

DEPT : SECRETARIAL REF No. SEC/ST EX.STT/94 /2018-19

October 15, 2018

BSE Ltd. Corporate Relationship Department, First Floor, New Trading Wing, Rotunda Building, P J Towers, Dalal Street, Fort, <u>Mumbai – 400 001.</u> SCRIP CODE: 532218

Dear Sirs,

Sub: Presentation to Investors and Analysts

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed the Investor Presentation to Investors and Analysts in respect of financial results of The South Indian Bank Limited for the quarter ended 30th September 2018.

The aforesaid information is also being hosted on the website of the Bank www.southindianbank.com.

Kindly take the same in your records.

Yours faithfully,

(JIMMY MATHEW) COMPANY SECRETARY

Encl: a.a.

www.southindianbank.com





Investor Presentation October - 2018

Safe Harbor

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Q2 FY19 Highlights



Business Strategy



Performance Matrix



Next Generation Bank

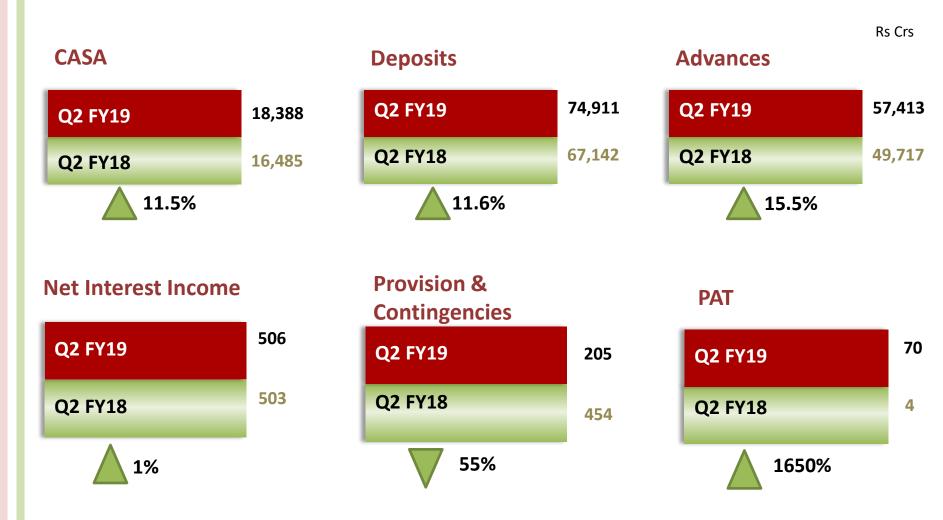


About Us



Key Quarterly Highlights- Q2 FY19



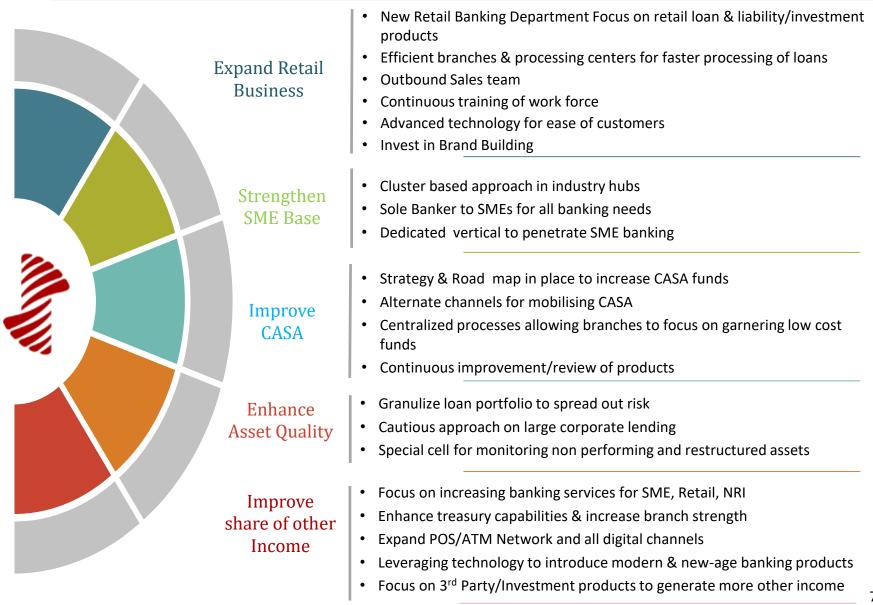


Opened a Representative Office in Dubai, UAE



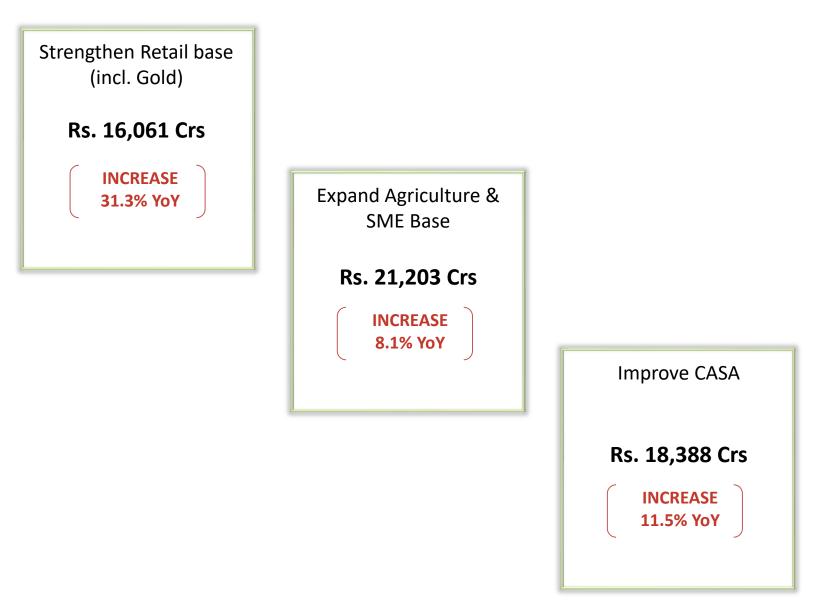
Our Strategy...





