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Investor Presentation

January 21, 2021



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Deposits (excl. CD)

Q3FY21 Rs. 83,537 cr
+ 4%
Q3FY20: Rs. 80,451 cr



Retail Deposits

Q3FY21 Rs. 76,573 cr
+ 8%
Q3FY20: Rs. 70,703 cr



CASA

Q3FY21 Rs. 23,332 cr
+ 9%
Q3FY20: Rs. 21,422 cr



Advances

Q3FY21 Rs. 63,353 cr
- 3%
Q3FY20: Rs. 65,334 cr



NII

Q3FY21 Rs. 596 cr
Q3FY20: Rs. 602 cr



Operating Profit

Q3FY21 Rs. 377 cr
Q3FY20: Rs. 383 cr



Provisions

Q3FY21 Rs. 499 cr
+ 91%
Q3FY20: Rs. 261 cr



PCR

Q3FY21 72.0%
Q3FY20: 50.4%

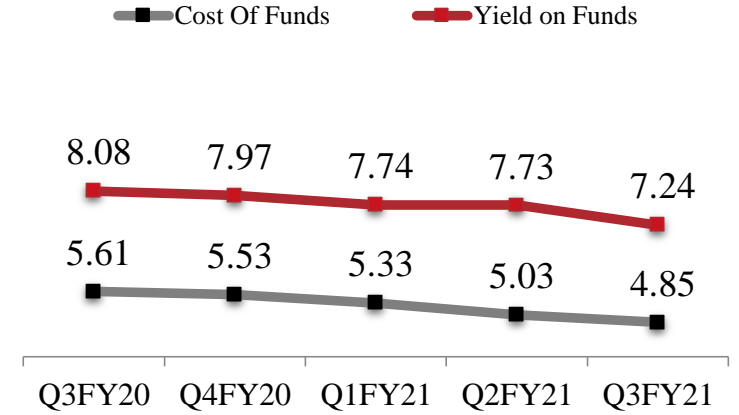
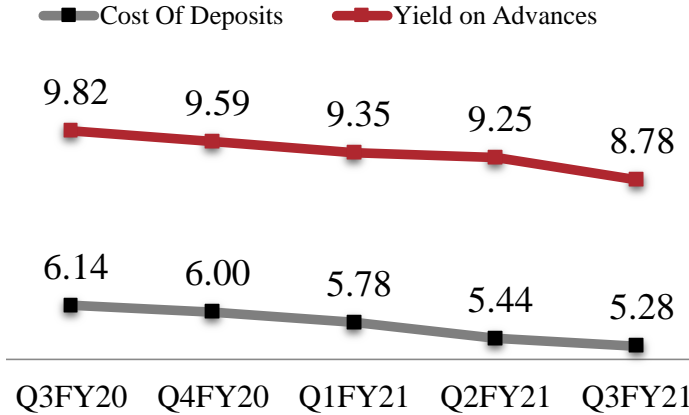
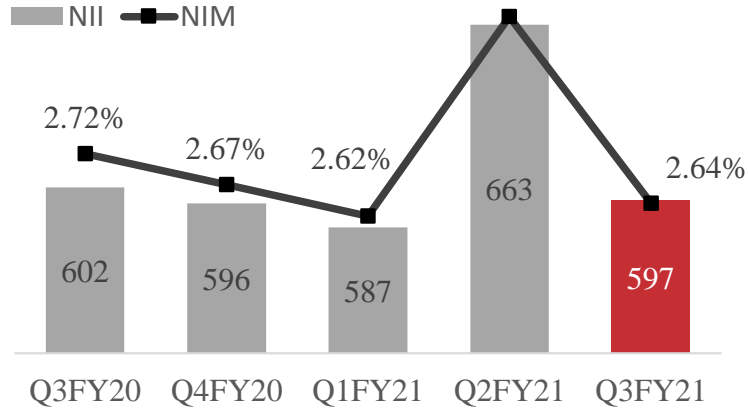
Profit & Loss Overview

Rs. in Crore	Q3 FY21	Q3 FY20	Y-o-Y (%)	Q2 FY21	Q-o-Q (%)	9M FY21	9M FY20	Y-o-Y (%)
Net Interest Income	596	602	(1%)	663	(10%)	1,846	1,722	7%
Other Income	270	220	23%	240	13%	795	652	22%
- Core Fee Income	162	178	(9%)	194	(16%)	494	456	8%
- Treasury & Forex	109	42	160%	46	134%	301	196	54%
Total Income	867	822	5%	903	(4%)	2,641	2,373	11%
Operating Expenses	489	439	11%	489	0%	1,446	1,261	15%
Operating Profit	377	383	(2%)	414	(9%)	1,195	1,112	8%
Provisions & Contingencies	499	261	91%	326	53%	1,119	772	45%
Profit Before Tax	(122)	122	(194%)	88	(231%)	76	340	(78%)
Provision for Tax	(30)	32	(194%)	22	(236%)	21	92	(77%)
Profit After Tax	(92)	91	(201%)	65	(242%)	55	248	(78%)

Net Interest Income

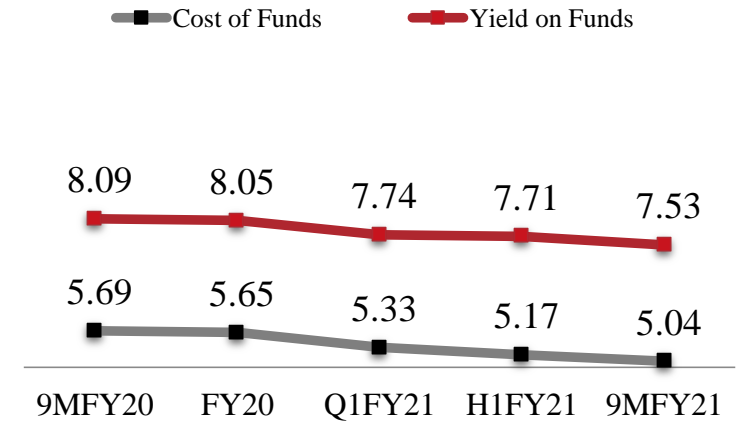
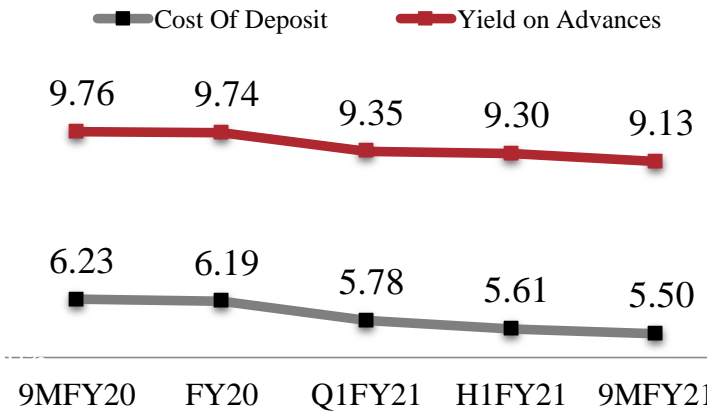
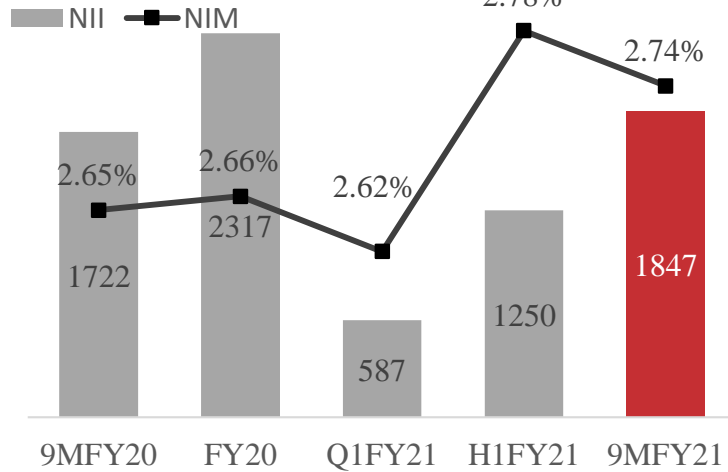
Quarterly

(Rs. in Crore)



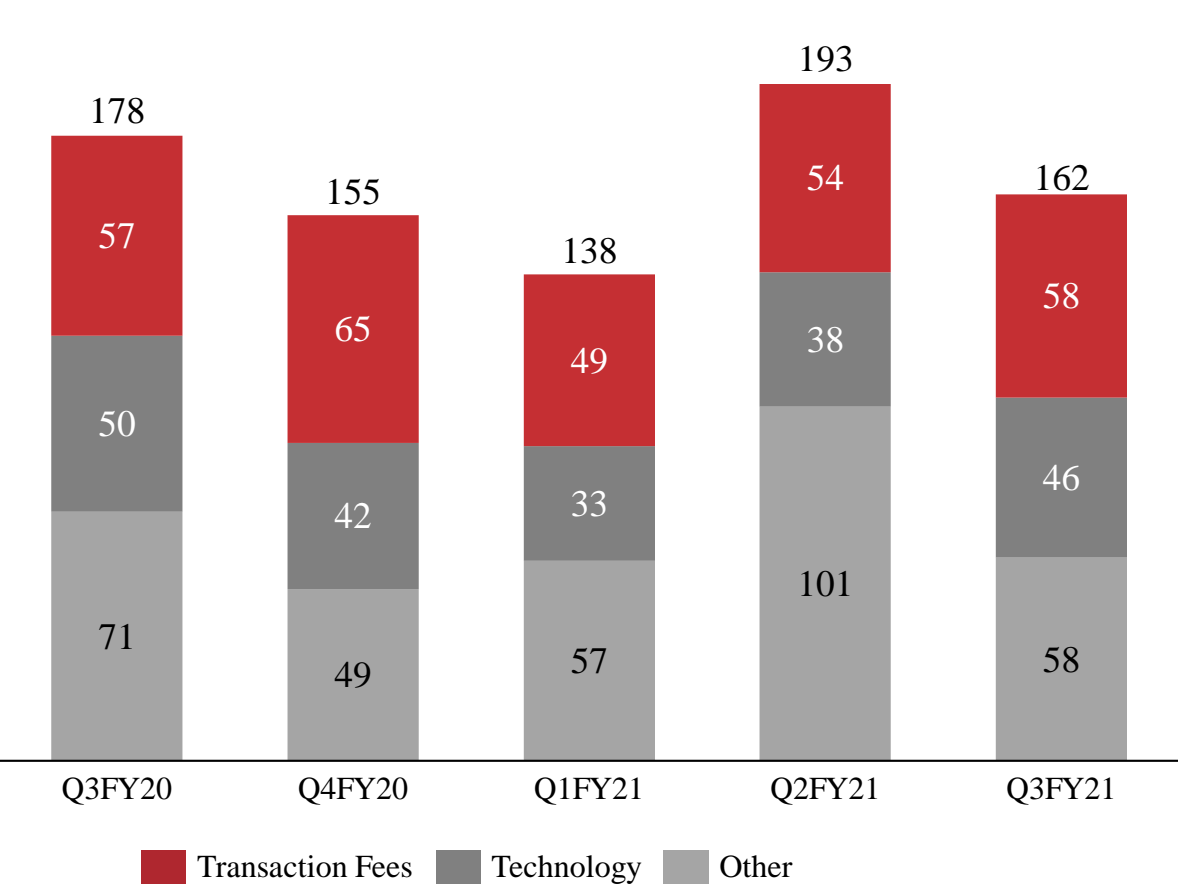
Cumulative

(Rs. in Crore)



