

Quarterly Results

Q3FY15

13th February 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



**Q3FY15
Net Profit**

SOLO
Rs. 2910 crores
(Rs. 2234 crores)

GROUP
Rs.3828 crores
(Rs. 2839 crores)

YOY	Q3FY15 over Q3FY14	
	SOLO	GROUP
Net Profit	30.24%	34.86%
Operating Profit	22.00%	21.61%
Non Interest Income	24.27%	18.25%
Expense Ratio	- 432 bps	-105 bps
Gross NPA Ratio	- 83 bps	-59 bps

**Capital Adequacy Ratio*
(Basel III)**

Tier I	10.01 %	Overall	12.66%
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* with retained profit

Figures in bracket indicate Q3FY14

NII and Operating Profit



Rs. In Crores

	Q3FY15	Q3FY14	YOY %	9MFY15	9MFY14	YOY %
Interest Income	38546	34853	10.60	112296	100493	11.74
Other Income	5238	4215	24.27	14061	11967	17.49
Total Income	43784	39068	12.07	126357	112460	12.36
Interest Expenses	24770	22237	11.39	71992	64114	12.29
Net Interest Income	13777	12616	9.20	40303	36379	10.79
Operating Expenses	9720	9213	5.51	27860	26865	3.70
Operating Profit	9294	7618	22.00	26504	21481	23.38



Net Profit - a Snapshot

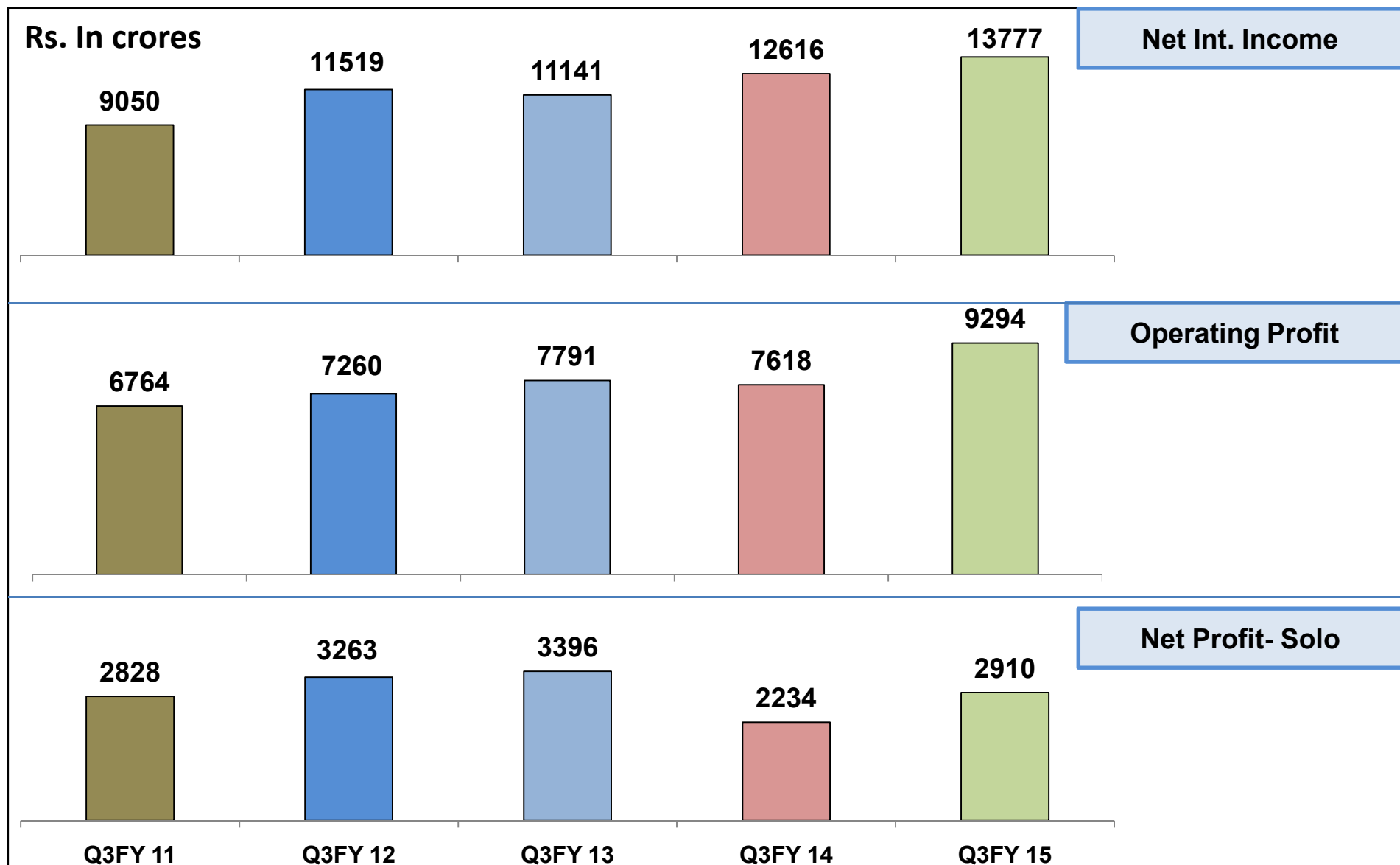


Rs. In Crores

	Q3FY15	Q3FY14	YOY %	9MFY15	9MFY14	YOY %
Operating Profit	9294	7618	22.00	26504	21481	23.38
Total Provisions	6384	5384	18.58	17145	13631	25.78
Loan Loss	4717	3429	37.59	12649	8340	51.67
Standard Assets	370	196	89.20	606	732	-17.17
Investment Depreciation	47	621		-506	1161	
Other Provisions	101	-95		258	-188	
Income Tax	1150	1235	-6.89	4138	3587	15.37
Net Profit	2910	2234	30.24	9360	7850	19.22



Movement in Income Parameters Q3



Components of Interest Income/Expenses



Rs. In Crores

	Q3FY15	Q3FY14	YOY %		9MFY15	9MFY14	YOY %
Interest on Loans	28646	26310	8.88		84075	75535	11.31
Interest on Resources	9636	8308	15.99		27451	24025	14.26
Other Sundry Interest	264	235	11.93		769	934	-17.61
Total Interest Income	38546	34853	10.60		112296	100493	11.74
Interest on Deposits	22816	20111	13.45		65963	57474	14.77
Interest on Borrowings	981	1207	-18.72		3136	3890	-19.39
Other Sundry Interest	972	918	5.92		2893	2749	5.24
Total Interest Expenses	24770	22237	11.39		71992	64114	12.29



Components of Other Income



Rs. In Crores

	Q3FY15	Q3FY14	YOY %	9MFY15	9MFY14	YOY %
Fee Income	3291	2971	10.75	9239	8144	13.44
Profit/loss on Sale of Investments	920	238	286.06	1959	1676	16.92
Forex Income	502	604	-16.90	1401	1248	12.29
Dividend Income	0	8		61	45	33.17
Misc. Income	526	393	33.76	1401	854	64.04
Total Other Income	5238	4215	24.27	14061	11967	17.49



Components of Fee Income



Rs. In Crores

	Q3FY15	Q3FY14	YOY %	9MFY15	9MFY14	YOY %
Loan Processing Charges	876	692	26.71	1701	1641	3.64
Commission on Govt. Busi.	491	409	20.09	1492	1255	18.94
Commission on LC/BG	750	730	2.72	2169	2050	5.78
Transaction Fees	757	598	26.54	2257	1690	33.54
Commission on Collection	79	95	-17.04	265	271	-2.48
Misc Fee Income	338	448	-24.57	1355	1237	9.57
Total Fee Income	3291	2971	10.75	9239	8144	13.44



Components of Operating Expenses



Rs. In Crores

	Q3FY15	Q3FY14	YOY %	9MFY15	9MFY14	YOY %
Payment to and Provisions for Employees	5842	5867	-0.43	16971	17225	-1.48
Rent, Taxes and Lighting	863	726	18.84	2496	2147	16.30
ATM Expenses	571	495	15.31	1644	1138	44.46
Depreciation on Bank's Property	403	378	6.68	1075	991	8.51
Insurance	390	346	12.90	1133	1078	5.03
Postage, Telegrams, Telephone	179	192	-6.68	467	507	-7.90
Travelling Expenses	150	161	-7.19	433	469	-7.62
Repairs and Maintenance to Bk's Property	143	110	30.82	403	320	26.08
Printing and Stationery	77	59	32.18	218	197	10.85
Advt. & Publicity	77	47	64.65	160	169	-4.77
Law Charges	44	52	-15.94	139	139	-0.46
Auditors Fee and Expenses	42	37	15.83	127	124	2.66
Other Expenses	938	745	26.04	2593	2361	9.81
OPERATING EXPENSES	9720	9213	5.51	27860	26865	3.70

