



# Corporate Presentation

## MARCH- 2013

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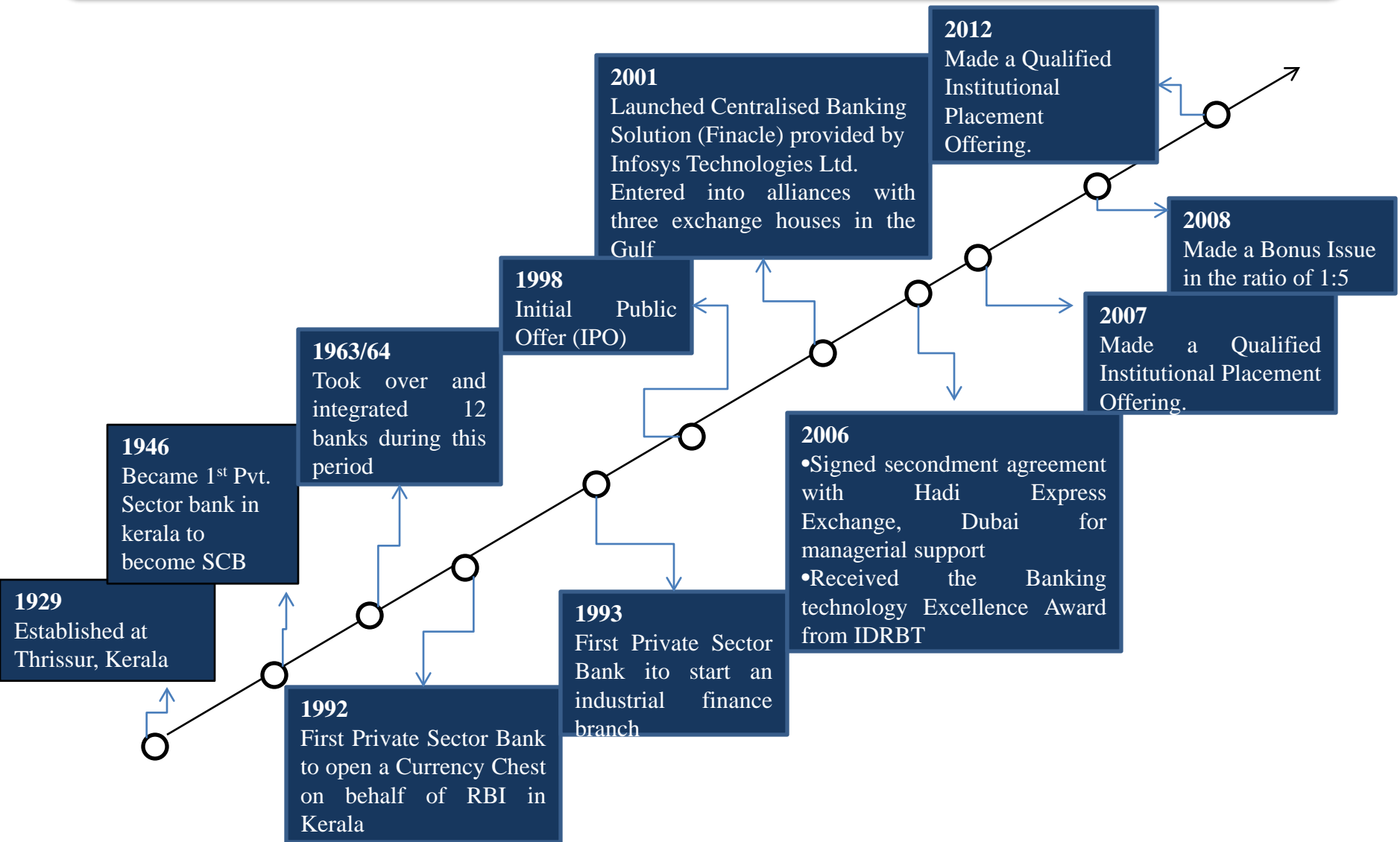
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# Snapshot