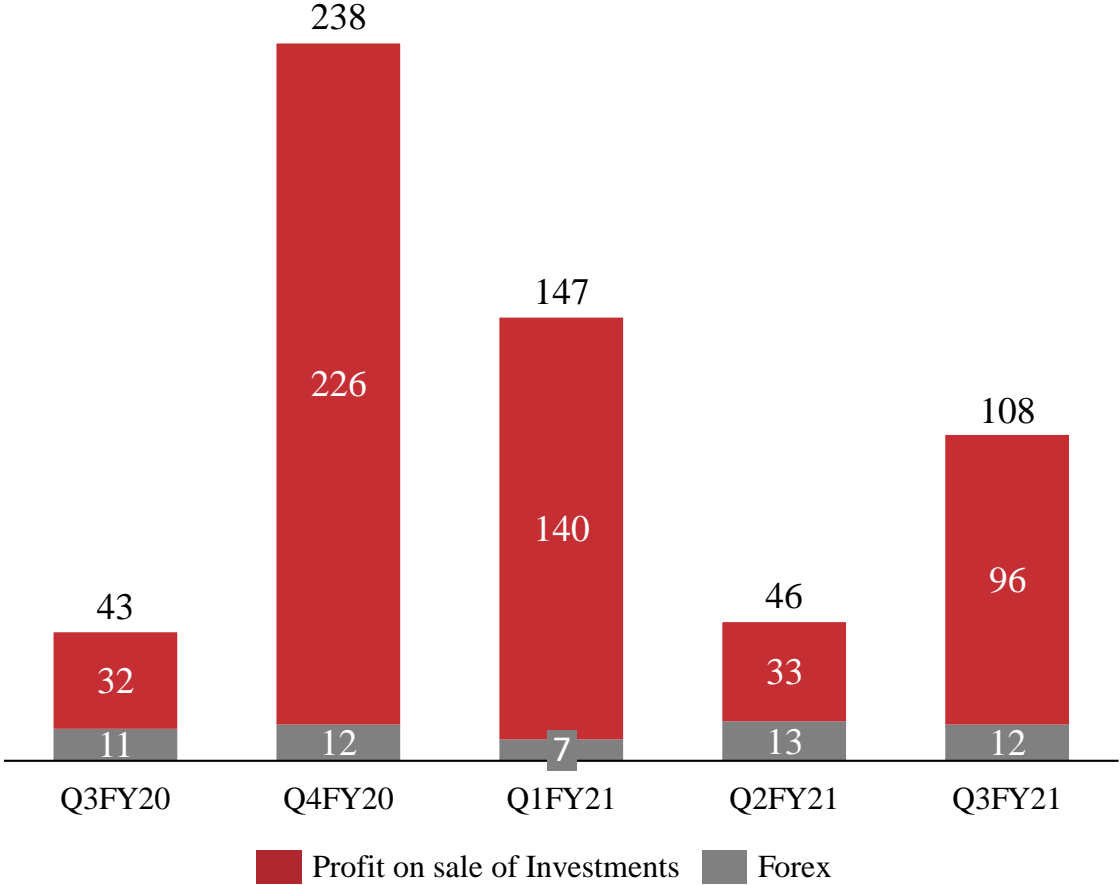
Core Fee Income

(Rs. in Crore)

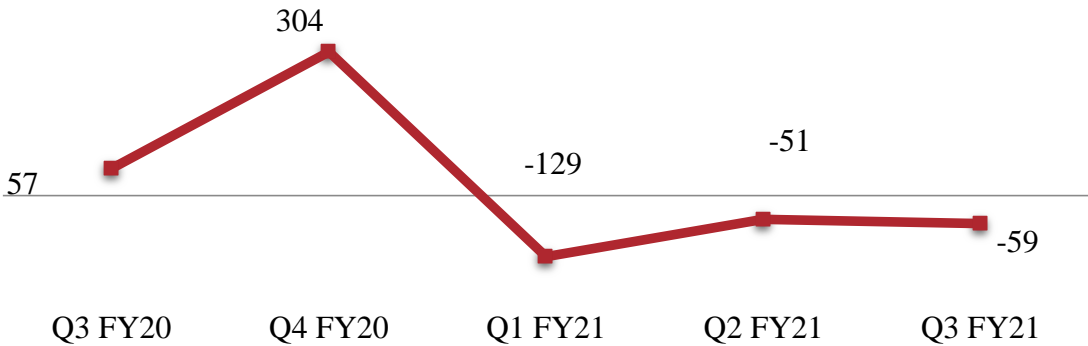


Treasury & Forex Income

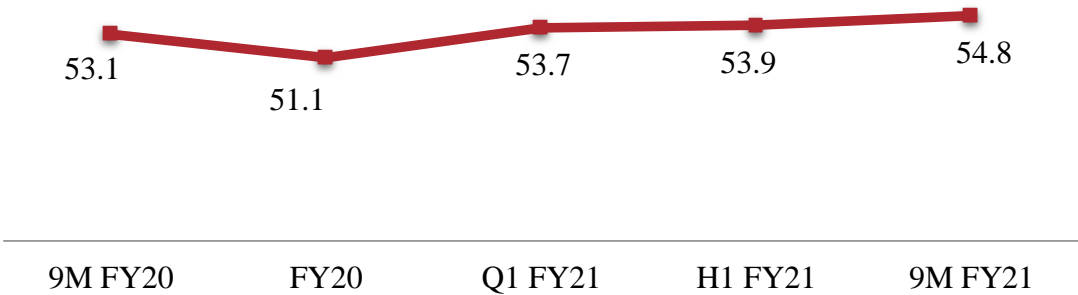
(Rs. in Crore)



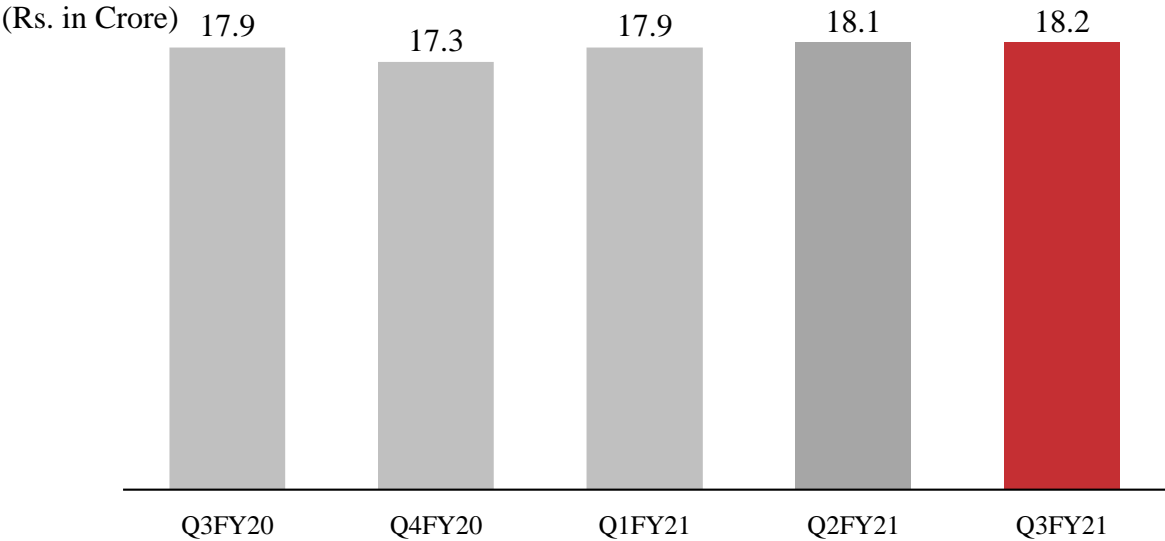
Employee Additions



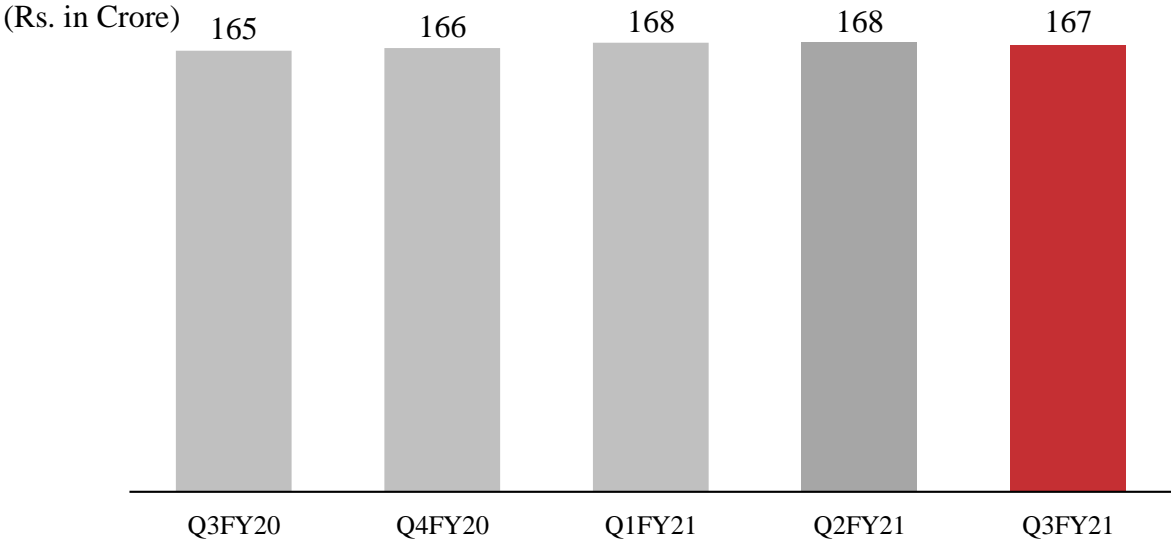
Cost-to-Income Ratio



Business per Employee



Business per Branch



(Rs. in Crore)

