

Quarterly Results
Q1FY18

Analyst Presentation

11.08.2017



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 results 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 June 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

The Quarter That Was

Financial Performance – Actual

Financial Performance – Way Forward

Digital Banking & Financial Inclusion

Subsidiaries

Balance Sheet

The Quarter That Was

The Quarter that was – The Starting Point

Rs. in Crores

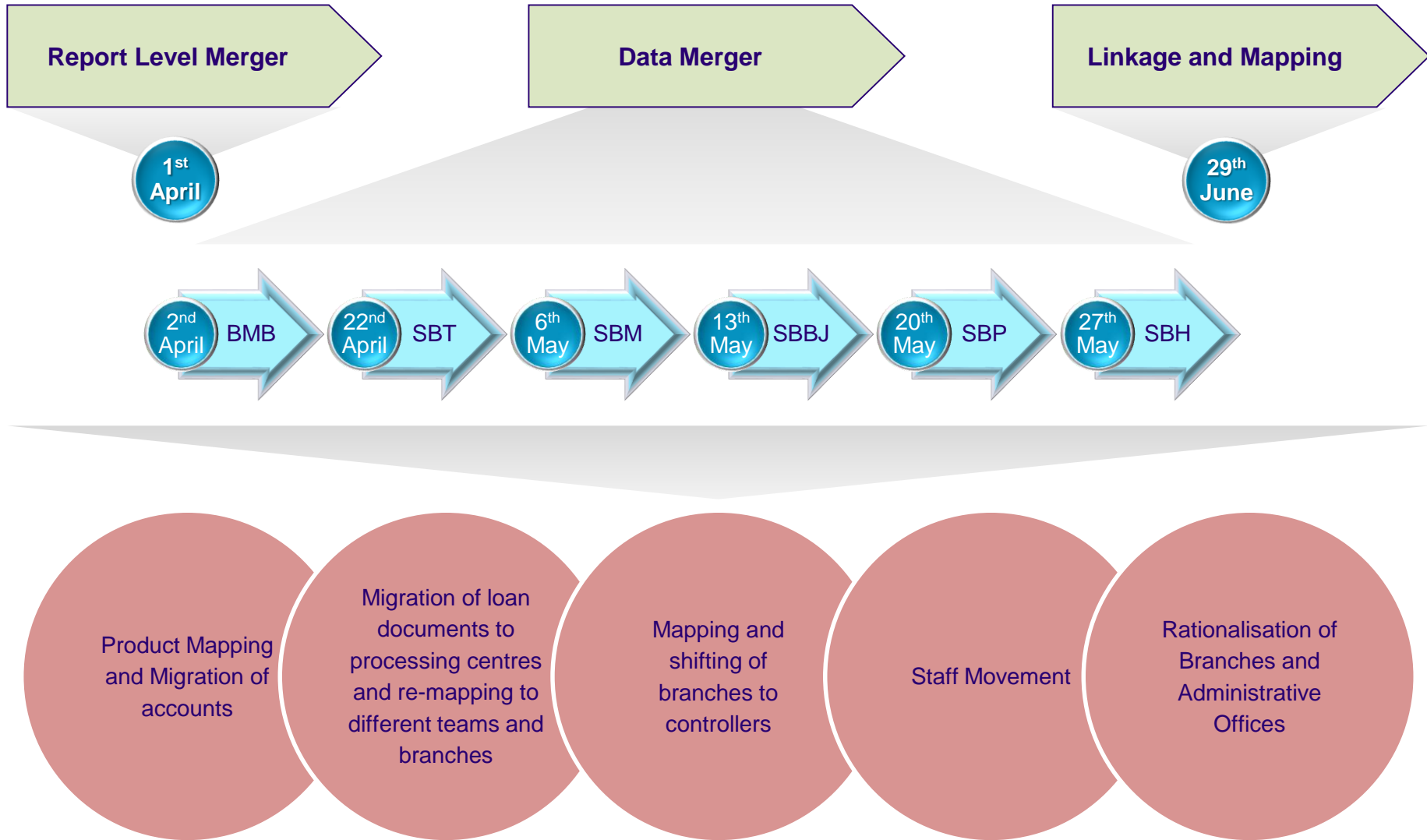
SBI + ABs + BMB	31st March 2017 (Solo)	31st March 2017 (ABs)	1st April 2017 (Merged)
Total Deposits	20,44,751	5,40,569	25,85,320
CASA Ratio (%)	45.58	40.10	44.40
Gross Advances	16,27,273	3,25,234	19,52,507
Mkt. Share - Deposits (%)	18.13	5.04	23.17
Mkt. Share - Advances (%)	17.11	4.15	21.26
Number of branches	17,170	6,847	24,017
Total Staff	2,09,572	70,231	2,79,803
No. of customers (in lakhs)	3,375	829	4,204

SBI + ABs + BMB	31st March 2017 (Solo)	1st April 2017 (Merged)
CET 1 (%)	9.82	9.41
Tier 1 (%)	10.35	10.05
CAR (%)	13.11	12.85
GoI Shareholding (%)	61.23	60.75

SBI + ABs + BMB (Asset Quality Ratios)	31st March 2017 (Solo)	31st March 2017 (ABs)	1st April 2017 (Merged)
Gross NPA Ratio (%)	6.90	20.15	9.11
Net NPA Ratio (%)	3.71	12.99	5.19
Provision Coverage Ratio (%)	65.95	52.18	61.53
Slippage Ratio (%)	2.59	17.87	5.78
Credit Cost (%)	2.14	5.77	2.90

SBI + ABs + BMB (Financial Ratios)	31st March 2017 (Solo)	31st March 2017 (ABs)	1st April 2017 (Merged)
Cost to income Ratio (%)	47.75	57.66	49.54
Cost of Deposits (%)	5.79	6.31	5.84
Yield on Advances (%)	9.42	8.98	9.32
NIM (Domestic) (%)	3.11	2.35	2.93

Merger Trajectory During the Quarter (1/3)



A challenging task : Managed smoothly

Merger Trajectory Report Card – Offices and Branches (2/3)

- 594 branches merged till Aug 6th - expect to achieve branch merger target by end of Sept 2017
- 122 administrative offices rationalized.
- Rationalization of branch and administrative offices to result in savings in excess of Rs. 1160 cr p.a.
- Owned premises to be deployed for other productive purposes- SBI Infra Management entrusted with the responsibility of suggesting optimal ways to manage real estate assets

	As on 31.03.2017		As on date
	SBI	Erstwhile Associate Banks	Merged Entity establishments
Administrative Offices	81	52	105
Regional Business Offices	417	182	505
Branches	17,170	6,847	23,423

Merger Trajectory Report Card – Human Resources (3/3)



- ✓ Projected Number of Staff to be Redeployed (approximate values):
 - On account of Rationalization of Administrative Offices: **2000**
 - On account of Rationalization of Branches: **8,616** (*around 30% will be redeployed to sales functions*)
- ✓ **Career Development System (CDS)** implemented for all Associate Bank employees. Will lead to KRAs being defined for every employee
- ✓ **Rs. 473.4** crores ex-gratia amount was paid to **3,569 eligible employees** under **VRS**
 - VRS to initiate a balanced age profile and enhance productivity and profitability
 - VRS to result in salary savings of Rs. 400 cr p.a.



Financial
Performance – Actual

Operating Performance

Rs. in Crores

	Quarter ended			Growth (%)	
	Q1FY18	Q4FY17	Q1FY17	Q1FY18 over Q4FY17	Q1FY18 over Q1FY17
Interest Income	54,905	58,968	54,494	-6.89	0.76
Non Interest Income	8,006	12,222	8,761	-34.50	-8.62
Total Income	62,911	71,190	63,255	-11.63	-0.54
Interest Expenses	37,299	37,903	36,248	-1.59	2.90
Net Interest Income	17,606	21,065	18,246	-16.42	-3.51
Operating Expenses	13,738	15,978	13,245	-14.02	3.72
Operating Profit	11,874	17,309	13,762	-31.40	-13.72

Provisions and Net Result

Rs. in Crores

	Quarter ended			Growth (%)	
	Q1FY18	Q4FY17	Q1FY17	Q1FY18 over Q4FY17	Q1FY18 over Q1FY17
Operating Profit	11,874	17,309	13,762	-31.40	-13.72
Total Provisions	9,869	20,751	13,388	-52.44	-26.29
Loan Loss	12,125	19,323	11,266	-37.25	7.62
Standard Assets	-2,039	271	1,037		
Investment Depreciation	-755	852	545		
Other Provisions	-402	486	188		
Income Tax	939	-181	351	618.82	167.16
Net Profit	2,006	-3,442	374		435.88

Interest Income / Expenses

Rs. in Crores

	Quarter ended			Growth (%)	
	Q1FY18	Q4FY17	Q1FY17	Q1FY18 over Q4FY17	Q1FY18 over Q1FY17
Interest on Loans	36,142	37,488	39,454	-3.59	-8.40
Interest on Resources	17,543	18,042	13,929	-2.76	25.95
Other Interest income	1,220	3,439	1,110	-64.51	9.91
Total Interest Income	54,905	58,968	54,494	-6.89	0.76
Interest on Deposits	34,990	35,431	33,632	-1.24	4.04
Interest on Borrowings	1,018	1,048	1,180	-2.84	-13.66
Other Interest paid	1,291	1,424	1,437	-9.32	-10.16
Total Interest Expenses	37,299	37,903	36,248	-1.59	2.90

