

Quarterly Results Q1FY16

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.





Our 6 Key Objectives

Our Approach to Achieving Objectives

Our Q1 Performance

Our 6 Key Objectives: A Quick View







Our 6 Key Objectives

Our Approach to Achieving Objectives

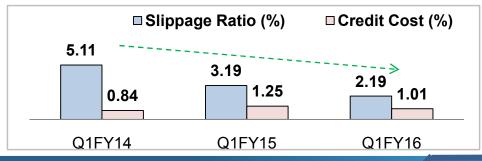
Our Q1 Performance

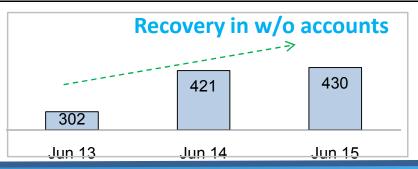


Improving Asset Quality: Reactive to Proactive



Three Pronged Strategy	Initiatives
> Sourcing	 Maintain high entry level standards for new customer acquisition Cash Flow based financing Encourage growth of risk-mitigated products Project Vijay for enhanced SME customer engagement Financing Agri supply chain, from Farm to Fork Agri loans through Corporate tie-ups
> Monitoring	 'Early Warning System' software identifying incipient stress Digitisation of inspection process Introduction of Dynamic Rating SMS alerts for timely EMI payments Tele-calling as a means of follow-up
> Resolution	 Streamlining post-stress legal & recovery processes Tele-calling small value stressed and written off accounts E-auction of properties Standardising process for sale to ARCs



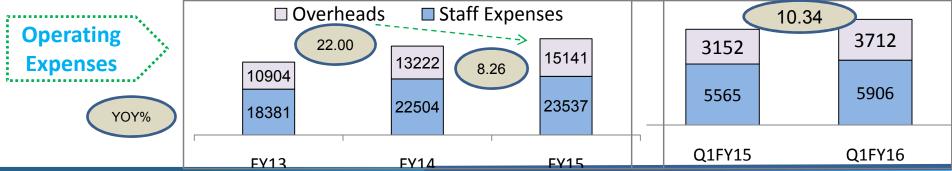




Cost Rationalisation



Optimizing Expenses	Initiatives
> Rent	 Space Audit Network Optimization Roll out of 250 sbi INTOUCH Branches Centralisation of lease rentals and renewals
Migration to Tech Channels	■ 72% through all tech channels, of which 41% through digital
> Stationery	 Web based outsourced solution for stationery procurement Centralised Outsourced Cheque printing
> Insurance	 Centralized insurance for cost rationalisation and expeditious claim settlement
Efficiency in cash management	 Optimizing number of Currency Chests High tech, end-to-end cash handling machines Cash in ATMs through predictive modelling
> Centralised Back Office	Back office centralisation in India for Foreign Offices

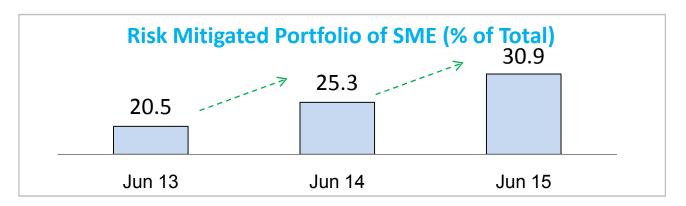




Risk Management



Key Initiatives	Impact			
Risk Based Budgeting introduced	 Risk based budgeting of business units Two key parameters : Return on Credit RWA & Credit RWA to TLAs 			
> RAROC	 Reference point for optimum allocation of capital to increase returns (ROE/ROA) 			
Dynamic Internal rating review of borrowal accounts	 Ongoing review/ assessment of Risk to facilitate early corrective actions 			





Unleashing the Power of Digital



Key initiatives	Services
Cutting edge digital products	 Online Loan against Shares & FDs SBI – e forex Contact less Debit Cards
> Strategic partnerships	 Amazon PayPal Snapdeal Ola cabs Others in Process
> Payments	 SBI M- cash Xpress Collect Card Fx Out SBI Buddy – e-wallet (Launch forthcoming)
> INTOUCH	■ 250
> Alternate Channels	 385 Tech Learning Centres for customers Cash recyclers for efficient cash handling Swayam – barcoded passbook printing and M Passbook No. 1 in volume in Mobile Banking



Improving Customer Delivery



	Key Initiatives	Services
A	Simplifying Delivery	 OCAS (Online Customer Acquisition Solution) CEEP (Customer Experience Excellence Programme) TATkal for expeditious home loan processing Revamping Corporate Salary Package Remote RM concept for servicing high value customers e- KYC Services More services through ATMs, INB, Mobile and Contact Centres 8850 talking ATMs and 2600 wheel chair friendly ramps Wealth Management services on the anvil
>	'Bricks to Clicks'	 Online registration for Net Banking, Nomination, INB password reset, Linking of Adhaar/LPG customer ID, generation of Form 15G/H, Interest Certificates etc. SBI Quick, M- pass book SBI Rewardz : Enterprise wide programme to enhance Customer engagement

Share of Alternate Channels (%)

