



ANNUAL RESULTS

FY21

Analyst Presentation

21.05.2021



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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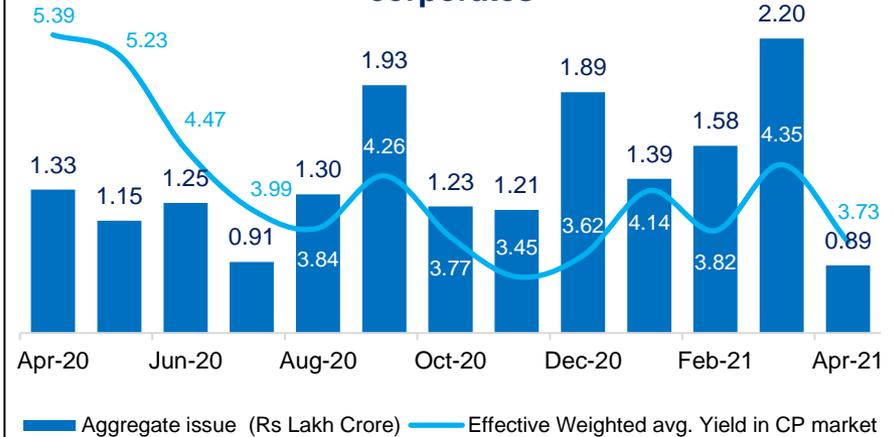
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Subsidiaries, Group Financials & Balance Sheet

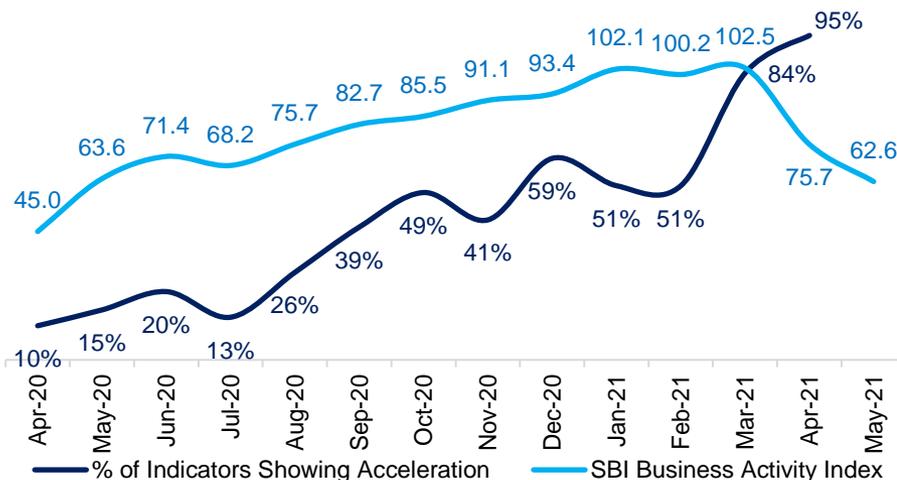
High Frequency Activity Indicators

- Many of the high frequency indicators are showing improved economic activity in Mar 21/ Apr 21, though it is because of lower base in Mar 20/ Apr 20
- However, SBI Business Activity Index shows that economic activity has taken a severe hit in May 21, with the latest reading at 62.6, lowest since end-May 20
- Electricity Demand, Vehicle Registrations, Labour Force Participation, Weekly Food arrival, among others have declined significantly in May 21

