



Quarterly Results Q3FY19

Analyst Presentation

01.02.2019

Safe Harbor

Certain statements in these slides are forward-looking statements. These statements are based on Management's current expectations and are subject to uncertainty and changes in circumstances. Actual outcomes may differ materially from those included in these statements due to a variety of factors.

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Subsidiaries, Group Financials & Balance Sheet

Performance Highlights (1/2)

Credit Growth (Domestic YoY)

Robust credit off-take across retail & high rated corporates



	In %
FY18	4.81
Q2FY19	11.11
Q3FY19	15.65

NIM (Domestic)

Higher credit growth, better spreads and lower slippages leading to improved NIM



	In %
FY18	2.67
Q2FY19	2.80
Q3FY19	2.97

Slippage

Corporate Slippages contained; Retail Slippages are also lower



	Slippages (In Rs. Crs)	Slippage Ratio (%)
FY18	94,781	4.85
Q2FY19	10,725	2.16
Q3FY19	4,523	0.87

NPA & PCR

Sustained Improvement in Asset Quality; PCR is higher by 871 bps YOY



In %	Net NPA	PCR	PCR (Without AUCA)
FY18	5.73	66.17	50.38
Q2FY19	4.84	70.74	53.95
Q3FY19	3.95	74.63	56.89

Net Profit

Focus on Credit Growth, Risk Adjusted Pricing & Asset Quality leading to growth in profit.



	In Rs. Crs
FY18	-6,547
Q2FY19	945
Q3FY19	3,955

Performance Highlights (2/2)

- Corporate Credit growth at 20.67% YoY; Retail Per Segment loan growth at 17.57%
- CD Ratio at 68.67%; LCR at 140.85% to sustain further credit growth
- NII growth at 21.42% YoY; driven by robust credit growth, lower slippages and lower funding cost
- Strength of our liability franchise, a key long term value driver (Low Cost of Deposits: 5.09%)
- Overheads contained at 6.27% growth YoY
- Digital leadership; YONO, an entirely new digital eco-system and distribution channel is emerging
- Share of Alternate Channel transactions over 87%

SBI: Leadership position in the Indian Banking System

As on Dec 2018

1 Global League

1. Ranked 53rd among the top Banks globally in terms of assets
2. Commercial entity with the highest operating profit in India (FY 18)
3. Second largest footprint globally – over 1.38 lakh touch points
4. Serving ~431.5 mn customers

1. Strong Retail Liability franchise- CASA ratio at 45.23%
2. Market leader in Per-segment loans – portfolio size Rs. 6.13 tn
3. Home loans and Auto loans market share around 34% each
4. Market share in Deposits & Advances at 23% & 20% respectively

Retail Leadership 2

3 Technology

1. YONO – leading omni-channel offering; several awards won
2. Digital leadership- ranked 25th (1st in India) among top 100 Global digital banks (Source: digitalscouting.de)
3. Robust IT infrastructure – capable of handling more than 215 mio transactions in a day.

1. **SBI Life** - #2 private life insurer; **SBI Card** - #2 Credit Card franchise; **SBI Funds** - #3 in AUM
2. Dominant presence in Capital Markets, Gen. Insurance and other financial services
3. **SBIPSPL: JV** with Hitachi formed for Merchant Acquiring Business; Valued at **Rs.~6k Crs**
4. Potential to further unlock value in subsidiaries

Group Synergy

4

Financial Performance

Financials – At a Glance

Rs. in Crores

	Quarter ended			Nine Months Ended		Growth (%)		
	Q3FY19	Q2FY19	Q3FY18	9MFY19	9MFY18	9MFY19 over 9MFY18	Q3FY19 over Q2FY19	Q3FY19 over Q3FY18
Interest Income	62,277	58,793	54,803	1,79,883	1,64,558	9.31	5.92	13.64
Interest Expenses	39,586	37,888	36,115	1,14,488	1,09,679	4.39	4.48	9.61
Net Interest Income	22,691	20,906	18,688	65,395	54,879	19.16	8.54	21.42
Non Interest Income	8,035	9,375 [#]	8,084	24,090 [#]	32,106 ^{\$}	-24.97	-14.29	-0.61
Operating Income	30,726	30,281	26,772	89,485	86,985	2.87	1.47	14.77
Operating Expenses	18,101	16,376	15,017	50,982	43,358	17.58	10.54	20.54
Operating Profit	12,625	13,905	11,755	38,503	43,628	-11.75	-9.20	7.40
Total Provisions	8,670	12,960	14,171	38,479	42,457	-9.37	-33.10	-38.82
Net Profit	3,955	945	-2,416	24	1,171	-97.96	318.56	
NIM (Domestic-Cumulative) (%)	2.92	2.88	2.61	2.92	2.61	31 bps	4 bps	31 bps
Cost to Income Ratio (%)	56.97	55.96	49.84	56.97	49.84	713 bps	101 bps	713 bps

^{\$} Includes exceptional item of Rs.5,436 Crores on stake sale through IPO in SBI Life

[#] Includes exceptional items of Rs.1,087 Crores on sale of MAB & Rs.473 Crores on stake sale in SBI General

Total Income

Rs. in Crores

	Quarter ended			Nine Months Ended		Growth (%)		
	Q3FY19	Q2FY19	Q3FY18	9MFY19	9MFY18	9MFY19 over 9MFY18	Q3FY19 over Q2FY19	Q3FY19 over Q3FY18
Interest on Loans	41,821	38,326	35,185	1,19,012	1,07,128	11.09	9.12	18.86
Interest on Resources	19,131	19,310	18,422	57,273	54,053	5.96	-0.93	3.85
Other Interest income	1,325	1,157	1,196	3,598	3,376	6.57	14.53	10.86
Total Interest Income	62,277	58,793	54,803	1,79,883	1,64,558	9.31	5.92	13.64
Fee Income	4,724	5,015	4,979	14,715	15,206	-3.23	-5.81	-5.13
Profit/Loss on Sale of Investments	425	1,328	1,026	489	11,362	-95.70	-67.98	-58.56
Forex Income	564	493	597	1,485	1,938	-23.40	14.34	-5.50
Misc. Income	2,322	2,539	1,482	7,401	3,600	105.59	-8.53	56.70
<i>of which: Recovery in w/o accounts</i>	<i>2,107</i>	<i>1,327</i>	<i>1,351</i>	<i>5,860</i>	<i>3,221</i>	<i>81.94</i>	<i>58.80</i>	<i>55.98</i>
Total Non Interest Income	8,035	9,375	8,084	24,090	32,106	-24.97	-14.29	-0.61
Total Income	70,312	68,169	62,887	2,03,973	1,96,664	3.72	3.14	11.81

Fee Income Break Up

Rs. in Crores

	Quarter ended			Nine Months Ended		Growth (%)		
	Q3FY19	Q2FY19	Q3FY18	9MFY19	9MFY18	9MFY19 over 9MFY18	Q3FY19 over Q2FY19	Q3FY19 over Q3FY18
Fee Income	4,724	5,015	4,979	14,715	15,206	-3.23	-5.81	-5.13
<i>of which:</i>								
<i>Loan Processing Charges</i>	926	641	627	2,208	1,918	15.16	44.62	47.79
<i>Commission on Govt. Business</i>	953	973	840	2,856	2,406	18.70	-2.03	13.42
<i>Commission on LC/BG</i>	600	637	618	1,828	1,472	24.24	-5.82	-2.98
<i>Cross Selling</i>	486	482	408	1,344	1,074	25.07	0.72	18.97
<i>Account Maintenance Charges</i>	253	277	701	850	2,548	-66.64	-8.74	-63.90
<i>Remittance, Collection, etc.</i>	1,093	1,245	1,227	3,501	3,474	0.76	-12.23	-10.92
<i>Misc. Fee Income</i>	413	761	558	2,128	2,314	-8.05	-45.70	-26.01

