



Investor Presentation

Q1-FY2022



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Deposits (excl. CD)

Q1 FY22: Rs. 84,611 Cr
+ 3%
Q1 FY21: Rs. 82,469 Cr



Retail Deposits

Q1 FY22: Rs. 79,975 Cr
+ 10%
Q1 FY21: Rs. 72,891 Cr



CASA

Q1 FY22: Rs. 25,725 Cr
+ 16%
Q1 FY21: Rs. 22,179 Cr



Advances

Q1 FY22: Rs. 58,319 Cr
- 11%
Q1 FY21: Rs. 65,819 Cr



NII

Q1 FY22: Rs. 542 Cr
- 8%
Q1 FY21: Rs. 587 Cr



Operating Profit

Q1 FY22: Rs. 512 Cr
+ 27%
Q1 FY21: Rs. 404 Cr



Provisions

Q1 FY22: Rs. 498 Cr
+ 70 %
Q1 FY21: Rs. 293 Cr



PCR

Q1 FY22: 60.11%
Q1 FY21: 58.76%

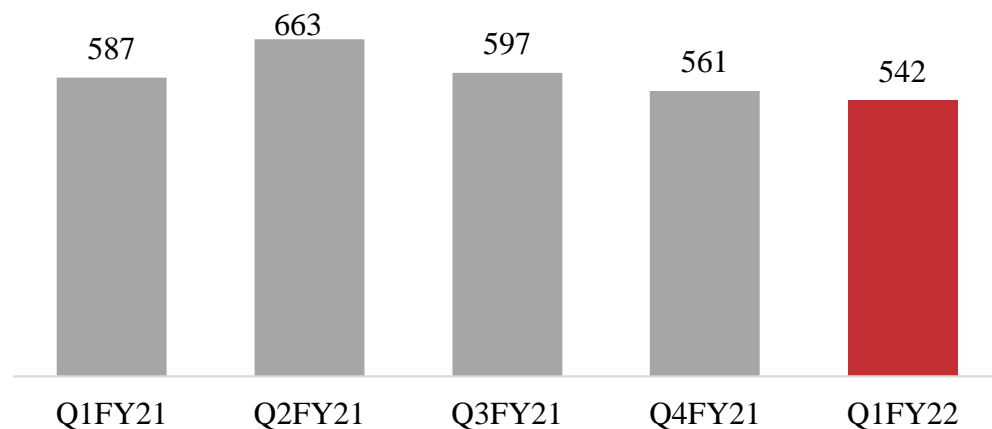
Profit & Loss Overview (standalone)

Rs. in Crore	Q1-FY22	Q1-FY21	Y-o-Y (%)	Q4-FY21	Q-o-Q (%)	FY21
Net Interest Income	542	587	-8%	561	-3%	2,407
Non Interest Income	453	285	59%	390	16%	1,185
- Core Fee Income	92	82	11%	125	-27%	399
- Treasury & Forex	251	146	72%	166	51%	468
- Others	110	57	95%	99	12%	319
Total Income	995	872	14%	951	5%	3,592
Operating Expenses	483	468	3%	528	-9%	1,974
Operating Profit	512	404	27%	423	21%	1,618
Provisions & Contingencies	498	293	70%	412	21%	1531
Profit Before Tax	14	111	-87%	11	35%	87
Provision for Tax	4	29	-87%	4	3%	25
Profit After Tax	10	82	-87%	7	52%	62

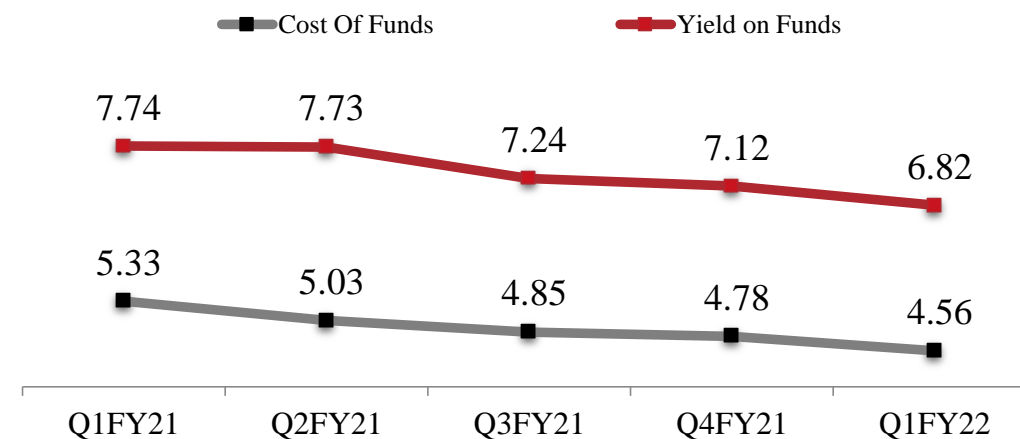
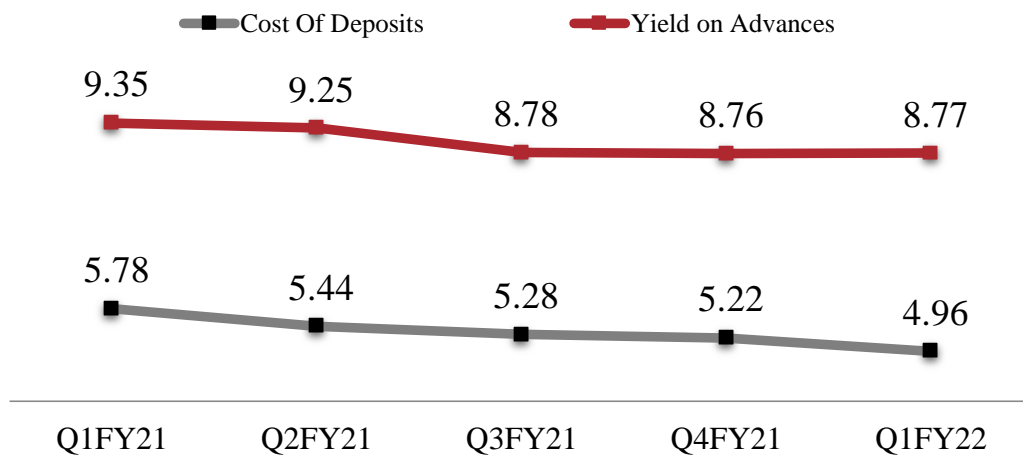
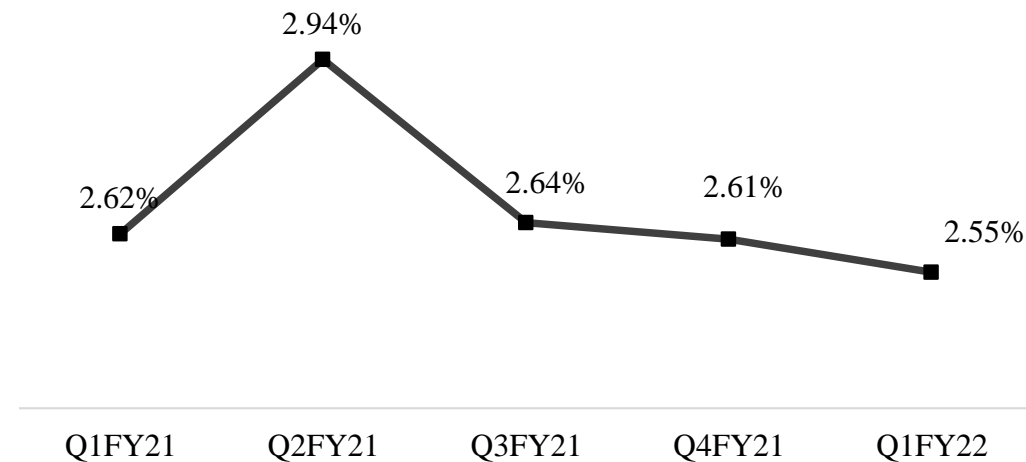
Quarterly

(Rs. in Crore)