Non-Interest Income

Rs. in Crores

	Quarter ended			Growth (%)	
	Q1FY18	Q4FY17	Q1FY17	Q1FY18 over Q4FY17	Q1FY18 over Q1FY17
Fee Income	4,870	7,434	4,190	-34.49	16.21
Profit/Loss on Sale of Investments *	1,770	1,997	3,437	-11.36	-48.50
Forex Income	667	688	569	-3.15	17.17
Dividend Income	23	396	29		-20.09
Misc. Other Income	676	1,707	535	-60.40	26.30
<i>of which: Recovery in w/o accounts</i>	712	1,743	597	-59.17	19.26
Total Non Interest Income	8,006	12,222	8,761	-34.50	-8.62

* Profit on Sale of Investments impacted due to NSE Stake Sale in Q1FY17 of Rs.907 Crore

Stable Fee Income

Rs. in Crores

	Quarter ended			Growth (%)	
	Q1FY18	Q4FY17	Q1FY17	Q1FY18 over Q4FY17	Q1FY18 over Q1FY17
Fee Income	4,870	7,434	4,190	-34.49	16.21
of which : <i>Loan Processing Charges</i>	654	1,332	561	-50.91	16.62
<i>Commission on Govt. Business</i>	781	776	761	0.66	2.67
<i>Commission on LC/BG*</i>	407	1,041	886	-60.88	-54.04
<i>Transaction Fees</i>	926	2,114	804	-56.22	15.09
<i>Cross Selling</i>	288	336	118	-14.27	143.72
<i>Comm. on Collection , Locker Rent, MAB, CMP and Other Misc.</i>	1,813	1,834	1,060	-1.13	71.06

*Change in method of booking Commission from cash basis to accrual basis w.e.f 1st April, 2017 impacted to the extent of Rs. 376 Crores

Contained Operating Expenses (1/2)

Rs. in Crores

	Quarter ended			Growth (%)	
	Q1FY18	Q4FY17	Q1FY17	Q1FY18 over Q4FY17	Q1FY18 over Q1FY17
Staff Expenses	7,724	8,914	7,783	-13.34	-0.75
Overheads	6,013	7,064	5,462	-14.88	10.08
Operating Expenses	13,738	15,978	13,245	-14.02	3.72
Cost to Income ratio (%)	53.64	49.54	49.04	410 bps	460 bps

	During Q1FY18	Past 12 Months
Employees joined	625	14,751
Retirement etc.	7,247	19,026

	As on 30-06-2017	As on 31-03-2017
Staff Strength	2,73,181	2,79,803

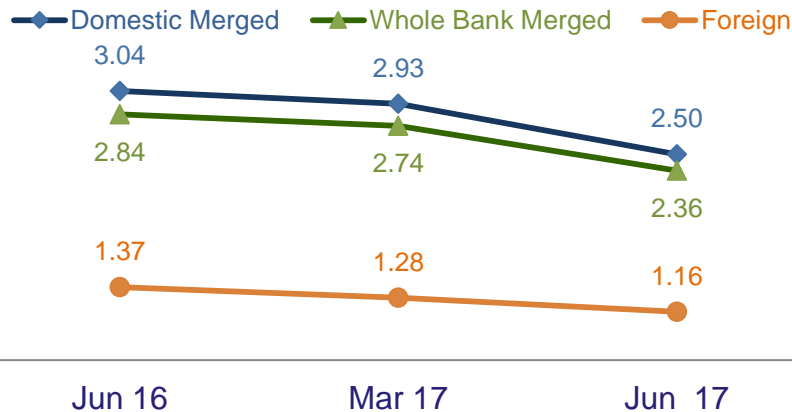
Contained Operating Expenses (2/2)

Rs. in Crores

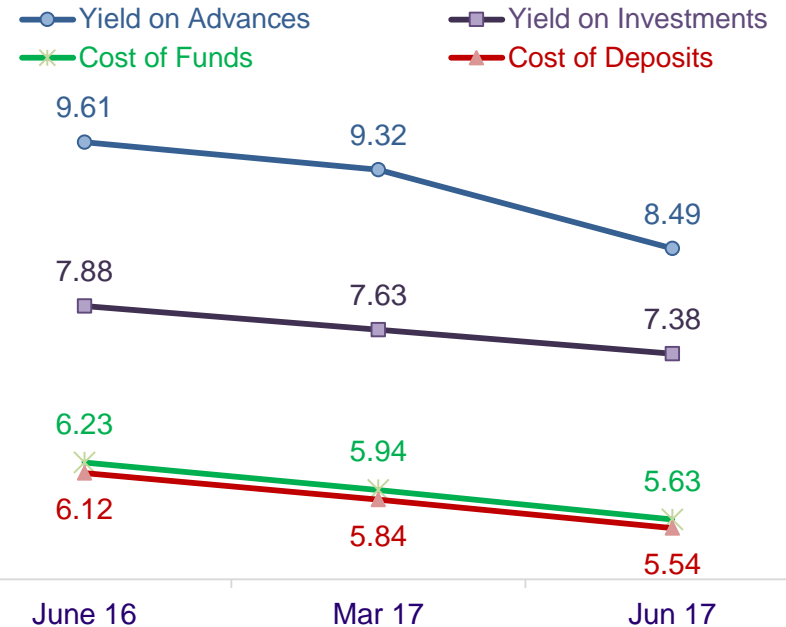
	Quarter ended			Growth (%)	
	Q1FY18	Q4FY17	Q1FY17	Q1FY18 over Q4FY17	Q1FY18 over Q1FY17
Staff Expenses	7,724	8,914	7,783	-13.34	-0.75
<i>of which : Salary</i>	6,806	6,139	6,491	10.88	4.85
<i>Contribution for employees</i>	918	2,775	1,291	-66.92	-28.89
Overheads	6,013	7,064	5,462	-14.88	10.08
<i>Of which: Rent, Taxes and Lighting</i>	1,198	1,385	1,178	-13.53	1.69
<i>Depreciation</i>	778	1,017	568	-23.48	37.00
<i>Printing and Stationery</i>	102	207	91	-50.83	11.48
<i>Network and Postage & Telecommunications</i>	161	282	115	-43.08	39.41
<i>Repairs and Maintenance to Bank's Property</i>	182	238	176	-23.56	3.51
<i>Travelling & Halting</i>	230	331	250	-30.49	-8.16
<i>Insurance</i>	732	631	619	16.00	18.31
<i>ATM /CDM /POS /Debit Card /Other Tech Expenses</i>	1,457	1,797	1,261	-18.91	15.61
<i>Advt. & Publicity, Law Charges, Auditors Fees, BC / BF Expenses etc.,</i>	1,174	1,176	1,205	-0.17	-2.57
Operating Expenses	13,738	15,978	13,245	-14.02	3.72

Key Performance Indicators : Performance Ratios

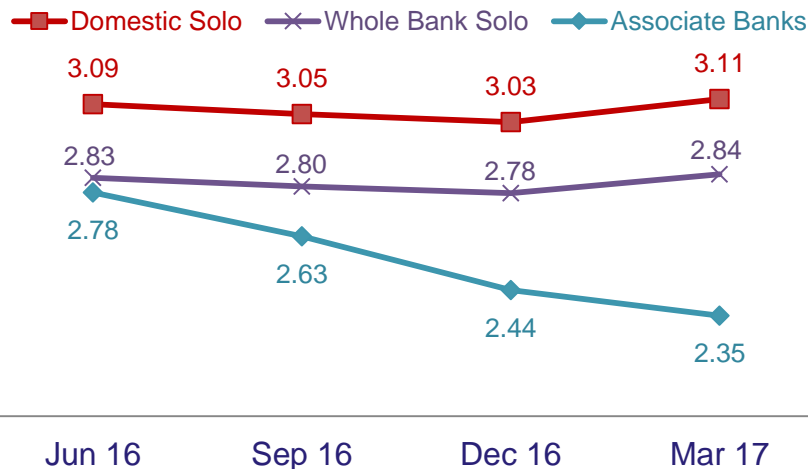
Net Interest Margin (%) Merged Entity



Yield & Costs (%) Merged Entity



SBI Solo and ABs



Downward pressure on NIM in Q1FY18 on account of:

- Shift from Base Rate to MCLR; 60% of the loans are on MCLR.
- Downward re-pricing of 1 year MCLR linked loans of last year.
- Domestic Deposits grew by Rs. 15,056 Crs, while Domestic Advances declined by Rs. 65,841 Crs QoQ
- Full impact of FY17 slippages, in addition to new slippages of current quarter.

Sustained CASA growth driving liability franchise

Rs. in Crores

	Jun 17	YoY Growth (%) Jun 17 Over Jun 16	31-03-2017 (SBI+e- ABs+BMB)	Jun 16 (SBI+e- ABs+BMB)
Total Deposits	26,02,534	13.28	25,85,320	22,97,426
Foreign Offices	93,517	12.77	91,359	82,924
Domestic	25,09,018	13.30	24,93,961	22,14,501
Market Share Domestic	23.26%	53 bps	23.17%	22.73%
TD	13,95,563	6.22	13,86,527	13,13,809
CA	1,68,414	24.61	1,81,008	1,35,155
SB	9,45,040	23.45	9,26,426	7,65,537
CASA	11,13,455	23.62	11,07,434	9,00,692
CASA Ratio	44.38%	371 bps	44.40%	40.67%

Daily Average CASA Ratio – Jun 17: 43.81%

Share of CA in CASA increased by 12 bps YoY

Diversified Asset Portfolio

Rs. in Crores

	Jun 17	Mar 17	Jun 16	YOY Gr %
Domestic Advances	16,07,583	16,66,288	15,89,148	1.16
Food Credit	7,802	6,919	27,514	-71.64
Domestic Advances (Excluding Food Credit)	15,99,781	16,59,369	15,61,634	2.44
Comm. Paper (CP)	59,199	60,158	31,714	86.67
Corp. Bonds (CB)	57,770	63,329	45,623	26.62
Domestic Total (incl. CP & CB but excl. Food Credit)	17,16,750	17,82,856	16,38,971	4.75
Advances in Foreign Offices (A)	2,79,082	2,86,219	2,70,365	3.22
FCNR-B Advances (B)	6,527	6,609	18,302	-64.34
Foreign Offices Excl FCNR-B Loans (A-B)	2,72,555	2,79,610	2,52,063	8.13
Whole Bank Advances Incl CP & CB, Excl FCNR (B) Adv. & Food Credit	19,89,306	20,62,466	18,91,034	5.20

