



Investor Presentation May - 2018

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Q4 FY18 Highlights



Business Strategy



Performance Matrix



Next Generation Bank



An Inflection Point



About Us



Key Highlights



Award Wins



IBA Technology Awards 2018 Winner – Best Technology Bank of the Year Winner - Best Payment Initiatives Winner - Best use of Digital & Channel Technologies Runner up – Best Financial Inclusion Initiatives Runner up – Best IT Risk & Cyber Security Initiatives



Award Wins



ASSOCHAM - Won Social Banking Excellence Award 2017

(Priority Sector Lending)



Award Wins



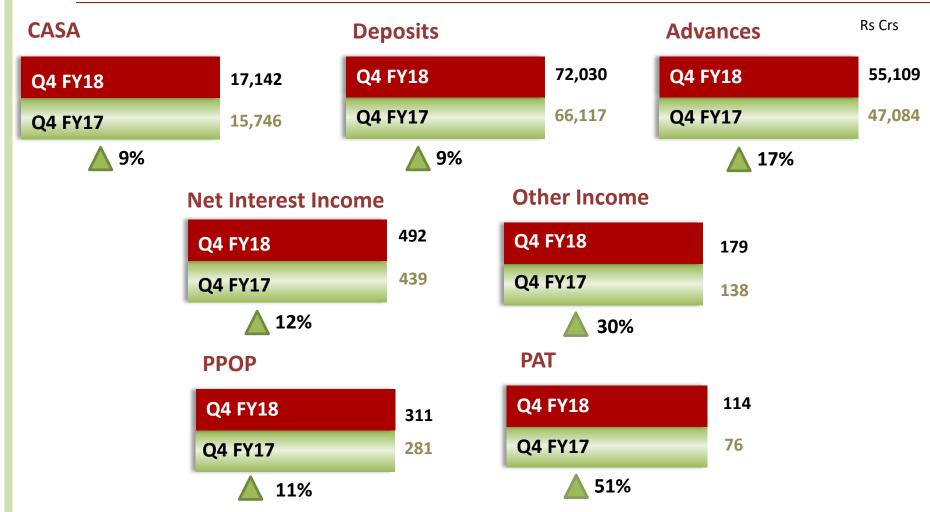
FIEO Regional Export Award 2015-16

Best Financial Services & Foreign Exchange Earner in Southern Region (Gold)



Key Performance Highlights- Q4 FY18







Our Strategy...

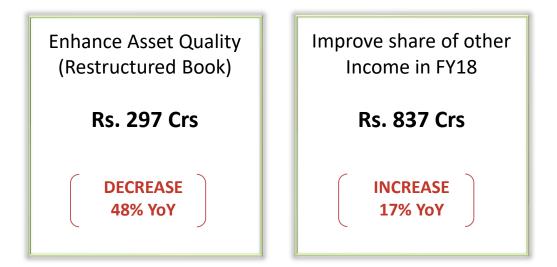


Expand Retail Business	 Focus on retail loan products Efficient branches for faster processing of loans Continuous training of work force Advanced technology for ease of customers Invest in Brand Building
trengthen SME Base	 Cluster based approach in industry hubs Sole Banker to SMEs for all banking needs Dedicated vertical to penetrate SME banking
Improve CASA	 Strategy & Road map in place to increase CASA funds Centralized processes allowing branches to focus on garnering low cost funds
Enhance Asset Quality	 Granulize loan portfolio to spread out risk Cautious approach on large corporate lending Special cell for monitoring non performing and restructured assets
Improve share of other Income	 Focus on increasing banking services for SME, Retail, NRI Enhance treasury capabilities & increase branch strength Expand PoS & ATM Network Leveraging technology to introduce modern & new-age banking products

...Performance in Line with Strategy

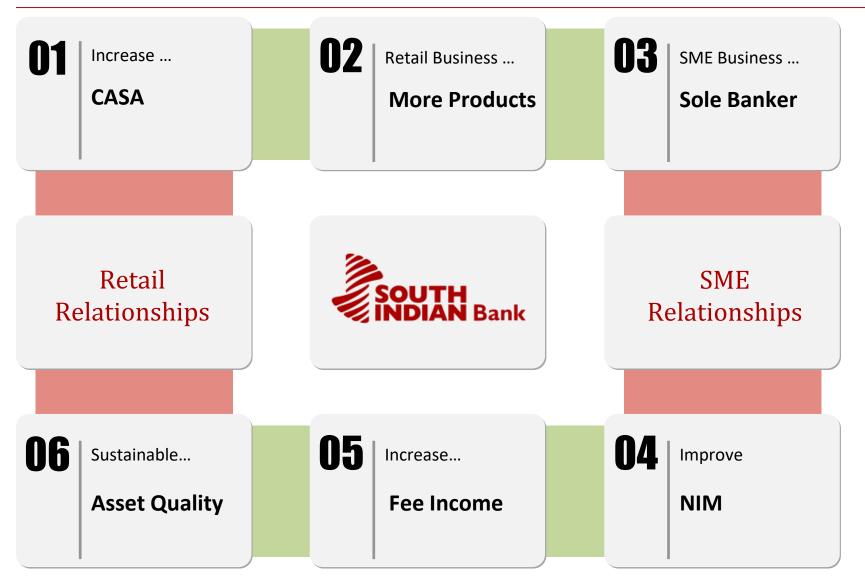






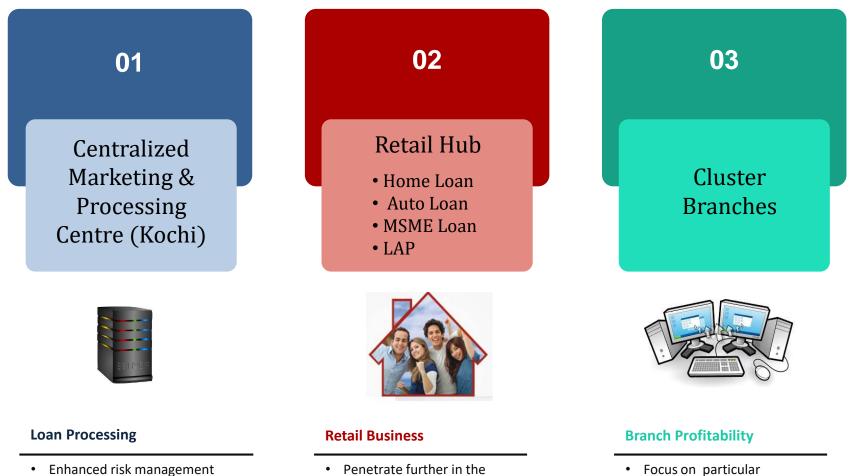
Shall continue to focus on Core Strengths





