



Annual Results FY18

# Analyst Presentation

22.05.2018

## 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.*

## Merger of Associate Banks and BMB with SBI

*Bank has merged five of its Associate Banks and Bhartiya Mahila Bank w.e.f 1<sup>st</sup> April 2017. Accordingly, Figures / Ratios / Parameters relating to March 2017 are for the merged entity. Wherever feasible, the historical data has been arrived at by aggregating the Audited numbers of these Banks with that of SBI.*

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# Financial Performance

# Operating Performance

*Rs. in Crores*

	Quarter ended			Year Ended		Growth (%)		
	Q4FY18	Q3FY18	Q4FY17	FY18	FY17	FY18 over FY17	Q4FY18 over Q3FY18	Q4FY18 over Q4FY17
Interest Income	55,941	54,803	58,968	2,20,499	2,23,982	-1.55	2.08	-5.13
Other Income	12,495	8,084	12,222	44,601	42,637	4.61	54.56	2.23
<b>Total Income</b>	<b>68,436</b>	<b>62,887</b>	<b>71,190</b>	<b>2,65,100</b>	<b>2,66,619</b>	<b>-0.57</b>	<b>8.82</b>	<b>-3.87</b>
Interest Expenses	35,967	36,115	37,903	1,45,646	1,48,783	-2.11	-0.41	-5.11
<b>Net Interest Income</b>	<b>19,974</b>	<b>18,688</b>	<b>21,065</b>	<b>74,854</b>	<b>75,199</b>	<b>-0.46</b>	<b>6.89</b>	<b>-5.18</b>
Operating Expenses	16,586	15,017	15,978	59,943	58,375	2.69	10.45	3.80
<b>Operating Profit + exceptional item &amp; one-time items</b>	<b>15,883</b>	<b>11,755</b>	<b>17,309</b>	<b>59,511</b>	<b>59,461</b>	<b>0.08</b>	<b>35.12</b>	<b>-8.24</b>
Less: Exceptional Item & one-time items			66	5,436	3,842	41.49		
<b>Operating Profit Excl. Exceptional Item &amp; one-time items</b>	<b>15,883</b>	<b>11,755</b>	<b>17,243</b>	<b>54,075</b>	<b>55,619</b>	<b>-2.78</b>	<b>35.12</b>	<b>-7.89</b>

# Provisions and Net Result

*Rs. in Crores*

	Quarter ended			Year Ended		Growth (%)		
	Q4FY18	Q3FY18	Q4FY17	FY18	FY17	FY18 over FY17	Q4FY18 over Q3FY18	Q4FY18 over Q4FY17
<b>Operating Profit including Exceptional Item &amp; one time items</b>	<b>15,883</b>	<b>11,755</b>	<b>17,309</b>	<b>59,511</b>	<b>59,461</b>	<b>0.08</b>	<b>35.12</b>	<b>-8.24</b>
<b>Total Provisions</b>	<b>23,601</b>	<b>14,171</b>	<b>20,751</b>	<b>66,058</b>	<b>61,266</b>	<b>7.82</b>	<b>66.55</b>	<b>13.73</b>
Loan Loss	24,080	17,760	19,323	70,680	55,421	27.53	35.59	24.62
Standard Assets	-852	-2,990	271	-3,604	2,188			
Investment Depreciation	4,761	4,044	852	8,088	1,738			
Other Provisions	107	62	486	-125	1,376			
Income Tax	-4,495	-4,705	-181	-8,981	545			
<b>Net Profit</b>	<b>-7,718</b>	<b>-2,416</b>	<b>-3,442</b>	<b>-6,547</b>	<b>-1,805</b>			

# Interest Income / Expenses

Rs. in Crores

	Quarter ended			Year Ended		Growth (%)		
	Q4FY18	Q3FY18	Q4FY17	FY18	FY17	FY18 over FY17	Q4FY18 over Q3FY18	Q4FY18 over Q4FY17
Interest on Loans	34,235	35,185	37,488	1,41,363	1,54,171	-8.31	-2.70	-8.68
Interest on Resources	18,534	18,422	18,042	72,588	62,955	15.30	0.61	2.73
Other Interest income	3,172	1,196	3,439	6,549	6,856	-4.48	165.33	-7.75
<b>Total Interest Income</b>	<b>55,941</b>	<b>54,803</b>	<b>58,968</b>	<b>2,20,499</b>	<b>2,23,982</b>	<b>-1.55</b>	<b>2.08</b>	<b>-5.13</b>
Interest on Deposits	33,206	33,549	35,431	1,35,726	1,38,883	-2.27	-1.02	-6.28
Interest on Borrowings	1,694	1,494	1,048	5,312	4,290	23.83	13.38	61.58
Other Interest paid	1,067	1,072	1,424	4,607	5,610	-17.87	-0.48	-25.05
<b>Total Interest Expenses</b>	<b>35,967</b>	<b>36,115</b>	<b>37,903</b>	<b>1,45,646</b>	<b>1,48,783</b>	<b>-2.11</b>	<b>-0.41</b>	<b>-5.11</b>
<b>Net Interest Income</b>	<b>19,974</b>	<b>18,688</b>	<b>21,065</b>	<b>74,854</b>	<b>75,199</b>	<b>-0.46</b>	<b>6.89</b>	<b>-5.18</b>

# Non-Interest Income

Rs. in Crores

	Quarter ended			Year Ended		Growth (%)		
	Q4FY18	Q3FY18	Q4FY17	FY18	FY17	FY18 over FY17	Q4FY18 over Q3FY18	Q4FY18 over Q4FY17
Fee Income	8,430	4,979	7,434	23,636	21,389	10.51	69.31	13.40
Profit/Loss on Sale of Investments	941	1,026	1,997	12,303	13,610	-9.61	-8.27	-52.88
Forex Income	546	597	688	2,485	2,748	-9.58	-8.52	-20.66
Dividend Income	331		396	449	561	-20.08		-16.23
Misc Income	2,246	1,482	1,707	5,729	4,329	32.33	51.54	31.58
<i>of which: Recovery in w/o accounts</i>	<i>2,113</i>	<i>1,351</i>	<i>1,743</i>	<i>5,333</i>	<i>3,963</i>	<i>34.56</i>	<i>56.39</i>	<i>21.18</i>
<b>Total Non Interest Income</b>	<b>12,495</b>	<b>8,084</b>	<b>12,222</b>	<b>44,601</b>	<b>42,637</b>	<b>4.61</b>	<b>54.56</b>	<b>2.23</b>

The above data includes exceptional and one time items



# Stable Fee Income

Rs. in Crores

	Quarter ended			Year Ended		Growth (%)		
	Q4FY18	Q3FY18	Q4FY17	FY18	FY17	FY18 over FY17	Q4FY18 over Q3FY18	Q4FY18 over Q4FY17
<b>Fee Income</b>	<b>8,430</b>	<b>4,979</b>	<b>7,434</b>	<b>23,636</b>	<b>21,389</b>	<b>10.51</b>	<b>69.31</b>	<b>13.40</b>
<i>of which:</i> <i>Loan Processing Charges</i>	1,360	627	1,332	3,277	3,249	0.88	116.93	2.06
<i>Commission on Govt. Business</i>	1,003	840	776	3,409	2,905	17.36	19.40	29.24
<i>Commission on LC/BG*</i>	636	618	1,041	2,107	3,839	-45.12	2.83	-38.95
<i>Cross Selling</i>	557	408	336	1,631	915	78.36	36.42	65.83
<i>Comm. on Collection , Locker Rent, MAB, CMP and Other Misc.</i>	4,875	2,486	3,948	13,211	10,481	26.05	96.09	23.46

\*Change in method of booking Commission from cash basis to accrual basis w.e.f 1<sup>st</sup> April, 2017 impacted to the extent of Rs.1,204 Crores

# Contained Operating Expenses (1/2)

Rs. in Crores

	Quarter ended			Year Ended		Growth (%)		
	Q4FY18	Q3FY18	Q4FY17	FY18	FY17	FY18 over FY17	Q4FY18 over Q3FY18	Q4FY18 over Q4FY17
Staff Expenses	9,254	8,497	8,914	33,179	33,975	-2.34	8.91	3.82
Overheads	7,332	6,520	7,064	26,765	24,400	9.69	12.44	3.79
<b>Operating Expenses</b>	<b>16,586</b>	<b>15,017</b>	<b>15,978</b>	<b>59,943</b>	<b>58,375</b>	<b>2.69</b>	<b>10.45</b>	<b>3.80</b>
<b>Cost to Income Ratio</b>		<b>49.84</b>		<b>50.18</b>	<b>49.54</b>	<b>64 bps</b>	<b>34 bps</b>	

	During FY18
Retirement etc.	18,973
Employees joined	3,211

	As on 01-04-2017	As on 31-03-2018
Number of Branches	24,017	22,414
Staff Strength	2,79,803	2,64,041

Currency Chests closed during the year: 241. Total number of Currency Chests 2,369

