



QUARTERLY RESULTS

Q2FY23

Analyst Presentation

05.11.2022



Safe Harbor

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

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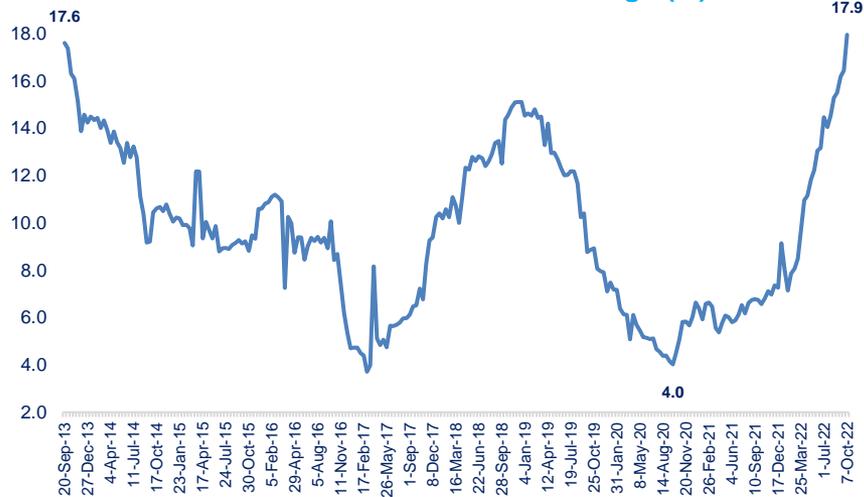
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Subsidiaries, Group Financials & Balance Sheet

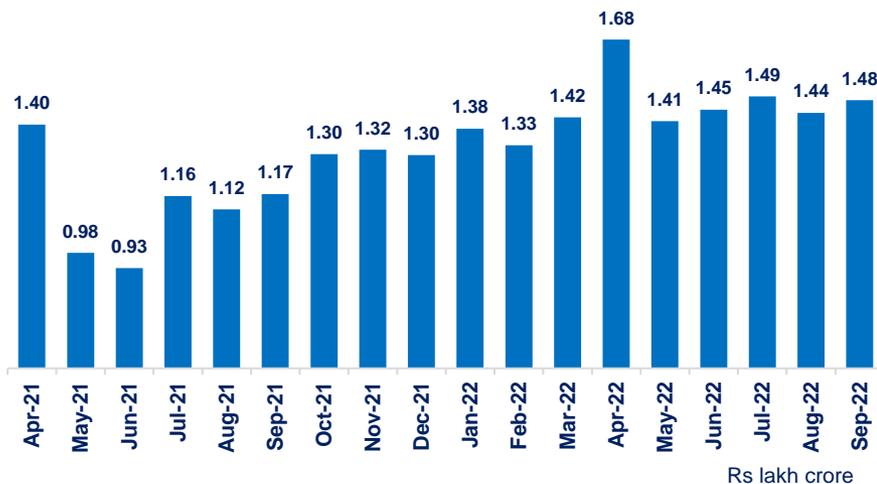
High Frequency Activity Indicators

- In FY23, credit growth has gained further traction and reached 9-year high growth of 17.9% (YoY) as on 07 Oct 2022
- Vehicle sales, petroleum consumption, railway passenger traffic, air traffic, RTO revenue collections, fertilizer sales have all showed improved y-o-y momentum in Q2 FY23
- GST revenue also continues to remain robust, with 32% higher revenues in first two quarters of FY23 compared to the same period last year
- Meanwhile, owing to slowdown in global demand, both merchandise exports and imports have moderated. However, our service exports growing at robust pace are thereby acting as a shock absorber for CAD

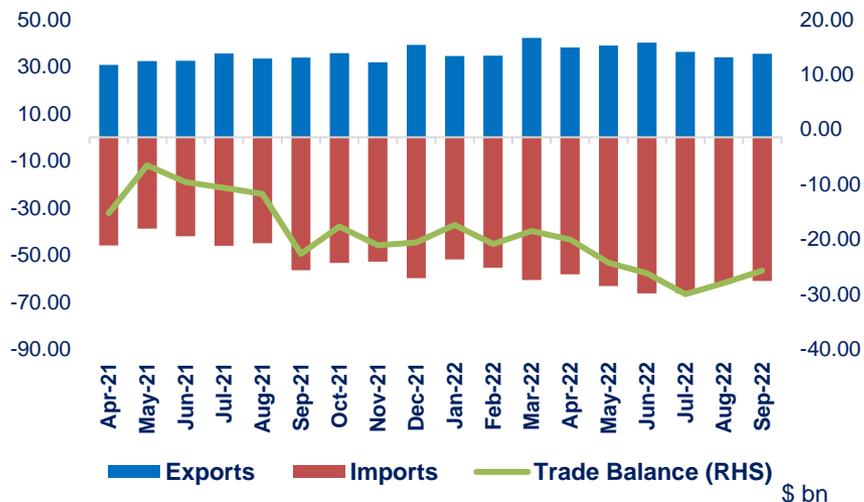
ASCB's Credit Growth at 9-Year High (%)



GST revenue remains bouyant



Exports & Imports both registered moderation in growth



Performance Highlights

Key trends in Q2FY23



Credit growth continues – ~20% YoY

Strong growth across all segments

REH Advances cross Rs. 6 lakh crores

Improving profit metrics – Highest ever quarterly profit at Rs. 13,265 crores

ROA at 1.04% for the quarter improved by 38 bps YoY

Domestic NIM at 3.55% for the quarter improved by 5 bps YoY

Asset quality – improving outcomes

Net NPA falls below 1%, stands at 0.80%

Credit Cost at 0.28% improved by 15 bps YoY

Slippage Ratio at 0.33% improved by 33 bps YoY

Well provided Stressed Book

PCR at 77.93%; PCR (incl. AUCA) at 91.54%

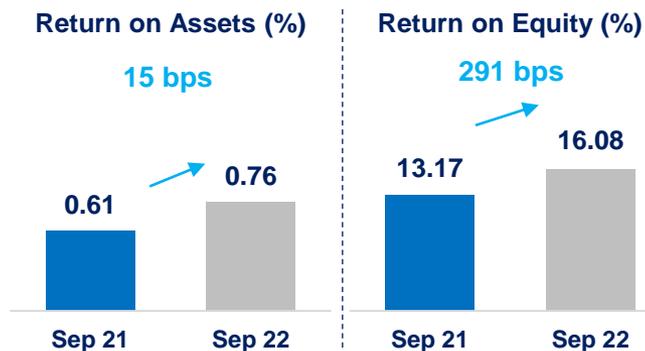
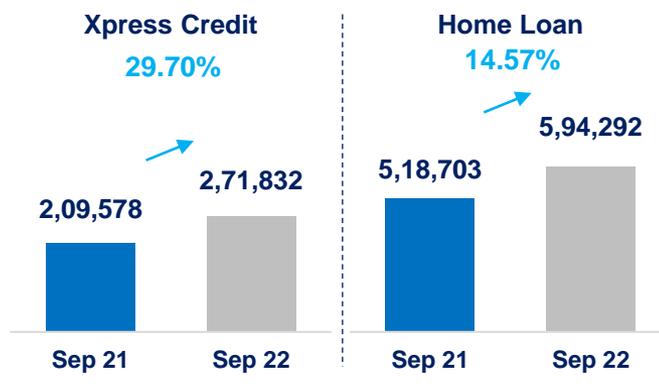
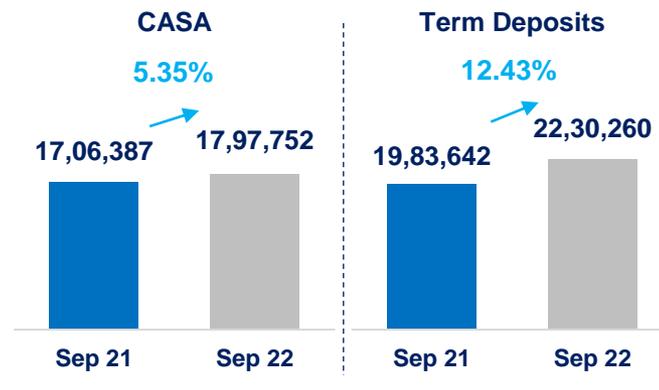
Total non-NPA provisions (not included in PCR) at Rs 29,809 crores

Digital Strategy on track

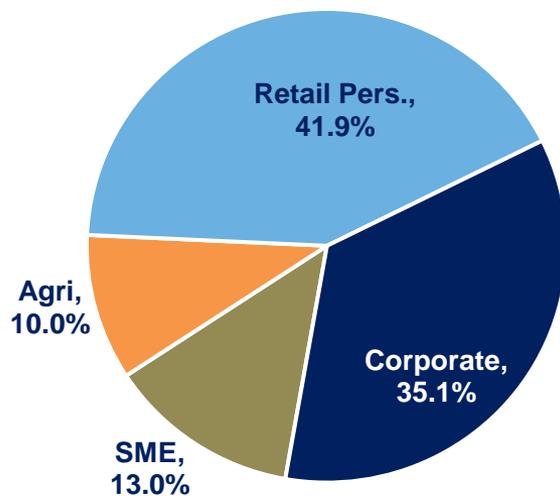
45% of retail asset accounts and **62%** of savings accounts acquired through YONO in Q2FY23

Key Indicators

	Rs. in Crores	Quarter Ended			YoY Growth
		Q2FY22	Q1FY23	Q2FY23	
Profit & Loss (Rs. in Crores)	Net Interest Income	31,184	31,196	35,183	↑ 12.83%
	Net Interest Margin – Domestic (%)	3.50	3.23	3.55	↑ 5 bps
	Operating Profit	18,079	12,753	21,120	↑ 16.82%
	Net Profit	7,627	6,068	13,265	↑ 73.93%
Key Ratios (in %)	Credit Cost	0.43	0.61	0.28	↓ -15 bps
	Net NPA	1.52	1.00	0.80	↓ -72 bps
	PCR (Incl. AUCA)	87.68	90.14	91.54	↑ 386 bps
	PCR	70.05	75.05	77.93	↑ 788 bps
	Capital Adequacy	13.35	13.43	13.51	↑ 16 bps
Balance Sheet (Rs. in Crores)	Gross Advances	25,30,777	29,00,636	30,35,071	↑ 19.93%
	Total Deposits	38,09,630	40,45,696	41,90,255	↑ 9.99%
	Retail Personal Advances	9,04,473	10,34,111	10,74,853	↑ 18.84%

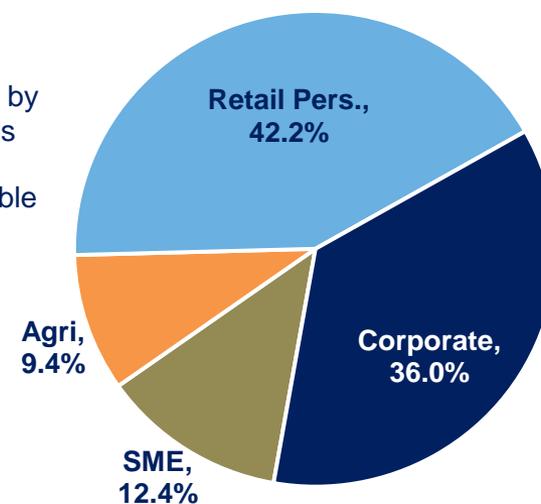


Sep 2021



- Robust growth in Corporate Credit
- Strong growth in Retail Personal, driven by Home Loans, Xpress Credit and other loans
- Growth in SME & Agri Segment is also visible

Sep 2022



Rs. in Crores

Segment	Sep 2021	Sep 2022	YoY Growth (%)
Retail Personal	9,04,473	10,74,853	18.84
Agri	2,14,998	2,38,643	11.00
SME	2,79,820	3,16,878	13.24
Corporate	7,56,764	9,17,016	21.18
Domestic Advances	21,56,055	25,47,390	18.15
Foreign Offices Advances	3,74,722	4,87,681	30.14
Total Whole Bank Advances	25,30,777	30,35,071	19.93

Retail Personal Banking

Leadership across all segments

As on Sep 2022

Retail Personal Portfolio of Rs 10.7 lakh crore

3 - year CAGR at ~16%

As a % of Dom. Adv.

