DEPT.: SECRETARIAL

REF. No.: SEC/ST.EX.STT/ 184/2023-24

DATE : January 18, 2024



National Stock Exchange of India Ltd.,

Exchange Plaza, 5th Floor,

Plot No.C/1, G Block,

Bandra-Kurla Complex, Bandra (E),

Mumbai – 400 051.

SCRIP CODE: SOUTHBANK

BSE Ltd.

Department of Corporate Services (Listing),

First Floor, New Trading Wing, Rotunda Building, P J Towers,

Dalal Street, Fort, Mumbai – 400 001.

SCRIP CODE: 532218

Dear Madam/Sir,

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 Unaudited Financial Results of the South Indian Bank Limited for the quarter and nine months ended 31st December, 2023.

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.



Investor Presentation

Q3-FY 2024

LEADING THE WAY WITH NEXT-GEN BANKING

TRUST MEETS TECH SINCE 1929





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Brief Snapshot

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Brief Snapshot (Dec'23)



Large Scale



INR 77,686 Cr

Total Advances

INR 65,805 Cr

Disbursement (9M'24)

INR 99,155 Cr

Deposits

Multi-pronged distribution strategy



948 / 9,939

Branches/ Employees

26 / 4

States / Union Territories

97.5%

Digital Transactions

Maintaining healthy asset quality



4.74%

GNPA

1.61%

NNPA

77.97%

PCR (incl. w/off)

67.08%

PCR (excl. w/off)

Consistently delivering robust shareholder returns



INR 782.5 Cr

PAT

3.28%

NIM

0.91% & 14.05%

RoA & RoE



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Significant transformation of business since September 2020



Churned around 67% of overall loan book since October 1, 2020

	As of Sep'20
Rs. in crore	Old Book
Loan book	65,349
Share of A+ rated in Large Corporate	66%
GNPA	3,182
% of GNPA - Total Book	4.87%
Net NPA	1,655
% of Net NPA - Total Book	2.53%

Current Book (As of Dec'23)					
New Book	New Book Old Book				
52,227	25,459	77,686			
1 1 97% 1	39%	94%			
113*	3559	3672*			
0.22%*	13.98%	4.73%*			
39	1174	1212			
0.07%	4.61%	1.56%			

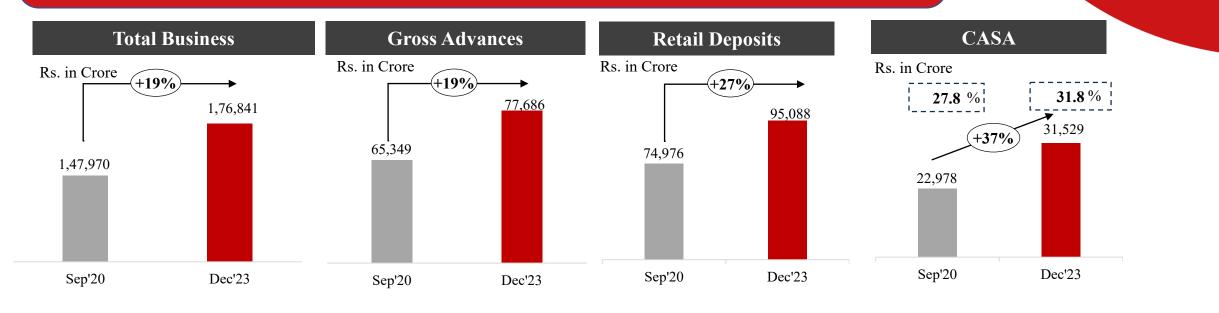
Key Considerations in transformation Journey

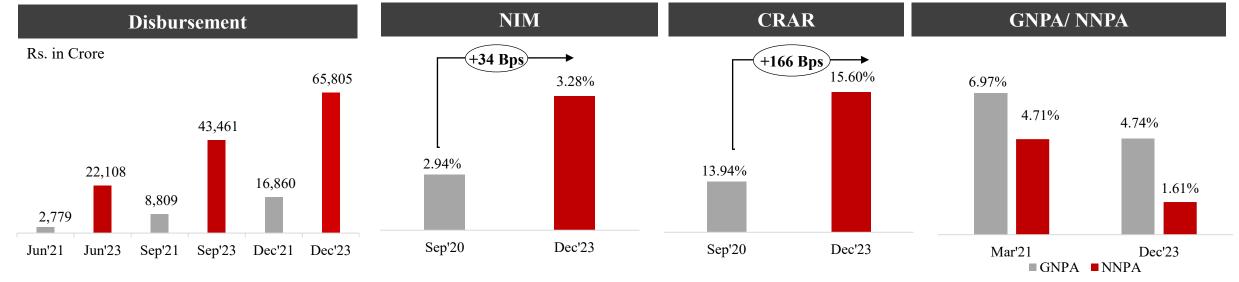
- > Focus on A+ rated in large corporates
- Reduction in large ticket size loans and increase in granularity
- Diversification of loan book into other segments
- Using technology to reduce cost