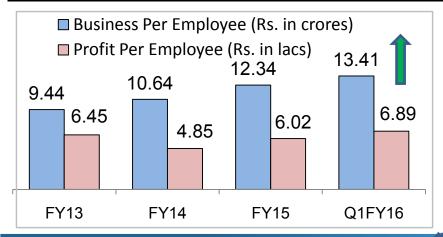


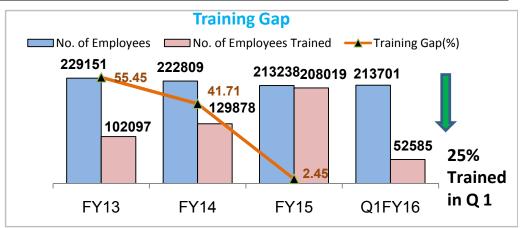


Repositioning Human Resources



	Key Initiatives	Impact
>	New Career Development System (CDS)	Aligning Performance Evaluation and incentives with Business Objectives and Employee Aspirations
>	Manpower Planning	Efficient allocation of human resources towards customer facing roles
>	Talent Management & Capability Building	 Matching skills with roles Training to upgrade skills – extensive use of e-learning
A	Improving Service Standards	Senior Executives mentoring branch staff
>	Technology to enhance staff productivity	 'CBS Roopantar' for business process optimization Using analytics for Lead Generation and Cross Sell/ Up sell State –of –the -Art HRMS





SBI well positioned across the entire GDP value chain



Consumption

- Pan India (K2K) positioning with an universal appeal
- 3.5 lakh+ Touch Points
- 28.6 crore+ Active Customer Base
- #1 in all retail loans
- > Financial Inclusion/PMJDY accounts 7.81 crores

Investment

- Leading term loan (35% of total credit) lender for large and mid corporates
- Strong Investment Banking Arm
- Major Player in Project Finance

Government

- Maximum dividends paid to Government
- ➤ 68% market share in receipts and payments in Government Business
- > Largest tax collector on behalf of Government of India

Trade

- International Banking Network of 191 Offices in 36 Countries
- Largest provider of export credit
- 976 Trade finance branches in India
- ➤ Trade and Capex facilitation lines with multilateral institutions JBIC,K Exim,EIB,KFW Germany



Our 6 Key Objectives

Our Approach to Achieving Objectives

Our Q1 Performance

Performance Highlights



Net Profit	SOLO				
SOLO	YOY (%)	YOY (%)			
Rs. 3,692 crores			Q1FY15		
(Rs.3,349 crores)	Net Profit	_	10.25		
10.25%	Operating Profit		4.72		
GROUP	Non Interest Income		19.66		
Rs.4,714 crores	Fee Income		12.86		
(Rs.4,448 crores)	Gross NPA Ratio	•	-61 bps		
5.97%	Net NPA Ratio	•	- 42 bps		

Figures in bracket indicate Q1FY15

NII and Operating Profit



Rs in Crores	Q1FY16	Q4FY15	Q1FY15	Q1FY16 Over Q1FY15 (%)
Interest Income	39,643	40,101	36,487	8.65
Other Income	5,088	8,515	4,252	19.66
Total Income	44,731	48,616	40,739	9.80
Interest Expenses	25,911	25,389	23,235	11.52
Net Interest Income	13,732	14,712	13,252	3.62
Operating Expenses	9,618	10,818	8,717	10.34
Operating Profit	9,202	12,409	8,788	4.72
Cost to Income ratio	51.10	49.85	49.80	

Net Profit - a Snapshot



Rs in Crores	Q1FY16	Q4FY15	Q1FY15	Q1FY16 over Q1FY15(%)
Operating Profit	9,202	12,409	8,788	4.72
Total Provisions	5,510	8,667	5,439	1.31
Loan Loss	3,359	4,635	3,903	-13.96
Standard Assets	396	1,829	77	415.70
Investment Depreciation	180	-84	-552	132.62
Other Provisions	65	212	68	-5.02
Income Tax	1,510	2,074	1,942	-22.25
Net Profit	3,692	3,742	3,349	10.25

Components of Interest Income/Expenses



Rs in Crores	Q1FY16	Q4FY15	Q1FY15	Q1FY16 over Q1FY15(%)
Interest on Loans	28,582	28,269	27,560	3.71
Interest on Resources	10,254	9,635	8,266	24.04
Other Interest income	808	2,198	661	22.14
Total Interest Income	39,643	40,101	36,487	8.65
Interest on Deposits	24,097	23,185	21,076	14.34
Interest on Borrowings	854	836	1,202	-29.00
Other Interest paid	960	1,368	957	0.31
Total Interest Expenses	25,911	25,389	23,235	11.52

Components of Other Income



Rs in Crores	Q1FY16	Q4FY15	Q1FY15	Q1FY16 over Q1FY15(%)
Fee Income	3,202	4,901	2,837	12.86
Profit/Loss on Sale of Investments	872	1,659	587	48.67
Forex Income	489	535	433	12.86
Dividend Income	32	616	20	63.46
Misc Income	492	804	375	31.20
of which: Recovery in w/o accounts	430	870	421	2.11
Total Other Income	5,088	8,515	4,252	19.66