Total Expenses

Rs. in Crores

	Quarter ended			Nine Months Ended		Growth (%)		
	Q3FY19	Q2FY19	Q3FY18	9MFY19	9MFY18	9MFY19 over 9MFY18	Q3FY19 over Q2FY19	Q3FY19 over Q3FY18
Interest on Deposits	35,473	34,934	33,549	1,04,665	1,02,519	2.09	1.54	5.73
Interest on Borrowings	2,981	1,929	1,494	6,616	3,619	82.81	54.52	99.55
Other Interest paid	1,131	1,025	1,072	3,207	3,540	-9.41	10.43	5.52
Total Interest Expenses	39,586	37,888	36,115	1,14,488	1,09,679	4.39	4.48	9.61
Staff Expenses	11,172	9,696	8,497	30,577	23,925	27.80	15.22	31.48
Salary	6,631	6,541	6,477	19,737	19,204	2.78	1.38	2.38
Provisions for Employees	4,541	3,156	2,020	10,840	4,721	129.63	43.90	124.82
Overheads	6,929	6,680	6,520	20,405	19,433	5.00	3.74	6.27
Depreciation	797	787	426	2,382	2,068	15.18	1.26	87.24
Others	6,132	5,892	6,095	18,023	17,365	3.79	4.07	0.62
Operating Expenses	18,101	16,376	15,017	50,982	43,358	17.58	10.54	20.54
Total Expenses	57,687	54,264	51,132	1,65,470	1,53,036	8.12	6.31	12.82

Contained Overhead Expenses

Rs. in Crores

	Quarter ended			Nine Months Ended		Growth (%)		
	Q3FY19	Q2FY19	Q3FY18	9MFY19	9MFY18	9MFY19 over 9MFY18	Q3FY19 over Q2FY19	Q3FY19 over Q3FY18
Overheads	6,929	6,680	6,520	20,405	19,433	5.00	3.74	6.27
<i>Of which:</i>								
<i>Rent, Taxes and Lighting</i>	1,284	1,328	1,257	3,786	3,726	1.61	-3.37	2.09
<i>Depreciation</i>	797	787	426	2,382	2,068	15.18	1.26	87.24
<i>Printing and Stationery</i>	101	106	105	310	334	-7.21	-4.61	-4.17
<i>Postage & Telecommunications</i>	97	89	225	271	662	-59.10	7.87	-57.12
<i>Repairs and Maintenance to Bank's Property</i>	223	208	197	627	588	6.62	7.29	13.45
<i>Travelling & Halting</i>	278	284	278	815	783	4.08	-2.11	-0.27
<i>Insurance</i>	725	682	650	2,119	2,070	2.38	6.37	11.47
<i>Business Acquisitions & Development Expenses</i>	512	551	478	1,507	1,293	16.51	-7.05	7.23
<i>ATM /CDM/POS/Debit Card /Other Tech Expenses</i>	1,931	2,108	1,864	5,846	5,166	13.17	-8.41	3.59
<i>Misc. Expenses</i>	982	536	1,040	2,743	2,743	0.00	83.14	-5.53
Operating Expenses	18,101	16,376	15,017	50,982	43,358	17.58	10.54	20.54

Provisions & Profit

Rs. in Crores

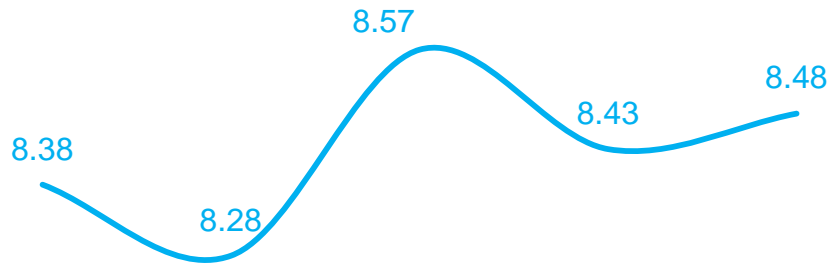
	Quarter ended			Nine Months Ended		Growth (%)		
	Q3FY19	Q2FY19	Q3FY18	9MFY19	9MFY18	9MFY19 over 9MFY18	Q3FY19 over Q2FY19	Q3FY19 over Q3FY18

Operating Profit	12,625	13,905	11,755	38,503	43,628	-11.75	-9.20	7.40
Total Provisions	8,670	12,960	14,171	38,479	42,457	-9.37	-33.10	-38.82
Loan Loss	13,971	10,185	17,760	37,193	46,600	-20.19	37.18	-21.33
Standard Assets	-64	98	-2,990	-885	-2,752			
Investment Depreciation	-7,994	1,749	4,044	852	3,327			
Other Provisions	94	61	62	166	-232			
Income Tax	2,664	868	-4,705	1,152	-4,486			
Net Profit	3,955	945	-2,416	24	1,171	-97.96	318.56	

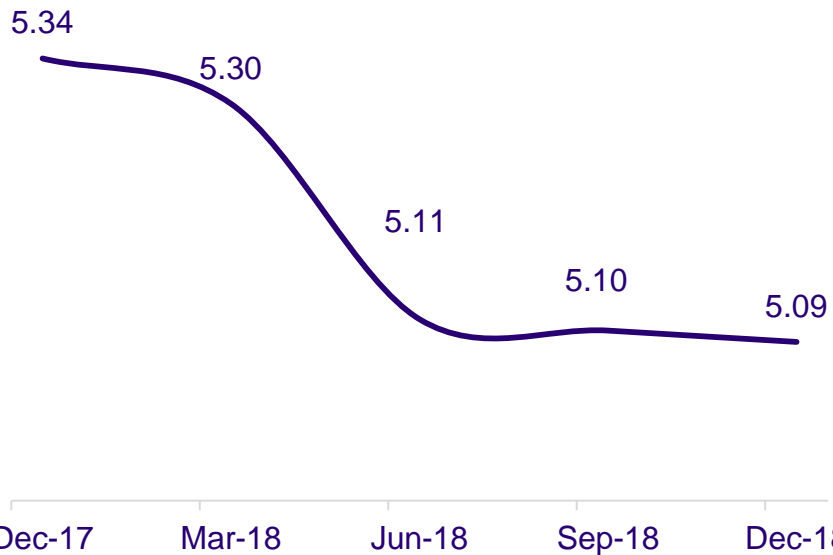
ROA (%)	0.45	0.11	-0.30	0.001	0.05
ROE (%)				0.02	0.92
Earning Per Share (Rs.)	17.58	4.20	-2.80	0.04	1.83

Costs, Yields and Margins

Yield on Advances (%)



Cost of Deposits (%)



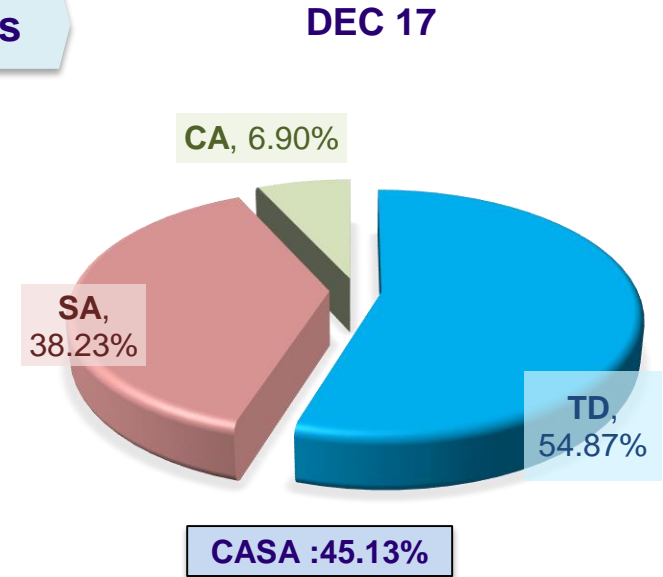
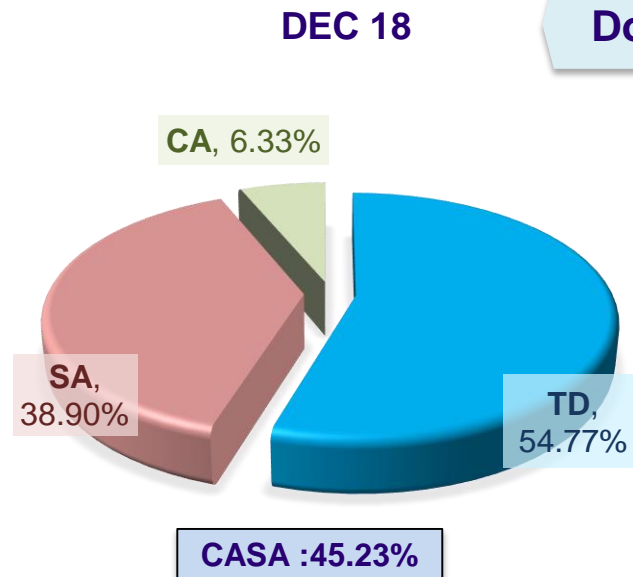
Net Interest Margin (%)