^{*}Excl. Rs. 10 crore Gold Loan

Leading to improvement in various key metrics- Sep 2020 vs Dec 2023









Brief Snapshot

Transformation Journey of the Bank

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Annexure

Key Highlights



Diversified Loan Book with focus on A-rated corporate loans

Pan India presence with focus on diversification

Strong focus on Asset Quality and collection efficiency



Strong Management team and robust Financial Performance

Focus on Digital channel to drive operating efficiency

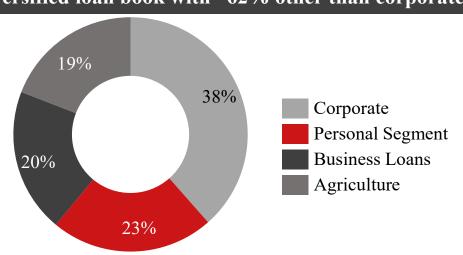
Well Distributed Deposit base with stable cost of funds

#1. Diversified Loan Book with granularity and growth

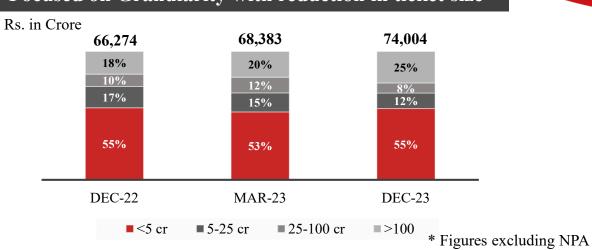




Focused on Granularity with reduction in ticket size*

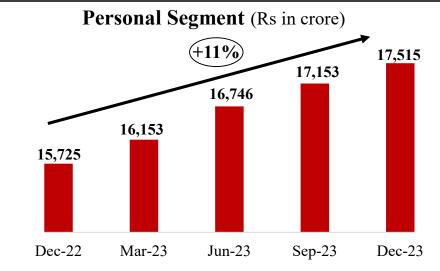


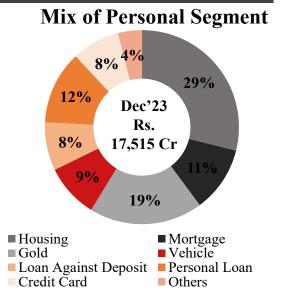
■ Agri



Consistent traction being seen across segments

Gold Loan (Rs in crore) (+18%) 15,369 14,998 14,478 13,808 13,053 **78% 79% 78%** 78% Dec-22 Mar-23 Jun-23 Sep-23 Dec-23 ■ Retail





#1. Increasing share of A rated corporate loans



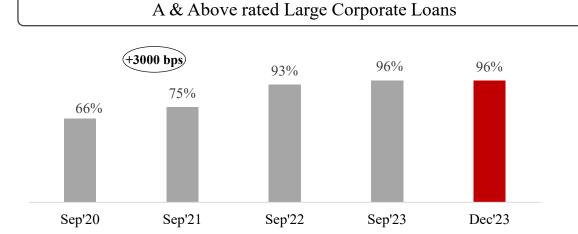


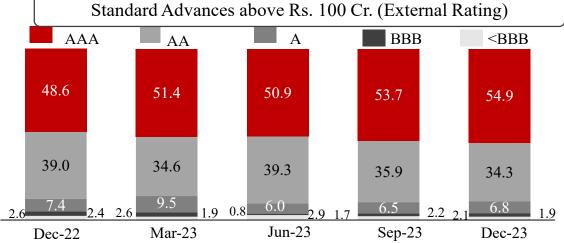
Standard Large Corporate Advances (Rs.100 Cr & above) 18,143 (Rs. in Crore) 13,705 9,437 6,516 6,867 23 3,177 15 10 Mar-21 Mar-22 Dec-23 Mar-19 Mar-20 Mar-23

Large Corporate Advances

→ % of total Advances

Improving Rating Profile of Large Corporate Loan Book (in %)¹

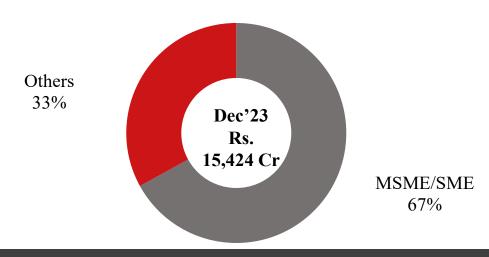




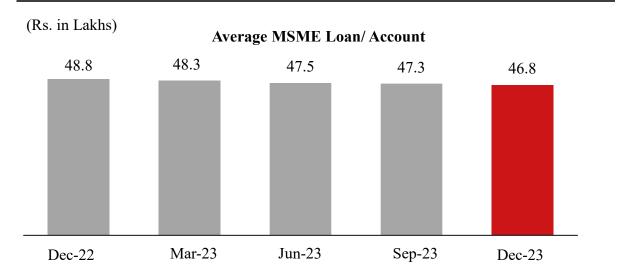
#1. MSME Loans comprise mainly of High-Yield Portfolio



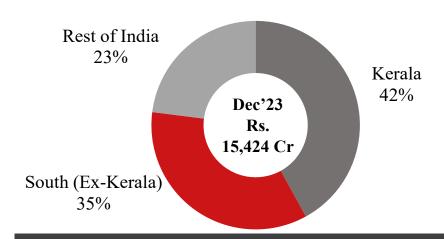
Focus on MSME segment in business loan...



