



# ANNUAL RESULTS

FY 2019

## ANALYST PRESENTATION

10.05.2019

yono  
SBI

Lifestyle &  
banking, dono.



**SBI Life**  
**INSURANCE**  
With us, You're sure  
(A State Bank Group Company)



**SBI MUTUAL FUND**  
A PARTNER FOR LIFE

SBI Card  
Make life simple



**SBI General**  
INSURANCE



## 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%

10.91%

5.73%

7.53%

3.01%

FY17

FY18

FY19

### Provision Coverage Ratio

62%

66%

79%

FY17

FY18

FY19

### Slippage & Credit Cost

■ Slippage Ratio ■ Credit Cost

5.78%

2.90%

4.85%

3.62%

1.60%

2.66%

FY17

FY18

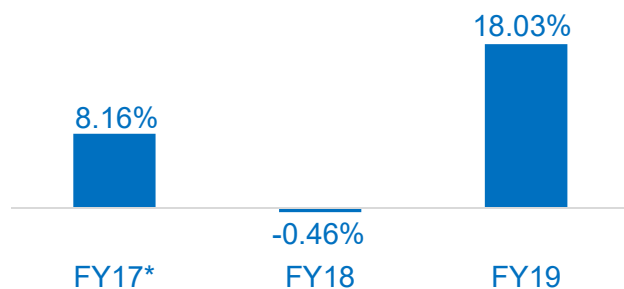
FY19

Slippage Ratio at 1.16% in H2FY19

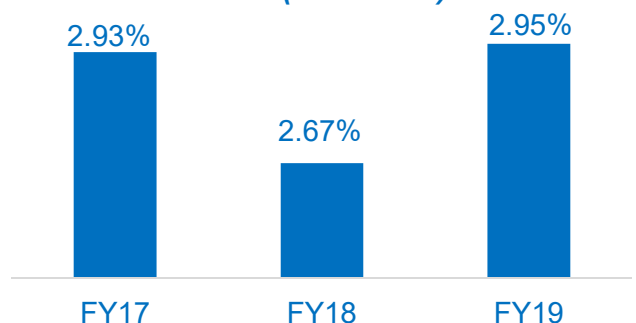
# Performance Highlights (2/2)

## NET INTEREST INCOME

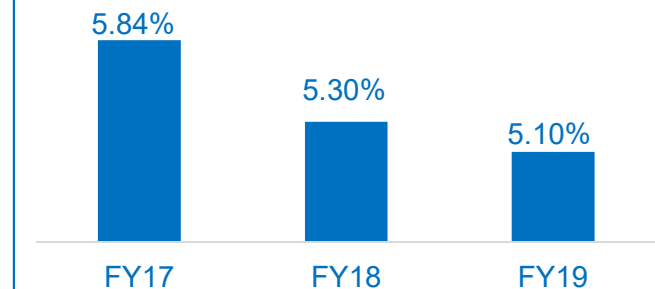
### NII Growth



### NIM (Domestic)



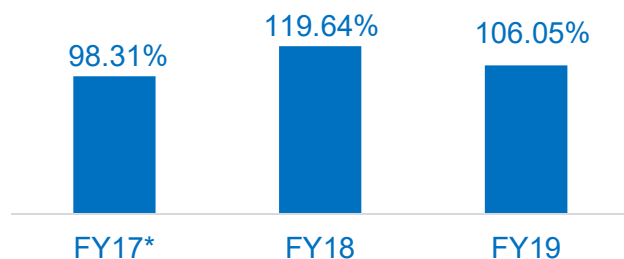
### Cost of Deposits



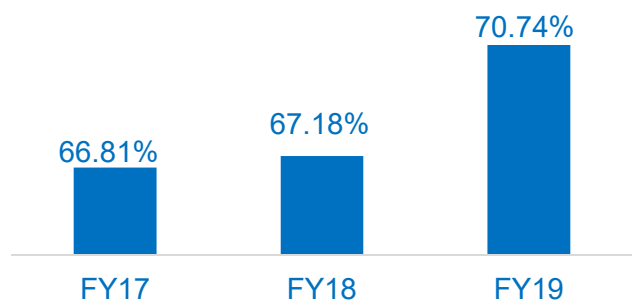
Stable liability franchise, Pricing, Credit growth & Lower Slippages led to NIM expansion and higher NII growth

## LIQUIDITY AND CAPITAL

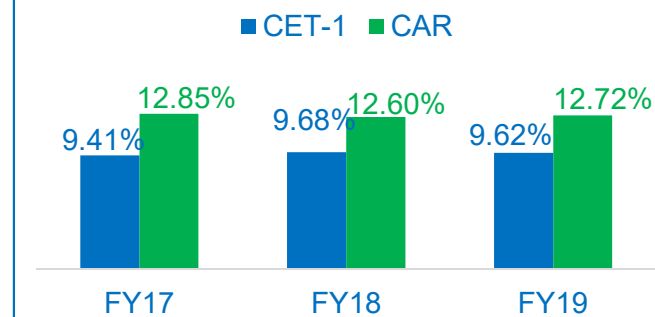
### Liquidity Coverage Ratio



### 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



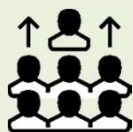
### Performance Management

- 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 31<sup>st</sup> March 2019

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

## 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

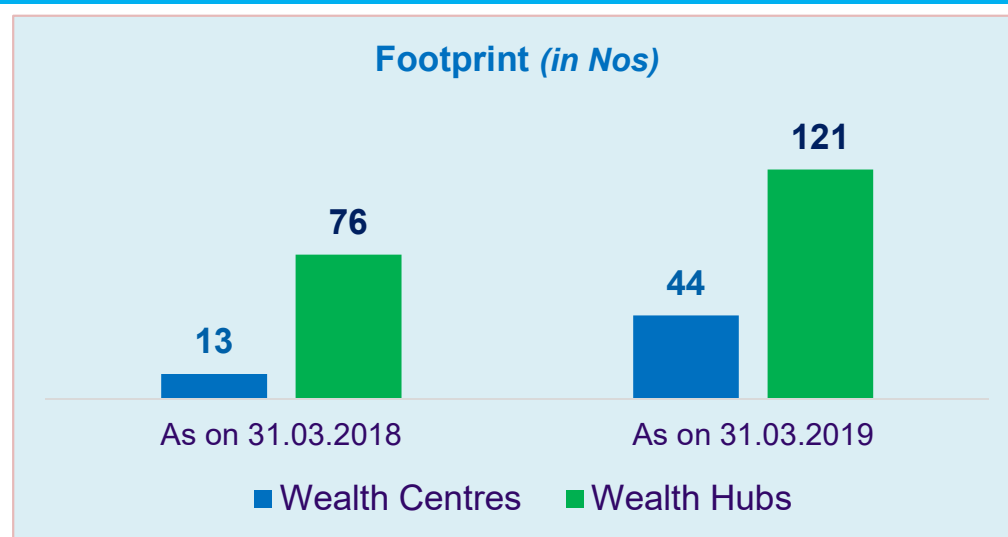
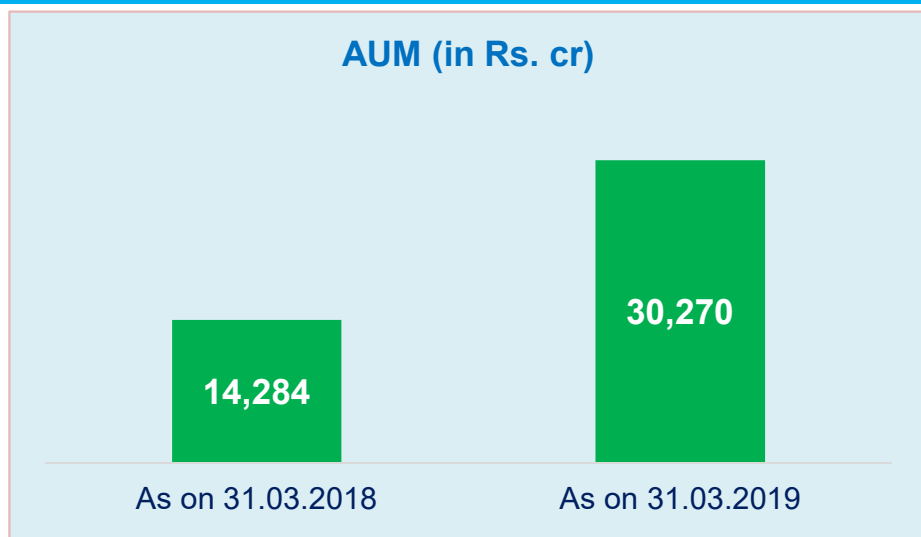
## Debit Cards

