

THE BANKER TO EVERY INDIAN

## Quarterly Results Q1FY13

### SBI Welcomes the Members of the Press

## NII and Operating Profit - a Snapshot (1/2)

Rs. In Crores	Q4 FY 12	Q1 FY 12	Q1 FY 13	YOY Gr. %
Interest Income	28583	24197	28917	19.50
Other Income	5377	3534	3499	(1.00)
<b>Total Income</b>	<b>33960</b>	<b>27731</b>	<b>32416</b>	<b>16.89</b>
Interest Expenses	16992	14498	17798	22.76
<b>Net Interest Income</b>	<b>11591</b>	<b>9699</b>	<b>11119</b>	<b>14.63</b>
Staff Expenses	4749	3917	4137	5.62
Overheads	2622	2074	2304	11.07
<b>Operating Expenses</b>	<b>7371</b>	<b>5991</b>	<b>6441</b>	<b>7.50</b>
<b>Operating Profit</b>	<b>9597</b>	<b>7242</b>	<b>8177</b>	<b>12.90</b>



## Net Profit up by 137% - a Snapshot (2/2)



Rs. In Crores

	Q4 FY12	Q1 FY12	Q1FY13	YOY Gr.%
<b>Operating Profit</b>	<b>9597</b>	<b>7242</b>	<b>8177</b>	<b>12.90</b>
<b>Total Provisions</b>	<b>5547</b>	<b>5659</b>	<b>4425</b>	<b>(21.80)</b>
Income Tax	2406	1502	1969	31.08
Loan Loss	2837	2782	2790	0.31
Investment Depreciation	27	1048	(521)	(149.68)
<i>Of which:</i>				
<i>Dom. Bonds</i>	(14)	693	(574)	(182.83)
<i>Dom. Equity</i>	113	366	43	(88.25)
<i>Foreign Operation</i>	(72)	(11)	10	190.46
Standard Assets	375	288	169	(41.28)
Other Provisions	(99)	39	18	(55.30)
<b>Net Profit</b>	<b>4050</b>	<b>1583</b>	<b>3752</b>	<b>136.91</b>



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## Net Profit : Rs. 10,000 Crores League



Rs. In Crores

Top 4 Companies	FY12	Q1FY13
ONGC	25123	**
Reliance Industries	20040	4473
State Bank of India	11707	3752
TCS	10976	2798

Other Companies	FY12	Q1FY13
NTPC	9224	2499
Infosys	8470	2204
Coal India	8065	**
NMDC Ltd.	7265	**
BHEL	7040	920
Tata Steel	6696	**



\*\* Not declared

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## Components of Interest Income/Expenses



Rs. In Crores

	Q4 FY12	Q1 FY12	Q1 FY13	YOY Gr.%
Interest on Loans	22141	18256	22135	21.24
Interest on Resources	6307	5580	6524	16.92
Other Sundry Interest	135	361*	258	(28.64)*
<b>Total Interest Income</b>	<b>28583</b>	<b>24197</b>	<b>28917</b>	<b>19.50</b>

Interest on Deposits	14822	12756	15957	25.09
Interest on Borrowings	1190	846	924	9.21
Other Sundry Interest	980	896	917	2.37
<b>Total Interest Expense</b>	<b>16992</b>	<b>14498</b>	<b>17798</b>	<b>22.76</b>

\*Interest on IT Refund Rs. 133 crores received in Q1FY12: NIL in Q1FY13. Excluding this YOY growth is 12.97%

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## Components of Other Income



Rs. In Crores

	Q4 FY12	Q1 FY12	Q1 FY13	YOY Gr.%
Fee Income	4216	2633	2603	(1.15)
Profit/loss on Sale of Investments	(26)	169	221	30.86
Of which;				
<i>Domestic-Bonds</i>	29	4	37	825.00
<i>Domestic-Equity &amp; MF</i>	(42)	137	169	23.36
<i>Foreign Operations</i>	(14)	28	15	(46.42)
Forex Income	335	331	457	37.86
Dividend Income*	515	228	18	(92.10)
Misc. Income	337	173	200	15.59
<b>Total Other Income*</b>	<b>5377</b>	<b>3534</b>	<b>3499</b>	<b>(1.00)</b>

\*Excluding dividend income, YOY growth of total other income is 5.27%

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## Growth in Operating Expenses Contained



Rs. In Crores

	Q4 FY12	Q1 FY12	Q1 FY13	YOY Gr. %
Salary	3696	3164	3456	9.24
Provision for superannuation benefits	1053	753	681	(9.59)
<i>Of which : Pension</i>	761	603	481	(20.26)
<i>Gratuity</i>	292	150	200	33.33
Total Staff Expenses	4749	3917	4137	5.62
Staff expenses to Operating expenses (%)	64.43	65.38	64.23	(115 bps)
Overhead Expenses	2622	2074	2304	11.07
<b>Total Operating Expenses</b>	<b>7371</b>	<b>5991</b>	<b>6441</b>	<b>7.50</b>



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## Efficiency Ratios: Domestic & Foreign Offices (1/2)