...while creating a granular and diversified book



Geographic split



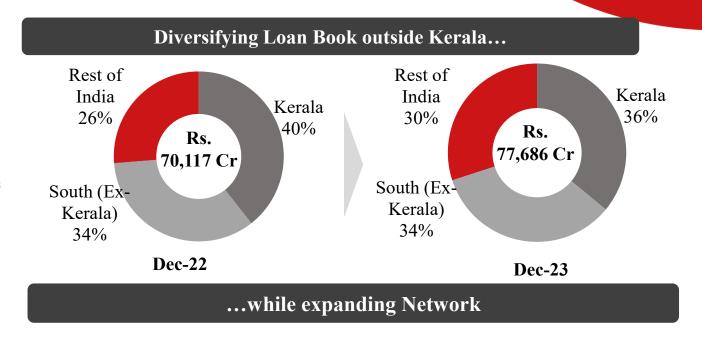
MSME strategic initiatives

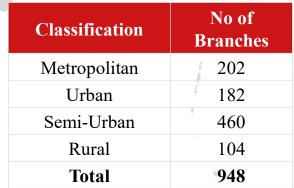
- MSME loans of up to 2Cr to be handled directly by branches with technology support enabling faster decision. December saw highest disbursement in this segment.
- List of 288 branches to focus on above 2Cr business. Branches identified based on potential and credit history
- Teams sourcing above 2Cr revamped and enhanced training and skill building being implemented to tap best in class customers
- Limit set up in MSME business group has seen a positive movement, with bank adding 1529 incremental borrowers to its fold with incremental limit set up of Rs.2,051cr
- New LOS implementation in progress. Same would enable integration of all steps from sourcing to disbursement under a single process flow. Seamless delivery and client experience with faster TAT envisaged.
- Decentralised credit and business structure put in place to enable better client connect and faster decisions
- Selective tie up for co-lending within defined risk parameters

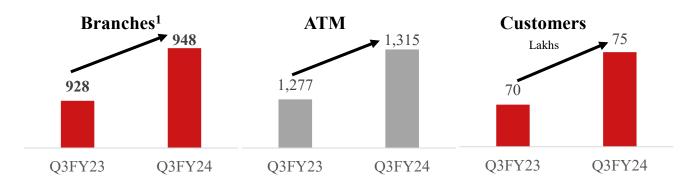
#2. Pan India presence with focus on diversification