Particulars	Q3 FY21	Q2 FY21	Q3 FY20
For NPA & NPI	284	286	203
For Depreciation on Investments	45	13	23
For Standard Assets	155	21	16
For Restructured Advances/Sacrifices & FITL	11	7	8
For Unhedged Forex Exposure	4	1	0
Others	(1)	(1)	12
Taxes	(30)	23	32
Total Provisions	469	349	293

Balance Sheet Overview



(Rs. in Crore)

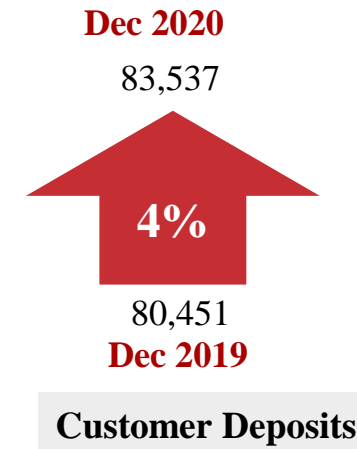
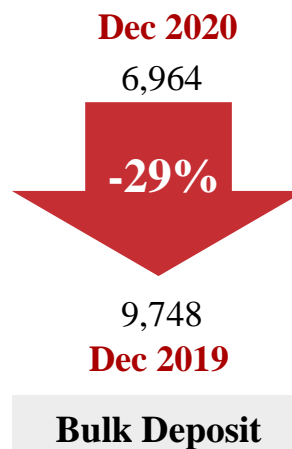
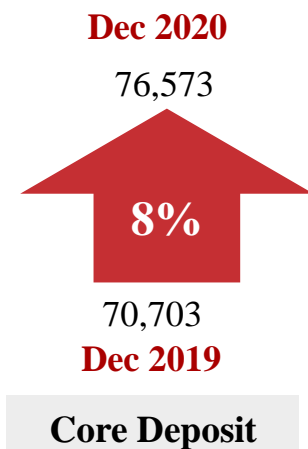
Particulars	Dec 2020	Dec 2019	Y-o-Y (%)	Sep 2020	Q-o-Q (%)
Capital & Liabilities	95,554	96,530	(1%)	96,646	(1%)
Capital	181	181	0%	181	0%
Reserves and Surplus	5,379	5,468	(2%)	5,471	(2%)
Deposits	83,537	84,874	(2%)	82,621	1%
Borrowings	4,438	4,311	3%	6,462	(31%)
Other Liabilities & Provisions	2,019	1,696	19%	1,911	6%
Assets	95,554	96,530	(1%)	96,646	(1%)
Cash & Balances with RBI	2,923	3,679	(21%)	2,968	(1%)
Balances with Banks	1,770	881	101%	1,114	59%
Investments	22,195	20,546	8%	21,301	4%
Advances	61,602	64,329	(4%)	63,869	(4%)
Fixed Assets	787	794	(1%)	790	0%
Other Assets	6,277	6,301	0%	6,605	(5%)
Business (Advances + Deposits)	145,139	149,203	(3%)	1,46,489	(1%)
Savings Accounts	19,547	17,518	12%	19,013	3%
Current Accounts	3,785	3,904	(3%)	3,965	(5%)
CASA Ratio	27.93%	25.24%	-	27.81%	-

Key Metrics – Quarterly

Particulars	FY20		FY21		
	Q3	Q4	Q1	Q2	Q3
Net Interest Margin (NIM)	2.72%	2.67%	2.62%	2.94%	2.64%
CRAR Basel III	12.02%	13.41%	13.49%	13.94%	14.47%
RoAA (Annualized)	0.37%	(0.59%)	0.33%	0.27%	(0.37%)
Provision Coverage	50.37%	54.20%	58.76%	65.21%	72.03%
CASA	25.24%	25.00%	26.89%	27.81%	27.93%
Gross NPA	4.96%	4.98%	4.93%	4.87%	4.90%
Net NPA	3.44%	3.34%	3.09%	2.59%	2.12%
Book Value per Share (Rs.)	31.21	30.30	30.79	31.23	30.73
Earnings per Share (Rs.) (Annualized)	1.98	(3.19)	1.81	1.43	(2.01)
Customer Touch Points					
Kerala	503	508	508	505	506
South Ex Kerala	271	272	272	272	273
Rest of India	149	149	149	149	149
Total	923	929	929	926	928

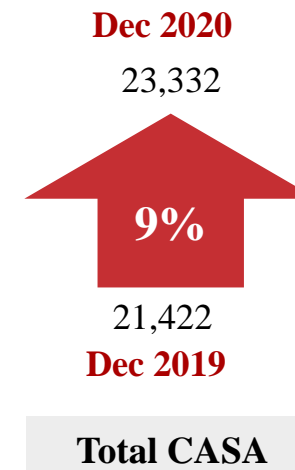
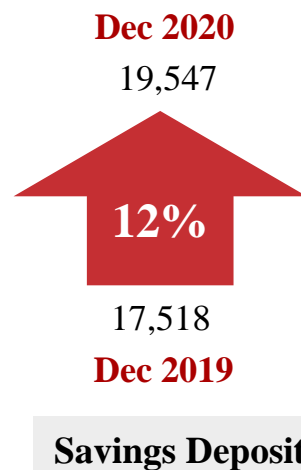
Deposits (excl. CDs)

Rs. Cr.



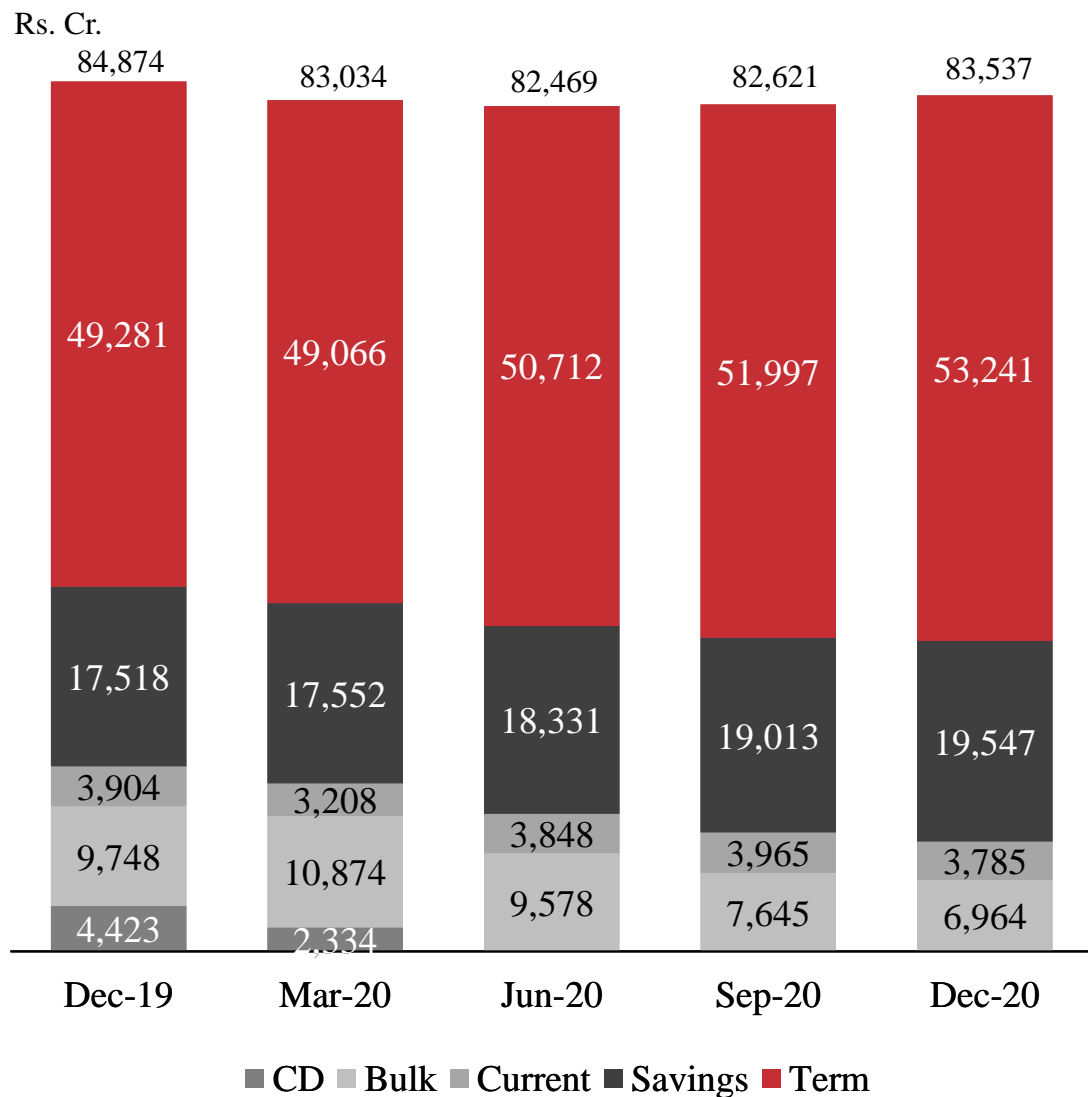
CASA Deposits

Rs. Cr.



