



ANNUAL RESULTS

FY 2019

ANALYST PRESENTATION

10.05.2019

yono
SBI

Lifestyle &
banking, dono.



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. The Figures / Ratios / Parameters relating to March 2017 are for the merged entity unless otherwise stated.

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Performance Highlights (1/2)

NET PROFIT (in Rs. cr)

FY 17: Rs. (-)1,805

FY 18: Rs. (-)6,547

FY 19: Rs. 862

CREDIT GROWTH

Domestic

13.99%

1.54%

4.81%

FY17

FY18

FY19

Corporate

14.83%

2.18%

FY18

FY19

Retail- Per

18.52%

13.55%

FY18

FY19

Home loan portfolio crosses Rs 4,00,000 cr

ASSET QUALITY

NPA Ratios

■ GNPA ■ NNPA

9.11%

5.19%

FY17

10.91%

5.73%

FY18

7.53%

3.01%

FY19

Provision Coverage Ratio

62%

FY17

66%

FY18

79%

FY19

Slippage & Credit Cost

■ Slippage Ratio ■ Credit Cost

5.78%

2.90%

FY17

4.85%

3.62%

FY18

1.60%

2.66%

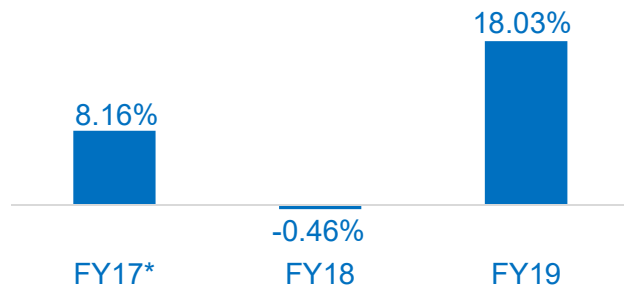
FY19

Slippage Ratio at 1.16% in H2FY19

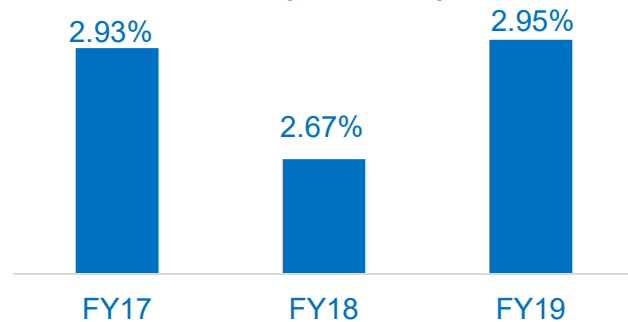
Performance Highlights (2/2)

NET INTEREST INCOME

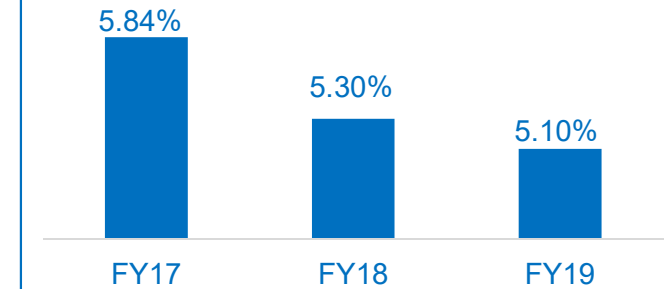
NII Growth



NIM (Domestic)



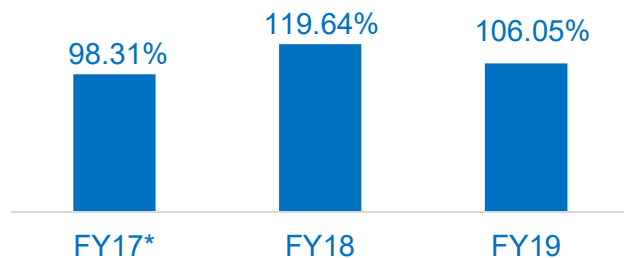
Cost of Deposits



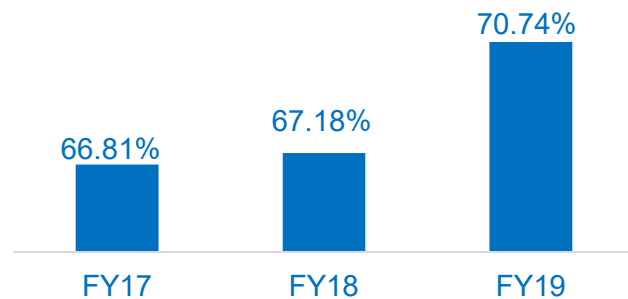
Stable liability franchise, Pricing, Credit growth & Lower Slippages led to NIM expansion and higher NII growth

LIQUIDITY AND CAPITAL

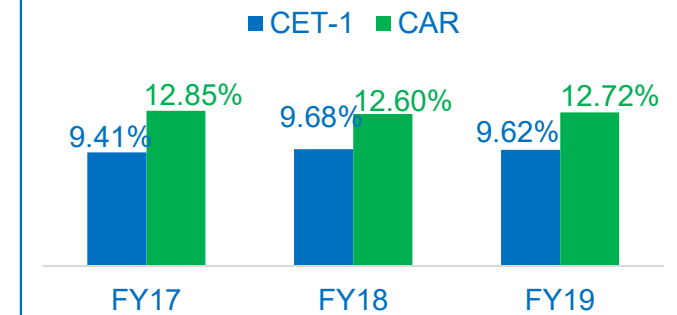
Liquidity Coverage Ratio



Credit Deposit Ratio



Capital Adequacy Ratios



* for SBI Solo

Comfortable LCR, CD ratio & CAR provide room for sustaining growth at 2019 levels

Strategic Initiatives

Strategic Initiatives Undertaken

Customer Service

- Revised assessment of **Customer satisfaction** measures, redesigned '**customer service index**' with weightage to critical parameters
- **Revised Benchmarking** of Efficiency Parameters; simplification of Service Categories
- Training Programme- 'Nayi Disha- Phase 2', focussing on a customer centric approach for employees

Corporate Credit Revamp

- Strengthening of **credit risk process**; Credit Review process independent of **Appraisal / Sanction process**
- Credit Risk function strengthened by onboarding **sector specialists** and **improved diligence**
- Increase **product penetration** across high priority relationships; widen universe of clients and focus on **new segments**

Human Resources

- **Identifying potential leaders** and developing them through **customized training programs** to create leadership pipeline: Top ranked PSB in EASE Index for "Developing Personnel for Brand PSB"
- 70% training effort focused on enhancing **functional effectiveness** at the junior level, to make employees future ready
- **Career Development System**, a paradigm shift in performance management, 95% of the roles made measurable

YONO & Digital Leadership

- **Flagship venture** –digital bank, online market place, financial super store; a powerful engine for growth
- **Asset and liability** side products offered through the Yono platform; fast scaling up
- **Leading market share across digital channels**, alternate channel transactions at 88.1% for FY19

Subsidiaries

- Subsidiaries have **leading market shares** in their respective products and services
- Best in class JV partners, efficient processes, long term scalability, high standards of corp. governance
- SBI's subsidiaries at the forefront in driving **Cross Sell Products** through SBIs reach

Revamping Corporate Credit Structure and Systems

Corporate Credit – Way Forward

- Widen universe of clients and focus on **new segments**
- Increase **product penetration** across high priority relationships
- Strengthening of **credit processes**
- Capture **risk** in a more meaningful way before sanction of credit

Changes Undertaken

- Streamlining **coverage, delivery, business support functions & analytics**
- CAG for **high priority and quality individual & group relationships**; Group relationship coordinators introduced
- **Commercial Clients Group**; formed by consolidating remaining accounts from CAG, MCG & high value NBG accounts
- In addition to NPAs **all SMA2 accounts to be shifted to Stressed Assets Resolution Group (SARG)**, to increase focus on Corporate Credit growth in CAG and CCG verticals

Strengthening Risk Function

- Credit review process independent of **Appraisal / Sanction process** focusing on account level risks
- Credit review process is **after appraisal** but **before sanction**- third eye perspective
- **Centralization** of credit sanction committees for **standardization** & appreciation of **macro risks**
- Credit Risk function strengthened by onboarding **sector specialists** and **improved diligence**

Realizing shared value through our people

The HR Journey



Manpower Planning

- Achieve Optimal Manpower by leveraging data and technology to assess manpower on an annual basis



Recruitment

- Attract right talent & brand SBI as employer of first choice
- Recruitment of domain experts through in-house lateral hiring process



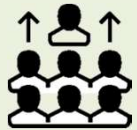
Performance Management

- Objective Career Development System with 92% roles as Budgetary/Measurable
- Annual grading & appraisal completed for 1.96 lac employees
- Track performance monthly through mobile app



Structured Feedback

- To initiate a culture of constructive feedback, mid-year feedback introduced
- One-on-one discussion held by the Manager with the Reportee



Succession Planning

- Succession Planning for Top Executives of the bank completed
- All Deputy General Managers/General Managers covered in the process



Employee Recognition

- Employee rewards and recognition scheme for all employees
- *SBI Gems* – mobile application to encourage culture of appreciation launched



Grievance Redressal

- *Sanjeevani* - In-house employee concerns redressal platform launched
- Counsellor appointed to provide guidance on stressful issues



Employee Engagement

- *Abhivyakti* - All India employee engagement survey conducted
- 95% employees were surveyed and action plan is being drawn up

Realizing shared value through our people

The Learning & Development Journey



Domain Specialization

- Entire training system revamped to lay foundation for a Divya & Bhavya SBI.
- Apex Training Institutes made Domain specific in Credit, Risk, Marketing, IT, Rural Banking, Leadership & HR.



Value Alignment

- For bringing agility and change of mindset Corporate Communication programme Nayi Disha was launched. In Phase I 2.40 lakh employees were taken through the programme
- Phase II will focus on Customer Centricity.



Engaging Millennials

- For grooming young leaders PO/TO policy revised to facilitate holistic learning.
- 7000 Junior Associates were trained in Marketing, Digital & soft-skills with an external perspective.



External Collaboration

- `As a Premier Bank, organized conclaves on Corporate Governance for PSB Heads, Re-Vitalizing Human Capital for HR executives and “Navigating Disruption” in collaboration with Wharton University.



Leadership Programmes

- Training provided to Top executives on Leadership, IT & Cybersecurity apart from mandatory online courses from Wharton, MIT etc.,
- Leadership Institute (SBIL) gained ground & conducted various leadership programmes for internal & external executives.



Knowledge Management

- Introduced role specific learnings through Role Based Certifications mandatory for all employees
- For facilitating knowledge enrichment, a Google type search engine “askSBI” launched for employees.

