

Investor Presentation

Dec-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: 16.63% business; Improving asset yield as bank builds fee income streams in addition to interest income

Quality

Higher asset quality; GNPA at 1.80%, NNPA 1.04%

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 presidents, 1 CGM and 8 GMs – 7 GMs life time bankers at the bank

Building for future

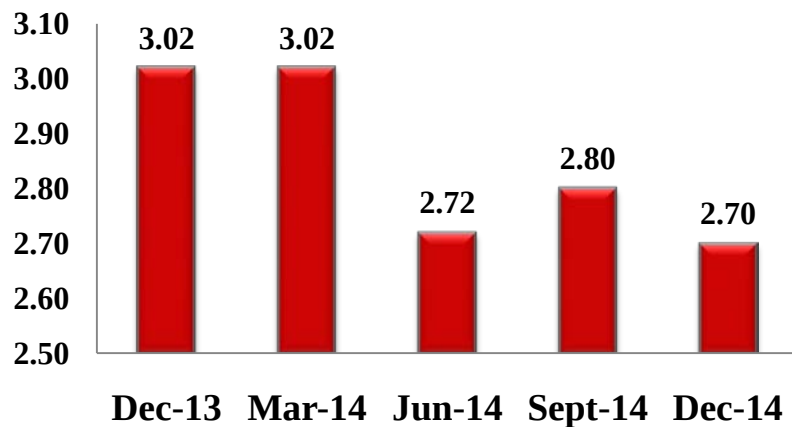
Young workforce (avg. age of 33 years) with continuity of management
2 CEOs in the last decade

RATING

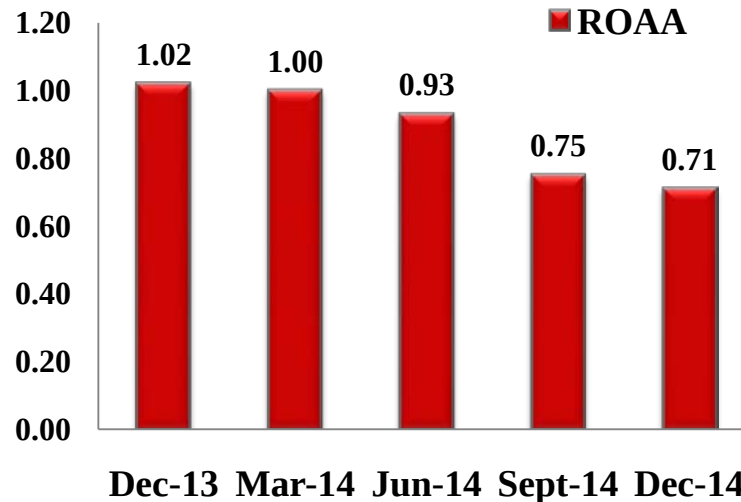
- **CARE A1+ for Certificate of deposit program by Credit Analysis & Research Ltd.**
- **CARE A+ for Lower Tier II Bond by Credit Analysis & Research Ltd.**
- **IND A+ for Lower Tier II Bond by India Ratings and Research Pvt. Ltd.**
- **CRISIL A1+ for Short-Term Fixed Deposit Programme by CRISIL Ltd.**

Significant Transformation Since December 2013

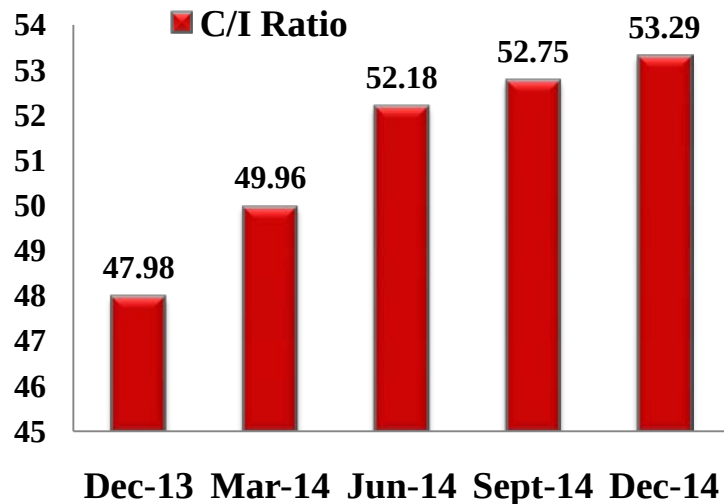
■ NIM



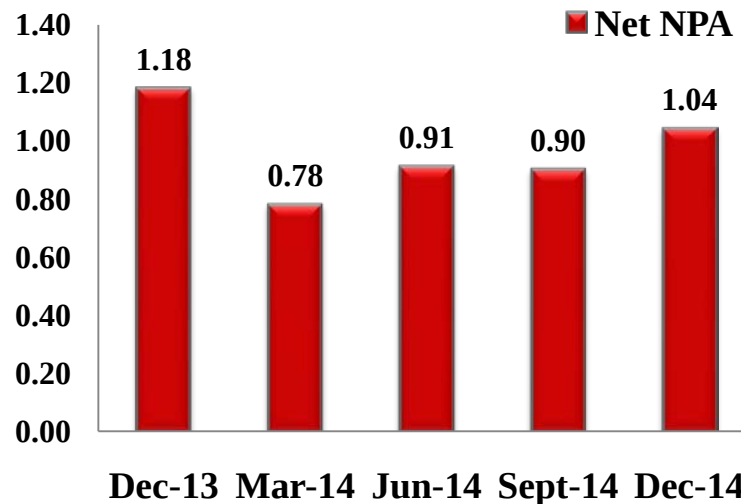
■ ROAA



■ C/I Ratio



■ Net NPA



Business performance

Financial Highlights – As on Dec. 2014

Balance Sheet Overview

Rs. In Crore

	Q3 FY 15	Q3 FY 14	Y-o-Y (%)	Q2 FY 15	Q-o-Q (%)
Capital & Liabilities					
Capital	135.01	134.22	0.60%	134.79	0.16%
Reserves & Surplus	3524.03	3238.52	8.82%	3432.54	2.67%
Deposits	48459.08	44645.16	8.54%	46693.45	3.78%
Borrowings	2208.61	1917.25	15.20%	2150.83	2.69%
Other Liabs. & Provisions	1250.73	1082.12	15.58%	1006.73	24.24%
Total	55577.46	51017.28	8.94%	53418.33	4.04%
Assets					
Cash & Balances with RBI	2102.05	2090.15	0.57%	2066.40	1.73%
Balances with Banks	1037.24	1014.29	2.26%	769.03	34.88%
Investments	14750.17	13423.10	9.89%	13968.10	5.60%
Advances	36393.83	33321.84	9.22%	35371.32	2.89%
Fixed Assets	464.85	405.25	14.71%	465.02	-0.04%
Other Assets	829.31	762.65	8.74%	778.46	6.53%
Total	55577.46	51017.28	8.94%	53418.33	4.04%
Business (Advances+Deposit)	84852.92	77967.00	8.83%	82064.77	3.40%

