

Investor Presentation

Sept-2014



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Snapshot

Track record

86 year old franchise; Leading position in Kerala; Expanding fast outside

Growth and Profitability

Last 5 year CAGR: 17.65% business; Improving asset yield as bank builds fee income streams in addition to interest income

Quality

Higher asset quality; GNPA at 1.55%, NNPA 0.90%

Board and Management

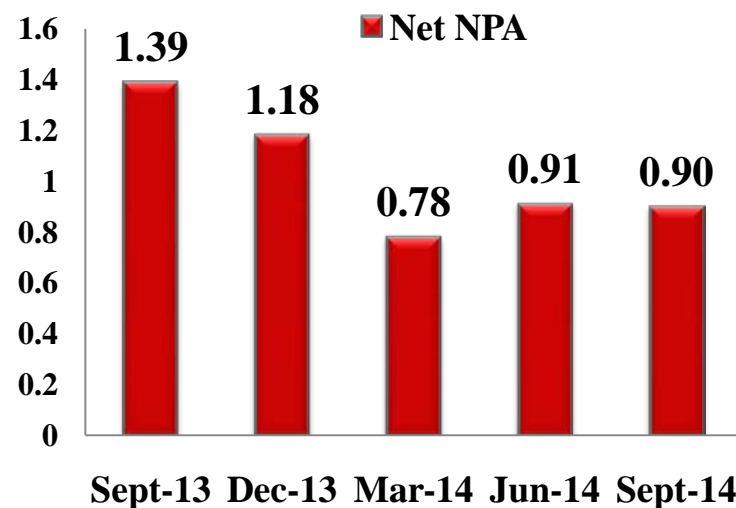
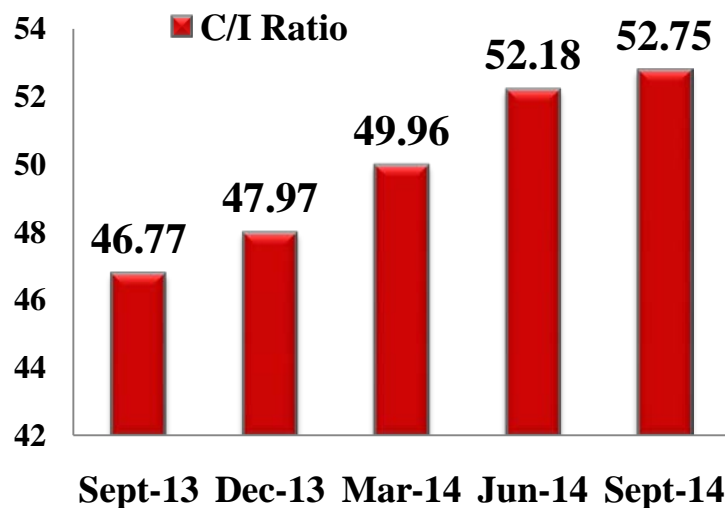
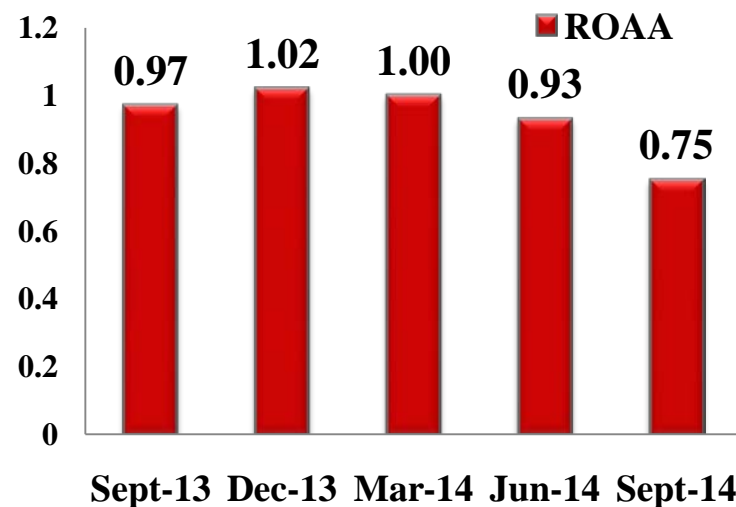
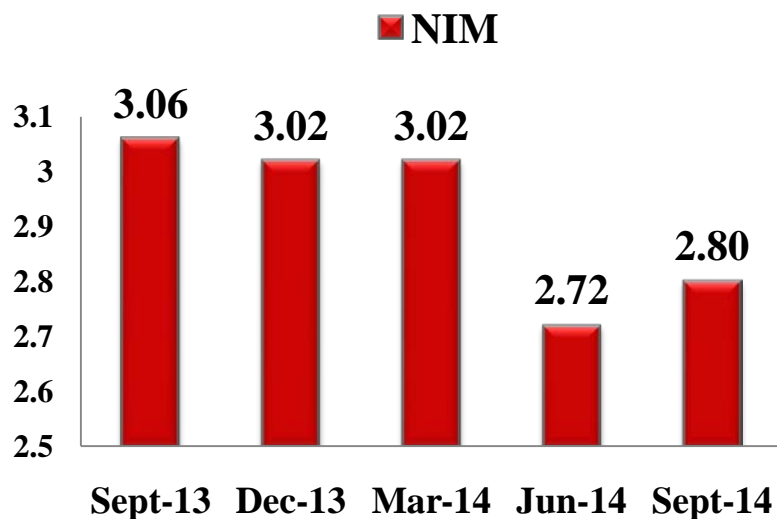
Mr. Amitabha Guha , Non Exec, Chairman (ex-Dy MD of SBI, ex MD -SBT, SBH)
Proactive management led by Mr.V.G Mathew, well supported by 2 Senior vice president, 1 CGM and 8 GMs – 7 GMs life time bankers at the bank

