

DEPT : SECRETARIAL
REF No. SEC/ST EX.STT/25/2021-22

May 21, 2021

National Stock Exchange of India Ltd.,
Exchange Plaza, 5th Floor,
Plot No.C/1, G Block,
Bandra-Kurla Complex, Bandra (E),
Mumbai – 400 051.
SCRIP CODE: SOUTHBANK

BSE Ltd.
Department of Corporate Services (Listing),
First Floor, New Trading Wing,
Rotunda Building, P J Towers,
Dalal Street, Fort, Mumbai – 400 001.
SCRIP CODE: 532218

Dear Sirs,

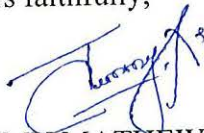
Sub: Presentation to Investors and Analysts

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed the Investor Presentation to Investors and Analysts in respect of financial results of The South Indian Bank Limited for the quarter/financial year ended 31st March, 2021.

The aforesaid information is also being hosted on the website of the Bank www.southindianbank.com.

Kindly take the same in your records.

Yours faithfully,



(JIMMY MATHEW)
COMPANY SECRETARY

Encl: a.a.

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MOBILE BANKING

ELECTRONIC PAYMENT OPTIONS - RTGS, NEFT

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Investor Presentation

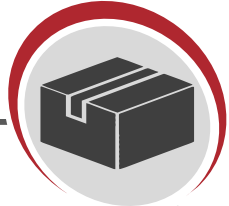
Q4-FY2021



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Deposits (excl. CD)

FY21 Rs. 82,711 Cr
+ 2%
FY20: Rs. 80,700 Cr



Retail Deposits

FY21 Rs. 77,857 Cr
+ 12%
FY20: Rs. 69,826 Cr



CASA

FY21 Rs. 24,590 Cr
+ 18%
FY20: Rs. 20,760 Cr



Advances

FY21 Rs. 59,418 Cr
- 9%
FY20: Rs. 65,524 Cr



NII

FY21 Rs. 2,407 Cr
+ 4%
FY20: Rs. 2,318 Cr



Operating Profit

FY21 Rs. 1,618 Cr
- 2%
FY20: Rs. 1,646 Cr



Provisions

FY21 Rs. 1,531 Cr
+ 2%
FY20: Rs. 1,496 Cr



PCR

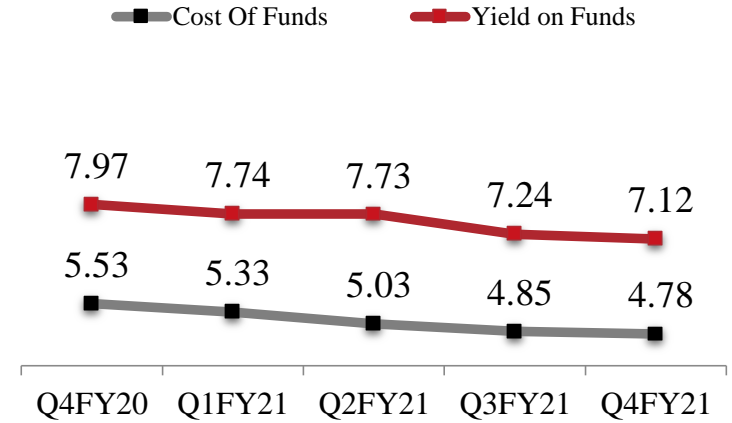
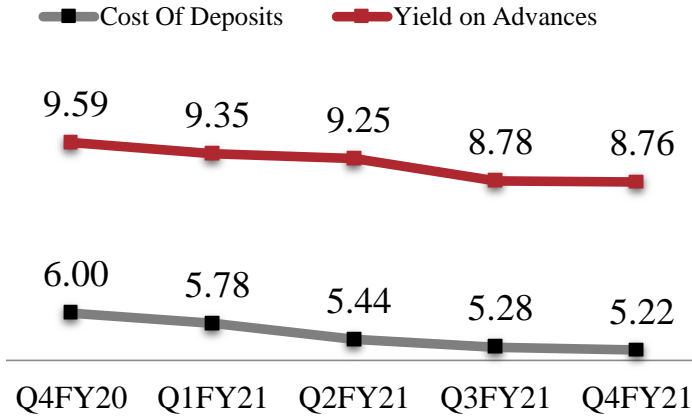
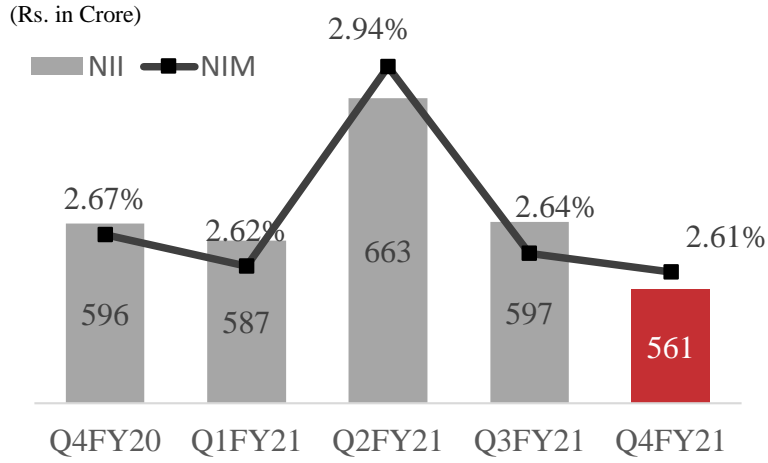
FY21 58.7%
FY20: 54.2%

Profit & Loss Overview

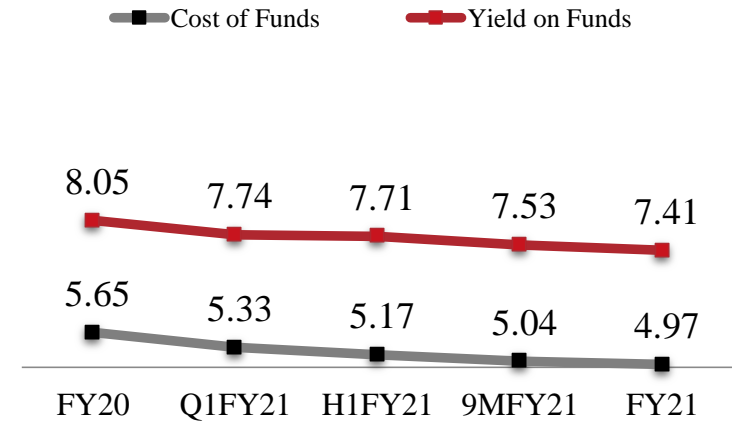
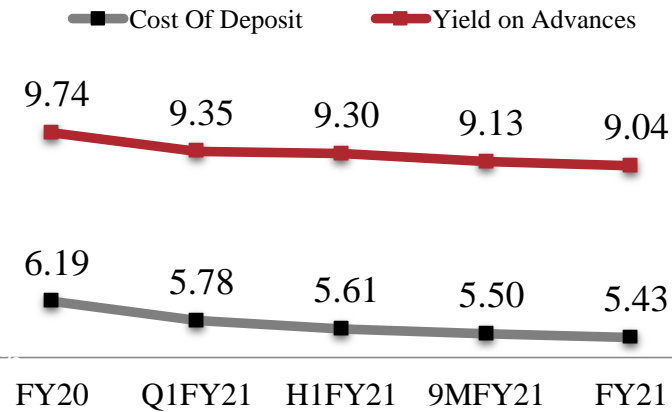
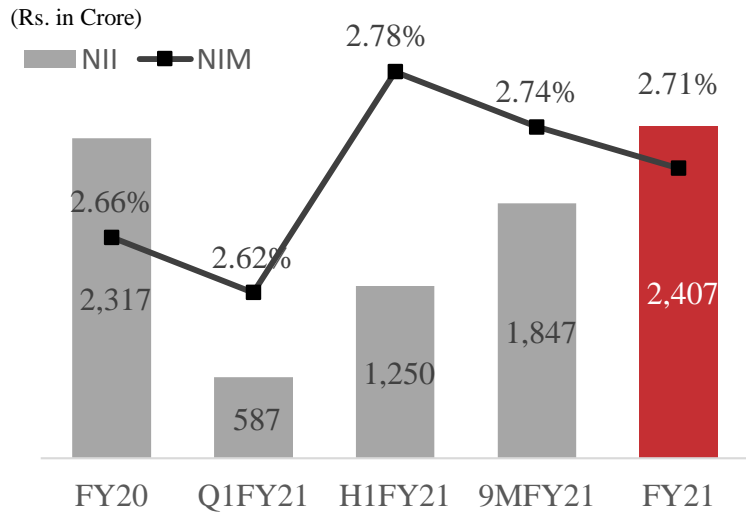
Rs. in Crore	Q4-FY21	Q4-FY20	Y-o-Y (%)	Q3-FY21	Q-o-Q (%)	FY21	FY20	Y-o-Y (%)
Net Interest Income	561	596	-6%	596	-7%	2,407	2,318	4%
Non Interest Income	390	394	-1%	270	44%	1,185	1,046	13%
- Core Fee Income	124	99	25%	104	20%	399	378	6%
- Treasury & Forex	166	238	-30%	109	53%	468	435	8%
- Others	100	57	75%	58	72%	319	233	37%
Total Income	951	990	-4%	867	9%	3,592	3,364	7%
Operating Expenses	528	457	16%	489	7%	1,974	1,718	15%
Operating Profit	423	533	-21%	377	12%	1,618	1,646	-2%
Provisions & Contingencies	412	724	-43%	499	-100%	1531	1,496	2%
Profit Before Tax	11	-191	-	-122	-	87	150	-42%
Provision for Tax	4	-47	-	-30	-	25	45	-45%
Profit After Tax	7	-144	-	-92	-	62	105	-40%