Rs. In Crores

	Indian Offices			Foreign Offices			Whole Bank		
	Q1 FY12	Q1 FY13	Change (bps)	Q1 FY12	Q1 FY13	Change (bps)	Q1 FY12	Q1 FY13	Change (bps)
ROA* (%)	0.41	1.01	60	1.26	1.18	(8)	0.50	1.03	53
RONW* (%)	8.61	19.90	1129	15.73	12.83	(290)	9.84	18.41	857
RWA (Rs. In crores)	735327	762892	3.75%	104087	117587	12.97%	839414	880479	4.89%
NIM (%)	3.89	3.86	(03)	1.66	1.77	11	3.62	3.57	(05)

\*annualised



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## Efficiency Ratios – (2/2)



	Jun 11	Jun 12	Change (bps)		Jun 11	Jun 12	Change (bps)
Cost to Income	45.27	44.05	(122)	Gross NPA	3.52	4.99	147
Operating Profit to NW	45.00	38.36	664	Net NPA	1.61	2.22	(61)
EPS (in Rs)	99.75	223.62	124.18%	Tier I	7.60	9.38	178
Book Value Per Share (In Rs.)*	1014	1215	19.82%	Tier II	4.00	3.79	(21)
Provision Coverage Ratio	67.25	64.29	(296)	CAR	11.60	13.17	157

\* As on Mar-11 & Mar-12

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## Quarterly Movement in Income Parameters



Rs. In crores



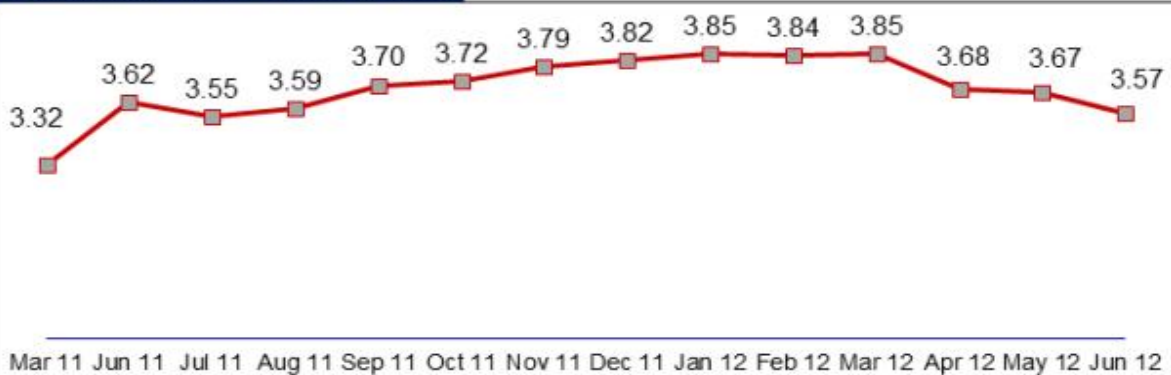
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## Movement in Net Interest Margin



### Cumulative NIM – Whole Bank

( in % )



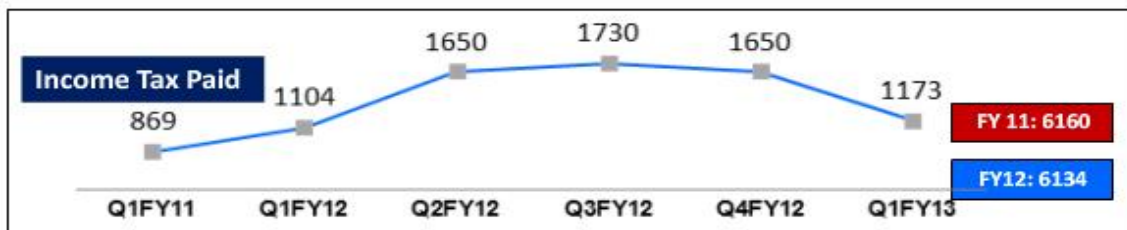
NIM	Mar 11	Jun 11	Jul 11	Aug 11	Sep 11	Oct 11	Nov 11	Dec 11	Jan 12	Feb 12	Mar 12	Apr 12	May 12	Jun 12
Domestic	3.63	3.89	3.82	3.86	3.98	3.99	4.08	4.12	4.14	4.14	4.17	3.99	3.99	3.86
FOs	1.37	1.66	1.59	1.62	1.70	1.77	1.75	1.72	1.82	1.79	1.67	1.69	1.63	1.77

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## Corporate Citizen



Rs. In crores



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## Income Tax : All India league table



Rs. In Crores

Top 3 Companies	Q1FY12	Q1FY13
State Bank of India	1104	1173
Reliance Industries	900	768
LIC of India	582	630