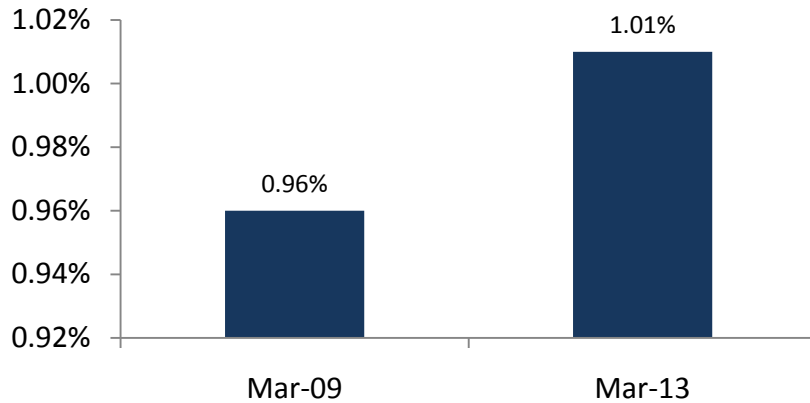
Track record	84 year old franchise; Leading position in Kerala; Expanding fast outside
Growth and Profitability	Last 5 year CAGR: 26% business; PAT CAGR of 27%; RoAA up from 1.09% to 1.17%. Improving asset yield as bank builds fee income streams in addition to interest income
Quality	Steadily improving asset quality; GNPA at 1.36%, NNPA 0.78%
Board and Management	Mr. Amitabha Guha , Non Exec, Chairman (ex-Joint MD of SBI, ex MD -SBT, SBH) Proactive management led by Dr. V. A. Joseph, well supported by 2 Executive Directors, 2CGMs and 6 GMs – 6 GMs life time bankers at the bank
Building for future	Young workforce (avg. age of 36 years) with continuity of management 2 CEOs in the last decade
Stakeholder value	Strong protection of stakeholder interest Stock return of 592% since IPO, and 10.71% since QIP in 2012