Net Interest Income

Quarterly

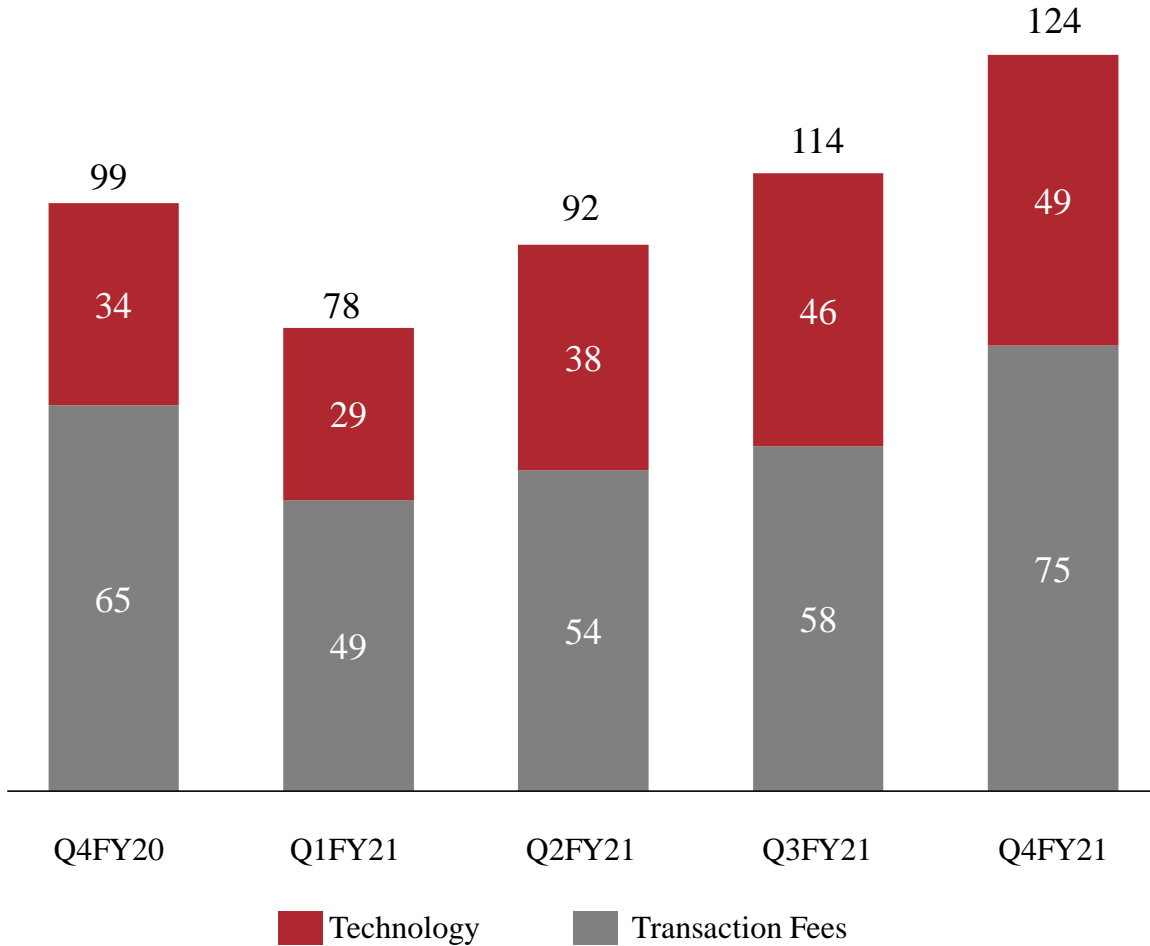


Cumulative



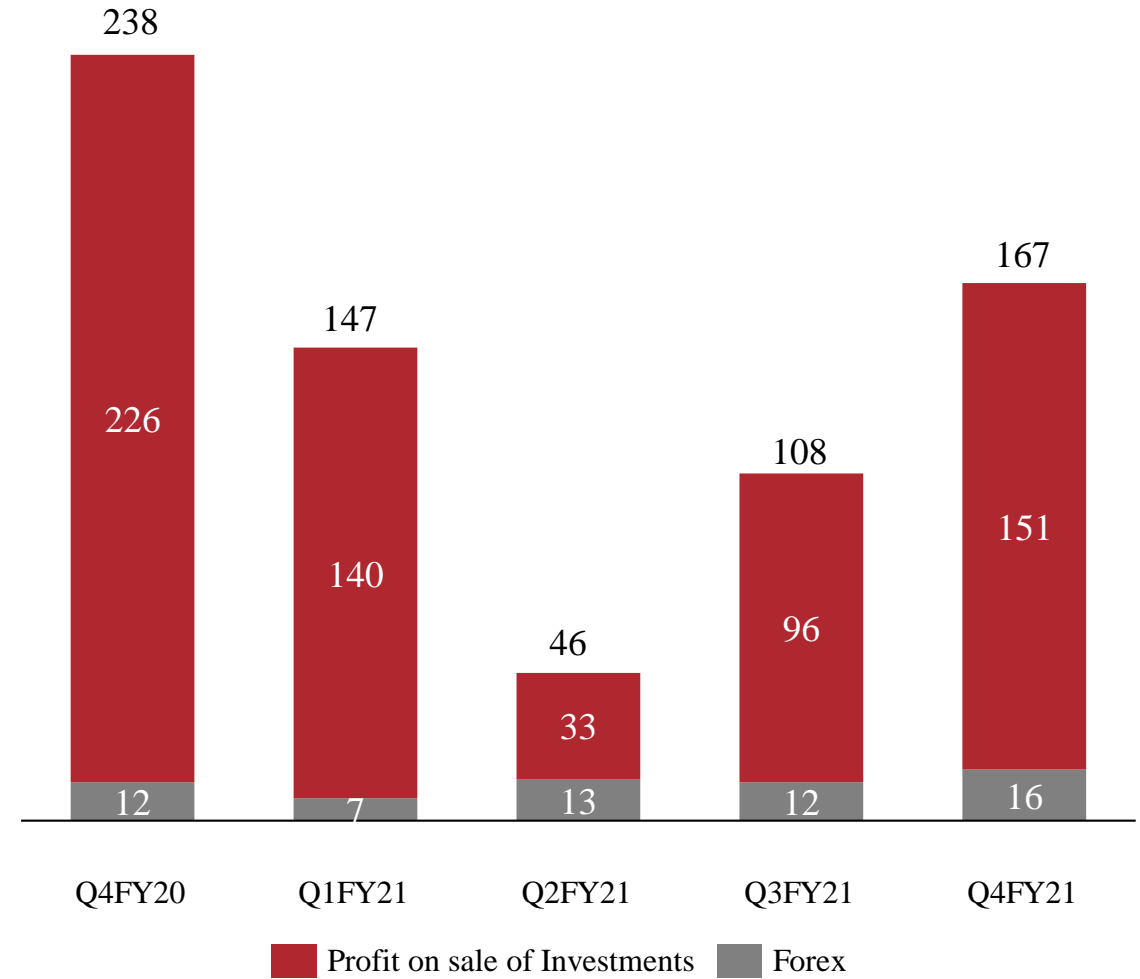
Core Fee Income

(Rs. in Crore)

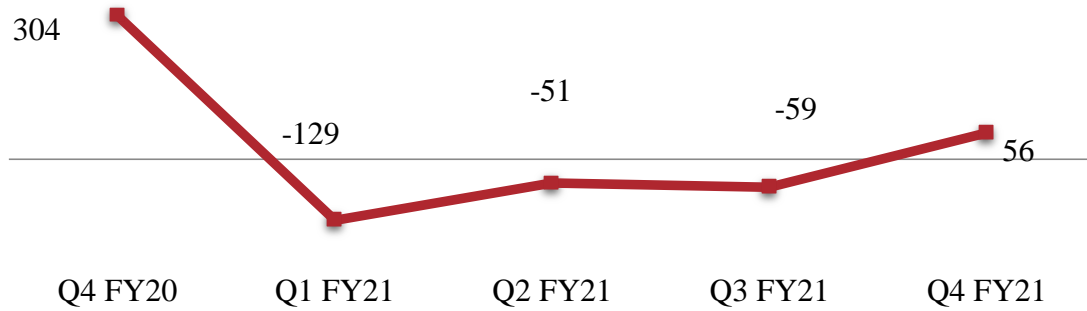


Treasury & Forex Income

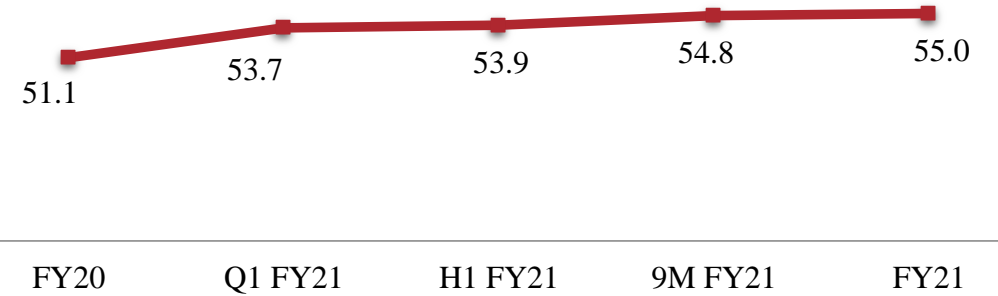
(Rs. in Crore)