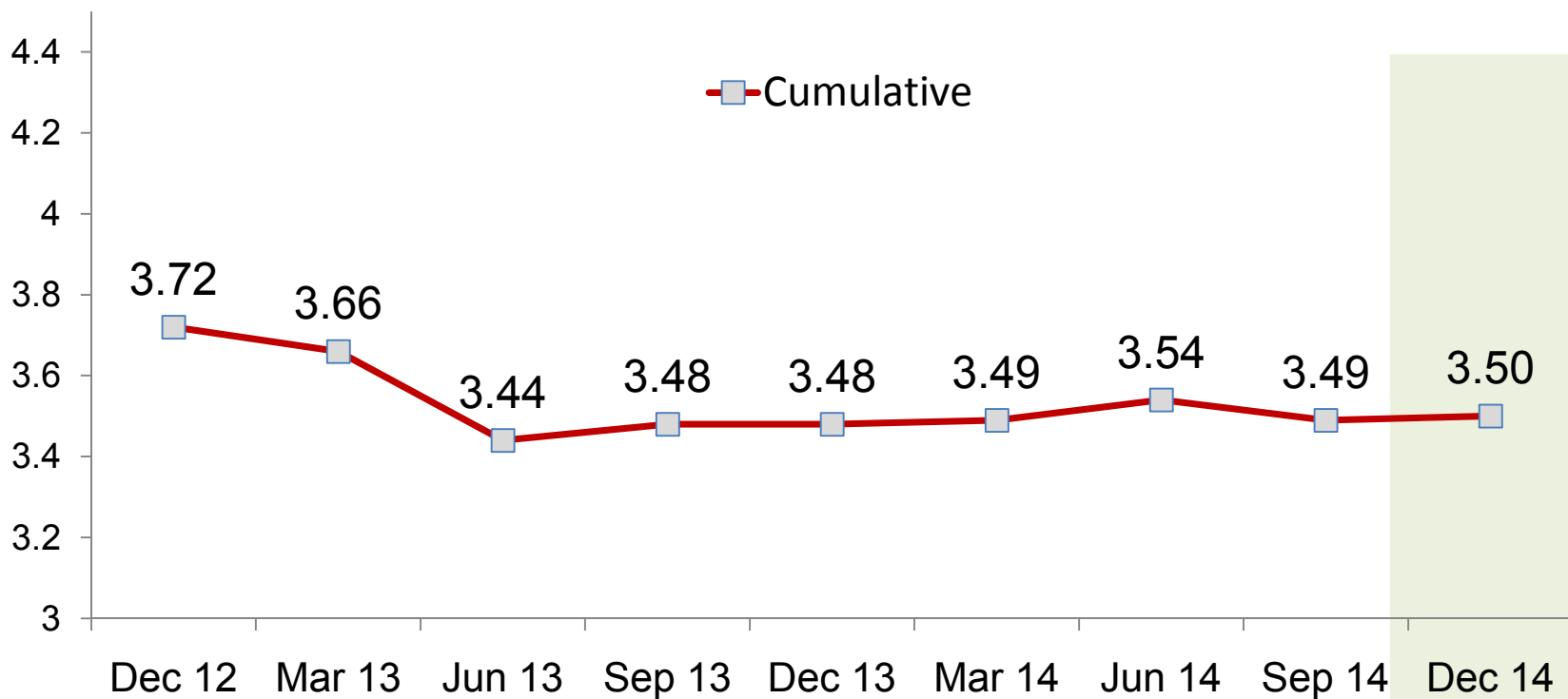


Movement in Net Interest Margin



(in %)

Domestic NIM



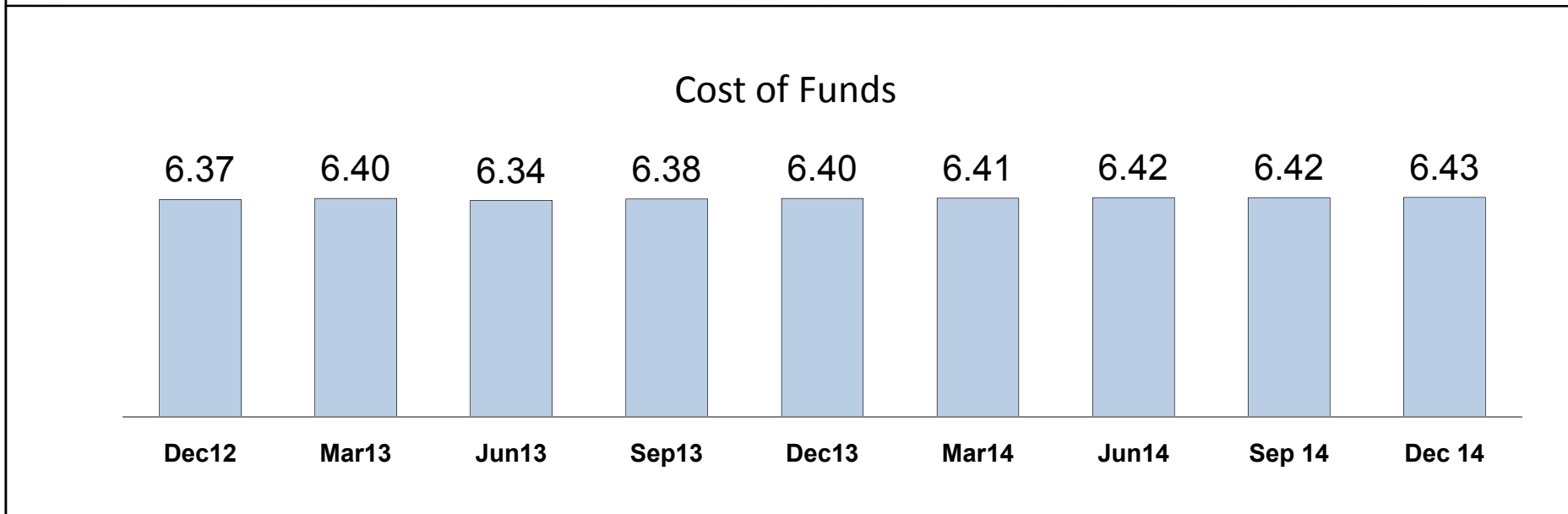
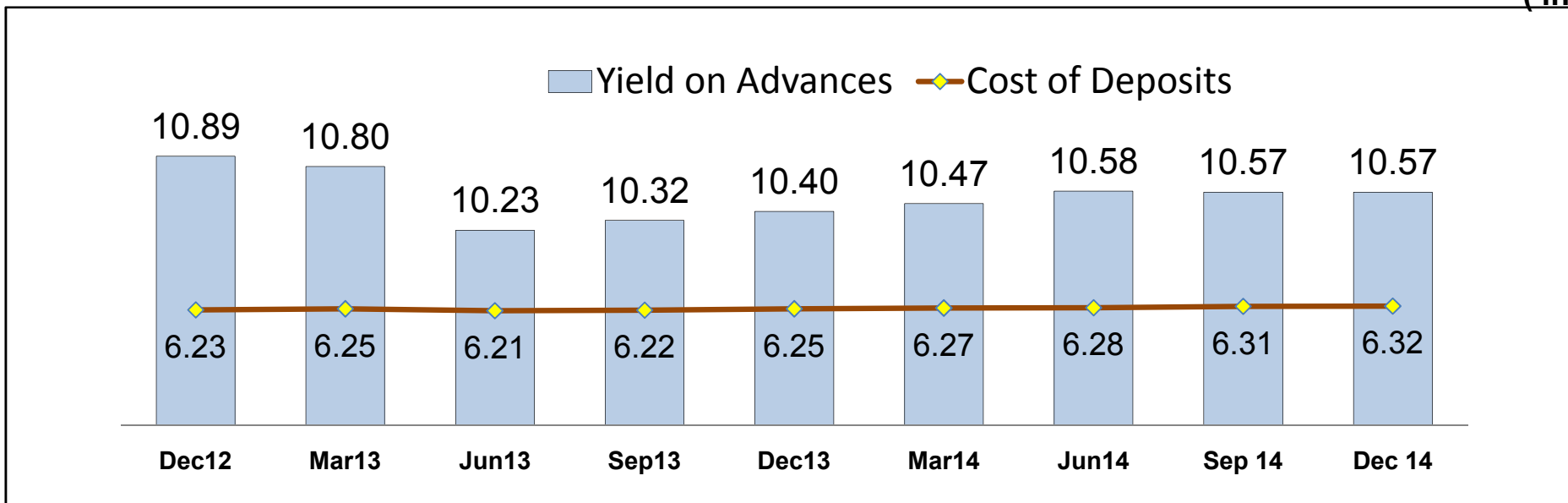
NIM-Cumulative	Dec 12	Mar 13	Jun 13	Sep 13	Dec 13	Mar 14	Jun 14	Sep 14	Dec 14
FOs	1.52	1.50	1.49	1.50	1.49	1.42	1.08	1.20	1.19
Whole Bank	3.41	3.34	3.16	3.19	3.19	3.17	3.13	3.11	3.12



Domestic : Costs & Yields



(in %)



Retail Deposits drive Growth

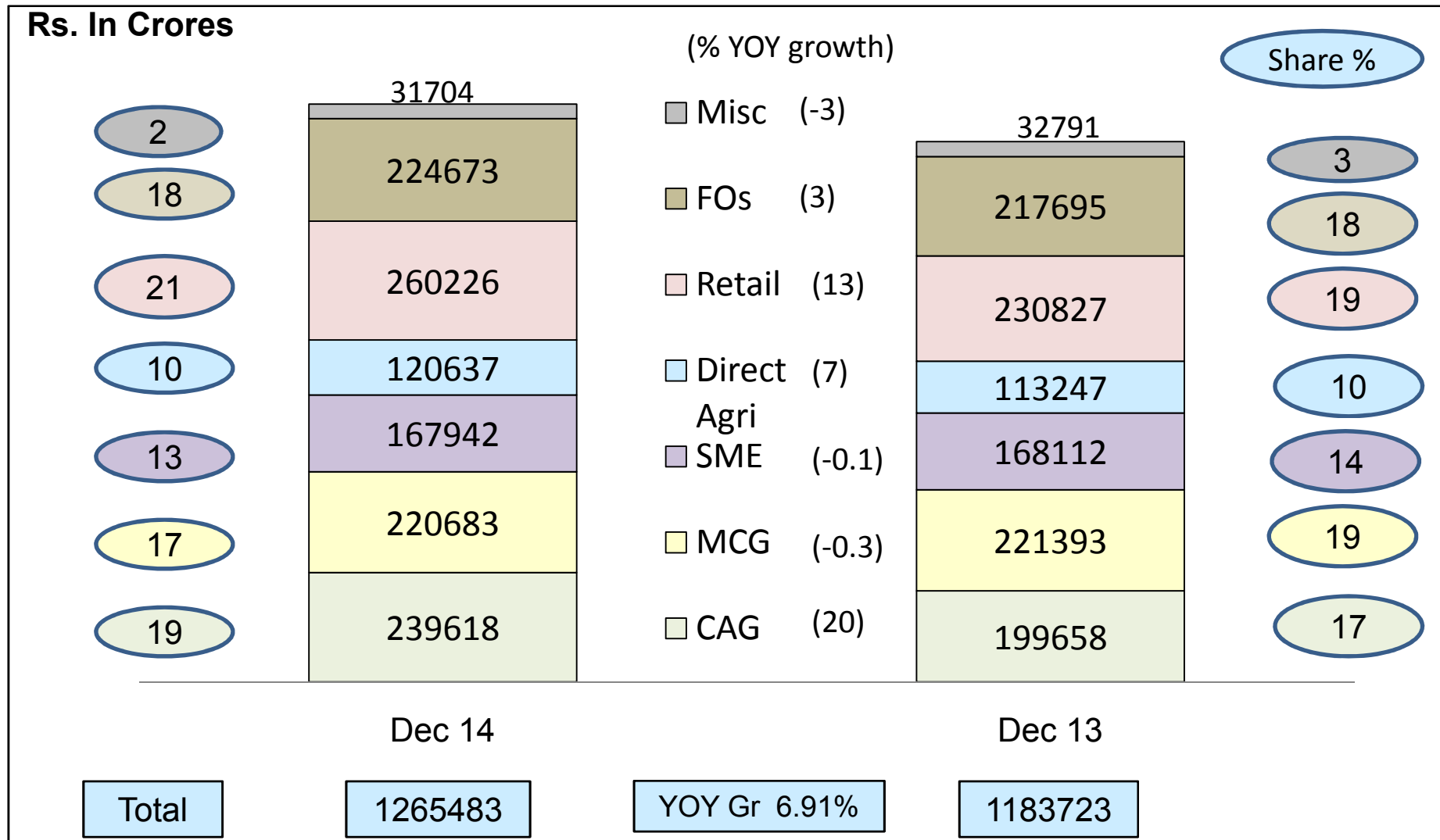


Rs. In Crores

	Level			YOY Growth Dec-14	
	Dec-14	Mar-14	Dec-13	Amt.	%
Whole Bank Deposits	1510077	1394409	1349940	160137	11.86
Domestic Deposits	1417732	1305984	1258622	159110	12.64
Deposits at FOs	92345	88425	91317	1028	1.13
Term Deposits	814095	725787	706237	107858	15.27
<i>Of which: Retail TD</i>	722616	593792	559847	162769	29.07
<i>(%)</i>	88.76	81.81	79.27		
Current Account	94363	110935	86552	7811	9.02
<i>(%)</i>	6.66	8.49	6.88		
Savings Bank	509274	469262	465833	43441	9.33
<i>(%)</i>	35.92	35.93	37.01		
CASA	603637	580197	552385	51252	9.28
CASA Ratio- Domestic (%)	42.58	44.43	43.89		