# Pioneering Initiatives

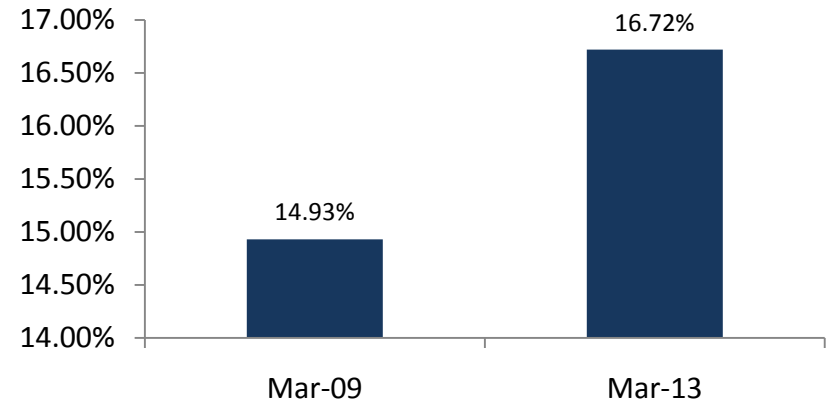


# Transformation since 2009

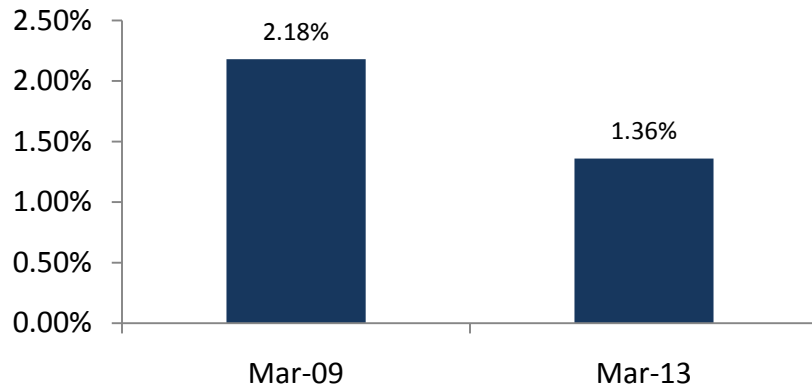
## RoA



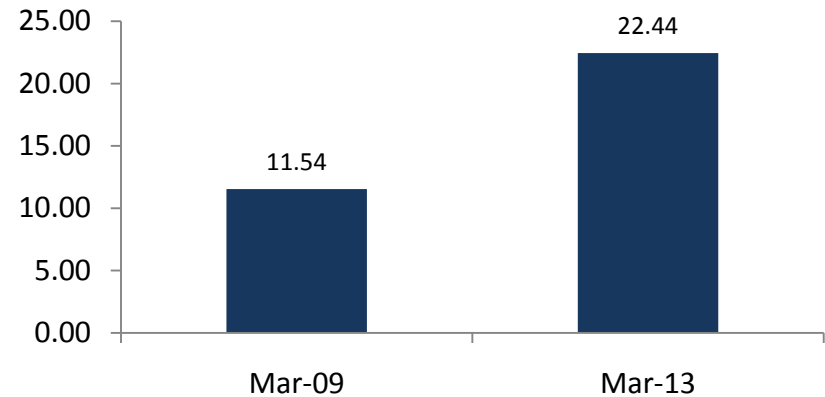
## RoE



## GNPA



## Book Value(Rs)



# Strategy

## Growth with quality

30% from wholesale banking ; 30% from SME and 40% from retail by FY15  
Credit growth rate of 25% till FY15; NIM to be maintained in 3% range  
Fee income to be 10%  
NNPA to be under 0.50%

## Strong distribution network

50 addition to branches, 100 ATM additions per year  
Proportion of branches outside Kerala : 1:1  
Second largest player in Kerala among private banks

## Low cost liabilities and Cost/Income

Priority banking in 80 centres; NRE banking to attract deposits  
CASA ratio to increase 1% per annum  
Cost/Income to decline 1% per annum

# Management and Board



# Strong Management and Board

## Strong Management

- Continuity in management - Only 2 CEOs in the last decade
- 2 Executive Directors, 2 CGMs and 6 GMs – 6 GMs life time bankers at the bank
- Employee stakeholders given opportunities to work based on merit and rewarded with ESOPs

## Strong Board

- Diverse backgrounds with significant knowledge across sectors
- Tighter underwriting due to Board oversight

## Strong HR practices

- Benchmarked HR Practices & Introduced Performance Linked Incentive schemes, ESOS, Annual Performance contest- Awards.
- Forward looking Human Capital Management Strategy
- Average age of the work force is 36 - generous ESOP pool (10%) to motivate employees
- Highly skilled human capital- 51.1% of human capital under age 30 with professional qualification

# A well experienced and strong Board



## **Mr. Amithabha Guha, Non Executive Chairman**

He , aged 63, was previously the Dy. MD of SBI, MD of SBH & SBT. He holds master's degree in science from Calcutta University, WB.



## **Dr. V A Joseph, Managing Director and CEO**

He , aged 61, has driven the transformation since 2005 taking the bank from 16,324 cr in 2005 to 76,425 cr in 2013 He holds bachelor's degree in law from Pune University, a master's degree in commerce from Kerala University, a master's degree in personnel management from Pune University He also holds a doctorate in HR from Pune University. He has held the position of GM in Syndicate Bank.



## **Mr. Jose Alapatt, Non Executive Independent Director**

He, aged 64 years, holds a bachelor's degree in science from Calicut University. He is a well known business leader and exporter in Kerala



## **Mr. Paul Chalissery, Non Executive Independent Director**

He, aged 48 years, holds a bachelor's degree in commerce and post graduate diploma in management from MCC, Chennai.

# A well experienced and strong Board



## **Mr. Mathew L Chakola, Non Executive Independent Director**

He, aged 48 years, holds a bachelor's degree in arts from Bangalore University. He is engaged in the business of real estate development and construction.



## **Dr. N J Kurian, Non Executive Independent Director**

He, aged 68 years, holds a doctorate and a post graduate degree in economics and also holds a post graduate degree in statistics. He served the Govt of India in various capacities.