Well Distributed Deposit Base

Breakup of Deposits

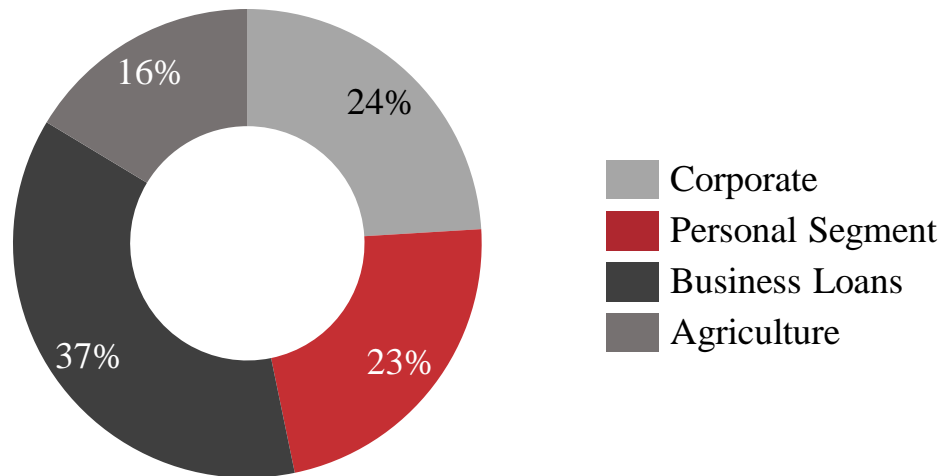


Break Up of Non-Resident Deposits

Deposit Type	Dec 2019	Mar 2020	Jun 2020	Sep 2020	Dec 2020
NR SB	4,754	5,068	5,609	5,873	6,048
NR CD	27	26	30	33	36
FCNR (B), RFC & Others	1,942	1,907	1,850	1,847	1,819
Low-Cost NRI Deposit	6,723	7,001	7,489	7,753	7,903
NRE Term Deposit	15,687	15,990	16,444	16,808	17,220
NRO Term Deposit	695	719	728	726	736
Total NRI Deposit	23,105	23,710	24,661	25,287	25,859

Composition of Loan Book

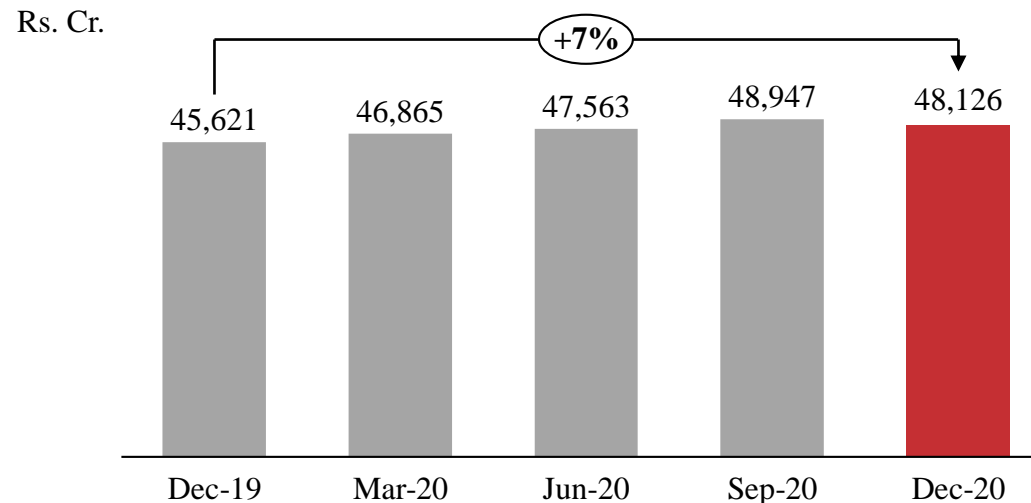
Segment wise Break Up of Total Loan Book



Break up of Loan book

Advances (Rs. Cr)	Dec-19		Sep-20		Dec-20	
	Number	Value	Number	Value	Number	Value
Less than 5 Cr	369,517	32,822	372,510	32,993	378,103	32,032
5 - 25 Cr	1,369	11,310	1,388	14,537	1,419	14,661
25 - 100 Cr	327	10,662	239	9,846	202	9,375
More than 100 Cr	38	7,297	24	4,791	23	4,182
Total	371,251	62,091	374,161	62,167	379,747	60,250
Gross NPA	8,276	3,244	7,456	3,182	7,035	3,103
Gross Advances	379,527	65,335	381,617	65,349	386,782	63,353

Advances (Excluding Corporate) (Below Rs. 25 Cr)

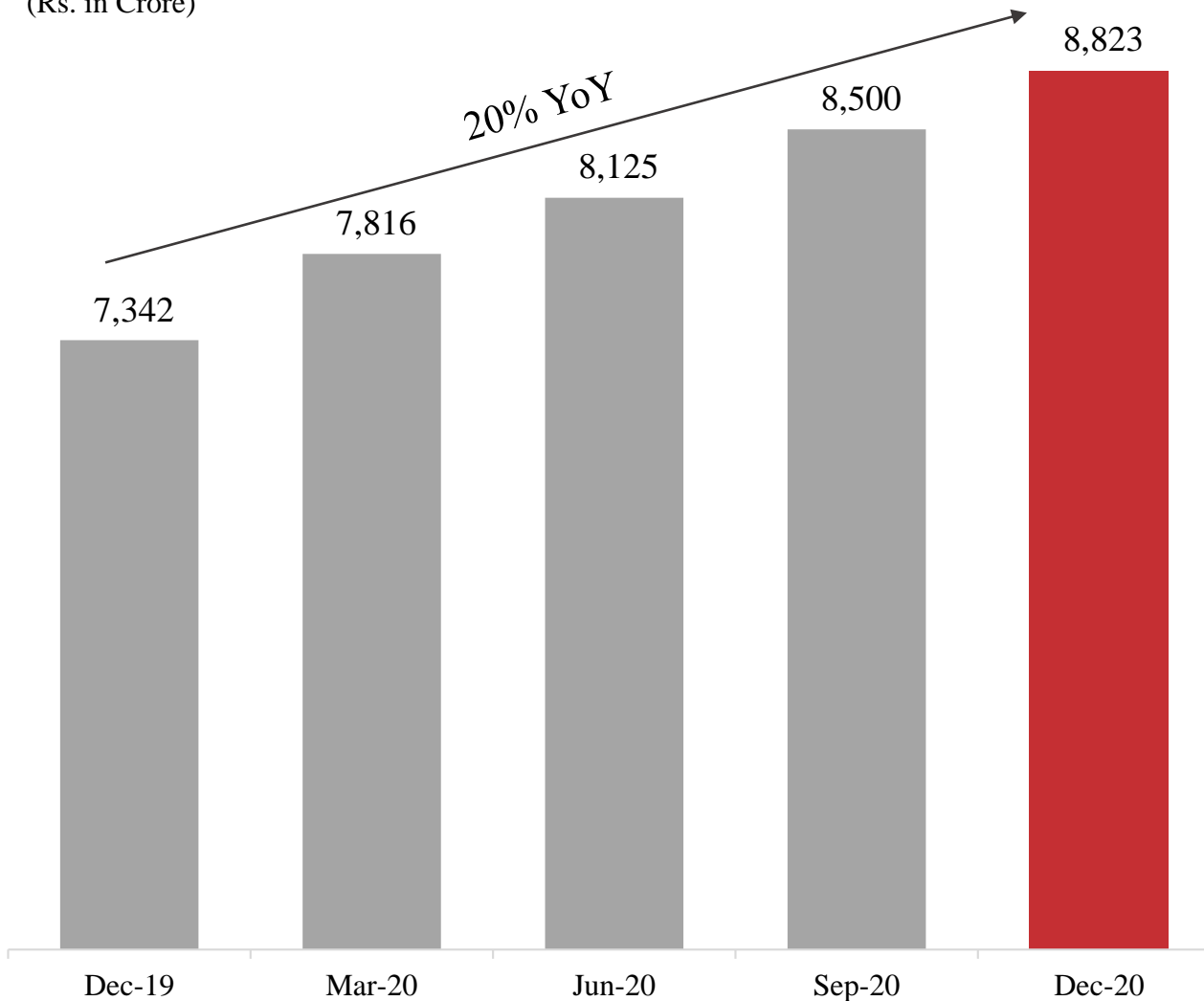


Advances Across Regions

	Dec-19	Sep-20	Dec-20
Kerala	27,359	28,158	27,610
South Ex-Kerala	20,683	20,962	20,813
Rest of India	17,293	16,229	14,930
Total	65,335	65,349	63,353

Gaining traction in Gold loans...

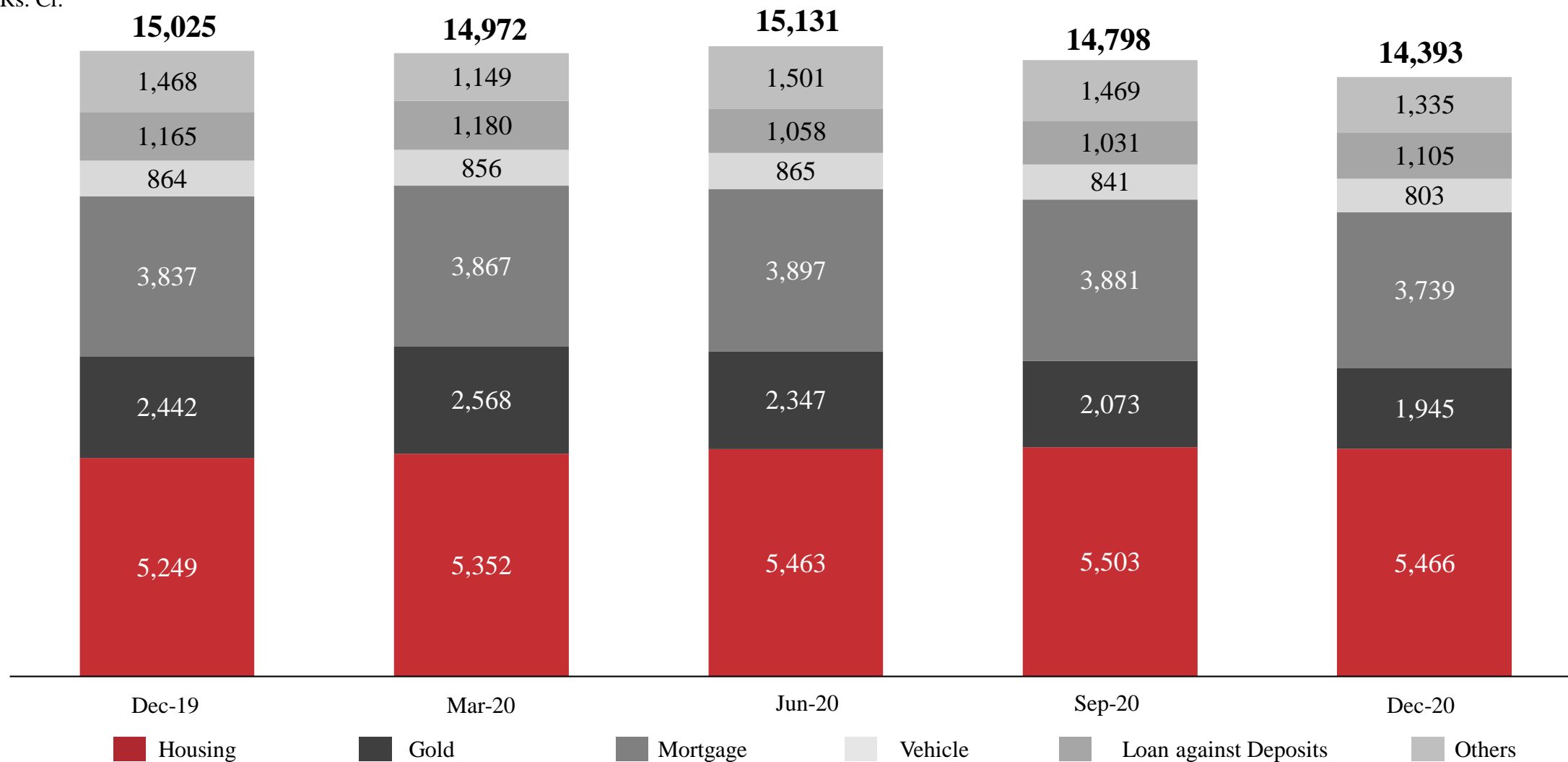
(Rs. in Crore)