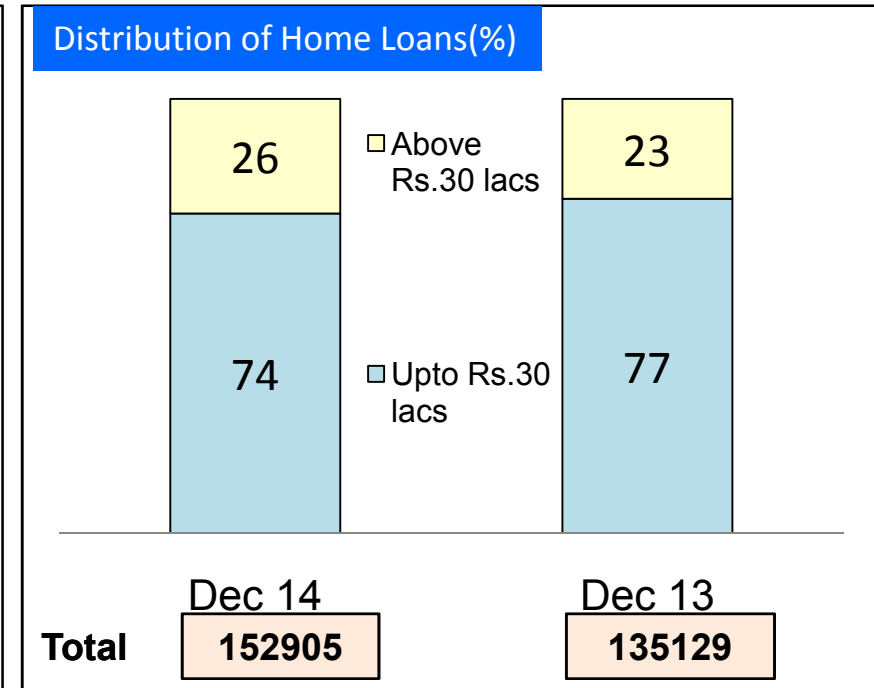
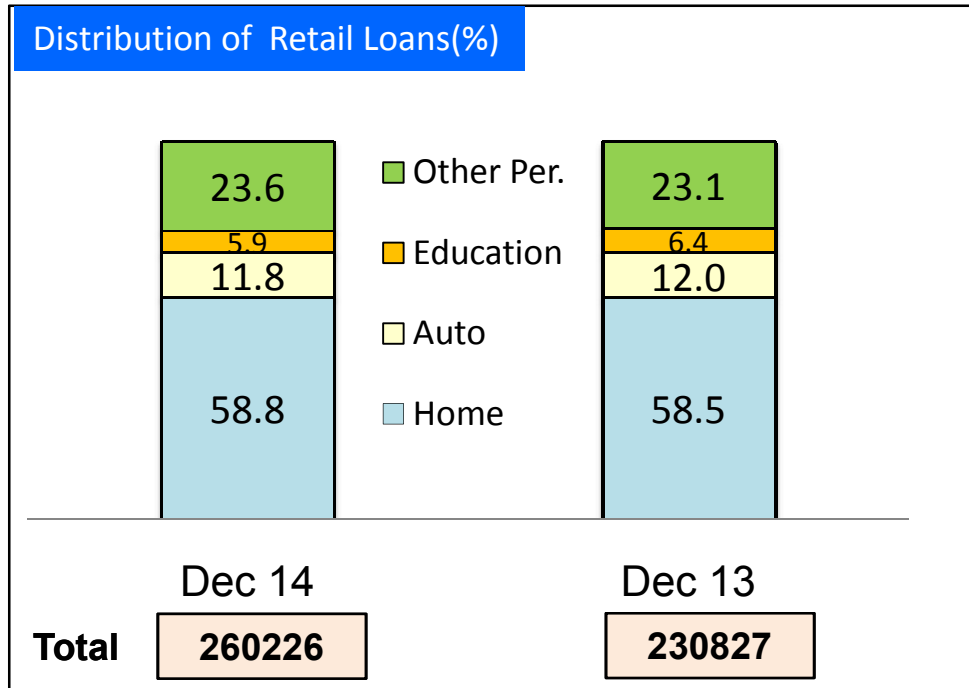


Diversified Exposure across Sectors



Retail Advances

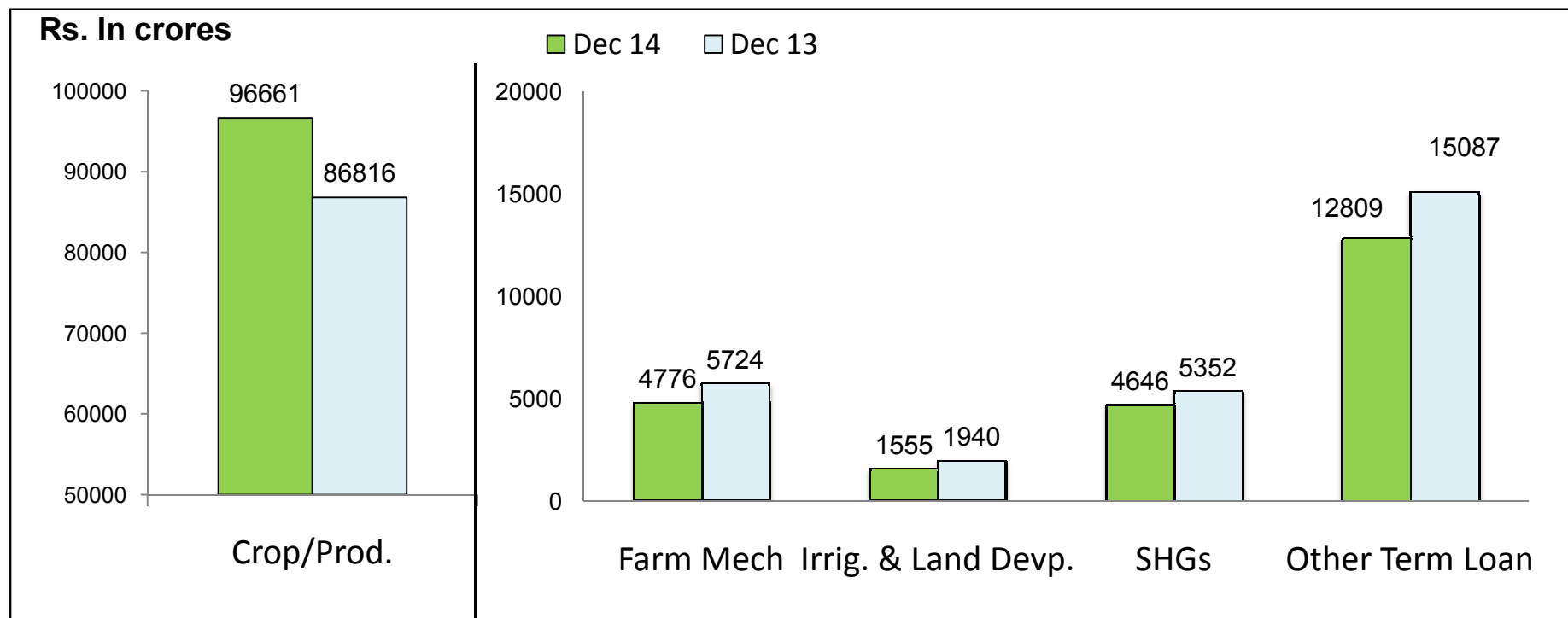
Rs. In crores



Level	Home	Auto	Edu	Other Per.	Total
Dec 13	135129	27698	14838	53162	230827
Mar 14	140738	27925	14740	54264	237667
Dec 14	152905	30701	15295	61325	260226
YOY Growth Abs.	17776	3003	457	8163	29399
YOY Growth %	13.15	10.84	3.08	15.35	12.74
5 year CAGR(%)	15.76	21.66	8.93	7.06	13.52



Agri Advances



Level	Crop / Production	Investment/ Allied Credit	Out of which: collateralized by Gold		Agri Priority		
			Amt.	Share %	Direct	Indirect	Total
Dec 13	86816	28103	36743	31.97	113247	10200	123447
Mar 14	88723	27358	37751	32.52	120253	34462*	154715
Dec 14	96661	23786	42101	34.95	120637	38900*	159537
YOY Abs.	9845	-4317	5358		7390	28700*	36090
YOY %	11.34	-15.36	14.58		6.53		