Result Review

Profit and Loss Account (Quarter Alone)

Rs. In Crore

	Q3 FY15	Q3 FY14	Y-o-Y (%)	Q2 FY15	Q-o-Q (%)
Net Interest Income	319.91	350.46	-9%	358.35	-11%
Other Income	160.34	84.62	89%	93.63	71%
Total Income	480.25	435.08	10%	451.98	6%
Operating Expenses	260.83	219.20	19%	241.06	8%
Operating Profit	219.42	215.88	2%	210.92	4%
Provisions (Other than tax) & Contingencies	85.97	2.02	4156%	95.71	-10%
Profit before Tax	133.45	213.86	-38%	115.21	16%
Provision for Tax	45.52	72.55	-37%	38.91	17%
Exceptional items	0	0	NA	0.00	NA
Profit after Tax	87.93	141.31	-38%	76.30	15%

Other Performance Highlights

Performance Highlights	Dec-13	Sep-14	Jun-14	Mar-14	Dec-14
CRAR Basel II (%)	12.35%	12.35%	12.32%	12.53%	11.57%
RoAA (Annualised)	1.02%	0.75%	0.93%	1.00%	0.71%
NIM (%)	3.02%	2.80%	2.72%	3.02%	2.70%
Gross NPA (%)	1.66%	1.55%	1.50%	1.19%	1.80%
Net NPA (%)	1.18%	0.90%	0.91%	0.78%	1.04%
Provision Coverage	55.73%	62.91%	62.50%	62.71%	60.41%
CASA %	21.16%	22.09%	22.07%	20.69%	21.51%

Core & Non Core Deposit

Dec-14

38,888



32,118

Dec-13

Core Deposit

Dec-14

9,571



12,527

Dec-13

Non Core Deposit

Dec-14 (Rs. in Crore)

48,459



44,645

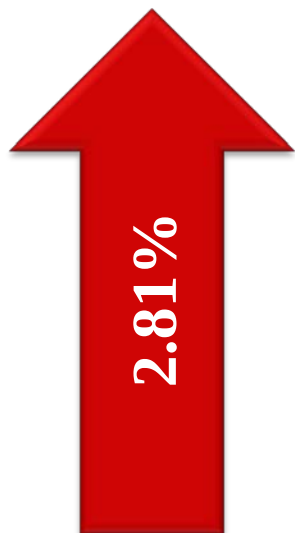
Dec-13

Total Deposit

CASA

Dec-14

1,826



1,776

Dec-13

Current Deposit

Dec-14

8,598



7,672

Dec-13

Savings Deposit

Dec-14 (Rs. in Crore)

10,424



9,448

Dec-13

Total CASA

NRI DEPOSIT

Dec-14

10,745



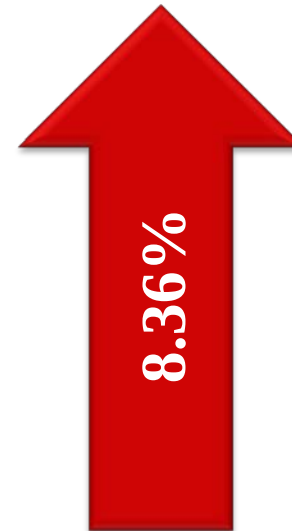
8,058

Dec-13

YOY

Dec-14

10,745



9,916

Sept-14

Q3 vs. Q2

(Rs. in Crore)

