



Quarterly Results Q2FY18

Analyst Presentation

10.11.2017

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.

Merger of Associate Banks and BMB with SBI

Bank has merged five of its Associate Banks and Bhartiya Mahila Bank w.e.f 1st April 2017. Accordingly, Figures / Ratios / Parameters relating to September 2017 are for the merged entity. Wherever feasible, the historical data has been arrived at by aggregating the Audited numbers of these Banks with that of SBI.

Contents

Financial Performance

Digital Banking & Financial Inclusion

Subsidiaries

Balance Sheet

Financial Performance

Operating Performance

Rs. in Crores

	Quarter ended			Half Year Ended		Growth (%)		
	Q2FY18	Q1FY18	Q2FY17	H1FY18	H1FY17	H1FY18 over H1FY17	Q2FY18 over Q1FY18	Q2FY18 over Q2FY17
Interest Income	54,850	54,905	54,820	1,09,755	1,09,314	0.40	-0.10	0.05
Other Income	16,016	8,006	10,146	24,022	18,908	27.05	100.06	57.85
Total Income	70,866	62,911	64,967	1,33,777	1,28,222	4.33	12.64	9.08
Interest Expenses	36,264	37,299	36,701	73,563	72,949	0.84	-2.78	-1.19
Net Interest Income	18,586	17,606	18,119	36,192	36,365	-0.48	5.57	2.58
Operating Expenses	14,603	13,738	14,277	28,340	27,522	2.97	6.30	2.28
Operating Profit + exceptional item	19,999	11,874	13,989	31,873	27,751	14.86	68.43	42.97
Less: Exceptional Item & one-time items	5,436		916	5,436	1,823			
Operating Profit Excl Exceptional Item & one- time items	14,563	11,874	13,073	26,437	25,928	1.96	22.65	11.40

Provisions and Net Result

Rs. in Crores

	Quarter ended			Year Ended		Growth (%)		
	Q2FY18	Q1FY18	Q2FY17	H1FY18	H1FY17	H1FY18 over H1FY17	Q2FY18 over Q1FY18	Q2FY18 over Q2FY17
Operating Profit including Exceptional Item & one time items	19,999	11,874	13,989	31,873	27,751	14.86	68.43	42.97
Total Provisions	18,418	9,869	14,546	28,286	27,934	1.26	86.63	26.62
Loan Loss	16,715	12,125	15,169	28,840	26,435	9.10	37.85	10.19
Standard Assets	2,276	-2,039	-317	238	720			
Investment Depreciation	37	-755	-138	-718	407			
Other Provisions	109	-402	116	-293	304			
Income Tax	-720	939	-284	219	68			
Net Profit	1,582	2,006	-557	3,587	-183			

Details of Provisions

Rs. in Crores

	Q2FY18
1. Loan Loss Provision:	16715
<i>of which:</i>	
a. As per IRAC Classification	9872
b. NCLT (1st List) Additional Provision as per RBI Norms	3835
c. NCLT (2nd List) Additional Provision as per RBI Norms	2141
d. Accelerated provision on other NPAs	867
2. Standard Assets Provision:	2276
<i>of which:</i>	
a. Specific Provision on Stressed Standard Assets	2380
b. General Provision	104
c. General Provision on Restructured Standard Assets	-208
3. Income Tax Provision: Income arising from Sale of Shares of SBI Life through IPO is exempt from tax	-720

- **Slippage Ratio declined from 5.38% in Q1FY18 to 1.85% in Q2FY18, significantly improved across all segments**
- **Gross NPA Ratio declined from 9.97% in Q1FY18 to 9.83% in Q2FY18**
- **Net NPA Ratio declined from 5.97% in Q1FY18 to 5.43% in Q2FY18**
- **PCR (With AUCA) increased from 60.79% in Q1FY18 to 65.10% in Q2FY18**
- **PCR (Without AUCA) increased from 42.70% in Q1FY18 to 47.40% in Q2FY18**

Interest Income / Expenses

Rs. in Crores

	Quarter ended			Half Year Ended		Growth (%)		
	Q2FY18	Q1FY18	Q2FY17	H1FY18	H1FY17	H1FY18 over H1FY17	Q2FY18 over Q1FY18	Q2FY18 over Q2FY17
Interest on Loans	35,801	36,142	39,054	71,943	78,509	-8.36	-0.94	-8.33
Interest on Resources	18,088	17,543	14,581	35,631	28,511	24.98	3.10	24.05
Other Interest income	961	1,220	1,185	2,181	2,295	-4.97	-21.28	-18.92
Total Interest Income	54,850	54,905	54,820	1,09,755	1,09,314	0.40	-0.10	0.05
Interest on Deposits	33,980	34,990	34,421	68,970	68,052	1.35	-2.89	-1.28
Interest on Borrowings	1,107	1,018	913	2,125	2,093	1.54	8.65	21.18
Other Interest paid	1,177	1,291	1,367	2,468	2,804	-11.98	-8.82	-13.90
Total Interest Expenses	36,264	37,299	36,701	73,563	72,949	0.84	-2.78	-1.19
Net Interest Income	18,586	17,606	18,119	36,192	36,365	-0.48	5.57	2.58

Non-Interest Income

Rs. in Crores

	Quarter ended			Half Year Ended		Growth (%)		
	Q2FY18	Q1FY18	Q2FY17	H1FY18	H1FY17	H1FY18 over H1FY17	Q2FY18 over Q1FY18	Q2FY18 over Q2FY17
Fee Income	5,357	4,870	5,054	10,227	9,245	10.62	10.01	5.99
Profit/Loss on Sale of Investments	8,566	1,770	3,276	10,336	6,713	53.96	383.90	161.46
Forex Income	675	667	638	1,341	1,207	11.11	1.21	5.71
Dividend Income	94	23	333	117	362	-67.70	302.94	-71.86
Misc Income	1,325	676	845	2,001	1,380	45.00	95.97	56.85
<i>of which: Recovery in w/o accounts</i>	1,158	712	765	1,870	1,362	37.27	62.66	51.31
Total Non Interest Income	16,016	8,006	10,146	24,022	18,908	27.05	100.06	57.85

The above data includes exceptional and one time items

Stable Fee Income

Rs. in Crores

	Quarter ended			Half Year Ended		Growth (%)		
	Q2FY18	Q1FY18	Q2FY17	H1FY18	H1FY17	H1FY18 over H1FY17	Q2FY18 over Q1FY18	Q2FY18 over Q2FY17
Fee Income	5,357	4,870	5,054	10,227	9,245	10.62	10.01	5.99
<i>of which:</i> <i>Loan Processing Charges</i>	637	654	664	1,291	1,225	5.34	-2.69	-4.19
<i>Commission on Govt. Business</i>	785	781	707	1,566	1,468	6.69	0.52	11.01
<i>Commission on LC/BG*</i>	446	407	890	853	1,776	-51.95	9.55	-49.88
<i>Cross Selling</i>	378	288	223	666	341	95.12	31.31	69.39
<i>Comm. on Collection , Locker Rent, MAB, CMP and Other Misc.</i>	3,111	2,739	2,569	5,850	4,433	31.95	13.59	21.10

*Change in method of booking Commission from cash basis to accrual basis w.e.f 1st April, 2017 impacted to the extent of Rs. 704 Crores

Contained Operating Expenses (1/2)

Rs. in Crores

	Quarter ended			Half Year Ended		Growth (%)		
	Q2FY18	Q1FY18	Q2FY17	H1FY18	H1FY17	H1FY18 over H1FY17	Q2FY18 over Q1FY18	Q2FY18 over Q2FY17
Staff Expenses	7,703	7,724	8,300	15,428	16,082	-4.07	-0.27	-7.19
Overheads	6,900	6,013	5,977	12,913	11,439	12.88	14.74	15.43
Operating Expenses	14,603	13,738	14,277	28,340	27,522	2.97	6.30	2.28
Cost to Income ratio (Excluding exceptional & one time items)		53.64		51.74	51.49	25 bps		

	During H1FY18	Past 12 Months
Employees joined	798	14,781
Retirement etc.	11,382	19,034

	As on 30-09-2017	As on 31-03-2017
Staff Strength	2,69,219	2,79,803

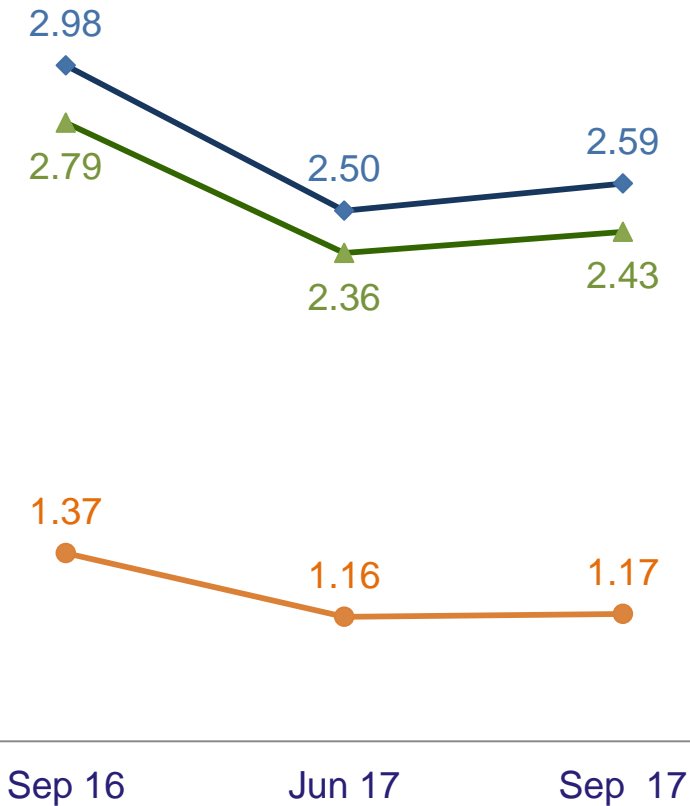
Contained Operating Expenses (2/2)