Business

Strong Liability Franchise



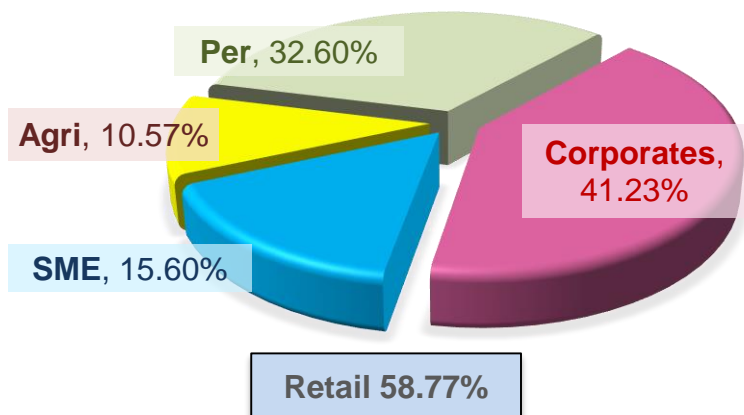
<i>Rs. in Crores</i>	Dec 18	Dec 17	YoY Growth
Current Account	1,73,081	1,75,442	-1.35
Saving Bank	10,64,497	9,72,696	9.44
CASA	12,37,578	11,48,138	7.79
Term Deposits (TD)	14,98,725	13,96,019	7.36
Domestic Deposits	27,36,303	25,44,157	7.55
Foreign Offices	94,235	1,07,082	-12.00
Total Deposits	28,30,538	26,51,240	6.76

5.08% YoY growth in "Daily Average Balances" of Current Account

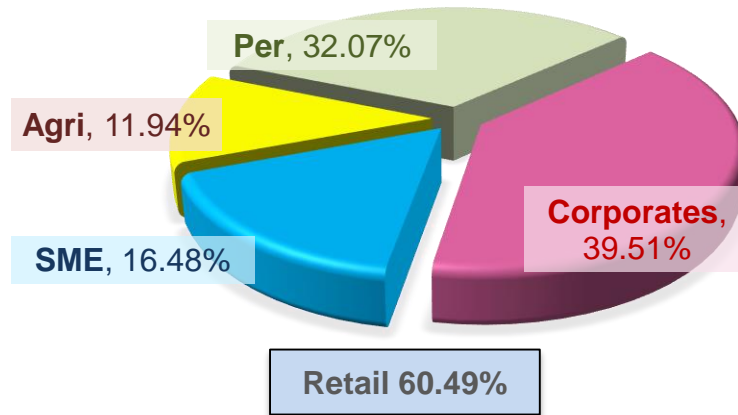
Diversified Loan Portfolio

Domestic Advances

DEC 18



DEC 17



<i>Rs. in Crores</i>	Dec 18	Dec 17	YoY Growth (%)
Retail:	11,04,338	9,82,769	12.37
SME	2,93,060	2,67,688	9.48
Agri	1,98,683	1,94,055	2.38
Per Seg.	6,12,595	5,21,026	17.57
Corporate:	7,74,715	6,42,035	20.67
CAG	3,58,829	6,42,035	20.67
CCG	4,15,886		
Domestic Advances	18,79,053	16,24,804	15.65
Foreign Offices Advances	2,76,263	2,99,774	-7.84
Total Whole Bank Advances	21,55,316	19,24,578	11.99

Retail Banking - Leadership across all segments

As on Dec 2018

Personal Retail Portfolio of Rs 6.1 lakh crore
NPA ratio at 1.11%

% of Dom. Adv.

32.60

**Home*
Loans**

Auto Loans

**Xpress
Credit**

**Other P
segment Loans**

O/S,
In Rs cr

3,80,982

70,827

93,893

66,893

YoY
Growth, %

16.54

8.88

36.04

8.69

Market share %

34.48[#]

34.79[#]

N.A.

N.A.

GNPA, %

0.91

1.11

0.51

3.05

**Includes Top Up Loans;*

#As per latest available data;

Diversified Industry Portfolio

Domestic Fund Based Outstanding

Rs. in Crores

	Dec 18		Sep 18		Dec 17		Dec 18
	Level	% Share	Level	% Share	Level	% Share	YOY Gr %
Infrastructure	3,01,219	16.03	2,85,986	16.08	2,51,298	15.47	19.87
<i>of which: Power</i>	<i>1,95,133</i>	<i>10.38</i>	<i>1,78,988</i>	<i>10.06</i>	<i>1,67,496</i>	<i>10.31</i>	<i>16.50</i>
<i>Telecommunication</i>	<i>19,836</i>	<i>1.06</i>	<i>23,084</i>	<i>1.30</i>	<i>23,950</i>	<i>1.47</i>	<i>-17.18</i>
<i>Roads & Ports</i>	<i>48,189</i>	<i>2.56</i>	<i>40,988</i>	<i>2.30</i>	<i>29,919</i>	<i>1.84</i>	<i>61.06</i>
<i>Other Infrastructure</i>	<i>38,061</i>	<i>2.03</i>	<i>42,926</i>	<i>2.41</i>	<i>29,933</i>	<i>1.84</i>	<i>27.15</i>
Services	2,76,093	14.69	2,41,725	13.59	1,64,090	10.10	68.26
Iron & Steel	82,048	4.37	86,387	4.86	1,01,767	6.26	-19.38
Trade	96,805	5.15	93,985	5.29	90,258	5.55	7.25
Textiles	41,736	2.22	46,874	2.64	50,791	3.13	-17.83
Petroleum & Petrochemicals	43,700	2.33	39,715	2.23	35,350	2.18	23.62
Engineering	27,693	1.47	26,455	1.49	26,711	1.64	3.68
Comm. Real Estate	30,949	1.65	30,358	1.71	29,638	1.82	4.42
Other Industries	1,67,532	8.92	1,59,511	8.97	1,59,822	9.84	4.82
Home Loans	3,47,255	18.48	3,28,248	18.46	3,01,087	18.53	15.33
Auto Loans	70,827	3.77	66,973	3.77	65,050	4.00	8.88
Other Per Segment Loans	1,94,513	10.35	1,81,373	10.20	1,54,889	9.53	25.58
Agriculture	1,98,683	10.57	1,90,731	10.73	1,94,055	11.94	2.38
Total Domestic Advances	18,79,053	100	17,78,321	100	16,24,804	100	15.65

Drivers of Corporate Growth

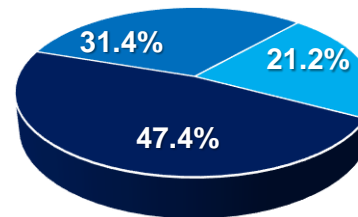
Power

YoY growth in advances
Dec 18 over Dec 17

Rs. 27,637 cr



Growth driven by PSUs



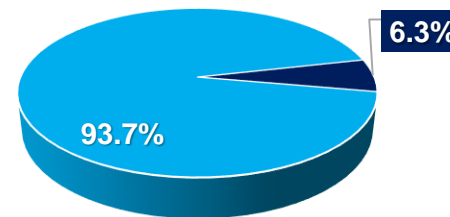
- Generation PSUs
- Transmission PSUs
- Other Accounts

Roads & Ports

Rs. 18,270 cr



Growth driven by GoI Undertaking



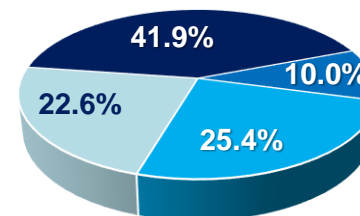
- GoI undertaking
- Other Accounts

Services

Rs. 1,12,003 cr



NBFCs – key driver of growth in Services

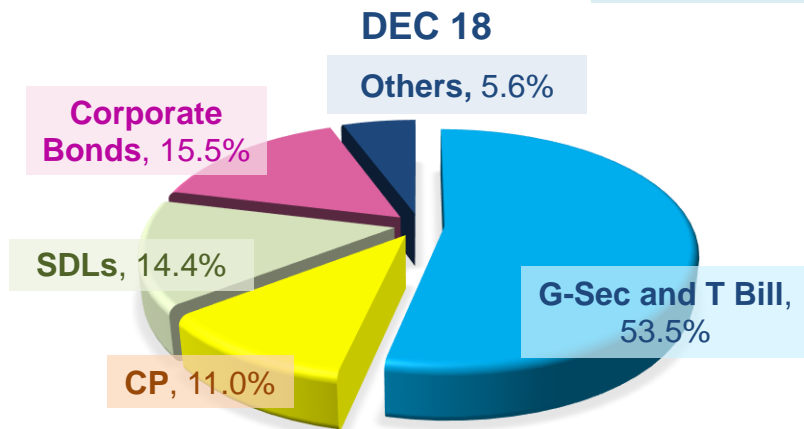


- NBFCs - Central Govt.
- NBFCs - Backed by PSUs
- NBFCs - Backed by large Pvt. Sector institutions
- Other Services