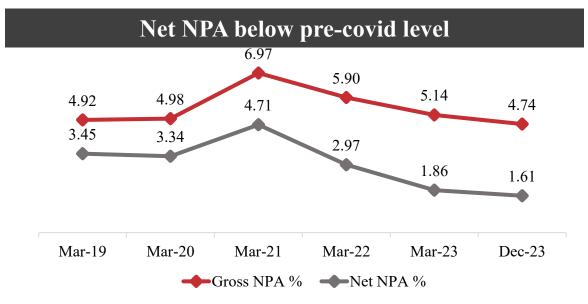


1. Excludes 5 USBs & Satellite branches

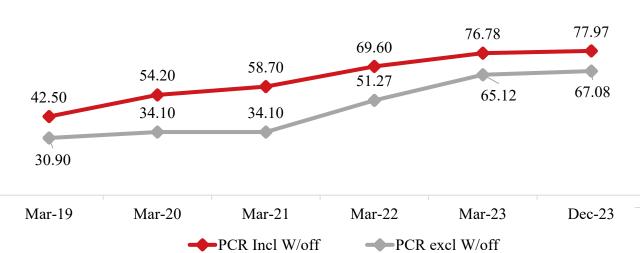
*Map for illustration purpose only

#3. Strong focus on improving asset quality and collection efficiency

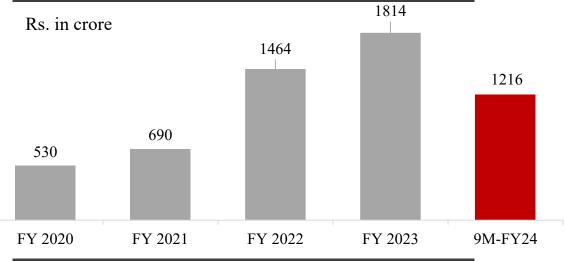




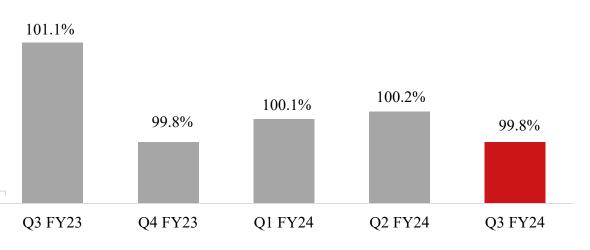




...with focus on Recoveries and Upgrades

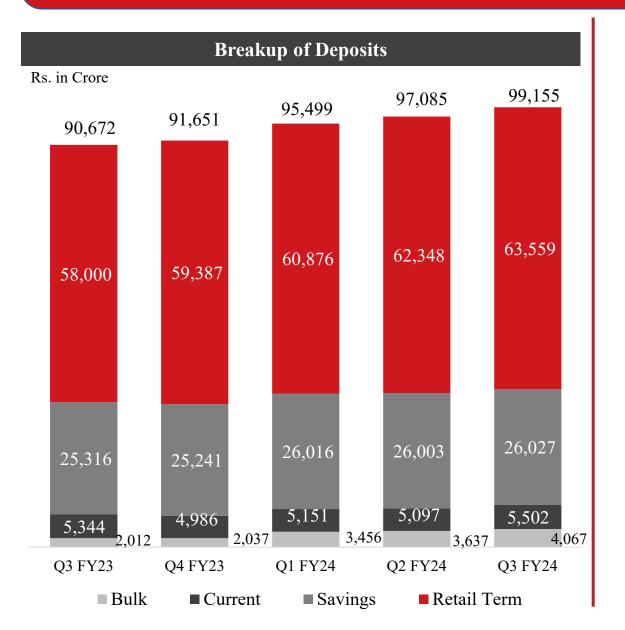


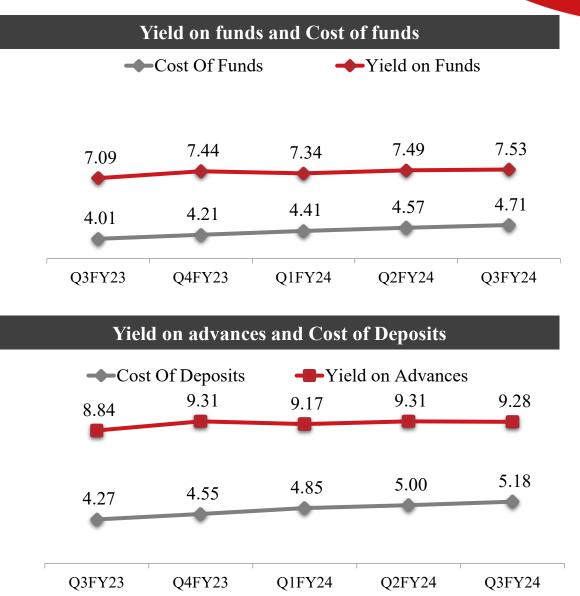
...and Collection efficiency



#4. Well Distributed Deposit Base with stable Cost of Funds







#5. Digital Banking has been rising...



Taken various digital initiatives...

Customer Experience

- ✓ Developed a platform for **SMEs**
- ✓ Introduced SMILE SIB MSME Integrated Lending Engine in FY22

Digital Security

✓ Deployed FRM with AI capability

Initiatives Across the Organization..

✓ Digital E-Lock for customers

Internal Operations

✓ Performance Management System Adoption for employee performance review

Digital Onboarding



Video KYC



.while using best in class Technology..

Digital underwriting



Entire stack of digital Payments

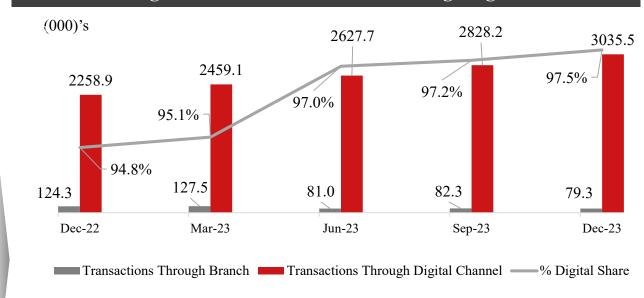


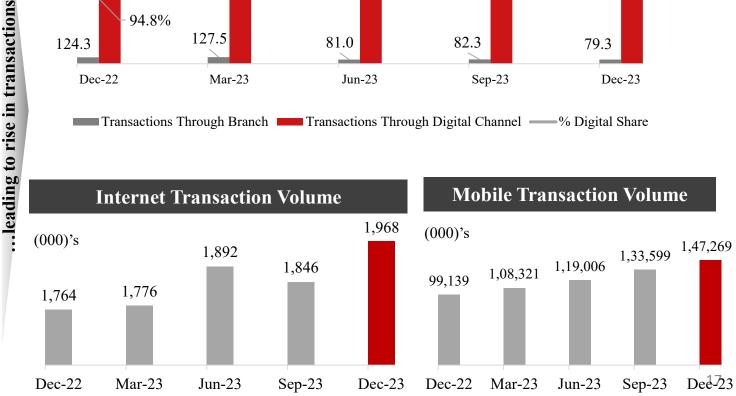




Robust digital & technology infrastructure powering 24/7/365 availabiliv

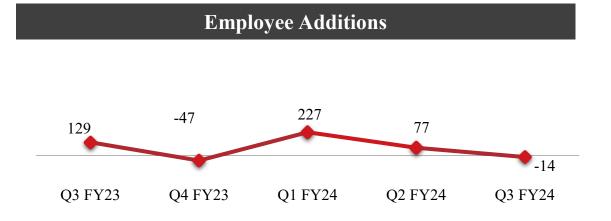
...leading to a rise in transactions with a high digital share