## **Mr. Mohan E Alapatt, Non Executive Independent Director**

He, aged 48 years, holds a bachelor's degree in engineering. He is presently a corporate executive and has 20 years of experience in various industries.



## **Mr. K Thomas Jacob, Non Executive Independent Director**

He, aged 59 years, holds a bachelor's degree in science and is a chartered accountant. He has more than 28 years of experience in the field audit.

# A well experienced and strong Board



## **Mr. H Suresh Prabhu, Non Executive Director,**

He is having 40 years of experience in banking sector. He, aged 62 years, holds a bachelor's degree in law, master's degree in both business administration (finance) and in arts.

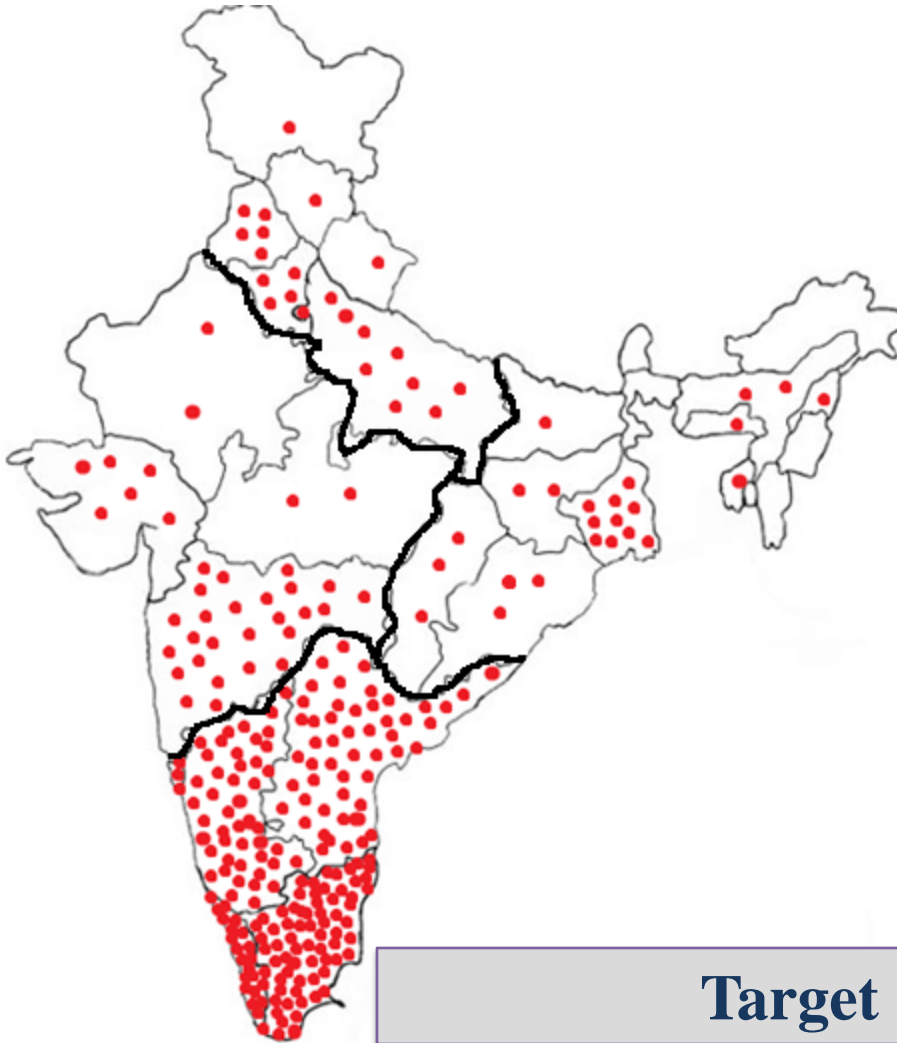


## **Dr. John Joseph, Non Executive Director, Additional Director**

He, aged 59 years, holds an MBBS degree and a diploma in Otorhinolaryngology. He is an Industrialist having around 25 years of experience in managing a SSI Unit