Components of Fee Income



Rs in Crores	Q1FY16	Q4FY15	Q1FY15	Q1FY16 over Q1FY15(%)
Fee Income	3,202	4,901	2,837	12.86
of which : Loan Processing Charges	381	1,027	355	7.27
Commission on Govt. Business	571	476	528	8.17
Commission on LC/BG	768	842	675	13.90
Transaction Fees	801	1,636	707	13.36
Cross Selling	76	184	73	3.93
Others	605	736	500	21.00

Components of Operating Expenses

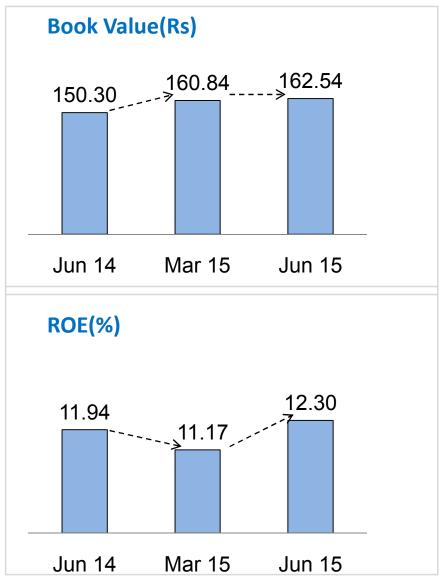


Rs in Crore	es	Q1FY16	Q4FY15	Q1FY15	Q1FY16 over Q1FY15(%)
Staff Expe	nses	5,906	6,567	5,565	6.14
of which: S	alary	4,756	5,166	4,661	2.04
С	ontribution for Employees	1,151	1,401	904	27.32
Overheads	3	3,712	4,251	3,152	17.75
of which:	Rent, Taxes and Lighting	854	911	758	12.75
	Depreciation	392	41	302	29.61
	Printing and Stationery	77	155	66	16.23
	Postage& Telecommunications	151	190	107	40.72
	Repairs and Maintenance to Bank's Property	136	142	130	4.70
	Travelling & Halting	170	196	172	-0.71
	Insurance	417	462	374	11.63
	Other Expenditure	1,514	2,154	1,243	21.76
Operating	Expenses	9,618	10,818	8,717	10.34

