Investor Presentation

Q3-FY 2024



LEADING THE WAY WITH NEXT-GEN BANKING TRUST MEETS TECH SINCE 1929

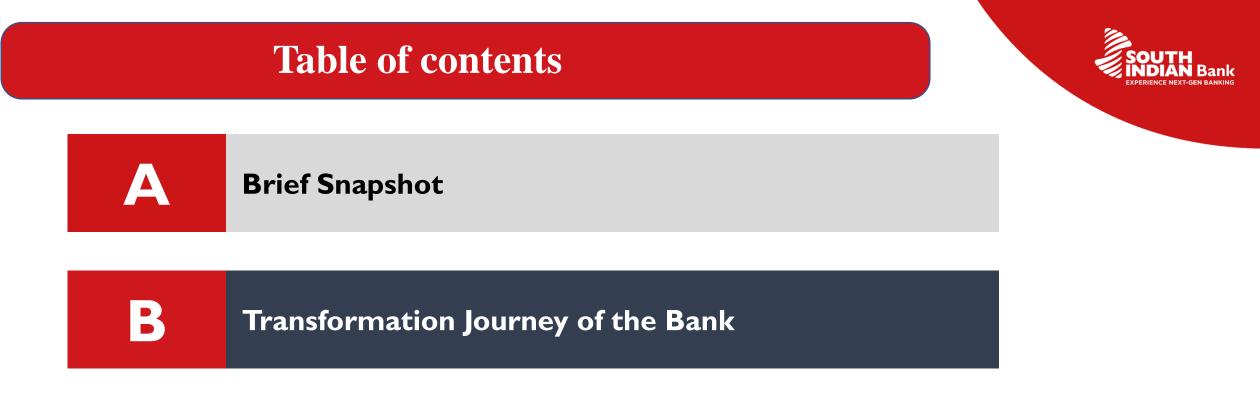
WINNER OF 50+ TECH AWARDS OVER 5 YEARS



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Brief Snapshot

Transformation Journey of the Bank

About South Indian Bank – Key Highlights

Annexure

Brief Snapshot (Dec'23)





Total Advances

INR 65,805 Cr

Disbursement (9M'24)

INR 99,155 Cr

Deposits



948 / 9,939 Branches/ Employees

26 / 4 States / Union Territories

97.5% Digital Transactions



1.61%

77.97%

PCR (incl. w/off)

67.08% PCR (excl. w/off)



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%

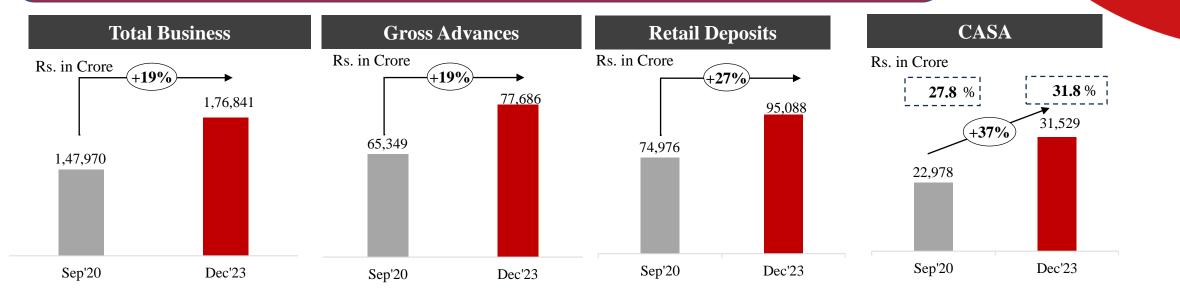
Current Book (As of Dec'23)				
New Book	Old Book	Overall Book		
52,227	25,459	77,686		
97%	39%	94%		
113*	3559	3672*		
0.22%*	13.98%	4.73%*		
39	1174	1212		
0.07%	4.61%	1.56%		