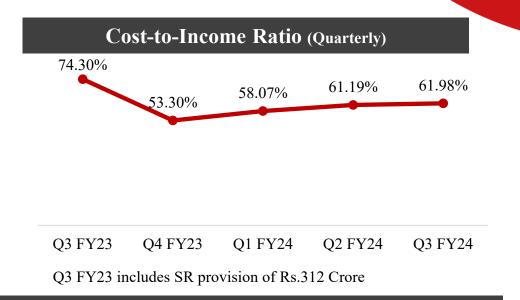


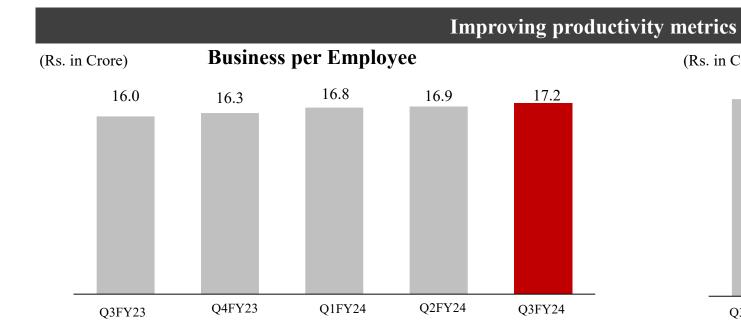


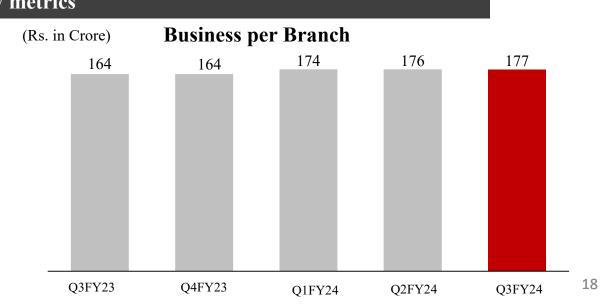
... creating operational efficiency





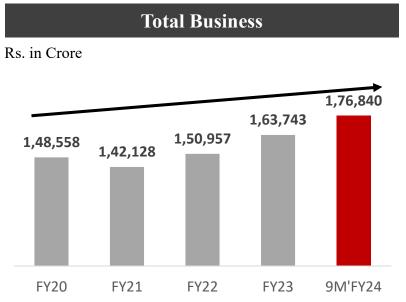


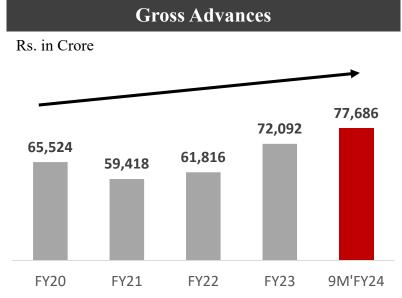


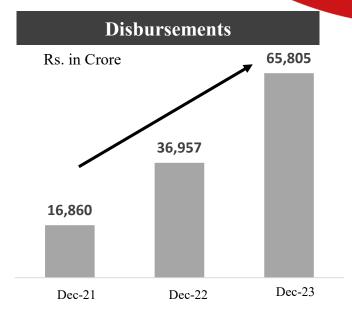


#6. Robust Track Record of Financial Performance

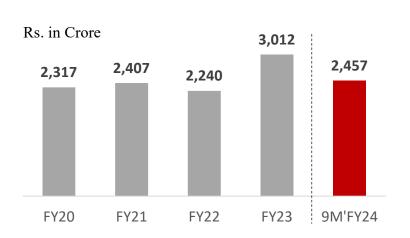


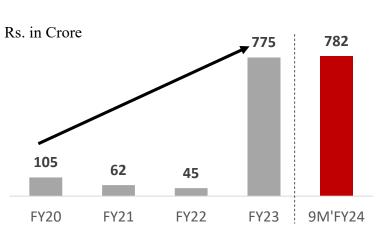




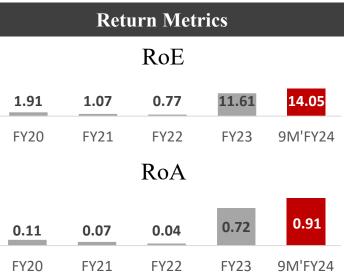


Net Interest Income





Profit after Tax







Mr. P R Seshadri MD & CEO, 30 years

- ▶ Bachelor's degree in Engineering from the Delhi College of Engineering and a Post Graduate Diploma in Management from IIM Bangalore.
- ▶ An accomplished banker with more than 30 years of experience in Retail sales, distribution and lending business. Previously MD&CEO of Karur Vysya Bank, MD and Regional Sales and Distribution head Citibank N.A, Asia pacific, Singapore. MD and Regional head of lending businesses, Citibank N.A, Asia Pacific, Singapore.



Mr. Thomas Joseph K

EVP & Chief Business Officer, 39 years

- ▶ Bachelors Degree in Engineering and Diploma in Management & CAIIB. Associated with SIB for 39 years
- ► Managed various portfolio including Credit, Risk Management, Technology, Marketing, Corporate Financial Management, Regional Head. and Human Resource.



Mr. Anto George T

CGM - HR & Operations, 33 years

- ► MBA in Human Resource management, Associated with SIB for more than 27 years.
- ► Head of HR, Handled Branch banking, Internal Audit & Vigilance, Fraud Management, Regional Head and Retail Banking.



Mr. Sanchay Kumar Sinha

CGM & Head (Distribution & Branch Banking) **30 years**

- ➤ More than 30 years of extensive experience in retail distribution and institutional sales in industries like financial services, logistics and office automation.
- ➤ Associated with HDFC Bank, IndusInd Bank & Mahindra & Mahindra Ltd; Prolific experience in distribution and product management through branches, direct sales, telesales and partners





Mr. Sony A SGM & CIO, 31 years

- ➤ Certified Information Systems Auditor from ISACA, USA and MBA. Over 27 years of experience in banking technology. Instrumental in setting up key systems like Business Process.
- Management tools, CRM systems, Treasury & Risk Management. Leads the payment channels such as UPI, IMPS, Bharat QR, Bhim Aadhaar etc in the Bank.



Mr. Senthil Kumar

SGM-Collection & Recovery / MSME / AGRI, 28 years

- ► Management graduate with 27 years of experience in banking and finance
- ▶ 21 years of experience with ICICI Bank across Sales, Credit, Product, Recovery and Collection functions



Ms. Minu Moonjely

SGM & Head Credit Underwriting, 27 years

- Associated with SIB for more than 27 years. Head of Credit underwriting.
- ➤ Vast experience across business functions like Credit underwriting, Branch Banking, Corporate Finance & Forex. Headed largest MSME region of the Bank



Ms. Biji S S

SGM & Group Business Head, 29 years

- ► MBA in Human Resource Management. Associated with SIB for more than 27 years.
- ▶ Heading Corporate Business, Secured Retail, Co-lending and SCF. Managed relationship with mid and large corporate clients in various regions of the Bank and vast experience in Branch banking. Successfully lead the largest region of the Bank.