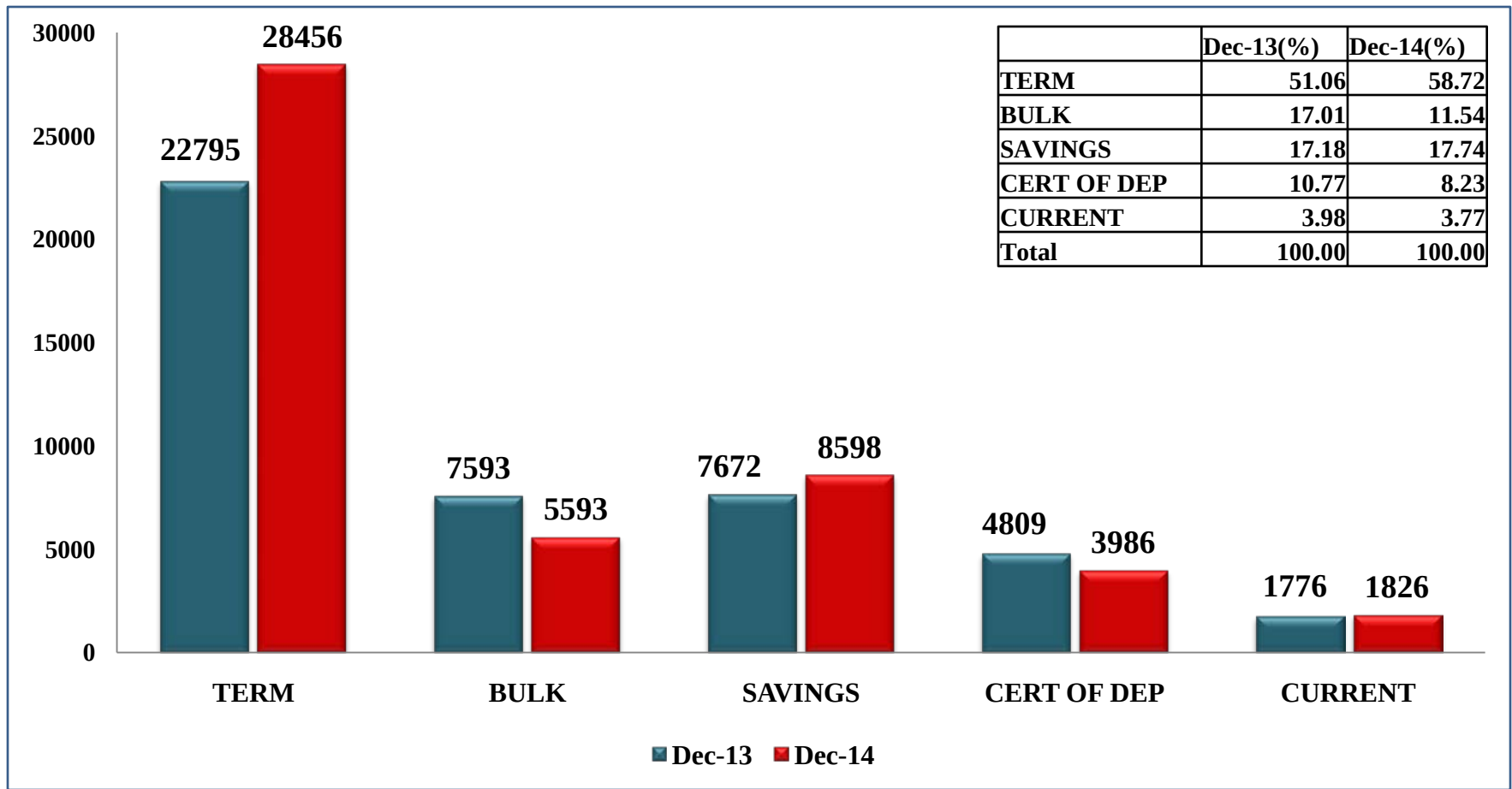
INVESTMENT SUMMARY

(Rs. in Crore)

Investments Break Up	Dec'14	Dec'13
(i) Government Securities	11,466.36	11,019.48
(ii) Other Approved Securities	0	0
(iii) Shares	189.15	183.48
(iv) Debentures and Bonds	564.86	613.54
(v) Subsidiaries and/or Joint Venues	0	0
(v) Others (Certificate of deposits, RIDF etc.)	2,529.80	1,606.60
Total	14,750.17	13,423.10
Yield on Investments	7.19	7.14

DEPOSITS BREAK UP (YoY)

(Rs. in Crore)



Composition of Other Income

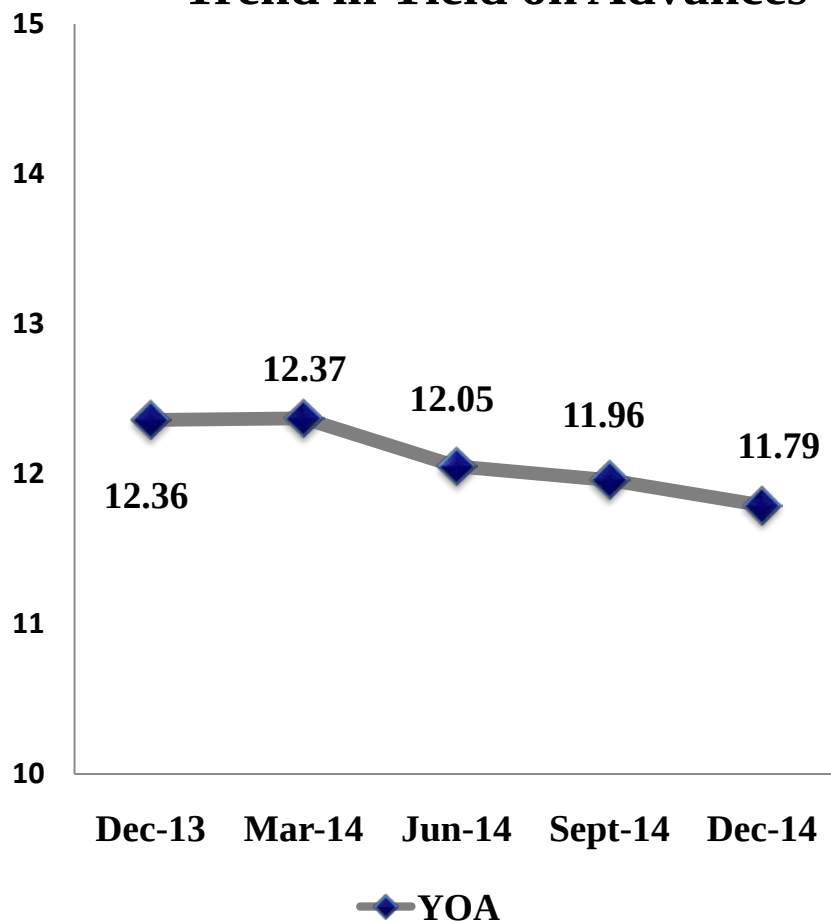
**Profit and Loss Account
(For the Quarter)**