...Increase Retail & SME Business





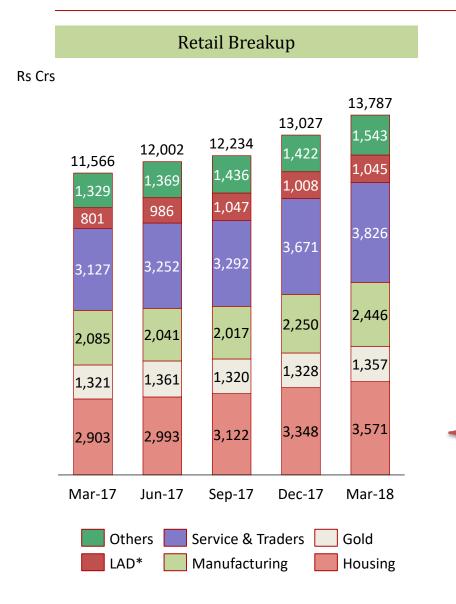
- KVC compliance and froud
- KYC compliance and fraud prevention tools

- 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

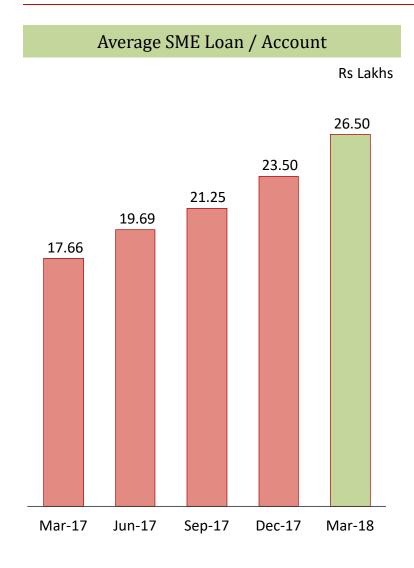
- Retail hub in Kochi to increase focus on housing finance
- Dedicated Officers for marketing Retail Loans
- Marketing initiative through TVCs
- Tailor made products for different segments

Dec to Mar 2018

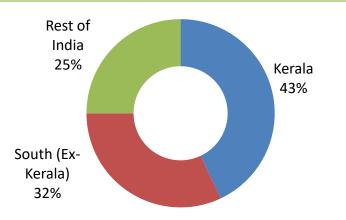
- Mortgage Loans Sanctioned : 2,682 Nos.
- Amount of Mortgage Loans Sanctioned 875 Crs



... becoming a Banker of Choice to SMEs



SME Loan Book by Geography – Q4 FY18

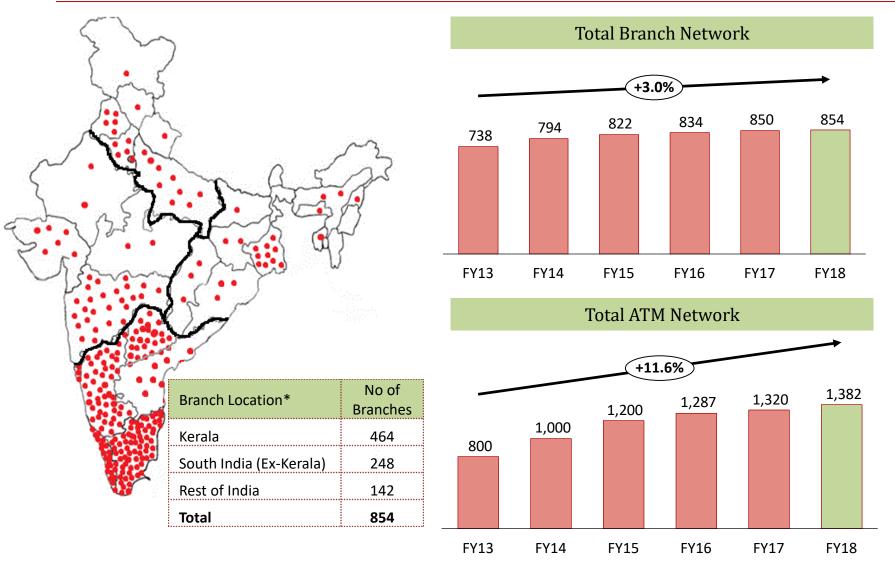


SME Highlights

- Dedicated JGM appointed to ensure focus and better coordination with regions
- 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, etc.
- Ongoing training (in-house as well as external)