<i>Rs. in Crores</i>								
	Quarter ended			Half Year Ended		Growth (%)		
	Q2FY18	Q1FY18	Q2FY17	H1FY18	H1FY17	H1FY18 over H1FY17	Q2FY18 over Q1FY18	Q2FY18 over Q2FY17
Staff Expenses	7,703	7,724	8,300	15,428	16,082	-4.07	-0.27	-7.19
<i>of which: Salary</i>	6,597	6,806	6,475	13,403	12,966	3.37	-3.08	1.88
<i>Contribution for employees</i>	1,107	918	1,825	2,025	3,116	-35.02	20.54	-39.35
Overheads	6,900	6,013	5,977	12,913	11,439	12.88	14.74	15.43
<i>Of which: Rent, Taxes and Lighting</i>	1,270	1,198	1,293	2,468	2,471	-0.10	6.07	-1.74
<i>Depreciation</i>	864	778	596	1,642	1,165	41.00	10.95	44.80
<i>Printing and Stationery</i>	127	102	100	229	191	19.77	24.68	27.38
<i>Postage & Telecommunications</i>	276	161	203	437	318	37.48	71.96	36.38
<i>Repairs and Maintenance to Bank's Property</i>	210	182	191	392	367	6.84	15.54	9.89
<i>Travelling & Halting</i>	274	230	266	504	516	-2.27	19.26	3.28
<i>Insurance</i>	688	732	614	1,419	1,232	15.19	-6.03	12.06
<i>ATM /CDM/POS/Debit Card /Other Tech Expenses</i>	1,845	1,457	1,463	3,302	2,724	21.24	26.58	26.09
<i>Advt. & Publicity, Law Charges, Auditors Fees, BC / BF Expenses etc.</i>	1,345	1,174	1,252	2,519	2,457	2.54	14.65	7.46
Operating Expenses	14,603	13,738	14,277	28,340	27,522	2.97	6.30	2.28

Key Performance Indicators : Performance Ratios

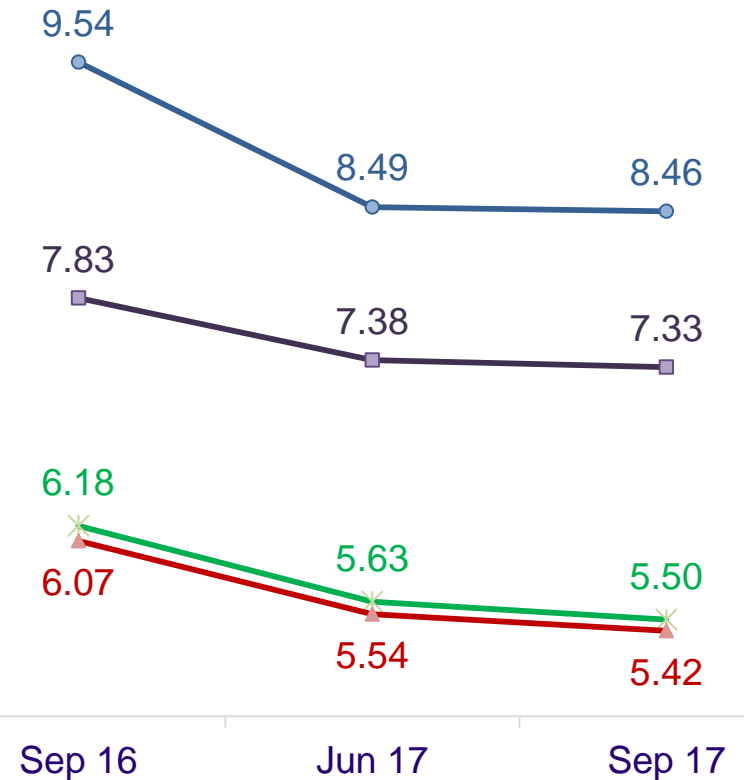
Net Interest Margin (%)

◆ Domestic Merged ▲ Whole Bank Merged ● Foreign



Yield & Costs (%)

● Yield on Advances ■ Yield on Investments
✱ Cost of Funds ▲ Cost of Deposits



Sustained CASA growth driving liability franchise

Rs. in Crores

	Sep 17	YoY Growth (%) Sep 17 Over Sep 16	Sep 16 (SBI+e-ABs+BMB)
Total Deposits	26,23,180	10.27	23,78,956
Foreign Offices	96,217	6.48	90,362
Domestic	25,26,963	10.42	22,88,593
Market Share Domestic	23.06%	28 bps	22.78%
TD	13,92,980	2.99	13,52,597
CA	1,64,149	16.02	1,41,481
SB	9,69,833	22.07	7,94,515
CASA	11,33,983	21.15	9,35,996
CASA Ratio	44.88%	398 bps	40.90%

Daily Average CASA Ratio – Sep 17: 43.93%

Diversified Asset Portfolio

Rs. in Crores

	Sep 17	Sep 16	YOY Gr %
Domestic Advances	16,00,546	15,94,633	0.37
Comm. Paper(CP)	54,129	38,421	40.88
Corp. Bonds(CB)	63,494	43,659	45.43
Domestic Total (incl. CP & CB)	17,18,169	16,76,713	2.47
Advances in Foreign Offices (A)	2,91,894	2,80,082	4.22
FCNR-B Advances (B)	6,527	18,302	-64.34
Foreign Offices Excl FCNR-B Loans (A-B)	2,85,367	2,61,780	9.01
Whole Bank Advances Incl CP & CB, Excl FCNR(B) Adv.	20,03,536	19,38,493	3.36

Diversified Loan Portfolio

	Sep 17	YoY Growth (%) Sep 17 Over Sep 16	Sep 16 (SBI+e-ABs+BMB)
Total Advances	18,92,440	0.95	18,74,715
Foreign Offices	2,91,894	4.22	2,80,082
Domestic	16,00,546	0.37	15,94,633
Market Share Domestic	19.94%	-124 bps	21.18%
Large Corporate	3,63,309	-5.91*	9,61,310*
Mid Corporate	2,88,758	9,04,531*	
SME	2,52,464		
AGRI	1,91,238	2.37	1,86,806
Per Segment	5,04,777	13.05	4,46,517