Diversified Loan Portfolio

	Jun 17	YoY Growth (%) Jun 17 Over Jun 16	31-03-2017 (SBI+e-ABs+BMB)	Jun 16 (SBI+e-ABs+BMB)
Total Advances	18,86,666	1.46	19,52,507	18,59,513
Foreign Offices	2,79,082	3.22	2,86,219	2,70,365
Domestic	16,07,583	1.16	16,66,288	15,89,148
Market Share Domestic	21.09%	-53 bps	21.26%	21.62%
Large Corporate	3,76,093	-4.35*	9,93,637*	9,70,744*
Mid Corporate	2,95,804			
SME	2,56,582			
AGRI	1,89,100	1.69	1,91,265	1,85,948
Retail	4,90,005	13.31	4,81,386	4,32,455

*Includes Large, Medium and SME Advances

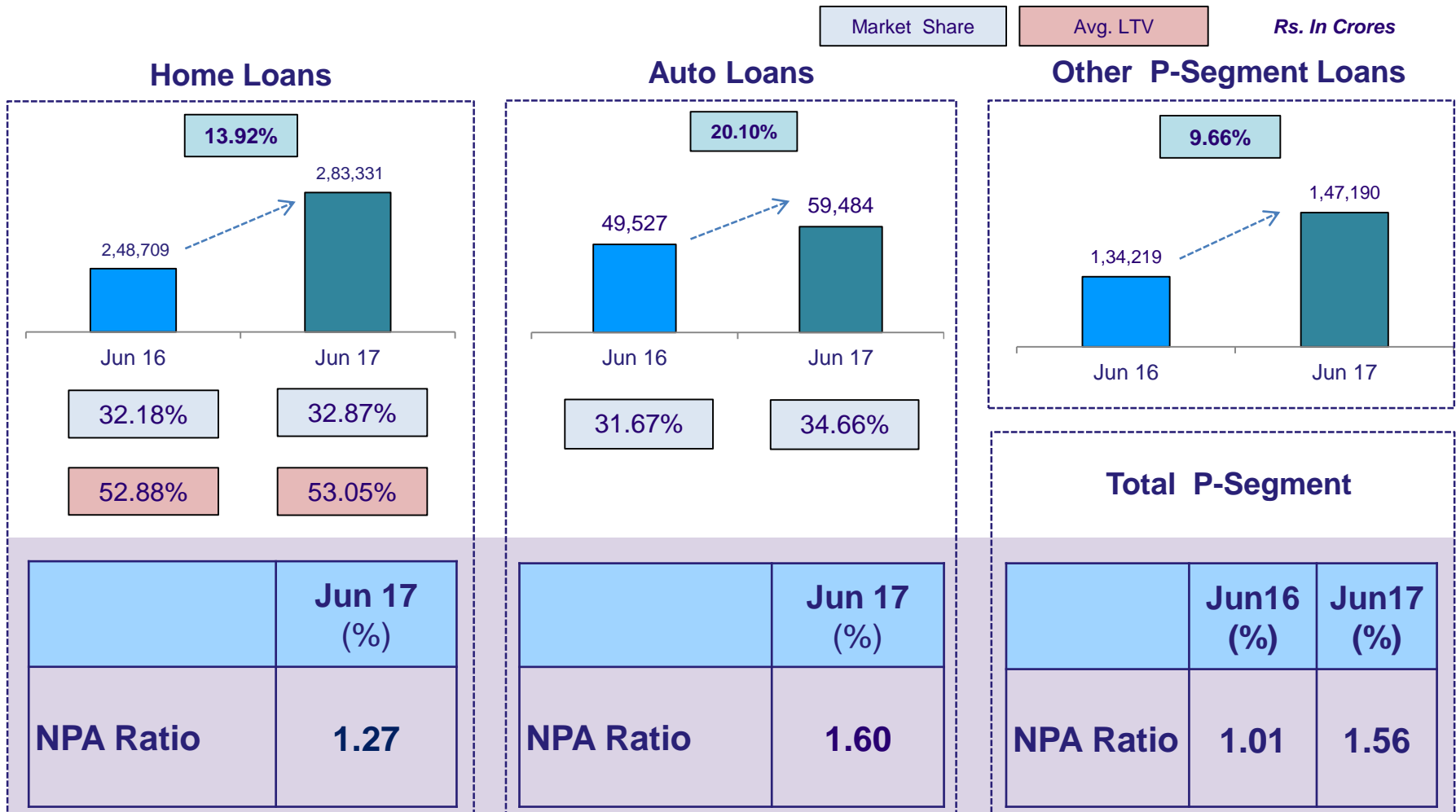
Diversified Industry Portfolio

Domestic Fund Based Outstanding

Rs. in Crores

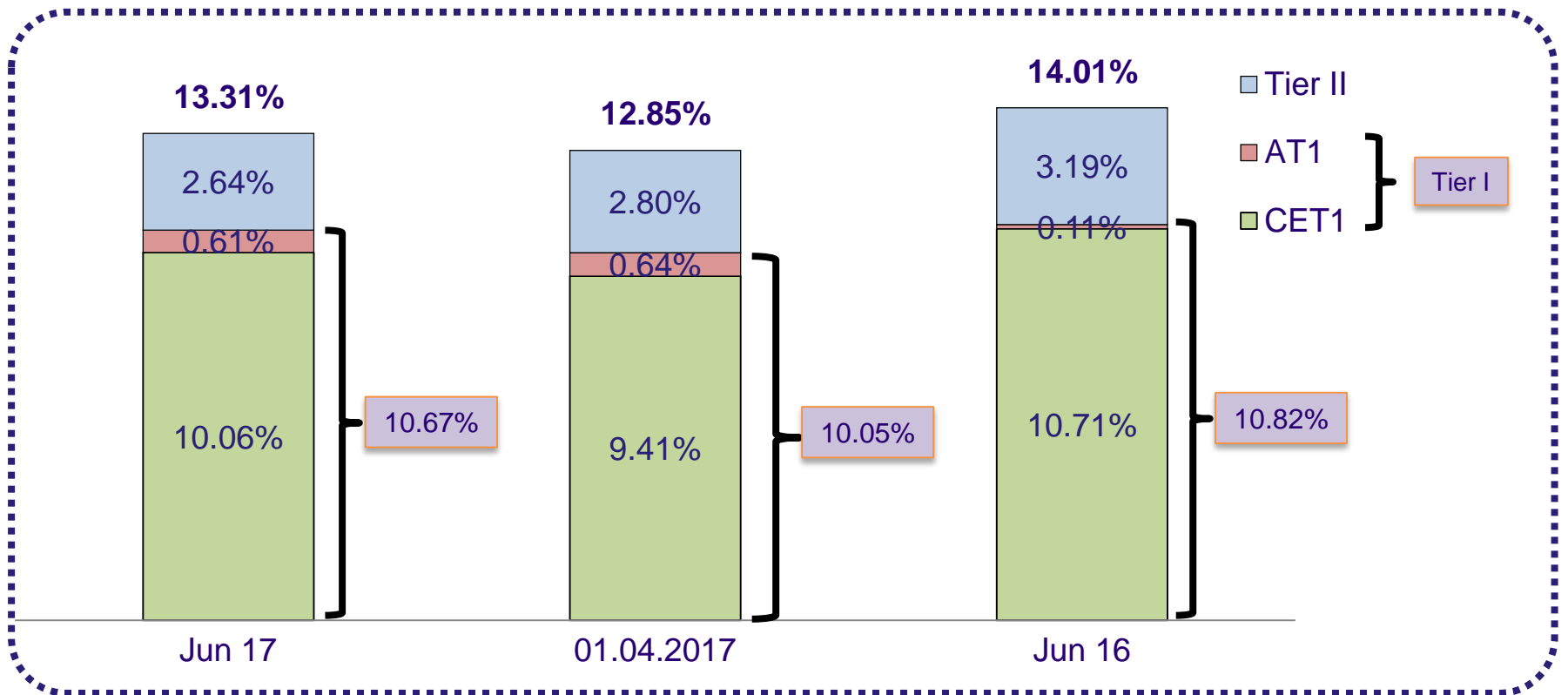
	Jun 17		Mar 17		Jun 16		Jun 17
	Level	% Share	Level	% Share	Level	% Share	YOY Gr %
Infrastructure	2,54,219	15.81	2,54,971	15.30	2,56,778	16.16	-1.00
<i>of which: Power</i>	1,71,645	10.68	1,70,874	10.25	1,65,947	10.44	3.43
<i>Telecommunication</i>	22,497	1.40	21,211	1.27	20,643	1.30	8.98
<i>Roads & Ports</i>	28,011	1.74	28,580	1.72	32,372	2.04	-13.47
<i>Other Infrastructure</i>	32,066	1.99	34,306	2.06	37,816	2.38	-15.21
Services	1,65,920	10.32	1,75,248	10.52	1,24,314	7.82	33.47
Iron & Steel	1,08,301	6.74	1,10,465	6.63	1,13,088	7.12	-4.23
Trade	86,126	5.36	91,578	5.50	92,619	5.83	-7.01
Textiles	52,183	3.25	55,766	3.35	58,383	3.67	-10.62
Petroleum & Petrochemicals	39,390	2.45	49,144	2.95	33,475	2.11	17.67
Engineering	29,468	1.83	30,001	1.80	36,219	2.28	-18.64
Comm. Real Estate	31,086	1.93	31,583	1.90	28,553	1.80	8.87
Other Industries	1,61,785	10.06	1,94,882	11.70	2,27,316	14.30	-28.83
Home Loans	2,83,331	17.62	2,76,454	16.59	2,48,709	15.65	13.92
Auto Loans	59,484	3.70	57,609	3.46	49,527	3.12	20.10
Other Retail Loans	1,47,190	9.16	1,47,323	8.84	1,34,219	8.45	9.66
Agriculture	1,89,100	11.76	1,91,265	11.48	1,85,948	11.70	1.69
Total Domestic Advances	16,07,583	100	16,66,288	100	15,89,148	100	1.16