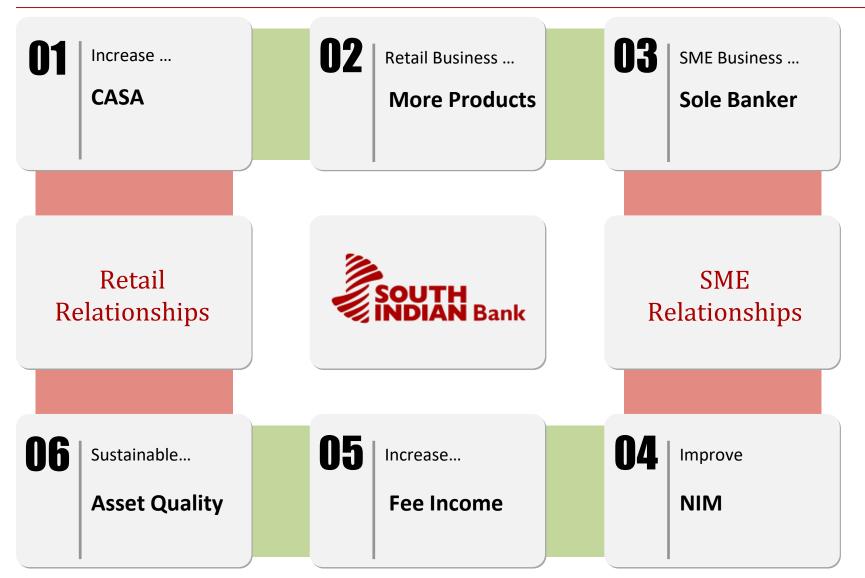
...Performance in Line with Strategy





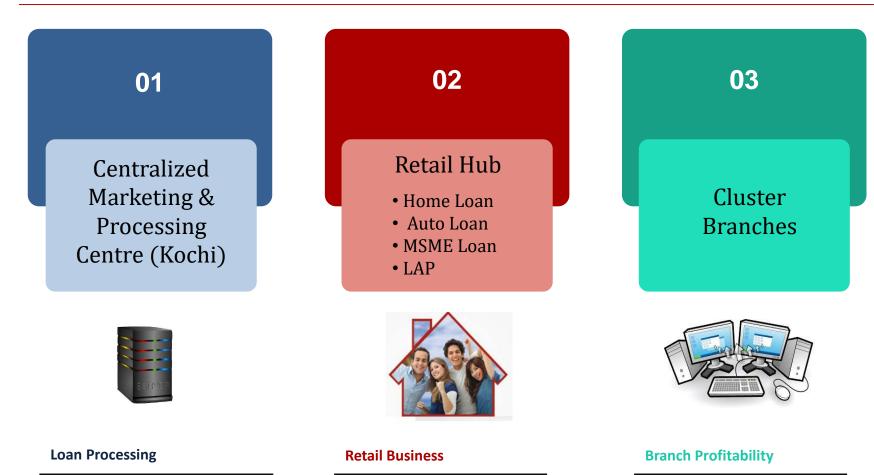
Shall continue to focus on Core Strengths





...Increase Retail & SME Business





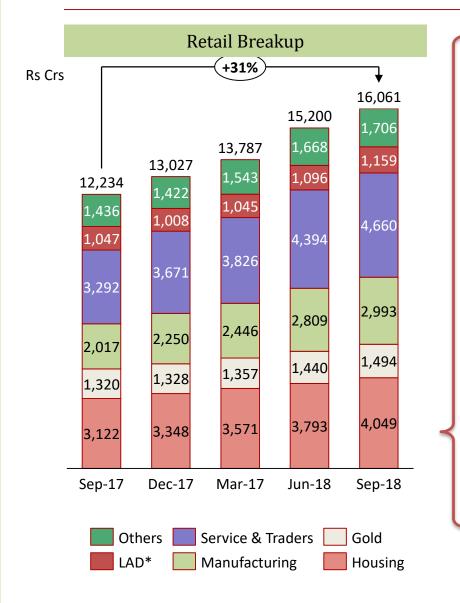
- Entire Loan underwriting centralised
- Enhanced risk management
- KYC compliance and fraud prevention tools

- Penetrate further in the existing set of Customers
- Faster Sanctions

- Focus on particular geographies and open additional branches
- Improve Branch Profitability

... by focus on Housing Loans in Retail





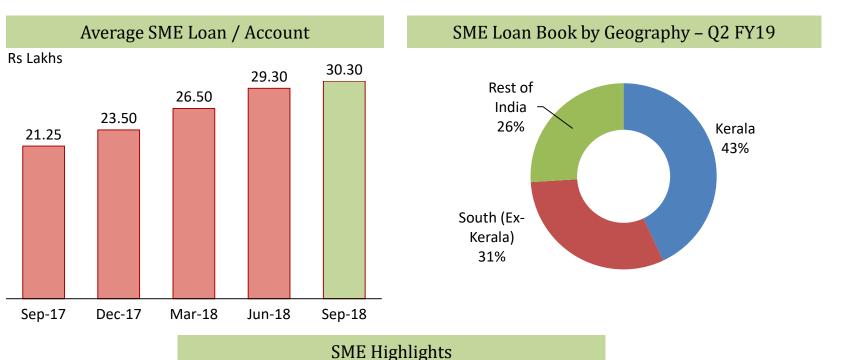
Housing: Key Initiatives

- Retail hub in Kochi to increase focus on housing finance
- Dedicated Officers for marketing Retail Loans
- Marketing initiative through TVCs
- Tailor made products for different segments

July to September 2018

- Mortgage Loans Sanctioned : 1,982 Nos.
- Amount of Mortgage Loans Sanctioned: Rs. 587 Crs

... becoming a Banker of Choice to SMEs



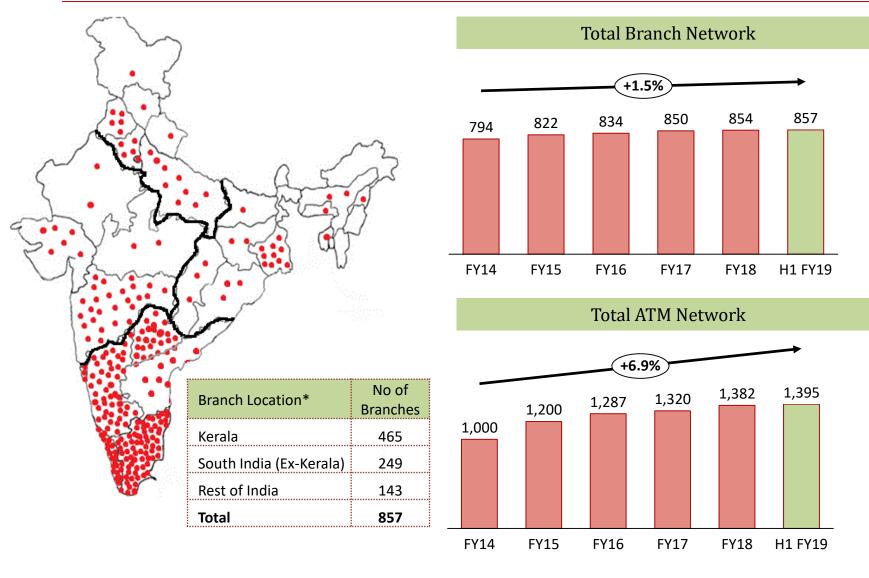
Dedicated JGM appointed to ensure focus and better coordination with regions

- Dedicated Join appointed to ensure locus and better coordination with regi
- Focused 'Green Channel' branches to drive faster loan growth to SMEs
- Target to become banker of choice to SMEs thereby getting other business as well liabilities, vehicle finance
- Ongoing training (in-house as well as external)
- Entire SME loan processing centralized at Kochi at two centers- Special focus on applications up to Rs. 2.00 Cr and standardized, uniform risk based approach on Rs. 2.00 Cr to Rs. 25.00 Cr SME Segment.
- Underwriting of SME loans through customized software called SME LOS (SME Loan Origination System) to ensure speedy, paperless processing with capabilities to integrate with external sources like Finacle, CIBIL, Rating Agencies etc for seamless flow of data.
- Regional Offices freed from processing of loan applications so as to focus on new customer acquisition and marketing