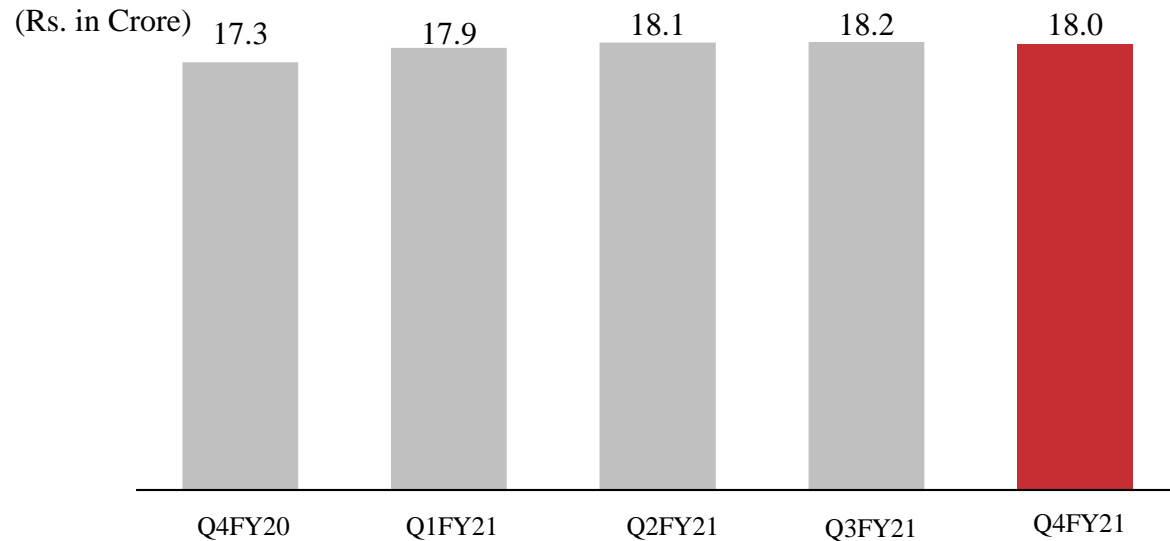
Employee Additions



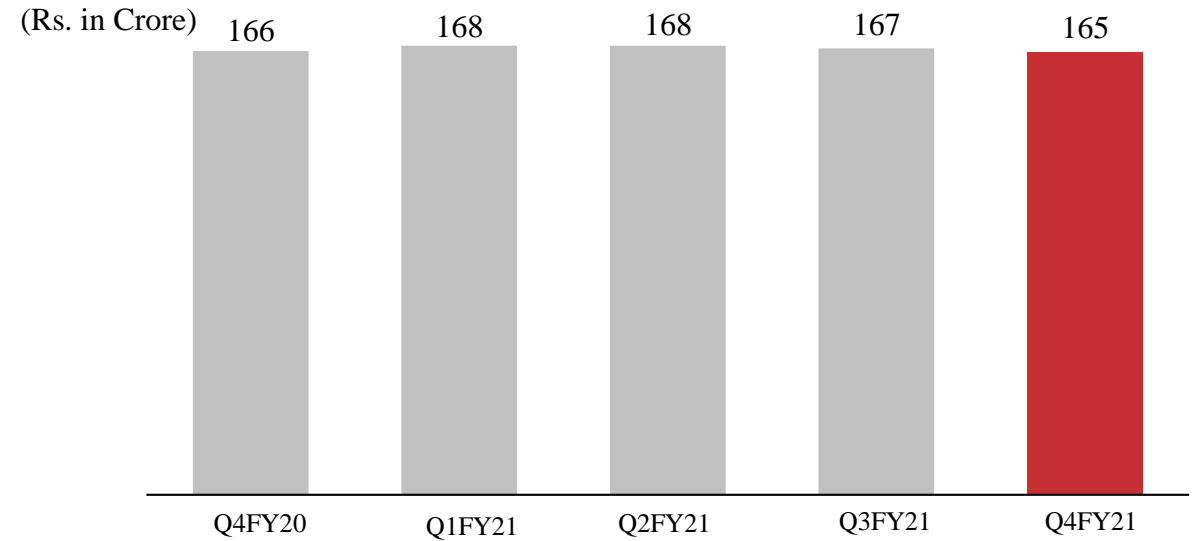
Cost-to-Income Ratio



Business per Employee



Business per Branch



(Rs. in Crore)

Particulars	Q4 FY21	Q3 FY21	Q4 FY20
For NPA & NPI	719	284	360
For Depreciation on Investments	-44	45	263
For Standard Assets	-290	155	89
For Restructured Advances/Sacrifices & FITL	31	11	15
For Unhedged Forex Exposure	-4	4	0
Others	1	(1)	(3)
Taxes	4	(30)	(47)
Total Provisions	416	469	677

Balance Sheet Overview

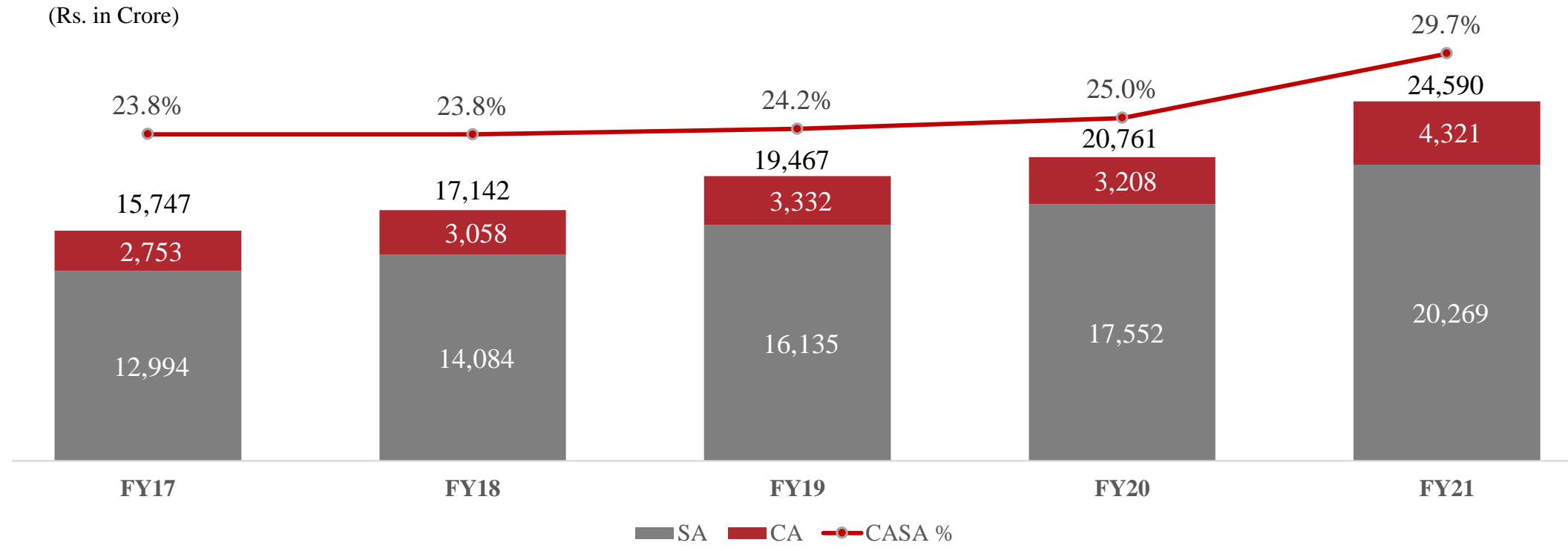
(Rs. in Crore)

Rs Crs	Mar 2021	Mar 2020	Y-o-Y (%)	Dec 2020	Q-o-Q (%)
Capital & Liabilities	94,149	97,032	-3%	95,554	-1%
Capital	209	181	16%	181	16%
Reserves and Surplus	5,598	5,294	6%	5,379	4%
Deposits	82,711	83,034	0%	83,537	-1%
Borrowings	4,108	6,893	-40%	4,438	-7%
Other Liabilities & Provisions	1,523	1,630	-7%	2,019	-25%
Assets	94,149	97,032	-3%	95,554	-1%
Cash & Balances with RBI	3,305	2,806	18%	2,923	13%
Balances with Banks	5,463	1,384	295%	1,770	209%
Investments	20,321	20,625	-1%	22,195	-8%
Advances	58,056	64,439	-10%	61,602	-6%
Fixed Assets	795	800	-1%	787	1%
Other Assets	6,209	6,978	-10%	6,277	0%
Business (Advances + deposits)	1,40,767	1,47,473	-5%	1,45,139	-3%
Current Accounts	4,321	3,208	35%	3,785	14%
Savings Accounts	20,269	17,552	15%	19,547	4%
CASA Ratio	29.73%	25.00%	19%	27.81%	7%

Key Metrics – Quarterly

Particulars	FY20	FY21			
	Q4	Q1	Q2	Q3	Q4
Net Interest Margin (NIM)	2.67%	2.62%	2.94%	2.64%	2.61%
CRAR Basel III	13.41%	13.49%	13.94%	14.47%	15.42%
RoAA (Annualized)	(0.59%)	0.33%	0.27%	(0.37%)	0.03%
Provision Coverage	54.20%	58.76%	65.21%	72.03%	58.73%
CASA	25.00%	26.89%	27.81%	27.93%	29.70%
Gross NPA	4.98%	4.93%	4.87%	4.90%	6.97%
Net NPA	3.34%	3.09%	2.59%	2.12%	4.71%
Book Value per Share (Rs.)	30.30	30.79	31.23	30.73	27.7
Earnings per Share (Rs.) (Annualized)	(3.2)	1.8	1.6	(2.0)	0.2
Customer Touch Points					
Kerala	508	508	505	506	502
South Ex Kerala	272	272	272	273	276
Rest of India	149	149	149	149	151
Total	929	929	926	928	929

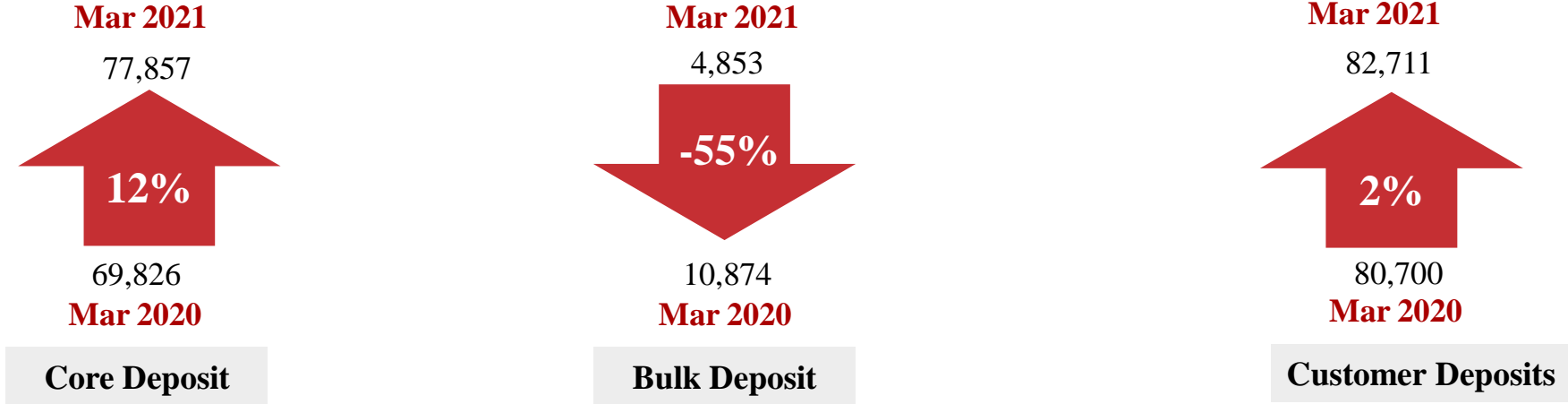
Highest CASA ratio in the history of the Bank



- ✓ CASA amount increased by Rs. 3,830 Crore in FY2021
- ✓ Multiple Campaigns and focussed drive on NR business
- ✓ Robust review leading to efficiency

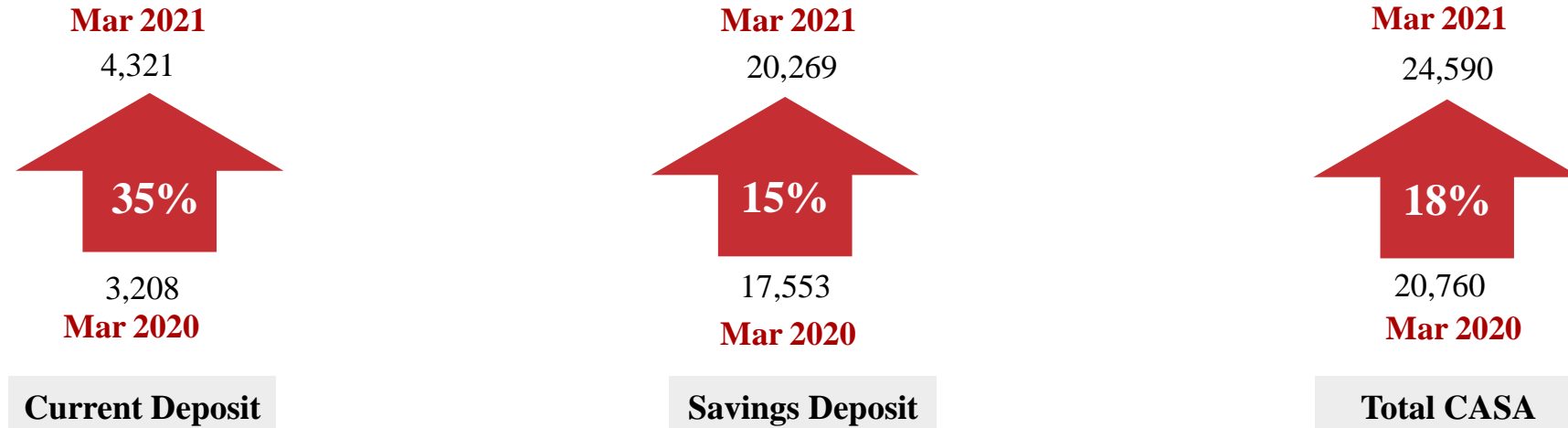
Deposits (excl. CDs)