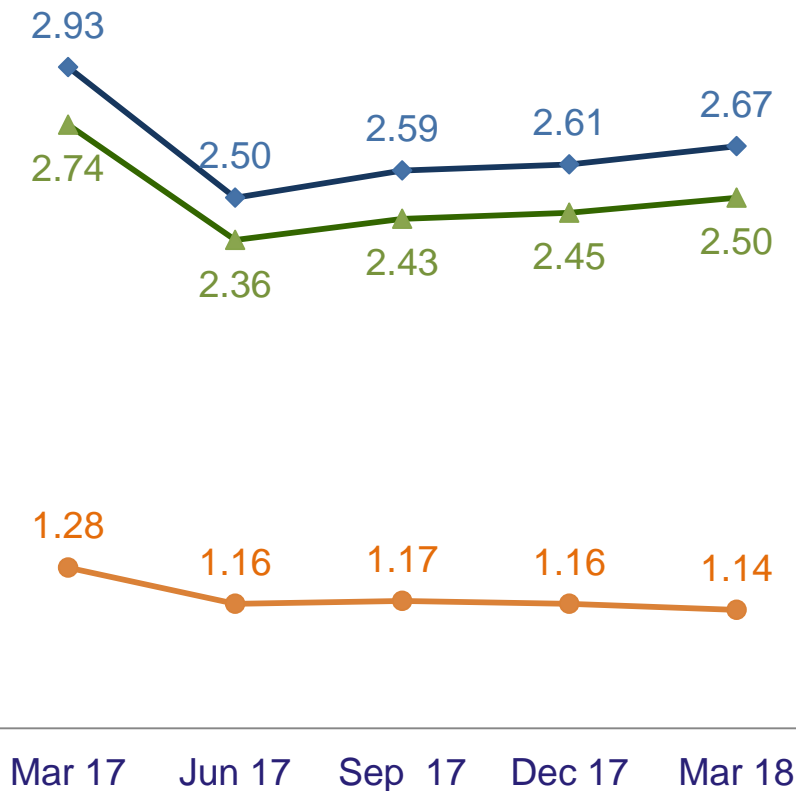
# Contained Operating Expenses (2/2)

<i>Rs. in Crores</i>								
	Quarter ended			Year Ended		Growth (%)		
	Q4FY18	Q3FY18	Q4FY17	FY18	FY17	FY18 over FY17	Q4FY18 over Q3FY18	Q4FY18 over Q4FY17
<b>Staff Expenses</b>	<b>9,254</b>	<b>8,497</b>	<b>8,914</b>	<b>33,179</b>	<b>33,975</b>	<b>-2.34</b>	<b>8.91</b>	<b>3.82</b>
<i>of which: Salary</i>	6,761	7,016	6,139	27,180	26,028	4.43	-3.64	10.13
<i>Contribution for employees</i>	2,493	1,481	2,775	5,999	7,947	-24.51	68.39	-10.16
<b>Overheads</b>	<b>7,332</b>	<b>6,520</b>	<b>7,064</b>	<b>26,765</b>	<b>24,400</b>	<b>9.69</b>	<b>12.44</b>	<b>3.79</b>
<i>Of which: Rent, Taxes and Lighting</i>	1,415	1,257	1,385	5,140	5,072	1.34	12.52	2.15
<i>Depreciation</i>	852	426	1,017	2,919	2,771	5.37	100.04	-16.28
<i>Printing and Stationery</i>	184	105	207	518	491	5.61	75.03	-10.99
<i>Postage &amp; Telecommunications</i>	205	225	282	867	829	4.56	-9.08	-27.55
<i>Repairs and Maintenance to Bank's Property</i>	239	197	238	827	764	8.29	21.32	0.36
<i>Travelling &amp; Halting</i>	361	278	331	1,143	1,132	1.03	29.64	9.00
<i>Insurance</i>	690	650	631	2,760	2,501	10.37	6.07	9.36
<i>ATM /CDM/POS/Debit Card /Other Tech Expenses</i>	1,914	1,864	1,797	7,080	5,813	21.80	2.71	6.52
<i>Advt. &amp; Publicity, Law Charges, Auditors Fees, BC / BF Expenses etc.</i>	1,473	1,518	1,176	5,509	5,029	9.55	-2.96	25.26
<b>Operating Expenses</b>	<b>16,586</b>	<b>15,017</b>	<b>15,978</b>	<b>59,943</b>	<b>58,375</b>	<b>2.69</b>	<b>10.45</b>	<b>3.80</b>

# Key Performance Indicators : Performance Ratios

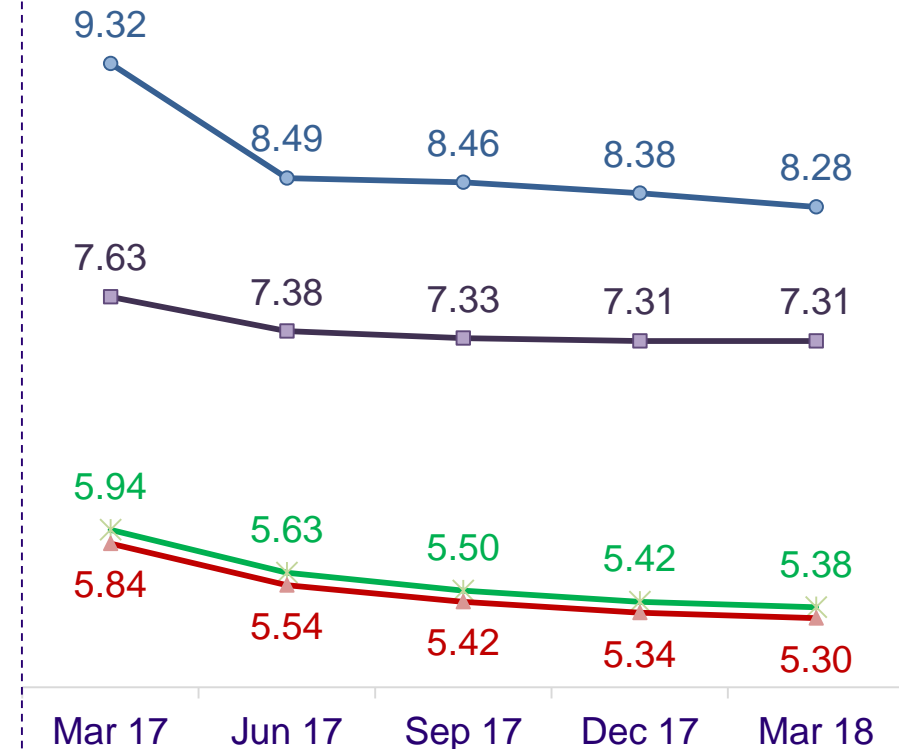
## Net Interest Margin (%)

◆ Domestic ▲ Whole Bank ● Foreign



## Yield & Costs (%)

○ Yield on Advances ■ Yield on Investments  
✱ Cost of Funds ▲ Cost of Deposits



# Sustained CASA growth driving liability franchise

Rs. in Crores

	Mar 18	YoY Growth (%) Mar 18 Over Mar 17	Mar 17 (SBI+e-ABs+BMB)
Total Deposits	27,06,343	4.68	25,85,320
Foreign Offices	1,06,950	17.07	91,359
Domestic	25,99,393	4.23	24,93,961
TD	14,12,099	1.84	13,86,527
CA	1,87,907	3.81	1,81,008
SB	9,99,387	7.88	9,26,426
CASA	11,87,294	7.21	11,07,434
CASA Ratio	45.68%	128 bps	44.40%

Daily Average CASA Ratio - Mar 18: 44.29%

# Diversified Asset Portfolio

*Rs. in Crores*

	Mar 18	Mar 17	YOY Gr %
<b>Domestic Advances</b>	<b>17,46,389</b>	<b>16,66,288</b>	<b>4.81</b>
Comm. Paper(CP)	58,456	60,158	-2.83
Corp. Bonds(CB)	79,124	63,329	24.94
<b>Domestic Total (Incl. CP &amp; CB)</b>	<b>18,83,969</b>	<b>17,89,775</b>	<b>5.26</b>
Advances in Foreign Offices	3,01,998	2,86,219	5.51
<b>Whole Bank Advances (Incl. CP &amp; CB)</b>	<b>21,85,967</b>	<b>20,75,994</b>	<b>5.30</b>

# Diversified Loan Portfolio

Rs. in Crores

	Mar 18	YoY Growth (%) Mar 18 Over Mar 17	Sequential Growth (%) Mar 18 Over Dec 17	Mar 17 (SBI+e-ABS+BMB)
Total Advances	20,48,387	4.91	6.43	19,52,507
Foreign Offices	3,01,998	5.51	0.74	2,86,219
Domestic	17,46,389	4.81	7.48	16,66,288
Large Corporate	4,11,897	1.80*	16.38	9,93,637*
Mid Corporate	3,29,772		14.46	
SME	2,69,875		0.82	
AGRI	1,88,251	-1.58	-2.99	1,91,265
Per Segment	5,46,594	13.55	4.91	4,81,386

\*Includes Large, Medium and SME Advances

# Diversified Industry Portfolio

## Domestic Fund Based Outstanding

Rs. in Crores

	Mar 18		Dec 17		Mar 17		Mar 18
	Level	% Share	Level	% Share	Level	% Share	YOY Gr %
Infrastructure	2,55,612	14.64	2,51,298	15.47	2,54,971	15.30	0.25
<i>of which: Power</i>	1,70,181	9.74	1,67,496	10.31	1,70,874	10.25	-0.41
<i>Telecommunication</i>	19,492	1.12	23,950	1.47	21,211	1.27	-8.10
<i>Roads &amp; Ports</i>	29,166	1.67	29,919	1.84	28,580	1.72	2.05
<i>Other Infrastructure</i>	36,774	2.11	29,933	1.84	34,306	2.06	7.19
Services	2,29,631	13.15	1,64,090	10.10	1,75,248	10.52	31.03
Iron & Steel	1,00,629	5.76	1,01,767	6.26	1,10,465	6.63	-8.90
Trade	94,714	5.42	90,258	5.55	91,578	5.50	3.42
Textiles	51,395	2.94	50,791	3.13	55,766	3.35	-7.84
Petroleum & Petrochemicals	52,896	3.03	35,350	2.18	49,144	2.95	7.63
Engineering	26,566	1.52	26,711	1.64	30,001	1.80	-11.45
Comm. Real Estate	31,832	1.82	29,638	1.82	31,583	1.90	0.79
Other Industries	1,68,268	9.64	1,59,822	9.84	1,94,882	11.70	-13.66
Home Loans	3,13,106	17.93	3,01,087	18.53	2,76,454	16.59	13.26
Auto Loans	66,362	3.80	65,050	4.00	57,609	3.46	15.19
Other Per Segment Loans	1,67,126	9.57	1,54,889	9.53	1,47,323	8.84	13.44
Agriculture	1,88,251	10.78	1,94,055	11.94	1,91,265	11.48	-1.58
<b>Total Domestic Advances</b>	<b>17,46,389</b>	<b>100</b>	<b>16,24,804</b>	<b>100</b>	<b>16,66,288</b>	<b>100</b>	<b>4.81</b>