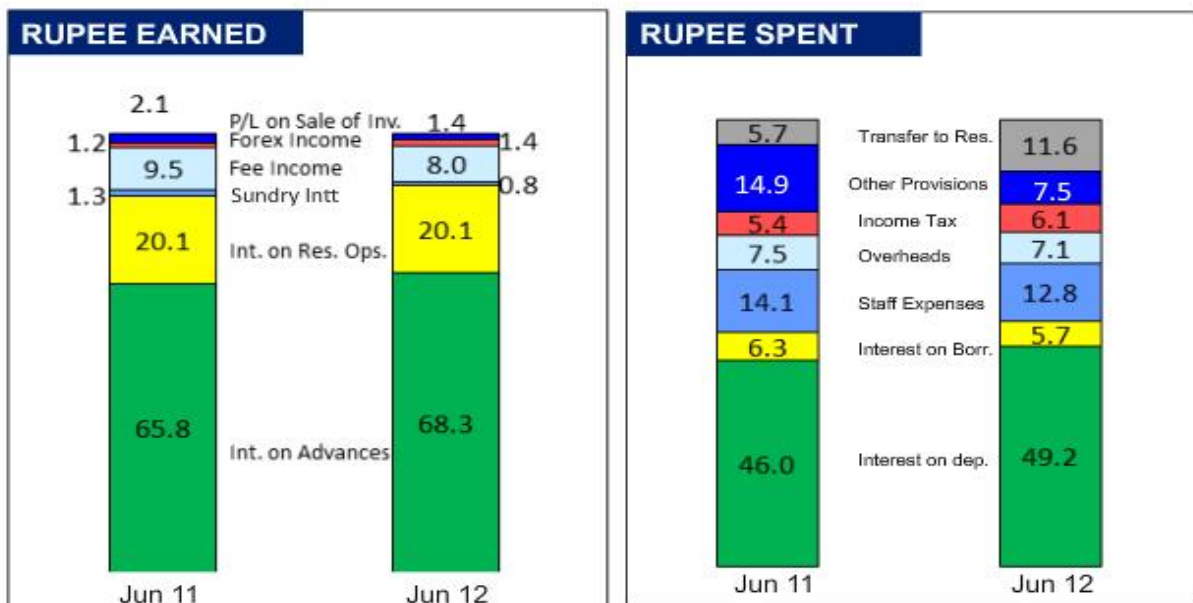
Other Companies	Q1FY12	Q1FY13
ICICI Bank	400	500
HDFC Bank	400	500
DICGC	480	450
TCS	250	320
BOB	270	315
HDFC	255	300
Tata Steel	260	270

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## Revenue & Expenditure



( in % )



Effective Tax Rate : 48.68% in June 11 and 34.42% in June 12

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## Retail Deposits drive Growth



Rs. In Crores	Jun 11	Mar 12	Jun 12	YOY Gr Amt	YOY Gr.%
<b>Whole Bank Deposits</b>	<b>950072</b>	<b>1043647</b>	<b>1102926</b>	<b>152854</b>	<b>16.09</b>
Domestic Deposits	899885	982214	1027100	127215	14.14
Deposits at FOs	50187	61433	75827	25640	51.09
Term Deposits	469527	524094	553205	83678	17.82
<i>Of which: Retail TDs (%)</i>	<i>349653 (75.02)</i>	<i>412285 (78.67)</i>	<i>436976 (78.99)</i>	<i>87323</i>	<i>24.97</i>
Current Account (%)	<i>85971 (9.55)</i>	<i>98273 (10.00)</i>	<i>83485 (8.13)</i>	-2486	-2.89
Savings Bank (%)	<i>344387 (38.27)</i>	<i>359847 (36.64)</i>	<i>390410 (38.01)</i>	46023	13.36
CASA	430358	458120	473895	43537	10.12
CASA Ratio- Domestic	47.82	46.64	46.14	(168 bps)	



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## Customer Acquisition Growth Continues



Number of Accounts (in lacs)



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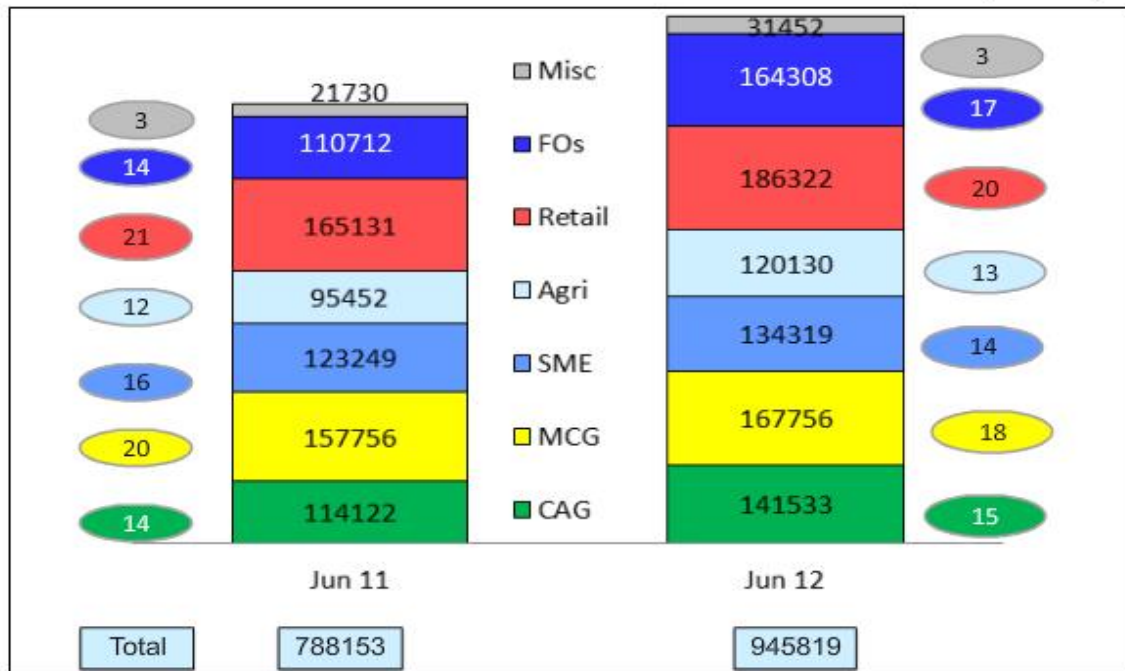