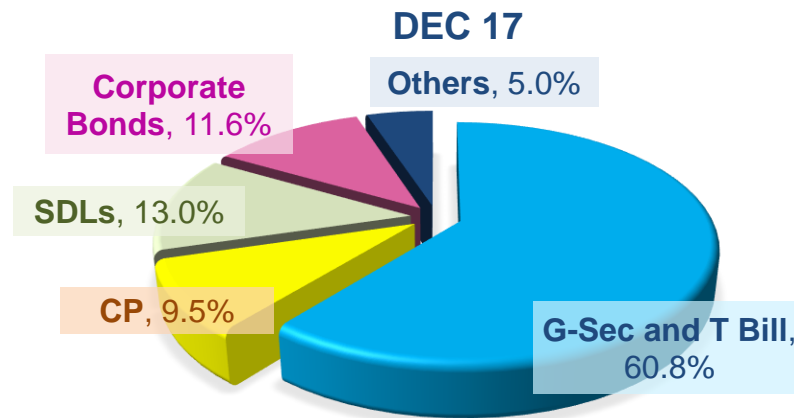
Treasury Operations

AFS Book

Rs. In crores

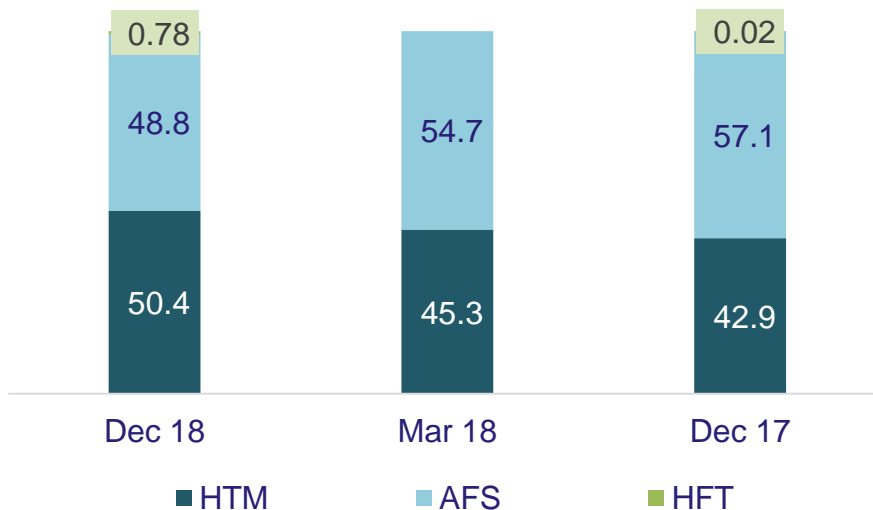


Modified Duration: 2.45



Modified Duration: 3.28

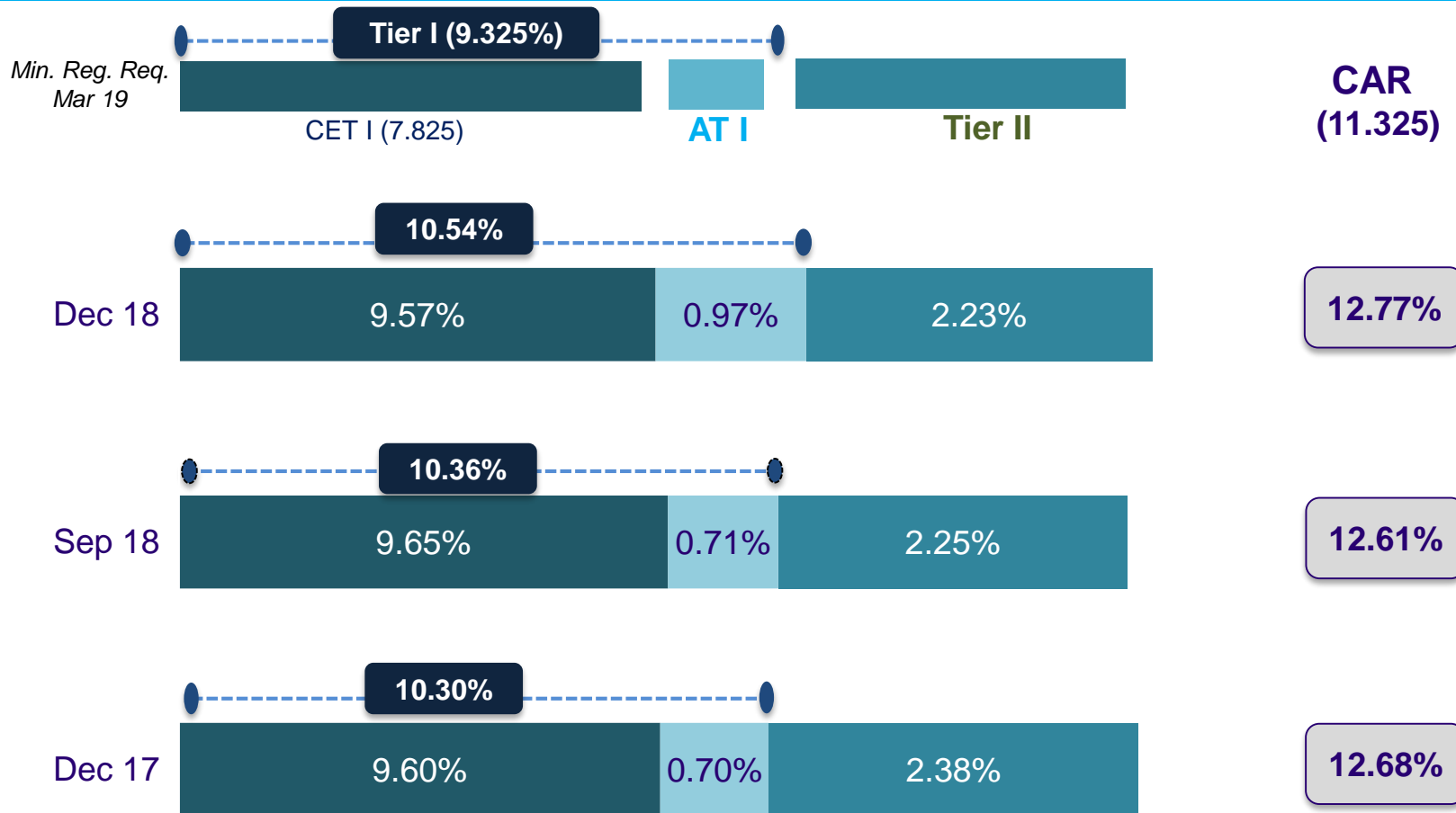
Break up of Domestic Investments (%)



Total Investments Book	Dec 18	Mar 18	Dec 17
Domestic Investments	9,93,472	10,26,438	10,04,601
- of which- SLR	8,21,729	8,54,476	8,48,011
Foreign Offices Investments	51,403	46,659	43,141
Whole Bank Investments	10,44,875	10,73,098	10,47,743

Capital Adequacy & Asset Quality

Capital Adequacy



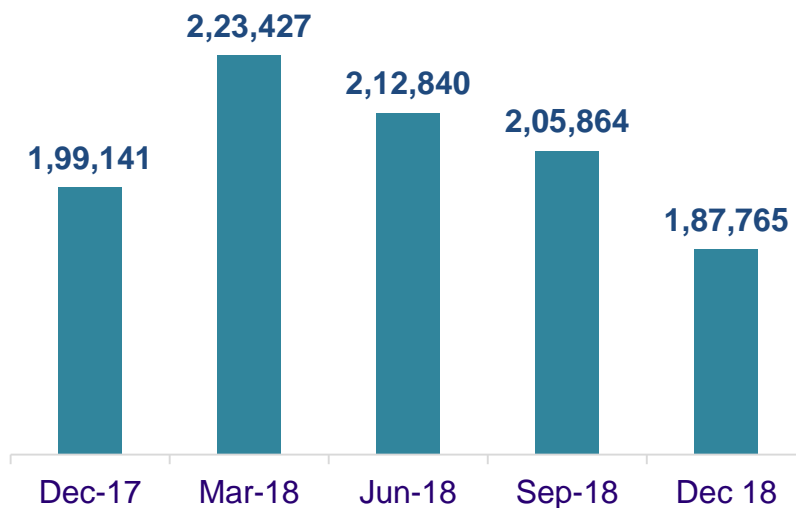
- “CRWAs on Advances to Total Advances” Ratio improved to 59.73% as on Dec 18 from 63.09% as on Dec 17
- “TRWAs to Total Assets” Ratio improved to 54.41% as on Dec 18 from 58.71% as on Dec 17