Rs. In Crore

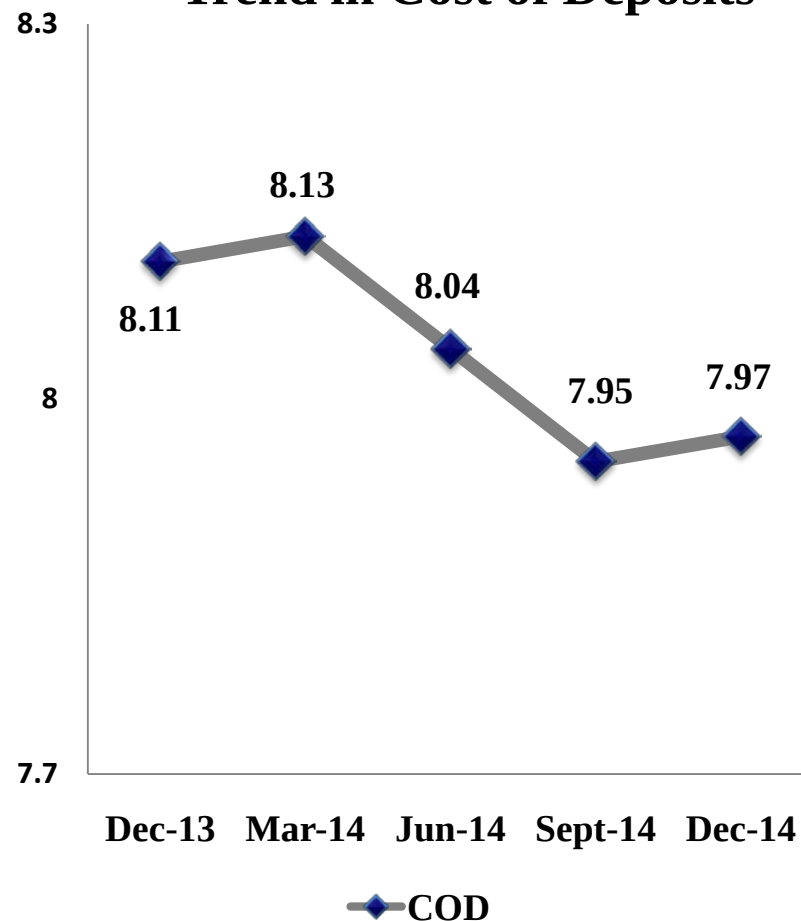
	Q3 FY15	Q3 FY14	Y-o-Y (%)	Q2 FY15	Q-o-Q (%)
Transaction related	43.2	42.9	0.76%	40.7	6.09%
Profit on sale of investment	78.4	4.3	1710.94%	12.1	548.33%
Technology related	21.9	18.6	17.84%	20.5	6.82%
FOREX	7.4	10.2	-27.06%	5.4	37.65%
IT refund	0.0	0.0	NA	9.0	NA
Amt w/o since recd	4.3	3.3	30.02%	0.4	980.03%
Others	4.9	3.6	34.98%	4.5	8.16%
Bullion	0.2	1.7	-88.63%	1.0	-80.34%
Total	160.3	84.6	89.49%	93.6	71.31%

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	Q3 FY 15	Q3 FY14	Q2 FY 15
For NPA & NPI	51.35	-10.72	25.46
For Depreciation on Investments	-3.46	-3.61	5.28
For standard assets	3.69	7.88	22.69
For Restructured advances /Sacrifies&FITL	30.39	8.62	39.67
For Unhedged Forex Exposure	3.54	0	2.91
Others	0.45	-0.14	-0.31
Taxes	45.53	72.55	38.91
Total Provisions and Contingencies	131.49	74.58	134.61

Rating-wise split up of Standard Advances (YoY)

Rs. In Crore

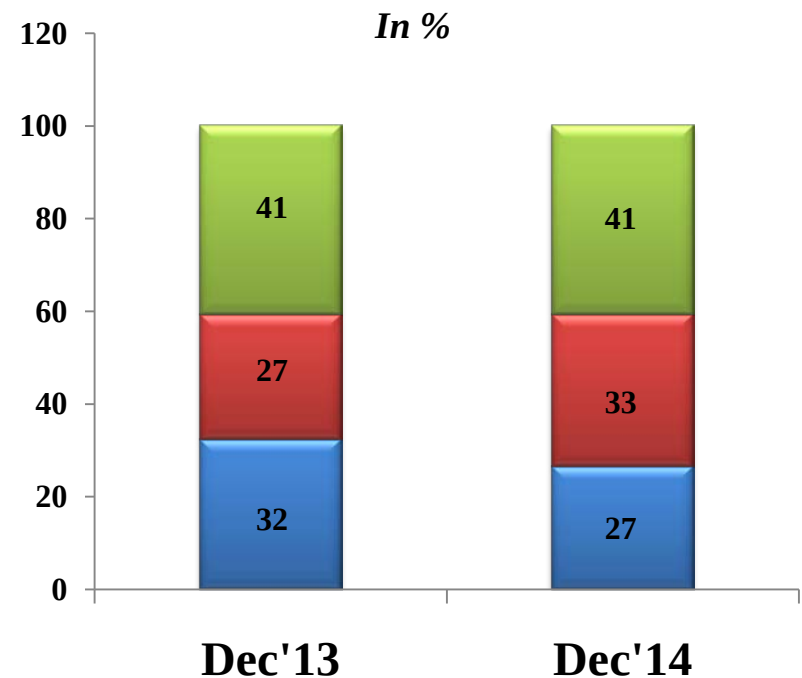
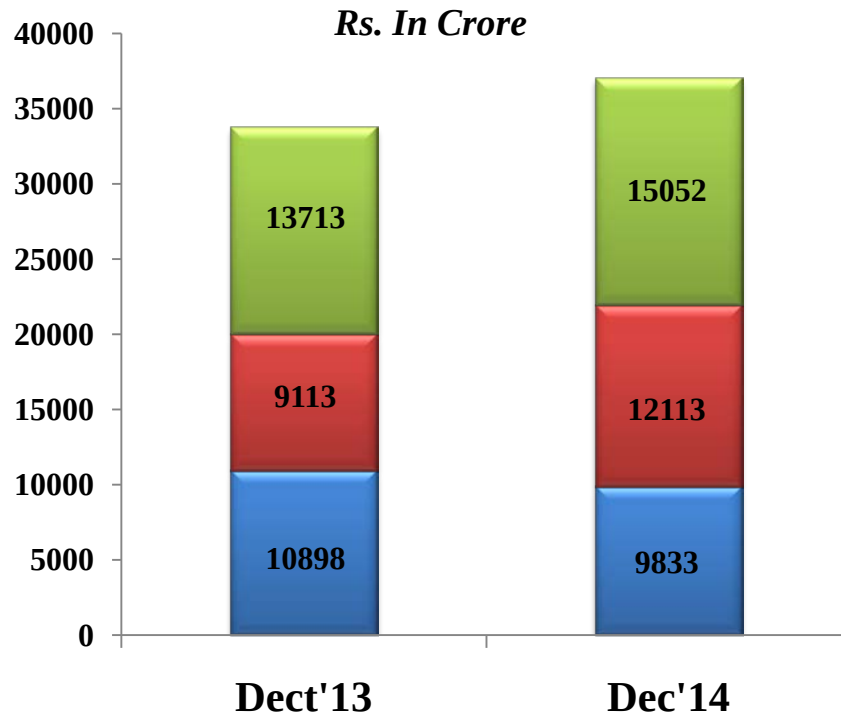
RATING	AS ON DATE	
	31/12/2014	31/12/2013
AAA / AA	43.95%	52.45%
A	29.47%	26.79%
BBB	9.47%	8.60%
< BBB	7.73%	3.84%
Unrated	9.38%	8.32%
Grand Total	100.00%	100.00%