Sep 21: 41.9

Sep 22: 42.2

Home
LoansAuto
LoansXpress
CreditPersonal
Gold
LoansOther P
Seg LoansO/S,
Rs in crores

5,94,292

87,206

2,71,832

26,451

95,072

YoY
Growth, %

14.57

16.86

29.70

20.53

19.41

GNPA, %

0.75

0.58

0.65

0.16

0.84

As per latest available data Bank's market share in Home loans is 32.9% & in Auto loans is 19.2%

Credit Growth

Deposit
Growth

Asset
Quality

Net Interest
Income

Non-Interest
Income

Operating
Expenses

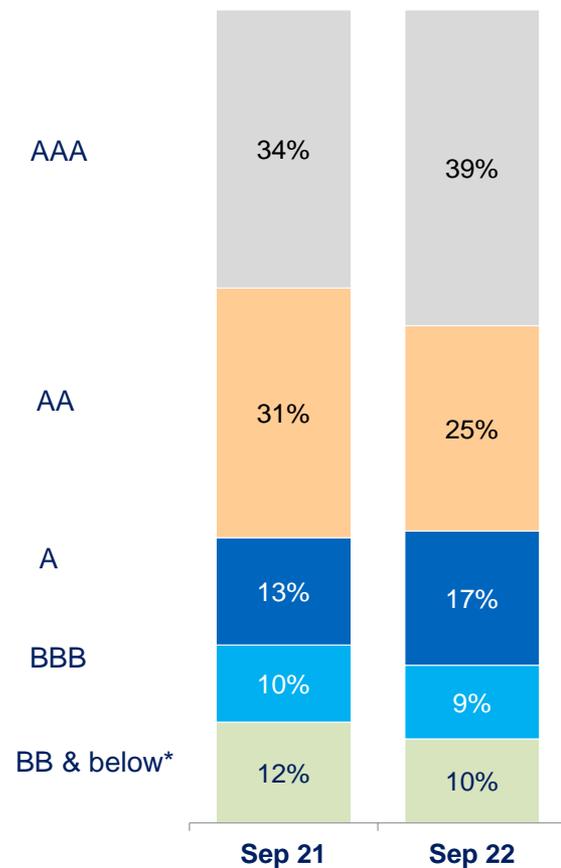
Provisions

Diversified Loan Portfolio

High quality asset book

Rs. in Crores

Corporate Rating mix



48% share to PSUs / Govt. Depts.

*Including NPA book and Unrated

Industry mix

Sectors	Fund Based O/S		
	Amount	% Share	YOY Gr %
Outstanding as on 30 th Sep 22			
Infrastructure	3,67,889	14.44	10.81
<i>of which: Power</i>	1,95,411	7.67	8.48
<i>Telecommunication</i>	43,732	1.72	35.19
<i>Roads & Ports</i>	95,614	3.75	18.69
<i>Other Infrastructure</i>	33,132	1.30	-14.97
Services	3,02,239	11.86	35.11
Iron & Steel	42,193	1.66	9.16
Aviation & Airports	13,483	0.53	109.37
Tourism & Hotels	10,553	0.41	30.53
Textiles	31,016	1.22	1.27
Petroleum & Petrochemicals	62,490	2.45	101.92
Engineering	23,217	0.91	22.96
Comm. Real Estate	43,288	1.70	1.56
Other Industries	3,37,524	13.25	10.80
Home Loans	5,94,292	23.33	14.57
Auto Loans	87,206	3.42	16.86
Other Retail Loans	3,93,355	15.44	26.42
Agriculture	2,38,643	9.37	11.00
Total Domestic Advances	25,47,390	100.00	18.15

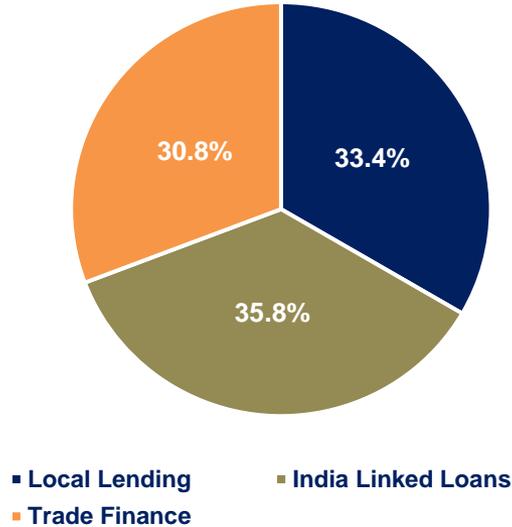
International Banking

(Rs. in Crores)

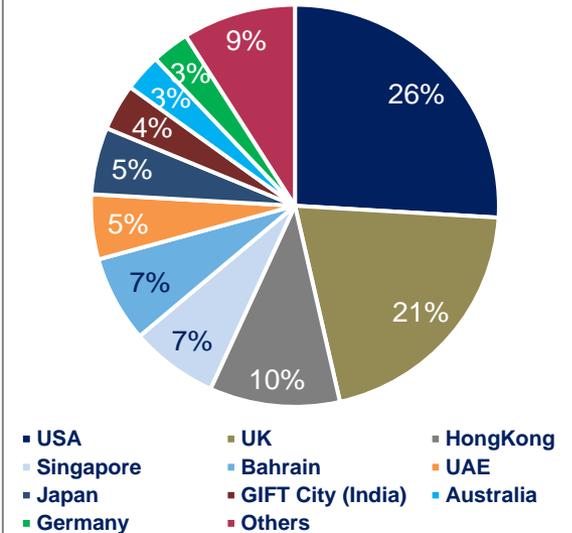
Gross Advances: Healthy Credit Growth



Break up of Loan Portfolio



Loan Portfolio across Geographies



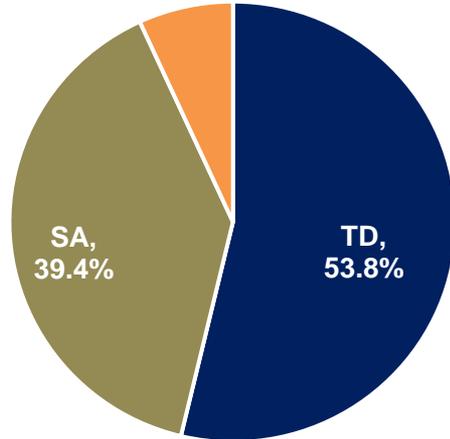
Asset Quality: NPAs Contained



Exploring New Opportunities

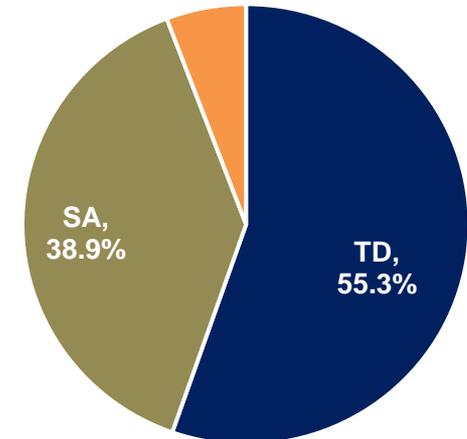
- ❖ 232 points of presence spread across 30 countries.
- ❖ Robust growth in Customer Credit continues with diversification across geographies.
- ❖ Gross NPA ratio improved by 10 bps during the quarter, underlining improvement in quality of assets.

Sep 2021

CA,
6.8%

CASA: 46.24%

Sep 2022

CA,
5.8%

CASA: 44.63%

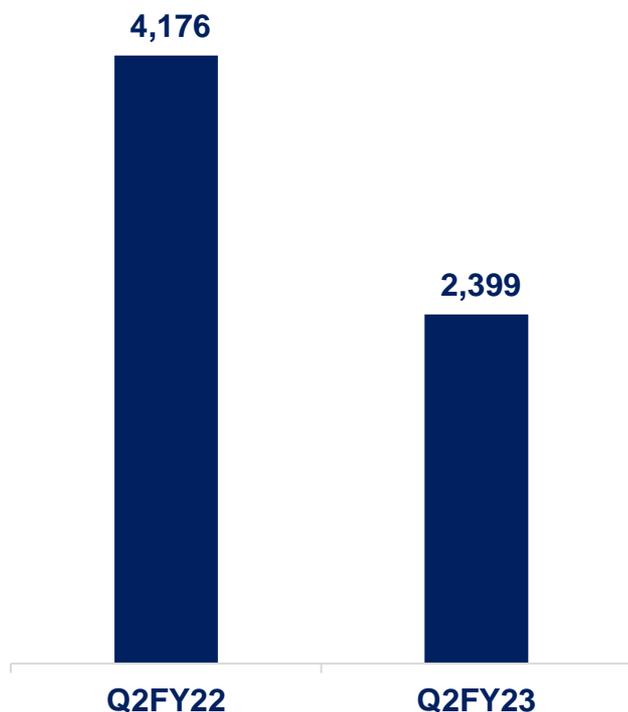
Rs. in Crores

Particulars	Sep 2021	Sep 2022	YoY Growth (%)
Current Account Deposits (CA)	2,52,763	2,32,577	-7.99
Saving Bank Deposits (SA)	14,53,624	15,65,174	7.67
CASA Deposits	17,06,387	17,97,752	5.35
Term Deposits (TD)	19,83,642	22,30,260	12.43
Domestic Deposits	36,90,029	40,28,012	9.16
Foreign Offices Deposits	1,19,601	1,62,243	35.65
Total Deposits	38,09,630	41,90,255	9.99

Slippages and Restructuring

Rs. in Crores

Slippages



- Slippages down by 42.55% YoY
- Slippage Ratio improved by 33 bps YoY from 0.66% to 0.33%

Restructuring

Restructuring 1.0	As on Mar 22	As on Sep 22
Retail Personal	3,010	2,843
Corporate	3,016	1,274
SME	4,840	4,061
Total O/S	10,866	8,178

Restructuring 2.0	As on Mar 22	As on Sep 22
Retail Personal	12,488	12,174
Corporate	0	0
SME	7,606	6,984
Total O/S	20,094	19,158

Total Restructuring	30,960	27,336
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Net Interest Margins