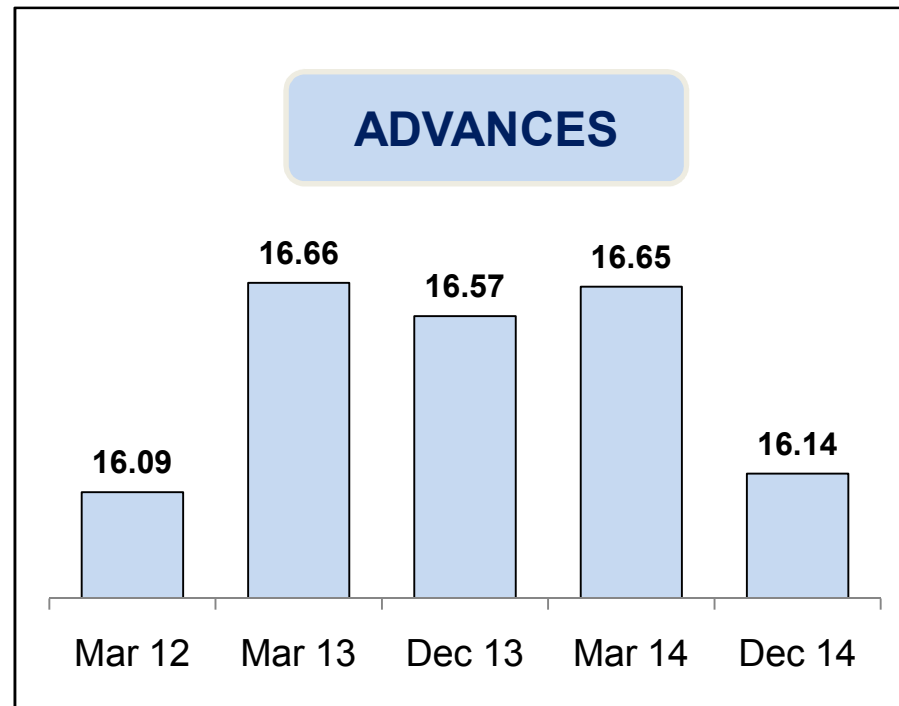
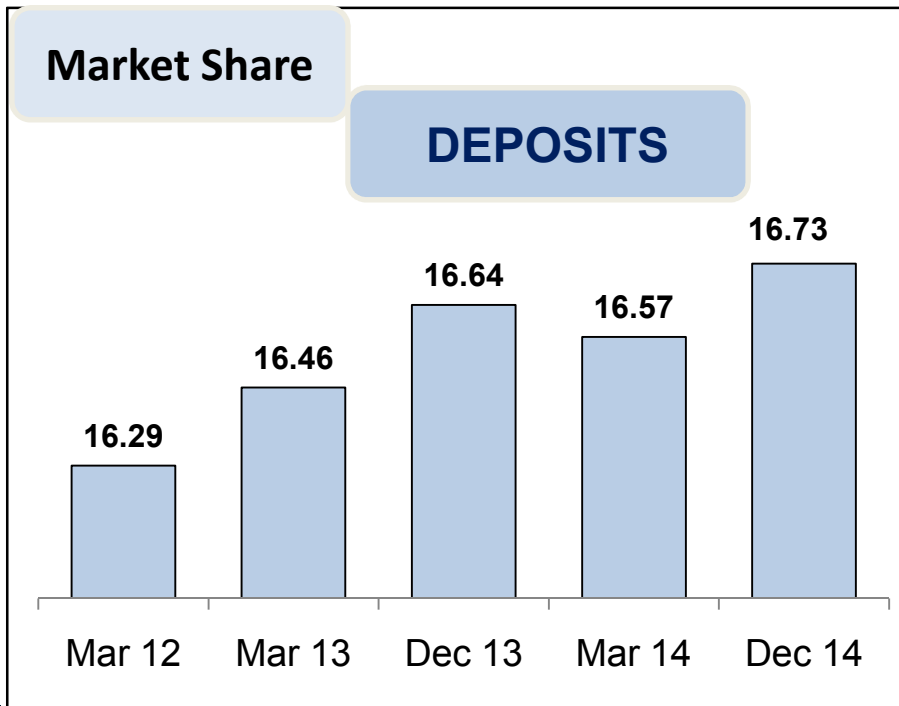
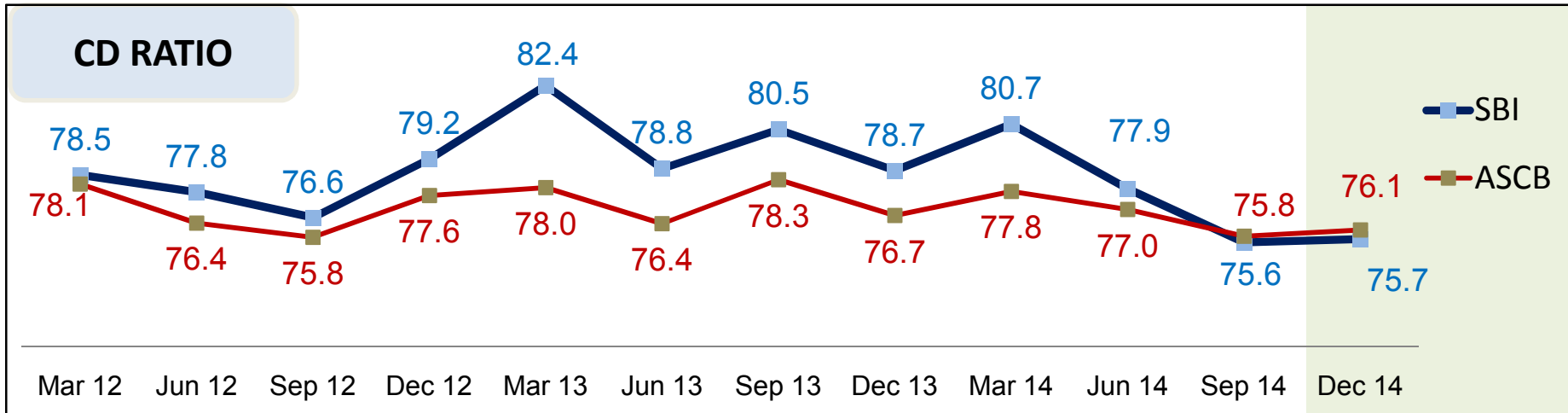
* Includes RIDF deposits



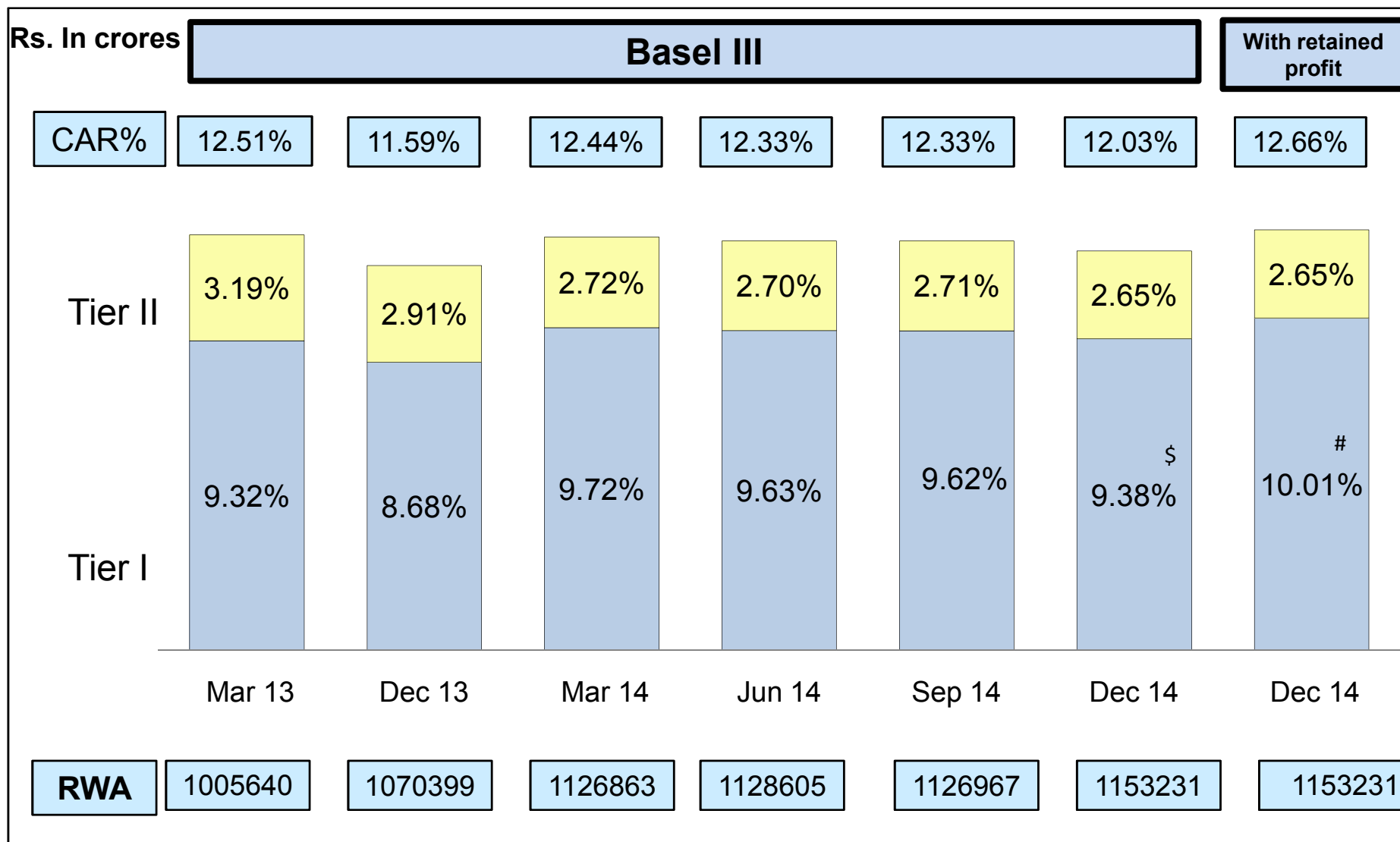
CD Ratio & Market Share



(in %)



