



QUARTERLY RESULTS

Q1FY23

Analyst Presentation

06.08.2022



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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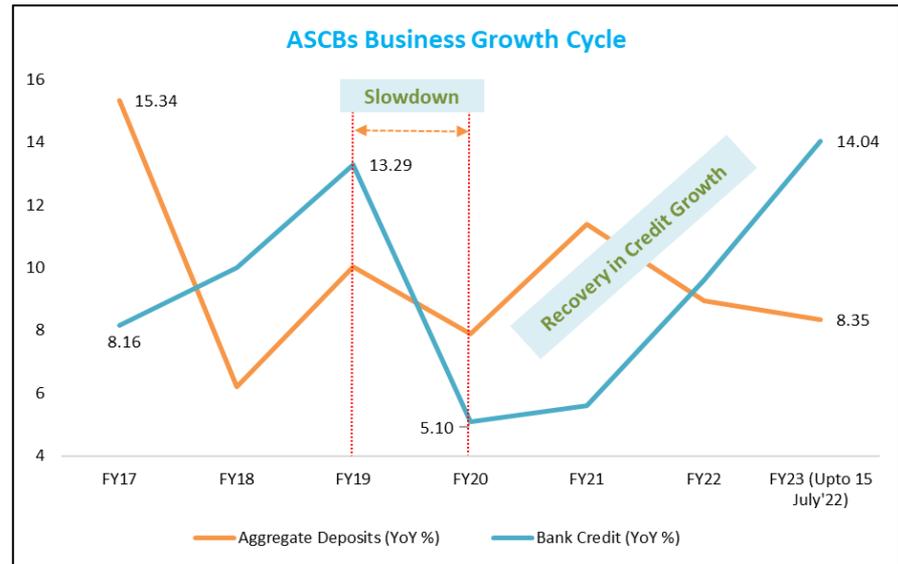
Financial Inclusion & Sustainability

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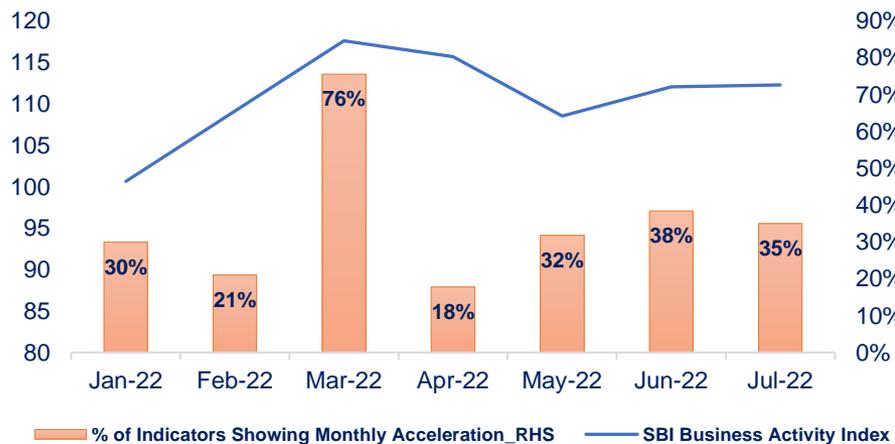
Subsidiaries, Group Financials & Balance Sheet

High Frequency Activity Indicators

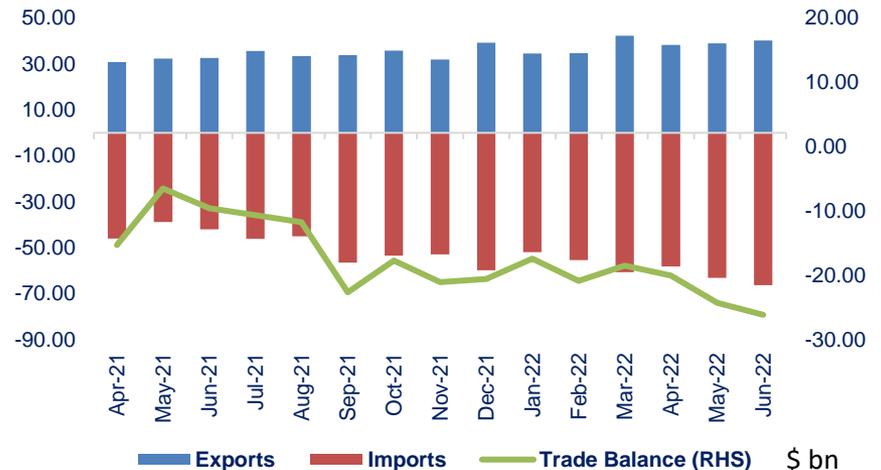
- In FY23, credit growth gained traction and grew by 14.0% (YoY) as on July 15, 2022 (6.5% last year)
- Petroleum Consumption, Domestic Passenger Vehicles, Two-Wheeler and tractor sales, non-oil non-gold imports, Fertilizer Retail Sale have all showed sequential improvement in Jun'22. Rural and Urban Indicators are showing 50% and 25% of acceleration in June'22. Meanwhile, SBI Business Activity Index also shows pick-up in economic momentum since end-Jan'22
- Merchandise exports continue to grow in FY23. However, imports have increased at a faster pace reflecting crude prices, leading to higher trade deficit



SBI Business Activity Index - Economic momentum remains strong



Exports continue to grow in FY23, but imports increased too on higher commodity prices



Performance Highlights

Key trends in Q1FY23



Balance Sheet crosses Rs. 50 lakh crores

Credit growth continues – ~15% YoY

Led by strong growth in Retail Per advances and Corporate advances

Gold Loan portfolio crosses Rs. 1 lakh crore

Improving profit metrics – Net Interest Income growth at 12.87% YoY

Domestic NIM improved by 8 bps YoY

Asset quality – improving outcomes

Credit Cost at 0.61% improved by 18 bps YoY

Slippage Ratio at 1.38% improved by 109 bps YoY

Well provided for Stressed Book

PCR at 75.05%; PCR (incl. AUCA) at 90.14%

Total non-NPA provisions (not included in PCR) at Rs 29,272 crores

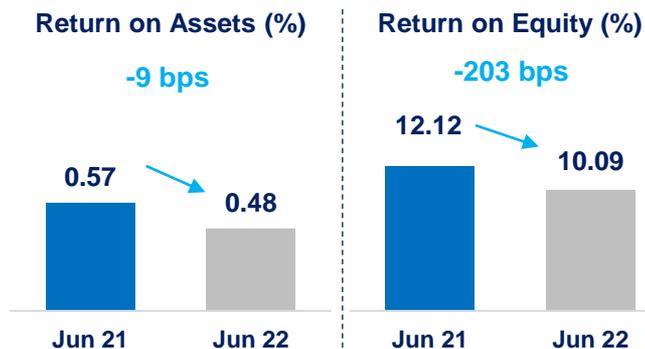
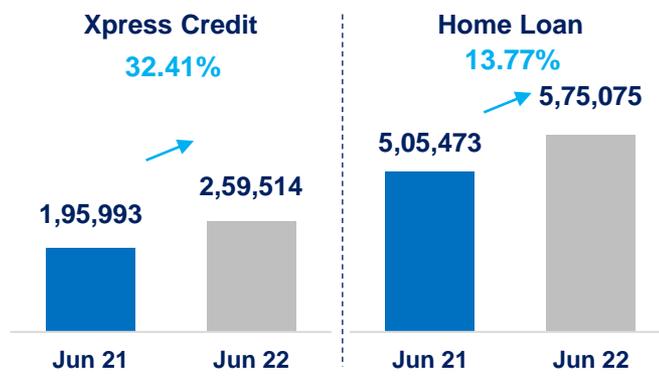
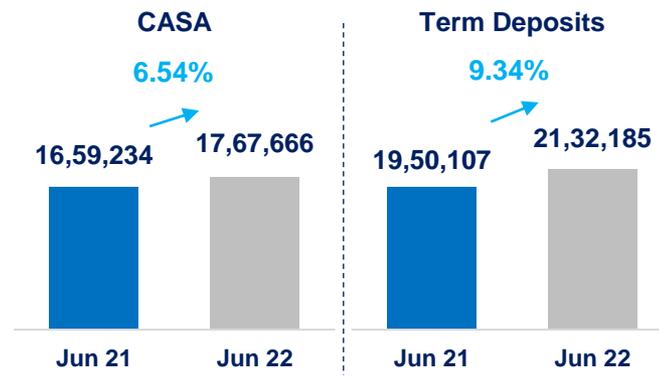
Net NPA at Rs 28,258 crores

Digital Strategy on track

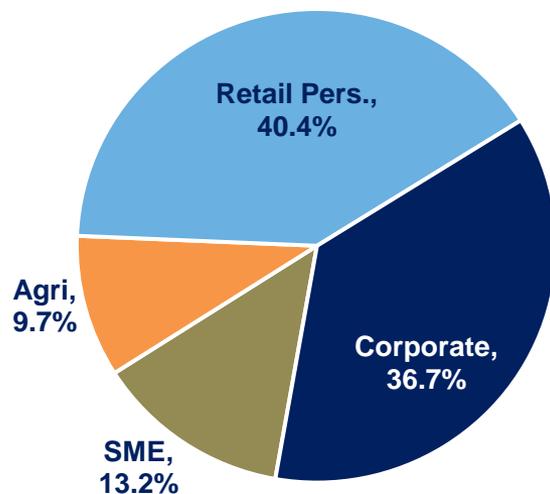
38% of retail asset accounts and **65%** of savings accounts acquired through YONO in Q1FY23

Key Indicators

	Rs. in Crores	Quarter Ended		YoY Growth
		Q1FY22	Q1FY23	
Profit & Loss (Rs. in Crores)	Net Interest Income	27,638	31,196	↑ 12.87%
	Net Interest Margin – Domestic (%)	3.15	3.23	↑ 8 bps
	Operating Profit	18,975	12,753	↓ -32.79%
	Net Profit	6,504	6,068	↓ -6.70%
Key Ratios (in %)	Credit Cost	0.79	0.61	↓ -18 bps
	Net NPA	1.77	1.00	↓ -77 bps
	PCR (Incl. AUCA)	85.93	90.14	↑ 421 bps
	PCR	67.86	75.05	↑ 719 bps
	Capital Adequacy	13.66	13.43	↓ -23 bps
Balance Sheet (Rs. in Crores)	Gross Advances	25,23,793	29,00,636	↑ 14.93%
	Total Deposits	37,20,987	40,45,696	↑ 8.73%
	Retail Personal Advances	8,72,104	10,34,111	↑ 18.58%

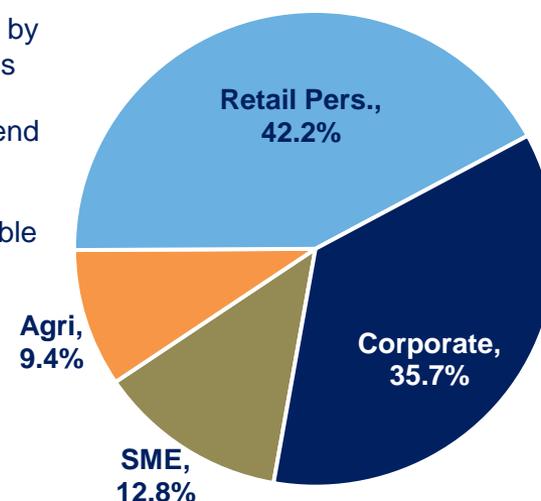


Jun 2021



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

Jun 2022



Rs. in Crores

Segment	Jun 2021	Jun 2022	YoY Growth (%)
Retail Personal	8,72,104	10,34,111	18.58
Agri	2,09,360	2,29,922	9.82
SME	2,84,318	3,12,774	10.01
Corporate	7,90,494	8,74,014	10.57
Domestic Advances	21,56,275	24,50,821	13.66
Foreign Offices Advances	3,67,517	4,49,816	22.39
Total Whole Bank Advances	25,23,793	29,00,636	14.93

Retail Personal Banking

Leadership across all segments

As on Jun 2022

Retail Personal Portfolio of Rs 10.3 lakh crore

3 - year CAGR at ~16%

As a % of Dom. Adv.