Net Interest Income

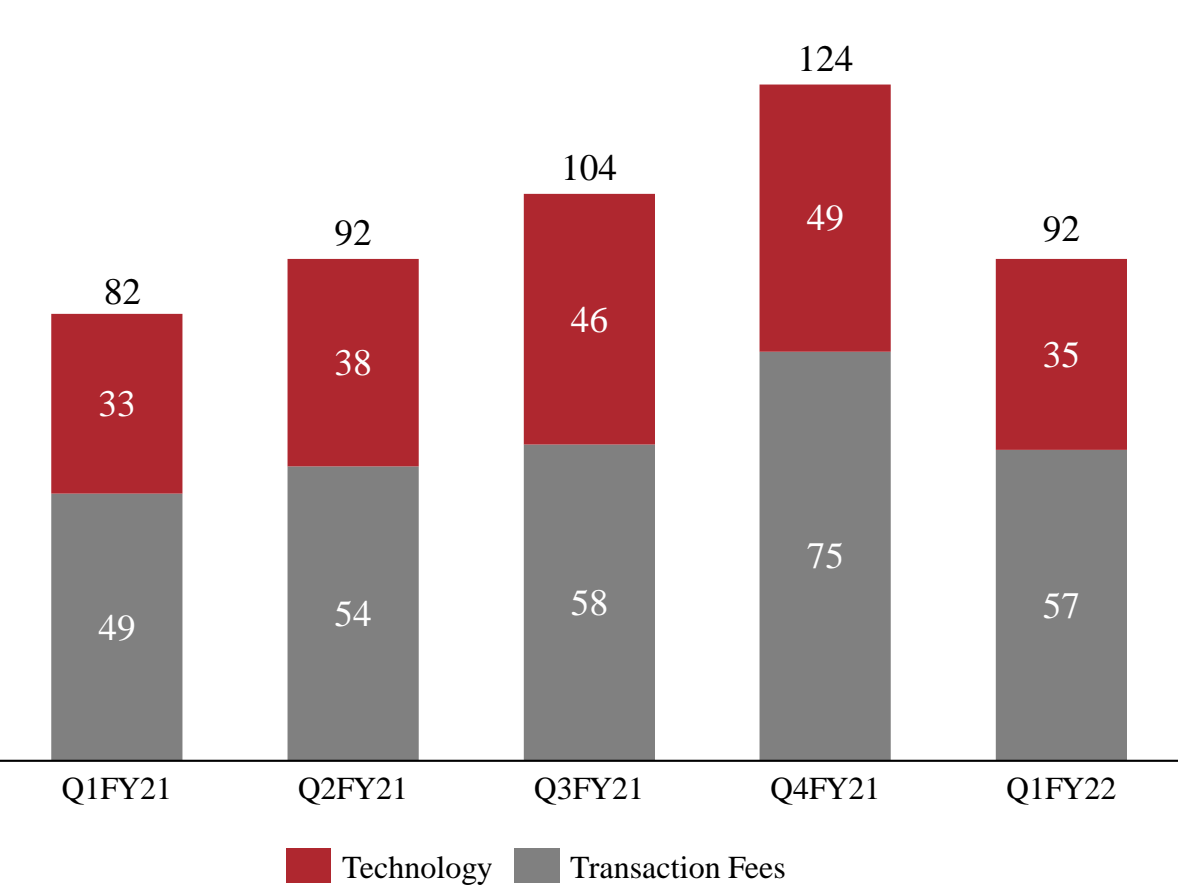


NIM



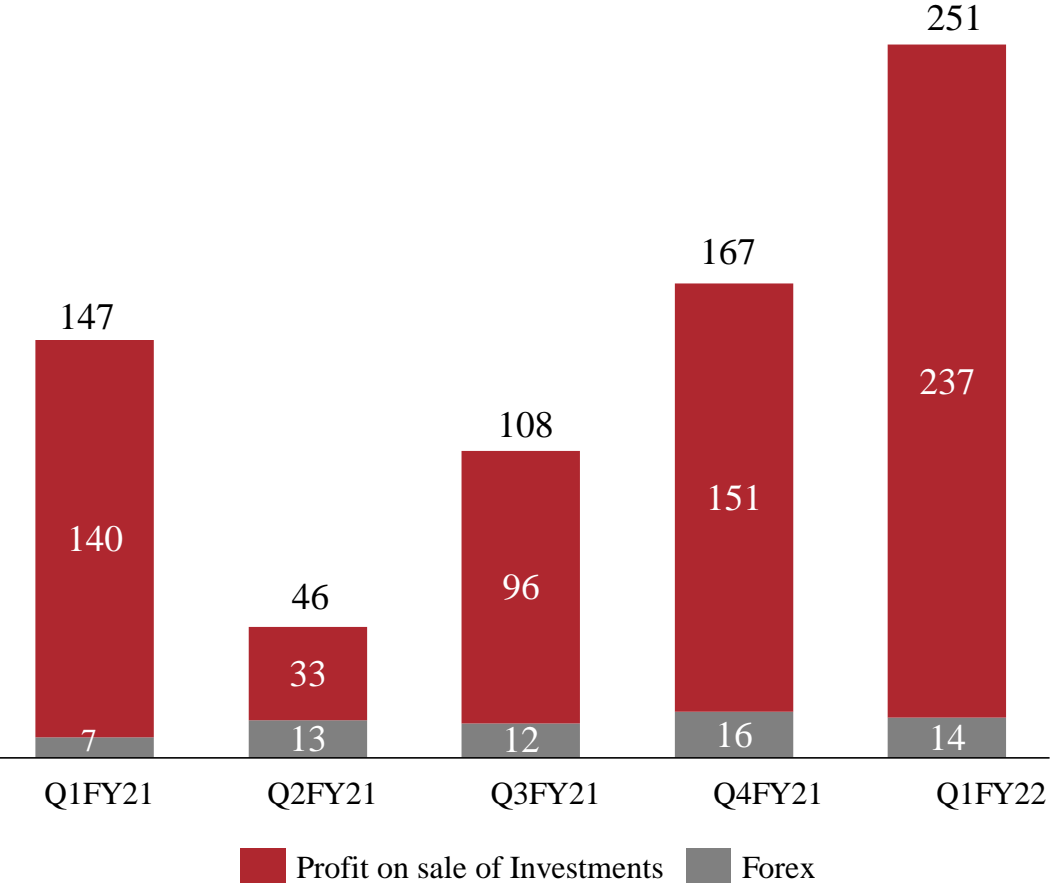
Core Fee Income

(Rs. in Crore)

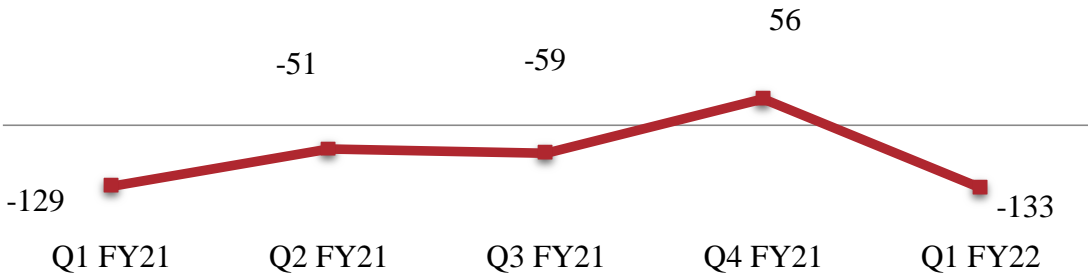


Treasury & Forex Income

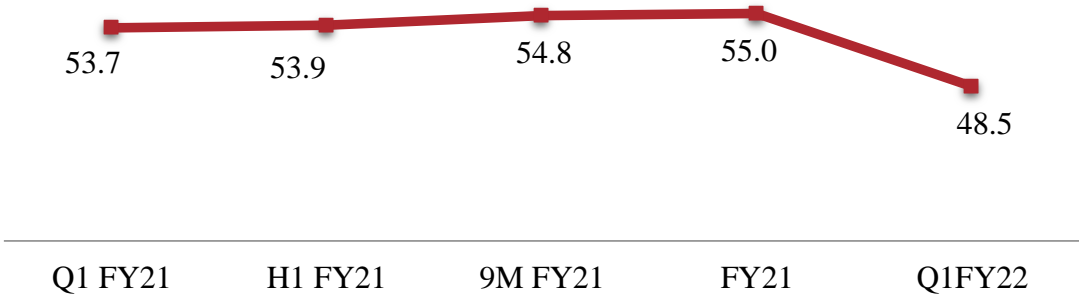
(Rs. in Crore)



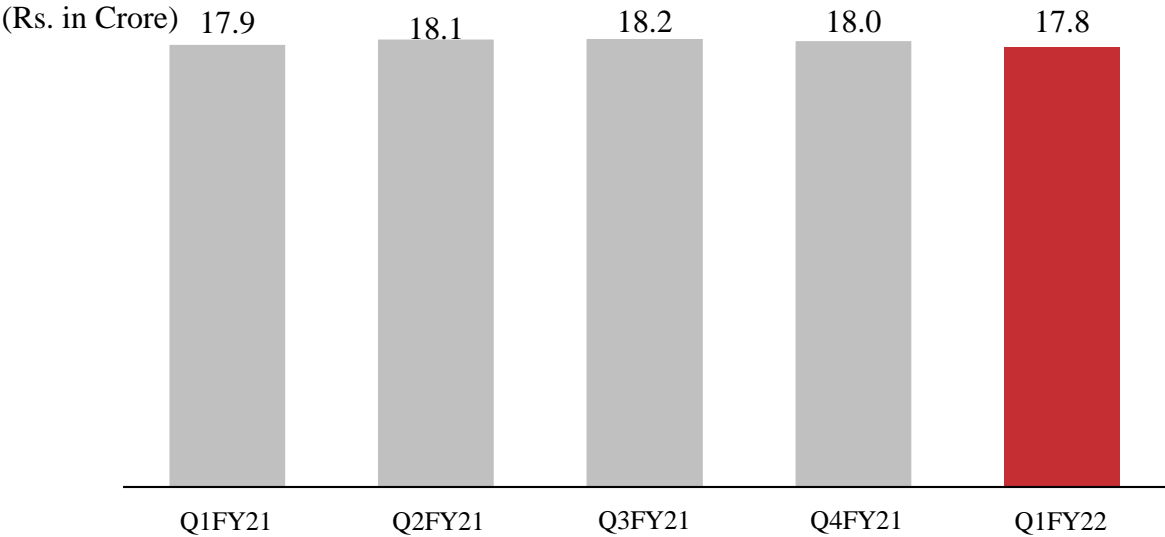
Employee Additions



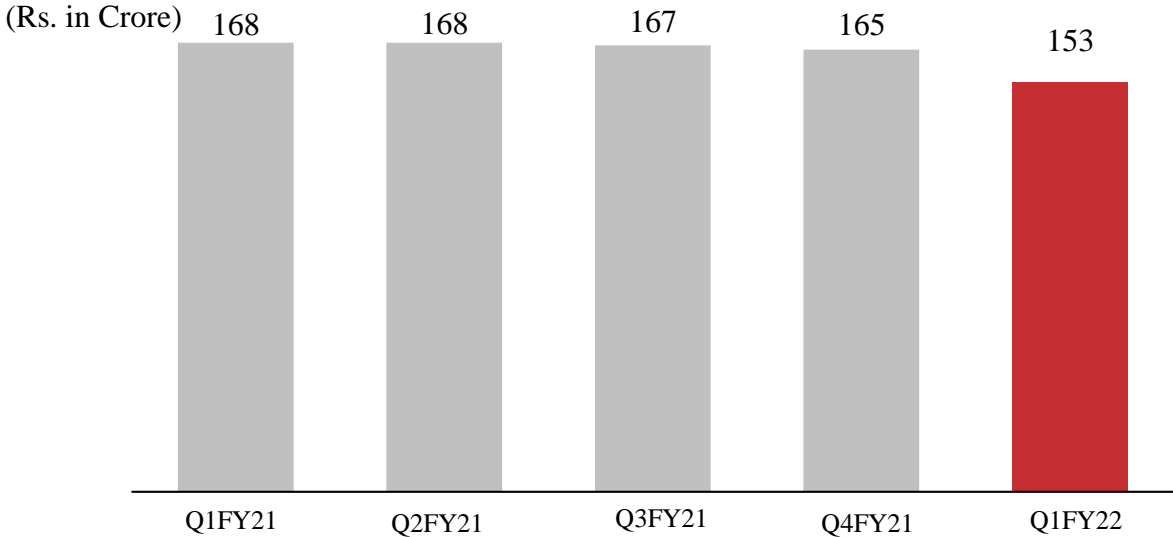
Cost-to-Income Ratio



Business per Employee



Business per Branch



(Rs. in Crore)