Capital Adequacy



\$ CET 1 = 9.29% # CET1 = 9.92%

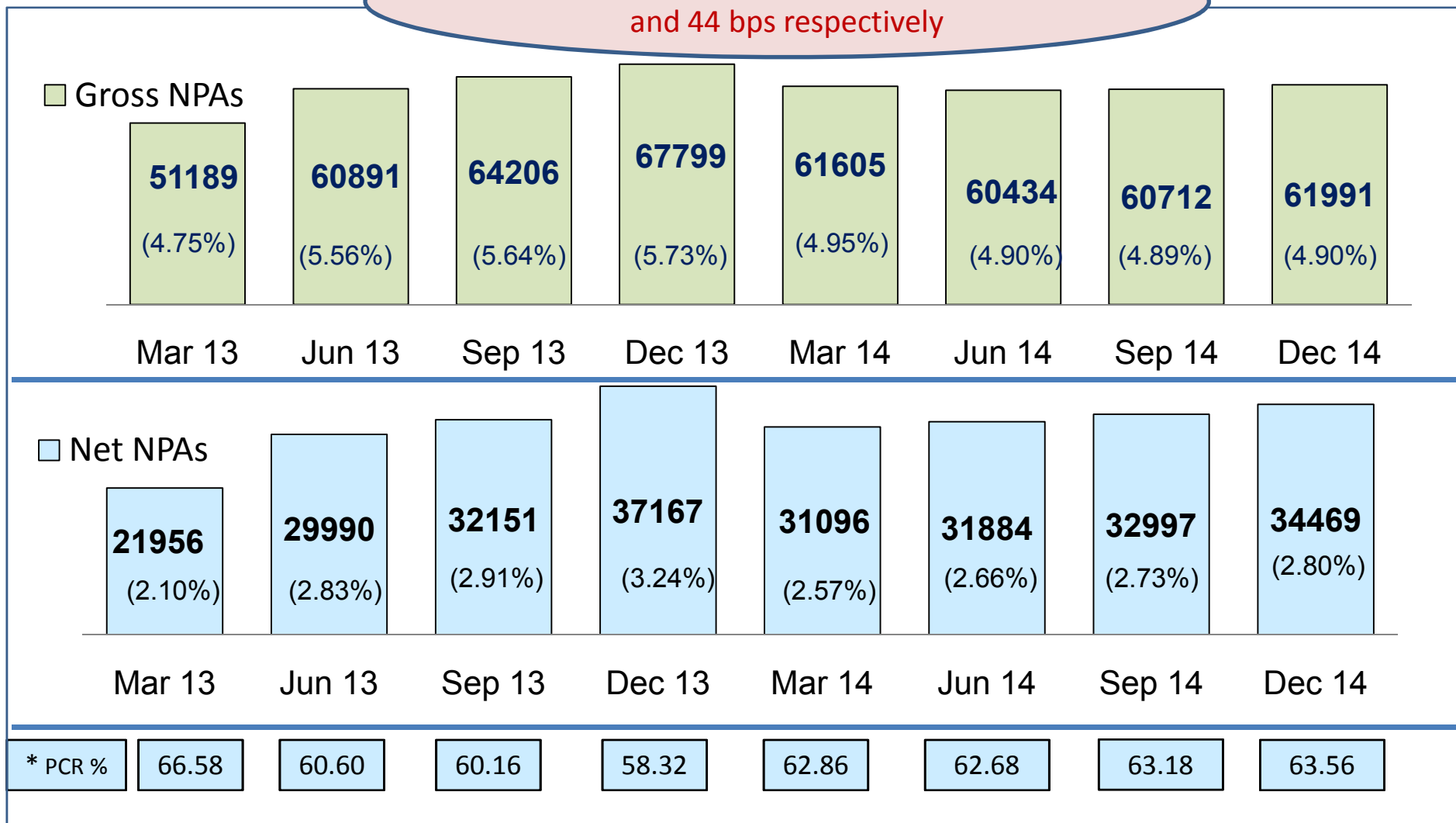


Asset Quality



Rs. In crores

YOY, Gross and Net NPAs are down by 83 and 44 bps respectively



* Provision Coverage Ratio

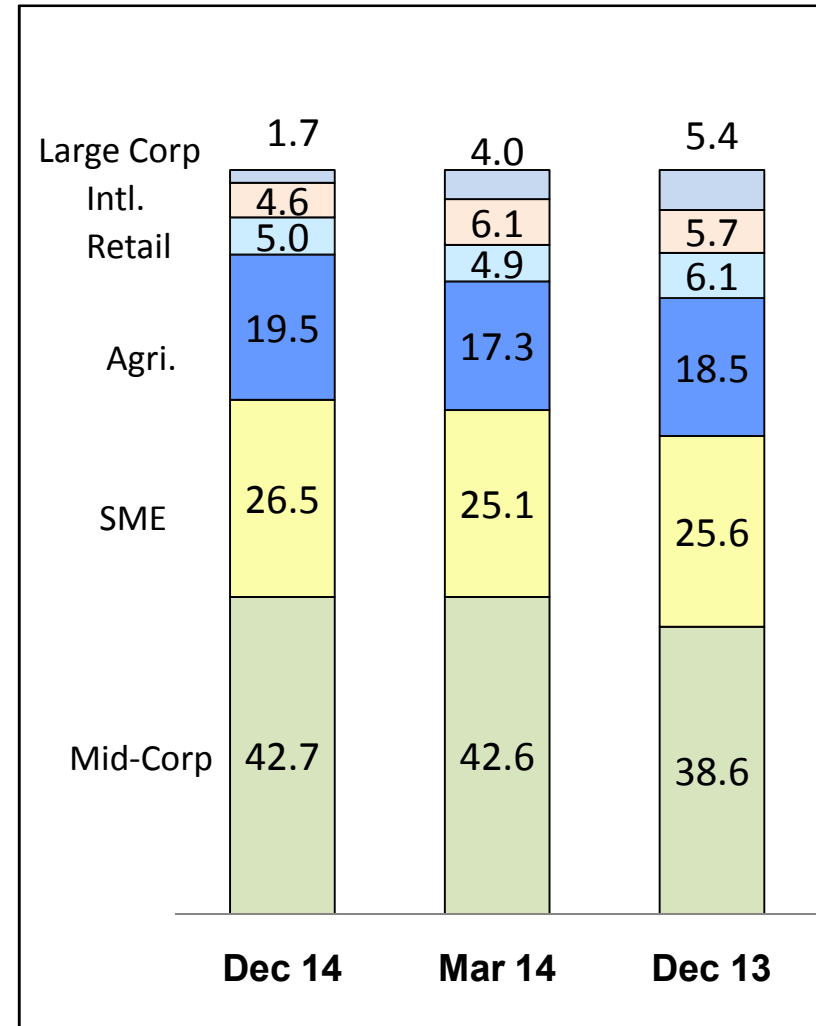
Gross NPAs by Sector

Rs. In Crores

Break-up of Gross NPAs

Sector	Dec 14		Mar 14		Dec 13	
	NPA	Ratio %	NPA	Ratio %	NPA	Ratio %
Large Corporate	1074	0.49	2402	0.99	3658	1.83
Mid Corporate	26430	11.85	26257	11.05	26191	11.39
SME	16427	8.05	15465	7.85	17382	9.09
Agri	12100	10.04	10660	9.20	12570	10.95
Retail	3082	1.19	3034	1.28	4103	1.78
International	2878	1.28	3787	1.77	3895	1.79
Total	61991	4.90	61605	4.95	67799	5.73

Sector-wise Gross NPAs to Total Gross NPAs %



Movement of NPAs



Rs. In Crores

	Q3FY15	Q2FY15	Q1FY15	Q4FY14	Q3FY14	Q2FY14
Opening Level of Gross NPAs	60712	60434	61605	67799	64206	60891
Recovery +Up gradation	667	2635	4547	8443	2768	3797
Write off	5096	4787	6556	5698	5077	1253
Fresh Slippages	7043	7700	9932	7947	11438	8365
Net Increase	1280	278	-1171	-6194	3593	3315
Closing Level of Gross NPAs	61991	60712	60434	61605	67799	64206
Recovery in W/o Accounts	602	466	421	642	326	273



Details of Restructured Assets

Rs. In Crores

	Particulars	9MFY15		
		Std	NPA	Total
1	Restructured Accounts as on 01.04.2014	43050	15888	58938
2	Fresh Restructuring	9568	1904	11472
3	Increase in Outstanding	3084	298	3382
4	Up gradation to restructured standard category	698	-698	0
5	Restructured Standard Advances upgraded to full standard advances	-2472	0	-2472
6	Down gradations of restructured accounts	-4396	4396	0
7	Write-offs + Closures + Decrease in Outstanding	-2990	-1626	-4616
8	Total Restructured Accounts as on December 31, 2014	46542	20162	66704



Movement of Impaired Assets

Rs. In Crores

	Dec 14	Sep 14	June14	Mar 14	Dec 13	Mar 13
1. Gross Advances	1265483	1242638	1232288	1245122	1183723	1078557
2. Gross NPAs	61991	60712	60434	61605	67799	51189
3. Net NPAs	34469	32997	31884	31096	37167	21956
4. Restructured Standard (as per Revised RBI norms)	46542	43962	42236	43051	39404	32228
5. Total Gross NPAs plus Restructured Std. (2+4)	108533	104674	102670	104656	107203	83417
6. Total Net NPAs plus Restructured Std. (3+4)	81011	76959	74120	74147	76571	54184
7. Gross NPA + Restructured Standard to Gross Adv. % (5 ÷ 1)	8.58	8.42	8.33	8.41	9.06	7.73
8. Net NPA + Restructured Standard to Gross Adv. % (6 ÷ 1)	6.40	6.19	6.01	5.95	6.47	5.02



Head Count



Staff Strength as on	Dec 14	Mar 14	Dec 13
Officers	78691	79755	79780
Assistants	95780	101648	103883
Sub-staff (Others)	23300	24799	25098
Watch & ward	17230	15831	14575
Total	215001	222033	223336



Branch Expansion



	Dec 14	Mar 14	Dec 13	Mar 13	Branches opened during 9MFY15
Metro	2562 (15.8)	2524 (15.9)	2448 (16.0)	2341 (15.8)	38 (11.3)
Urban	2981 (18.4)	2890 (18.2)	2782 (18.2)	2624 (17.7)	91 (27.0)
Semi-Urban	4477 (27.6)	4399 (27.7)	4270 (27.9)	4165 (28.1)	78 (23.1)
Rural	6186 (38.2)	6056 (38.2)	5797 (37.9)	5686 (38.4)	130 (38.6)
Total	16206 (100.0)	15869 (100.0)	15297 (100)	14816 (100.0)	337 (100.0)