## Diversified Exposure across Sectors



Rs. In Crores

(Share %)



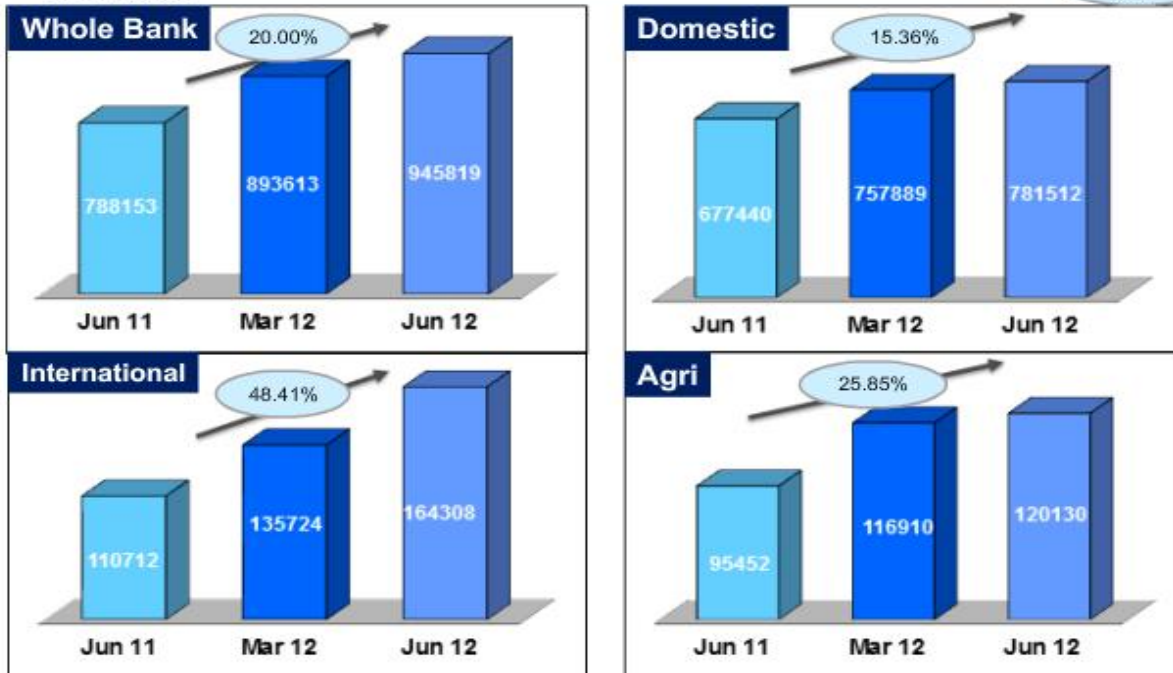
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## Composition of Advances Growth (1/2)



Rs. In crores

Growth YOY

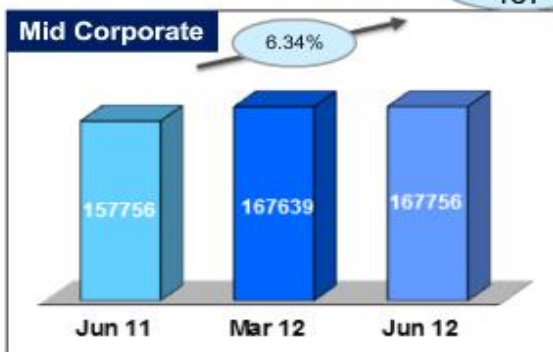


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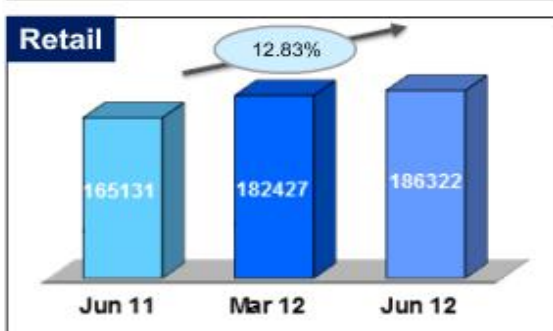
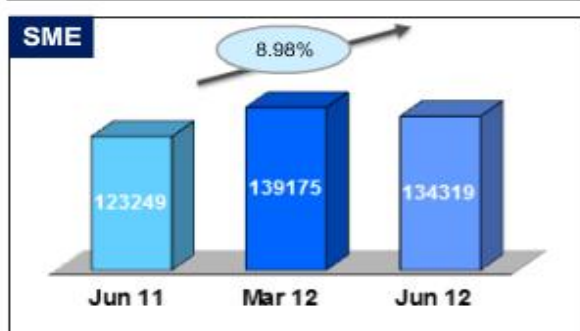
## Composition of Advances Growth (2/2)