Ms. Chithra H

SGM & Chief Financial Officer, 31 years

- ► Fellow member of the Institute of Chartered Accountants of India & Certified Associate of the Indian Institute of Banking & Finance.
- Associated with SIB for over 27 years. Rich experience in the field of Finance, Compliance, Risk, Treasury Back office, Branch operations and Regional Head.





Mr. Nandakumar GGM & Chief of Internal Vigilance, **31 years**

- ▶ Associated with SIB for more than 27 years. Head of Inspection and Vigilance.
- Vast experience across business functions like Branch/RO management, Retail Banking including Bancassurance and Marketing. Headed three large metro regions of the Bank.



Mr. Sivaraman K

GM & Head Business Operations Group, 30 years

- Associated with SIB for more than 27 years.
- ▶ Rich experience in Branch Banking, Headed major regions of the bank, Credit Policy, Mid / Large Corporate CPC's.



Mr. Nehru Singh B

GM & Head – Credit Quality Assurance, **27 years**

▶ MBA &CAIIB qualified, Has 27+ years of experience in the Banking Industry, extensively in non-retail credit. Previously worked in Axis Bank and was steering the complete life cycle of non-retail credit relationship after sanction of facilities. Provided first line of control to the Bank in overseeing effective management of various processes, including credit operations and monitoring.



Mr. Harikumar L

GM - Strategic Alliances and Alternative Distribution, 26 years

- Post Graduate in Management with more than 25 years of experience in the banking industry.
- Previously worked in Axis Bank for more than two decades handling leadership roles in Retail Banking at Circle, Zonal & National level covering Branch Banking, NR Business, RM Channel & Wealth Channel



Mr. Vinod A N

GM & Head of Treasury, 29 years

- Associated with Kotak Group & SBI during last 28 years. Masters in Financial Management (MFM) from JBIMS, Mumbai with more than 28 years of experience In Banking & Financial Markets.
- Has Treasury & Fund Management experience of 20 years in Money markets, Forex & Derivatives, Fixed Income & Equity Markets in the Front Office Dealing Room at SBI & Kotak Mahindra Bank.





Mr. Mohan T M GM & Head Legal Department, 34 years

- ▶ B.Com, LL.B Graduate. Also completed CAIIB and CS (Inter).
- ▶ More than 28 years of experience in Banking. Previous experience of more than 6 years with Income Tax Appellate Tribunal and Apollo Tyres Ltd. HeadingLegal Department of SIB for more than 11 years.



Mr. Shibu K Thomas

GM - Chief Information Security Officer, 23 years

- ▶ Bachelors Degree in Engineering with certification in cyber security.
- Experienced IT and cyber security professional with more than 25 years of combined IT/cyber security experience and currently handling the CISO role for the bank

Way forward - Strategy



Strategic Focus Areas

- Significant progress made:
 - **Portfolio is reasonably healthy** small pockets of weakness that we expect will flow through over time contractually
 - Growth in Low risk / high quality assets
 - Portfolio realignment higher rated corporate, lower tenures etc.
 - Gold loans growth
 - Reduction in high "experienced" risk books
 - Revenue diversification with controlled growth of Credit Cards and Retail Personal Loans
 - Enhanced control environment
 - Centralisation of Risk Acceptance
 - Creation of business verticals for specialized origination / maintenance
 - Substantial influx of high quality talent to bolster overall in-house talent pool
 - Hired professionals in Credit Policy / Acceptance, Data Science, Risk, Business and other areas since 2020
 - Investment initiated in high quality tools to enhance business capabilities
 - Invested in LOS systems for Retail and MSME
 - Enhancing institutional capabilities in various dimensions Data Science / Risk Measurement and Containment / Underwriting / Technology

Five Areas of Focus



- Enhancing Portfolio Resilience
- Improving Branch Productivity
- Cost Optimisation
- Growing Non-branch Distribution & Leveraging Partnerships
- Enhancing Control / Compliance Architecture

Enhancing Portfolio Resilience





Granularising the portfolio

- Building 'Frictionless' processes
 - Modifying existing LOS systems to create 'swim-lanes' for targeted segments
 - Building high-quality score-cards to facilitate risk acceptance
 - Modifying policies to reduce 'wax' and improving customer centricity
- Making processes 'front facing'
 - Empowering the Branch to meet customer needs (and thereby building differentiation)
 - Ensuring quality through the system
- Claim our rightful share of Retail business
 - Home / Mortgage / Auto and Personal are subscale
 - Buildout in a controlled manner while focusing on profitability
- Renew Growth of MSME business
 - Tap MSME across its life cycle / product lines

Improving Branch Productivity





- Improving "Tooth to Tail" ratio
 - From 75:25 to 85:15 over time
- Launched 'Sales Value Addition' metric to track sales activities at Branch level.
- Enhancing Branch Morale and Increasing Sales Focus
 - Launched sales rewards from Jan. 1, 2024
 - Plan is based on Sales Value Addition and is product agnostic i.e. customer focused to enable branch to provide the products and services desired by the customer
 - Plan rewards branches if their 'Sales Value Addition' is above preset thresholds so as to foster recovery of branch costs through incremental sales
 - Since the scheme is 'product agnostic' it reduces risk of 'mis-selling'
- Enhance Branch Capabilities
 - Training branches on products and processes and customer relationship Management

