



State Bank of India
THE BANKER TO EVERY INDIAN

Banker to Digital India

Annual Results

FY15

22nd May 2015

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.

All financial and other information in these slides, other than financial and other information for specific subsidiaries where specifically mentioned, is on an unconsolidated basis for SBI only unless specifically stated to be on a consolidated basis for SBI Group. Please also refer to the statement of unconsolidated, consolidated and segmental results required by Indian regulations that has, along with these slides, been filed with the stock exchanges in India

Performance Highlights



Net Profit

FY15

SOLO

Rs.13102 crores

(Rs. 10891 crores)

20.30%

GROUP

Rs.16994 crores

(Rs. 14174 crores)

19.90%

Q4FY15

SOLO

Rs.3742crores

(Rs. 3041crores)

23.06%

GROUP

Rs.4694crores

(Rs. 3964 crores)

18.42%

YOY (%)

Q4FY15 over Q4FY14

SOLO

GROUP

Net Profit



23.06

18.42

Operating Profit



16.76

17.13

Non Interest Income



29.30

27.03

Expense Ratio



- 282 bps

- 58bps

Gross NPA Ratio



- 70 bps

- 68bps

Net NPA Ratio



- 45 bps

- 43 bps

Figures in bracket indicate Q4FY14/FY14

NII and Operating Profit



Rs. In Crores

	Q4FY15	Q4FY14	YOY %	FY15	FY14	YOY %
Interest Income	40,101	35,858	11.83	1,52,397	1,36,351	11.77
Other Income	8,515	6,586	29.30	22,576	18,553	21.68
Total Income	48,616	42,443	14.54	1,74,973	1,54,904	12.96
Interest Expenses	25,389	22,955	10.61	97,382	87,069	11.84
Net Interest Income	14,712	12,903	14.02	55,015	49,282	11.63
Operating Expenses	10,818	8,861	22.09	38,678	35,726	8.26
Operating Profit	12,409	10,628	16.76	38,914	32,109	21.19



Net Profit - a Snapshot



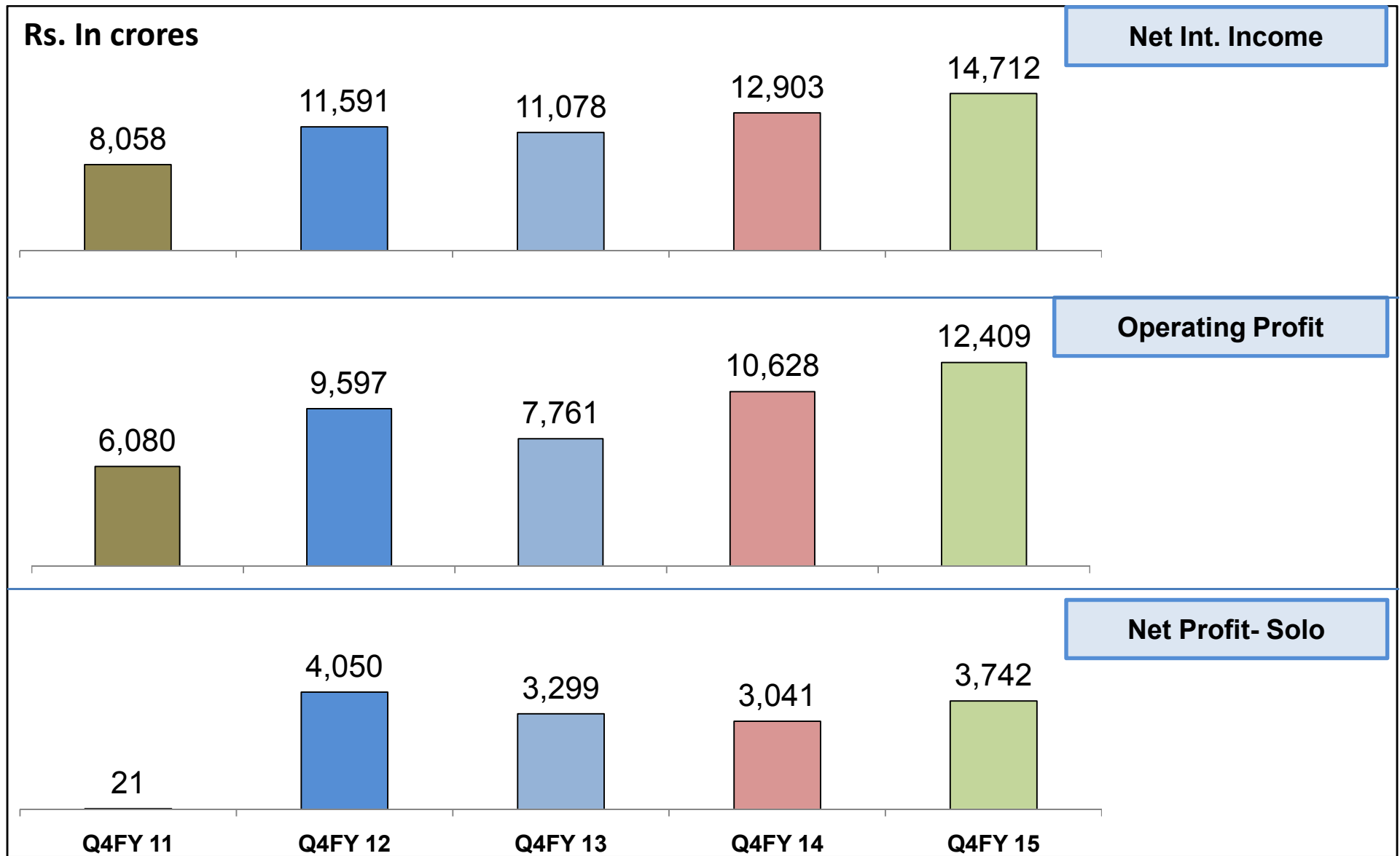
Rs. In Crores

	Q4FY15	Q4FY14	YOY %
Operating Profit	12409	10628	16.76
Total Provisions	8667	7587	14.24
Loan Loss	6,061	6,220	-2.56
Standard Assets (<i>Incl. Unhedged Foreign Currency Exp</i>)	404	193	109.41
Investment Depreciation	-84	-597	-85.99
Other Provisions	212	76	180.24
Income Tax	2074	1696	22.32
Net Profit	3742	3041	23.06

	FY15	FY14	YOY %
Operating Profit	38914	32109	21.19
Total Provisions	25812	21218	21.65
Loan Loss	19,086	15,097	26.42
Standard Assets (<i>Incl. Unhedged Foreign Currency Exp</i>)	633	387	63.56
Investment Depreciation	-590	563	-204.76
Other Provisions	470	-112	-519.00
Income Tax	6212	5283	17.60
Net Profit	13102	10891	20.30



Movement in Income Parameters Q4



Components of Interest Income/Expenses



Rs. In Crores

	Q4FY15	Q4FY14	YOY %		FY15	FY14	YOY %
Interest on Loans	28,268	26,949	4.90		1,12,344	1,02,484	9.62
Interest on Resources	10,142	8,327	21.80		37,593	32,351	16.20
Other Sundry Interest	1,691	582	190.63		2,460	1,516	62.34
Total Interest Income	40,101	35,858	11.83		152,397	1,36,351	11.77

Interest on Deposits	23,185	20,649	12.28		89,149	78,123	14.11
Interest on Borrowings	836	1,261	-33.66		3,972	5,151	-22.88
Other Sundry Interest	1,368	1,045	30.88		4,261	3,794	12.30
Total Interest Expenses	25,389	22,955	10.61		97,382	87,069	11.84



Components of Other Income



Rs. In Crores

	Q4FY15	Q4FY14	YOY %	FY15	FY14	YOY %
Fee Income	4,901	4,467	9.71	14,139	12,611	12.12
Profit/loss on Sale of Investments	1,659	401	313.62	3,618	2,077	74.22
Forex Income	535	648	-17.40	1,936	1,895	2.15
Dividend Income	616	451	36.57	677	497	36.26
Misc. Income	804	619	30.02	2,206	1,473	49.75
Total Other Income	8,515	6,586	29.30	22,576	18,553	21.68



Components of Fee Income



Rs. In Crores

	Q4FY15	Q4FY14	YOY %	FY15	FY14	YOY %
Loan Processing Charges	1,027	966	6.32	2,728	2,607	4.64
Commission on Govt. Business	476	456	4.39	1,968	1,710	15.06
Commission on LC/BG	842	827	1.84	3,011	2,877	4.65
Transaction Fees	1,636	1,439	13.64	3,892	3,129	24.39
Commission on Collection	91	95	-4.31	356	367	-2.96
Misc Fee Income	829	683	21.23	2,184	1,921	13.72
Total Fee Income	4,901	4,467	9.71	14,139	12,611	12.12



Components of Operating Expenses



Rs. In Crores

Q4FY15

Q4FY14

YOY %

FY15

FY14

YOY %

Salary	4,418	3,383	30.58	16,987	15,383	10.43
Provision for wage revision	748	540	38.53	2406	1905	26.30
Total Payment to Employees	5166	3923	31.68	19393	17288	12.18
Normal Pension/Gratuity Contribution	1289	644	100.03	3695	2370	55.90
One time Provision for Pension – Change in Mortality Table		600			2400	
Payment for Pension & Gratuity due to Wage Revision	112	112	0.18	449	446	0.54
Total Provision for superannuation benefits	1,401	1,356	3.29	4,144	5,217	-20.57
Total Staff Expenses	6,567	5,279	24.39	23,537	22,504	4.59
Overhead Expenses	4,251	3,581	18.70	15,141	13,222	14.51
Total Operating Expenses	10,818	8,861	22.09	38,678	35,726	8.26