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

## ATM

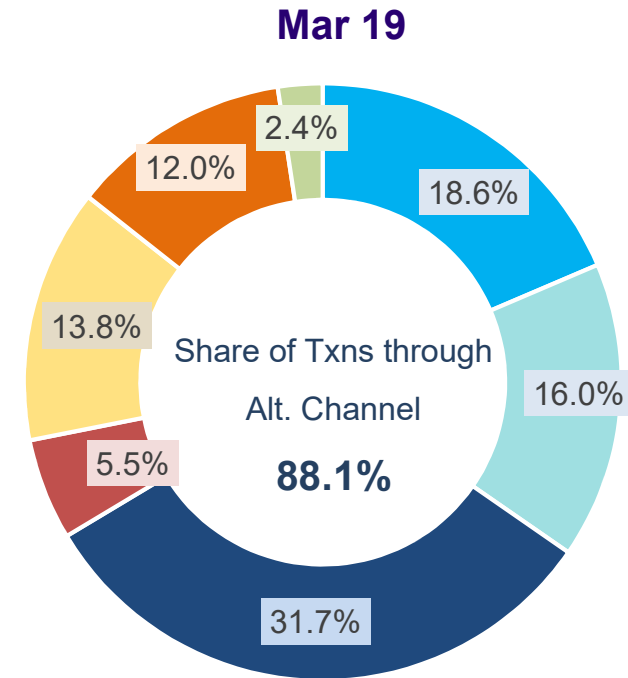
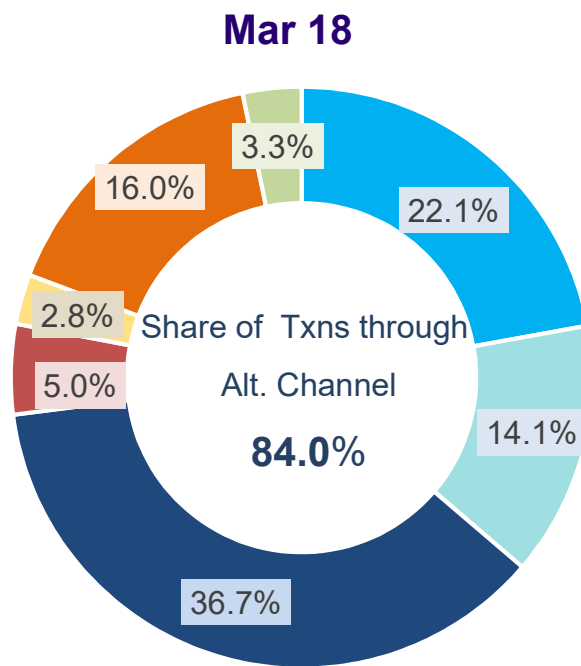
- ✓ Average no. of ATM transactions ~1.4 Cr per day

# Wealth Management Business



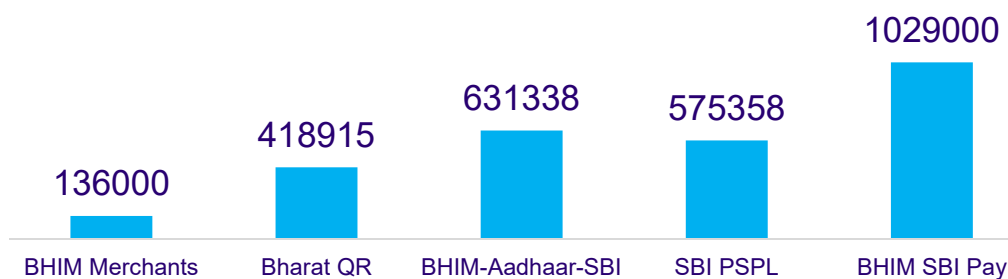
# Technology and Innovation

Share of Transactions through Alternate Channels (88.1%)

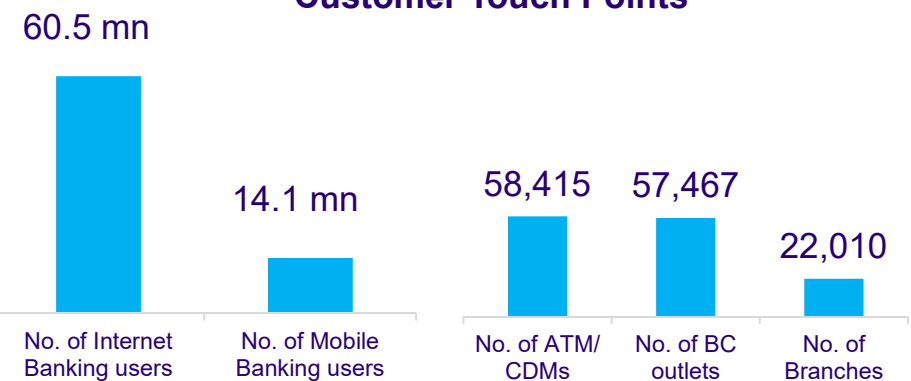


■ Internet & Mobile Banking ■ POS & e-Commerce ■ ATM/ CDM ■ BC Channel ■ UPI & YONO ■ Branch ■ Green Channel

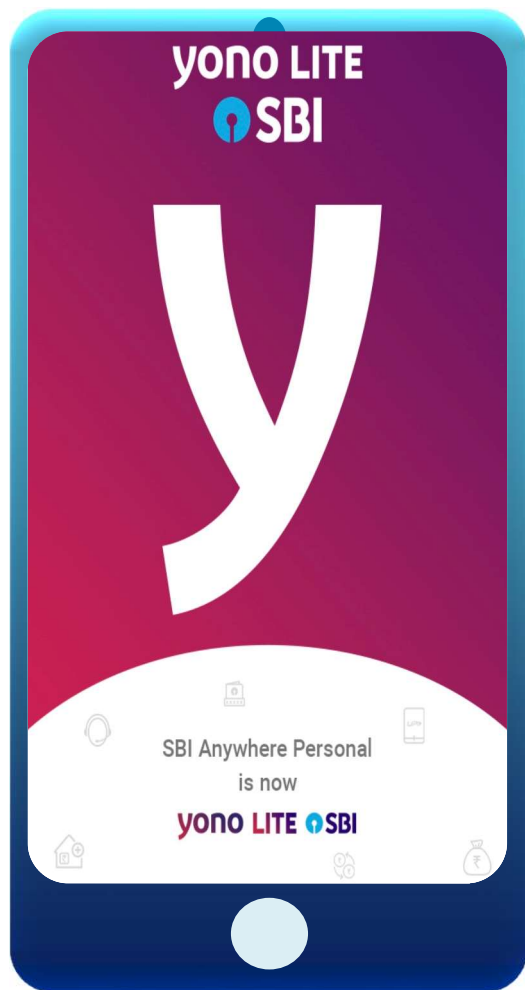
## 27.91 lakh Merchant Payment Acceptance Touch Points



## 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 3<sup>rd</sup> 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%



- 8<sup>th</sup> among private insurers and 13<sup>th</sup> in the Industry overall.
- 2<sup>nd</sup> position in Personal Accident, 3<sup>rd</sup> 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
<b>Net Interest Income</b>	<b>22,954</b>	<b>22,691</b>	<b>19,974</b>	<b>88,349</b>	<b>74,854</b>	<b>18.03</b>	<b>1.16</b>	<b>14.92</b>
Non Interest Income	12,685	8,035	12,495	36,775	44,601	-17.55	57.87	1.52
<b>Operating Income</b>	<b>35,639</b>	<b>30,726</b>	<b>32,469</b>	<b>1,25,124</b>	<b>1,19,454</b>	<b>4.75</b>	<b>15.99</b>	<b>9.76</b>
Operating Expenses	18,706	18,101	16,586	69,688	59,943	16.26	3.34	12.78
<b>Operating Profit</b>	<b>16,933</b>	<b>12,625</b>	<b>15,883</b>	<b>55,436</b>	<b>59,511</b>	<b>-6.85</b>	<b>34.12</b>	<b>6.61</b>
Total Provisions	16,095	8,670	23,601	54,574	66,058	-17.39	85.63	-31.81
<b>Net Profit</b>	<b>838</b>	<b>3,955</b>	<b>-7,718</b>	<b>862</b>	<b>-6,547</b>		<b>-78.80</b>	
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
<b>Total Interest Income</b>	<b>62,985</b>	<b>62,277</b>	<b>55,941</b>	<b>2,42,869</b>	<b>2,20,499</b>	<b>10.14</b>	<b>1.14</b>	<b>12.59</b>
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
<b>Total Non Interest Income</b>	<b>12,685</b>	<b>8,035</b>	<b>12,495</b>	<b>36,775</b>	<b>44,601</b>	<b>-17.55</b>	<b>57.87</b>	<b>1.52</b>
<b>Total Income</b>	<b>75,670</b>	<b>70,312</b>	<b>68,436</b>	<b>2,79,644</b>	<b>2,65,100</b>	<b>5.49</b>	<b>7.62</b>	<b>10.57</b>

# 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
<b>Fee Income</b>	<b>8,589</b>	<b>4,724</b>	<b>8,430</b>	<b>23,304</b>	<b>23,636</b>	<b>-1.41</b>	<b>81.83</b>	<b>1.88</b>
Fee Income (Excl. Account Maintenance Charges)	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
<b>Total Interest Expenses</b>	<b>40,032</b>	<b>39,586</b>	<b>35,967</b>	<b>1,54,520</b>	<b>1,45,646</b>	<b>6.09</b>	<b>1.13</b>	<b>11.30</b>
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
<b>Staff Expenses</b>	<b>10,478</b>	<b>11,172</b>	<b>9,254</b>	<b>41,055</b>	<b>33,179</b>	<b>23.74</b>	<b>-6.21</b>	<b>13.22</b>
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
<b>Overheads</b>	<b>8,228</b>	<b>6,929</b>	<b>7,332</b>	<b>28,633</b>	<b>26,765</b>	<b>6.98</b>	<b>18.74</b>	<b>12.22</b>
<b>Operating Expenses</b>	<b>18,706</b>	<b>18,101</b>	<b>16,586</b>	<b>69,688</b>	<b>59,943</b>	<b>16.26</b>	<b>3.34</b>	<b>12.78</b>
<b>Total Expenses</b>	<b>58,737</b>	<b>57,687</b>	<b>52,553</b>	<b>2,24,208</b>	<b>2,05,589</b>	<b>9.06</b>	<b>1.82</b>	<b>11.77</b>