Jun 21: 40.4

Jun 22: 42.2

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

5,75,075

82,012

2,59,514

24,648

92,862

YoY
Growth, %

13.77

10.45

32.41

15.76

23.66

GNPA, %

0.84

0.76

0.76

0.35

1.12

As per latest available data Bank's market share in Home loans is 33.3% & in Auto loans is 19.3%

Credit Growth

Deposit
Growth

Asset
Quality

Net Interest
Income

Non-Interest
Income

Operating
Expenses

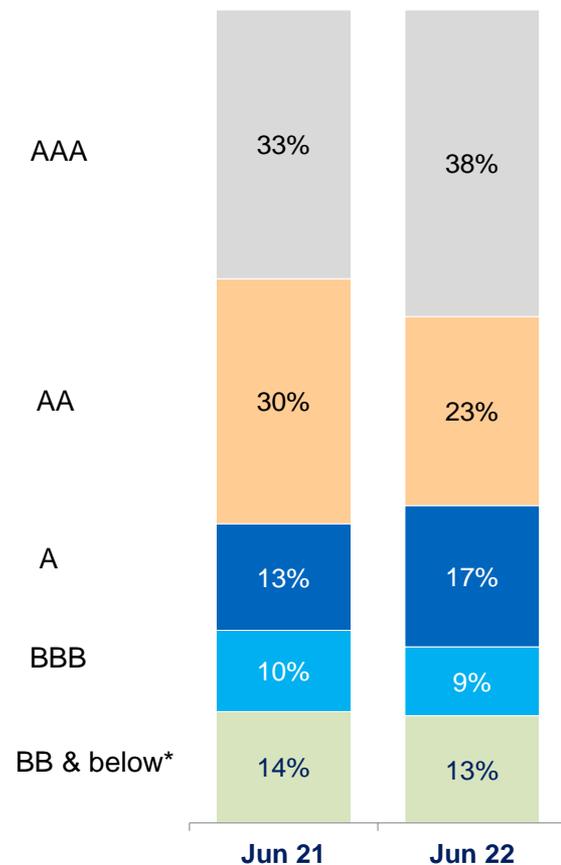
Provisions

Diversified Loan Portfolio

High quality asset book

Rs. in Crores

Corporate Rating mix



47% share to PSUs / Govt. Depts.

*Including NPA book and Unrated

Industry mix

Sectors	Outstanding as on 30 th Jun 22		
	Amount	% Share	YOY Gr %
Infrastructure	3,56,550	14.55	8.21
<i>of which: Power</i>	1,93,339	7.89	5.73
<i>Telecommunication</i>	39,701	1.62	26.36
<i>Roads & Ports</i>	91,799	3.75	10.49
<i>Other Infrastructure</i>	31,710	1.29	-1.35
Services	2,75,936	11.26	16.99
Iron & Steel	39,764	1.62	-12.46
Aviation & Airports	13,117	0.54	33.52
Tourism & Hotels	10,063	0.41	26.92
Textiles	33,138	1.35	2.81
Petroleum & Petrochemicals	44,437	1.81	39.84
Engineering	20,383	0.83	11.04
Comm. Real Estate	42,378	1.73	-3.67
Other Industries	3,51,024	14.32	9.73
Home Loans	5,75,075	23.46	13.77
Auto Loans	82,012	3.35	10.45
Other Retail Loans	3,77,024	15.38	28.95
Agriculture	2,29,922	9.38	9.82
Total Domestic Advances	24,50,821	100.00	13.66

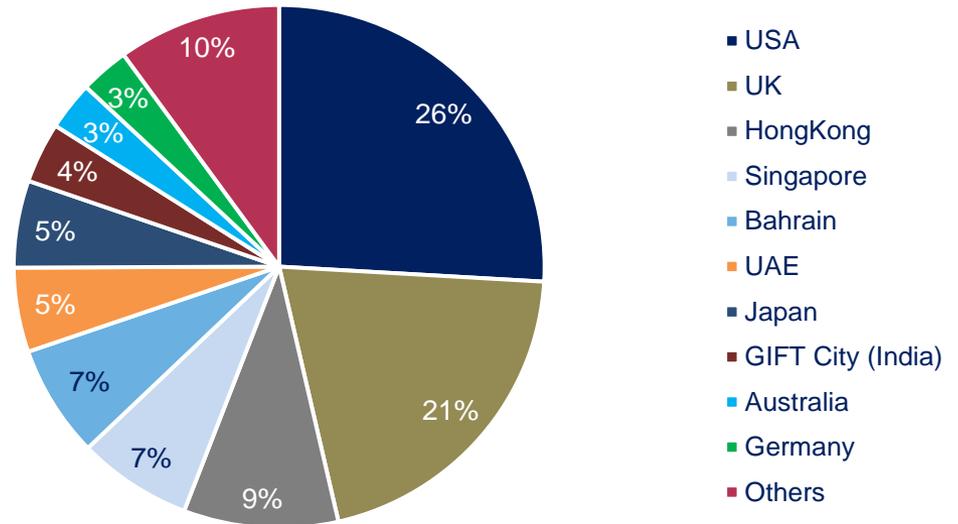
International Banking

(Rs. in Crores)

Gross Advances: Healthy Credit Growth



Loan Portfolio across Geographies



Asset Quality: NPAs Contained

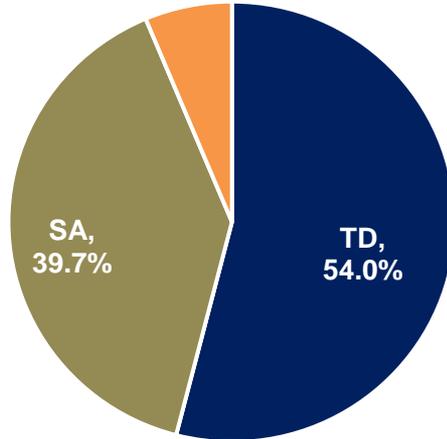
GNPA %



Exploring New Opportunities

- ❖ 232 point of presence spread across 30 countries.
- ❖ Robust growth in Customer Credit continues with diversification across geographies.
- ❖ Gross NPA ratio improved by 3 bps during the quarter, underlining improvement in quality of assets.
- ❖ GIFT City Branch being developed as one of the major centres for fund raising activity. Recently raised USD 810 mio through GIFT City branch.

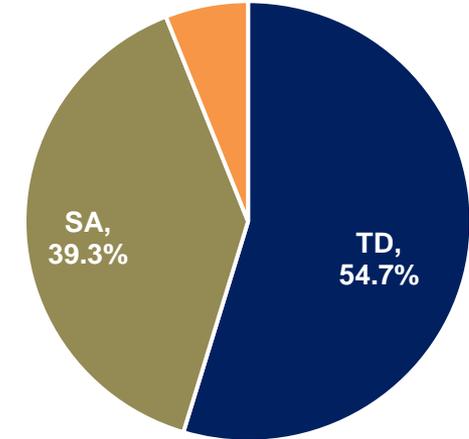
Jun 2021

CA,
6.3%

CASA: 45.97%

65% of new savings accounts opened through YONO in Q1FY23

Jun 2022

CA,
6.0%

CASA: 45.33%

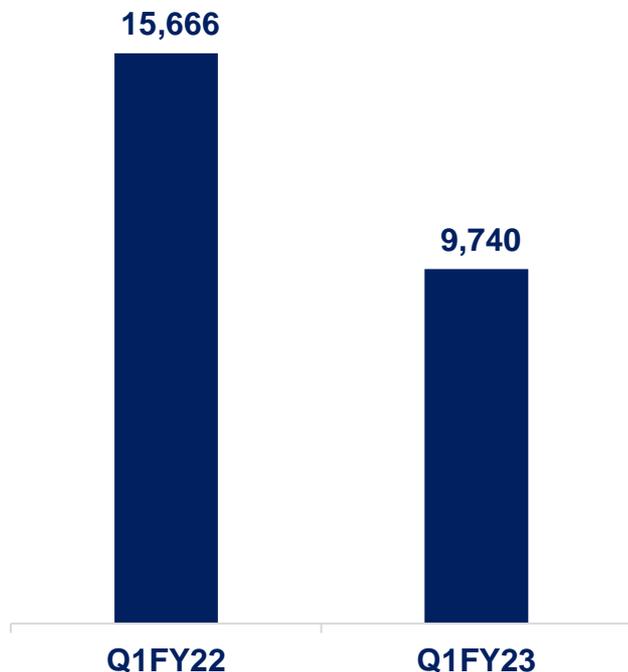
Rs. in Crores

Particulars	Jun 2021	Jun 2022	YoY Growth (%)
Current Account Deposits (CA)	2,28,353	2,33,707	2.34
Saving Bank Deposits (SA)	14,30,881	15,33,959	7.20
CASA Deposits	16,59,234	17,67,666	6.54
Term Deposits (TD)	19,50,107	21,32,185	9.34
Domestic Deposits	36,09,341	38,99,851	8.05
Foreign Offices Deposits	1,11,646	1,45,844	30.63
Total Deposits	37,20,987	40,45,696	8.73

Slippages and Restructuring

Rs. in Crores

Slippages



- Slippages down by 37.83% YoY
- Slippage Ratio improved by 109 bps YoY from 2.47% to 1.38%

Restructuring

Restructuring 1.0	As on March 22	As on June 22
Retail Personal	3,010	2,877
Corporate	3,016	1,899
SME	4,840	4,403
Total O/S	10,866	9,179

Restructuring 2.0	As on March 22	As on June 22
Retail Personal	12,488	12,289
Corporate	0	0
SME	7,606	7,317
Total O/S	20,094	19,606

Total Restructuring	30,960	28,785
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Net Interest Margins