Components of Operating Expenses



Rs. In Crores

	Q4FY15	Q4FY14	YOY %	FY15	FY14	YOY %
Payment to and Provisions for Employees	6567	5279	24.39	23537	22504	4.59
Rent, Taxes and Lighting	911	812	12.09	3407	2959	15.15
Printing and Stationery	155	148	4.93	374	345	8.31
Advt. & Publicity	124	110	13.13	285	278	2.29
Depreciation on Bank's Property	41	343	-87.93	1116	1334	-16.30
Auditors Fee and Expenses	52	44	16.58	179	168	6.33
Law Charges	53	53	-0.53	192	193	-0.48
Postage, Telegrams, Telephone	190	167	14.02	657	674	-2.48
Repairs and Maintenance to Bk's Property	142	114	24.22	545	434	25.59
Insurance	462	390	18.39	1594	1468	8.58
Other Expenditure	2121	1399	51.58	6792	5368	26.52
OVERHEADS	4251	3581	18.70	15141	13222	14.51
OPERATING EXPENSES	10818	8861	22.09	38678	35726	8.26

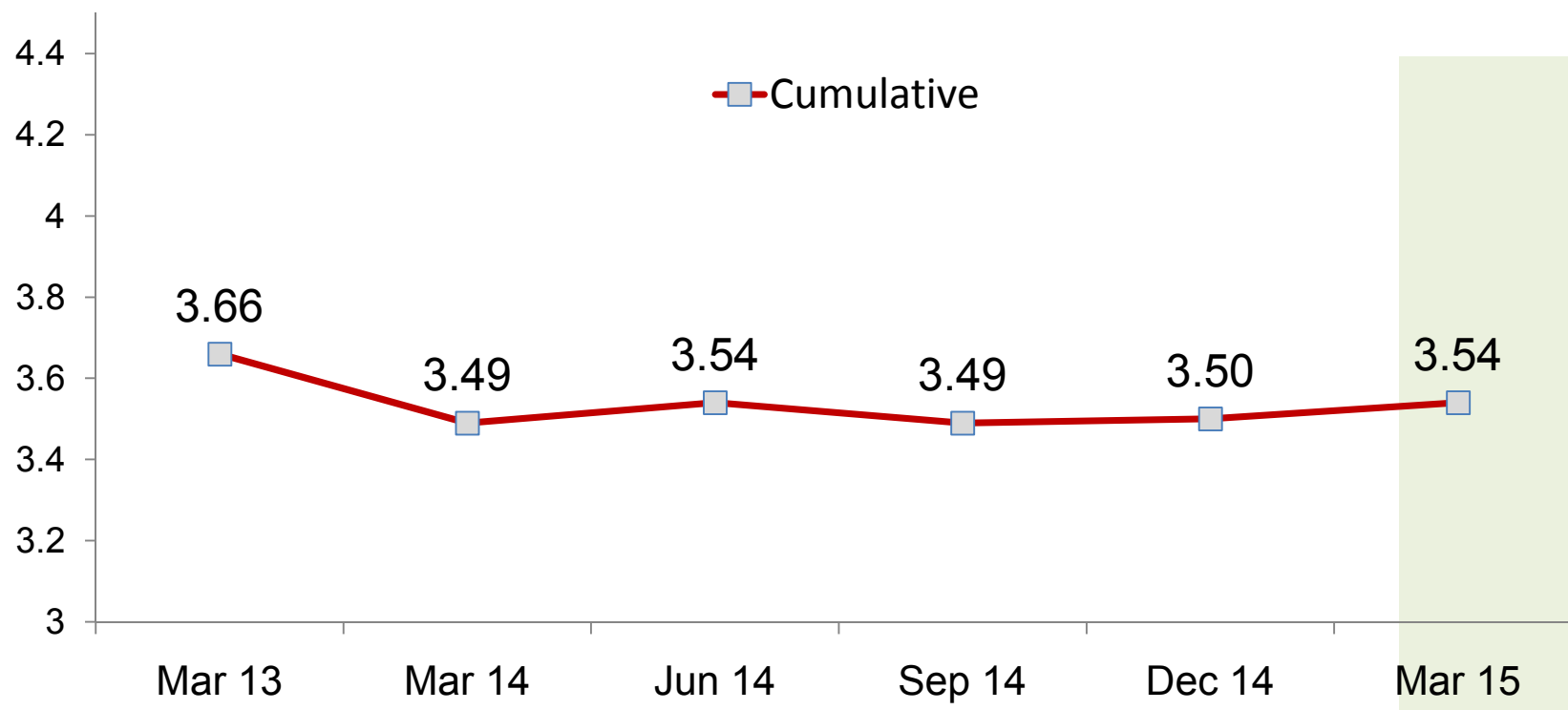


Movement in Net Interest Margin



(in %)

Domestic NIM



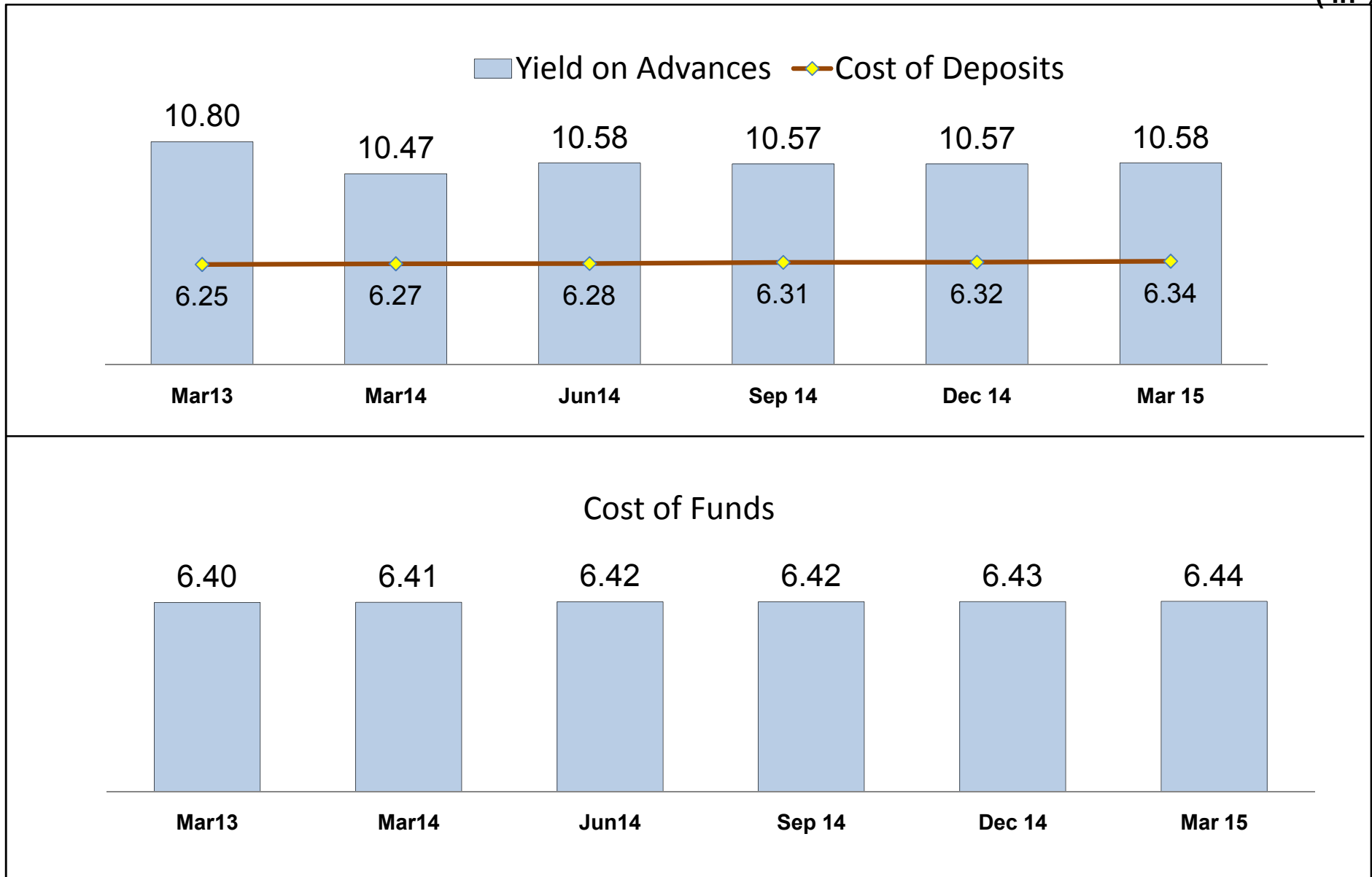
NIM-Cumulative	Mar 13	Mar 14	Jun 14	Sep 14	Dec 14	Mar 15
FOs	1.50	1.42	1.08	1.20	1.19	1.18
Whole Bank	3.34	3.17	3.13	3.11	3.12	3.16



Domestic : Costs & Yields



(in %)