Yield on Investments

in %



Yield on Advances



Cost of Deposits

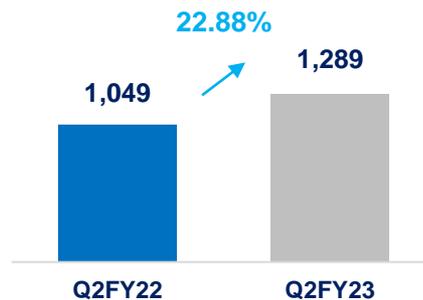


Rs. in Crores

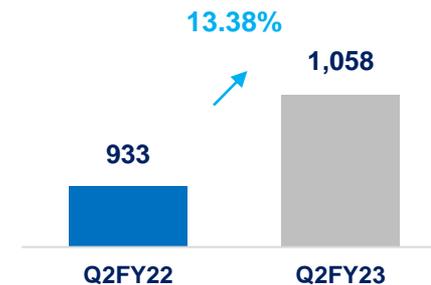
Fee Income



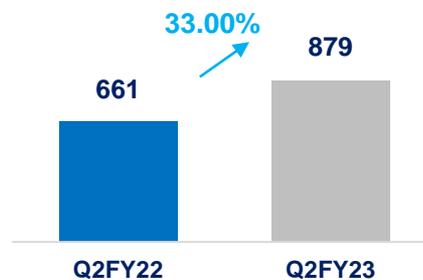
Loan Processing Charges



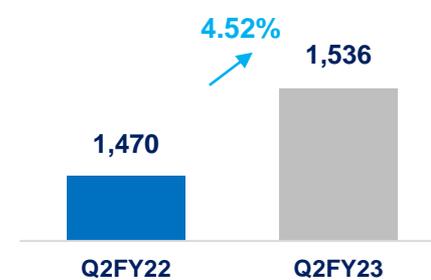
Commission on Govt. Business



Cross Selling

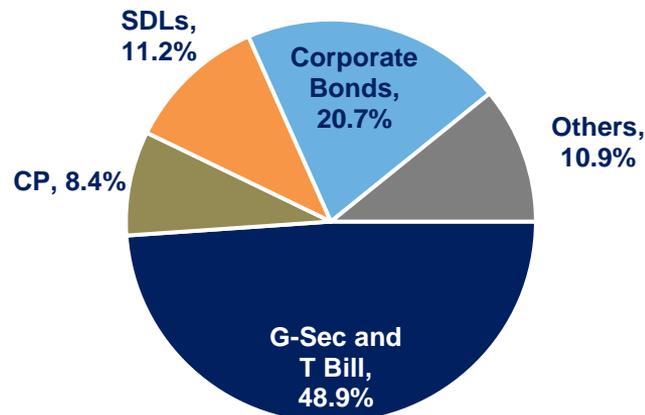


Remittance, Collection, etc.



- Fee Income grew by 10.21% YoY in Q2FY23
- Forex Income grew by ~263% YoY in Q2FY23
- Cross Sell Income grew by 33% YoY in Q2FY23
- Recovery from AUCA accounts at Rs 1,803 crores in Q2FY23

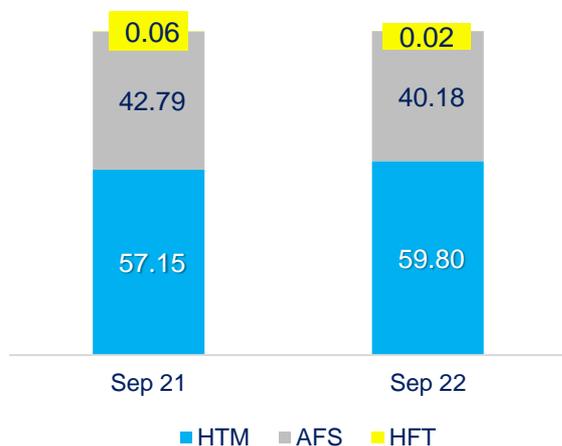
Sep 21



Modified Duration: 1.90

Yield on Investment: 6.05%

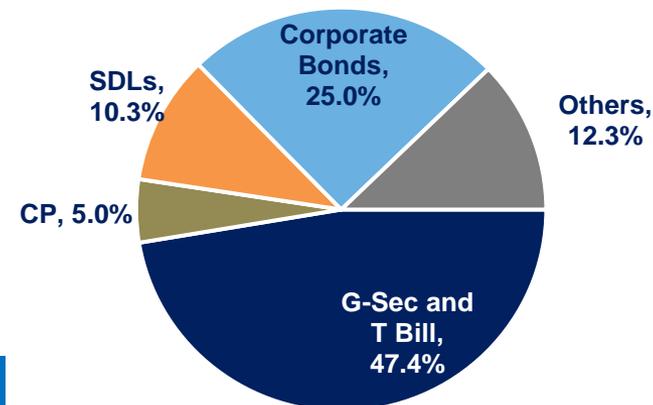
Break up of Domestic Investments (%)



Treasury Operations

AFS Book

Sep 22



Modified Duration: 1.94

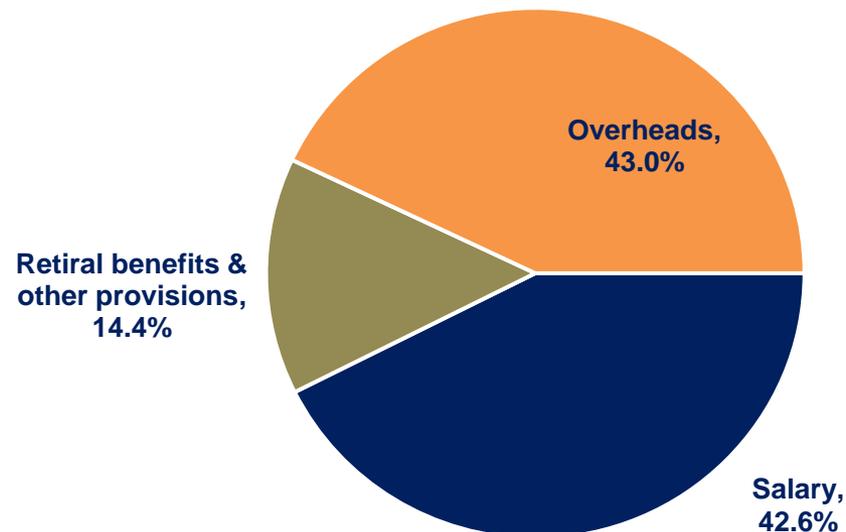
Yield on Investment: 6.29%

Rs. in Crores

Total Investments Book	Sep 21	Sep 22
Domestic Investments	14,25,356	15,17,332
- of which- SLR	11,41,213	12,19,055
Foreign Offices Investments	49,716	58,561
Whole Bank Investments	14,75,072	15,75,892