Building for future

Young workforce (avg. age of 34 years) with continuity of management
2 CEOs in the last decade



Significant Transformation Since September 2013



Business performance

Financial Highlights – As on Sept. 2014

Balance Sheet Overview

Rs. In Crore

	Q2 FY 15	Q2 FY 14	Y-o-Y (%)	Q1 FY 15	Q-o-Q (%)
Capital & Liabilities					
Capital	134.79	134.09	0.52%	134.61	0.14%
Reserves & Surplus	3432.54	3111.40	10.32%	3348.91	2.50%
Deposits	46693.45	43478.32	7.39%	46489.24	0.44%
Borrowings	2150.83	2422.21	-11.20%	2641.20	-18.57%
Other Liabs. & Provisions	1006.73	896.13	12.34%	1263.00	-20.29%
Total	53418.33	50042.15	6.75%	53876.95	-0.85%
Assets					
Cash & Balances with RBI	2066.40	2118.58	-2.46%	2260.44	-8.58%
Balances with Banks	769.03	1767.94	-56.50%	1708.66	-54.99%
Investments	13968.10	13278.42	5.19%	14360.68	-2.73%
Advances	35371.32	31742.57	11.43%	34255.42	3.26%
Fixed Assets	465.02	398.46	16.70%	465.50	-0.10%
Other Assets	778.46	736.18	5.74%	826.25	-5.78%
Total	53418.33	50042.15	6.75%	53876.95	-0.85%
Business (Advances+Deposit)	82064.77	75220.89	9.10%	80744.65	1.63%

Result Review

Profit and Loss Account (Quarter Alone)

Rs. In Crore

	Q2 FY15	Q2 FY14	Y-o-Y (%)	Q1 FY15	Q-o-Q (%)
Net Interest Income	358.35	356.07	1%	340.88	5%
Other Income	93.63	69.52	35%	121.16	-23%
Total Income	451.98	425.59	6%	462.04	-2%
Operating Expenses	241.06	213.59	13%	241.10	0%
Operating Profit	210.92	212.00	-1%	220.94	-5%
Provisions (Other tan tax) & Contingencies	95.71	19.76	384%	94.63	1%
Profit before Tax	115.21	192.24	-40%	126.31	-9%
Provision for Tax	38.91	65.49	-41%	43.05	-10%
Exceptional items	0	0	NA	-43.39	-100%
Profit after Tax	76.30	126.75	-40%	126.65	-40%

Other Performance Highlights

Performance Highlights	Sep-13	Dec-13	Mar-14	Jun-14	Sep-14
CRAR Basel II (%)	13.16%	12.35%	12.53%	12.36%	12.35%
RoAA (Annualised)	0.97%	1.02%	1.00%	0.93%	0.75%
NIM (%)	3.06%	3.02%	3.02%	2.72%	2.80%
Gross NPA (%)	1.92%	1.66%	1.19%	1.50%	1.55%
Net NPA (%)	1.39%	1.18%	0.78%	0.91%	0.90%
Provision Coverage	53.56%	55.73%	62.71%	62.50%	62.91%
CASA %	21.32%	21.16%	20.69%	22.07%	22.09%

Core & Non Core Deposit

Sept-14

37,316



31,065

Sept-13

Core Deposit

Sept-14

9,377



12,413

Sept-13

Non Core Deposit

Sept-14 (Rs. in Crore)

46,693



43,478

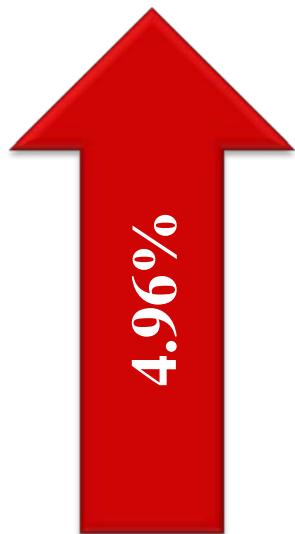
Sept-13

Total Deposit

CASA

Sept-14

1,859



1,771

Sept-13

Current Deposit

Sept-14

8,456



7,500

Sept-13

Savings Deposit

Sept-14 (Rs. in Crore)

10,315



9,271

Sept-13

Total CASA

NRI DEPOSIT

Sept-14

9,916



7,657

Sept-13

YOY

Sept-14

9,916



9,400

Jun-14

Q2 vs. Q1

(Rs. in Crore)