Retail Deposits drive Growth

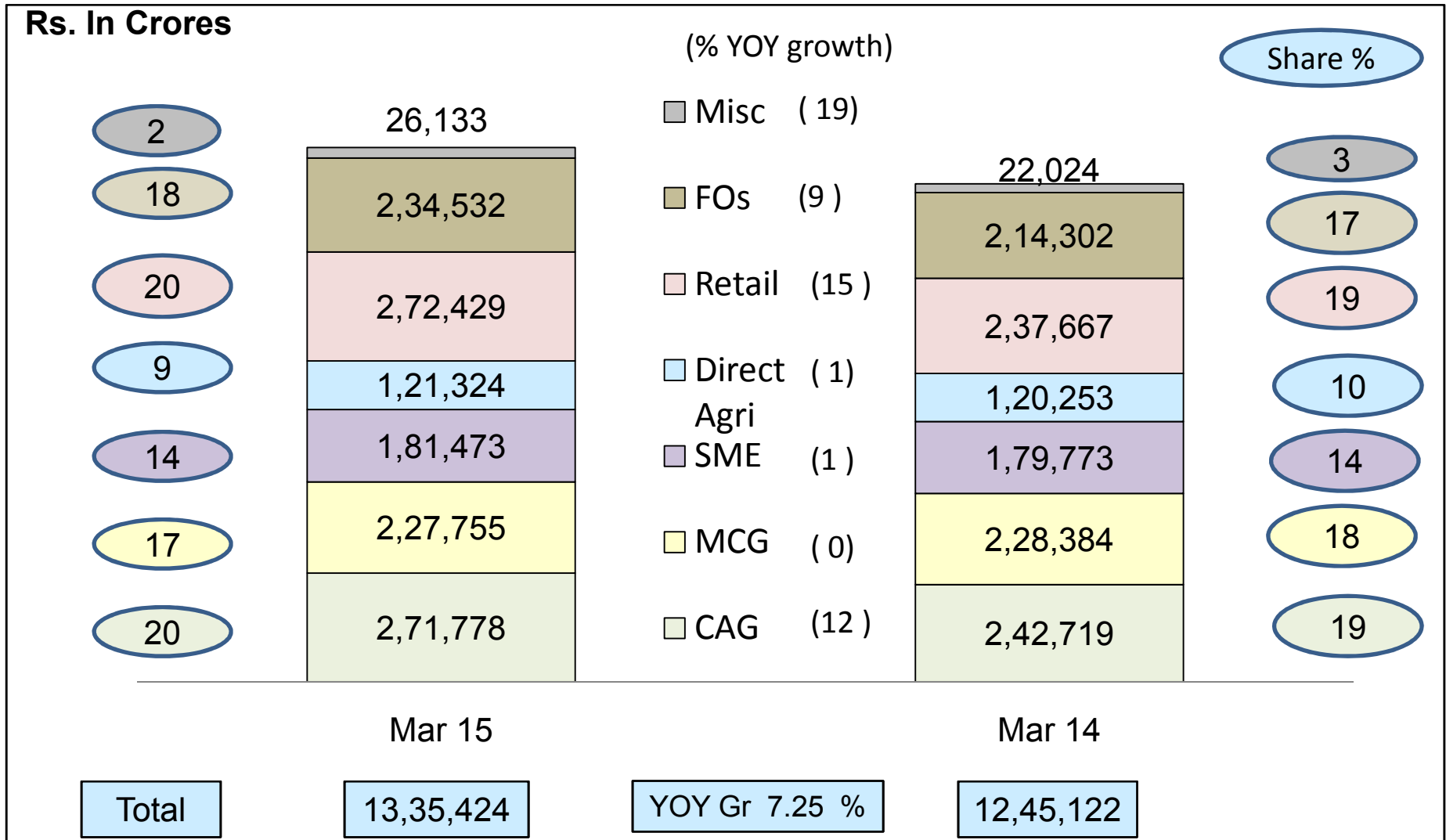


Rs. In Crores

	Level		YOY Growth Mar 15	
	Mar 15	Mar 14	Amt.	%
Whole Bank Deposits	15,76,793	13,94,409	1,82,385	13.08
Domestic Deposits	14,87,236	13,05,984	1,81,252	13.88
Deposits at FOs	89,557	88,425	1,132	1.28
Term Deposits	8,49,476	7,25,787	1,23,689	17.04
<i>Of which: Retail TD</i>	7,29,688	5,93,792	1,35,896	22.89
(%)	85.90	81.81		
Current Account	1,23,855	1,10,935	12,920	11.65
(%)	8.33	8.49		
Savings Bank	5,13,905	4,69,262	44,643	9.51
(%)	34.55	35.93		
CASA	6,37,760	5,80,197	57,563	9.92
CASA Ratio- Domestic (%)	42.88	44.43		



Diversified Exposure across Sectors



Key Exposures: Domestic



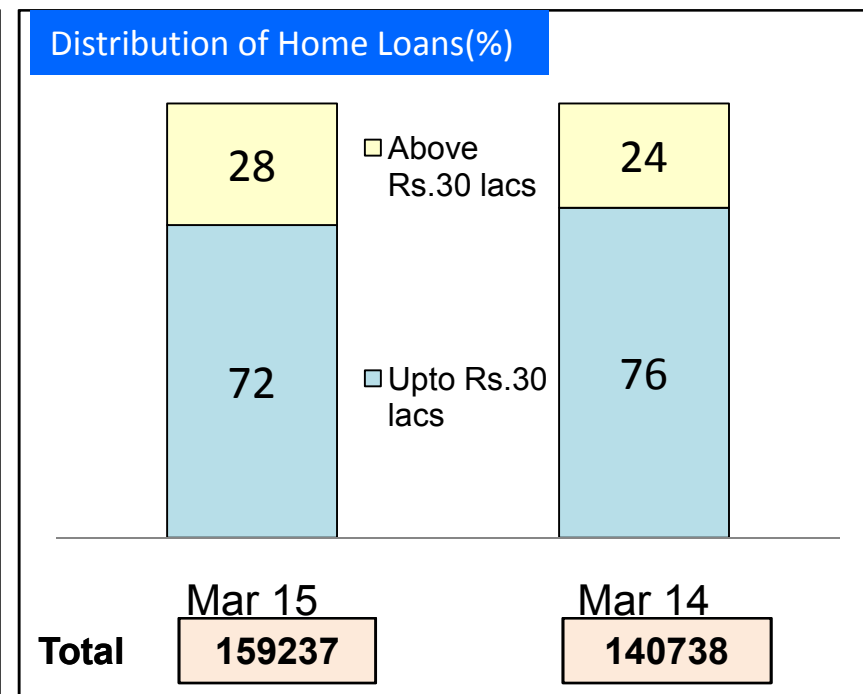
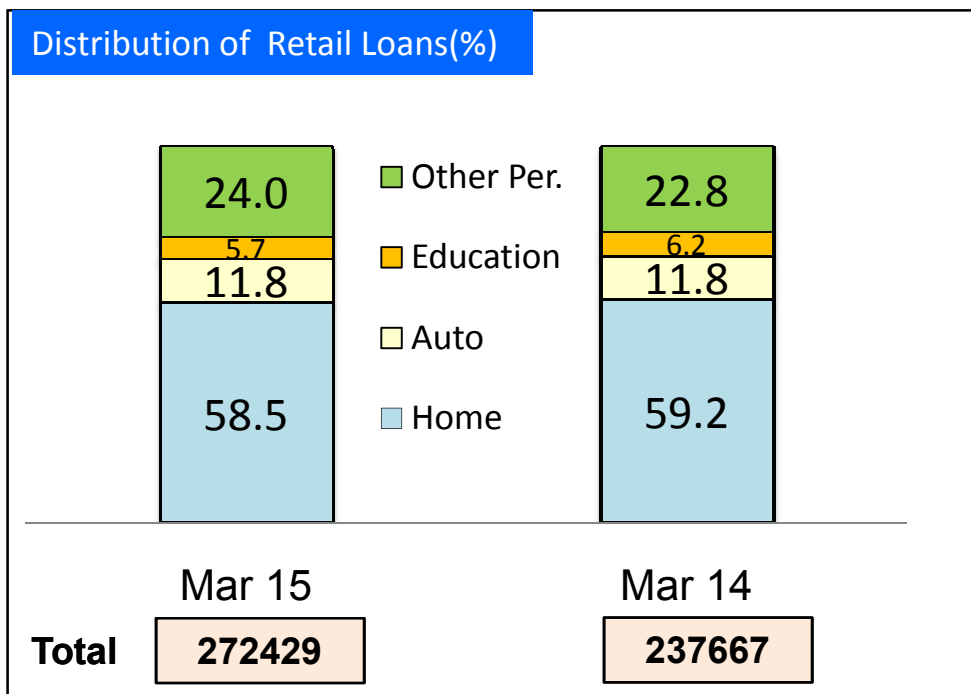
Rs. In crores

Product / Segment	Mar 15		Mar 14		Mar 13		Mar 15
	Level	% Share	Level	% Share	Level	% Share	YOY Gr %
Infrastructure	1,77,253	↑ 16.11	1,46,755	14.24	1,14,524	12.59	20.78
Iron & Steel	80,610	↑ 7.32	69,547	6.75	64,067	7.04	15.91
Textiles	42,533	3.86	45,905	4.45	45,766	5.03	-7.35
Petroleum & Petrochemicals	35,440	3.22	45,158	4.38	35,809	3.94	-21.52
Engineering	27,696	2.52	27,733	2.69	26,273	2.89	-0.13
Other Industries	1,83,302	16.63	1,83,619	17.81	1,72,406	18.96	-0.17
Services	76,305	6.93	80,063	7.77	62,724	6.90	-4.69
Trade	66,460	↑ 6.04	58,888	5.71	56,748	6.24	12.86
Comm. Real Estate	17,540	1.59	15,233	1.48	12,896	1.42	15.14
Home Loans	1,59,237	↑ 14.47	1,40,738	13.65	1,19,467	13.14	13.14
Auto Loans	32,149	↑ 2.92	27,925	2.71	24,800	2.73	15.13
Other Retail Loans	81,043	↑ 7.36	69,004	6.69	65,427	7.19	17.45
Direct Agriculture	1,21,324	11.02	1,20,253	11.67	1,08,584	11.94	0.89
Total Domestic Advances	11,00,892	100.00	10,30,820	100.00	9,09,492	100.00	6.80