Bank raised Additional Tier I Bonds of Rs. 6,066 Crs and Tier II Bonds of Rs. 4,116 Crs during Q3FY19

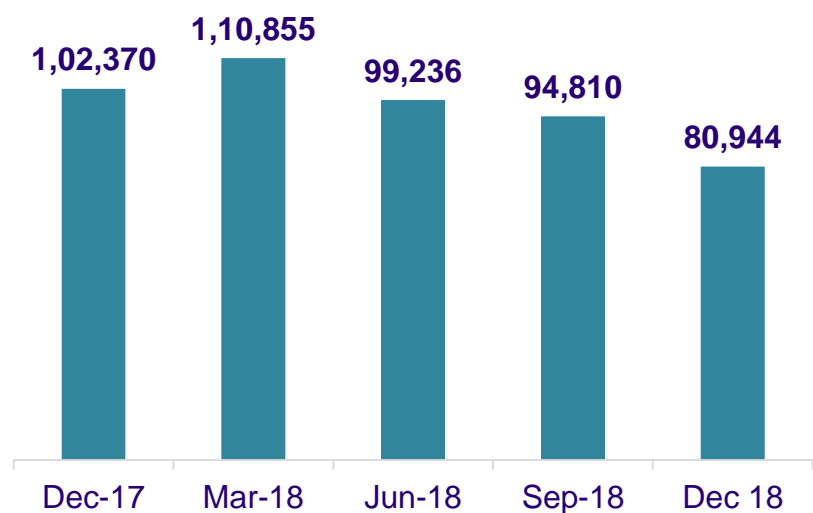
Asset Quality (1/3)

Rs. in Crores

Gross NPA



Net NPA



	Dec 18	Sep 18	Mar 18	Dec 17
Gross NPA Ratio (%)	8.71	9.95	10.91	10.35
Net NPA Ratio (%)	3.95	4.84	5.73	5.61
Provision Coverage Ratio (%)	74.63	70.74	66.17	65.92
Provision Coverage Ratio (Excl. AUCA) (%)	56.89	53.95	50.38	48.59
Slippage Ratio (%)	1.64	2.02	4.85	4.17
Credit cost (%)	2.42	2.27	3.62	3.18

Asset Quality (2/3)

Rs. in Crores

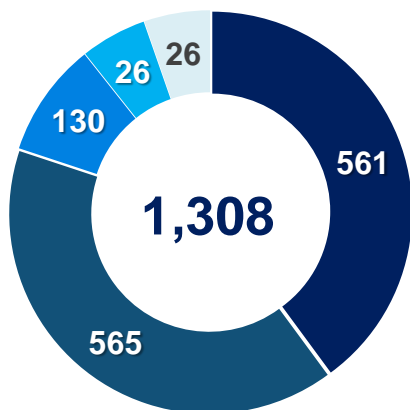
Movement of NPAs:	Q3FY19	Q2FY19	Q1FY19	FY18	Q4FY18	Q3FY18
Opening Level of Gross NPAs	2,05,864	2,12,840	2,23,427	1,77,866	1,99,141	1,86,115
Total Reductions	24,641	17,865	24,936	54,726	8,535	13,754
<i>Of which : Recovery + Upgradation</i>	6,617	4,327	14,856	14,530	85	4,442
Gross Addition	6,541	10,888	14,349	1,00,287	32,821	26,780
<i>of which : Increase in O/s</i>	2,018	163	4,365	5,506	-849	944
<i>: Fresh Slippages</i>	4,523	10,725	9,984	94,781	33,670	25,836
Net Increase	-18,100	-6,976	-10,587	45,561	24,286	13,026
Closing Level of Gross NPAs	1,87,765	2,05,864	2,12,840	2,23,427	2,23,427	1,99,141

Segmental NPAs:	Dec 18		Sep 18		Dec 17	
	NPA	Ratio %	NPA	Ratio %	NPA	Ratio %
<i>Retail:</i>	54,478	4.93	55,845	5.41	50,894	5.18
Agri.	21,869	11.01	21,796	11.43	19,344	9.97
Per Segment	6,788	1.11	6,925	1.20	6,929	1.33
SME	25,821	8.81	27,124	10.21	24,621	9.20
Corporate	1,30,862	16.89	1,46,334	19.63	1,40,847	21.94
International	2,425	0.88	3,685	1.27	7,400	2.47
Total	1,87,765	8.71	2,05,864	9.95	1,99,141	10.35

Asset Quality- Whole Bank SMA 1 & SMA 2 (3/3)

Rs. in Crores

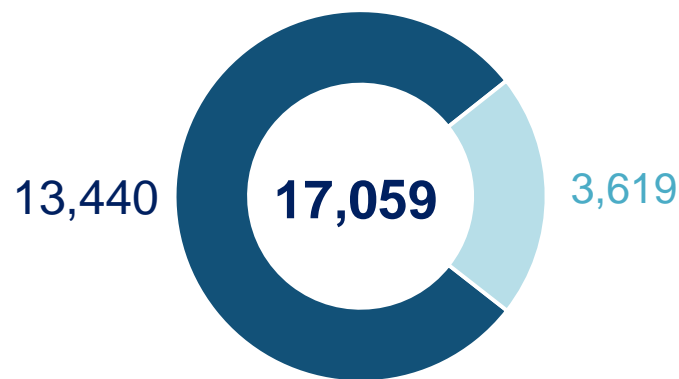
Sectorwise Corporate Slippages



■ Others ■ Roads & EPC ■ Iron & Steel ■ Textile ■ Power

Total Corporate Slippages – 1,308

SMA 1 & SMA 2 across all verticals*



■ SMA 1 ■ SMA 2

Total SMA 1 and SMA 2 – 17,059

Corporate Watchlist

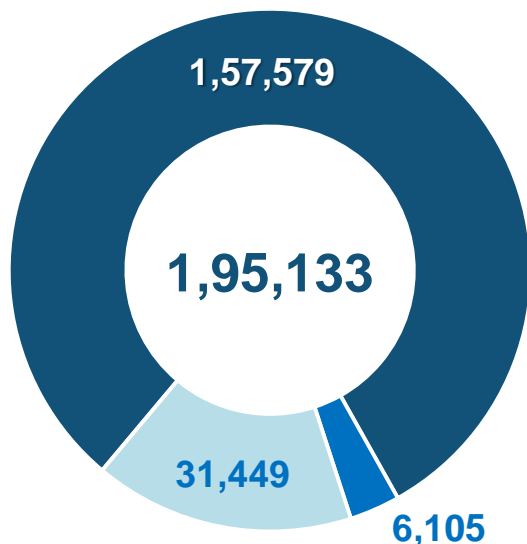
- 1 Corporate slippages continue to decline. Slippages from watchlist not significant any longer
- 2 SMA 1 & SMA 2 across all verticals, more representative of stress as compared to watchlist; ~ Rs 14,000 cr of erstwhile watchlist not in SMA 1 or SMA 2 category

**Only includes accounts with exposure of Rs. 5 cr and above. From data submitted to CRILC*

Power Sector – Stress mostly recognized

Rs. in Crores

Power Portfolio Classification



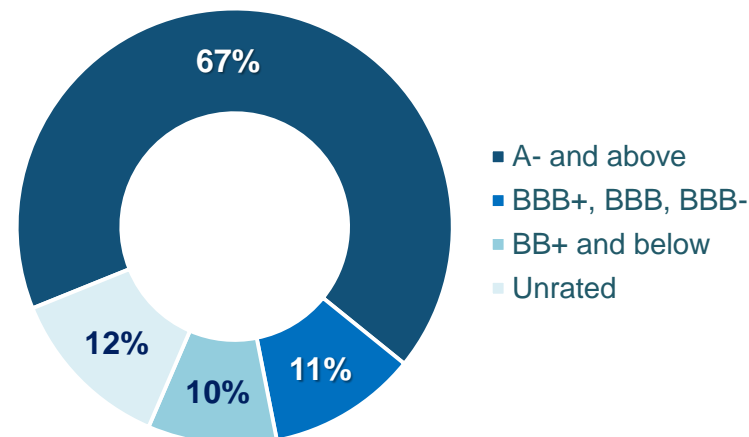
- Standard (excl. SMA 1 & 2)
- SMA 1 & 2
- NPA