# 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
<b>Overheads</b>	<b>8,228</b>	<b>6,929</b>	<b>7,332</b>	<b>28,633</b>	<b>26,765</b>	<b>6.98</b>	<b>18.74</b>	<b>12.22</b>

# Provisions & Profit

Rs. in Crores

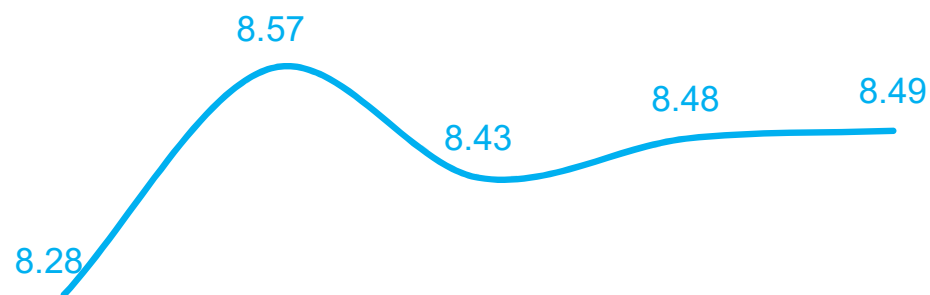
	Quarter Ended			Year Ended		Growth (%)		
	Q4FY19	Q3FY19	Q4FY18	FY19	FY18	FY19 over FY18	Q4FY19 over Q3FY19	Q4FY19 over Q4FY18

<b>Operating Profit</b>	<b>16,933</b>	<b>12,625</b>	<b>15,883</b>	<b>55,436</b>	<b>59,511</b>	<b>-6.85</b>	<b>34.12</b>	<b>6.61</b>
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			
<b>Total Provisions</b>	<b>16,095</b>	<b>8,670</b>	<b>23,601</b>	<b>54,574</b>	<b>66,058</b>	<b>-17.39</b>	<b>85.63</b>	<b>-31.81</b>
<b>Net Profit</b>	<b>838</b>	<b>3,955</b>	<b>-7,718</b>	<b>862</b>	<b>-6,547</b>		<b>-78.80</b>	

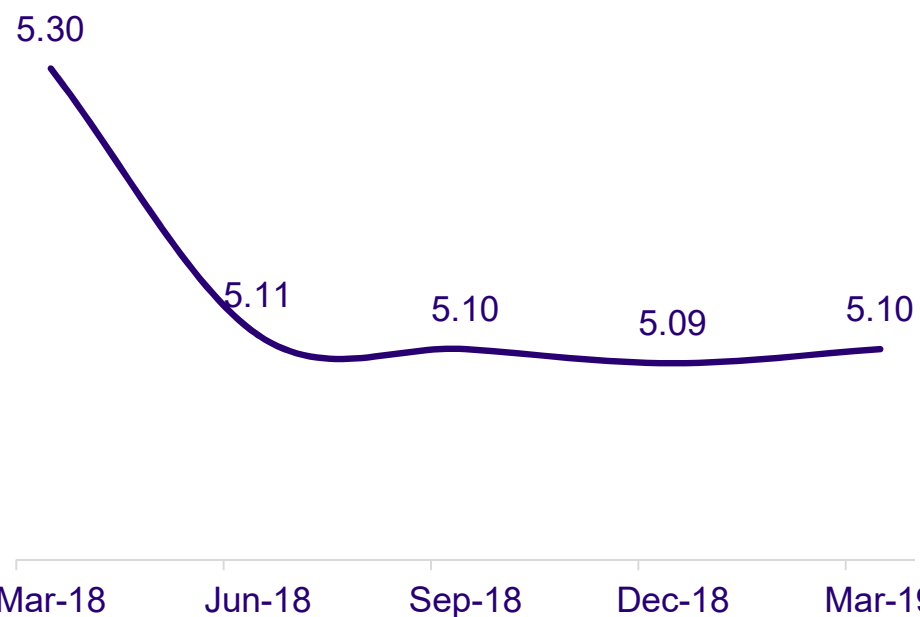
<b>ROA (%)</b>		<b>0.02</b>	<b>-0.19</b>
<b>ROE (%)</b>		<b>0.48</b>	<b>-3.78</b>
<b>Earning Per Share (Rs.)</b>		<b>0.97</b>	<b>-7.67</b>

# Costs, Yields and Margins (Cumulative)

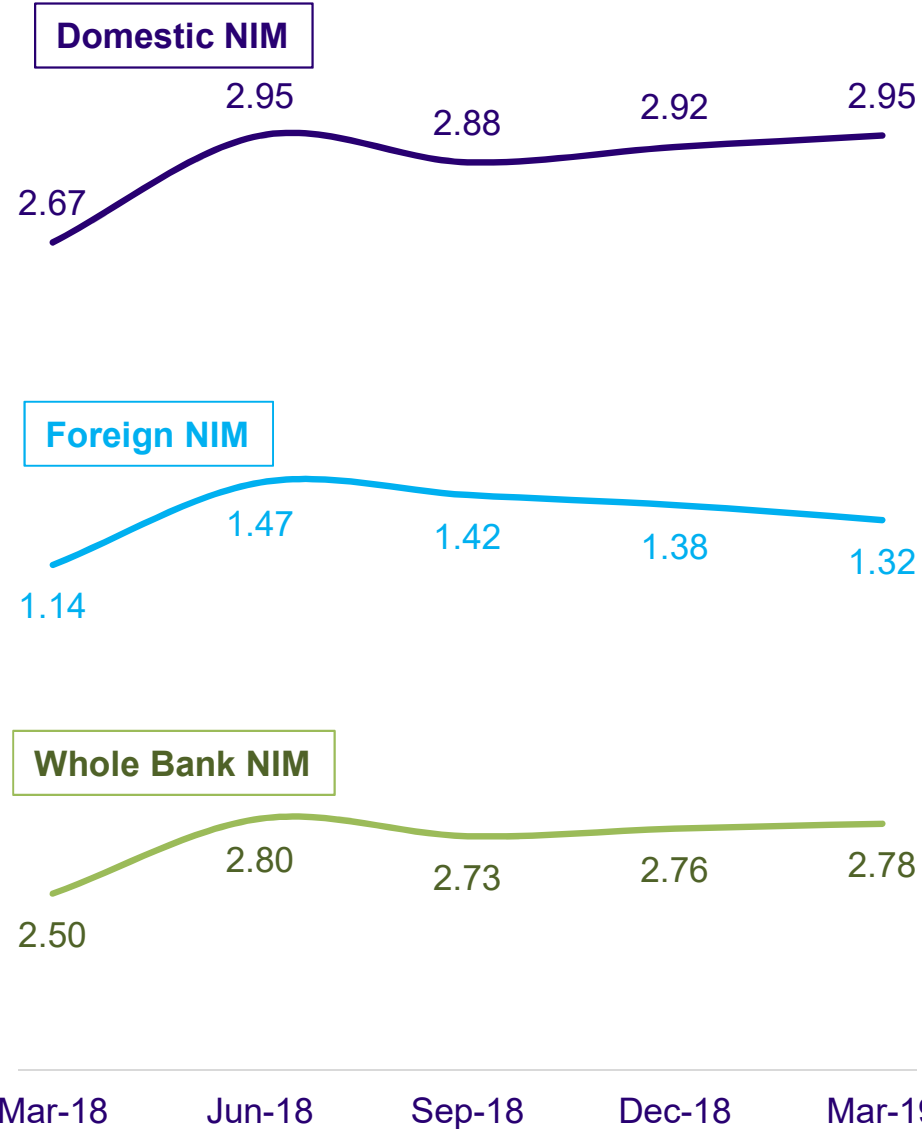
## Yield on Advances (%)



## Cost of Deposits (%)



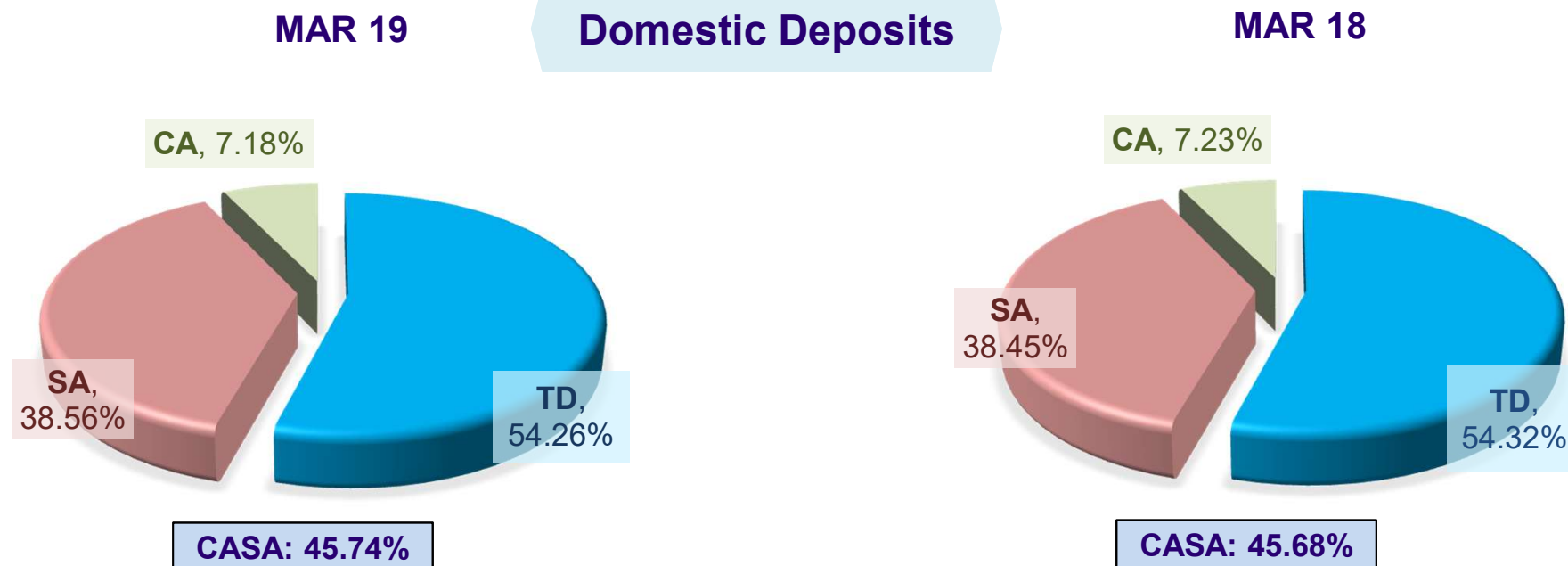
## Net Interest Margin (%)