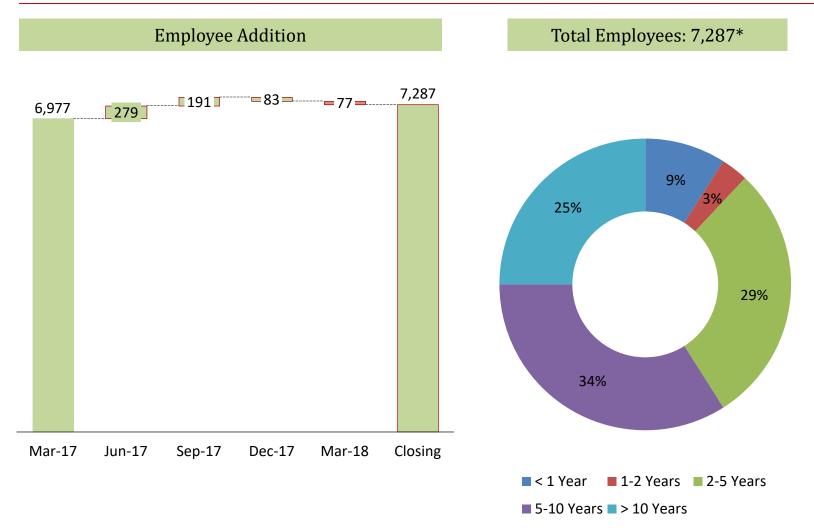
...with the help of our Branch Network

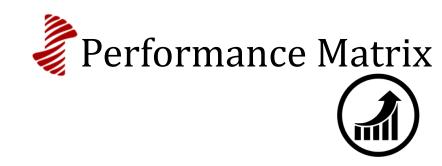




... and our Experienced Employees

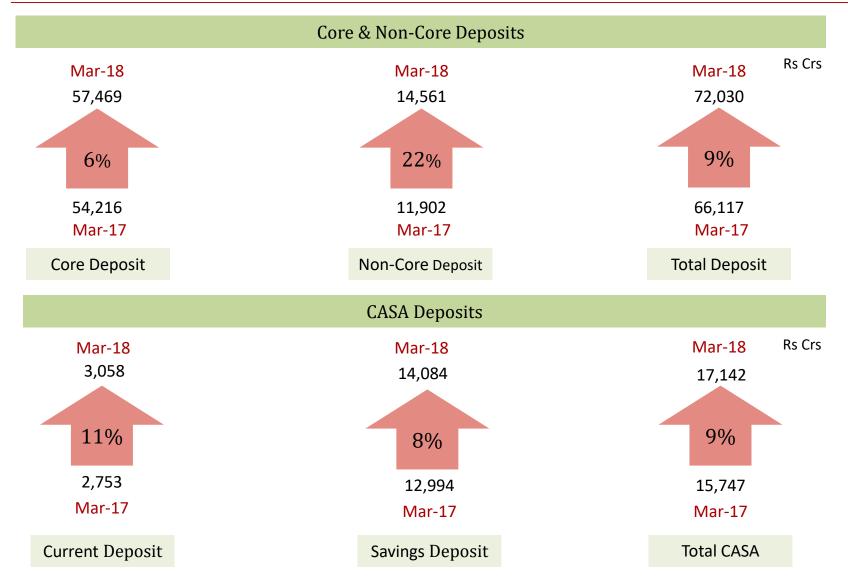






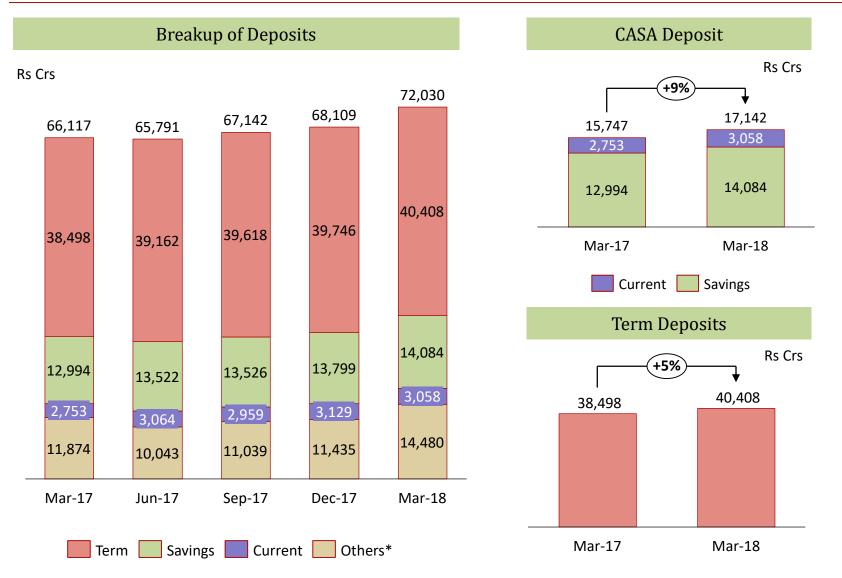
Strong Deposit Franchise





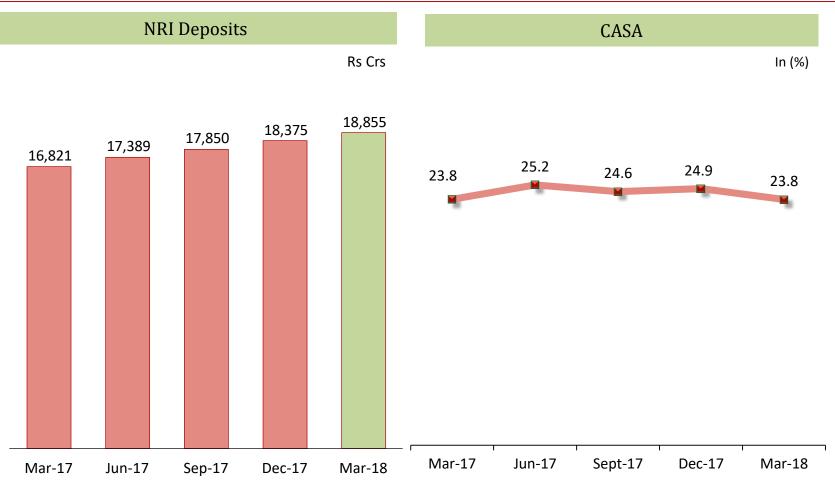
Core Deposits Growing...





NRI Deposits Growing...





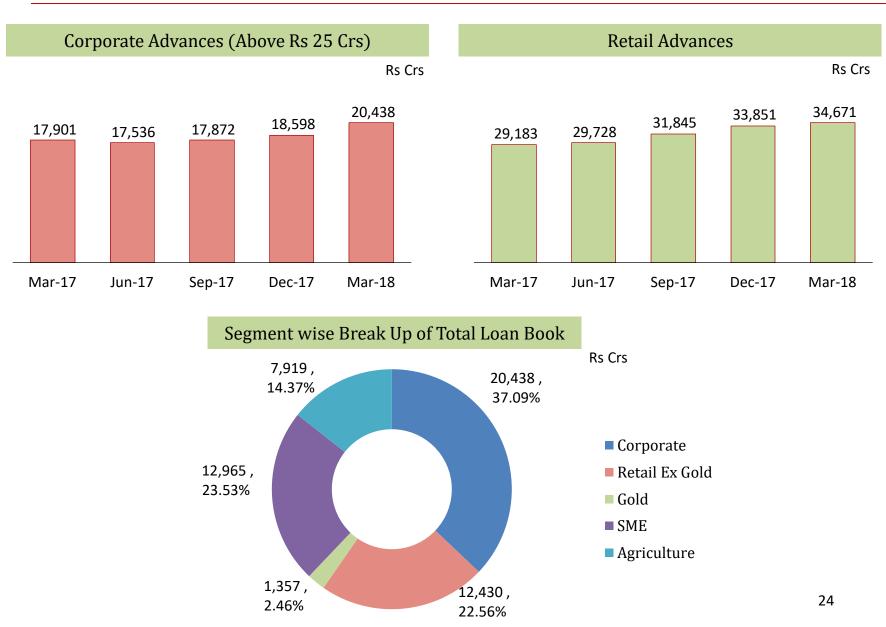
Break Up of Non Resident Deposits



Deposit Type (Rs Crs)	Q4-FY 17	Q1-FY 18	Q2-FY 18	Q3-FY 18	Q4-FY 18
NRE SB	2,908	3,089	3,106	3,212	3,335
NRO SB	508	520	539	603	618
FCNR (B), RFC & Others	1,446	1,508	1,568	1,598	1,634
Low Cost NRI Deposit (Sub Total)	4,862	5,117	5,213	5,413	5,587
NRE Term Deposit	11,453	11,767	12,130	12,427	12,704
NRO Term Deposit	506	505	507	535	564
Total NRI Deposit	16,821	17,389	17,850	18,375	18,855