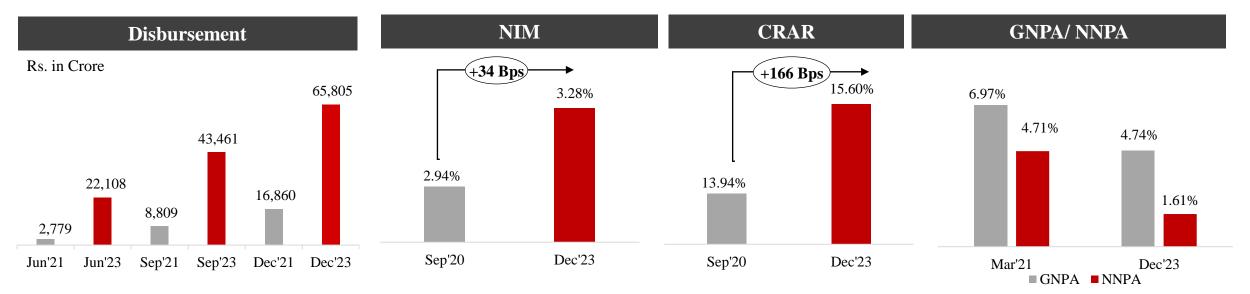
Key Considerations in transformation Journey

- 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

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







NPA base figure is as on March 2021 due to Covid moratorium till September 2020 8