Key Performance Indicators: Performance Ratios

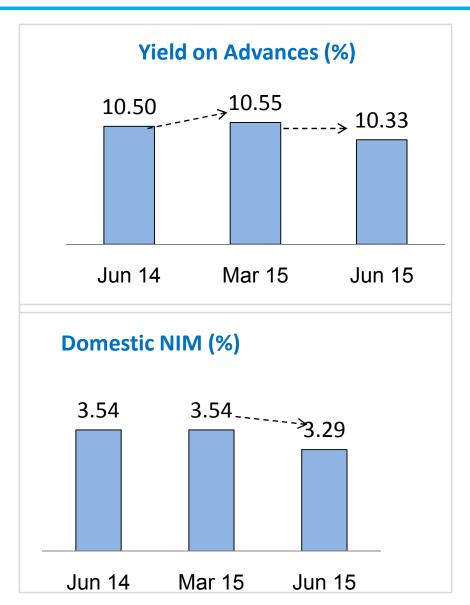


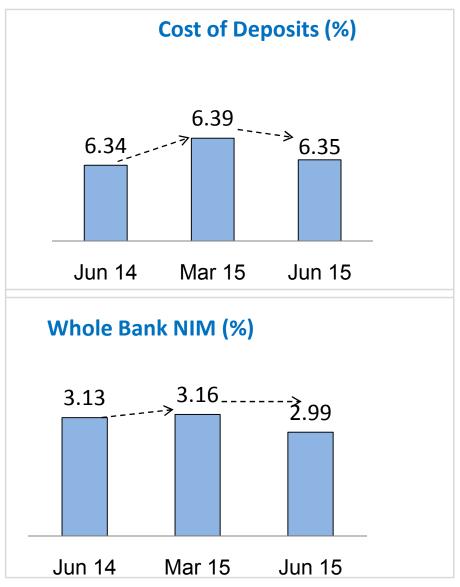




Key Performance Indicators: Performance Ratios

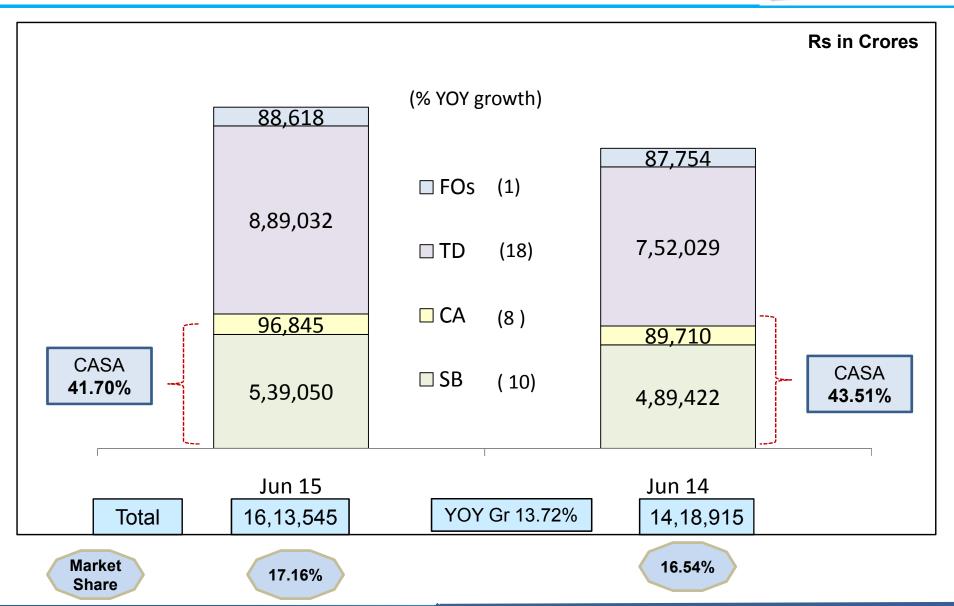






Retail Deposits Drive Growth





Diversified Exposure Across Sectors



				Rs in Crores
Share %	36,268	(% YOY growth)	22.242	Share %
3	2 50 050	☐ Misc (12)	32,312	2
19	2,50,950	■ FOs (12)	2,23,758	18
	2,80,114	□ FOs (12)		
21	2,60,114	□ Retail (16)	2,42,480	20
9	1,15,813	☐ Agri (-2)	1,18,380	10
13	1,74,591		1,73,010	14
15	2,00,035	☐ SME (1)	2,16,087	18
10		□ MCG (-7)	2,10,007	
20	2,55,964	□ CAG (13)	2,26,261	18
	Jun 15		Jun14	
Total	13,13,735	YOY Gr 6.61%	12,32,288	
Market Share	15.74%		16.49%	

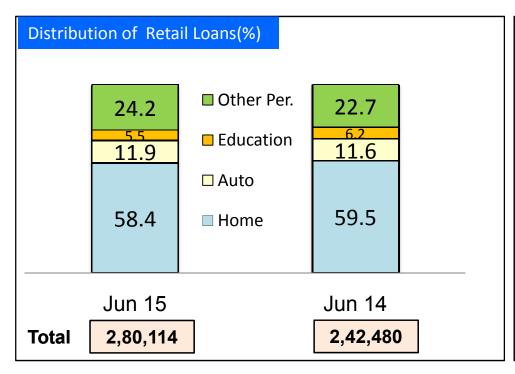
Diversified Exposure Across Industry

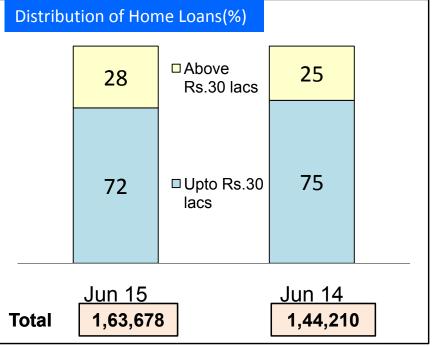


	Jun	15	Mar 1	15	Jun 1	4	Jur	15
Product / Segment	Level	% Share	Level	% Share	Level	% Share	YOY Gr %	YTD Gr %
Infrastructure	1,71,914	16.18	1,77,253	16.10	1,53,136	15.18	12.26	-3.01
Iron & Steel	75,761	7.13	80,610	7.32	67,266	6.67	12.63	-6.02
Textiles	40,545	3.81	42,533	3.86	43,099	4.27	-5.93	-4.67
Petroleum & Petrochemicals	27,035	2.54	35,440	3.22	30,347	3.01	-10.91	-23.72
Engineering	27,796	2.62	27,696	2.52	25,925	2.57	7.22	0.36
Other Industries	1,71,543	16.14	1,84,844	16.79	1,82,428	18.09	-5.97	-7.20
Services	71,481	6.73	76,305	6.93	73,091	7.25	-2.20	-6.32
Trade	62,156	5.85	66,460	6.04	58,317	5.78	6.58	-6.48
Comm. Real Estate	18,627	1.75	17,540	1.59	14,061	1.39	32.48	6.20
Home Loans	1,63,678	15.40	1,59,237	14.46	1,44,210	14.30	13.50	2.79
Auto Loans	33,229	3.13	32,149	2.92	28,202	2.80	17.82	3.36
Other Retail Loans	83,207	7.83	81,043	7.36	70,067	6.95	18.75	2.67
Agriculture	115,813	10.90	119,782	10.88	118,380	11.74	-2.17	-3.31
Total Domestic Advances	10,62,785	100.00	11,00,892	100.00	10,08,530	100.00	5.38	-3.46