H1FY23

- Focus continues on improving income streams with control on costs

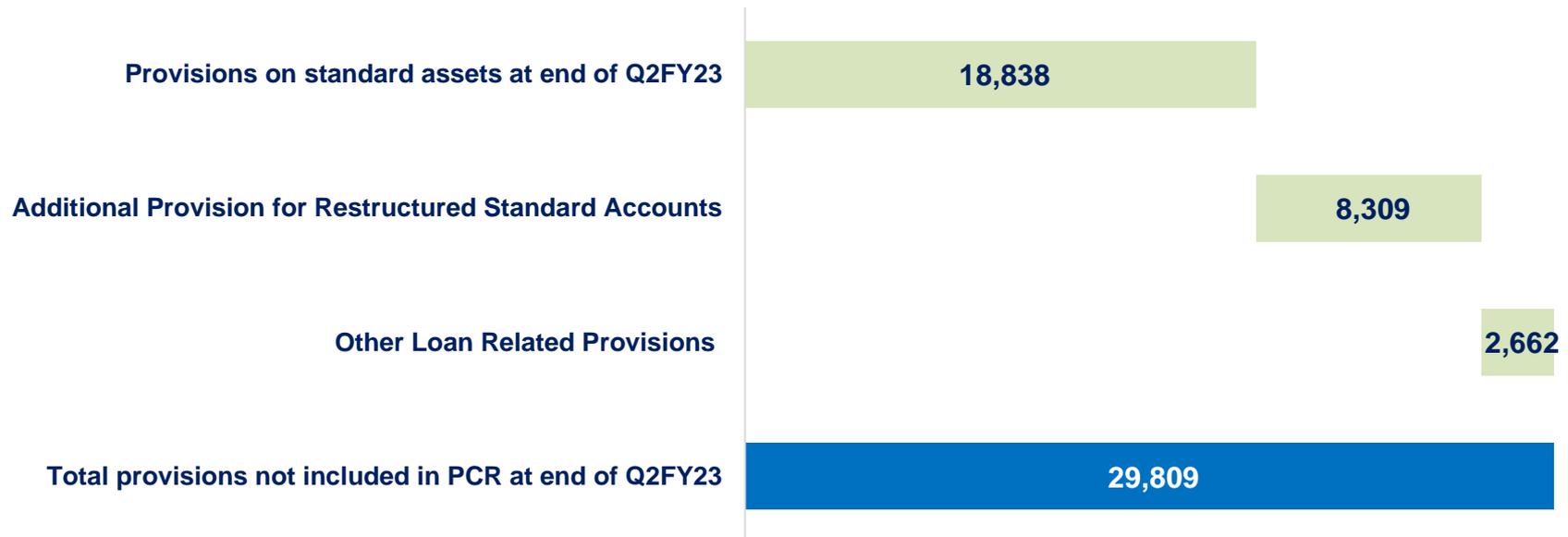


Cost to Assets – among the best in the industry

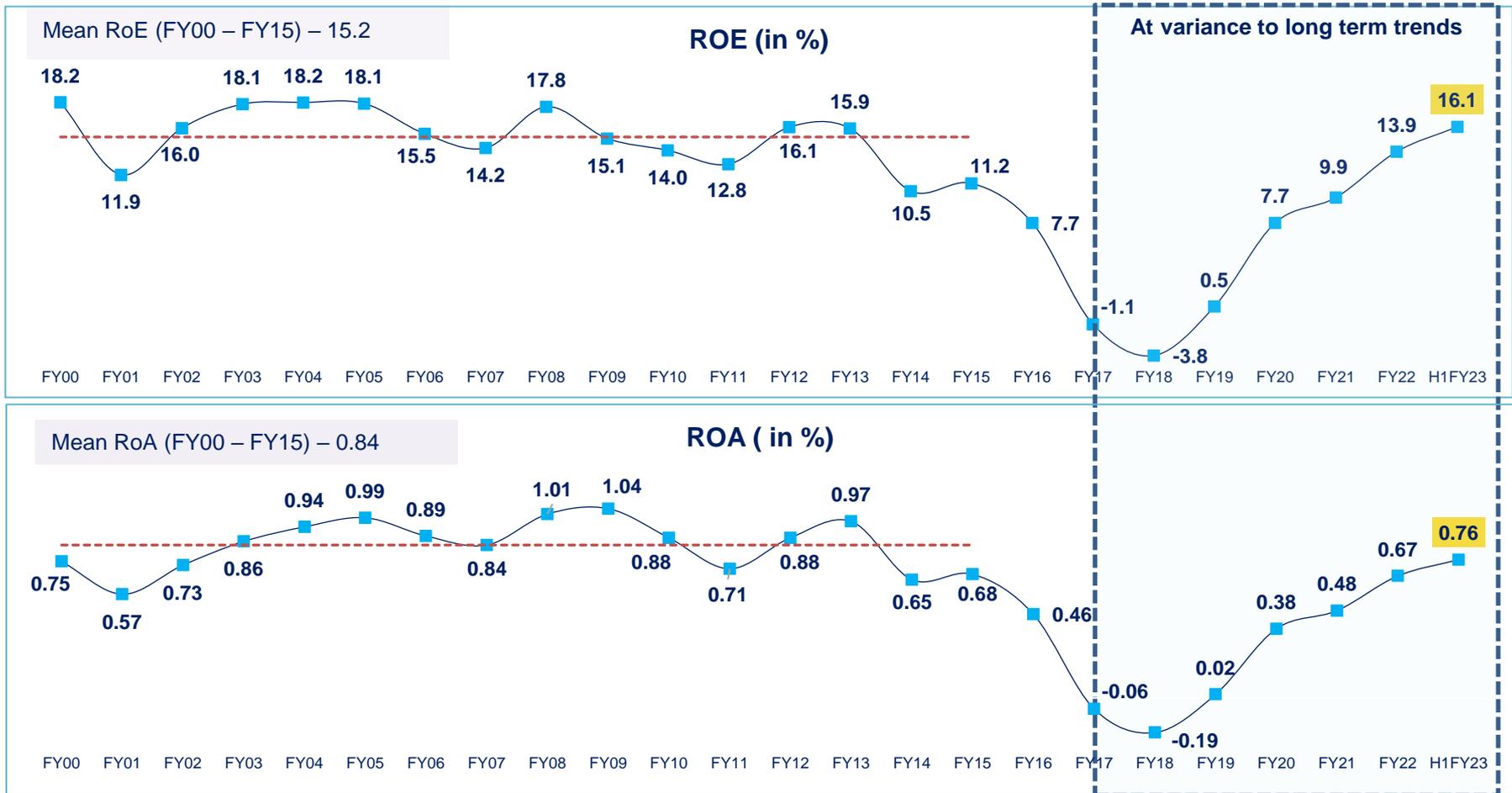


- Credit costs at 0.28% for Q2FY23
- PCR at 77.93%, legacy book well provided
- Non NPA provisions at Rs 29,809 crores, ~126% of Net NPA at end of Q2FY23

Available Buffer, Rs in Crores



Sustainable RoE / RoA – A perspective



Upward trend in ROE –

Continuous improvement in ROE from FY18 onwards; crosses 16%

Upward trend in ROA –

Continuous improvement in ROA from FY18 onwards; Journey towards guidance of ROA of 1%+ on track; ROA for Q2FY23 at 1.04%

Financial Performance

Financials – At a Glance



Particulars, Rs in Crores	Quarter ended			Half Year Ended		Growth (%)		
	Q2FY22	Q1FY23	Q2FY23	H1FY22	H1FY23	Q2FY23 over Q1FY23	Q2FY23 over Q2FY22	H1FY23 over H1FY22
Interest Income	69,481	72,676	79,860	1,35,046	1,52,536	9.88	14.94	12.95
Interest Expenses	38,298	41,480	44,676	76,224	86,157	7.70	16.66	13.03
Net Interest Income	31,184	31,196	35,183	58,822	66,379	12.78	12.83	12.85
Non Interest Income	8,208	2,312	8,874	20,010	11,186	283.80	8.12	-44.10
Operating Income	39,392	33,508	44,058	78,833	77,566	31.48	11.85	-1.61
Operating Expenses	21,312	20,756	22,938	41,779	43,693	10.51	7.63	4.58
Operating Profit	18,079	12,753	21,120	37,054	33,873	65.61	16.82	-8.59
Total Provisions	3,034	6,684	7,855	15,505	14,540	17.52	158.90	-6.22
Exceptional Items [#]	7,418			7,418				
Net Profit	7,627	6,068	13,265	14,131	19,333	118.59	73.93	36.81
NIM (Whole Bank) (%)	3.24	3.02	3.32	3.09	3.17	30 bps	8 bps	8 bps
NIM (Domestic) (%)	3.50	3.23	3.55	3.33	3.39	32 bps	5 bps	6 bps
Cost to Income Ratio (%)	54.10	61.94	52.06	53.00	56.33	-988 bps	-204 bps	333 bps
Cost to Assets (%)	1.84	1.66	1.79	1.81	1.72	13 bps	-5 bps	-9 bps

[#] Provisions on account of change in family pension rules

Total Income



Particulars, Rs in Crores	Quarter ended			Half Year Ended		Growth (%)		
	Q2FY22	Q1FY23	Q2FY23	H1FY22	H1FY23	Q2FY23 over Q1FY23	Q2FY23 over Q2FY22	H1FY23 over H1FY22
Interest on Loans	42,317	46,474	52,383	83,460	98,856	12.72	23.79	18.45
Interest on Resources	22,306	23,618	24,405	43,711	48,023	3.33	9.41	9.87
Other Interest income	4,859	2,585	3,071	7,875	5,656	18.81	-36.79	-28.17
Total Interest Income	69,481	72,676	79,860	1,35,046	1,52,536	9.88	14.94	12.95
Fee Income	5,391	6,372	5,942	10,794	12,314	-6.75	10.21	14.07
Profit / Loss on Sale / Revaluation of Investments	429	-6,549	457	2,530	-6,092	106.98	6.55	-340.75
Forex Income	526	2,014	1,911	1,474	3,926	-5.11	263.35	166.34
Misc. Income	1,861	475	564	5,211	1,039	18.78	-69.69	-80.06
Total Non Interest Income	8,208	2,312	8,874	20,010	11,186	283.80	8.12	-44.10
Total Income	77,689	74,989	88,734	1,55,056	1,63,722	18.33	14.22	5.59

Fee Income Break Up



Particulars, Rs in Crores	Quarter ended			Half Year Ended		Growth (%)		
	Q2FY22	Q1FY23	Q2FY23	H1FY22	H1FY23	Q2FY23 over Q1FY23	Q2FY23 over Q2FY22	H1FY23 over H1FY22
<i>Loan Processing Charges</i>	1,049	1,312	1,289	1,837	2,601	-1.76	22.88	41.55
<i>Commission on Govt. Business</i>	933	1,022	1,058	1,822	2,079	3.51	13.38	14.10
<i>Commission on LC/BG</i>	830	768	790	1,653	1,558	2.76	-4.86	-5.71
<i>Cross Selling</i>	661	593	879	1,082	1,472	48.09	33.00	36.02
<i>Account Maintenance Charges</i>	84	86	91	153	177	5.48	8.18	15.90
<i>Remittance, Collection, etc.</i>	1,470	1,583	1,536	2,701	3,119	-2.93	4.52	15.46
<i>Misc. Fee Income</i>	365	1,007	300	1,546	1,307	-70.26	-17.91	-15.44
Fee Income	5,391	6,372	5,942	10,794	12,314	-6.75	10.21	14.07

Total Expenses



Particulars, Rs in Crores	Quarter ended			Half Year Ended		Growth (%)		
	Q2FY22	Q1FY23	Q2FY23	H1FY22	H1FY23	Q2FY23 over Q1FY23	Q2FY23 over Q2FY22	H1FY23 over H1FY22
Interest on Deposits	35,183	37,300	39,340	69,976	76,640	5.47	11.82	9.52
Interest on Borrowings	1,675	2,737	3,871	3,425	6,608	41.41	131.15	92.93
Other Interest paid	1,440	1,443	1,466	2,823	2,909	1.53	1.76	3.05
Total Interest Expenses	38,298	41,480	44,676	76,224	86,157	7.70	16.66	13.03
Salary	8,804	9,494	9,121	17,481	18,615	-3.93	3.59	6.49
Provisions for Employees	3,773	2,557	3,747	7,635	6,304	46.52	-0.71	-17.43
Staff Expenses	12,578	12,051	12,867	25,116	24,919	6.77	2.30	-0.79
Overheads	8,735	8,704	10,070	16,663	18,775	15.70	15.29	12.67
<i>of which: Business Acquisition & Development Expenses</i>	1,168	1,718	1,162	3,128	2,880	-32.35	-0.56	-7.93
Operating Expenses	21,312	20,756	22,938	41,779	43,693	10.51	7.63	4.58
Total Expenses	59,610	62,236	67,614	1,18,002	1,29,850	8.64	13.43	10.04

Overheads



Particulars, Rs in Crores	Quarter ended			Half Year Ended		Growth (%)		
	Q2FY22	Q1FY23	Q2FY23	H1FY22	H1FY23	Q2FY23 over Q1FY23	Q2FY23 over Q2FY22	H1FY23 over H1FY22
Rent, Taxes and Lighting	1,354	1,186	1,436	2,439	2,623	21.04	6.05	7.54
Depreciation	811	837	806	1,607	1,643	-3.63	-0.62	2.23
Printing and Stationery	161	134	173	250	307	29.77	7.79	22.67
Postage & Telecommunications	133	114	145	232	259	26.79	8.89	11.51
Repairs and Maintenance to Bank's Property	264	211	274	459	485	29.99	3.86	5.60
Travelling & Halting	274	278	385	459	663	38.66	40.74	44.49
Deposit & General Insurance	1,093	1,420	1,047	2,225	2,467	-26.27	-4.19	10.85
Business Acquisition & Development Expenses	1,168	1,718	1,162	3,128	2,880	-32.35	-0.56	-7.93
ATM /CDM/Debit Card /Other Tech Expenses	1,768	1,397	2,630	3,142	4,027	88.22	48.74	28.17
Misc. Expenses	1,709	1,410	2,012	2,722	3,422	42.70	17.75	25.72
Overheads	8,735	8,704	10,070	16,663	18,775	15.70	15.29	12.67

Provisions & Profit



Particulars, Rs in Crores	Quarter ended			Half Year Ended		Growth (%)		
	Q2FY22	Q1FY23	Q2FY23	H1FY22	H1FY23	Q2FY23 over Q1FY23	Q2FY23 over Q2FY22	H1FY23 over H1FY22
Operating Profit	18,079	12,753	21,120	37,054	33,873	65.61	16.82	-8.59
Loan Loss	2,699	4,268	2,011	7,729	6,279	-52.89	-25.50	-18.76
Standard Assets	479	-1,295	125	2,057	-1,170	109.66	-73.88	-156.87
Investment Depreciation	-626	1,503	5	-109	1,508	-99.66	100.82	1,477.67
Other Provisions	-2,363	-84	898	564	814	1,170.13	137.98	44.16
Income Tax	2,845	2,292	4,817	5,264	7,109	110.15	69.29	35.04
Total Provisions	3,034	6,684	7,855	15,505	14,540	17.52	158.90	-6.22
Exceptional Items [#]	7,418			7,418				
Net Profit	7,627	6,068	13,265	14,131	19,333	118.59	73.93	36.81

Ratios (Annualized)	Q2FY22	Q1FY23	Q2FY23	H1FY22	H1FY23
ROA (%)	0.66	0.48	1.04	0.61	0.76
ROE (%)		10.09		13.17	16.08
Earning Per Share (Rs.)	33.90	27.27	58.97	31.58	43.21