Digital Leadership

As on 31st March 2019

	Market Share <i>(latest available)</i>
Debit Cards Spends	29.89%
POS Terminals	15.93%
No. of ATMs	28.73%
Mobile Banking	
<i>No. of transactions</i>	17.86%
<i>Value of transacti</i>	14.56%

UPI

- ✓ Handled 129 crore remit transactions during the year.
- ✓ No. 1 Remitter Bank with market share of 21.48%
- ✓ Processing > 1 Cr transactions per day.
- ✓ Number of UPI users: 55.34 Mn

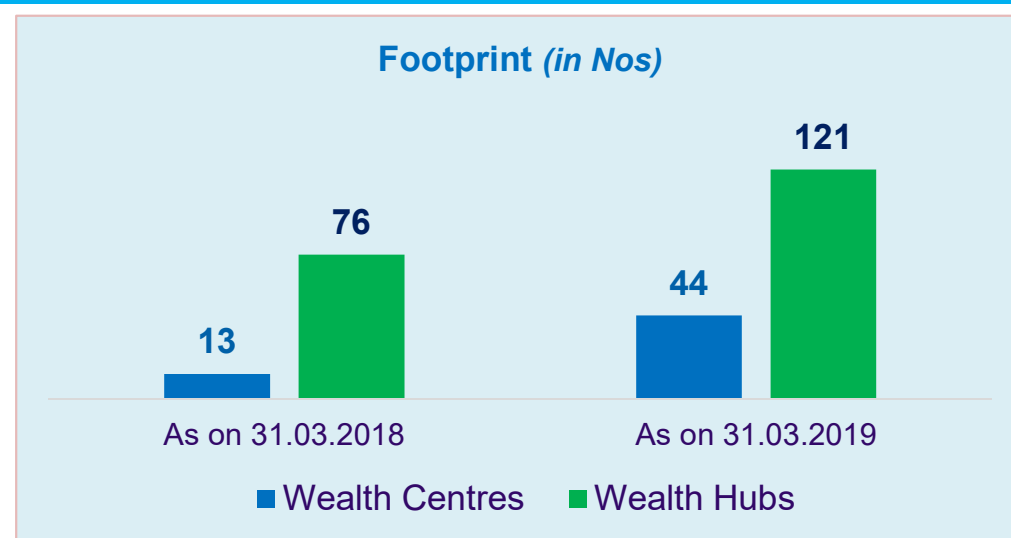
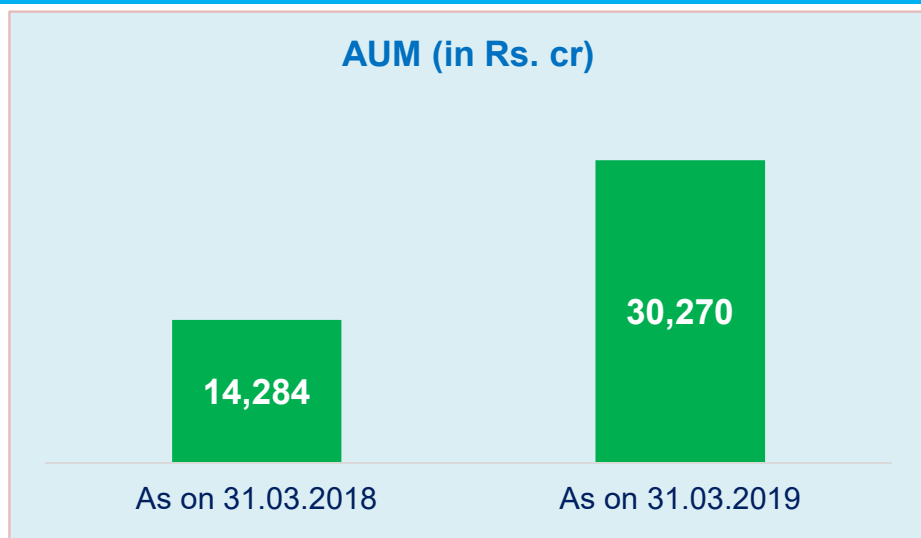
Debit Cards

- ✓ No. of cards at 29.67 Cr.
- ✓ Debit Card spends crossed Rs.10 bn in a single day

ATM

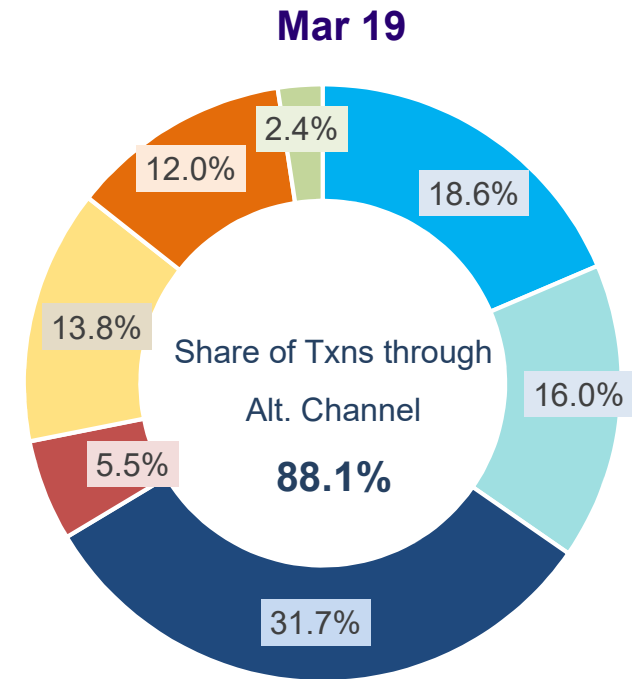
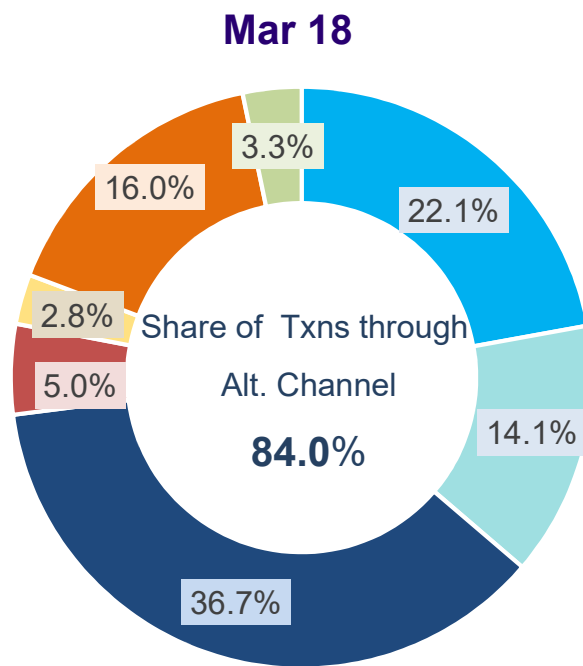
- ✓ Average no. of ATM transactions ~1.4 Cr per day

Wealth Management Business



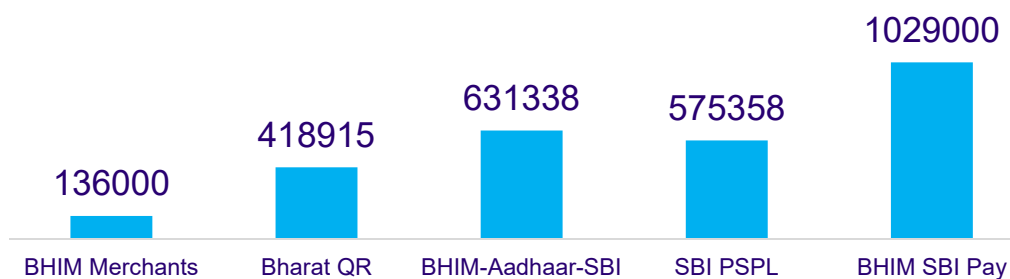
Technology and Innovation

Share of Transactions through Alternate Channels (88.1%)

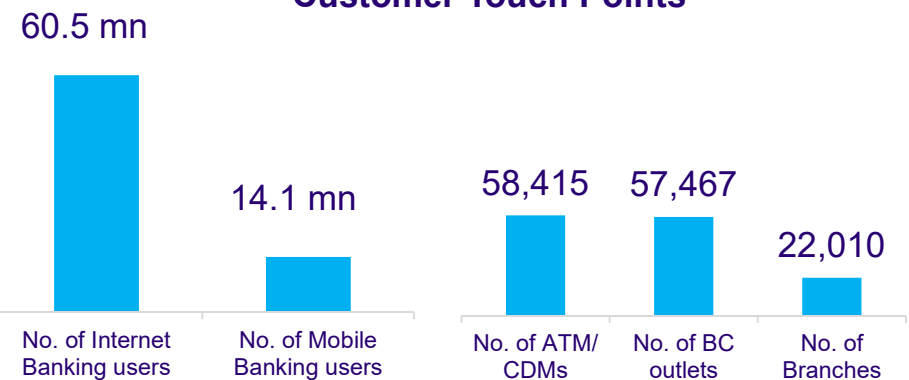


■ Internet & Mobile Banking ■ POS & e-Commerce ■ ATM/CDM ■ BC Channel ■ UPI & YONO ■ Branch ■ Green Channel

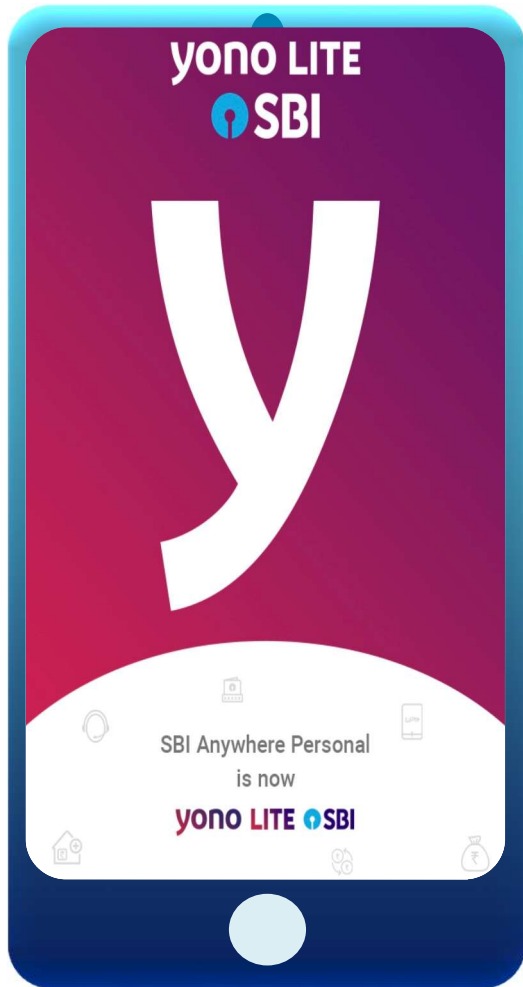
27.91 lakh Merchant Payment Acceptance Touch Points



Customer Touch Points



YONO: Our flagship digital offering – for both lifestyle and Banking



- ✓ Paper-less and branch-less processes
- ✓ Enhancement of customer experience
- ✓ Higher staff productivity
- ✓ Increased branch business

E2e digitisation and Digital Bank

Products

- Fixed Deposits
- Personal Loans
- Home Loans
- Car Loans
- Agri Loans

Services

- Account Opening
- Fund Transfer
- Bill Pay
- Recharge
- Tax Payment

Financial Superstore

- Cards
- Mutual Fund
- Life Insurance
- General Insurance
- Investment

Online Market Place

- Browse Categories
- Book tickets
- Access deals
- Shop, book & order

Registered Users

73.49 lacs

**Value of Transactions
(In Q4FY19)**

Rs. 7,301.5 cr

Digital & Insta Accounts

27.53 lacs

PAPL Loan Book

Rs. 3,800 cr

Online Market Place

89 partners

SBI and its Subsidiaries - Leveraging Synergies

As on Mar-2019



- #2 in Total New Business Premium with Private market share of ~20%
- New Business Premium increased by 26%
- Strong financial performance: VoNB Margin : 19.8%
- AUM up by 21.30% at Rs.141K crs.



- Rank 3rd in AUM with Market Share of 11.59%.
- AUM at Rs.284K Crores, up by 30.40%
- Grew by 7.36% vis-à-vis Industry growth rate of 3.66% for the FY.
- ROE at 31.12% against 31.65% Last Year



- Reached 8 Million Cards-in-force milestone
- Retail spends up 36% through customer engagement and merchant tie-ups
- Market Share Total Spends : 17.2%
- Market Share Card base : 17.4%



- 8th among private insurers and 13th in the Industry overall.
- 2nd position in Personal Accident, 3rd in Fire.
- Market Share increased to 2.77% from 2.35% last year.
- Tie-up with “PolicyBazaar” for promoting the Travel Insurance product.

