



# QUARTERLY RESULTS

Q3FY21

Analyst Presentation

04.02.2021



## Safe Harbor

*Certain statements in these slides are forward-looking statements. These statements are based on Management's current expectations and are subject to uncertainty and changes in circumstances. Actual outcomes may differ materially from those included in these statements due to a variety of factors.*

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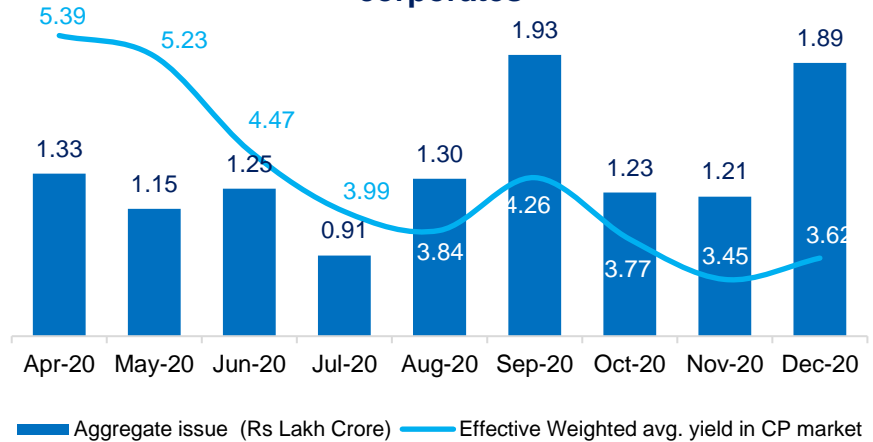
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Subsidiaries, Group Financials & Balance Sheet

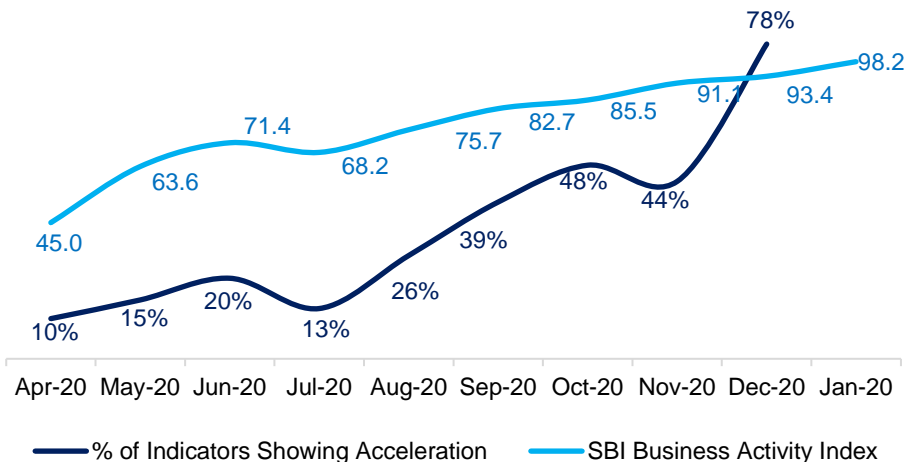
## High Frequency Activity Indicators

- Many of the high frequency indicators are showing improved economic activity, with the Dec 2020 level above the Pre-Covid level observed in Feb 2020
- Electricity Demand, Vehicle Registrations, Port Cargo traffic, tractor sales, fertiliser sales petrol and diesel consumption have resumed above pre-Covid level
- Our Business Activity Index continues to improve with the latest reading near the pre-Covid level in February, indicating resumption of activity almost to normal levels

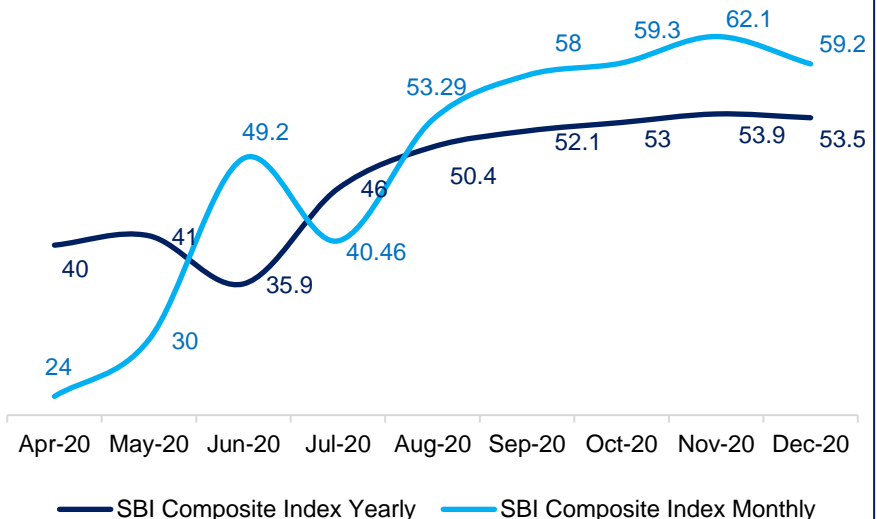
## Significant decline in cost of borrowing for corporates



## SBI Business Activity Index accelerating- latest value indicating activity almost normal



## SBI Composite Index



# Key trends in Q3FY21



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## Retail credit growth – back to pre Covid-19 levels at 15.47% YoY

*Personal gold loan book at Rs 17,492 cr, up four times in six months; Xpress credit up 35.7% YoY- demonstrates the strength of SBI franchise and the ability to scale up rapidly in select product lines*

## Liability franchise – driven by brand, trust and reach

*Savings account balances up 15.99% YoY; Current account balances up 11.33% YoY*

## Asset quality outcomes – restructuring applications at Rs 18,125 cr, well within guidance

*Slippage ratio as on 31<sup>st</sup> Dec 2020 at 1.27% (including proforma slippages\*); Collection Efficiency at 96.5%*

## Well provided for Stressed Book, PCR at 90.21<sup>#</sup>%

*COVID-19 related contingency provisions at Rs 12,976 cr*

**Increasing digital customer onboarding - 41% of retail asset accounts and 60% of liability customers added through digital channels in Q3FY21**

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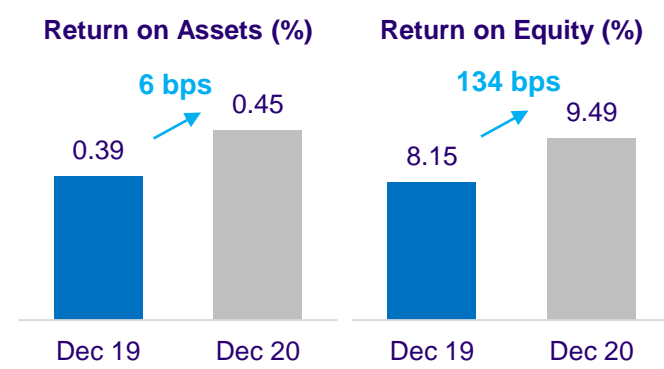
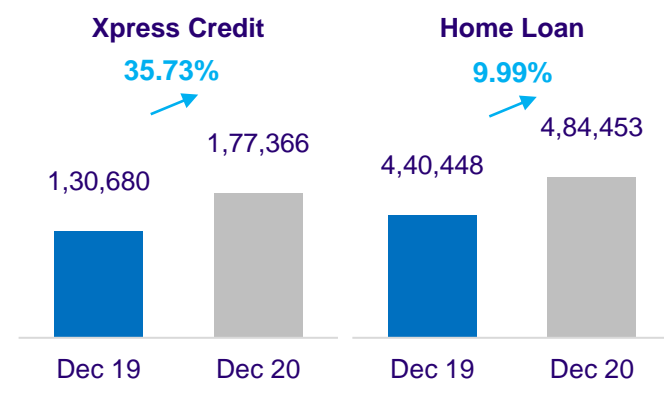
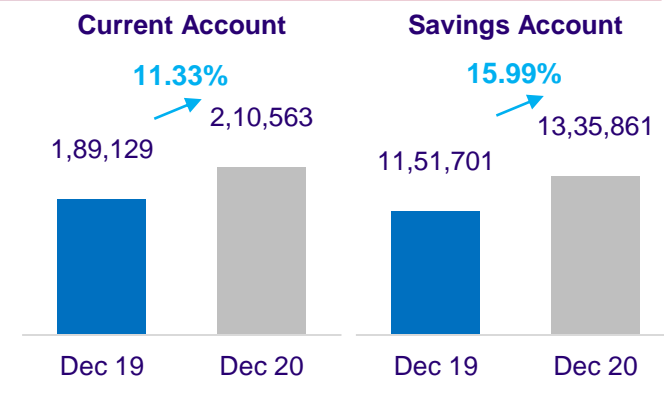
*\*Accounts which would have slipped to NPA but for Honourable Supreme Court interim order dated 3<sup>rd</sup> Sep 2020*

*# Includes AUCA*

# Key Indicators



|  | Rs. in Crores                      | For the quarter |           |           | YoY Growth |
|--|------------------------------------|-----------------|-----------|-----------|------------|
|  |                                    | Q3FY20          | Q2FY21    | Q3FY21    |            |
| <b>Profit &amp; Loss</b><br>(in Rs. Crore) | Net Interest Income *              | 27,779          | 28,181    | 28,820    | ↑ 3.75%    |
|  | Net Interest Margin – Domestic (%) | 3.59            | 3.34      | 3.34      | ↓ -25 bps  |
|  | Operating Profit *                 | 18,223          | 16,460    | 17,333    | ↓ -4.88%   |
|  | Profit Before Tax                  | 10,970          | 6,341     | 6,991     | ↓ -36.27%  |
|  | Net Profit                         | 5,583           | 4,574     | 5,196     | ↓ -6.93%   |
| <b>Key Ratios</b><br>(in %)                | Credit Cost                        | 1.46            | 0.94      | 0.38      | ↓ -108 bps |
|  | Net NPA                            | 2.65            | 1.59      | 1.23      | ↓ -142 bps |
|  | PCR                                | 81.73           | 88.19     | 90.21     | ↑ 848 bps  |
|  | Capital Adequacy                   | 13.73           | 14.72     | 14.50     | ↑ 77 bps   |
| <b>Balance Sheet</b><br>(in Rs. Crore)     | Total Advances                     | 23,01,669       | 23,83,624 | 24,56,607 | ↑ 6.73%    |
|  | Total Deposits                     | 31,11,229       | 34,70,462 | 35,35,753 | ↑ 13.64%   |
|  | Retail Personal Advances           | 7,19,766        | 7,85,345  | 8,31,134  | ↑ 15.47%   |



\* Excluding one-time interest income of Rs 4,039 crs and other income of Rs.452 crs in Q3FY20

1. NII grew at 21.40% YoY in Q3FY21
2. NIM (Domestic) was up 29 bps YoY in Q3FY21
3. Operating Profit grew by 26.23% YoY in Q3FY21
4. Net Profit grew by 133.78% YoY in Q3FY21

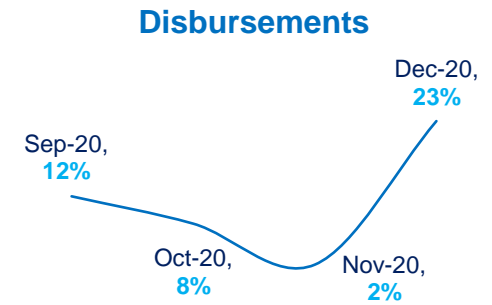
# Credit offtake trend continues to improve