Personal Segment Continues to drive Loan Growth



- Impending merger led to drying up of the pipeline, i.e. the sourcing and sanctions of Home Loans in e-ABs during Q4FY17, thereby affecting disbursements in e-AB branches / CPCs in Q1FY18.
- Growth in Home Loans impacted by slower growth of 3.27% in the e-AB portfolio of Rs.52,806 Crore due to inadequate feet on street & software linkages as against a growth of 16.68% in the SBI portfolio
- SBI Realty site launched during the quarter to improve customer experience

We Remain Well Capitalized



Major Contributor to Capital

- Equity raised through QIP - Rs 15,000 Crores in Q1FY18

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

Rs. in Crores

Sector	Jun 17		31-03-2017		01-04-2017		30-06-2016	
			Solo		Merged		Merged	
	NPA	Ratio %	NPA	Ratio %	NPA	Ratio %	NPA	Ratio %
Large Corporate	48954	13.02	33070	9.67				
Mid Corporate	76060	25.71	47009	19.35				
Total Corporate	125014	18.61	80079	13.69				
SME	30426	11.86	15850	7.04				
Total Corporates & SME	155440	16.74	95,929	11.84	1,55,164	15.62	1,13,632	11.71
Agri	17988	9.51	7455	5.53	12,191	6.37	11,237	6.04
Retail	7632	1.56	2165	0.55	3,717	0.77	4,389	1.01
International	7009	2.51	6794	2.37	6,794	2.37	8,404	3.11
Total	188069	9.97	112343	6.90	1,77,866	9.11	1,37,662	7.40

Asset Quality : Movement of NPAs (2/3)

Rs. in Crores

	Q1FY18	FY17	Q1FY17
Opening Level of Gross NPAs	177866	121973	121973
Less :Recovery	4646	10302	2584
Less: Up gradation	2034	21981	7109
Less :Transfer to AUCA	13176	27757	5287
Add: Increase in O/s	3810	5685	2079
Add: Fresh Slippages	26249	110247	28590
Gross Addition (Increase in O/s + Slippages)	30059	115932	30669
Net Increase	10202	55892	15690
Closing Level of Gross NPAs	188068	177866	137662
Gross NPA Ratio (%)	9.97	9.11	7.40
Less: Cumulative Provisions	80309	80888	59421
Net NPAs	107760	96978	78242
Net NPA Ratio (%)	5.97	5.19	4.36
Provision Coverage Ratio (%)	60.79	61.53	59.91
Slippage Ratio (%)	5.38	5.78	5.99
Credit Cost (%)	2.48	2.90	2.36

Asset Quality : Impaired Assets (3/3)

Rs. in Crores

	Jun 17
Gross Advances	1886666
Restructured Standard	39337
Total Gross NPAs plus Restructured Std.	227406
Gross NPA + Restructured Standard to Gross Advances (%)	12.05
Net NPA + Net Standard Restructured to Net Advances (%)	8.12
Slippages from Restructured Book (%)	6.96

	Jun 17
SDR	12807
S4A	8124

	Jun 17
Stressed Standard Assets Provision	5537
Counter Cyclical Provision Buffer	1250

Total outstandings in 12 NCLT accounts is Rs 50,247 cr. The total provision held is Rs. 19,943 cr. Incremental provision required on these accounts is Rs 8,571 cr in FY18, based on RBI guidelines. But for RBI guidelines the ageing related provision on these accounts would have been at Rs 5,034 cr for FY18.

