

**State Bank of India**  
THE BANKER TO EVERY INDIAN

# SBI Car Loan

WALK IN. DRIVE OUT

85% Finance  
No Pre-Payment Penalty  
Longest Repayment Period

**Lowest EMI**  
₹1765/Lac

THE BANKER TO EVERY INDIAN

**State Bank of India**  
With you - all the way

Pure Banking - Nothing else.

# Quarterly Results Q3 FY 2012



**TAX SAVING DEPOSITS**

**State Bank of India**  
THE BANKER TO EVERY INDIAN

**DOUBLE BENEFIT**

TAX SAVING + HIGH RETURNS

**18.55% p.a.**  
for Senior Citizens

**17.77% p.a.**  
for Others

High Returns + Full Liquidity

**unFIXED**  
DEPOSIT @ 8.50%  
7 - 180 DAYS

WITHDRAW ANYTIME AFTER 7 DAYS - NO PENALTY

# Healthy Growth in NII - a Snapshot (1/2)



Rs. In Crores

	Q3 FY11	Q3 FY12	YOY Gr.%	9M FY11	9M FY12	YOY Gr.%
Interest Income	21413	27661	29.18	59673	77826	30.42
Interest Expenses	12363	16196	31.00	35205	46239	31.34
<b>Net Interest Income</b>	<b>9050</b>	<b>11466</b>	<b>26.70</b>	<b>24468</b>	<b>31587</b>	<b>29.09</b>
Other Income	3314	2126	(35.85)	11009	9087	(17.46)
Staff Expenses	3512	3911	11.38	10261	11543	12.49
Overheads	2088	2420	15.95	5960	7155	20.04
<b>Operating Profit</b>	<b>6764</b>	<b>7260</b>	<b>7.33</b>	<b>19256</b>	<b>21977</b>	<b>14.13</b>



# Net Profit up by 13% - a Snapshot (2/2)



Rs. In Crores

	Q3 FY11	Q3 FY12	YOY Gr.%	9M FY11	9M FY12	YOY Gr.%
<b>Operating Profit</b>	<b>6764</b>	<b>7260</b>	<b>7.33</b>	<b>19256</b>	<b>21977</b>	<b>14.13</b>
<b>Total Provisions</b>	<b>3936</b>	<b>3997</b>	<b>1.54</b>	<b>11012</b>	<b>14320</b>	<b>30.03</b>
Income Tax	1885	1590	(15.67)	4788	4370	(8.73)
Loan Loss	1632	3006	84.16	5528	8709	57.54
Investment Depreciation	209	(870)	(516.66)	342	636	85.92
<i>Of which:</i>						
<i>Dom. Equity</i>	5	(817)		(1)	29	
<i>Dom. Bonds</i>	201	(14)		339	510	
<i>Foreign Operations</i>	3	(39)		4	97	
Standard Assets	225	195	(13.44)	345	604	74.81
Other Provisions	(15)	76	624.65	8	1	(93.50)
<b>Net Profit</b>	<b>2828</b>	<b>3263</b>	<b>15.38</b>	<b>8244</b>	<b>7657</b>	<b>(7.12)</b>



# Profitability : Domestic & Foreign Offices (1/3)



## Indian Offices

## Foreign Offices

Rs. In Crores

Q3 FY11

Q3 FY12

YOY Gr.%

Q3 FY11

Q3 FY12

YOY Gr.%

	Q3 FY11	Q3 FY12	YOY Gr.%	Q3 FY11	Q3 FY12	YOY Gr.%
Interest Income	20308	26250	29.26	1105	1411	27.73
Interest Expenses	11754	15432	31.29	609	764	25.45
<b>Net Interest Income</b>	<b>8554</b>	<b>10818</b>	<b>26.48</b>	<b>496</b>	<b>648</b>	<b>30.52</b>
Non Interest Income	3053	1905	(37.60)	260	221	(15.29)
Staff Expenses	3448	3826	10.96	64	85	34.03
Overheads	1979	2296	16.02	108	124	14.61
<b>Operating Profit</b>	<b>6180</b>	<b>6601</b>	<b>6.82</b>	<b>585</b>	<b>659</b>	<b>12.68</b>



# Operating Profit : Domestic & Foreign Offices (2/3)



Rs. In Crores

	Indian Offices			Foreign Offices		
	Q3 FY11	Q3 FY12	YOY Gr.%	Q3 FY11	Q3 FY12	YOY Gr.%
<b>Operating Profit</b>	<b>6180</b>	<b>6601</b>	<b>6.81</b>	<b>585</b>	<b>659</b>	<b>12.65</b>
<b>Total Provisions</b>	3720	3752	0.85	216	245	13.45
<b>Income Tax</b>	1765	1420	(19.56)	120	170	41.62
<b>Loan Loss</b>	1543	2900	87.94	89	106	18.79
<b>Investment Depreciation</b>	206	(831)*		3	(39)	
<b>Standard Assets</b>	218	188	(13.54)	7	7	
<b>Other Provisions</b>	(12)	74	728.92	(3)	2	182.37
<b>Net Profit</b>	<b>2460</b>	<b>2849</b>	<b>15.84</b>	<b>369</b>	<b>414</b>	<b>12.18</b>

\* Bonds Rs 14 crores Equity 817 crores.

# Operating Profit : Domestic & Foreign Offices (3/3)



Rs. In Crores

	Indian Offices			Foreign Offices			Whole Bank		
	Q3FY11	Q3FY12	Change (bps)	Q3FY11	Q3FY12	Change (bps)	Q3FY11	Q3FY12	Change (bps)
ROA* (%)	0.94	0.96	2	1.02	1.10	8	0.94	0.97	3
RWA (Rs. In crores)	693114	733366	5.81%	89033	110818	24.47%	782147	844184	7.93%
NIM	3.95	4.39	44	1.43	1.77	34	3.61	4.05	44

\*annualised

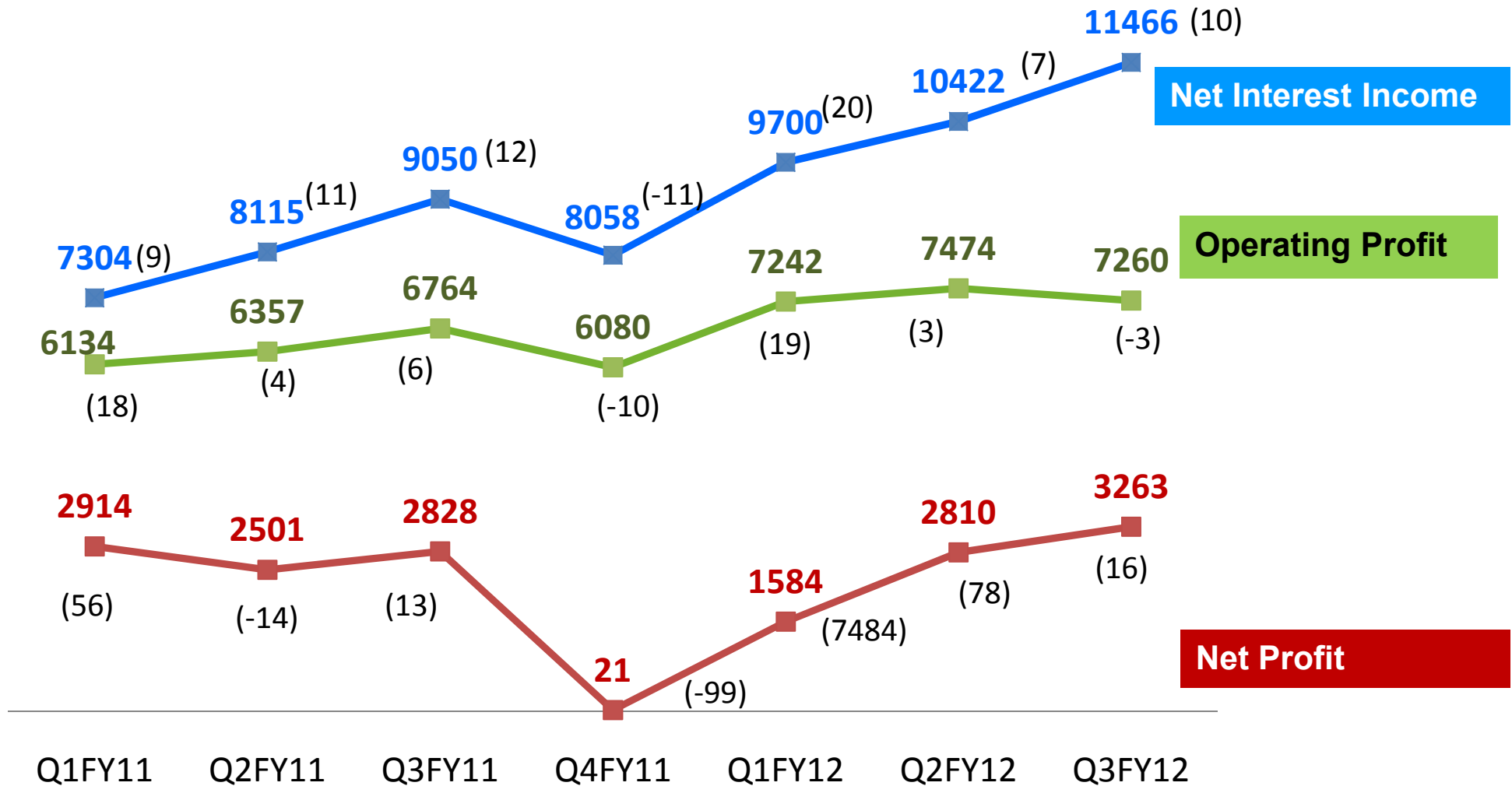


# Quarterly Movement in Income Parameters



Rs. In crores

(Sequential Growth %)



# Domestic NIM - all time high of 4.12%



Rs. In Crores

	Q3 FY11	Q3FY12	YOY Gr.%	9M FY11	9M FY12	YOY Gr.%
Interest Income	21413	27661	29.18	59673	77826	30.42
Interest Expenses	12363	16196	31.00	35205	46239	31.34
Net Interest Income	9050	11466	26.70	24468	31587	29.09
Whole Bank NIM %	3.61	4.05	44 bps	3.40	3.82	42 bps
Domestic NIM %	3.95	4.39	44 bps	3.72	4.12	40 bps





# Efficiency Ratios (%)



	Q3FY11	Q3FY12	Change bps
RONW*	15.38	18.12	274
ROA*	0.94	0.97	3
Op. Pr. to NW	36.79	40.31	352
EPS (in Rs)*	178.56	205.56	15.12%

	Dec 10	Dec 11	Change bps
Book Value Per Share (In Rs.)	1158	1134	(24)
Cost to Income	45.72	45.97	25
Gross NPA	3.17	4.61	144
Net NPA	1.61	2.22	61
Tier I	8.52	7.59	(93)
Tier II	3.59	4.01	42
CAR	12.11	11.60	(51)