Retail Advances

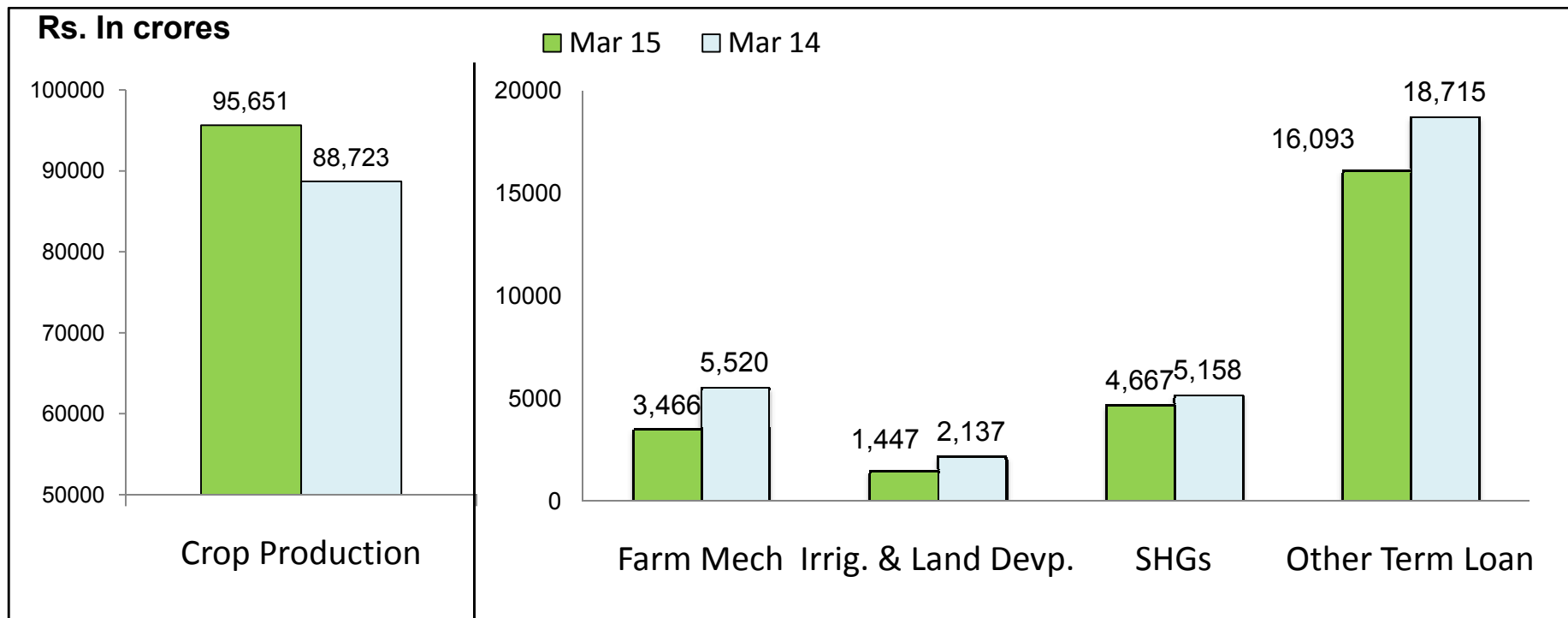
Rs. In crores



Level	Home	Auto	Education	Other Per.	Total
Mar 14	1,40,738	27,925	14,740	54,264	2,37,667
Mar 15	1,59,237	32,149	15,464	65,579	2,72,429
YOY Growth Abs.	18,499	4,224	724	11,315	34,762
YOY Growth %	13.14	15.13	4.91	20.85	14.63



Agri Advances



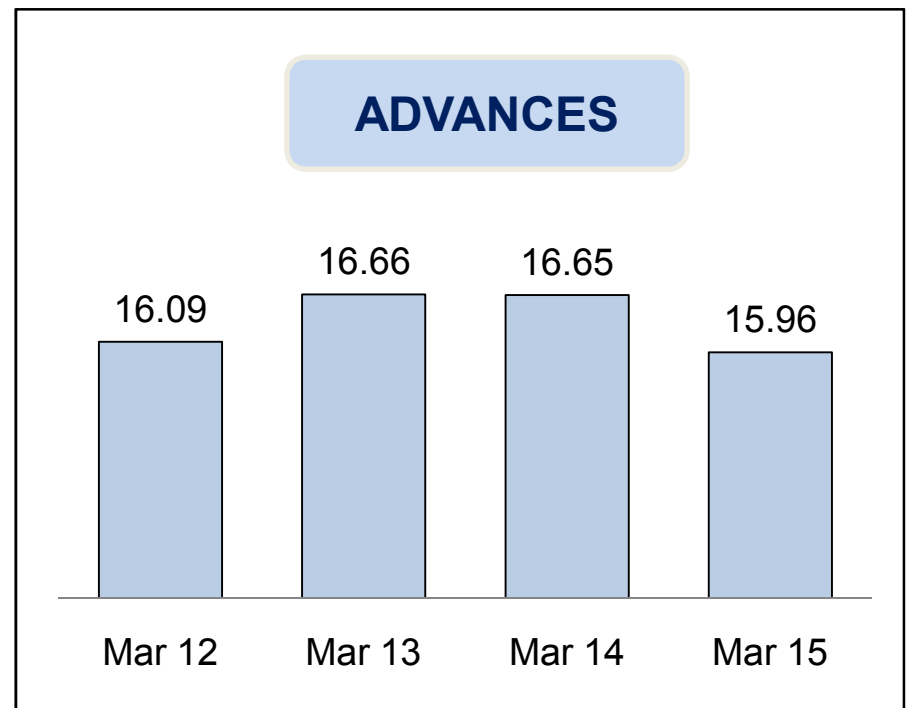
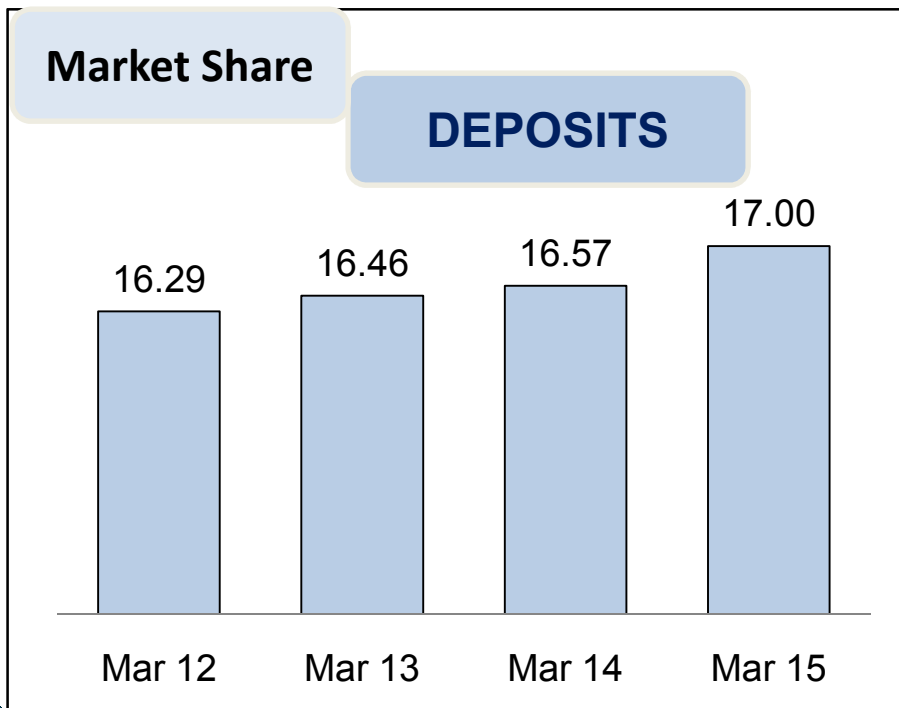
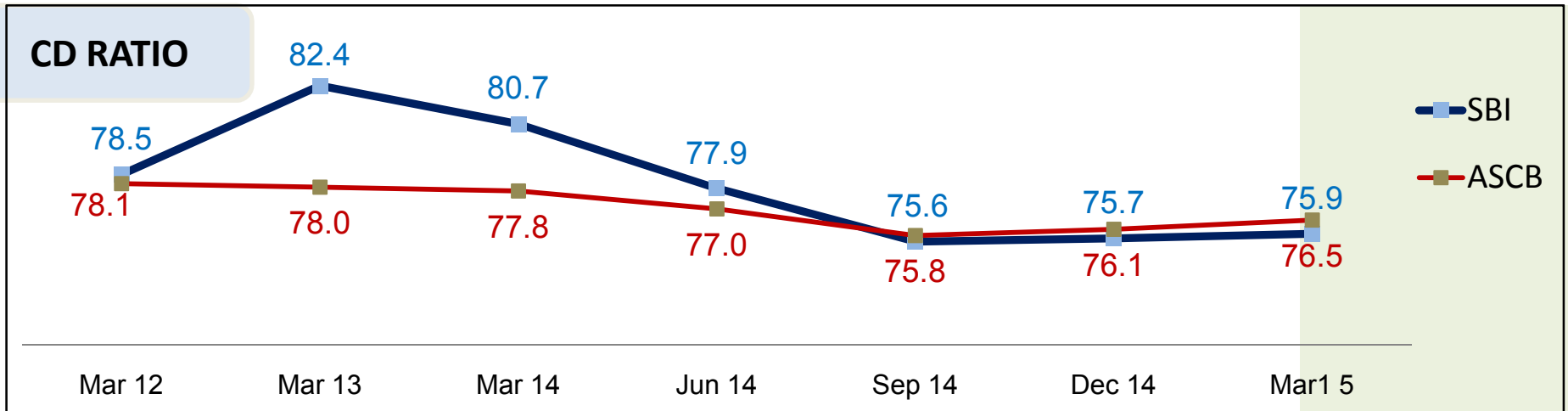
Level	Crop / Production	Investment/ Allied Credit	Out of which: collateralized by Gold		Agri Priority		
			Amt.	Share %	Direct	Indirect	Total
Mar 14	88,723	31,530	37,751	31.39	1,20,253	34,462	1,54,715
Mar 15	95,651	25,673	40,546	33.42	1,21,324	36,724	1,58,048
YOY Abs.	6,928	-5,857	2,795		1,071	2,262	3,333
YOY %	7.81	-18.57	7.40		0.89	6.56	2.15