**Business**

# Strong Liability Franchise



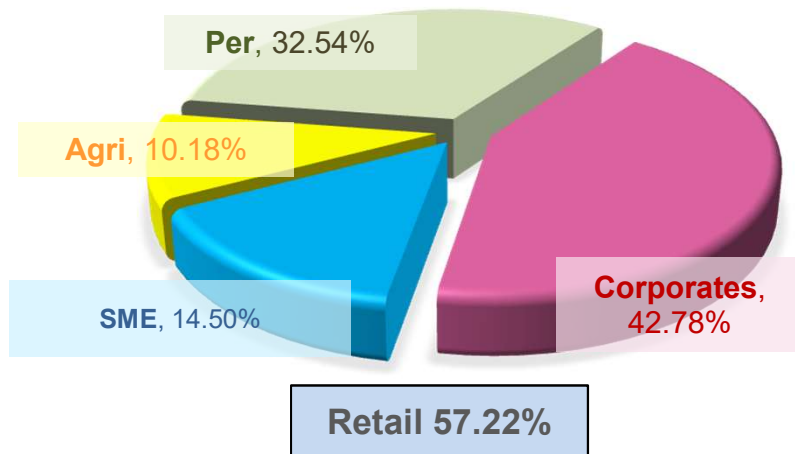
<i>Rs. in Crores</i>	<b>Mar 19</b>	<b>Mar 18</b>	<b>YoY Growth</b>
Current Account	2,02,134	1,87,907	7.57
Saving Bank	10,85,151	9,99,387	8.58
<b>CASA</b>	<b>12,87,285</b>	<b>11,87,294</b>	<b>8.42</b>
Term Deposits (TD)	15,26,958	14,12,099	8.13
<b>Domestic Deposits</b>	<b>28,14,243</b>	<b>25,99,393</b>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



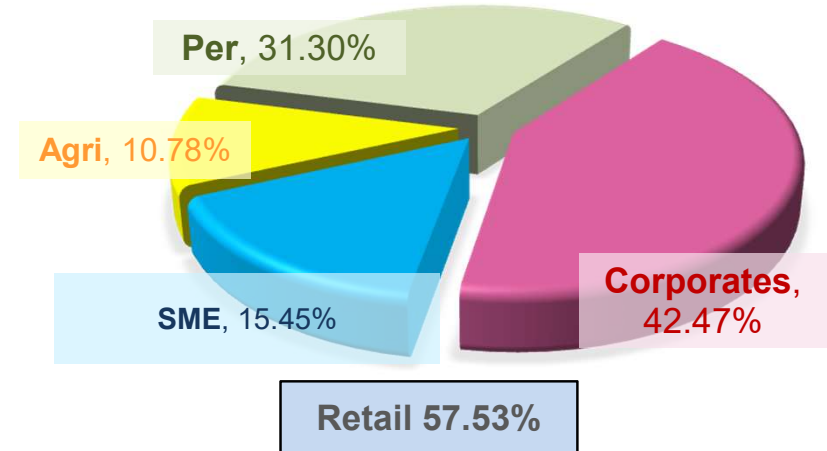
# Diversified Loan Portfolio

## Domestic Advances

**MAR 19**



**MAR 18**



<i>Rs. in Crores</i>	<b>Mar 19</b>	<b>Mar 18</b>	<b>YoY Growth (%)</b>
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
<b>Domestic Advances</b>	<b>19,90,746</b>	<b>17,46,389</b>	<b>13.99</b>
Foreign Offices Advances	3,02,708	3,01,998	0.23
<b>Total Whole Bank Advances</b>	<b>22,93,454</b>	<b>20,48,387</b>	<b>11.96</b>

# 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 &amp; 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
<b>Total Domestic Advances</b>	<b>19,90,746</b>	<b>100</b>	<b>18,79,053</b>	<b>100</b>	<b>17,46,389</b>	<b>100</b>	<b>13.99</b>

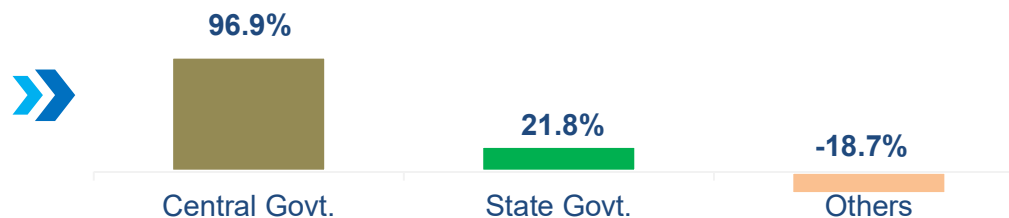
# Drivers of Corporate Growth

## Power

YoY growth in advances  
Mar 19 over Mar 18

**Rs. 29,402 cr**

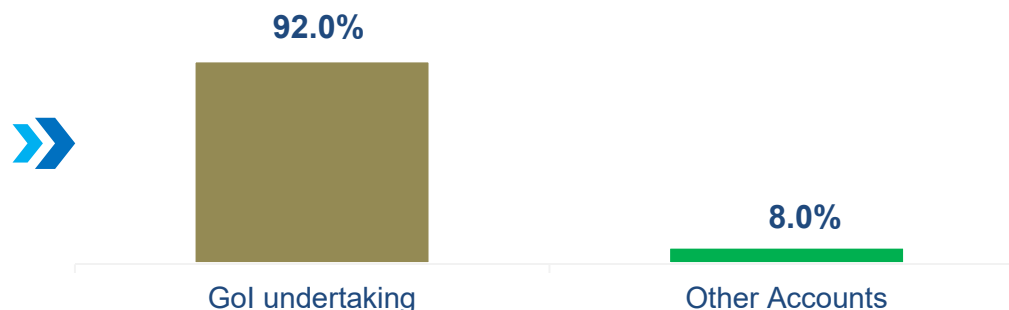
### Growth driven by PSUs



## Roads & Ports

**Rs. 20,791cr**

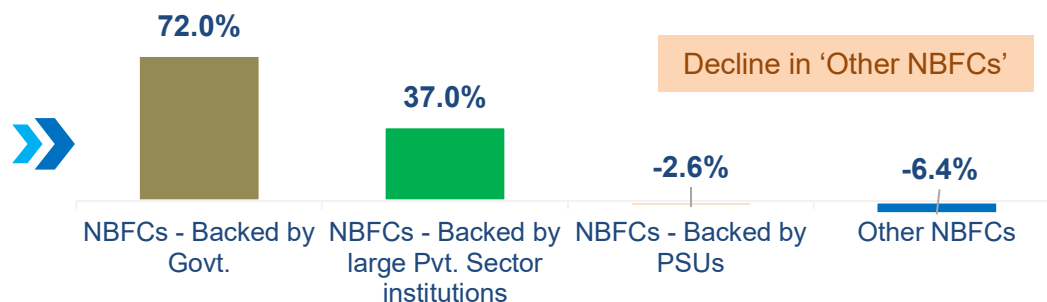
### Growth driven by Gol Undertaking



## 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<sup>#</sup>

35.45<sup>#</sup>

N.A.

N.A.