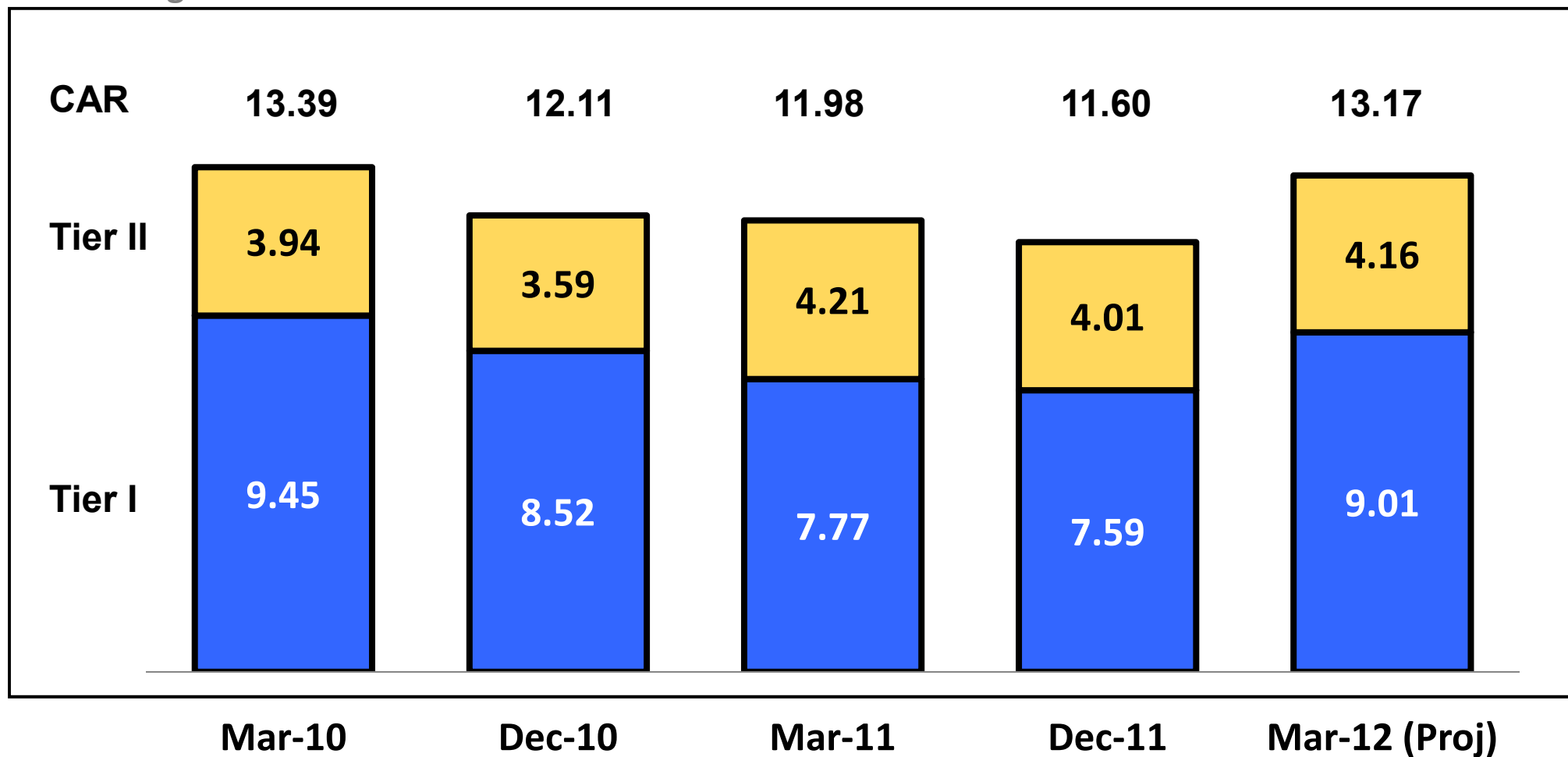
\*annualised



# Capital Adequacy



In Percentage



# Components of Interest Income



Rs. In Crores

	Q3 FY11	Q3 FY12	YOY Gr.%	9M FY11	9M FY12	YOY Gr.%
Interest on Loans	15717	20891	32.93	43719	58937	34.81
Interest on Resources	5261	6520	23.94	14757	17993	21.93
Other Sundry Interest	435	250	(42.64)	1196	896	(25.09)
<b>Total Interest Income</b>	<b>21413</b>	<b>27661</b>	<b>29.18</b>	<b>59673</b>	<b>77826</b>	<b>30.42</b>

Other Interest Income includes IT Refund of Rs.556 crores in 9MFY11 and 133 crores in 9MFY12.

# Components of Interest Expenses



Rs. In Crores

	Q3FY11	Q3 FY12	YOY Gr.%	9M FY11	9M FY12	YOY Gr.%
Interest on Deposits	10782	14250	32.16	31292	40823	30.46
Interest on Borrowings	789	1030	30.56	1655	2696	62.87
Other Sundry Interest	792	915	15.61	2258	2720	20.48
<b>Total Interest Expenses</b>	<b>12363</b>	<b>16196</b>	<b>31.00</b>	<b>35205</b>	<b>46239</b>	<b>31.34</b>



Other Sundry Interest Paid includes Interest of Rs.2501 crores paid on Tier II bonds of Rs.34672 crores as on 31.12.2011.



# Components of 'Other Income'



Rs. In Crores

	Q3 FY11	Q3FY12	YOY Gr.%	9M FY11	9M FY12	YOY Gr.%
Fee Income	2477	2642	6.62	7832	7875	0.55
Profit/loss on Sale of Investments 	220	(1090)	(595.10)	586	(893)	(252.38)
Of which;						
Domestic-Equity & MF	190	(1063)	(659)	506	(673)	(233)
Domestic-Bonds	4	(11)	(375)	25	(179)	(816)
Foreign Operations	26	(16)	(162)	60	41	(31.66)
Forex Income	408	286	(30.08)	1220	1097	(10.01)
Dividend Income* 	0	53	--	665	365	(45.15)
Misc. Income	208	236	13.64	706	644	(8.83)
<b>Total Other Income</b>	<b>3314</b>	<b>2126</b>	<b>(35.85)</b>	<b>11009</b>	<b>9087</b>	<b>(17.46)</b>

9MFY11 includes income of Rs.306 crs from a large corporate deal. Excluding Fee Income in 9MFY12 would have grown by around 5%

# Growth in Operating Expenses Contained



Rs. In Crores

	Q3 FY11	Q3 FY12	YOY Gr.%	9M FY11	9M FY12	YOY Gr.%
Salary	2827	3107	9.90	7132 *	9126	27.95
Provision for superannuation benefits	685	805	17.48	3129	2417	(22.75)
<i>Of which : Pension</i>	<i>545</i>	<i>642</i>	<i>17.84</i>	<i>1590</i>	<i>1930</i>	<i>21.39</i>
<i>Gratuity</i>	<i>140</i>	<i>163</i>	<i>16.07</i>	<i>1540</i>	<i>487</i>	<i>(68.34)</i>
Total Staff Expenses	3512	3911	11.38	10261	11543	12.49
Staff expenses to Operating expenses (%)	62.73	61.77	(96 bps)	63.26	61.73	(153 bps)
Overhead Expenses	2088	2420	15.95	5960	7155	20.04
<b>Total Operating Expenses</b>	<b>5599</b>	<b>6332</b>	<b>13.08</b>	<b>16222</b>	<b>18698</b>	<b>15.27</b>

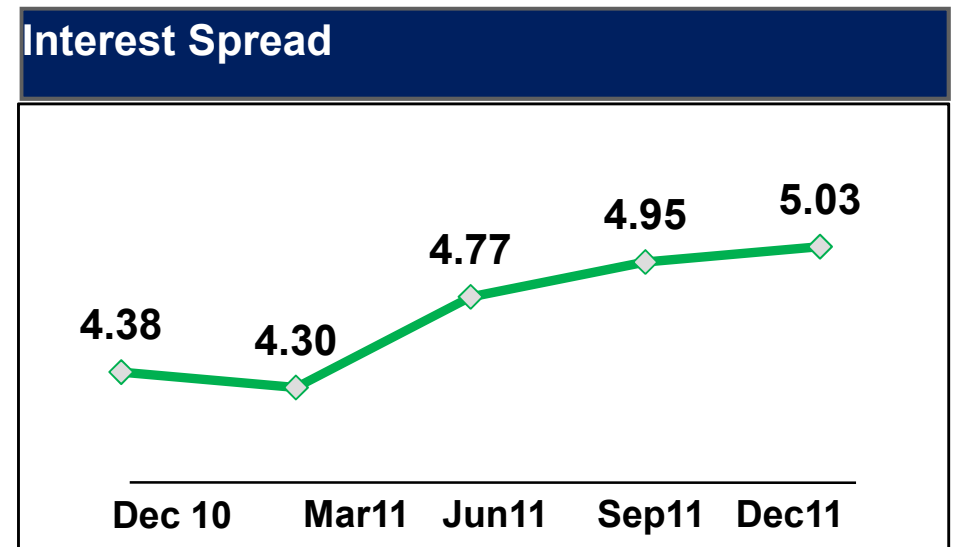
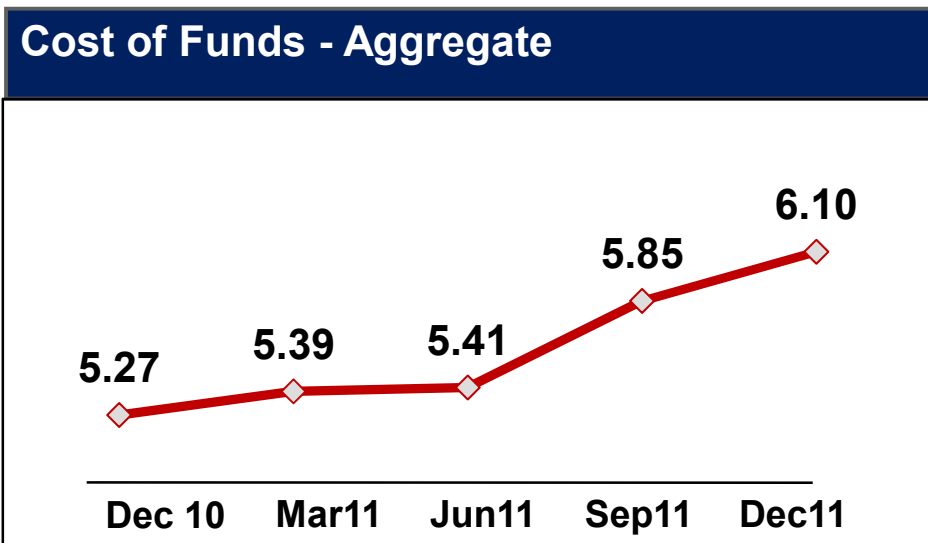
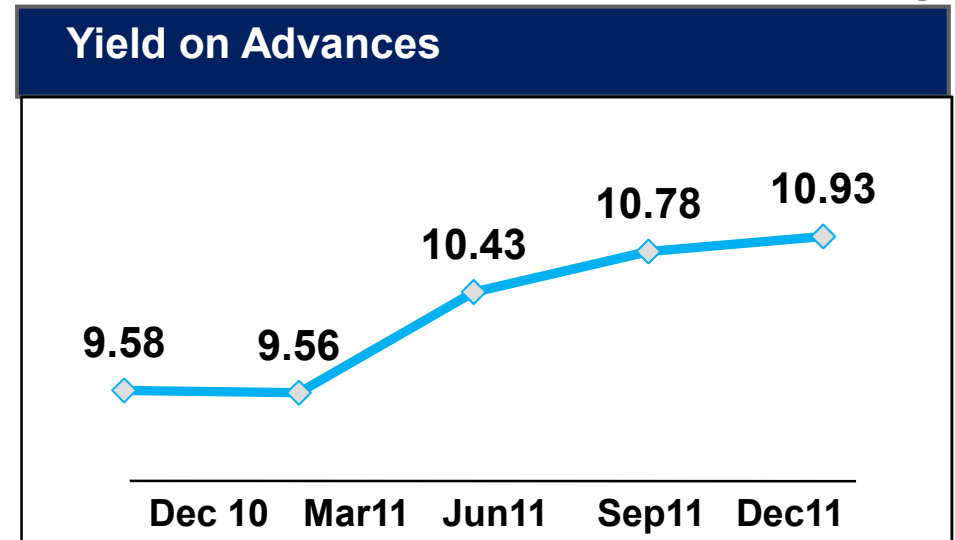
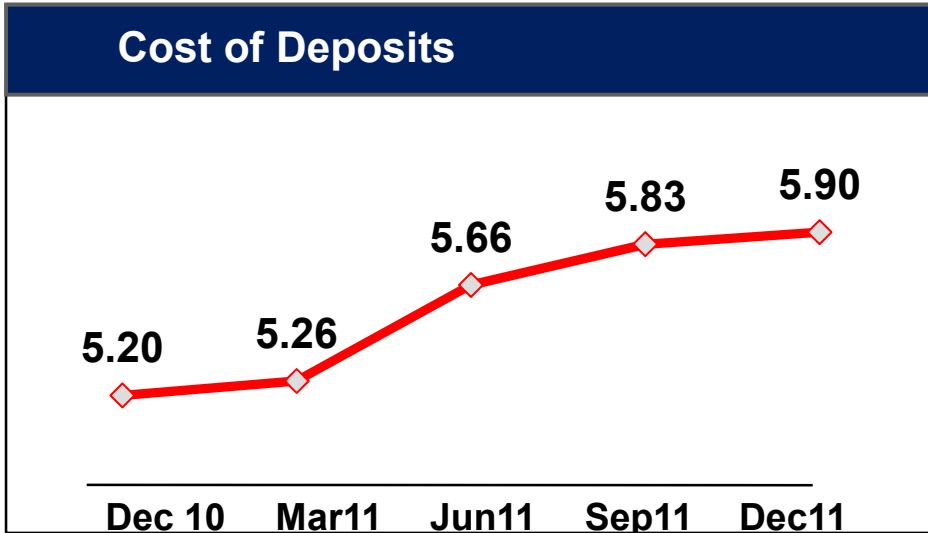
\* Accounts for write back of wage revision provision of Rs. 986 crores of 2009-10 during 9MFY11. Excluding this YOY growth is 12.41%