Standard (Excl. SMA 1 & 2)



Standard Private (excl. SMA 1 & 2)



- A- and above
- BBB+, BBB, BBB-
- BB+ and below
- Unrated

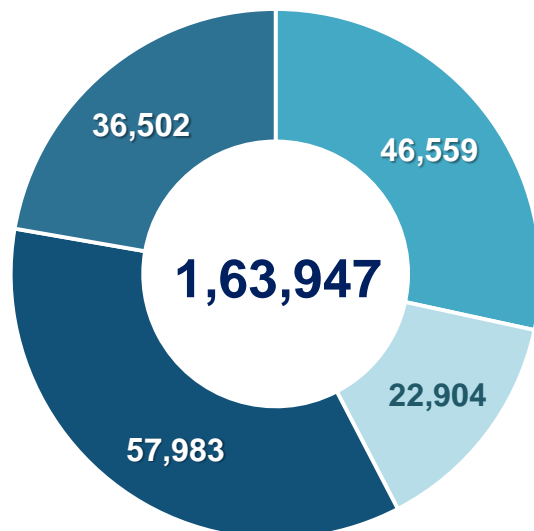
PCR :
Power Sector
~50%

- H1 bidders have been approved for two power NPAs; awaiting approvals from SERCs
- H1 bidder approved in one additional case; in advanced stage of resolution
- Fresh bidding process for change in ownership in four cases
- ~ Rs 5,000cr of NPAs admitted/ referred to NCLT; resolution process underway for other NPAs

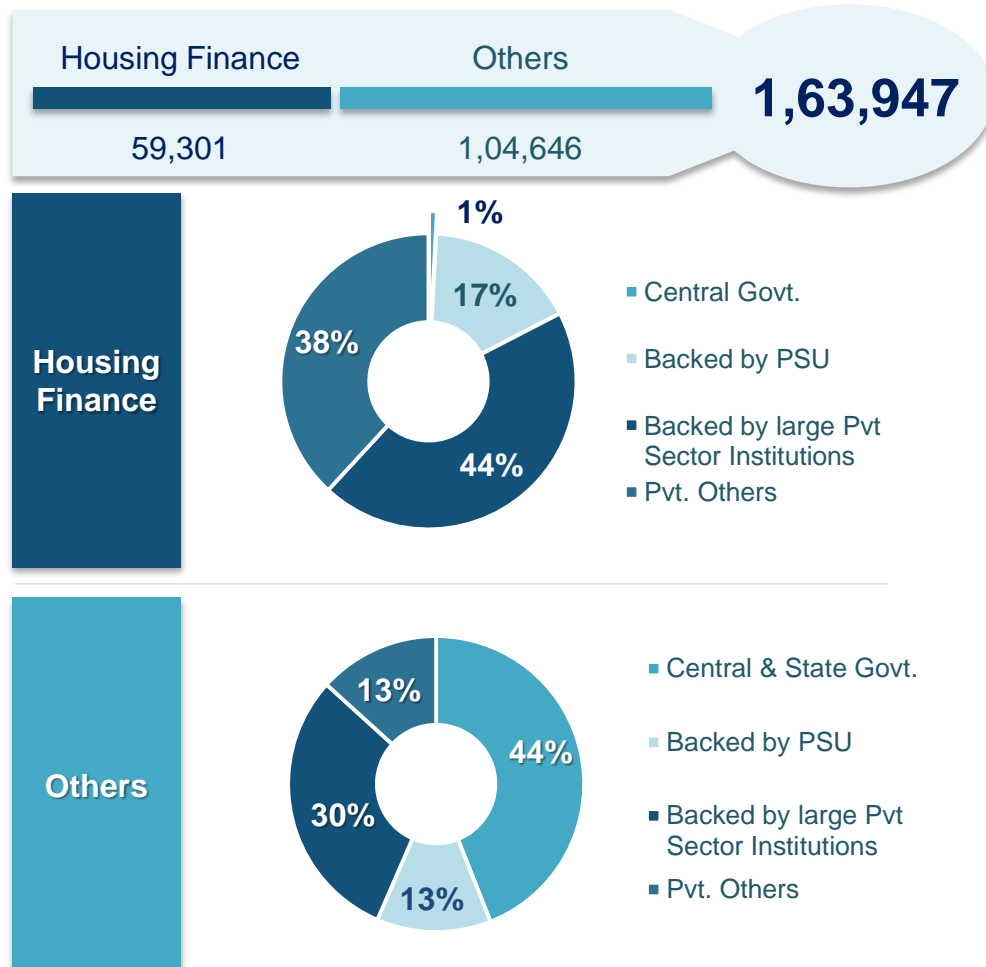
NBFC Sector – Exposure to PSUs and High Quality Private Sector

Rs. in Crores

NBFC Portfolio Classification



- Central & State Govt.
- Backed by PSU
- Backed by large Pvt Sector Institutions
- Pvt. Others



- Portfolio purchases from NBFCs were at ~Rs 13,000 cr at the end of Dec 2018; ~ Rs 7,000 cr in pipeline
- Strong presence in Govt. and PSU backed NBFCs; and exposure to large reputed private sector institutions