Particulars	Q1 FY22	Q4 FY21	Q1 FY21
For NPA & NPI	430	719	326
For Depreciation on Investments	2	-44	-58
For Standard Assets	56	-290	30
For Restructured Advances/Sacrifices & FITL	8	31	-1
For Unhedged Forex Exposure	1	-4	0
Others	2	1	-3
Taxes	4	4	29
Total Provisions	502	416	322

Balance Sheet Overview (standalone)

(Rs. in Crore)

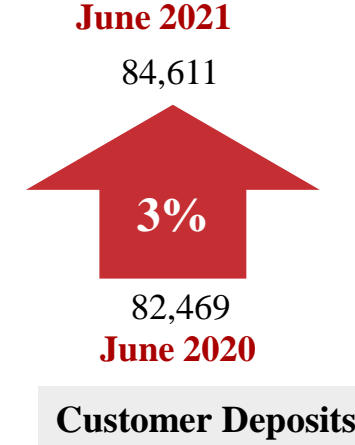
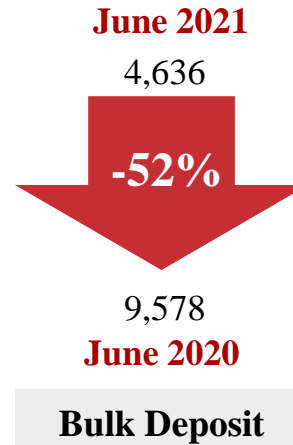
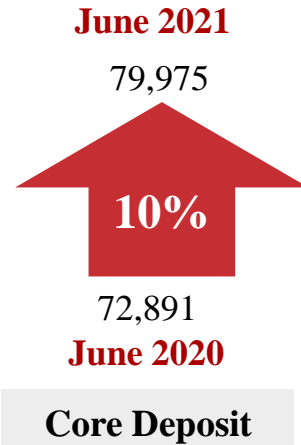
Rs Crs	June 2021	June 2020	Y-o-Y (%)	Mar 2021	Q-o-Q (%)
Capital & Liabilities	94,397	96,322	-2.0%	94,149	0.3%
Capital	209	181	15.5%	209	-
Reserves and Surplus	5,609	5,391	4.0%	5,598	0.2%
Deposits	84,611	82,469	2.6%	82,711	2.3%
Borrowings	2,500	6,248	-60.0%	4,108	-39.1%
Other Liabilities & Provisions	1,468	2,033	-27.8%	1,523	-3.6%
Assets	94,397	96,322	-2.0%	94,149	0.3%
Cash & Balances with RBI	3,885	2,847	36.5%	3,305	17.5%
Balances with Banks	6,598	1,168	464.9%	5,463	20.8%
Investments	20,474	19,884	3.0%	20,321	0.8%
Advances	56,542	64,593	-12.5%	58,056	-2.6%
Fixed Assets	786	790	-0.5%	795	-1.1%
Other Assets	6,112	7,040	-13.2%	6,209	-1.6%
Business (Advances + deposits)	1,41,153	1,47,063	-4.0%	1,40,767	0.3%
Current Accounts	4,174	3,848	8.5%	4,321	-3.4%
Savings Accounts	21,551	18,331	17.6%	20,269	6.3%
CASA Ratio	30.40%	26.89%	-	29.73%	-

Key Metrics – Quarterly

Particulars	FY21				FY22
	Q1	Q2	Q3	Q4	Q1
Net Interest Margin (NIM)	2.62%	2.94%	2.64%	2.61%	2.55%
CRAR Basel III	13.49%	13.94%	14.47%	15.42%	15.47%
RoAA (Annualized)	0.33%	0.27%	-	0.03%	0.04%
Provision Coverage	58.76%	65.21%	72.03%	58.73%	60.11%
CASA	26.89%	27.81%	27.93%	29.70%	30.40%
Gross NPA	4.93%	4.87%	4.90%	6.97%	8.02%
Net NPA	3.09%	2.59%	2.12%	4.71%	5.05%
Book Value per Share (Rs.)	30.79	31.23	30.73	27.7	27.8
Earnings per Share (Rs.) (Annualized)	1.8	1.6	-	0.2	0.2
Customer Touch Points					
Kerala	508	505	506	502	500
South Ex Kerala	272	272	273	276	273
Rest of India	149	149	149	151	151
Total	929	926	928	929	924

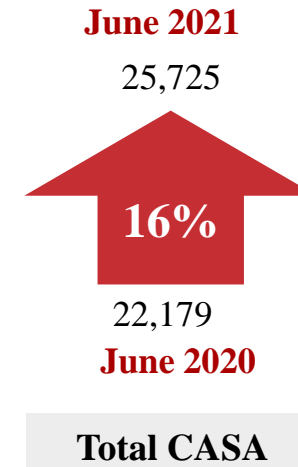
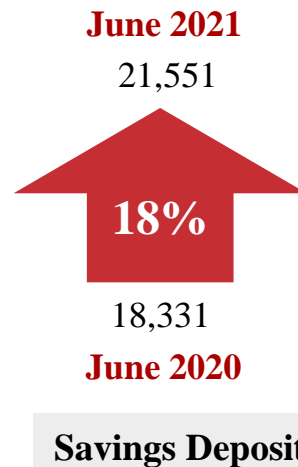
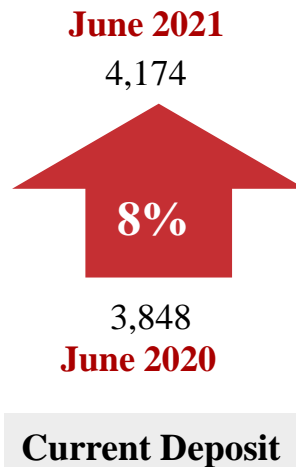
Deposits