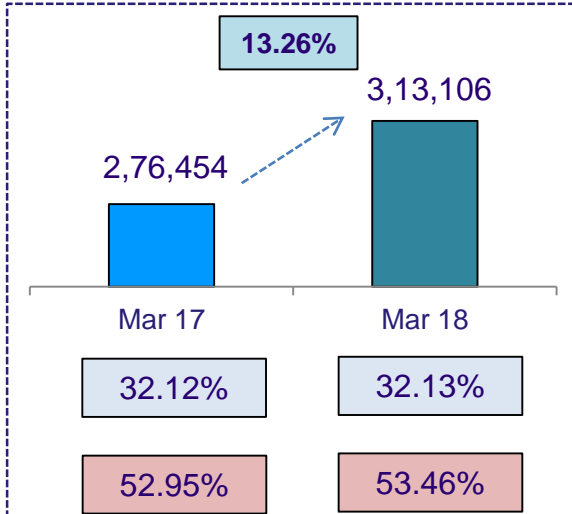
# Personal Segment Continues to drive Loan Growth

Market Share

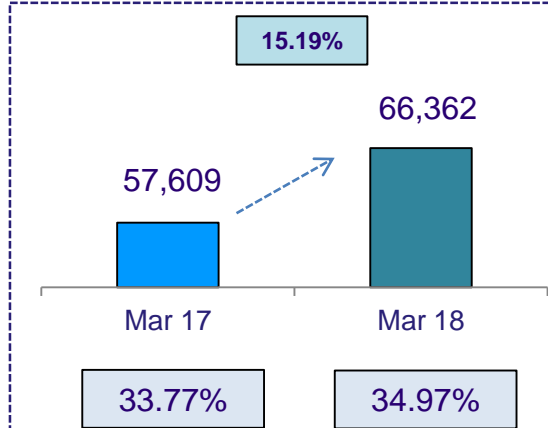
Avg. LTV

Rs. In Crores

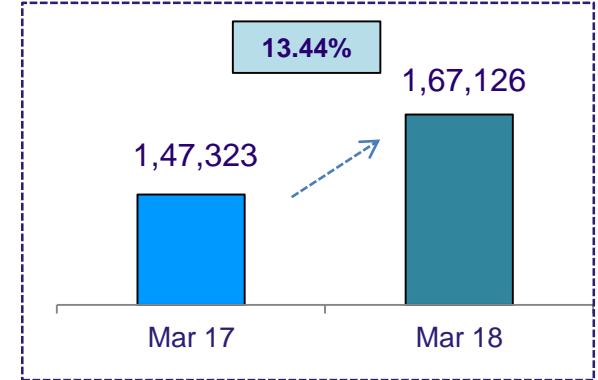
## Home Loans



## Auto Loans



## Other P-Segment Loans



## Total P-Segment

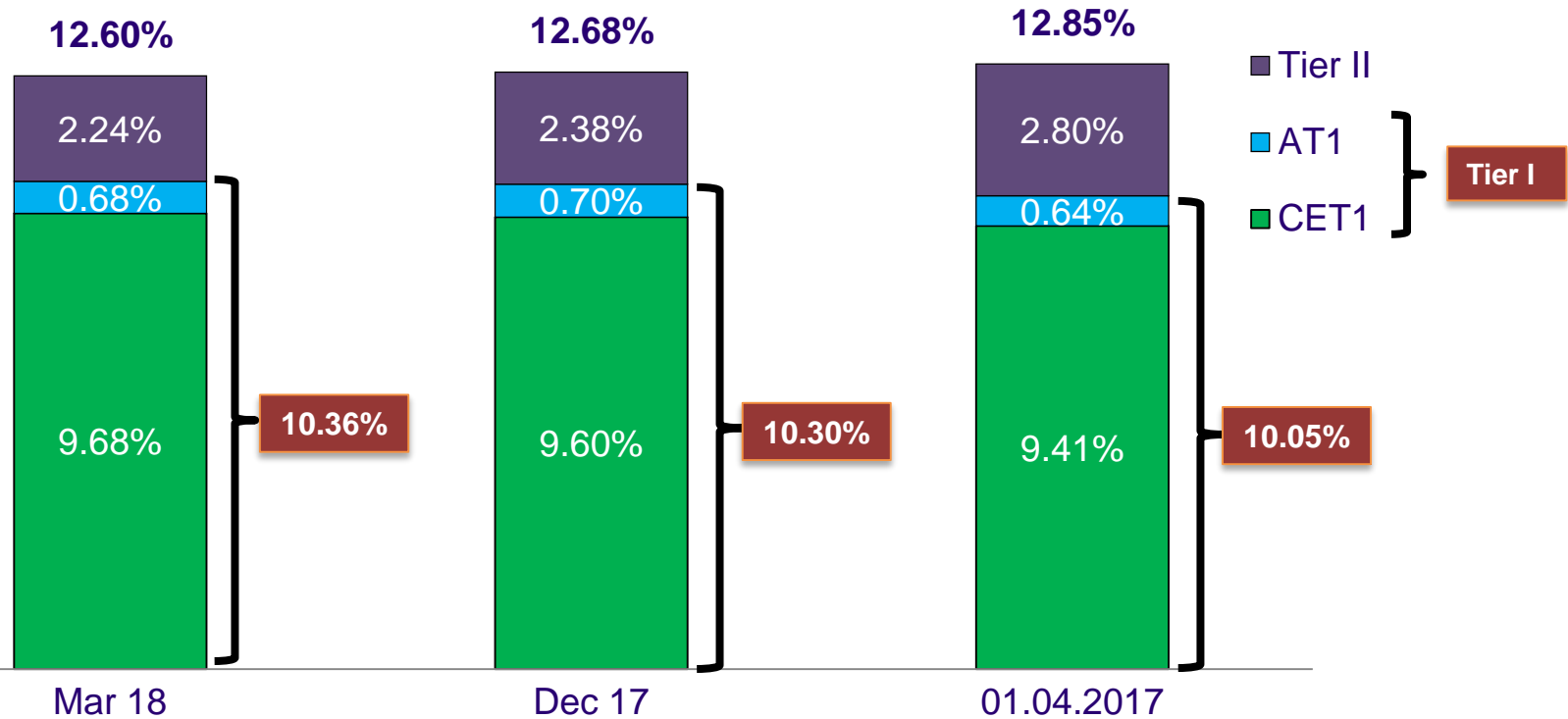
	Mar 17 (%)	Mar 18 (%)
NPA Ratio	0.77	1.23

	Mar 18 (%)
NPA Ratio	0.86

	Mar 18 (%)
NPA Ratio	1.11

YoY growth in disbursement in Home Loans during FY18: 28%

# We Remain Well Capitalized



## FY18

- Credit Risk Weighted Assets to gross Advances declined by 780 bps from 78.94% as on 01.04.2017 to 71.17% as on 31.03.2018
- Equity raised through QIP - Rs 15,000 cr in FY18
- AT1 bonds raised- Rs 2,000 crores in FY18
- Divestment in SBI Life – Rs 5,436 cr
- GoI Infusion Rs.8,800 Crs

# Asset Quality : Gross NPAs - Segment wise (1/5)

Rs. in Crores

Sector	Mar 18		Dec 17		Sep 17		01-04-2017	
	NPA	Ratio %	NPA	Ratio %	NPA	Ratio %	Merged	
							NPA	Ratio %
Agri	21169	11.25	19344	9.97	18982	9.93	12191	6.37
Per Segment	6735	1.23	6929	1.33	7096	1.41	3717	0.77
SME	25719	9.53	24621	9.20	27540	10.91		
Large Corporate	82004	19.91	61627	17.41	49533	13.63		
Mid Corporate	80601	24.44	79220	27.50	75478	26.14		
<b>Total Corporate</b>	<b>162605</b>	<b>21.92</b>	<b>140847</b>	<b>21.94</b>	<b>125011</b>	<b>19.17</b>	<b>155164*</b>	<b>15.62*</b>
International	7199	2.38	7400	2.47	7486	2.56	6794	2.37
<b>Total</b>	<b>223427</b>	<b>10.91</b>	<b>199141</b>	<b>10.35</b>	<b>186115</b>	<b>9.83</b>	<b>177866</b>	<b>9.11</b>