# Interest Spread up by 65 bps



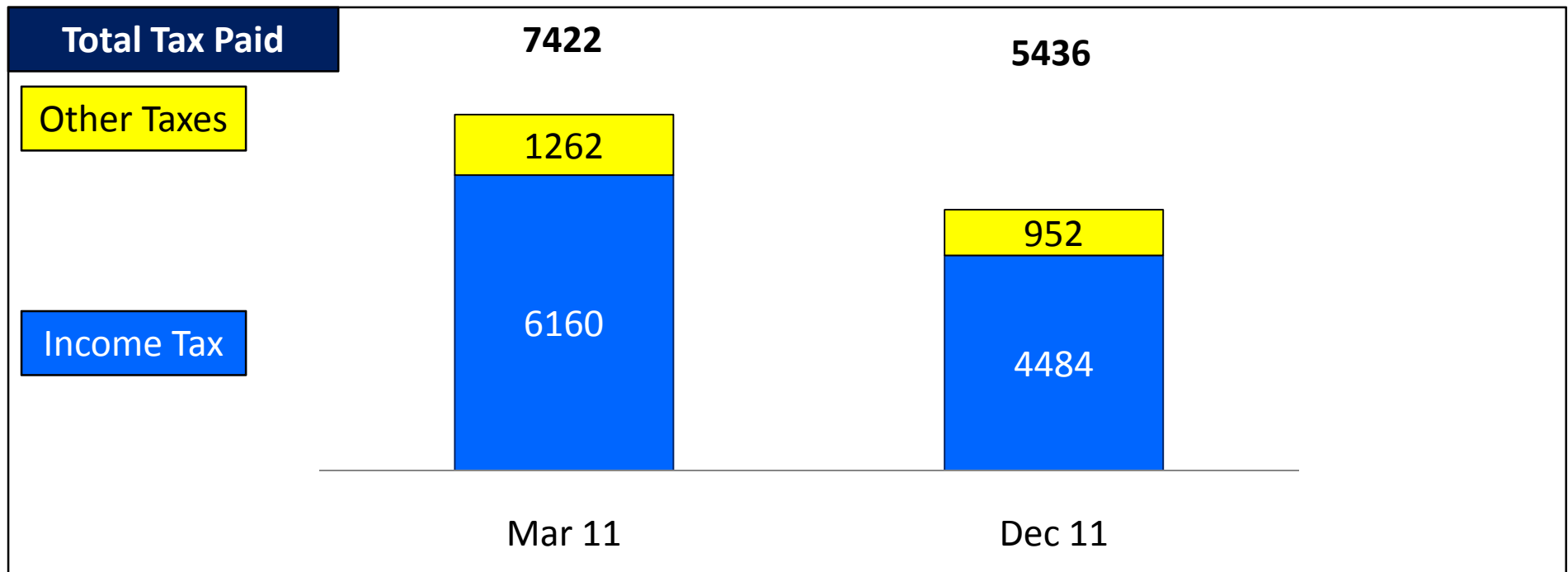
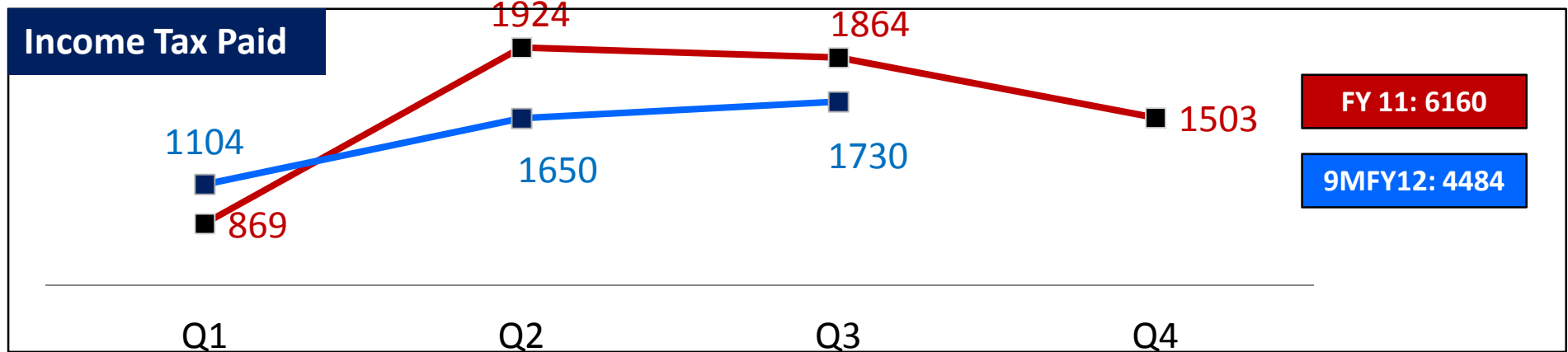
In percentage



# Corporate Citizen



Rs. In crores

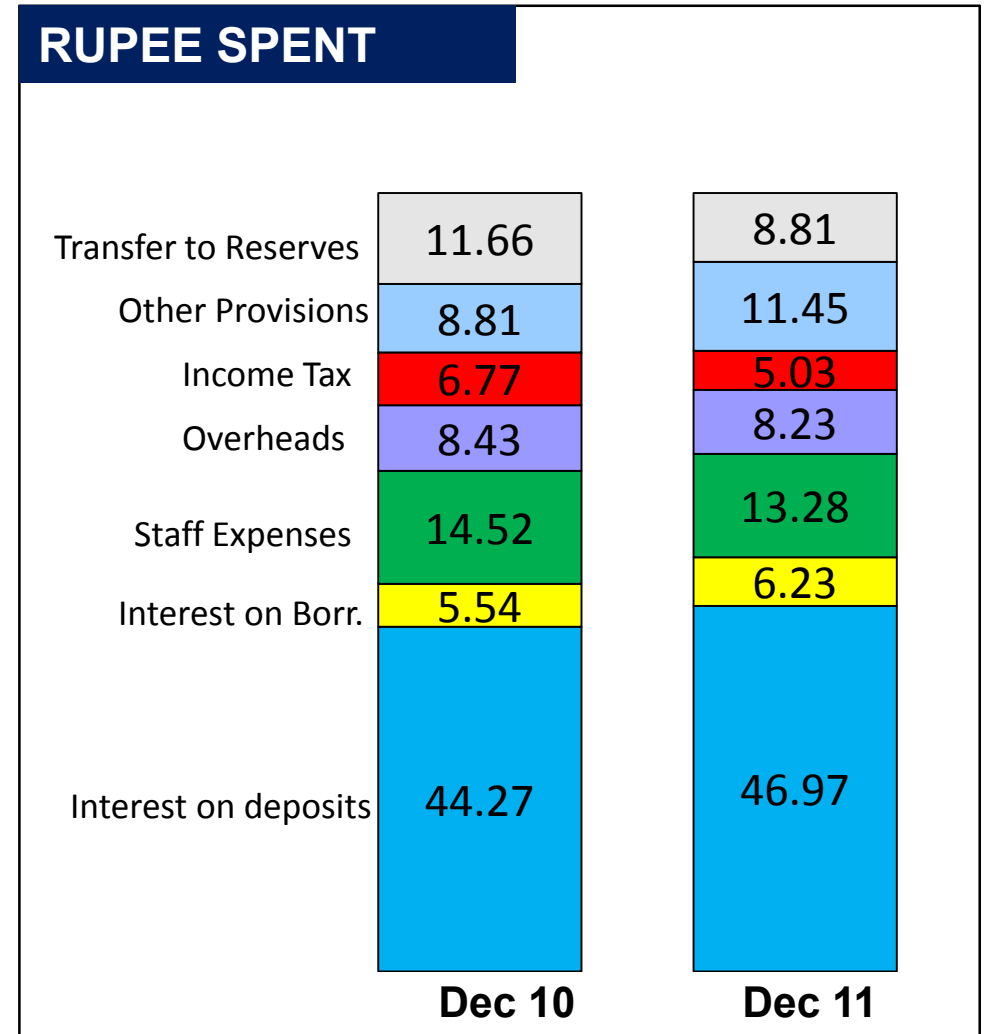
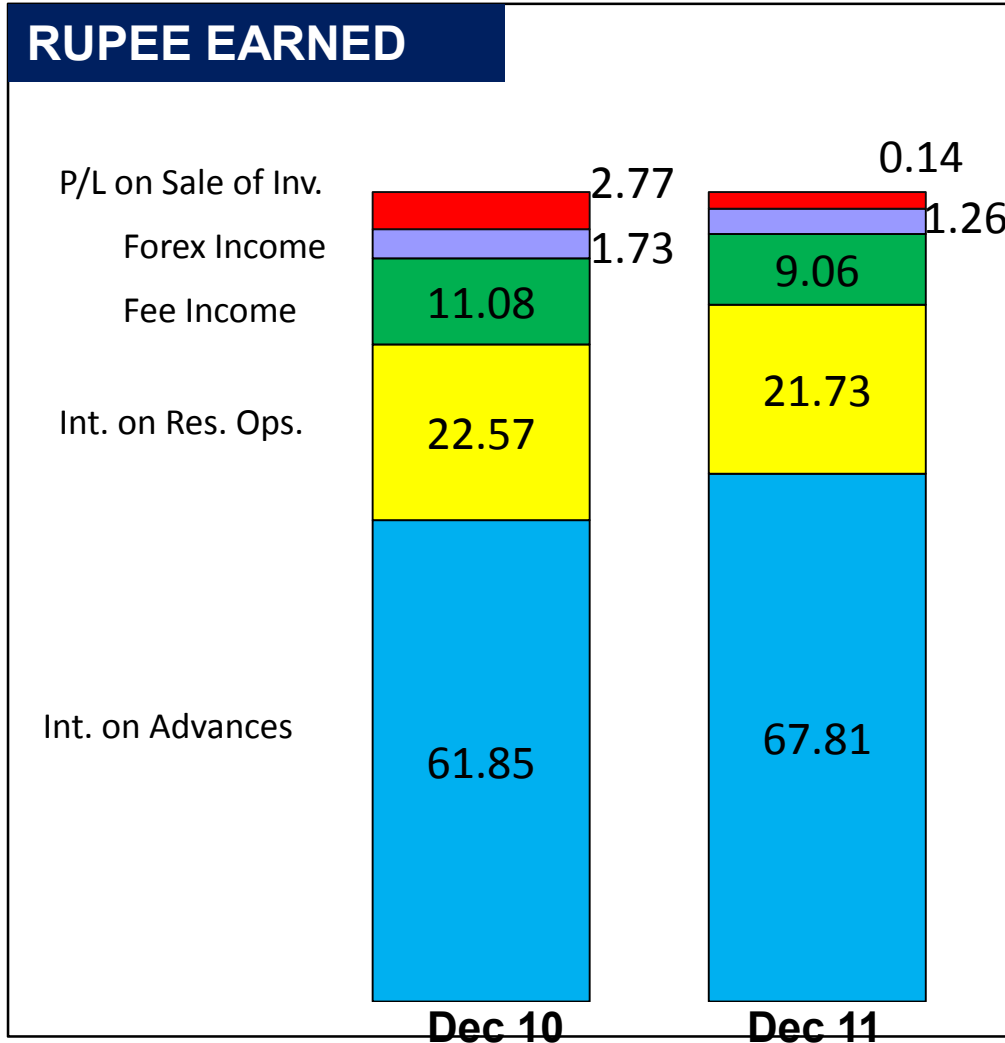