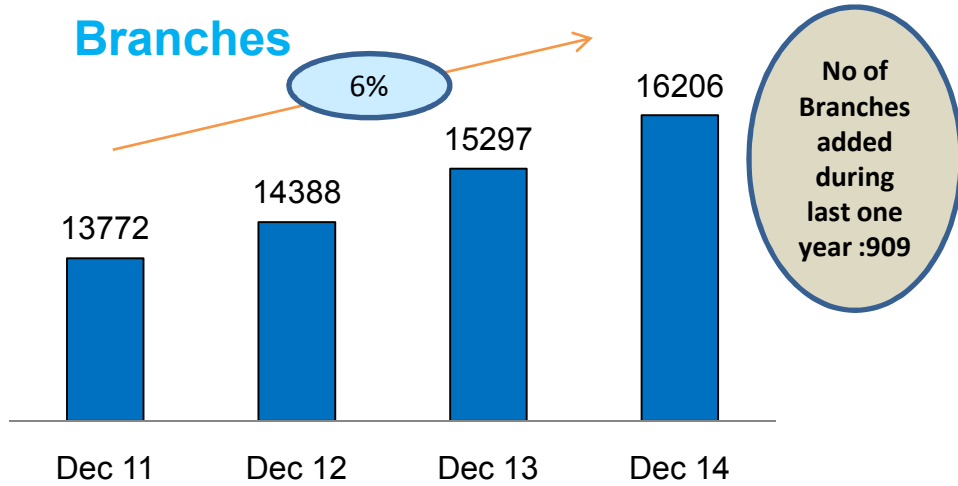
Figures in brackets indicate percentage share in total branches



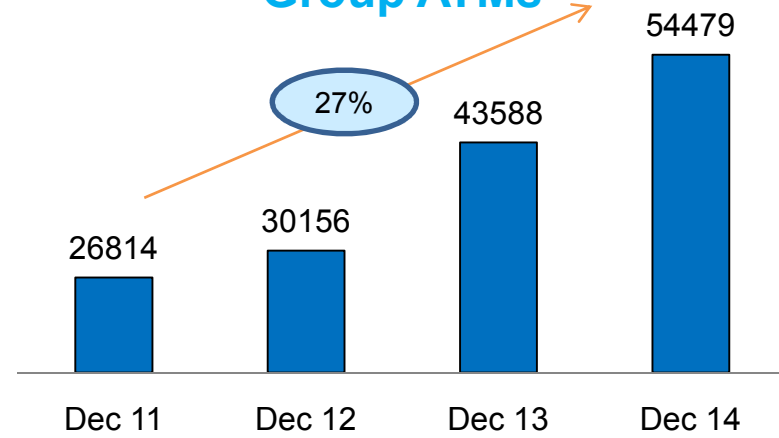
Expanding Footprint & Multiple Delivery Channels

CAGR :
Dec 11-14

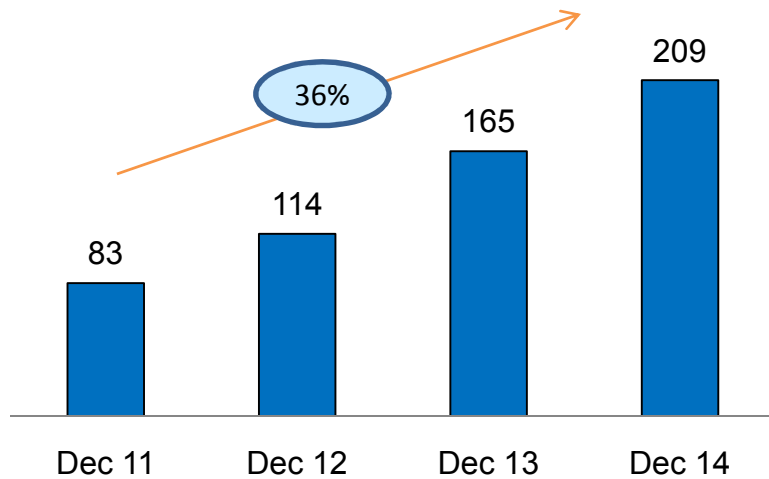
Branches



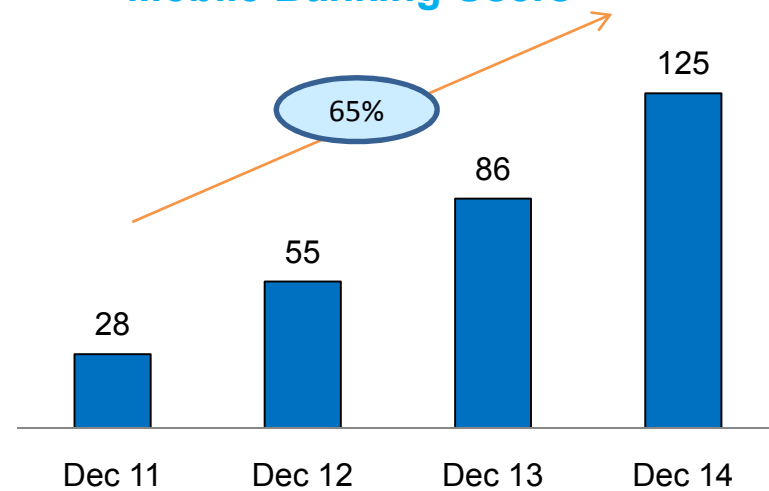
Group ATMs



Internet Banking Users *



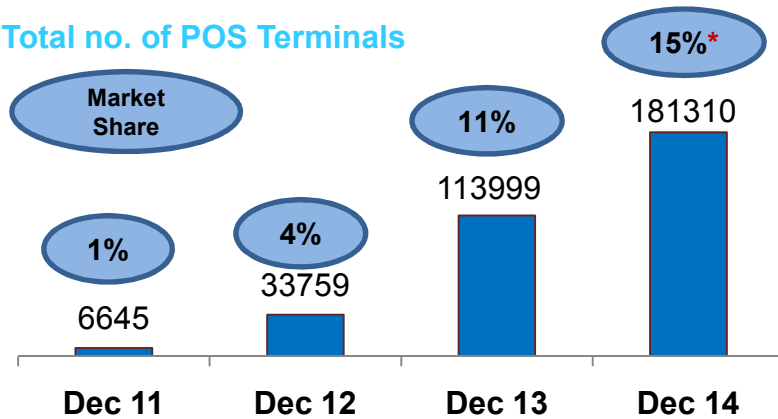
Mobile Banking Users*



* In lacs

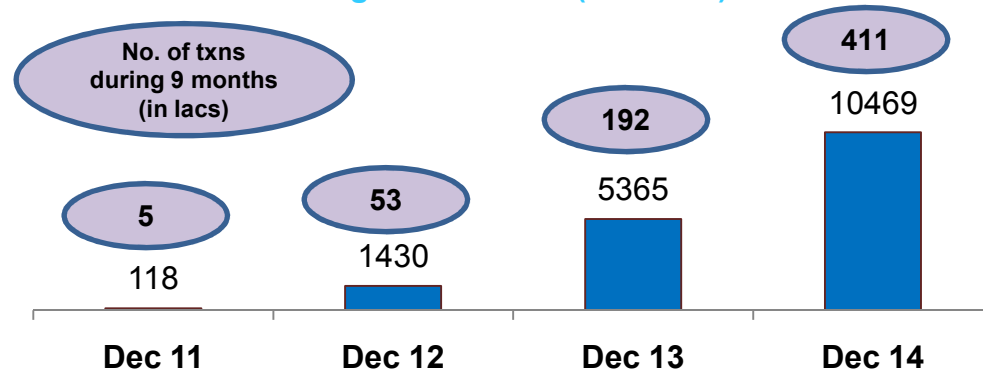
Expanding Footprint

Total no. of POS Terminals



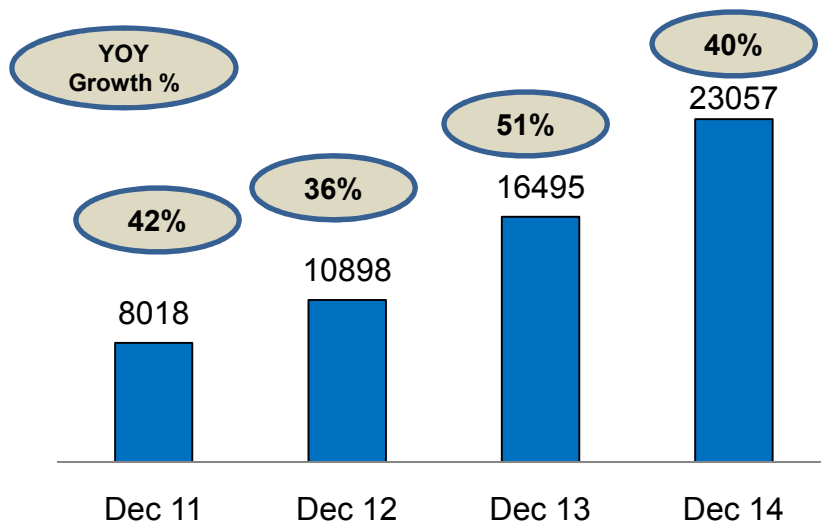
* As on 31.10.2014

Amt of POS txns during the 9 Months(Rs. in Cr)

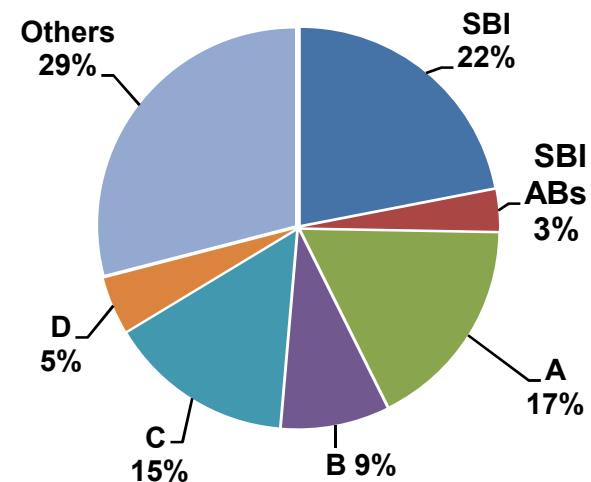


Debit Card Spends : Point of sale & e-Commerce

Rs. In Crores



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



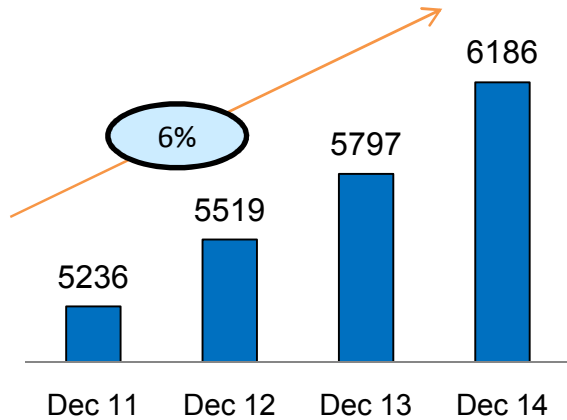
Market leader in Debit Card spends over Point of Sale & e-Commerce