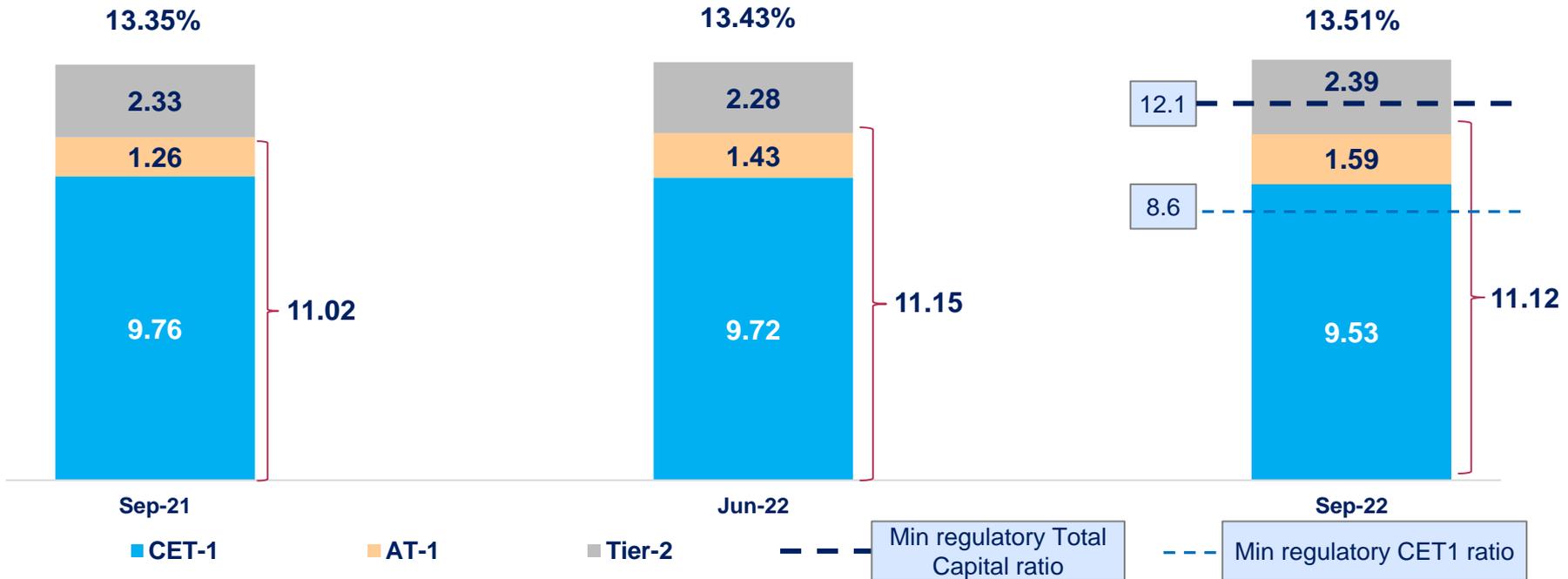
[#] Provisions on account of change in family pension rules

Capital Adequacy & Asset Quality

Well-Capitalized Bank with Adequate Liquidity



Capital Ratios (%)



RWA to Total Assets (%)



	Sep 21	Jun 22	Sep 22
Credit Risk Weighted Assets on Advances to Gross Advances (%)	54.96	55.50	54.81

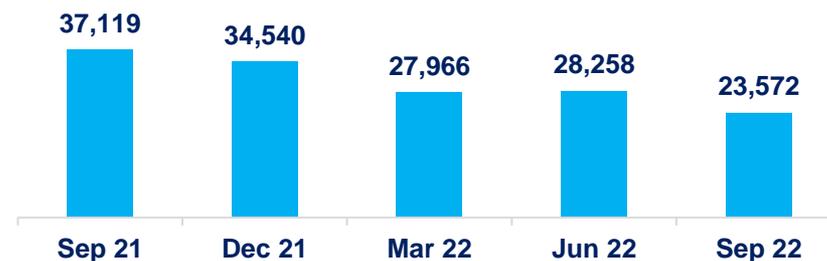
Asset Quality (1/4)



Gross NPA, Rs in Crores



Net NPA, Rs in Crores



Cumulative for the Period (%)	Sep 21	Dec 21	Mar 22	Jun 22	Sep 22
Gross NPA Ratio	4.90	4.50	3.97	3.91	3.52
Net NPA Ratio	1.52	1.34	1.02	1.00	0.80
PCR (Incl. AUCA)	87.68	88.32	90.20	90.14	91.54
PCR	70.05	71.22	75.04	75.05	77.93
Corporate PCR (Excl. AUCA)	87.77	88.85	93.35	92.30	95.64
Slippage Ratio	1.56	1.16	0.99	1.38	0.86
Credit cost	0.61	0.57	0.55	0.61	0.45

Asset Quality (2/4)



Rs. in Crores

Movement of NPAs:	Q2FY22	Q3FY22	Q4FY22	FY22	Q1FY23	Q2FY23
Opening Level of Gross NPAs	1,34,259	1,23,942	1,20,029	1,26,389	1,12,023	1,13,272
Total Reductions	14,609	6,493	11,612	41,142	8,866	8,909
<i>of which : Recovery + Upgradation</i>	7,407	2,306	6,756	21,437	5,208	5,207
Gross Addition	4,292	2,579	3,606	26,776	10,115	2,441
<i>of which : Increase in O/s</i>	117	245	760	1,755	375	42
<i>: Fresh Slippages</i>	4,176	2,334	2,845	25,021	9,740	2,399
Net Increase	-10,317	-3,913	-8,006	-14,366	1,248	-6,468
Closing Level of Gross NPAs	1,23,942	1,20,029	1,12,023	1,12,023	1,13,272	1,06,804

Segmental NPAs:	Sep 21		Jun 22		Sep 22	
	NPA	Ratio %	NPA	Ratio %	NPA	Ratio %
Retail:	63,114	4.51	58,878	3.73	55,954	3.43
<i>Agri.</i>	31,795	14.79	29,781	12.95	29,241	12.25
<i>Per Segment</i>	8,656	0.96	8,544	0.83	7,602	0.71
<i>SME</i>	22,664	8.10	20,554	6.57	19,111	6.03
Corporate	57,697	7.62	52,062	5.96	48,779	5.32
International	3,131	0.84	2,331	0.52	2,071	0.42
Total	1,23,942	4.90	1,13,272	3.91	1,06,804	3.52

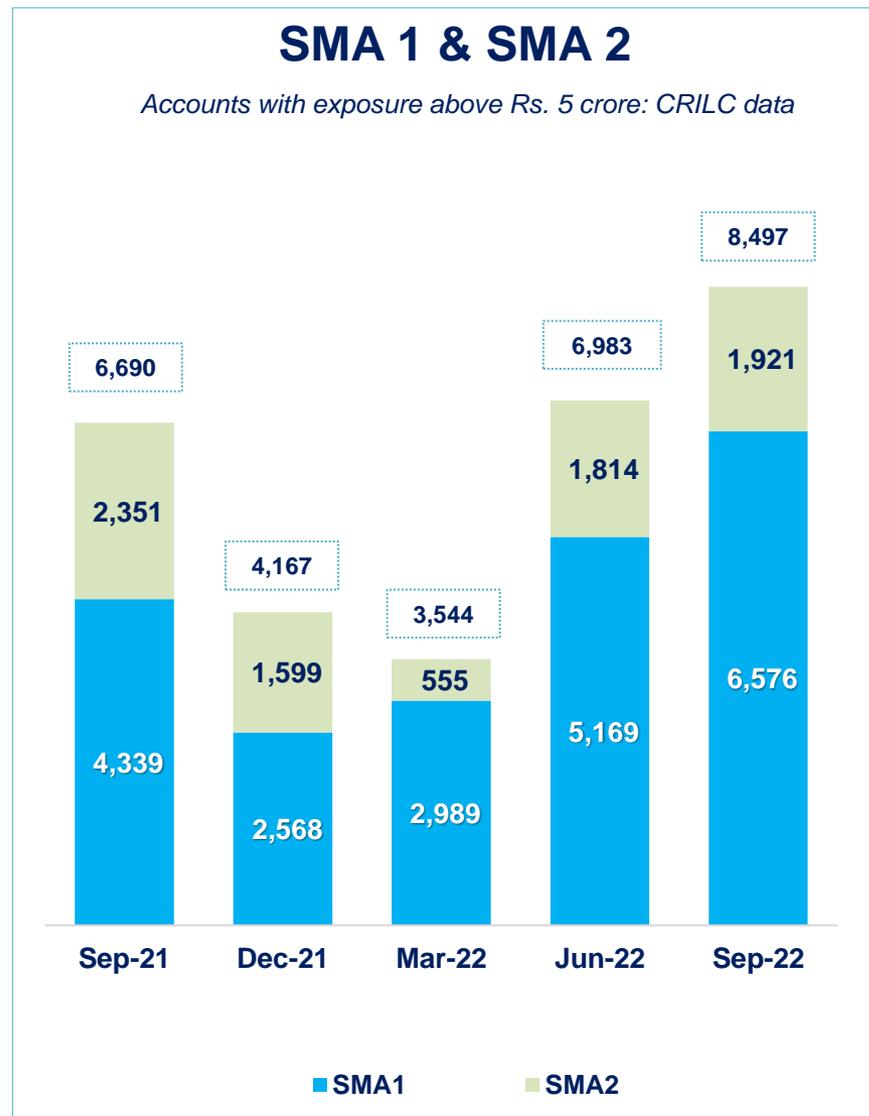
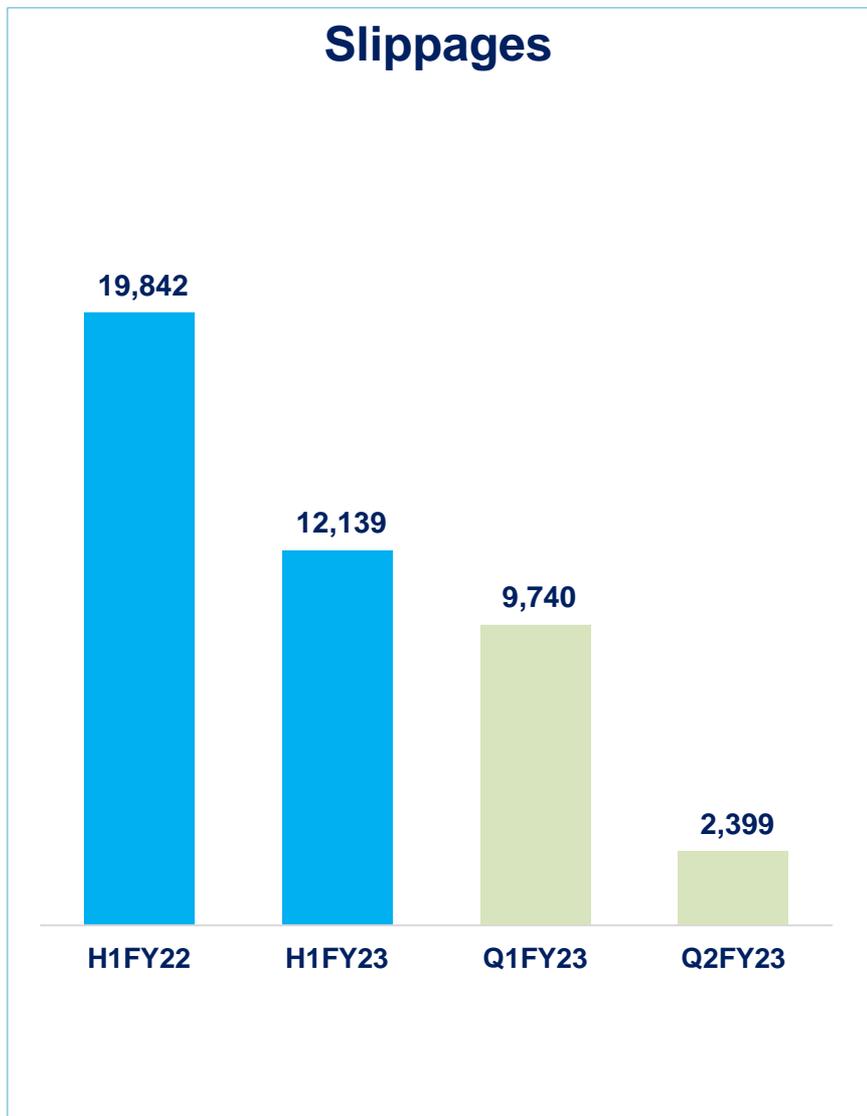
Movement of NPAs and AUCA (3/4)