# Revenue & Expenditure



In percentage



# Retail Deposits drive Growth



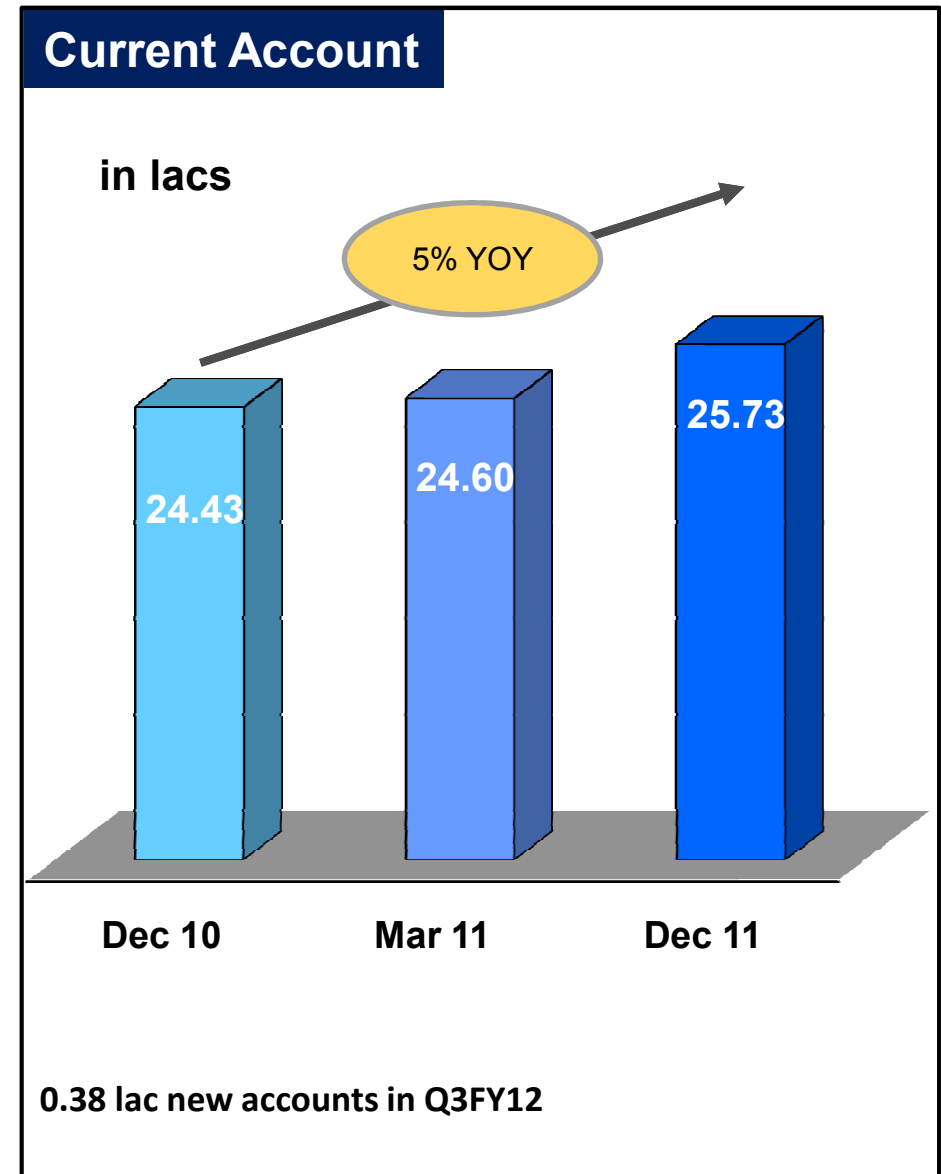
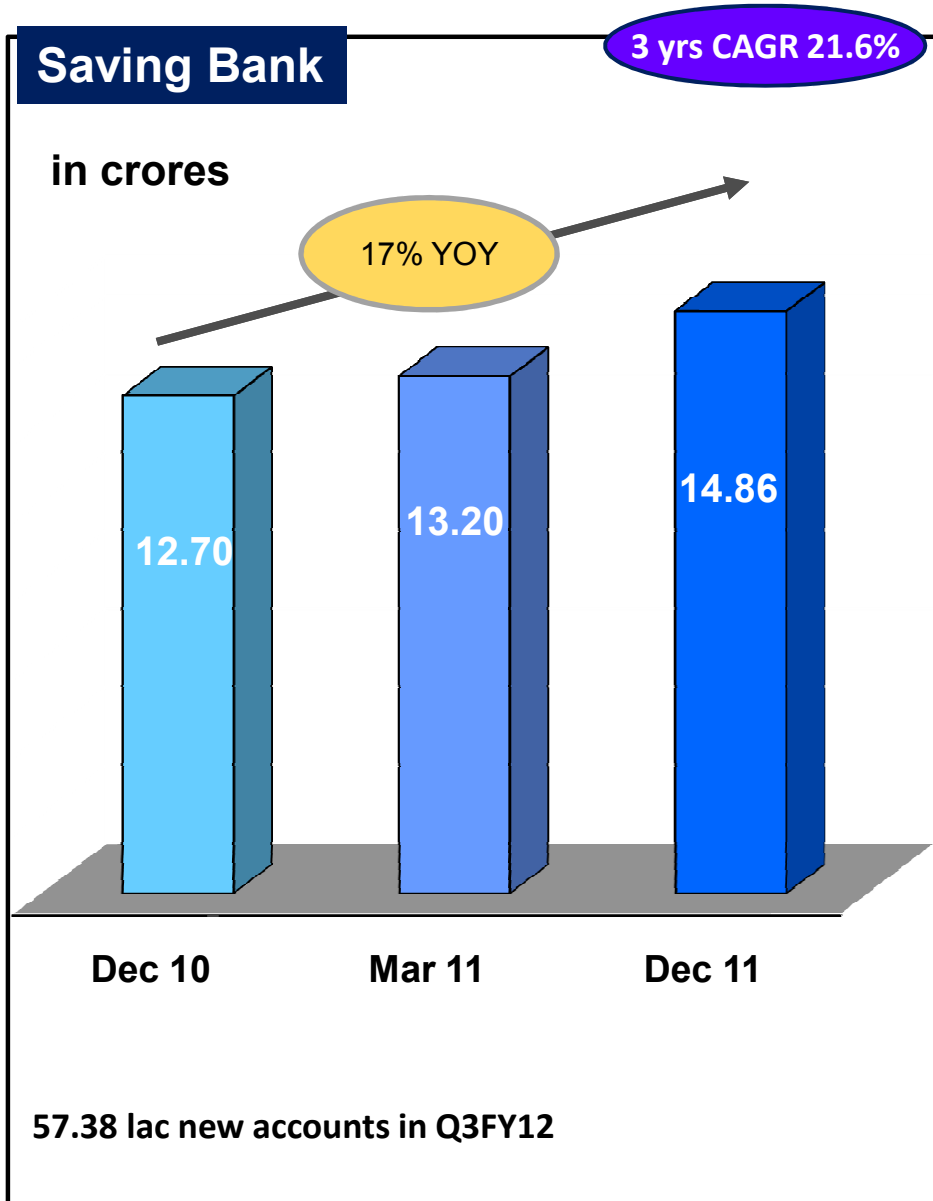
Rs. In Crores

	Dec 10	Dec 11	YOY Gr Amt	YOY Gr.%
<b>Whole Bank Deposits</b>	<b>878979</b>	<b>1000965</b>	<b>121986</b>	<b>13.88</b>
Domestic Deposits	833361	941432	108071	12.97
Deposits at FOs	45618	59533	13915	30.50
Term Deposits	433954	494074	60120	13.85
<i>Of which: Retail TDs (%)</i>	<i>326550 (75.24)</i>	<i>388144 (78.56)</i>	<i>61594 (102.45)</i>	<i>18.86</i>
Current Account (%)	80401 (9.65)	79462 (8.44)	(939)	(1.17)
Savings Bank (%)	319006 (38.28)	367896 (39.08)	48890 (45.24)	15.33
CASA	399407	447358	47951	12.01
CASA Ratio- Domestic	47.93	47.52	(41) bps	

- Savings Bank up by Rs. 44502 crores in 9MFY12 ; YTD Gr 13.80 %
- Retail TD up by Rs.53874 crores in 9MFY12; YTD Gr 16.12 %



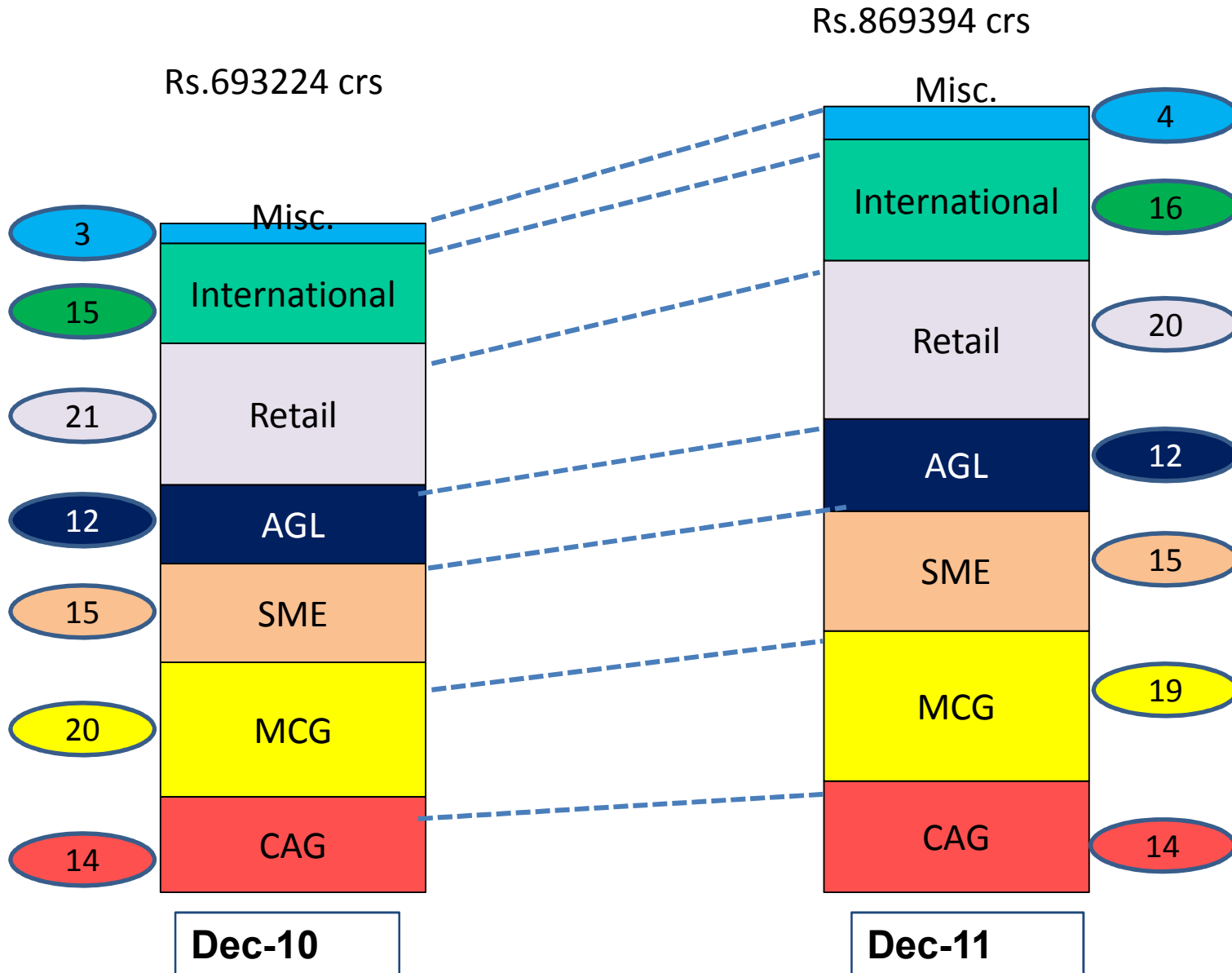
# Customer Acquisition Growth Accelerated



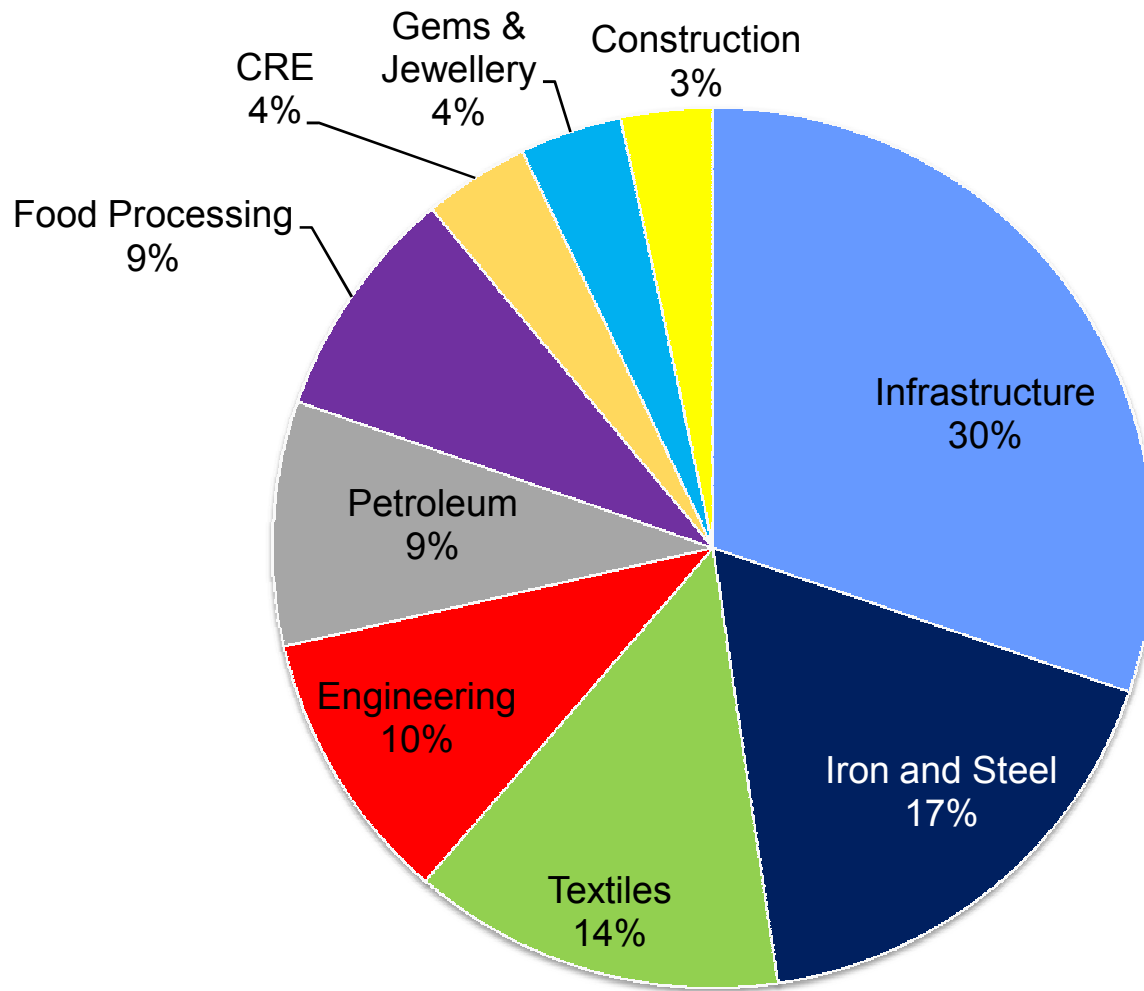
# Diversified Exposure across Sectors



In Percentages



# Diversified Exposure across Major Industries



Rs. In crores

	O/s	% share to loan book
Infrastructure →	75245	8.7
Iron and Steel	43058	5.0
Textiles	33933	3.9
Engineering	25021	2.9
Petroleum	22311	2.6
Food Processing	21324	2.5
CRE	9647	1.1
Gems & Jewellery	9334	1.1
Construction	8372	1.0