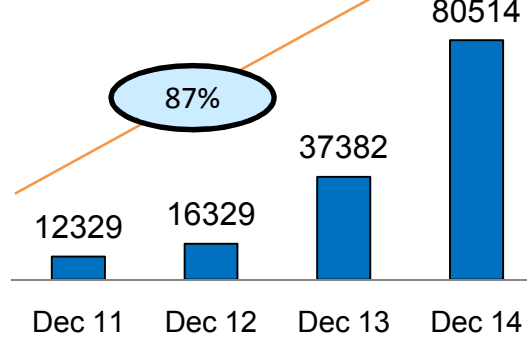
Financial Inclusion

CAGR :
Dec 11-14

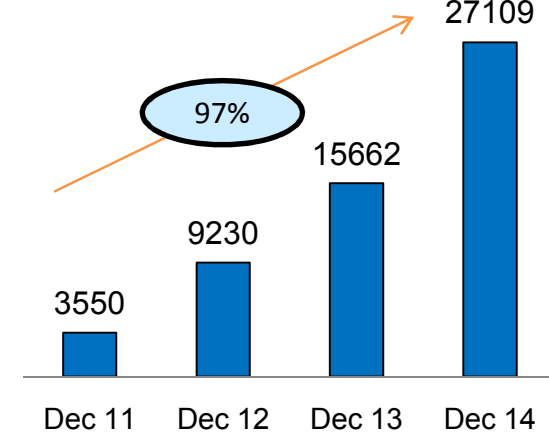
Rural Branches



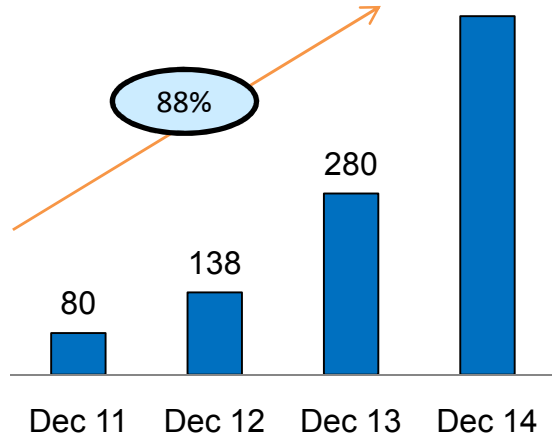
Unbanked Villages Covered



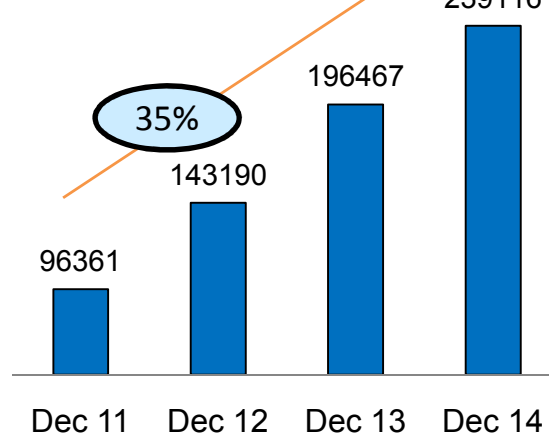
BC Channel transactions



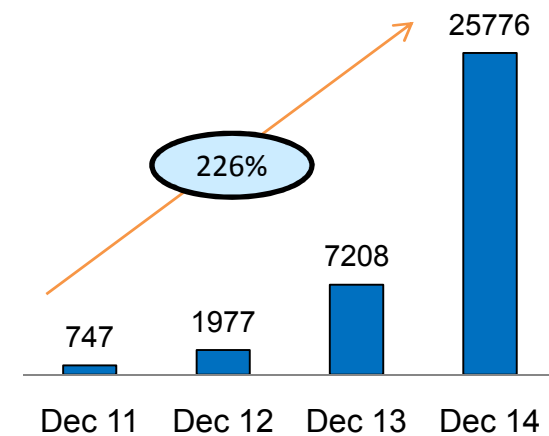
No. of A/c's through BC Channel*



RSETIs – No. of Candidates Trained



FLCs- No. of outdoor activities undertaken



* In lacs

Amount in crores (during the year)



SBI Solo Financials –9MFY15



Rs. In crores /%

	Solo		
	Dec 14	Dec 13	YOY % / bps
ROA (%)	0.68	0.63	+ 5 bps
ROE (%)	11.12	10.97	+15 bps
Earning Per Share (Rs.)	16.72	15.30	9.28%
Other Income to Operating Income (%)	25.86	24.75	+111 bps
Expenses Ratio (%)	51.25	55.57	- 432 bps



Performance Highlights of Associate Banks

Rs. In crores

Name	9MFY15		9MFY14	
	PAT	ROE %	PAT	ROE %
SBBJ	497	11.31	494	12.85
SBH	872	13.89	573	9.36
SBM	273	8.54	167	5.57
SBP	236	5.03	206	4.95
SBT	144	4.04	256	8.82
Total ABs	2020		1696	
SBI	9360	11.12	7850	10.97



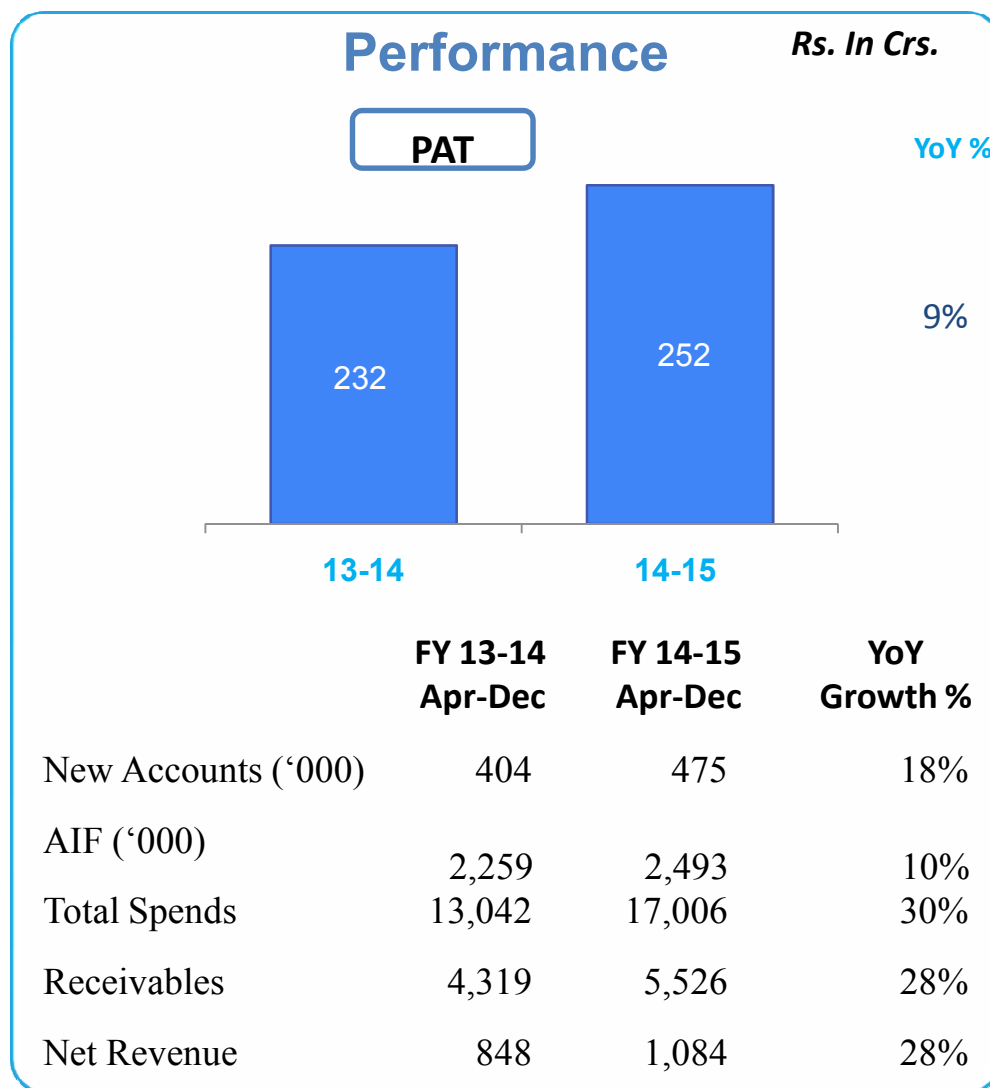
Performance Highlights of Non-Banking Subsidiaries

Rs. In crores

Name	9MFY15		9MFY14	
	PAT	ROE %	PAT	ROE %
SBI Life Insurance Company P Ltd	615	20.60	541	22.37
SBI Capital Markets Ltd	212	23.70	153	19.46
SBI Funds Management P Ltd	116	31.58	122	35.14
SBI Cards & Payment Services P Ltd	252	33.65	232	45.12
SBI Group	12300	11.66	10210	11.25



SBI Cards & Payments Services Pvt Ltd: Performance highlights for 9M FY 15



Highlights

Robust business performance

- New accounts acquisition now on fast track . . . opened 70K accounts in Dec'14 (highest in 8 years).
- Net Revenue growth in line with receivables growth @28%.