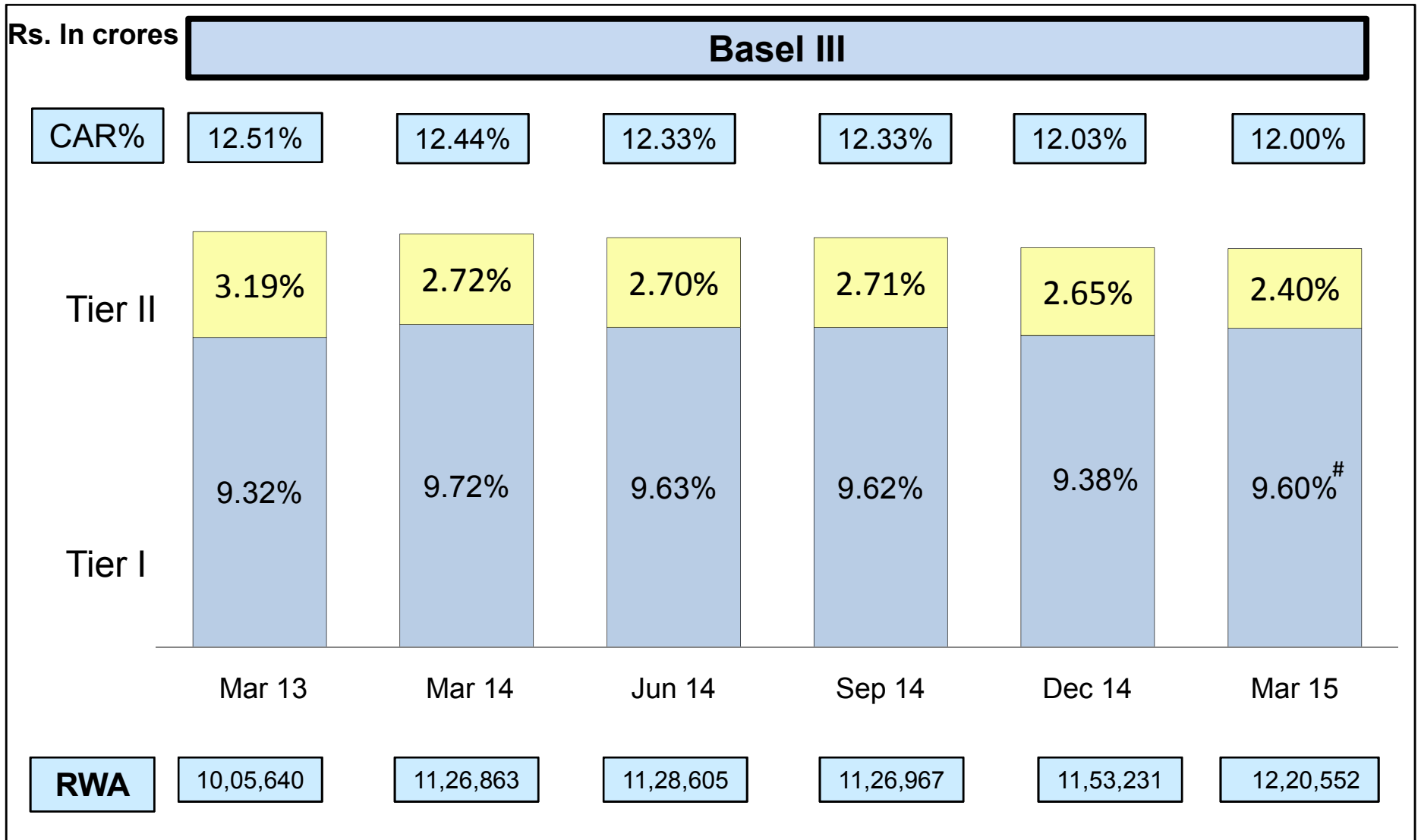
CD Ratio & Market Share



(in %)