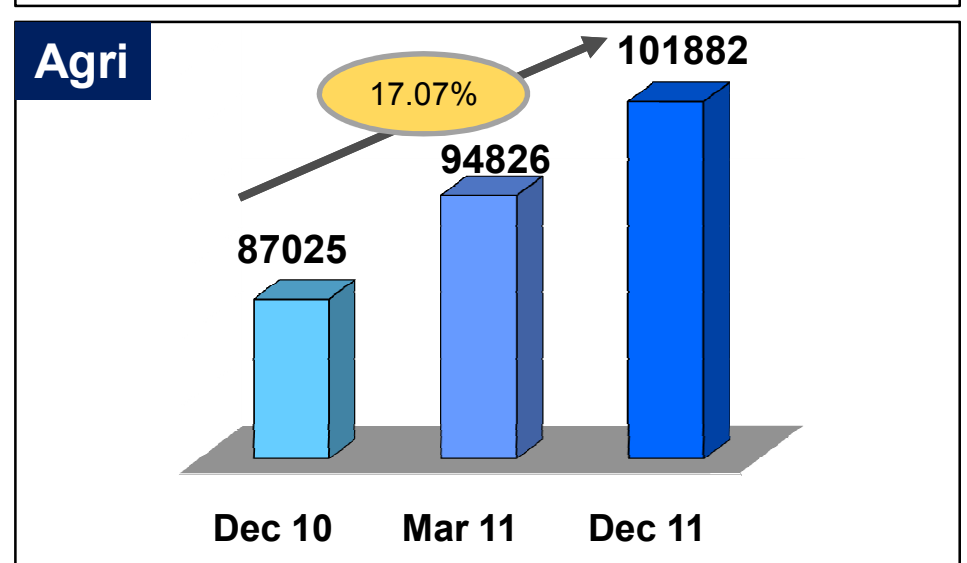
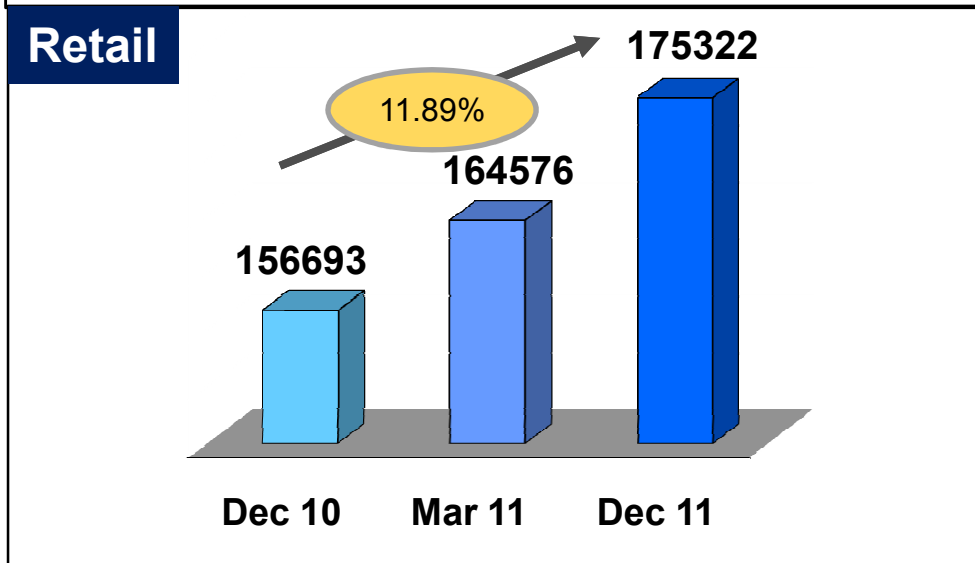
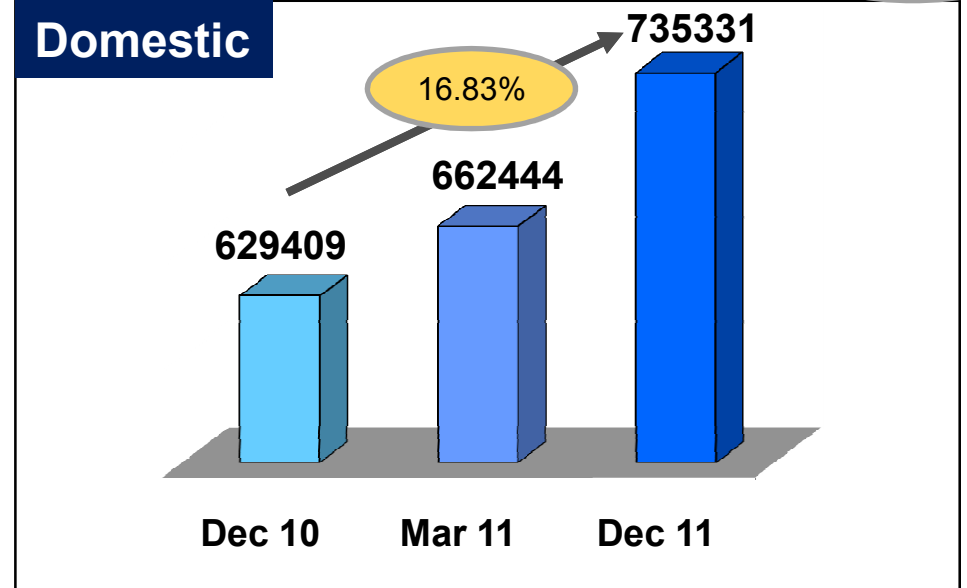
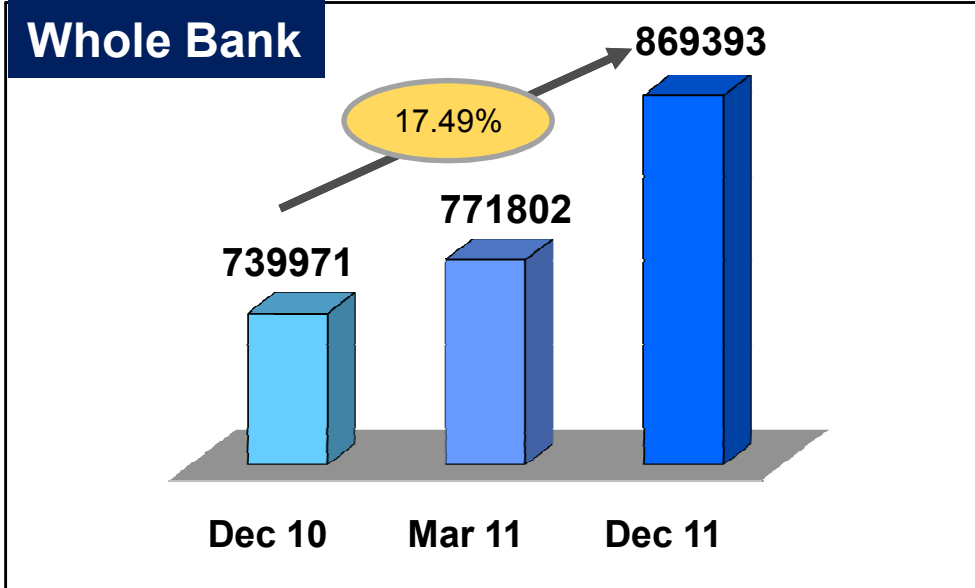


# Composition of Advances Growth (1/2)

Rs. In crores



Growth YOY

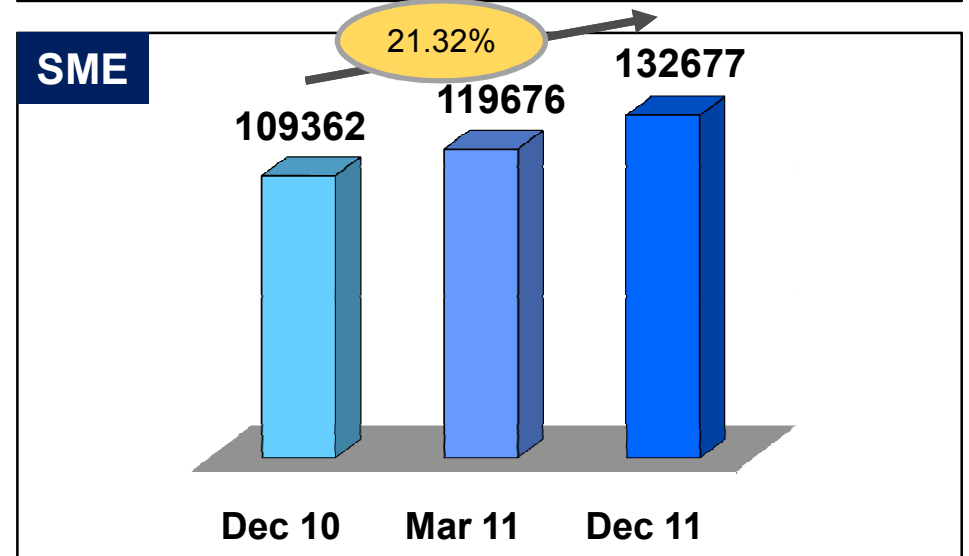
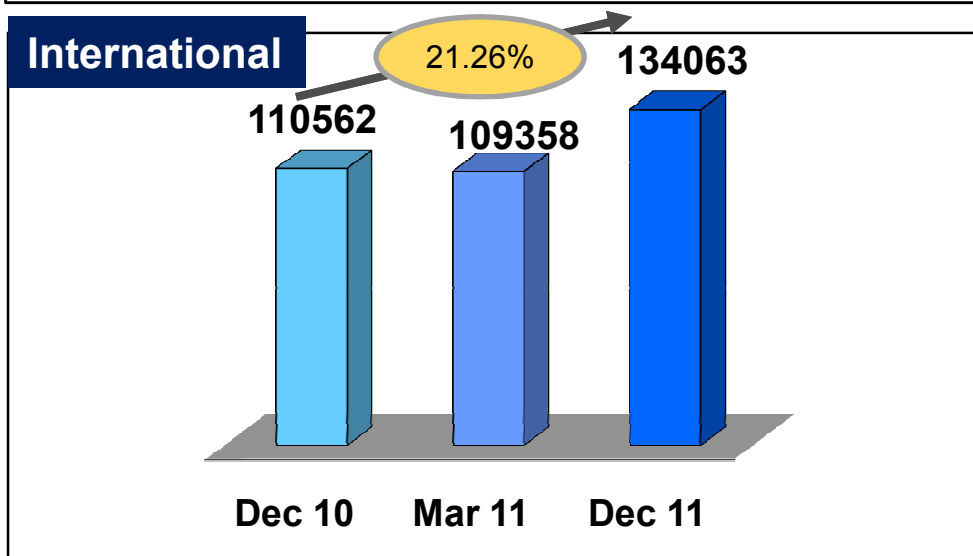
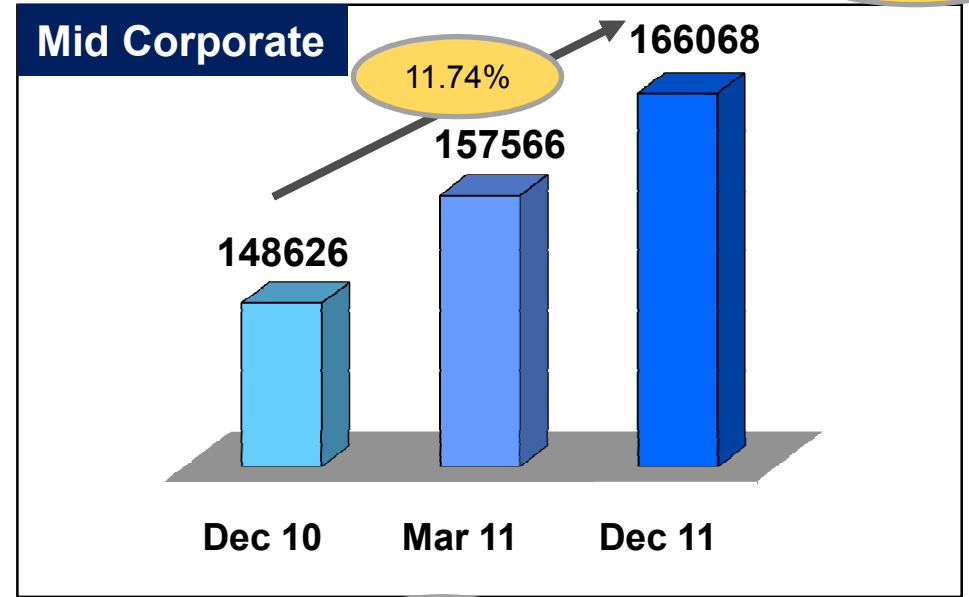
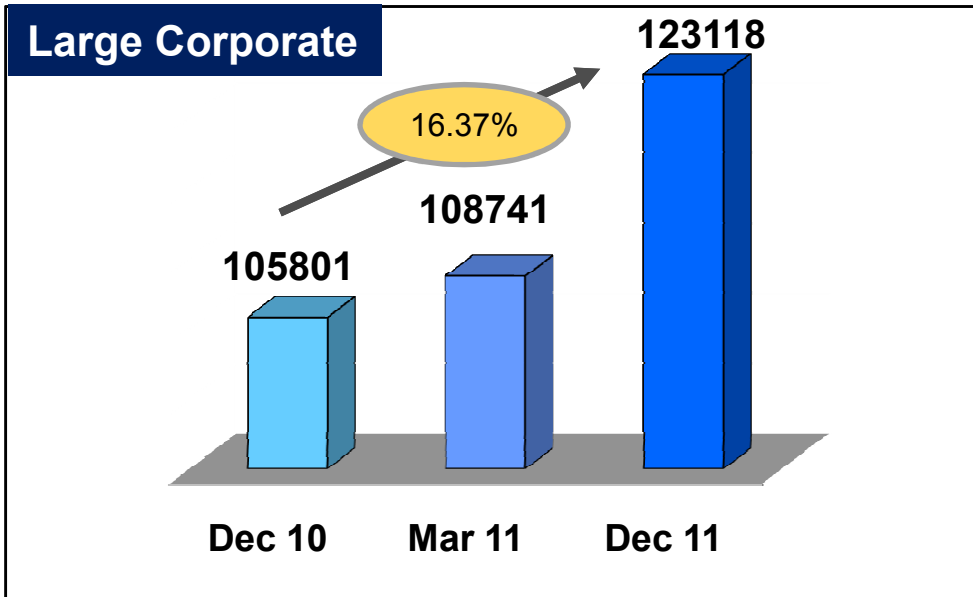


