



WEALTH MANAGEMENT

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The word Wealth Management is a very common term among HNI and UHNI customers as there are many Banks and financial outfits offers such services.

Wealth Management is generally termed as the ability of a qualified investment professional to deliver a full range of financial services and products to an affluent client which suits his financial goals.

Wealth Management combines the services of financial and investment products, tax services, retirement planning and legal or estate planning.

To serve a client to meet his financial goals, a wealth manager follows these six steps of financial planning process effectively and efficiently.

- 1. Establish and define the relationship
- 2. Collect information
- 3. Analyse and assess the current financial status
- 4. Develop recommendations and discussion
- 5. Implement the recommendations.
- 6. Review and monitor the situation

Most often the investment objectives of a client are managed through Mutual fund, Direct Equity, NPS, ETF, Gold and Bonds. But the use of alternatives like Portfolio Management Service, Alternative Investment Funds will open the client's portfolio to investment possibilities in asset classes outside of those normally considered to be traditional and this will be purely based on client's risk appetite.

A proficient wealth manager advises financial well-being and supports his clients in any of the following four phases.

- 1. Accumulation of wealth
- 2. Protecting wealth
- 3. Converting wealth to income
- 4.Transferring wealth

At South Indian Bank - SIB Wealth X team will help in understanding client needs, analyse risk behaviour, customise products and services based on need, implement the same for their betterment and will monitor/review on quarterly basis





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NRI business owners can plan their finances to maximize the impact of positive factors and reduce the effects of negative socio-economic factors on their finances:

1. The Demarcation Between Personal Finance and Business Finance

The lines between personal money and business money can get blurred. While using the money earned from the business to achieve the financial goals, it is crucial to keep the finances separate. The money to be used for personal purposes and business objectives need to be kept separate so that the person doesn't end up using the money for child's education or other personal expenses to the new business entity launched or vice-versa.

The best way is to set up short-term and long-term goals for business and personal life and then decide on a course of action on how to fund the goals etc.

2. Financial Planning

NRI plans the finances both in India and in the country of residence. It involves setting up goals and managing NRI investment options - insurance, tax planning, and estate management separately in both countries. It will depend on the plans for the future as well.

For example, if a person lives in the United Kingdom and plan to retire there, he will most likely be eligible for a pension if he has contributed to national insurance for ten years or more. If the person wants to retire in India, he needs to decide on staying options, retirement funds, etc. The estate in both countries have to be managed. Decide on the succession plans of the business - either turn the reins of the business over to the next leader, or sell it or shut down the business? And plan accordingly. The proceeds of selling or shutting the business have to be managed well so that tax is optimized and to make the best use of them to have a comfortable lifestyle post-retirement.

3. Appropriate Funding of Emergency Money

Emergency funds helps us in times of unfortunate events. As a small business owner, assess the conditions in the country of residence to set up an emergency fund. For example, in the United Kingdom, the government usually takes care of most healthcare costs,

and it may not make sense to lock in a significant amount. But in India, one will have to spend money on healthcare for himself and his loved ones if not insured. Good medical facilities are expensive too. Investing money in a liquid asset that is more lucrative than a savings bank account such that one can earn returns and can redeem the cash easily.

4. Tax Management in Multiple Countries

Taxes in both countries need to be managed efficiently, which means computing the income and tax in India and the country of residence. If the annual income of a person exceeds Rs 2.50.000 in India, he need to file an income tax return in India. Here are a few essential points to consider while filing taxes -

- a) Incomes earned outside India will not be taxable in India under the Double Taxation Avoidance Agreement (DTAA).
- b) Interest earned by the NRI on Non-Resident External (NRE) accounts and Foreign Currency Non - Resident (FCNR) accounts is also not taxable in India.
- c) Income from a house property situated in India, capital gains on transfer of asset situated in India, income from fixed deposits, and interest on a savings bank account