Rs. in Crore



CASA Deposits

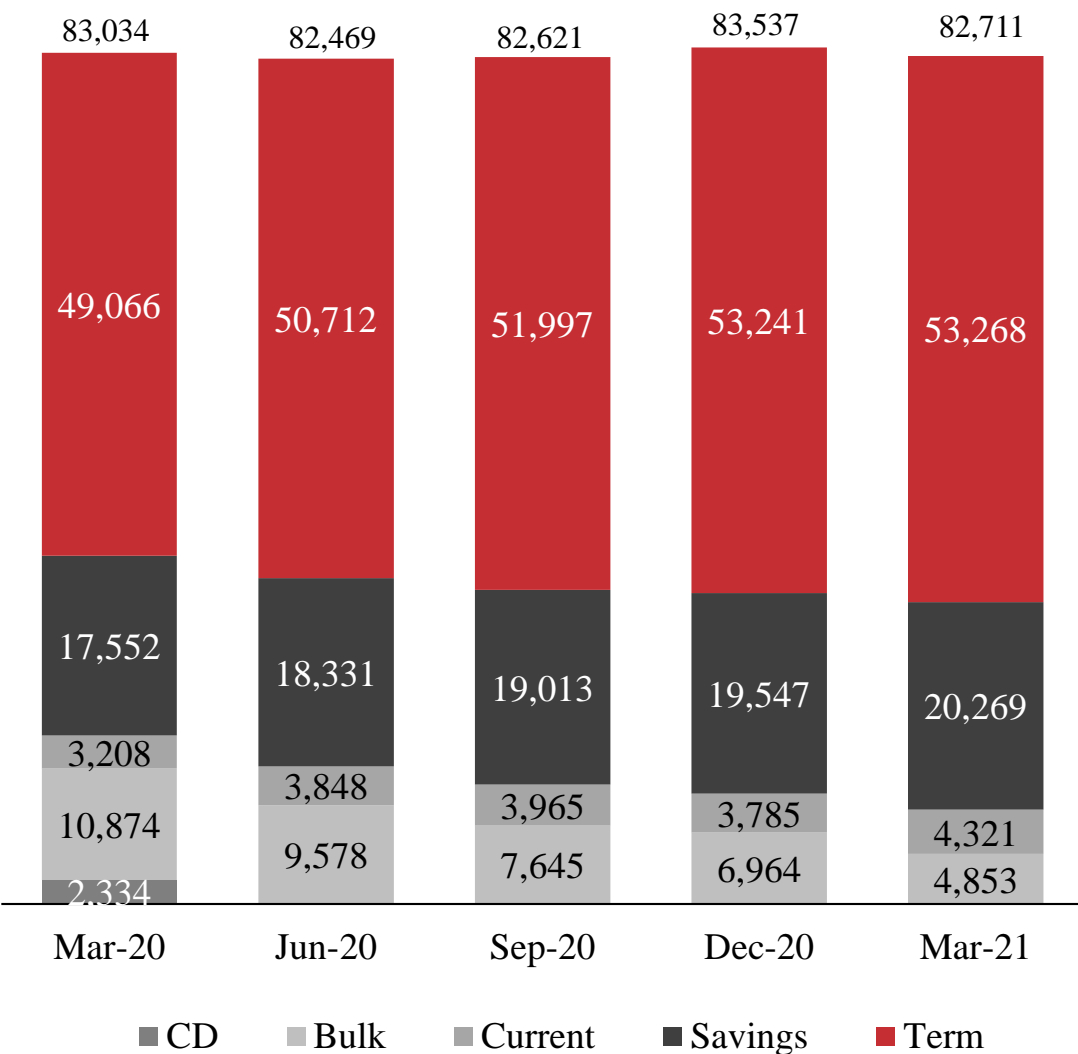
Rs. in Crore



Well Distributed Deposit Base

Breakup of Deposits

Rs. in Crore

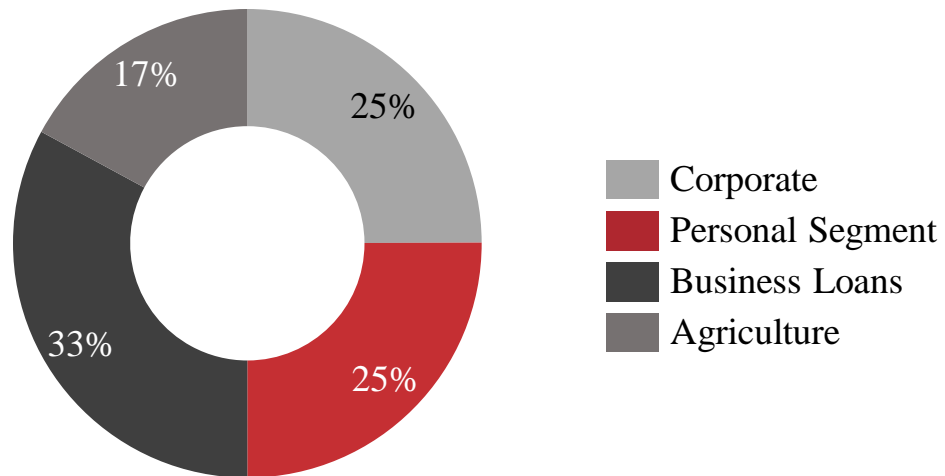


Break Up of Non-Resident Deposits

Rs. in Crore

Deposit Type	Mar 2020	Jun 2020	Sep 2020	Dec 2020	Mar 2021
NR SB	5,068	5,609	5,873	6,048	6,065
NR CD	26	30	33	36	38
FCNR (B), RFC & Others	1,907	1,850	1,847	1,819	1,694
Low-Cost NRI Deposit	7,001	7,489	7,753	7,903	7,797
NRE Term Deposit	15,990	16,444	16,808	17,220	17,317
NRO Term Deposit	719	728	726	736	741
Total NRI Deposit	23,710	24,661	25,287	25,859	25,855

Segment wise Break Up of Total Loan Book

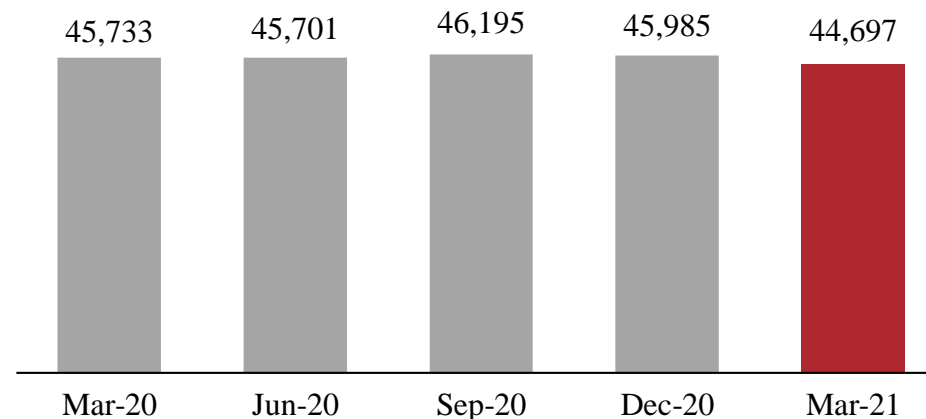


Break up of Loan book

Rs. in Crore	Mar-20		Dec-20		Mar-21	
	Number	Value	Number	Value	Number	Value
Less than 5 Cr	374,069	33,462	378,103	32,032	382,050	32,408
5 - 25 Cr	1,239	11,989	1,419	14,661	1,502	12,511
25 - 100 Cr	219	10,295	202	9,375	188	7,179
More than 100 Cr	40	6,516	23	4,182	23	3,177
Total	375,567	62,262	379,747	60,250	383,763	55,275
Gross NPA	8,026	3,262	7,035	3,103	9,073	4,143
Gross Advances	383,593	65,524	386,782	63,353	392,836	59,418

Loan Book (Excluding Corporate)