GNPA, %

0.83

0.96

0.45

3.14

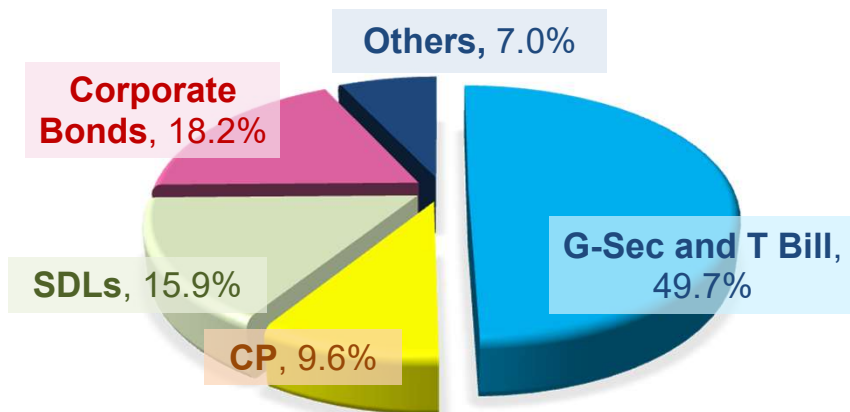
*#As per latest available data;*

# Treasury Operations

## AFS Book

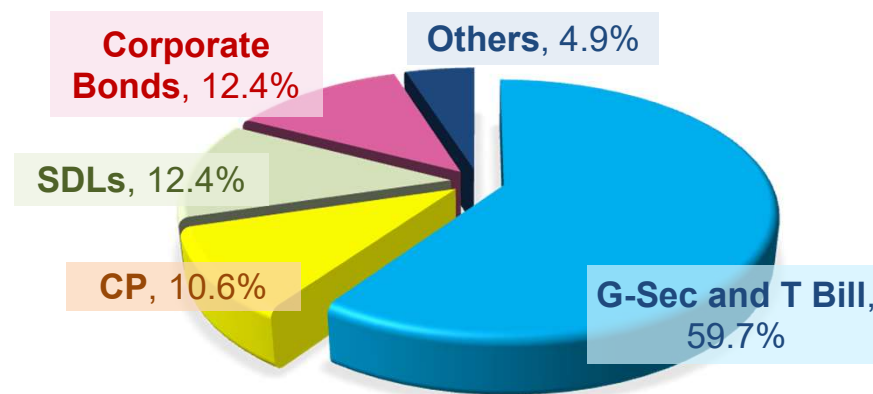
Rs. In crores

**MAR 19**



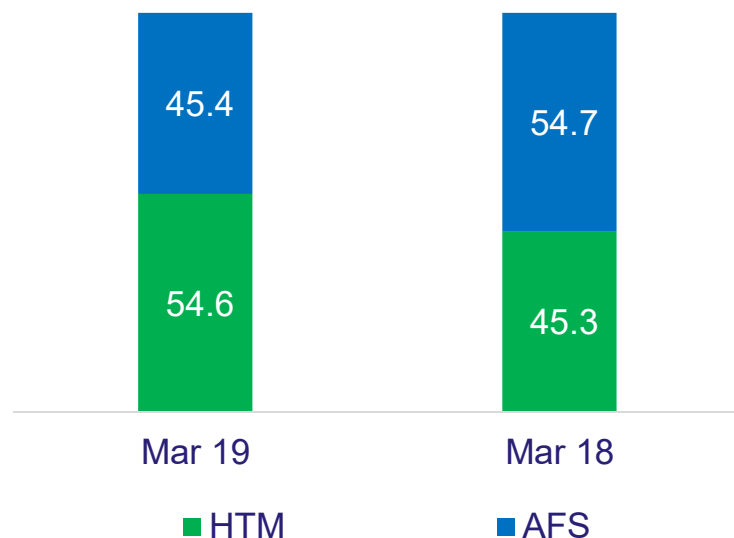
Modified Duration: 2.62

**MAR 18**



Modified Duration: 2.83

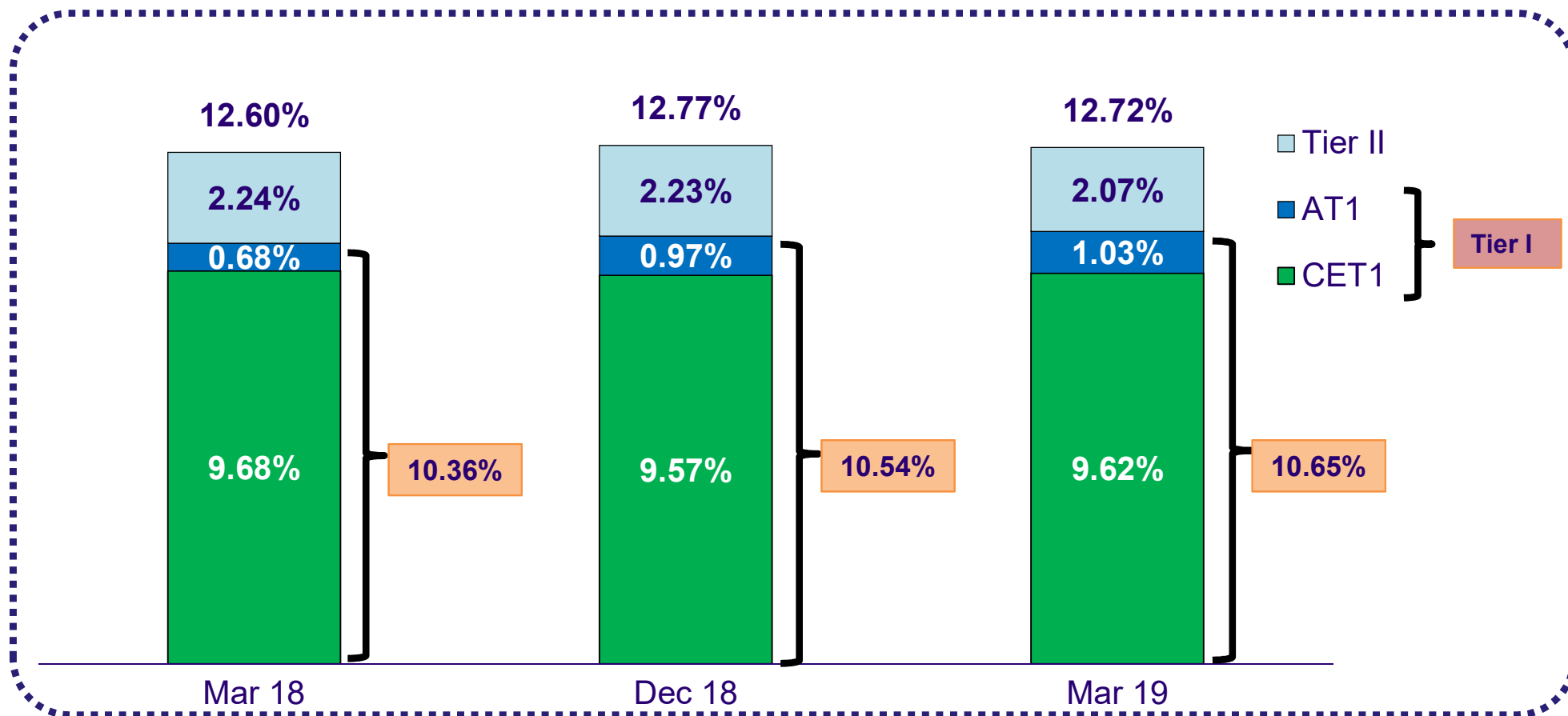
## Break up of Domestic Investments (%)