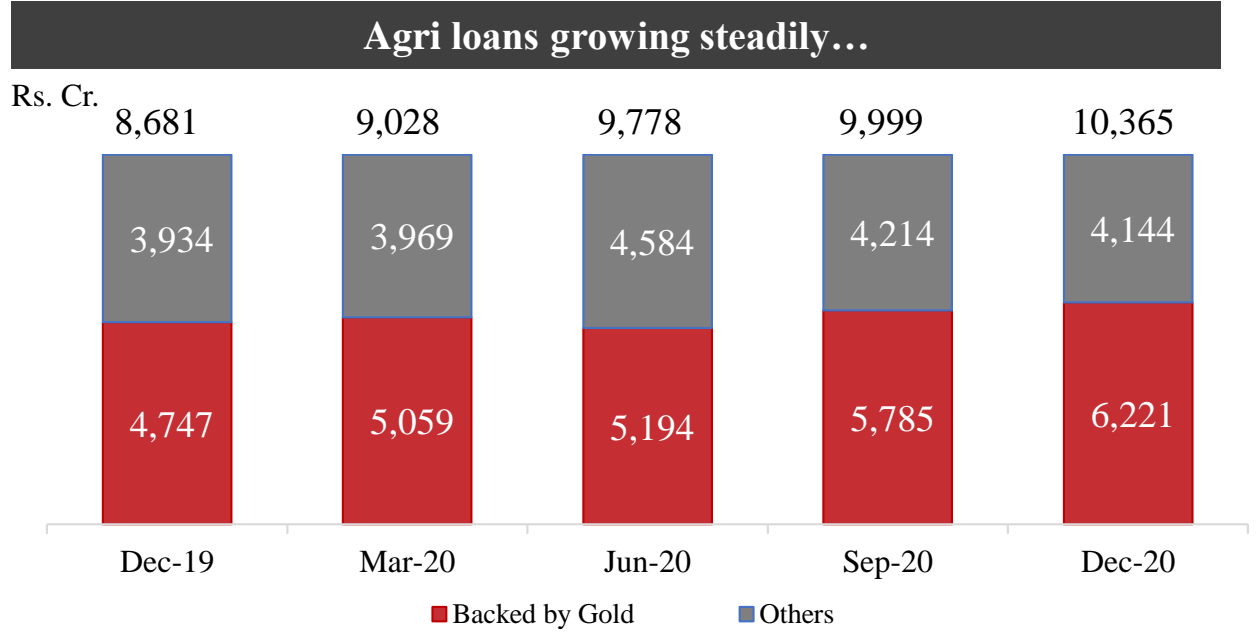


- ✓ One of the lowest LTV of 66% among the Banks
- ✓ Separate Vertical Head for Gold business with Regional Heads to be set up for business expansion
- ✓ Improved the yield to commensurate with risk
- ✓ Exploring tie-ups with fintechs to augment growth
- ✓ Launching new products to suit the market demand while taking care of risk and return

Personal Segment Loans

Rs. Cr.





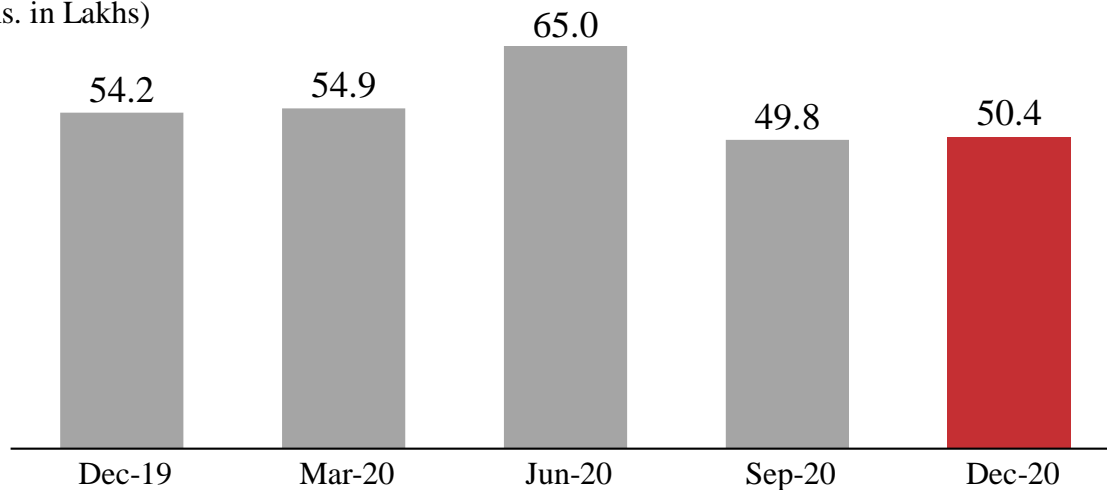
- Key Focus Area**
- ✓ Focused drive on Tractor financing
 - ✓ Tie ups with various authorities for financing to Retail Agriculture Infrastructure Projects
 - ✓ Expanding diary, seed and crop financing
 - ✓ Building Agri investment credit portfolio viz., basic farm mechanization and developmental activities
 - ✓ Corporate tie ups in order to finance small and marginal farmers under contract farming arrangement.

Business Loans (Less than Rs. 25 Crore exposure)

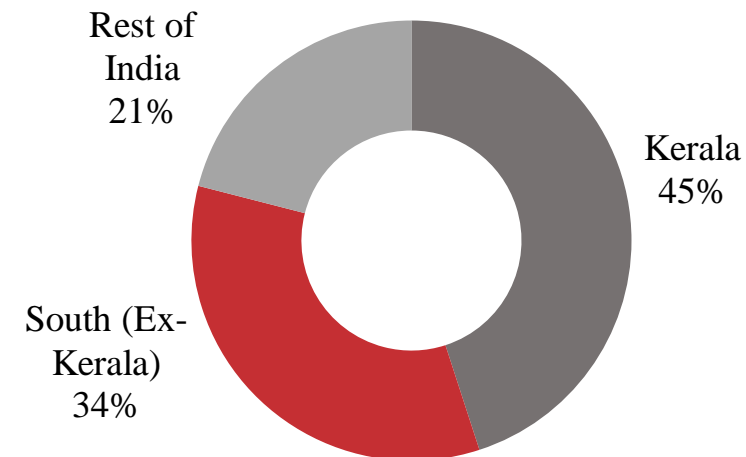
Rs. in Crore	Dec-19	Mar-20	Jun-20	Sep-20	Dec-20
MSME	16,041	15,819	16,319	16,466	17,156
Non-MSME	5,874	7,046	6,335	7,684	6,212
Total	21,915	22,865	22,654	24,150	23,368

Average MSME Loan / Account

(Rs. in Lakhs)



MSME Loan Book by Geography

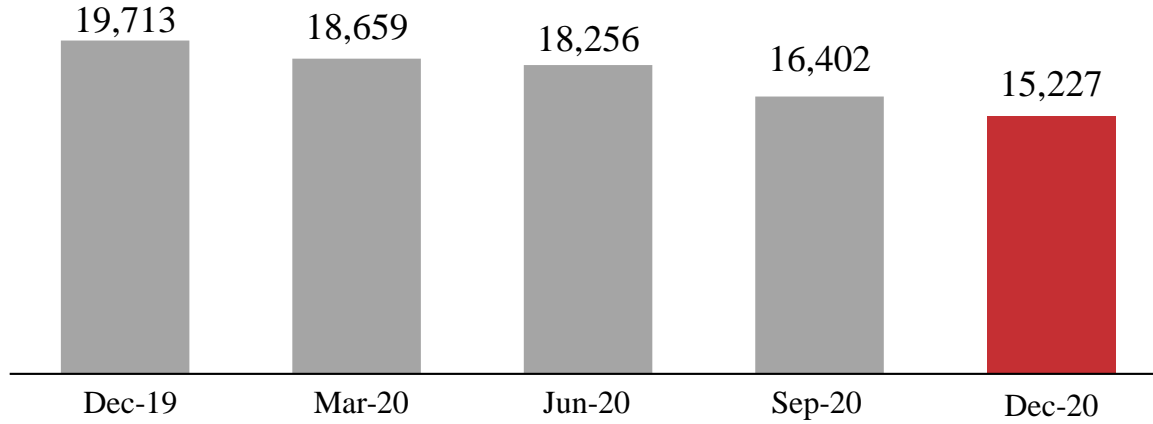


MSME strategy

- 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

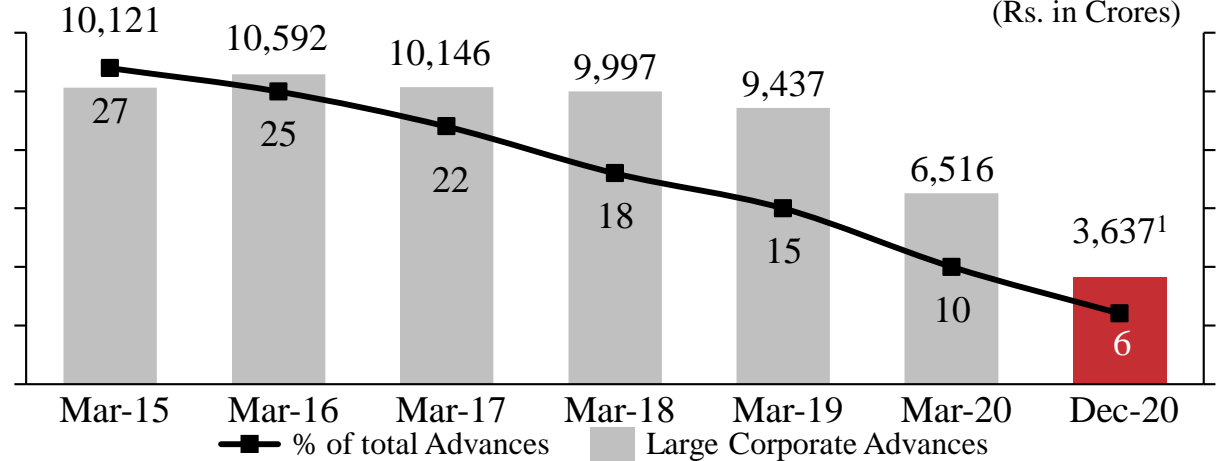
Corporate Advances (Rs. 25 Cr and above)

(Rs. in Crores)



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

(Rs. in Crores)