*Includes Large, Medium and SME Advances

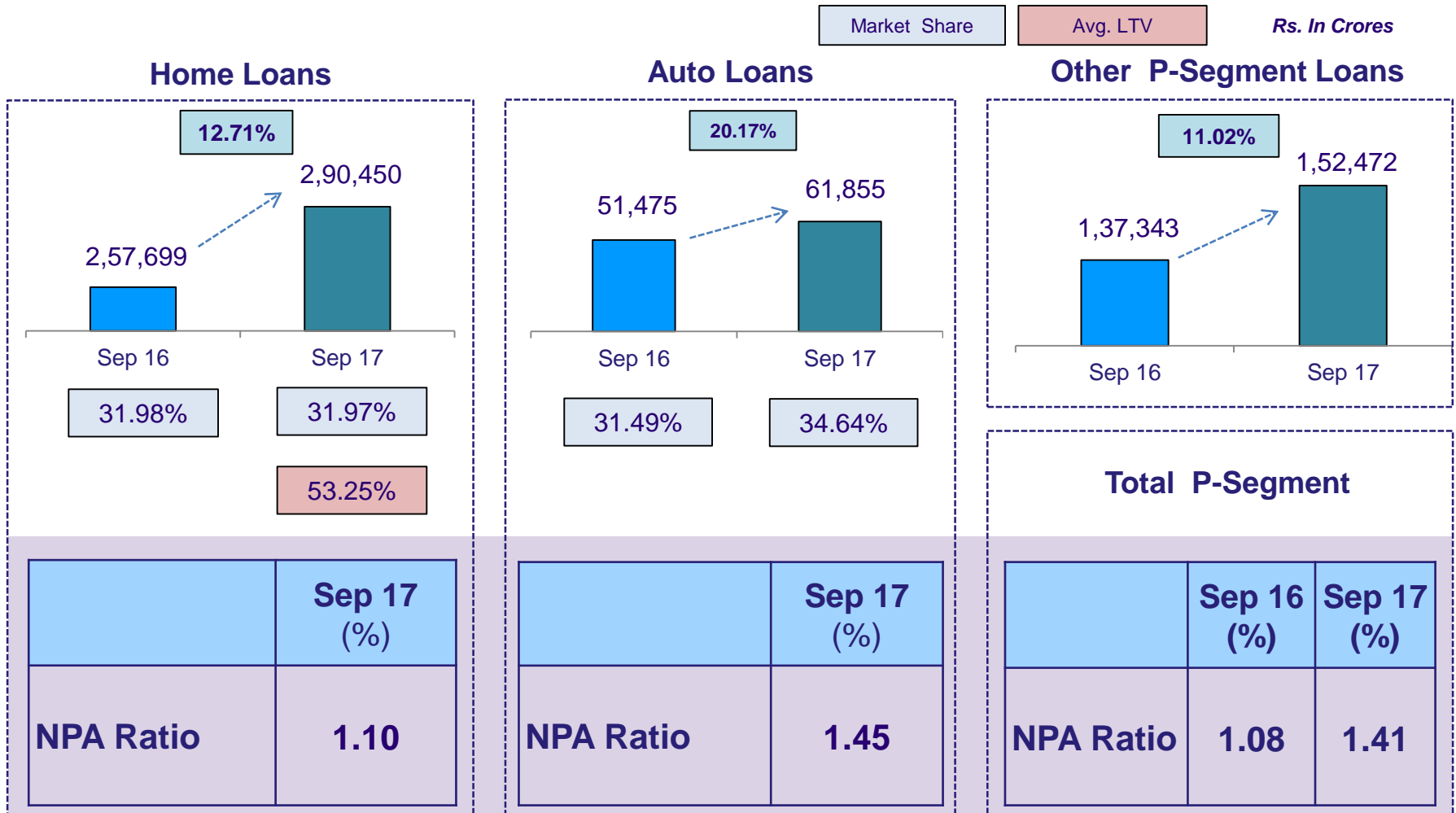
Diversified Industry Portfolio

Domestic Fund Based Outstanding

Rs. in Crores

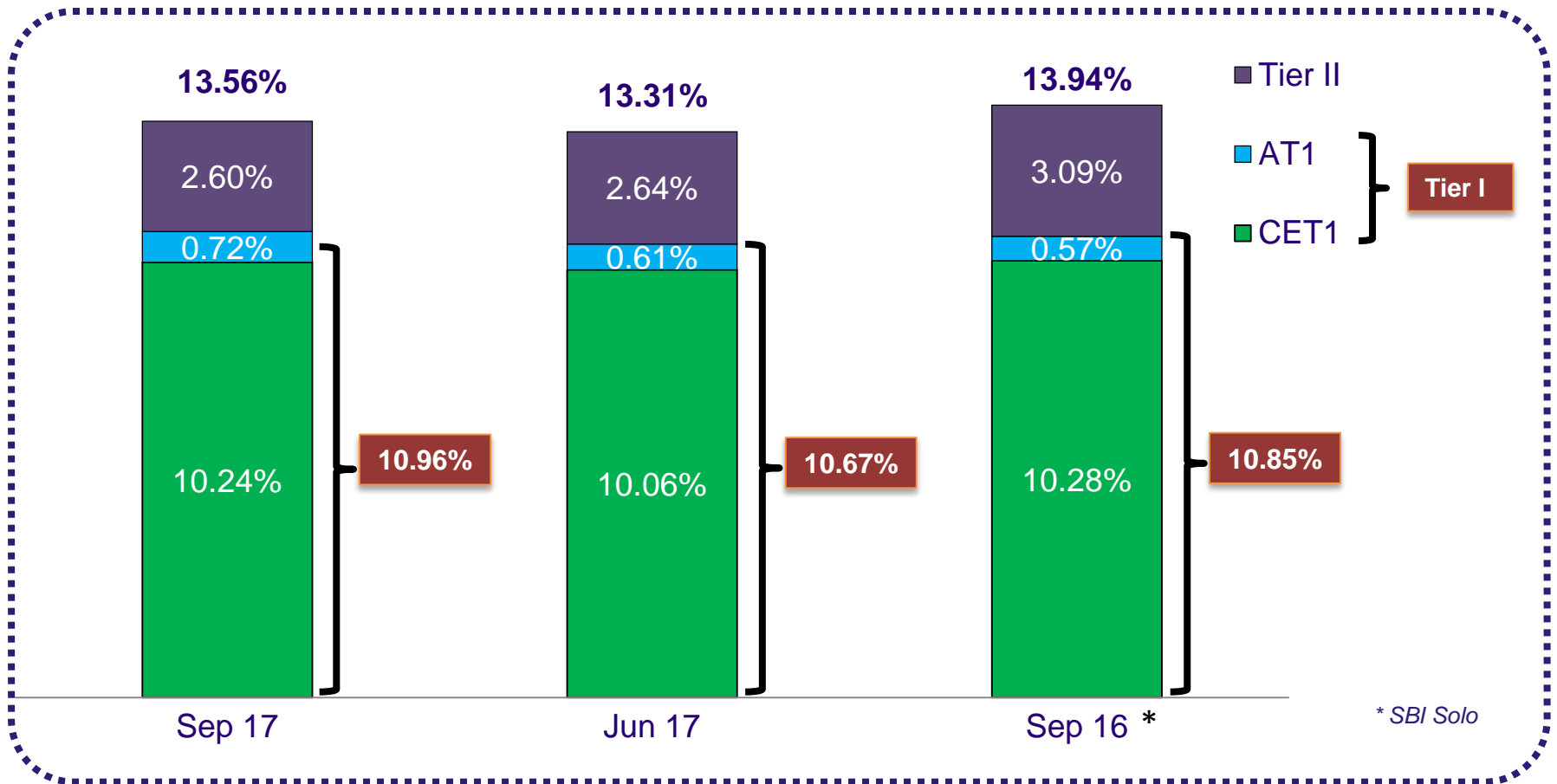
	Sep 17		Jun 17		Sep 16		Sep 17
	Level	% Share	Level	% Share	Level	% Share	YOY Gr %
Infrastructure	2,52,764	15.79	2,54,219	15.81	2,55,067	16.00	-0.90
<i>of which: Power</i>	1,66,893	10.43	1,71,645	10.68	1,66,624	10.45	0.16
<i>Telecommunication</i>	24,002	1.50	22,497	1.40	19,968	1.25	20.21
<i>Roads & Ports</i>	30,538	1.91	28,011	1.74	30,122	1.89	1.38
<i>Other Infrastructure</i>	31,331	1.96	32,066	1.99	38,353	2.41	-18.31
Services	1,58,557	9.91	1,65,920	10.32	1,22,699	7.69	29.22
Iron & Steel	1,02,215	6.39	1,08,301	6.74	1,10,418	6.92	-7.43
Trade	89,958	5.62	86,126	5.36	86,802	5.44	3.64
Textiles	49,403	3.09	52,183	3.25	56,218	3.53	-12.12
Petroleum & Petrochemicals	36,678	2.29	39,390	2.45	34,530	2.17	6.22
Engineering	27,845	1.74	29,468	1.83	31,870	2.00	-12.63
Comm. Real Estate	32,077	2.00	31,086	1.93	29,243	1.83	9.69
Other Industries	1,55,032	9.69	1,61,785	10.06	2,34,462	14.70	-33.88
Home Loans	2,90,450	18.15	2,83,331	17.62	2,57,699	16.16	12.71
Auto Loans	61,855	3.86	59,484	3.70	51,475	3.23	20.17
Other Per Segment Loans	1,52,472	9.53	1,47,190	9.16	1,37,343	8.61	11.02
Agriculture	1,91,238	11.95	1,89,100	11.76	1,86,806	11.71	2.37
Total Domestic Advances	16,00,546	100.00	16,07,583	100.00	15,94,633	100.00	0.37

Personal Segment Continues to drive Loan Growth



- Optimization of processing centres with integration of 26 processing centres of e-ABs
- Special recovery teams formed at all critical processing centres. Requisitioned services of retired bank officials to boost recoveries
- Loan collection module- a web based system for proper tracking and monitoring of delinquent accounts implemented to enhance follow up

We Remain Well Capitalized



H1FY18

- Equity raised through QIP - Rs 15,000 cr in H1FY18
- AT1 bonds raised- Rs 2,000 crores in H1FY18

Asset Quality : Gross NPAs - Segment wise (1/3)

Rs. in Crores

Sector	Sep 17		Jun 17		01-04-2017		30-09-2016	
	NPA	Ratio %	NPA	Ratio %	Merged		Merged	
					NPA	Ratio %	NPA	Ratio %
Agri	18982	9.93	17988	9.51	12191	6.37	12041	6.45
Per Segment	7096	1.41	7632	1.56	3717	0.77	4819	1.08
SME	27540	10.91	30426	11.86				
Large Corporate	49533	13.63	48954	13.02				
Mid Corporate	75478	26.14	76060	25.71				
Total Corporate	125011	19.17	125014	18.61	155164*	15.62*	134518*	13.99*
International	7486	2.56	7009	2.51	6794	2.37	8428	3.01
Total	186115	9.83	188069	9.97	177866	9.11	159806	8.52

* Including SME

Asset Quality : Movement of NPAs (2/3)

Rs. in Crores

	H1FY18	Q2FY18	Q1FY18	FY17	H1FY17
Opening Level of Gross NPAs	177866	188068	177866	121973	121970
Less :Recovery	6856	2210	4646	10302	5131
Less: Up gradation	3147	1113	2034	21981	12809
Less :Transfer to AUCA	22434	9258	13176	27757	12461
Add: Increase in O/s	5411	1601	3810	5685	3518
Add: Fresh Slippages	35275	9026	26249	110247	64719
Gross Addition (Increase in O/s + Slippages)	40686	10627	30059	115932	68237
Net Increase	8249	-1954	10202	55892	37836
Closing Level of Gross NPAs	186115	186115	188068	177866	159806
Gross NPA Ratio (%)	9.83	9.83	9.97	9.11	8.52
Less: Cumulative Provisions	88218	88218	80309	80888	67438
Net NPAs	97896	97896	107760	96978	92368
Net NPA Ratio (%)	5.43	5.43	5.97	5.19	5.12
Provision Coverage Ratio (%)	65.10	65.10	60.79	61.53	58.57
Slippage Ratio (%)	3.61	1.85	5.38	5.78	6.78
Credit Cost (%)	2.95	3.42	2.48	2.90	2.77

Asset Quality : Impaired Assets (3/3)

Rs. in Crores

	Sep 17	June 17
Gross Advances	1892440	1886666
Gross NPAs	186115	188068
Restructured Standard	34024	39337
Total Gross NPAs plus Restructured Std.	220139	227406
Gross NPA + Restructured Standard to Gross Advances (%)	11.63	12.05
Net NPA + Net Standard Restructured to Net Advances (%)	7.29	8.12
Slippages from Restructured Book (%)	4.91	6.96