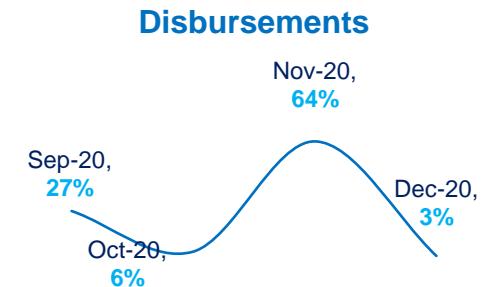
Month-wise YoY Growth



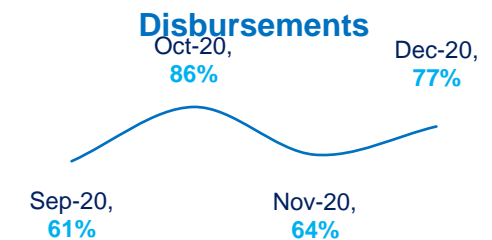
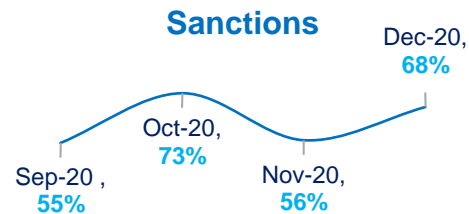
## Home Loan



## Auto Loan



## Personal Loan

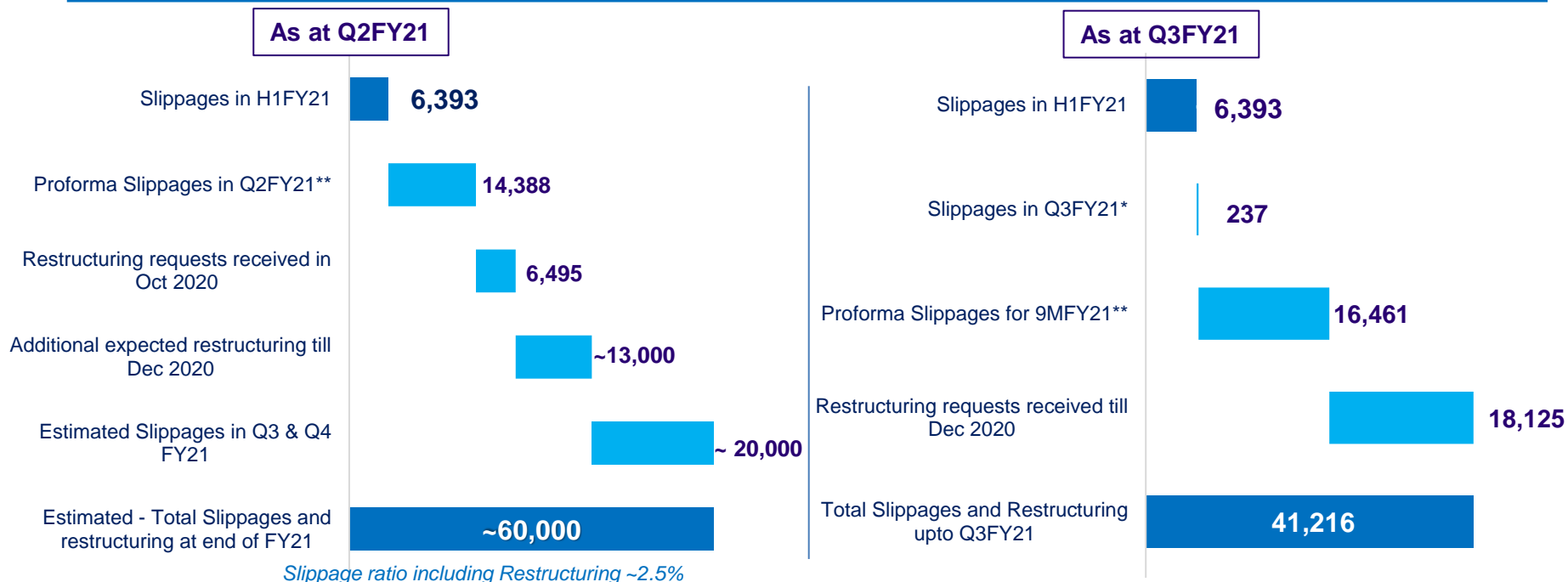


# Asset Quality trends



## Assessment of Slippages and Restructuring

Rs. in Crores



- Corporate credit mainly to highly rated corporates
- Large proportion of Retail book in SBI is to customers employed in **Govt./ quasi-Govt. corporates**
- SME sector supported by Govt guaranteed lending scheme; **liberalized financing and handholding**
- Significant proportion of International Banking book is to **Govt/ PSU entities and well rated Corporates**

\* Foreign office slippages in Q3FY21

\*\* Slippages but for Hon'ble. SC interim order dated 3rd Sep 2020

| Restructuring Applications | Retail Personal | SME   | Corporate | Total  |
|----------------------------|-----------------|-------|-----------|--------|
|                            | 3,865           | 2,553 | 11,707    | 18,125 |



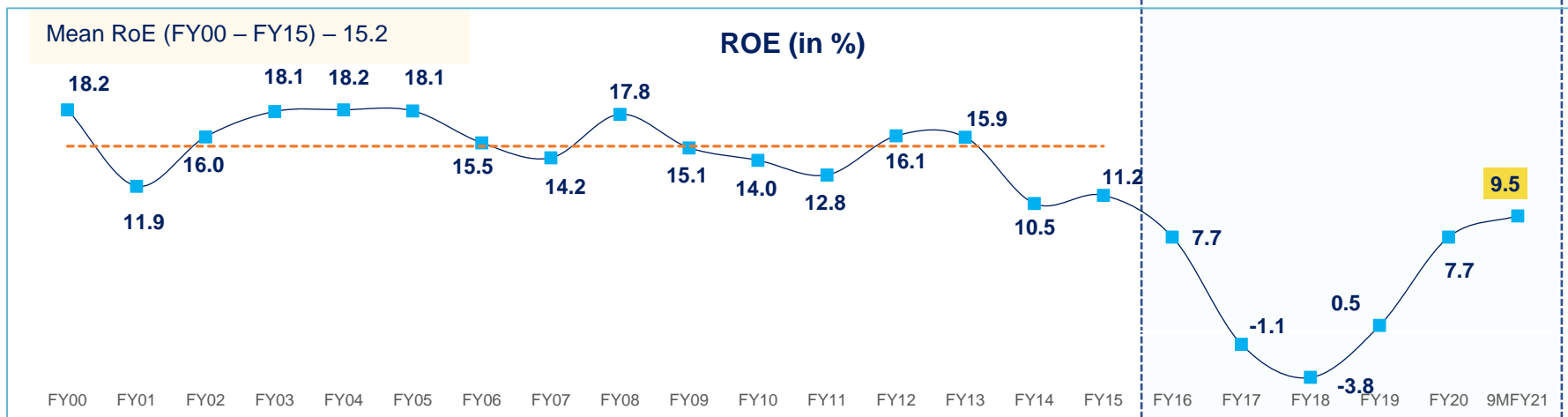
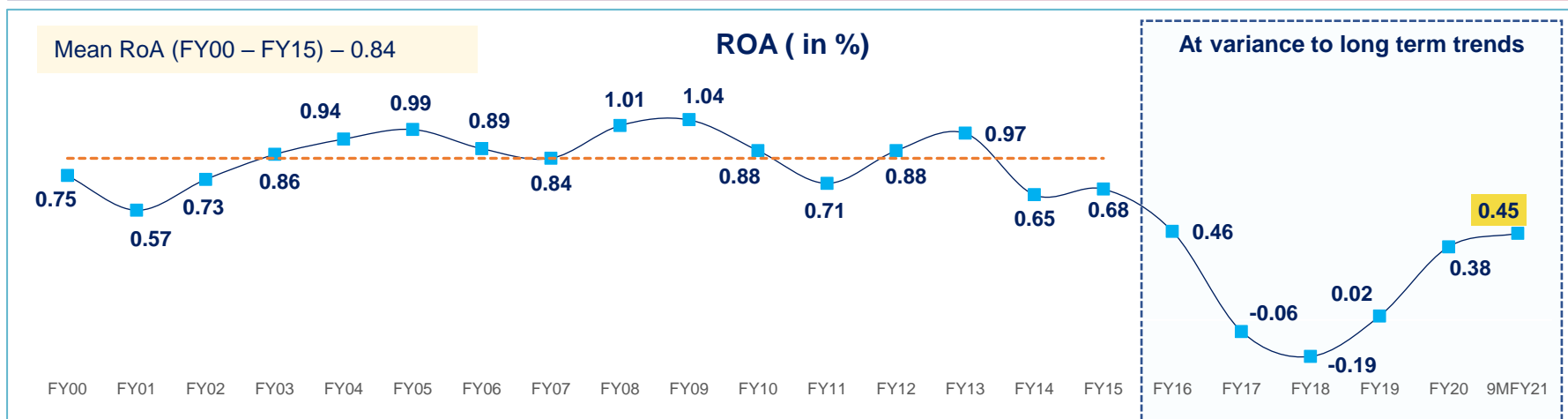
# Provisions - details

As on Dec 2020

| Particulars   | Total Outstanding<br>(in Rs. Crore) |                  |        | Provisions<br>(in Rs. Crore) |                  |               |
|---|-------------------------------------|------------------|--------|------------------------------|------------------|---------------|
|   | Upto<br>Q2FY21                      | During<br>Q3FY21 | Total  | Upto<br>Q2FY21               | During<br>Q3FY21 | Total         |
| Estimated proforma slippage till Q3FY21, but for Hon. SC interim order on deferment of asset classification (including 100% provision on unrealized interest) | 14,388                              | 2,073            | 16,461 | 3,194                        | 2,071            | 5,265         |
| Restructuring applications received till Dec 31 <sup>st</sup> 2020 (@10% of Outstanding Amount)   | 6,495                               | 11,630           | 18,125 | 650                          | 814              | 1,464*        |
| On accounts for which moratorium was granted on International Book (Foreign Offices)  |                                     |                  |        | 239                          | -                | 239           |
| COVID General Contingency provisions (basis the assessment of estimated slippages + restructuring book)   |                                     |                  |        | 3,008                        | 3,000            | 6,008         |
| <b>Total COVID 19 related provisions held</b>   |                                     |                  |        | <b>7,091</b>                 | <b>5,885</b>     | <b>12,976</b> |

\* Provision of Rs.348 Crs are included in Std assets provision as restructuring already implemented for Rs.4,506 Crs

# Sustainable RoE – A perspective



**Sustainable ROE of ~15% +**

The Bank consistently delivered **double digit ROEs**  
 FY00–FY15: 15%+ ROEs for 10 years

**FY17, 18 and 19 are aberrations** – Reflects the most difficult phase of **corporate asset quality** cycle - An uptick is clearly visible now

# Financial Performance

# Financials – At a Glance



Rs. in Crores

|  | Quarter Ended |               |               | Nine Months Ended |                 | Growth (%)         |                    |                    |
|--|---------------|---------------|---------------|-------------------|-----------------|--------------------|--------------------|--------------------|
|  | Q3FY20        | Q2FY21        | Q3FY21        | 9MFY20            | 9MFY21          | Q3FY21 over Q2FY21 | Q3FY21 over Q3FY20 | 9MFY21 over 9MFY20 |
| Interest Income                              | 67,692        | 66,814        | 66,734        | 1,94,642          | 2,00,049        | -0.12              | -1.41              | 2.78               |
| Interest Expenses                            | 39,913        | 38,633        | 37,915        | 1,19,324          | 1,16,406        | -1.86              | -5.01              | -2.45              |
| <b>Net Interest Income</b>                   | <b>27,779</b> | <b>28,181</b> | <b>28,820</b> | <b>75,318</b>     | <b>83,643</b>   | <b>2.27</b>        | <b>3.75</b>        | <b>11.05</b>       |
| Non Interest Income*                         | 9,106         | 8,528         | 9,246         | 29,144            | 27,271          | 8.42               | 1.54               | -6.43              |
| <b>Operating Income</b>                      | <b>36,885</b> | <b>36,709</b> | <b>38,066</b> | <b>1,04,462</b>   | <b>1,10,914</b> | <b>3.70</b>        | <b>3.20</b>        | <b>6.18</b>        |
| Operating Expenses                           | 18,662        | 20,249        | 20,733        | 54,794            | 59,060          | 2.39               | 11.10              | 7.78               |
| <b>Operating Profit</b>                      | <b>18,223</b> | <b>16,460</b> | <b>17,333</b> | <b>49,667</b>     | <b>51,854</b>   | <b>5.31</b>        | <b>-4.88</b>       | <b>4.40</b>        |
| Total Provisions                             | 12,639        | 11,886        | 12,137        | 38,760            | 37,894          | 2.11               | -3.97              | -2.23              |
| <b>Net Profit</b>                            | <b>5,583</b>  | <b>4,574</b>  | <b>5,196</b>  | <b>10,907</b>     | <b>13,960</b>   | <b>13.60</b>       | <b>-6.93</b>       | <b>27.99</b>       |
| <b>NIM (Whole Bank) (%)</b>                  | <b>3.33</b>   | <b>3.12</b>   | <b>3.12</b>   | <b>3.05</b>       | <b>3.09</b>     | <b>0 bps</b>       | <b>-21 bps</b>     | <b>4 bps</b>       |
| NIM (Domestic) (%)                           | 3.59          | 3.34          | 3.34          | 3.27              | 3.31            | 0 bps              | -25 bps            | 4 bps              |
| <b>Cost to Income Ratio (Cumulative) (%)</b> | <b>50.60</b>  | <b>55.16</b>  | <b>54.47</b>  | <b>52.45</b>      | <b>53.25</b>    | <b>-69 bps</b>     | <b>387 bps</b>     | <b>80 bps</b>      |
| Cost to Assets (%)                           | 2.01          | 1.96          | 1.95          | 1.97              | 1.90            | -1 bps             | -6 bps             | -7 bps             |