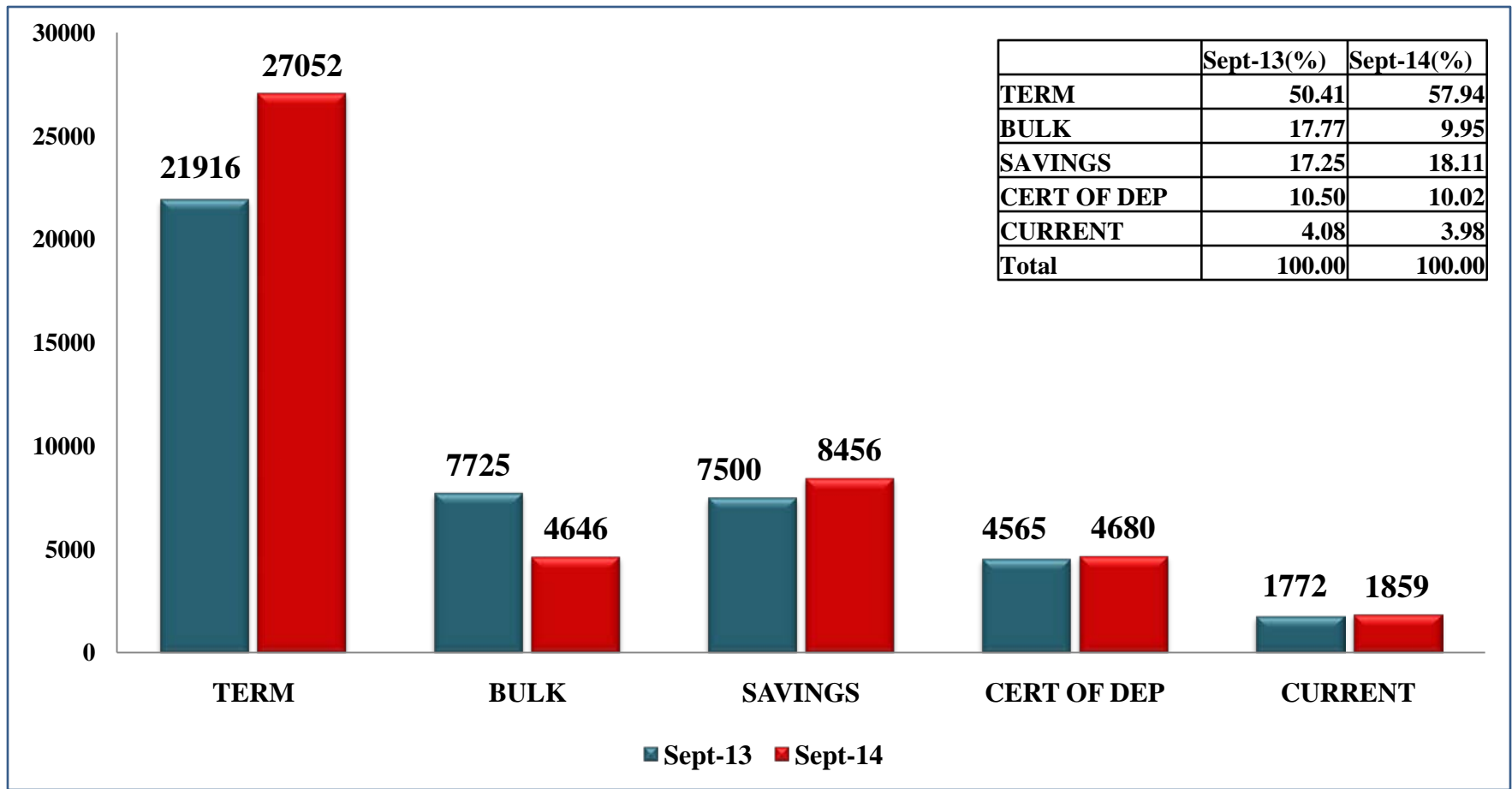
INVESTMENT SUMMARY

(Rs. in Crore)

Investments Break Up	SEPT'14	SEPT'13
(i) Government Securities	11,144.82	10,911.81
(ii) Other Approved Securities	0.00	0.00
(iii) Shares	137.18	180.37
(iv) Debentures and Bonds	564.27	247.20
(v) Subsidiaries and/or Joint Venues	0.00	0.00
(v) Others (Certificate of deposits, RIDF etc.)	2,121.83	1,939.04
Total	13,968.10	13,278.42
Yield on Investments	7.24	7.17

DEPOSITS BREAK UP (YoY)

(Rs. in Crore)



Composition of Other Income

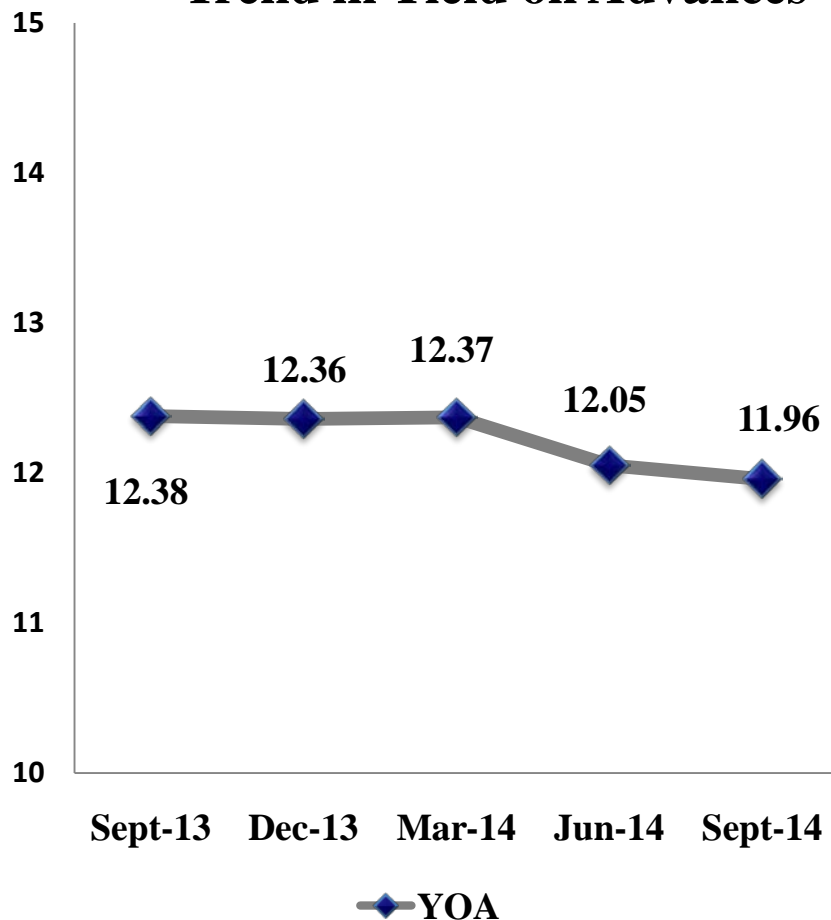
**Profit and Loss Account
(For the Quarter)**