Brief Snapshot

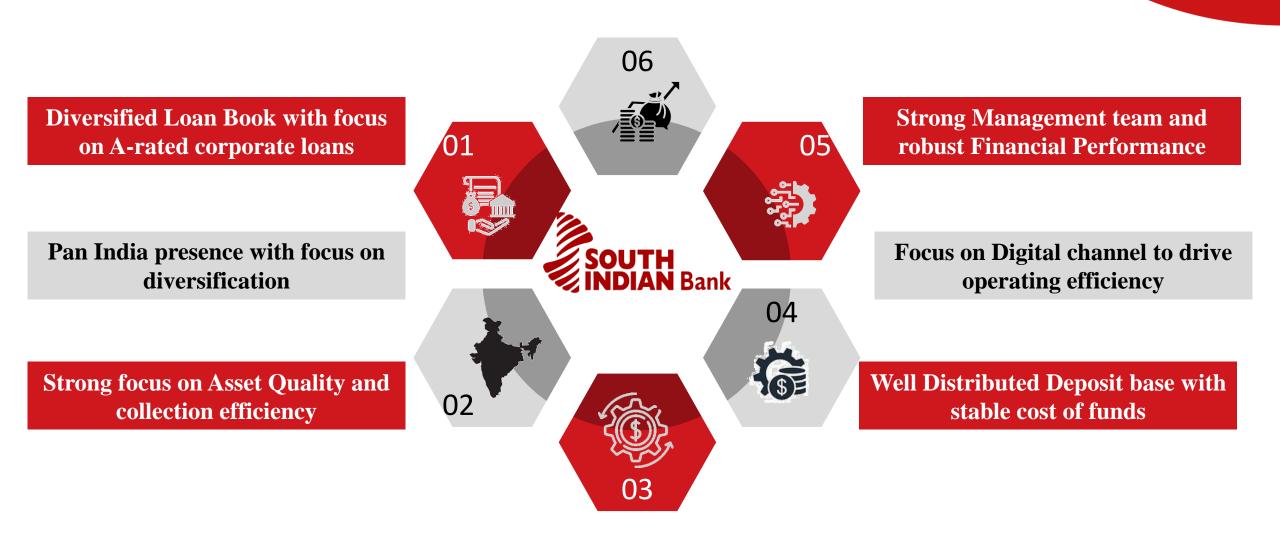
Transformation Journey of the Bank

About South Indian Bank – Key Highlights

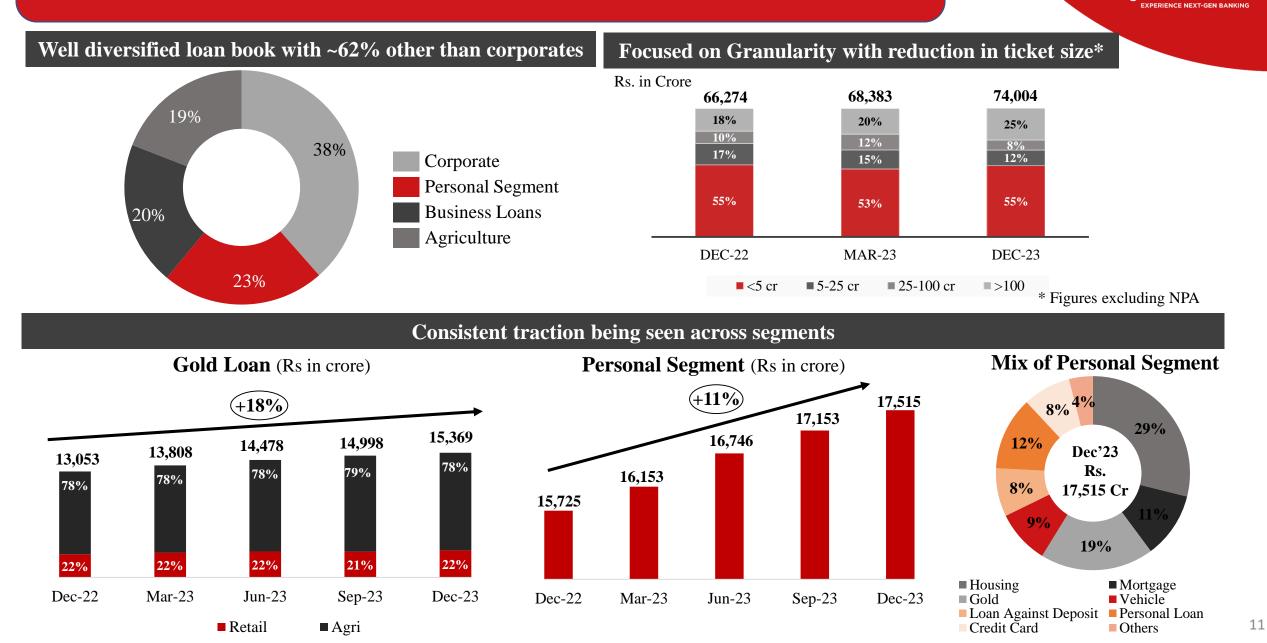
Annexure

Key Highlights



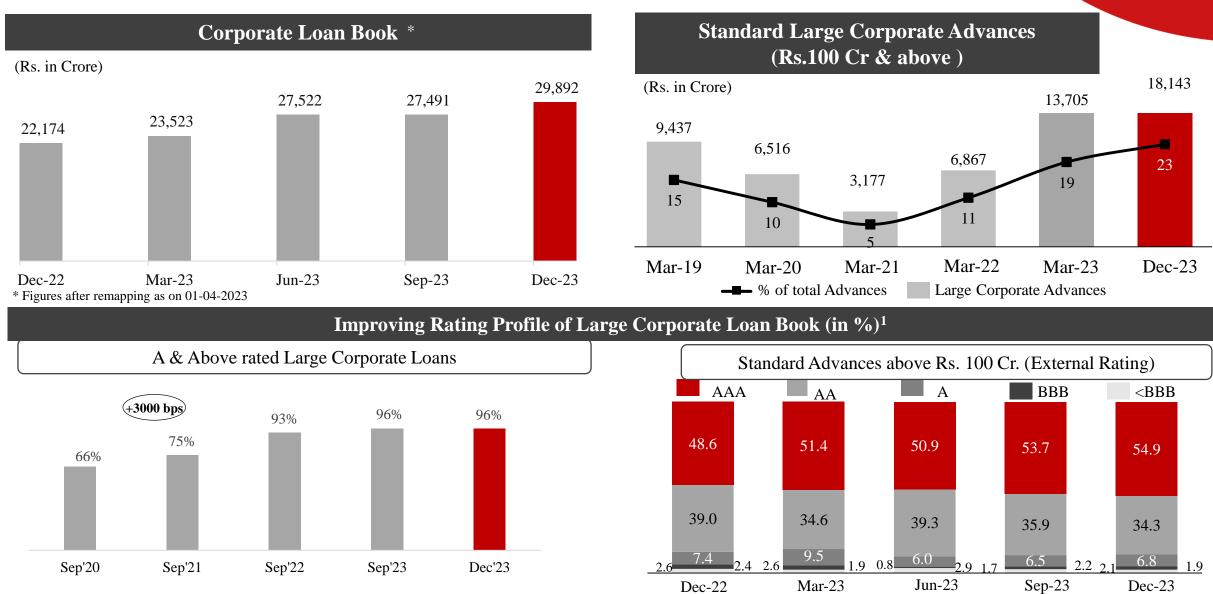


#1. Diversified Loan Book with granularity and growth