Rs. in Crores

Movement of NPAs (incl. Advances under Collection)				
	Mar 20	Mar 21	Mar 22	Sep 22
Opening Level of GNPA + AUCA	3,09,755	3,16,684	3,00,496	2,85,358
Gross Addition (Increase in O/s + Slippages)	54,510	29,332	26,776	12,556
Total GNPA + AUCA + Additions	3,64,265	3,46,016	3,27,272	2,97,914
Total Recovery / Upgradation	35,032	27,930	29,218	13,915
Less: Write-off (Removal from AUCA/Haircut)	12,549	17,590	12,696	5,241
Closing Level of Gross NPAs + AUCA	3,16,684	3,00,496	2,85,358	2,78,757

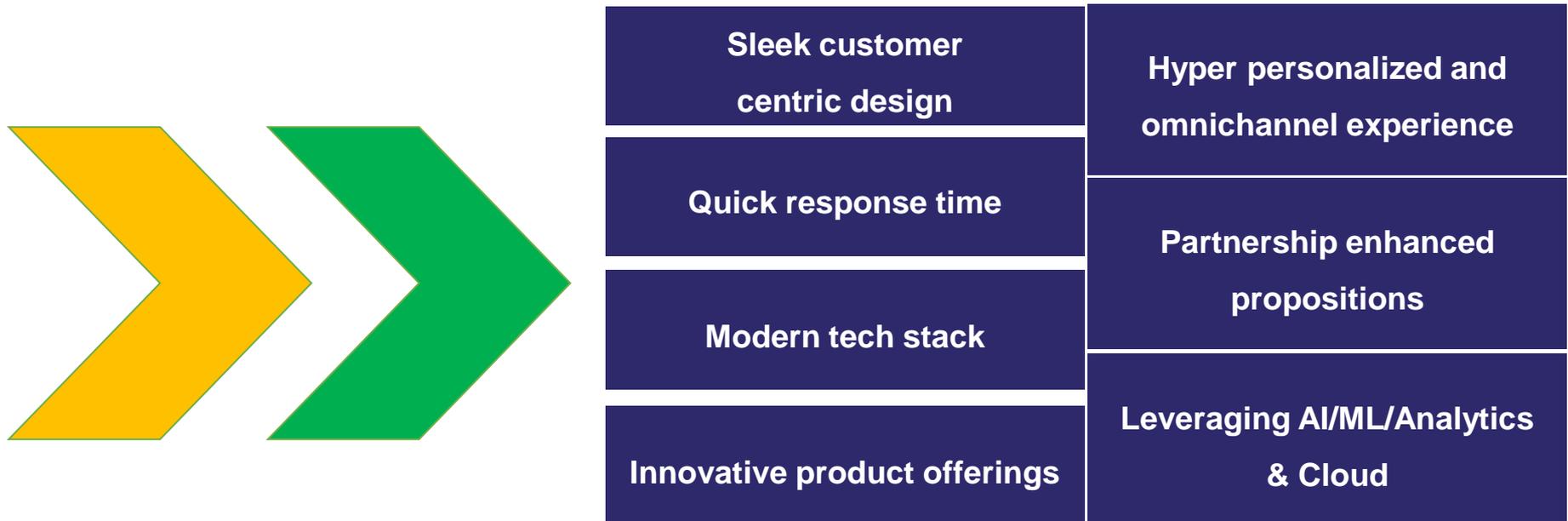
Rs. in Crores



Digital Journey

- **YONO 2.0 envisions to**
 - **Build the next generation of YONO as an omnichannel platform**
 - **Develop Leaner and modular architecture and streamlined journeys**
 - **Deeply integrate next-generation technologies like Advanced Analytics, IoT, AI/ML, Big Data**

The focus of next generation of YONO shall be on:



Accelerating digital agenda (2/5)

YONO – Our flagship digital offering



Digital Banking

“Create seamless omni-channel customer experience”

5.44 Cr.+

Cumulative Registered Users (since inception)

~23.22 K

New digital SB accounts opened per day (Q2FY23)

~97.94 K

Average Daily Cardless Cash Withdrawal (Q2FY23)



PABL

“Integrated banking solution for corporate financial needs”

~23,257

Pre-approved Business Loans disbursed through YONO (Q2FY23)



Insurance, Investment & Credit Cards

“Enable higher cross-sell of JV/subsidiary products”

~Rs. 625 Cr.

MF Sales (Q2FY23)



Journey digitization

“Improve productivity and reduce cost”

~ 17,801

RTXC through YONO (Q2FY23)

~Rs. 11,338 Cr.

Krishi Agri Gold Loans sanctioned (Q2FY23)

~Rs. 4,116 Cr.

Pre-approved Personal Loans disbursed (Q2FY23)



Online Market Place

“Increase customer engagement”

~72.75 Lac

Customer visiting YONO Shop & Order (Q2FY23)

Rs. ~376 Cr.

Gross Merchandise Value (Q2FY23)



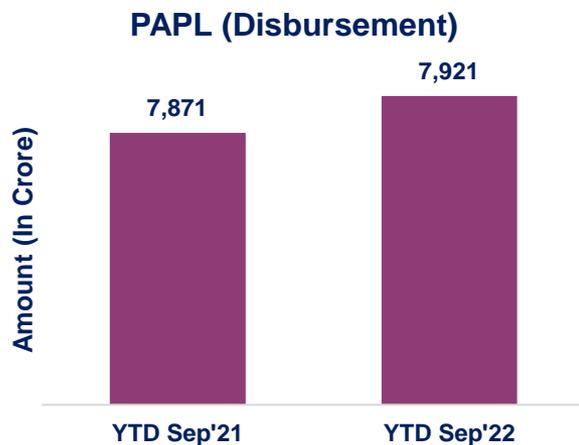
YONO has acquired 5.44 Cr. customers and created significant value for the bank

Accelerating digital agenda (3/5)



YONO – Key trends this year for YONO

YONO Loans (Disbursement for YTD Sep '22 and YTD Sep '21)



Savings Accounts opened through YONO (YTD Sep '22 and YTD Sep '21)



YONO Krishi Products

KCC Reviewed through YONO



PABL (Disbursement)



V-KYC based Account Opening



Krishi Agri Gold Loans (AGL)



Accelerating digital agenda (4/5)

YONO Business journeys for superior user experience



Journey (Since)	Value (₹ in crores)
YB CINB (11.02.2022)	₹ 1,05,50,802
YB Payments (22.07.2022)	₹ 46,884
Import LC	<ul style="list-style-type: none"> ✓ Value: ₹ 2,28,154 crores (since Nov 2019) ✓ Before YB: Digital 7.19%; After YB 63%
Forex Booking	<ul style="list-style-type: none"> ✓ Value: ₹ 27,769 crores (since Nov 2019)
PABL 2.0	<ul style="list-style-type: none"> ✓ Loans Value: ₹ 3,317 crores (since Jul 2020) ✓ ₹ 732 crores in Sept 2022
NTD Customers	<ul style="list-style-type: none"> ✓ No. 2,28,521 (since May 2020) ✓ 19,41,027 Active Users
Current Account	<ul style="list-style-type: none"> ✓ Digital % for Q1FY23: 39%, Q2FY23: 46% ✓ Online CA opened: 1,78,744 (since Jun 2021)

Accelerating digital agenda (5/5)



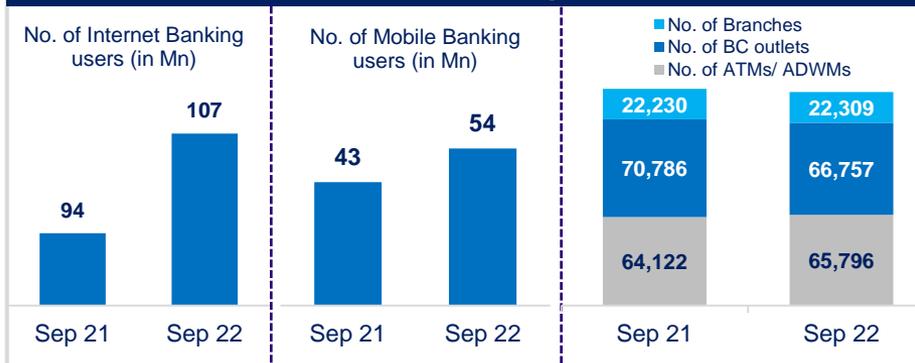
Digital Leadership across channels

Leadership across channels - Market share (As per latest available data)

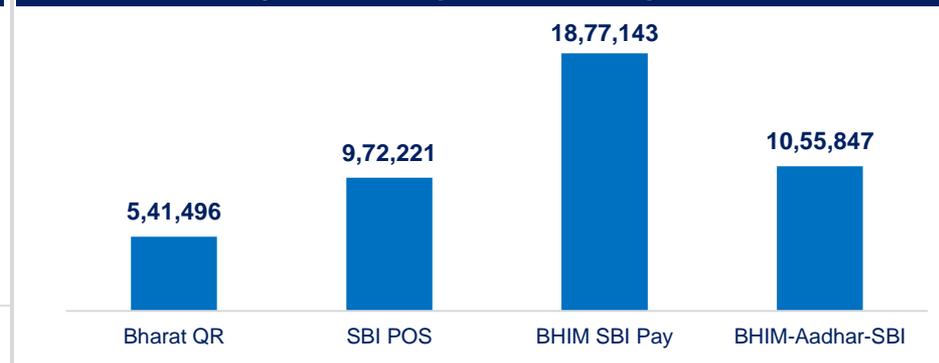
Debit card spends	POS terminals	ATMs	Mobile Banking No. of Transactions	Mobile Banking Transaction value
26.22%	13.69%	30.24%	23.61%	22.13%