\* Includes one-off item o/a of stake sale in SBI Life of Rs.3,484 Crs in Q2FY20 and Rs.1,540 Crs in Q1FY21

# Total Income



Rs. in Crores

|  | Quarter Ended |               |               | Nine Months Ended |                 | Growth (%)         |                    |                    |
|--|---------------|---------------|---------------|-------------------|-----------------|--------------------|--------------------|--------------------|
|  | Q3FY20        | Q2FY21        | Q3FY21        | 9MFY20            | 9MFY21          | Q3FY21 over Q2FY21 | Q3FY21 over Q3FY20 | 9MFY21 over 9MFY20 |
| Interest on Loans                              | 48,063        | 43,378        | 43,737        | 1,37,169          | 1,31,215        | 0.83               | -9.00              | -4.34              |
| Interest on Resources                          | 17,968        | 20,763        | 21,120        | 52,860            | 62,383          | 1.72               | 17.54              | 18.02              |
| Other Interest income                          | 1,660         | 2,674         | 1,877         | 4,613             | 6,451           | -29.79             | 13.08              | 39.83              |
| <b>Total Interest Income</b>                   | <b>67,692</b> | <b>66,814</b> | <b>66,734</b> | <b>1,94,642</b>   | <b>2,00,049</b> | <b>-0.12</b>       | <b>-1.41</b>       | <b>2.78</b>        |
| Fee Income                                     | 5,635         | 5,243         | 5,349         | 15,852            | 15,062          | 2.03               | -5.08              | -4.98              |
| Profit/Loss on Sale of Investments*            | 696           | 1,084         | 959           | 5,339             | 6,068           | -11.55             | 37.73              | 13.66              |
| Forex Income                                   | 635           | 528           | 610           | 1,826             | 1,606           | 15.54              | -3.86              | -12.00             |
| Misc. Income                                   | 2,140         | 1,673         | 2,328         | 6,127             | 4,534           | 39.18              | 8.79               | -26.00             |
| <i>of which:<br/>Recovery in AUCA accounts</i> | <i>2,087</i>  | <i>1,395</i>  | <i>2,142</i>  | <i>5,309</i>      | <i>3,985</i>    | <i>53.52</i>       | <i>2.65</i>        | <i>-24.93</i>      |
| <b>Total Non Interest Income</b>               | <b>9,106</b>  | <b>8,528</b>  | <b>9,246</b>  | <b>29,144</b>     | <b>27,271</b>   | <b>8.42</b>        | <b>1.54</b>        | <b>-6.43</b>       |
| <b>Total Income</b>                            | <b>76,798</b> | <b>75,342</b> | <b>75,981</b> | <b>2,23,786</b>   | <b>2,27,320</b> | <b>0.85</b>        | <b>-1.06</b>       | <b>1.58</b>        |

\* Includes one-off item o/a of stake sale in SBI Life of Rs.3,484 Crs in Q2FY20 and Rs.1,540 Crs in Q1FY21

# Fee Income Break Up



Rs. in Crores

|                                     | Quarter Ended |              |              | Nine Months Ended |               | Growth (%)         |                    |                    |
|-------------------------------------|---------------|--------------|--------------|-------------------|---------------|--------------------|--------------------|--------------------|
|                                     | Q3FY20        | Q2FY21       | Q3FY21       | 9MFY20            | 9MFY21        | Q3FY21 over Q2FY21 | Q3FY21 over Q3FY20 | 9MFY21 over 9MFY20 |
| <i>Loan Processing Charges</i>      | 1,120         | 1,296        | 1,142        | 2,502             | 3,263         | -11.90             | 1.97               | 30.40              |
| <i>Commission on Govt. Business</i> | 972           | 939          | 843          | 2,828             | 2,646         | -10.29             | -13.28             | -6.45              |
| <i>Commission on LC/BG</i>          | 771           | 728          | 833          | 2,192             | 2,238         | 14.43              | 8.08               | 2.08               |
| <i>Cross Selling</i>                | 558           | 528          | 613          | 1,415             | 1,450         | 16.06              | 9.79               | 2.44               |
| <i>Account Maintenance Charges</i>  | 356           | 102          | 125          | 854               | 375           | 22.21              | -64.79             | -56.01             |
| <i>Remittance, Collection, etc.</i> | 1,556         | 1,266        | 1,399        | 4,776             | 3,626         | 10.58              | -10.05             | -24.09             |
| <i>Misc. Fee Income</i>             | 302           | 383          | 393          | 1,285             | 1,465         | 2.78               | 30.00              | 14.03              |
| <b>Fee Income</b>                   | <b>5,635</b>  | <b>5,243</b> | <b>5,349</b> | <b>15,852</b>     | <b>15,062</b> | <b>2.03</b>        | <b>-5.08</b>       | <b>-4.98</b>       |

# Total Expenses



Rs. in Crores

|                                   | Quarter Ended |               |               | Nine Months Ended |                 | Growth (%)         |                    |                    |
|-----------------------------------|---------------|---------------|---------------|-------------------|-----------------|--------------------|--------------------|--------------------|
|                                   | Q3FY20        | Q2FY21        | Q3FY21        | 9MFY20            | 9MFY21          | Q3FY21 over Q2FY21 | Q3FY21 over Q3FY20 | 9MFY21 over 9MFY20 |
| Interest on Deposits              | 37,182        | 35,849        | 35,121        | 1,10,231          | 1,07,809        | -2.03              | -5.54              | -2.20              |
| Interest on Borrowings            | 1,521         | 1,429         | 1,119         | 5,467             | 4,270           | -21.66             | -26.43             | -21.89             |
| Other Interest paid               | 1,210         | 1,355         | 1,674         | 3,627             | 4,326           | 23.55              | 38.36              | 19.29              |
| <b>Total Interest Expenses</b>    | <b>39,913</b> | <b>38,633</b> | <b>37,915</b> | <b>1,19,324</b>   | <b>1,16,406</b> | <b>-1.86</b>       | <b>-5.01</b>       | <b>-2.45</b>       |
| Salary                            | 6,855         | 6,933         | 6,940         | 20,381            | 20,905          | 0.10               | 1.24               | 2.57               |
| Provisions for Employees          | 4,601         | 5,637         | 6,178         | 13,296            | 16,648          | 9.59               | 34.29              | 25.22              |
| <b>Staff Expenses</b>             | <b>11,456</b> | <b>12,570</b> | <b>13,118</b> | <b>33,676</b>     | <b>37,553</b>   | <b>4.36</b>        | <b>14.51</b>       | <b>11.51</b>       |
| <b>Overheads</b>                  | <b>7,207</b>  | <b>7,679</b>  | <b>7,615</b>  | <b>21,118</b>     | <b>21,507</b>   | <b>-0.84</b>       | <b>5.67</b>        | <b>1.84</b>        |
| <i>Of which:<br/>Depreciation</i> | <i>815</i>    | <i>820</i>    | <i>845</i>    | <i>2,403</i>      | <i>2,486</i>    | <i>3.06</i>        | <i>3.75</i>        | <i>3.44</i>        |
| <b>Operating Expenses</b>         | <b>18,662</b> | <b>20,249</b> | <b>20,733</b> | <b>54,794</b>     | <b>59,060</b>   | <b>2.39</b>        | <b>11.10</b>       | <b>7.78</b>        |
| <b>Total Expenses</b>             | <b>58,575</b> | <b>58,882</b> | <b>58,647</b> | <b>1,74,119</b>   | <b>1,75,466</b> | <b>-0.40</b>       | <b>0.12</b>        | <b>0.77</b>        |

# Overheads



Rs. in Crores

|  | Quarter Ended |              |              | Nine Months Ended |               | Growth (%)         |                    |                    |
|--|---------------|--------------|--------------|-------------------|---------------|--------------------|--------------------|--------------------|
|  | Q3FY20        | Q2FY21       | Q3FY21       | 9MFY20            | 9MFY21        | Q3FY21 over Q2FY21 | Q3FY21 over Q3FY20 | 9MFY21 over 9MFY20 |
| Rent, Taxes and Lighting                     | 1,322         | 1,308        | 1,354        | 3,864             | 3,714         | 3.51               | 2.37               | -3.89              |
| Depreciation                                 | 815           | 820          | 845          | 2,403             | 2,486         | 3.06               | 3.75               | 3.44               |
| Printing and Stationery                      | 119           | 116          | 123          | 340               | 324           | 5.80               | 3.34               | -4.80              |
| Postage & Telecommunications                 | 83            | 75           | 84           | 248               | 206           | 11.77              | 0.59               | -16.90             |
| Repairs and Maintenance to Bank's Property   | 224           | 206          | 221          | 652               | 590           | 7.06               | -1.41              | -9.58              |
| Travelling & Halting                         | 279           | 199          | 220          | 796               | 585           | 10.89              | -21.10             | -26.44             |
| Deposit & General Insurance                  | 798           | 1,089        | 1,060        | 2,366             | 3,102         | -2.65              | 32.93              | 31.08              |
| Business Acquisitions & Development Expenses | 527           | 1,051        | 732          | 1,840             | 2,381         | -30.37             | 38.85              | 29.37              |
| ATM /CDM/Debit Card /Other Tech Expenses     | 1,824         | 1,638        | 1,849        | 5,233             | 4,860         | 12.87              | 1.39               | -7.12              |
| Misc. Expenses                               | 1,216         | 1,177        | 1,127        | 3,376             | 3,259         | -4.25              | -7.29              | -3.44              |
| <b>Overheads</b>                             | <b>7,207</b>  | <b>7,679</b> | <b>7,615</b> | <b>21,118</b>     | <b>21,507</b> | <b>-0.84</b>       | <b>5.67</b>        | <b>1.84</b>        |