Rs. In crores



Growth  
YOY



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## Sectoral Deployment of Credit : Industries



Rs. In crores

Product / Segment	Jun 11		Mar 12		Jun 12		
	Level	Level	YOY Gr %	% Share *	Level	YOY Gr %	% Share *
Total Infrastructure	71425	76503	8.38	8.56	87301	22.23	9.23
Iron and Steel	36047	44428	36.19	4.97	43755	21.38	4.63
Textiles	33936	34978	8.56	3.91	30390	(10.45)	3.21
Engineering	22422	25031	14.40	2.80	29298	30.66	3.10
Petroleum	18294	17490	18.37	1.96	27461	50.11	2.90
Food Processing	21224	23641	11.12	2.65	25552	20.39	2.70
Other metals & metal Products	12715	10983	(12.62)	1.23	13537	6.46	1.43
Gems and Jewellery	9107	9280	10.56	1.04	10548	15.82	1.12
Construction	8648	8973	24.47	1.00	10290	18.99	1.09
Chemicals : Drugs & Pharma	7655	8925	7.52	1.00	7787	1.72	0.82
Commercial Real Estate	11160	9471	(36.86)	1.06	4187	(62.48)	0.44
Others	66083	103693	60.08	11.60	78546	18.86	8.30
<b>Total Deployment of Credit to Industries</b>	<b>318716</b>	<b>373396</b>	<b>20.60</b>	<b>41.78</b>	<b>368650</b>	<b>15.67</b>	<b>38.97</b>

\* Share % to Loan Book of the Bank

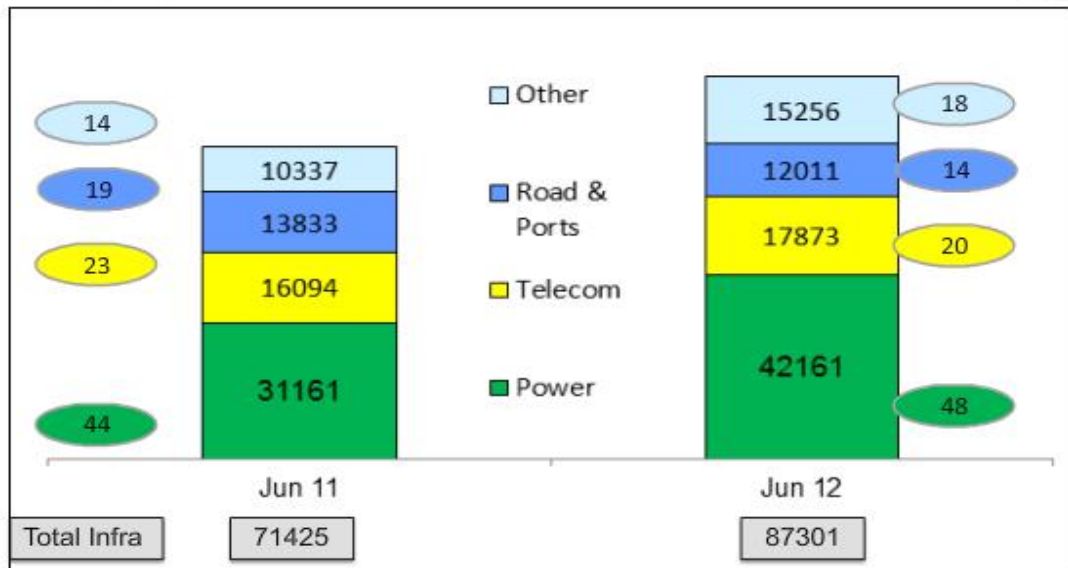
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## Infrastructure Credit – Fund Based



Share %  
in Infra

Rs. In crores



Infrastructure	Power	Telecom	Road & Ports	Other	Total Infra
YOY %	35.30	11.05	(13.17)	47.59	22.23

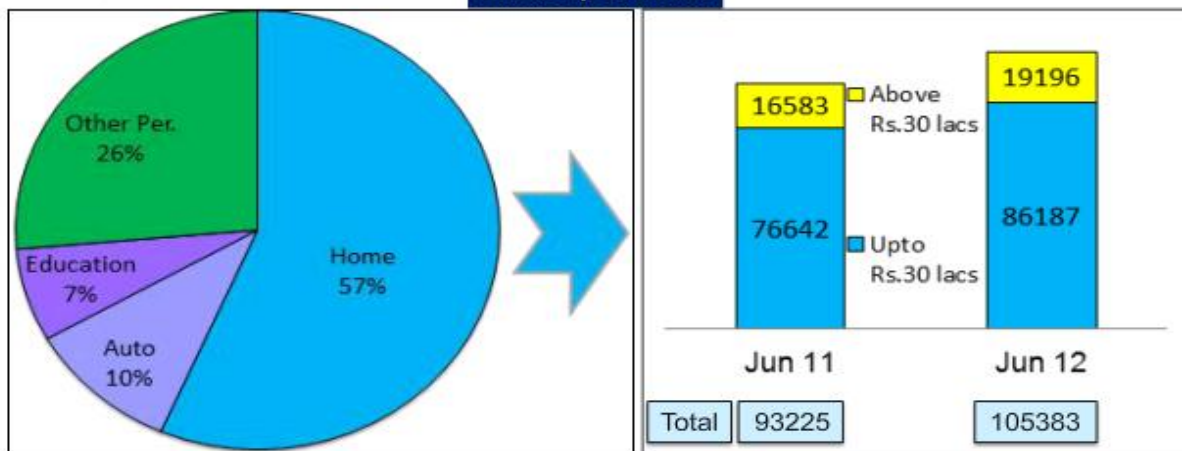
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## Market Leader in Retail Advances