Cost Optimisation





- SIB has higher cost: income relative to its peers
 - Lower NIM Large concentration of lower yield, short duration, high quality assets leading to NIM compression
 - Higher staffing count
 - Large proportion of staff in non-customer facing roles (control / risk / credit / operations)
- Working on a plan to reduce Cost to Income ratio
- Immediate / Near term action steps:
 - Hiring reduction
 - Branch review based on Sales Value Added & Service Intensity
 - Branches with Low Sales Value Added and Low Service Intensity to be reviewed
 - Review other expense heads judiciously excising cost

Growing Non-Branch Distribution & Leveraging Partnerships





- Branch is the main source of business for the bank
 - Building non-branch distribution is critical. This is to be achieved in two ways:
 - Creating Non-branch architecture leveraging traditional 'non-branch' sources
 - Building Partnerships
- Head of Partnerships appointed
- Our banking platforms are API enabled allowing us to integrate with third-parties
 - Integrations at scale already operational vis-à-vis Credit Cards
 - Other relationships under development



Brief Snapshot

Transformation Journey of the Bank

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Profit & Loss Overview (Standalone)



(Rs. in Crore)

Rs. in Crore	Q3-FY24	Q3-FY23	Y-0-Y (%)	Q2-FY24	Q-0-Q (%)	FY23
Net Interest Income	819	825	(1%)	830	-1%	3,012
Non Interest Income	452	(34)	1429%	356	27%	813
- Core Fee Income	179	148	21%	171	5%	569
- Treasury & Forex	158	(287)	155%	37	327%	(308)
- Other	115	105	10%	148	-22%	553
Total Income	1,271	791	61%	1,186	7%	3,825
Operating Expenses*	788	588	34%	726	9%	2,317
Operating Profit	483	203	138%	460	5%	1,508
Provisions & Contingencies#	49	41	20%	51	-4%	399
Profit Before Tax	434	162	168%	409	6%	1,108
Provision for Tax	129	59	119%	134	-4%	333
Profit After Tax	305	103	196%	275	11%	775

^{*} Includes additional wage revision provision of Rs. 24 crore

[#] Includes 100% provision for a key reported item amounting to Rs. 28.63 crore

Balance Sheet Overview (Standalone)



(Rs. in Crore)

				(112)	in crore)
Particulars	Dec 2023	Dec 2022	Y-o-Y (%)	Sep 2023	Q-0-Q (%)
Capital & Liabilities	1,13,514	1,03,833	9%	1,12,743	1%
Capital	209	209	0%	209	0%
Reserves and Surplus	7,185	6,140	17%	6,880	4%
Deposits	99,154	90,672	9%	97,085	2%
Borrowings	4,213	4,773	(12%)	5,898	(29%)
Other Liabilities & Provisions	2,753	2,039	35%	2,671	3%
Assets	1,13,514	1,03,833	9%	1,12,743	1%
Cash & Balances with RBI	5,056	5,411	(7%)	5,292	(4%)
Balances with Banks	1,823	1,407	30%	2,856	(36%)
Investments	25,335	22,925	11%	25,930	(2%)
Advances	75,340	67,920	11%	72,588	4%
Fixed Assets	931	878	6%	886	5%
Other Assets	5,029	5,292	(5%)	5,192	(3%)
Business (Advances + deposits)	1,74,494	1,58,592	10%	1,69,673	3%
Current Accounts	5,502	5,344	3%	5,097	8%
Savings Accounts	26,027	25,316	3%	26,003	0%
CASA Ratio	31.80%	33.81%	(201bps)	32.03%	(23bps)

Key Metrics – Quarterly



David aulaus		FY24			FY23			
Particulars	Q3	Q2	Q1	Q4	Q3	Q2	Q1	
Net Interest Margin (NIM)	3.19%	3.31%	3.34%	3.67%	3.52%	3.21%	2.74%	
CRAR Basel III	15.60%	16.69%	16.49%	17.25%	16.25%	16.04%	16.25%	
RoAA (Annualized)	1.07%	0.97%	0.73%	1.26%	0.56%	0.65%	0.46%	
Provision Coverage	77.97%	77.82%	76.54%	76.78%	74.51%	72.79%	70.11%	
CASA	31.80%	32.03%	32.64%	32.98%	33.81%	34.53%	34.4%	
Gross NPA	4.74%	4.96%	5.13%	5.14%	5.48%	5.67%	5.87%	
Net NPA	1.61%	1.70%	1.85%	1.86%	2.26%	2.51%	2.87%	
Book Value per Share (Rs.)	35.3	33.9	32.9	31.9	30.4	29.8	28.8	
Earnings per Share (Rs.) (Annualized)	5.0	4.6	3.9	3.7	2.8	3.2	2.2	
Customer Touch Points								
Kerala	500	500	499	498	496	497	497	
South Ex Kerala	283	280	279	279	275	273	273	
Rest of India	165	164	163	163	157	156	156	
Total	948	944	941	940	928	926	926	

Provisions



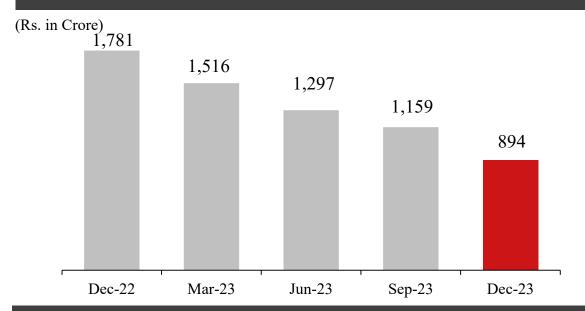
(Rs. in Crore)