# Provisions & Profit



Rs. in Crores

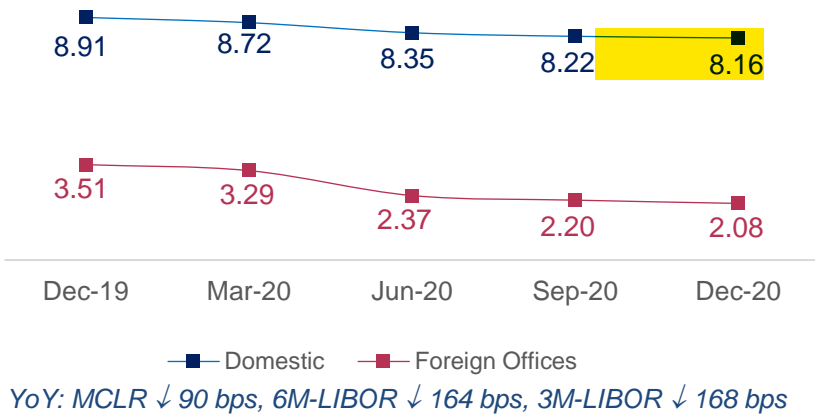
|                         | Quarter Ended |               |               | Nine Months Ended |               | Growth (%)         |                    |                    |
|-------------------------|---------------|---------------|---------------|-------------------|---------------|--------------------|--------------------|--------------------|
|                         | Q3FY20        | Q2FY21        | Q3FY21        | 9MFY20            | 9MFY21        | Q3FY21 over Q2FY21 | Q3FY21 over Q3FY20 | 9MFY21 over 9MFY20 |
| <b>Operating Profit</b> | <b>18,223</b> | <b>16,460</b> | <b>17,333</b> | <b>49,667</b>     | <b>51,854</b> | <b>5.31</b>        | <b>-4.88</b>       | <b>4.40</b>        |
| Loan Loss               | 8,193         | 5,619         | 2,290         | 30,882            | 17,330        | -59.24             | -72.04             | -43.88             |
| Standard Assets         | -1,752        | -257          | 1,506         | -2,744            | 1,531         | 685.79             | 185.93             | 155.80             |
| Investment Depreciation | 3,287         | 653           | 518           | 1,142             | 2,402         | -20.64             | -84.24             | 110.24             |
| Other Provisions        | -2,475        | 4,103         | 6,028         | 294               | 11,699        | 46.91              | 343.60             | 3,881.54           |
| Income Tax <sup>#</sup> | 5,386         | 1,767         | 1,795         | 9,185             | 4,932         | 1.54               | -66.68             | -46.30             |
| <b>Total Provisions</b> | <b>12,639</b> | <b>11,886</b> | <b>12,137</b> | <b>38,760</b>     | <b>37,894</b> | <b>2.11</b>        | <b>-3.97</b>       | <b>-2.23</b>       |
| <b>Net Profit</b>       | <b>5,583</b>  | <b>4,574</b>  | <b>5,196</b>  | <b>10,907</b>     | <b>13,960</b> | <b>13.60</b>       | <b>-6.93</b>       | <b>27.99</b>       |

| Ratios (Annualised)            | Q3FY20       | Q2FY21       | Q3FY21       | 9MFY20       | 9MFY21       |
|--------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>ROA (%)</b>                 | <b>0.60</b>  | <b>0.44</b>  | <b>0.49</b>  | <b>0.39</b>  | <b>0.45</b>  |
| <b>ROE (%)</b>                 |              |              |              | <b>8.15</b>  | <b>9.49</b>  |
| <b>Earning Per Share (Rs.)</b> | <b>24.89</b> | <b>20.33</b> | <b>23.10</b> | <b>16.27</b> | <b>20.76</b> |

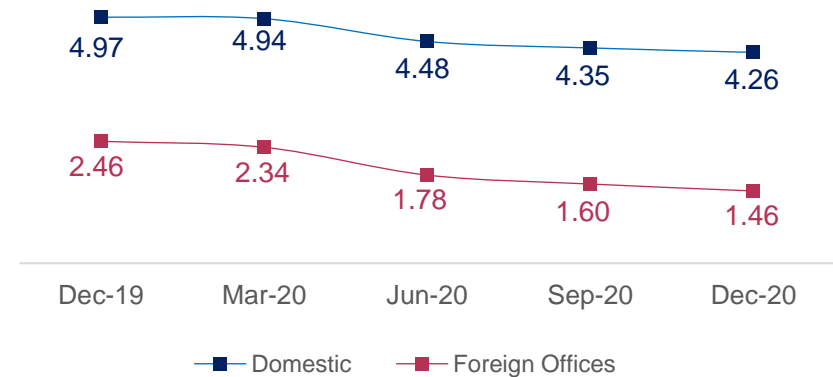
<sup>#</sup>Includes impact of DTA & MAT reversal of Rs 3,392 cr in Q3FY20, as the Bank moved to the new tax regime

# Key Financial Ratios

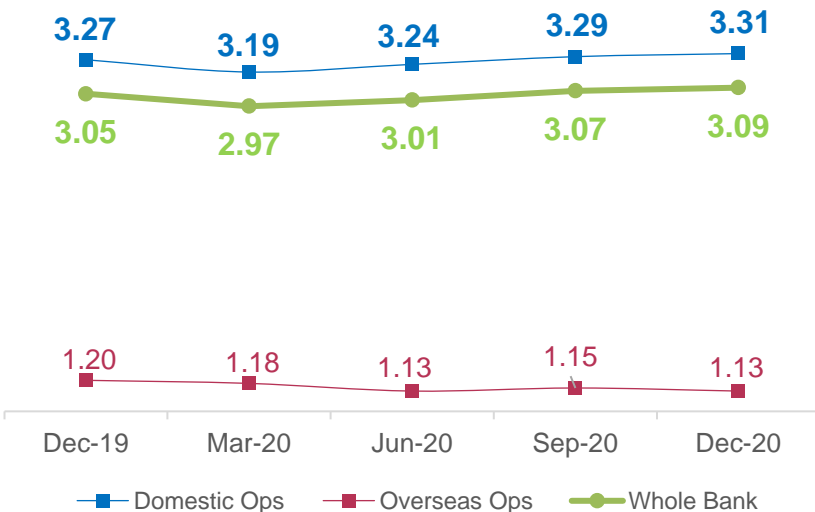
## Yield on Advances



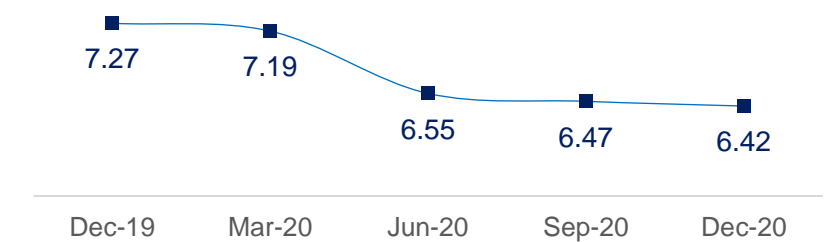
## Cost of Deposits



## Net Interest Margins



## Yield on Investments



## Liquidity

- CD Ratio at ~62% is at cyclical lows
- Sufficient liquidity and headroom to fund likely credit growth

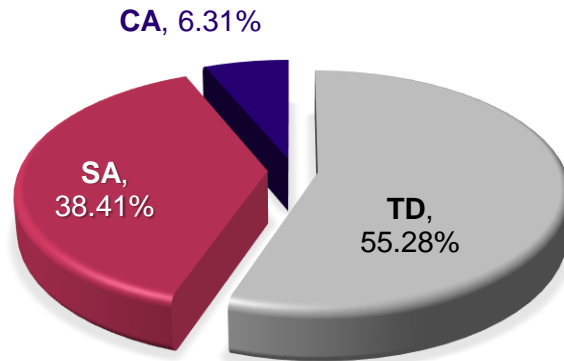


Business

# Strong Liability Franchise

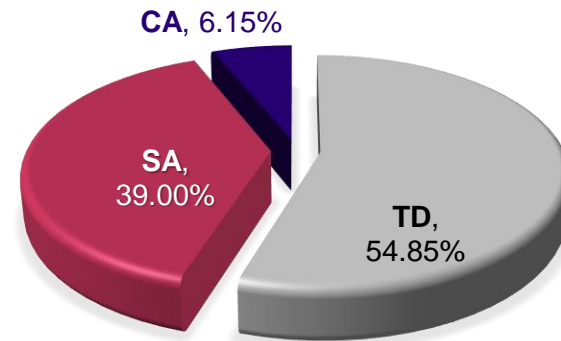
## Domestic Deposits

Dec 19



**CASA: 44.72%**

Dec 20



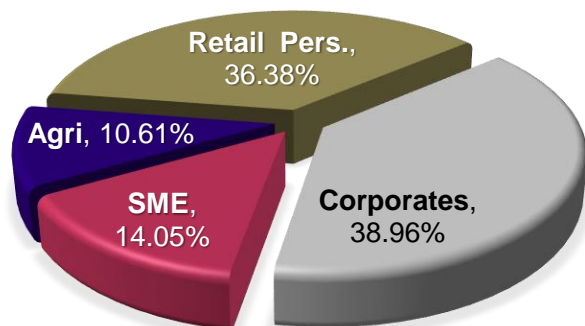
**CASA: 45.15%**

| <i>Rs. in Crores</i>     | Dec 19           | Dec 20           | YoY Growth (%) |
|--------------------------|------------------|------------------|----------------|
| Current Account          | 1,89,129         | 2,10,563         | 11.33          |
| Saving Bank              | 11,51,701        | 13,35,861        | 15.99          |
| <b>CASA</b>              | <b>13,40,830</b> | <b>15,46,424</b> | <b>15.33</b>   |
| Term Deposits (TD)       | 16,57,367        | 18,78,391        | 13.34          |
| <b>Domestic Deposits</b> | <b>29,98,197</b> | <b>34,24,815</b> | <b>14.23</b>   |
| Foreign Offices          | 1,13,032         | 1,10,939         | -1.85          |
| <b>Total Deposits</b>    | <b>31,11,229</b> | <b>35,35,753</b> | <b>13.64</b>   |

# Diversified Loan Portfolio

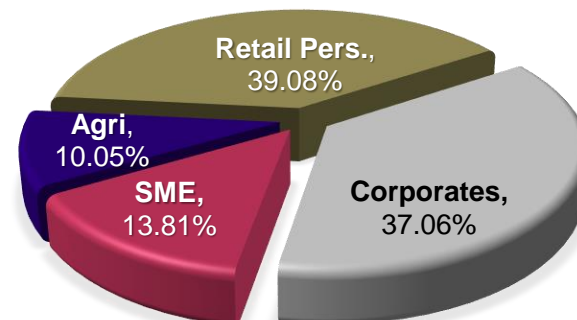
## Domestic Advances

Dec 19



**Retail: 61.04%**

Dec 20



**Retail: 62.94%**

| <i>Rs. in Crores</i>  | Dec 19           | Dec 20           | YoY Growth (%) |
|---|------------------|------------------|----------------|
| Retail Personal   | 7,19,766         | 8,31,134         | 15.47          |
| Agri  | 2,09,997         | 2,13,668         | 1.75           |
| SME   | 2,78,035         | 2,93,654         | 5.62           |
| Corporates  | 7,71,000         | 7,88,208         | 2.23           |
| <b>Domestic Advances</b>  | <b>19,78,799</b> | <b>21,26,664</b> | <b>7.47</b>    |
| Foreign Offices Advances  | 3,22,870         | 3,29,943         | 2.19           |
| <b>Total Whole Bank Advances</b>  | <b>23,01,669</b> | <b>24,56,607</b> | <b>6.73</b>    |
| <b>Total Whole Bank Advances</b><br><i>(Including CP and Corporate Bonds)</i> | <b>24,39,899</b> | <b>26,38,998</b> | <b>8.16</b>    |

# Retail Per Banking

Leadership across all segments



As on Dec 2020

**Personal Retail Portfolio of Rs 8.3 lakh crore**  
NPA ratio at 0.71%

As a % of Dom. Adv.