Yield on Investments

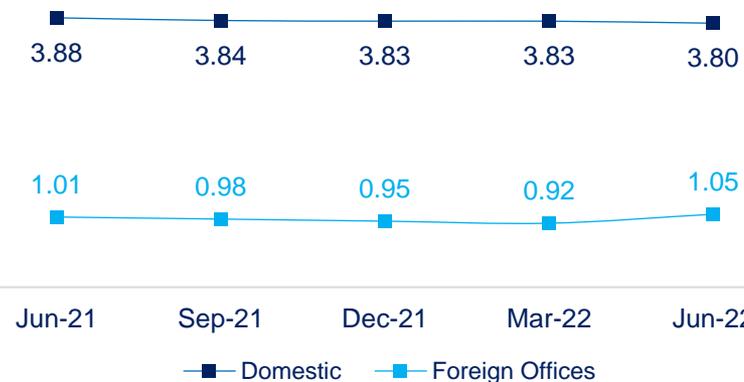
in %



Yield on Advances



Cost of Deposits

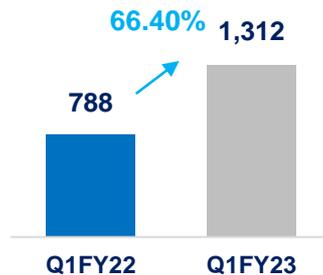


Rs. in Crores

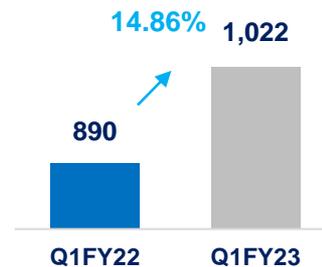
Fee Income



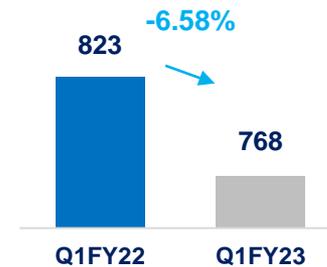
Loan Processing Charges



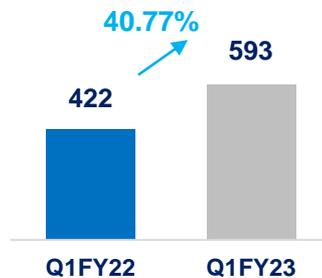
Commission on Govt. Business



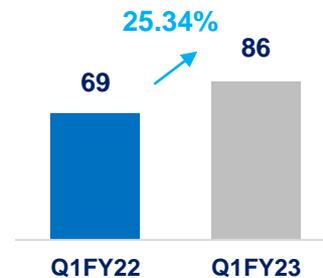
Commission on LC/BG



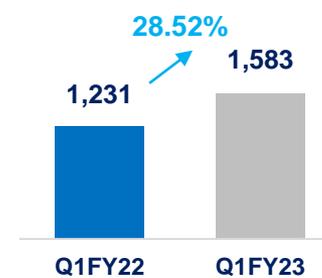
Cross Selling



Account Maintenance Charges

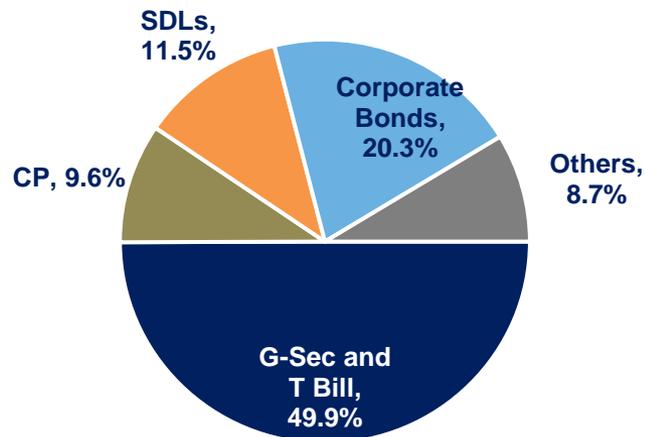


Remittance, Collection, etc.



- Fee Income grew by 17.93% YoY
- Forex Income grew by ~112% YoY
- Recovery from AUCA accounts at Rs 1,697 crores in Q1FY23

Jun 21



Modified Duration: 1.94

Yield on Investment: 6.10%

Break up of Domestic Investments (%)

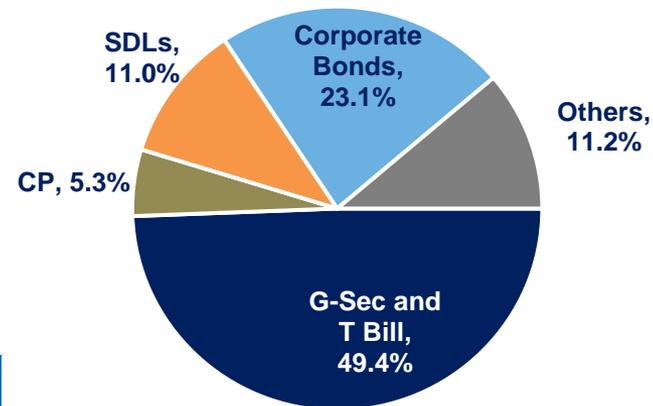


■ HTM ■ AFS ■ HFT

Treasury Operations

AFS Book

Jun 22



Modified Duration: 2.08

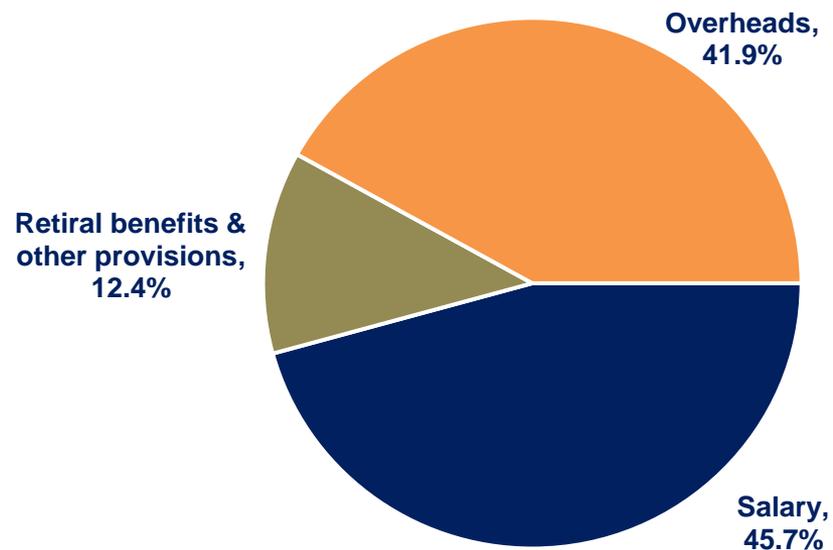
Yield on Investment: 6.16%

Rs. in Crores

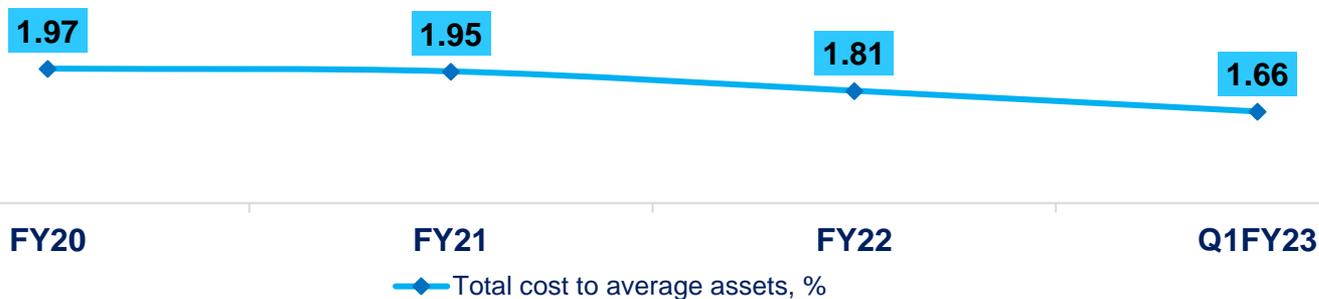
Total Investments Book	Jun 21	Jun 22
Domestic Investments	13,49,147	14,93,371
- of which- SLR	10,77,376	12,02,179
Foreign Offices Investments	47,864	55,829
Whole Bank Investments	13,97,011	15,49,200

Q1FY23

- Focus continues on improving income streams with control on costs
- Excluding treasury income, Cost to Income Ratio is showing continuous decline

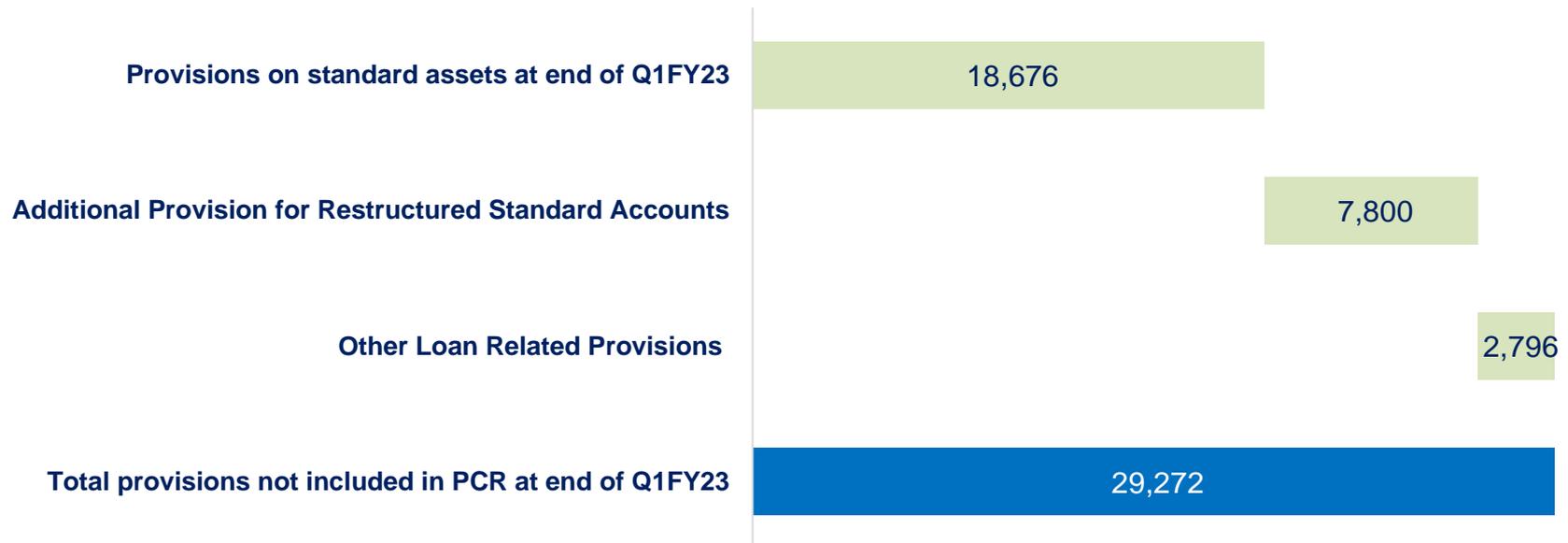


Cost to Assets – among the best in the industry

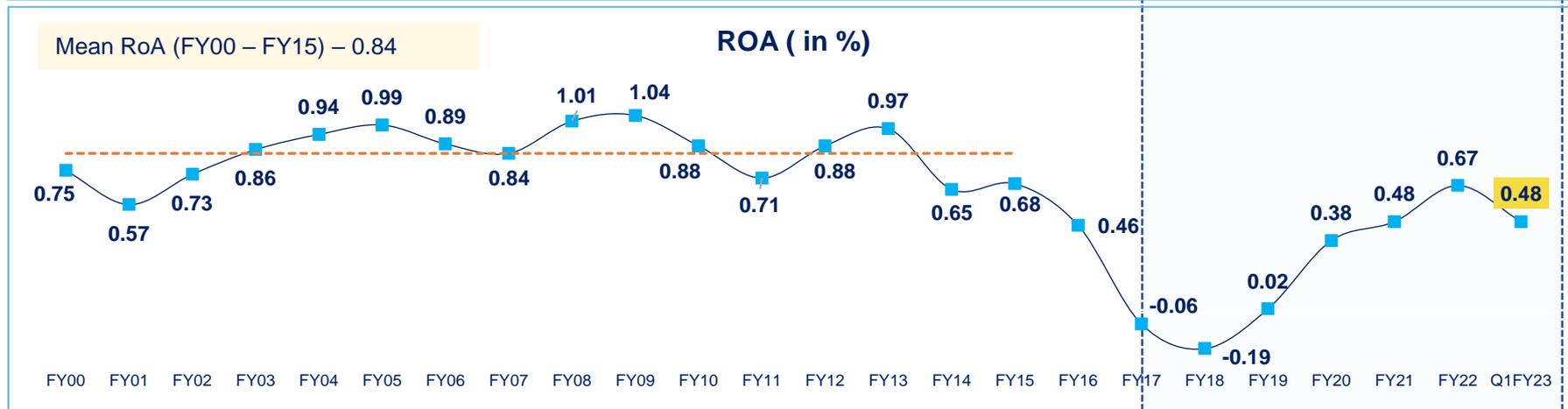
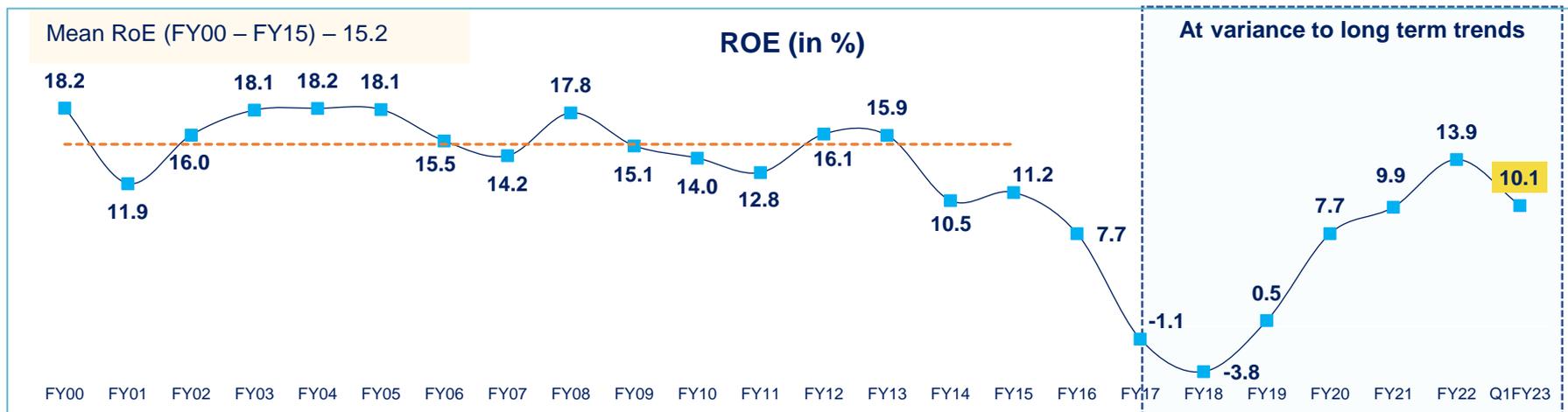