Rs. in Crore

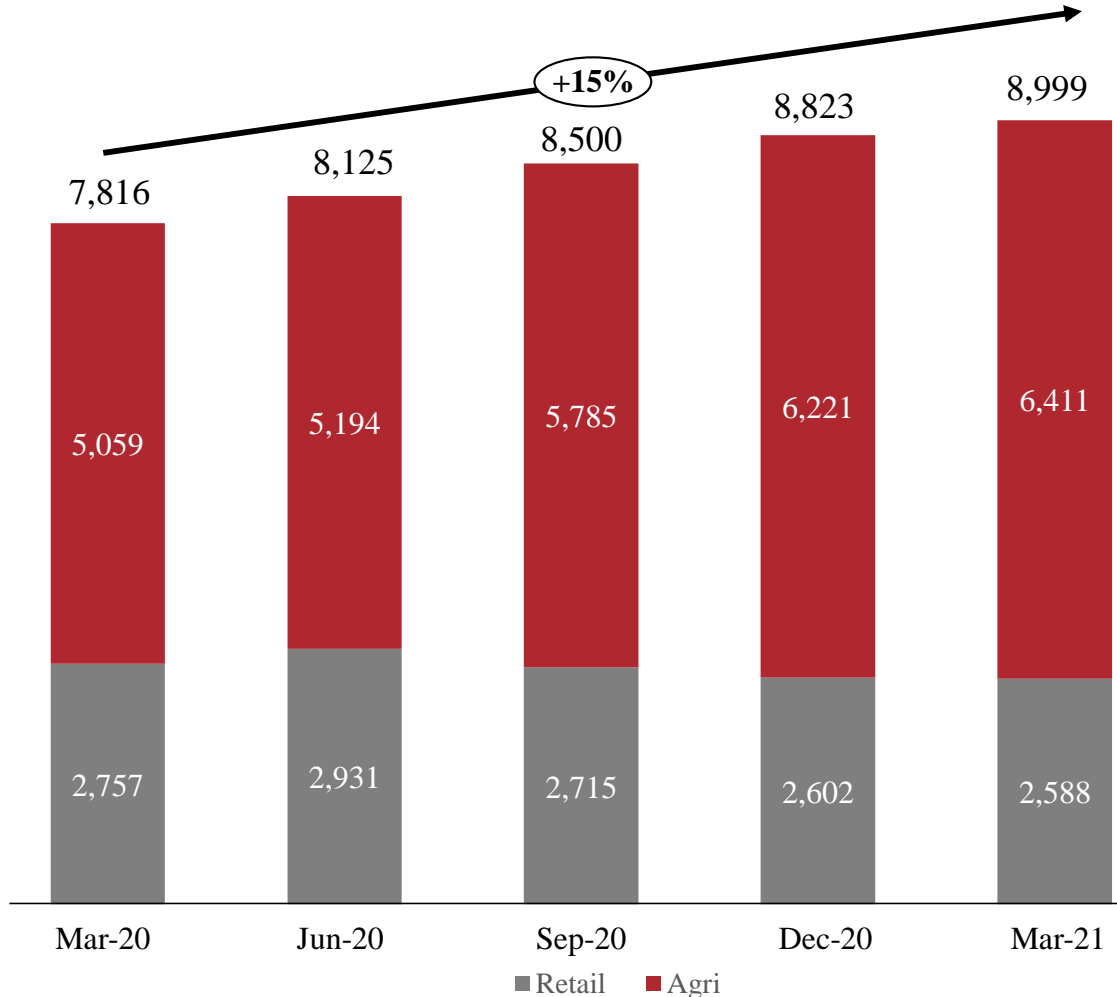


Loan Book Across Regions

	Mar-20	Dec-20	Mar-21
Kerala	27,832	27,610	26,355
South Ex-Kerala	20,715	20,813	20,239
Rest of India	16,977	14,930	12,824
Total	65,524	63,353	59,418

Gaining traction in Gold loans...

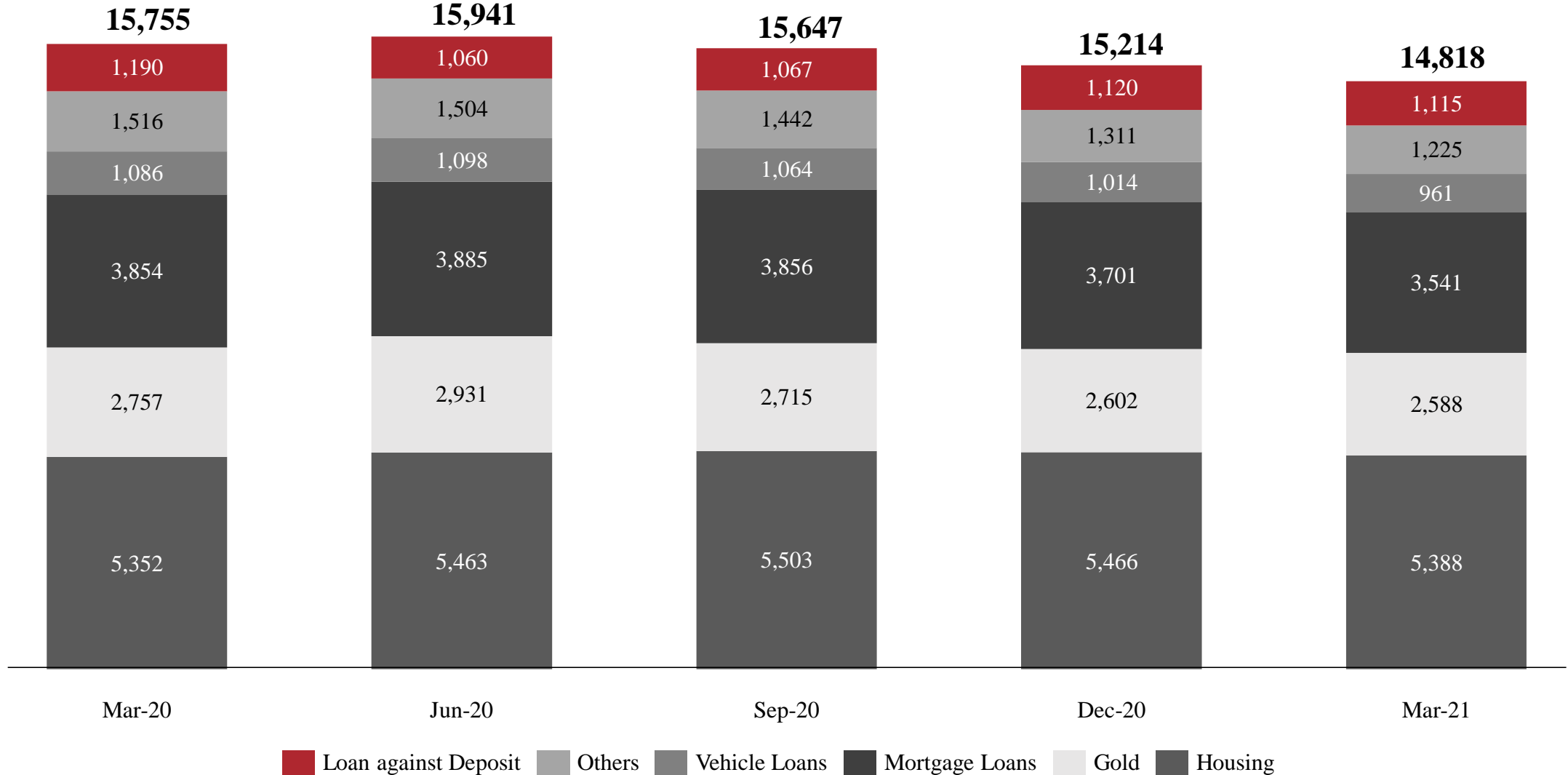
(Rs. in Crore)



- ✓ Excluding buyout, the YoY growth is 30%
- ✓ Launched two products to suit the market demand with better risk adjusted pricing
- ✓ LTV of 77%
- ✓ Separate Vertical Head for Gold business driven through distribution structure
- ✓ At advance stage of finalizing collaboration with few Fintechs to augment growth

Personal Segment Loans

Rs. in Crore

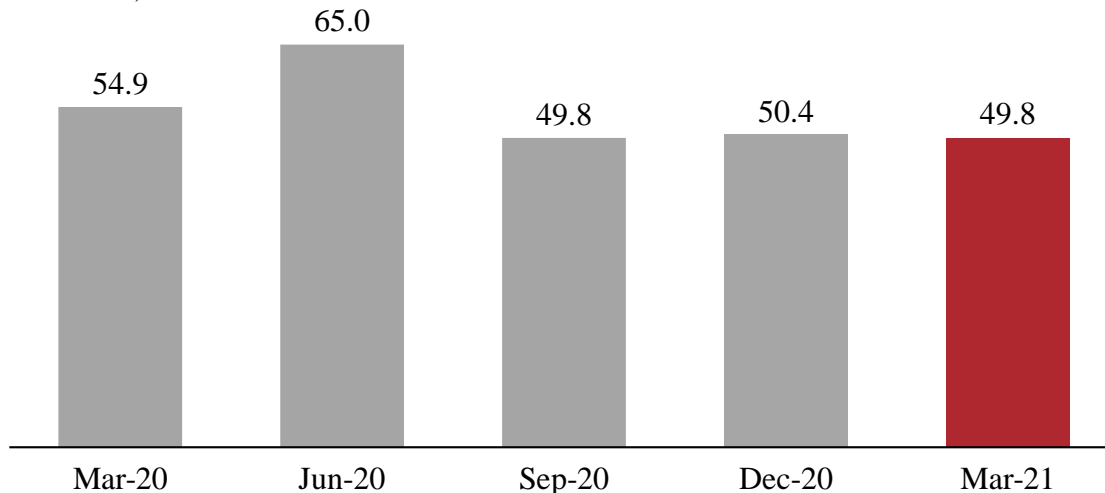


Business Loans (Less than Rs. 25 Crore exposure)

Rs. in Crore	Mar-20	Jun-20	Sep-20	Dec-20	Mar-21
MSME	15,928	15,889	15,840	15,812	15,084
Non-MSME	5,102	4,526	4,929	4,809	4,372
Total	21,030	20,415	20,769	20,621	19,456