Status of NCLT accounts

As on Dec 2018

List 1 Fund Based o/s
Rs. 25,681 cr

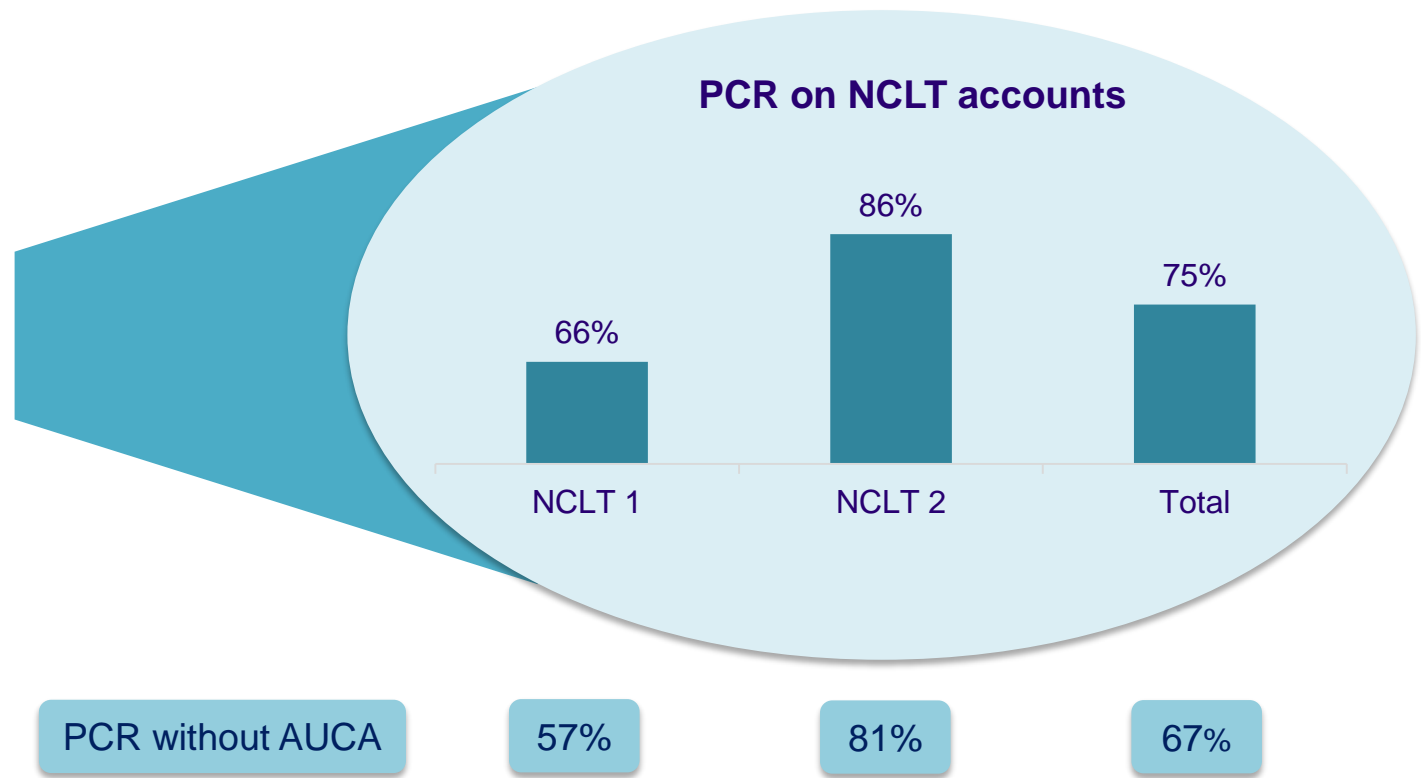


List 2 Fund Based o/s
Rs. 18,641 cr



Total
Rs. 44,323 cr

Total (Incl.AUCA)
Rs. 58,927 cr



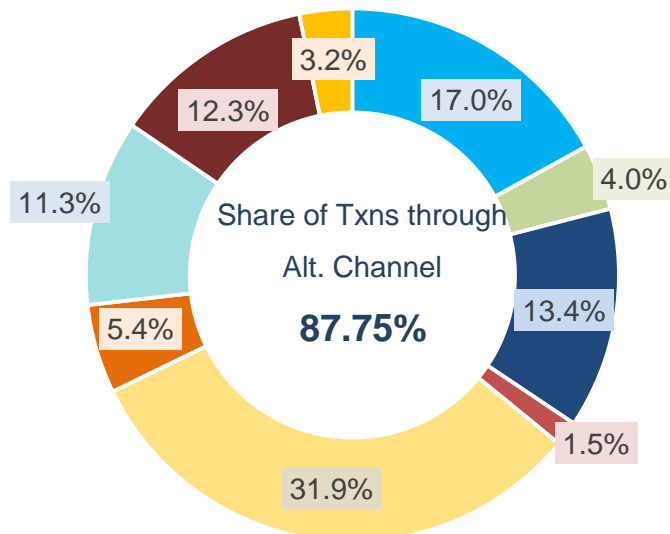
- Four accounts resolved from NCLT 1 & 2 List, with recovery > 67%;
- One account from NCLT 2 list sold to ARC with recovery of ~69% on 100% cash sale basis.
- Resolution of NCLT accounts to lead to lower GNPA's, in addition to better margins.
- 20 accounts having 100% PCR

Digital Banking / Financial Inclusion

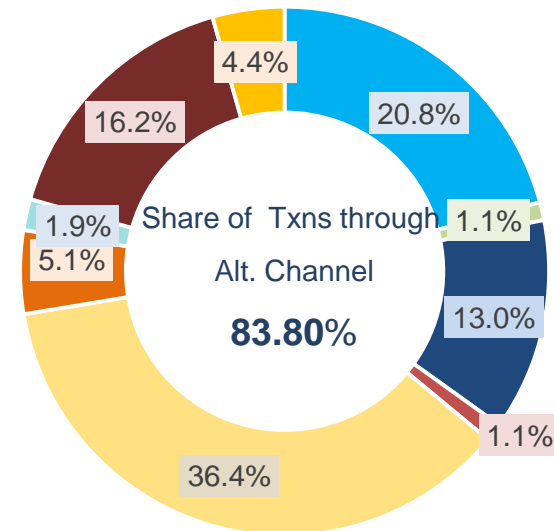
Technology and Innovation

Share of Transactions through Alternate Channels (87.75%)

Dec 18

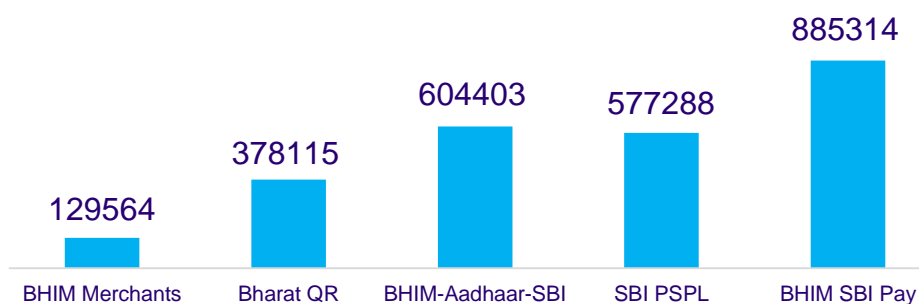


Dec 17

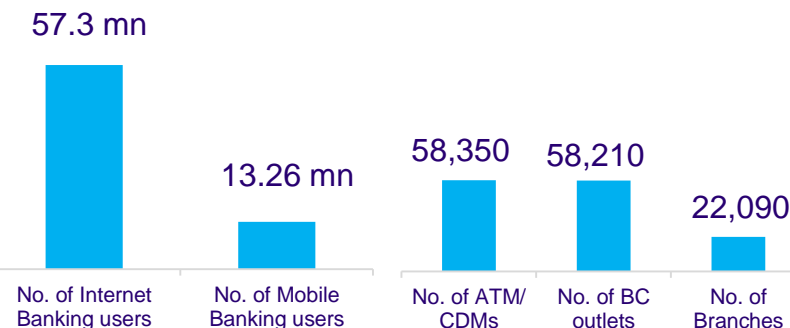


- Internet Banking
- Cash @ POS
- POS & e-Commerce
- Mobile Banking
- ATM/ CDM
- BC Channel
- UPI & YONO
- Branch
- Green Channel

25.75 lakh Merchant Payment Acceptance Touch Points



Customer Touch Points



YONO: Our flagship digital offering – for both lifestyle and Banking



Paper-less &
branch-less
processes

Better
customer
experience

Lower time
& effort for
staff

Increased
branch
business

yono

1. E2e Digitisation & Digital Bank
 - a. Products
 - b. Transactions
2. Financial Super Store
3. Online Market Place

E2e Digitisation & Digital Bank

Products

1. Fixed Deposit
2. Personal Loans
3. Home Loans
4. Car Loans

Transactions

1. Account Opening
2. Fund Transfer
3. Bill pay/ Recharge
4. Service Request cancellation

Financial Super Store

1. Cards
2. Mutual Fund
3. Insurance
4. Investment

Online Market Place

1. Browse categories
2. Book tickets
3. Access deals
4. Shop, book and order

1. Registered users – **53.66 lakhs**
2. Value of Transactions – **5745.96 Cr** in Q3FY19
3. Digital & Insta Accounts – **19.62 lakhs**
4. Online Market Place (OMP) – **88 partners** live on YONO in 21 categories
5. Pre-approved Pers. Loan book size of more than **Rs 1100 crs**, with ~ **1,18,000** customers

Digital Leadership

As on Dec 2018

	Market Share (latest available)
Debit Cards Spends	30.16%
POS Terminals	16.36%
No. of ATMs	28.73%
Mobile Banking	
<i>No. of transactions</i>	17.30%
<i>Value of transactions</i>	14.24%

UPI

- ✓ Surpassed 10 mn UPI Transactions in a Single Day
- ✓ No. 1 Remitter Bank with market share of 21%

Debit Cards

- ✓ No of cards at 31.10 cr
- ✓ Debit Card spends crossed Rs.10 bn in a single day

ATM

- ✓ Average no. of ATM transactions ~1.4 Cr per day

UPI - No.1 Beneficiary Bank with market share of **17%** (*volume of transactions in Dec'18*)



Rated the **Best Transaction Bank in India** by “**The Asian Banker**” for two consecutive years



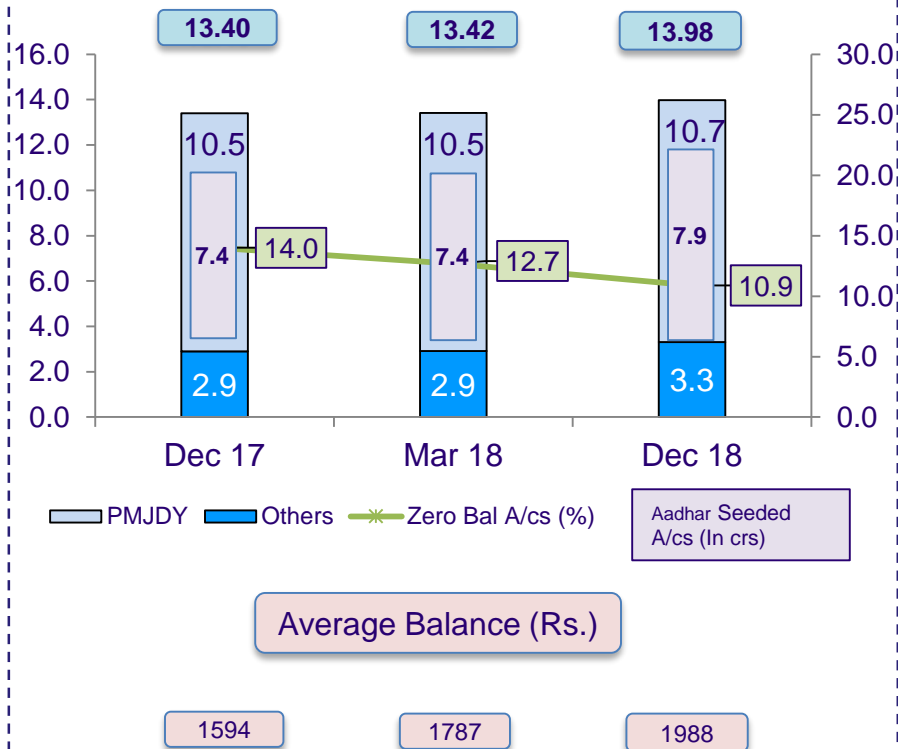
Global Finance, 25th Annual best bank Award 2018