Bank

...with the help of our Branch Network

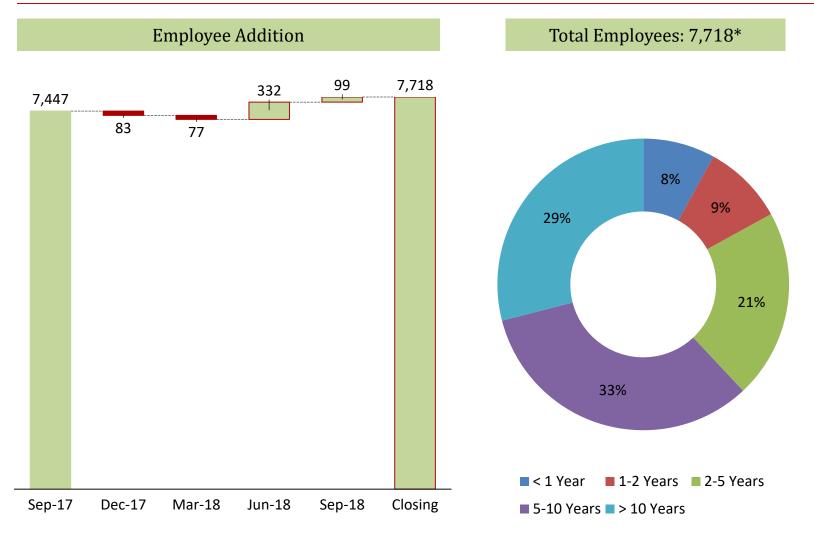


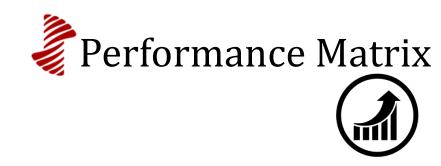


*Map for illustration purpose only

... and our Experienced Employees

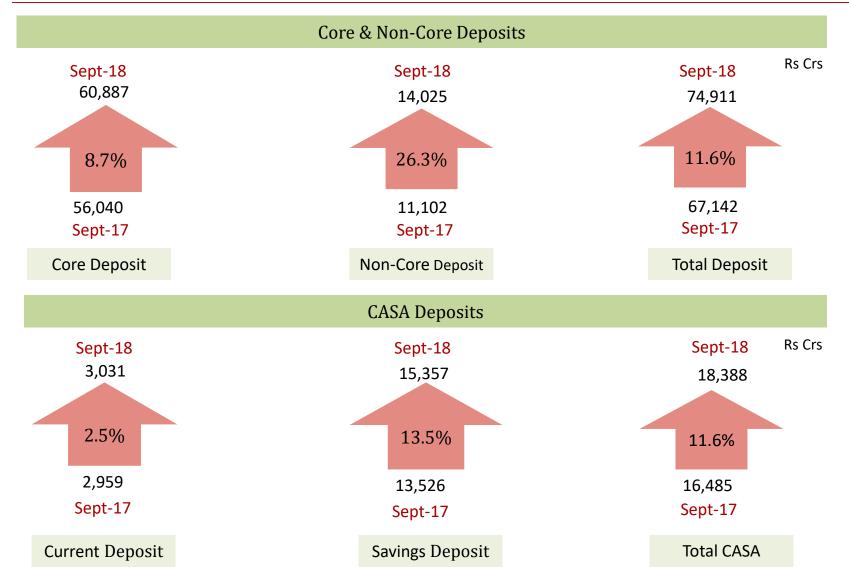






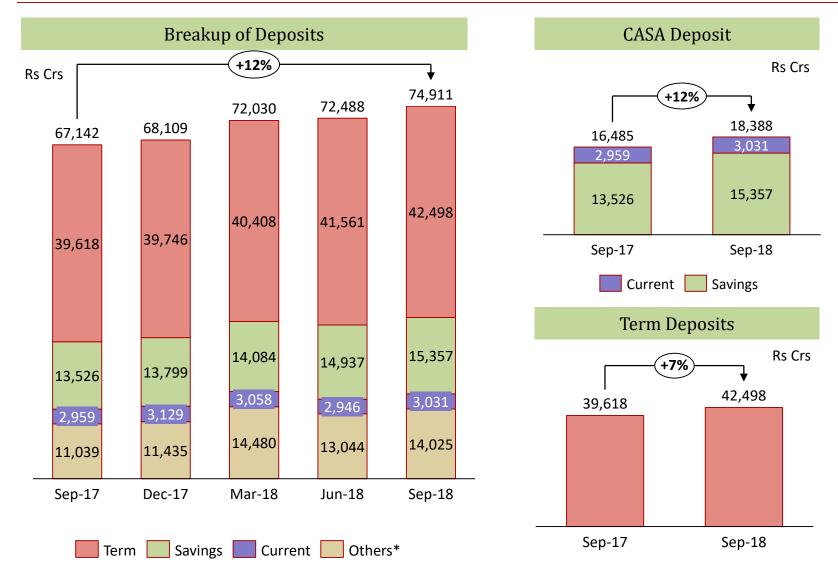
Strong Deposit Franchise





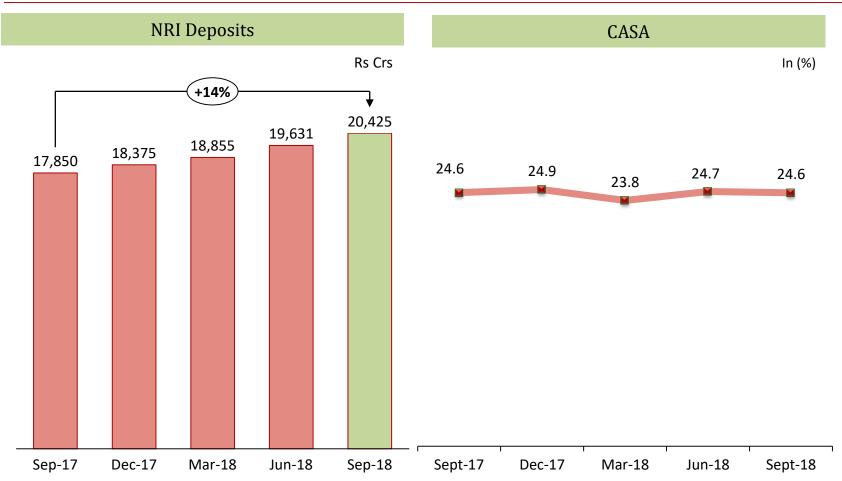
Core Deposits Growing...





NRI Deposits Growing...