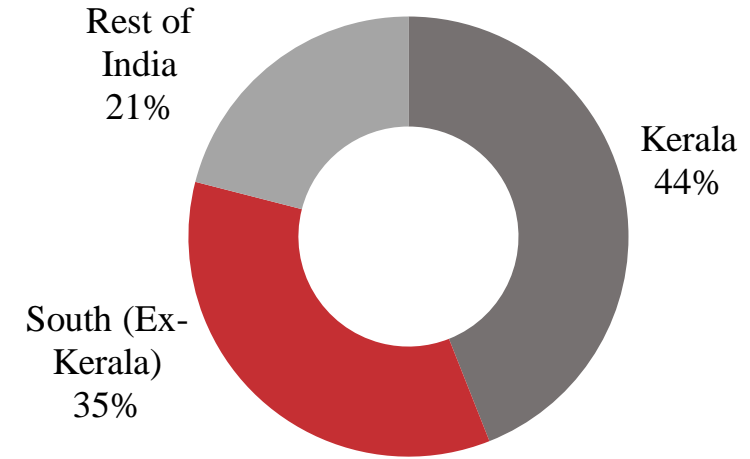
Average MSME Loan / Account

(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

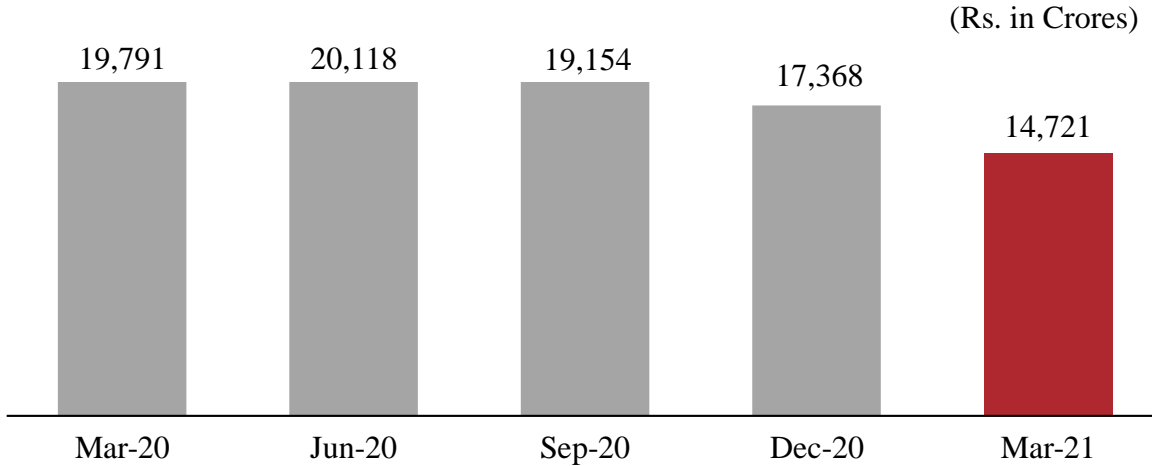
MSME Loan Book by Geography



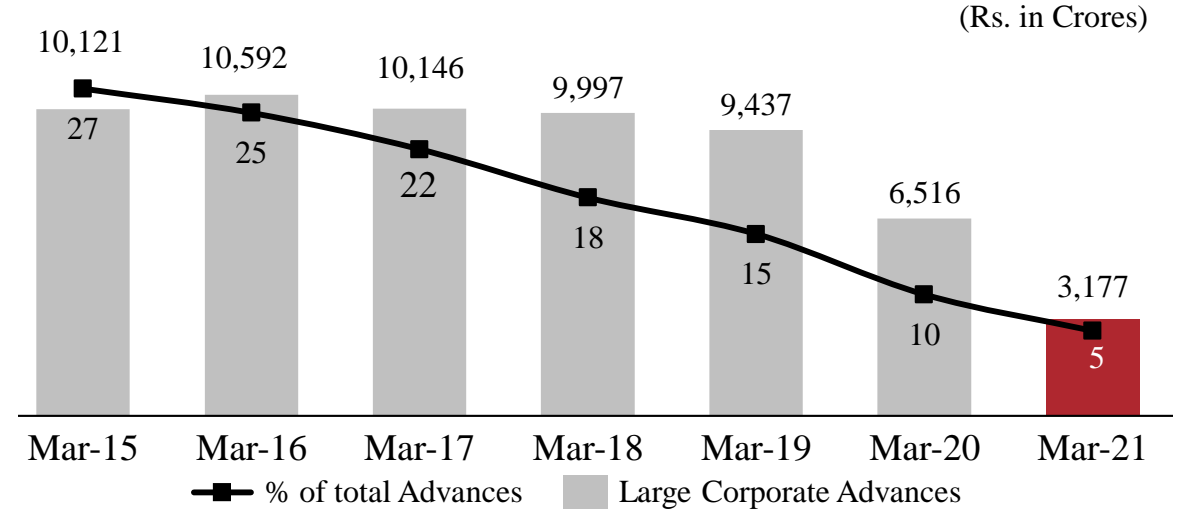
MSME strategy

- 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

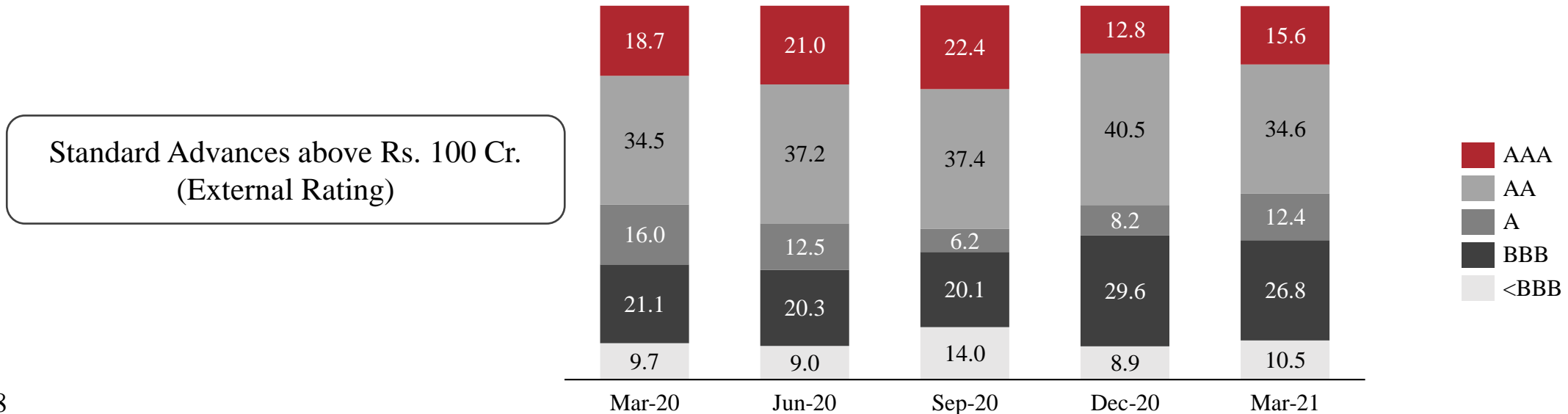
Corporate Loan Book



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



Rating Profile of Large Corporate Loan Book (in %)



Overall stress within guidance

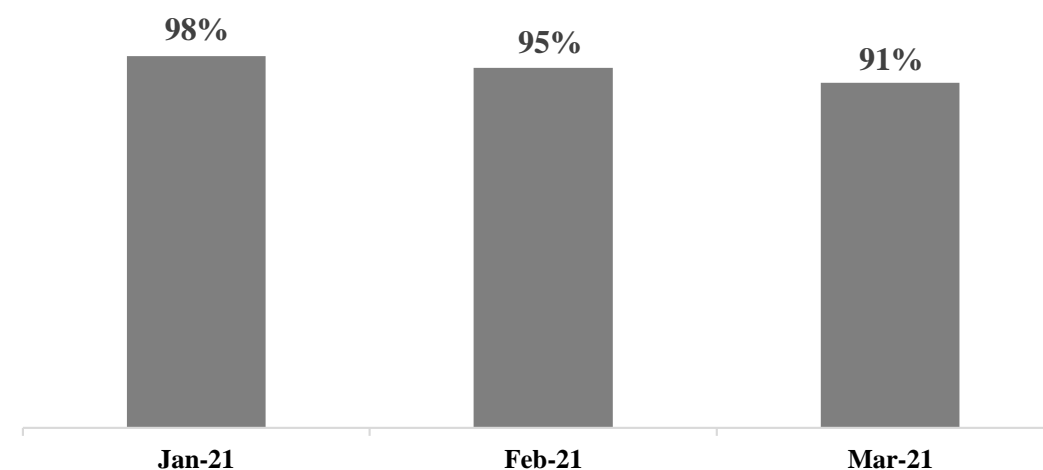
Rs. in Crore	H2-2021 Guidance	Q4-2021
Slippages	1,600	2,122 ¹
Restructuring	900	351
Total	2,500	2,473

- Includes Rs. 1,507 Cr which was declared as proforma NPA till Dec 2020.
Includes two corporate accounts with exposure of Rs. 205 Crore which were earlier considered under Restructuring, however slipped to NPA as Restructuring process is not completed. Both accounts are expected to be upgraded by Restructuring during Q1-2022

Segment wise proforma/reported NPA

Rs. in Crore	Proforma		Actual
	Q2-2021	Q3-2021	Q4-2021
Agriculture	7	73	188
Business Loans	36	515	912
Personal Segment	11	203	281
Corporate	74	716	741
Total	128	1,379	2,122

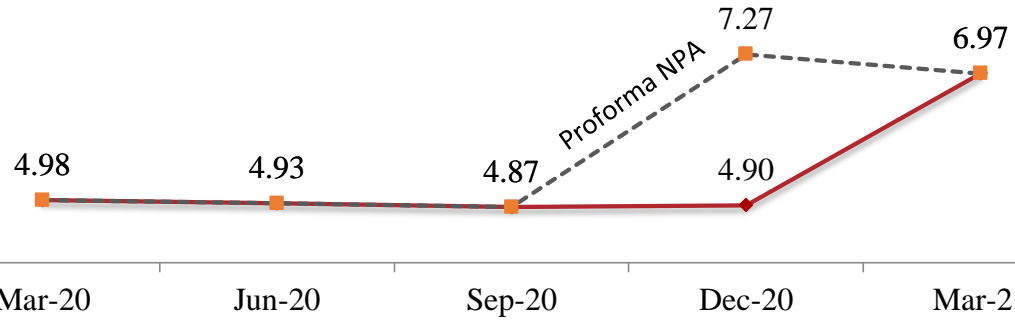
Collection efficiency



Non-Performing Assets

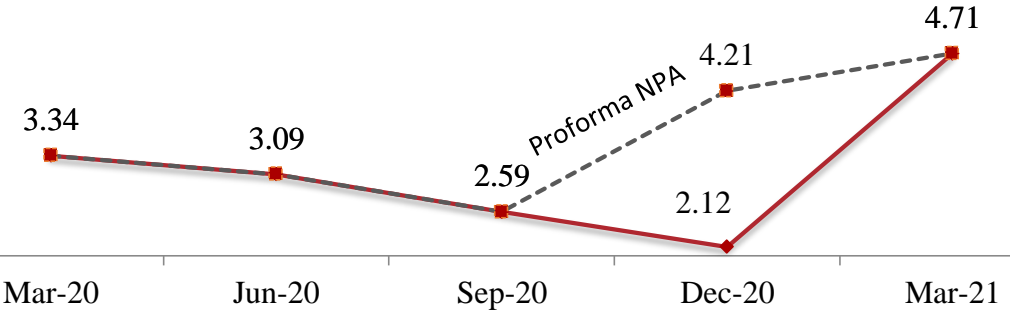
Gross NPA

In %



Net NPA

In %



Gross NPA Movement

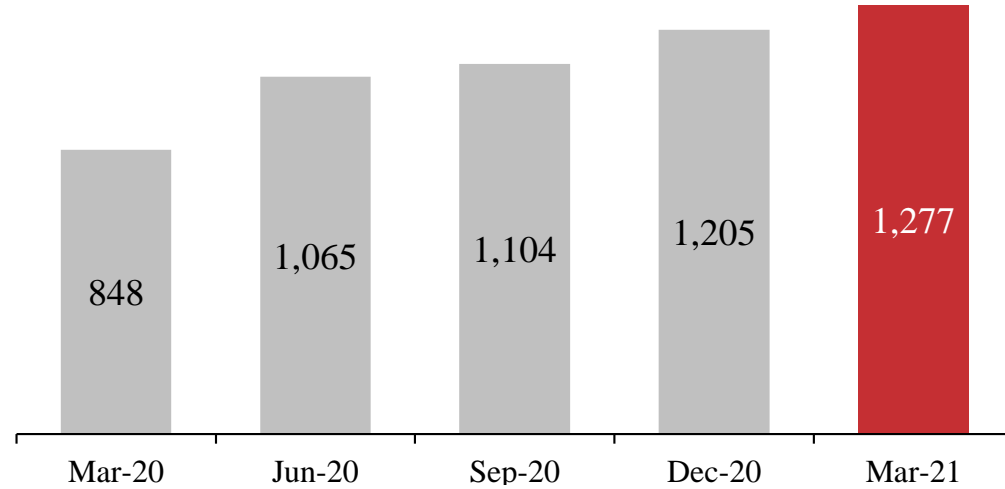
Rs. Cr.	Mar-20	Jun-20	Sep-20	Dec-20	Mar-21
Opening	3,244	3,262	3,245	3,182	3,103
Additions	332	161	52	5	2,123
Deductions	314	177	115	83	1,083
Closing	3,262	3,245	3,182	3,103	4,143