Dec 19: 36.37

Dec 20: 39.08

Home  
Loans

Auto  
Loans

Xpress  
Credit

Personal  
Gold  
Loans

Other P  
Seg Loans

O/S,  
In Rs cr

4,84,453

75,937

1,77,366

17,492

75,886

YoY  
Growth, %

9.99

3.37

35.73

558.83

4.64

GNPA, %

0.67

0.73

0.36

0.04

1.91

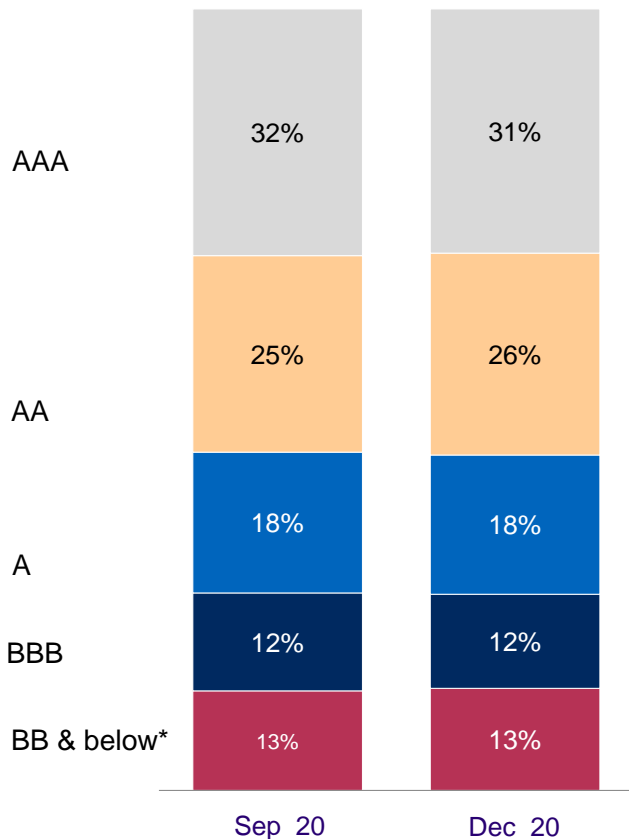
#As per latest available data Bank's market share in Home loans is 34.60% & in Auto loans is 32.72%

# Diversified Loan Portfolio



High quality asset book with lower exposure to under stress sectors

## Corporate Rating mix



38% share to PSUs / Govt. Depts.

\*Including NPA book and Unrated

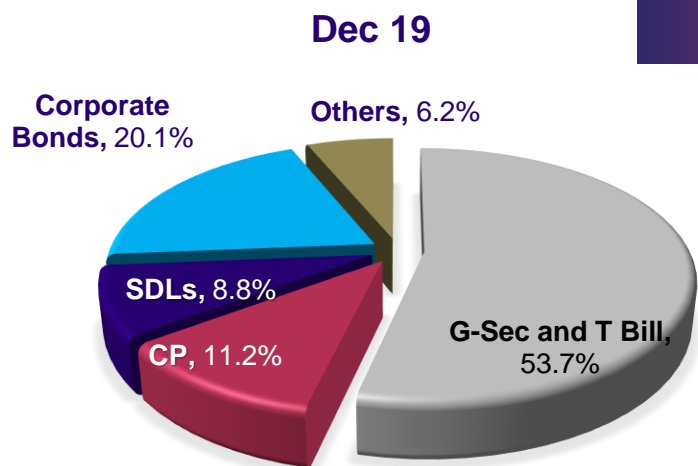
## Industry mix

Rs. in Crores

| Sectors                        | Outstanding as on 31 <sup>st</sup> Dec 20 | Dec 20 Fund Based O/S |             |
|--------------------------------|---|-----------------------|-------------|
|                                | Amount                                    | % Share               | YOY Gr %    |
| Infrastructure                 | 3,22,679                                  | 15.17                 | -1.57       |
| of which: Power                | 1,95,241                                  | 9.18                  | -1.98       |
| Telecommunication              | 27,714                                    | 1.30                  | -26.67      |
| Roads & Ports                  | 67,253                                    | 3.16                  | 17.68       |
| Other Infrastructure           | 32,471                                    | 1.53                  | -3.66       |
| Services                       | 2,53,134                                  | 11.90                 | 10.42       |
| Iron & Steel                   | 49,888                                    | 2.35                  | -7.28       |
| Aviation & Airports            | 11,034                                    | 0.52                  | 43.74       |
| Tourism & Hotels               | 7,760                                     | 0.36                  | -16.53      |
| Textiles                       | 33,195                                    | 1.56                  | 2.73        |
| Petroleum & Petrochemicals     | 29,850                                    | 1.40                  | 0.26        |
| Engineering                    | 20,480                                    | 0.96                  | -18.55      |
| Comm. Real Estate              | 46,313                                    | 2.18                  | 42.75       |
| Other Industries               | 3,07,528                                  | 14.46                 | 2.00        |
| Home Loans                     | 4,84,453                                  | 22.78                 | 9.99        |
| Auto Loans                     | 75,937                                    | 3.57                  | 3.37        |
| Other Retail Loans             | 2,70,744                                  | 12.73                 | 31.52       |
| Agriculture                    | 2,13,668                                  | 10.05                 | 1.75        |
| <b>Total Domestic Advances</b> | <b>21,26,664</b>                          | <b>100.00</b>         | <b>7.47</b> |

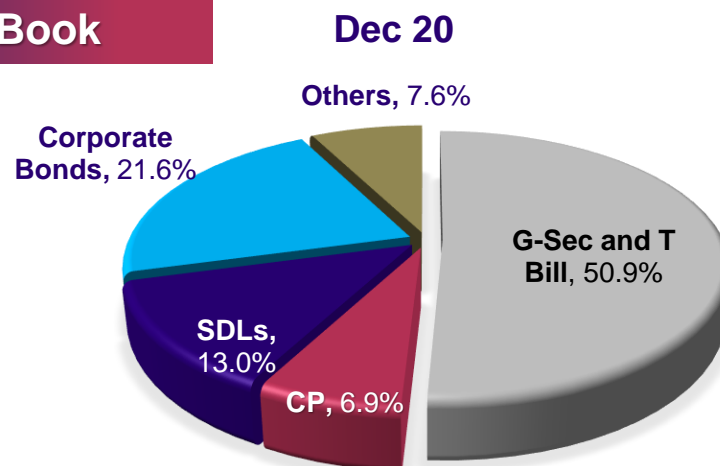
# Treasury Operations

## AFS Book



**Modified Duration: 2.29**

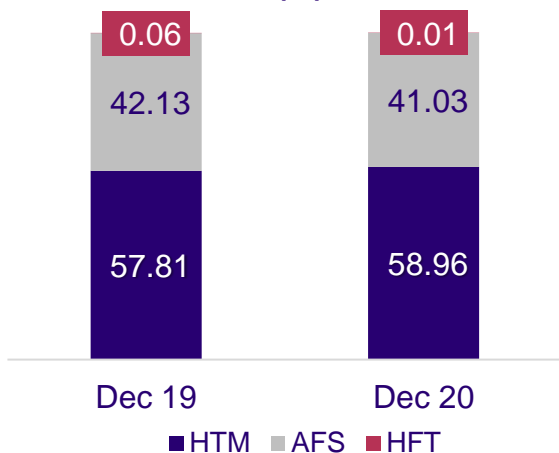
**Yield on Investment: 7.27%**



**Modified Duration: 2.00**

**Yield on Investment: 6.42%**

### Break up of Domestic Investments (%)



| Total Investments Book<br>(Rs. in Crores) | Dec 19           | Dec 20           |
|---|------------------|------------------|
| <b>Domestic Investments</b>               | <b>9,73,320</b>  | <b>12,77,896</b> |
| - of which- SLR                           | 8,03,624         | 10,48,299        |
| <b>Foreign Offices Investments</b>        | <b>50,794</b>    | <b>44,062</b>    |
| <b>Whole Bank Investments</b>             | <b>10,24,114</b> | <b>13,21,958</b> |

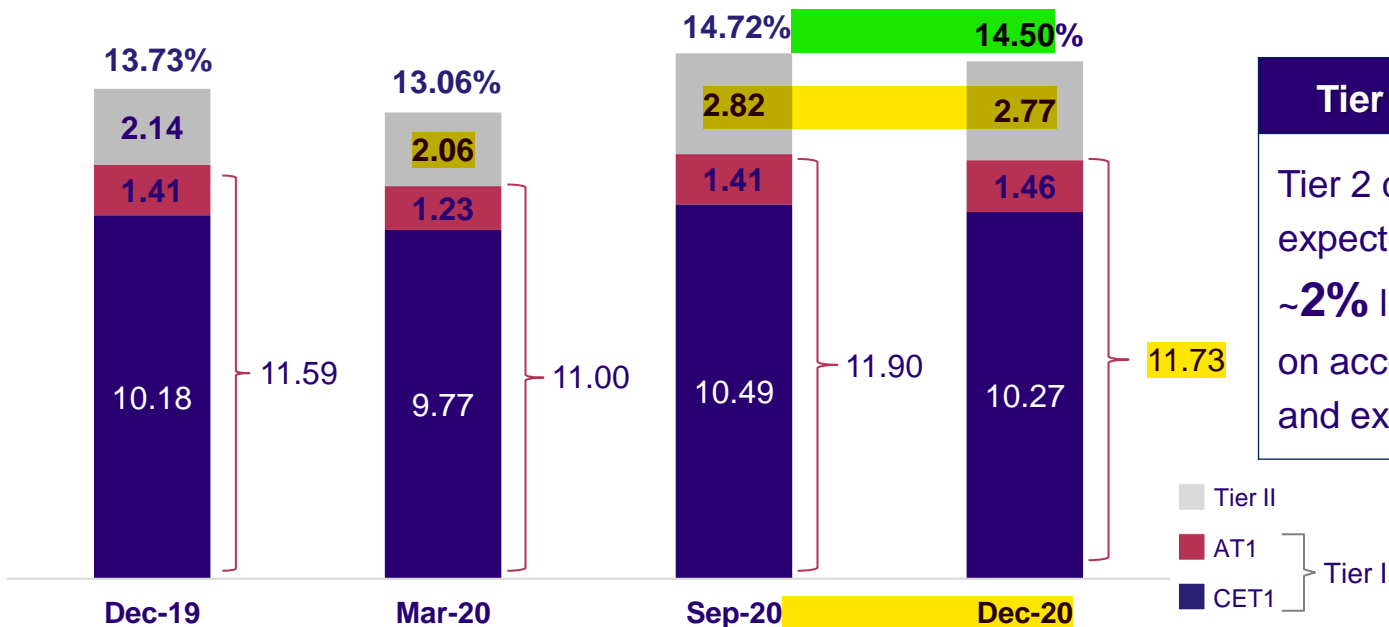


# Capital Adequacy & Asset Quality

# SBI remains a well-capitalized bank with adequate liquidity



## Capital ratios (%)



## RWA to Total Assets (%)



|   | Dec 19 | Dec 20 |
|---|--------|--------|
| Credit Risk Weighted Assets on Advances to Gross Advances (%) | 55.29% | 56.13% |

Adequate head room and risk appetite for credit growth

Dec 19

Sep 20

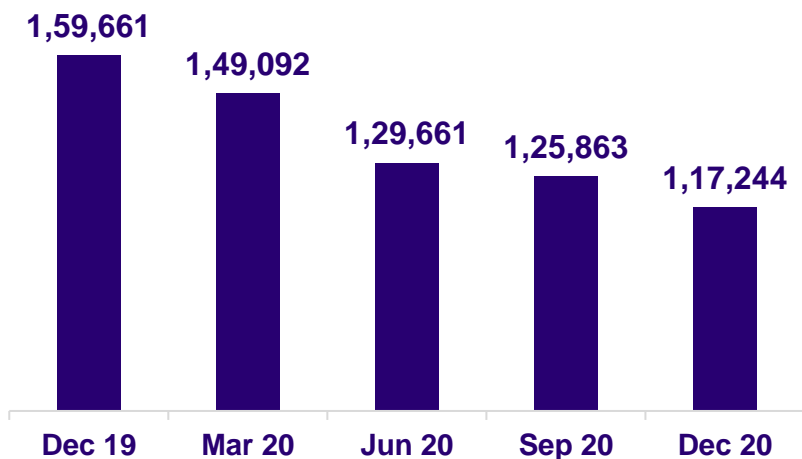
Dec 20

# Asset Quality (1/4)

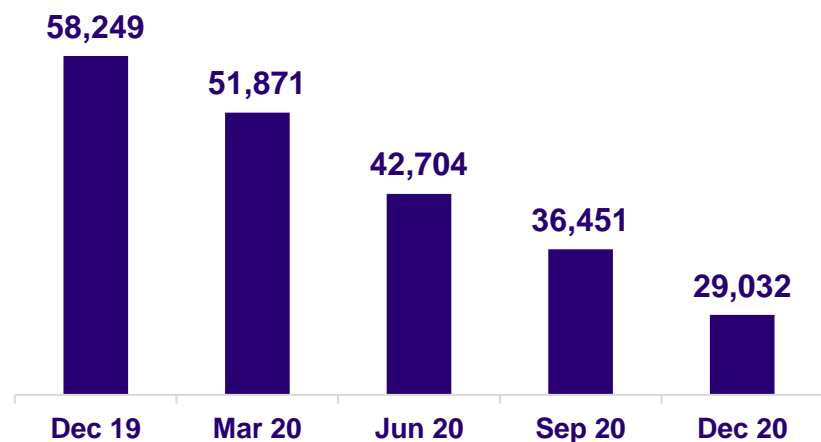


Rs. in Crores

## Gross NPA



## Net NPA



## Without Proforma Slippages

| Cumulative for the Period (%) | Dec 19 | Mar 20 | June 20 | Sep 20 | Dec 20 |
|-------------------------------|--------|--------|---------|--------|--------|
| Gross NPA Ratio               | 6.94   | 6.15   | 5.44    | 5.28   | 4.77   |
| Net NPA Ratio                 | 2.65   | 2.23   | 1.86    | 1.59   | 1.23   |
| PCR                           | 81.73  | 83.62  | 86.32   | 88.19  | 90.21  |
| PCR (Excl. AUCA)              | 63.52  | 65.21  | 67.07   | 71.04  | 75.24  |
| Corporate PCR (Excl. AUCA)    | 74.58  | 78.37  | 83.17   | 88.30  | 90.78  |
| Slippage Ratio                | 2.42   | 2.16   | 0.60    | 0.53   | 0.36   |
| Credit cost                   | 1.80   | 1.87   | 1.56    | 1.24   | 0.95   |