5. Control of Emotions and Behaviour

A business owner, will be focussed on running the business well and making it profitable. Investing in a diversified portfolio across markets and products can helps to maximize the wealth as an investor and taxpaver in India. Also have to manage the investment portfolio in the country of residence to generate capital growth and optimum returns. A business owner might face various situations like a business downturn, unexpected increase in profitability, volatility in different markets at different times, changes in taxation rules, etc. It is not easy to manage everything simultaneously. The best way is to understand the factors that can and cannot be controlled. For example, a person cannot control a stock market downturn but can be conscious of the spending. Being disciplined with the budget and regularly investing is a prudent way to grow the money and wealth. Following cost-conscious measures, constantly skilling yourself, and being tuned to the market will helps to manage the business income well.

Being proactive is the key to long-term success in both personal and business finances. Set realistic goals, make plans to achieve them, execute them, and review plans and actions regularly to ensure financial success in both personal and business finances.





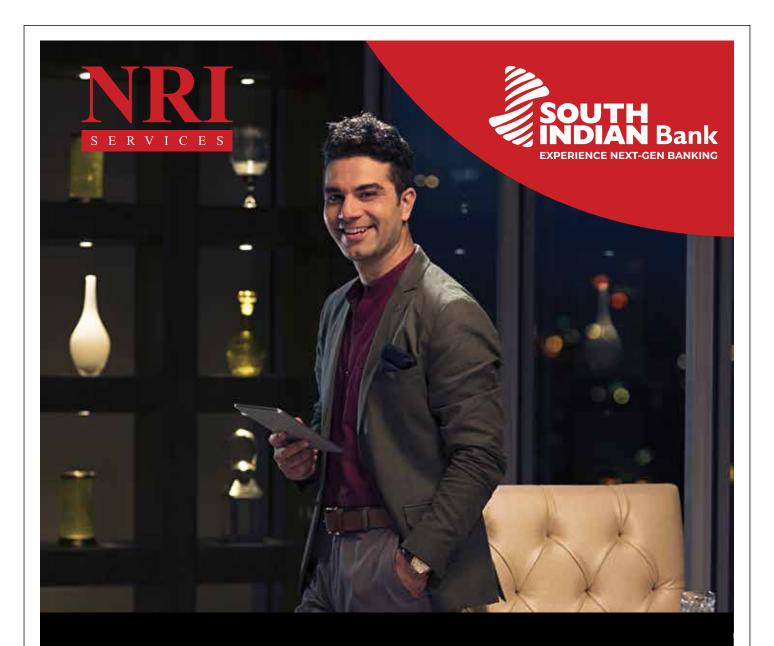
ystematic Investment Plan (SIP) allows investors to select a specific mutual fund as per his/her preference and invest a uniform amount into that mutual fund on a periodic basis. An investor can invest small amount periodically say, monthly or quarterly or half yearly to generate higher returns in the long run.

Benefit of Systematic Investment Plan (SIP):

- Flexibility: SIP offers flexible payments at regular intervals and flexibility during inconsistent Market trends.
- Higher Returns: SIP is an efficient and reliable way of getting higher returns
- Compounding Power: SIP helps investors augment their returns over the long term course.

 Easier Management: Unlike Lump sum investment SIP facilitate purchasing units at regular intervals.

The Systematic Investment Plan is a smart way of investment that enables an investor to invest small amount of money at regular intervals to convert the same to a considerable amount of capital as per the choice, requirement and financial goals of the investor. Although Systematic Investment Plan is also surrounded by the market and event driven short term risk, yet the selection of an appropriate mutual fund in terms of experience of fund manager, safety of Capital and returns of the fund reward the investors patience and perseverance in the long run.