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

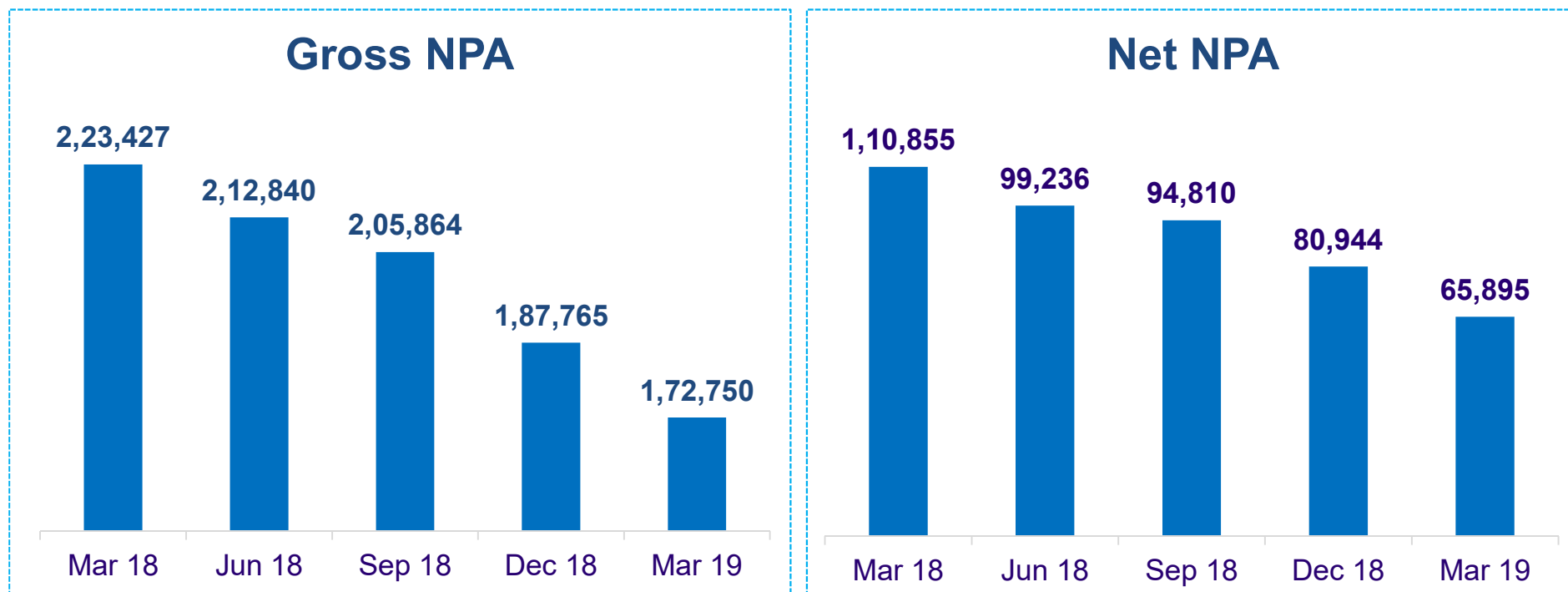
# Capital Adequacy



- 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

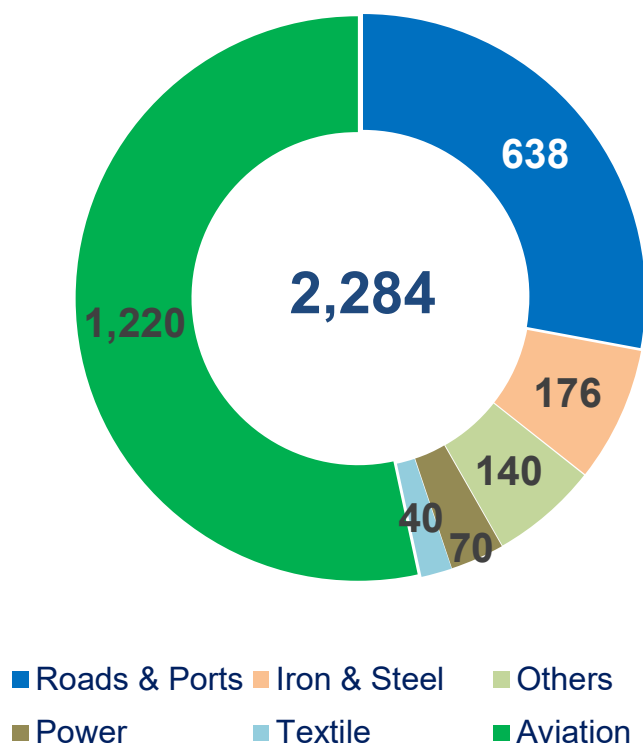
Movement of NPAs:	FY19	Q4FY19	Q3FY19	Q2FY19	Q1FY19	FY18	Q4FY18
<b>Opening Level of Gross NPAs</b>	<b>2,23,427</b>	<b>1,87,765</b>	<b>2,05,864</b>	<b>2,12,840</b>	<b>2,23,427</b>	<b>1,77,866</b>	<b>1,99,141</b>
Total Reductions	90,417	22,976	24,641	17,865	24,936	54,726	8,535
<i>Of which : Recovery + Upgradation</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
<b>Closing Level of Gross NPAs</b>	<b>1,72,750</b>	<b>1,72,750</b>	<b>1,87,765</b>	<b>2,05,864</b>	<b>2,12,840</b>	<b>2,23,427</b>	<b>2,23,427</b>

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
<b>Total</b>	<b>1,72,750</b>	<b>7.53</b>	<b>1,87,765</b>	<b>8.71</b>	<b>2,23,427</b>	<b>10.91</b>

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

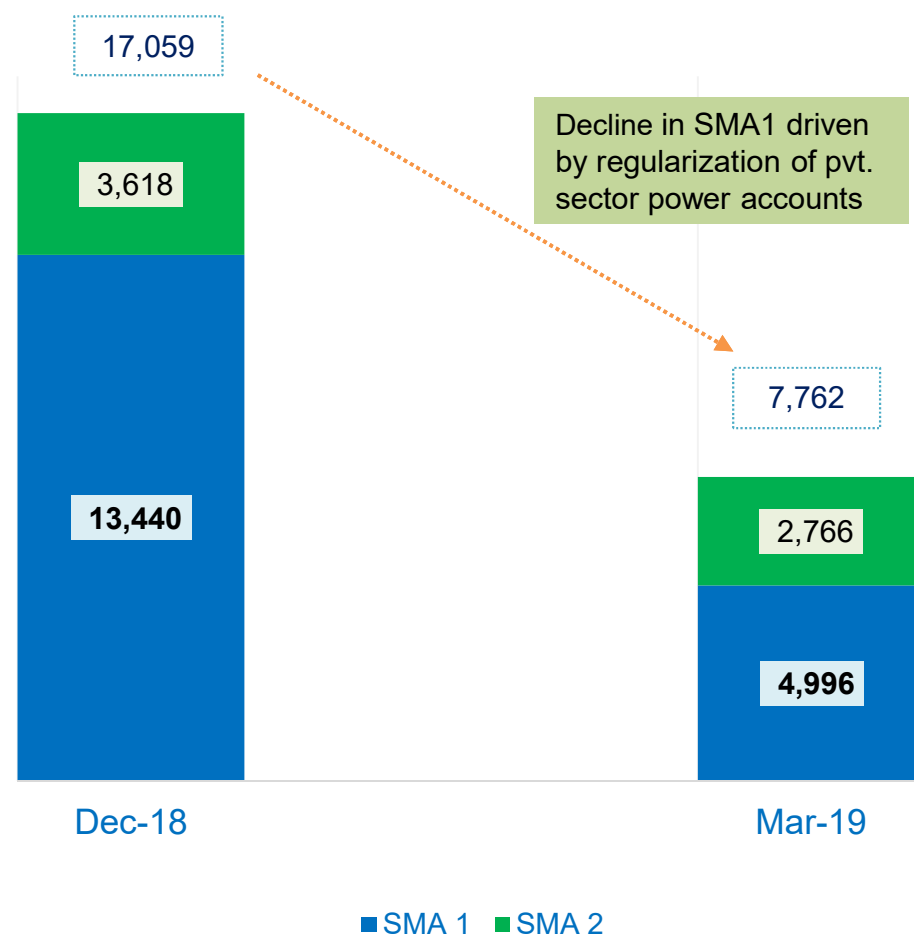
As on Mar 2019  
Rs. in Crores

## Sector-wise Corporate Slippages During Q4FY19



**Total Corporate Slippages – 2,284**

## SMA 1 & SMA 2



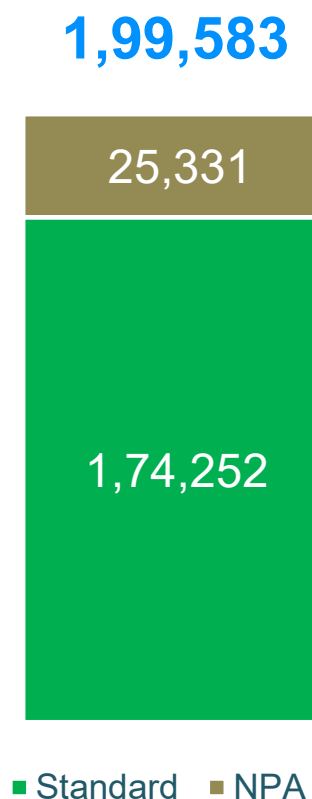
**Significant decline in SMA1 & SMA2**

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

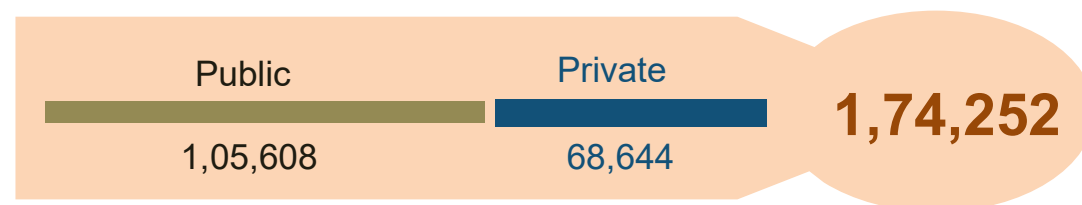
# Power Sector – Stress mostly recognized

As on Mar 2019  
Rs. in Crores

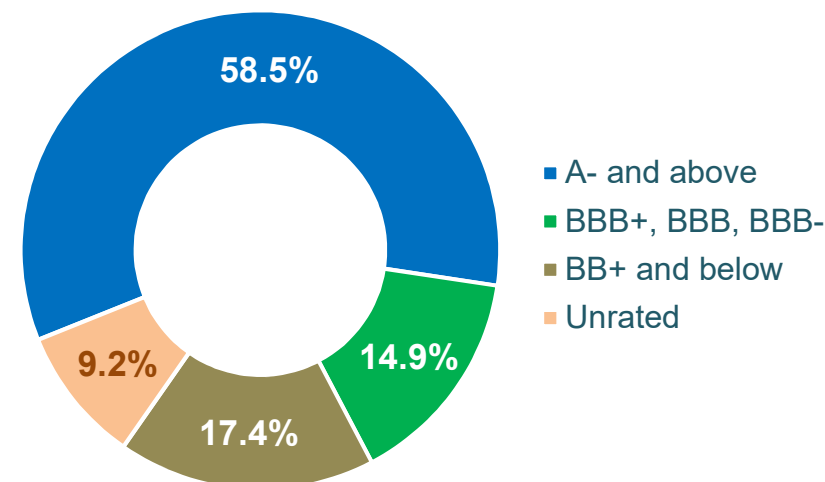
## Power Portfolio Classification



## Standard Power



## Rating break-up of Std. Pvt

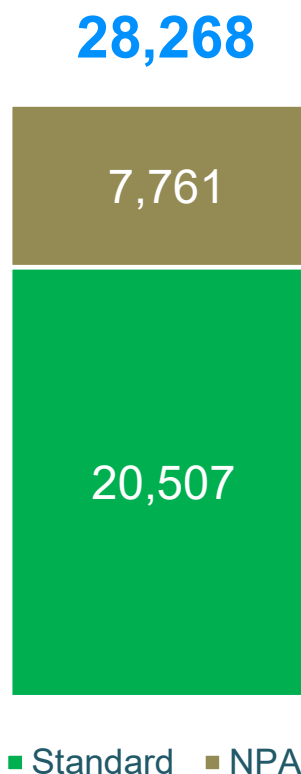


- One resolution completed in Q4FY19, NPA reduction of ~ Rs 4,500 cr
- One more resolution in pipeline awaiting regulatory approvals
- ~ Rs 8,000cr of NPAs likely to be referred to NCLT; resolution process underway for other NPAs