- Credit costs at 0.61% for Q1FY23
- PCR at 75.05%, legacy book well provided
- Non NPA provisions at Rs 29,272 crores, ~104% of Net NPA at end of Q1FY23

Available Buffer, Rs in Crores



Sustainable RoE – A perspective



Sustainable ROE of ~15% +

The Bank consistently delivered **double digit ROEs**
 FY00–FY15: 15%+ ROEs for 10 years

FY17, 18 and 19 are aberrations – Reflects the most difficult phase of **corporate asset quality** cycle – ROA & ROE in Q1FY23 is also an aberration on account of MTM losses

Financial Performance

Financials – At a Glance



Particulars, Rs in Crores	Quarter ended			Growth (%)	
	Q1FY22	Q4FY22	Q1FY23	Q1FY23 over Q4FY22	Q1FY23 over Q1FY22
Interest Income	65,564	70,733	72,676	2.75	10.85
Interest Expenses	37,926	39,535	41,480	4.92	9.37
Net Interest Income	27,638	31,198	31,196	-0.01	12.87
Non Interest Income	11,803	11,880	2,312	-80.54	-80.41
Operating Income	39,441	43,078	33,508	-22.22	-15.04
Operating Expenses	20,466	23,361	20,756	-11.15	1.41
Operating Profit	18,975	19,717	12,753	-35.32	-32.79
Total Provisions	12,471	10,603	6,684	-36.96	-46.40
Net Profit	6,504	9,114	6,068	-33.42	-6.70
NIM (Whole Bank) (%)	2.92	3.15	3.02	-13 bps	10 bps
NIM (Domestic) (%)	3.15	3.40	3.23	-17 bps	8 bps
Cost to Income Ratio (%)	51.89	54.23	61.94	771 bps	1005 bps
Cost to Assets (%)	1.80	1.91	1.66	-25 bps	-14 bps

Total Income



Particulars, Rs in Crores	Quarter ended			Growth (%)	
	Q1FY22	Q4FY22	Q1FY23	Q1FY23 over Q4FY22	Q1FY23 over Q1FY22
Interest on Loans	41,144	44,611	46,474	4.18	12.95
Interest on Resources	21,405	22,763	23,618	3.75	10.34
Other Interest income	3,016	3,359	2,585	-23.05	-14.29
Total Interest Income	65,564	70,733	72,676	2.75	10.85
Fee Income	5,403	8,023	6,372	-20.58	17.93
Profit / Loss on Sale / Revaluation of Investments	2,102	178	-6,549	-3,783.67	-411.62
Forex Income	948	1,521	2,014	32.42	112.50
Misc. Income	3,350	2,158	475	-77.99	-85.82
Total Non Interest Income	11,803	11,880	2,312	-80.54	-80.41
Total Income	77,367	82,613	74,989	-9.23	-3.07

Fee Income Break Up



Particulars, Rs in Crores	Quarter ended			Growth (%)	
	Q1FY22	Q4FY22	Q1FY23	Q1FY23 over Q4FY22	Q1FY23 over Q1FY22
<i>Loan Processing Charges</i>	788	1,526	1,312	-14.06	66.40
<i>Commission on Govt. Business</i>	890	847	1,022	20.58	14.86
<i>Commission on LC/BG</i>	823	917	768	-16.23	-6.58
<i>Cross Selling</i>	422	975	593	-39.14	40.77
<i>Account Maintenance Charges</i>	69	278	86	-68.99	25.34
<i>Remittance, Collection, etc.</i>	1,231	2,149	1,583	-26.35	28.52
<i>Misc. Fee Income</i>	1,181	1,330	1,007	-24.27	-14.67
Fee Income	5,403	8,023	6,372	-20.58	17.93

Total Expenses



Particulars, Rs in Crores	Quarter ended			Growth (%)	
	Q1FY22	Q4FY22	Q1FY23	Q1FY23 over Q4FY22	Q1FY23 over Q1FY22
Interest on Deposits	34,793	35,762	37,300	4.30	7.21
Interest on Borrowings	1,750	2,297	2,737	19.17	56.37
Other Interest paid	1,383	1,476	1,443	-2.23	4.39
Total Interest Expenses	37,926	39,535	41,480	4.92	9.37
Salary	8,677	9,586	9,494	-0.96	9.42
Provisions for Employees	3,862	2,970	2,557	-13.89	-33.78
Staff Expenses	12,538	12,556	12,051	-4.02	-3.88
Overheads	7,928	10,805	8,704	-19.44	9.79
<i>of which: Business Acquisition & Development Expenses</i>	1,959	988	1,718	73.78	-12.33
Operating Expenses	20,466	23,361	20,756	-11.15	1.41
Total Expenses	58,392	62,897	62,236	-1.05	6.58

Overheads



Particulars, Rs in Crores	Quarter ended			Growth (%)	
	Q1FY22	Q4FY22	Q1FY23	Q1FY23 over Q4FY22	Q1FY23 over Q1FY22
Rent, Taxes and Lighting	1,085	1,567	1,186	-24.27	9.40
Depreciation	796	822	837	1.76	5.14
Printing and Stationery	89	183	134	-26.91	49.43
Postage & Telecommunications	99	144	114	-20.67	15.01
Repairs and Maintenance to Bank's Property	195	316	211	-33.22	7.96
Travelling & Halting	185	340	278	-18.28	50.05
Deposit & General Insurance	1,133	1,621	1,420	-12.38	25.36
Business Acquisition & Development Expenses	1,959	988	1,718	73.78	-12.33
ATM /CDM/Debit Card /Other Tech Expenses	1,374	2,791	1,397	-49.93	1.71
Misc. Expenses	1,013	2,035	1,410	-30.69	39.17
Overheads	7,928	10,805	8,704	-19.44	9.79

Provisions & Profit



Particulars, Rs in Crores	Quarter ended			Growth (%)	
	Q1FY22	Q4FY22	Q1FY23	Q1FY23 over Q4FY22	Q1FY23 over Q1FY22
Operating Profit	18,975	19,717	12,753	-35.32	-32.79
Loan Loss	5,030	3,262	4,268	30.86	-15.14
Standard Assets	1,578	419	-1,295	-408.62	-182.06
Investment Depreciation	517	2,061	1,503	-27.07	190.91
Other Provisions	2,928	1,495	-84	-105.61	-102.86
Income Tax	2,419	3,366	2,292	-31.90	-5.24
Total Provisions	12,471	10,603	6,684	-36.96	-46.40
Net Profit	6,504	9,114	6,068	-33.42	-6.70

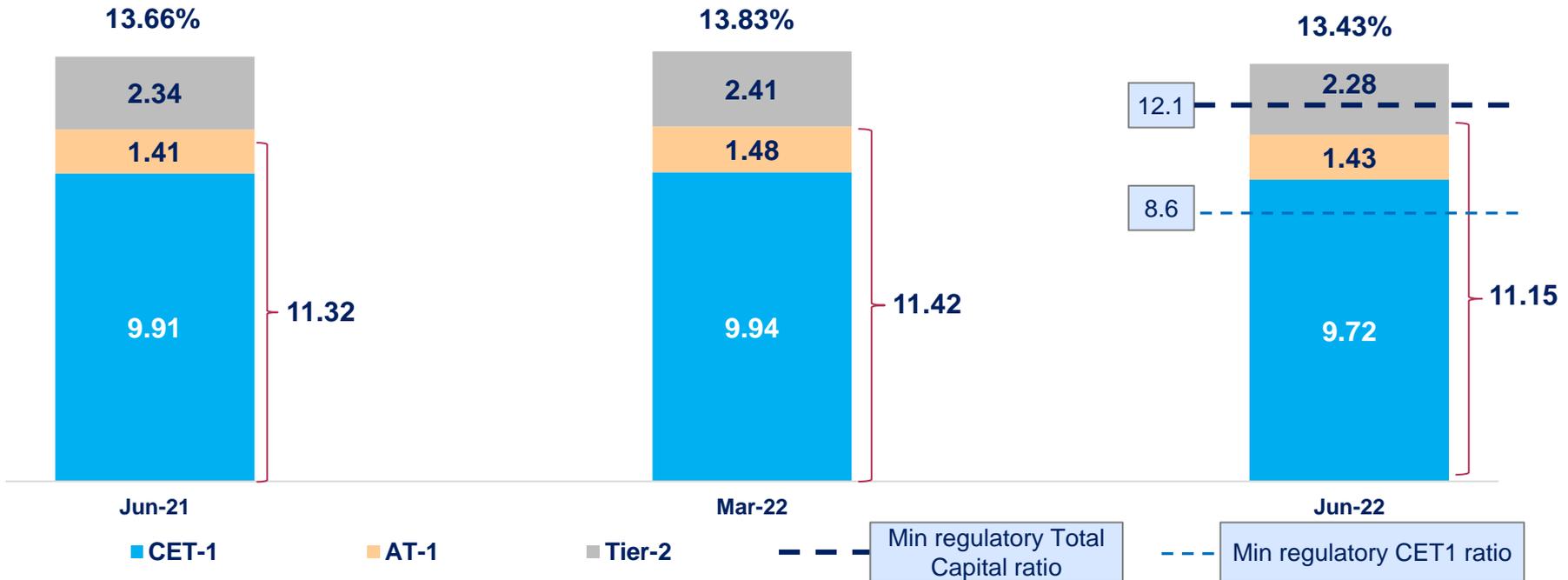
Ratios (Annualized)	Q1FY22	FY22	Q1FY23
ROA (%)	0.57	0.67	0.48
ROE (%)	12.12	13.92	10.09
Earning Per Share (Rs.)	29.23	35.49	27.27

Capital Adequacy & Asset Quality

Well-Capitalized Bank with Adequate Liquidity



Capital Ratios (%)



RWA to Total Assets (%)



	Jun 21	Mar 22	Jun 22
Credit Risk Weighted Assets on Advances to Gross Advances (%)	54.64	55.01	55.50

Asset Quality (1/4)

Gross NPA, Rs in Crores



Net NPA, Rs in Crores



Cumulative for the Period (%)	Jun 21	Sep 21	Dec 21	Mar 22	Jun 22
Gross NPA Ratio	5.32	4.90	4.50	3.97	3.91
Net NPA Ratio	1.77	1.52	1.34	1.02	1.00
PCR (Incl. AUCA)	85.93	87.68	88.32	90.20	90.14
PCR	67.86	70.05	71.22	75.04	75.05
Corporate PCR (Excl. AUCA)	86.05	87.77	88.85	93.35	92.30
Slippage Ratio	2.47	1.56	1.16	0.99	1.38
Credit cost	0.79	0.61	0.57	0.55	0.61