\* Including SME

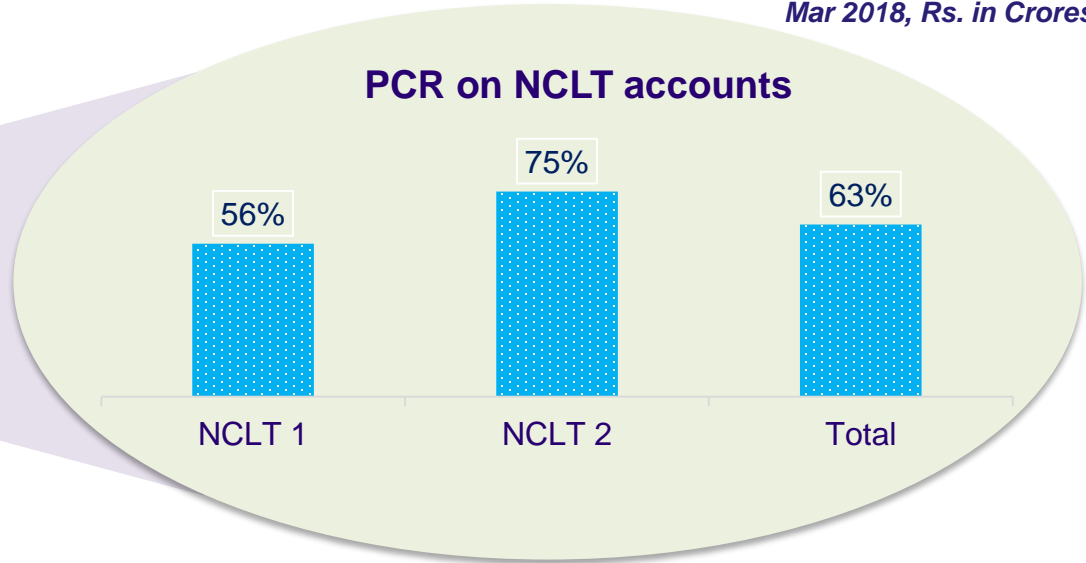
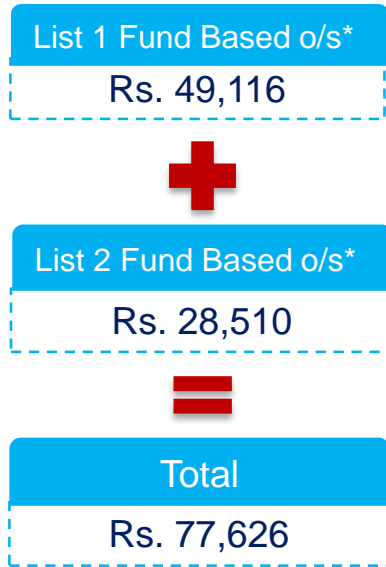
# Asset Quality : Movement of NPAs (2/5)

Rs. in Crores

	FY18	Q4FY18	Q3FY18	Q2FY18	Q1FY18	FY17
<b>Opening Level of Gross NPAs</b>	<b>177866</b>	<b>199141</b>	<b>186114</b>	<b>188068</b>	<b>177866</b>	<b>121973</b>
Total Reductions (Recovery+Upgradation+Transfer to AUCA)	54726	8535	13754	12581	19856	60040
Increase in O/s	5506	-849	944	1601	3810	5685
Fresh Slippages	94781	33670	25836	9026	26249	110247
Gross Addition (Increase in O/s + Slippages)	100287	32821	26780	10627	30059	115932
Net Increase	45561	24286	13026	-1954	10202	55892
<b>Closing Level of Gross NPAs</b>	<b>223427</b>	<b>223427</b>	<b>199141</b>	<b>186115</b>	<b>188068</b>	<b>177866</b>
Gross NPA Ratio (%)	10.91	10.91	10.35	9.83	9.97	9.11
Less: Cumulative Provisions	112573	112573	96771	88218	80309	80888
Net NPAs	110855	110855	102370	97896	107760	96978
Net NPA Ratio (%)	5.73	5.73	5.61	5.43	5.97	5.19
PCR (Excl. AUCA) (%)	50.38	50.38	48.59	47.40	42.70	45.48
<b>PCR (Incl. AUCA) (%)</b>	<b>66.17</b>	<b>66.17</b>	<b>65.92</b>	<b>65.11</b>	<b>60.79</b>	<b>61.53</b>
Slippage Ratio (%)	4.85	6.90	5.29	1.85	5.38	5.78
Credit Cost (%)	3.62	4.93	3.64	3.42	2.48	2.90

# Status of NCLT accounts (3/5)

Mar 2018, Rs. in Crores



\* Including amount transferred to AUCA

### Expected Timeline for NCLT List 1



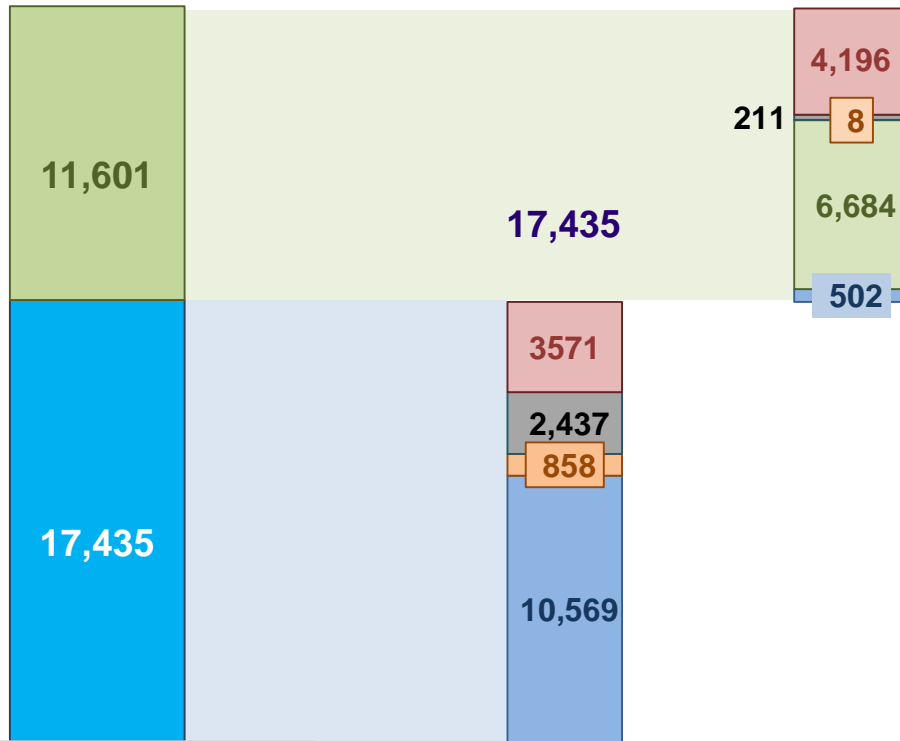
- Expected haircut on entire NCLT List 1 is 52%
- Expect bulk of the resolutions in NCLT List 1 to go through in H1FY19
- NCLT List 2 is likely to be resolved by end of FY19
- Resolution of NCLT accounts to lead to lower GNPA's, in addition to better margins