	Sep 17	June 17
SDR	10,540	12,740
S4A	8,613	8,124

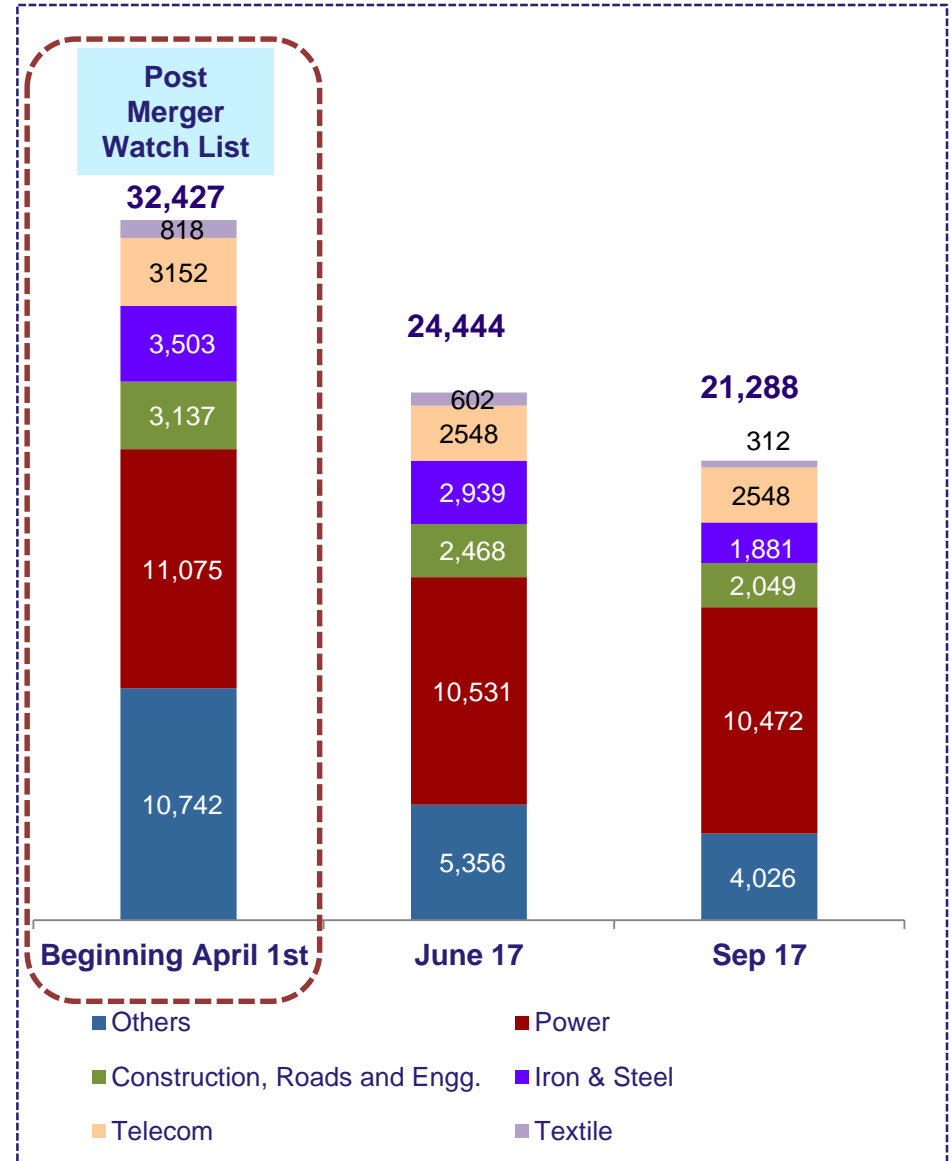
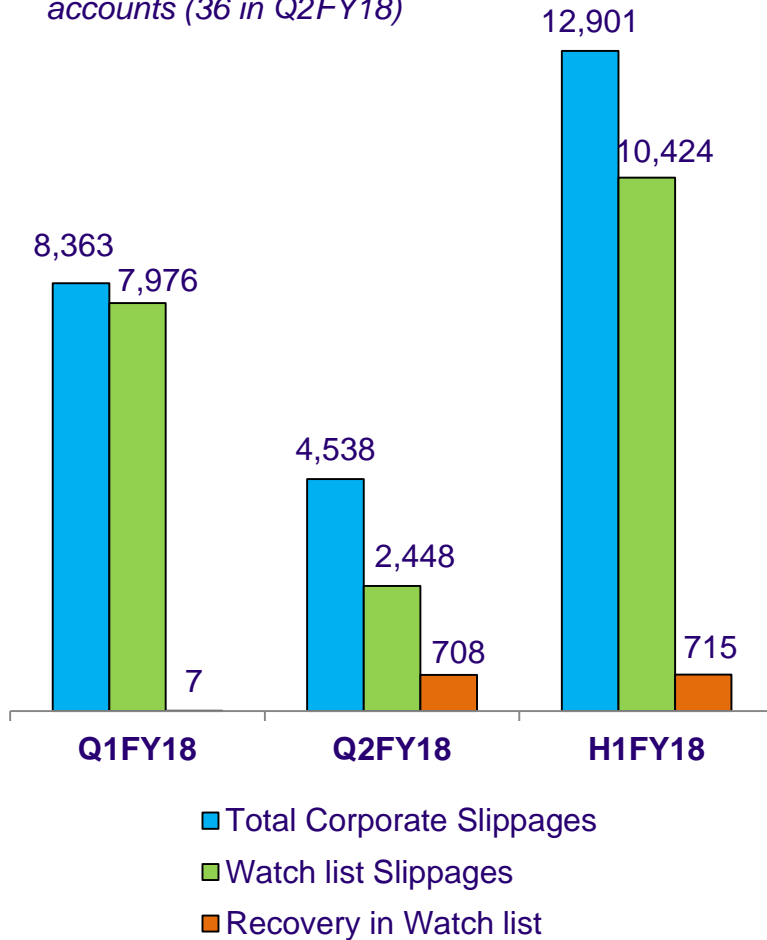
	Sep 17	June 17
Stressed Standard Assets Provision	7,916	5,537
Counter Cyclical Provision Buffer	1,250	1,250

Corporate Watch List

Fund based Outstandings

Rs. In Crores

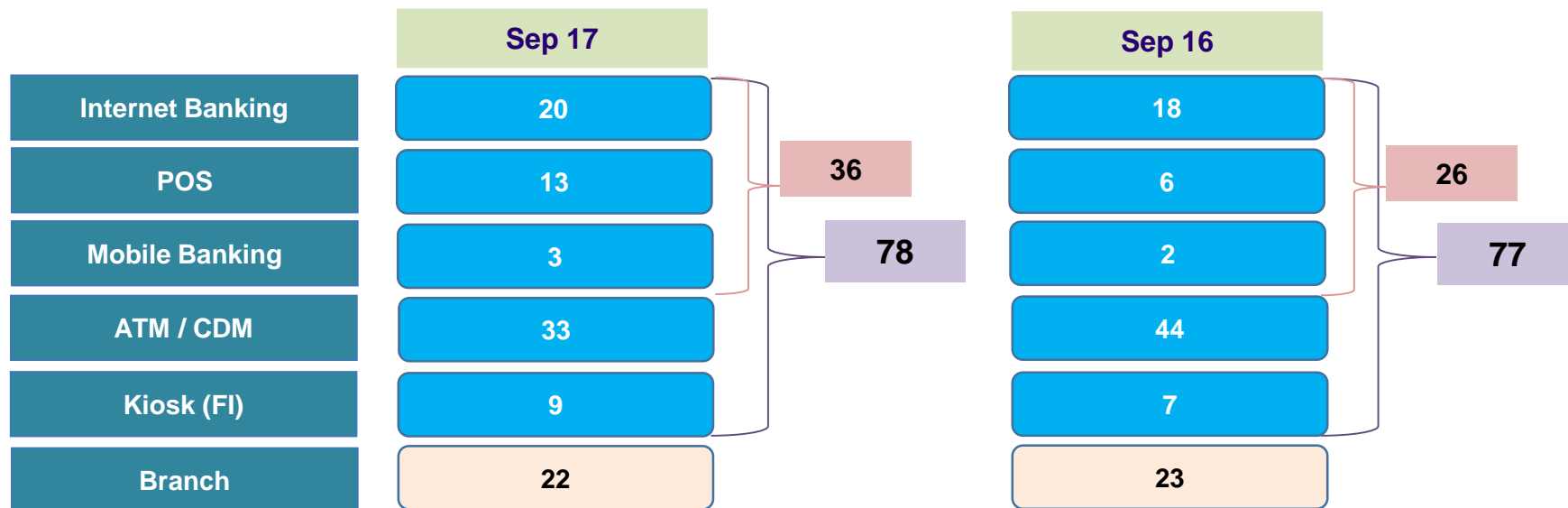
- 81% of Corporate Slippages in H1FY18 are from the Watch List (54% in Q2FY18)
- Remaining slippages across 55 smaller value accounts (36 in Q2FY18)



Digital Banking & Financial Inclusion

Moving away from Cash to Digital

Share of Transactions (%)