Break Up of Non Resident Deposits

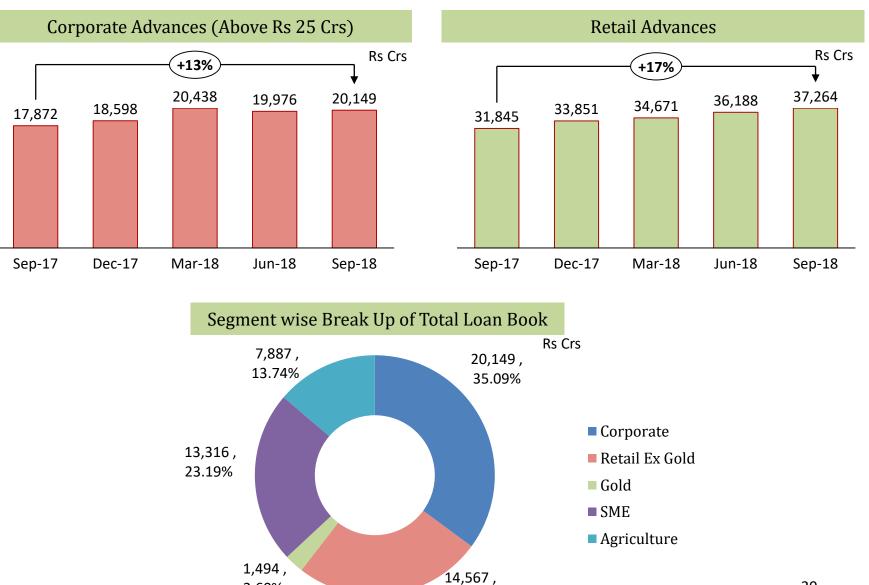


Deposit Type (Rs Crs)	Q2-FY 18	Q3-FY 18	Q4-FY 18	Q1-FY 19	Q2-FY 19
NRE SB	3,106	3,212	3,335	3,628	3,741
NRO SB	539	603	618	623	657
FCNR (B), RFC & Others	1,568	1,598	1,634	1,638	1,652
Low Cost NRI Deposit (Sub Total)	5,213	5,413	5,587	5,889	6,050
NRE Term Deposit	12,130	12,427	12,704	13,180	13,789
NRO Term Deposit	507	535	564	562	586
Total NRI Deposit	17,850	18,375	18,855	19,631	20,425

Composition of Loan Book

2.60%





25.37%

Composition of Loan Book

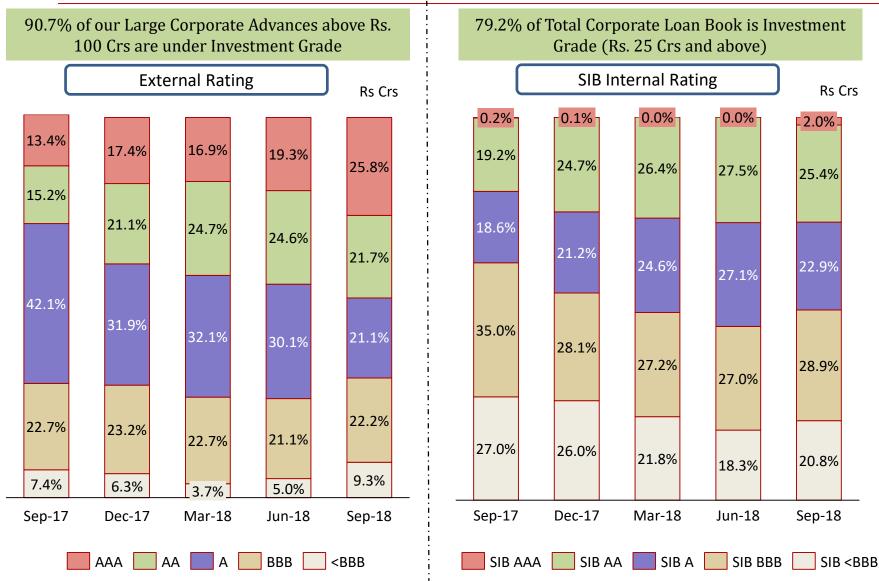


Break up of Loan book

Advances (Rs. Crs)	Sept-17		De	Dec-17		Mar-18		Jun-18		Sept-18	
	No. of A/C's								No. of A/C's		
Less than 5 Crs	6,98,301	19,534	7,11,884	20,515	7,15,160	21,816	7,15,520	22,529	7,17,750	23,331	
5 - 25 Crs	3,625	8,505	3,763	9,332	3,753	10,147	3,798	10,564	3,898	10,892	
25 – 100 Crs	855	9,061	890	10,003	1,038	10,539	987	10,455	982	10,449	
More than 100 Crs	380	12,617	386	12,599	387	12,607	381	12,616	389	12,741	
Total Advances	7,03,161	49,717	7,16,883	52,449	7,20,338	55,109	7,20,686	56,164	7,23,019	57,413	

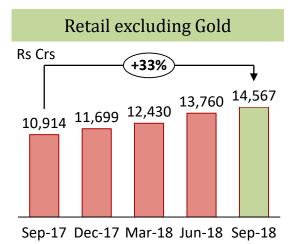
Composition of Corporate Loan Book

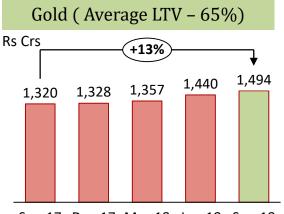




Key Focus : Retail, SME & Agriculture

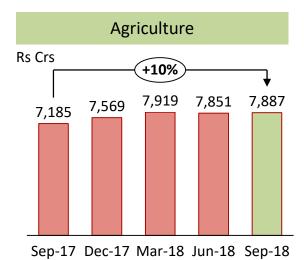






Sep-17 Dec-17 Mar-18 Jun-18 Sep-18

Retail Loans (Excl. Gold), Agriculture & SME has grown by 17.2% (Y-o-Y)



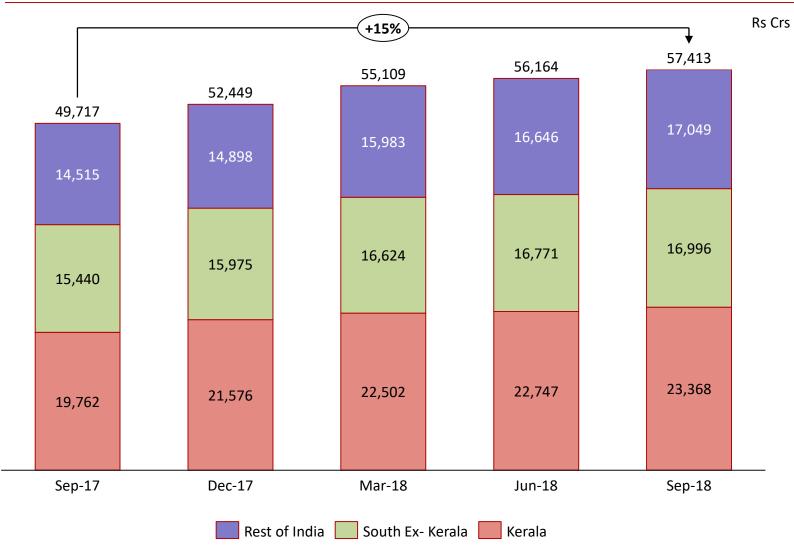
SME Rs Crs +7% 12,425 13,255 12,965 13,137 13,316

Sep-17 Dec-17 Mar-18 Jun-18 Sep-18

~16% of the Agriculture & SME Loans are backed by Additional Security by way of GOLD