# Asset Quality (4/5)

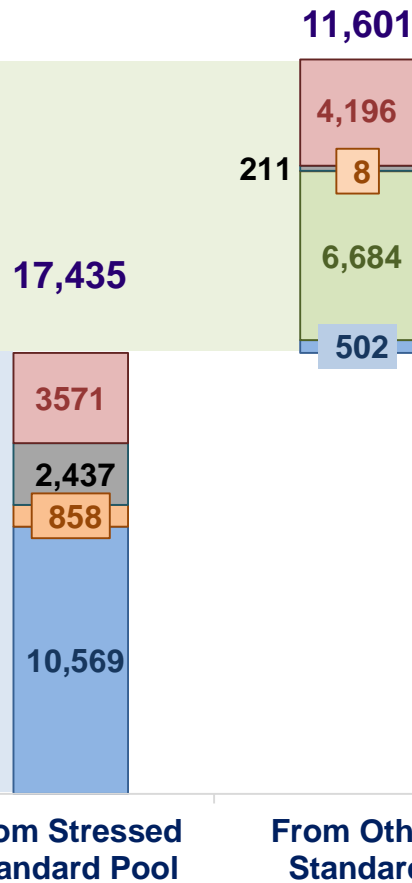
Q4FY18, Mar 2018, Rs. in Crores

Corporate Slippages Break-up

29,037

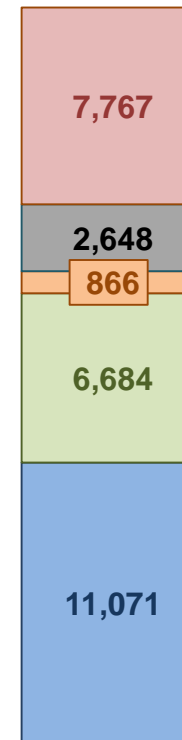


Corporate Slippages Sectorwise Break-up



Total Corporate Slippages Sectorwise Break-up

29,037



Others

Stressed Standard Pool

From Stressed Standard Pool

From Other Standard

Power

Telecom

Iron & Steel

Roads & EPC

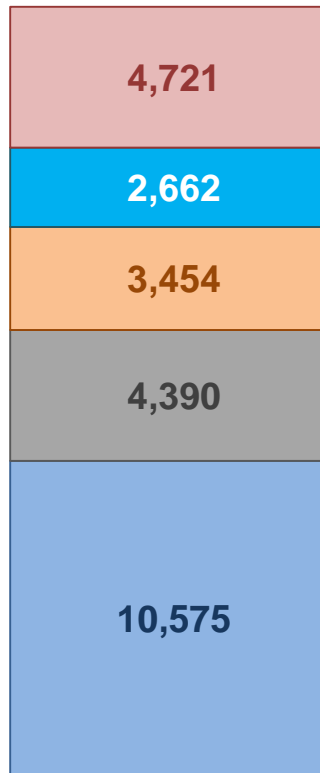
Others

# Asset Quality (5/5)

Mar 2018, Rs. in Crores

1.26% of Total Advances

25,802



Watchlist for FY19

- Power
- Roads & EPC
- Iron & Steel
- Textile
- Others

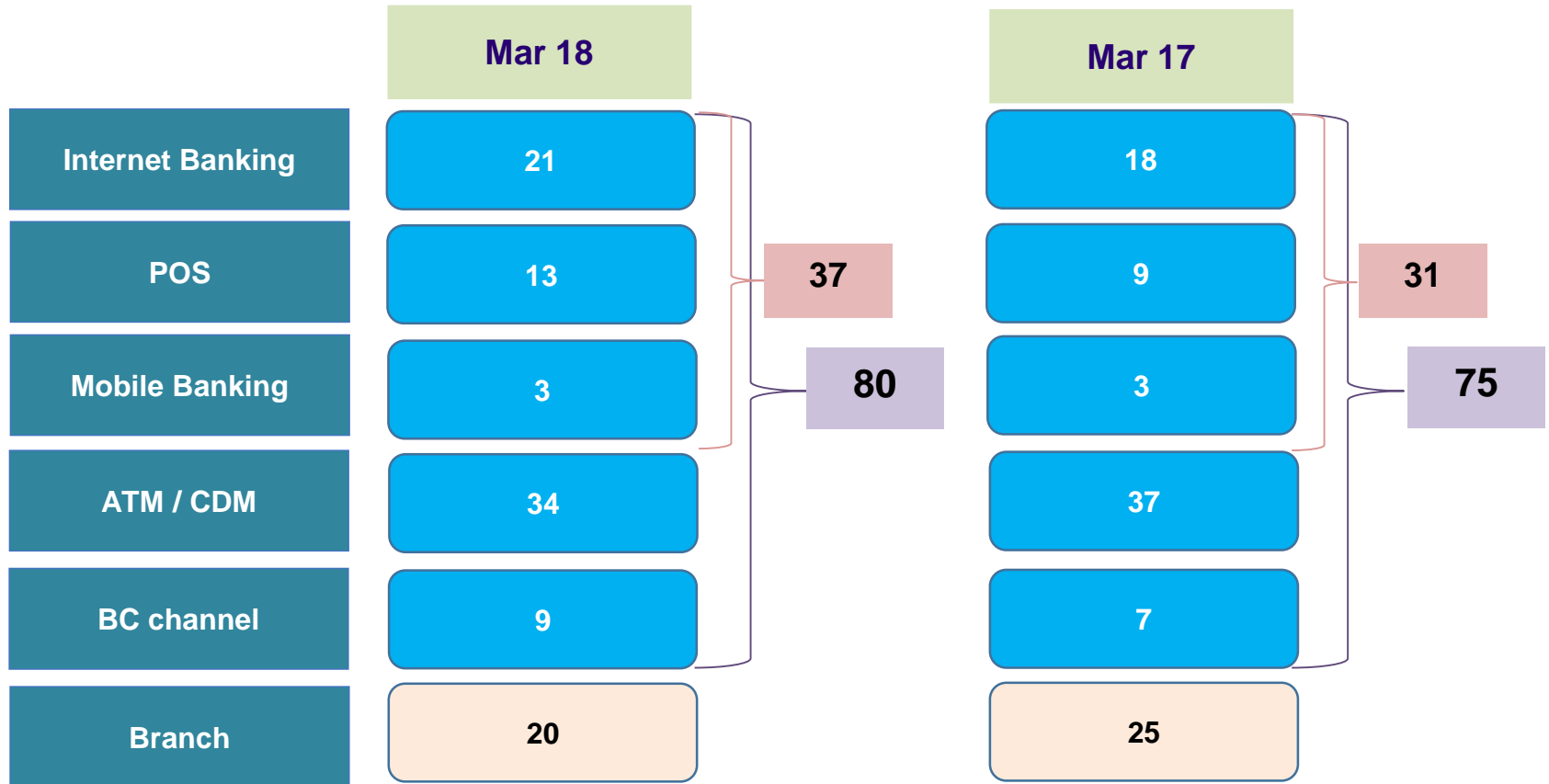
- All stressed accounts from 9MFY18 Standard Stressed classification which continue to be under stress are included in the watchlist; and some new stressed accounts have been added
- All SDR accounts slipped in Q4FY18, while 5 S4A accounts are included in the watchlist
- All Corporate SMA2 and stressed SMA1 included in the Watchlist
- Rs 5,662 cr slippages from SDR and S4A

# Digital Banking



# Channel and Digital Strategy

## Share of Transactions (%)



- *Customer Experience Excellence Program (CEEP): implemented in 5,255 branches; process changes, tech –enablement and performance management for enhanced customer experience.*
- *No. of ATMs :59,541; Market share in Card spends improved 107 basis points YoY to 30.40%*
- *No of POS terminals 6.10 lakhs; Market share at 20.20%*

# Digital & e-Commerce (1/2)

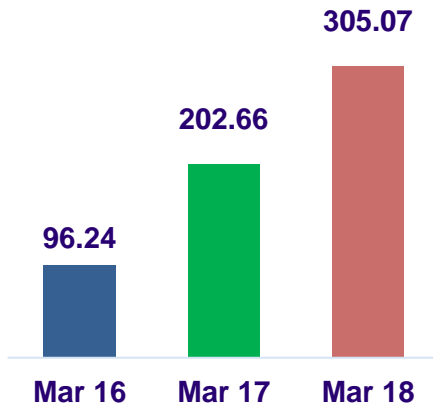


- Registered users --14.9 lakh
- No. of Transactions --7.7 lakh
- Downloads -- 4.37 Million
- Logins -- 1,90,000 per day
- Digital & Insta Accounts -- 1.36 lakhs
- Pre-approved Personal Loans activated
- Financial Super Store (FSS) -- SBI Life, SBI Cards, SBI Cap Sec and SBI General Insurance live on YONO
- Online Market Place (OMP) -- 74 partners live on YONO in 16 categories

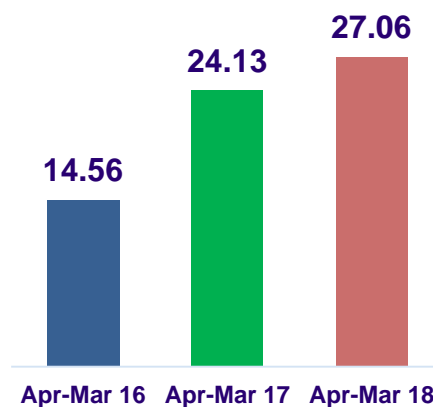


- 3 Crores+ Users
- 2 Crores+ No. of Txns per month

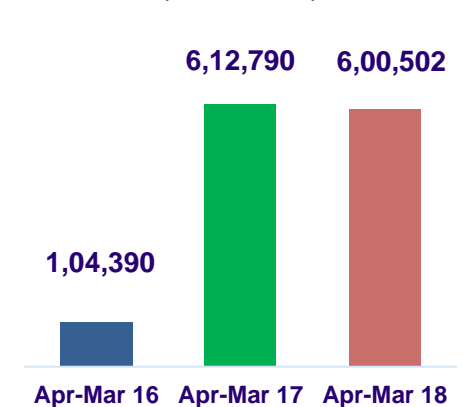
**Mobile Banking Users**  
(Nos. in lakhs)



**Vol. of Transactions**  
(Nos. in Crs.)



**Value of Transactions**  
(Rs. in Crs)

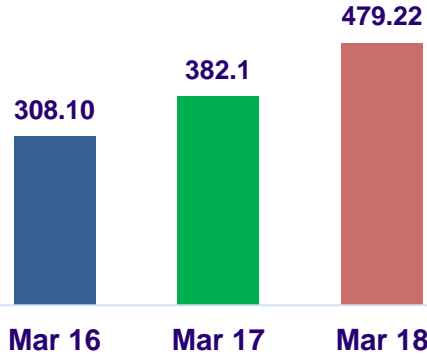


# Digital & e-Commerce (2/2)

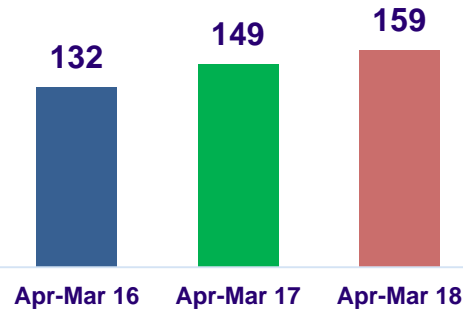


- 5th most popular online global financial site.
- 4.79 Cr Users
- 158.92 Crore txns. during FY18.