Rs. In Crore

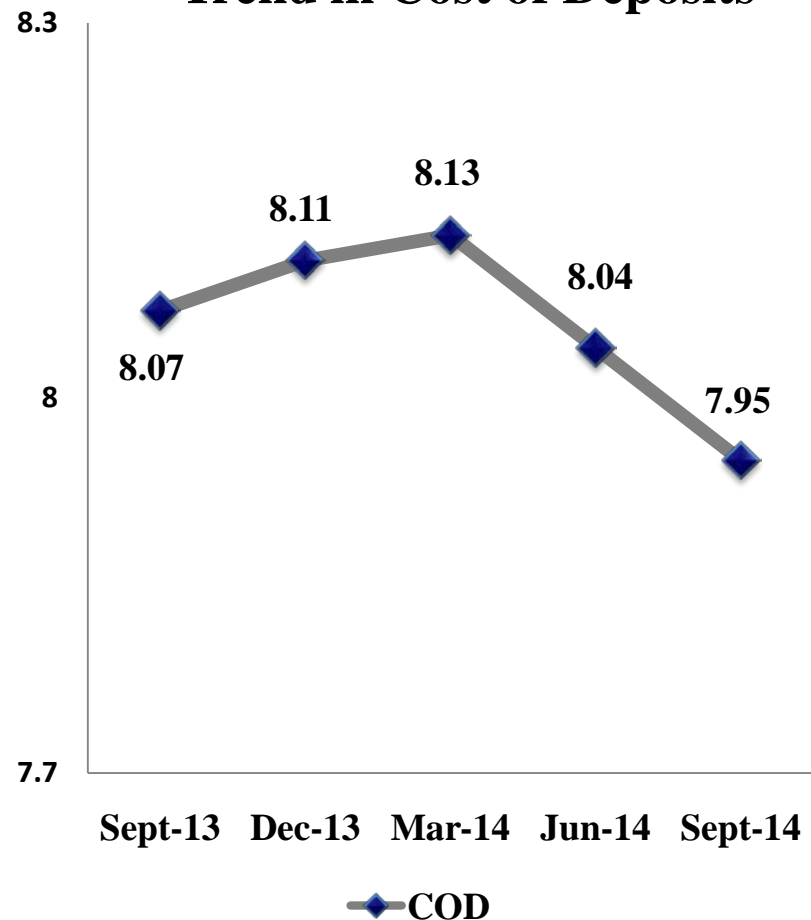
	Q2 FY15	Q2 FY14	Y-o-Y (%)	Q1 FY15	Q-o-Q (%)
Transaction related	40.7	33.6	21.13%	38.5	5.69%
Profit on sale of investment	12.1	2.7	348.15%	45.8	-73.56%
Technology related	20.5	16.4	25.00%	20.8	-1.44%
Forex	5.4	10.5	-48.57%	7.1	-24.05%
IT refund	9.0	0.0	NA	0.0	NA
Amt w/o since recd	0.4	2.6	-84.62%	3.5	-88.57%
Others	4.5	3.6	25.00%	5.0	-10.00%
Bullion	1.0	0.2	400.00%	0.5	100.00%
Total	93.6	69.6	34.48%	121.2	-22.76%

Trend in Cost & Yield (Annualized)

Trend in Yield on Advances



Trend in Cost of Deposits



Break-up of Provision

(Quarter alone)

Rs. In Crore

Particulars	Q2 FY 15	Q2 FY14	Q1 FY 15
For NPA advance	25.46	30.27	82.43
For Depreciation on Investments	5.28	-14.20	5.02
For standard assets	22.69	3.16	-5.65
For Restructured advances /Sacrifies&FITL	39.67	0.27	2.65
For Unhedged Forex Exposure	2.91	0	5.55
Others	-0.31	0.25	4.63
Taxes	38.91	65.48	43.05
Total Provisions and Contingencies	134.61	85.23	137.68

Rating-wise split up of Standard Advances (YoY)