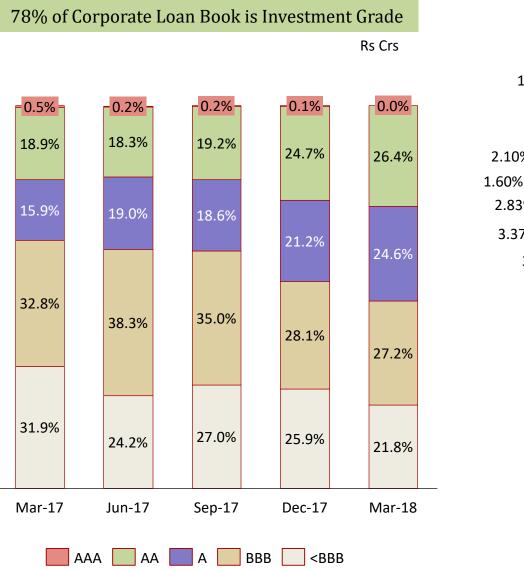
Composition of Loan Book

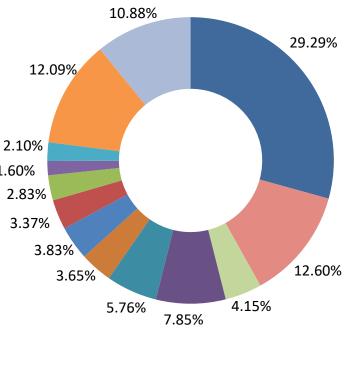




SOUTH INDIAN Bank

Composition of Corporate Loan Book

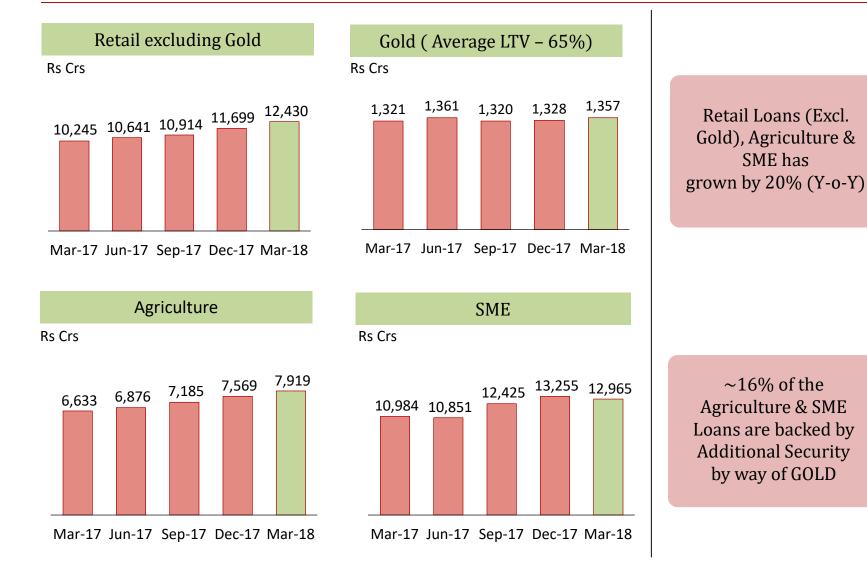




Financial Intermediaries
Infrastructure
Cements & Products
Professional Services
Basic Metal & Metal Products
Textiles
Trade
Chemicals and Chemical Products
Food Processing and Agri Allied Activities
Construction
All Engineering
Manufacturing Industries
Other Service Sectors