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News Corner



SOUTH INDIAN BANK UAE TEAM WITH MR. ANAND SUBRAMANIAN, HEAD - NRI BUSINESS





എൻ.ആർ.ഐ. സേവനങ്ങൾ മെച്ചപ്പെടുത്താൻ സൗത്ത് ഇന്ത്യൻ ബാങ്കിന് പ്രത്യേക പദ്ധതികൾ

ദുബായ്▶ പ്രവാസികഠംക്കായി എൻ.ആർ.ഐ. ശാഖ സ്ഥാപി ച്ച് ഇന്ത്യയിലെ ആദ്യ ബാങ്കാണ് സൗത്ത് ഇന്ത്യൻ ബാങ്കെന്ന് ജന റൽ മാനേജരും എൻ.ആർ.ഐ. ബിസിനസ് മേധാവിയുമായ ആനന്ദ് സുബ്രഹ്മണ്യൻ പറഞ്ഞു. എൻ.ആർ.ഐ. നിക്ഷേപത്തിൽ ബാങ്ക് വലിയ രീതിയിൽ ശ്രദ്ധ കേന്ദ്രീകരിക്കുന്നുണ്ട്. ഇന്ത്യയുടെ വളർച്ചയ്ക്കും ആഗോള അംഗീകാ രത്തിനും ഗണ്യമായ സംഭാവന കഠം നൽകുന്ന് എൻ.ആർ.ഐ. സമൂഹത്തെ ഏറെ വിലമതിക്കു ന്നതായി 'മാതൃഭൂമി'ക്ക് നൽകിയ പ്രത്യേക അഭിമുഖത്തിൽ അദ്ദേ ഹം പറഞ്ഞു.

ഉപഭോക്താക്കാംക്കുള്ള സം ഭാവനകയ വർധിപ്പിക്കുന്നതി നും സേവനങ്ങാ മെച്ചപ്പെടു ത്തുന്നതിനും പ്രത്യേക പദ്ധതി കളാണ് ബാങ്ക് നടപ്പാക്കുന്നത്. എൻ.ആർ.ഐ. ഉപഭോക്താ

ക്കാംക് സേവനം നൽകാനാ യി പ്രത്യേക ശാഖകളും സേവന കേന്ദ്രങ്ങളും യു.എ.ഇ.യിലുണ്ട്. ആരോഗ്യപ്രവർത്തകർ, നാവി കർ എന്നിവർക്കായി അടുത്തി ടെയാണ് പുതിയ സേവനങ്ങാം ആരംഭിച്ചത്. എൻ.ആർ.ഐ.കാ ക്കായി നിലവിൽ ഭവന, വാഹന വായ്പകളും നൽകുന്നുണ്ട്. ജി.സി. സി. രാജ്യങ്ങളിൽനിന്നാണ് ഏറ്റ വും കൂടുതൽ ഉപഭോക്താക്കാ ഉള്ളത്. യു.എ.ഇ.യിൽ മാത്രമാ യി നിലവിൽ രണ്ടു ലക്ഷത്തിലേ റെ ഉപഭോക്താക്കളുണ്ട്. അവർ ക്ക് മികച്ച സേവനങ്ങഠം നൽ കുന്നതിനായാണ് ദുബായിൽ ഓഫീസ് തുടങ്ങിയത്. പണമിട പാടുകഠംക്കായി ഓൺലൈൻ, ഡിജിറ്റൽ സേവനങ്ങളും ലഭ്യമാ ക്കുന്നുമുണ്ട്-അദ്ദേഹം പറഞ്ഞു.