Presence across multiple channels and payment acceptance touch points

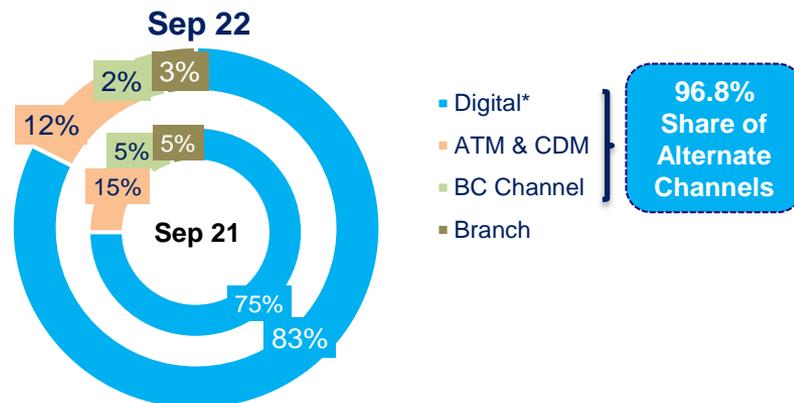
Customer touch points



Payment acceptance touch points



Increasing digital adoption



* Digital comprises of Internet, Mobile, UPI & YONO and Green Channel

Key highlights

- UPI**
 - Remit transactions handled (in FY23): **9,144 Mn**
 - Number of UPI users: **267 Mn**
 - Market share in remittances: **24.86%** (#1 Remittance Bank)
- Debit cards**
 - No. of cards: **272.30 Mn**
 - Debit Card spends: **> 530.20 Mn transactions** and **Rs. 998.67 bn spend** during FY23
- ATM**
 - Average no. of ATM transactions: **~ 13.2 Mn per day**

AI Currently Used in

Marketing

Operational Efficiency

Risk Mitigation

NPA Management

Credit Underwriting

New Ventures



Portfolio Analytics

- Shift of focus from Product to Customer-Engagement Orientation
- Customer Engagement & Segmentation Analysis conducted
- Data Driven Branch Cohort/ Performance Analysis
- Micro-Market Analysis

Increased Coverage of Bank's Functions

- Export Finance Leads – Entry of Analytics in international/trade finance
- Foreign Remittance Service Leads to improve fee income
- Hyper-Personalization for targeted Yono OMP offers

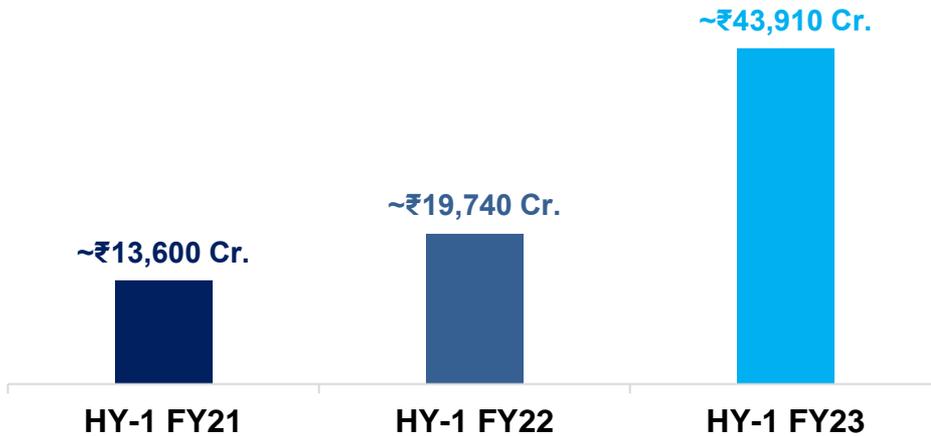


Enhancement of Successful Models

- End-to-End Digital Business Loan revamped, limit increased to ₹ 20 Lk
- Marketing Model for Real-Time Xpress Credit Loan
- Marketing of Analytical Leads for End-to-End Digital Loans like PAPL, PA2WL & PABL via Outbound Contact Center (Project Dhruva)

Analytics – Quarter in Review

Advances Through Analytical Leads

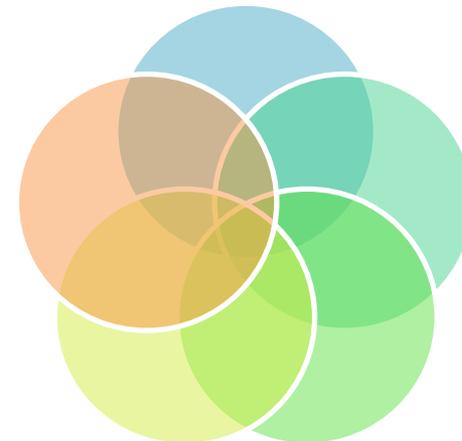


CAGR : ~80% | YoY Growth: ~120%

Besides this, significant value created through Income Leakage Recovery, Risk Mitigation & Operational Efficiency

JV Product Sales
~₹ 54 Cr.
(Fees)

Personal
~₹33,404 Cr.



MSME
~₹ 4,564 Cr.

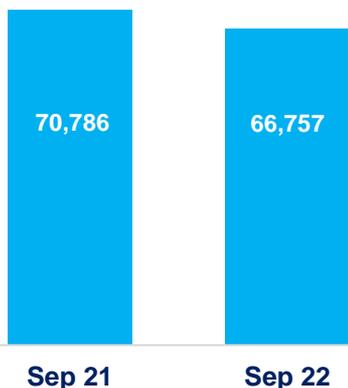
Housing
~₹ 1,745 Cr.

ABU
~₹ 4,145 Cr.

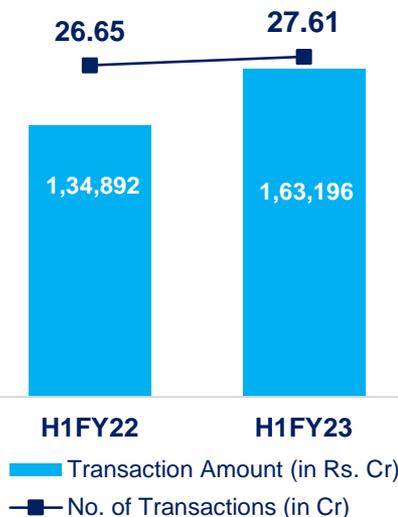
Financial Inclusion & Sustainability

Financial Inclusion

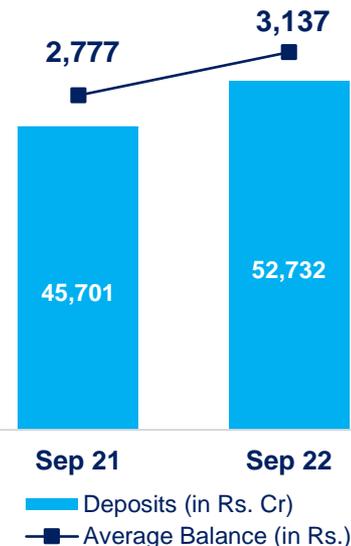
No. of BC outlets



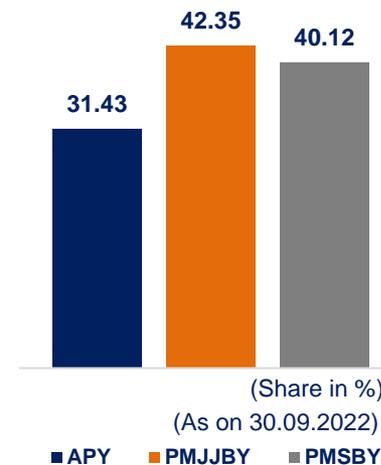
Transactions in BC Channel



Deposits in FI Channel



Market Leader Social Security Schemes (PSBs)



Way forward

- **BC Channel** for loan collection & recovery activities
- To leverage the channel for **lead generation of Assets Products**
- To make BC/CSP Channel a **robust delivery platform**

Performance under Social Security Schemes

Cumulative no. in crores	Sep 21	Sep 22
APY	0.72	1.02
PMJJBY	2.16	3.23
PMSBY	6.50	8.40

Improvement in Ease of Banking

	Sep 21	Sep 22
Passbook Printers installed at CSPs	13,184	19,956
% Share of Passbooks printed at CSPs	10.37	16.38

Contributing to Society

Through Pan India Presence under CSR



- 182 members supported for livelihood activities like agriculture, livestock, entrepreneurship development
- 92 camps conducted and 1779 patients treated under SBI Sanjeevani in our adopted villages.
- **Farm Equipment** supported to 21 farmer groups to improve agricultural yield.
- 10,000 saplings planted under **SBI Jan Van - Social Forestry Initiative**

- **SBI Asha Scholarship program (Phase I)**- An initiative to provide financial assistance of Rs. 15,000 each to 125 meritorious students (75 girls and 50 boys) studying in classes 6th to 12th from low-income families to commemorate 'Azadi ka Amrit Mahotsav'.
- Bank has **adopted 100 Schools** across the Country for improvement of the infrastructure and for providing better facilities for the students with an expenditure of ₹ ~5 crore. Schools are provided with digital classrooms, science labs, computer labs, painting cum repair / renovation of the building etc.

Livelihoods

Education

Healthcare

Disability & Others

- Rs. 94.94 lakhs donated to **Army Hospital (R&R)**, New Delhi towards procurement of State-of-the-art advanced life support ambulance.
- **TB Mukh Himachal and Mumbai**- Granted Rs. 2.58 crore to The UNION, to improve treatment adherence and success rate of treatment of TB patients in Mumbai and strengthening the TB case detection system in Solan district of Himachal Pradesh.
- **SBI Sanjeevani**- Granted Rs. 72.70 Lakh to 'Doctors for You', to provide primary and preventive healthcare services in Ferozpur district of Punjab covering 20 villages for a duration of 1 year.

- Granted Rs. 3.00 crore to **IDEA Saksham** for Inclusive India 2.0 - To Create and Foster Entrepreneurial Ecosystem benefiting 500 PwDs.
- Granted Rs. 92.88 Lakhs for Inclusive Education and Training, Building Accessible Products and Services for Persons with Disabilities, for a period of 1 year.
- Granted Rs. 96.50 Lakhs to **Sristi Foundation** to set-up **Sristi Farm Academy** in order to provide vocational training, to individuals with intellectual disabilities, in organic and sustainable farming for 3 years.

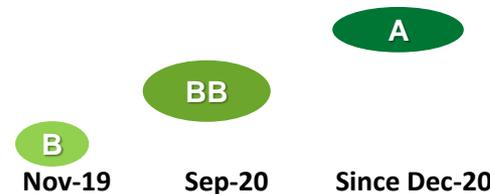
ESG – an integral part of Bank's Business strategy

- ✓ Responsible finance at the core. Lines of credits availed from World Bank, KfW etc. being used to fund projects with positive environmental & social impacts.
- ✓ A "Climate Change Risk Management Policy" put in place with primary objective to guide the Bank to transition towards low carbon and climate resilient operations and investments.

SBI's MSCI ESG RATINGS



SBI ESG Rating History



SBI's CRISIL ESG RISK ASSESSMENT

SBI placed in "Strong Category" among 586 Indian companies assessed on fiscal 2021 data

IMPETUS TO RENEWABLE ENERGY SECTOR

Thrust Areas

Solar, Wind, Biomass, Waste to Energy, Hydro etc.