#1. Increasing share of A rated corporate loans



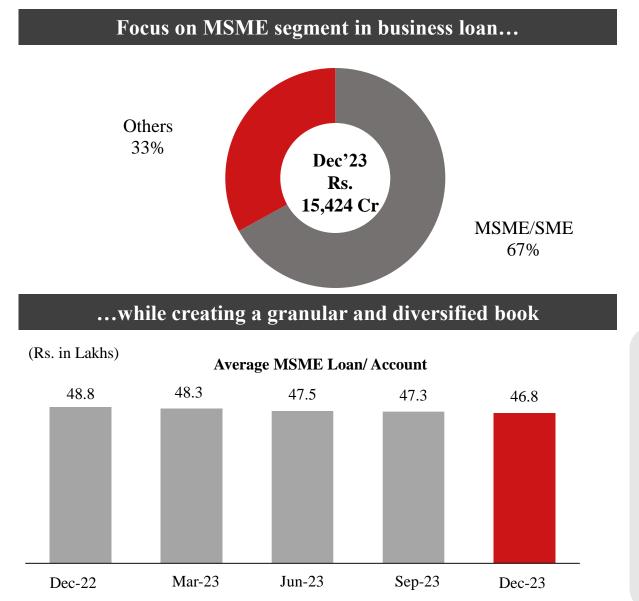


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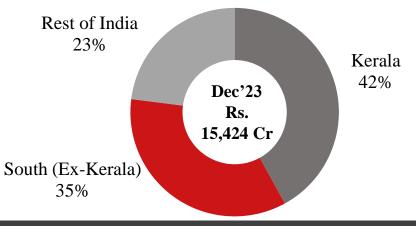
1. Does not include exposure to unrated state government owned entity