Asset Quality (2/4)



Rs. in Crores

Movement of NPAs:	Q1FY22	Q2FY22	Q3FY22	Q4FY22	FY22	Q1FY23
Opening Level of Gross NPAs	1,26,389	1,34,259	1,23,942	1,20,029	1,26,389	1,12,023
Total Reductions	8,428	14,609	6,493	11,612	41,142	8,866
<i>of which : Recovery + Upgradation</i>	4,969	7,407	2,306	6,756	21,437	5,208
Gross Addition	16,298	4,292	2,579	3,606	26,776	10,115
<i>of which : Increase in O/s</i>	632	117	245	760	1,755	375
<i>: Fresh Slippages</i>	15,666	4,176	2,334	2,845	25,021	9,740
Net Increase	7,870	-10,317	-3,913	-8,006	-14,366	1,248
Closing Level of Gross NPAs	1,34,259	1,23,942	1,20,029	1,12,023	1,12,023	1,13,272

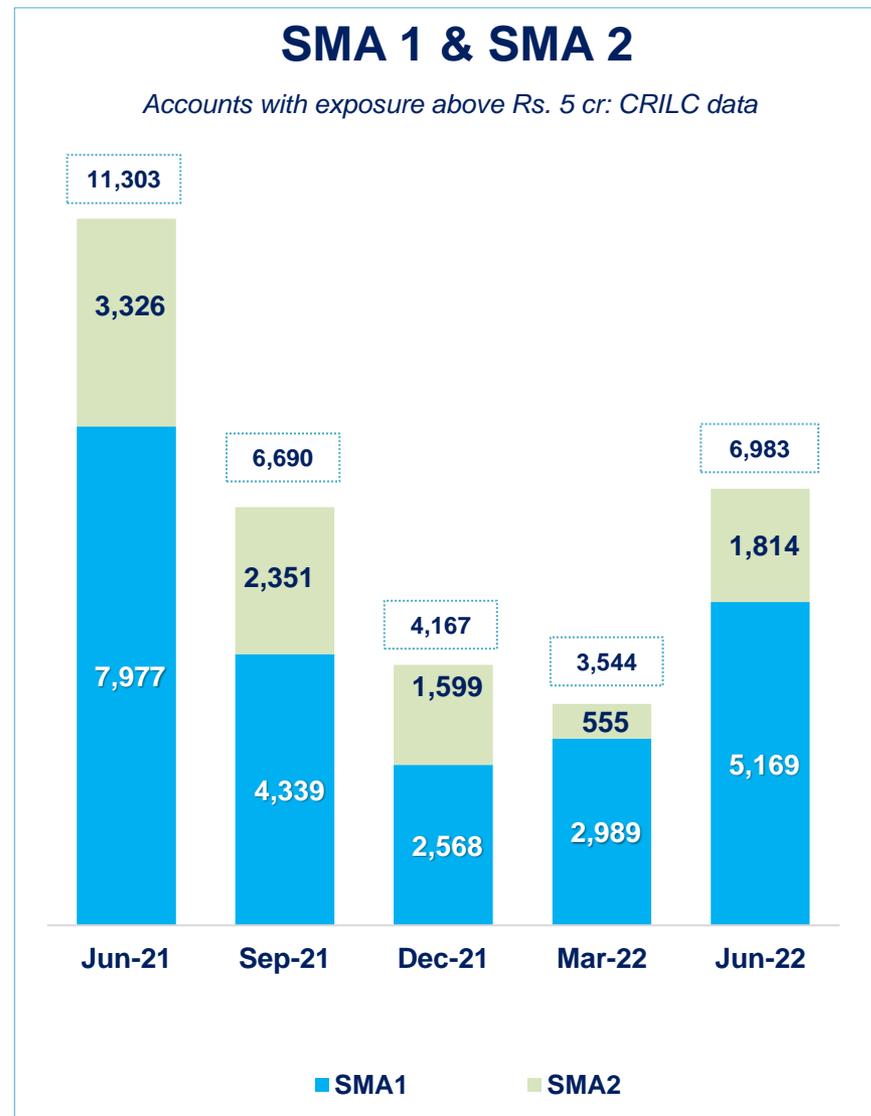
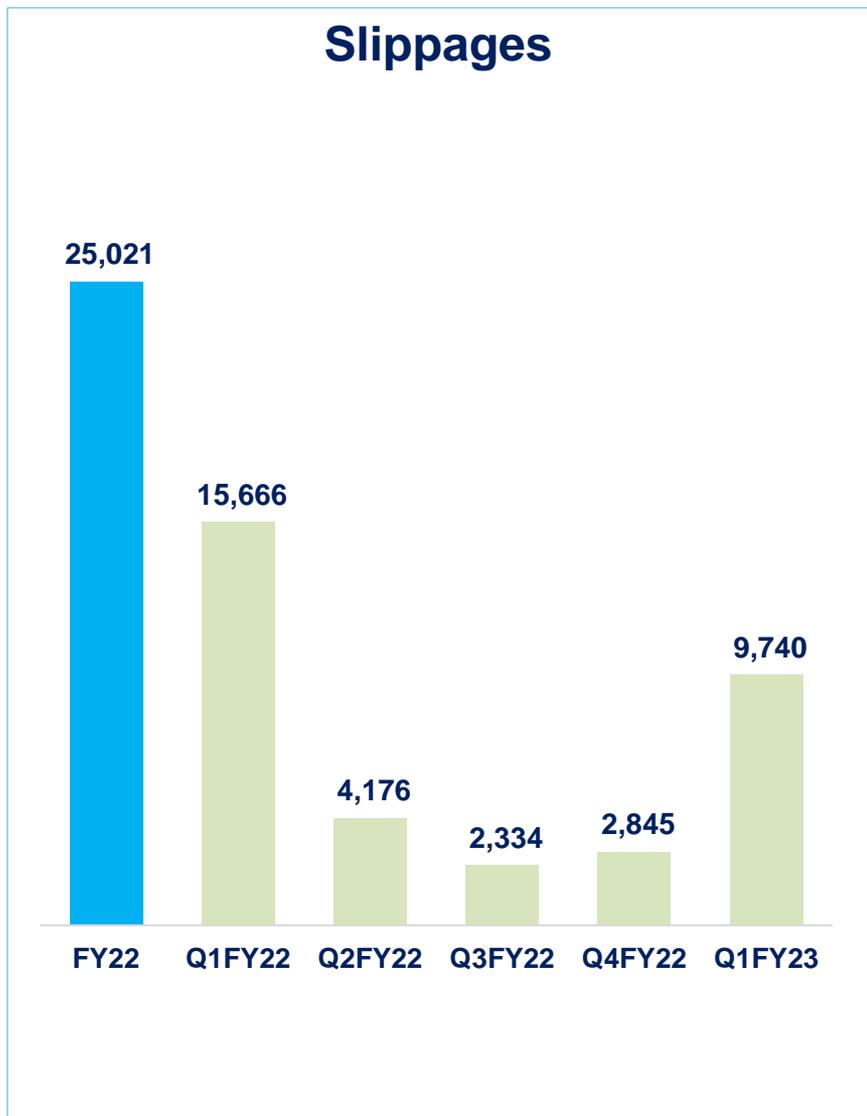
Segmental NPAs:	Jun 21		Mar 22		Jun 22	
	NPA	Ratio %	NPA	Ratio %	NPA	Ratio %
Retail:	70,121	5.13	57,857	3.77	58,878	3.73
<i>Agri.</i>	32,724	15.63	30,431	13.33	29,781	12.95
<i>Per Segment</i>	11,194	1.28	7,418	0.74	8,544	0.83
<i>SME</i>	26,203	9.22	20,008	6.55	20,554	6.57
Corporate	61,897	7.83	51,901	5.96	52,062	5.96
International	2,242	0.61	2,265	0.55	2,331	0.52
Total	1,34,259	5.32	1,12,023	3.97	1,13,272	3.91

Movement of NPAs and AUCA (3/4)

Rs. in Crores

Movement of NPAs (incl. Advances under Collection)				
	Mar 20	Mar 21	Mar 22	Jun 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	10,115
Total GNPA + AUCA + Additions	3,64,265	3,46,016	3,27,272	2,95,473
Total Recovery / Upgradation	35,032	27,930	29,218	6,904
Less: Write-off (Removal from AUCA/Haircut)	12,549	17,590	12,696	1,869
Closing Level of Gross NPAs + AUCA	3,16,684	3,00,496	2,85,358	2,86,699

Rs. in Crores



Digital Journey

Deliver world class customer experience – *Through distinctive, omni-channel and seamless customer journeys*

1



2



Achieve growth through digital – *Increase share of wallet and acquire new business through digital channels*

Productivity gains through digital end-to-end redesign of processes

3



4



Orchestrate the digital ecosystem – *Partner with ecosystem players to serve core customer needs beyond banking*

Accelerating digital agenda (2/7)

YONO – New capabilities added during Q1FY23



Digital bank

“Seamless Omni-channel customer experience”



PRM Integration



Forced Password Change through MPIN



Email ID Update



YONO Shop & Order

“B2C Online Market Place”



Digitized Auto Loan Ecosystem



Natively integrated journeys on Pre-login : IRCTC, Automall



IRCTC- Booking Timer



Enhanced User redirection to Merchant pages via Dynamic dashboard



YONO Krishi

“One stop solution for our farmer Customers”



YONO SAFAL- Improvement in frequency of availability of SAFAL leads



National Portal (Jansamarth)

Accelerating digital agenda (3/7)

YONO – Our flagship digital offering



Digital bank

“Create seamless omni-channel customer experience”

5.11 Cr.+

Cumulative Registered Users (since inception)

~25.20 K

New digital SB accounts opened per day (Q1FY23)

~1.04 Lac

Average Daily Cardless Cash Withdrawal (Q1 FY23)



Financial superstore

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

~Rs. 650 Cr.

MF Sales (Q1FY23)

~10.16 Lac

PAI Policies sold (Q1FY23)

~11.26 K

NPS account opened (Q1FY23)

2.2X

Growth in Mutual Fund sales YoY (Q1FY23)



Journey digitization

“Improve productivity and reduce cost”

~472 Cr.

RTXC through YONO (Q1FY23)

~Rs. 12,881 Cr.

Krishi Agri Gold Loans sanctioned (Q1FY23)

~Rs. 4,403 Cr.

Pre-approved Personal Loans disbursed (Q1FY23)



Online Market Place

“Increase customer engagement”

~1 Cr.

Customer visiting YONO Shop & Order (Q1FY23)

Rs. ~120 Cr.