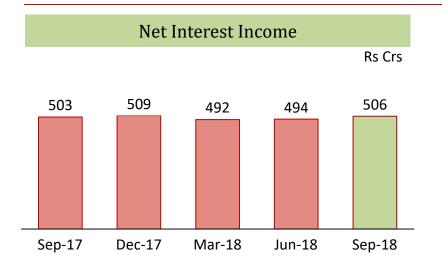
Advances growing Across Regions

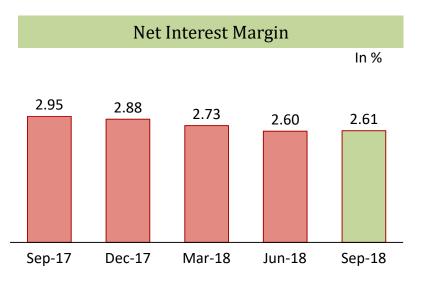


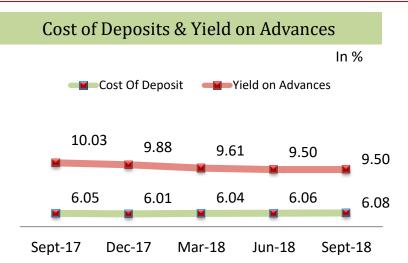


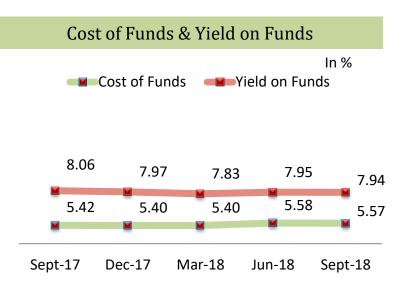
Net Interest Income - Quarter





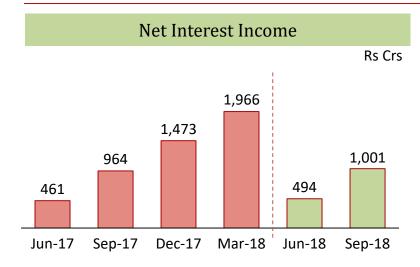


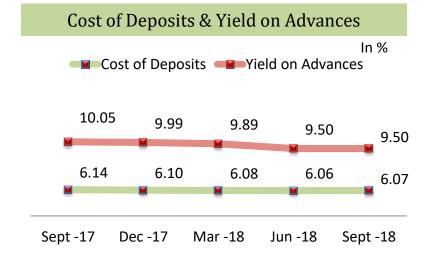


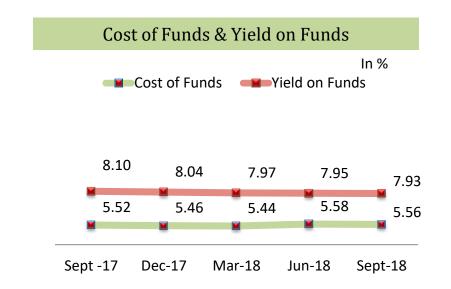


Net Interest Income - Cumulative







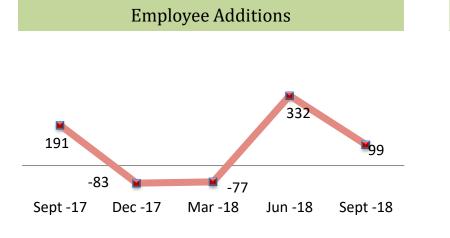


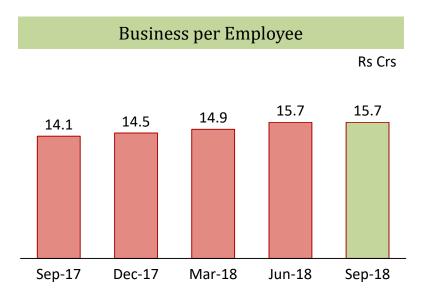


Net Interest Margin

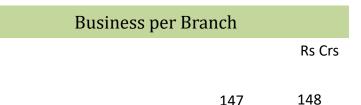
Improving Operating Efficiency







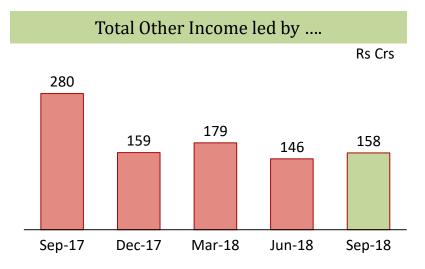






Sustainable Other Income

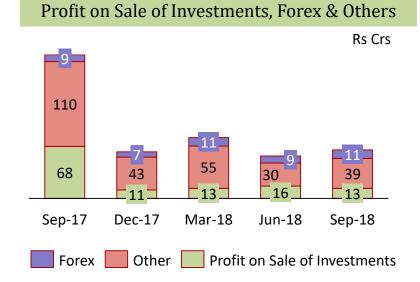




...Sustainable : Transaction Fees + Technology Rs Crs 100 98 95 94 91 69 67 60 59 64 35 31 32 29 31 Sep-18 Sep-17 Dec-17 Mar-18 Jun-18 **Transaction Fees** Technology

Investment Book as on Sept-18

Details	Rs. Crs	M Duration
НТМ	14,859	5.30
AFS	3,748	2.14
HFT	-	-
Total	18,607	4.90



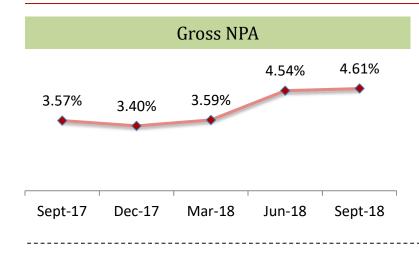
Break Up of Provisions

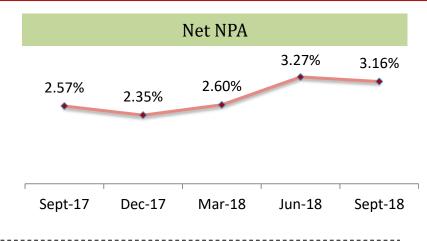


Rs Crs	Q2-FY 19	Q2-FY 18	Q1-FY 19
For NPA & NPI	133.2	120.5	174.1
For Depreciation on Investments	40.5	277.1	67.4
For Standard Assets	6.4	13.9	-3.6
For Restructured Advances/Sacrifices & FITL	-1.0	-0.2	-1.0
For Unhedged Forex Exposure	0.2	1.3	0.6
Others	25.5	41.1	-6.0
Taxes	35.0	2.3	15.1
Total Provisions	239.7	455.9	246.6

Non Performing Assets







Gross NPA Movement

Rs Crs	Sept-17	Dec-17	Mar-18	Jun-18	Sept-18
Opening	1,696	1,766	1,775	1,980	2,552
Additions	252	258	614	609	213
Deductions	182	249	408	37	119
Closing	1,766	1,775	1,980	2,552	2,646

Net NPA Movement

Rs Crs	Sept-17	Dec-17	Mar-18	Jun-18	Sept-18
Opening	1,183	1,256	1,211	1,416	1,814
Additions	209	89	510	505	165
Deductions	136	134	305	107	194
Closing	1,256	1,211	1,416	1,814	1,785