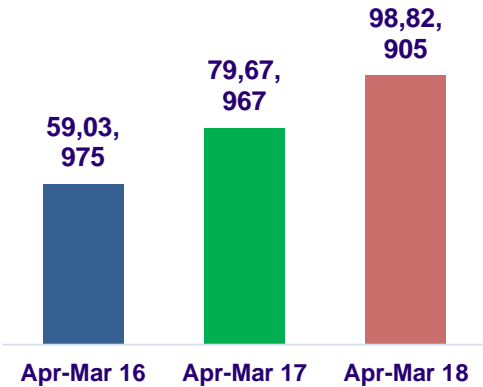
**INB Users**  
(Nos. in lakhs)



**Vol. of INB Transactions**  
(Nos. in Crs.)

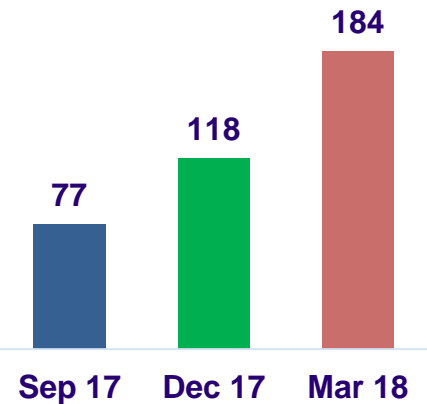


**Value of INB Transactions**  
(Rs. in Crs)

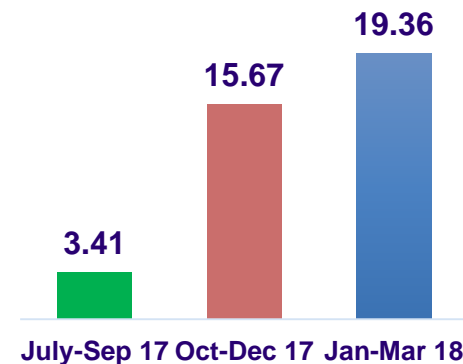


- 1.84 Crore users on SBI Pay / BHIM / USSD
- 11 lakh Average daily txns. during FY18.
- 44K daily registrations during FY18

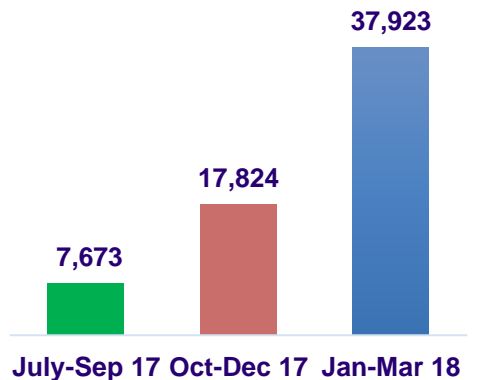
**SBI Pay Active Users**  
(Nos. in lakhs)



**Vol. of Transactions**  
(Nos. in Crs)

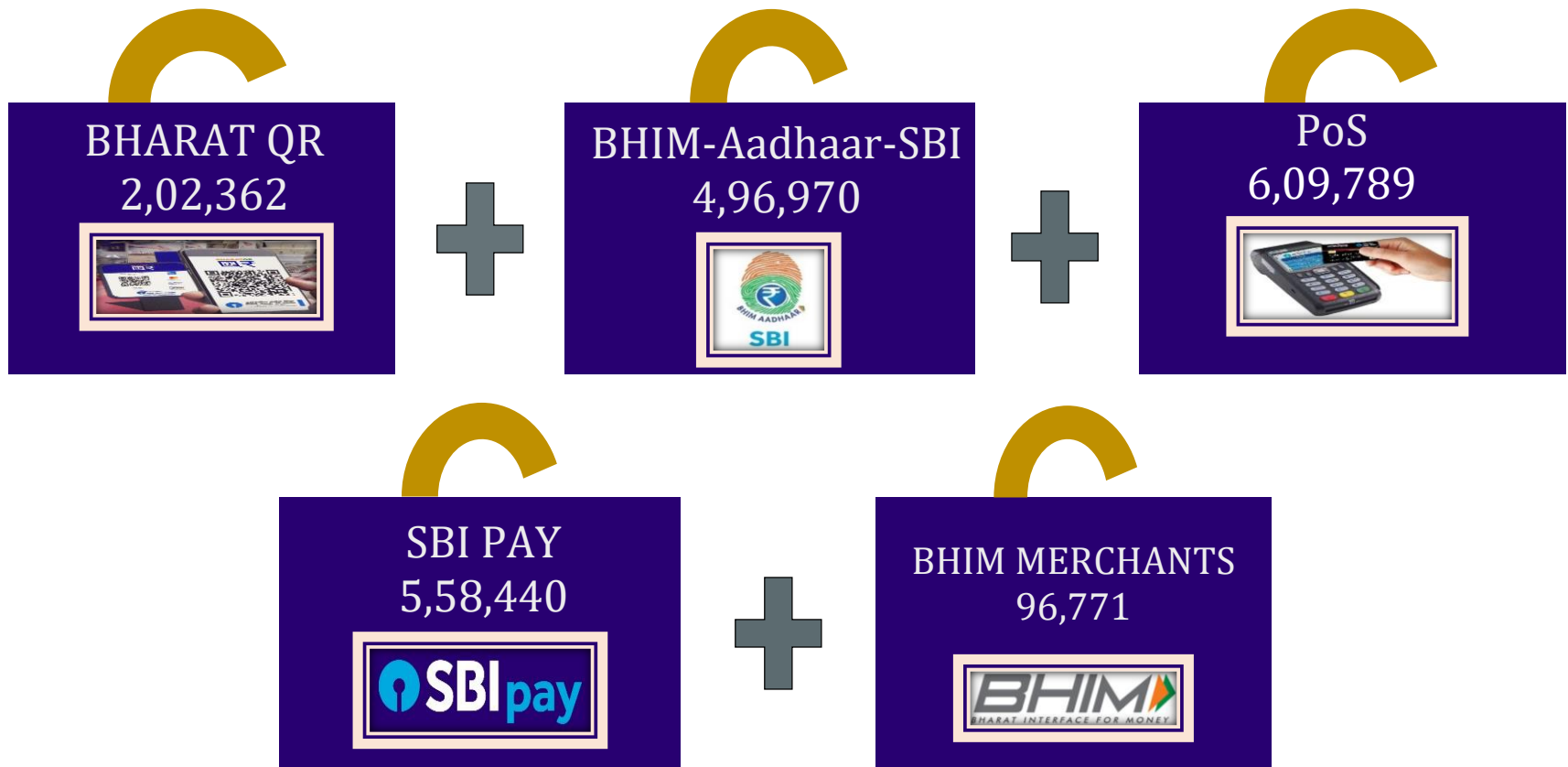


**Value of Transactions**  
(Rs. in Crs)



# Unlocking the Digital Potential

19.64 lakh+ Merchant Payments Acceptance Touch Points










# Accolades & Social Media Leadership

'Social Banking Excellence Award-2017' by *Assocham India*

'CSR Leadership Award' by *ET Now* for Best Use of CSR Practices

National Award for 'Highest SHG bank linkages' for the year 2017-18 by *Ministry of Rural Development*

Platform	Status	Rank	Comments
	152 Lakh	1	Highest number of followers across all banks in the world
	1417 Lakh Views 1.2 Lakh Subscribers	1	Ranked Number 1 Globally amongst Banks
	6.61 Lakh	1	Highest number of followers across All Indian Banks
	4,142		
	6,002		
	32.56 Lakhs	2	Second Highest number of followers across all Indian banks
	4.53 Lakhs	2	

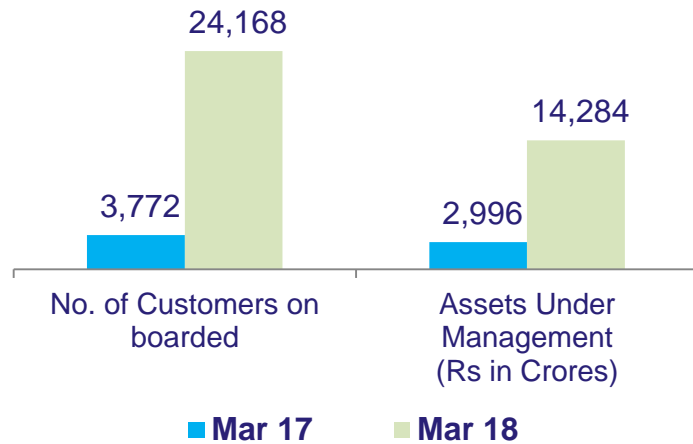
# Wealth Management & Transaction Banking

# Wealth Management & Transaction Banking

*Sustainable levers for Fee Income*

## Wealth Management Business

**AUM & Customers- Wealth Management**



No. of customers to more than double by the end of FY19



AUM is expected to double by FY19



Acquiring and mapping NRI clients to e-Wealth centres by placing satellite RMs at NRI branches & overseas offices



Doubling RM workforce in FY19 to focus on customer acquisition, e-wealth centre development, etc.



Offer Primary and Secondary Market Bonds, Alternative Investment Products like Forex, REITs, Structured Notes, INVITs, etc.

## Transaction Banking

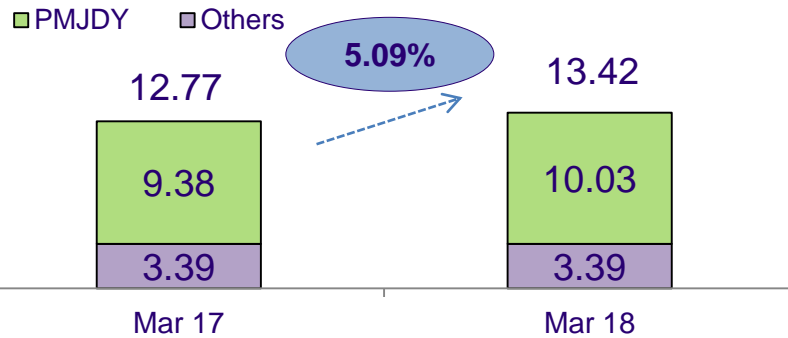
- SBI Transaction Banking has been rated as the best by 'The Asian Banker' consecutively for two years in 2017 & 2018
- Fee income from Transaction Banking (TBU) up by 33.6% YoY and Turnover up by YoY by 67.3% for FY18.
- 2794 new clients have been acquired in FY 18 against 955 clients in FY 17.
- Dominant player in government sector, with a market share of over 62.9% in Central Govt; Govt Commission constitutes 14% of fee income with YoY growth of 17%.
- TBU continues to target new customers and provide additional products to add value to our clients.