Retail Advances





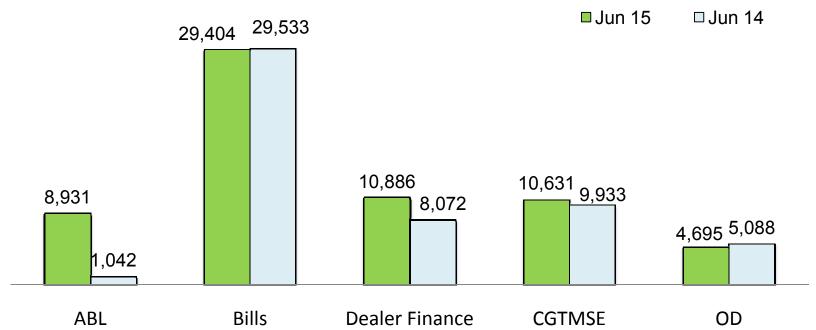


Level	Home	Auto	Education	Other Per.	Total
Jun 14	1,44,210	28,202	14,945	55,122	2,42,480
Mar 15	1,59,237	32,149	15,464	65,579	2,72,429
Jun 15	1,63,678	33,229	15,449	67,758	2,80,114
YOY Growth Abs.	19,468	5,027	504	12,636	37,634
YOY Growth %	13.50	17.82	3.37	22.92	15.52

SME Advances

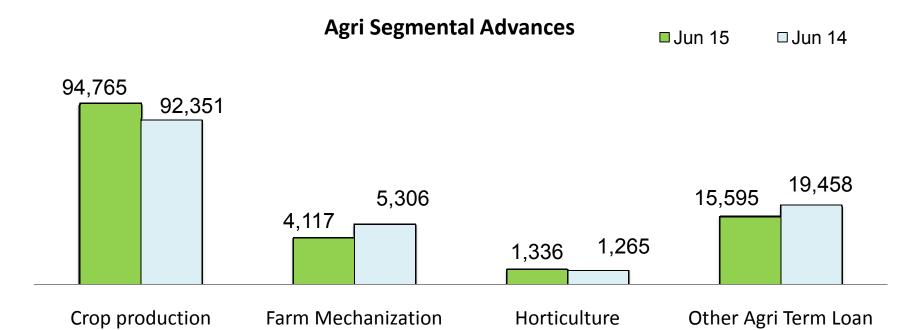






Level	ABL	Bills	Dealer Finance	CGTMSE	OD	B/S Fin	Total
Jun 14	1,042	29,533	8,072	9,933	5,088	1,19,342	1,73,010
Mar 15	7,408	30,914	10,745	10,482	4,886	1,17,038	1,81,473
Jun 15	8,931	29,404	10,886	10,631	4,695	1,10,044	1,74,591
YOY Growth Abs.	7,889	-129	2,814	698	-393	-9,298	1,581
YOY Growth %	757.1	-0.4	34.9	7.0	-7.7	-7.8	0.91





Level	Crop / Production	Investment/ Allied Credit	Collateraliz out of	•	Agri
	(A)	(B)	Amt.	Share %	Total
Jun 14	92,351	26,029	40,281	34.03	1,18,380
Mar 15	95,651	24,131	40,546	33.85	1,19,782
Jun 15	94,765	21,048	38,805	33.51	1,15,813
YOY Abs.	2,414	-4,981	-1476		-2,567
YOY %	2.61	-19.14			-2.17

Capital Adequacy



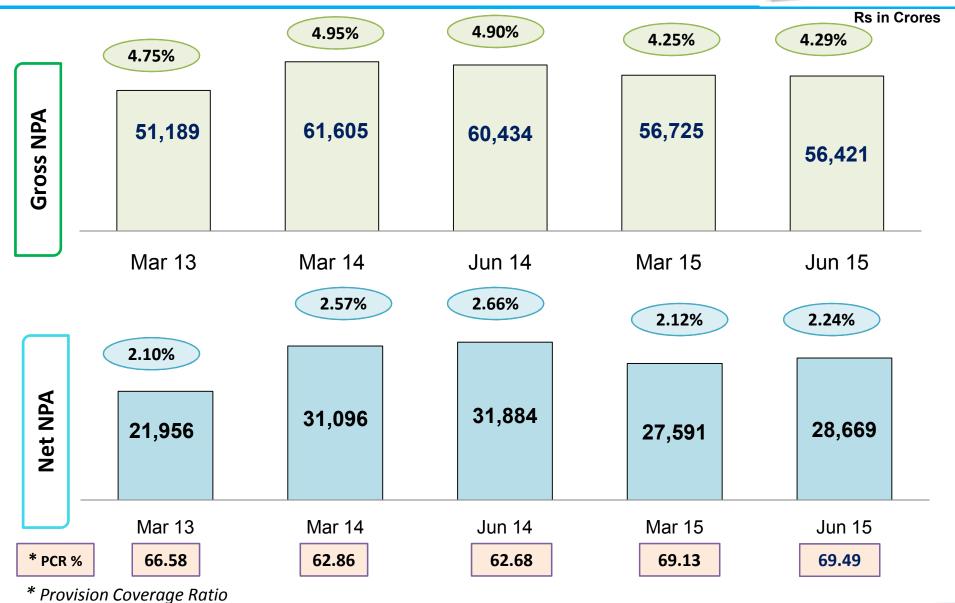
Rs in Crores

			Basel III		
CAR%	12.51%	12.44%	12.33%	12.00%	12.00%
		0 -00/			
Tier II	3.19%	2.72%	2.70%	2.40%	2.38%
	9.32%	9.72%	9.63%	9.60%	9.62% #
Tier I					
	May 40	N 4.4		N4 - 45	1 . 45
	Mar 13	Mar 14	Jun 14	Mar 15	Jun 15
RWA	10,05,640	11,26,863	11,28,605	12,20,552	12,44,708