# Composition of Advances Growth (2/2)



Rs. In crores

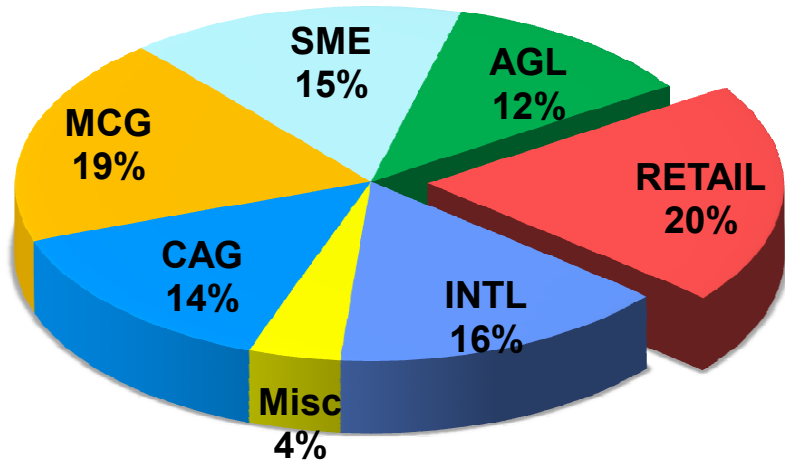
Growth YOY



# Market Leader in Retail Advances

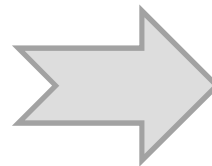
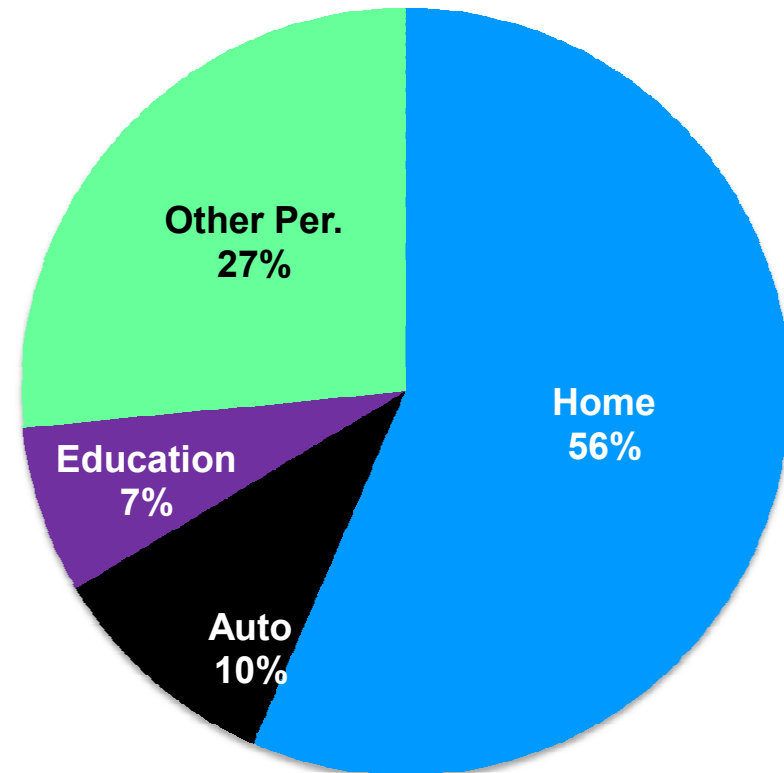


**Across Sectors**



**Break-up of Retail**

In Percentages



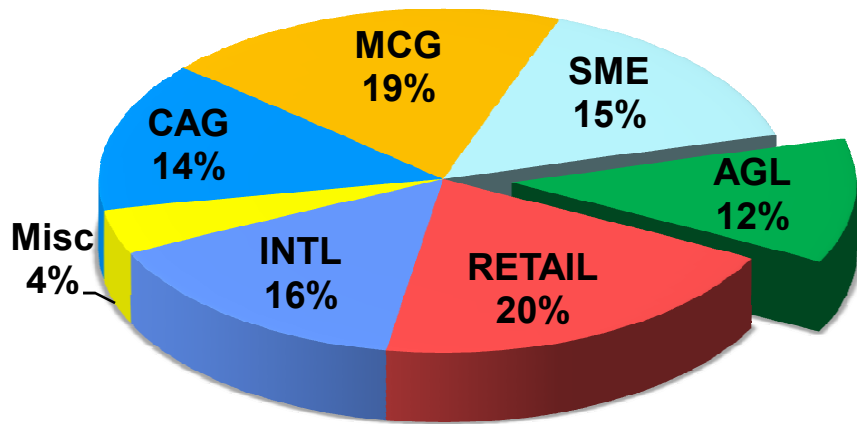
Level	Home	Auto	Edu	Total (key sectors)
Dec-10	85142	14012	10863	110017
Dec-11	99019	17409	12402	128830
Growth Abs.	13877	3397	1539	18813
YOY Growth %	16.30	24.24	14.17	16.93



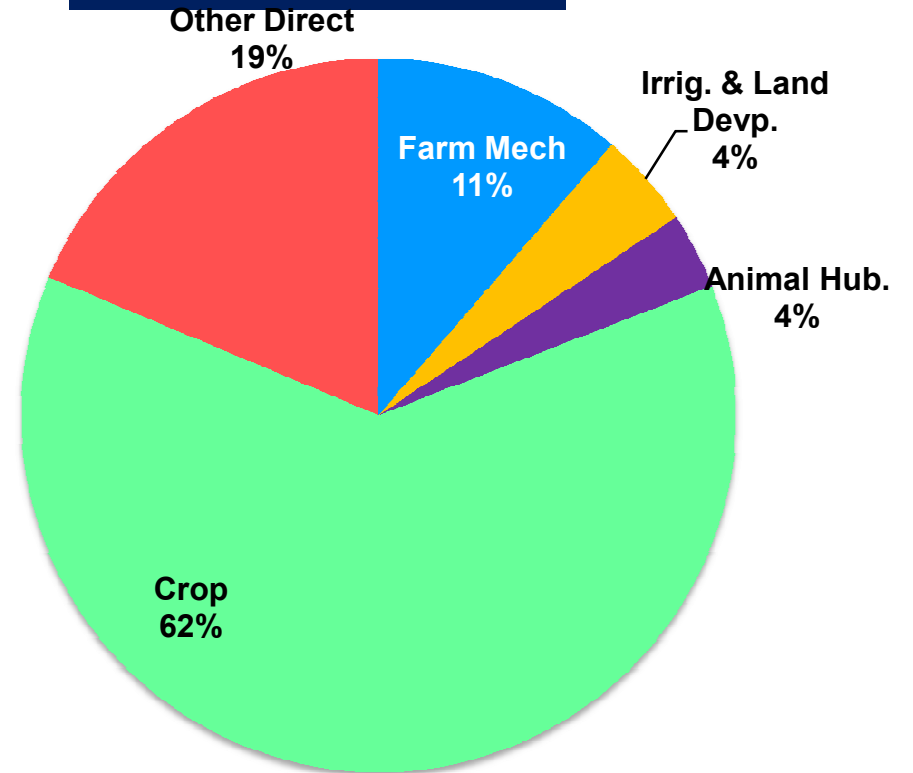
# Agri Advances



## Across Sectors



## Break-up of Direct Agri



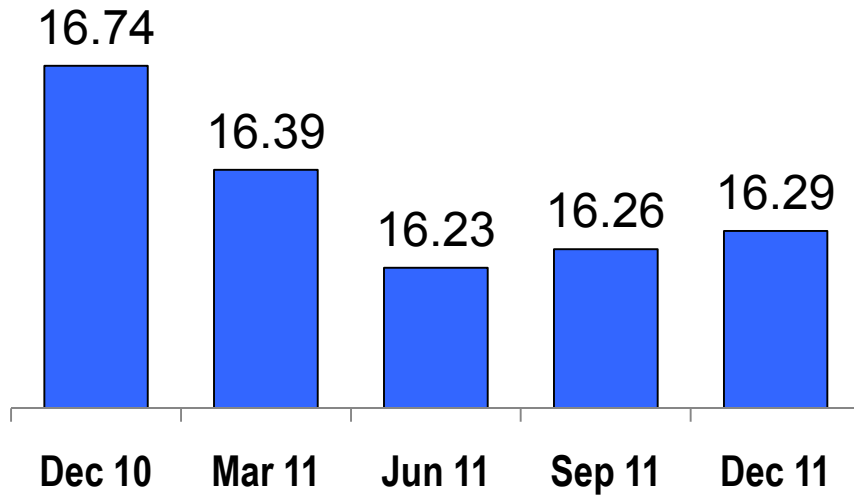
In Percentages

Level	Crop Loans	Investment Credit
Dec-10	37945	14426
Dec-11	48930	15227
Growth Abs.	10985	801
YOY Growth %	28.95	5.55