Rs. in Crore



CASA Deposits

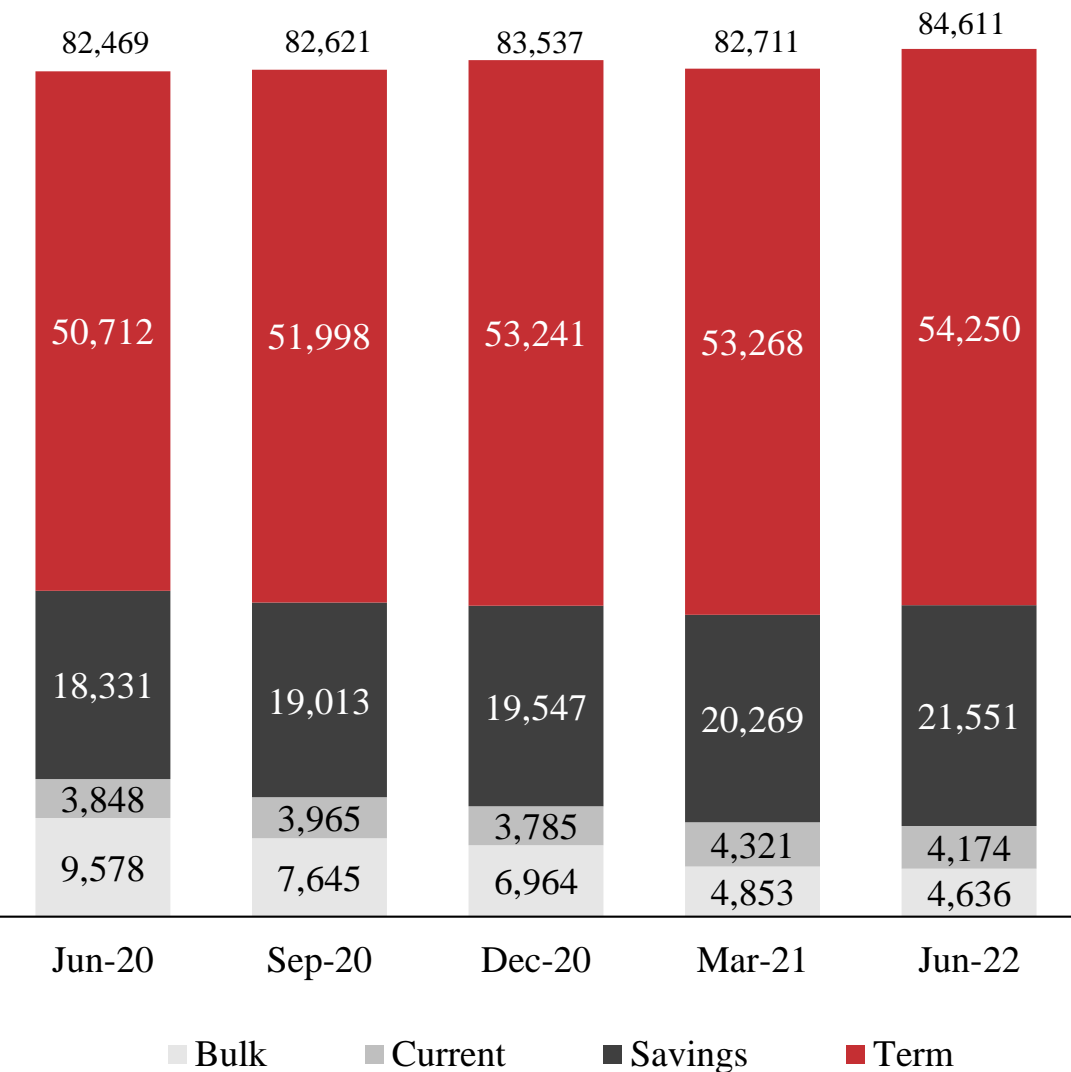
Rs. in Crore



Well Distributed Deposit Base

Breakup of Deposits

Rs. in Crore



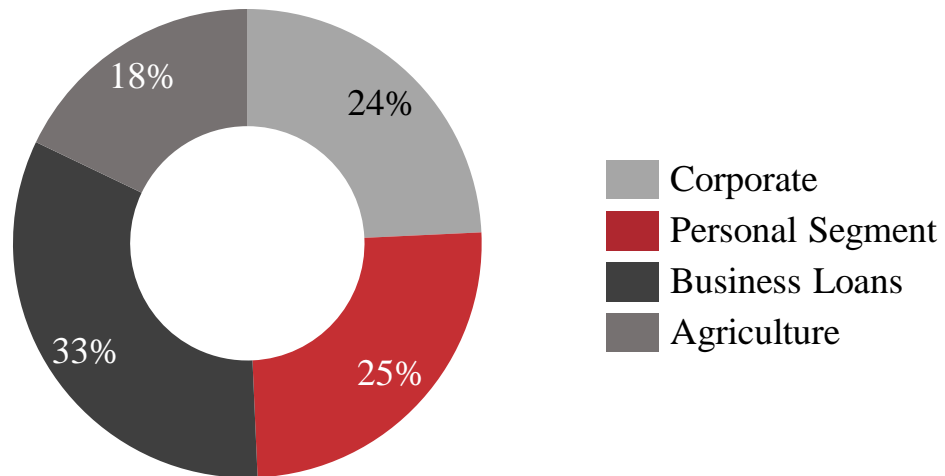
Break Up of Non-Resident Deposits

Rs. in Crore

Deposit Type	Jun 2020	Sep 2020	Dec 2020	Mar 2021	Jun 2021
NR SB	5,609	5,873	6,048	6,065	6,566
NR CD	30	33	36	38	41
FCNR (B), RFC & Others	1,850	1,847	1,819	1,694	1,668
Low-Cost NRI Deposit	7,489	7,753	7,903	7,797	8,275
NRE Term Deposit	16,444	16,808	17,220	17,317	17,644
NRO Term Deposit	728	726	736	741	744
Total NRI Deposit	24,661	25,287	25,859	25,855	26,663

Composition of Loan Book

Segment wise Break Up of Total Loan Book

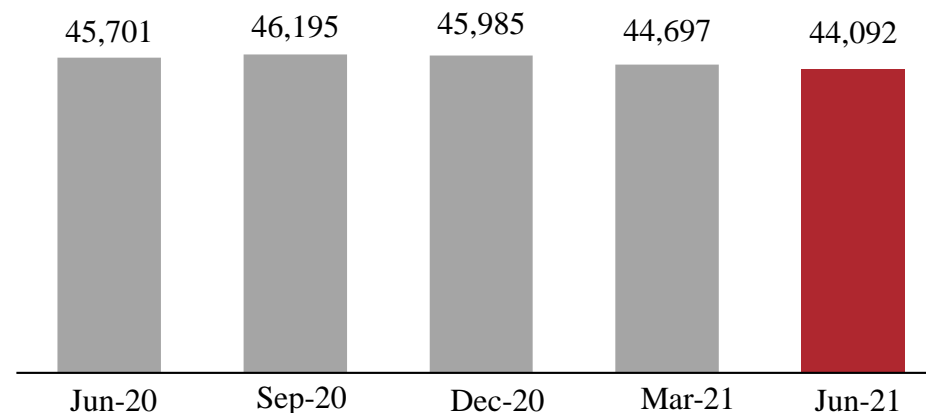


Break up of Loan book

Rs. in Crore	Jun-20		Mar-21		Jun-21	
	Number	Value	Number	Value	Number	Value
Less than 5 Cr	367,238	33,195	382,050	32,408	3,80,383	31,643
5 - 25 Cr	1,660	12,937	1,502	12,511	1,454	12,227
25 - 100 Cr	279	10,522	188	7,179	180	6,750
More than 100 Cr	33	5,920	23	3,177	21	3,022
Total	369,210	62,574	383,763	55,275	3,82,038	53,642
Gross NPA	7,819	3,245	9,073	4,143	10,921	4,677
Gross Advances	377,029	65,819	392,836	59,418	3,92,959	58,319

Loan Book (Excluding Corporate)

Rs. in Crore

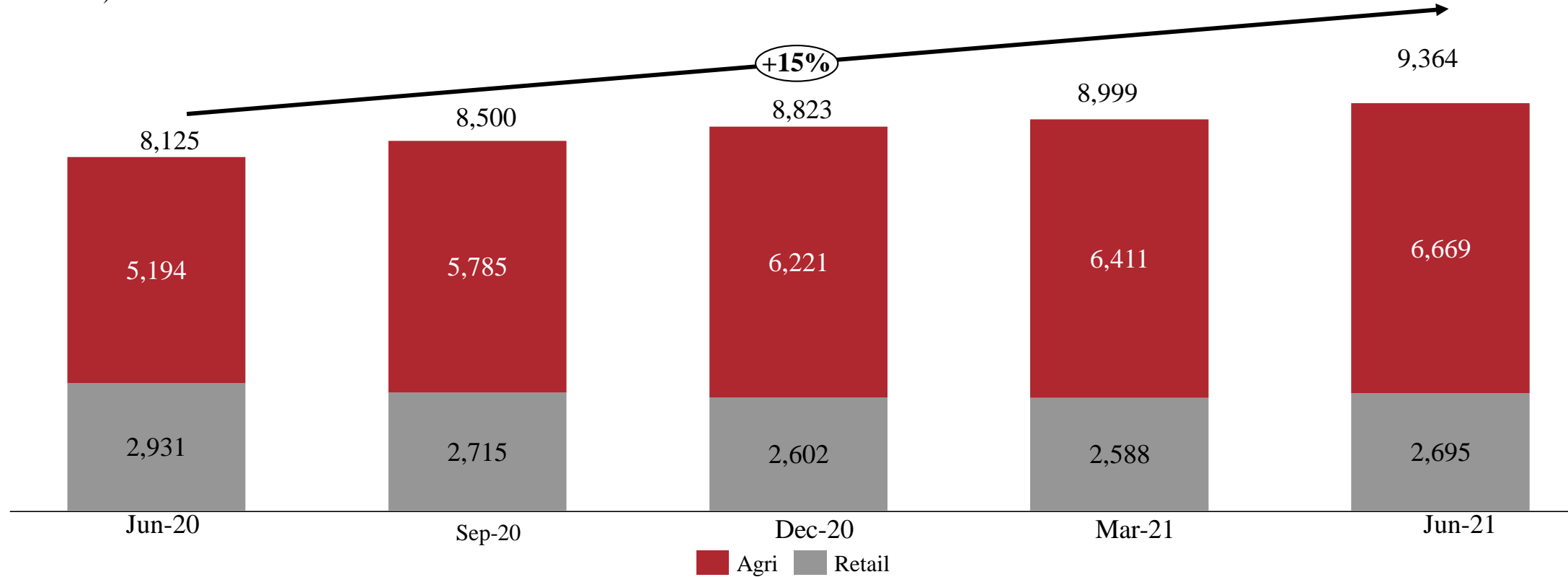


Loan Book Across Regions

	Jun-20	Mar-21	Jun-21
Kerala	28,178	26,355	26,144
South Ex-Kerala	20,757	20,239	20,297
Rest of India	16,884	12,824	11,878
Total	65,819	59,418	58,319

Gaining traction in Gold loans...

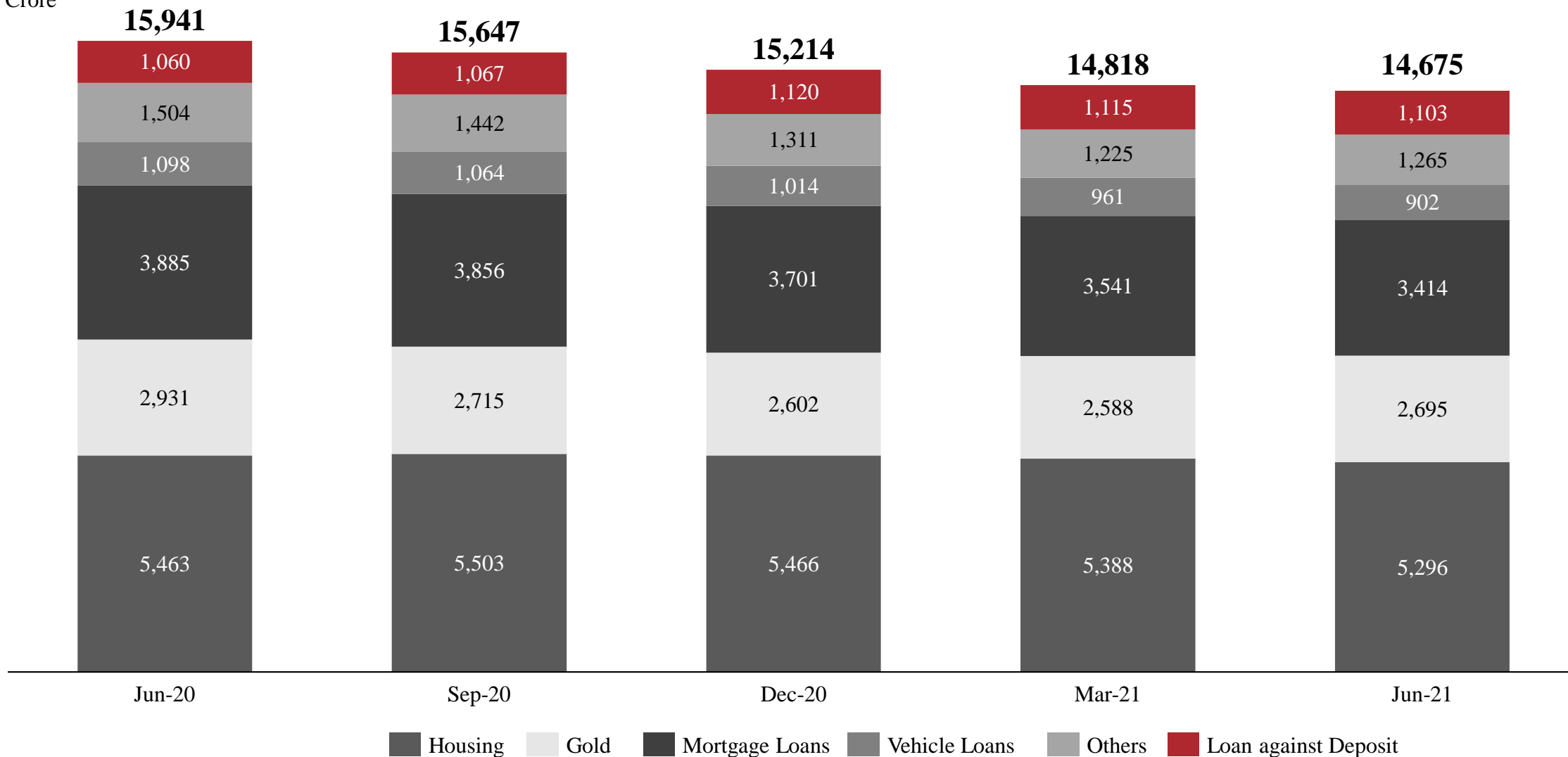
(Rs. in Crore)