Capital Adequacy



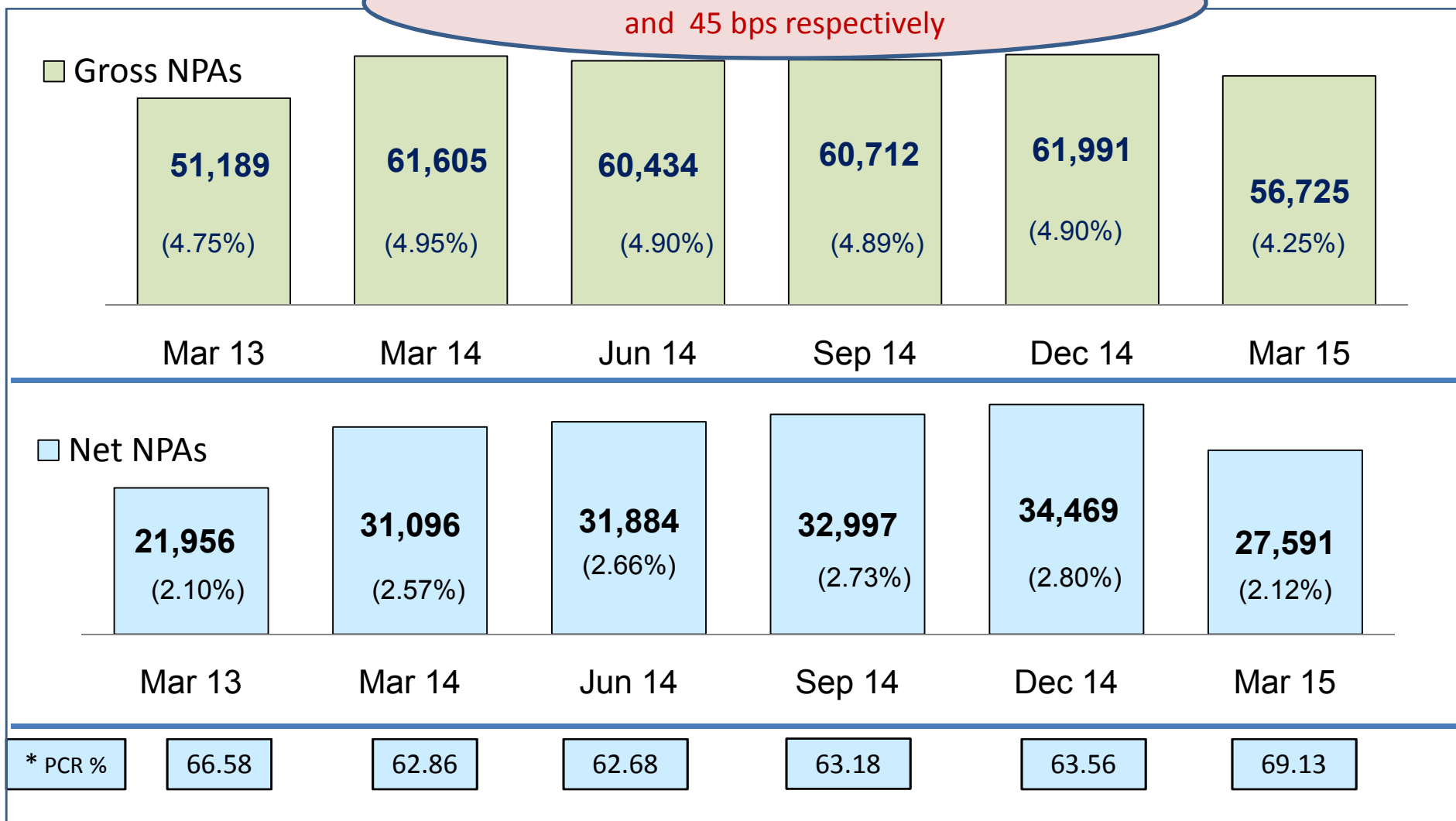
CET1 =9.31%



Asset Quality

Rs. In crores

YOY, Gross and Net NPAs are down by 70 and 45 bps respectively



* Provision Coverage Ratio



Gross NPAs by Sector

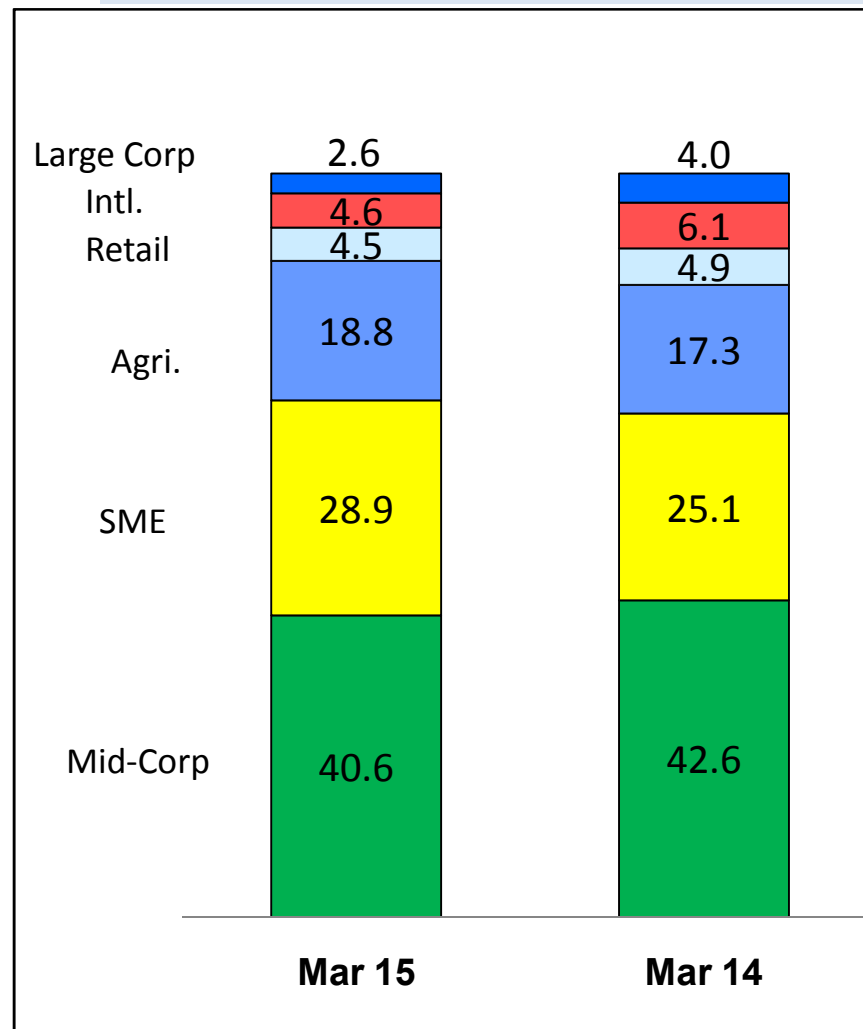


Rs. In Crores

Break-up of Gross NPAs

Sector	Mar 15		Mar 14	
	NPA	Ratio %	NPA	Ratio %
Large Corporate	1,510	0.54	2,402	0.99
Mid Corporate	23,029	9.76	26,257	11.05
SME	16,387	7.78	15,465	7.85
Agri	10,652	8.90	10,660	9.20
Retail	2,528	0.93	3,034	1.28
International	2,619	1.17	3,787	1.77
Total	56,725	4.25	61,605	4.95

Sector-wise Gross NPAs to Total Gross NPAs %



Movement of NPAs



Rs. In Crores

	Q4FY15	Q3FY15	Q2FY15	Q1FY15	Q4FY14
Opening Level of Gross NPAs	61,991	60,712	60,434	61,605	67,799
Less :Recovery	4,485	599	965	3,185	3,389
Less: Up gradation	676	68	1,670	1,362	5,054
Less :Transferred to AUCA	4,874	5,096	4,787	6,556	5,698
Add: Fresh Slippages	4769	7,043	7,700	9,932	7,947
Net Increase	-5,266	1,280	278	-1,171	-6,194
Closing Level of Gross NPAs	56,725	61,991	60,712	60,434	61,605
Recovery in W/o Accounts	870	602	466	421	642



Details of Restructured Assets



Rs. In crores

	Particulars	FY15		
		Standard	NPA	Total
1	Restructured Accounts as on 01.04.2014	43050	15888	58938
2	Fresh Restructuring	24537	4235	28772
3	Up gradation to restructured standard category	977	-977	0
4	Restructured Standard Advances upgraded to full standard advances	-3345	0	-3345
5	Down gradations of restructured accounts	-6333	6333	0
6	Transferred to AUCA + Decrease in O/S + Closures	-3043	-10093	-13136
7	Total Restructured Accounts as on March 31, 2015	55843	15386	71229

Movement of Impaired Assets

Rs. In Crores

	Mar 15	Dec 14	Sep 14	June14	Mar 14
1. Gross Advances	13,35,424	12,65,483	12,42,638	12,32,288	12,45,122
2. Gross NPAs	56,725	61,991	60,712	60,434	61,605
3. Net NPAs	27,591	34,469	32,997	31,884	31,096
4. Restructured Standard (as per Revised RBI norms)	55,843	46,542	43,962	42,236	43,051
5. Total Gross NPAs plus Restructured Std. (2+4)	1,12,568	1,08,533	1,04,674	1,02,670	1,04,656
6. Total Net NPAs plus Restructured Std. (3+4)	83,434	80,999	76,959	74,120	74,147
7. Gross NPA + Restructured Standard to Gross Adv. % (5 ÷ 1)	8.43	8.58	8.42	8.33	8.41
8. Net NPA + Restructured Standard to Gross Adv. % (6 ÷ 1)	6.25	6.40	6.19	6.01	5.95



Head Count



Staff Strength as on	Mar 15	Mar 14	Mar 13
Officers	78,540	80,531	81,651
Assistants	94,455	1,01,648	1,09,686
Sub-staff (Others)	23,404	24,799	26,000
Watch & ward	16,839	15,831	11,814
Total	2,13,238	2,22,809	2,29,151



Branch Expansion



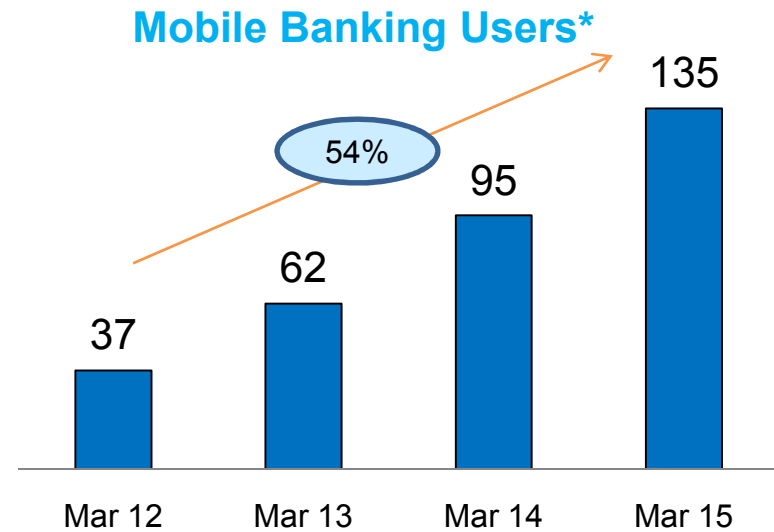
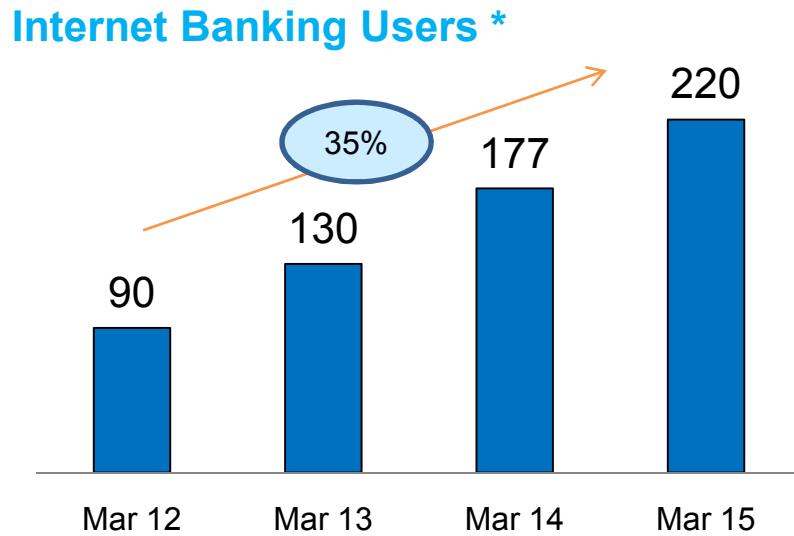
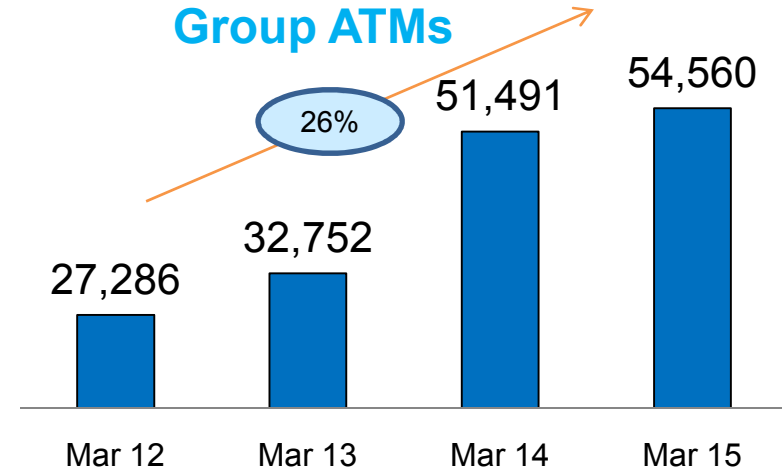
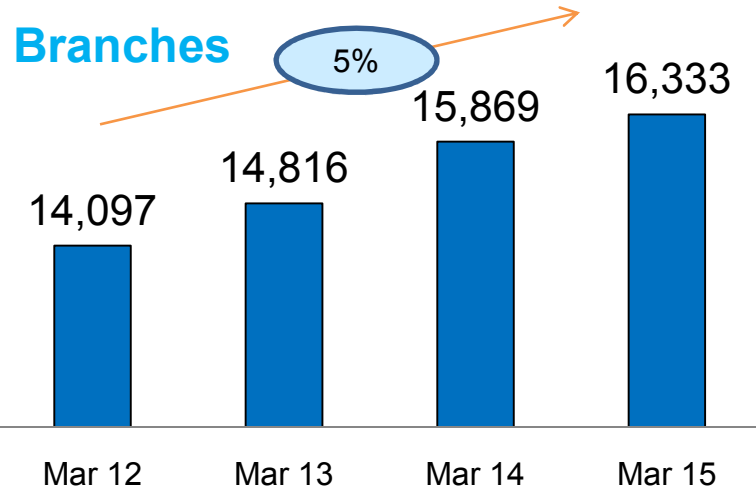
	Mar 15	Mar 14	Mar 13
Metro	2,573 (15.8)	2,524 (15.9)	2,341 (15.8)
Urban	3,006 (18.4)	2,890 (18.2)	2,624 (17.7)
Semi-Urban	4,497 (27.5)	4,399 (27.7)	4,165 (28.1)
Rural	6,257 (38.3)	6,056 (38.2)	5,686 (38.4)
Total	16,333 (100.0)	15,869 (100.0)	14,816 (100.0)