Net NPA Movement

Rs. Cr.	Mar-20	Jun-20	Sep-20	Dec-20	Mar-21
Opening	2,212	2,151	1,993	1,655	1,305
Additions	268	136	43	3	1,721
Deductions	329	294	380	354	292
Closing	2,151	1,993	1,655	1,305	2,735

Restructured Standard Advance

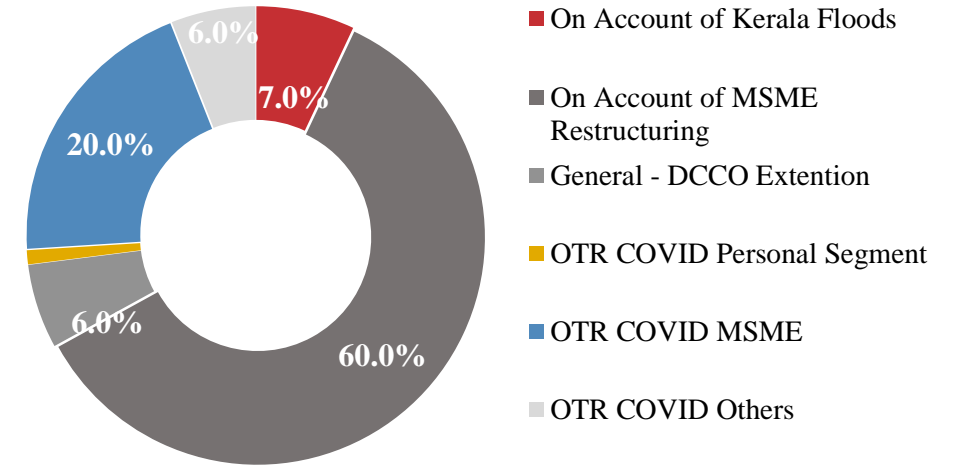
(Rs. in Crores)



Covid One Time Restructuring (OTR)

- OTR of Rs. 351 Crore as at March 2021; Business Loans Rs. 256 Cr, Corporate Rs. 77 Cr. & Personal Segment Rs. 18 Cr.
- Better than expected experience in terms of OTR request
- Expect to restructure about Rs. 575 – 600 Crores under Resolution Framework 2.0

Sector Break up



(Rs. in Crores)

Security Receipts Outstanding as on Mar 31, 2021

Book Value	Provision	NAV
1122.55*	634.09	488.46

*of which Rs.848 Crore pertains to a single pool and this pool now holds a provision coverage of 70%

Redemption of SRs to the extent of Rs.179 Crore during the quarter



Successfully raised Rs. 240 Cr of equity capital in March-2021 through Marquee Investors

S. N.	Shareholders	%
1	HDFC Life Insurance Company Ltd	4.23%
2	Kotak Mahindra Life Insurance Company Ltd	4.23%
3	SBI Life Insurance Company Ltd	4.23%
4	ICICI Lombard General Insurance Company Ltd	0.85%
	Total	13.52%

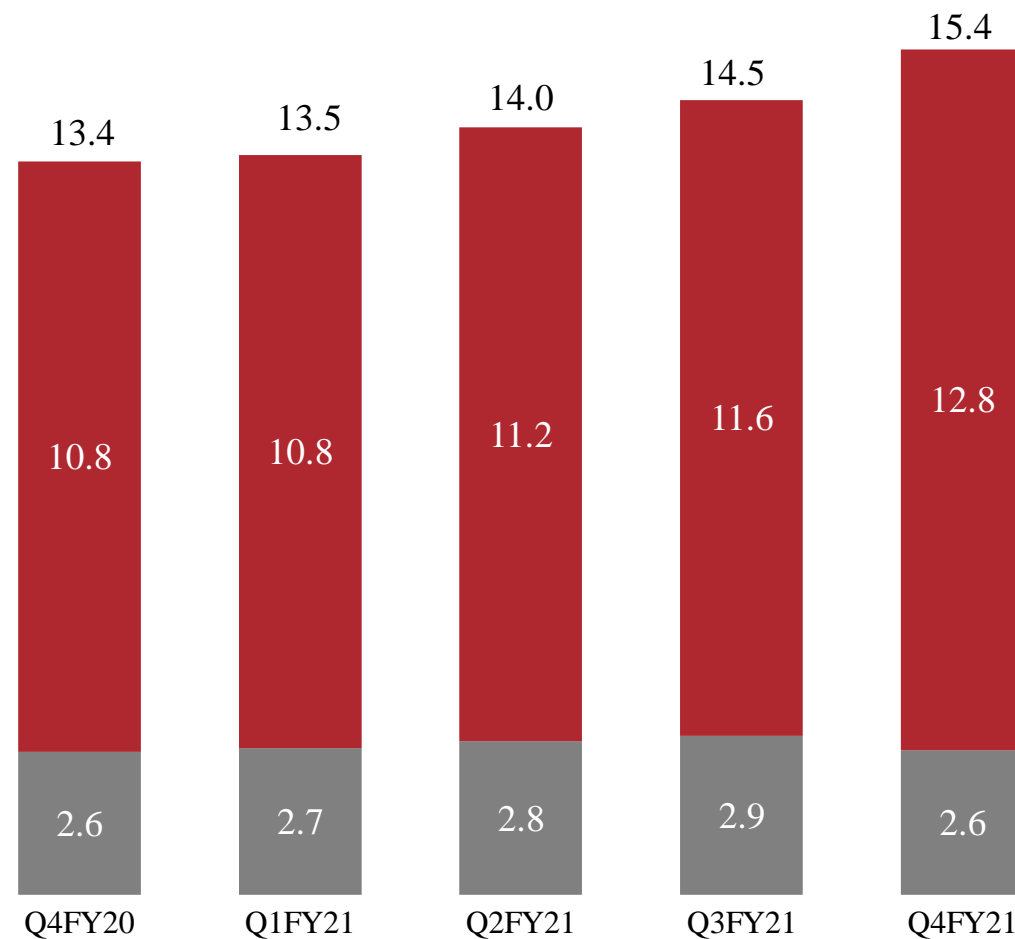
Endeavour to raise balance Rs. 510 Cr of equity capital by March 2022

Risk Weighted Assets

Rs. in Crore	Mar 31, 2021		Dec 31, 2020	
	Value	Ratio	Value	Ratio
Total Capital	7,273.3	15.42%	7,182.7	14.47%
- Tier I	6,030.53	12.79%	5,732.1	11.55%
- Of which CET1	5,530.5	11.73%	5,232.1	10.54%
- Tier II	1,242.8	2.63%	1,450.6	2.92%
Risk Weighted Assets	47,167.5		49,620.5	

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



■ Tier 1 ■ Tier 2

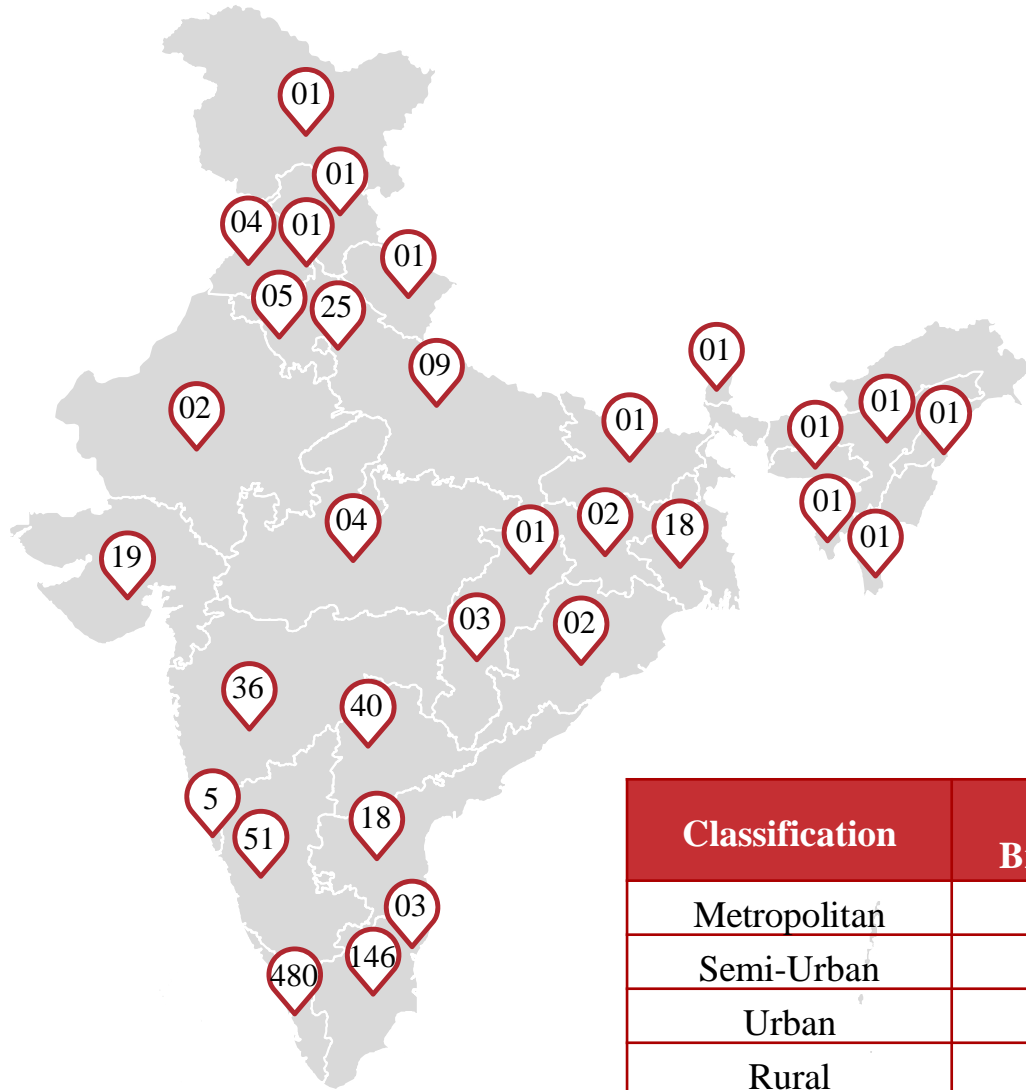
Investment Book as on Mar-21

Details	Rs. in Crore	Modified Duration
HTM	17,792	4.47
AFS	3,373	0.97
HFT	16	-
Total	21,180	4.19

SLR NON SLR

Rs. in Crore	Mar-20	Jun-20	Sep-20	Dec-20	Mar-21
SLR	18,956	18,326	19,828	20,821	18,951
NON-SLR	2,431	2,275	2,187	2,146	2,230
Total	21,387	20,601	22,015	22,967	21,180