Rs. In crores

Break-up of Retail

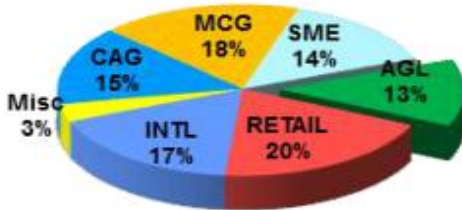


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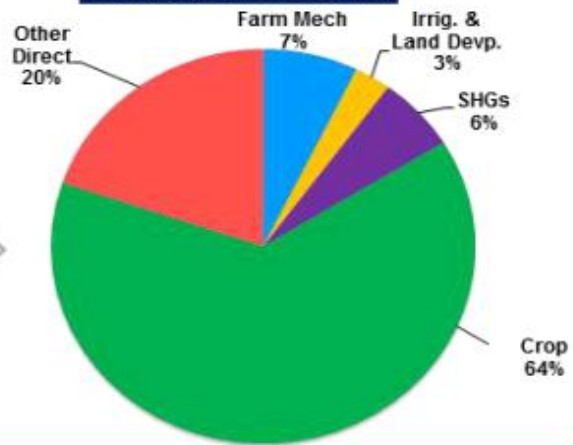
# Agri Advances



Across Sectors

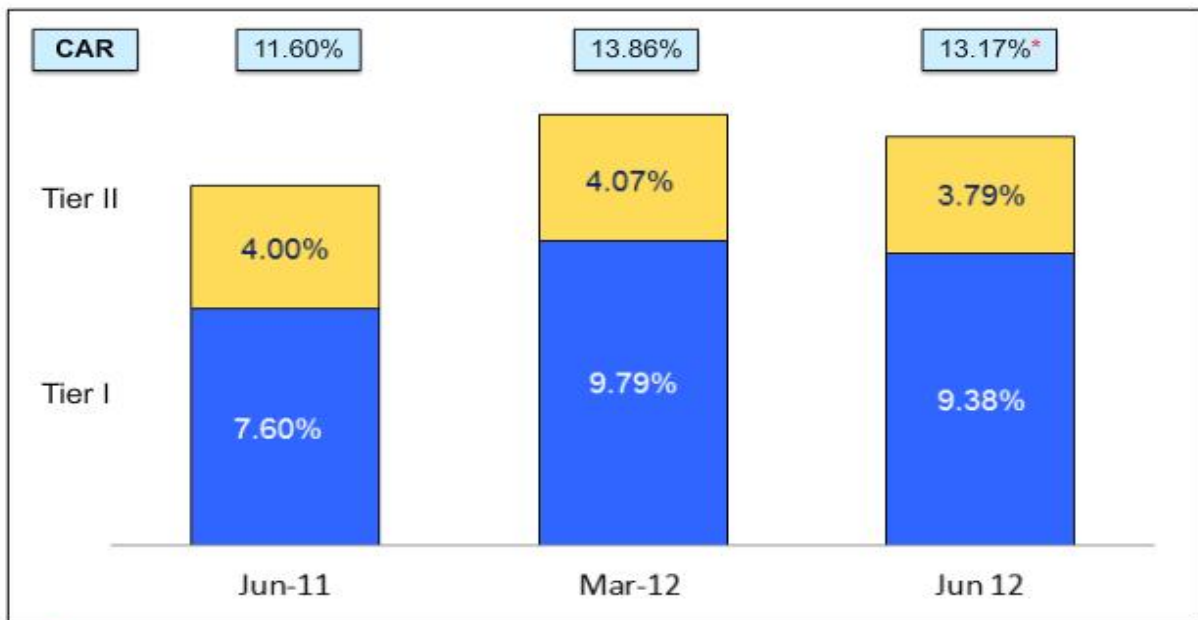


Break-up of Direct Agri



Level	Crop /Production Loans	Investment/Allied Credit	Total (Direct Agri)
Mar-11	37837	30826	68663
Jun-11	39862	33505	73367
Mar 12	54015	32996	87011
Jun-12	57729	32390	90119
YOY Growth Abs.	17867	-1115	16752
YOY Growth %	44.82	-3.33	22.83