Notes:

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

(2) NPA and Suit filed 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 (Dec. 2014)

Rs. In Crore

SL NO	ADVANCE TOTAL	31.12.13	31.12.14
I	AGRICULTURE AND MSME	9113	12113
II	RETAIL	10898	9833
III	CORPORATE	13713	15052
IV	GROSS ADVANCE (I+II+III)	33724	36998

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

SL NO	AGRICULTURE AND MSME - BREAK UP	31.12.13	31.12.14
I	AGRICULTURE GENERAL LOANS	1408	2231
II	AGRICULTURE GOLD LOANS	1083	1508
III	MSE GENERAL LOANS	4729	6495
IV	MSE GOLD LOANS	1104	782
V	MEDIUM ENTERPRISES GENERAL LOANS	789	1097
VI	MEDIUM ENTERPRISES GOLD LOANS	0	0
	TOTAL	9113	12113

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

Rs. In Crore

SL NO	RETAIL - BREAK UP	31.12.13	31.12.14
I	GOLD LOAN	4231	2857
II	FSL -DEP/LIC/KVP	728	847
III	HOUSING LOAN	1456	1915
IV	AUTO LOANS	219	307
V	EDUCATION LOANS	237	258
VI	PERSONAL LOANS AND CONSUMER CREDIT	169	238
VII	OTHERS REGULATORY RETAIL LOANS	3858	3411
	TOTAL	10898	9833

SL NO	CORPORATE -BREAK UP	31.12.13	31.12.14
I	FOOD CREDIT	703	691
II	INFRASTRUCTURE	5078	4760
III	TEXTILE MANUFACTURING	279	401
IV	BASIC METAL & METAL PRODUCTS MANU	1260	1214
V	OTHER MANUFACTURING (UNDER REGULATORY CORPORATE)	2555	3345
VI	NBFC/SFC/MFI/HFI/OTHER ON LENDING INSTITUTIONS	2354	2976
VII	TRADERS (RETAIL & WHOLE SALE) UNDER CORPORATES	406	315
VIII	OTHER SERVICE SECTOR (UNDER CORPORATE)	1079	1350
	TOTAL	13713	15052

Restructured Data

Rs. In Crore

No	Book Balance	31.12.13	31.03.14	30.06.14	30.09.14	31.12.14
1	Restructured Standard Advance	1156	1413	1401	1748	1763
2	Restructured NPA	85	92	123	131	175
3	Total Restructured Asset (01 + 02)	1241	1505	1524	1879	1938

Movement in Restructured Accounts - June to Dec Quarter	June-14	September-14	December-14
Particulars	Balance	Balance	Balance
Opening	1505	1524	1879
Fresh Additions	96	323	8
Increase in balance under existing Restructured Account	26	41	53
Upgradation to Standard Category	-39	0	0
Closure including Write Off	-58	0	0
Decrease in Restructured Account balance	-5	-9	-2
Closing	1524	1879	1938

Sector Wise Details of Standard Restructured Advances As on 31.12.14

No	Sector	Amount	% to Total Restructured
I	Agriculture	5	0.29
II	Industry & Infrastructure	1730	98.16
	Of which		
IIa	Infra Power	857	48.63
IIb	Construction EPC	459	26.03
IIc	Textiles	93	5.29
IId	Iron & Steel & Basic Metals	67	3.77
IIe	Drugs & Pharma	115	6.53
IIf	Ship Building Industry (Manuf.)	90	5.12
IIg	Gold Jewellery Manufacturing	49	2.79
III	Service	27	1.54
	of Which		
IIIa	Traders	18	1.00
IIIb	Social & Commercial structures (Hotel, Hospital, Educational Institutions)	10	0.54
IV	Retail	0	0.00
I + II + III + IV	Total Standard Restructured Advances	1763	100.00
	% of Standard Restructured Advances to Total Advance	4.76%	

MOVEMENT OF NPA

Rs. In Crore

GNPA Movement

Particulars	Amount
Opening Balance 1.Oct.14	553.18
Additions during the quarter	163.98
Deductions	55.89
Closing Balance 31.Dec.14	661.27