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





Geographic split

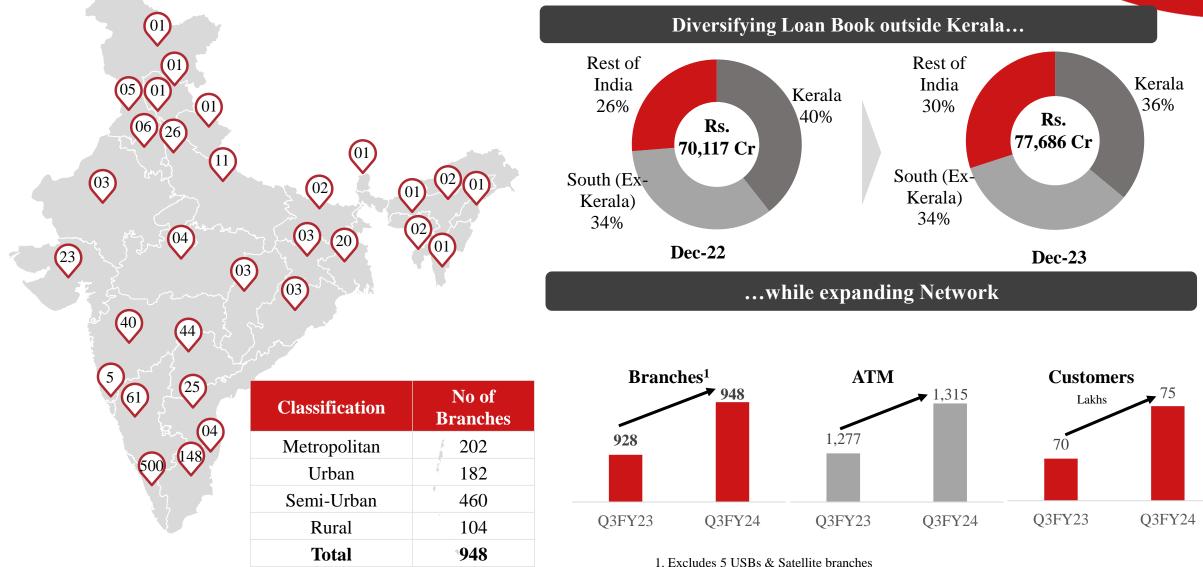


MSME strategic initiatives

- 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

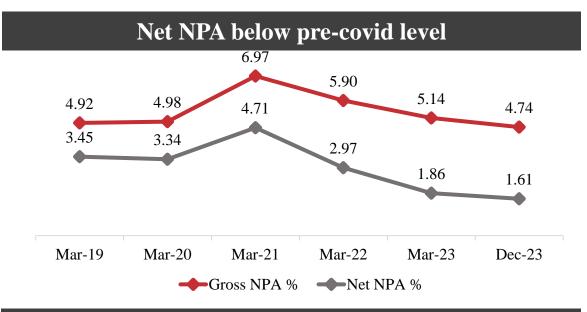




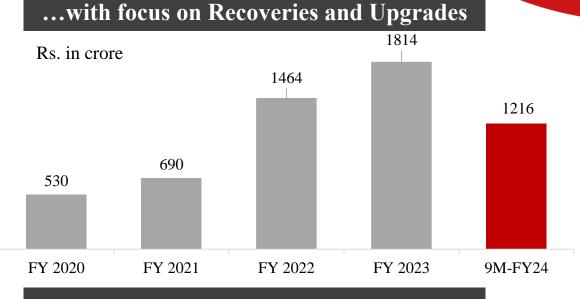
*Map for illustration purpose only

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

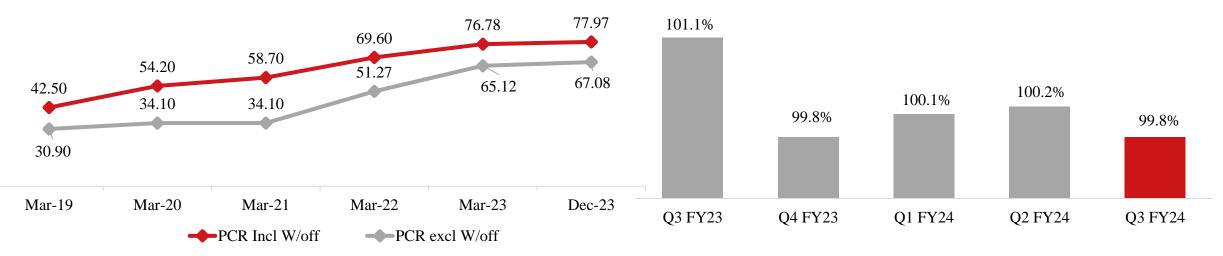




Significant improvement in PCR...