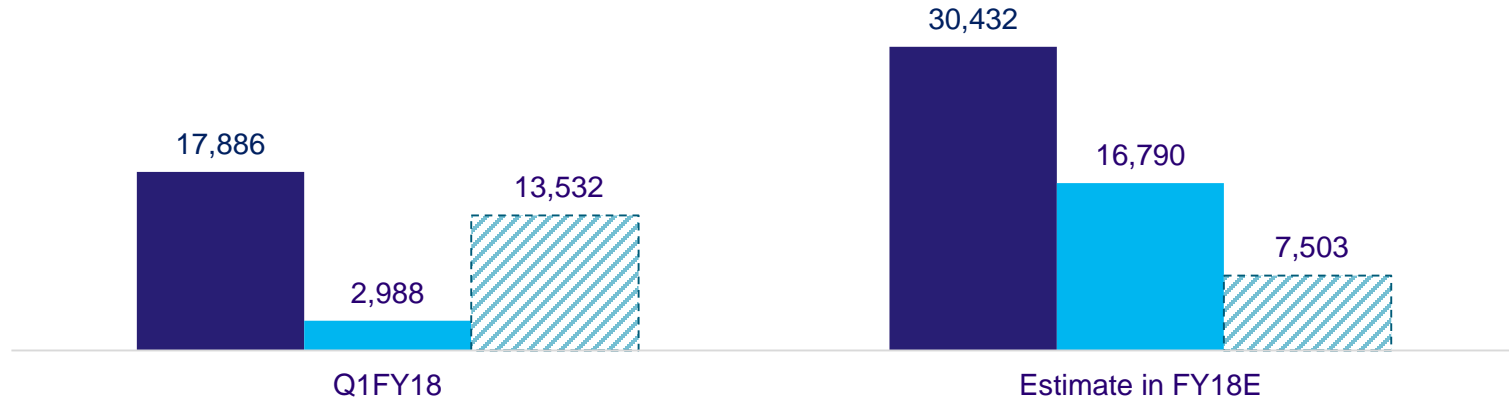
Financial Performance – Way Forward

Outlook for Agri, SME and Retail

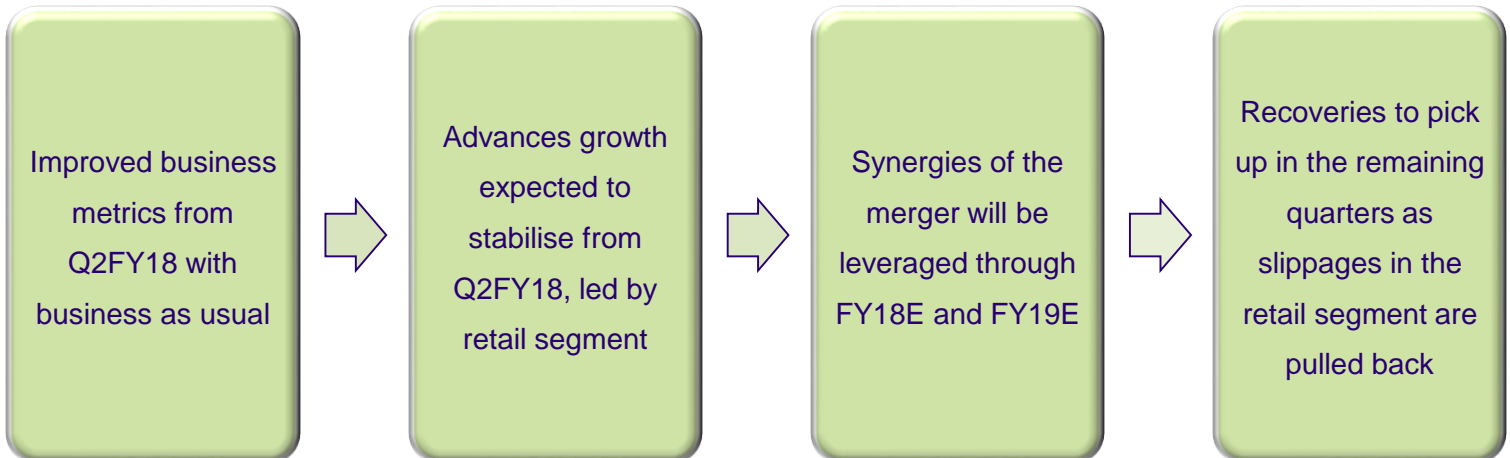
Slippages and Recoveries

Rs. in Crores

■ Slippages ■ Recoveries/ Upgrades ■ Net Increase



Way forward

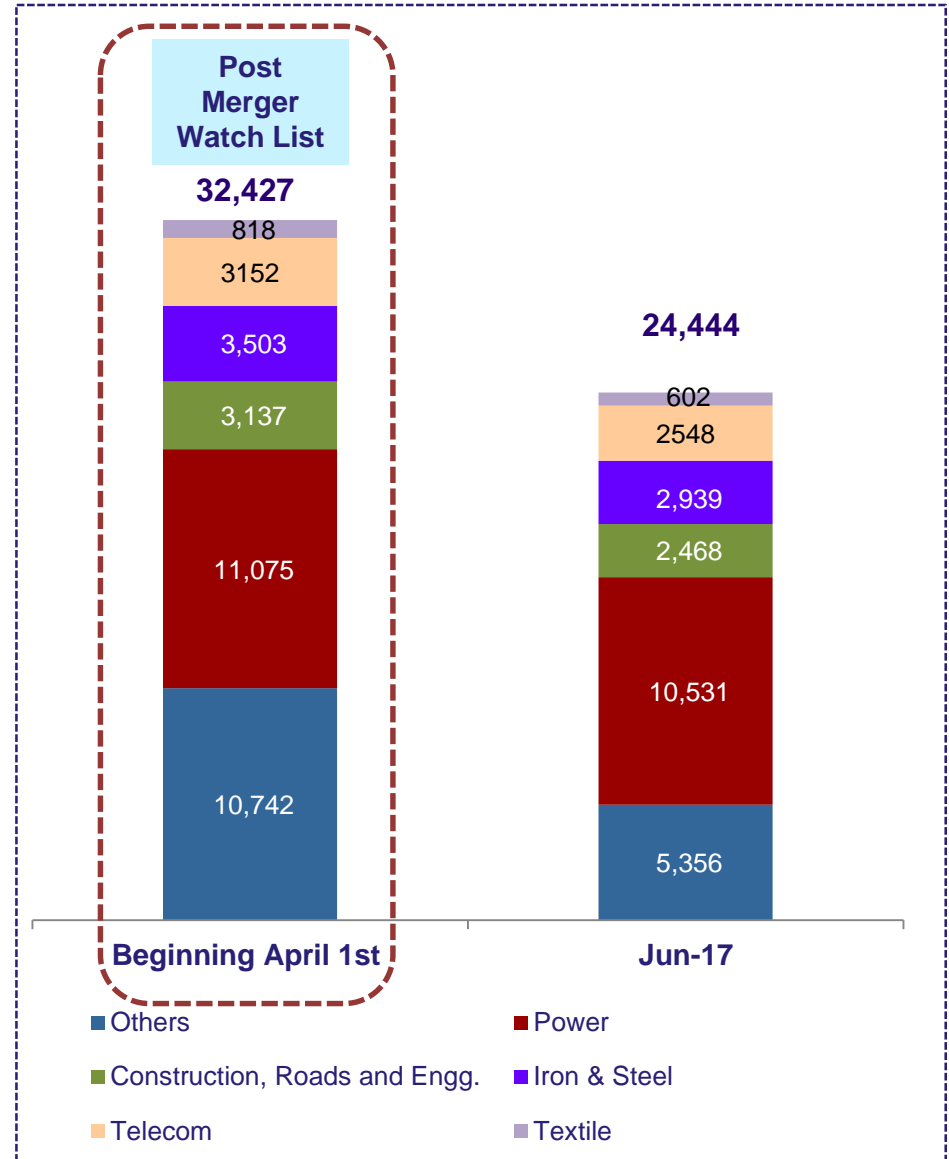
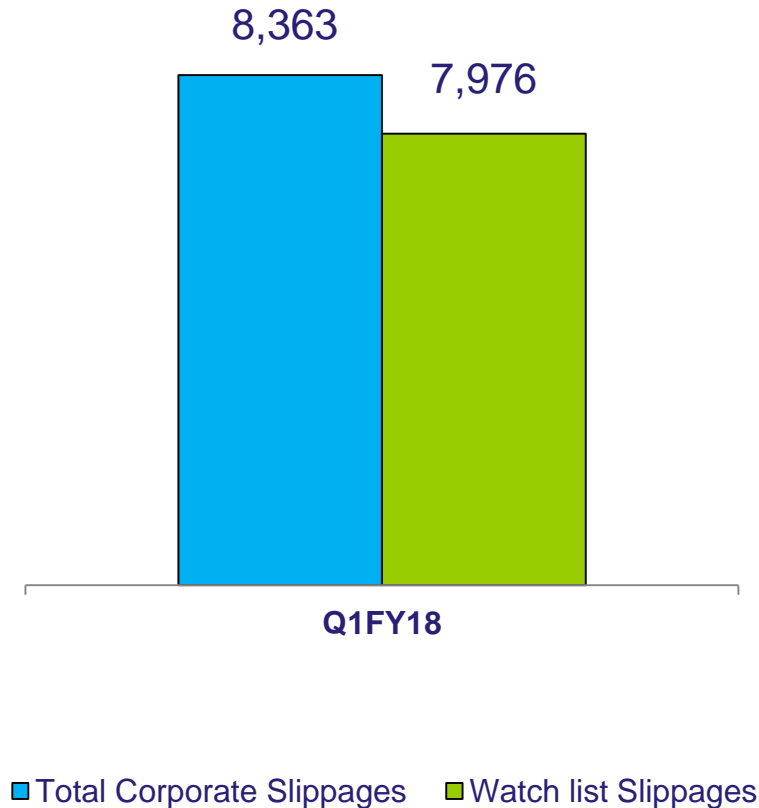


Corporate Watch List

Fund based Outstandings

Rs. In Crores

- 95% of Corporate Slippages are from the Watch List
- Remaining slippages across 19 smaller value accounts



Way forward...(1/2)

From here on, we expect improved outcomes in FY18 –

Credit growth

- Expect credit growth of 6.0% - 8.0% for FY18: likely to be driven by retail, SME, Agri and select corporate sectors
- CRM Project launched across segments; expect to improve lead conversion ratio, lower customer acquisition cost and provide better customer service

Asset quality

- Lower retail slippages and higher recoveries will lead to reduction in retail NPAs
- Corporate slippages to remain largely confined to the watch-list
- Slippage ratio to decline from 5.78% in FY17 and 5.38% in Q1FY18 to below 3.3% for FY18E
- Credit cost to trend lower from 2.90% in FY17 and 2.48% in Q1FY18; and likely to end below 2.25% for FY18E

Way forward...(2/2)

NIM

- NIMs to pick up from current levels by 10-15 bps
- Improved recoveries / upgrades will lead to improved Yield on Advances
- Pick up in loan growth will give higher yield vis-à-vis investments (100- 120 bps)
- Declining cost of deposits due to
 - (a) Re-pricing downwards of e-ABs' FDs - Average cost of FDs for e-ABs' at 8.17% as on 1st April 2017, higher by 58 bps vis-à-vis SBI
 - (b) Re-pricing downwards of SBI's Fixed Deposits - expected reduction of around 10-12 bps
 - (c) Re-pricing of Savings Bank deposits - 90% of SB deposits are of less than Rs. 1 crore
 - (d) Yield uptick and improved management of Rs. 1.7 lakh crore investment book of e-ABs

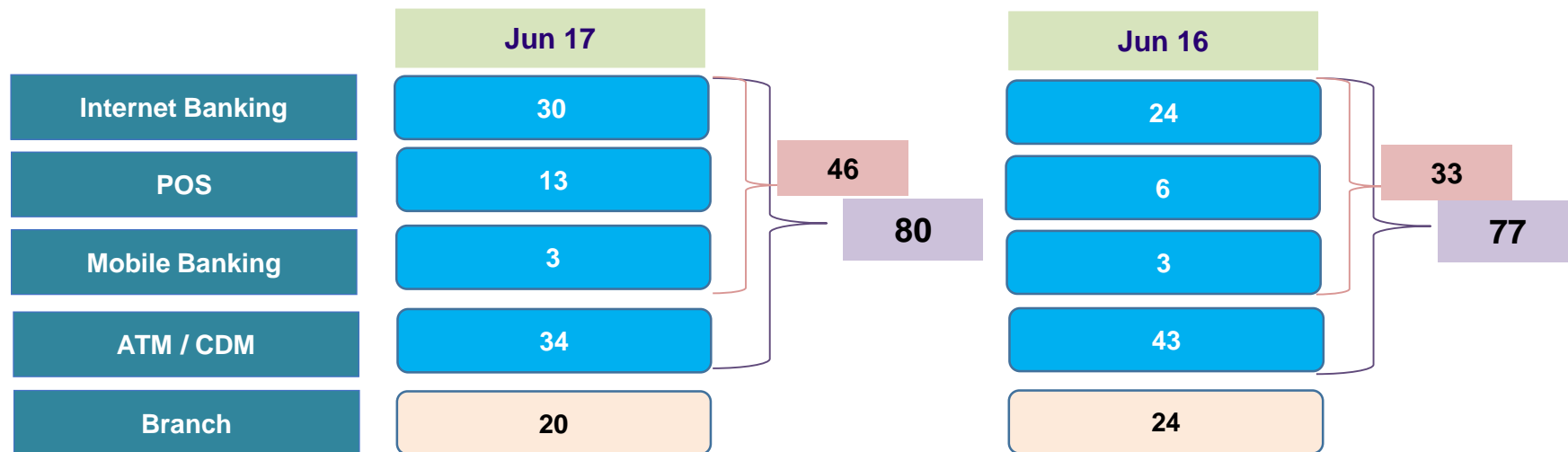
Operating expenses

- Rationalization of branches and administrative offices to reduce costs
- Retirements and redeployment of staff to improve productivity: full year retirements in FY18E expected to be 15,460.