- Technology and other enablers in SBI to offer a full bouquet of products
 - Project IMPACT – CRM Platform for SBG entities to leverage data analytics for lead generation
 - YONO – Digital self service platform offering financial products of various subsidiaries
- ~39% of SBI employees are certified to cross sell subsidiary products
- Best in class JV partners, efficient processes, long term scalability, high standards of corp. governance
- Cross Sell income to fee income at 8.27%, expect cross sell income to grow > 50% over medium term

Financial Performance

Financials – At a Glance

Rs. in Crores

	Quarter Ended			Year Ended		Growth (%)		
	Q4FY19	Q3FY19	Q4FY18	FY19	FY18	FY19 over FY18	Q4FY19 over Q3FY19	Q4FY19 over Q4FY18
Interest Income	62,985	62,277	55,941	2,42,869	2,20,499	10.14	1.14	12.59
Interest Expenses	40,032	39,586	35,967	1,54,520	1,45,646	6.09	1.13	11.30
Net Interest Income	22,954	22,691	19,974	88,349	74,854	18.03	1.16	14.92
Non Interest Income	12,685	8,035	12,495	36,775	44,601	-17.55	57.87	1.52
Operating Income	35,639	30,726	32,469	1,25,124	1,19,454	4.75	15.99	9.76
Operating Expenses	18,706	18,101	16,586	69,688	59,943	16.26	3.34	12.78
Operating Profit	16,933	12,625	15,883	55,436	59,511	-6.85	34.12	6.61
Total Provisions	16,095	8,670	23,601	54,574	66,058	-17.39	85.63	-31.81
Net Profit	838	3,955	-7,718	862	-6,547		-78.80	
NIM (Domestic-Cumulative) (%)	2.95	2.92	2.67	2.95	2.67	28 bps	3 bps	28 bps
NIM (Domestic-Quarterly) (%)	3.02	2.97	2.82				5 bps	20 bps
Cost to Income Ratio (Cumulative) (%)	55.70	56.97	50.18	55.70	50.18	552 bps	-127 bps	552 bps

Non-Interest Income is lower in FY 19 on account of (i) lower trading Income (Rs.6,317 Crs) and (ii) Stake Sale of SBI Life (Rs.5,436 Crs) in FY 18

Total Income

Rs. in Crores

	Quarter Ended			Year Ended		Growth (%)		
	Q4FY19	Q3FY19	Q4FY18	FY19	FY18	FY19 over FY18	Q4FY19 over Q3FY19	Q4FY19 over Q4FY18
Interest on Loans	42,628	41,821	34,235	1,61,640	1,41,363	14.34	1.93	24.52
Interest on Resources	18,313	19,131	18,534	75,585	72,588	4.13	-4.28	-1.20
Other Interest income	2,045	1,325	3,172	5,643	6,549	-13.83	54.29	-35.53
Total Interest Income	62,985	62,277	55,941	2,42,869	2,20,499	10.14	1.14	12.59
Fee Income	8,589	4,724	8,430	23,304	23,636	-1.41	81.83	1.88
Profit/Loss on Sale of Investments	534	425	941	1,023	12,303	-91.69	25.59	-43.27
Forex Income	671	564	546	2,156	2,485	-13.24	18.90	22.84
Misc. Income	2,892	2,322	2,577	10,292	6,177	66.62	24.52	12.20
<i>of which: Recovery in w/o accounts</i>	2,485	2,107	2,113	8,345	5,333	56.47	17.94	17.63
Total Non Interest Income	12,685	8,035	12,495	36,775	44,601	-17.55	57.87	1.52
Total Income	75,670	70,312	68,436	2,79,644	2,65,100	5.49	7.62	10.57

Fee Income Break Up

Rs. in Crores

	Quarter Ended			Year Ended		Growth (%)		
	Q4FY19	Q3FY19	Q4FY18	FY19	FY18	FY19 over FY18	Q4FY19 over Q3FY19	Q4FY19 over Q4FY18
<i>Loan Processing Charges</i>	1,502	926	1,360	3,710	3,277	13.21	62.13	10.46
<i>Commission on Govt. Business</i>	1,118	953	1,003	3,974	3,409	16.57	17.32	11.45
<i>Commission on LC/BG</i>	1,289	600	636	3,118	2,107	47.96	115.04	102.88
<i>Cross Selling</i>	583	486	557	1,927	1,631	18.11	20.04	4.69
<i>Account Maintenance Charges</i>	484	253	890	1,334	3,438	-61.21	91.13	-45.66
<i>Remittance, Collection, etc.</i>	3,013	1,093	2,702	6,513	6,176	5.46	175.64	11.49
<i>Misc. Fee Income</i>	600	413	1,283	2,728	3,597	-24.16	45.26	-53.23
Fee Income	8,589	4,724	8,430	23,304	23,636	-1.41	81.83	1.88
Fee Income <i>(Excl. Account Maintenance Charges)</i>	8,105	4,471	7,540	21,970	20,199	8.77	81.30	7.49

Total Expenses

Rs. in Crores

	Quarter Ended			Year Ended		Growth (%)		
	Q4FY19	Q3FY19	Q4FY18	FY19	FY18	FY19 over FY18	Q4FY19 over Q3FY19	Q4FY19 over Q4FY18
Interest on Deposits	35,607	35,473	33,206	1,40,272	1,35,726	3.35	0.38	7.23
Interest on Borrowings	3,223	2,981	1,694	9,839	5,312	85.21	8.13	90.32
Other Interest paid	1,201	1,131	1,067	4,408	4,607	-4.32	6.17	12.58
Total Interest Expenses	40,032	39,586	35,967	1,54,520	1,45,646	6.09	1.13	11.30
Salary	6,612	6,631	6,645	26,349	25,849	1.94	-0.29	-0.49
Provisions for Employees	3,866	4,541	2,609	14,706	7,330	100.62	-14.86	48.15
Staff Expenses	10,478	11,172	9,254	41,055	33,179	23.74	-6.21	13.22
Depreciation	831	797	852	3,212	2,919	10.03	4.19	-2.48
Others	7,397	6,132	6,480	25,421	23,845	6.61	20.63	14.16
Overheads	8,228	6,929	7,332	28,633	26,765	6.98	18.74	12.22
Operating Expenses	18,706	18,101	16,586	69,688	59,943	16.26	3.34	12.78
Total Expenses	58,737	57,687	52,553	2,24,208	2,05,589	9.06	1.82	11.77

Contained Overhead Expenses

Rs. in Crores

	Quarter Ended			Year Ended		Growth (%)		
	Q4FY19	Q3FY19	Q4FY18	FY19	FY18	FY19 over FY18	Q4FY19 over Q3FY19	Q4FY19 over Q4FY18
Rent, Taxes and Lighting	1,480	1,284	1,415	5,266	5,140	2.44	15.30	4.61
Depreciation	831	797	852	3,212	2,919	10.03	4.19	-2.48
Printing and Stationery	189	101	184	499	518	-3.70	87.49	2.65
Postage & Telecommunications	116	97	205	387	867	-55.36	20.32	-43.25
Repairs and Maintenance to Bank's Property	277	223	239	904	827	9.33	24.05	16.00
Travelling & Halting	298	278	361	1,113	1,143	-2.69	7.39	-17.39
Insurance	726	725	690	2,845	2,760	3.10	0.17	5.27
Business Acquisitions & Development Expenses	753	512	557	2,259	1,850	22.10	46.86	35.06
ATM /CDM/POS/Debit Card /Other Tech Expenses	2,110	1,931	1,914	7,955	7,080	12.36	9.26	10.19
Misc. Expenses	1,449	982	915	4,192	3,659	14.58	47.51	58.26
Overheads	8,228	6,929	7,332	28,633	26,765	6.98	18.74	12.22

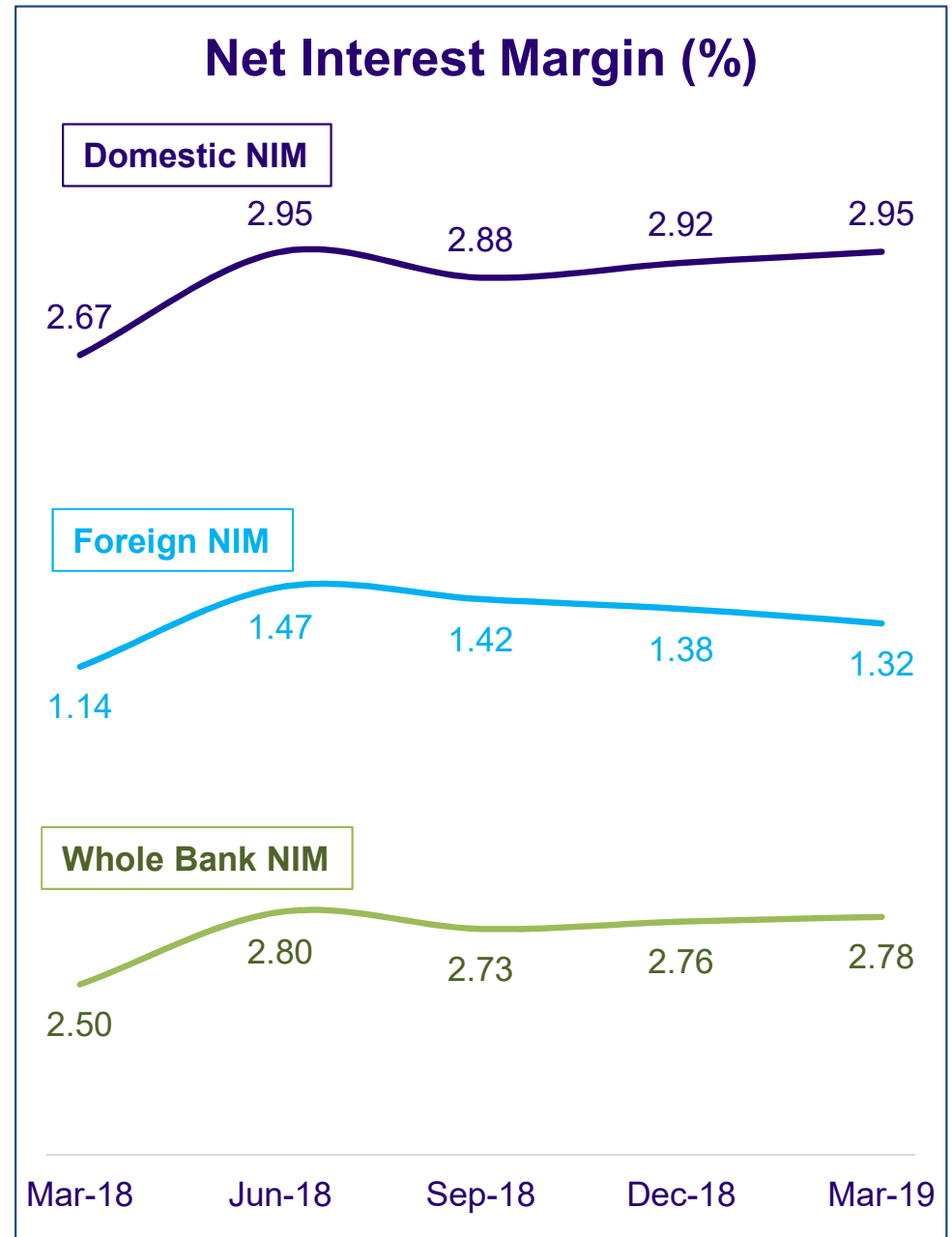
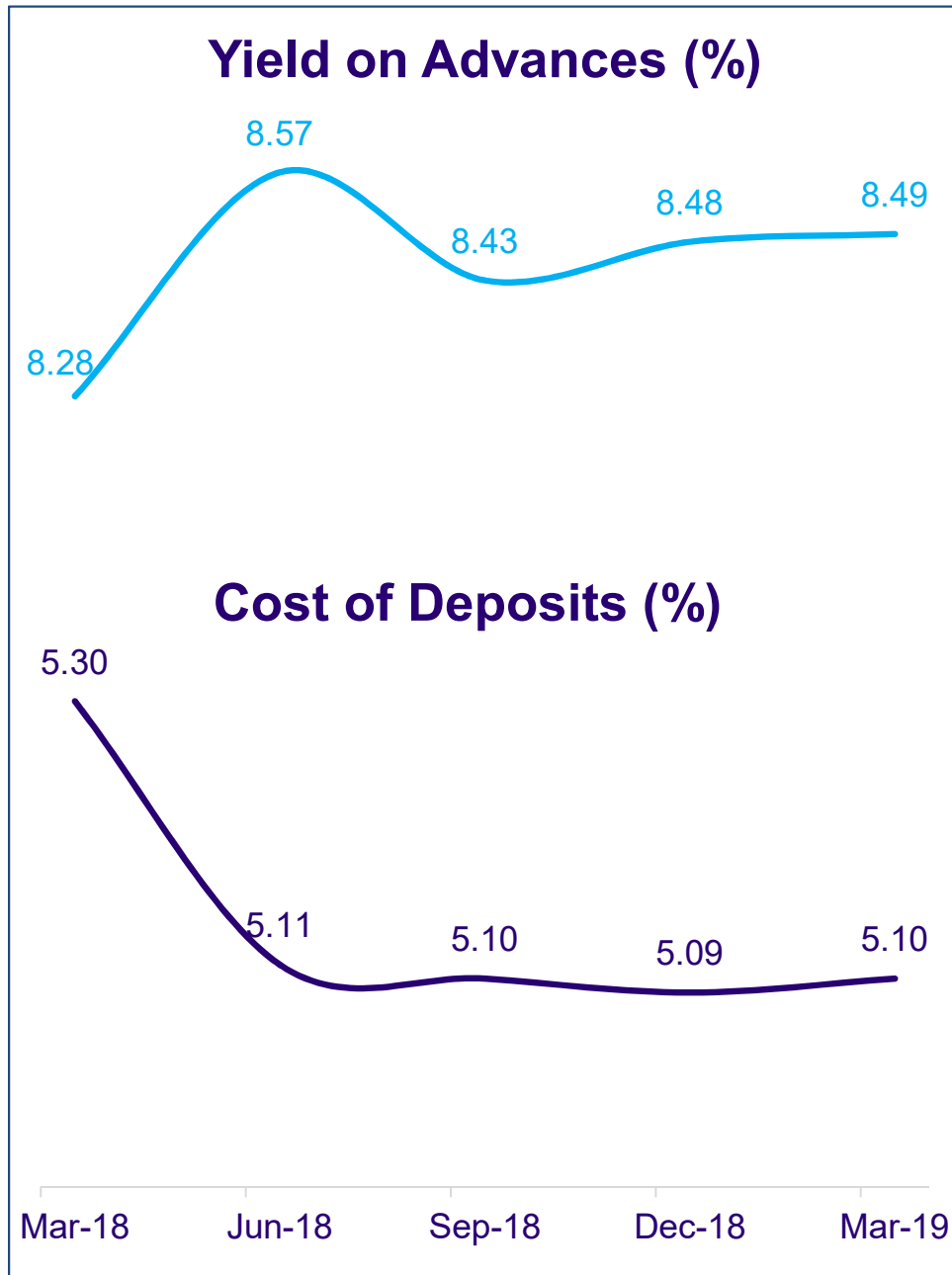
Provisions & Profit