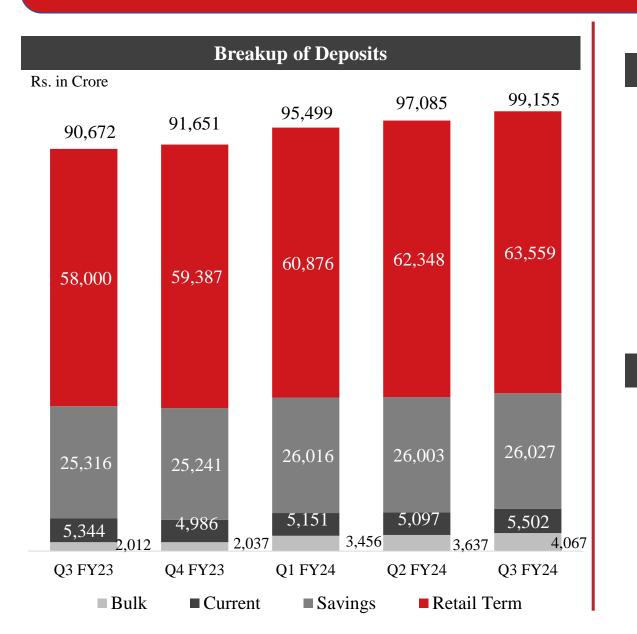


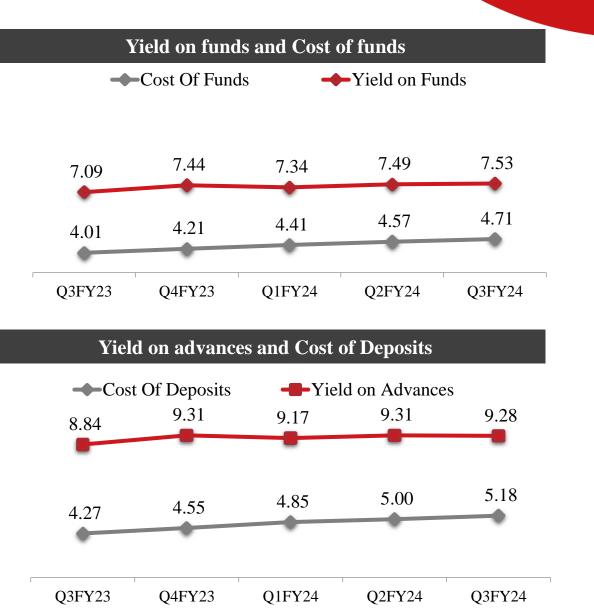
...and Collection efficiency



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







16

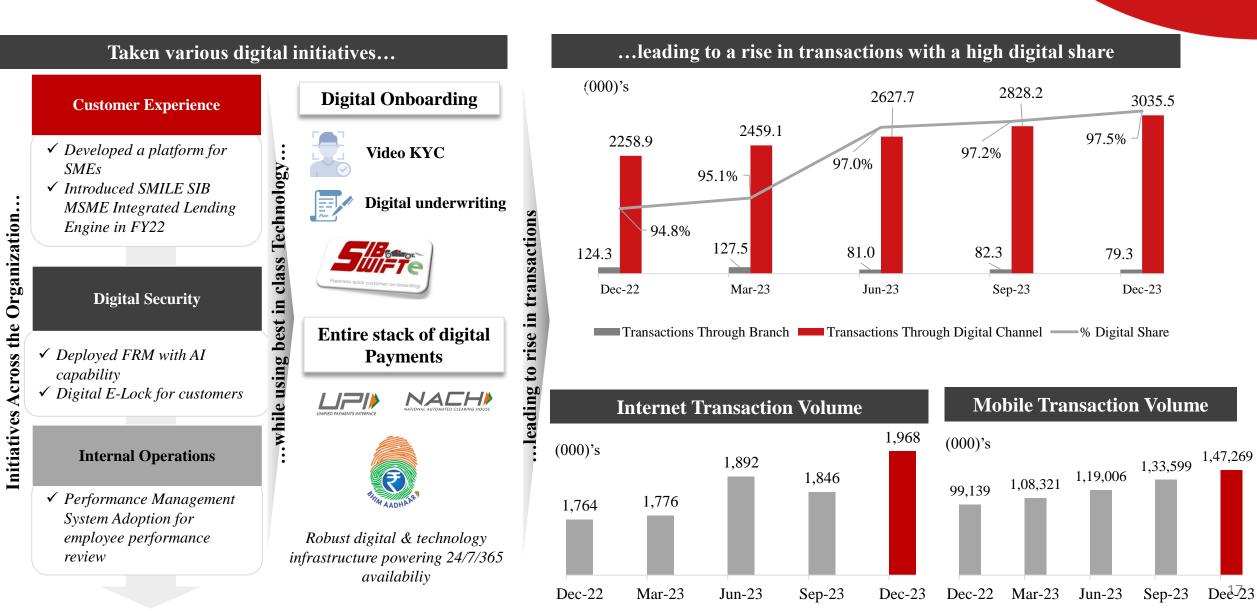
#5. Digital Banking has been rising...