CET1 = 9.59 %

Non Performing Assets





Gross NPAs by Sector

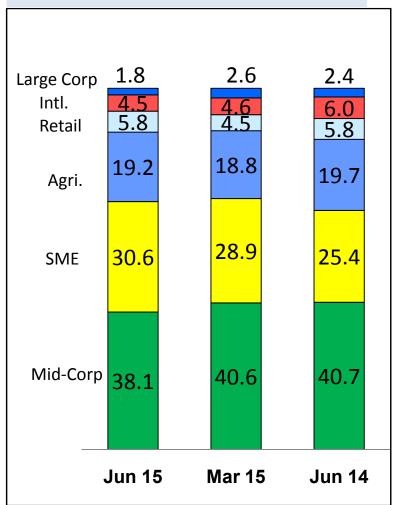


Rs in Crores

Break-up of Gross NPAs

	Jur	15	Mar '	15	Jui	າ 14	
Sector	NPA	Ratio %	NPA	Ratio %	NPA	Ratio%	
Large Corporate	1,026	0.40	1,510	0.54	1,441	0.64	
Mid Corporate	21,468	10.30	23,029	9.76	24,632	10.98	
SME	17,260	8.55	16,387	7.78	15,373	7.78	
Agri	10,856	9.36	10,652	8.90	11,884	10.04	
Retail	3,272	1.17	2,528	0.93	3,499	1.45	
International	2,540	1.01	2,619	1.17	3,605	1.61	
Total	56,421	4.29	56,725	4.25	60,434	4.90	

Sector-wise Gross NPAs to Total Gross NPAs %



Movement of NPAs



	Q1FY16	Q4FY15	Q1FY15
Opening Level of Gross NPAs	56,725	61,991	61,605
Less :Recovery	1,209	4,485	3,185
Less: Upgradation	1,494	676	1,362
Less :Write-off	4,919	4,874	6,556
Add: Fresh Slippages	7,318	4,769	9,932
Net Increase	-304	-5,266	-1,171
Closing Level of Gross NPAs	56,421	56,725	60,434
Recovery in W/o Accounts	430	870	421

Details of Restructured Assets



			Q1FY16	
	Particulars	Std.	NPA	Total
1	Restructured Accounts as on 01.04.2015	55,843	15,386	71,229
2	Fresh Restructuring + Increase in O/S	3,936	2,076	6,012
3	Upgradation to Restructured Standard category	193	-193	0
4	Restructured Standard Advances upgraded to full Standard advances	-1,014	0	-1,014
5	Downgradations of Restructured accounts	-1,182	1,182	0
6	Write-off + Decrease in O/S + Closures	1,822	3,085	4,907
7	Total Restructured Accounts as on Jun 30, 2015	55,954	15,366	71,320

Movement of Impaired Assets

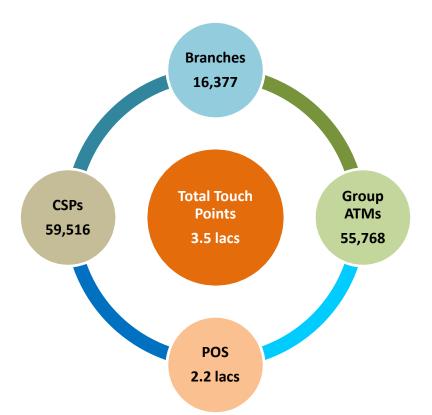


		Jun 15	Mar 15	Dec 14	Sep 14	Jun 14
1.	Gross Advances	13,13,735	13,35,424	12,65,483	12,42,638	12,32,288
2.	Gross NPAs	56,421	56,725	61,991	60,712	60,434
3.	Net NPAs	28,669	27,591	34,469	32,997	31,884
4.	Restructured Standard	55,954	55,843	46,542	43,962	42,236
5.	Total Gross NPAs plus Restructured Std. (2+4)	1,12,375	1,12,568	1,08,533	1,04,674	1,02,670
6.	Total Net NPAs plus Restructured Std. (3+4)	84,623	83,434	80,999	76,959	74,120
7.	Gross NPA + Restructured Standard to Gross Adv. % (5÷1)	8.55	8.43	8.58	8.42	8.33
8.	Net NPA + Restructured Standard to Gross Adv. % (6÷1)	6.44	6.25	6.40	6.19	6.01

We Touch Lives...