Figures in brackets indicate percentage share in total branches



Expanding Footprint & Multiple Delivery Channels

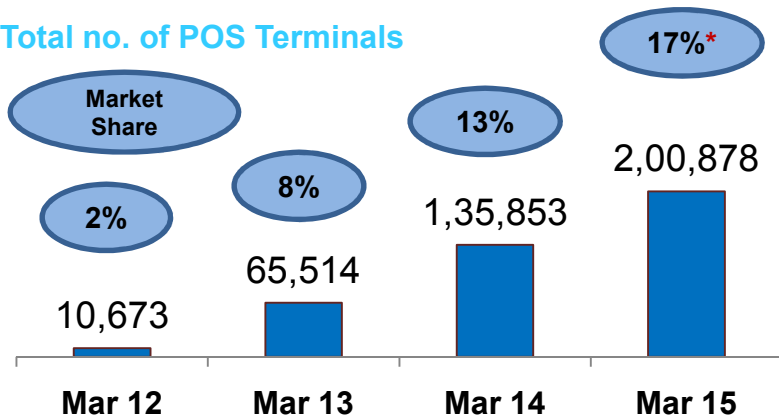
CAGR :
Mar 12-15



* In lacs

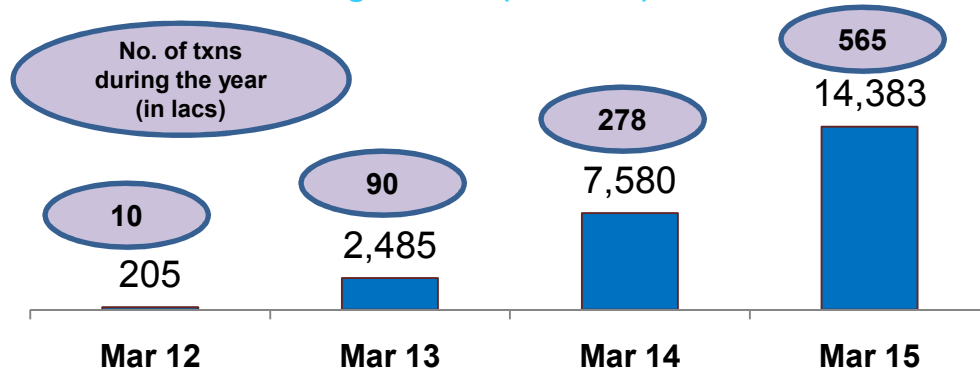
Expanding Footprint

Total no. of POS Terminals

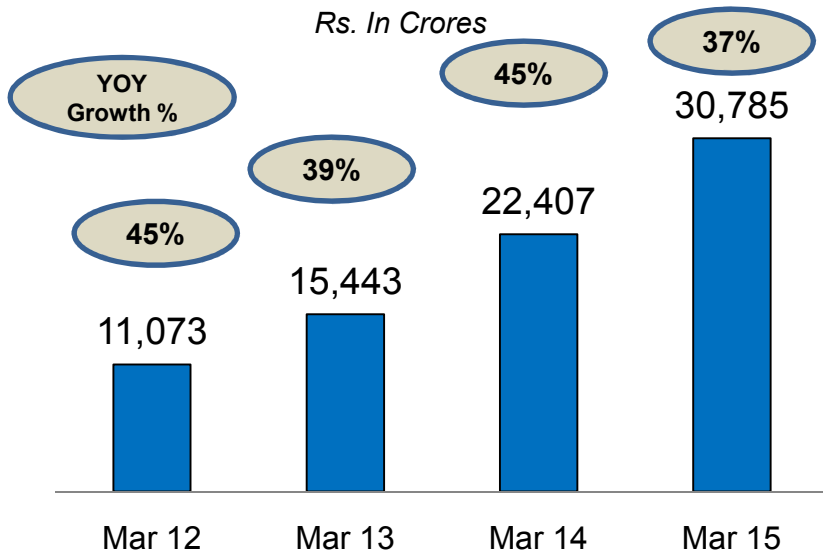


* As on Dec 14

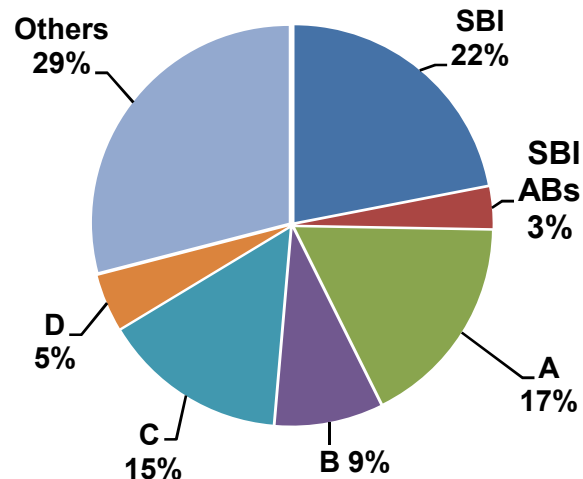
Amt of POS txns during the Year (Rs. in Cr)



Debit Card Spends : Point of sale & e-Commerce



Market Share for FY 2014 -15 (upto Dec 14)