NNPA Movement

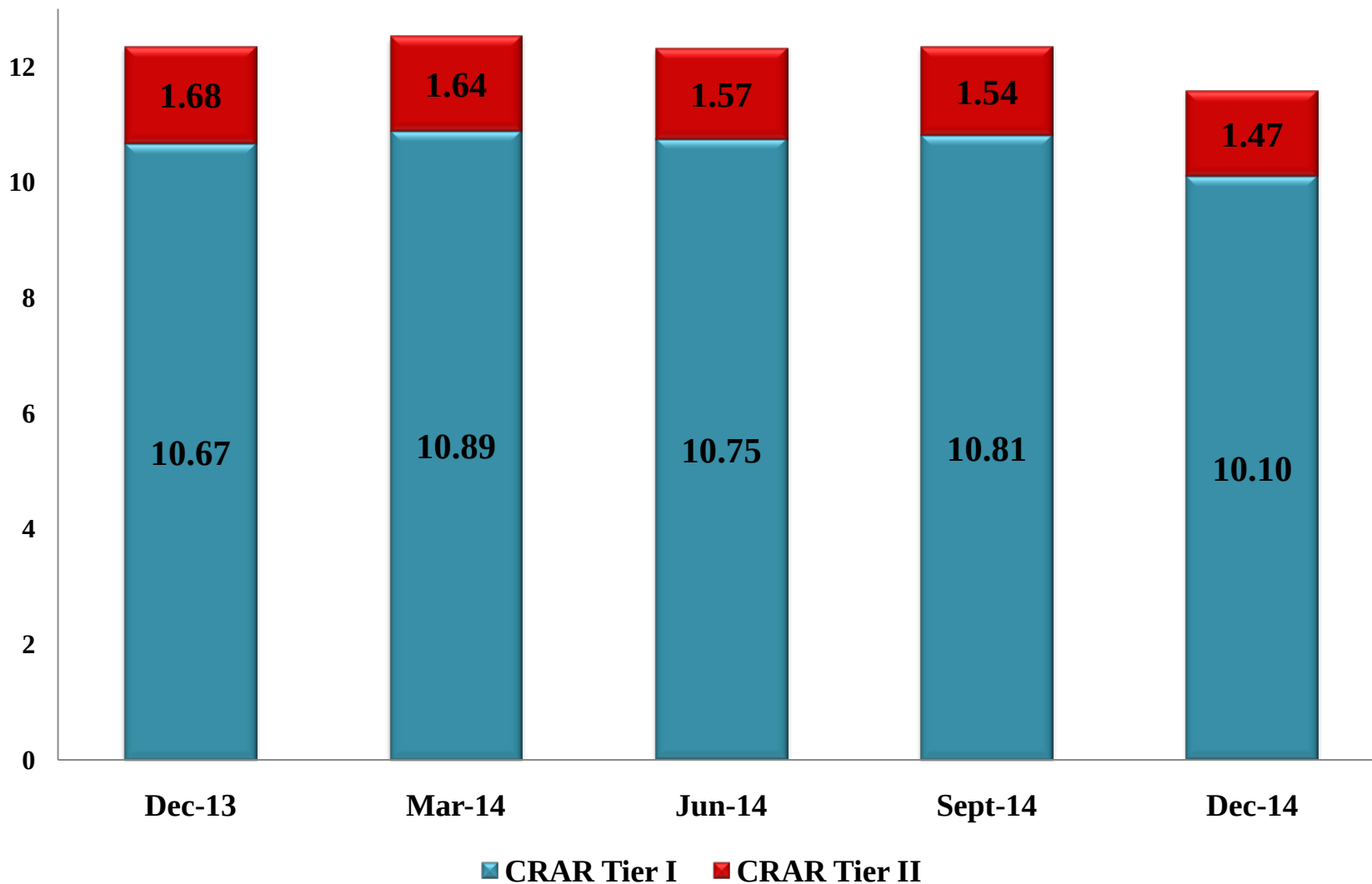
Particulars	Amount
Opening Balance 1.Oct.14	318.43
Additions during the quarter	116.96
Deductions	55.84
Closing Balance 31.Dec.14	379.56

MOVEMENT OF NPA PROVISION

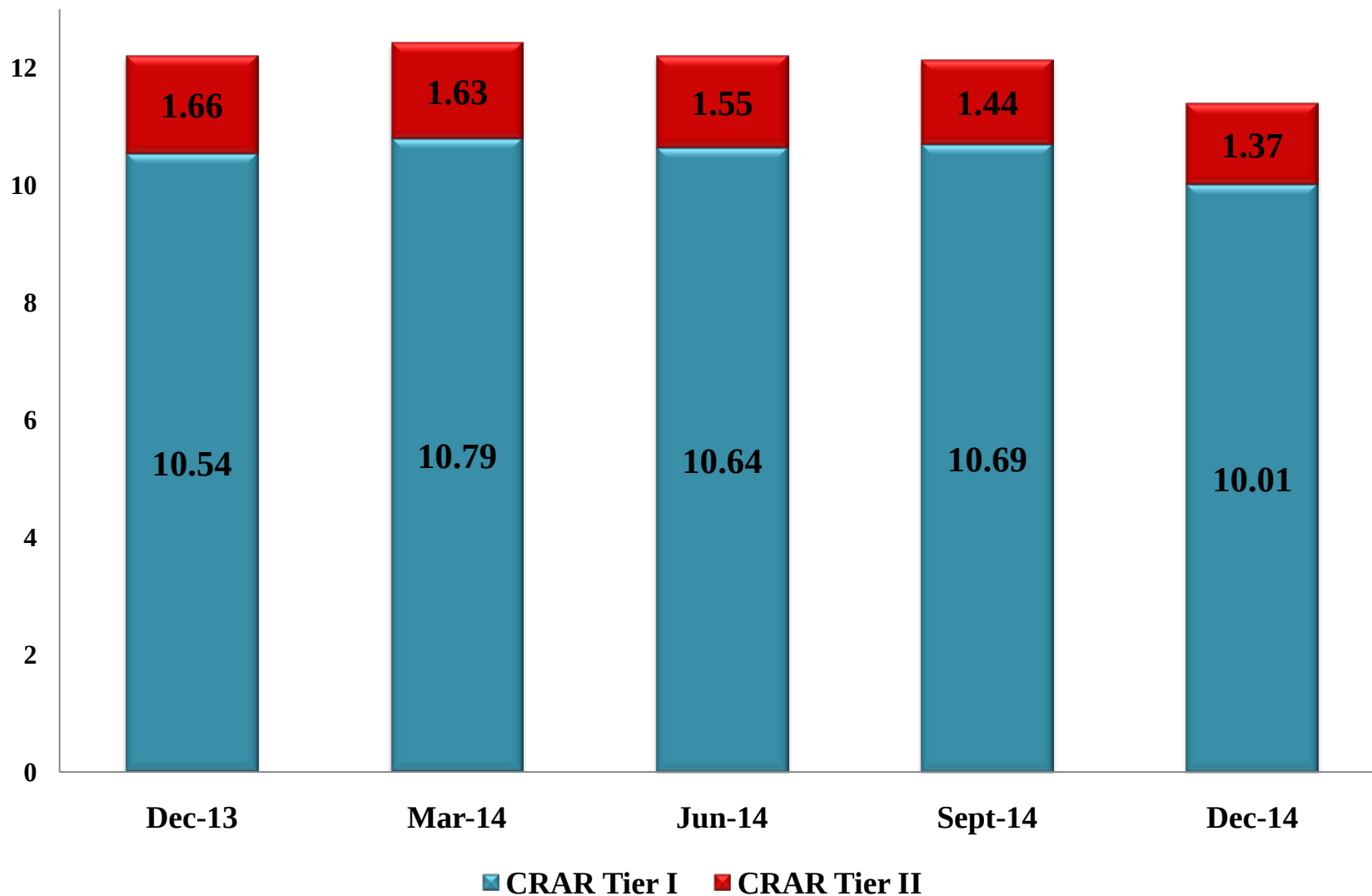
Rs. In Crore

Particulars	Amount
Opening Balance 1.Oct.14	207.44
Additions during the quarter	58.97
Deductions	12.92
Closing Balance 31.Dec.14	253.49