# Capital Adequacy

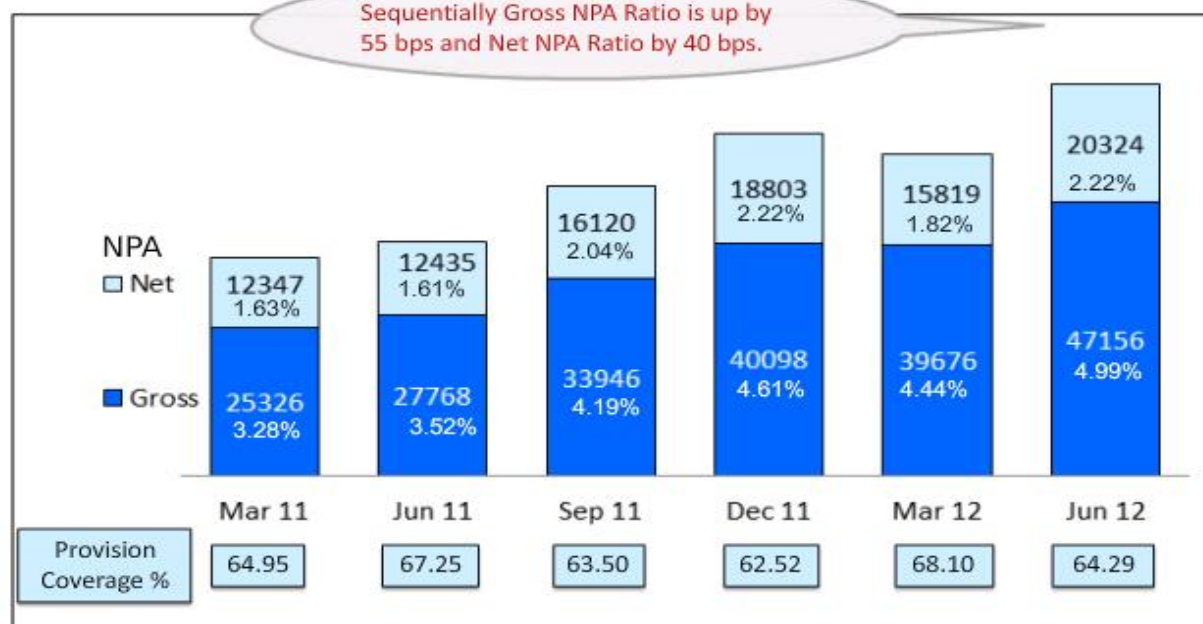


\* Without adding Net Profit of Q1FY13 in Tier I

# Asset Quality



Rs. In crores / (%)

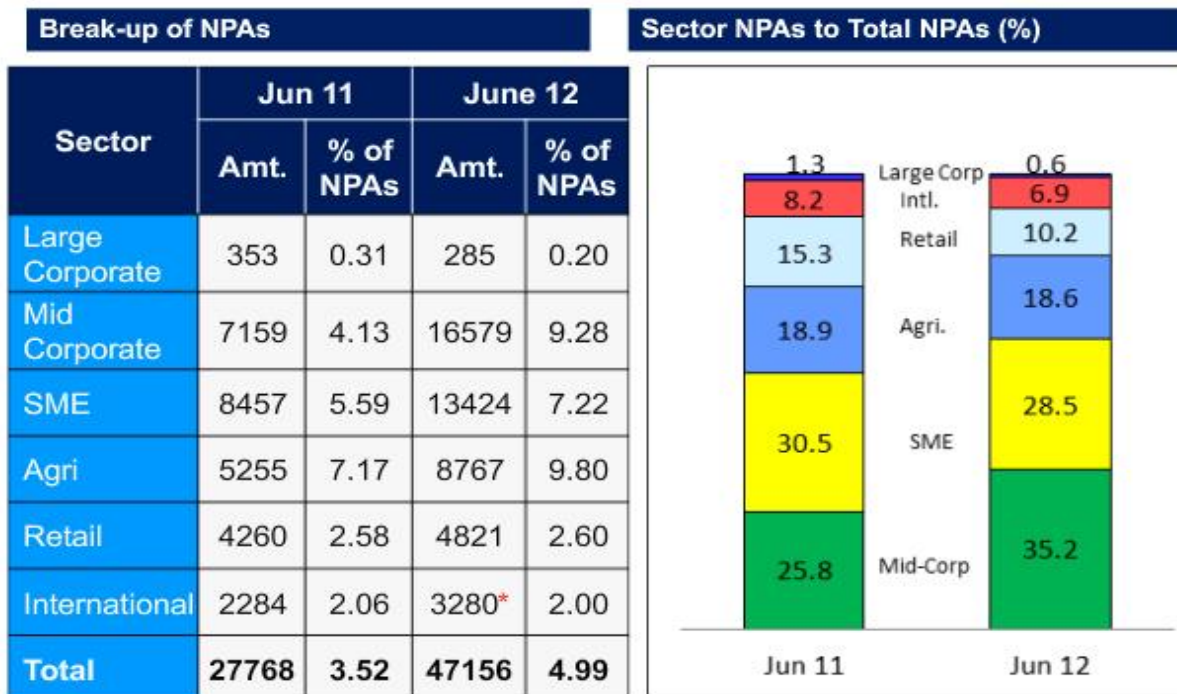


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# NPAs by Sector



Rs. In crores



\* Impact of FC conversion rate : + Rs. 221 crores

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## Sector-wise Movement of NPAs – Q1FY13