Rs. In Crore

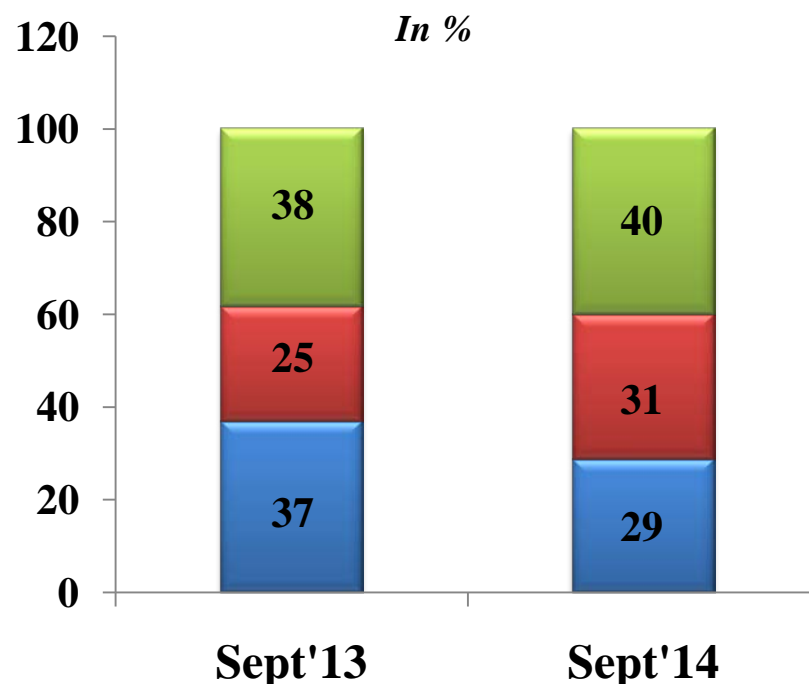
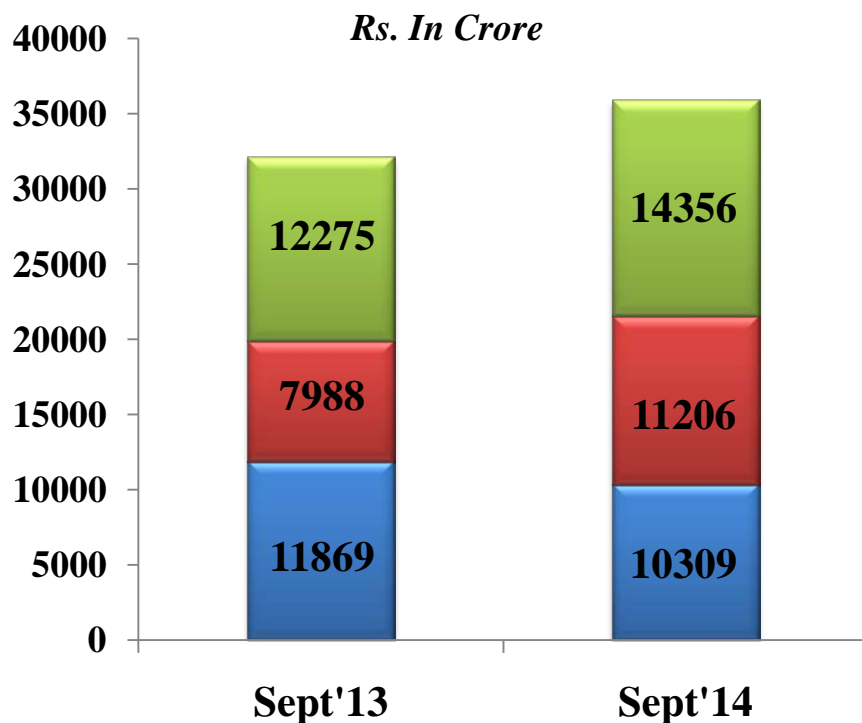
RATING	AS ON DATE	
	9/30/2013	9/30/2014
AAA / AA	52.81%	46.94%
A	27.08%	27.62%
BBB	7.96%	8.63%
< BBB	3.51%	7.50%
Unrated	8.65%	9.31%
Grand Total	100.00%	100.00%

Notes:

(1) AAA/AA rated accounts include Gold Loans, Loans on deposits, NSC, KVP, etc., Food Credit and UBD/UBP(LC).

(2) NPA and Suitfiled accounts have not been included.

Composition of Loan Book



■ Retail Adv ■ SME & Agri ■ Corporate

■ Retail Adv ■ SME & Agri ■ Corporate

Note	Total Advance is split up to 03 Categories
i	Agriculture & MSME - where Bank is giving Special Thrust
ii	Retail - Excluding Agri and MSME those customers with Exposure up to Rs. 25 Crs
iii	Corporate - Excluding Agri & MSME those customers with exposure above Rs.25 Crs

Advances – Composition (Sept. 2014)

Rs. In Crore

SL NO	ADVANCE TOTAL	30.09.13	30.09.14
I	AGRICULTURE AND MSME	7988	11206
II	RETAIL	11869	10309
III	CORPORATE	12275	14356
IV	GROSS ADVANCE (I+II+III)	32132	35871

Note	Total Advance is split up to 03 Categories
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iii	Corporate - Excluding Agri & MSME those customers with exposure above Rs.25 Crs

SL NO	AGRICULTURE AND MSME - BREAK UP	30.09.13	30.09.14
I	AGRICULTURE GENERAL LOANS	1133	1979
II	AGRICULTURE GOLD LOANS	918	1428
III	MSE GENERAL LOANS	4221	6256
IV	MSE GOLD LOANS	988	614
V	MEDIUM ENTERPRISES GENERAL LOANS	728	929
VI	MEDIUM ENTERPRISES GOLD LOANS	0	0
	TOTAL	7988	11206

Advances–Composition (Sept. 2014).....(contd.)

Rs. In Crore

SL NO	RETAIL - BREAK UP	30.09.13	30.09.14
I	GOLD LOAN	4691	3665
II	LOAN AGAINST DEPOSIT/LIC POLICY	685	787
III	HOUSING LOAN	1367	1722
IV	AUTO LOANS	202	267
V	EDUCATION LOANS	230	252
VI	PERSONAL LOANS AND CONSUMER CREDIT	153	211
VII	OTHERS REGULATORY RETAIL LOANS	4541	3405
	TOTAL	11869	10309

SL NO	CORPORATE -BREAK UP	30.09.13	30.09.14
I	FOOD CREDIT	627	671
II	INFRASTRUCTURE	4348	4464
III	TEXTILE MANUFACTURING	244	297
IV	BASIC METAL & METAL PRODUCTS MANU.	1203	1135
V	OTHER MANUFACTURING (UNDER REGULATORY CORPORATE)	2181	2919
VI	NBFC/SFC/MFI/HFI/OTHER ON LENDING INSTITUTIONS....	2356	3040
VII	TRADERS (RETAIL & WHOLE SALE) UNDER CORPORATES	340	291
VIII	OTHER SERVICE SECTOR (UNDER CORPORATE)	976	1539
	TOTAL	12275	14356

Restructured Data

Rs. In Crore

No	Book Balance	30.09.13	31.12.13	31.03.14	30.06.14	30.09.14
1	Restructured Standard Advance	1228	1156	1413	1401	1748
2	Restructured NPA	86	85	92	123	131
3	Total Restructured Asset (01 + 02)	1314	1241	1505	1524	1879

Movement in Restructured Accounts - June and Sept Quarter	June-14	September-14
	Balance	Balance
Opening	1505	1524
Fresh Additions	96	323
Increase in balance under existing Restructured Account	26	41
Upgradation to Standard Category	-39	0
Closure including Write Off	-58	0
Decrease in Restructured Account balance	-5	-9
Closing	1524	1879



