves with the help of the Bank's rural branches.

External Environment of the Company

Swot analysis of the Union Bank of India:

Strengths:

1. Financial products for rural segment.
2. Deep reach across country with schemes like financial inclusion.
3. Strong operations with 1600 networked branches.
4. 31 Regional offices spread all over India.
5. Acquisition of Hindusthan Mercantile Bank (1973), UBI acquired Narang Bank of India (1973).

Weaknesses:

1. Very low international presence.
2. Advertising is less thus weak brand recognition as compared to major players.
3. The public sometimes confuses the two bank Union Bank of India and United Bank of India (Both UBI).

Opportunities:

1. small enterprise banking.
2. Improved Urban retail banking.

Threats:

1. Economic slowdown .
2. Highly competitive environment.
3. Stringent Banking Norms.

Risk Management of Union Bank of India

The bank has a credible and comprehensive risk management structure and has taken various initiatives to strengthen the risk management practices. The bank has an integrated approach for management of risk. The risk management policies are commensurate with the business requirements and are as per the guidelines of Reserve Bank of India. The risk management system encompasses the different types of risks viz. credit risk, market risk and operational risk.

† Credit Risk:-

1. Credit risk arises from the potential that an obligor is either unwilling to perform on an obligation or his ability to perform such obligation is impaired resulting in economic loss to the bank.
2. The bank is exposed to credit risk through lending and investment activities.
3. Bank has well laid down loan policy, credit risk management policy, real estate policy and credit risk mitigation (CRM) techniques & collateral management policy which covers guidelines on the entire gamut of credit risk management process. Loan Policy & credit risk management policy, spells out the target markets, risk acceptance/ avoidance, risk tolerance, preferred levels of diversification and concentration, credit risk measurement, monitoring and controlling mechanisms.
4. Bank has an appropriate and independent organizational structure with an oversight mechanism for management of credit risk, which includes credit risk management committee (CRMC) of top executives and a separate credit risk management cell looking after the credit risk. Besides, there is a separate board level committee i.e. supervisory committee of the board to oversee the function of risk management and ALM.
5. CRMC deals with issues relating to credit policy, procedures and control measures for credit risk on a bank-wide basis.

† Market Risk:-

- Marking risk management is covered is covered in treasury policy, market risk policy and ALM policy.
- There is a clear-cut separation between front office, back office and mid-office in treasury operations.
- Mid-office directly reports to the risk management department.
- Various limits for domestic and foreign exchange operations, e.g. overnight position limit, daylight open position limit, VaR limits stop loss limits, aggregate gap limit(AGL), individual gap limit (IGL), counterparty limits etc. are in place.
- Value at risk (VaR) is being monitored on AFS& HFT G-sec, equity portfolio and forex transactions on a daily basis.

† **Operational Risk:-**

- ✦ A well laid down board approved operational risk management policy is in place.
- ✦ Presently operational risk is managed through internal control system, internal audit process
- ✦ New product approval process is in place.
- ✦ Analysis of frauds is done from the angle of operational risk to assess the adequacy and efficacy of internal controls.
- ✦ Guidelines for mapping bank's activities and income are in place.
- ✦ Bank conducts risk and control self assessment(RCSA) in respect of various products/ process.
- ✦ Since internal operational risk (or) loss data points are limited in number, bank has joined external data pooling exercise of IBA.

Awards & Commendations

Union Bank of India has been the proud recipient of many awards and commendations. It is an honour to be appreciated for the work we do in serving the customer and society.

- † Union Bank of India wins Best Financial Inclusion Initiatives (winner) and Best Technology Bank of the year (runner-up) Awards from IBA(Indian Bank Association) at Mumbai on 21st February, 2017.
- † Union Bank of India wins champion of champions trophy and six individual category awards for Union Dhara (banks inhouse journal) at the 55th ABCI(Association of Business Communicators of India) awards ceremony held at Mumbai on 18th March 2016.
- † Union Bank of India wins Banking Disruptor of the year Award 2016 for Product Union Self (Excellence in Advertising &Marketing) awards by Bloomberg TV India-18 March, 2016.
- † Union Bank of India won the following awards under Corporate Social Responsibility.
 - 1. Bank with Best CSR practices awards was presented to Union Bank Social Foundation
 - 2. CSR Leadership Award for promotion Employment for the physically challenged.
 - 3. CSR Leadership Award for best use of CSR practices in Banking Sector
 - 4. Excellence in Banking (PSU category).
 - 5. Best Bank in Public Sector under Banking Financial Services & Insurance category.
- † Union Bank of India was presented Golden Peacock Awards for excellence in HR practices during the 10th International Conference on Corporate Social Responsibility conducted by the institute of Directors.
- † Union Bank of India wins the Prestigious ‘1st Best Vigilance Excellence Awards(2015-16) in Individual Category’.
- † Union Bank of India won 6 IBA (Indian Bank Association) Technology Awards 2015-16 Under following categories.
 - 1. Best Technology Bank of Year.
 - 2. Best use of Digital & Channels Technologies.
 - 3. Best use of Technology to enhance Customer Experience.
 - 4. Best Risk Management, Fraud, Cyber Security.
 - 5. Best Financial Inclusion Technology Initiatives and
 - 6. Best Payment Initiatives.

Problems or Issues in Union Bank of India

As per the industrial finance branch

- Low man power
- Low incentives
- Lack of promotions
- Lack of training
- Limitation on innovative work

The Union Bank of India recruit the MBA professional in every year in their IFB but the people are normally seen that they line their job after one or two year experience it will affect the productivity of the IFB work. However the IFB is one of the finest job providers to the MBAs but the people are take knowledge of the all financial activity and joined another institution.

The Union Bank of India is one of the finest fiancé providers to the government project through the private and public partnership. Their work load is more as compare to other banks. So Union Bank of India must recruit the people in their crew of employee.

Solution of problem and issues

- The Union Bank of India must have changed their policy of remuneration.
- They must have provided the proper incentives to employee as per their performance appraisal.
- Company must provide the task oriented work to their employees and give the proper opportunity to the work innovative manner and quality work.
- They must provide the training for at list 2 months for new employees and give the real work experience.
- Company must develop the recruitment procedure for the new employee's recruitment. Make examination of the finance aspect of the company the examination question are ask on finance field which are mostly come in the original work on IFB.
- They have to cheek whether the employee are capable for the IFB work he must have knowledge regarding project finance.

Findings

The advances of UBI have similar socio-economic impact on urban and rural beneficiaries. Significant association between Location and levels of impact is observed at 5 % level of significance. As per impaired test the urban and rural location of beneficiaries differs significantly with respect to total impact and social impact do not offers significantly with respect to economic impact. The study also found that, urban and rural beneficiaries have similar economic impact.

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