ഗോഠംഡ്, എൻ.ആർ.ഇ. പഠംസ്, എൻ.ആർ.ഇ. നാവികർ, എൻ.ആർ.ഇ. പ്ലാറ്റിനം തുടങ്ങി



ആനന്ദ് സുബ്ബഹ്മണ്യൻ

വൈവിധ്യമാർന്ന ഉത്പന്നങ്ങ ളാണ് പ്രവാസി ഇന്ത്യക്കാർക്കാ യി സൗത്ത് ഇന്ത്യൻ ബാങ്ക് വാ ഗ്ദാനം ചെയ്യുന്നത്. ഇന്ത്യയിലെ എ.ടി.എമ്മുകളിൽനിന്ന് പരിധി യില്ലാതെ പിൻവലിക്കൽ, എയർ പോർട്ട് ലോഞ്ചുകളിലെ ഡെബി റ്റ് കാർഡ് സേവനങ്ങാം, മ്യൂച്ചൽ ഫണ്ടുകഠം, ആരോഗ്യ ഇൻഷു റൻസ്, ജനറൽ ഇൻഷുറൻസ് തുടങ്ങി ഒട്ടേറെ സേവനങ്ങഠം ബാങ്ക് നൽകുന്നുണ്ടെന്നും ആന ന്ദ് സുബ്രമണ്യൻ പറഞ്ഞു. സൗ കരുപ്രദമായ സമ്പാദ്യ പദ്ധതിക ളും ബാങ്കിലുണ്ട്. എൻ.ആർ.ഇ., എഫ്.സി.എൻ.ആർ. എന്നീ നി ക്ഷേപങ്ങളാണ് ഏറ്റവും ജന പ്രിയമായത്. നിക്ഷേപങ്ങാംക്ക് ഉയർന്ന പലിശനിരക്കാണ് വാ _ ഗ്ദാനം ചെയ്യുന്നത്. ദീർഘകാല നിക്ഷേപത്തിന് താത്പര്യമുള്ള വർക്ക് പോർട്ട്ഫോളിയോ നി ക്ഷേപ പദ്ധതി ഉചിതമായിരിക്കു മെന്ന് അദ്ദേഹം പറഞ്ഞു.

ബാങ്ക് അക്കൗണ്ട് തുറ ക്കാൻ ആഗ്രഹിക്കുന്നവർ www. southindianbank.com/nriservices സന്ദർശിക്കണം. ഇടപാടുകളു മായി ബന്ധപ്പെട്ട സംശയങ്ങഠം ക്ക് യു.എ.ഇ.യിലെ പ്രതിനിധി ഓഫീസുമായി ബന്ധപ്പെടാവുന്ന താണ്. കഴിഞ്ഞ വർഷം വിദേശ ത്തുനിന്ന് ഇന്ത്യയ്ക്ക് ലഭിച്ച 107 ബി ല്യൺ ഡോളറിൽ യു.എസ്.എ., യു.എ.ഇ. എന്നിവിടങ്ങളിൽ നി ന്നുള്ള എൻ.ആർ.ഐ.കഠം നിർ

ണായക സംഭാവനകഠം നൽകി യിട്ടുണ്ടെന്നും ആനന്ദ് സുബ്രഹ്മ ണൃൻ പറഞ്ഞു.

1991-ൽ പുണെ സർവക ലാശാലയിൽനിന്ന് എം.ബി.എ. പൂർത്തിയാക്കിയതിനു ശേഷമാ ണ് ഇദ്ദേഹം ബാങ്കിങ് രംഗത്തേ ക്ക് ചുവടുറപ്പിച്ചത്. ബാങ്ക് ഓഫ് അമേരിക്ക, സ്റ്റാൻഡേഡ് ചാർട്ടേ ഡ് ബാങ്ക്, ഇന്ത്യയിലെയും സി ങ്കപ്പൂരിലെയും ജി.ഇ. കാപിറ്റൽ, സൗത്ത് ഇന്ത്യൻ ബാങ്ക് എന്നിവി ടങ്ങളിലായി 25 വർഷത്തിലേറെ യായി പ്രധാന പദവികാം വഹി ച്ചിട്ടുണ്ട്. പ്രവർത്തന മേഖലയി ലെ മികവിന് 2003 മുതൽ ഒട്ടേ റെ പ്രധാന പുരസ്കാരങ്ങളും ലഭിച്ചിട്ടുണ്ട്. 2021 ഓഗസ്റ്റ് മുതൽ ഇന്ത്യയിലെ സൗത്ത് ഇന്ത്യൻ ബാ ങ്കിൻെറ ജനറൽ മാനേജറായും എൻ.ആർ.ഐ. ബിസിനസ് തല വനായും സേവനമനുഷിച്ച് വരു കയാണ് ആനന്ദ് സുബ്രഹ്മണ്യൻ.