Particulars	Q3FY24	Q2FY24	Q3FY23
For NPA & NPI	46	70	62
For Standard Assets	(10)	(4)	(17)
For Restructured Advances/Sacrifices & FITL	(15)	(13)	(8)
For Unhedged Forex Exposure	-	(1)	-
Others	28	(1)	4
Taxes	129	134	59
Total Provisions	178	185	100

Stressed Assets



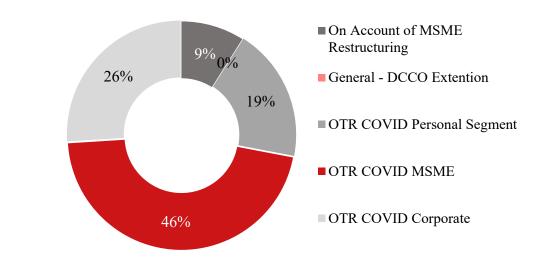
Restructured Standard Advance



Covid One Time Restructuring (OTR)

Rs. in Crore	Covid 1.0	Covid 2.0	Total
MSME	132	275	407
Personal loans	5	167	172
Other exposures	187	42	228
Total	324	483	807

Sector Break up



Security Receipts

(Rs. in crore)

Security Receipts Outstanding as on Dec 31, 2023

Book Value	Provision	NAV
1,320.38	1,226.80	93.58

Slippages & collection efficiency



489

3,714

492

3,804

Segment wise NPA slippages					
Rs. in Crore	Q3-2024				
Agriculture	46				
Business Loans	144				
Personal Segment	54				
Corporate	23				
Total	267				

Rs. in Crore	Q3-2023	Q4-2023	Q1-2024	Q2-2024	Q3-2024
Agriculture	576	548	513	490	490
Business Loans	2,038	1,938	2,243	2,188	2,152
Personal Segment	541	481	556	547	542

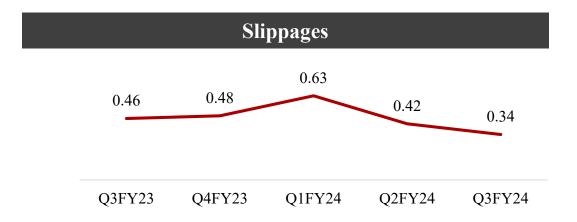
741

3,708

Segment wise GNPA

688

3,844



Corporate

Total

498

3,682

Investments



Investment Book

	De	ec 22	Mar 23		Dec 23	
Details	Rs. in Crore	Modified Duration	Rs. in Crore	Modified Duration	Rs. in Crore	Modified Duration
HTM	18,916	2.69	19,688	2.79	22,374	4.23
AFS	5,263	1.17	6,071	0.95	4,122	1.89
HFT	109	7.69	255	5.14	158	1.34
Total	24,287	2.47	26,014	2.48	26,654	3.97

SLR & NON-SLR

Rs. in Crore	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23
SLR	20,170	22,290	23,065	23,295	22,937
NON-SLR	4,117	3,724	4,216	4,001	3,718
Total	24,287	26,014	27,281	27,296	26,654

Capital Composition

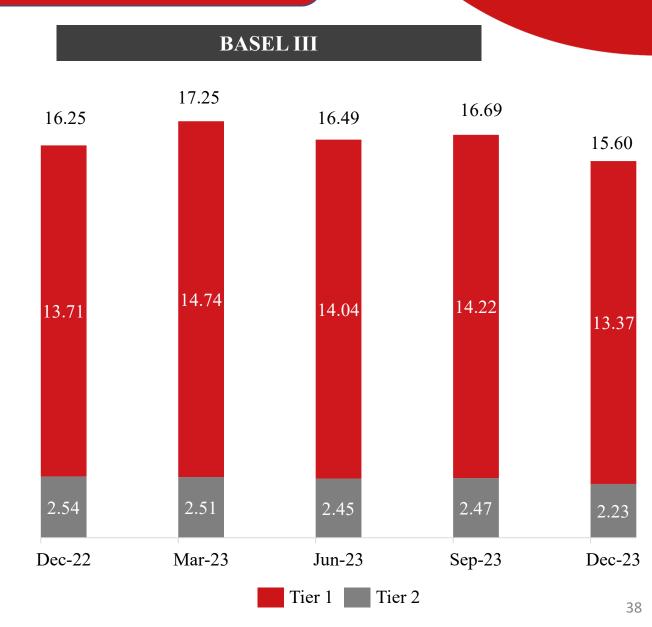


Risk Weighted Assets

Rs. in Crore	Dec 31, 2023		Sep 30, 2023	
Total Capital	7843.86	15.60%	7,888.1	16.69%
- Tier I	6726.14	13.37%	6,723.3	14.22%
- Of which CET1	6226.14	12.38%	6,223.3	13.17%
- Tier II	1117.71	2.23%	1,164.8	2.47%
Risk Weighted Assets	50,291.85		47,258.37	

The **Total Risk weighted assets to Total assets stands at 44.30%** as on December 31, 2023.

Total Capital Adequacy Ratio is well above the minimum regulatory requirement of 11.50%





For further information, please contact:

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THANK YOU