# **Network expansion and products**

# Branch Network



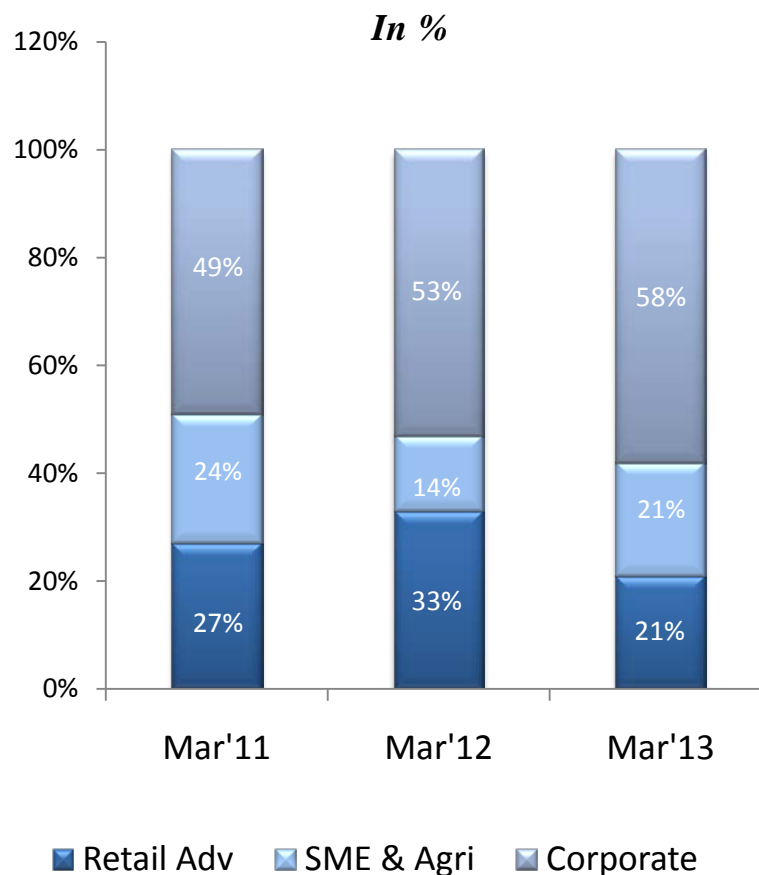
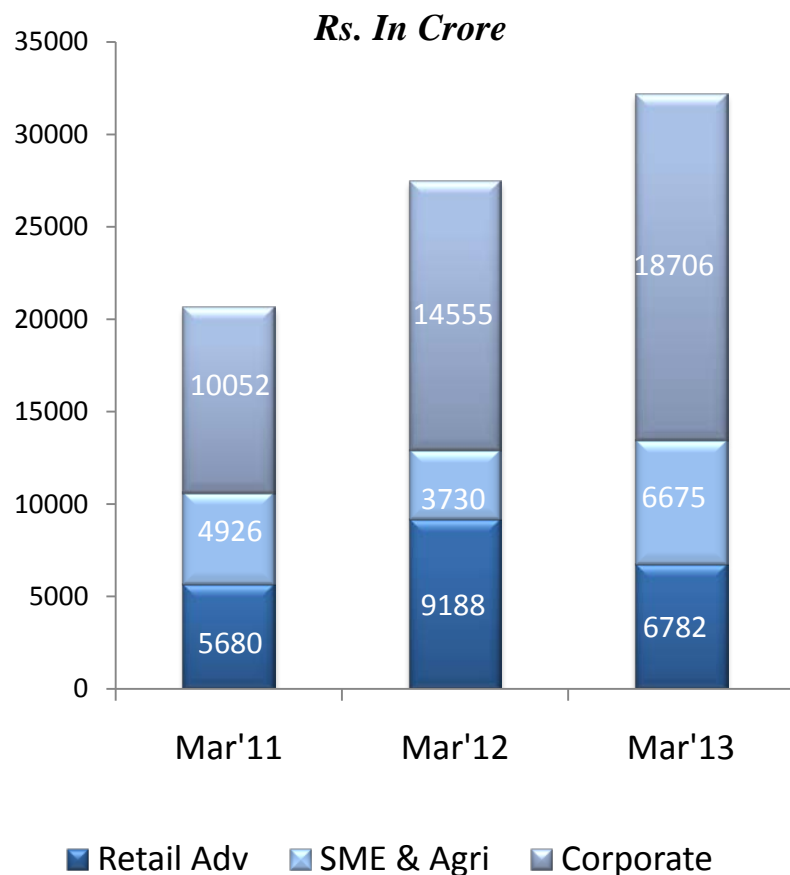
	No. of Branches
North	46
South	634
East	24
West	46
<b>Total</b>	<b>750</b>