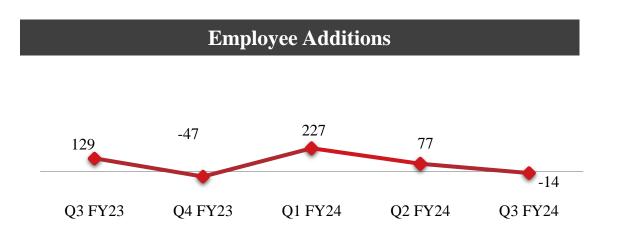
3035.5

Dee-23

Sep-23

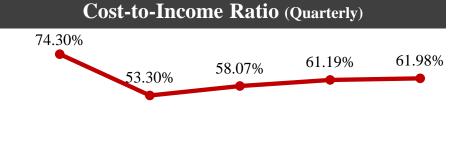


... creating operational efficiency



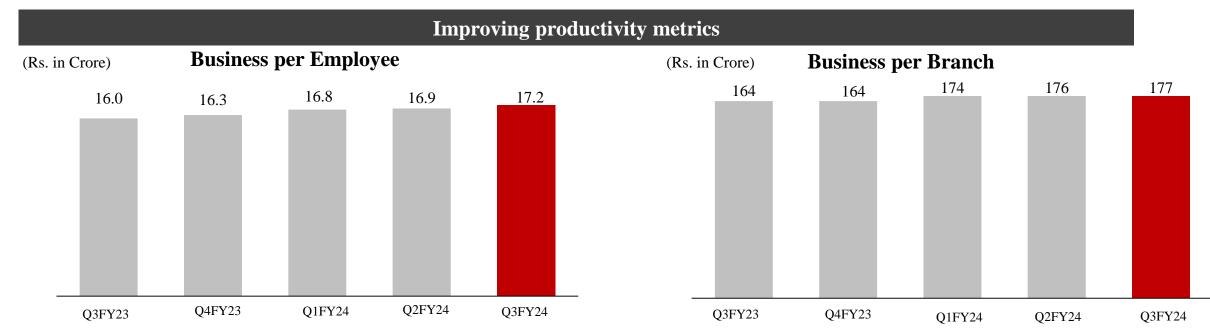
SOUTH INDIAN BANK

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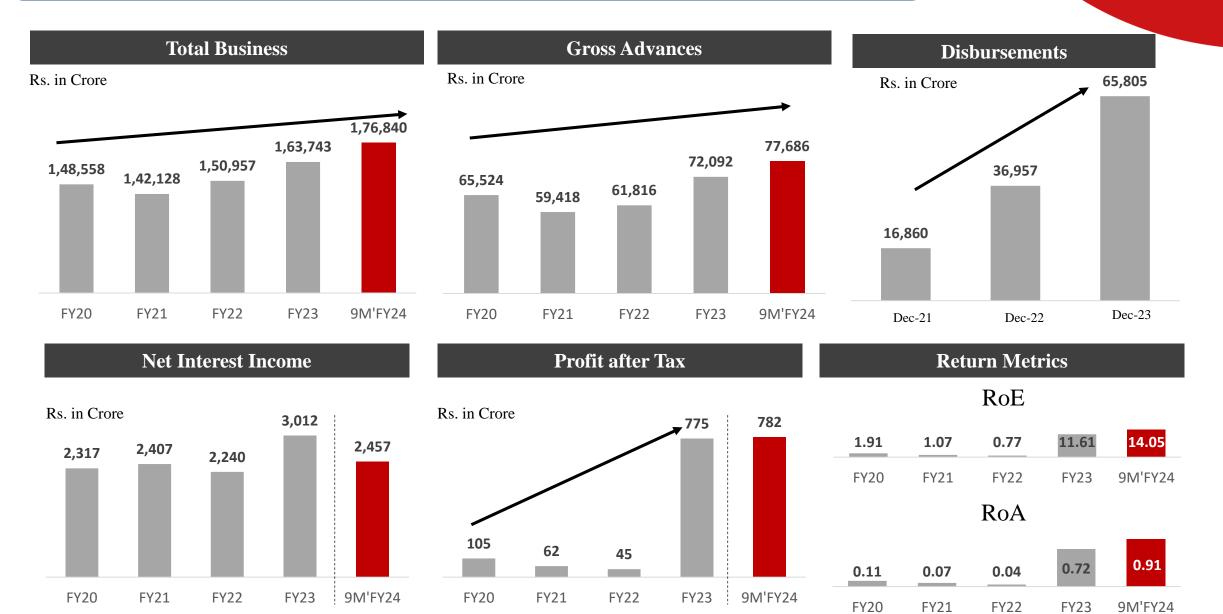


Q3 FY23 Q4 FY23 Q1 FY24 Q2 FY24 Q3 FY24

Q3 FY23 includes SR provision of Rs.312 Crore







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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.