Stressed Assets - QoQ

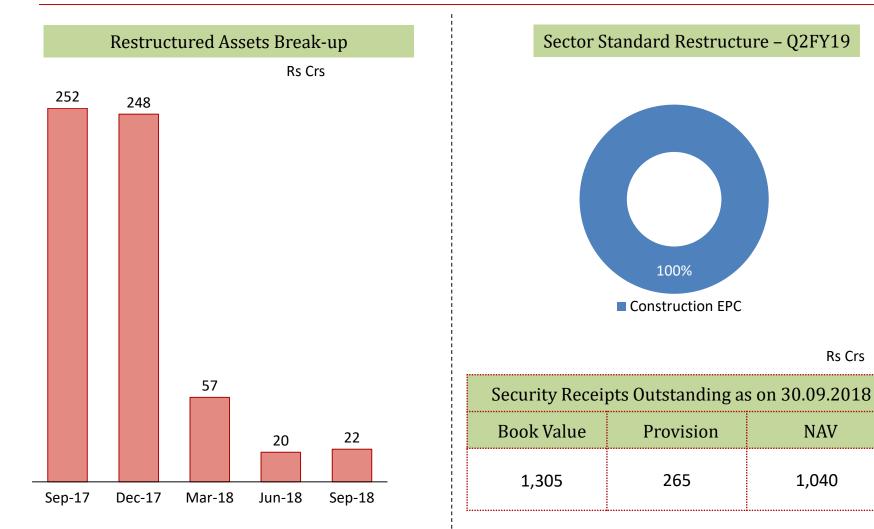


	Gros	ss Basis	Net Basis		
Rs Crs	Q1-FY 19	Q2-FY 19	Q1-FY 19	Q2-FY 19	
NPA	2,552	2,646	1,814	1,785	
Restructured Standard Advance	20	22	20	22	
Other Stressed Advances	0	104	0	94	
Total Stressed Assets	2,572	2,772	1,834	1,901	
Advances	56,164	57,413	55,421	56,572	
Stressed Assets as % of Advances	4.58%	4.83%	3.31%	3.36%	

Restructured Advances Breakup

Restructured Standard Advance





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Restructured Standard Asset Book

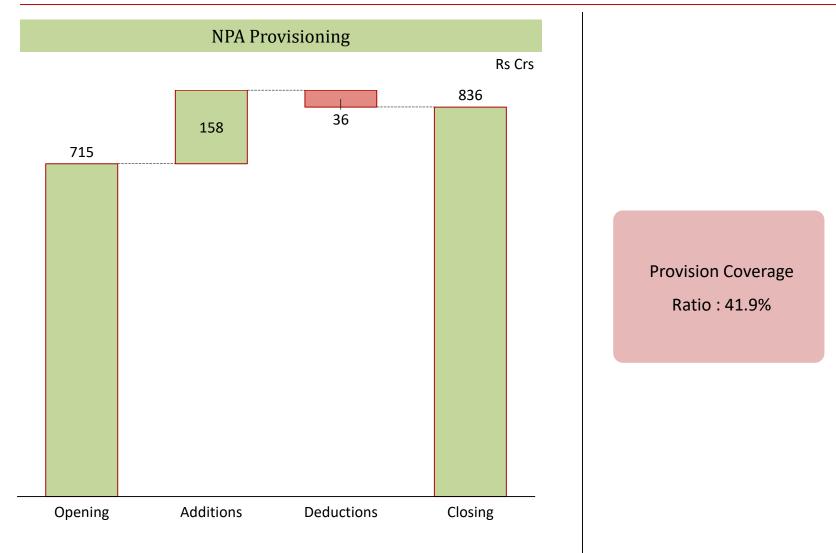


Rs Crs

	Restructured Standard Advance							
	Opening	Fresh Addition	Upgradation from NPA to Std. Rest.	Uday – SDL Investments	Decrease in Balance	Slippages to NPA	Closing Balance	
Infra Roads	-	-	-	-	-	-	-	
Construction EPC	-	-	22	-	-	-	22	
Others	20	-	-	-	-	20	-	
Total	20	-	22	-	-	20	22	