Digital Banking & Financial Inclusion

Moving away from Cash to Digital

Share of Transactions (Merged Entity) (%)

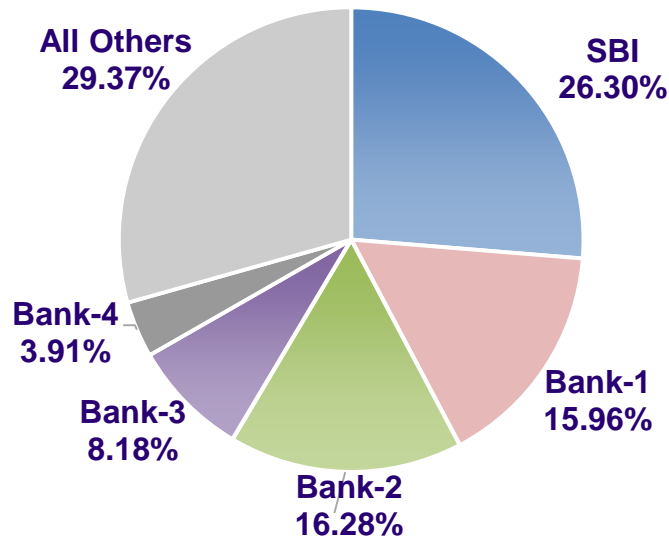


Channel	SBI Group Actuals	Market Share (%)
Number of ATMs (as on Mar 17)	59,263	28.44
ATMs : Value of Txns (Cr) (During FY17)	9,16,768	38.84
Number of Debit Cards (Cr) (as on Mar 17)	34.50	40.35
Mobile Banking: Number of Txns (Cr) (During FY17) (including Buddy Transactions)	24.85	25.44
Mobile Banking: Value of Txns (Cr) (During FY17)	5,83,480	44.53
Number of PoS Terminals (as on Mar 17)	5,55,894	22.01

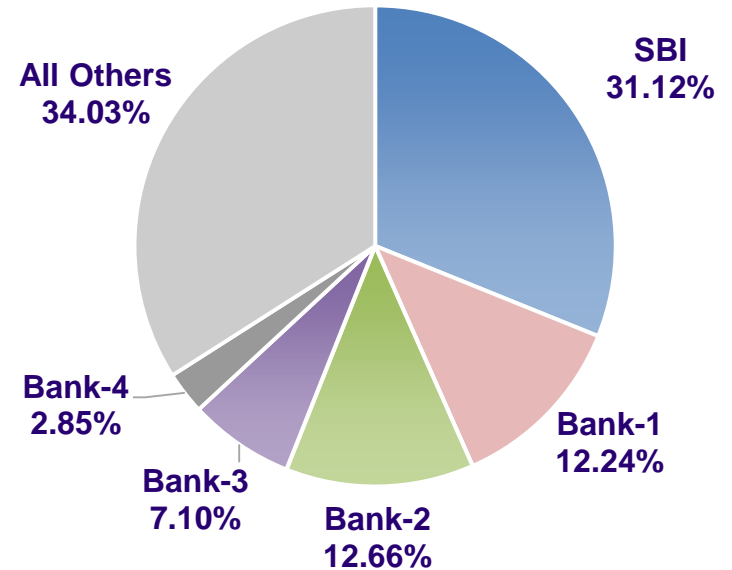
Source : RBI data

Debit Cards Spends Market Share YoY Comparison

FY 2016-17 (As on Jun 2016)



FY 2017-18 (As on Jun 2017)



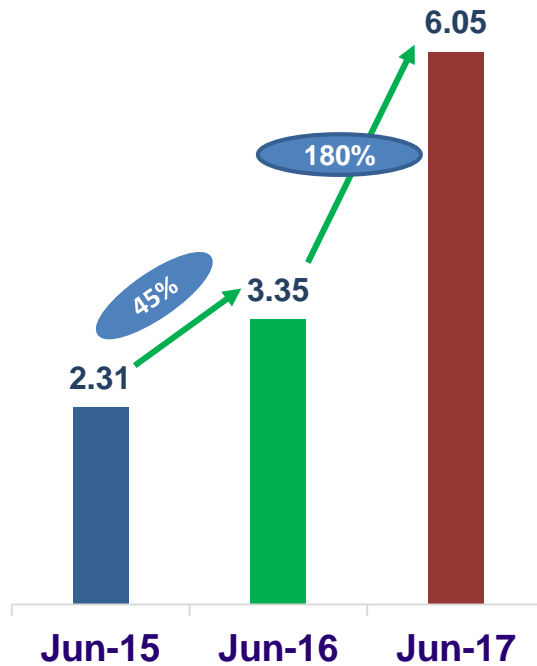
- Market share in Card spends improved 482 basis points YoY and 180 basis points from March-17 YTD
- Card usage up by 190.77% YoY at Rs. 34,901 crore

(Source: RBI Data)

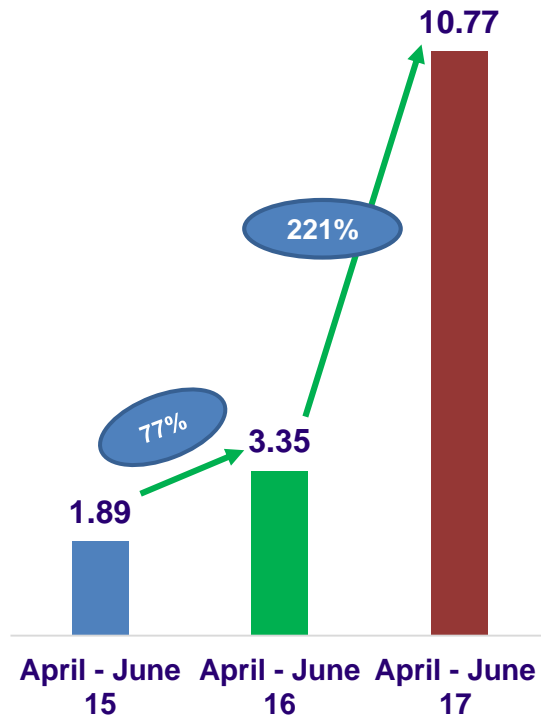
Merchant Acquiring Business



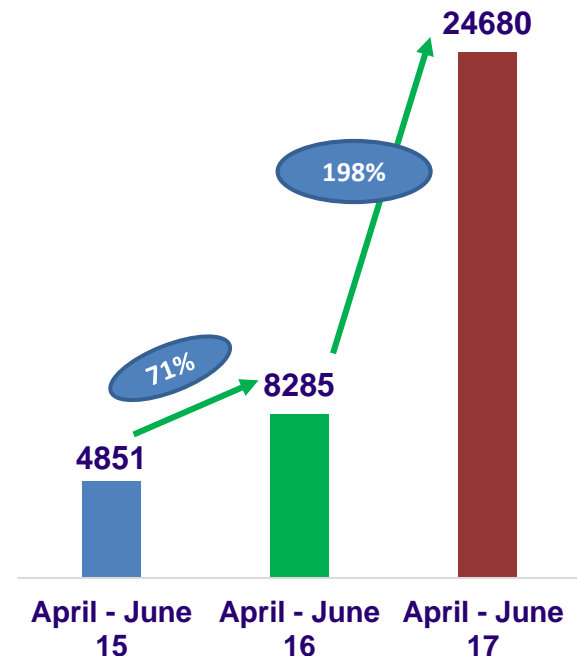
PoS terminals (in lacs)



Number of Transactions (in crs)



Value of Transactions (Rs. in cr)



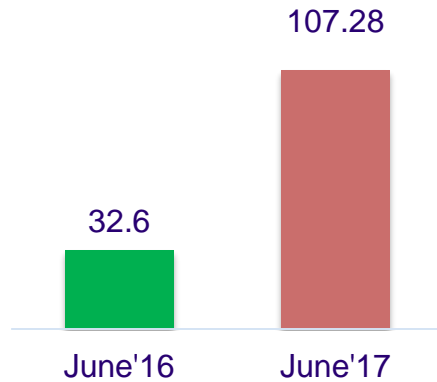
- Only Bank to have more than 6,00,000 + PoS terminals.
- CASA balance in PoS linked A/cs up by 269% YoY.
- Daily average Number of transactions & value reached a new high of 11.84 Lacs txns. per day having value of Rs. 271.21 Crores.

Digital & e-Commerce

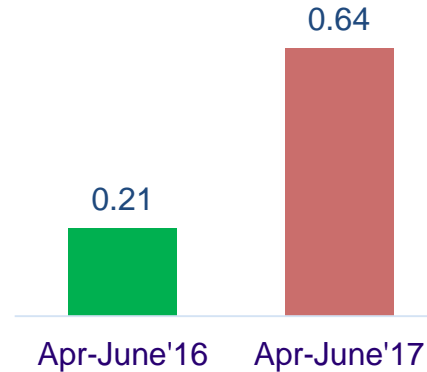
SBI buddyWallet

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

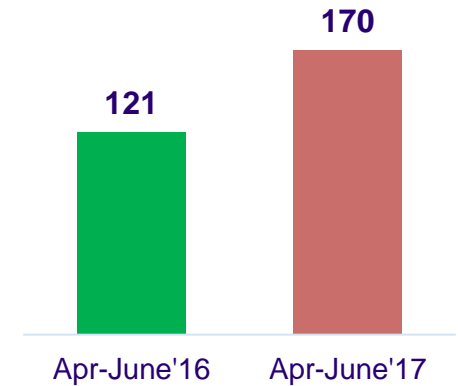
Buddy Users
(Nos. in lacs)



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



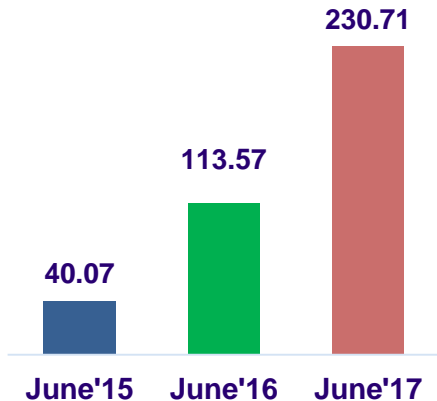
Value of Buddy Transactions
(Rs. in Crs.)