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.



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. 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 G GM & 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. 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. 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.



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. 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

- <u>Significant progress made:</u>
 - 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



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(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



(Rs. in Crore)

Particulars	Dec 2023	Dec 2022	Y-0-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



Doutionlong		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

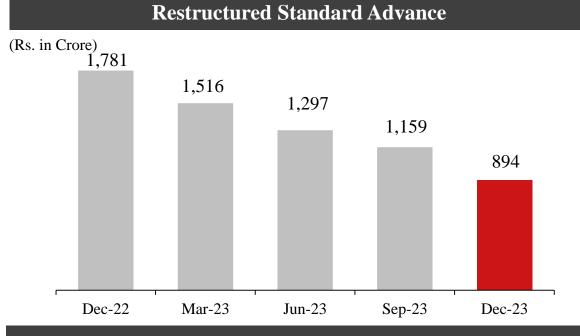


(Rs. in Crore)

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

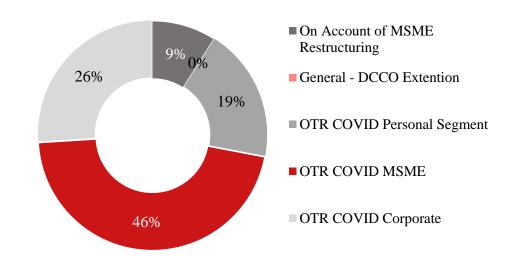




Covid One Time Restructuring (OTR)

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

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

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

741

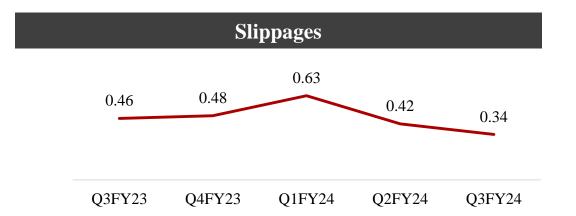
3,708

492

3,804

688

3,844



Corporate

Total

490

542

498

3,682

Investments



Investment Book						
	De	ec 22	Ma	r 23	Dec	23
Details	Rs. in Crore	Modified Duration	Rs in Crore		Rs. in Crore	Modified Duration
НТМ	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

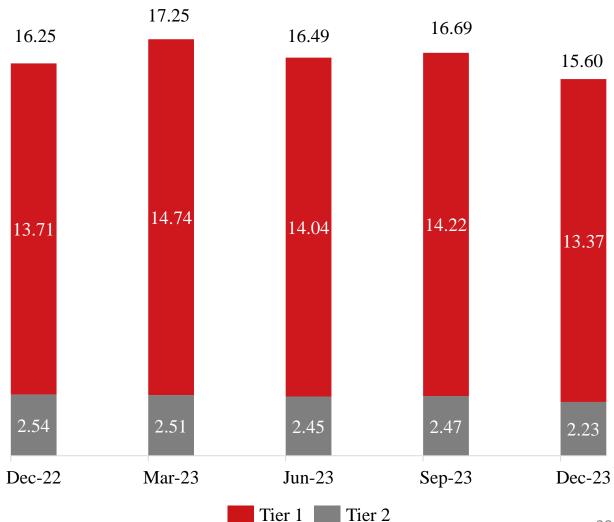


Risk Weighted Assets						
Rs. in Crore	Dec 31	, 2023	Sep 30), 2023		
Total Capital	7843.86	15.60%	7,888.1	16.69%		
- Tier I	6726.14	13.37%	6,723.3	14.22%		
- Of which CET1	6226.14	12.38%	6,223.3	13.17%		
- Tier II	1117.71	2.23%	1,164.8	2.47%		
Risk Weighted Assets	50,291.85		47,258.37			

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%

BASEL III





For further information, please contact:

The South Indian Bank Ltd. CIN - L65191KL1929PLC001017 Ms. Chithra H, CFO <u>chithra@sib.co.in</u>

Mr. Vinod Francis, Joint General Manager vinodfrancis@sib.co.in

Mr. Prashanth George Tharakan, Head IR prashanthgt@sib.co.in

www.southindianbank.com



THANK YOU