Rs. In crores

Particulars	Corp	SME	Agri	Retail	Intl.	Total
Cash Recovery	244	473	240	238	54	1249
Up-gradation	172	661	671	496	33	2033
Write off	30	2	12	0	38	82
Gross Reduction	446	1136	923	734	125	3364
Fresh Slippages	3629	3050	1912	1368	885*	10844
<b>Net Increase</b>	<b>3183</b>	<b>1914</b>	<b>989</b>	<b>634</b>	<b>760</b>	<b>7480</b>

\* Impact of FC conversion rate : + Rs. 221 crores

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## Details of Standard Assets Restructured



Rs. In Crores

Year of Restructuring	Outstanding as on 30.06.2012		
	Total Restructured	Standard Category	NPA Category
	Amount	Amount	Amount
Upto Mar 08	1131	936	195
2008-09	5172	4418	754
2009-10	15214	12628	2586
2010-11	4979	2743	2236
2011-12	8093	6992	1100
Q1FY13	564	564	--
IBG - Cumulative	1753	1251	502
<b>Total</b>	<b>36904</b>	<b>29532</b>	<b>7373</b>

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## Manpower Planning



Staff Strength as on	Mar-11	Jun-11	Mar-12	Jun-12
Officers	79728	80300	80404	80329
Clerical	102701	101289	95715	95018
Subordinate	40504	40735	39362	38491
<b>Total</b>	<b>222933</b>	<b>222324</b>	<b>215481</b>	<b>213838</b>

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## Branch Expansion



	March 11	June 11	March 12	June 12
Metro	2079 (15.4)	2084 (15.3)	2218 (15.7)	2215 (15.7)
Urban	2416 (17.8)	2420 (17.8)	2502 (17.7)	2511 (17.8)
Semi-Urban	3909 (28.9)	3921 (28.9)	3995 (28.3)	4003 (28.3)
Rural	5138 (37.9)	5152 (37.9)	5382 (38.2)	5398 (38.2)
<b>Total</b>	<b>13542 (100)</b>	<b>13577 (100)</b>	<b>14097 (100)</b>	<b>14127 (100)</b>

Figures in brackets indicate percentage share in total branches

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## Expanding Footprint



		Jun 11 (Q1FY12)	Mar 12 (FY 12)	Jun 12 (Q1FY13)	YOY Incr.
<b>Branches</b>	No. of Group Branches	18324	19193	19287	5.26
	No. of SBI Domestic Branches	13577	14097	14127	4.05
	No. of Overseas Branches	157	173	173	10.19
<b>ATMs</b>	No. of ATMs for the Group	25444	27286	27699	8.86
	No. of ATMs for SBI	20450	22141	22469	9.87
	Hits per day	279	285	262	(6.09)
<b>Debit Cards</b>	No. of Debit Cards (in lacs)	770	910	962	24.94
<b>Internet Banking</b>	No. of customers (in lacs)	67.31	89.63	95.24	41.49
	No. of transactions (in lacs)	523.16	796.30	872.97	66.86
<b>Mobile Banking</b>	Registered mobile users (in lacs)	14.32	36.45	40.93	185.82
	No. of financial transactions (in lacs)	28.06	190.65	73.92	163.44
<b>Merchant Acquiring</b>	No. of transactions (in lacs)	1.88	10.19	9.00	378.72
<b>Alternate Channels</b>	% of total transactions on alternate channels	31.40	36.32	34.73	333 bps

67% (9401) of SBI branches are in rural & semi-urban areas

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## Performance Highlights of Associate Banks



(Rs. In crores)

Bank	Q1FY12		Q1FY13	
	PAT	ROE%	PAT	ROE%
SBBJ	128	13.76	168	15.60
SBH	284	22.52	335	20.63
SBM	64	6.98	40	3.99
SBP	120	11.41	224	17.90
SBT	139	15.68	181	19.42
<b>Overall</b>	<b>736</b>	<b>14.56</b>	<b>948</b>	<b>16.12</b>



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## Performance Highlights of Non-Banking Subsidiaries



Rs. In crores

Name	Nature of Activity/Year of Incorporation	Q 1 FY 12		Q 1 FY 13	
		PAT	ROE %	PAT	ROE %
SBI Capital Markets Ltd	Investment Banker, Jul 1986	84	45.55	24	12.80
SBI Funds Management P Ltd	Asset Management Company, Feb 1992	19	25.80	26	32.66
SBI Life Insurance Company P Ltd	Life Insurance, Oct 2000	144	32.69	163	28.64
SBI DFHI Ltd	Primary Dealer Trading in Govt. & Non Govt. Securities May 1988, Jun 2004	5	2.53	27	12.11
SBI Cards & Payment Services P Ltd	Credit Cards, May 1998	13	17.99	10	15.90
SBI Global Factors Ltd	Factoring & Forfeiting of Debts, Mar 2001, Mar 2010	(67)	-ve	(27)	-ve
SBI Pension Funds P Ltd	Pension Fund Manager, Dec 2007	0.1	1.99	(0.2)	-ve
SBI SG Global Securities Services P Ltd	Custodial and Fund Accounting, May 2008	0.6	3.11	(0.3)	-ve
SBI General Insurance Company Ltd	General Insurance, Feb 2009	(18)	-ve	(30)	-ve

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Thank You