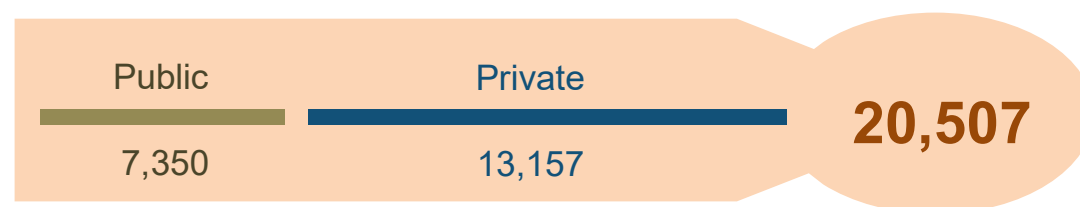
# Telecom Sector – Stress mostly recognized

As on Mar 2019  
Rs. in Crores

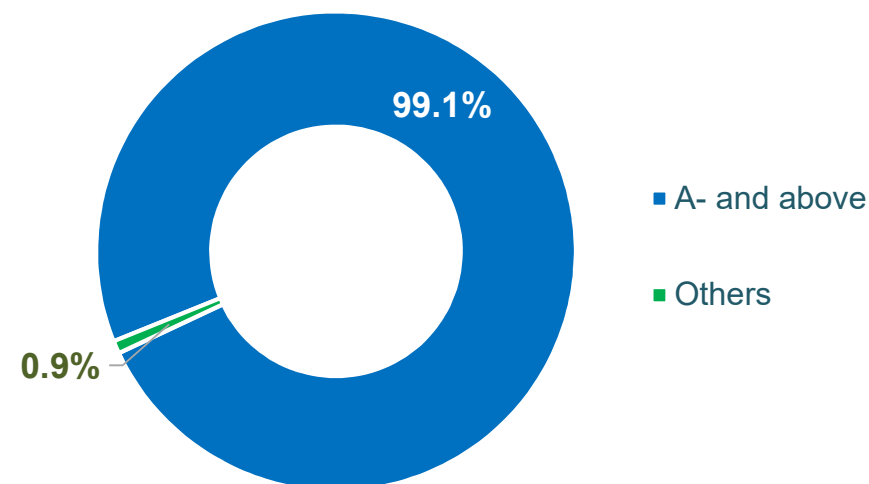
## Telecom Portfolio Classification



## Standard Portfolio Classification



## Standard Private



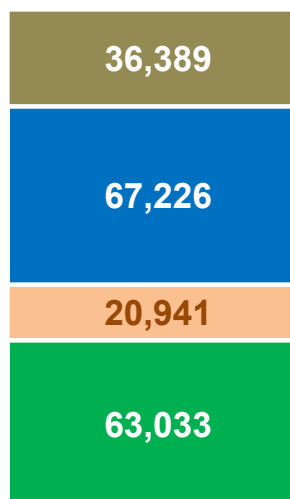
- ~99% of Std. Pvt Sect. is to two highly rated Pvt. Sector Conglomerates in telecom sector
- Growth in Telecom sector is mainly accruing from the above two Pvt. Sector firms and one PSU
- While PCR levels are suitably high; resolution process is underway in NCLT for large NPAs

# NBFC Sector – Exposure to PSUs and High Quality Private Sector

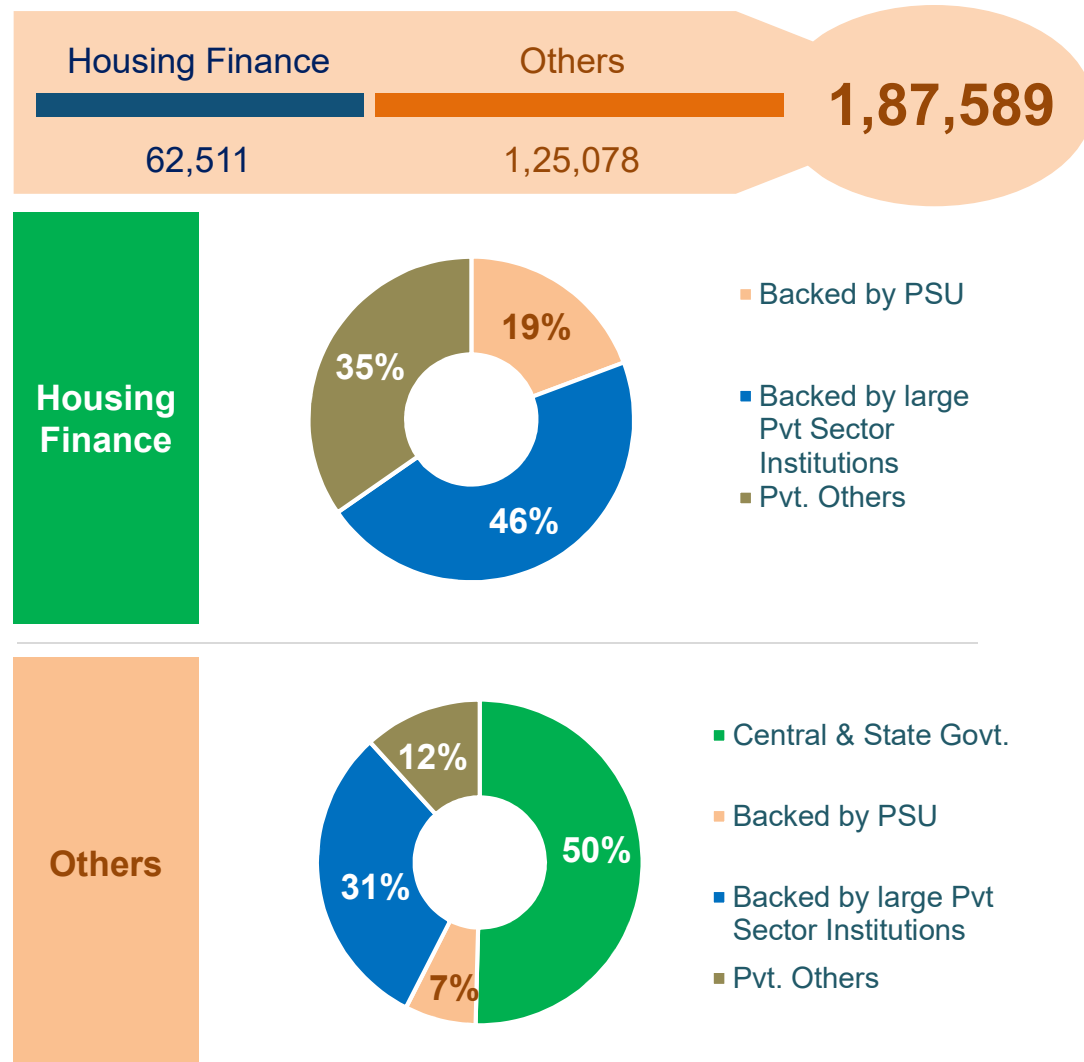
As on Mar 2019  
Rs. in Crores

## NBFC Portfolio Classification

**1,87,589**



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

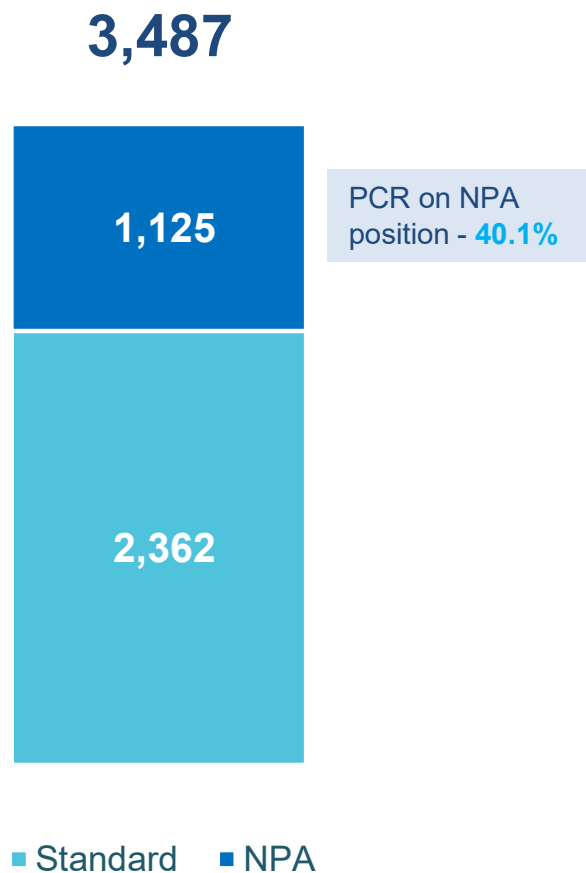


- Portfolio purchases from NBFCs ~ Rs 19,000 cr at the end of Mar 2019
- Strong presence in Govt. and PSU backed NBFCs; and exposure to large reputed private sector institutions