Gross Merchandise Value (Q1FY23)



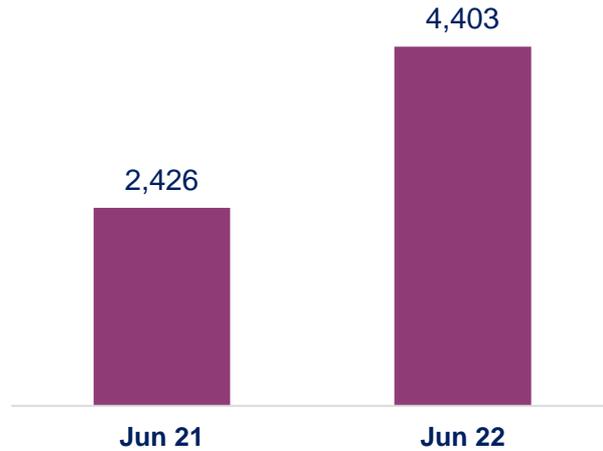
YONO has acquired 5.11 Cr. customers and created significant value for the bank

Accelerating digital agenda (4/7)

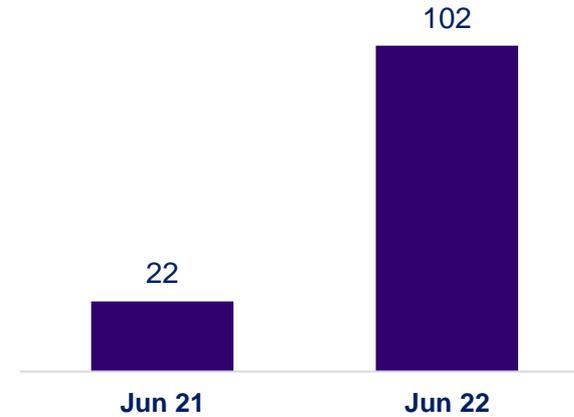


YONO – Key trends this year for YONO Retail

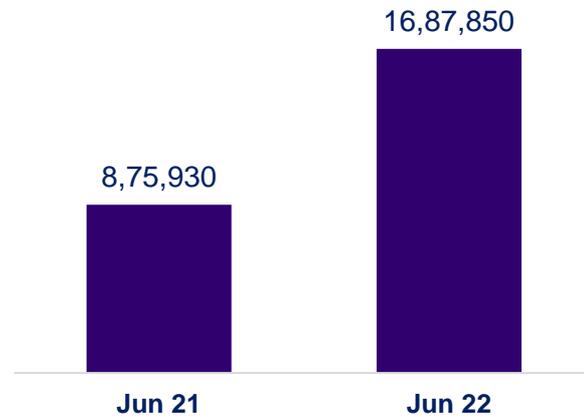
Pre- Approved Personal Loans (Amount Disbursed Rs. in Cr)



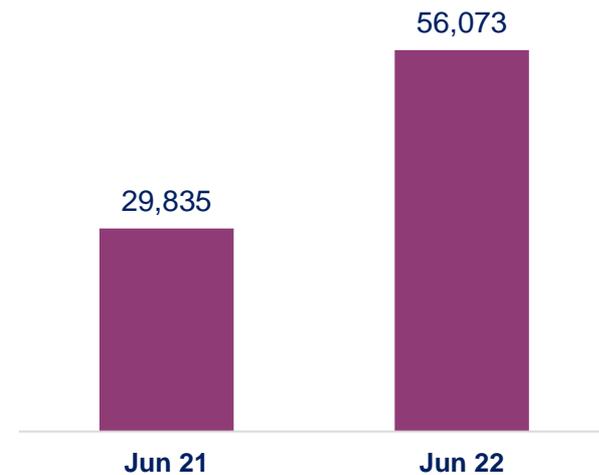
Insta Home Top Up (Amount Disbursed Rs. in Cr)



Saving Accounts opened through YONO



V-KYC based account opening

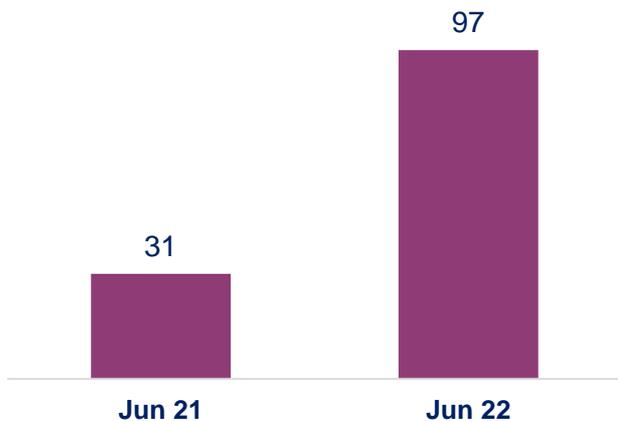


Accelerating digital agenda (5/7)

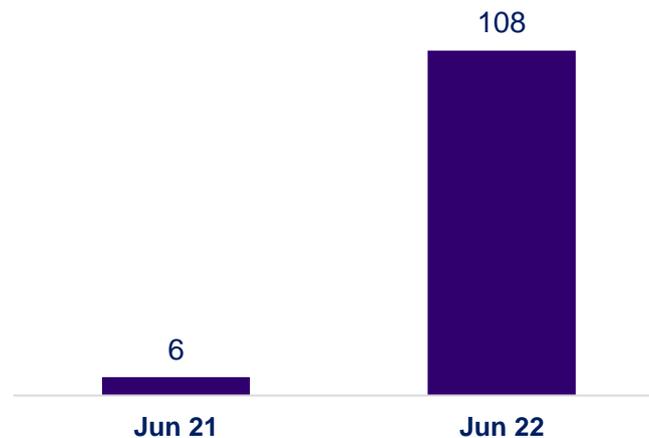
Through YONO FSS – JV Performance



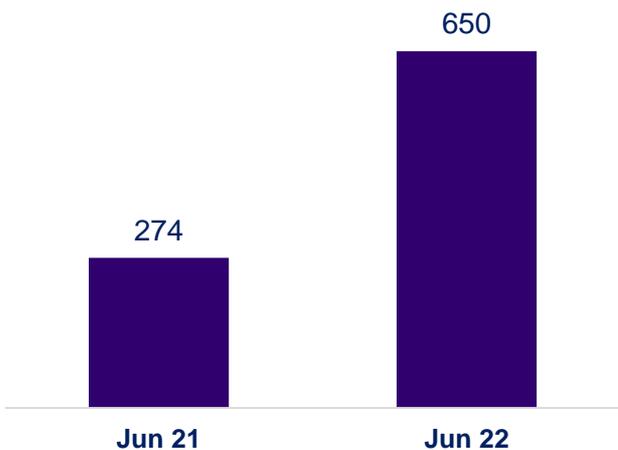
SBI General Through YONO (Premium Amt. Rs. in Cr)



SBI Life Through YONO (Premium Amt. Rs. in Cr)



SBI MF Through YONO (AUM Sourced Rs. in Cr)



SBI Card Through YONO (No. of Cards sourced in Lakh)



Accelerating digital agenda (6/7)

YONO Business journeys for superior user experience



Journey (Since)	Value (₹ in Crs.)
YB CINB (11.02.2022)	75,03,284
YB Payments (22.07.2022)	2,260.85
Import LC	✓ Value: ₹ 2,11,049 Crs. (since Nov 2019) ✓ Before YB Digital % 7.19 %, After 63 %
Forex Booking	✓ Value: ₹ 26,034 Crs. (since Nov 2019)
PABL 2.0	✓ Loans Value: ₹ 1,947.99 Crs. (since Jul 2020) ✓ 697% Growth
NTD Customers	✓ No. 1,90,630 (since May 2020) ✓ 18,35,398 Active Users
Current Account	✓ Digital % on rise May 2022 32%, June 2022 49 % ✓ Online CA opened: 1,37,794 (since Jun 2021)

Accelerating digital agenda (7/7)



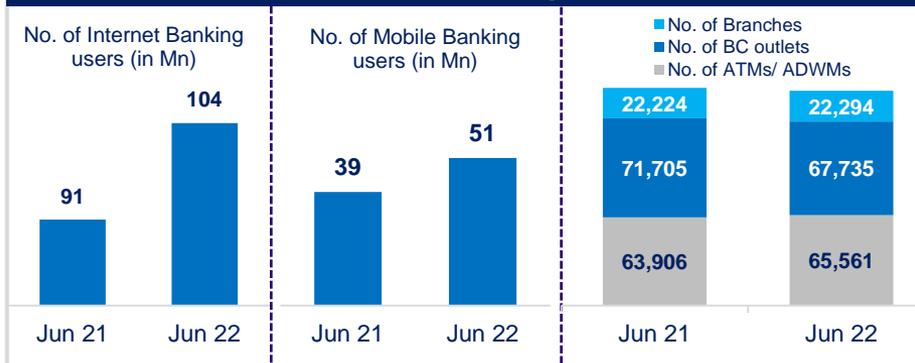
Digital Leadership across channels

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

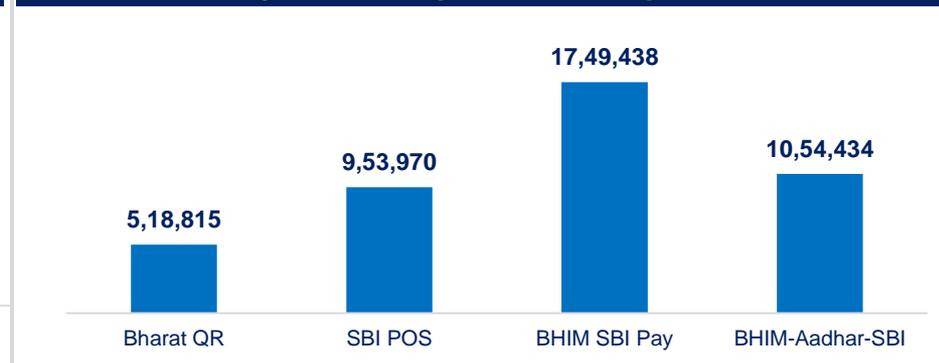
Debit card spends 26.69%	POS terminals 14.21%	ATMs 30.05%	Mobile Banking No. of Transactions 23.65%	Mobile Banking Transaction value 21.95%
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Presence across multiple channels and payment acceptance touch points

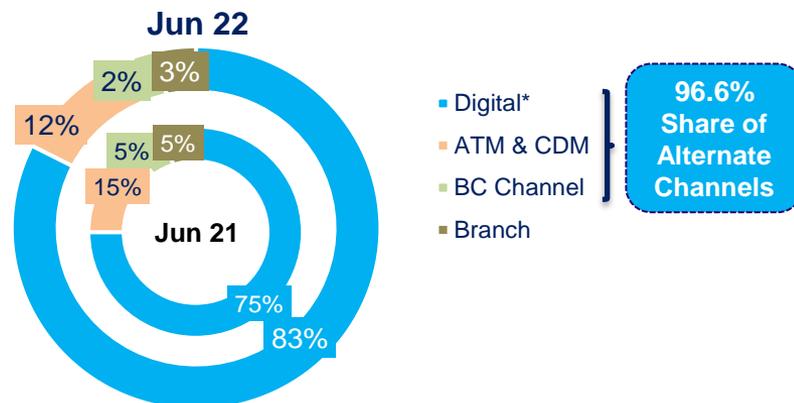
Customer touch points



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): **4,258 Mn**
 - Number of UPI users: **225 Mn**
 - Market share in remittances: **25.61%** (#1 Remittance Bank)
- Debit cards**
 - No. of cards: **274.07 Mn**
 - Debit Card spends: **> 274.03 Mn transactions and Rs. 505.66 bn spend** during FY23
- ATM**
 - Average no. of ATM transactions: **~ 13.6 Mn per day**

Analytics – Strategic Direction



Digital Banking Vertical

Analytics, CRM, Yono & Digital Marketing brought together to accelerate Digital Transformation

Circle Collaboration

Analytics to collaborate with Circle Officials to design & deliver bespoke solutions for their needs