Rs. in Crores

	Quarter Ended			Year Ended		Growth (%)		
	Q4FY19	Q3FY19	Q4FY18	FY19	FY18	FY19 over FY18	Q4FY19 over Q3FY19	Q4FY19 over Q4FY18
Operating Profit	16,933	12,625	15,883	55,436	59,511	-6.85	34.12	6.61
Loan Loss	17,336	13,971	24,080	54,529	70,680	-22.85	24.09	-28.01
Standard Assets	810	-64	-852	-75	-3,604			
Investment Depreciation	-1,615	-7,994	4,761	-762	8,088			
Other Provisions	-29	94	107	136	-125			
Income Tax	-407	2,664	-4,495	745	-8,981			
Total Provisions	16,095	8,670	23,601	54,574	66,058	-17.39	85.63	-31.81
Net Profit	838	3,955	-7,718	862	-6,547		-78.80	

ROA (%)		0.02	-0.19
ROE (%)		0.48	-3.78
Earning Per Share (Rs.)		0.97	-7.67

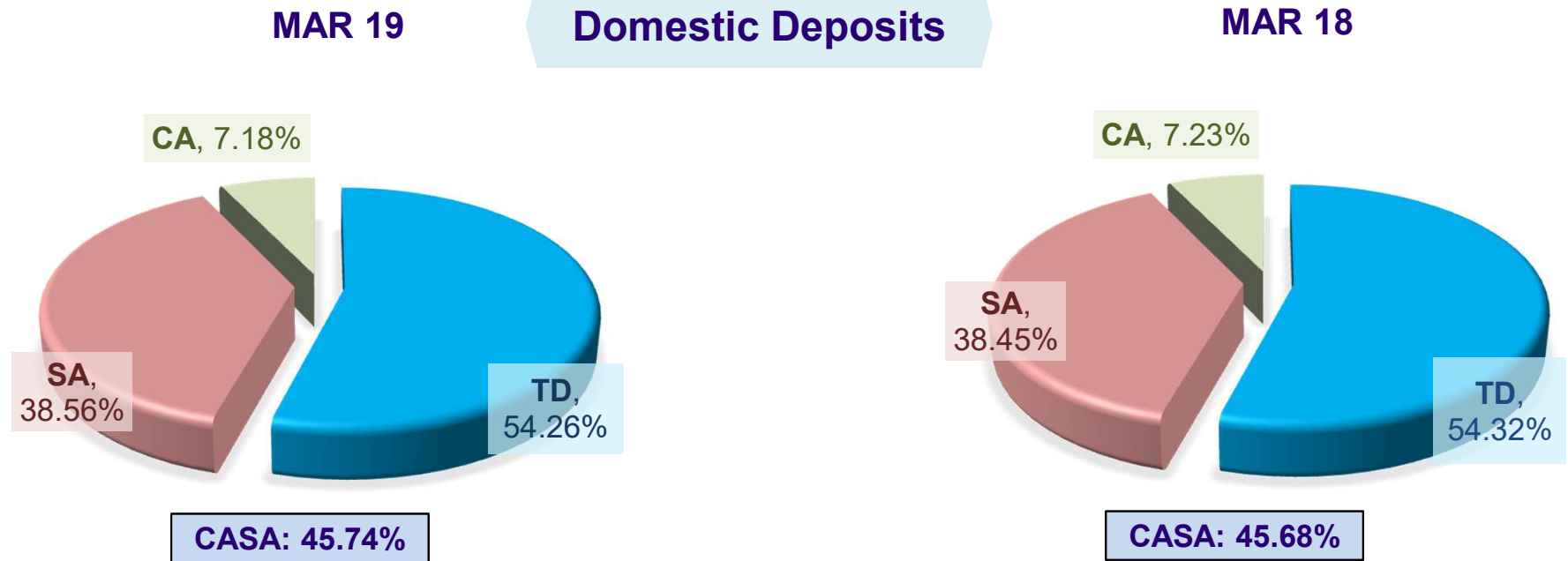
Costs, Yields and Margins (Cumulative)





Business

Strong Liability Franchise

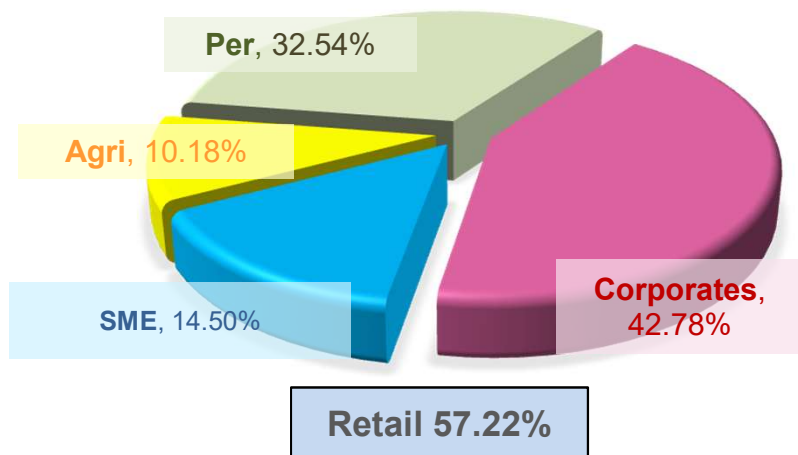


<i>Rs. in Crores</i>	Mar 19	Mar 18	YoY Growth
Current Account	2,02,134	1,87,907	7.57
Saving Bank	10,85,151	9,99,387	8.58
CASA	12,87,285	11,87,294	8.42
Term Deposits (TD)	15,26,958	14,12,099	8.13
Domestic Deposits	28,14,243	25,99,393	8.27
Foreign Offices	97,143	1,06,950	-9.17
Total Deposits	29,11,386	27,06,343	7.58

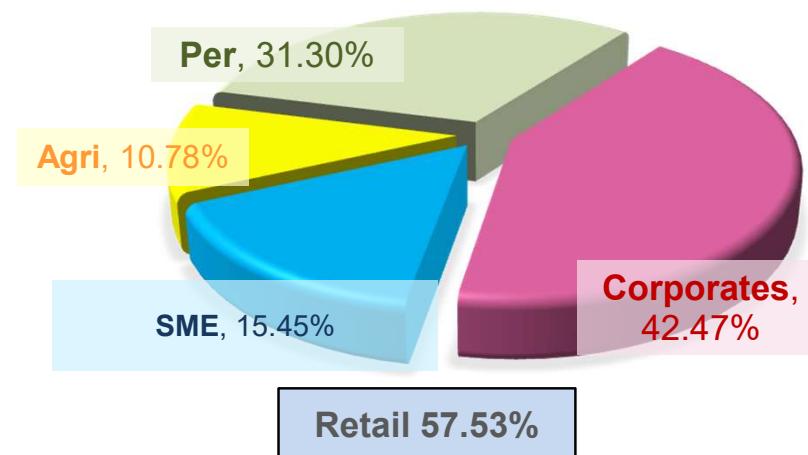
Diversified Loan Portfolio

Domestic Advances

MAR 19



MAR 18



<i>Rs. in Crores</i>	Mar 19	Mar 18	YoY Growth (%)
Retail Per	6,47,844	5,46,594	18.52
Agri	2,02,681	1,88,251	7.67
SME	2,88,583	2,69,875	6.93
Corporates	8,51,638	7,41,669	14.83
Domestic Advances	19,90,746	17,46,389	13.99
Foreign Offices Advances	3,02,708	3,01,998	0.23
Total Whole Bank Advances	22,93,454	20,48,387	11.96

Diversified Industry Portfolio

Domestic Fund Based Outstanding

Rs. in Crores

	Mar 19		Dec 18		Mar 18		Mar 19
	Level	% Share	Level	% Share	Level	% Share	YOY Gr %
Infrastructure	3,12,688	15.71	3,06,255	16.30	2,55,612	14.64	22.33
<i>of which: Power</i>	<i>1,99,583</i>	<i>10.03</i>	<i>1,95,133</i>	<i>10.38</i>	<i>1,70,181</i>	<i>9.74</i>	<i>17.28</i>
<i>Telecommunication</i>	<i>28,268</i>	<i>1.42</i>	<i>24,872</i>	<i>1.32</i>	<i>19,492</i>	<i>1.12</i>	<i>45.02</i>
<i>Roads & Ports</i>	<i>49,957</i>	<i>2.51</i>	<i>48,189</i>	<i>2.56</i>	<i>29,166</i>	<i>1.67</i>	<i>71.29</i>
<i>Other Infrastructure</i>	<i>34,880</i>	<i>1.75</i>	<i>38,061</i>	<i>2.03</i>	<i>36,774</i>	<i>2.11</i>	<i>-5.15</i>
Services	3,31,634	16.66	2,76,093	14.69	2,29,631	13.15	44.42
Iron & Steel	76,773	3.86	82,048	4.37	1,00,629	5.76	-23.71
Trade	1,00,832	5.07	96,805	5.15	94,714	5.42	6.46
Textiles	40,634	2.04	41,736	2.22	51,395	2.94	-20.94
Petroleum & Petrochemicals	55,896	2.81	43,700	2.33	52,896	3.03	5.67
Engineering	28,761	1.44	27,693	1.47	26,566	1.52	8.26
Comm. Real Estate	33,511	1.68	30,949	1.65	31,832	1.82	5.27
Other Industries	1,59,494	8.01	1,62,496	8.65	1,68,268	9.64	-5.21
Home Loans	4,00,377	20.11	3,80,982	20.28	3,41,013	19.53	17.41
Auto Loans	71,884	3.61	70,827	3.77	66,362	3.80	8.32
Other Per Segment Loans	1,75,583	8.82	1,60,786	8.56	1,67,126	9.57	5.06
Agriculture	2,02,681	10.18	1,98,683	10.57	1,88,251	10.78	7.67
Total Domestic Advances	19,90,746	100	18,79,053	100	17,46,389	100	13.99