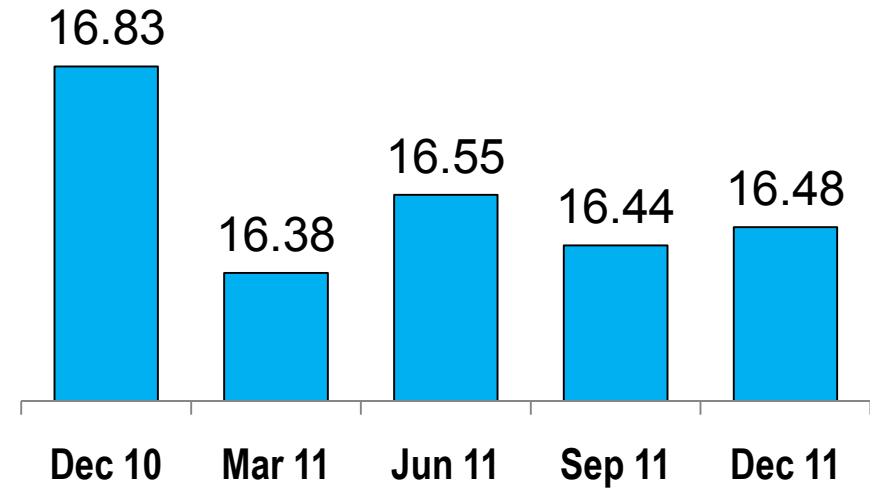
# Market Share & CD Ratio



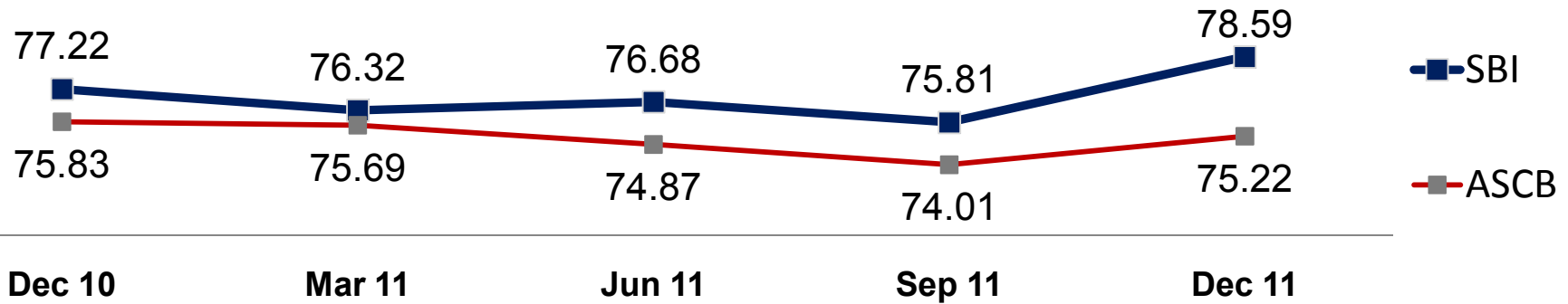
## DEPOSITS



## ADVANCES



## CD RATIO



# Balance Sheet Size



*Rs. in Crores*

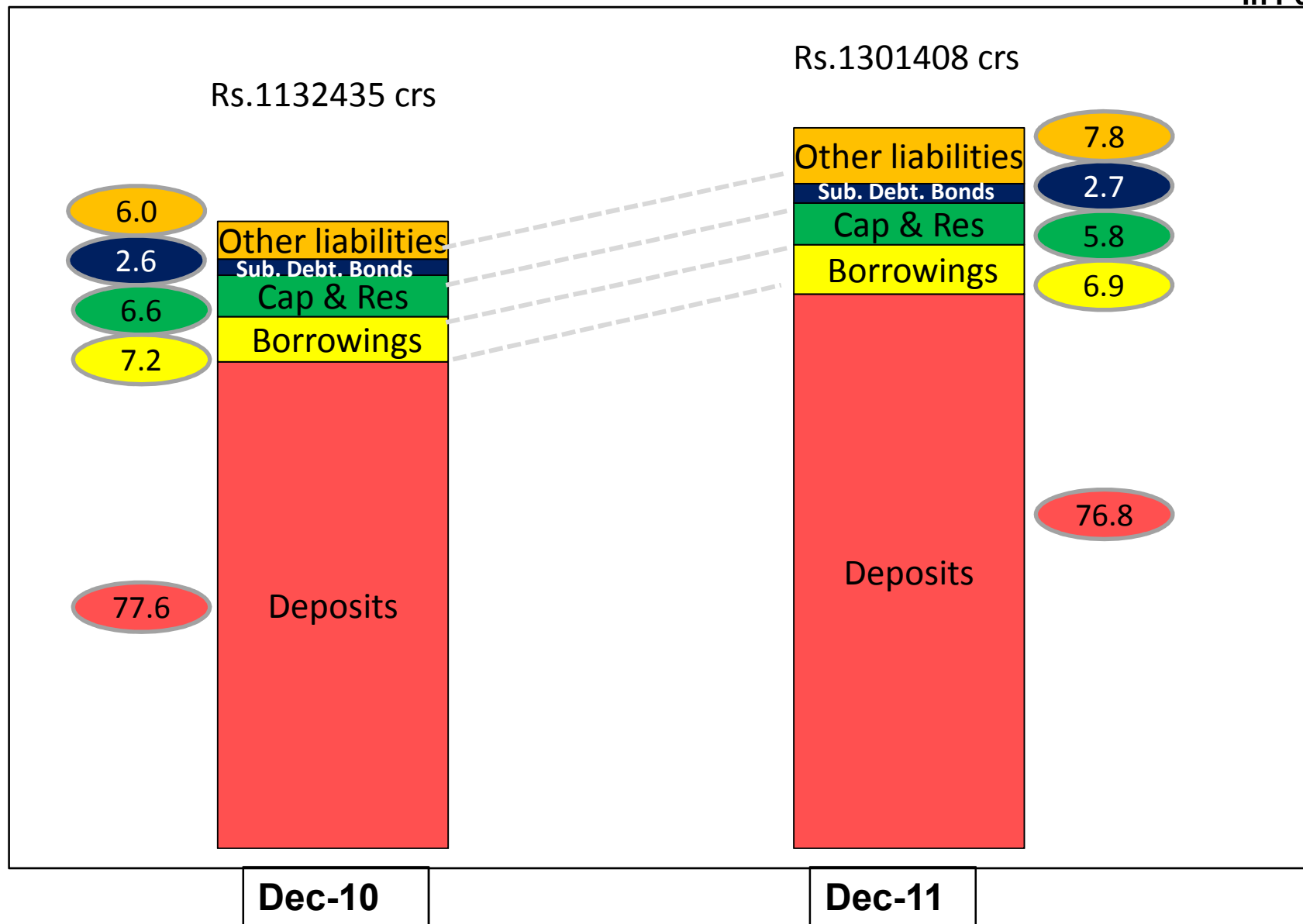
LIABILITIES	Dec 10	March 11	Dec 11	YOY Growth (%)
Capital	635	635	635	0.00
Reserves and Surpluses	74374	64351	74666	0.39
Deposits	878979	933933	1000965	13.88
Borrowings	110523	119569	124158	12.34
Other Liabilities & Provisions	67924	105248	100985	48.67
<b>Total Liabilities</b>	<b>1132434</b>	<b>1223736</b>	<b>1301407</b>	<b>14.92</b>

ASSETS	Dec 10	March 11	Dec 11	YOY Growth (%)
Cash & balances with RBI	62795	94396	71876	14.46
Balance with banks & money at call and short notice	25194	28479	21236	(15.71)
Investments	273209	295601	308476	12.91
Advances	726649	756719	846266	16.46
Fixed Assets	4869	4764	5224	7.28
Other Assets	39717	43778	48330	21.69
<b>Total Assets</b>	<b>1132434</b>	<b>1223736</b>	<b>1301407</b>	<b>14.92</b>



# Contribution of Resources - % Share

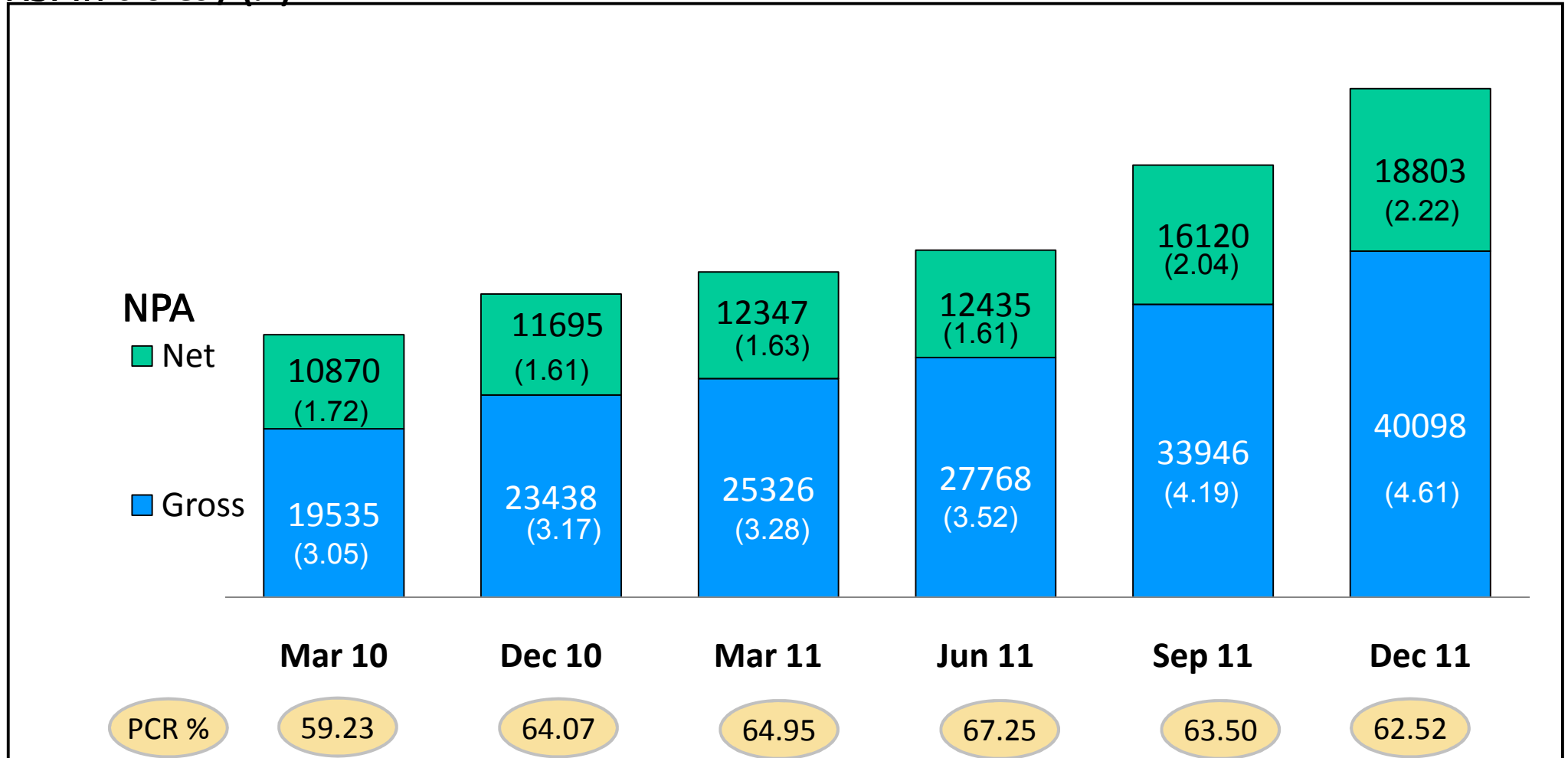
In Percentages



# Asset Quality



Rs. In crores / (%)



# Movement of NPAs



Rs. In crores

	FY11	Q1FY12	Q2FY12	Q3FY12	9MFY12
<b>Opening Level of NPAs</b>	<b>19535</b>	<b>25326</b>	<b>27768</b>	<b>33946</b>	<b>25326</b>
Cash Recovery	3848	1199	736	1026	2961
Up gradation	4499	1877	1036	942	3855
Write off	4007	604	320	41	965
Fresh Slippages	18145	6122	8270	8161	22553
Net Increase	5791	2442	6178	6152	14772
<b>Closing Level of NPAs</b>	<b>25326</b>	<b>27768</b>	<b>33946</b>	<b>40098</b>	<b>40098</b>
<b>Recovery in W/o Accounts</b>	<b>966</b>	<b>173</b>	<b>225</b>	<b>237</b>	<b>636</b>