- ✓ Excluding buyout, the YoY growth is 28%
- ✓ LTV of 72%
- ✓ Enter into new fintech partnership with Rupeek Fintech to augment growth

Personal Segment Loans

Rs. in Crore

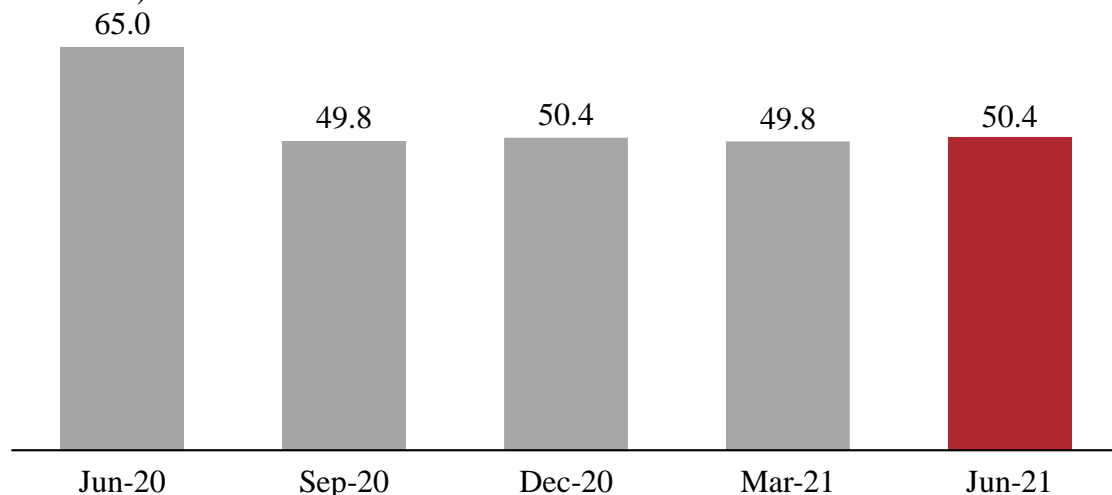


Business Loans (Less than Rs. 25 Crore exposure)

Rs. in Crore	Jun-20	Sep-20	Dec-20	Mar-21	Jun-21
MSME/SME	15,889	15,840	15,812	15,084	14,509
Others	4,526	4,929	4,809	4,372	4,401
Total	20,415	20,769	20,621	19,456	18,910

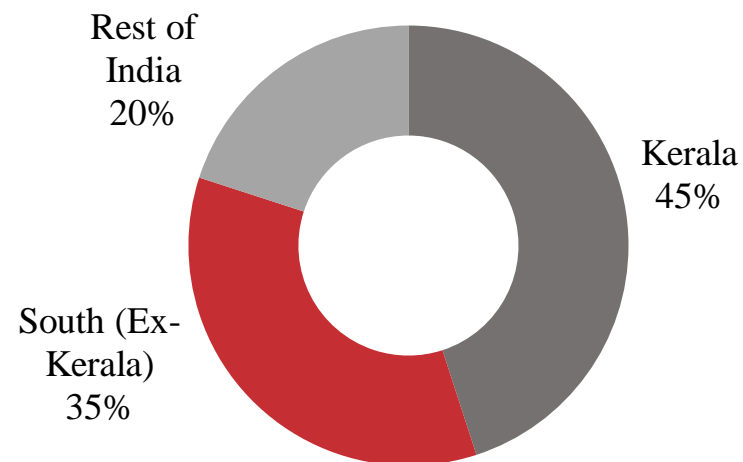
Average MSME Loan / Account

(Rs. in Lakhs)



Note: Reduction in ticket size in Sep 2020 was predominantly due to reclassification of certain LAP, Auto Loans (commercial) & Business loans (below 25 crores) given to non-individuals from Retail to MSME category during that quarter

MSME Loan Book by Geography

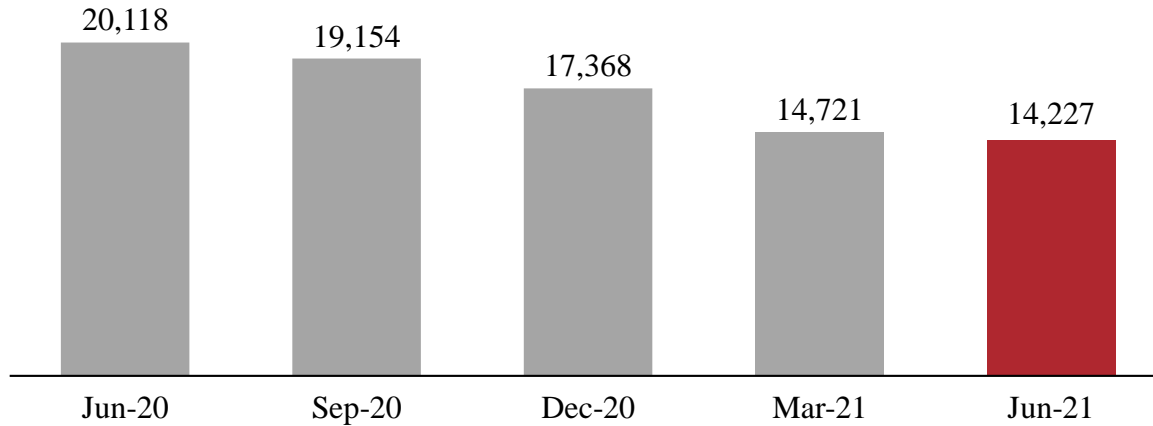


MSME strategy

- Classified MSME borrowers in two buckets
 - ✓ Micro and Small Enterprises, with a turnover of up to 100 crores with average ticket size of about Rs.1 crore.
 - ✓ Small and medium enterprises with a turnover of more than Rs.100 crores but up to Rs.250 crores with an average ticket size of Rs.8 to Rs.10 crores
- Score card based lending model to supplement the existing credit underwriting process

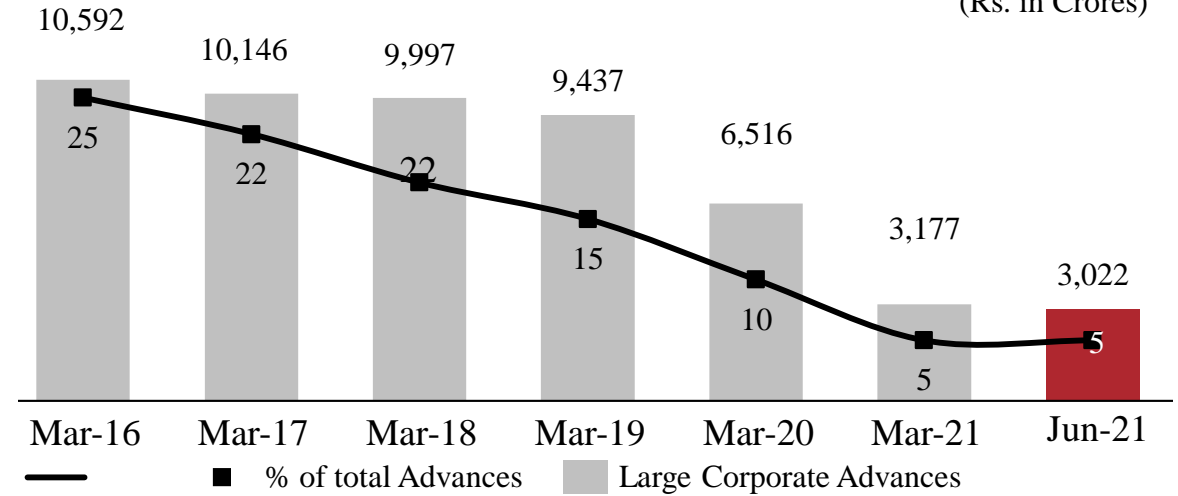
Corporate Loan Book

(Rs. in Crores)



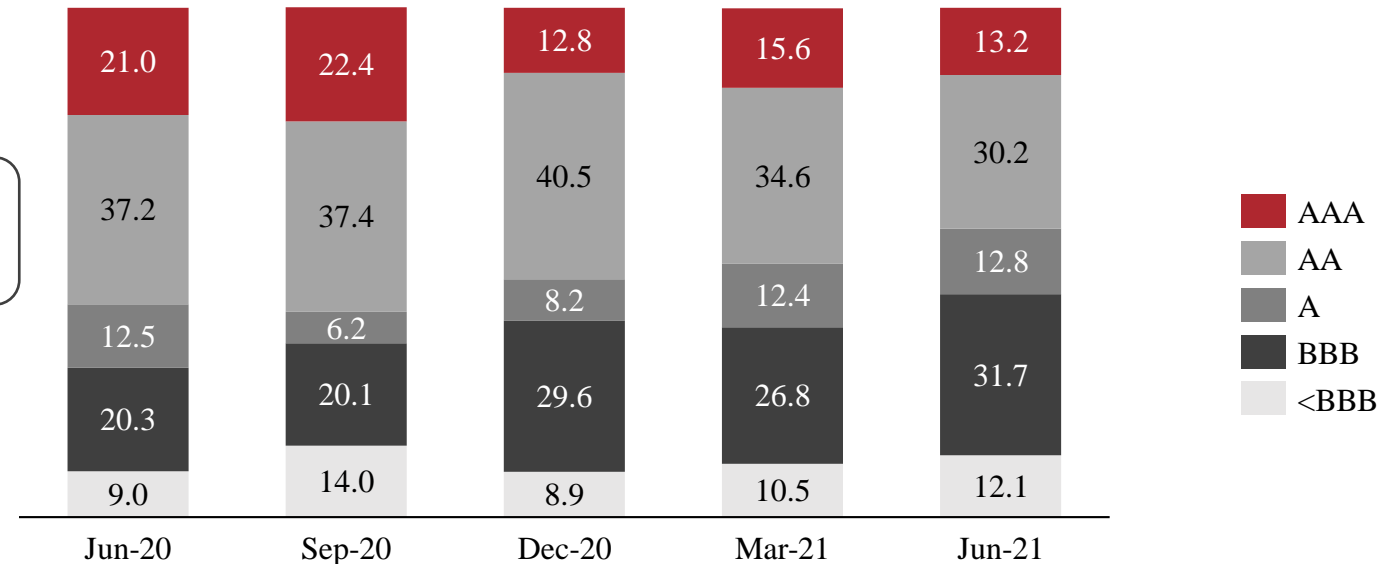
Standard Large Corporate Advances (Rs.100 Cr and above)