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LIST OF CORRESPONDENT BANKS WITH SWIFT ARRANGEMENT

Currency Details	Bank & Address	SIB's A/c no. with them	SWIFT Code
USD (US Dollar)	J P MORGAN CHASE BANK NA, 383 Madison Avenue New York, New York 10179 ABA Routing Number: 021000021	906918203	CHASUS33
	The Bank of New York Mellon (BNY Mellon), 240 Greenwich Street NY 10286, USA ABA ROUTING NO: 021000018	803-3162-716	IRVT US3N
	Standard Chartered Bank, One Madison Avenue, New York, NY 10010-3603 ABA ROUTING NO: 026002561	3582021649001	SCBLUS33
GBP (Pound Sterling)	J P MORGAN CHASE BANK NA, 25 Bank Street, Canary Wharf London United Kingdom E14 5JP IBAN: GB03CHAS60924280035960	80035960	CHASGB2L
	Standard Chartered Bank, 1 Basinghall Avenue, London EC2V 5DD, United Kingdom IBAN Number: GB88 SCBL 6091 0412 6928 56	01269285601	SCBLGB2L
EURO	J P Morgan SE , Taunustor 1, 60310 Frankfurt am Main , Germany, IBAN: DE55501108006231419232	6231419232	CHASDEFX
	Standard Chartered Bank (Germany) GMBH, Franklinstrasse 46-48 60486 Frankfurt /Main, Germany, IBAN:DE40512305000018160002	018160002	SCBLDEFX
JPY (Japanese Yen)	Standard Chartered Bank, 21st Floor Sanno Park tower Tower 2-11-1 Nagatacho, Chiyoda-ku Tokyo 100-6155 Japan	23762101110	SCBLIPIT
CAD (Canadian Dollar)	The Bank of New York Mellon(BNY Mellon), 240 Greenwich Street NY 10286, USA	8033060042	IRVTUS3N (Intermediary bank:- Royal Bank of Canada, Toronto ROYCCAT2)
CHF (Swiss Franc)	Zurcher Kantonalbank, Hardstrasse 201, Zrich (Prime Tower) IBAN Number : CH9500700070001284444	0-0700-01284444	ZKBKCHZZ80A
AUD (Australian Dollar)	State Bank of India, Suite 31.02, Australia Square,264, George Street Sydney,NSW 2000, Australia	30113039120001	SBINAU2SXXX
AED (UAE Dirham)	Mashreq Bank, P O Box1250, Riqa, Diera Dubai, UAE, IBAN No : AE960330000019030000172	019030000172	BOMLAEAD
SGD (Singapore Dollar)	DBS Bank Ltd 12 Marina Boulevard, Marina Bay Financial Centre Tower 3, Singapore-018982	037-003682-0	DBSSSGSG
SAR (Saudi Riyal)	Al Rajhi Bank, Head Office, Al Olayia Main Street – Riyadh, Al Akaria Building 3, P.O. Box 28, Riyadh – 11411 Saudi Arabia.	IBAN: SA0780000100608010055456	RJHISARI