Sector Wise Details of Standard Restructured Advances As on 30.09.14

No	Sector	Amount	% to Total Restructured
I	Agriculture	5	0.30
II	Industry & Infrastructure	1715	98.11
	Of which		
Ila	Infra Power	831	47.51
Ilb	Construction EPC	451	25.82
Ilc	Textiles	79	4.51
Ild	Iron & Steel & Basic Metals	65	3.69
Ile	Drugs & Pharma	112	6.43
Ilf	Ship Building Industry (Manuf.)	89	5.11
Ilg	Infra Roads & Transport	41	2.33
Ilh	Gold Jewellery Manufacturing	47	2.71
III	Service	28	1.60
	of Which		
IIIa	Traders	18	1.02
IIIb	Social & Commercial structures (Hotel, Hospital, Educational Institutions)	10	0.57
IV	Retail	0	0.00
I + II + III + IV	Total Standard Restructured Advances	1748	100.00
	% of Standard Restructured Advances to Total Advance		4.87%



MOVEMENT OF NPA

Rs. In Crores

GNPA Movement

Particulars	Amount
Opening Balance 1.July.14	517.30
Additions during the quarter	79.19
Deductions	43.32
Closing Balance30.Sept.14	553.17

NNPA Movement

Particulars	Amount
Opening Balance 1.July.14	310.54
Additions during the quarter	52.68
Deductions	44.80
Closing Balance30.Sept.14	318.42



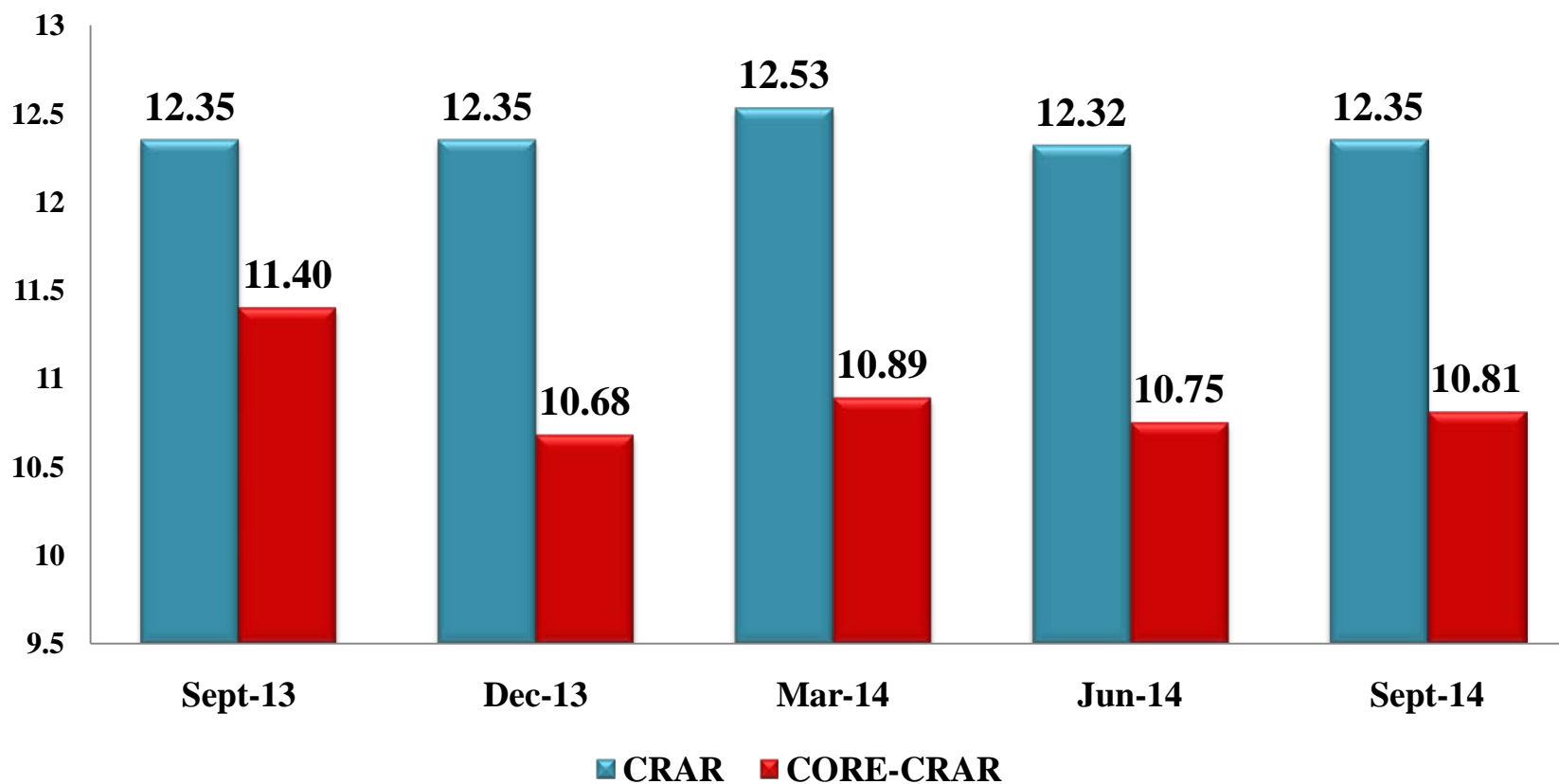
MOVEMENT OF NPA PROVISION

(Rs. in Crore)

Particulars	Amount
Opening Balance 1.July.14	182.08
Additions during the quarter	36.08
Deductions	10.72
Closing Balance 30.Sept.14	207.44