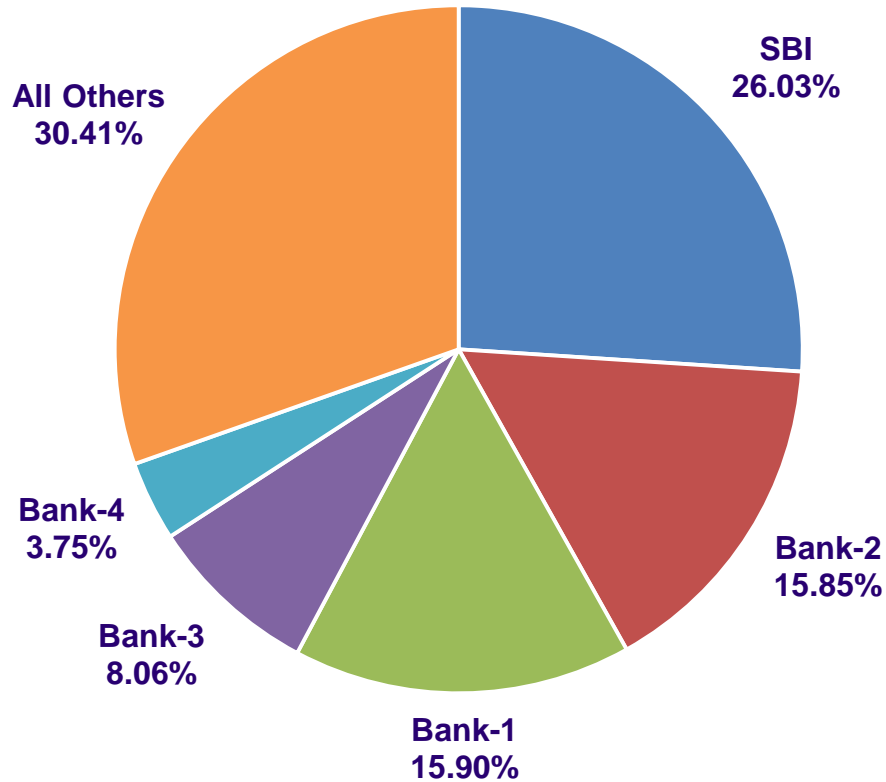


Channel	SBI	Market Share (%)
Number of ATMs (as on Sep 17)	58,916	28.41
ATMs: Value of Txns (Cr) (During April 17 – Sep 17)	5,68,553	41.72
Number of Active Debit Cards (Cr) (as on Sep 17)	27.21	33.19
Mobile Banking: Number of Txns (Cr) (During April 17 – Aug 17) (including Buddy Transactions)	10.54	19.58
Number of PoS Terminals (as on Sep 17)	6,41,938	22.14

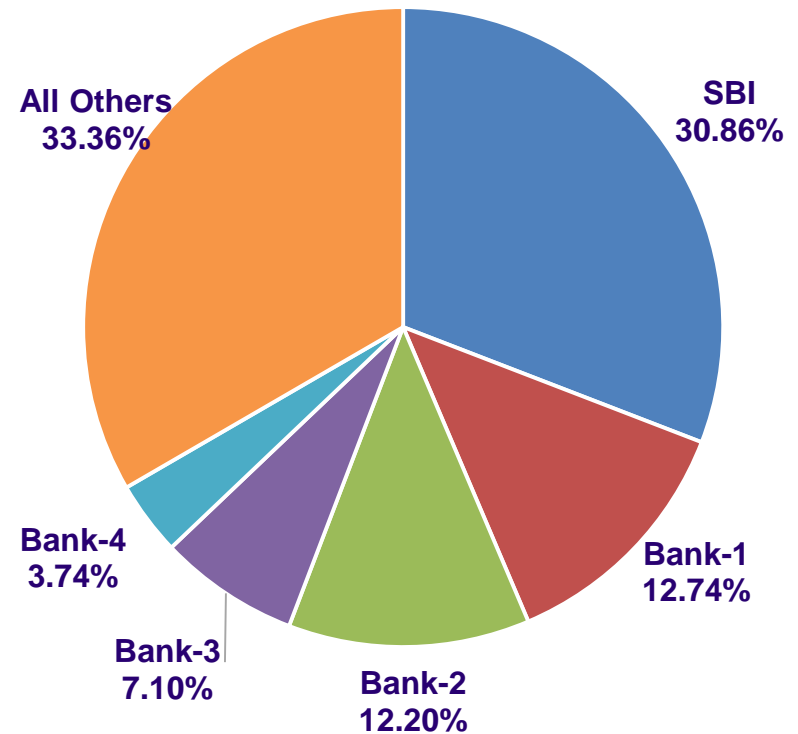
Source : RBI data

Debit Cards Spend Market Share YoY Comparison

FY 2016-17 (Cumulative As on Sep 16)



FY 2017-18 (Cumulative As on Sep 17)



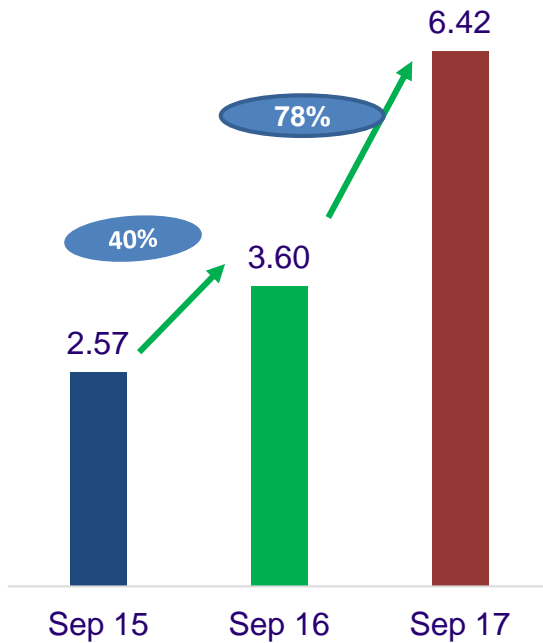
- Market share in Card spends improved 483 basis points YoY and 154 basis points from March 17 YTD.
- Card usage up by 167% YoY at Rs. 67,511 crore

(Source: Latest RBI Data)

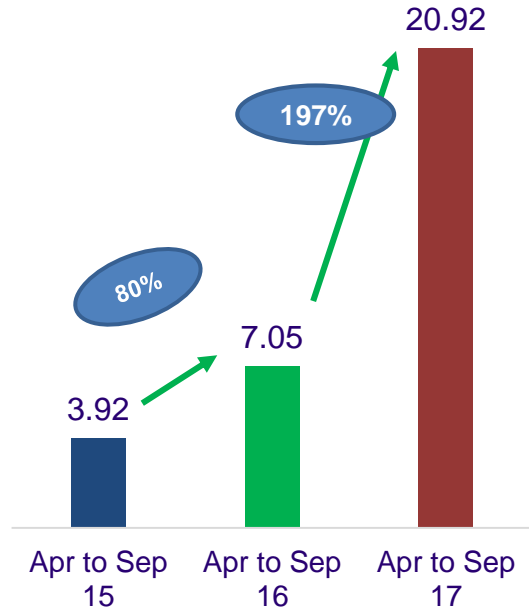
Merchant Acquiring Business



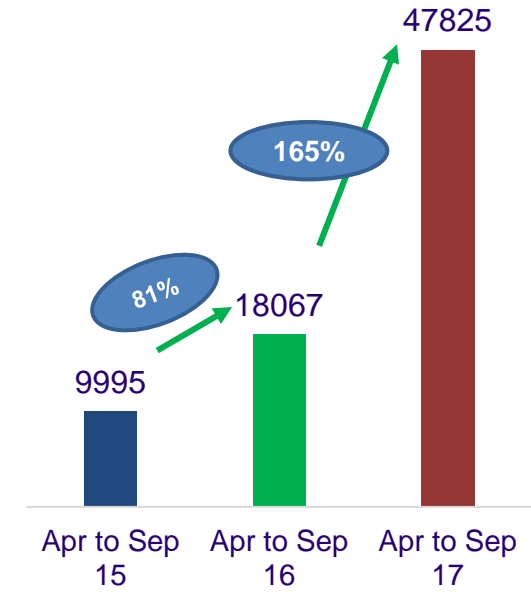
Pos Terminals
(in lakhs)



Number of Transactions
(in crs)



Value of Transactions
(Rs. in crs)



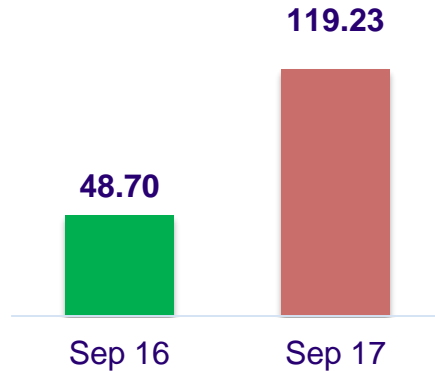
- Only Bank to have more than 6,40,000 + PoS terminals.
- CASA balance of Rs. 8,290 Crores as on 30.09.2017 in PoS linked A/cs; up by 278% YoY.
- Daily average Number of transactions & value reached a new high of 11.03 Lakhs txns. per day with value of Rs. 251.57 Crores.

Digital & e-Commerce (1/2)

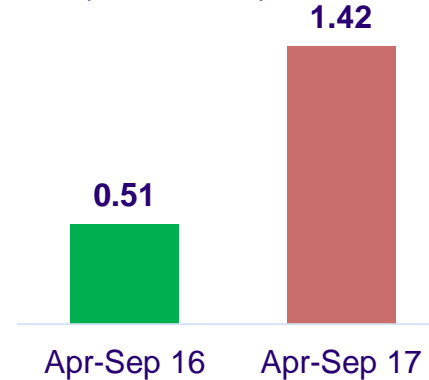
SBI buddyWallet

- 1 Crore plus users
- 75-80K daily Txns.
- 10-15K daily registrations

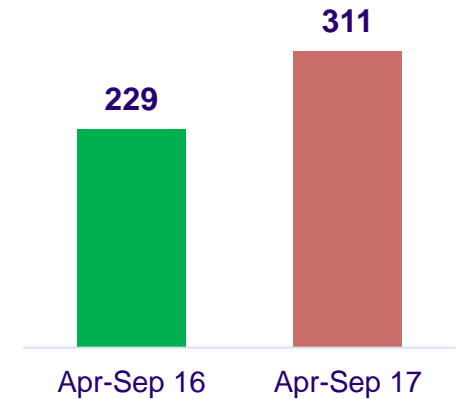
Buddy Users
(Nos. in lakhs)



Vol. of Buddy Transactions
(Nos. in Crs.)