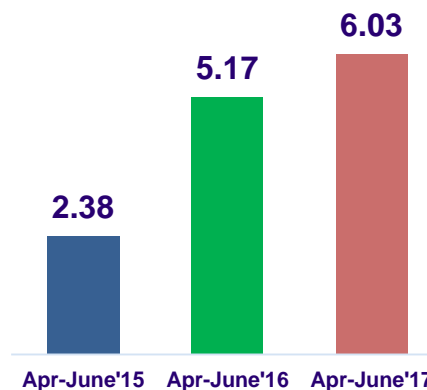
SBI anywhere

- 45% Market Share (RBI data during FY17 in Value of Txns.)
- 2 Crores Users
- 2 Crores+ No. of Txns per month

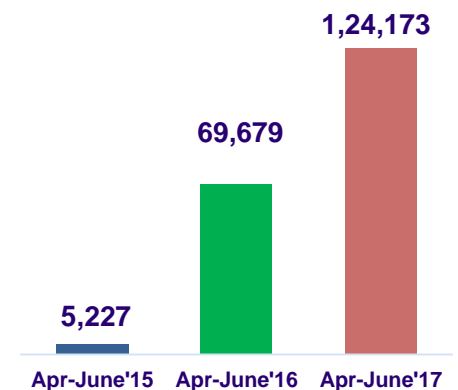
Mobile Banking Users
(Nos. in lacs)



Vol. of Transactions
(Nos. in Crs.)



Value of Transactions
(Rs. in Crs.)

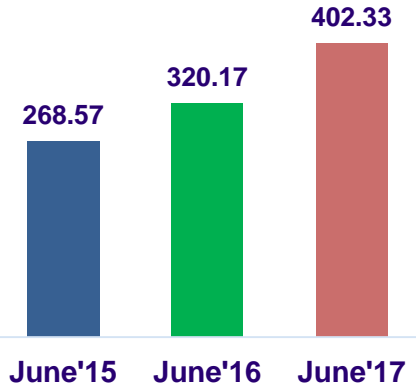


Digital & e-Commerce

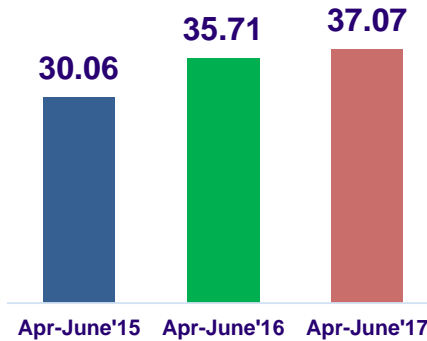


- 5th most popular online global financial site.
- 4 Crore Users
- 140 Crore txns. during FY17.

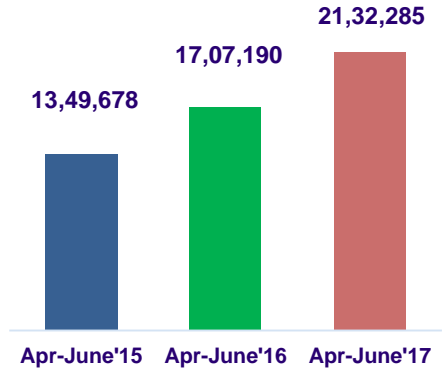
INB Users
(Nos. in lacs)



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

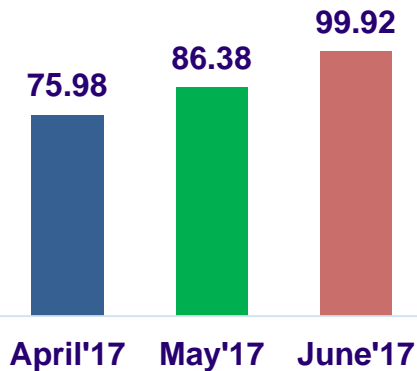


Value of INB Transactions
(Rs. in Crs)

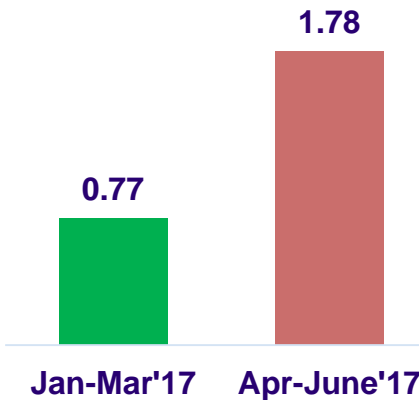


- ~1 Crore users on SBI Pay / BHIM / USSD
- 2.5 lakh daily txns.
- 39,000 daily registrations

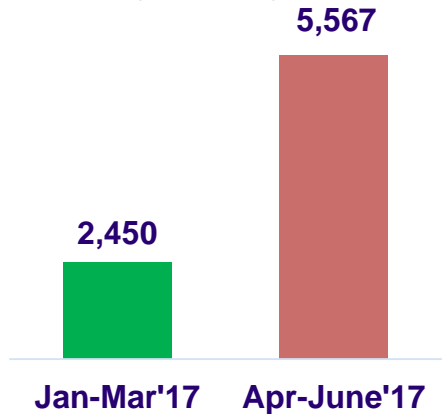
SBI Pay Users
(Nos. in lacs)



Vol. of Transactions
(Nos. in Crs)



Value of Transactions
(Rs. in Crs)









Unlocking the Digital Potential

8,16,981 merchant payments acceptance touch points



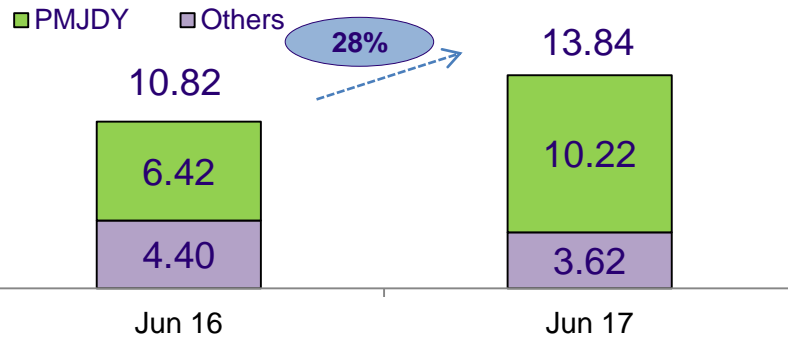
Social Media Leadership

SBI Continues to be the leading player in Social Media Banking

Platform	Status	Rank	Comments
	127 Lakhs	1	Highest number of followers across all banks in the world
	63 K Subscribers	1	680 lakh views. Ranked number 1 Globally among Banks
	4.77 Lakhs	1	Highest number of followers across All Indian Banks
	3071	1	
	23.58 Lakhs	2	Second Highest number of followers across all Indian banks
	3 Lakhs	2	

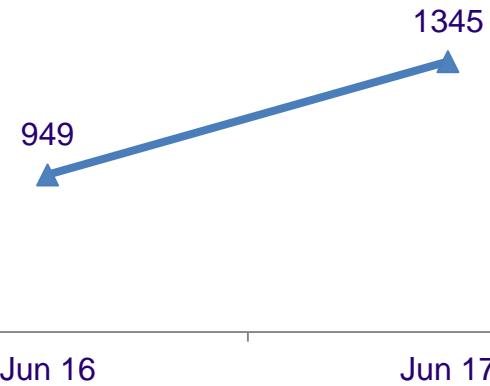
Financial Inclusion(1/2)

Financial Inclusion Accounts (No. in Crs)

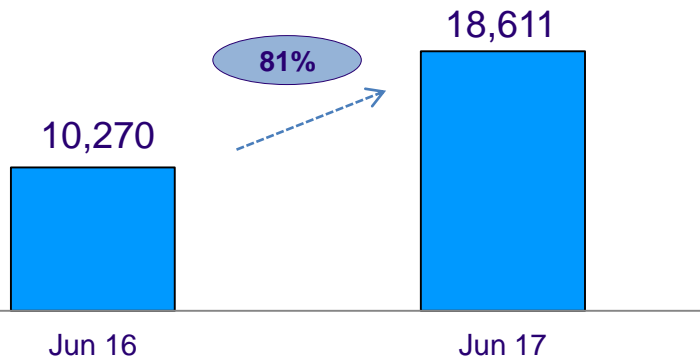


Out of PMJDY A/cs:
 Aadhar seeded A/cs Jun 16: 3.06 crs Jun 17: 6.72 crs
 Rupay Cards issued Jun 16: 5.10 crs Jun 17: 6.99 crs

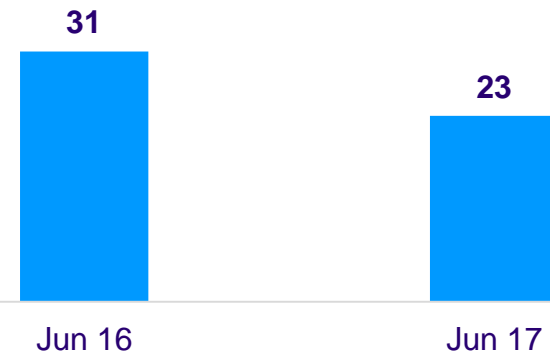
Average Balance (Rs.)