**Target 1:1 Outside Kerala**

# RANGE OF PRODUCTS



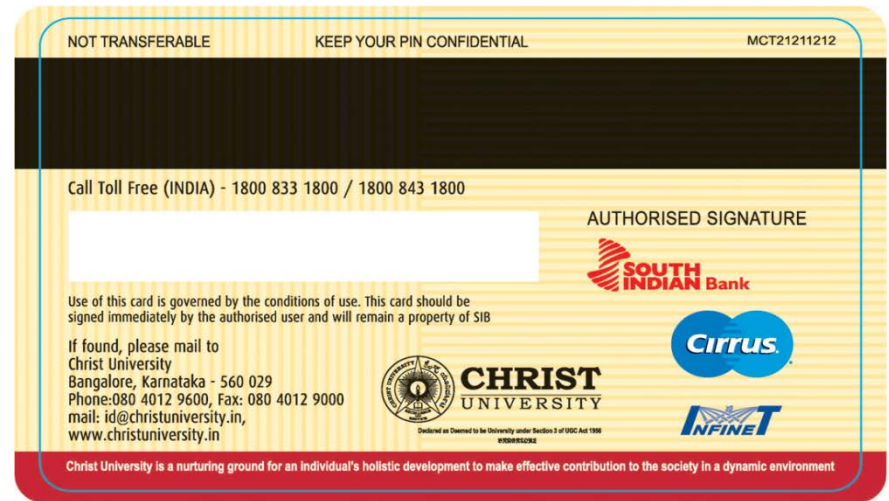
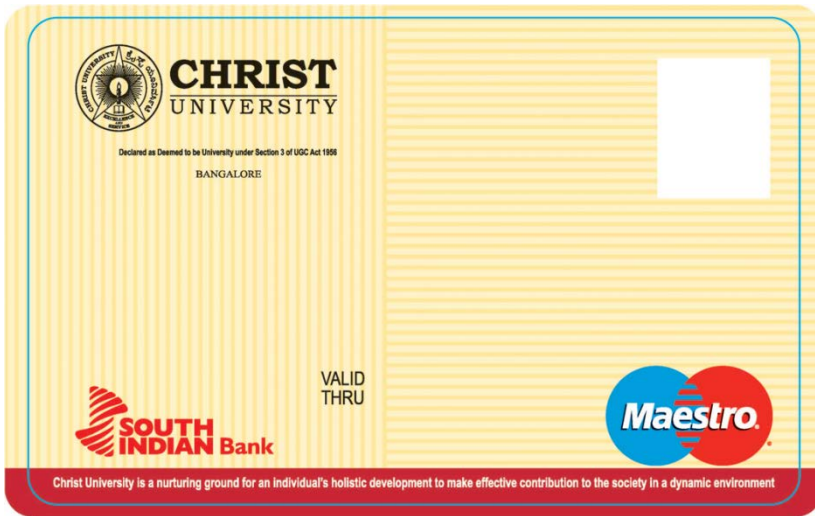
# Composition of Loan Book



*Retail Advance - exposure less than Rs. 5 Crore*



# Efficient Service Leveraging On Technology



**Project SIBERTECH- 100% Core Banking Solution (CBS) using FINACLE from Infosys.**

**A host of hi-tech products- International debit & credit cards, high speed & secure Internet & Mobile Banking for retail & corporate clients.**

**Online Value added services - Stock trading, ticket booking, mobile recharges, shopping, Utility payments, offerings.**

**Successfully launched Smart card at Christ University, Bangalore which works as Access card, Identity card, ATM card and card for payment of fees in Christ College for around 10000 students.**