Key Focus : Retail, SME & Agriculture

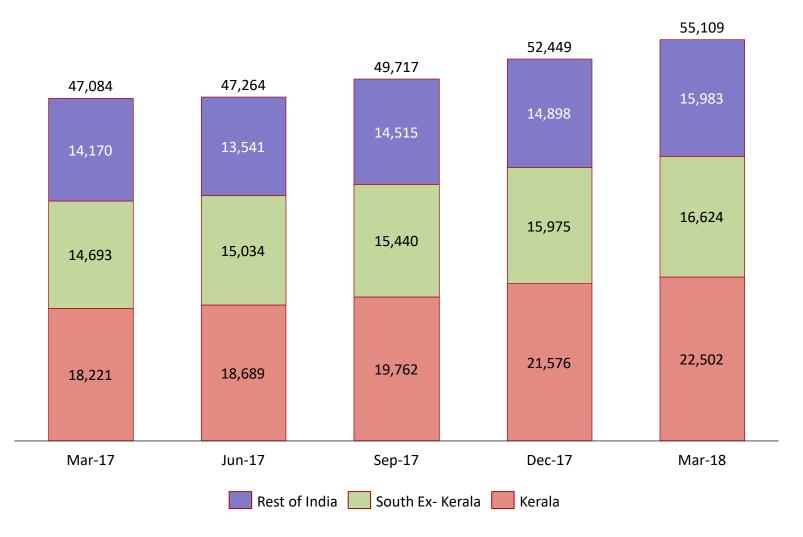




Advances growing Across Regions

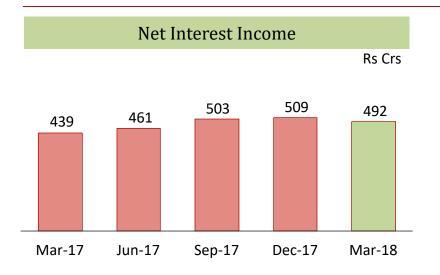


Rs Crs

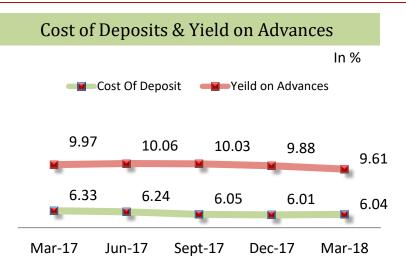


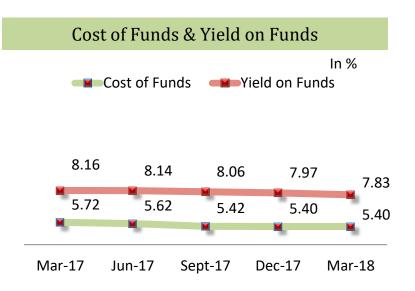
Net Interest Income - Quarter





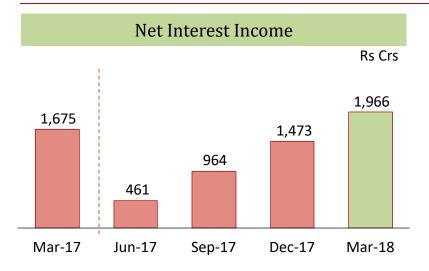


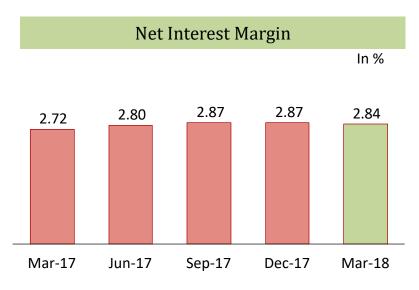


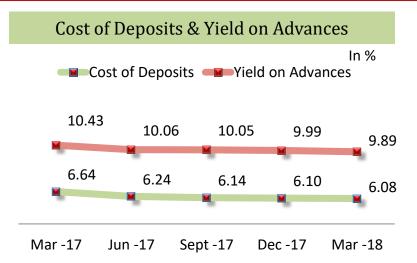


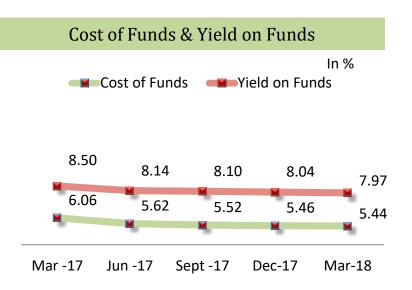
Net Interest Income - Cumulative





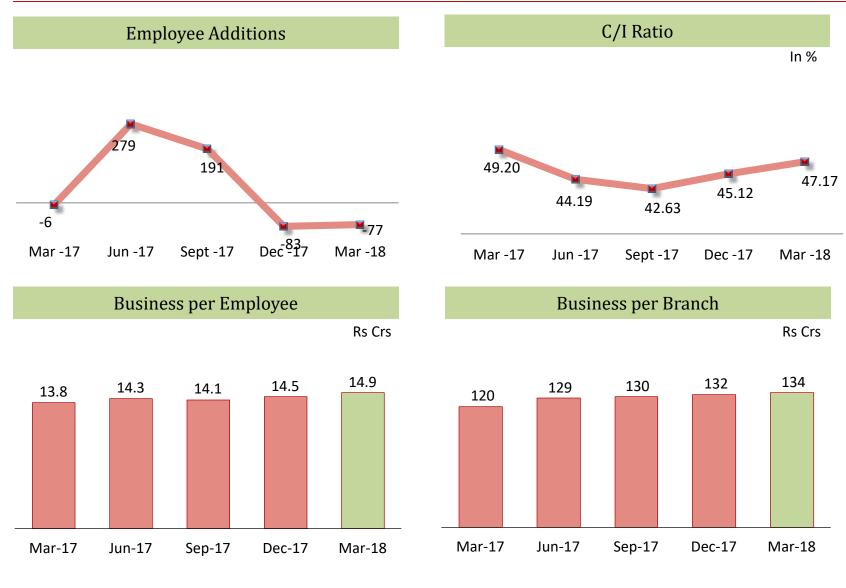






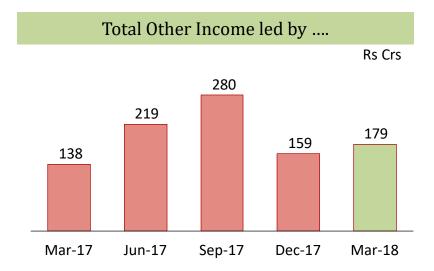
Improving Operating Efficiency



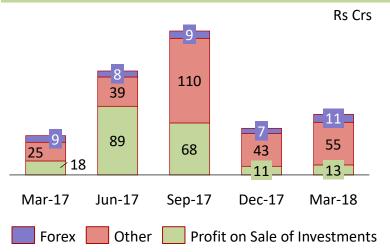


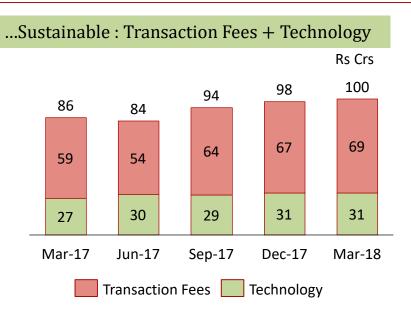
Sustainable Other Income





Profit on Sale of Investments, Forex & Others





Investment Book as on Mar-18

Details	Rs. Crs	M Duration
НТМ	14,422	5.54
AFS	4,328	3.19
HFT	0	0.00
Total	18,751	5.19

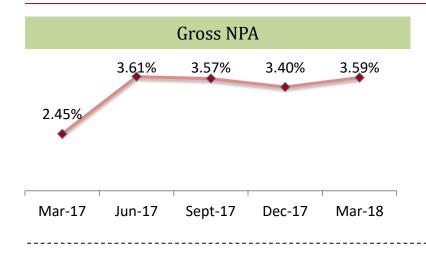
Break Up of Provisions

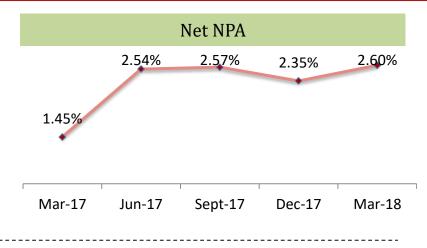


Rs Crs	Q4-FY 18	Q4-FY 17	Q3-FY 18
For NPA & NPI	151.7	231.6	229.8
For Depreciation on Investments	8.5	23.3	4.5
For Standard Assets	-6.2	-21.1	6.5
For Restructured Advances/Sacrifices & FITL	-10.1	-34.0	-0.3
For Unhedged Forex Exposure	-0.1	-2.4	0.5
Others	4.8	-32.2	-86.7
Taxes	48.2	40.0	60.9
Total Provisions	196.8	205.3	215.2

Non Performing Assets







Gross NPA Movement

Rs Crs	Mar-17	Jun-17	Sept-17	Dec-17	Mar-18
Opening	1,787	1,149	1,696	1,766	1,775
Additions	1,150	686	252	258	614
Deductions	1,788	140	182	249	408
Closing	1,149	1,696	1,766	1,775	1,980

Net NPA Movement

Rs Crs	Mar-17	Jun-17	Sept-17	Dec-17	Mar-18
Opening	1,116	675	1,183	1,256	1,211
Additions	991	580	209	89	510
Deductions	1,432	72	136	134	305
Closing	675	1,183	1,256	1,211	1,416

Stressed Assets - QoQ



	Gros	ss Basis	Net Basis		
Rs Crs	Q3-FY 18 Q4-FY 18		Q3-FY 18	Q4-FY 18	
NPA	1,755 1,980		1,211	1,416	
Restructured Standard Advance	248	57 248		57	
Other Stressed Advances	0	0	0	0	
Total Stressed Assets	2,023	2,037	1,459	1,473	
Advances	52,184	55,109 51,615		54,539	
Stressed Assets as % of Advances	3.88%	3.70%	2.83%	2.70%	

We have 'ZERO' accounts in our Watchlist of Large Corporate Book

Restructured Advances Breakup

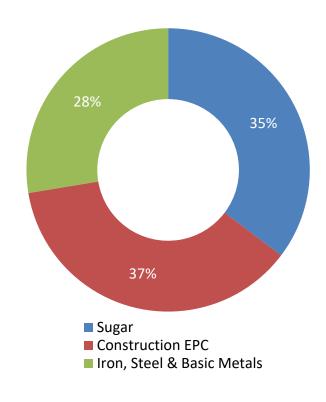


Restructured Assets Break-up Rs Crs 571 513 509 501 262 261 261 261 297 240 309 252 248 240 57 Mar-17 Jun-17 Sep-17 Dec-17 Mar-18