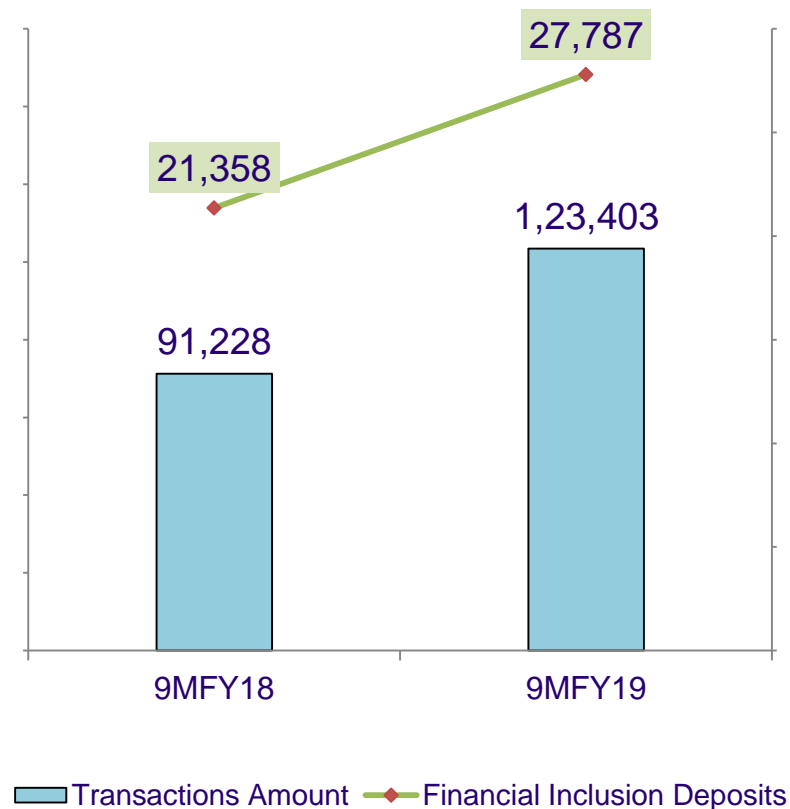
The Asian Banker Financial Technology Innovation Awards 2018

Financial Inclusion

**Accounts
(No. in Crores)**



**Transactions Amount and Deposits Level
(Rs. in Crores)**



OD facility for PMJDY accounts - Eligible accounts 20.46 lakh; Sanctioned 10.27 lakh accounts (50.17%)

RSETI: Total Number:151; No. of Training Programmes held: 25,486, Youth Trained 6,81,029, Youths settled :4,60,505

PM Suraksha Bima Yojana: 220.27 Lakh; PM Jeevan Jyoti Bima Yojana: 59.21 Lakh; Atal Pension Yojana: 17.96 Lakh (In Nos.)

No. of BCs: 58,210; Financial Literacy Centers (FLC) : 338

Subsidiaries,
Group Financials &
Balance Sheet

SBI Subsidiaries- Significant Value Creation



- #2 in Total New Business Premium with Private market share of ~20%
- New Business Premium increased by 32%
- Strong financial performance: VoNB Margin : 17.5%
- AUM up by 20.2% at Rs.134K crs.

	9MFY19	9MFY18
PAT (in Rs. cr)	869	769
ROE (in %)	16.7	17.1



- Reached 7 Million Cards-in-force milestone
- Retail spends up 37% through customer engagement and merchant tie-ups
- Ranked 2nd in Total Spends with 16.8% Market Share
- 2nd highest Card base with 16.9% market share

	9MFY19*	9MFY18
PAT (in Rs. cr)	544	448
ROE (in %)	28.8	35.8

*(As per IND AS)



- Rank 3rd with Market Share of 11.20%.
- AUM at Rs.264K Crores, up by 28.71%
- Grew by 21.46% vis-à-vis Industry growth rate of 2.45% for the FYTD,

	9MFY19*	9MFY18
PAT (in Rs. cr)	313	247
ROE (in %)	30.2	31.2

*(As per IND AS)



- 8th among private insurers and 13th in the Industry overall.
- 3rd position in Personal Accident, 3rd in Fire.
- Market Share increased to 2.71% from 2.31% last year.
- Tie-up with "PolicyBazaar" for promoting the Travel Insurance product.

	9MFY19	9MFY18
PAT (in Rs. cr)	306	218 [#]
ROE (in %)	25.5	23.4 [#]

[#] excluding one time reinsurance income from Fire business

SBI Group Financials – 9MFY19

Rs. In crores

	Year Ended		Growth (%)
	9MFY19	9MFY18	YoY
Interest Earned	1,87,538	1,70,760	9.82
Non-Interest Income	51,575 [#]	54,192*	-4.83
Total Income	2,39,113	2,24,952	6.29
Interest Expended	1,15,430	1,10,365	4.59
Operating Expenses (i+ii)	81,831	67,569	21.11
(i) Employee Cost	32,559	25,565	27.36
(ii) Other Operating Expenses	49,272	42,005	17.30
Total Expenditure	1,97,261	1,77,934	10.86
Operating Profit	41,851	47,018	-10.99
Provisions (other than Tax)	38,126	47,481	-19.70
Add: Share in profit of associates	278	269	3.19
Less: Minority Interest	741	597	24.18
Tax Expenses	2,207	-3,777	
Net Profit	1,055	2,986	-64.66

	Year Ended	
	9MFY19	9MFY18
ROA (%)	0.04	0.12
ROE (%)	0.76	2.33
Earning Per Share (Rs.)	1.57	4.66
Expenses Ratio (%)	56.82	49.80
NIM (%)	2.85	2.56
Gross NPA Ratio (%)	8.60	10.27
Net NPA Ratio (%)	3.88	5.57

- Includes exceptional item of Rs.5,036 Crores on stake sale through IPO in SBI Life
- # Includes Rs.466 Crores on account of stake sale in SBI General

Balance Sheet

Rs. in Crores

Liabilities						
	SBI SOLO			SBI GROUP		
	Dec 18	Dec 17	YOY Growth (%)	Dec 18	Dec 17	YOY Growth (%)
Capital	892	863	3.39	892	863	3.39
Reserves and Surplus	2,19,471	2,16,076	1.57	2,31,486	2,27,197	1.89
Minority Interest				5,502	4,556	20.78
Deposits	28,30,538	26,51,240	6.76	28,60,150	26,68,559	7.18
Borrowings	3,72,353	2,60,435	42.97	3,82,048	2,70,212	41.39
Other Liabilities & Provisions	1,26,408	1,26,580	-0.14	2,66,818	2,43,526	9.56
Total Liabilities	35,49,662	32,55,194	9.05	37,46,897	34,14,913	9.72
Assets						
	SBI SOLO			SBI GROUP		
	Dec 18	Dec 17	YOY Growth (%)	Dec 18	Dec 17	YOY Growth (%)
Cash & balances with RBI	1,45,674	1,28,729	13.16	1,45,983	1,29,023	13.14
Bal with Banks & Money at Call and Short Notice	36,555	48,391	-24.46	39,441	50,642	-22.12
Investments	10,32,071	10,40,450	-0.81	11,76,169	11,59,169	1.47
Net Advances	20,47,779	18,26,212	12.13	20,87,826	18,55,581	12.52
Fixed Assets	39,330	39,849	-1.30	40,795	41,019	-0.55
Other Assets	2,48,254	1,71,563	44.70	2,56,681	1,79,479	43.01
Total Assets	35,49,662	32,55,194	9.05	37,46,897	34,14,913	9.72

Thank You