# Drivers for improvement

# Strategic tie-ups to drive fee income growth

Life Insurance with LIC

General Insurance with Bajaj Allianz

Mutual funds –All the leading AMCs in India

Sri Lanka's Hatton National Bank (HNB)

- Improve the remittance flow to India and Sri Lanka

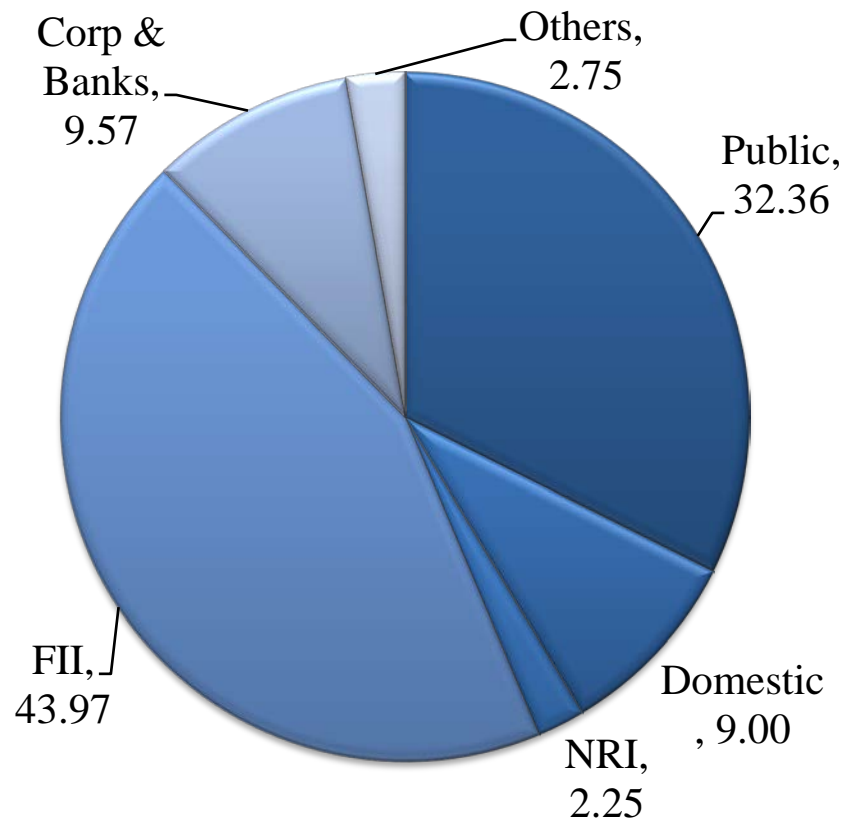
More than 30 exchange houses & banks in middle east

- Facilitating fast remittances for more than 2lakh NRI customers, mostly from Gulf countries

Providing managerial support to overseas exchange house - HADI exchange house

# Shareholding

# Marquee Investor List



## Major Institutional Shareholders

<b>INDIA CAPITAL FUND LIMITED</b>	<b>5.9%</b>
<b>IFCI LTD</b>	<b>4.98%</b>
<b>FIRST CARLYLE VENTURES MAURITIUS</b>	<b>4.97%</b>
<b>ARGONAUT VENTURES</b>	<b>4.24%</b>
<b>IIFL INC A/C MULTIPLES PRIVATE EQUITY FII I</b>	<b>4.05%</b>
<b>LIFE INSURANCE CORPORATION OF INDIA</b>	<b>3.69%</b>

**Strong Institutional Ownership**

# Recognitions



TECHNOLOGY  
EXCELLENCE AWARD  
2011-12 FROM IDRBT



BUSINESSWORLD INDIA'S BEST  
BANK 2010 AWARD to SOUTH  
INDIAN BANK



SOUTH INDIAN BANK BAGS  
TWO PRESTIGIOUS D&B  
BANK AWARDS



SOUTH INDIAN BANK  
BAGS FIRST  
MASTERCARD  
INNOVATION AWARD FOR  
ACTIVATION AND USAGE  
PROGRAM