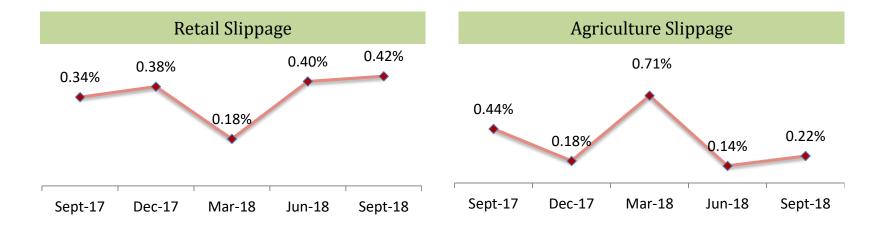
Adequate Provisioning

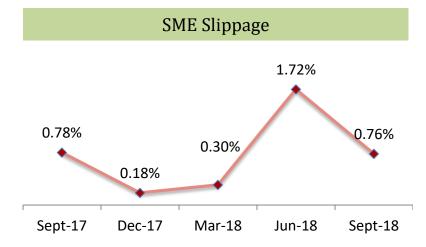




Fresh Slippages/Advance Ratios



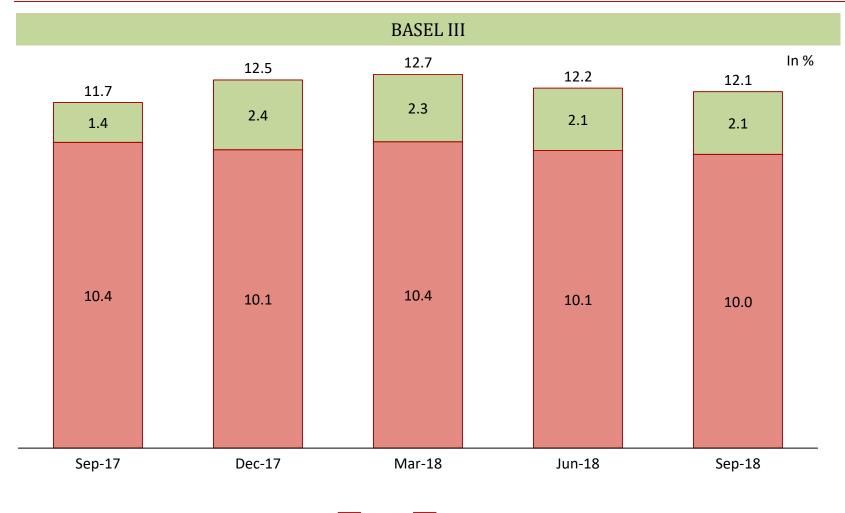






Capital Composition





Tier 2 Tier 1

Profit & Loss Overview- Q2 FY19



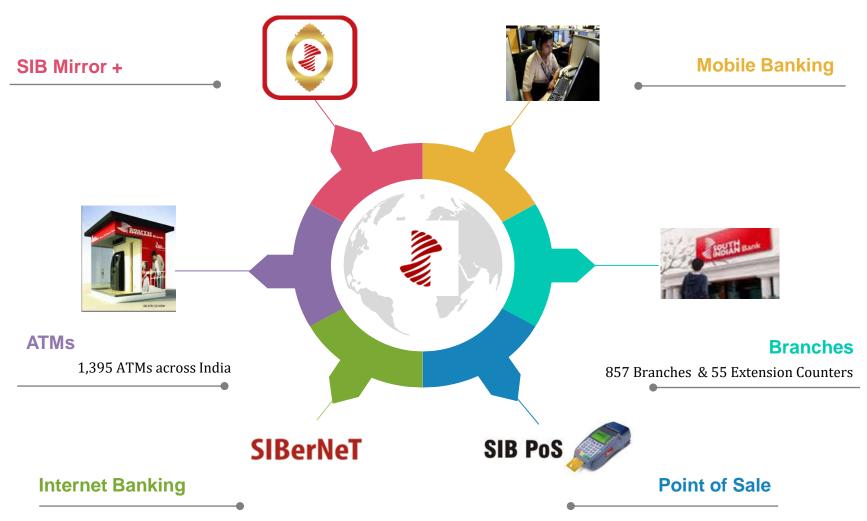
Rs Crs	Q2-FY19	Q2-FY 18	Y-o-Y (%)	Q1-FY19	Q-o-Q (%0
Net Interest Income	506	503	0.6%	494	2.5%
Other Income	158	280	-43.7%	146	8.2%
Total Income	664	784	-15.2%	640	3.8%
Operating Expenses	355	323	9.6%	371	-4.3%
Operating Profit	310	460	-32.7%	270	14.9%
Provisions (Ex-Tax) & Contingencies	205	454	-54.9%	232	-11.6%
Reported Profit Before Tax	105	7	1494.6%	38	175.8%
Provision for Tax	35	2	1440.5%	15	132.1%
Profit After Tax	70	4	1523.0%	23	204.4%



Present across Customer Touch Points



Traditional & Alternate Channels



Technology Initiatives





Mirror + is an all in one stop for your mobile banking needs, with additional features as IMPS (24/7) fund transfer, NEFT fund transfers, and full access to account information, and much more

SIBerNet is a suite of comprehensive internet banking services positioning SIB as a technology-driven bank offering superior services to retail customers with added security like OTP, FRM Solution.

> Retail branches now interconnected with single-window service and providing real-time online, real-time transactions to customers.

Instant account opening facility through Quick Account Opening, TAB Account Opening supported by e-KYC.

SIB offers Visa, MasterCard, and RuPay debit cards with online access to users for secure domestic and

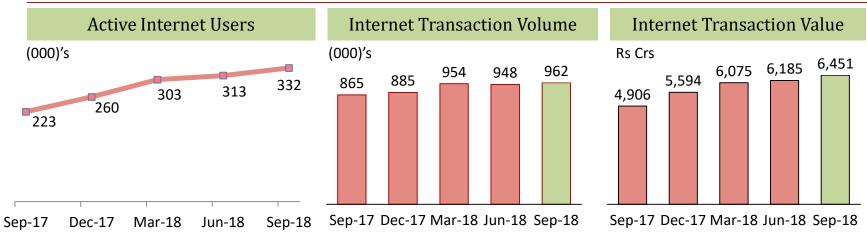


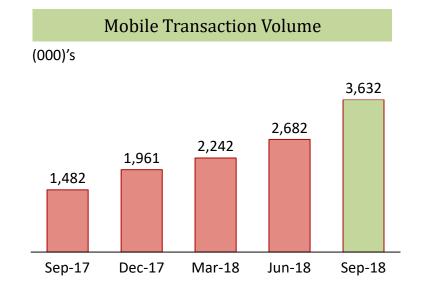


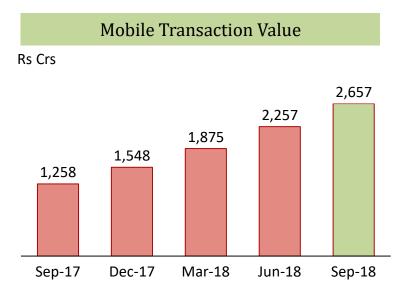
Centralized Processing Center allows enhanced risk management and customer creation with complete KYC compliance and fraud prevention tools

Personal Banking: Technology Banking



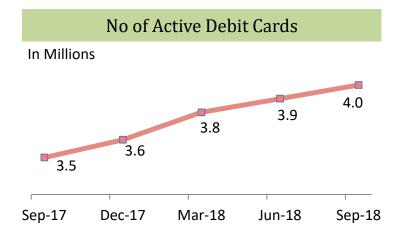


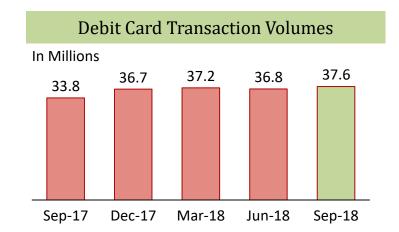


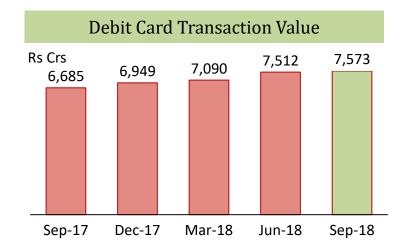


Personal Banking: Debit Cards











Milestones



FIRST among the private sector banks in Kerala to become a scheduled bank in 1946 under the RBI Act

FIRST private sector bank to open a NRI branch in November 1992

FIRST among the private sector banks in Kerala to open an "Overseas Branch" to cater exclusively to the export and import business in June 1993



FIRST bank in the private sector in India to open a Currency Chest on behalf of the RBI in April 1992

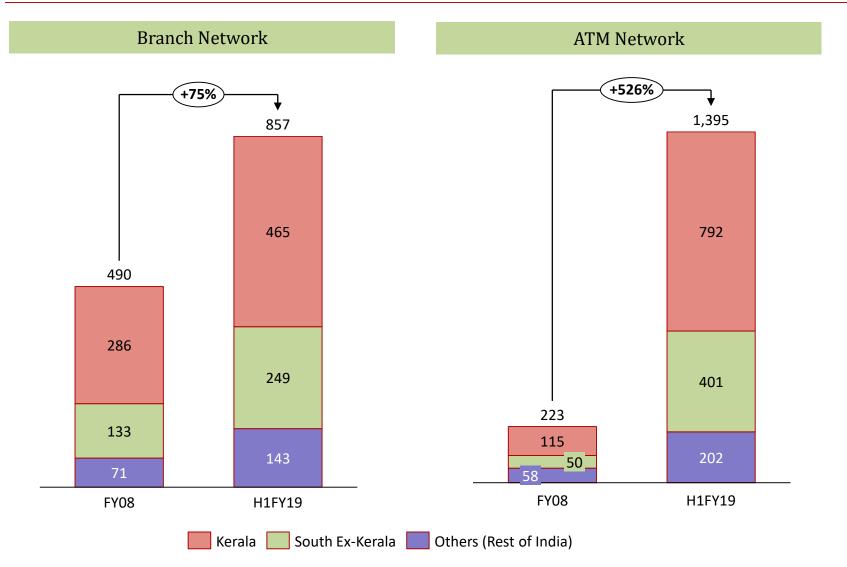
FIRST bank in the private sector to start Industrial Finance Branch in March 1993

FIRST bank in Kerala to develop an in-house, a fully integrated branch automation software in addition to the in-house partial automation solution operational since 1992