Touch Points

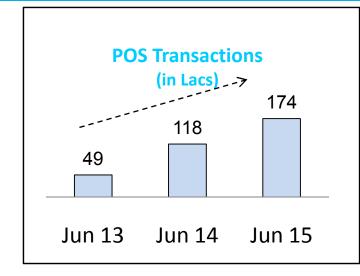


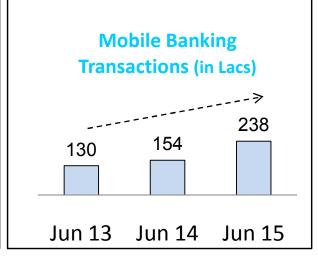
Customer Base

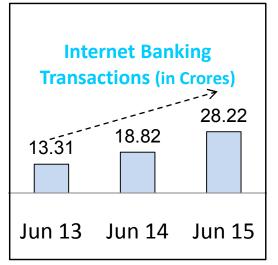


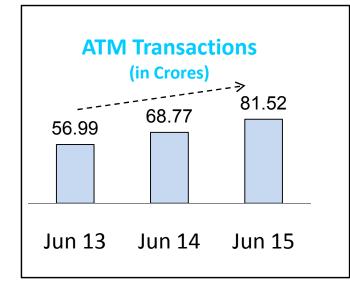
Enormous Physical Footprints

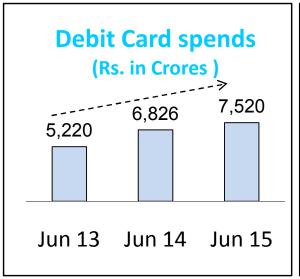


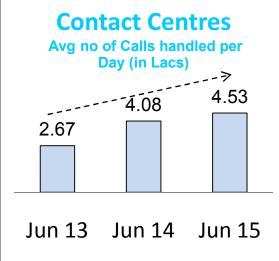






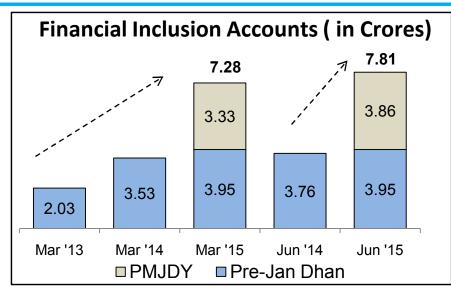


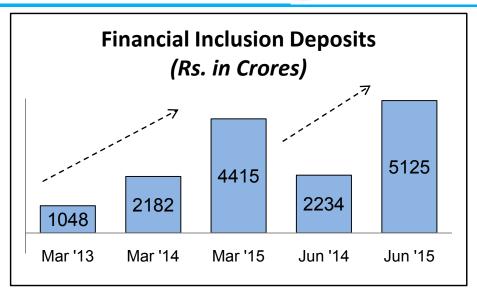


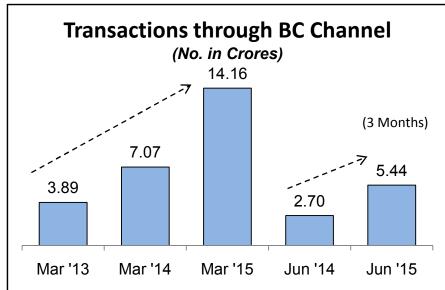


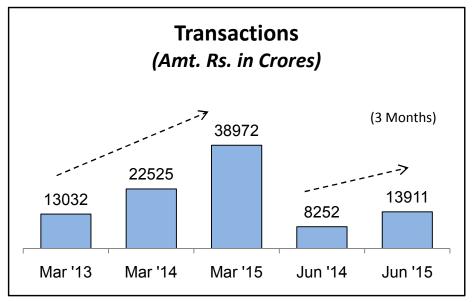
Financial Inclusion





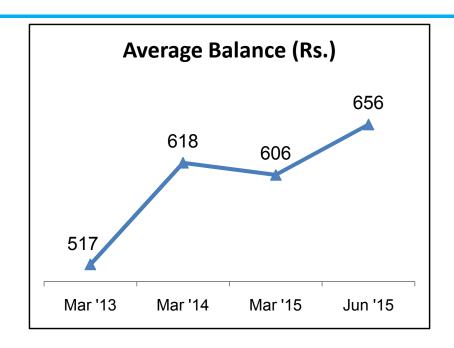


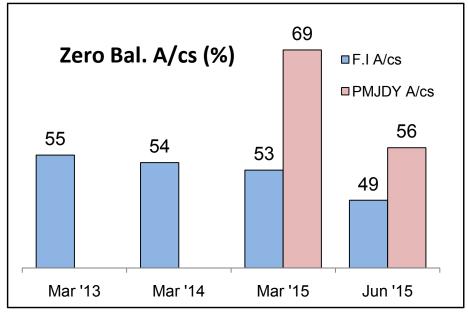




Financial Inclusion in SBI (contd...)







Financial Literacy

- ➤ 117 RSETIs of our Bank conducted 10,536 training programmes. 2.79 lac Youth trained, of which 49% got settled.
- ➤ 214 Financial Literacy Centres (FLCs) conducted 30,892 outdoor activities, wherein 19.61 lac persons participated.