(Rs. in Crores)



Rating Profile of Large Corporate Loan Book (in %)

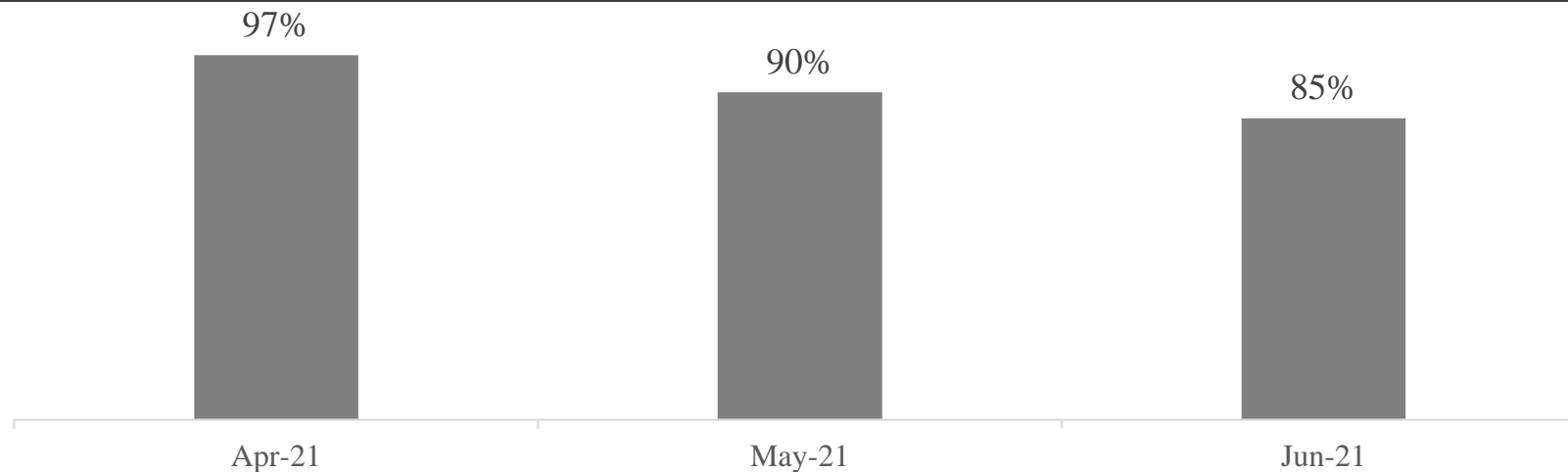
Standard Advances above Rs. 100 Cr.
(External Rating)



Segment wise NPA slippages

Rs. in Crore	Q1-2022
Agriculture	65
Business Loans	420
Personal Segment	226
Corporate	168
Total	879

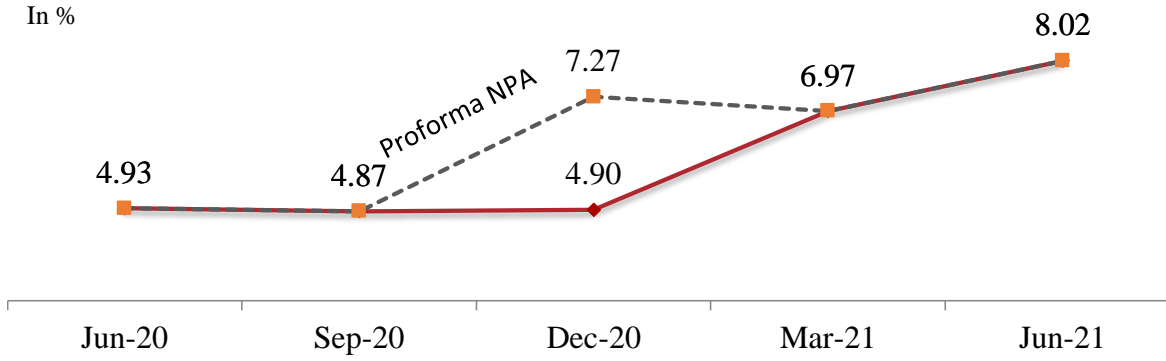
Collection efficiency¹



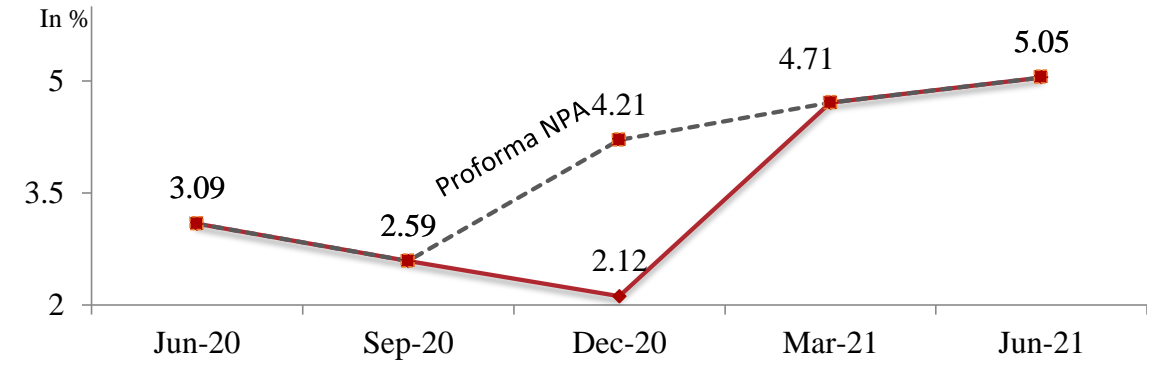
1. Takes into account all collections done till July 15, 2021. Subsequent collection for previous months have been accounted in respective months

Non-Performing Assets

Gross NPA



Net NPA



Gross NPA Movement

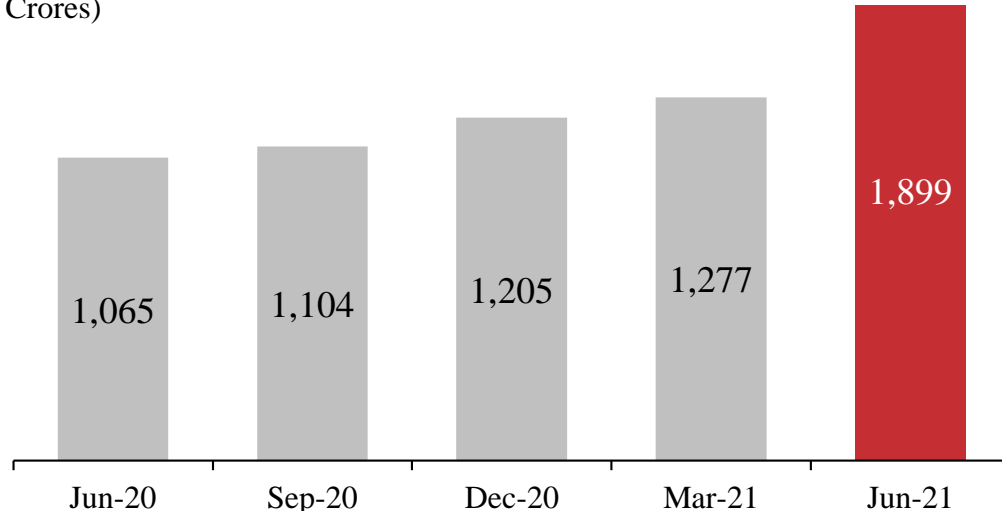
Rs. Cr.	Jun-20	Sep-20	Dec-20	Mar-21	Jun-21
Opening	3,262	3,245	3,182	3,103	4,143
Additions	161	52	5	2,123	883
Deductions	177	115	83	1,083	350
Closing	3,245	3,182	3,103	4,143	4,677

Net NPA Movement

Rs. Cr.	Jun-20	Sep-20	Dec-20	Mar-21	Jun-21
Opening	2,151	1,993	1,655	1,305	2,735
Additions	136	43	3	1,721	732
Deductions	294	380	354	292	612
Closing	1,993	1,655	1,305	2,735	2,855

Restructured Standard Advance

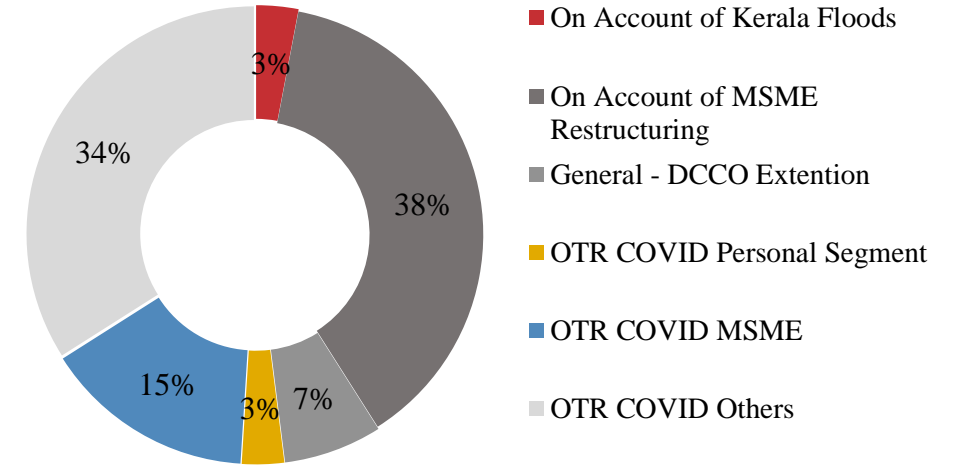
(Rs. in Crores)



Covid One Time Restructuring (OTR)

- OTR 1 of Rs. 920 Crore as at June 2021;
 - Business Loans Rs. 273 Cr
 - Corporate Rs. 631 Cr.
 - Personal Segment Rs. 16 Cr.