# Movement of NPAs

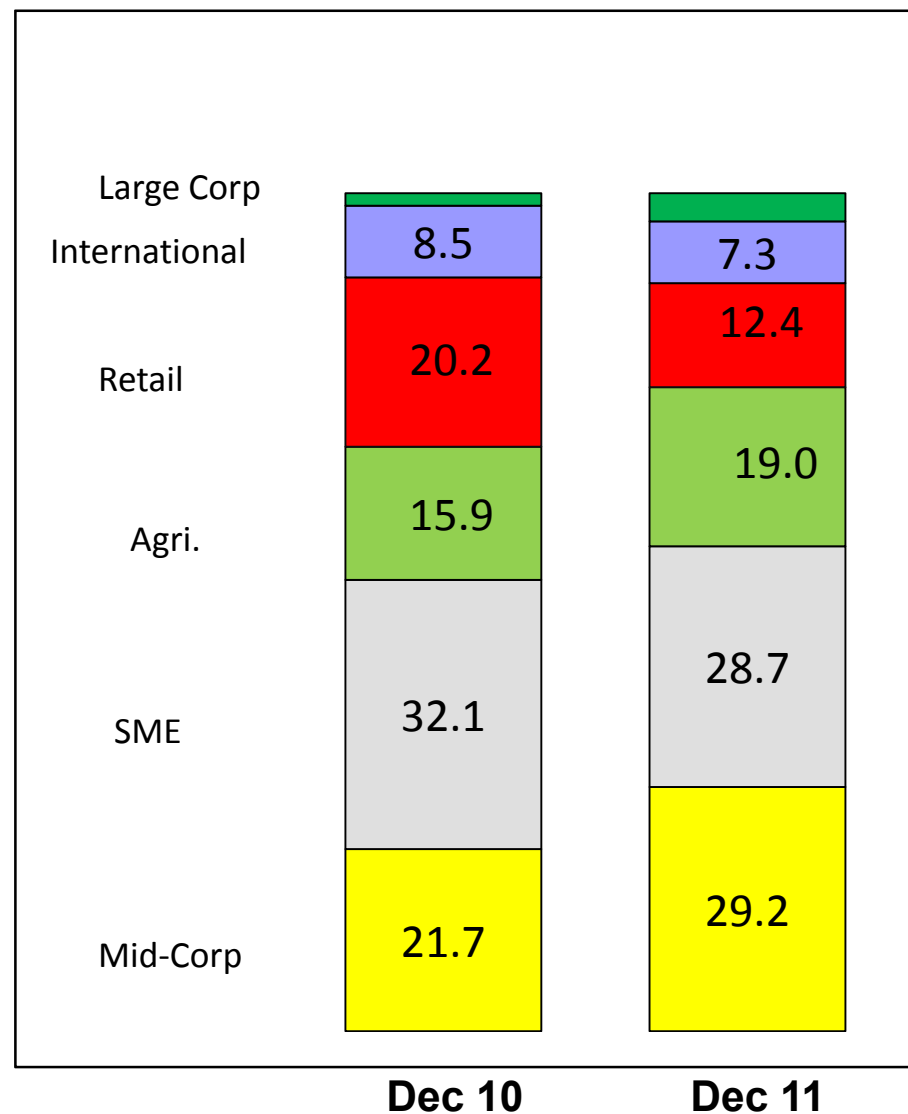


Rs. In crores

## Break-up of NPAs

Sector	Mar 11		Dec 11	
	Amt.	% of NPAs	Amt.	% of NPAs
Large Corporate	353	0.32	1360	1.10
Mid Corporate	6005	3.51	11689	5.54
SME	7833	5.34	11513	7.90
Agri	4524	6.37	7610	9.45
Retail	4358	2.65	4980	2.84
International	2253	2.06	2946	2.20
<b>Total</b>	<b>25326</b>	<b>3.28</b>	<b>40098</b>	<b>4.61</b>

## Sector NPAs to Total NPAs (%)



# Sector-wise Movement of NPAs - Q3FY12 (1/2)



Rs. In crores

Particulars	Corp	SME	Agri	Retail	Intl.	Total
Cash Recovery	271	286	236	177	56	1026
Up-gradation	359	334	112	115	22	942
Write off	6	10	0	1	23	41
Gross Reduction	636	630	348	293	101	2009
Fresh Slippages	3948	2078	1126	403	606	8161
Net Increase	3312	1448	778	110	505	6152





# Sector-wise Movement of NPAs – 9MFY12 (2/2)



Rs. In crores

Particulars	Corp	SME	Agri	Retail	Intl.	Total
Cash Recovery	821	783	528	586	243	2961
Up-gradation	801	1107	854	965	128	3855
Write off	6	491	108	317	43	965
Gross Reduction	1628	2381	1490	1868	414	7781
Fresh Slippages	8097	6283	4576	2490	1107	22553
<b>Net Increase</b>	<b>6469</b>	<b>3902</b>	<b>3086</b>	<b>622</b>	<b>693</b>	<b>14772</b>



# NPA Position - Major Industries



Rs. In crores

Industry	Fresh Slippages during			NPAs as on 31.12.2011	Share %
	Q1FY12	Q2FY12	Q3FY12		
Agro Based	145	1268	225	2690	10.95
Iron and Steel	371	347	667	2562	10.43
Govt Sponsored	107	274	108	2514	10.24
Engineering	89	89	118	2042	8.31
Textiles	411	289	462	1980	8.06
Aviation	0	0	1184	1271	5.17
Infrastructure	650	62	124	1247	5.08
Food Processing	0	0	72	1070	4.36
Gems & Jewellery	117	219	57	830	3.38
Paper/ Plastics etc	79	172	322	735	2.99
Metal	0	71	83	583	2.37
Mining	41	59	78	366	1.49
Automobiles	63	53	55	260	1.06
Sugar	0	1	148	181	0.74
Leather & Leather Prod.	0	174	89	128	0.52
Miscellaneous	1043	1412	2555	6103	24.85
<b>Grand Total</b>	<b>3677</b>	<b>4697</b>	<b>6001</b>	<b>24562</b>	<b>100.00</b>

# Details of Standard Assets Restructured (1/4)



Year of Restructuring	Outstanding as on 31.12.2011 <small>Amount Rs. In crores</small>					
	Grand Total		Standard Category		NPA Category	
	No. of A/Cs	Amount	No. of A/Cs	Amount	No. of A/Cs	Amount
Upto Aug 08	1230	1373	1104	1308	126	65
2008-09	3494	6172	2841	5574	653	597
2009-10	2185	15650	1918	13498	267	2152
2010-11	7631	5005	7257	3025	374	1980
Apr 11 – Dec 11	1829	3069	1595	2662	234	408
<b>Total</b>	<b>16369</b>	<b>31269</b>	<b>14715</b>	<b>26067</b>	<b>1654</b>	<b>5202</b>



# Details of Standard Assets Restructured (2/4)



Rs In Crores

## Accounts Restructured: Total value

As on	Dec 10	Mar 11	June 11	Sep 11	Dec 11
Under RBI's Scheme	18395	18,395	18,395	18,395	18395
Under Bank's Scheme	14355	15,954	16,518	17,027	19215
<b>Total</b>	<b>32750</b>	<b>34,349</b>	<b>34,913</b>	<b>35,422</b>	<b>37610</b>

## Slippages

As on	Dec 10	Mar 11	June 11	Sep 11	Dec11
Under RBI's Scheme	2885	3134	3728	4376	5920
Under Bank's Scheme	1537	2005	2261	3375	3763
<b>Total</b>	<b>4422</b>	<b>5139</b>	<b>5989</b>	<b>7751</b>	<b>9683</b>

**% Slippages: 25.8%**

# Industry-wise details of Assets Restructured (3/4)

contd....



Rs. In crores

Sectors/Industries	Slippages during		Break-up of Restructured Assets as on 31 <sup>th</sup> Dec 11		
	Q3FY12	9MFY12	Standard	NPAs	Total
Textile	71	346	6296	358	6654
Iron & Steel	90	483	2444	559	3003
Power	-	410	2234	23	2257
Mining	-	-	1641	71	1711
Hotels & Restaurant	91	337	1267	168	1435
Engineering	1	44	637	761	1398
Aviation	1184	1184	0	1218	1218
Infra	-	-	993	129	1122
Auto & Transport	-	39	1020	45	1066
Readymade	-	-	843	166	1008
Pharma	-	40	883	75	958
Mfg	-	-	819	105	923
Sugar	-	-	780	101	880
Others	495	1661	6209	1424	7633
<b>Grand Total</b>	<b>1932</b>	<b>4544</b>	<b>26067</b>	<b>5202</b>	<b>31268</b>

# Industry-wise details of Assets Restructured (4/4) ...contd




Rs. In crores

Break-up of Others Sectors/Industries	Slippages during		Break-up of Restructured Assets as on 31 <sup>th</sup> Dec 11		
	Q3FY12	9MFY12	Standard	NPAs	Total
Paper	22	82	472	285	757
Non-ferrous Metals	-	-	521	100	621
Chemicals	40	40	437	105	542
Food Processing	-	-	512	24	537
CRE	24	75	458	1	459
Ceramics	-	-	374	2	376
IT	-	-	275	97	372
Shares	-	-	369	0	369
Shipping & transport	-	-	369	0	369
Retail & Trading	19	65	285	47	332
Cement	-	-	274	0	275
Forging	-	-	224	46	269
Education inst	-	-	206	19	224
Export	-	-	42	161	203
Misc.	390	1399	1393	537	1930
<b>Others Total</b>	<b>495</b>	<b>1661</b>	<b>6209</b>	<b>1424</b>	<b>7633</b>



# Expanding Footprint



		Dec 10	Mar 11	Dec 11	YOY Incr.
<b>Branches</b>	No. of Group Branches	17906	18,266	18674	768
	No. of SBI Domestic Branches	13294	13,542	13772	478
	No. of Overseas Branches	152	156	174	22
 <b>ATMs</b>	No. of ATMs for the Group	21990	25,005	26814	4824
	No. of ATMs for SBI	17507	20,084	21774	4267
	Hits per day	274	285	279	5
<b>Debit Cards (in lacs)</b>	No. of Debit Cards	684	728	865	181
<b>Internet Banking</b> (in lacs)	No. of customers	57.43	62.57	82.96	25.53
	No. of transactions	979.51	457.74	1813.52	834.01
<b>Mobile Banking</b> (in lacs)	Registered mobile users	5.77	10.13	27.66	21.89
	No. of transactions	30.94	51.85	124.12	93.18
<b>Alternate Channels</b>	% of total transactions on alternate channels	27.20	27.66	31.60	440 bps

 67% (9201) of SBI branches are in rural & semi-urban areas

# SBI Group Financials – 9MFY 11-12 (1/2)



Parameter	9MFY11	9MFY12	Growth (% / bps)
RONW (%) (annualised)	13.71	14.77	106 bps
ROA (%) (annualised)	0.85	0.81	(4 bps)
Earning Per Share (Rs)	198.21	216.29	9.12%
NIM (%)	3.18	3.44	26 bps
Expenses Ratio (%)	57.44	50.83	(661 bps)
Gross NPA Ratio (%)	3.13	4.38	125 bps
Net NPA Ratio (%)	1.56	2.18	62 bps
Deposits (Rs. In crs)	11,79,261	13,53,233	14.76%
Advances (Rs. In crs)	9,59,991	11,22,127	16.89%





# Consolidated Financials (2/2)



Rs. In Crores

	Q3 FY11	Q3 FY12	YOY Gr.%	9M FY11	9M FY12	YOY Gr.%
Interest Earned	29332	38160	30.1	83564	107278	28.4
Interest Paid	17032	22942	34.7	49448	65124	31.7
<b>Net Int. Income</b>	<b>12305</b>	<b>15217</b>	<b>23.7</b>	<b>34117</b>	<b>42154</b>	<b>23.6</b>
Other Income	7635	4996	(34.6)	24136	16253	(32.7)
<b>Operating Income</b>	<b>19940</b>	<b>20214</b>	<b>1.4</b>	<b>58253</b>	<b>58407</b>	<b>0.3</b>
Staff Exp.	4716	5136	8.9	14116	15197	7.7
Overheads	6301	5108	(18.9)	18874	14493	(23.2)
<b>Operating Expenses</b>	<b>11017</b>	<b>10244</b>	<b>(7.0)</b>	<b>32990</b>	<b>29690</b>	<b>(10.0)</b>
<b>Operating Profit</b>	<b>8923</b>	<b>9969</b>	<b>11.7</b>	<b>25263</b>	<b>28718</b>	<b>13.7</b>
Provisions	5117	5541	8.3	15552	17979	15.6
<b>Net Profit</b>	<b>3806</b>	<b>4428</b>	<b>16.3</b>	<b>9711</b>	<b>10739</b>	<b>10.6</b>
Share of Minority	96	110	14.4	271	438	61.6
<b>Net Profit- Group</b>	<b>3710</b>	<b>4318</b>	<b>16.4</b>	<b>9440</b>	<b>10301</b>	<b>9.1</b>

# Highlights of Non-Banking Subsidiaries(1/2)



## SBI Life Insurance Company Ltd.

- PAT : Rs.265 crores as on 31.12.2011 (Rs.301 crores as on 31.12.2010).
- Renewal premium : Rs. 4111 crores (YoY growth 33.2%)
- AUM : Rs.41,186 crores
- New business premium : Rs. 3770 crores (YOY growth -20%)

## SBI Cards & Payment Services Pvt. Ltd.

- PAT : Rs.34.20 crores as on Dec-11 against a loss of 0.20 crs in Dec-10.
- Issued 2.74 lacs Cards in the current year taking the total no. to 21.45 lacs.

## SBI Funds Management Pvt Ltd

- PAT : Rs. 53.49 crores ( Rs. 61.79 crores as on 31.12.2010)
- Average AUM reached Rs. 41,552 crores ( Market share: 6.10% ).
- Ranked sixth in industry.



# Highlights of Non-Banking Subsidiaries(2/2)



## SBI DFHI Ltd.

- PAT : Rs. 30.73crores on 31.12.2011.
- Trading Income increased by 221% Q-o-Q.

## SBI Capital Markets Ltd

- PAT: Rs. 165.62 crores on 31.12.2011.
- Ranked No.1 in Rights Issue category by Prime database for Q2FY12.
- Ranked No.1 in Qualified Institutional Placement by Bloomberg.

## SBI Pension Fund Pvt Ltd

- AUM : Rs. 5,181.94 crores as on 31.12.2011
- Highest share of AUM in Organized Sector (40.26%) and Informal Sector (61.10%)
- Highest NAV in 6 schemes out of 9 vis-à-vis other Pension Fund Managers.





Thank You