## With Proforma Slippages

| Cumulative for the Period (%) | Dec 19 | Mar 20 | June 20 | Sep 20 | Dec 20 |
|-------------------------------|--------|--------|---------|--------|--------|
| Gross NPA Ratio               | 6.94   | 6.15   | 5.44    | 5.88   | 5.44   |
| Net NPA Ratio                 | 2.65   | 2.23   | 1.86    | 2.08   | 1.81   |
| PCR                           | 81.73  | 83.62  | 86.32   | 85.25  | 86.33  |
| PCR (Excl. AUCA)              | 63.52  | 65.21  | 67.07   | 66.03  | 67.99  |
| Corporate PCR (Excl. AUCA)    | 74.58  | 78.37  | 83.17   | 88.30  | 88.78  |
| Slippage Ratio                | 2.42   | 2.16   | 0.60    | 1.72   | 1.27   |
| Credit cost                   | 1.80   | 1.87   | 1.56    | 1.51   | 1.10   |

# Asset Quality (2/4)



Rs. in Crores

| Movement of NPAs:                        | Q3FY20          | Q4FY20          | FY20            | Q1FY21          | Q2FY21          | Q3FY21          |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Opening Level of Gross NPAs</b>       | <b>1,61,636</b> | <b>1,59,661</b> | <b>1,72,750</b> | <b>1,49,092</b> | <b>1,29,661</b> | <b>1,25,863</b> |
| Total Reductions                         | 22,073          | 18,860          | 78,168          | 23,341          | 6,883           | 8,906           |
| <i>of which : Recovery + Upgradation</i> | 13,553          | 2,528           | 25,781          | 3,608           | 4,038           | 5,657           |
| Gross Addition                           | 20,098          | 8,291           | 54,510          | 3,910           | 3,085           | 287             |
| <i>of which : Increase in O/s</i>        | 3,573           | 186             | 4,863           | 273             | 329             | 50              |
| <b>: Fresh Slippages</b>                 | <b>16,525</b>   | <b>8,105</b>    | <b>49,647</b>   | <b>3,637</b>    | <b>2,756</b>    | <b>237</b>      |
| Net Increase                             | -1,975          | -10,569         | -23,658         | -19,431         | -3,798          | -8,619          |
| <b>Closing Level of Gross NPAs</b>       | <b>1,59,661</b> | <b>1,49,092</b> | <b>1,49,092</b> | <b>1,29,661</b> | <b>1,25,863</b> | <b>1,17,244</b> |

| Segmental NPAs:    | Dec 19          |             | Sep 20          |             | Dec 20          |             |
|--------------------|-----------------|-------------|-----------------|-------------|-----------------|-------------|
|                    | NPA             | Ratio %     | NPA             | Ratio %     | NPA             | Ratio %     |
| Retail:            | 62,507          | 5.18        | 60,430          | 4.75        | 55,290          | 4.13        |
| <i>Agri.</i>       | 28,932          | 13.78       | 31,234          | 14.81       | 29,296          | 13.71       |
| <i>Per Segment</i> | 7,521           | 1.04        | 6,485           | 0.83        | 5,876           | 0.71        |
| <i>SME</i>         | 26,054          | 9.37        | 22,711          | 8.19        | 20,117          | 6.85        |
| Corporate          | 93,743          | 12.16       | 62,168          | 7.89        | 59,400          | 7.54        |
| International      | 3,410           | 1.06        | 3,265           | 1.01        | 2,554           | 0.77        |
| <b>Total</b>       | <b>1,59,661</b> | <b>6.94</b> | <b>1,25,863</b> | <b>5.28</b> | <b>1,17,244</b> | <b>4.77</b> |

# Movement of NPAs and AUCA (3/4)

Rs. In Crores

| <b>Movement of NPAs (incl. Advances under Collection)</b> |                 |                 |                 |                 |
|---|-----------------|-----------------|-----------------|-----------------|
|   | <b>Mar-18</b>   | <b>Mar-19</b>   | <b>Mar-20</b>   | <b>Dec 20</b>   |
| <b>Opening Level of GNPA + AUCA</b>                       | <b>2,52,066</b> | <b>3,27,653</b> | <b>3,09,755</b> | <b>3,16,684</b> |
| Gross Addition (Increase in O/s + Slippages)              | 1,00,287        | 39,740          | 54,510          | 7,282           |
| <b>Total GNPA + AUCA + Additions</b>                      | <b>3,52,353</b> | <b>3,67,393</b> | <b>3,64,265</b> | <b>3,23,966</b> |
| <b>Total Recovery / Upgradation</b>                       | <b>19,863</b>   | <b>39,857</b>   | <b>35,032</b>   | <b>17,289</b>   |
| Less: Write-off (Removal from AUCA/Haircut)               | 4,837           | 17,782          | 12,549          | 9,986           |
| <b>Closing Level of Gross NPAs + AUCA</b>                 | <b>3,27,653</b> | <b>3,09,755</b> | <b>3,16,684</b> | <b>2,96,691</b> |

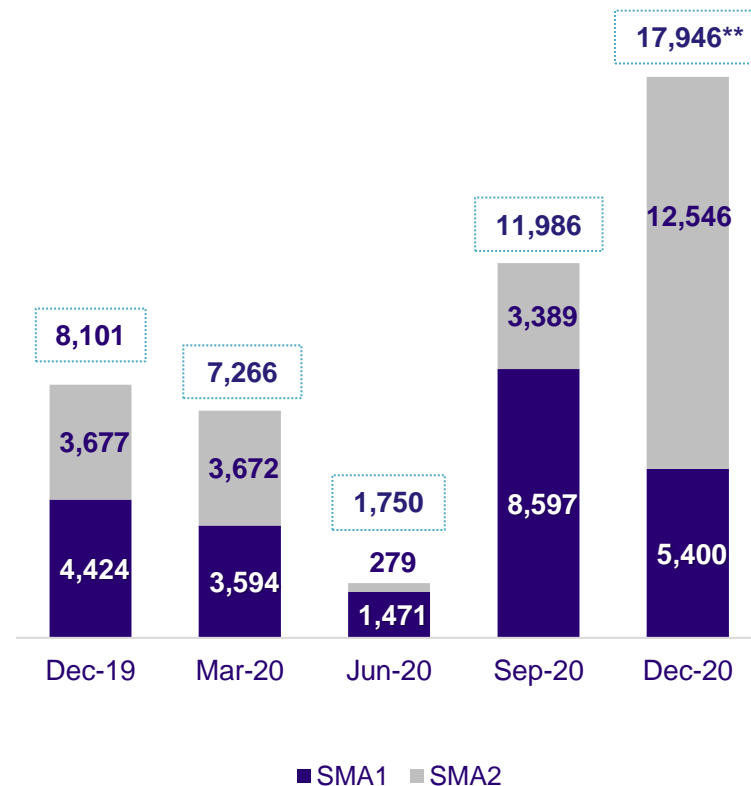
# Asset Quality (4/4)

| Fresh Slippages | Q3FY20        | Q1FY21       | Q2FY21       | Q3FY21 (reported) | 9MFY20 (reported) | 9MFY21 (reported +pro-forma) |
|-----------------|---------------|--------------|--------------|-------------------|-------------------|------------------------------|
| Corporate       | 9,467         | 213          | 981          |                   | 18,060            | 3,003<br>(1,809)             |
| SME             | 1,578         | 990          | -251         |                   | 7,064             | 4,453<br>(3,714)             |
| AGRI            | 2,965         | 468          | 1,833        |                   | 10,282            | 10,932<br>(8,631)            |
| PER             | 821           | 1,331        | -982         |                   | 3,907             | 2,656<br>(2,307)             |
| IBG             | 1,694         | 636          | 1,174        | 237               | 2,229             | 2,047                        |
| <b>Total</b>    | <b>16,525</b> | <b>3,637</b> | <b>2,756</b> | <b>237</b>        | <b>41,542</b>     | <b>23,091<br/>(16,461)</b>   |

- Figures in brackets indicate Proforma Slippages reckoned as std o/a Hon'ble SC interim order dated 3<sup>rd</sup> Sept 2020.
- Net addition in Proforma Slippages in Q3FY21 is Rs.2,073 crs.

## SMA 1 & SMA 2

Accounts with exposure above Rs. 5 cr: CRILC data



In June 2020, RBI moratorium was in force.

\*\* Of which corporate accounts with O/S of Rs 2,485 crs are included under COVID -19 restructuring and accounts with O/S of Rs 2,350 cr are included in proforma slippage for 9MFY21.

# Digital Journey

# Accelerating digital agenda (1/3)

*YONO – Our flagship digital offering*

**Digital Channel – Achieving disproportionate growth in share of business (Performance in Q3FY21)**



**YONO Adoption**

~32.77 Mn cumulative registrations  
(~4.2 Mn during Q3FY21)  
~46,000 avg. daily registrations



**YONO Cash**

~6.9 Mn YONO Cash transactions in Q3FY21  
~77,671 avg. daily YONO Cash transactions



**PAPL**

INR 5,301 Cr disbursements during Q3FY21  
~4,500 avg. daily no of PAPL disbursements



**Online Marketplace**

INR 228.5 Cr GMV in Q3FY21  
~3.82 lac Transactions on OMP in Q3FY21



**FSS – Credit cards**

~1.32 lac cards sourced in Q3FY21  
~2005 avg. cards sourced daily



**Krishi**

7,85,912 + AGL sanctions in Q3FY21  
INR ~12,035 Cr sanction amount  
~ 11,908+ avg. daily no of AGL sanction

## New Journeys Gone live: Q3

24\*7 RTGS



Home Loan NTB: Apply home loan & check eligibility.