# Financial Inclusion



# Financial Inclusion ....(1/2)

Financial Inclusion Accounts (No. in Crs)

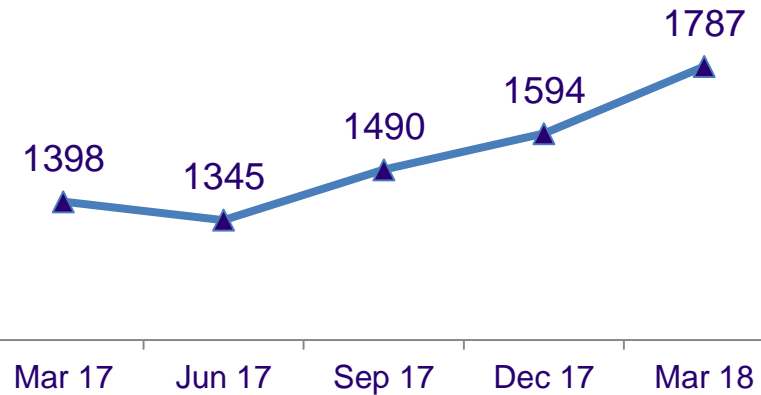


Out of PMJDY A/cs:

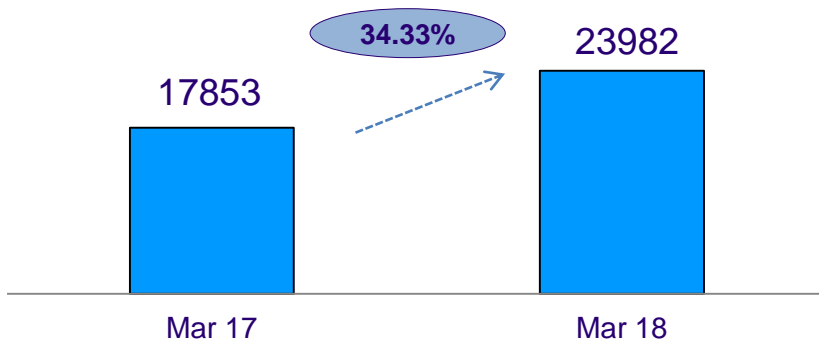
Aadhar seeded A/cs as on Mar 18: 7.41 crs

Rupay Cards issued as on Mar 18: 6.62 crs

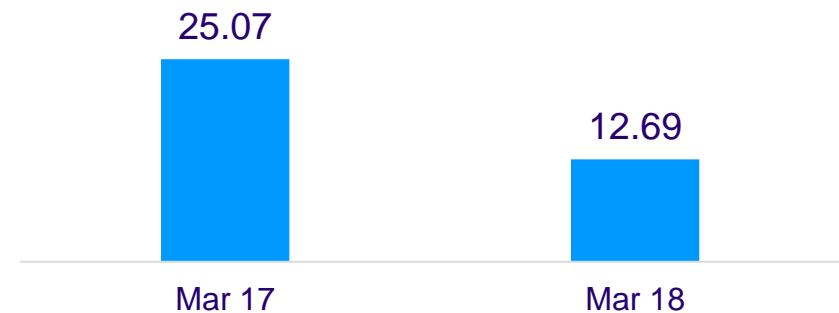
Average Balance (Rs.)



Financial Inclusion Deposits (Rs. in Crores)

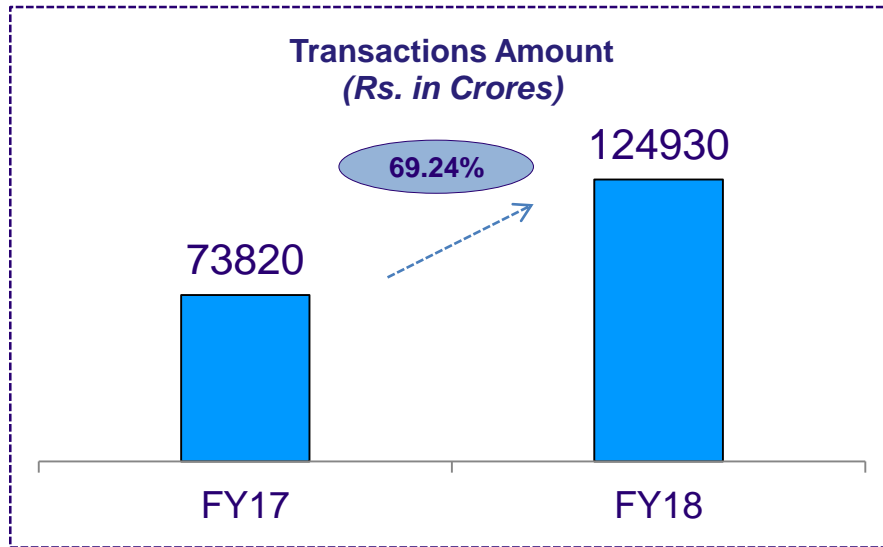


Financial Inclusion - Zero Bal. A/cs (%)



Market share in PMJDY accounts: 31.91%

# Financial Inclusion ....(2/2)



<b><u>Social Security Schemes</u></b> (in Lakhs)	
Pradhan Mantri Suraksha Bima Yojana	173
Pradhan Mantri Jeevan Jyoti Bima Yojana	43
Atal Pension Yojana	13

<b><u>Financial Literacy</u></b>	
<b>Rural Self Employment Training Institute RSETIs (Total Numbers: 151)</b>	<b>Cumulative (Since 2011)</b>
No of Training Programmes held	23,007
No of Youth trained	6,13,020
Number of Youth Settled	68%
<b>Financial Literacy Centers (FLC) (Total numbers: 336)</b>	
No of Out door activities	77,280
No of Persons availed FLC Services	55,95,342

OD facility for PMJDY accounts - Eligible accounts 20.46 lakh, Sanctioned 10.26 lakh accounts (50.15%)

# Subsidiaries

# SBI Group Financials : Net Profit FY18

*Rs. In crores*

Major Non Banking Subsidiaries	Year Ended	
	FY18	FY17
SBI Life	1,150	955
SBI Capital Markets Ltd (Consolidated)	327	252
SBI Funds Management Pvt Ltd	331	224
SBI Cards & Payment Services Pvt Ltd	363	390
SBI General Insurance	396	153

# Subsidiaries (1/3)

## SBI CARDS

	FY18	FY17	YoY (in %)
#CIF market share (%)	16.42%	15.34%	108 bps
#Spends market share (%)	16.75%	13.06%	369 bps
PAT in Rs. Cr *	363.13	390.41	-7%
RoE (%) *	22.50%	29.54%	-704 bps
Net worth, in Rs. Cr	1,614.12	1,321.68	22%
Total Assets	14,693.97	10,652.12	38%

# Market share based on RBI Industry report received till Feb'18

\* 1/ off hit of Rs. 219.9 Cr towards change in Accounting Policy. Ex 1/ Off RoE at 31%

## SBI Funds Management Pvt. Ltd.

	FY18	FY17	YoY (in %)
AUM (Rs. Cr)	2,17,649	1,57,025	38.61
SBI MF share (%)	9.44	8.58	86 bps
PAT (Rs. Cr)	331.03	224.32	47.57
ROE (%)	32.80	29.56	324 bps

### Performance Highlights:

- Robust business performance - Core PBT **↑ 30%** YoY (Excl –one-off items ,of Rs.219.9 Cr), ROE @ 31% (Ex-1/Off )
- 2<sup>nd</sup> Highest base in terms of cards & spends - market share steadily rising
- Spends **↑ 73%** YOY, Assets **↑ 38%** YOY

### New launches:

- SBI Doctor's Card in association with Indian Medical Association (IMA) exclusively for Doctors
- "BPCL SBI Card" which offers up to 5% saving on Fuel Spends
- TATA STAR Card in association with TATA Capital & Star Bazaar
- Krishak Unnati SBI Card for Agriculturists

### Performance Highlights:

- Faster Y-o-Y growth of 39% as against Industry growth of 26%
- Witnessed strong flows across Equity, Hybrid and Fixed Income Schemes
- Continue to remain the country's largest ETF provider with an AUM of more than 42,000 Crores

### Way forward:

- Increase reach in B15 cities; develop micro markets (through opening branches) & penetrate through digital platforms
- Exploring options for Real Estate Fund Management

# Subsidiaries (2/3)

## SBI Capital Markets Limited

	FY18	FY17	YoY (in %)
PAT (Rs. Cr)	327.32	251.81	29.98%
Gross Income (Rs. Cr)	935.31	808.38	15.70%
ROE (%)	22.99%	20.17%	282 bps