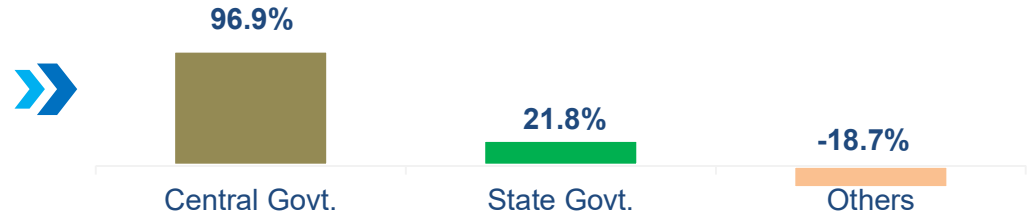
Drivers of Corporate Growth

Power

YoY growth in advances
Mar 19 over Mar 18

Rs. 29,402 cr

Growth driven by PSUs



Roads & Ports

Rs. 20,791 cr

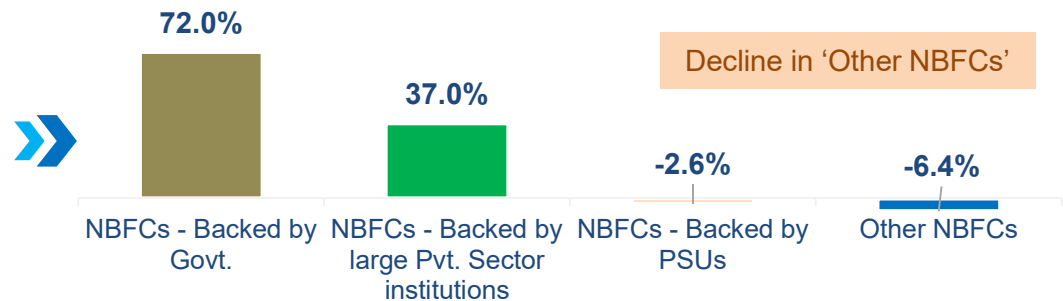
Growth driven by Gol Undertaking



Services

Rs. 1,02,003 cr
Out of which
NBFC: Rs. 70,599

NBFCs – Growth driven by Govt. Sector



Retail Banking - Leadership across all segments

As on Mar 2019

Personal Retail Portfolio of Rs 6.5 lakh crore
NPA ratio at 1.03%

% of Dom. Adv.

32.54

**Home
Loans**

Auto Loans

**Xpress
Credit**

**Other P
segment Loans**

O/S,
In Rs cr

4,00,377

71,884

1,04,906

70,676

YoY
Growth, %

17.41

8.32

40.79

9.23

Market share %

34.51#

35.45#

N.A.

N.A.

GNPA, %

0.83

0.96

0.45

3.14

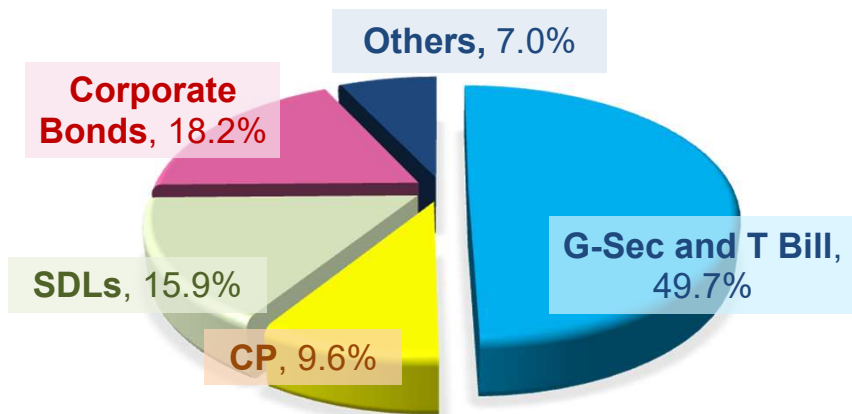
#As per latest available data;

Treasury Operations

AFS Book

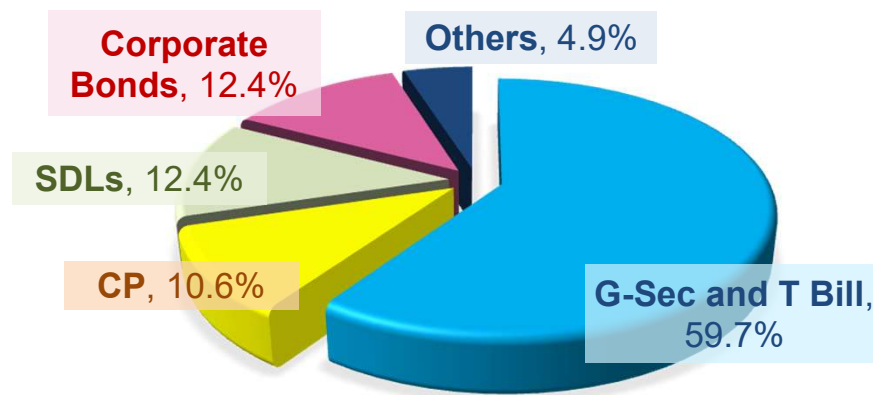
Rs. In crores

MAR 19



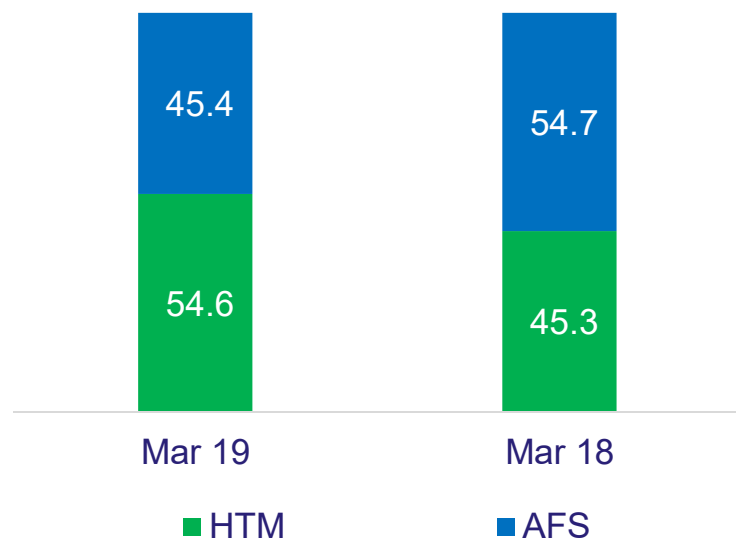
Modified Duration: 2.62

MAR 18



Modified Duration: 2.83

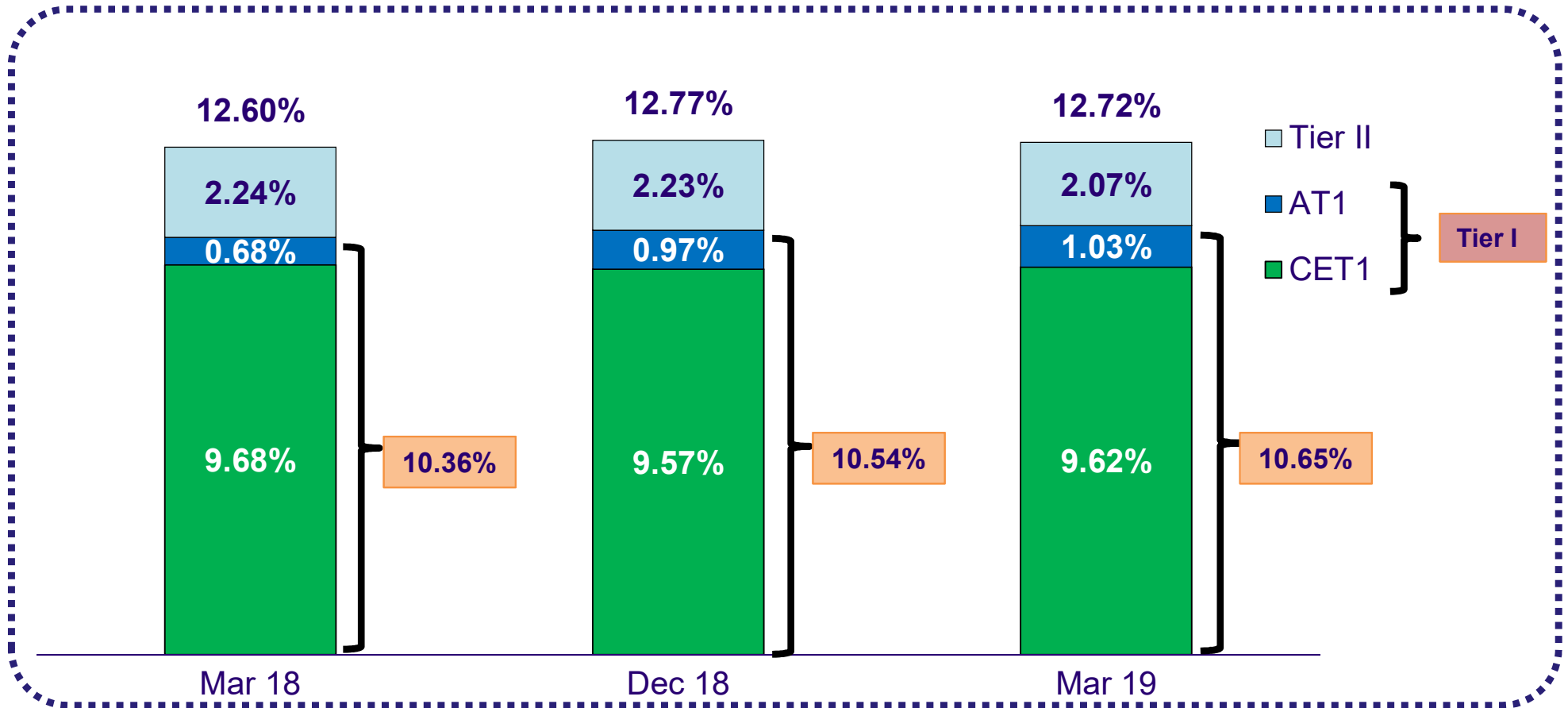
Break up of Domestic Investments (%)



Total Investments Book	Mar 19	Mar 18
Domestic Investments	9,26,651	10,26,438
- of which- SLR	7,65,910	8,54,476
Foreign Offices Investments	51,473	46,659
Whole Bank Investments	9,78,124	10,73,097