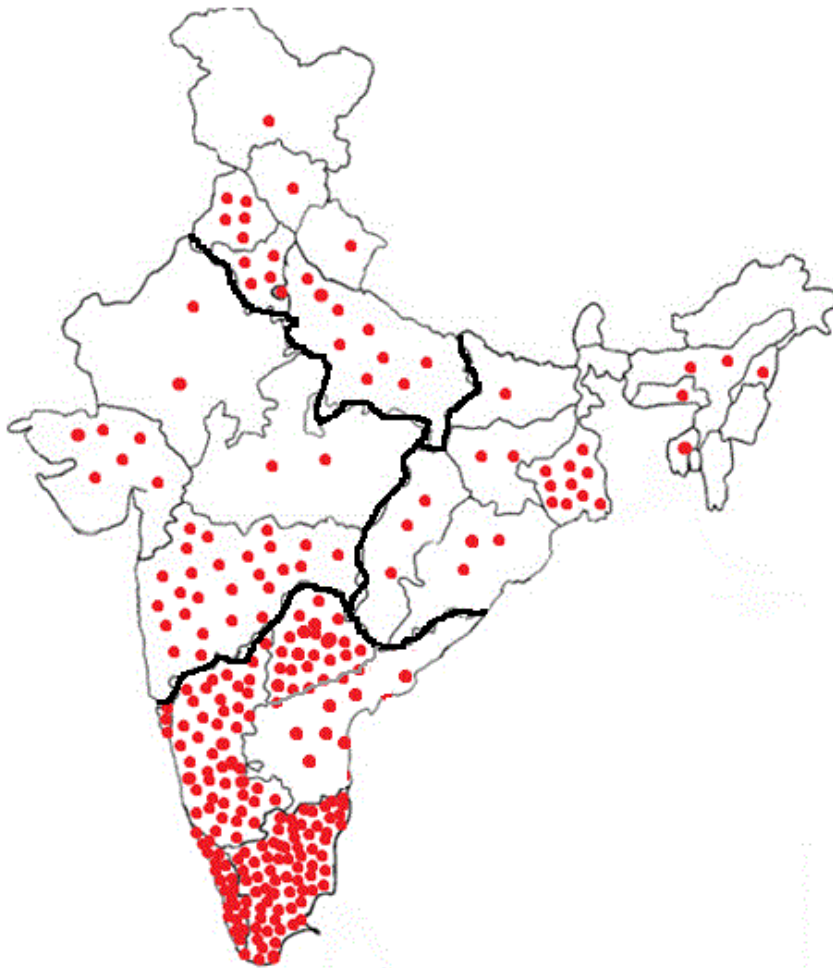
Strong Core Capital

BASEL III	CRAR	CORE CRAR
	12.13	10.69



CRAR (BASEL II)

Branch Network

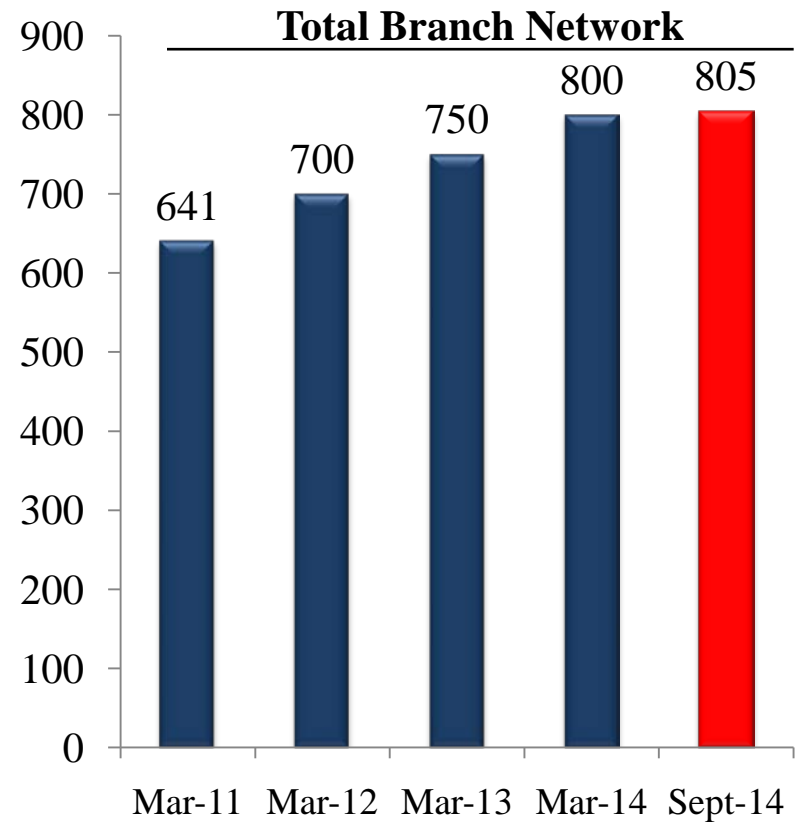
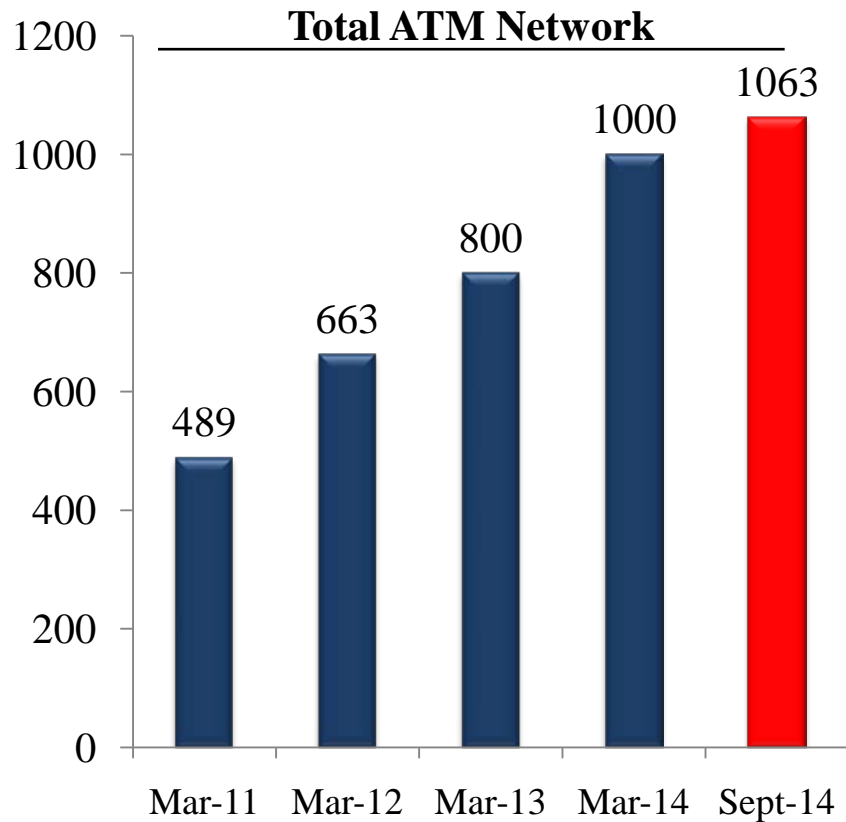