Restructured NPA

Restructured Standard Advance

Sector Standard Restructure – Q4FY18



Restructured Standard Asset Book

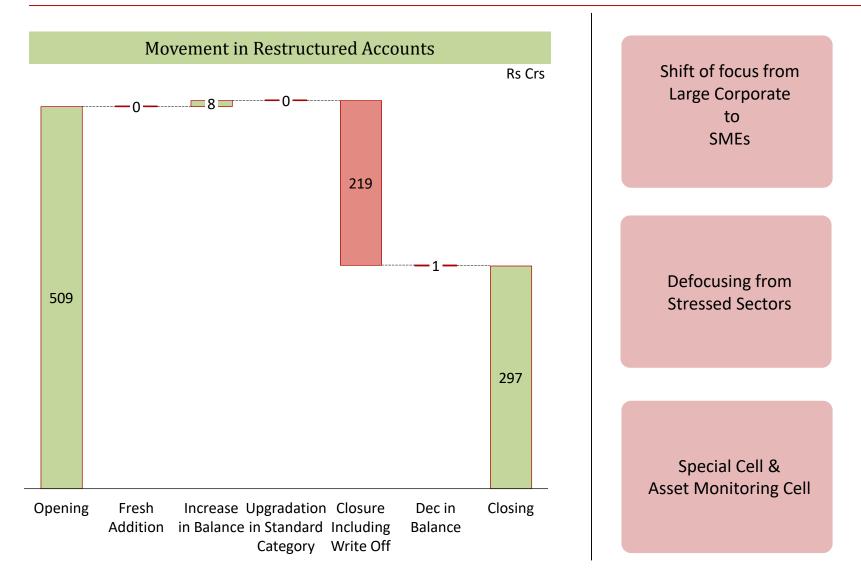


Rs Crs

	Restructured Standard Advance						
	Opening	Fresh Addition	Increase in Existing Balance	Uday – SDL Investments	Decrease in Balance	Slippages to NPA	Closing Balance
Infra Roads	190	-	-	-	-	190	-
Construction EPC	22	-	-	-	1	-	21
Others	36	-	-	-	-	-	36
Total	248	-	-	-	-	-	57

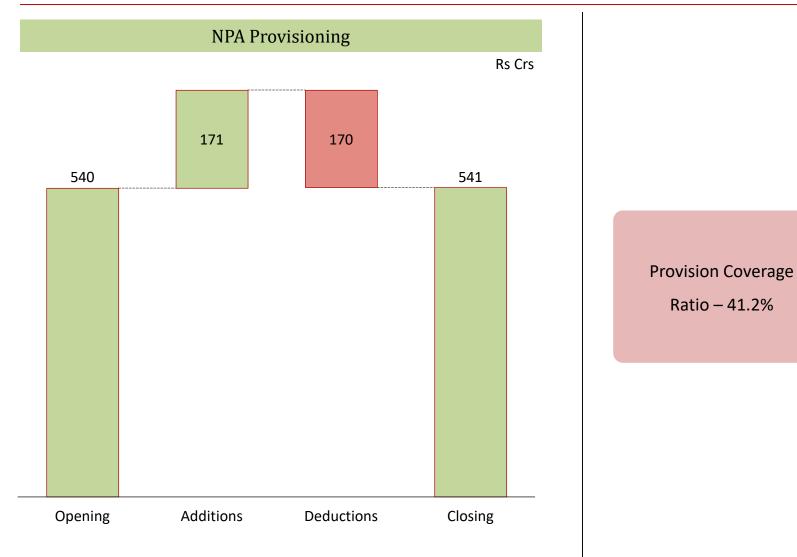
Movement in Restructured Accounts





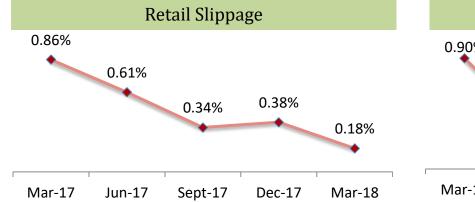
Adequate Provisioning

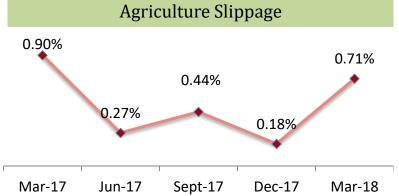


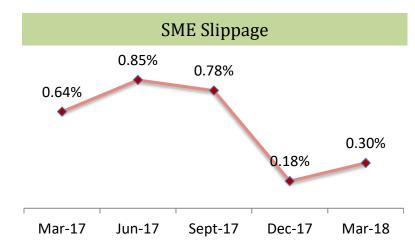


Fresh Slippages/Advance Ratios





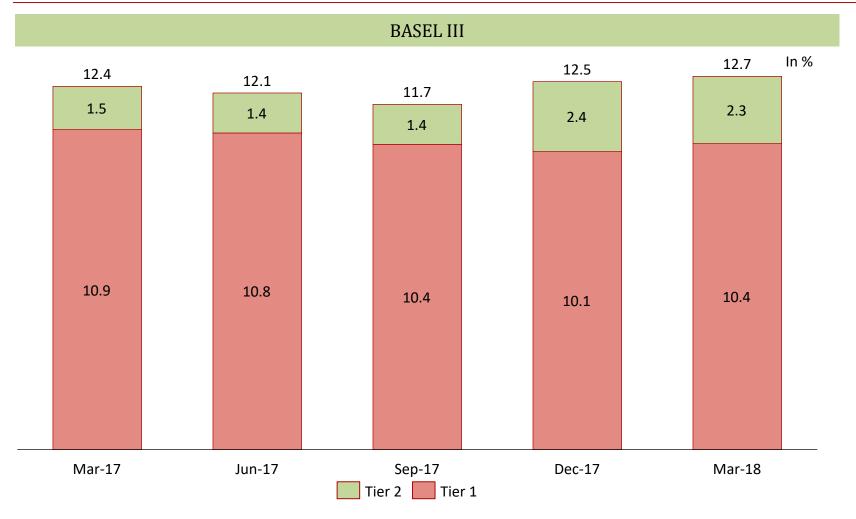






Well Capitalized to support Growth





Balance Sheet Overview- Q4 FY18



Rs Crs	Q4-FY 18	Q4-FY 17	Y-o-Y (%)	Q3-FY 18	Q-o-Q (%)
Capital & Liabilities	82,686	74,312	11.3%	79,314	4.3%
Capital	181	180	0.3%	181	0.2%
Reserves and Surplus	5,060	4,665	8.5%	4,940	2.4%
Deposits	72,030	66,117	8.9%	68,109	5.8%
Borrowings	4,043	1,958	106.5%	4,678	-13.6%
Other Liabilities & Provisions	1,372	1,391	-1.4%	1,406	-2.5%
Assets	82,686	74,312	11.3%	79,314	4.3%
Cash & Balances with RBI	3,258	3,078	5.9%	3,069	6.1%
Balances with Banks	963	810	18.9%	584	64.9%
Investments	18,363	19,430	-5.5%	18,584	-1.2%
Advances	54,563	46,389	17.6%	51,638	5.7%
Fixed Assets	681	656	3.8%	655	4.0%
Other Assets	4,858	3,949	23.0%	4,784	1.6%
Business (Advances + Deposits)	1,26,592	1,12,507	12.5%	1,19,747	5.7%
Current Accounts	3,058	2,753	11.1%	3,129	-2.3%
Savings Accounts	14,084	12,994	8.4%	13,799	2.1%
CASA Ratio	23.80%	23.82%	-0.1%	24.86%	-4.2%