Capital Adequacy & Asset Quality

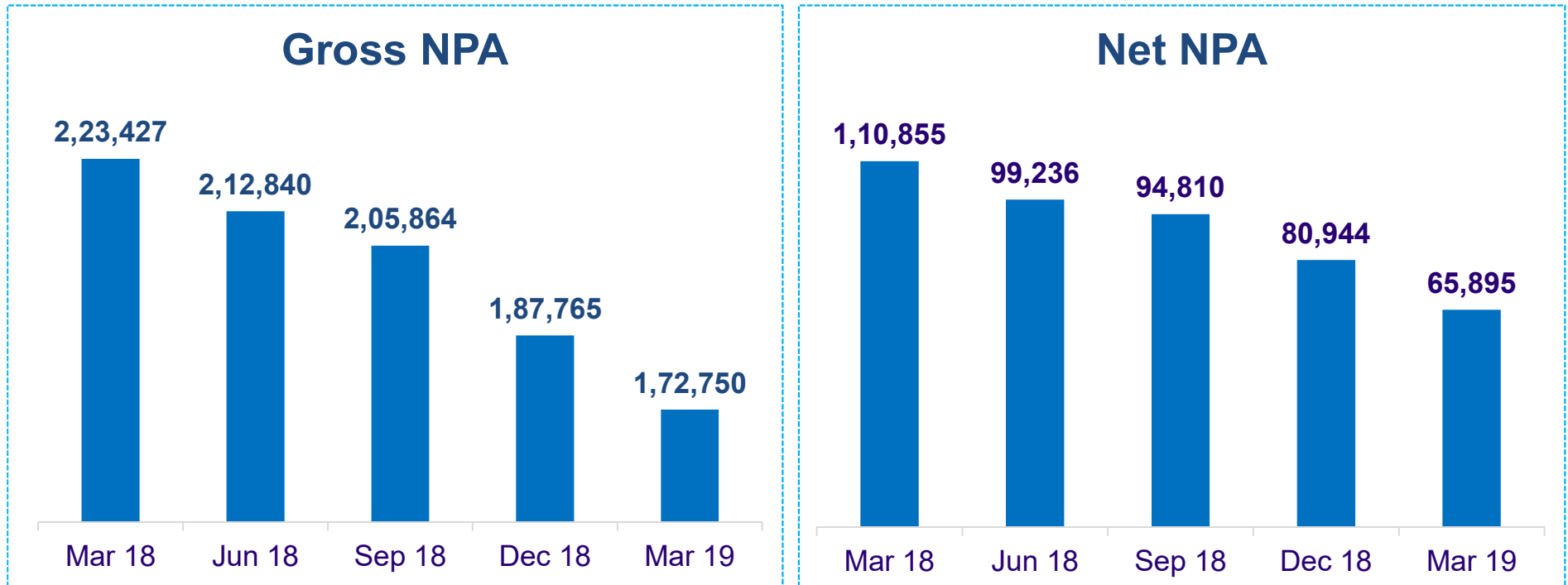
Capital Adequacy



- AT1 Bonds raised - Rs 7,371 cr in FY19
- Tier II Bonds raised - Rs 4,116 cr in FY19.
- “Credit Risk Weighted Assets on Advances to Gross Advances” - Mar 18: 60.66% Mar 19: 56.60%.
- “TRWAs to Total Asset” ratio - Mar 18: 54.71% Mar 19: 52.35%.
- Bank is well capitalized; internal accruals would support normal credit growth during FY20. However, Bank is open to raising capital at an opportune time to build buffer to support higher than expected credit growth.

Asset Quality (1/3)

Rs. in Crores



	Mar 19	Dec 18	Sep 18	Jun 18	Mar 18
Gross NPA Ratio (%)	7.53	8.71	9.95	10.69	10.91
Net NPA Ratio (%)	3.01	3.95	4.84	5.29	5.73
Provision Coverage Ratio (%)	78.73	74.63	70.74	69.25	66.17
Provision Coverage Ratio (Excl. AUCA) (%)	61.86	56.89	53.95	53.38	50.38
Slippage Ratio (%)	1.60	1.64	2.02	1.95	4.85
Credit cost (%)	2.66	2.42	2.27	2.55	3.62

Asset Quality (2/3)

Rs. in Crores

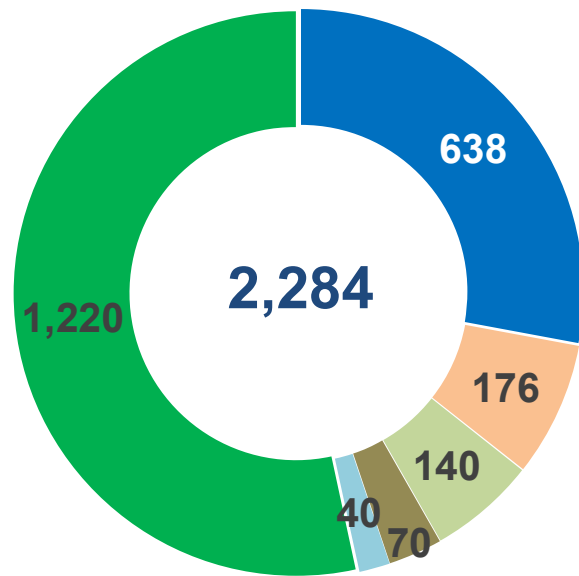
Movement of NPAs:	FY19	Q4FY19	Q3FY19	Q2FY19	Q1FY19	FY18	Q4FY18
Opening Level of Gross NPAs	2,23,427	1,87,765	2,05,864	2,12,840	2,23,427	1,77,866	1,99,141
Total Reductions	90,417	22,976	24,641	17,865	24,936	54,726	8,535
<i>Of which : Recovery + Upgradation</i>	31,512	5,712	6,617	4,327	14,856	14,530	85
Gross Addition	39,740	7,961	6,541	10,888	14,349	1,00,287	32,821
<i>of which : Increase in O/s</i>	7,002	456	2,018	163	4,365	5,506	-849
<i>: Fresh Slippages</i>	32,738	7,505	4,523	10,725	9,984	94,781	33,670
Net Increase	-50,677	-15,015	-18,100	-6,976	-10,587	45,561	24,286
Closing Level of Gross NPAs	1,72,750	1,72,750	1,87,765	2,05,864	2,12,840	2,23,427	2,23,427

Segmental NPAs:	Mar 19		Dec 18		Mar 18	
	NPA	Ratio %	NPA	Ratio %	NPA	Ratio %
<i>Retail:</i>	54,804	4.81	54,478	4.93	53,623	5.34
Agri.	23,431	11.56	21,869	11.01	21,169	11.25
Per Segment	6,685	1.03	6,788	1.11	6,735	1.23
SME	24,688	8.55	25,821	8.81	25,719	9.53
Corporate	1,16,009	13.62	1,30,862	16.89	1,62,605	21.92
International	1,937	0.64	2,425	0.88	7,199	2.38
Total	1,72,750	7.53	1,87,765	8.71	2,23,427	10.91

Asset Quality- Whole Bank SMA 1 & SMA 2 (3/3)

As on Mar 2019
Rs. in Crores

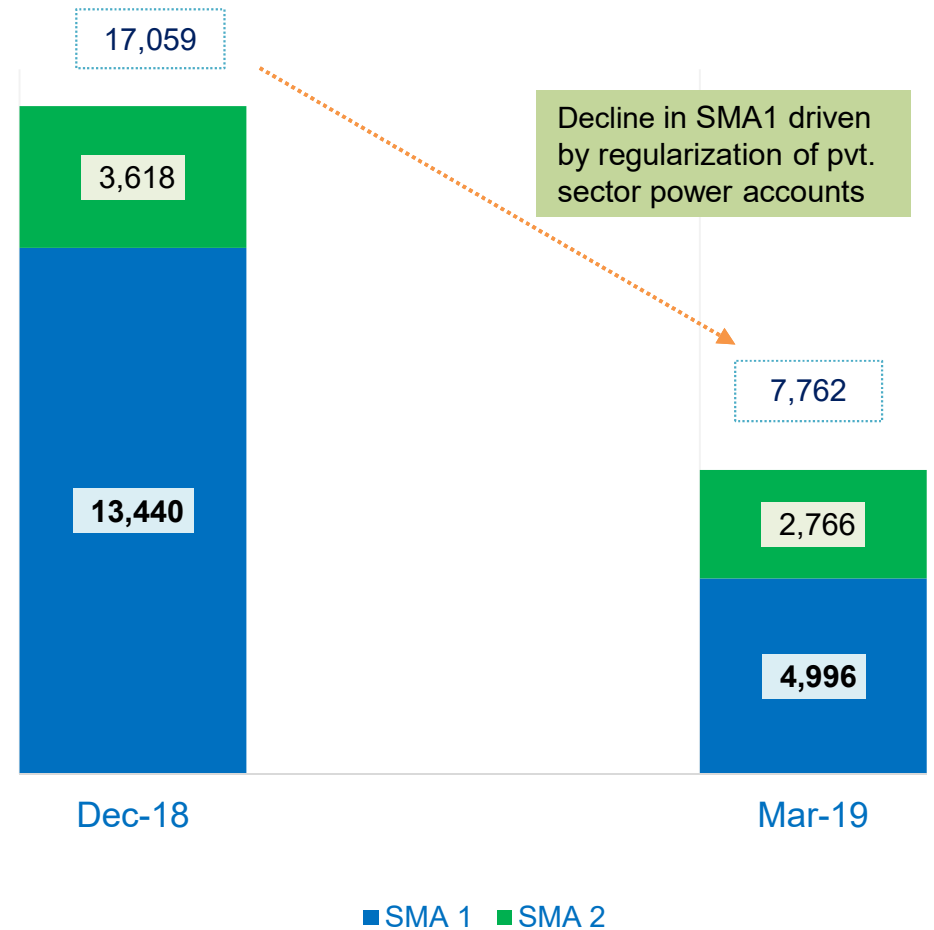
Sector-wise Corporate Slippages During Q4FY19



- Roads & Ports ■ Iron & Steel ■ Others
- Power ■ Textile ■ Aviation

Total Corporate Slippages – 2,284

SMA 1 & SMA 2



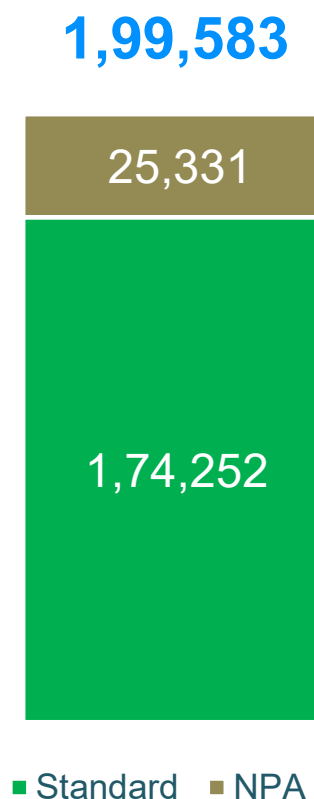
Significant decline in SMA1 & SMA2

Accounts with exposure of Rs. 5 cr and above, from data submitted to CRILC

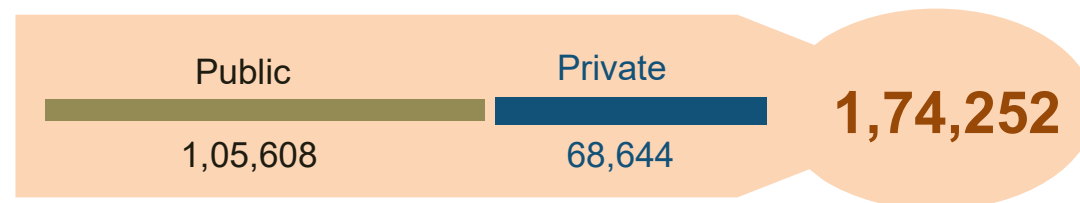
Power Sector – Stress mostly recognized

As on Mar 2019
Rs. in Crores

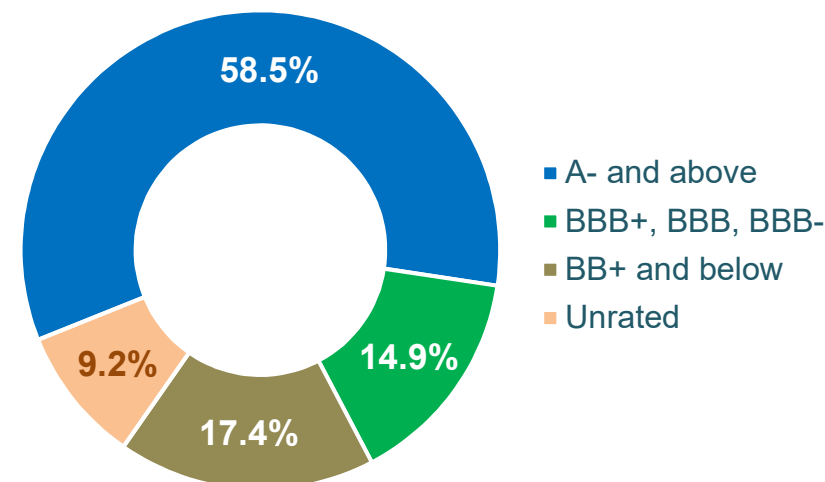
Power Portfolio Classification



Standard Power



Rating break-up of Std. Pvt

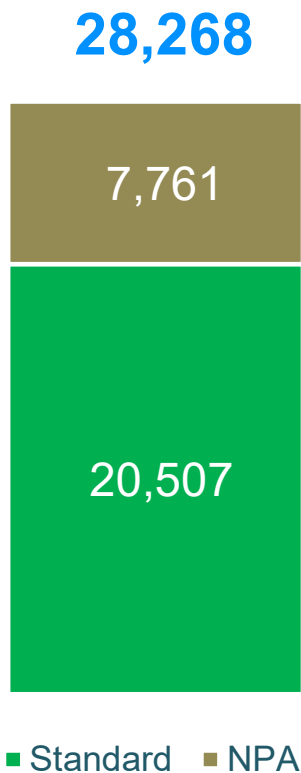


- One resolution completed in Q4FY19, NPA reduction of ~ Rs 4,500 cr
- One more resolution in pipeline awaiting regulatory approvals
- ~ Rs 8,000cr of NPAs likely to be referred to NCLT; resolution process underway for other NPAs