Deployed amount

> INR 40,600 crore

Capacity Installed

>20,400 MW

Reference Date

As on 30th September 2022

GOING THE GREEN WAY

- ❑ For the FY 2022-23, a target for plantation of **13.00 lakh** trees undertaken.
- ❑ Dual listing of USD 650 Million **Green Bonds** at India International Exchange and Luxembourg Stock Exchange
- ❑ Bank's **Twenty One (21)** establishments certified as **Green Buildings** by Indian Green Building Council.
- ❑ More than 204.49 lakh reward points redeemed by customers since inception of **SBI Green Fund** for donation to sustainable activities.
- ❑ For Renewable project financing, benefits viz. concession on card rates, increased tenure and a year long moratorium being extended.

SBI's Sustainability Framework



Financial Inclusion & Community Building	Carbon Neutrality Journey	Responsible Investment	Digital Agenda	People Practices
SHG Bank Linkage	Internal Commitment	Green Bonds & Loan	YONO – Green Banking	Training and Development
SBI adjudged as one of the Best Performing Banks in SHG Bank Linkage by Ministry of Rural Development, Govt. of India	To achieve carbon neutral status by the year 2030 in a phase wise manner	Significant carbon emissions avoided every year through projects earmarked under SBI's green bonds and green loan	6.41 Crore Green Pins generated without branch visit 27.81 Crore GCC Transactions without using paper	To create awareness on sustainability among the staff, Sustainability module on e-learning portal of the Bank has been launched and made mandatory for all Staff (up to Scale V)
CSR	Captive RE Capacity	SDG-Aligned Offerings	Alternate Channels	Equal Opportunity
Bank has adopted 100 Primary Schools across the Country. Setting up of New digital classrooms, Science lab, and renovation works for school buildings are undertaken.	Banks Renewable energy capacity for captive use comprising Solar & Wind Power stands at 35 MWp	SDG-aligned products like Healthcare business loans, Green car loan, and financing for polyhouse farms, among others	More than 96% share of the Bank's total transactions migrated to alternate channels like ATM, CDM, UPI, YONO, internet, mobile banking etc.	SBI's initiatives to ensure diversity, inclusion and equal opportunity include policy for equal opportunity to PwDs and efforts to eliminate any subconscious gender bias

Codes and Policies to support Sustainability Governance

Sustainability and Business Responsibility Policy	Business Continuity and Operational Resilience Policy	Whistle Blower Policy	Cyber Security Policy and Standards	Corporate Social Responsibility policy	Policy on KYC Standards, Anti-Money Laundering and CFT measures	Customer Rights, Grievance Redressal and Compensation Policy
Climate Change Risk Management Policy	Code of Ethics	Conflict of Interest Policy	Prevention, Prohibition and Redressal of Sexual Harassment at workplace			

**Subsidiaries,
Group Financials &
Balance Sheet**

SBI and its Subsidiaries - Leveraging Synergies (1/2)



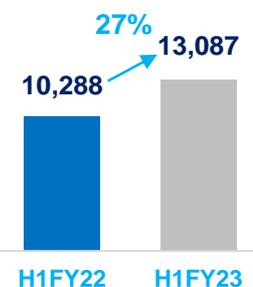
Rs. in Crores

As on Sep 2022

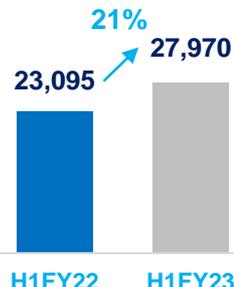


	H1FY22	H1FY23
PAT (₹ in cr)	470	640
ROE (in %)	8.8	10.7

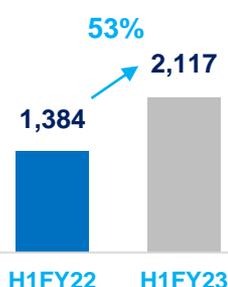
Total New Business Premium



Gross Written Premium



Value of New Business



Business Performance

- VONB increases by 53% and VONB margin by 6.3% YoY.
- ROE increases by 1.91% YoY.

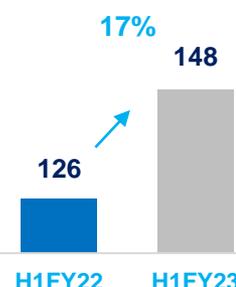
Market Share

- Private market leadership in Individual New Business Premium, Total Rated Premium, Individual Rated Premium and Total New Business Premium with market share of 25.3%, 21.0%, 23.7% and 22.6% respectively.



	H1FY22#	H1FY23#
PAT (₹ in cr)	650	1153
ROE (in %)	19.4	27.4

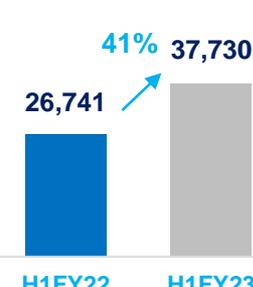
CIF (In Lakh)



Spends



Receivables



Market Share

- Cards in force 19.1% (FY22 18.7%),
- Spends 18.0% (FY22 19.2%),
- Transactions 18.3% (FY22 19.8%)

Portfolio

- ▲ 17% YoY in cards, ▲ 59% YoY in spends,
- ▲ 41% YoY in receivables

Asset Quality & Liquidity

- GNPA @ 2.14%, NNPA @ 0.78%
- Healthy capital adequacy, CAR at 23.2%, Tier 1 at 20.2%

SBI and its Subsidiaries - Leveraging Synergies (2/2)



Rs. in Crores



	H1FY22 [#]	H1FY23 [#]
PAT (₹ in cr)	504	628
ROE (in %)	32.2	29.8

Performance Highlights

- SBIFML is leading the mutual fund industry with a huge lead compared to the other leading players.
- The market share increased by 151 bps to 17.48% in Q2FY23 from 15.97% in Q2FY22.



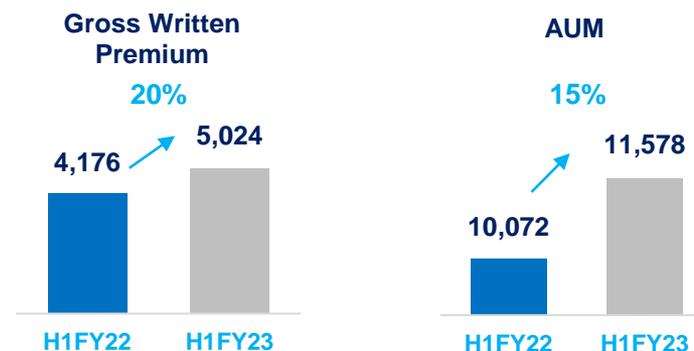
Group	H1FY22 [#]	H1FY23 [#]
PAT (₹ in cr)	299	351
ROE (in %)	13.4	11.4

- PA&SF Group (along with SBI) continues to retain #1 ranking as Mandated Lead Arranger with a 10x market share (compared to #2 ranked arranger).
- Ranked No.1 with Market share of 38.9% (September 2022) India Borrower Loans in INR - Mandated Lead Arranger as per Bloomberg.



As on Sep 2022

	H1FY22	H1FY23
PAT (₹ in cr)	127	116
ROE (in %)	9.2	8.0



Performance Highlights

- SBIG Market share amongst the private sector GI players (including SAHI) is at 6.63% in YTD Sept '22; ranked **7th** amongst private insurers

Performance Highlights for H1FY23

14 RRBs operating in 13 States & 1 UT

- Deposits at Rs.1,10,766 crores ▲ 3.27% YoY
- CASA ▲ 160 bps YoY at 54.53%
- Advances at Rs.78,751 crores ▲ 17.30% YoY
- Priority Sector lending at 80.18%
- NIM ▲ 32 bps YoY at 4.21%

Network of 4,732 branches in 221 districts

- Gross NPA ▼ 99 bps YoY at 5.40%
- Net Profit of Rs.824 crores ▲ 23% YoY
- ROA ▲ 14 bps YoY at 1.14%
- PCR ▲ 682 bps YoY at 80.39%
- ROE ▼ 192 bps YoY at 15.00% **

** Decreased due to fresh infusion of Capital amounting to Rs.1478 crore

SBI Group Financials – H1FY23



Rs. in Crores

	Half Year Ended		Growth (%)
	H1FY22	H1FY23	YoY
Interest Earned	1,41,989	1,61,244	13.56
Non-Interest Income	52,421	48,063	-8.31
Total Income	1,94,410	2,09,307	7.66
Interest Expended	76,887	87,163	13.37
Operating Expenses (i+ii)	76,248	83,342	9.30
<i>(i) Employee Cost</i>	26,952	27,103	0.56
<i>(ii) Other Operating Expenses</i>	49,295	56,240	14.09
Total Expenditure	1,53,135	1,70,506	11.34
Operating Profit	41,275	38,801	-5.99
Provisions (other than Tax)	11,126	8,193	-26.36
<i>Less: Exceptional Item #</i>	7,418		
<i>Add: Share in profit of associates</i>	374	547	46.47
<i>Less: Minority Interest</i>	774	1,016	31.17
Tax Expenses	6,061	8,062	33.02
Net Profit	16,270	22,077	35.69

	Half Year Ended	
	H1FY22	H1FY23
ROA (%)	0.66	0.81
ROE (%)	13.97	16.81
Earning Per Share (Rs.)	36.36	49.34
Expenses Ratio (%)	52.99	56.19
NIM (%)	3.11	3.22
Gross NPA Ratio (%)	4.85	3.48
Net NPA Ratio (%)	1.50	0.79

Provisions on account of change in family pension rules

Balance Sheet



Liabilities							<i>Rs. in Crores</i>
	SBI SOLO			SBI GROUP			
	Sep 21	Sep 22	YOY Growth (%)	Sep 21	Sep 22	YOY Growth (%)	
Capital	892	892	0.00	892	892	0.00	
Reserves and Surplus	2,67,508	3,04,020	13.65	2,91,572	3,32,231	13.94	
Minority Interest				10,448	12,160	16.38	
Deposits	38,09,630	41,90,255	9.99	38,44,768	42,30,342	10.03	
Borrowings	4,18,951	4,88,608	16.63	4,38,056	5,15,722	17.73	
Other Liabilities & Provisions	1,94,936	2,16,025	10.82	4,48,178	5,10,344	13.87	
Total Liabilities	46,91,917	51,99,801	10.82	50,33,914	56,01,691	11.28	
Assets							
	SBI SOLO			SBI GROUP			
	Sep 21	Sep 22	YOY Growth (%)	Sep 21	Sep 22	YOY Growth (%)	
Cash & balances with RBI	3,29,010	2,33,908	-28.91	3,29,225	2,34,104	-28.89	
Bal with Banks & Money at Call and Short Notice	66,034	60,042	-9.07	71,342	69,076	-3.18	
Investments	14,66,530	15,55,322	6.05	17,35,670	18,68,681	7.66	
Net Advances	24,43,194	29,51,288	20.80	24,96,383	30,15,270	20.79	
Fixed Assets	37,939	41,738	10.01	39,705	43,608	9.83	
Other Assets	3,49,211	3,57,504	2.37	3,61,588	3,70,953	2.59	
Total Assets	46,91,917	51,99,801	10.82	50,33,914	56,01,691	11.28	

Thank You