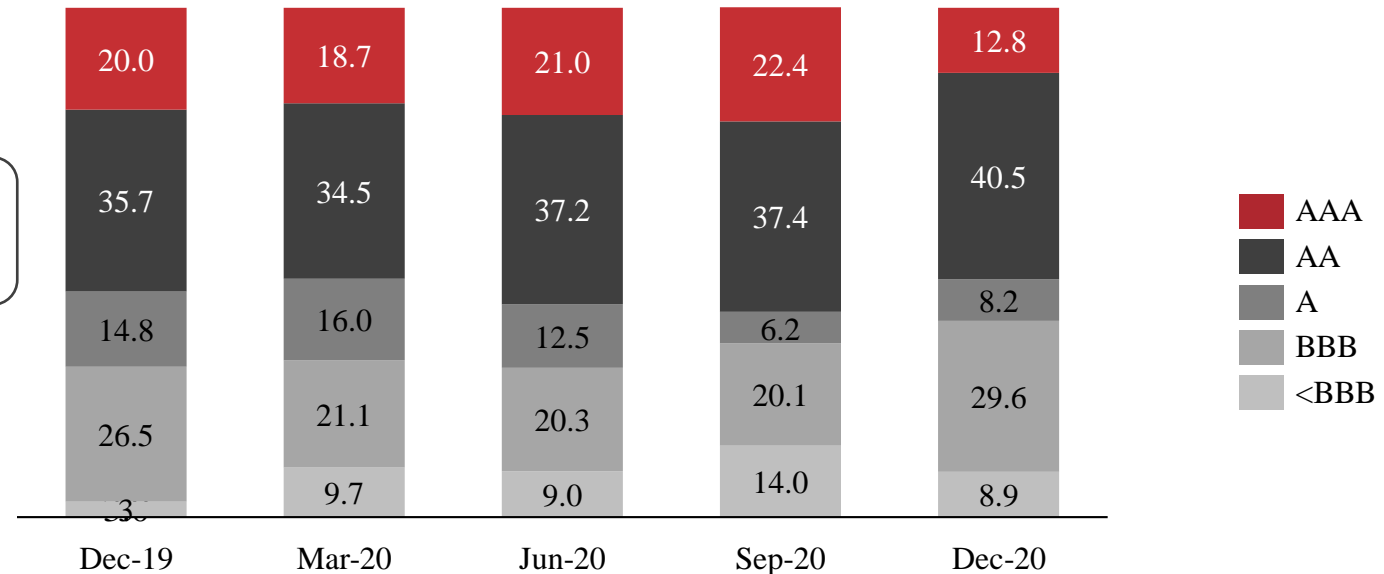


1. Excl proforma NPA

Rating Profile of Large Corporate Loan Book (excl. proforma NPA)

In %

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



Overall stress within guidance

Rs. in Crore	H2-2021 Guidance		Q3-2021		March 2021 Estimates	
	Amount	% of Advances	Amount	% of Advances	Amount	% of Advances
NPA	1,400 ¹	2.2%	1,379 ²	2.2%	1,500-1,600	2.4%-2.5%
Restructuring	1,200	1.9%	44	0.1%	800-900	1.3%-1.4%
Total	2,600	4.1%	1,423	2.3%	2,300-2,500	3.7%-3.9%

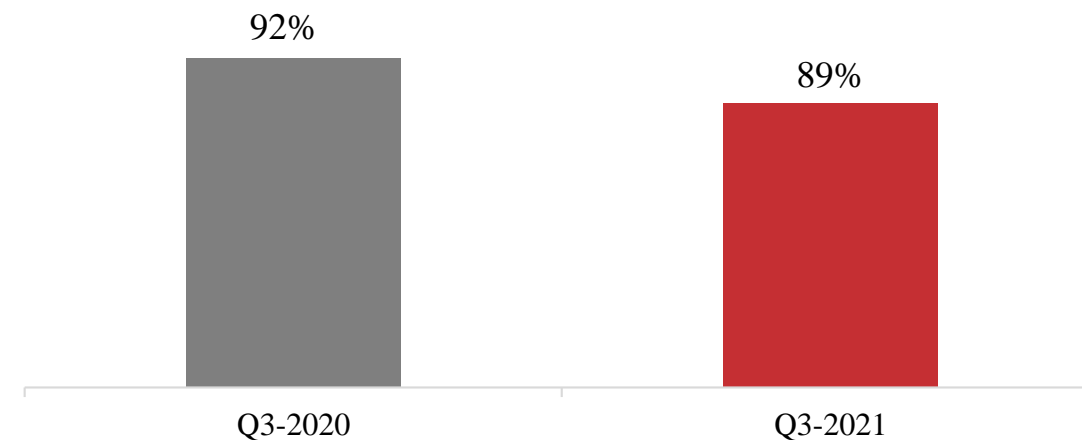
1. Does not include proforma NPA of Rs. 130 Crore already disclosed in Q2-2021

2. Includes two large corporate accounts with exposure of Rs. 544 Crore, of which resolution/recovery of Rs. 400 Crore is expected in Q4-FY2021

Segment wise proforma NPA

Rs. in Crore	Q2-2021	Q3-2021	Dec 2020
Agriculture	7	66	73
Business Loans	36	479	515
Personal Segment	11	192	203
Corporate	74	642	716
Total	128	1,379	1,507

Collection efficiency¹

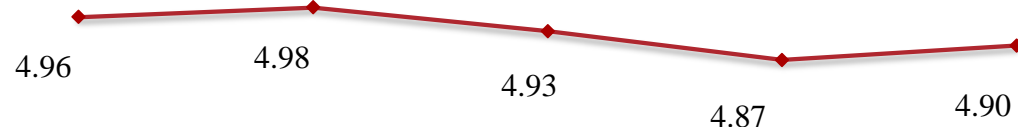


1. Excluding proforma NPA for Q3-2021

Non-Performing Assets

Gross NPA

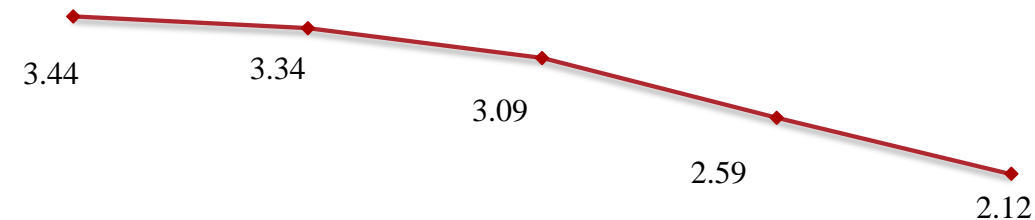
In %



Dec-19 Mar-20 Jun-20 Sep-20 Dec-20

Net NPA

In %



Dec-19 Mar-20 Jun-20 Sep-20 Dec-20

Gross NPA Movement

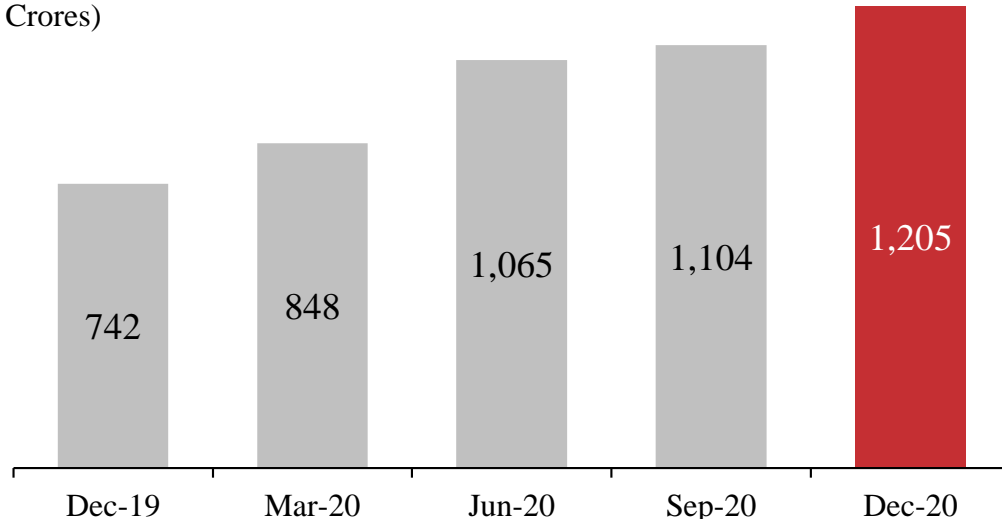
Rs. Cr.	Dec-19	Mar-20	Jun-20	Sep-20	Dec-20
Opening	3,145	3,244	3,262	3,245	3,182
Additions	361	332	161	52	5
Deductions	263	314	177	115	83
Closing	3,244	3,262	3,245	3,182	3,103

Net NPA Movement

Rs. Cr.	Dec-19	Mar-20	Jun-20	Sep-20	Dec-20
Opening	2,193	2,212	2,151	1,993	1,655
Additions	301	268	136	43	3
Deductions	282	329	294	380	354
Closing	2,212	2,151	1,993	1,655	1,305

Restructured Standard Advance

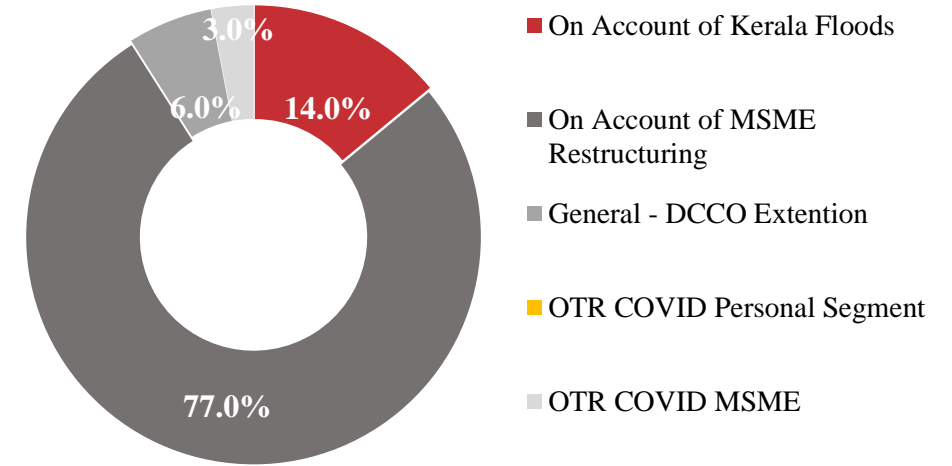
(Rs. in Crores)



Covid One Time Restructuring (OTR)

- OTR of Rs. 44 Crore done in Q3-2021; Business Loans Rs. 39 Cr, Personal Segment Rs. 5 Cr.
- Better than expected experience in terms of OTR request
- Expect to have overall OTR of Rs. 800-900 Cr. in FY2021 against guidance of Rs. 1,200 Cr. given in Q2-2021