Digitization Agenda

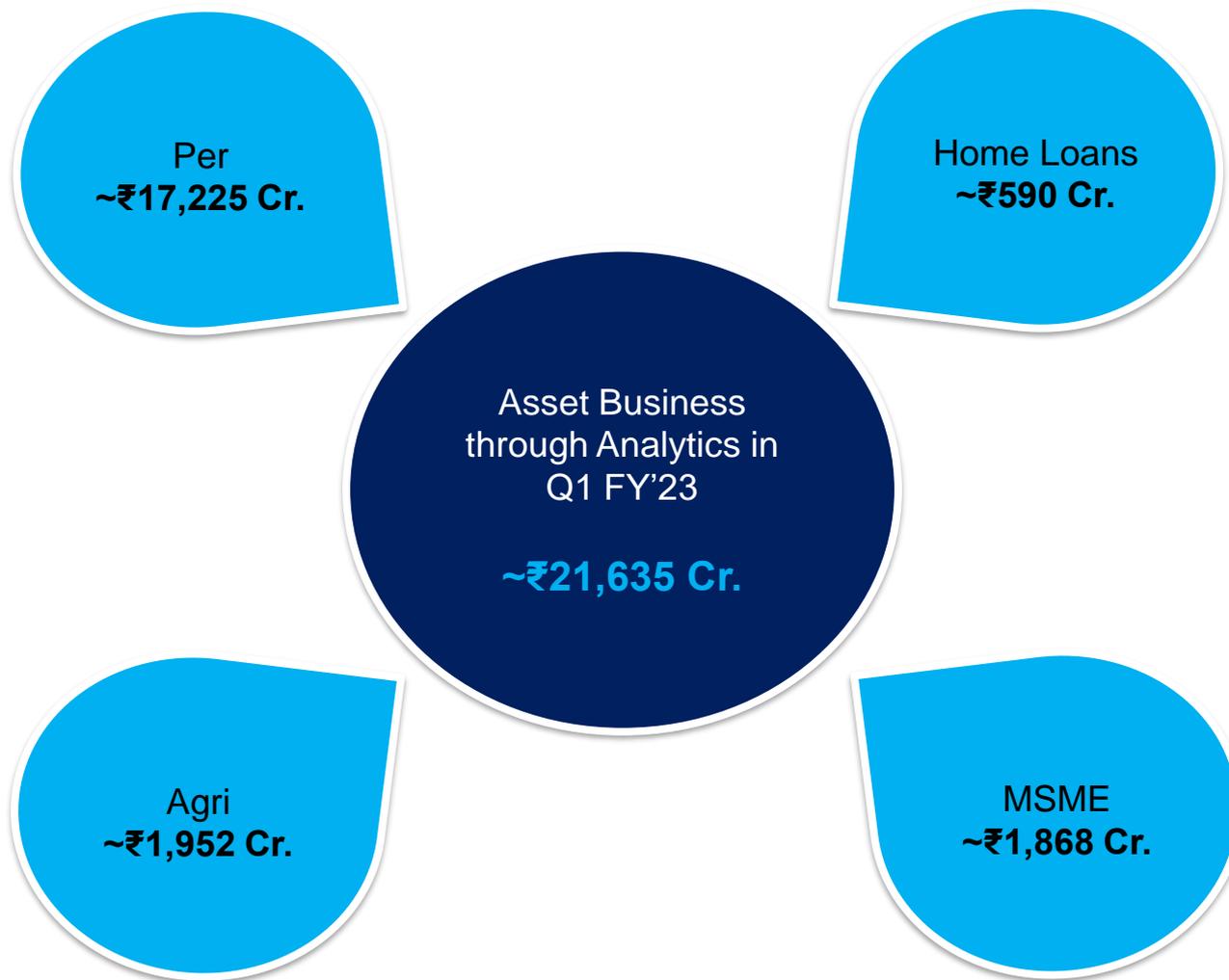
AI/ML, Personalization to drive increased width & depth of Digital Channels/ Services use by customers

Next-gen Tech

Adoption of technologies like Cloud Services, Cognitive AI, Realtime Analytics and cutting edge Ad/Marketing tech, etc.



Analytics – Quarter in Review



Analytics – Way Forward



Banking as easy as
1-2-3-4



New easy numbers
1800 1234 | 1800 2100



20+ Services Launched

- **Balance, account**
(enquiry, statement, ...)
- **Debit card services**
(block, reissue, PIN, ...)
- **Cheque services**
(book issue, status, ...)
- **Digital banking**
(YONO, INB assistance)
- **Other services** (TDS interest certificate, ...)



Self Service Focus

1.4 Cr+
monthly calls received

35%
Calls resolved at IVR

5x5
Simple, crisp menu

Latest technology
for low drop-offs



Agent Experience

3500+
Enabled, Trained agents

12
Agent journeys live

Segmented
Servicing model

90%+
Call quality score

Outbound contact center driving bottomline improvement



Proactive outreach for digital handholding



PAPL



PABL



Insta HL, PA2WL
(Coming soon)



CC-based E2E journey underway



Drop-offs management



<2 hr TAT for
callback requests



5L+
Customers called
for sales each month



Across Web,
mobile drop-offs



Dedicated team for HL
fulfilment



Pre-delinquency reminders



Analytics-led
EWS models



Multi-channel outreach
(SMS, blasts)



30L+
Customers called
each month



40%
Lower slippage for
CC connects



Early bucket collections outreach



100%
Eligible SMA 0/1
coverage through CC



Customized messaging
(across agents, SMS)



10L+
Customers called
each month

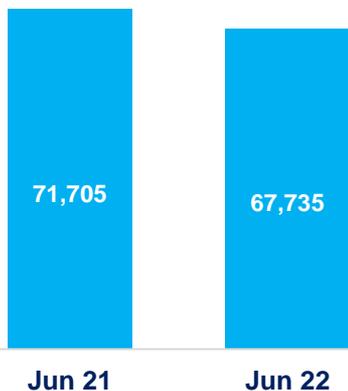


20%
Lower slippage for
CC connects

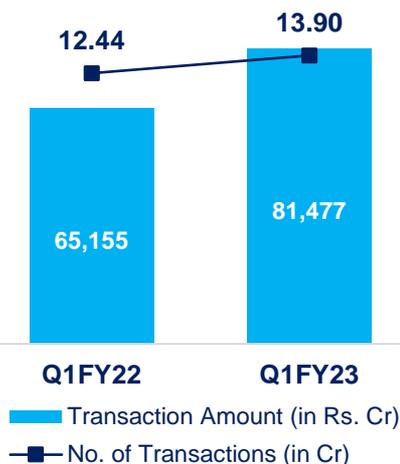
Financial Inclusion & Sustainability

Financial Inclusion

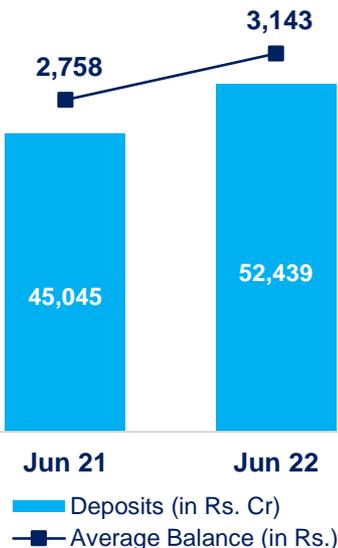
No. of BC outlets



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**
- Ensuring automation of **Account Opening Process**

Performance under Social Security Schemes

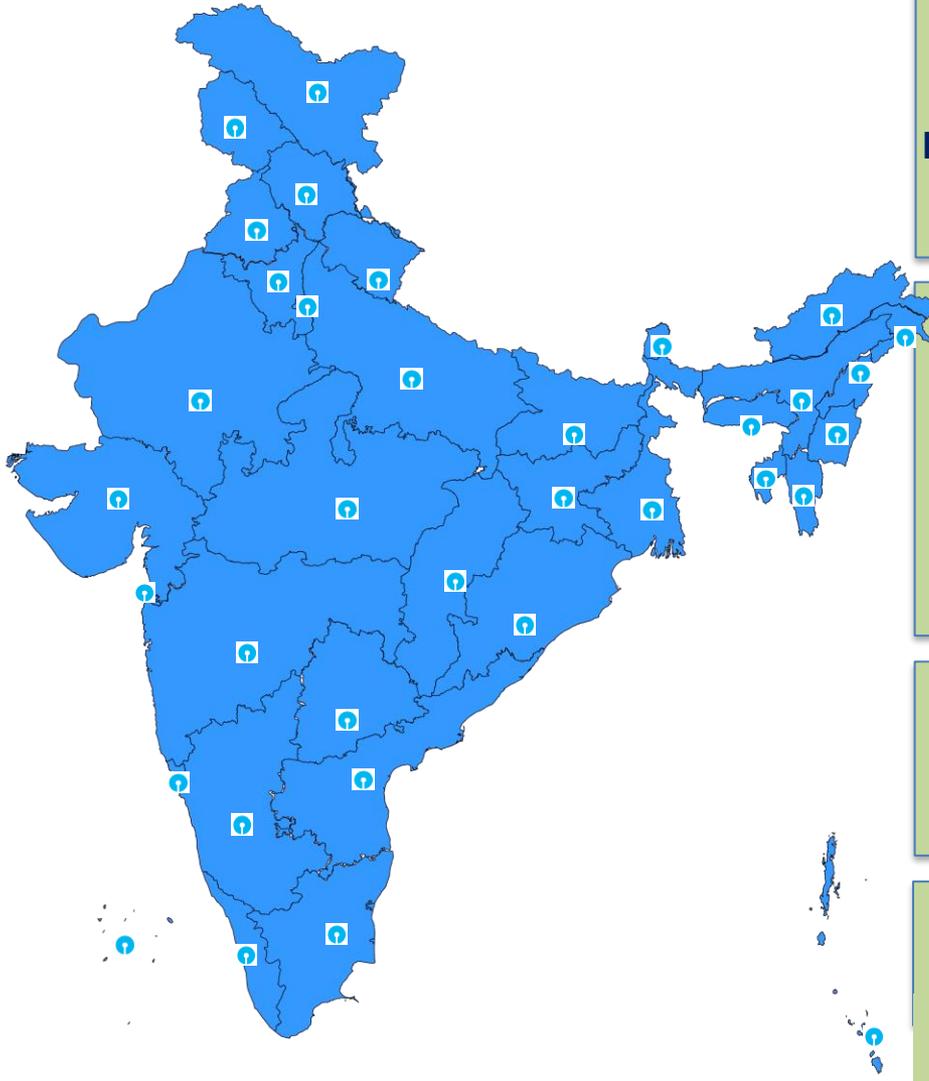
Cumulative no. in Crs	Jun 21	Jun 22
APY	0.63	0.94
PMJJBY	1.93	3.02
PMSBY	5.81	8.13

Improvement in Ease of Banking

	Jun 21	Jun 22
Passbook Printers installed at CSPs	11,380	18,510
% Share of Passbooks printed at CSPs	15.87	18.81

Contributing to Society

Through Pan India Presence under CSR



Livelihoods

Adopted 10 flood-affected villages of Chamoli district, Uttarakhand to enable sustainable development of these villages in partnership with HESCO at a financial outlay of ₹ 4.76 Cr.

Initiated **Project 'Formation & Expansion of 18 Farmer Cooperatives'** in Anantapur District, Andhra Pradesh in partnership with Sahakara Mitra Samstha (Centre for Collective Development) for a period of 3 years at a financial outlay of ₹ 1.36 Cr



Education

Initiated learning level improvement measures in 1,000 government schools in two aspirational districts of Uttar Pradesh

Initiated developing learning material (worksheets and teacher guides) aligned to State curriculum for Grades 4-7 in collaboration with State Council of Educational Research & Training (SCERT), Uttar Pradesh based on Gyan Shala's approach for a period of 2 years in partnership with Education Support Organisation at a financial outlay of ₹ 2.02 Cr



Healthcare

Initiated **Project Manas** to provide decentralised mental health services and strengthen community-based mental health program in Gadchiroli district covering 1688 villages from 12 blocks for a duration of 3 years in partnership with SEARCH at a financial outlay of ₹2.91 Cr.



Disability & Others

Initiated Project SAMEIP to enable the BFSI ecosystem in India to become more disability inclusive which includes skilling & upskilling of 650 PwDs and post-placement retention support to 350 PwDs for a period of 1 year in partnership with Microsoft and American India Foundation at a financial outlay of ₹ 1.67 Cr.