	No. of Branches
North	49
South	672
East	26
West	58
Total	805

Branch Network Distribution

State	No. of Branches	State	No. of Branches
Andhra Pradesh	9	Maharashtra	31
Assam	2	Meghalaya	1
Bihar	1	Mizoram	1
Chandigarh	1	Nagaland	1
Chattisgarh	3	Orissa	2
Delhi	24	Pondicherry	2
Goa	5	Punjab	4
Gujarat	18	Rajasthan	2
Haryana	4	Tamil Nadu	138
Himachal Pradesh	1	Telangana	40
Jammu & Kashmir	1	Tripura	1
Jharkhand	2	Uttar Pradesh	9
Karnataka	43	Uttaranchal	1
Kerala	440	West Bengal	16
Madhya Pradesh	2		

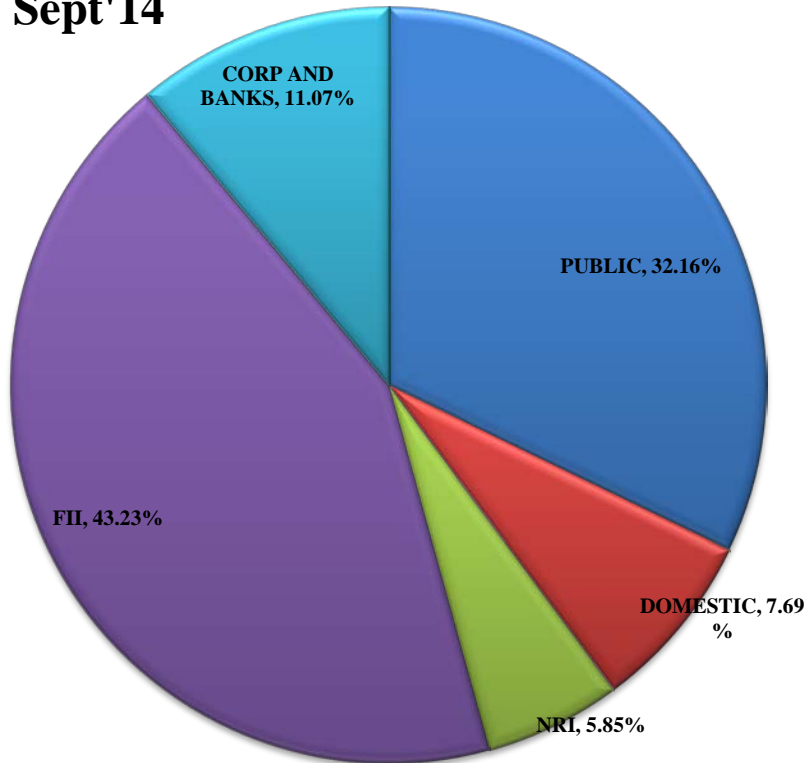
Strong Retail Franchise



ATM : Branch ratio above 1.0x

Ownership Profile

Sept'14



■ PUBLIC ■ DOMESTIC ■ NRI ■ FII ■ CORP AND BANKS

Major Institutional Shareholders (%)

Sl.No.	NAME OF THE SHAREHOLDER/ BO	%
1	FIRST CARLYLE VENTURES MAURITIUS	4.94
2	LIFE INSURANCE CORPORATION OF INDIA	4.43
3	INDIA CAPITAL FUND LIMITED	4.36
4	GKFF VENTURES	3.84
5	CX SECURITIES LIMITED	3.33
6	IFCI LTD	2.98
7	MULTIPLES PRIVATE EQUITY FII I	2.67
8	DEUTSCHE SECURITIES MAURITIUS LIMITED	2.62
9	IVA INTERNATIONAL FUND	2.20
10	THE PABRAI INVESTMENT FUND IV, LP	2.05

Strong Institutional Ownership

Recognitions

South Indian Bank wins 'Best IT Team Award'-Banking Technology Excellence Award-(tenth edition) –Small Bank Category



South Indian Bank has won the prestigious Banking Technology Excellence Award-(tenth edition-2014) for 'Best IT TEAM'-(Small Bank category) from IDRBT, the technical arm of Reserve Bank of India. On behalf of the bank, Sri.V.G.Mathew, MD&CEO received the award from RBI Governor, Dr. Raghuram Rajan in the presence of Sri. R.Gandhi, Dy. Governor, RBI and Chairman-IDRBT, Sri. B. Sambamurthy, Director-IDRBT, Dr. A.S. Ramasastri, Director Designate, IDRBT, Sri. John Thomas, GM and IT Head -South Indian Bank and eminent dignitaries from banking sector. This is the fourth time, South Indian Bank has won the IDRBT award, for excellence in various banking technology domains