Sector Break up



(Rs. in Crores)

Security Receipts Outstanding as on Dec 31, 2020

Book Value	Provision	NAV
1310.89*	603.95	697.43

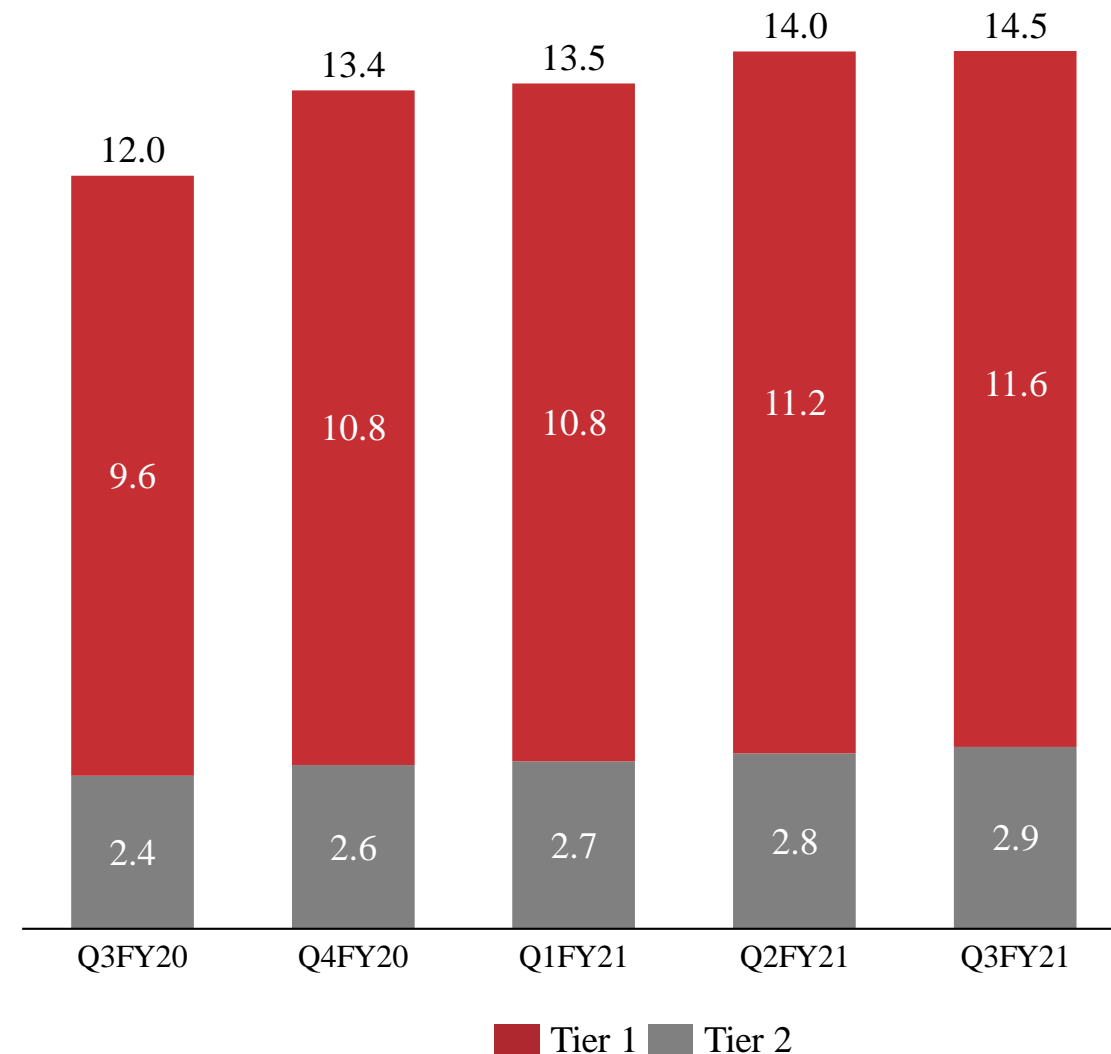
*of which Rs.993 Crore pertains to a single pool and this pool now holds a provision coverage of 66%

Risk Weighted Assets

Rs. in Crore	Dec 31, 2020		Sep 30, 2020	
Total Capital	7,182.7	14.47%	7,161.6	13.94%
- Tier I	5,732.1	11.55%	5,732.9	11.16%
- OF which CET1	5,232.1	10.54%	5,232.9	10.38%
- Tier II	1,450.6	2.92%	1,428.7	2.78%
Risk Weighted Assets	49,620.5		51,359.3	

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



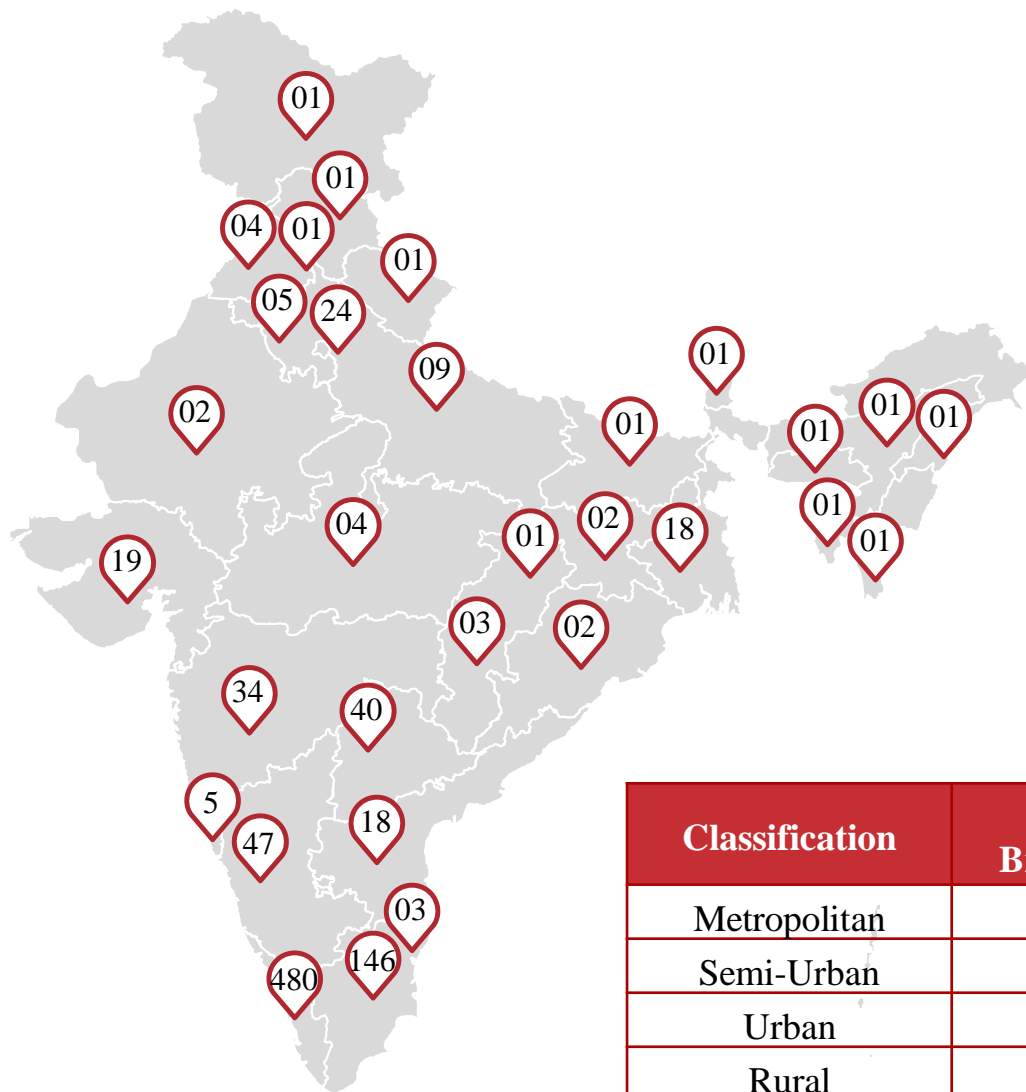
Investment Book as on Dec-20

Details	Rs. in Crore	Modified Duration
HTM	18,719	5.34
AFS	4,172	1.4
HFT	76	6.44
Total	22,967	4.87

SLR NON SLR

Rs. in Crore	Dec-19	Mar-20	Jun-20	Sep-20	Dec-20
SLR	18,265	18,956	18,326	19,828	20,821
NON-SLR	2,711	2,431	2,275	2,187	2,146
Total	20,976	21,387	20,601	22,015	22,967

Wide network and young work force



Classification	No of Branches
Metropolitan	173
Semi-Urban	443
Urban	164
Rural	97
Total	877

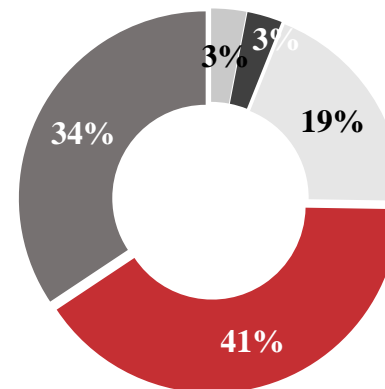


Total Employees

Q3 FY21: 7,759

Q3 FY20: 7,694

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

Q3 FY21: 877

Q2 FY21: 875

ATM

Q3 FY21: 1,443

Q2 FY21: 1,438

Digital – A catalyst that touches all verticals

MODEL BASED UNDERWRITING

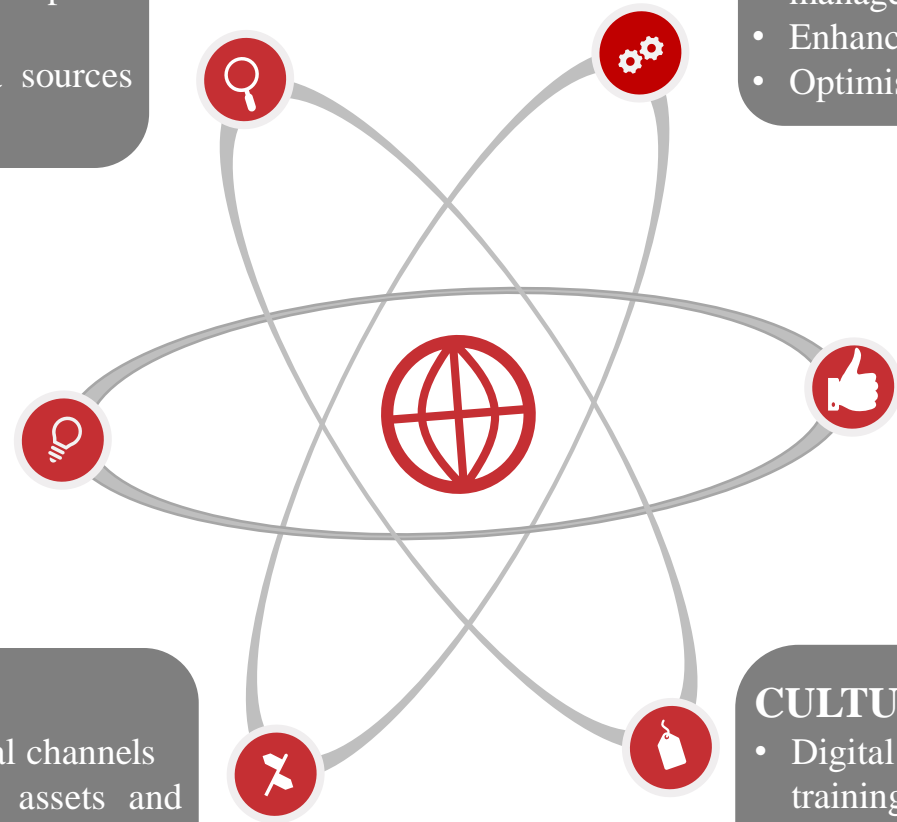
- Build robust score based lending models
- Revamping underwriting platform to improve TAT
- Integration with multiple external data sources including non-traditional