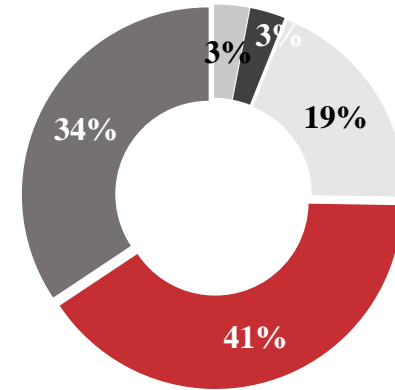
Wide network and young work force



Classification	No of Branches
Metropolitan	177
Semi-Urban	444
Urban	165
Rural	98
Total	884

Total Employees
 Q4 FY21: 7,815
 Q4 FY20: 7,998

Experienced Work Force



~55% of workforce are professionals

Average age of employees is ~32 years

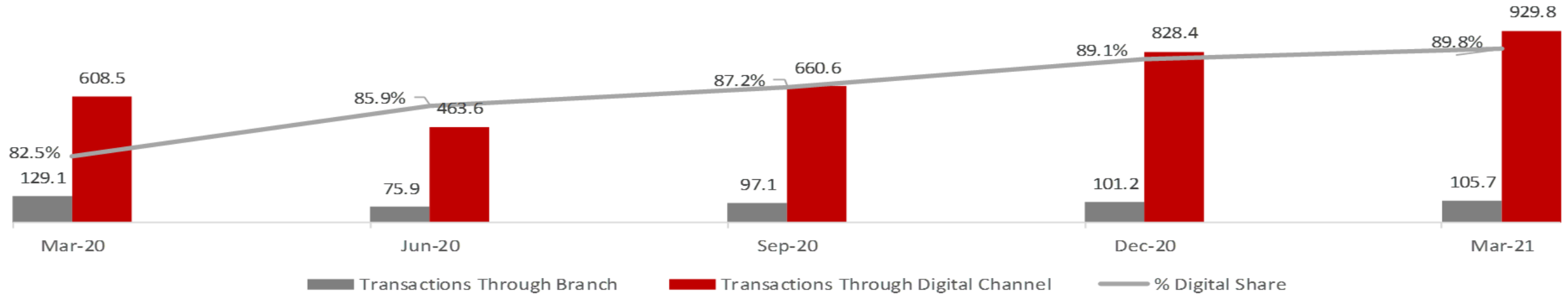
- < 1 Year
- 1-2 Years
- 2-5 Years
- 5-10 Years
- > 10 Years

Legacy Customer Base of 67 lakhs

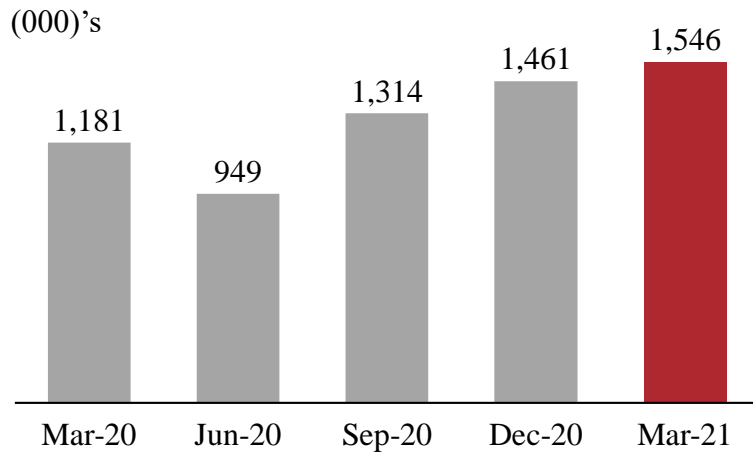
Branches	ATM
Q4 FY21: 884	Q4 FY21: 1,315
Q3 FY21: 877	Q3 FY21: 1,443

*Map for illustration purpose only

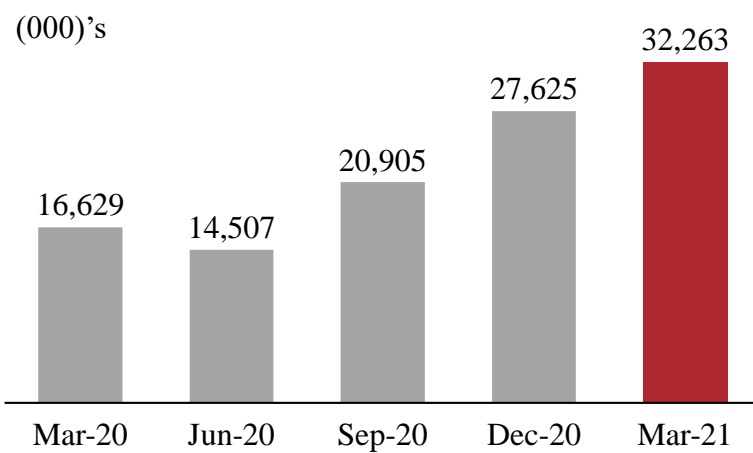
Digital vs Branch Transactions (In Lakhs)



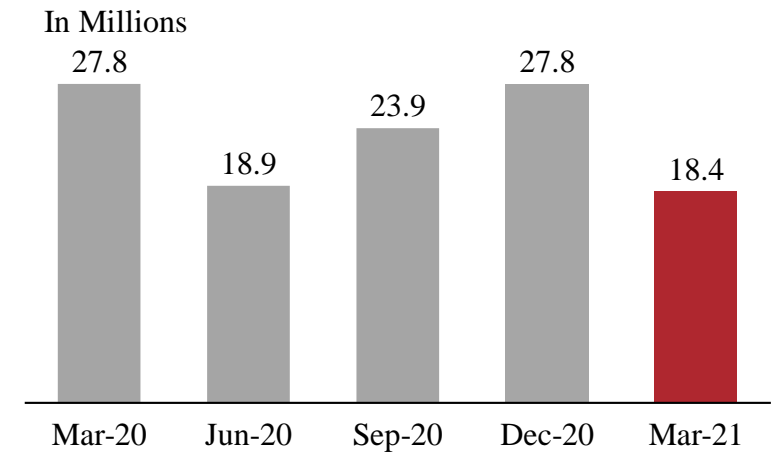
Internet Transaction Volume



Mobile Transaction Volume



Debit Card Transaction Volumes



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

PROFITABILITY through QUALITY CREDIT GROWTH

- ✓ Successfully raised Rs. 240 Cr of equity Capital in Q4-2021

- ✓ CRAR improved from 13.4% in FY20 to 15.4% in FY21

Capital

- ✓ Improved CASA from 25% in FY2020 to 29.7% in FY2021

- ✓ Calibrated share of bulk deposits from 13% at Mar 2020 to 6% at Mar 2021

Casa

- ✓ ATM rationalization initiative

- ✓ War on waste project

- ✓ Set up non-financial subsidiary for outsourcing

- ✓ Centralized payment system

Cost to Income

- ✓ Product and domain experts on boarded including Credit Head, Operations Head, HL Head, PL Head & BIU Head

- ✓ Training programs being developed across employee levels

Competency building

- ✓ Dedicated asset products desk at branches

- ✓ AI-enabled chatbots for customers

- ✓ Video KYC for account opening

- ✓ Digital onboarding and underwriting across all our asset products

Customer focus

- ✓ Compliance culture has been reinforce in all communications with employees

- ✓ Any new product / process changes or sanction needs to go through Compliance for adherence

Compliance



Data science team set up to strengthen analytics in the area of assets, liability & collection

SME underwriting model being developed in collaboration with foreign consultant

Integrated treasury system with enhanced features

Launching new CRM Next platform with customer 360⁰ view, AI capabilities etc.

Core and skill base training through online and classroom classes

9 core DNA anchors identified and communicated to all employees

Strong Management Team (1/2)



Mr. Murali Ramakrishnan, MD & CEO

- Post Graduate Diploma in Finance and Marketing from IIM Bangalore; Significant 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; over 32 years of experience

Mr. Thomas Joseph K, Head Business Group

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

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. Sanchay Kumar Sinha, Country Head - Retail Liability Banking

- 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. 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 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
- Associated with ICICI Bank for 25 years and had Headed Private Banking operations and International operations

Ms. Chithra H, Chief Financial Officer

- Bachelors Degree in Commerce; 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, Audit & Treasury Back office

Strong Management Team (2/2)



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. Nandakumar G, Head SME Business

- Associated with SIB for more than 25 years
- Vast experience across business functions like Credit monitoring and Credit sanctions & Branch Banking. Leading one of the profitable region of the Bank.

Ms. Biji S S, Head Corporate Business

- Associated with SIB for more than 25 years
- Managed relationship with mid and large corporate clients in various regions of the Bank. Successfully lead the largest region of the Bank.

Mr. Sony A, Head Technology & Digital Banking

- Certified Information Systems Auditor from ISACA, USA. Over 29 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

Mr. Neelakantan Pillai, Head Loan against Securities & IPO Funding

- Over 35 years in sales, operations & service delivery predominantly in the domain of capital market
- Expertise in covering different products such as LAS, IPO funding, Loan against gold, Demat and Salary OD in ICICI Bank. More than 20 years experience with ICICI Bank

Mr. Vinod G, Head Data Science

- More than 22 years of experience in Advanced Analytics, Management Information Systems (MIS), Business Intelligence, Financial Risk, and Enterprise Risk Management
- Associated with Tata Motor Finance for more than 9 years as Head – Risk & BIU and ICICI Bank for 6 years as Lead – Retail Loan & Analytics, BIU

Mr. Harshil Mehta, Head HL & LAP

- 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



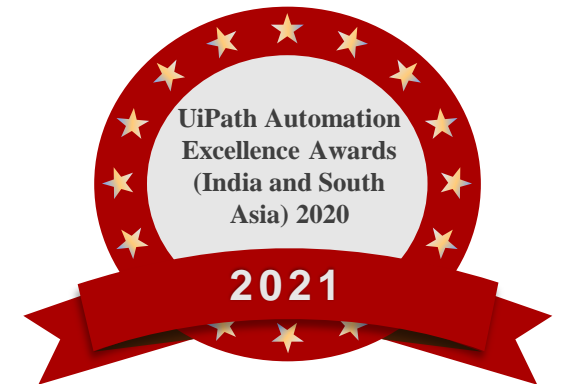
Digital Deposit in Private Sector Bank category.



Best Innovation in Banking Technology Awards



- Best Technology Bank of the Year
- Best Use of Data & Analytics for business outcome
- Best IT Risk Management & Cyber Security Initiatives
- Best Financial Inclusion initiatives



Excellence in Finance and Accounting Automation

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



Installation of dialysis machine in M/s. Maria Theresa Hospital, Kuzhikkattussery



Sponsoring Vehicle for the Palliative care unit of Thrikkakara Municipality



Assistance to construct a new building for accommodating the children of the mentally challenged inmates, in the newly purchased land of 1.75 acres.



For further information, please contact:

Company

The South Indian Bank Ltd.

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THANK YOU