Profit & Loss Overview- Q4 FY18



Rs Crs	Q4-FY18	Q4-FY 17	Y-o-Y (%)	Q3-FY18	Q-o-Q (%)
Net Interest Income	492	439	12.1%	509	-3.4%
Other Income	179	138	29.7%	159	12.5%
Total Income	671	577	16.3%	668	0.4%
Operating Expenses	360	296	21.6%	338	6.5%
Operating Profit	311	281	10.7%	330	-5.8%
Provisions (Ex-Tax) & Contingencies	149	165	-10.1%	154	-3.7%
Profit Before Tax	162	115	40.5%	176	-7.7%
Provision for Tax	48	40	20.5%	61	-20.9%
Profit After Tax	114	76	51.1%	115	0.8%

Key Metrics- Quarterly



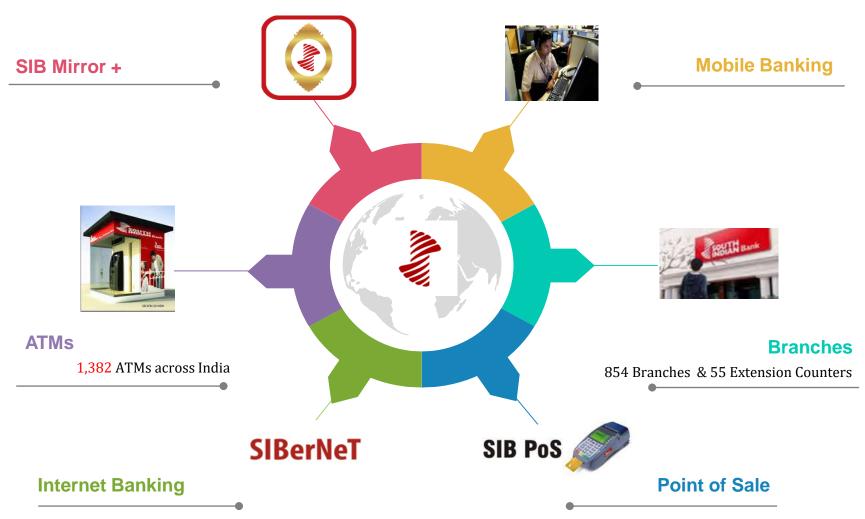
Particulars FY15		FY16			FY17				FY18							
Particulars	Q1	Q2	Q3	Q4												
Net Interest Margin (NIM) %	2.7	2.9	2.5	2.7	2.5	2.8	2.9	2.6	2.7	2.8	2.7	2.7	2.8	2.9	2.9	2.7
CRAR Basel III	12.2	12.1	11.4	12.1	11.4	11.9	11.7	11.8	11.7	11.1	11.1	12.4	12.1	11.7	12.5	12.7
RoAA (Annualized)	0.5	0.6	0.6	0.1	0.5	0.6	0.7	0.5	0.6	0.7	0.6	0.4	0.6	0.02	0.6	0.6
Provision Coverage	62.5	62.9	60.4	61.0	56.1	55.3	50.3	40.3	42.6	46.1	50.2	55.1	44.6	44.1	49.4	41.2
CASA	22.1	22.1	21.5	20.6	22.3	22.8	23.0	22.4	23.2	22.8	25.9	23.8	25.2	24.6	24.9	23.8
Gross NPA	1.5	1.6	1.8	1.7	1.9	2.2	2.8	3.8	4.0	4.0	4.0	2.5	3.6	3.6	3.4	3.6
Net NPA	0.9	0.9	1.0	1.0	1.2	1.4	1.8	2.9	2.9	2.8	2.5	1.5	2.5	2.6	2.4	2.6
Book Value per Share (Rs.)	25.9	26.5	27.1	26.6	27.1	27.8	28.5	28.5	30.0	30.8	31.6	26.9	27.7	27.6	28.4	29.0
EPS (Rs.) (Annualized)	3.8	3.0	2.9	2.3	1.9	2.3	2.6	2.5	2.8	3.0	3.1	2.6	2.3	0.1	2.5	2.6
Branches																
- Kerala	439	440	441	444	447	447	447	449	453	454	455	463	463	463	463	464
- South India (Ex- Kerala)	230	232	233	239	242	244	244	245	245	245	245	246	246	246	246	248
- Rest of India	132	133	136	139	139	140	140	140	140	140	140	141	142	142	142	142
Total Branches	801	805	810	822	828	831	831	834	838	839	840	850	851	851	851	854
ATMs																
- Kerala	565	587	607	651	670	682	688	698	701	713	718	724	745	756	769	783
- South India (Ex- Kerala)	297	313	325	365	378	380	384	387	388	391	393	394	396	393	396	398
- Rest of India	156	163	176	184	196	198	200	202	202	202	202	202	203	205	205	201
Total ATMs	1,018	1,063	1,108	1,200	1,244	1,260	1,272	1,287	1,291	1,306	1,313	1,320	1,344	1,354	1,370	1,382