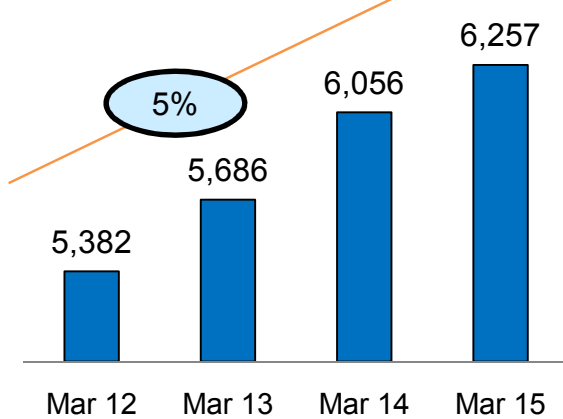


Market leader in Debit Card spends over Point of Sale & e-Commerce

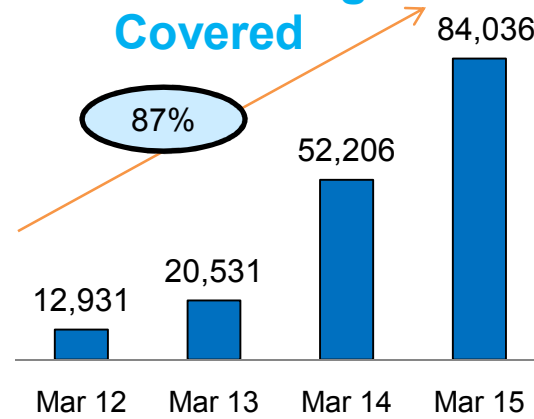
Financial Inclusion

CAGR :
Mar 12-15

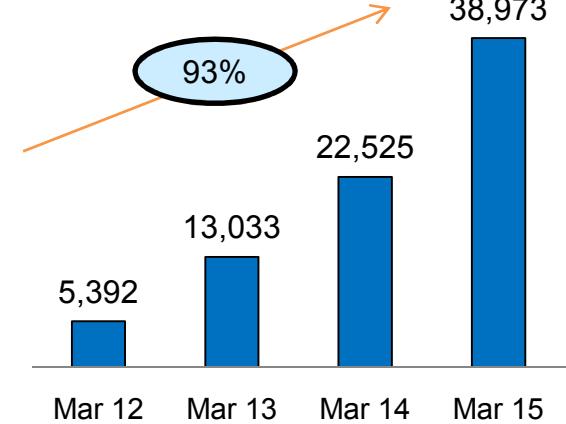
Rural Branches



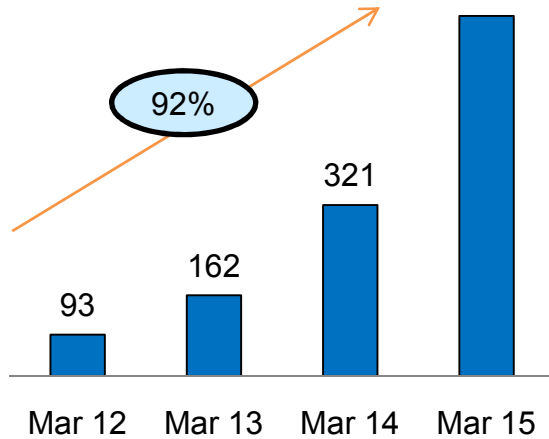
Unbanked Villages Covered



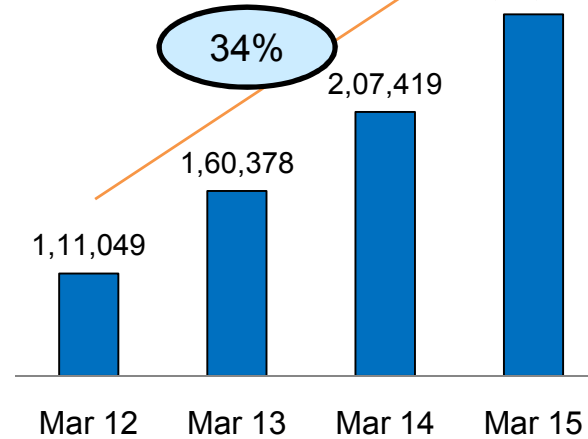
BC Channel transactions



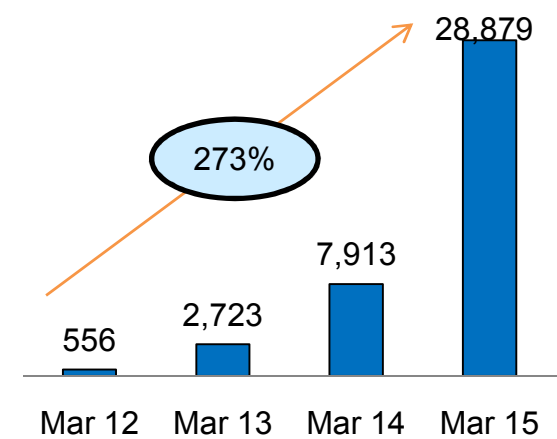
No. of A/c's through BC Channel*



RSETIs – No. of Candidates Trained



FLCs- No. of outdoor activities undertaken



* In lacs

Amount in crores (during the year)



SBI Solo Financials –FY15



Rs. In crores /%

	Solo		
	Mar 15	Mar 14	YOY % / bps
ROA (%)	0.68	0.65	+ 3 bps
ROE (%)	11.17	10.49	+ 68 bps
Earning Per Share (Rs.)	17.55	15.68	11.93%
Other Income to Operating Income (%)	29.10	27.35	+175 bps
Expenses Ratio (%)	49.85	52.67	-282 bps



Performance Highlights of Associate Banks

Rs. In crores

Name	FY15		FY14	
	PAT	ROE %	PAT	ROE %
SBBJ	777	12.92	732	13.66
SBH	1,317	13.73	1,020	12.18
SBM	409	9.40	274	6.88
SBP	362	5.41	448	7.80
SBT	336	6.65	304	6.73
Total ABs	3,201	10.10	2,778	9.91
SBI	13,102	11.17	10,891	10.49



Performance Highlights of Non-Banking Subsidiaries

Rs. In crores

Name	FY15		FY14	
	PAT	ROE %	PAT	ROE %
SBI Life Insurance Company P Ltd	820	20.30	740	22.39
SBI Capital Markets Ltd	338	33.18	263	25.27
SBI Funds Management P Ltd	163	30.80	156	35.89
SBI Cards & Payment Services P Ltd	267	27.61	293	39.29
SBI DFHI Ltd	93	9.43	61	6.48
SBI Group	16,994	11.51	14,174	10.83



Performance Highlights of Non-Banking Subsidiaries



SBI Life	➤ Ranked 1 st in New Business Premium
	➤ Net profit Rs. 820 crs up by 11%
	➤ 20% growth in Gross Written Premium
	➤ Rs. 71339 crs Assets Under Management up by 22% at
SBI General	➤ Market Share increased to 4.9% from 4.2%
	➤ Rs. 1580 crs Gross Written Premium up by 33% (Earliest to achieve this in 5 years)
	➤ Rs. 2668 crs Assets Under Management up by 61%
	➤ Ranked 8 th among Private players up from 12 th last year
	➤ 4.1% market share amongst Private players
SBIMF	➤ Motor manufacturer tie-ups with Toyota and Hyundai
	➤ Ranked 6 th in the industry and market share 6.30%
	➤ Rs. 163 crs Net profit up by 5%
	➤ Rs. 72942 crs Assets Under Management up by 11.36%
	➤ 66% of Equity Fund and 88% Fixed Fund (Direct Plan) under Top Two quartiles in 1 year category (Equity -4 in Top and 9 in Top two quartiles)

Performance Highlights of Non-Banking Subsidiaries

SBI Card	➤ 31.58 lacs Cards in Force (CIF) up by 10.49%
	➤ 3 rd in the industry in CIF with market share of 15%
	➤ 32% growth in Spends
	➤ 31% growth in Receivables
	➤ Rs. 267 crs Net profit
	➤ Dividend declared after eight years.
	➤ Co-branded card launched: FBB Style up Card, Mumbai Metro Card and Contact less Signature card (last week)
SBI Capital Markets	➤ Rs.338 crs Net profit up by 27%
	➤ Rs.667 crs Fee income up by 18%
	➤ No. 1 Ranking Book Runner Asia Pacific Ex-Japan Bloomberg & Thomson Reuters
	➤ No. 1 Ranking Mandated loans arranger by Bloomberg & Dealogic

Non-Banking Subsidiaries : Awards Received during FY: 14-15

SBI Card	<ul style="list-style-type: none"> ➤ Won 'Gold' at Reader's Digest Trusted Brand Awards. Wining for the 6th time
SBI Capital Market	<ul style="list-style-type: none"> ➤ IFR Asia Regional Awards High Yield Bond – Tata Steel's USD 1.5 Bn dual-tranche senior notes ➤ Asiamoney- Regional Capital Markets Awards- Best High Yield Bond
SBICAP Securities Ltd	<ul style="list-style-type: none"> ➤ Appreciation certificate from NSE for being Top Performing Members in 2014 under New client enrolment and Gold ETF Mobilization
SBIMF	<ul style="list-style-type: none"> ➤ Most Trusted Brand 2014- Gold in the category of investment Banking & Mutual Funds by Readers Digest
SBI Life	<p>SBI Life has received 15 awards during the period under review, few of them are:</p> <ul style="list-style-type: none"> ➤ Inspiring Work Place Award 2014 in BFSI ➤ The Most Admired Life Insurance Company and the Best Life Insurance Company in the Private Sector, in the BFSI 2014 Awards. ➤ Most Trusted Private Life Insurance Brand by The Economic Times, Brand Equity and Nielsen Survey for four consecutive years.
SBI General	<ul style="list-style-type: none"> ➤ Winner - iCMG (inter Company Marketing Group) Excellence Award for Enterprise Architecture in 2014 ➤ Runner-up – IAIDQ Data Quality Asia Pacific Award 2014
SBI SG Global Securities	<ul style="list-style-type: none"> ➤ 3rd in unweighted and 4th in weighted category in Global Investor ISF Sub-Custody Survey.

Balance Sheet (Solo)



Rs. In crores

LIABILITIES	Mar 15	Mar 14	YOY Growth (%)
Capital	747	747	0.00
Reserves and Surpluses	1,27,692	1,17,536	8.64
Deposits	15,76,793	13,94,409	13.08
Borrowings	2,05,150	1,83,131	12.02
Other Liabilities & Provisions	1,37,698	96,927	42.06
Total Liabilities	20,48,080	17,92,748	14.24

ASSETS	Mar 15	Mar 14	YOY Growth (%)
Cash & balances with RBI	1,15,884	84,956	36.41
Balance with banks & money at call and short notice	58,977	47,594	23.92
Investments	4,95,027	3,98,800	24.13
Net Advances	13,00,026	12,09,829	7.46
Fixed Assets	9,329	8,002	16.58
Other Assets	68,836	43,568	57.99
Total Assets	20,48,080	17,92,748	14.24





Balance Sheet (Consolidated)



Rs. In crores

LIABILITIES	Mar 15	Mar 14	YOY Growth (%)
Capital	747	747	--
Reserves and Surpluses	1,60,641	1,46,624	9.56
Minority Interest	5,497	4,909	11.98
Deposits	20,52,961	18,38,852	11.64
Borrowings	2,44,663	2,23,760	9.34
Other Liabilities & Provisions	2,35,601	1,81,604	29.73
Total Liabilities	27,00,110	23,96,495	12.67

ASSETS	Mar 15	Mar 14	YOY Growth (%)
Cash & balances with RBI	1,44,288	1,14,096	26.46
Balance with banks & money at call and short notice	64,299	53,066	21.17
Investments	6,95,692	5,79,401	20.07
Net Advances	16,92,211	15,78,277	7.22
Fixed Assets	12,379	10,560	17.23
Other Assets	91,241	61,096	49.34
Total Assets	27,00,110	23,96,495	12.67



Recent Recognition & Awards



Brand of the Year 2015 by the World Branding Forum

Socially Responsible Bank - Magna Awards '15 by Business world Magazine

Excellence & Leadership in CSR -Golden Globe Tigers Awards by World CSR Day

Innovations in CSR Practices-Golden Globe Tigers Awards by World CSR Day

Golden Peacock Award for CSR by Institute of Directors, New Delhi

Most Valuable Indian Brands 2014 by Brandz Top 50

Environmental Sustainability Award 2014 by BFSI Magazine

Asia Sustainability Excellence Award 2014 by World CSR Congress

Best in class Corporate Social Responsibility Practices Awards 2014 by CMO Asia

Best Bank-Public Sector by BFSI





Thank You