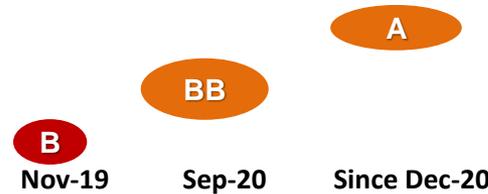
ESG – an integral part of Bank's Business strategy

- ✓ 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 39,700 cr

Capacity Installed

>19,000 MW

Reference Date

As on 30th June 2022

GOING THE GREEN WAY

- ❑ Bank is promoting cleaner mobility through "Green Car Loan" scheme by offering interest concession of 20 bps and a longer repayment of 8 years vis-vis regular Car loan scheme.
- ❑ For Renewable project financing, benefits viz. concession on card rates, increased tenure and a year long moratorium being extended.
- ❑ Bank's Twenty(20) establishments certified as Green Buildings by Indian Green Building Council.
- ❑ More than 6.45 lakh trees planted during FY 2022. For the FY 2023, 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

SBI's Sustainability Framework



Financial Inclusion & Community Building	Carbon Neutrality Journey	Responsible Investment	Digital Agenda	People Practices
SHG Bank Linkage SBI adjudged as one of the Best Performing Banks in SHG Bank Linkage by Ministry of Rural Development, Govt. of India	Internal Commitment To achieve carbon neutral status by the year 2030 in a phase wise manner	Green Bonds & Loan Significant carbon emissions avoided every year through projects earmarked under SBI's green bonds and green loan	YONO Flagship digital offering with tailored products like YONO Krishi, YONO Cash , YONO Lite , PAPL among others.	Fighting the Pandemic Pan India vaccination drives conducted for Employees and their dependent family members.
CSR Bank's CSR spent for FY22 stood at INR 204.10 crores. For the FY 23 , a sum of INR 316.76 crores allocated for CSR activities	Captive RE Capacity Banks Renewable energy capacity for captive use comprising Solar & Wind Power stands at 35 MWp	ESG Screening The Bank incorporates ESG criteria while assessing specified borrowers across sectors	Alternate Channels More than 96% share of the Bank's total transactions migrated to alternate channels like ATM, CDM, UPI, YONO, internet, mobile banking etc.	Training and Development Nearly 75,000 employees trained under " Samarthya " Engagement Prog for young employees;
Financial Literacy/Skill Development 152 Rural Self Employment Training Institutes (RSETIs) set up by Bank. 9.67 lakh Rural unemployed youths trained since inception.	Conservation and Efficiency Initiatives like tree plantation, branch server consolidation, use of solar power, water recycling and rainwater harvesting	SDG-Aligned Offerings SDG-aligned products like Healthcare business loans, Green car loan, and financing for polyhouse farms, among others	Information & Data security Adopted a robust and agile Information security framework. Bank's Security Operations Centre(SOC) has been ISO27001:2013 certified	Equal Opportunity SBI's initiatives to ensure diversity, inclusion and equal opportunity include efforts to eliminate any subconscious gender bias and policy for equal opportunity to PwDs

All these initiatives are backed by robust framework/policies on matters such as:

Sustainability and Business Responsibility	Business Continuity and Operational Resilience	Credit Risk, Operational Risk, Market Risk etc Management Policy	Whistle Blower mechanism	Data Privacy & Cyber Security	Enterprise & group Risk mgt.	KYC & Anti-Money Laundering	Employee Grievance Redressal mechanism
Code of Ethics	Staff Accountability	Investment & Trading	Conflict of Interest for staff conduct	Prevention, Prohibition and Redressal of Sexual Harassment at workplace		Vigilance mechanism	

**Subsidiaries,
Group Financials &
Balance Sheet**

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



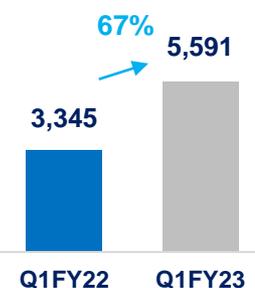
Rs. in Crores

As on June 2022

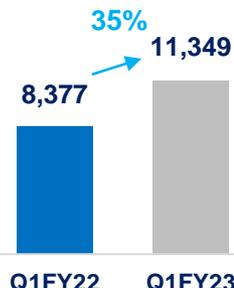


	Q1FY22	Q1FY23
PAT (₹ in cr)	223	263
ROE (in %)	8.5	9.0

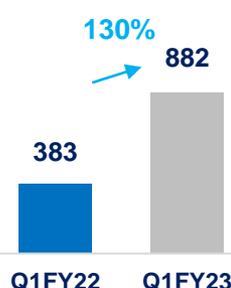
Total New Business Premium



Gross Written Premium



Value of New Business



Business Performance

- Individual NBP increased by **87% YoY** to ₹3,430 Cr.
- Solvency margin stands at **221%**

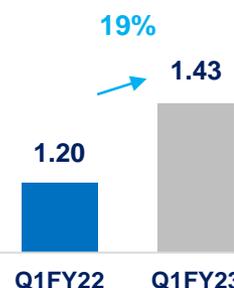
Market Share

- Private market leadership in Individual New Business Premium with **24.5%** share
- Private market leadership in Total New Business Premium (NBP) with **21.9%** share

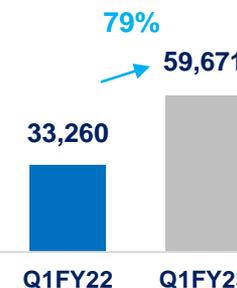


	Q1FY22#	Q1FY23#
PAT (₹ in cr)	305	627
ROE (in %)	18.7	30.8

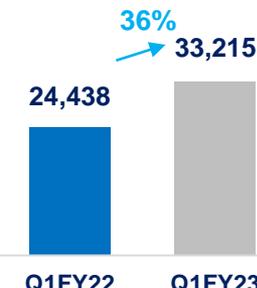
CIF (In Crore)



Spends



Receivables



Market Share*

- Cards in force(CIF) **18.4%**, Spends **18.6%**, Transactions **18.7%**

Asset Quality

- GNPA at **2.24%** and NNPA at **0.79%**

Adequate liquidity

- Diversified borrowings mix, adequate banking limits available.
- Healthy CAR @ **24.7%**, T-1 @ **21.5%**

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



Rs. in Crores



	Q1FY22#	Q1FY23#
PAT (₹. in cr)	245	248
ROE (in %)	34.7	25.9

Performance Highlights

- Continues to be industry leader : Market share increased by **138 bps YoY** to **17.15%** during Q1FY23
- QAAUM increased by 0.29% during the June quarter as against industry increase of -1.63%
- QAAUM increased by **23.75% YoY** to **> ₹ 6.47 Lakh Cr** as on 30th June 2022



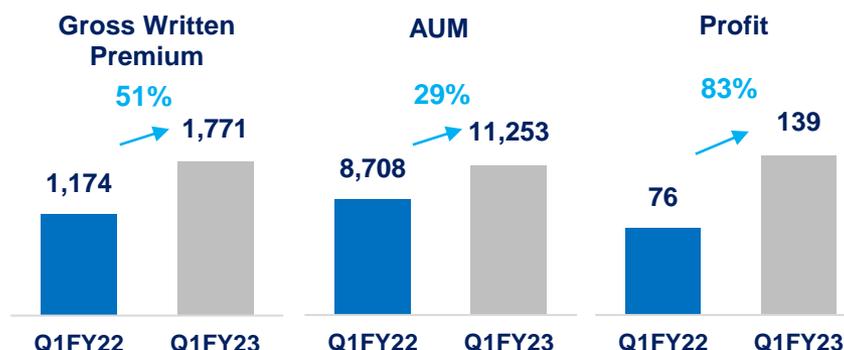
Group	Q1FY22#	Q1FY23#
PAT (₹ in cr)	120	99
ROE (in %)	11.3	6.6

- 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)
- PA&SF has closed syndicated loans amounting to ₹24,044 crores during the period and have syndication mandates of ₹96,755 crores in hand.



As on June 2022

	Q1FY22	Q1FY23
PAT (₹ in cr)	76	139
ROE (in %)	11.4	20.3



Performance Highlights

- Ranked at 8th position amongst private insurers
- SBIG Market share amongst the private sector GI players (including SAHI) is at 5.23% in YTD Jun'22 vs 4.62% in YTD Jun'21.

Performance Highlights for Q1FY23

14 RRBs operating in 13 States & 1 UT

- Deposits at Rs.1,11,823 Crs ▲ 5.11% YoY
- CASA ▲ 98 bps YoY at 55.14%
- Advances at Rs.74,732 Crs ▲ 14.94% YoY
- Priority Sector lending at 80.76%
- NIM ▲ 38 bps YoY at 4.13%

Network of 4,730 branches in 221 districts

- Gross NPA ▼166 bps YoY at 5.39%
- Net Profit of Rs.359 Crs ▼ 8%** YoY
- ROA ▼17 bps YoY at 0.99%**
- ROE ▼ 664 bps YoY at 13.48% **
- PCR ▲ 682 bps YoY at 76.62%

** Decreased due to increase in Pension Provision from Rs.246 cr to Rs.378 cr and MTM provision of Rs.359 cr

SBI Group Financials – Q1FY23



Rs. in Crores

	Quarter Ended		Growth (%)
	Q1FY22	Q1FY23	YoY
Interest Earned	68,960	76,781	11.34
Non-Interest Income	24,307	17,743	-27.00
Total Income	93,267	94,524	1.35
Interest Expended	38,249	41,931	9.63
Operating Expenses (i+ii)	34,188	37,566	9.88
<i>(i) Employee Cost</i>	<i>13,415</i>	<i>13,137</i>	<i>-2.07</i>
<i>(ii) Other Operating Expenses</i>	<i>20,773</i>	<i>24,428</i>	<i>17.60</i>
Total Expenditure	72,437	79,497	9.75
Operating Profit	20,830	15,028	-27.86
Provisions (other than Tax)	10,510	4,762	-54.69
<i>Add: Share in profit of associates</i>	<i>163</i>	<i>268</i>	<i>64.03</i>
<i>Less: Minority Interest</i>	<i>323</i>	<i>471</i>	<i>46.00</i>
Tax Expenses	2,781	2,737	-1.58
Net Profit	7,380	7,325	-0.74

	Quarter Ended	
	Q1FY22	Q1FY23
ROA (%)	0.61	0.54
ROE (%)	12.67	11.16
Earning Per Share (Rs.)	33.17	32.92
Expenses Ratio (%)	51.91	61.74
NIM (%)	2.96	3.07
Gross NPA Ratio (%)	5.27	3.85
Net NPA Ratio (%)	1.75	0.99

Balance Sheet



Liabilities							<i>Rs. in Crores</i>
	SBI SOLO			SBI GROUP			
	Jun 21	Jun 22	YOY Growth (%)	Jun 21	Jun 22	YOY Growth (%)	
Capital	892	892	0.00	892	892	0.00	
Reserves and Surplus	2,60,388	2,90,471	11.55	2,83,092	3,17,106	12.01	
Minority Interest				9,915	11,621	17.20	
Deposits	37,20,987	40,45,696	8.73	37,56,764	40,81,310	8.64	
Borrowings	3,98,904	4,80,653	20.49	4,16,020	5,04,594	21.29	
Other Liabilities & Provisions	1,75,834	2,08,108	18.35	4,13,911	4,82,128	16.48	
Total Liabilities	45,57,006	50,25,820	10.29	48,80,595	53,97,650	10.59	
Assets							
	SBI SOLO			SBI GROUP			
	Jun 21	Jun 22	YOY Growth (%)	Jun 21	Jun 22	YOY Growth (%)	
Cash & balances with RBI	3,15,924	2,32,567	-26.39	3,16,146	2,32,803	-26.36	
Bal with Banks & Money at Call and Short Notice	58,692	50,317	-14.27	63,065	55,189	-12.49	
Investments	13,86,510	15,29,204	10.29	16,41,772	18,21,329	10.94	
Net Advances	24,31,908	28,15,249	15.76	24,83,572	28,76,456	15.82	
Fixed Assets	38,055	41,960	10.26	39,793	43,801	10.07	
Other Assets	3,25,917	3,56,523	9.39	3,36,246	3,68,073	9.47	
Total Assets	45,57,006	50,25,820	10.29	48,80,595	53,97,650	10.59	

Thank You