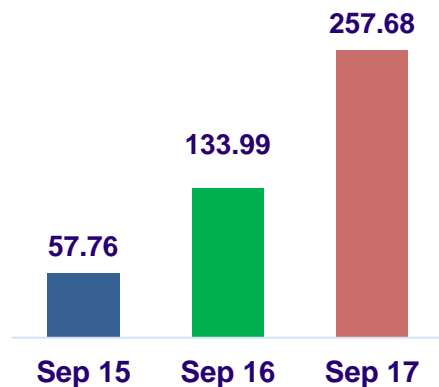
Value of Buddy Transactions
(Rs. in Crs.)



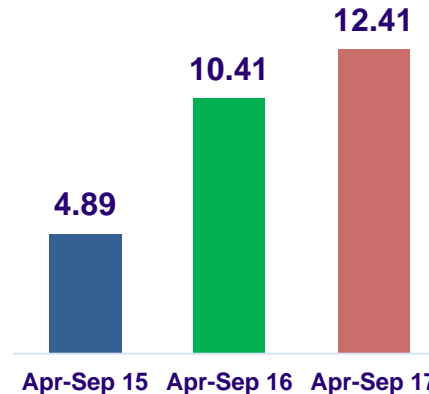
SBI anywhere

- 2.6 Crores Users
- 2 Crores+ No. of Txns per month

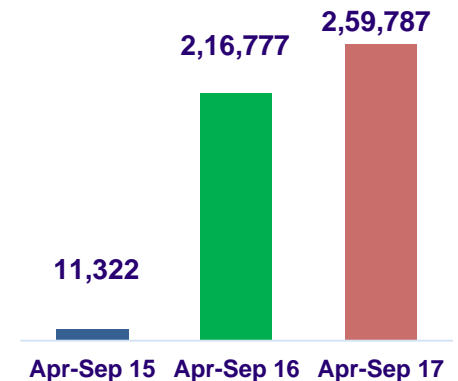
Mobile Banking Users
(Nos. in lakhs)



Vol. of Transactions
(Nos. in Crs.)



Value of Transactions
(Rs. in Crs)

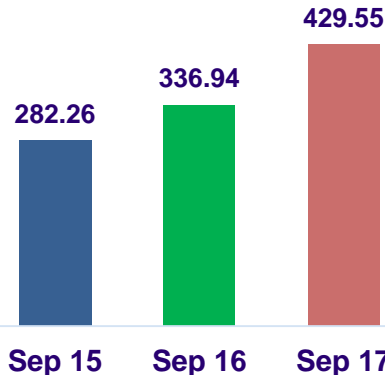


Digital & e-Commerce (2/2)

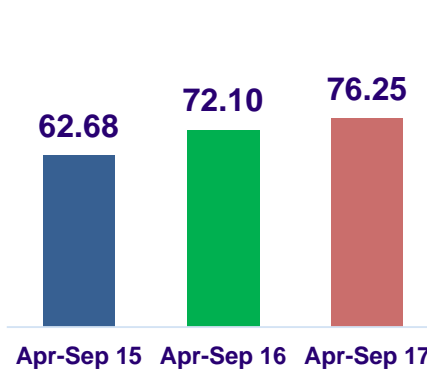


- 5th most popular online global financial site.
- 4 Crore Users
- 76 Crore txns. during H1FY18.

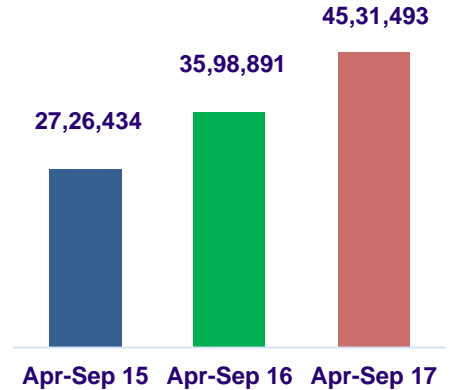
INB Users
(Nos. in lakhs)



Vol. of INB Transactions
(Nos. in Crs.)

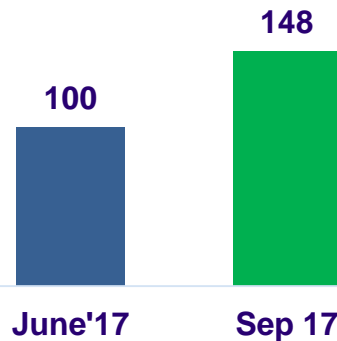


Value of INB Transactions
(Rs. in Crs)

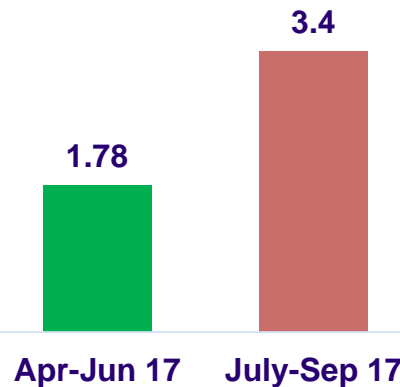


- ~1.5 Crore users on SBI Pay / BHIM / USSD
- 23.7 lakh daily transactions.
- 60,000 daily registrations

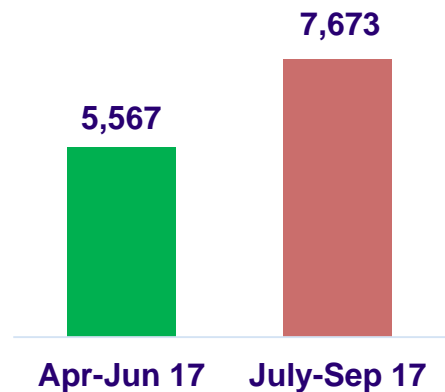
SBI Pay Users
(Nos. in lakhs)



Vol. of Transactions
(Nos. in Crs)

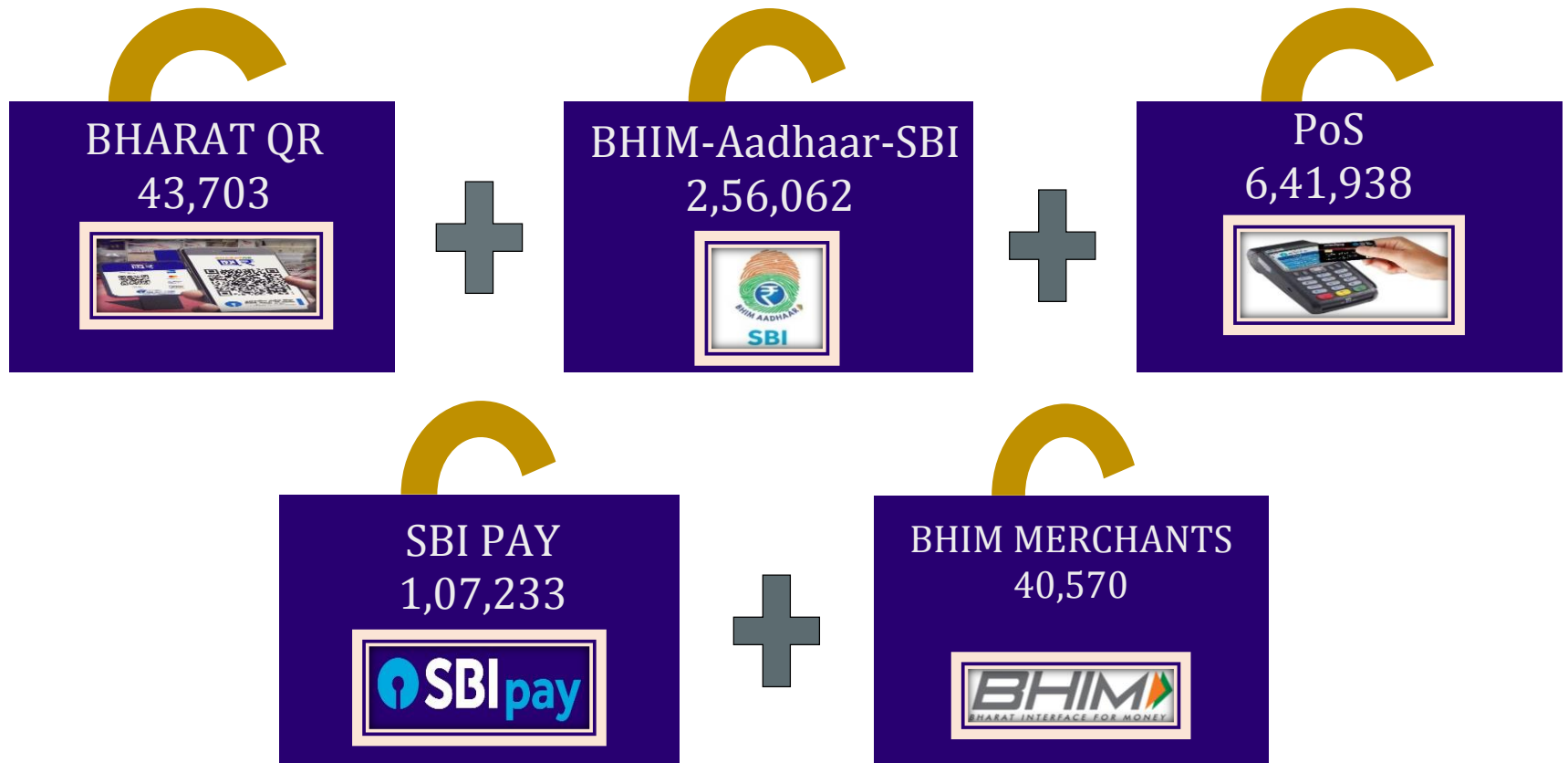


Value of Transactions
(Rs. in Crs)