SBI cards ranked No.3 in terms of Cards In Force (CIF) with Market Share of 15%

Technology & Investments

- Online reward redemptions live in Oct'14
- Mobile servicing app launched for Android

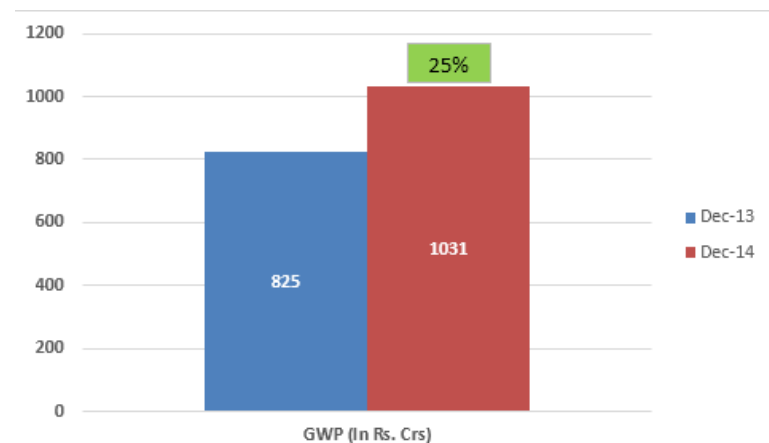


SBI General Insurance Co Ltd : Performance highlights for 9M FY 15

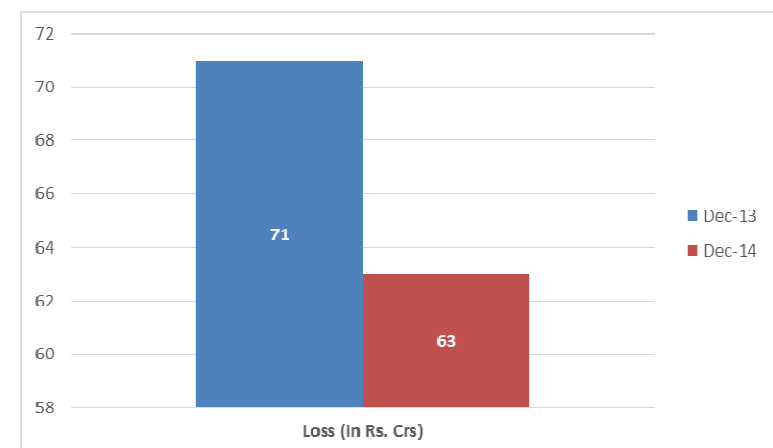
- ❖ Leading General Insurance Company
 - 2nd position in Fire among Private Insurers
 - 2nd position in Personal Accident in the Industry
 - 12th rank among private players (out of 24 players)
 - Market share moved upwards to 1.67% (industry) and 4% (private) respectively

- ❖ New Initiatives :
 - Motor manufacturer tie ups
 - Tie ups with RRBs and NBFCs
 - New Health products launched through Bancassurance channel

- ❖ Accolades :
 - Data Quality Asia Pacific Award 2014
 - iCMG (inter Company Marketing Group) Excellence Award for Enterprise Architecture in 2014



*25% YOY growth against Industry growth of 9.32%






*Company is expected to break even in FY 15-16

GWP: Gross Written Premium






SBI Life Insurance Co Ltd : Performance highlights for 9M FY15

Top line growth

- 11% growth in New Business Premium (NBP)
- Ranked 3rd in NBP among Pvt players
- 33% growth in Renewal Premium 
- 22% growth in Gross Written Premium (GWP) 
- Total market share increased from 3.6% to 4.6% & 15.20% among Pvt players. 

Financial highlights

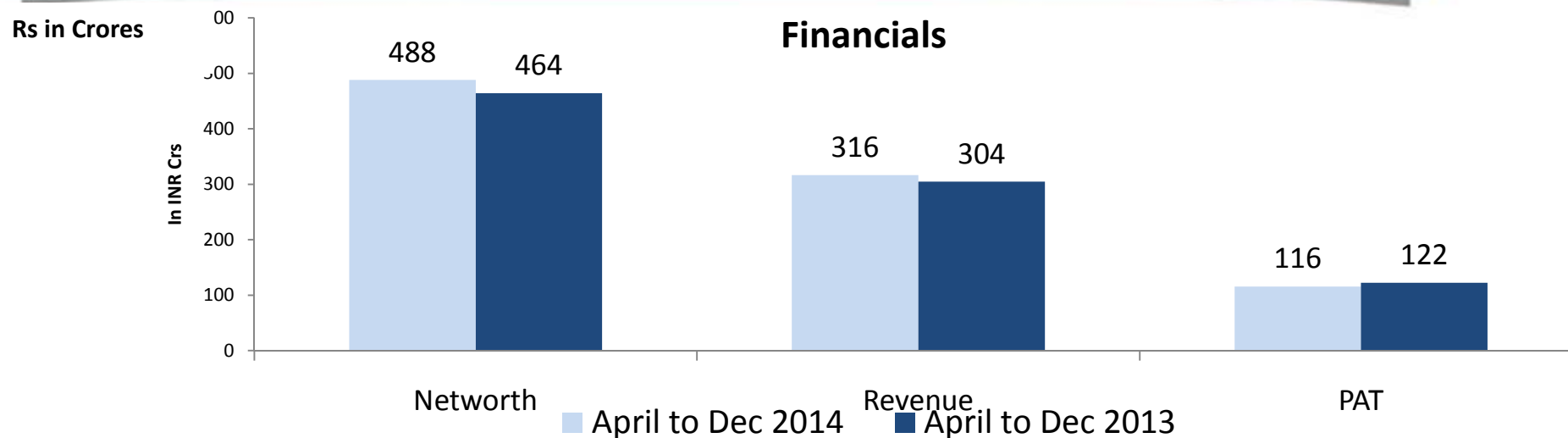
- Net profit grew by 14% to Rs. 615 crs 
- 14% decrease in Opex to GWP ratio 
- Persistency ratio of 71.6% 

Strong balance sheet

- Assets Under Management up by 22% at Rs. 67,323 crs
- Solvency ratio of 2.27 as mandate of 1.5
- Accumulated profits of Rs. 2,921 crs



SBI Funds Management Pvt Ltd : Performance highlights



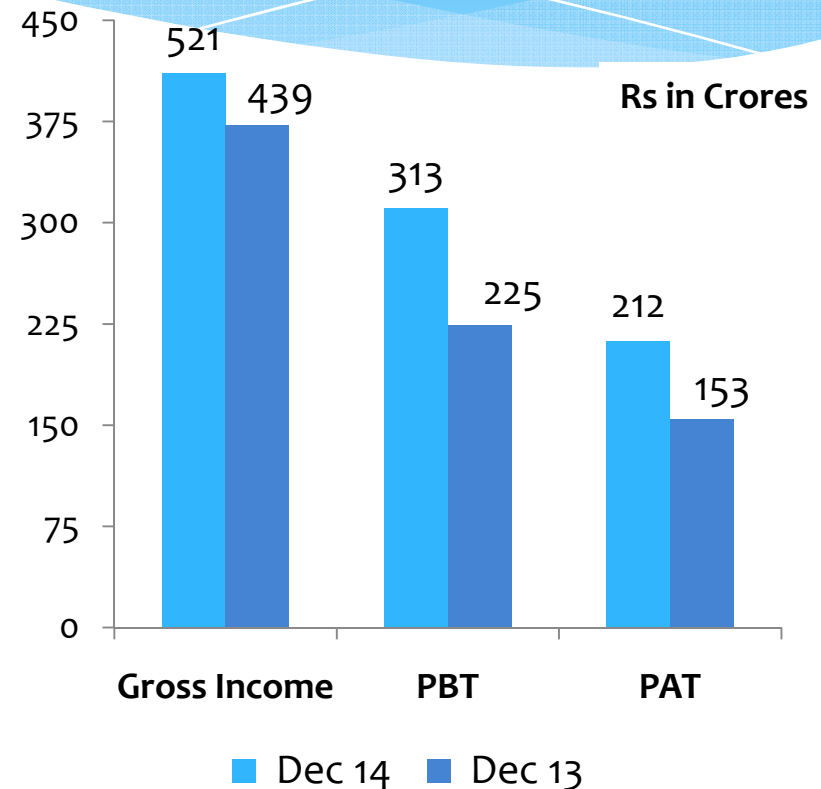
- **Performance:** 62% of AUM in Equity Funds and 92% of the AUM in Fixed Income Funds are in top two quartiles
- **Awards :** Voted as Most Trusted Brand 2014 – Gold in the category of Investment Banking & Mutual Funds by Readers Digest.
- **Products : PAN INDIA** 42 New Funds launched - 1 open ended , 9 close ended funds & 32 Fixed Maturity Plans (FMP) till Dec 2014. Received SEBI approvals for 17 new Equity/Hybrid funds and 15 FMP's
- **New Branches:** Opened 52 branches since December 2013 taking the total number of branches to 161
- **Online Investing & Investor Education:** To strengthen online digital strategy, launched a dedicated Online Investment Platform for Institutional Investors in addition to existing online platform for retail investors. Currently have 210,000 investors who have invested through this platform. Conducted 655 Investor Education meets till December 2014.



SBI Capital Markets Limited : Performance highlights for 9M FY 15

Awards & Rankings

- * Maintained leadership position in the Project Finance space globally.
- * Ranked as No. 1 Global Mandated Lead Arrangers & Financial Advisor for Project Finance Loans by Dealogic for the fifth consecutive year.
- * No.1 Asia ex Japan Mandated Lead Arrangers by Bloomberg for the sixth year running.
- * "Deal of the Year" Award for 2014 from M&A International
- * Business World-Grant Thornton's 'Top INR Bonds & Loan deal-maker of the year' award.
- * Tata Steel listed in the top Asia Syndicated Loans deals (ex Japan, ex Australia).



Balance Sheet (Solo)



Rs. In crores

LIABILITIES	Dec 14	Mar 14	Dec 13	YOY Growth (%)
Capital	747	747	684	9.14
Reserves and Surpluses	127805	117536	108232	18.08
Deposits	1510077	1394409	1349940	11.86
Borrowings	181675	183131	189969	-4.37
Other Liabilities & Provisions	83290	96413	88886	-6.30
Total Liabilities	1903593	1792235	1737711	9.55

ASSETS	Dec 14	Mar 14	Dec 13	YOY Growth (%)
Cash & balances with RBI	69825	84956	64387	8.45
Balance with banks & money at call and short notice	56398	47594	40265	40.06
Investments	489735	398800	427492	14.56
Net Advances	1232545	1209829	1148901	7.28
Fixed Assets	8757	8002	7799	12.28
Other Assets	46334	43055	48868	-5.18
Total Assets	1903593	1792235	1737711	9.55





Balance Sheet (Consolidated)



Rs. In crores

LIABILITIES	Dec 14	Mar 14	Dec 13	YOY Growth (%)
Capital	747	747	684	9.14
Reserves and Surpluses	159976	146624	136570	17.14
Minority Interest	5363	4909	4876	9.98
Deposits	1969678	1838852	1793136	9.85
Borrowings	220062	223760	231412	-4.90
Other Liabilities & Provisions	173101	181090	164159	5.45
Total Liabilities	2528926	2395982	2330838	8.50

ASSETS	Dec 14	Mar 14	Dec 13	YOY Growth (%)
Cash & balances with RBI	92057	114096	86387	6.56
Balance with banks & money at call and short notice	64182	53066	49901	28.62
Investments	688810	579398	612195	12.51
Net Advances	1607986	1578277	1506210	6.76
Fixed Assets	11628	10560	10430	11.48
Other Assets	64262	60585	65716	-2.21
Total Assets	2528926	2395982	2330838	8.50



Recent Recognition & Awards



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

Asia Sustainability Excellence Award 2014 by World CSR Congress

Best Trade Finance Provider-India 2015 by Global Finance Magazine

Best Trade Finance Bank in India by the Asian Banker Magazine





Thank You