LIST OF EXCHANGE HOUSES/BANKS HAVING RUPEE DRAWING **ARRANGEMENT WITH SOUTH INDIAN BANK**

Country	Name of the bank/ Exchange Company	Remittance facility
	Hadi Express Exchange, P.O Box 28909, Dubai, UAE, Ph: 00971-43537650	SIB Express
	UAE Exchange Centre LLC, Head office, P.O Box 170, Abudhabi, UAE, Ph: 00971-26322166	SIB Express
	Al Ahaliya Money Exchange Bureau, P.O Box 2419, Abu Dhabi, UAE, Ph: 00971-26270004	SIB Express
	Al Rostamani Exchange, P.O Box 10072, Al Rostamani Bldg. (Above 1st gulf Bank) Mezzanine Floor, Bur Dubai, UAE, Ph: 00971-263223222	SIB Express
	Al Fardan Exchange Company, P.O Box 498, Abudhabi, UAE, Ph: 00971-26223222	SIB Express
	Al Ansari Exchange, Head office, P.O Box 6176, Dubai, UAE, Ph: 00971-26224421/ 26108888/43772666	SIB Express
UAE	Sharaf Exchange LLC, P.O Box 29040, Dubai, UAE, Ph: 00971-43554560	SIB Express
UAE	Lulu International Exchange LLC, P.O Box 4059, Plot No. C-210 Muroor Road, Abu Dhabi, UAE, Ph: 00971-26421800	SIB Express
	Joy Alukkas Exchange, P.O Box 171468, Bur Dubai, UAE, Ph: 00971-42522900	SIB Express
	GCC Exchange, P.O Box 41704, Al Sabkha, Deira, Dubai, UAE	SIB Express
	Delma Exchange, P.O Box 129869, Abu Dhabi, UAE, Ph: 00971-26225511/26225544	SIB Express
	Federal Exchange, Mohammed Bin Zayed City, P.O. Box 29407, Abu Dhabi, UAE. Tel: +971 2 555 8851	SIB Express
	Muthoot Exchange, P O Box 123387, Ayal Nasar, Naif Road, Deira, Dubai, Tel:+9714 2726339	SIB Express
	M/s Send Exchange, Zayed 1st Electra Street, Khalfan Megar Al Suwaidi Building, Abu Dhabi, UAE	SIB Express
	UAE Exchange Centre, Kuwait, P.O Box 26155, Postal Code: 13122, Safat, Kuwait, Ph: 00965-22459417	SIB Express
	National Exchange Co., P.O Box 11520, Postal Code: 15355, Dasma, Kuwait Ph: 00965-5736603	SIB Express
Kuwait	M/s Kuwait Asian International Exchange Co W.L.L, Office No. 48 Adel & Anwar Mustafa Thunayan Al Ghanim Complex, Street 7 Block 73, Fahaheel Area, Kuwait Tel: +965-23912944	SIB Express
	M/s Wall Street Exchange Co WLL, P.O. Box : 29942, Safat, 13160, Kuwait Tel:+965 1822055 Ext. #115	SIB Express
	Joyalukkas Exchange LLC (formerly Majan Exchange LLC) P.O Box 583, Postal Code: 117, Sultanate of Oman., Ph: 00968-24794017	SIB Express
	Oman International Exchange, P.O Box 994 Postal Code: 114, Hay Al mina, Sultanate of Oman, Ph: 00968-24834954	SIB Express
Oman	Hamdan Exchange Co., Head Office, P.O Box 190 Postal code: 211, Salalah, Sultanate of Oman Ph: 00968-23211258/24830893	SIB Express
	Lulu Exchange Co LLC (formerly Asia Express Exchange Co. LLC), P.O Box 881, Ruwi, Postal Code: 112, Sultanate of Oman, Ph: 00968-24788787	SIB Express
	M/s Wasel Exchange SAOC, PB 3548, PC 112, Ruwi, Muscat, Oman., Ph: 00968 9263 8801	SIB Express
	M/s Bahrain India International Exchange Co. BSC (c) , P.O Box :3204, Manama, Kingdom Of Bahrain	SIB Express
Bahrain	N.E.C BSC (c) (formerly Nonooo Exchange Co)., P.O Box 11970, Manama, Bahrain Ph: 0097317230905	SIB Express
	Zenj Exchange Co., P.O Box 236, Manama, Bahrain, Ph: 0097317224352	SIB Express