Unlocking the Digital Potential

10,89,506 merchant payments acceptance touch points



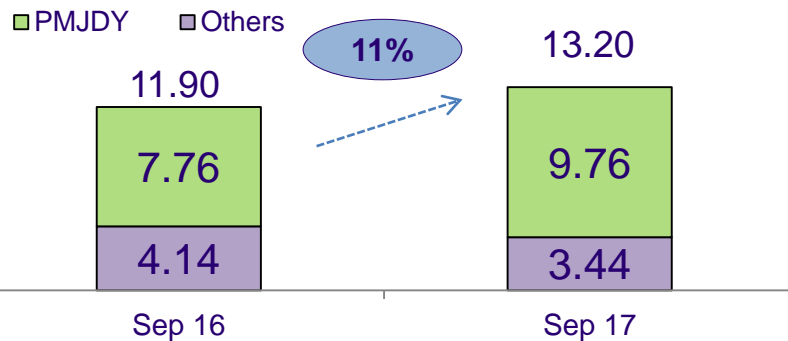
Social Media Leadership

SBI Continues to be the leading player in Social Media Banking

Platform	Status	Rank	Comments
	136 Lakhs	1	Highest number of followers across all banks in the world
	819 Lakh Views 77 K Subscribers	1	Ranked number 1 Globally among Banks
	5.29 Lakhs	1	Highest number of followers across All Indian Banks
	3400	1	
	26 Lakhs	2	Second Highest number of followers across all Indian banks
	3.43 Lakhs	2	

Financial Inclusion(1/2)

Financial Inclusion Accounts (No. in Crs)

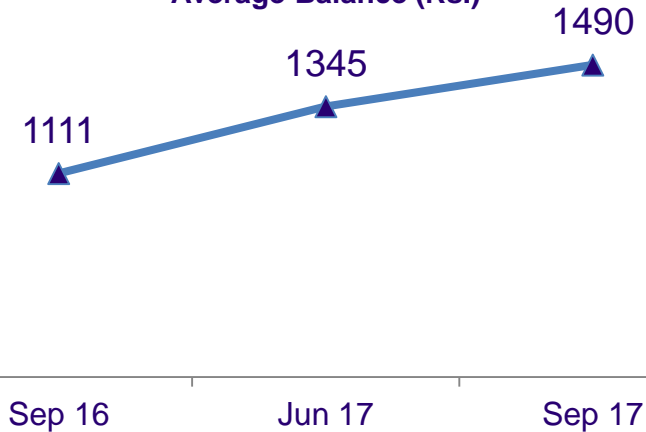


Out of PMJDY A/cs:

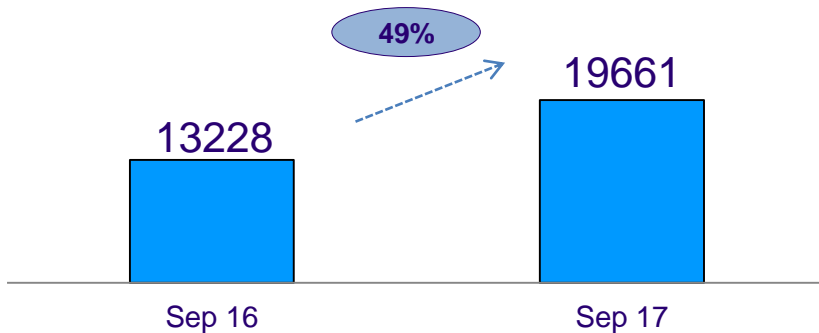
Aadhar seeded A/cs as on Sep 17: **7.16** crs

Rupay Cards issued as on Sep 17: **6.46** crs

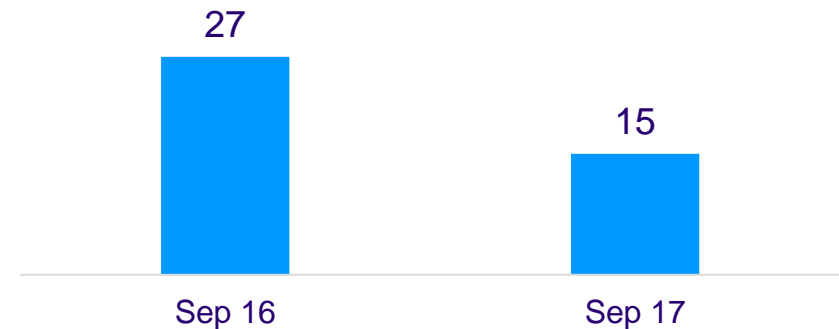
Average Balance (Rs.)



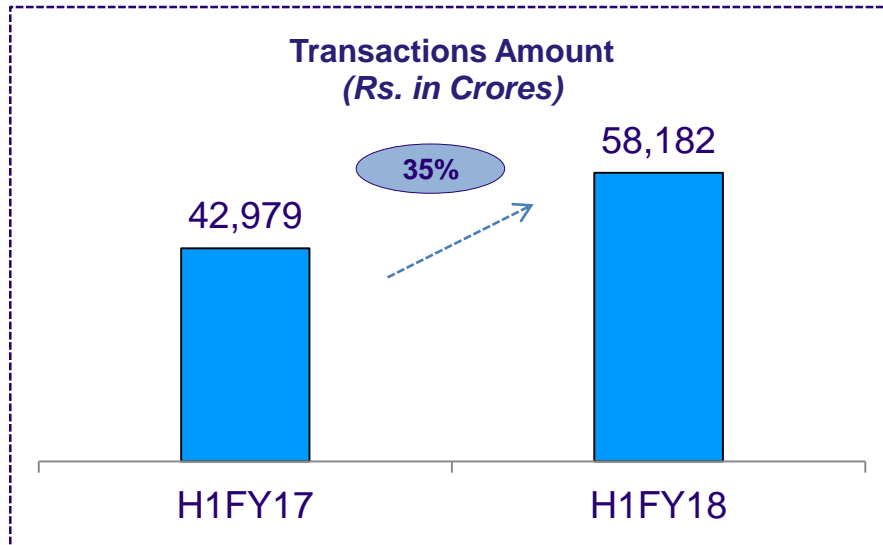
Financial Inclusion Deposits (Rs. in Crores)



Financial Inclusion - Zero Bal. A/cs (%)



Financial Inclusion(2/2)



Financial Literacy	
Rural Self Employment Training Institute RSETIs (Total Numbers: 151)	Cumulative (Since 2011)
No of Training Programmes held	20,762
No of Youth trained	5,53,145
Financial Literacy Centers (FLC) (Total numbers: 326)	
No of Out door activities	64,373
No of Persons availed FLC Services	45,85,002

Social Security Schemes (Enrolment up to 30.09.2017) (in Lakhs)

Pradhan Mantri Suraksha Bima Yojana	168.85
Pradhan Mantri Jeevan Jyoti Bima Yojana	41.07
Atal Pension Yojana	8.11

OD facility for PMJDY accounts - Eligible accounts 19.79 lakh, Sanctioned 9.99 lakh accounts (50.48%)

Subsidiaries

SBI Group Financials : Net Profit H1FY18

Rs. In crores

Major Non Banking Subsidiaries	Half Year Ended	
	H1FY18	H1FY17
SBI Life	539	428
SBI Capital Markets Ltd (Consolidated)	149.28	55.60
SBI Funds Management Pvt Ltd	156.85	98.40
SBI Cards & Payment Services Pvt Ltd	259.15	176.74
SBI DFHI Ltd	41.36	101.58
SBI General Insurance	301	6.44

Subsidiaries (1/3)

SBI CARDS

	H1FY18	H1FY17	YoY (in %)
#CIF market share (%)	15.59	14.93	66 bps
#Spends market share (%)	16.26	12.16	411 bps
PAT in Rs. Cr	259.15	176.74	46.63
RoE (%)	33.63	28.82	481 bps
Net worth, in Rs. Cr	1,540.24	1,226.33	25.60
Total Assets	13,584.34	8,911.92	52.43

Market share based on RBI Industry report received till Aug'17

Performance Highlights:

- Robust business performance PAT 47% YOY.
- 2nd Highest base in terms of cards & spends: Market share steadily rising
- Spends **↑92%** YOY, Assets **↑52%** YOY

New launches

- Launched “SBI Prime Card” targeted for young & urban segment

SBI Funds Management Pvt. Ltd.

	H1FY18	H1FY17	YoY (in %)
AUM (Rs. Cr)	1,88,030	1,31,554	43
SBI MF share (%)	8.98	8.17	81 bps
PAT (Rs. Cr)	156.85	98.40	59.40
ROE (%)	34.21	27.28	693 bps

- SBI Funds Management Pvt Ltd has recently crossed a significant milestone of more than 2 trillion in AUM.
- Strong investment performance across Equity and Fixed Income has helped company gain market share
- SBI Channel remains a significant contributor to net sales in Q2 FY'18, while other channels continue to contribute on an ongoing basis
- Company has further consolidated it's top position in the ETF segment and is the largest ETF provider in the country with AUM of INR 32,762 crores.