Search functionality :  
OMP Merchants



Lock/Unlock

IFFCO BAZAR YONO

-Krishi Mandi : Purchase seeds, fertilizers & other Agri needs



# Accelerating digital agenda (2/3) : Q3 FY 21 Highlights

YONO – Our flagship digital offering



**Key Performance Highlights (Q3FY21)**

## Account opening

**1.56 Mn +**

SB accounts opened through YONO  
~22,373 avg. daily accounts opened

**90.73 % Migration\***

## Cross Sell

**~INR 683.29 Cr**

MF Gross Sales

**~10.35 Cr** avg. daily MF Gross Sales

**~ 6.37 lac+**

No of Personal Accident Insurance (PAI) policies

**~9650+** avg. PAI policies issued daily

## Digital Lending (PAPL)

**~2.99 lac**

No of New PAPL A/c opened

**INR 5,301 Cr**

PAPL disbursement

## YONO Krishi

**~1.04 lac**

No of KCC Reviewed through YONO

**INR 1,537 Cr**

Amount of KCC Reviewed

**2.42 lac+**

KCC Reviewed on YONO since launch

**10.72 lakh PAPLs, amounting to Rs 15,996 Crores, disbursed during FY 2020-21, till Dec 20**

\* Migration % In Dec'20 : Migration on YONO of the total YONO eligible SB a/c

# Accelerating digital agenda (3/3)



Digital Leadership across channels

## Market share (As per latest available data)

| Debit card spends | POS terminals | ATMs   | Mobile Banking No. of Transactions | Mobile Banking Transaction value |
|-------------------|---------------|--------|------------------------------------|----------------------------------|
| 29.93%            | 13.41%        | 27.91% | 24.71%                             | 21.96%                           |

## Presence across multiple channels and payment acceptance touch points

### Customer touch points

Numbers (As on Dec 2020)

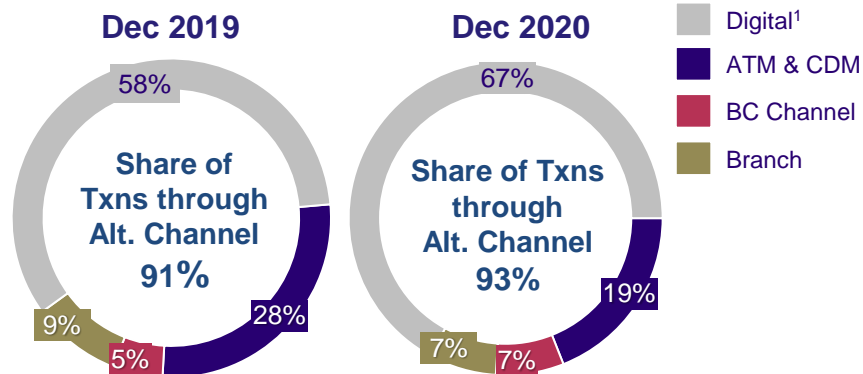
|                      |        |
|----------------------|--------|
| INB users            | 85 Mn  |
| Mobile banking users | 19 Mn  |
| ATMs/ADWMs           | 57,889 |
| BC outlets           | 71,207 |
| Branches             | 22,330 |

### Payment acceptance touch points

Numbers (As on Dec 2020)

|                 |           |
|-----------------|-----------|
| BHIM merchants  | 1,46,000  |
| Bharat QR       | 4,17,514  |
| BHIM-Aadhar-SBI | 10,14,861 |
| SBI POS         | 7,19,805  |
| BHIM SBI Pay    | 8,04,032  |

### Technology and Innovation



<sup>1</sup> Digital comprises of Internet, Mobile, UPI & YONO and Green Channel

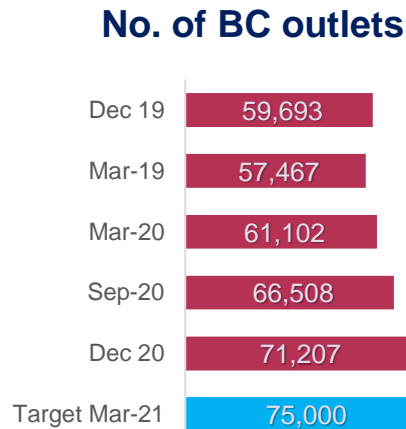
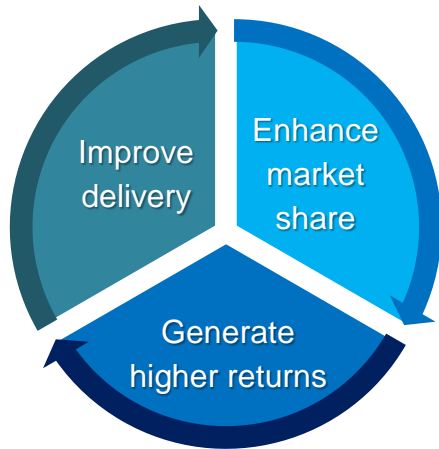
### Key highlights

- Remit transactions handled (in 9MFY20): 3,629 Mn**
- Number of UPI users: 135 Mn**
- Market share in remittances: 24.36% (Dec 2020) (#1 Remittance bank)**
- No. of cards: 294.53 Mn**
- Debit Card spends: > 858.24 Mn transactions and Rs. 1367.86 bn spend during 9MFY21.**
- Average no. of ATM transactions: ~13.1 Mn per day**

# Financial Inclusion & Sustainability

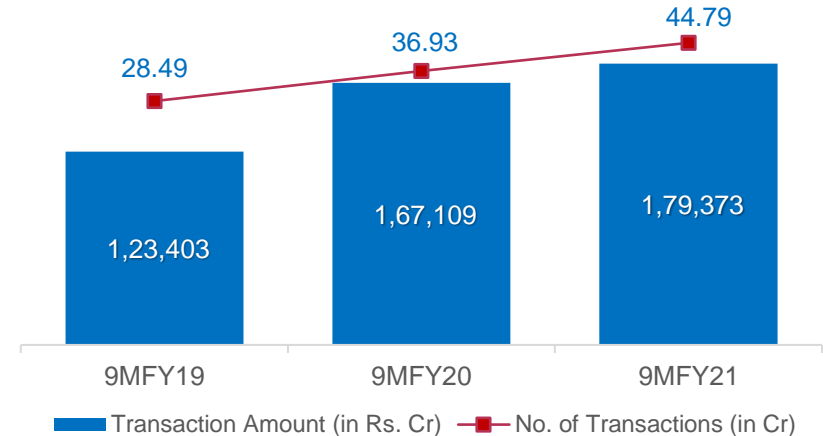
# Financial Inclusion & Micro Markets

**New Financial Inclusion & Micro Market (FI&MM) vertical created to focus on FI customers**



As on Dec 2020

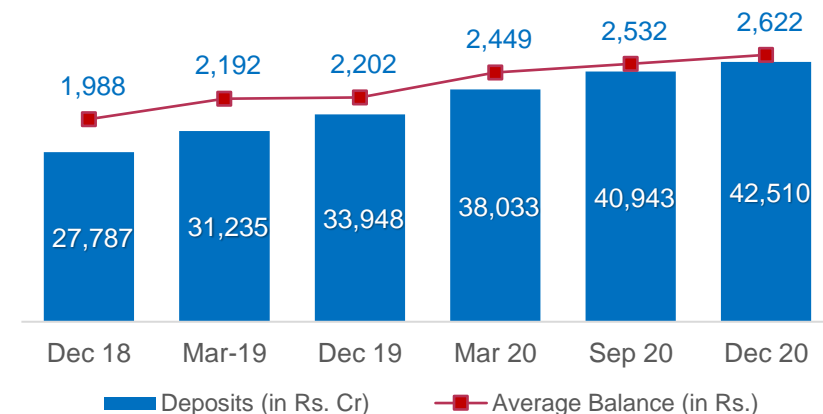
## Rising transactions in BC Channel



## Way forward

- Defined strategy to take FI network contribution to **20% of business** from the current 12%
- A differentiated cost structure, HR alignment and IT strategies to reduce Cost to Income to 38% in the FI network
- More effective use of **BC Channel** – which has already emerged as an important channel partner
- Empower BC Channel for **collection activities**
- Prioritize **fintech engagements**, with focus on fintechs **across agriculture value chain**
- Focus on alliances, co-lending and co-origination

## Rising Deposits in FI Channel



- ❖ Bank continues to align its business decisions and sustainability initiatives with the **Sustainable Development Goals – eight products linked to UN SDGs**
- ❖ Bank acknowledges that its activities have direct and indirect positive and negative impacts
  - Constantly working to mitigate the latter through the incorporation of **environmental**, **social** and **governance** related criteria into its **screening** and **evaluation process***
- ❖ **Sector agnostic assessment** of projects based on ESG parameters
- ❖ Pursuing projects related to **renewable energy, clean mobility, affordable housing** and **SHG finance**
- ❖ Unmatched contribution towards achieving **financial inclusion** –
  - 30,000 **financial literacy camps**, 152 **rural self employment training institutes***
- ❖ Committed to achieve **carbon neutrality** in its operations by **2030** in a phased manner
- ❖ Several SBI offices have already received the **Indian Green Building Council (IGBC)** certification and also have rooftop solar panels installed for reduction of dependence on fossil fuels
- ❖ **SBI Foundation** – undertaking various environment conservation initiatives – tree plantation, water conservation, waste management, community sanitation and others

**ESG – an integral part of our lending**

- ✓ ESG is integrated in our **lending decisions**; key criteria for go / no-go decisions
- ✓ Climate risk included as a risk factor in **key risk assessments** within the Bank
- ✓ Engaging with **external stakeholders** – BFSI-SDG club initiative, supporting various initiatives of Climate Change Council & FICCI taskforce for ESG

## SBI MSCI ESG RATINGS

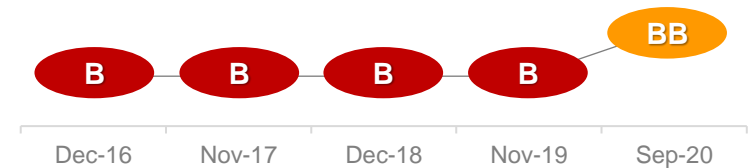
**MSCI**

ESG RATINGS

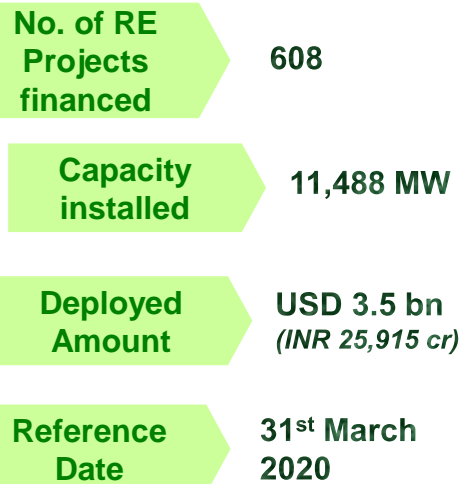
*Last updated: October 07, 2020*



### SBI ESG Rating History



## RENEWABLE ENERGY PORTFOLIO



## SBI GREEN BOND FRAMEWORK

- Adopted with the objective of creating a **positive impact on environment**
- The framework provides roadmap regarding:
  - Green Bond issuance and
  - Use of proceeds for projects falling under the ambit of the Bank's Green Bond portfolio
- Raised Green Bonds worth **USD 800 million** upto FY20 to finance green projects

# SBI ESG: Short term goals, outcome and targets



|  | Short Term Goals and Targets for FY20   | Outcomes  | SBI's long term goals towards 2025  |
|--|---|---|---|
| <b>Social and Relationship Capital</b> | <ul style="list-style-type: none"> <li>✓ Increase alternate channel banking share by 3% from previous year</li> <li>✓ 5% of CSR spend on mitigation of climate change &amp; adaptation projects</li> </ul>  | <ul style="list-style-type: none"> <li>✓ Share of alternate channel banking → 88% (FY19) to 91% (FY20)</li> <li>✓ The Bank spent 5.7% of CSR exp. on environment related projects &amp; initiatives</li> </ul>  | <ul style="list-style-type: none"> <li>✓ At least 30% of CSR spend on mitigation of climate change &amp; adaptation projects</li> </ul>   |
| <b>Natural Capital</b>                 | <ul style="list-style-type: none"> <li>✓ Quantify digital impact</li> <li>✓ Impact of Green Channel counters &amp; Green PINs</li> <li>✓ Decrease scope 2 emissions by at least 5%</li> <li>✓ 1 pan-India energy savings project</li> <li>✓ Increase in-house RE capacity by 10%</li> </ul> | <ul style="list-style-type: none"> <li>✓ Significant reduction in paper consumption (<i>1,000+ tonnes of paper saved</i>)</li> <li>✓ Reduced by 8%</li> <li>✓ Branch server consolidation into cloud platform</li> <li>✓ Actual increase by 9.4%</li> </ul> | <ul style="list-style-type: none"> <li>✓ Quantify ES impact of 50% of digital applications &amp; alternative channels</li> <li>✓ Decrease by 40% from baseline GHG emissions</li> <li>✓ Digitize 50% of internal processes</li> </ul> |
| <b>Human Capital</b>                   | <ul style="list-style-type: none"> <li>✓ Increased representation of women in workforce</li> <li>✓ Increase average training hours by 5%</li> </ul>   | <ul style="list-style-type: none"> <li>✓ Women work force at 25.28% (<i>24.37% in FY19</i>)</li> <li>✓ Average training hour per employee increased by 4.13% over last year</li> </ul>  | <ul style="list-style-type: none"> <li>✓ Increase gender diversity to 27% by 2025</li> </ul>  |