The FIRST Kerala based bank to implement Core Banking System

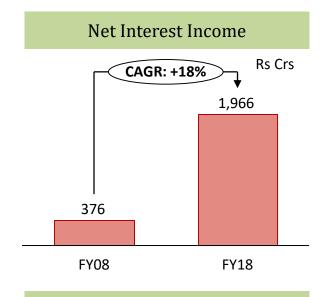
Expansion since FY08



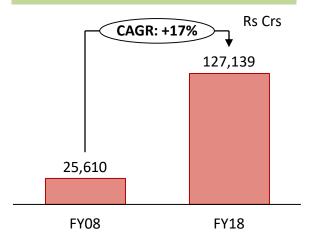


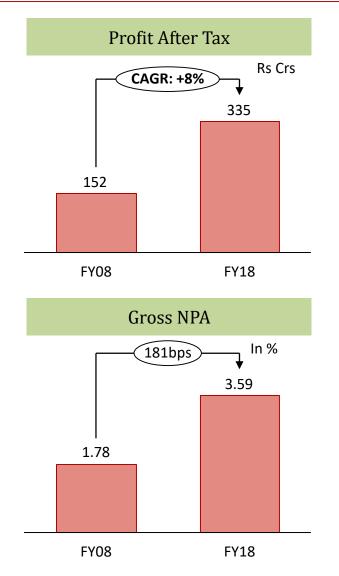
Performance since FY08











Leadership Team



Mr. V. G Mathew , MD & CEO

- Post Graduate in Physics and CAIIB with over 37 years of experience
- Joined SIB in January, 2014 as Executive Vice President and appointed as MD & CEO in October, 2014
- Significant experience in Retail & Corporate Credit, Technology and Risk Management
- Joined SBI as a probationary officer in the Ahmadabad Circle in 1978 and was Chief General Manager before joining SIB
- The major assignments handled by Mr. Mathew in SBI are
 - Dy. General Manager (IT Networking Project)
 - Dy. General Manager and Branch Head, (Overseas Branch, Bangalore)
 - General Manager, (Corporate Accounts Group-Mumbai Branch)
 - Chief General Manager (Risk Management)
 - Chief General Manager (Corporate Accounts Group)
- He has served on various committees at Corporate Center of SBI such as Wholesale Banking Credit Committee, Investment Committee, Corporate Centre Credit Committee and was a Director on the Board of SBI Macquarie Infrastructure Trustee (P) Limited

Leadership Team



Mr. Thomas Joseph K, EVP (Operations)

- Bachelors Degree in Engineering and Diploma in Management & CAIIB
- He is associated with SIB since 1984 and heads Departments such as Risk Management, Technology, Marketing, Corporate Financial Management, Human Resource and Inspection & Vigilance
- He was Head of Credit handling a portfolio of Rs.40,000 crores and was instrumental in the execution of the Retail Strategy of the Bank which saw significant growth in the MSME & Agriculture Sectors

Mr. G Sivakumar, EVP (Credit)

- Postgraduate in Chemistry and holds Masters Degree in Business Administration & CAIIB
- He heads Credit and Legal Departments
- He has over 35 Years of Experience in Domestic and International Banking in India and Abroad
- Before joining SIB, he was the General Manager and Head of Private Equity Vertical in State Bank of India where he was responsible for Private Equity and Venture Capital Investments made by the Bank
- He was also a nominee director on the Board of Directors of four companies and Investment Committee of more than ten Alternative Investment Funds

Mr. K N Reghunathan, EVP (Treasury)

- Commerce Graduate & CAIIB
- He is responsible for Treasury Operations of the Bank along with International Banking Division
- Before joining SIB, he was associated with Union Bank of India and was General Manager of Treasury and International Banking Division.
- He was the Bank's nominee on the Board of FIMMDA and SBI Global Factors and Member of the Advisory Committee of Metropolitan Stock Exchange of India, IDFC Investment Fund, TATA Growth Fund, TATA Innovative Fund, India Advantage Fund I & II

Management Team



Mr. Benoy Varghese (Country Head – Wholesale Banking)	Mr. Sanchay Kumar Sinha (Country Head – Retail Banking)	
Bachelors Degree in Arts & Masters Degree in Business Administration and CAIIB	 Bachelor's degree in Arts, Post Graduate Certificate in Business Management (XLRI) 	
Mr. John Thomas (Country Head – Business Development)	Mr. Raphael T.J., Senior General Manager (Chief Information Officer)	
Bachelors Degree in Science, MBA and CAIIB	 Bachelors Degree in Commerce, Masters in EXIM, Diploma in Financial Management and CAIIB 	
Mr. Anto George T, General Manager (Head of Inspection & Vigilance Department and Chief of Internal Vigilance)	Mr. Shelly Joseph, General Manager	
 Bachelors Degree in Arts & Post Graduate Diploma in Computer Application, Certification in RDBMS & Oracle 8i and JAIIB 	 Masters Degree in Commerce & CAIIB 	

Management Team



Mr. Reddy N J, General Manager	Mr. Sibi P M, Chief Compliance Officer		
Masters Degree in Commerce & LLB	 Bachelor of Technology Certified Associate of Indian Institute of Banking & Finance FRM and GARP 		
Mrs. Chithra H, Chief Financial Officer	Mr. Jimmy Mathew, Company Secretary		
 Bachelors Degree in Commerce Associate member of the Institute of Chartered Accountants of India Certified Associate of the Indian Institute of Banking & Finance 	 Bachelors Degree in Commerce, Associate Member of Institute of Company Secretary of India and Institute of Cost & Management Accountants of India. Also a Certified Associate of the Indian Institute of Banking & Finance 		

Award Wins during Q2FY19



Best MSME Bank-Runner Up

South Indian Bank has received the award for Best MSME Bank-Runner Up, instituted by Chamber of Indian Micro, Small & Medium Enterprises.



Photo Caption- Mr. John Thomas, Country Head (Business Development) received the award on behalf of South Indian Bank from Shri. Giriraj Singh, Minister of State in charge, Micro, Small & Medium Enterprises in presence of Mr. Mukesh Mohan Gupta, President, Chamber of Indian Micro Small & Medium Enterprises (CIMSME) and Mr. Satheesh Kumar K S (JGM & Regional Head, Delhi), South Indian Bank.

Award Wins during Q2FY19



CSR Award for Banks & NBFCs

South Indian Bank has received the CSR Award for Banks & NBFCs under Education Sector instituted by Kerala Management Association (KMA). South Indian Bank has won the CSR Award for the contribution to higher education sector through "SIB SCHOLAR", Bank's own scholarship scheme for academically brilliant but financially challenged students for pursuing higher education.



Photo Caption- Shri. Raphael T.J (Senior General Manager & CIO) received the award on behalf of South Indian Bank from Shri. Kochouseph Chittilappilly (Chairman & CEO, V-Guard Industries Ltd.) in the presence of Dr. George Sleeba (Executive Director, K. Chittilappilly Foundation), Mr. Jose Dominic (MD & CEO, CGH Earth Group), Mr. V. George Antony (Non Executive Vice Chairman, UAE Exchange & Financial Services Ltd.) and Mr. Vivek Krishna Govind (President, KMA & Senior Partner, Varma & Varma Chartered Accountants).



For further information, please contact:

Company

Investor Relations Advisors

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