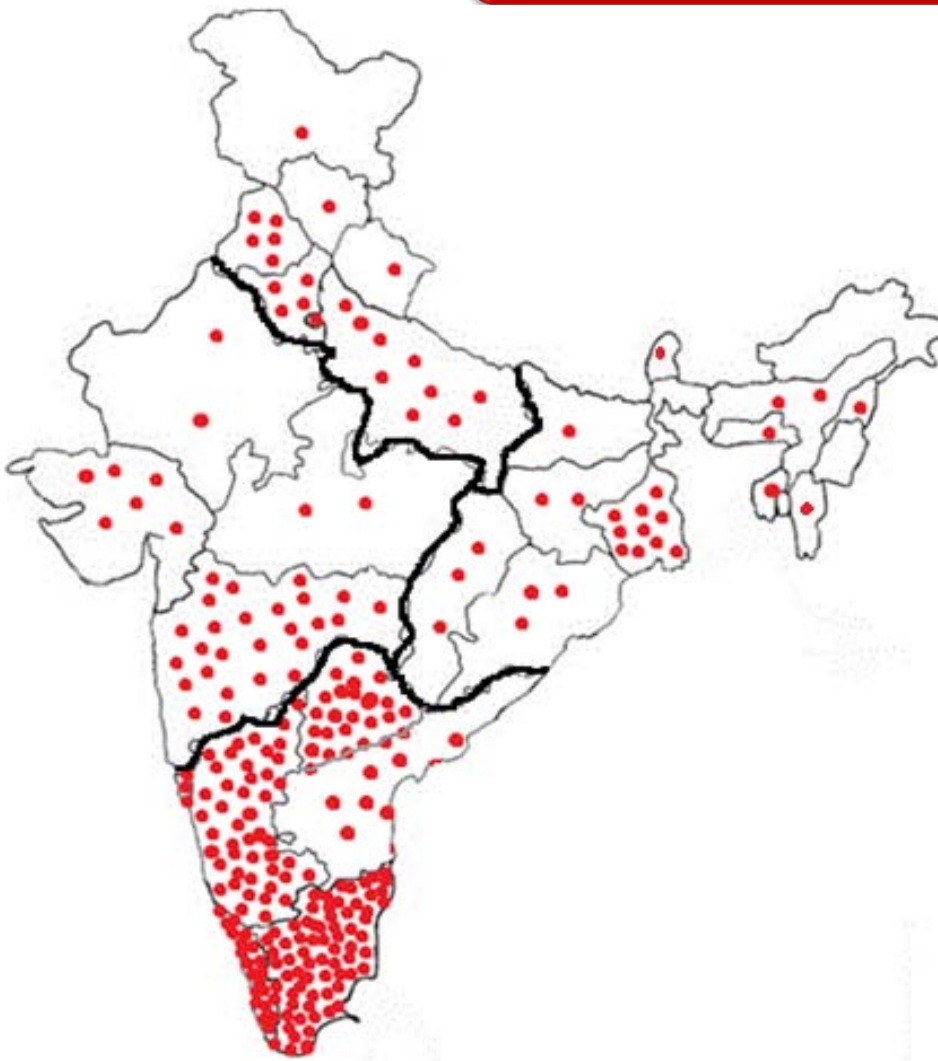
CRAR (BASEL II)



CRAR (BASEL III)



Branch Network



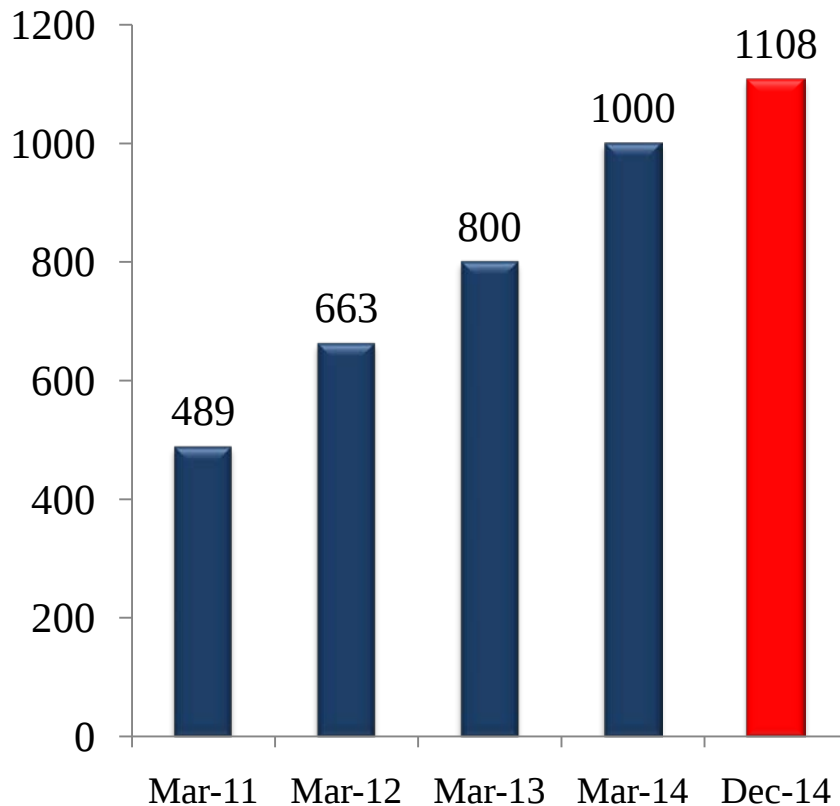
	No. of Branches
North	49
South	674
East	28
West	59
Total	810