LIST OF EXCHANGE HOUSES/BANKS HAVING RUPEE DRAWING **ARRANGEMENT WITH SOUTH INDIAN BANK**

Country	Name of the bank/ Exchange Company	Remittance facility
	Al Fardan Exchange Co., P.O Box 339, Doha, Qatar, Ph: 00974-4335117	SIB Express
	Gulf Exchange Co., P.O Box 4847, Doha, Qatar, Ph: 00974-4383222	SIB Express
	City Exchange Co., Near Arab Roundabout/Souq Al Najadah, P.O Box 16081, Doha, Qatar Ph: 00974-4435060	SIB Express
Qatar	M/s Al Dar for Exchange Works W.L.L, P.O Box 24048, Nuaijah, IBA xBuilding, C-Ring Road, Doha, Qatar, Ph: 00974-4566514	SIB Express
	M/s Al Dar for Exchange Works W.L.L, P.O Box 24048, Nuaijah, IBA Building, C-Ring Road, Doha, Qatar, Ph: 00974-4566514	SIB Express
	M/s Islamic Exchange Co., P.O Box 80925, Doha, Qatar, Ph: 00974-4422718	SIB Express
	Al Sadd Exchange, Post Box.17127, Al Ameer Street, Fareej Al Soudan , Doha – Qatar Ph: +974 44323334	SIB Express
	Doha Exchange Co WLL, Al Jasra Souq Waqif, Doha, Qatar, +974 44510733	SIB Express
	Doha Bank, P.O Box 3818, Grand Hamad Avenue, Doha, Qatar, Ph: 00974-44456600	TT (Swift)
Saudi Arabia	Al Rajhi Bank, P.O Box 28, Riyadh 11411, Kingdom of Saudi Arabia, Ph: 0096612116000	TT (Swift)
	Arab National Bank, P.O Box 56921, Riyadh 11564, Saudi Arabia, Ph: 00966590302887	TT (Tele Money)
Singapore	International Exch. Co. (S) Pte Ltd., 111, North Bridge Road, #01-17/18, Peninsula Plaza, Singapore-179098, Ph: 006563387749	SIB Express
Australia	Flyworld Money Exchange Pty Ltd, 49 Princes Highway, Dandenong Vic, 3175, Australia. Ph: 0449 891 010	SIB Express
	PFG Forex Pty Ltd, 189 B South Center Road, Tullamarine, VIC 3043, Australia. Ph: +61-3-9001 5864	SIB Express
	Remit International Pty Ltd, Australia, 1/100 Oaks Ave Dee WHY, NSW Australia 2099. Ph: + 61402098618	SIB Express
Canada	Buckzy Payments INC. 67 Young Street. Suite 701, Toronto, ON M53 1J8. Ph: 91 98470 41060	SIB Express
United Kingdom	M/s GCC Exchange UK Ltd, 90, High Street, Southall, Middlesex-UB1 3DB, United Kingdom, Ph: +442085712065	SIB Express
	M/s Direct Remit Limited, 444 Edgware Road, London, W2 1G, Ph +971 527553421, +971 553407625	SIB Express
	M/s KMB International Money Transfer Ltd, 88 Caledonian Road, King's Cross, London N1 9DN, United Kingdom, Ph: +44 7309058496	SIB Express
	M/s Muthoot Finserve USA INC, 1407, Oak Tree Road, Iselin, New Jersey, 08830, USA customersupport@muthootgroup.us, Ph 91-8137990642	SIB Express
USA	M/s WALL STREET FINANCE LLC, 1055 Westlakes Drive, Suite 175, Berwyn, PA19312, USA. Ph: +1 267 205 2213	SIB Express
Seychelles	M/s Raji Exchange Limited, K B Emporium Building, Rue de Diolinda, Providence Industrial Estate, Mahe Island, P O Box 1212, Victoria, Seychelles, Ph No: +248 2505020	SIB Express
Jordan	M/s ZamZam Exchange LLC, Wasfi Altall ST, Amman, Jordan, (962) 7244844 (962) 778878878/ 776211343	SIB Express

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P O Box 122611, SM02, Mezzanine Floor
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