DIGITAL MARKETING

- Meaningful engagement with millennials, Gen Z customers
- Leveraging social media platforms for sales and customer experience
- Sentimental analysis for brand building

CUSTOMER EXPERIENCE

- Enrich self service features on all digital channels
- Digital onboarding of customers on assets and liabilities
- Streamline customer experience with Intelligent automation/RPA



LEVERAGING DATA & TECHNOLOGY

- Strengthening data analytics infrastructure and loan management systems
- Enhancing systems for seamless operations
- Optimising cost through cloud adoption

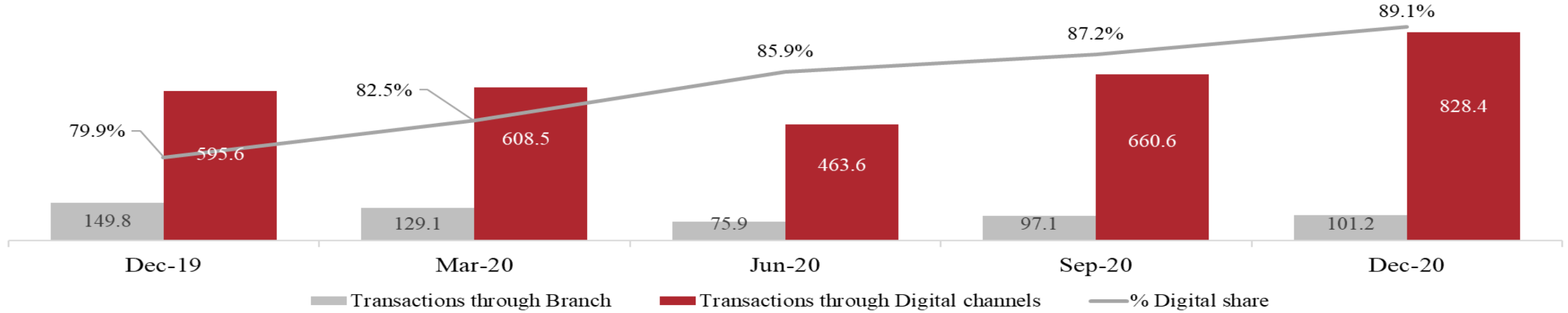
DIGITAL PARTNERSHIP

- Partnering with Neo-age lenders and aggregators
- Ramping up of merchant acquisitions using digital innovations.
- Leveraging API platform capabilities for partnerships for Open Bank fintech

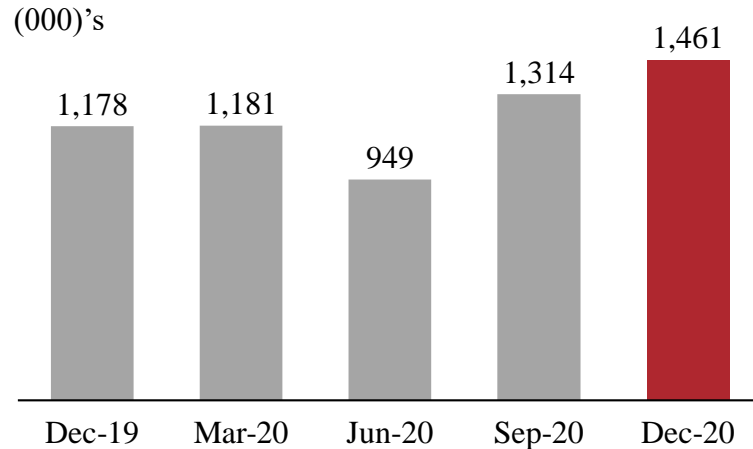
CULTURE

- Digital to be one of DNA for each staff backed by trainings, campaigns & workshops
- Using kiosks, recyclers, and other mobile devices at branches and salesforce
- Digital empowering front end staff with necessary tools and training to solve customer queries

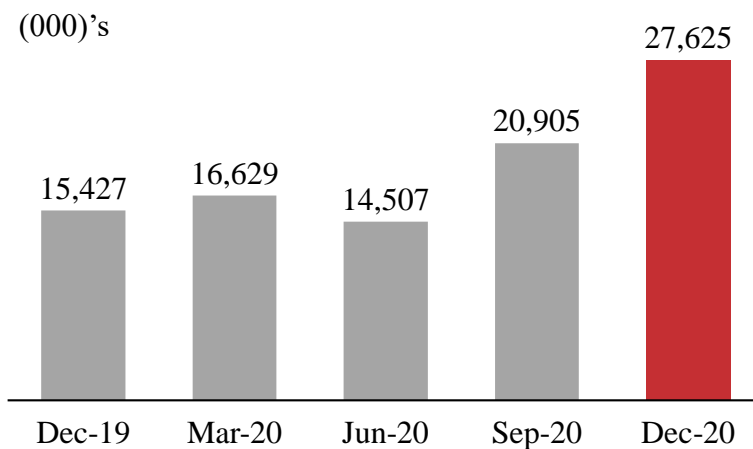
Digital vs Branch Transactions (In Lakhs)



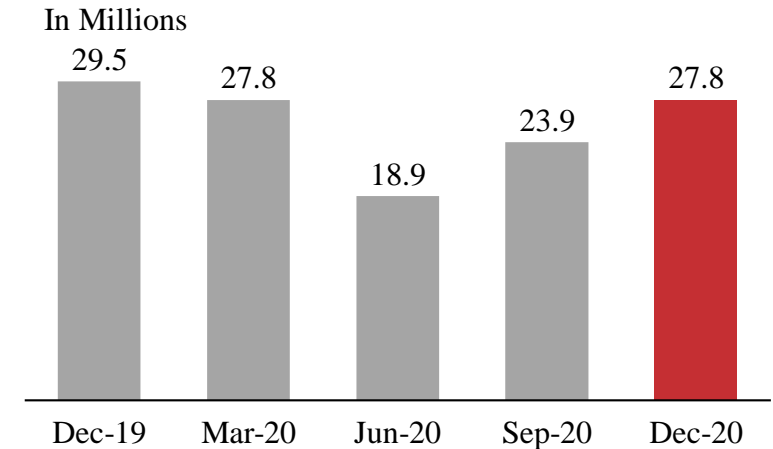
Internet Transaction Volume



Mobile Transaction Volume



Debit Card Transaction Volumes



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

Digital Initiatives & Awards

01

SIB Namaste

A Virtual Booking System has been introduced to enable customers to book their branch visit appointments online. This helps customers ensure timely service at the branches and avoid crowding, especially significant in our current pandemic situation.

02

SOnA (South Indian Bank Online Assistant)

Launched revamped version of SOnA Chatbot on our website, powered by the latest AI/ML and NLP capabilities.

03

MasterCard Tokenization

The new security technology, replaces sensitive account information with a unique digital identifier called a token. Tokens make life easier for payments by which consumers enter their details only once and click to buy for all future purchases.

04

E-Mitra

Direct system integration with Rajasthan payment portal e-mitra - API based VAN system is implemented for e-mitra portal. Payment details will be posted to e-mitra system on a real time basis.

05

New Feature in Mirror+

Online channel-wise limit setting. The enhanced SIB Mirror+ is now enabled for non-individuals customers also.



Announced winner in **UiPath Automation Excellence Awards (India and South Asia) 2020** for the category **“Excellence in Finance and Accounting Automation”**.

3rd Party Tie Ups

- Life Insurance
 - Kotak Mahindra Life Insurance
 - SBI Life Insurance
 - LIC of India
- Health Insurance
 - Max Bupa Health Insurance
 - Manipal Cigna Health Insurance
- General Insurance
 - Bajaj Allianz General Insurance
 - New India Assurance
 - Bharti AXA General Insurance
- Mutual Funds
 - More than 15 Tie Ups

Digital Tie Ups

More than 15 Tie Ups with Fintech/start ups

- Appointment booking solution - SIB Namaste
- Chatbot – SOnA and internal helpdesk
- SIBermart – e-commerce Gateway
- Mutual Fund Purchase Platform
- RPA services and implementation

NRI Remittance

More than 25 Tie Ups in Middle East

- Hadi Express Exchange, Dubai
- Al Ansari Exchange, Abu Dhabi
- Al Fardan Exchange Co, Doha Qatar
- Federal Exchange, Abu Dhabi
- GCC Exchange, Dubai

Building strong Ecosystem with best in class business partnerships

The bank spearheaded renovation work of the Vadakkechira Bus Stand at Thrissur and transformed the same to a hub with all modern amenities



SIB Scholar: Bank's scholarship scheme for academically brilliant students belonging to financially challenged families



Adoption of Pullu Village to develop it as a model village. First instance where a private sector bank was entrusted with village adoption in Kerala.



The bank is sponsoring long term residential and non-residential based training programme of M/s Parappur Sports & Education Trust (PSET)



PROFITABILITY through QUALITY CREDIT GROWTH

Beefing up capital to strengthen balance sheet and exploit growth opportunities

Capital

Focused drive on building strong low cost CASA book

Leverage our Kerala franchise to build strong NRI deposit base

Casa

Leverage strong distribution network to increase total business

Using technology to reduce cost and increase income

Cost to Income

Augment the talent of young resources

Revamp organization structure to build capabilities

Skill development across levels

Competency building

Fair to Customer, Fair to Bank

Phygital approach at branches

Diversify customer offerings

Customer focus

Compliance to be core for our entire banking activities

Adherence to highest integrity standards

Compliance with conscience

Compliance

For further information, please contact:

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THANK YOU