### Performance Highlights:

- **Capital Market Group -Debt Capital Market (CMG DCM:** DCM) has been awarded three awards at The Asset Triple A Country Awards 2017 for:
  - Best Quasi-Sovereign Bond, India for NTPC (€500 mn),
  - Best Masala Bond, India for NHAI (Rs. 3000 cr) and
  - Best New Bond, India for HPCL (\$500 mn)
- **CMG ECM (Equity Capital Market):** SBICAP ranks 2nd by Number of Issues and 3rd by Issue Amount (~Rs 59,377 cr) in FY18
- Successfully completion of deals:
  - IPO mandate of Hindustan Aeraunautics (Rs. 4,063 crores)
  - Mishra Dhatu Nigam (Rs. 433 crores)
  - ICICI Securities (Rs. 3,515 crores)
  - QIP issue of Sanghi Industries (Rs. 400 crores)
  - Offer for Sale (OFS) of NMDC (Rs 1,233 crore)
  - Rights of Tata Steel (Rs. 12,800 crore)

## SBI General Insurance

	FY18	FY17	YoY (in %)
PAT (Rs. Cr)	396	153	158%
Gross Written Premium	3,553	2,607	36%
ROE (%)	26.5%	13.9%	1260 bps
Net Worth	1,494	1,099	36%

### Performance Highlights:

- Gross Written Premium growth of 36% ahead of Industry's 17.5% growth
- Overall market share ↑ to 2.35% from 2.03% last year
- Private market share ↑ to 5.42% from 4.84% last year
- AUM at Rs.5,292 crs (21% YOY growth)
- 2nd position in Personal Accident, 3rd in Fire, and 11th in Health line of business amongst Private and Standalone Health Insurers

### Awards & Accolades:

- Won the "Bancassurance Leader, General Insurance (Medium and Small Category)" at the Fintelekt Insurance Awards 2017.
- Certified as a Great Place to Work by Great Place to Work® Institute, India in 2017.
- SBI General's Agent Newsletter, SBI General Connect, has won the Silver award for best e-zine at the 57th ABCI Awards, organized by the Association of Business Communicators of India (ABCI).

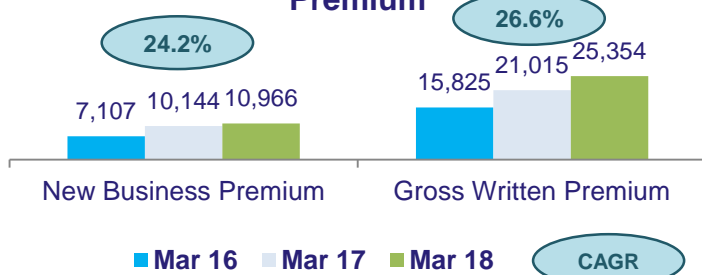
# Subsidiaries (3/3): SBI Life

**Fintelekt**<sup>®</sup>

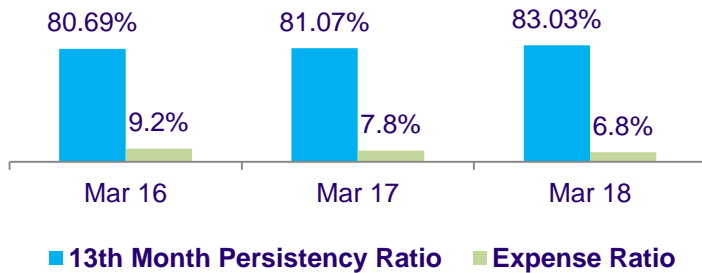
'Life Insurance Company of the Year' & 'Bancassurance Leader Life Insurance (Large Category)' and 'Data Analytics Initiative of the year' Awards

## Premium

In crores

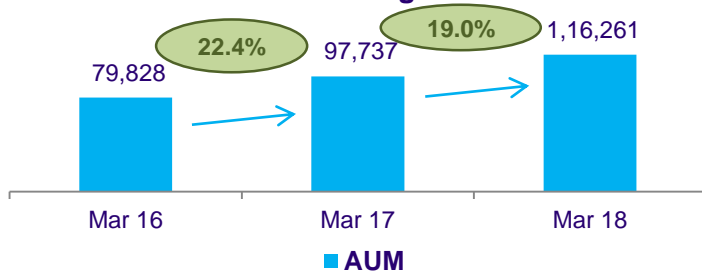


## Ratios (in %)



## Assets Under Management

In crores



## Key Performance Highlights:

- The Company witnessed a **31%** YoY growth in individual rated Premium at Rs.7,787 Cr for FY18
- Growth of **21%** YoY in Gross Written Premium at Rs.25,354 Cr for FY18
- Growth of **30%** YoY in Individual New Business Premium at Rs.8,406 Cr for FY18
- PAT increased by **20%** from Rs. 955 Cr in FY 17 to **Rs 1,150 Cr** in FY18
- Increase in Individual Rated Premium private market share from **20.7%** as on Mar'17 to **21.8%** as on Mar'18 and total market share from **11.1%** as on Mar'17 to **12.3%** as on Mar'18
- AUM as on Mar 31, 2018 up by **19%** at Rs.116,261 Cr

# Balance Sheet



# Balance Sheet : SBI

Rs. in Crores

Liabilities			
	Mar 18	Mar 17	YOY Growth (%)
Capital	892	811	10.05
Reserves and Surpluses	2,18,236	2,11,002	3.43
Deposits	27,06,343	25,85,320	4.68
Borrowings	3,62,142	3,32,106	9.04
Other Liabilities & Provisions	1,67,138	1,75,623	-4.83
<b>Total Liabilities</b>	<b>34,54,752</b>	<b>33,04,862</b>	<b>4.54</b>
Assets			
	Mar 18	Mar 17	YOY Growth (%)
Cash & balances with RBI	1,50,397	1,60,741	-6.44
Balance with banks & money at call and short notice	41,501	1,10,120	-62.31
Investments	10,60,987	9,32,927	13.73
Net Advances	19,34,880	18,68,963	3.53
Fixed Assets	39,992	49,906	-19.87
Other Assets	2,26,994	1,82,204	24.58
<b>Total Assets</b>	<b>34,54,752</b>	<b>33,04,862</b>	<b>4.54</b>

# Balance Sheet : SBI Consolidated

Rs. in Crores

<b>Liabilities</b>			
	<b>Mar 18</b>	<b>Mar 17</b>	<b>YOY Growth (%)</b>
Capital	892	797	11.93
Reserves and Surplus	2,29,429	2,16,395	6.02
Minority Interest	4,615	6,481	-28.78
Deposits	27,22,178	25,99,811	4.71
Borrowings	3,69,079	3,36,366	9.73
Other Liabilities & Provisions	2,90,238	2,85,272	1.74
<b>Total Liabilities</b>	<b>36,16,433</b>	<b>34,45,122</b>	<b>4.97</b>
<b>Assets</b>			
	<b>Mar 18</b>	<b>Mar 17</b>	<b>YOY Growth (%)</b>
Cash & balances with RBI	1,50,769	1,61,019	-6.37
Balance with Banks & Money at Call and Short Notice	44,520	1,12,179	-60.31
Investments	11,83,794	10,27,281	15.24
Net Advances	19,60,119	18,96,887	3.33
Fixed Assets	41,226	50,941	-19.07
Other Assets	2,36,005	1,96,816	19.91
<b>Total Assets</b>	<b>36,16,433</b>	<b>34,45,122</b>	<b>4.97</b>

# SBI Group Financials – FY18

Rs. In crores

	Year Ended		Growth (%)
	FY18	FY17	YoY
Interest Earned	2,28,970	2,30,447	-0.64
Non-Interest Income	77,557*	68,193	13.73
<b>Total Income</b>	<b>3,06,528</b>	<b>2,98,640</b>	<b>2.64</b>
Interest Expended	1,46,603	1,49,115	-1.68
<b>Operating Expenses(i+ii)</b>	<b>96,154</b>	<b>87,290</b>	<b>10.15</b>
<i>(i) Employee Cost</i>	35,411	35,691	-0.79
<i>(ii) Other Operating Expenses</i>	60,744	51,599	17.72
<b>Total Expenditure</b>	<b>2,42,757</b>	<b>2,36,405</b>	<b>2.69</b>
<b>Operating Profit + Exceptional Item</b>	<b>63,770</b>	<b>62,236</b>	<b>2.47</b>
<b>Operating Profit (Excl. Exceptional Item)</b>	<b>58,734</b>	<b>62,236</b>	<b>-5.63</b>
Provisions (other than Tax)	76,015	61,291	24.02
<i>--of which Loan loss provisions</i>	71,526	55,917	27.92
<i>Add: Share profit of associates</i>	438	293	49.40
<i>Less: Minority Interest</i>	807	-339	
Tax Expenses	-8,058	1,336	
<b>Net Profit after Minority Interest</b>	<b>-4,556</b>	<b>241</b>	

\*Includes Exceptional Items

# SBI Solo and Group Financials – FY18

	SBI		SBI Standalone	SBI Consolidated	
	Mar 18	Mar 17	Mar 17	Mar 18	Mar 17
ROA (%)	-0.19	-0.06	0.41	-0.13	0.01
ROE (%)	-3.78	-1.07	7.25	-2.56	0.14
Earning Per Share (Rs.)	-7.67	-2.23	13.43	-5.34	0.31
Book Value Per Share (Rs)	199	211	191	208	220
Expenses Ratio (%)	50.18	49.54	47.75	50.15	49.42
NIM (%)	2.50	2.74	2.84	2.60	2.80
Gross NPA Ratio (%)	10.91	9.11	6.90	10.85	9.04
Net NPA Ratio (%)	5.73	5.19	3.71	5.69	5.15
Gross NPA (Rs. in Crs.)	2,23,427	1,77,866	1,12,343	2,25,105	1,79,167
Net NPA (Rs. in Crs.)	1,10,855	96,978	58,277	1,11,523	97,657

**Thank You**