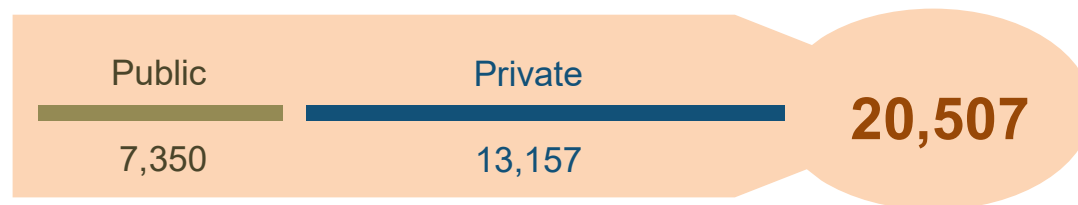
Telecom Sector – Stress mostly recognized

As on Mar 2019
Rs. in Crores

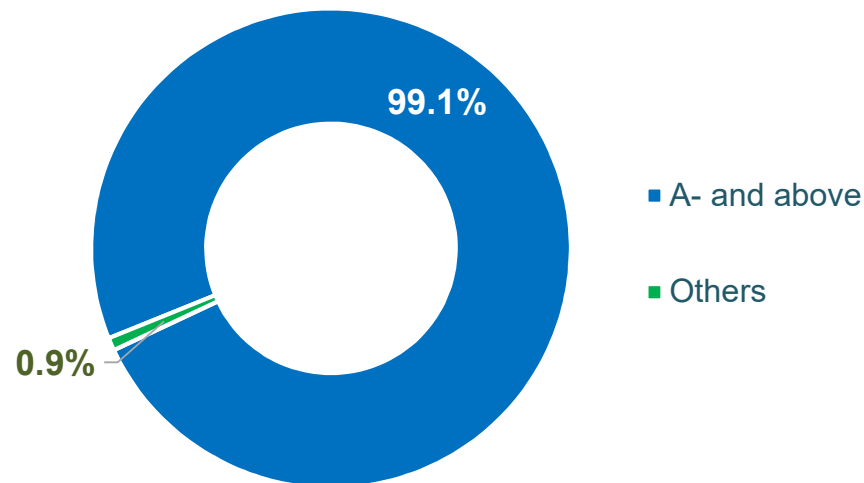
Telecom Portfolio Classification



Standard Portfolio Classification



Standard Private



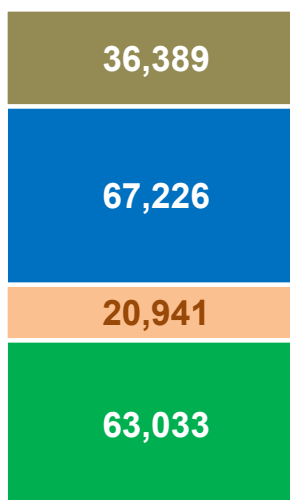
- ~99% of Std. Pvt Sect. is to two highly rated Pvt. Sector Conglomerates in telecom sector
- Growth in Telecom sector is mainly accruing from the above two Pvt. Sector firms and one PSU
- While PCR levels are suitably high; resolution process is underway in NCLT for large NPAs

NBFC Sector – Exposure to PSUs and High Quality Private Sector

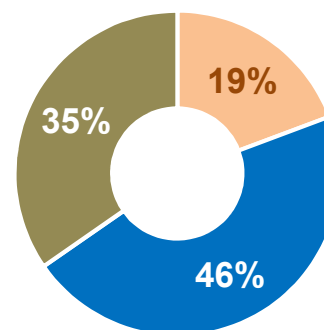
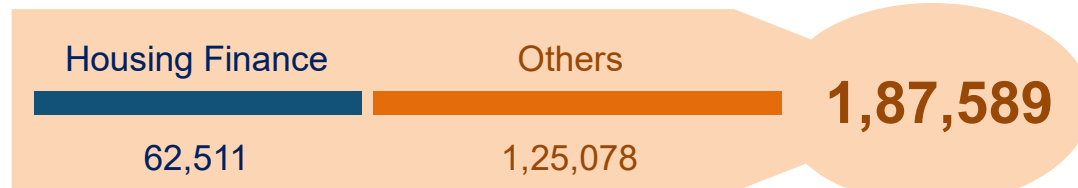
As on Mar 2019
Rs. in Crores

NBFC Portfolio Classification

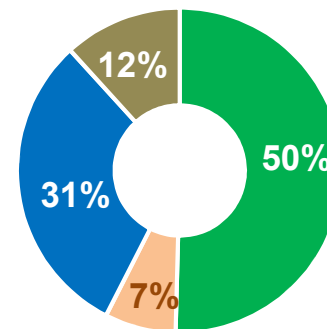
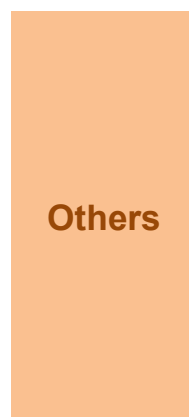
1,87,589



- Pvt. Others
- Backed by large Pvt Sector Institutions
- Backed by PSU
- Central & State Govt.



- Backed by PSU
- Backed by large Pvt Sector Institutions
- Pvt. Others



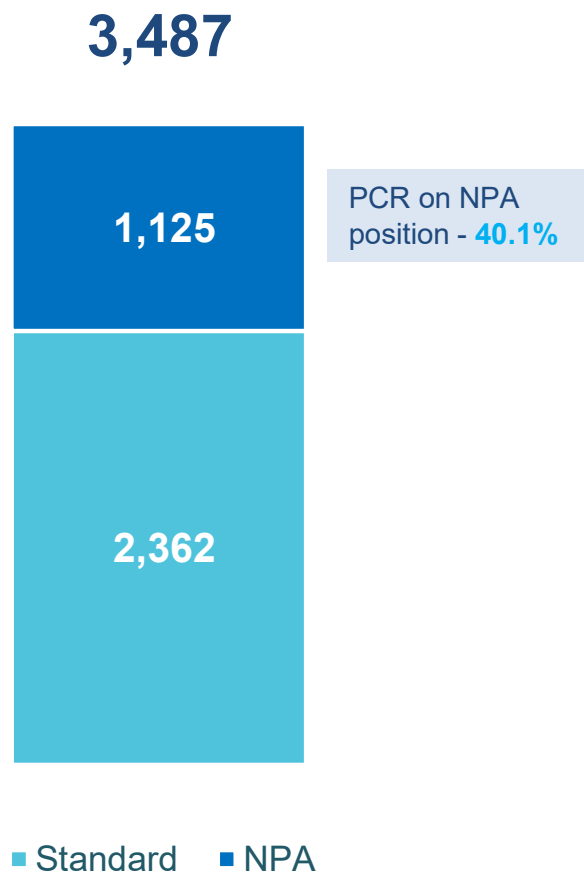
- Central & State Govt.
- Backed by PSU
- Backed by large Pvt Sector Institutions
- Pvt. Others

- Portfolio purchases from NBFCs ~ Rs 19,000 cr at the end of Mar 2019
- Strong presence in Govt. and PSU backed NBFCs; and exposure to large reputed private sector institutions