# SBI ESG: Lines of credit from multilateral institutions and banks





## Green Bonds Issued

| Date of Issue               | Amount (in USD million) |
|-----------------------------|-------------------------|
| 30 <sup>th</sup> July 2018  | 50                      |
| 28 <sup>th</sup> Sept 2018  | 650                     |
| 31 <sup>st</sup> March 2020 | 100                     |
| <b>Total</b>                | <b>800</b>              |

## Permitted usage under Green Bond

**Framework**, certified by Climate Bonds Initiative (CBI)

- Renewable energy
- Low carbon buildings
- Projects to lower Industry and energy-intensive commercial transactions
- Waste and pollution control management transactions
- Sustainable transportation

## Usage of Green Bonds Proceeds

| Project Description                              | Projected Emission Reduction<br>(tCO <sub>2</sub> / year) | Amount Outstanding as on 30 <sup>th</sup> Sept 2020 |                 |
|--|---|---|-----------------|
|  |   | (in USD million)                                    | (in INR crores) |
| Renewable energy, solar and other green projects | 1,677,580   | 1,206   | 8,898           |

## Compliance under Green Bond Framework

- Engaged **CBI approved independent assurance** provider to assure the Bond and certify compliance with the requirements of Climate Bonds Standard
- **Internal Green Bond Committee** in place, to oversee monitoring of existing projects earmarked under Green Bonds, to enable **periodic compliance**



Subsidiaries,  
Group Financials &  
Balance Sheet

# SBI Subsidiaries – value unlocked in listed subsidiaries



## Valuation of listed subsidiaries of SBI

| SBI Subsidiaries                | Market Cap (in Rs. Crore) | SBI Stake (in %) | Value per share of SBI (Rs) |
|---------------------------------|---------------------------|------------------|-----------------------------|
| SBI Card                        | 93,672                    | 69.4             | 72.8                        |
| SBI Life                        | 86,735                    | 55.5             | 53.9                        |
| Other select listed investments | NA                        | NA               | 13.7                        |
| <b>Total</b>                    |                           |                  | <b>Rs 140/ share of SBI</b> |

Closing price as on 3<sup>rd</sup> Feb 2021



- Private market leadership Rank 1 in Total New Business Premium (NBP) with 23.7% share
- Strong growth in Renewal Premium of 27%
- Gross Written Premium – Rs 346.1 billion; growth of 21%
- Protection share 11% on APE Basis; growth of 28%
- Strong Value Accretion : VoNB Margin: 19.3% on actual tax rate basis
- Assets Under Management – Rs 2 Trillion



- Rank First in QAAUM with Market Share of 15.36%.
- AAUM at Rs. 456,498 Crores during Dec 20 Quarter.
- QAAUM grew by 29.45% YoY vis-à-vis Industry growth rate of 11% during Dec 20 Vs Dec 19.



- PAT: Rs. 809 Cr
- ROAE: 18.5%
- Net Worth : Rs. 6,186 Cr, Total Assets : Rs. 27,277 Cr
- Market Share :Spends : 20.1%, Card base : 18.8%
- Growth : Cards : 15% YoY, Receivables : 4% YoY



- SBI General has written GWP of Rs.5,323 Crs with YoY growth of 9% as compared to the Industry growth at 2.5%
- Ranked at 8<sup>th</sup> position amongst private insurers and 13<sup>th</sup> in the Industry overall
- Market share amongst private players improved to 6.37% as on 31<sup>st</sup> Dec 20 from 6.13% in 31<sup>st</sup> Dec 19. Overall market share stands at 3.62% as on 31<sup>st</sup> Dec 20
- 1<sup>st</sup> in Personal Accident with 15.7% share and 4<sup>th</sup> in Fire with 6.2% share amongst Private insurers.

# SBI Subsidiaries – significant value in unlisted subsidiaries



| Name of subsidiary    | Area of Operations                                    | Other key notables  | SBI's stake (in %) |
|-----------------------|---|---|--------------------|
| SBI Funds Management  | Asset Management under SEBI (Mutual Fund) Regulations | First AMC to cross Rs. 5 Lakh AUM in Jan 21<br>Largest ETF Fund House<br>SBIMF – AAUM CAGR growth more than 30% vs 9.65% of Industry in last three years  | 62.93              |
| SBI General Insurance | General Insurance                                     | Bancassurance channel <ul style="list-style-type: none"> <li>• 30 % Business mix and highest profitable channel</li> <li>• Offering health PA and home insurance products</li> <li>• Retail products on YONO</li> </ul> Corporate agent tie ups with RRBs associated with SBI | 70.0               |
| SBI Capital Markets   | Merchant Banking and Project Advisory Services        | Ranked No.1 - APAC Project Finance Loans (Bloomberg)<br>Ranked No.2-India Borrower Foreign Currency Loans (Bloomberg)   | 100.0              |
| SBI DFHI              | Primary Dealer  | Major player in Primary & Secondary Market for Sovereign Bonds & T Bills<br>PAN-India presence for distribution/retailing of Sovereign Bonds & T Bills to Cooperative Banks/trusts/Corporates etc.  | 69.04              |

| Name of subsidiary    | PAT (in Rs. Cr) |        | Networth (in Rs. Cr) |        | RoE (in %) |        |
|-----------------------|-----------------|--------|----------------------|--------|------------|--------|
|                       | FY20            | 9MFY21 | FY20                 | 9MFY21 | FY20       | 9MFY21 |
| SBI Funds Group       | 587             | 498    | 1,928                | 2,292  | 30.4       | 21.7   |
| SBI General Insurance | 412             | 403    | 2,114                | 2,675  | 19.5       | 15.1   |
| SBI Cap Group         | 318             | 691    | 2,193                | 2,891  | 14.5       | 23.9   |
| SBI DFHI              | 127             | 240    | 1,045                | 1,199  | 12.2       | 20.0   |

# SBI Group Financials – 9MFY21



Rs. In crores

|   | Nine Months Ended |                 | Growth (%)   |
|---|-------------------|-----------------|--------------|
|   | 9MFY20            | 9MFY21          | YoY          |
| Interest Earned                           | 2,03,976          | 2,10,083        | 2.99         |
| Non-Interest Income*                      | 67,225            | 71,824          | 6.84         |
| <b>Total Income</b>                       | <b>2,71,201</b>   | <b>2,81,907</b> | <b>3.95</b>  |
| Interest Expended                         | 1,20,731          | 1,17,621        | -2.58        |
| <b>Operating Expenses (i+ii)</b>          | <b>95,690</b>     | <b>1,06,566</b> | <b>11.37</b> |
| <i>(i) Employee Cost</i>                  | <i>35,916</i>     | <i>40,091</i>   | <i>11.62</i> |
| <i>(ii) Other Operating Expenses</i>      | <i>59,775</i>     | <i>66,475</i>   | <i>11.21</i> |
| <b>Total Expenditure</b>                  | <b>2,16,422</b>   | <b>2,24,187</b> | <b>3.59</b>  |
| <b>Operating Profit</b>                   | <b>54,779</b>     | <b>57,720</b>   | <b>5.37</b>  |
| Provisions (other than Tax)               | 30,767            | 34,585          | 12.41        |
| <i>Add: Share in profit of associates</i> | <i>248</i>        | <i>383</i>      | <i>54.80</i> |
| <i>Less: Minority Interest</i>            | <i>1,009</i>      | <i>1,113</i>    | <i>10.32</i> |
| Tax Expenses                              | 10,393            | 6,125           | -41.07       |
| <b>Net Profit</b>                         | <b>12,858</b>     | <b>16,280</b>   | <b>26.61</b> |

|                         | Nine Months Ended |        |
|-------------------------|-------------------|--------|
|                         | 9MFY20            | 9MFY21 |
| ROA (%)                 | 0.43              | 0.49   |
| ROE (%)                 | 9.07              | 10.24  |
| Earning Per Share (Rs.) | 19.17             | 24.21  |
| Expenses Ratio (%)      | 52.44             | 53.31  |
| NIM (%)                 | 3.10              | 3.12   |
| Gross NPA Ratio (%)     | 6.84              | 4.72   |
| Net NPA Ratio (%)       | 2.60              | 1.21   |

\*Includes one-off Items

# Balance Sheet



| <b>Liabilities</b>                              |                  |                  |                       |                  |                  |                       | <i>Rs. in Crores</i> |
|---|------------------|------------------|-----------------------|------------------|------------------|-----------------------|----------------------|
|   | <b>SBI SOLO</b>  |                  |                       | <b>SBI GROUP</b> |                  |                       |                      |
|   | <b>Dec 19</b>    | <b>Dec 20</b>    | <b>YOY Growth (%)</b> | <b>Dec 19</b>    | <b>Dec 20</b>    | <b>YOY Growth (%)</b> |                      |
| Capital   | 892              | 892              | 0.00                  | 892              | 892              | 0.00                  |                      |
| Reserves and Surplus                            | 2,31,628         | 2,50,351         | 8.08                  | 2,47,458         | 2,72,383         | 10.07                 |                      |
| Minority Interest                               |                  |                  |                       | 7,367            | 9,424            | 27.92                 |                      |
| Deposits  | 31,11,229        | 35,35,753        | 13.64                 | 31,44,280        | 35,70,534        | 13.56                 |                      |
| Borrowings                                      | 2,62,549         | 4,10,873         | 56.49                 | 2,80,186         | 4,30,740         | 53.73                 |                      |
| Other Liabilities & Provisions                  | 1,42,894         | 1,59,117         | 11.35                 | 3,16,271         | 3,78,670         | 19.73                 |                      |
| <b>Total Liabilities</b>                        | <b>37,49,192</b> | <b>43,56,987</b> | <b>16.21</b>          | <b>39,96,455</b> | <b>46,62,644</b> | <b>16.67</b>          |                      |
| <b>Assets</b>                                   |                  |                  |                       |                  |                  |                       |                      |
|   | <b>SBI SOLO</b>  |                  |                       | <b>SBI GROUP</b> |                  |                       |                      |
|   | <b>Dec 19</b>    | <b>Dec 20</b>    | <b>YOY Growth (%)</b> | <b>Dec 19</b>    | <b>Dec 20</b>    | <b>YOY Growth (%)</b> |                      |
| Cash & balances with RBI                        | 1,44,599         | 1,17,304         | -18.88                | 1,44,930         | 1,17,621         | -18.84                |                      |
| Bal with Banks & Money at Call and Short Notice | 1,00,345         | 2,35,119         | 134.31                | 1,03,376         | 2,40,086         | 132.25                |                      |
| Investments                                     | 10,12,101        | 13,10,885        | 29.52                 | 11,94,022        | 15,44,787        | 29.38                 |                      |
| <b>Net Advances</b>                             | <b>21,99,917</b> | <b>23,68,139</b> | <b>7.65</b>           | <b>22,48,716</b> | <b>24,20,171</b> | <b>7.62</b>           |                      |
| Fixed Assets                                    | 38,574           | 38,322           | -0.65                 | 40,214           | 39,962           | -0.63                 |                      |
| Other Assets                                    | 2,53,657         | 2,87,218         | 13.23                 | 2,65,197         | 3,00,017         | 13.13                 |                      |
| <b>Total Assets</b>                             | <b>37,49,192</b> | <b>43,56,987</b> | <b>16.21</b>          | <b>39,96,455</b> | <b>46,62,644</b> | <b>16.67</b>          |                      |

**Thank You**