Sector Break up



(Rs. in Crores)

Security Receipts Outstanding as on June 30, 2021

Book Value	Provision	NAV
1,117.3*	633.3	483.98

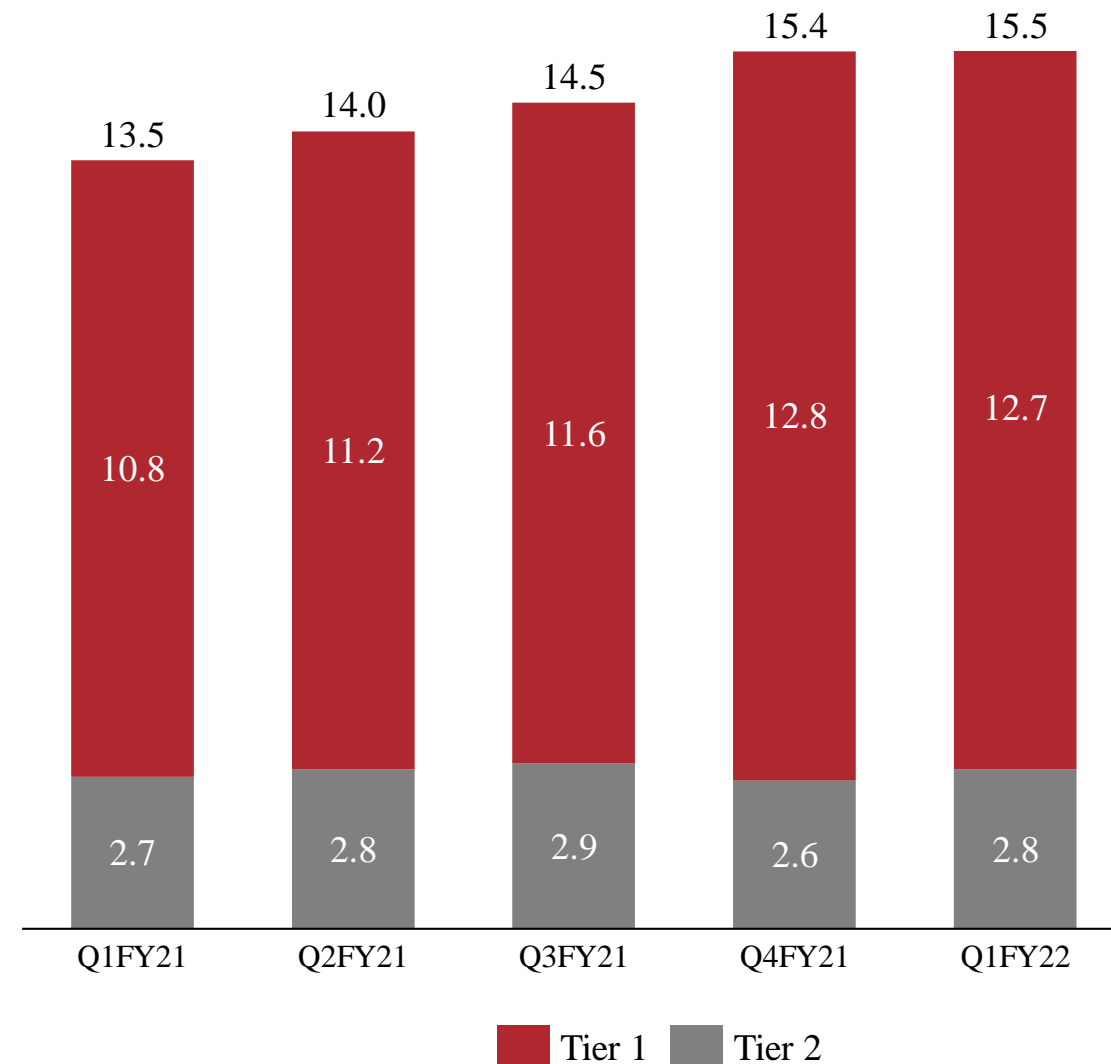
*of which Rs.846 Crore pertains to a single pool and this pool now holds a provision coverage of 70%

Risk Weighted Assets

Rs. in Crore	Jun 30, 2021		Mar 31, 2021	
Total Capital	7,335.7	15.47%	7,273.3	15.42%
- Tier I	6,035.1	12.73%	6,030.53	12.79%
- Of which CET1	5,535.1	11.68%	5,530.5	11.73%
- Tier II	1,300.5	2.74%	1,242.8	2.63%
Risk Weighted Assets	47,394.9		47,167.5	

Capital adequacy ratios well above the minimum regulatory requirement of CET1 ratio of 7.38%, Tier I ratio of 8.88% and total capital adequacy ratio of 10.88%

BASEL III



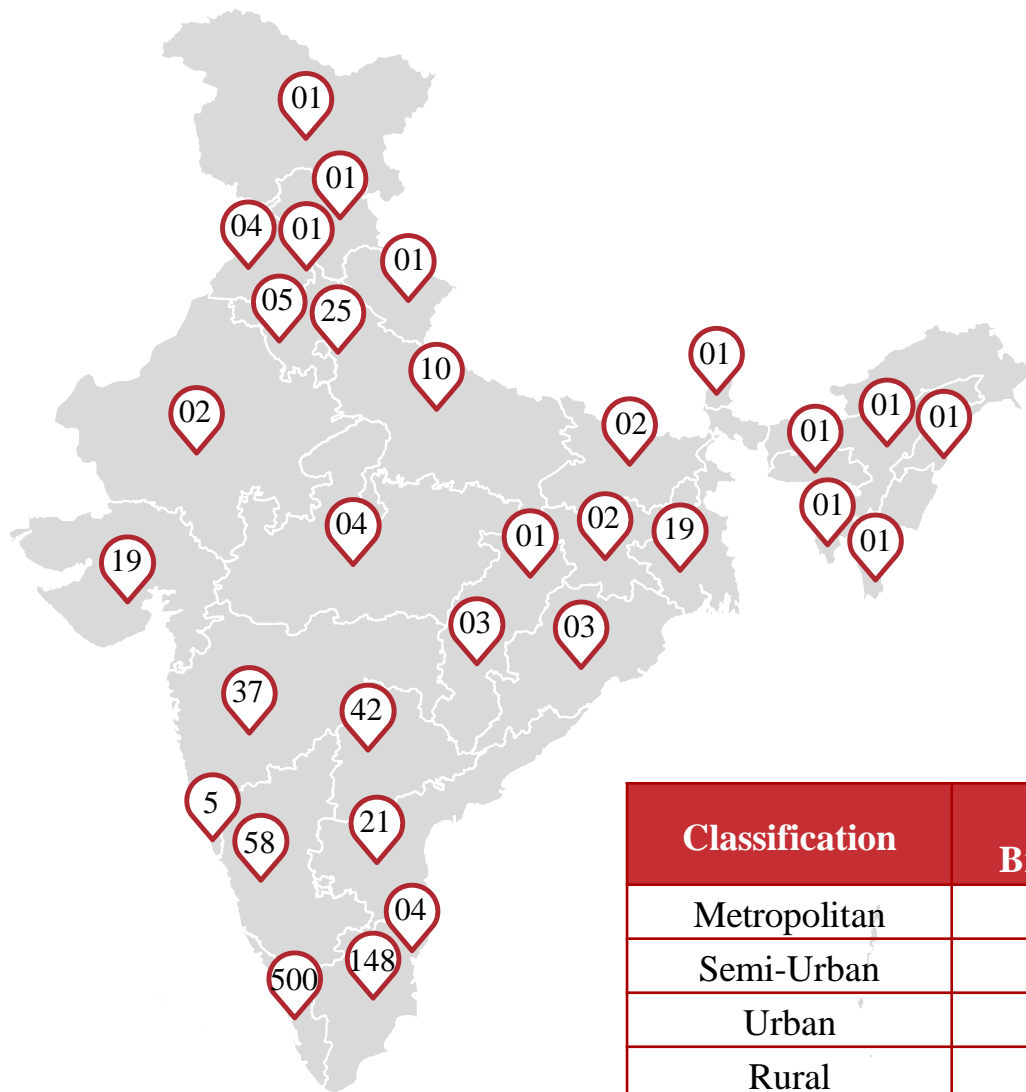
Investment Book as on Jun-21

Details	Rs. in Crore	Modified Duration
HTM	15,466	3.77
AFS	5,852	0.52
HFT	14	0.01
Total	21,333	3.12

SLR NON SLR

Rs. in Crore	Jun-20	Sep-20	Dec-20	Mar-21	Jun-21
SLR	18,326	19,828	20,821	18,951	18,944
NON-SLR	2,275	2,187	2,146	2,230	2,388
Total	20,601	22,015	22,967	21,180	21,333

Wide network and young work force



Classification	No of Branches
Metropolitan	191
Semi-Urban	460
Urban	171
Rural	102
Total	924

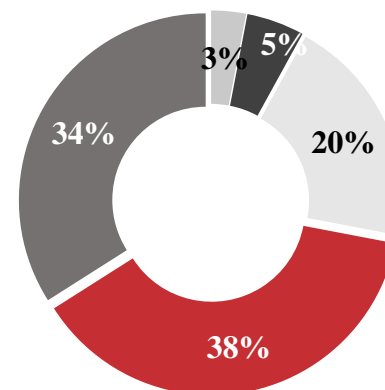


Total Employees

Q1 FY22: 7,682

Q4 FY21: 7,815

Experienced Work Force



■ < 1 Year
 ■ 1-2 Years
 ■ 2-5 Years
■ 5-10 Years
 ■ > 10 Years

~55% of workforce are professionals

Average age of employees is ~32 years

Legacy Customer Base of 67 lakhs



Branches

Q1 FY22: 924[#]