Present across Customer Touch Points



Traditional & Alternate Channels



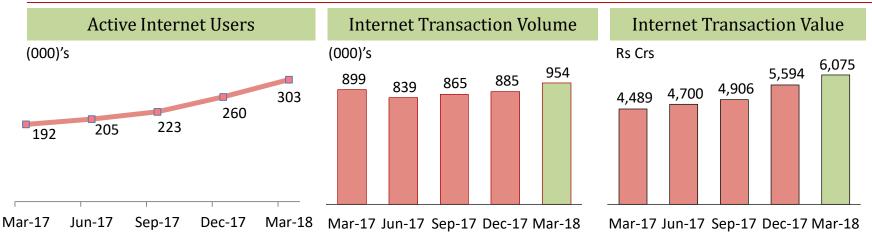
Technology Initiatives

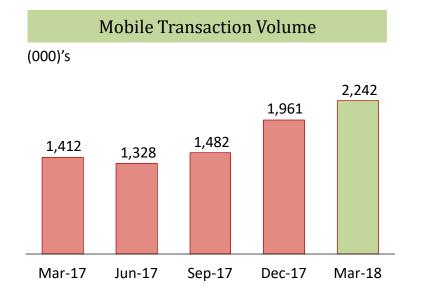


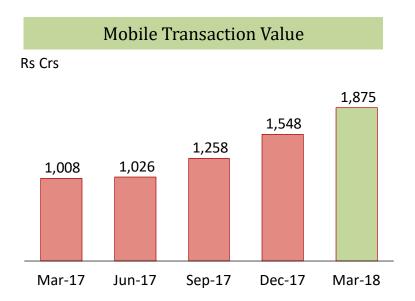


Personal Banking: Technology Banking



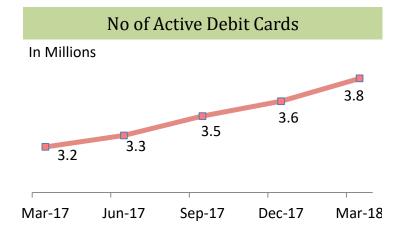


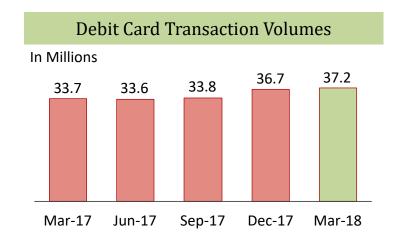


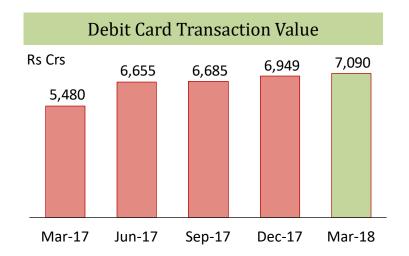


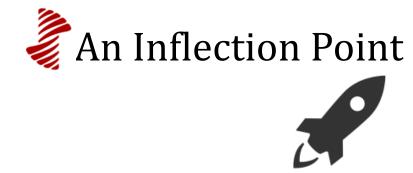
Personal Banking: Debit Cards











Moving Towards Vision 2020...



Appointed International Finance Corporation

 Provides advisory support to bank on the medium and long term strategy for significant growth in retail, agriculture and SME sectors



 Facilitates loans to MSE and promotes the MSME credit portfolio of the Bank Opened Centralized Marketing & Processing Centre

 Houses the Bank's Marketing Dept, Retail Loan Hub and Transaction Banking Dept

....to become Retail Banking Power House



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

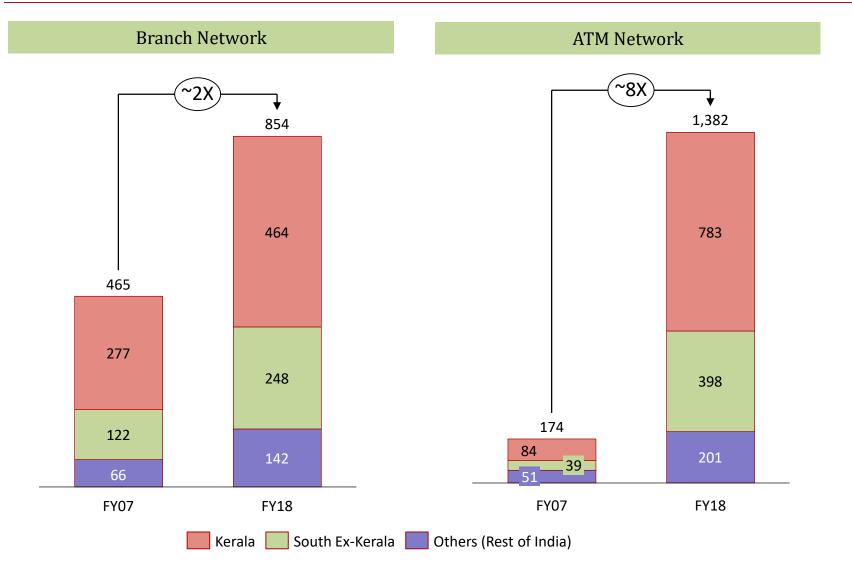
FIRST bank in the private sector to start Industrial Finance Branch in March 1993

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

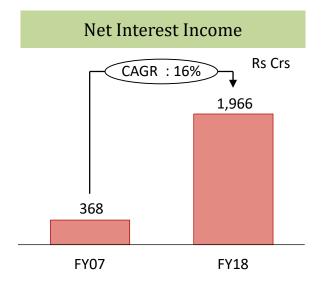
Expansion since FY07



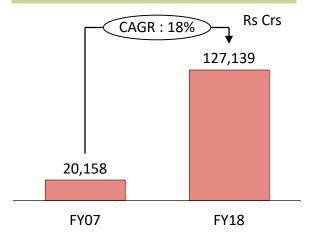


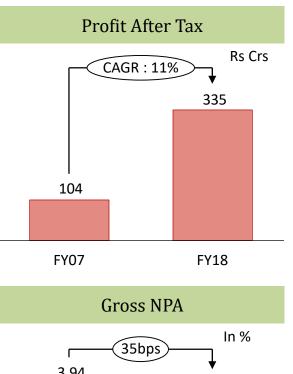
Performance since FY07

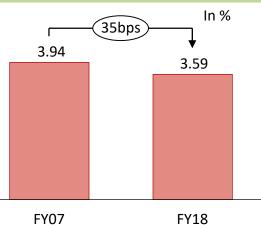












Leadership Team



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 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, Senior General Manager (Business Development Department)	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. Paul V.L., Senior General Manager (Administration)	Mr. Anto George T, General Manager (Head of Inspection & Vigilance Department and Chief of Internal Vigilance)				
 Masters Degree in Arts and Post Graduate Diploma in Personnel Management & JAIIB 	 Bachelors Degree in Arts & Post Graduate Diploma in Computer Application, Certification in RDBMS & Oracle 8i and JAIIB 				

Management Team



Mr. Shelly Joseph, General Manager	Mr. Reddy N J, General Manager
Masters Degree in Commerce & CAIIB	Masters Degree in Commerce & LLB

Mr. C.P. Gireesh, Chief Financial Officer

- Bachelors Degree in Mathematics
- Fellow member of the Institute of Chartered Accountants of India and Certified Associate of the Indian Institute of Banking & Finance

Mr. Jacob EA, Chief Compliance Officer	Mr. Jimmy Mathew, Company Secretary
• Bachelors Degree in Science & CAIIB - I	 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



Won Digital India Excellence Award 2017

Digital India Excellence Award 2017 for its innovation in mobile app 'Digital e-lock' in the 5th PAN-IIM World Management Awards 2017



Awards & Recognition



Awarded with ISO 27001:2013 Certification

The certification process involved an extensive audit, conducted by British Standards Institution against the criteria set out by the ISO 27001:2013 standards on various domains of IT functions



Awards & Recognition



Won "IBA Banking Technology Awards"



Won National Payments Excellence Awards - 2016

Won Finnoviti Award - 2017





Awards & Recognition



Won Two IDRBT Best Bank Awards



Bagged "Dun & Bradstreet, India's Top Banks & Banking Awards 2017"





For further information, please contact:

Company

Investor Relations Advisors

The South Indian Bank Ltd.

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