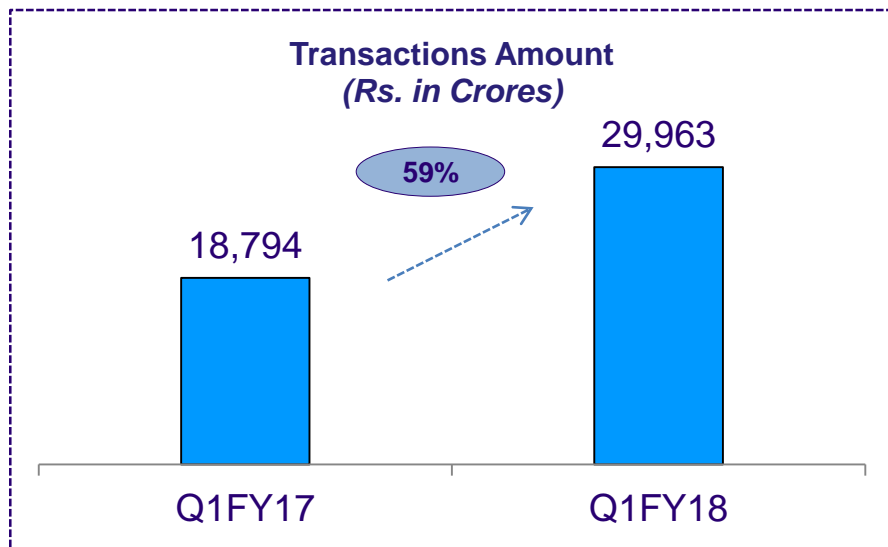
Financial Inclusion Deposits (Rs. in Crores)



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	20,348
No of Youth trained	5,30,282
Financial Literacy Centers (FLC) (Total numbers: 338)	
No of Out door activities	58,756
No of Persons availed FLC Services	42,32,062
No of person converted to customers	5,97,864

<u>Social Security Schemes</u> (Enrolment up to 30.06.2017) (in Lakhs)	
Pradhan Mantri Suraksha Bima Yojana	167.60
Pradhan Mantri Jeevan Jyoti Bima Yojana	40.44
Atal Pension Yojana	7.39

OD facility for PMJDY accounts - Eligible accounts 19.56 lakh, Sanctioned 9.94 lakh accounts (50.81%)

Subsidiaries

SBI Group Financials : Net Profit Q1FY18

Rs. In crores

Major Non Banking Subsidiaries	Quarter Ended	
	Q1FY18	Q1FY17
SBI Capital Markets Ltd (Consolidated)	86.93	2.48
SBI Funds Management Pvt Ltd	70.29	40.79
SBI Cards & Payment Services Pvt Ltd	131.84	88.47
SBI DFHI Ltd	22.48	34.33
SBI General Insurance	50.04	0.43

Subsidiaries (1/2)

SBI CARDS			
	Q1FY18	Q1FY17	YoY (in %)
CIF market share, %	15.58%	14.83%	75 bps
Spends market share, %	15.19%	11.97%	322 bps
PAT, (Rs cr)	132	88	49.02
RoE %	36.50%	30.90%	560 bps
Net worth (Rs cr)	1,443	1,145	26.03
Total Assets (Rs cr)	12,279	8,439	45.50

- Robust business performance - PAT ↑ 49% YOY, ROE at 36.50%
- 2nd Highest base in terms of cards & spends - market share steadily rising
- Spends ↑ 88% YOY, Assets ↑ 45% YOY

New launches:

- Launched “SBI Prime Card” targeted for young & urban segment
- Recently launched “SBI Unnati Card” wins award for financial inclusion

SBI Funds Management Pvt. Ltd.			
	Q1FY18	Q1FY17	YoY (in %)
Av. AUM (Rs. Cr)	168,816	119,878	40.82
SBI MF share, (in %)	8.65	8.32	33 bps
PAT (Rs. Cr)	70	41	72.32
ROE(%)	33.82	24.62	920 bps

- Strong investment performance across Equity and Fixed Income has helped us gain market share
- SBI Channel remains a significant contributor to net sales in Q1FY18, while other channels continue to contribute significantly
- Further consolidated top position in the ETF segment and are the largest ETF providers in the country with AUM of INR 27,596 Cr

Subsidiaries (2/2)

SBI Capital Markets Limited

	Q1FY18	Q1FY17	YoY (in %)
PAT (Rs. Cr)	86.92	2.48	
Gross Income (Rs. Cr)	219.73	119.30	84.18
ROE (%)	24.22%	2.21%	995.30

- Ranked 1st by number of equity issuances (16) and 2nd by issue amount raised (~INR 19,924 crores) for FY 2017 as per Prime Database.
- Ranked 1st in Asia Pacific Project Finance Financial Adviser by Dealogic.
- Won the “Project Finance House of the Year, India” award by the Asset Triple A Regional Awards, 2017.
- Managed IPO mandate of HUDCO (Rs. 1224 crore), CDSL (Rs. 524 crores) and QIP issue of State Bank of India (Rs. 15,000 crores)

SBI General Insurance

	Q1FY18	Q1FY17	YoY (in %)
PAT (Rs. Cr)	50		
Gross Written Premium	667	507	31.56
ROE (%)	23.19	0.24	
Net Worth (Rs. Cr)	1149	718	60.03

- SBI General has written GWP of Rs. 667 Crs, a growth of 31.6% as compared to the Industry growth of 21.9% and Private Insurer growth of 27.7%
- No. 1 Bancassurer in the General Insurance Industry with 3rd position in Personal Accident and 4th in Fire lines of business amongst Private Insurers.
- SBI General Market share in the Industry for Q1 FY 2017-18 is at 2.0% as compared to 1.9% in same period last year, achieving 13th rank in overall GI Industry and 8th among Private Insurers.
- SBI General won the “Bancassurance Leader, General Insurance (Medium and Small Category) “ at the Fintelekt Insurance Awards 2017.

Balance Sheet

Balance Sheet : SBI

Rs. in Crores

Liabilities			
	Jun 17	Jun 16	YOY Growth (%)
Capital	863	790	9.28
Reserves and Surpluses	2,28,162	2,08,616	9.37
Deposits	26,02,534	22,97,426	13.28
Borrowings	2,36,101	2,45,777	-3.94
Other Liabilities & Provisions	1,25,897	1,15,300	9.19
Total Liabilities	31,93,556	28,67,909	11.35
Assets			
	Jun 17	Jun 16	YOY Growth (%)
Cash & balances with RBI	1,37,384	1,05,254	30.53
Balance with banks & money at call and short notice	87,872	44,630	96.89
Investments	9,52,128	7,49,777	26.99
Net Advances	18,04,219	17,95,785	0.47
Fixed Assets	50,107	46,446	7.88
Other Assets	1,61,846	1,26,017	28.43
Total Assets	31,93,556	28,67,909	11.35

Balance Sheet : SBI Consolidated

Rs. in Crores

Liabilities			
	Jun 17	Jun 16	YOY Growth (%)
Capital	863	776	11.20
Reserves and Surplus	2,38,539	2,13,277	11.85
Minority Interest	3,767	6,176	-39.01
Deposits	26,18,464	23,11,338	13.29
Borrowings	2,42,688	2,52,746	-3.98
Other Liabilities & Provisions	2,30,392	2,02,101	14.00
Total Liabilities	33,34,713	29,86,414	11.66
Assets			
	Jun 17	Jun 16	YOY Growth (%)
Cash & balances with RBI	1,37,598	1,05,421	30.52
Balance with Banks & Money at Call and Short Notice	90,176	46,870	92.40
Investments	10,52,897	8,34,405	26.19
Net Advances	18,34,700	18,20,308	0.79
Fixed Assets	51,183	47,393	8.00
Other Assets	1,68,158	1,32,017	27.38
Total Assets	33,34,713	29,86,414	11.66

SBI Group Financials – Q1FY18

Rs. In crores

	Year Ended		Growth (%)
	Q1FY18	Q1FY17	YoY
Interest Earned	56,819	56,040	1.39
Non-Interest Income	13,958	13,375	4.36
Total Income	70,777	69,415	1.96
Interest Expended	37,495	36,367	3.10
Operating Expenses(i+ii)	19,864	18,499	7.38
<i>(i) Employee Cost</i>	8,217	8,196	0.26
<i>(ii) Other Operating Expenses</i>	11,647	10,303	13.04
Total Expenditure	57,359	54,866	4.55
Operating Profit	13,417	14,549	-7.78
Provisions (other than Tax)	9,051	13,131	-31.07
<i>--of which Loan loss provisions</i>	12,228	11,354	7.70
Profit before Tax	4,366	1,419	207.74
<i>Add: Share profit of associates</i>	87	69	25.85
<i>Less: Minority Interest</i>	160	-110	245.89
Tax Expenses	1,261	551	128.62
Net Profit after Minority Interest	3,032	1,046	189.85

SBI Solo and Group Financials – Q1FY18

	SBI Merged			SBI Standalone		SBI Consolidated		
	June 17	Mar 17	June 16	Mar 17	June 16	June 17	Mar 17	June 16
ROA (%)	0.25	-0.06	0.05	0.41	0.44	0.36	0.01	0.14
ROE (%)	4.75	-1.07	0.90	7.25	7.36	7.11	0.14	2.49
Earning Per Share (Rs.)	9.79	-2.23	1.90	13.43	13.03	14.80	0.31	5.40
Book Value Per Share (Rs)	217	211	213	191	180	227	220	217
Expenses Ratio (%)	53.64	49.54	49.04	47.75	48.94	53.55	49.42	48.74
NIM (%)	2.36	2.74	2.84	2.84	2.83	2.55	2.80	2.92
Gross NPA Ratio (%)	9.97	9.11	7.40	6.90	6.94	9.88	9.04	7.38
Net NPA Ratio (%)	5.97	5.19	4.36	3.71	4.05	5.91	5.15	4.35
Gross NPA (Rs. in Crs.)	188068	177866	137662	112343	101541	189389	179167	139165
Net NPA (Rs. in Crs.)	107760	96978	78242	58277	57421	108465	97657	79163

Awards & Accolades During Q1FY18



“India’s Best Public Sector Bank” Award by Dalal Street Investment Journal

“Best Trade Finance Bank In South Asia” by Global Trade Review Magazine

Chairman, SBI awarded “Best Banker of the Year” by Business World

“Banking & Finance Leadership 2017 Award for Financial Reporting” by SKOCH Group

“Best mobile applications in Banking and Financial Sector” by SKOCH Group
(SBI Anywhere and SBI Quick)

Ranked 217th among Global Fortune 500 Companies in 2017, up from 232nd position in 2016

Thank You