Q4 FY21: 884

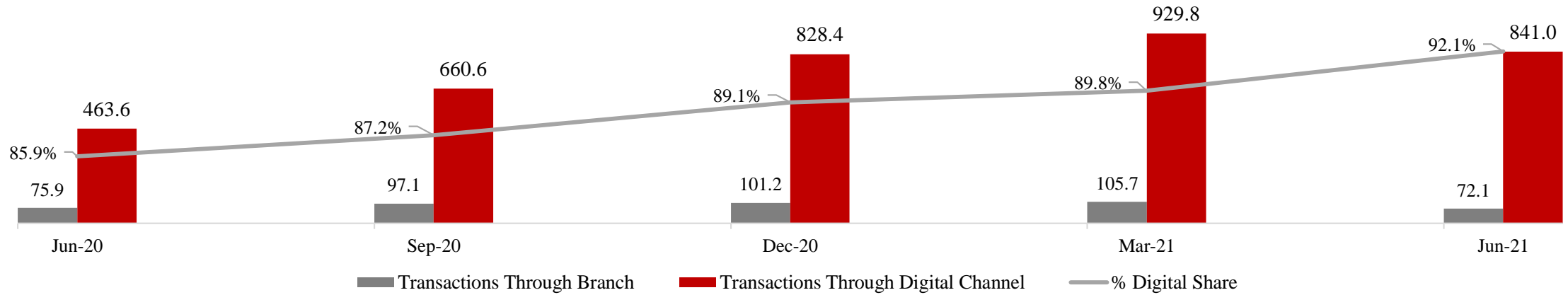
ATM

Q1 FY22: 1,291

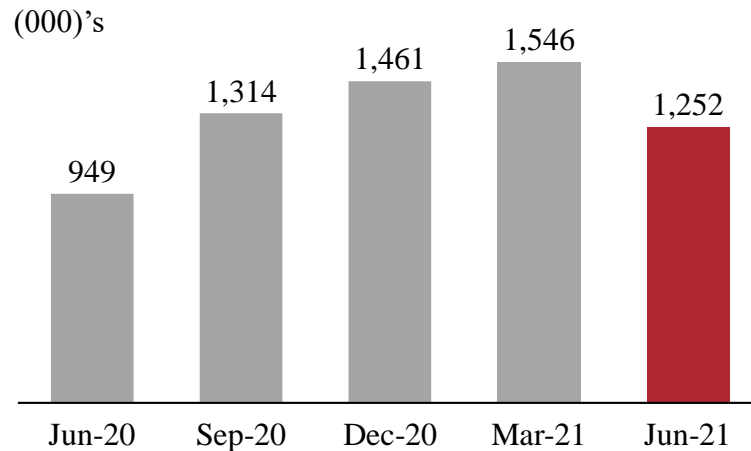
Q4 FY21: 1,315

*Map for illustration purpose only

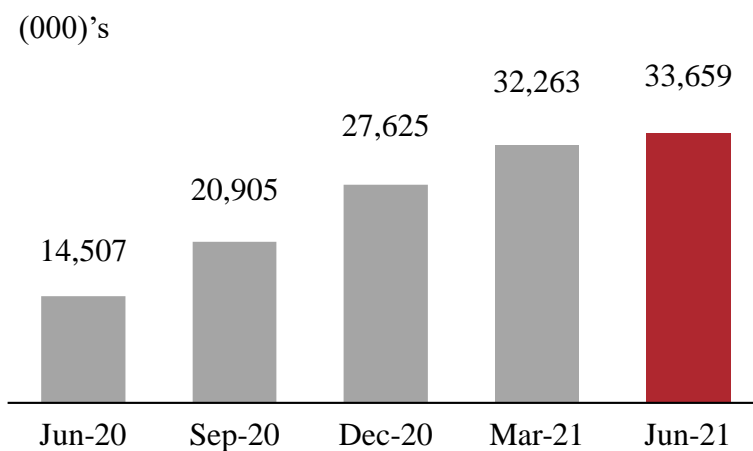
Digital vs Branch Transactions (no of transactions in Lakhs)



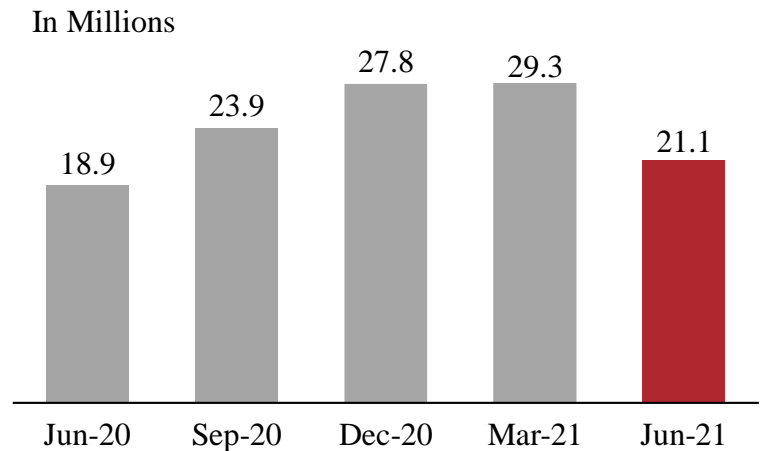
Internet Transaction Volume



Mobile Transaction Volume



Debit Card Transaction Volumes



Significant strides in digital banking backed by robust technology infrastructure and innovation

Strong Management Team (1/2)



Mr. Murali Ramakrishnan, MD & CEO

- Post Graduate Diploma in Finance and Marketing from IIM Bangalore; More than 32 years of experience in Retail & MSME Credit, Risk Management Policy and Business Intelligence Unit.
- Previously, Head SME, Head Credit & Risk and Regional Head International Banking Group of ICICI Bank.

Mr. Thomas Joseph K, EVP and Group Business Head

- Bachelors Degree in Engineering and Diploma in Management & CAIIB. Associated with SIB for 37 years.
- Managed various portfolio including Credit, Risk Management, Technology, Marketing, Corporate Financial Management, Regional Head, and Human Resource.

Mr. Anto George T, Head HR & Admin

- MBA in Human Resource management, Associated with SIB for more than 25 years.
- Managed Internal Audit & Vigilance, Fraud Management, Regional Head and Retail Banking.

Mr. Reddy N J, Head Recovery

- Masters Degree in Commerce & LLB. Associated with SIB for 36 years.
- Rich experience in the field of litigation and recoveries of stressed exposures.

Mr. Sanchay Kumar Sinha, Country Head - Retail Liability

- More than 20 years of extensive experience in retail distribution and institutional sales in industries like financial services, logistics and office automation.
- Associated with HDFC Bank for 12 years; managed profiles like national sales head- liability acquisition, branch sales, credit card sales and product management of HNW customers.

Mr. Doraivel Sambandam, Chief Credit Officer

- Over 28 years of experience encompassing credit risk management, corporate credit, SME and MSME credit, business technology & automation, compliance etc.
- More than 18 years of experience in ICICI Bank in handling various business segments like Corporate, SME and Retail including HL, Auto loans, CV and PL.

Mr. Sony A, Head Technology & Digital Banking

- Certified Information Systems Auditor from ISACA, USA and MBA. Over 25 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.

Ms. Minu Moonjely, Head Wholesale Banking Credit

- Associated with SIB for more than 25 years.
- Vast experience across business functions like Credit underwriting, Branch Banking, Corporate Finance & Forex. Headed largest MSME region of the Bank.

Strong Management Team (2/2)



Ms. Biji S S, Head Corporate Business

- MBA in Human Resource Management. Associated with SIB for more than 25 years.
- 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..

Mr. Nandakumar G, Head SME Business

- Associated with SIB for more than 25 years.
- Vast experience across business functions like Branch/RO management, Retail Banking including Bancassurance and Marketing. Headed three large metro regions of the Bank.

Ms. Chithra H, Chief Financial Officer

- Fellow member of the Institute of Chartered Accountants of India & Certified Associate of the Indian Institute of Banking & Finance.
- Associated with SIB for over 25 years. Rich experience in the field of Finance, Compliance, Treasury Back office, Branch operations and Regional Head.

Mr. Thallam Sreekumar, Head Unsecured Products

- More than 25 years of experience spanning across various asset and liability business lines.
- Associated with ICICI Bank for more than 16 years and was Zonal Head of ICICI Bank for South India Region.

Mr. Leelanand Kodoganti, Head Treasury

- Over 30 years of rich experience with consistent achievement in directing diverse areas of Treasury Management, Forex Derivatives and Risk Management responsibilities.
- Associated with multiple corporates including ICICI Bank, Global Trust Bank, SBM Bank Mauritius and Andhra Bank.

Mr. Krishnan RA, Head Operations

- Post-Graduate in Physics (1985) & CAIIB (1991); 35 years of experience in Banking with State Bank Group & ICICI Bank.
- Previously associated with ICICI Bank for 25 years and had Headed Private Banking operations and International operations.

Mr. L Harikumar, Head Branch Banking

- More than 16 years of experience in the field of Branch Banking, Wealth Management and Retail Banking strategy.
- Previously associated with Axis Bank as Business & Operation Head of Chennai Circle comprising of 135 Branches.

Mr. Abey Abraham, Head Housing loan Business Group

- Chartered Accountant with business management and associated with ICICI Bank for 17 years.
- Managed profiles like National Head – Key account management, South Head – Housing loans & Mortgages with creation of distribution and channel networks.

Mr. Harshil Mehta, Consultant Housing Loan Business Group

- Retail Finance professional with deep understanding of home finance business with experience as a founder CEO in Aadhar Housing Finance between 2011 and 2015.
- He has also worked with ICICI bank for 8 years handling different areas like Dealer funding, Home loans, head of service quality and various other operations.

- The Company **SIB OPERATIONS AND SERVICES LIMITED** was incorporated as a wholly owned non financial unlisted subsidiary of The South Indian Bank Limited, on 28th May 2021,
- The purpose of the subsidiary will be to undertake the back office operations of the Bank
- Authorised capital of the subsidiary company is 20,00,000 Equity Shares of face value of Rs.10/- each

For further information, please contact:

Company

The South Indian Bank Ltd.

CIN - L65191KL1929PLC001017

Ms. Chithra H, CFO

chithra@sib.co.in

Mr. Vinod Francis, Jt. General Manager

vinodfrancis@sib.co.in

Mr. Chetan Parmar, Head IR

chetanparmar@sib.co.in

www.southindianbank.com

Investor Relations Advisors

Strategic Growth Advisors Pvt. Ltd.

CIN - U74140MH2010PTC204285

Mr. Shogun Jain / Ms. Akashi Modi

shogun.jain@sgapl.net / akashi.modi@sgapl.net

+91 77383 77756 / +91 96198 96128

www.sgapl.net

THANK YOU