Branch Network Distribution

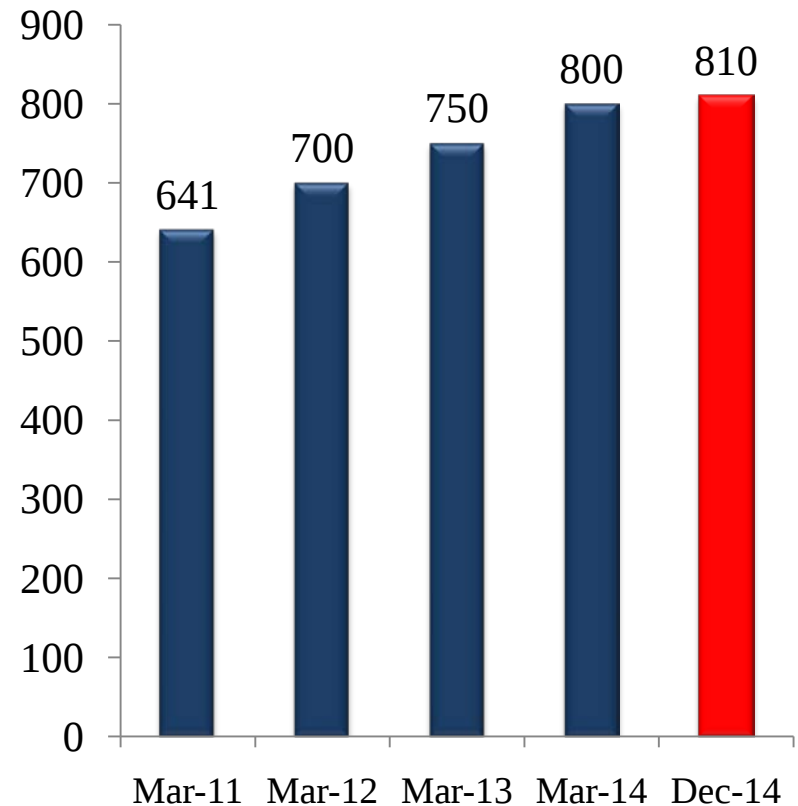
State	No. of Branches	State	No. of Branches
Andhra Pradesh	9	Maharashtra	32
Assam	2	Meghalaya	1
Bihar	1	Mizoram	1
Chandigarh	1	Nagaland	1
Chattisgarh	3	Orissa	2
Delhi	24	Pondicherry	2
Goa	5	Punjab	4
Gujarat	18	Rajasthan	2
Haryana	4	Sikkim	1
Himachal Pradesh	1	Tamil Nadu	139
Jammu & Kashmir	1	Telangana	40
Jharkhand	2	Tripura	1
Karnataka	43	Uttar Pradesh	9
Kerala	441	Uttaranchal	1
Madhya Pradesh	2	West Bengal	17

Strong Retail Franchise

Total ATM Network



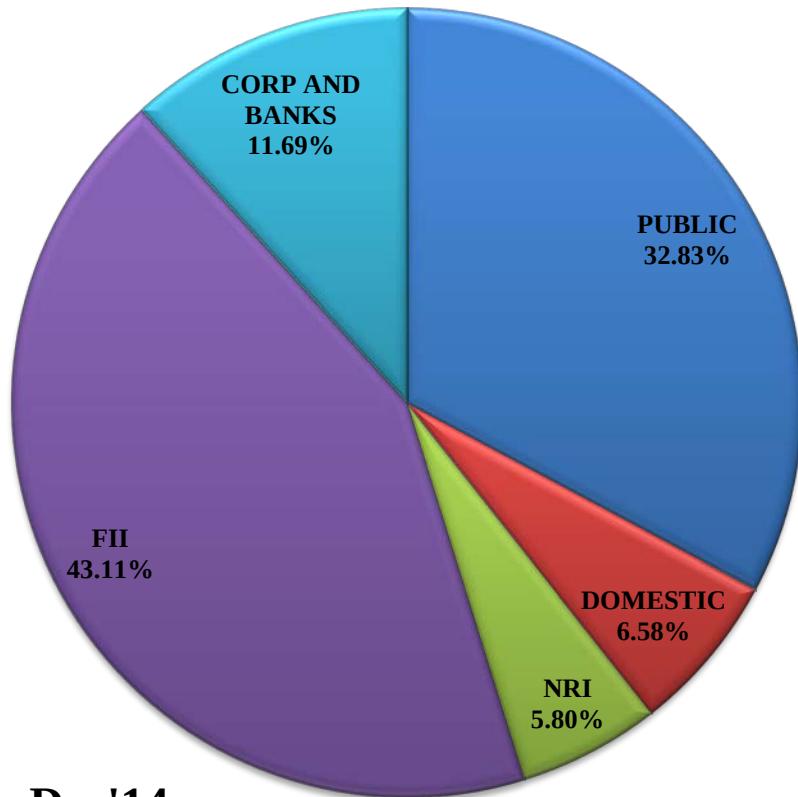
Total Branch Network



ATM : Branch ratio above 1.0x

Ownership Profile

Major Institutional Shareholders (%)



Dec'14

SL	NAME OF THE SHAREHOLDER/ BO	
		%
1	FIRST CARLYLE VENTURES MAURITIUS	4.93
2	LIFE INSURANCE CORPORATION OF INDIA	4.42
3	INDIA CAPITAL FUND LIMITED	4.36
4	CX SECURITIES LIMITED	3.32
5	GKFF VENTURES	3.21
6	MULTIPLES PRIVATE EQUITY FII I	2.67
7	DEUTSCHE SECURITIES MAURITIUS LIMITED	2.62
8	IVA INTERNATIONAL FUND	2.20
9	THE PABRAI INVESTMENT FUND IV, LP	2.04
10	IFCI LTD	1.87

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

South Indian Bank wins Banking Frontiers Inspiring Work Places Award



SIB WINS BANKING FRONTIERS INSPIRING WORK PLACES AWARD