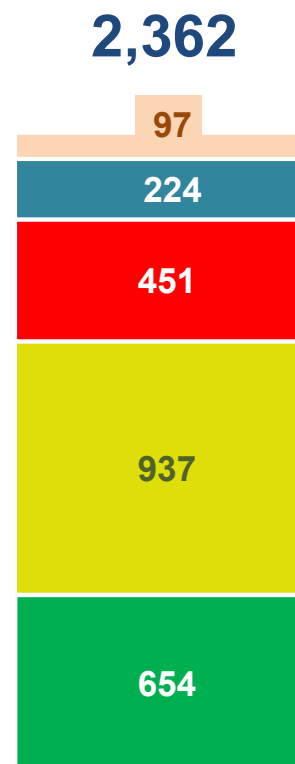
# Large Infrastructure Conglomerate

As on Mar 2019  
Rs. in Crores

## Portfolio Classification



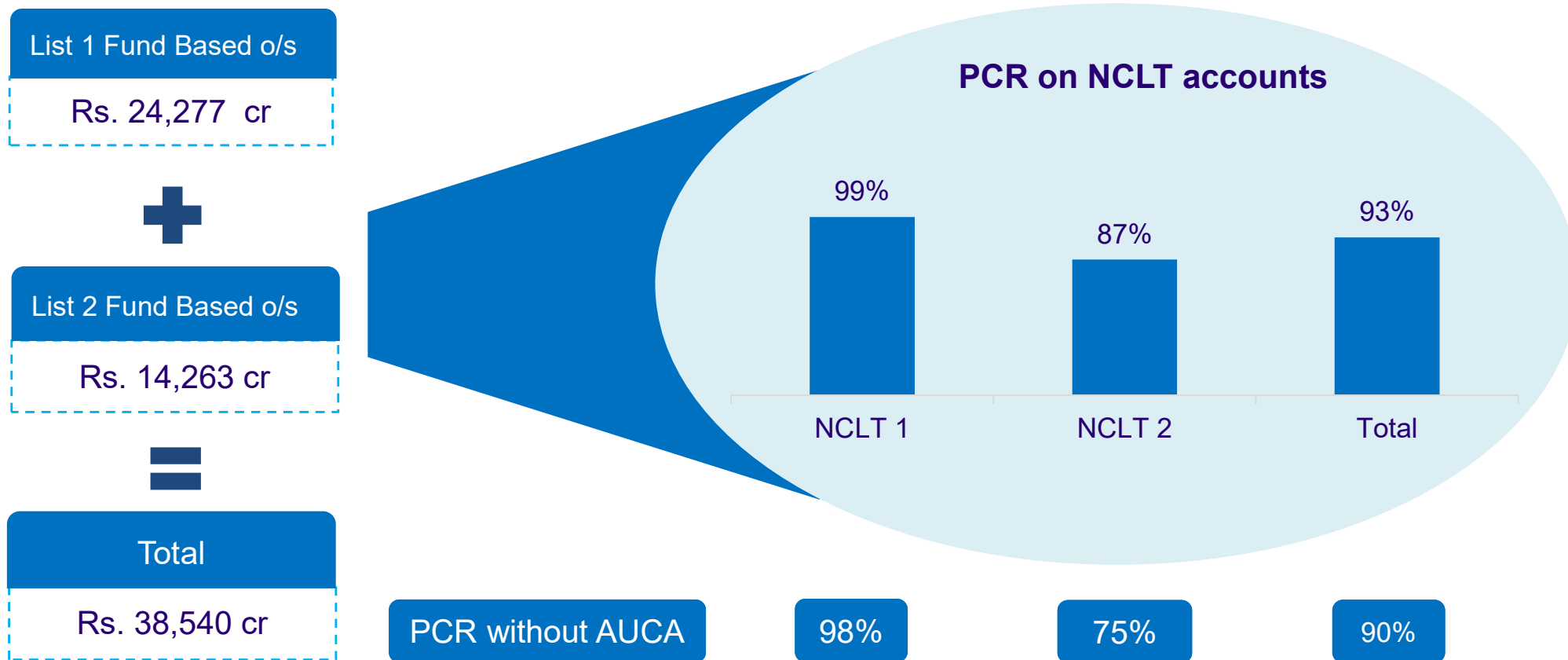
## Standard Portfolio Classification



- 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

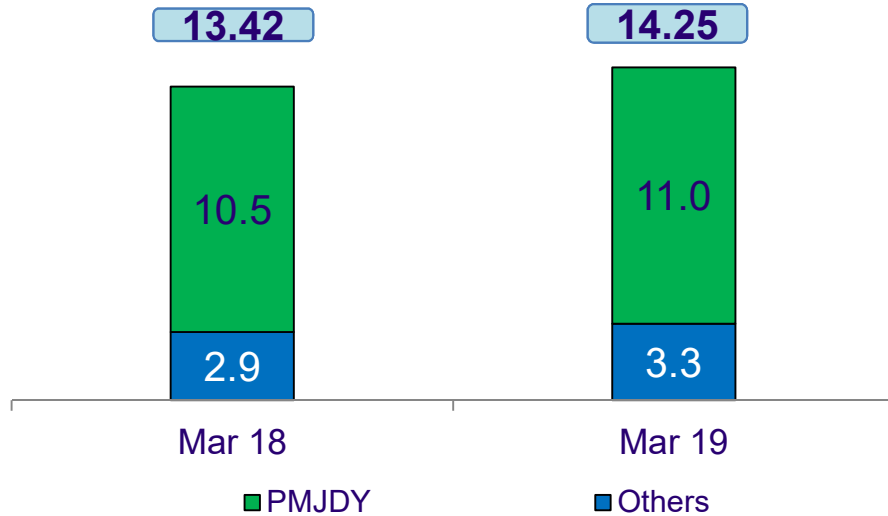
# Financial Inclusion - Future Growth Driver



# Financial Inclusion

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

### No. of Accounts



Mar 18

Mar 19

Deposits (Rs. In Crs)

23,982

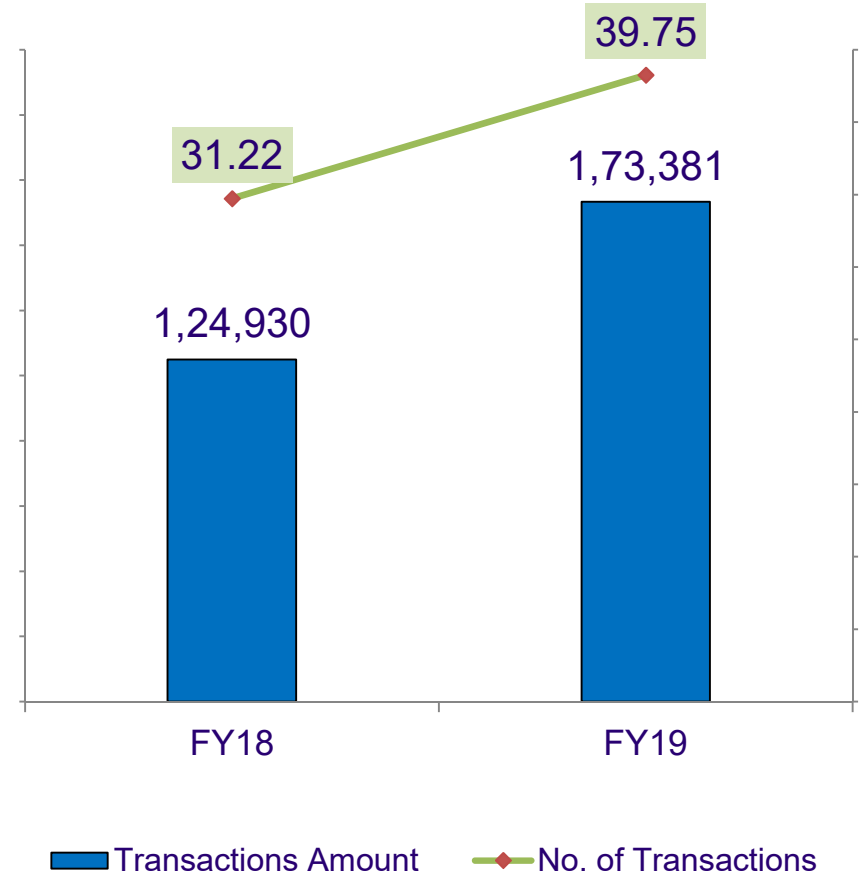
31,235

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)	788	581
ROE (in %)	30.20	33.40

\*(As per IND AS)



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



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

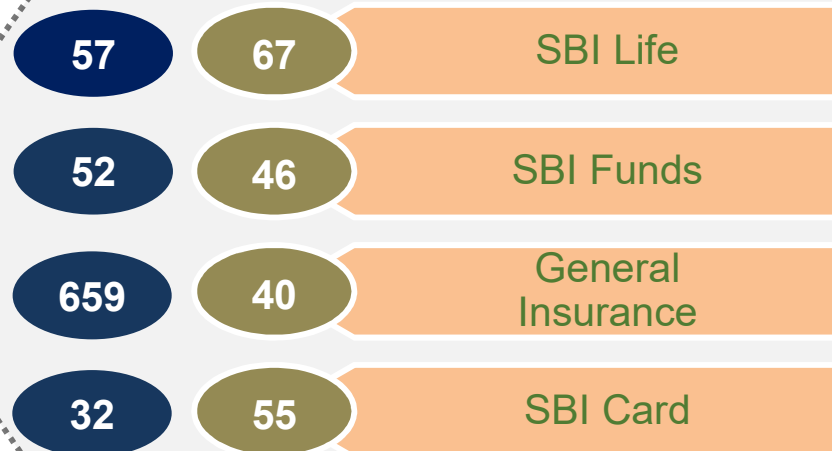
<sup>#</sup> excluding one time reinsurance income from Fire business

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

\* 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
<b>Total Liabilities</b>	<b>36,80,914</b>	<b>34,54,752</b>	<b>6.55</b>	<b>38,88,467</b>	<b>36,16,445</b>	<b>7.52</b>
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
<b>Total Assets</b>	<b>36,80,914</b>	<b>34,54,752</b>	<b>6.55</b>	<b>38,88,467</b>	<b>36,16,445</b>	<b>7.52</b>

**Thank You**