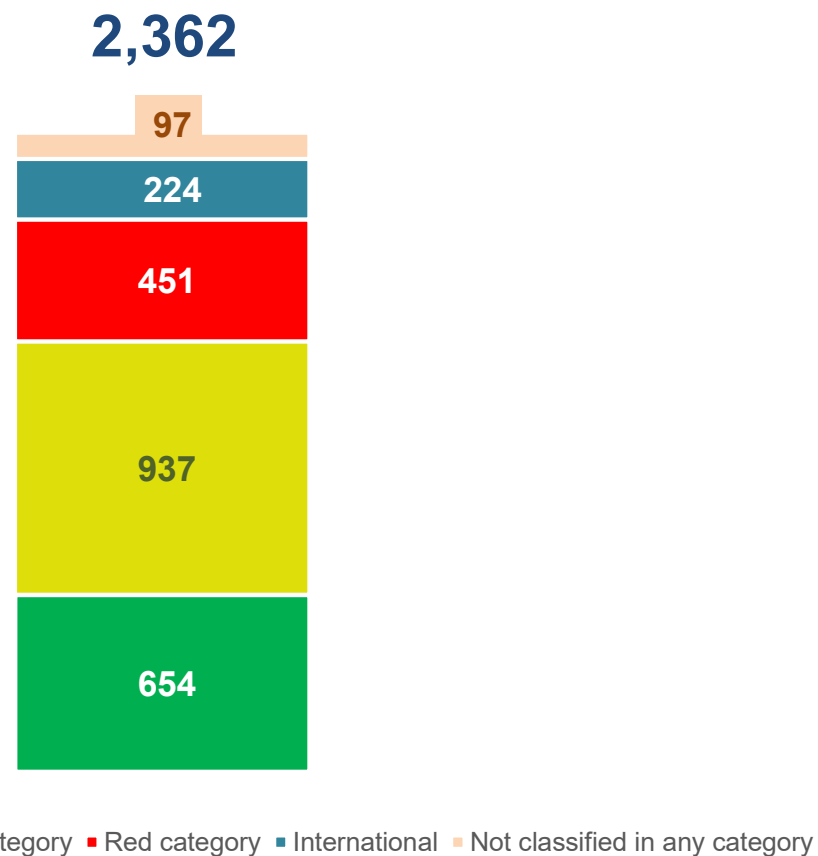
Large Infrastructure Conglomerate

As on Mar 2019
Rs. in Crores

Portfolio Classification



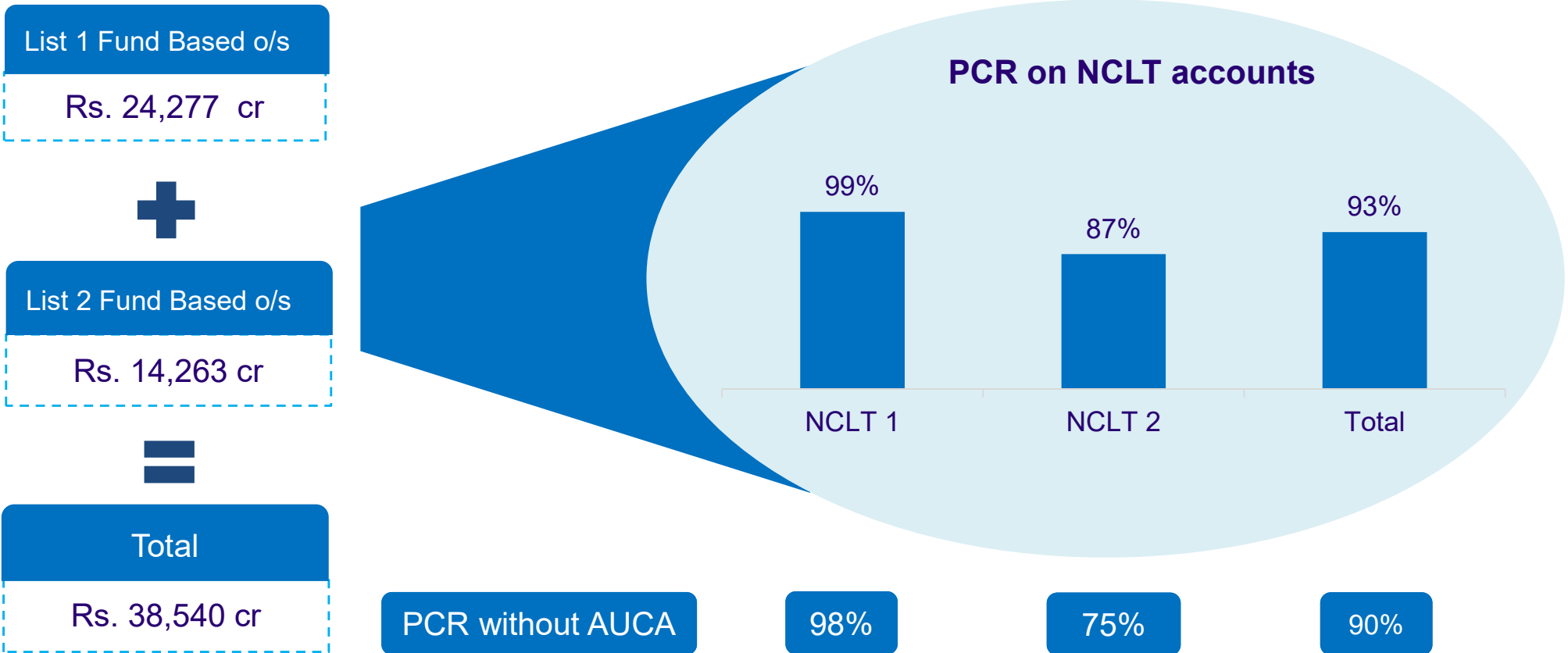
Standard Portfolio Classification



- PCR on Standard accounts under Red category is 21.9%

Status of NCLT accounts

As on Mar 2019



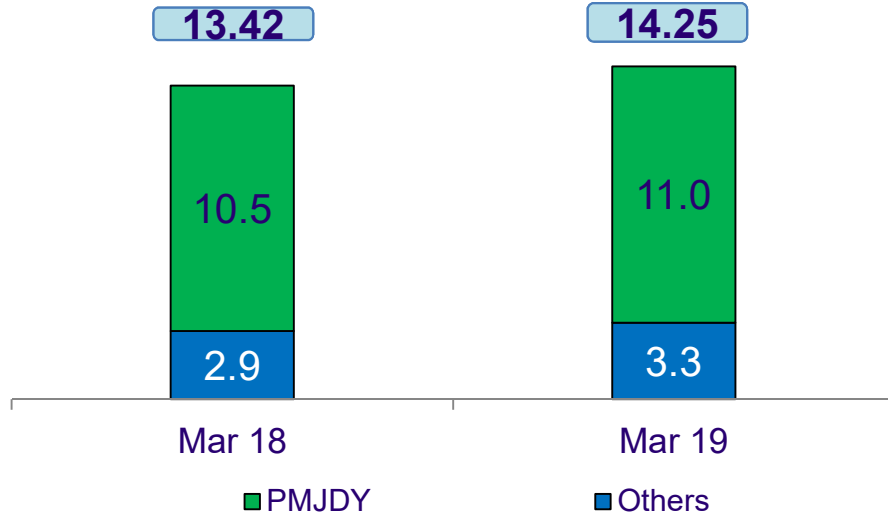
- Four accounts resolved from NCLT 1 & 2 List, with recovery > 67%;
- Two accounts from NCLT 2 list sold to ARC with recovery of ~59% on 100% cash sale basis
- Three accounts in an advanced stage of resolution with expected recovery of ~62%
- 25 accounts having 100% PCR

Financial Inclusion - Future Growth Driver

Financial Inclusion

Accounts & Amount in FI Channel (No. in Crores)

No. of Accounts



Deposits (Rs. In Crs)

23,982

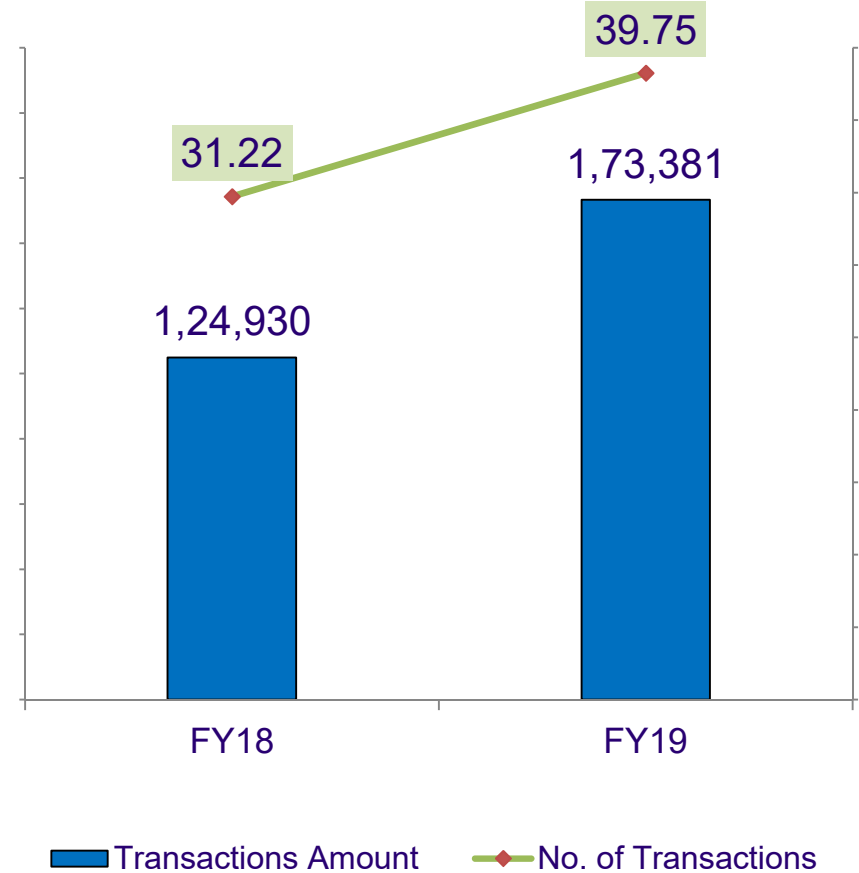
31,235

Average Balance (Rs.)

1,787

2,192

Transactions in BC Channel (No. & Amt. in Crores)



OD facility for PMJDY accounts - Eligible accounts 20.64 lakh; Sanctioned 10.33 lakh accounts (50.07%)

RSETI: Total Number: 151; No. of Training Programmes held: 26,568, Youth Trained: 7,10,401, Financial Literacy Centres (FLC): 338

PM Suraksha Bima Yojana: 233.91 Lakh; PM Jeevan Jyoti Bima Yojana: 65.33 Lakh; Atal Pension Yojana: 21.90 Lakh (In Nos.)

No. of BC Outlets: 57,467

**Subsidiaries,
Group Financials &
Balance Sheet**

SBI Subsidiaries- Significant Value Creation



	FY19	FY18
PAT (in Rs. cr)	1,327	1,150
ROE (in %)	18.81	19.05



	FY19*	FY18*
PAT (in Rs. cr)	428	336
ROE (in %)	31.12	31.65



	FY19*	FY18*
PAT (in Rs. cr)	788	581
ROE (in %)	30.20	33.40



	FY19*	FY18*
PAT (in Rs. cr)	334	265#
ROE (in %)	20.10	22.10#

*(As per IND AS)

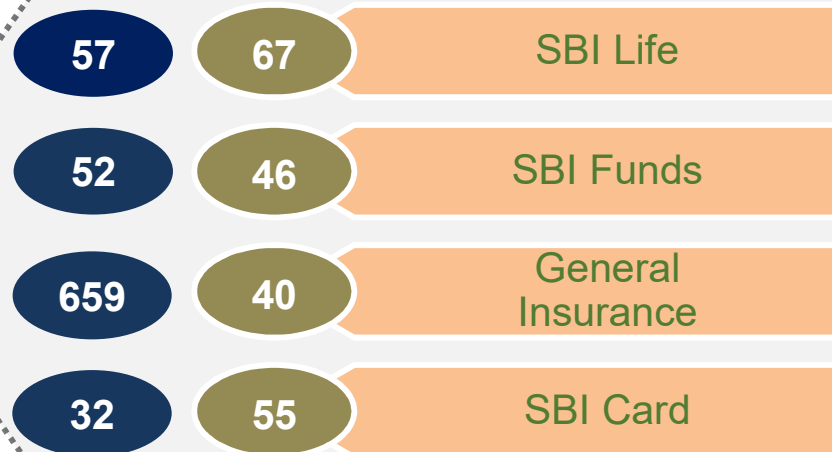
excluding one time reinsurance income from Fire business

Leveraging Synergies

SBI Total Customers
(In lakhs)

4,351

SBI customers holding products of subsidiaries



● Number of SBI Customers with subsidiary products (in lakhs)
● Sales through Banca channel (%)

SBI Group Financials – FY19

Rs. In crores

	Year Ended		Growth (%)
	FY19	FY18	YoY
Interest Earned	2,53,322	2,28,970	10.64
Non-Interest Income	77,365*	77,557*	-0.25
Total Income	3,30,687	3,06,528	7.88
Interest Expended	1,55,867	1,46,603	6.32
Operating Expenses (i+ii)	1,14,800	96,154	19.39
<i>(i) Employee Cost</i>	43,795	35,411	23.68
<i>(ii) Other Operating Expenses</i>	71,005	60,744	16.89
Total Expenditure	2,70,668	2,42,757	11.50
Operating Profit	60,020	63,770	-5.88
Provisions (other than Tax)	54,799	76,015	-27.91
<i>Add: Share in profit of associates</i>	281	438	-35.76
<i>Less: Minority Interest</i>	1,051	807	30.22
Tax Expenses	2,151	-8,058	
Net Profit	2,300	-4,556	

* Includes exceptional items

	Year Ended	
	FY19	FY18
ROA (%)	0.06	-0.13
ROE (%)	1.23	-2.56
Earning Per Share (Rs.)	2.58	-5.34
Expenses Ratio (%)	55.60	50.15
NIM (%)	2.85	2.60
Gross NPA Ratio (%)	7.43	10.85
Net NPA Ratio (%)	2.97	5.69

Balance Sheet

Rs. in Crores

Liabilities						
	SBI SOLO			SBI GROUP		
	Mar 19	Mar 18	YOY Growth (%)	Mar 19	Mar 18	YOY Growth (%)
Capital	892	892	0.00	892	892	0.00
Reserves and Surplus	2,20,021	2,18,236	0.82	2,33,603	2,29,429	1.82
Minority Interest				6,037	4,615	30.81
Deposits	29,11,386	27,06,343	7.58	29,40,541	27,22,178	8.02
Borrowings	4,03,017	3,62,142	11.29	4,13,748	3,69,079	12.10
Other Liabilities & Provisions	1,45,597	1,67,138	-12.89	2,93,646	2,90,250	1.17
Total Liabilities	36,80,914	34,54,752	6.55	38,88,467	36,16,445	7.52
Assets						
	SBI SOLO			SBI GROUP		
	Mar 19	Mar 18	YOY Growth (%)	Mar 19	Mar 18	YOY Growth (%)
Cash & balances with RBI	1,76,932	1,50,397	17.64	1,77,363	1,50,769	17.64
Bal with Banks & Money at Call and Short Notice	45,558	41,501	9.77	48,150	44,520	8.15
Investments	9,67,022	10,60,987	-8.86	11,19,248	11,83,794	-5.45
Net Advances	21,85,877	19,34,880	12.97	22,26,854	19,60,119	13.61
Fixed Assets	39,198	39,992	-1.99	40,703	41,226	-1.27
Other Assets	2,66,328	2,26,994	17.33	2,76,150	2,36,017	17.00
Total Assets	36,80,914	34,54,752	6.55	38,88,467	36,16,445	7.52

Thank You