Social Security Schemes (Enrolment up to 09.08.2015)

- ▶Pradhan Mantri Suraksha Bima Yojana: 131.40 lac
- ➤ Pradhan Mantri Jeevan JyotiBima Yojana: 33.15 lac
- ➤ Atal Pension Yojana: 1.45 lac

SBI on Social Media



State Bank of India among the Top 10 Banks world-wide in the list of Power 100 Banks Using Social Media - Report by The Financial Brand



- Total Videos Uploaded 161
- Current Number of Subscribers 8,621
- Current Number of views 20,05,091



- Total No of Followers at present 2,50,008
- Average Rise in Followers 1300 per day
- Expected to surpass 3.00 Lakh followers by end of this month



- Current Fanbase **32,83,580**
- Fanbase increased by over 12.31% over the last month i.e. a total of 3.50 lac fans were added during the month

Recently joined LinkedIn. Launching soon on Pinterest and Instagram....



Performance Highlights of Associate Banks- Net Profit



Name	Q1FY16	Q4FY15	Q1FY15	Q1FY16 Over Q1FY15(%)
SBBJ	271	280	215	26.11
SBH	251	446	227	10.66
SBM	94	136	75	25.81
SBP	140	126	136	3.52
SBT	81	192	50	62.54
Total ABs	838	1,180	702	19.31
SBI	3,692	3,742	3,349	10.25

Performance Highlights of Non-Banking Subsidiaries- Net Profit

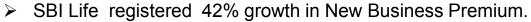


Name	Q1FY16	Q4FY15	Q1FY15	Q1FY16 over Q1FY15(%)
SBI Life Insurance Company Pvt. Ltd	202	205	241	-16.16
SBI Capital Markets Ltd	44	122	55	-17.76
SBI Funds Management P Ltd	46	48	39	17.54
SBI Cards & Payment Services P Ltd	62	15	114	-45.72
SBI Group	4,714	4,694	4,448	5.97

Performance Highlights of 'Non-Banking Subsidiaries'







- Gross Written Premium grew by 32%.
- Market share of New Business Premium (private) grew to 14.6% from 12.9%.
- Assets Under Management grew by 18% to Rs. 72,785 crs.
- Focus on Retail.



- Average AUM grew by 25.25% to Rs. 86,693 crs in Q1 FY16 against Rs.69,213 crs in Q1 FY15 YoY.
- (In Q1 FY 16 Average AUM grew by 11.7% in comparison to Q4 of FY15 (Industry grew by 3.4%).
- Market share improved by 52 bps to 6.82% during the Q1 FY16 as against 6.30% in Q4 of FY15 which is highest in the industry.
- > 87% of Equity assets are in top two quartiles and 86% of Debt assets (Direct Plan) are in top two quartiles.



- SBI Card is the 3rd largest issuer of credit cards with 15 % market share.
- Cards In Force improved by 12% to 32.7 lacs in June'15 against 29.2 lacs in June'14.
- ➤ Improved rank in Spends to 4th position from 5th with 12% of market share.

Balance Sheet (Solo)



Liabilities						
(Rs in Crores)	Jun-15	Mar-15	Jun-14	YOY Growth (%)		
Capital	757	747	747	1.35		
Reserves and Surplus	1,35,208	1,27,692	1,21,052	11.69		
Deposits	16,13,545	15,76,793	14,18,915	13.72		
Borrowings	2,06,661	2,05,150	1,87,328	10.32		
Other Liabilities & Provisions	94,934	1,37,698	86,359	9.93		
Total Liabilities	20,51,104	20,48,080	18,14,401	13.05		
Assets						
Cash & balances with RBI	77,227	1,15,884	73,449	5.14		
Balance with Banks & Money at Call and Short Notice	37,009	38,872	30,229	22.43		
Investments	5,62,879	4,81,759	4,36,101	29.07		
Net Advances	12,80,127	13,00,026	11,98,903	6.77		
Fixed Assets	9,428	9,329	8,143	15.78		
Other Assets	84,434	1,02,210	67,577	24.95		
Total Assets	20,51,104	20,48,080	18,14,401	13.05		

Balance Sheet (Consolidated)



Liabilities						
(Rs in Crores)	Jun 15	Mar-15	Jun-14	YOY Growth (%)		
Capital	757	747	747	1.35		
Reserves and Surplus	1,69,253	1,60,641	1,51,371	11.81		
Minority Interest	5,794	5,497	5,020	15.41		
Deposits	21,03,799	20,52,961	18,72,302	12.36		
Borrowings	2,42,393	2,44,663	2,25,775	7.36		
Other Liabilities & Provisions	1,90,618	2,35,601	1,68,478	13.14		
Total Liabilities	27,12,615	27,00,110	24,23,692	11.92		
Assets						
Cash & balances with RBI	1,00,401	144,288	95,143	5.53		
Balance with Banks & Money at Call and Short Notice	47,584	44,194	42,742	11.33		
Investments	7,71,536	673,507	6,19,487	24.54		
Net Advances	16,67,769	1,692,211	15,64,199	6.62		
Fixed Assets	12,515	12,379	10,821	15.65		
Other Assets	1,12,810	133,531	91,300	23.56		
Total Assets	27,12,615	2,700,110	24,23,692	11.92		

Awards & Accolades





Brand of the Year 2015



Socially Responsible Bank – `Magna Awards '15



Excellence & Leadership in CSR & Innovations in CSR Practices



Golden Peacock Award for CSR



Ranking Improved to 59 from 64



Best Bank (Public Sector)



Excellence in Emerging Technologies for Large Enterprises Category



Thank You