Subsidiaries (2/3)

SBI Capital Markets Limited

	H1 FY18	H1 FY17	YoY (in %)
PAT (Rs. Cr)	149.28	55.60	168.51
Gross Income (Rs. Cr)	404.56	302.90	33.56
ROE (%)	10.68	4.65	603 bps

- Large Mandates in Infra Space:
- CMG DCM: Masala bond issue of NHAI, First Municipal Bond issue of Pune Municipal Corporation, FCB issue of HMEL, APSEZ, Samwardhana Motherson Automotive and HPCL.
- CMG ECM: Ranked 1st by Number of Equity Issuances (16) and 3rd by Issue amount raised (~Rs 19,924 cr) for FY17 as per Prime Database. As per Prime Database, SBICAP ranks 1st by Number of Issues (14) and 3rd by Issue Amount (~Rs 30,403 cr) in H1FY18
- IPO mandate of HUDCO (Rs. 1224 crore), CDSL (Rs. 524 crores), SBI Life (Rs. 8,389 crores), Cochin Shipyard (Rs. 1,443 crores) and QIP issue of State Bank of India (Rs. 15,000 crores)

SBI General Insurance

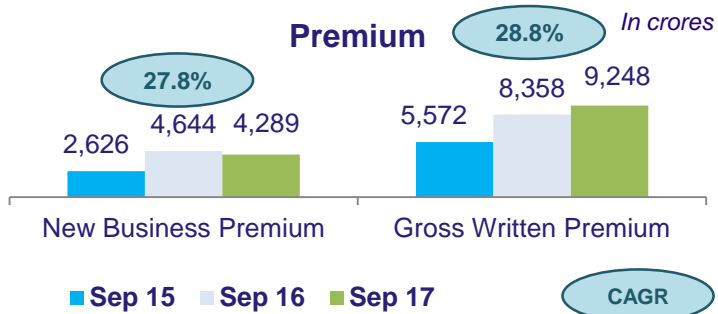
	H1 FY18	H1 FY17	YoY (in %)
PAT (Rs. Cr)	301	6.44	
Gross Written Premium	1593	1197	33
ROE (%)	21.5	0.70	
Net Worth	1399	951	47

- Growth in GWP at 33% YOY.
- Overall market share increased from 2% last year to 2.2% current year
- Private market share increased from 4.3% last year to 4.5% current year
- Growth in AUM at 22% YOY.
- Maiden underwriting profits of 245 crores in first half of the current year.
- Net profit of HI FY 18 at 301 crores (last year 6 crores)
- ROE at 21.5% for HI FY 18. Earnings per share at 13.99 against 0.02 last year.

Subsidiaries (3/3)

SBI Life

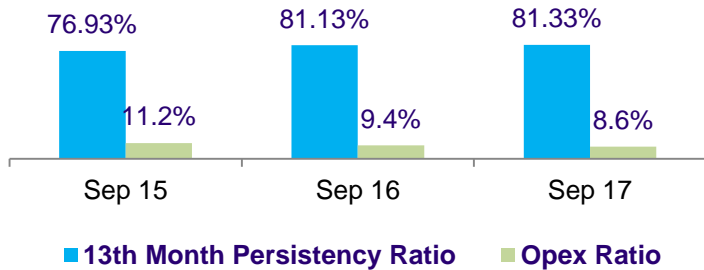
Premium *In crores*



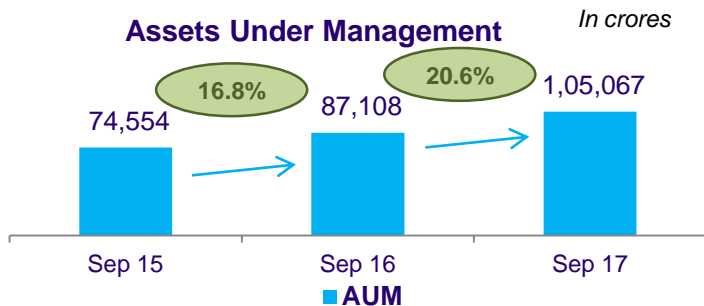
Fintelekt

'Life Insurance Company of the Year' and 'Banc assurance Leader Life Insurance (Large Category)' Awards at Fintelekt Insurance Award 2017.

Ratios (in %)



Assets Under Management *In crores*



Opex - Operating Expenses

Key Performance Highlights:

- The Company witnessed a **48%** YoY growth in individual rated Premium at Rs.3,064 Cr for H1FY18
- Growth of 11% YoY in Gross Written Premium at Rs.9,248 Cr for H1FY18
- Growth of **44%** YoY in Individual New Business Premium at Rs.3,332 Cr for H1FY18
- PAT increased by **25.9%** from Rs.428 Cr in H1FY17 to **Rs.539** Cr in H1FY18
- Increase in Individual Rated Premium private market share from 20.1% as on Sep 16 to **21.8%** as on Sep 17 and total market share from 10.3% as on Sep 16 to 12.2% as on Sep 17
- Assets held on Sep 30, 2017 up by **21%** at Rs.1,09,495 Cr

Balance Sheet

Balance Sheet : SBI

Rs. in Crores

Liabilities			
	Sep 17	Sep 16	YOY Growth (%)
Capital	863	790	9.28
Reserves and Surpluses	2,30,428	2,10,053	9.70
Deposits	26,23,180	23,78,956	10.27
Borrowings	2,47,766	2,59,437	-4.50
Other Liabilities & Provisions	1,33,275	1,27,330	4.67
Total Liabilities	32,35,512	29,76,565	8.70
Assets			
	Sep 17	Sep 16	YOY Growth (%)
Cash & balances with RBI	1,29,410	1,12,312	15.22
Balance with banks & money at call and short notice	48,502	72,301	-32.92
Investments	10,22,909	7,93,662	28.88
Net Advances	18,02,609	18,03,933	-0.07
Fixed Assets	50,432	49,233	2.43
Other Assets	1,81,650	1,45,124	25.17
Total Assets	32,35,512	29,76,565	8.70

Balance Sheet : SBI Consolidated

Rs. in Crores

Liabilities			
	Sep 17	Sep 16	YOY Growth (%)
Capital	863	776	11.20
Reserves and Surplus	2,41,107	2,14,863	12.21
Minority Interest	4,526	6,546	-30.86
Deposits	26,40,032	23,92,965	10.32
Borrowings	2,54,906	2,66,289	-4.27
Other Liabilities & Provisions	2,42,581	2,20,533	10.00
Total Liabilities	33,84,015	31,01,973	9.09
Assets			
	Sep 17	Sep 16	YOY Growth (%)
Cash & balances with RBI	1,29,639	1,12,492	15.24
Balance with Banks & Money at Call and Short Notice	50,716	74,605	-32.02
Investments	11,28,439	8,82,482	27.87
Net Advances	18,34,761	18,28,557	0.34
Fixed Assets	51,507	50,226	2.55
Other Assets	1,88,954	1,53,611	23.01
Total Assets	33,84,015	31,01,973	9.09

SBI Group Financials – H1FY18

Rs. In crores

	Half Year Ended		Growth (%)
	H1FY18	H1FY17	YoY
Interest Earned	1,13,746	1,12,466	1.14
Non-Interest Income	37,015*	29,867	23.93
Total Income	1,50,761	1,42,333	5.92
Interest Expended	73,972	73,173	1.09
Operating Expenses(i+ii)	42,623	39,789	7.12
<i>(i) Employee Cost</i>	16,443	16,947	-2.97
<i>(ii) Other Operating Expenses</i>	26,179	22,842	14.61
Total Expenditure	1,16,594	1,12,962	3.22
Operating Profit + Exceptional Item	34,167	29,372	16.33
Operating Profit (Excl. Exceptional Item)	29,131	29,372	-0.82
Provisions (other than Tax)	28,383	28,144	0.85
<i>--of which Loan loss provisions</i>	29,070	26,680	8.96
Profit before Tax	5,783	1,228	370.95
<i>Add: Share profit of associates</i>	192	164	17.64
<i>Less: Minority Interest</i>	378	-152	347.90
Tax Expenses	726	477	52.05
Net Profit after Minority Interest	4,872	1,067	356.76

*Includes Exceptional Items

SBI Solo and Group Financials – H1FY18

	SBI			SBI Standalone		SBI Consolidated		
	Sep 17	Mar 17	Sep 16	Mar 17	Sep 16	Sep 17	Mar 17	Sep 16
ROA (%)	0.22	-0.06	-0.01	0.41	0.44	0.29	0.01	0.07
ROE (%)	4.23	-1.07	-0.22	7.25	7.38	5.71	0.14	1.27
Earning Per Share (Rs.)	8.49	-2.23	-0.46	13.43	13.00	11.53	0.31	2.74
Book Value Per Share (Rs)	217	211	213	191	184	228	220	219
Expenses Ratio (%)	47.07	49.54	49.79	47.75	49.95	47.05	49.42	49.61
NIM (%)	2.43	2.74	2.79	2.84	2.80	2.41	2.80	2.89
Gross NPA Ratio (%)	9.83	9.11	8.52	6.90	7.14	9.75	9.04	8.49
Net NPA Ratio (%)	5.43	5.19	5.12	3.71	4.19	5.39	5.15	5.10
Gross NPA (Rs. in Crs.)	186115	177866	159806	112343	105783	187739	179167	161333
Net NPA (Rs. in Crs.)	97896	96978	92368	58277	60013	98870	97657	93251

Awards & Accolades

Golden Peacock Award for Excellence in Corporate Governance, 2017

SBI among Top 3 best places to work in India (Source: Global #1 job site 'Indeed.com'), continue to deliver value to employees

SBI ranked top disclosure champion by FTI Consulting

'Best Bank Award for 'Electronic Payment Systems among Large Banks' and 'Best Bank Award for use of Technology for Financial Inclusion' among Large Banks by IDRBT

'Debit Card Initiative of the year – India' by Asian Banking & Finance (ABF) Retail Banking Awards 2017

Best Bank for Implementation of Cognitive Technologies by Computer Society of India

Best Public Sector Bank Awards in areas of *Rural Reach, Retail, Global Business, Technology* and *Overall* by Dun & Bradstreet.

Honoured with prestigious ASSOCHAM award for its torchbearer role in bringing the "Emerging Technologies (AI, Robotics)" to mainstream banking



Thank You