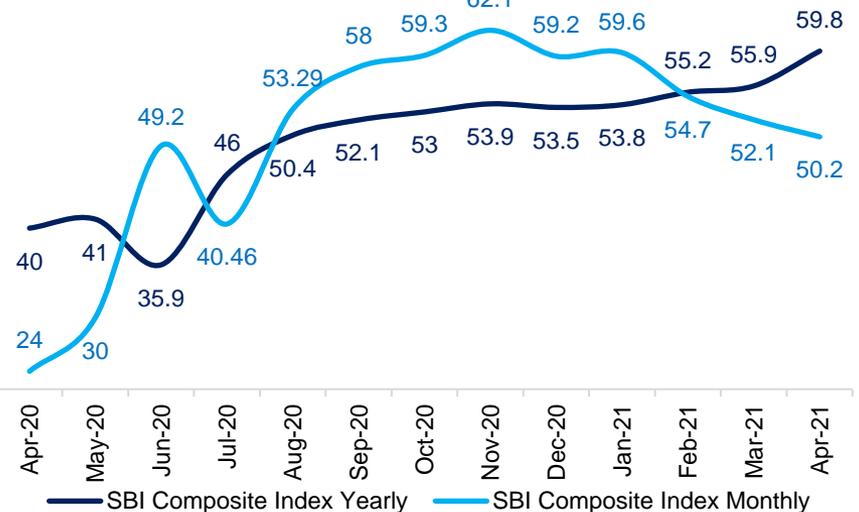
Significant decline in cost of borrowing for corporates



SBI Business Activity Index - significant dip in economic activity in April 21



SBI Composite Index



Outcomes in a Pandemic Year

FY21- Outcomes in a pandemic year (1/4)

Outcomes in a year marred by pandemic demonstrate the resilience...

Fresh slippages

Rs 28,564 cr

[Rs 49,647 cr]

Net Interest Income

Up by 12.9%

[up 11.0%]

Operating Profit

Rs 71,554 cr

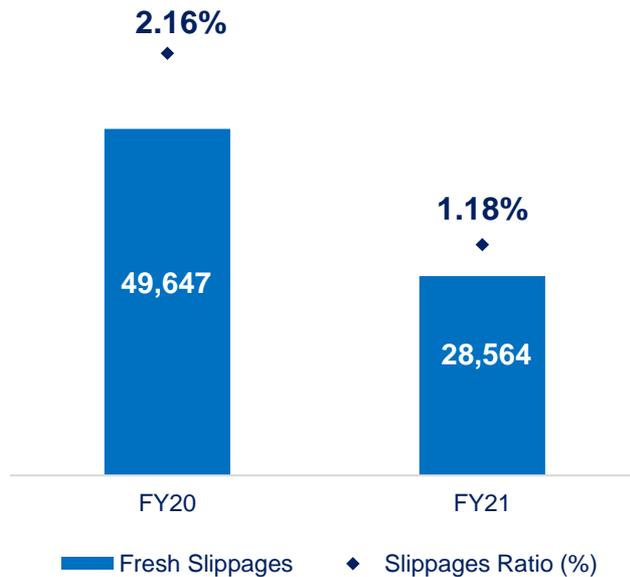
[Rs 68,133 cr]

Driven by our long-term value drivers:

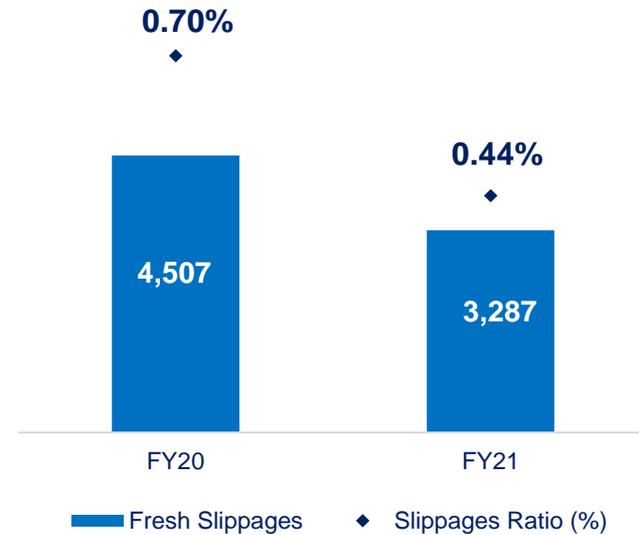
- Strong liability franchise
- Process driven culture
- Talent and leadership
- Innovation and adaptability

Asset Quality

Fresh slippages, in Rs cr



Personal Retail Slippages, in Rs cr



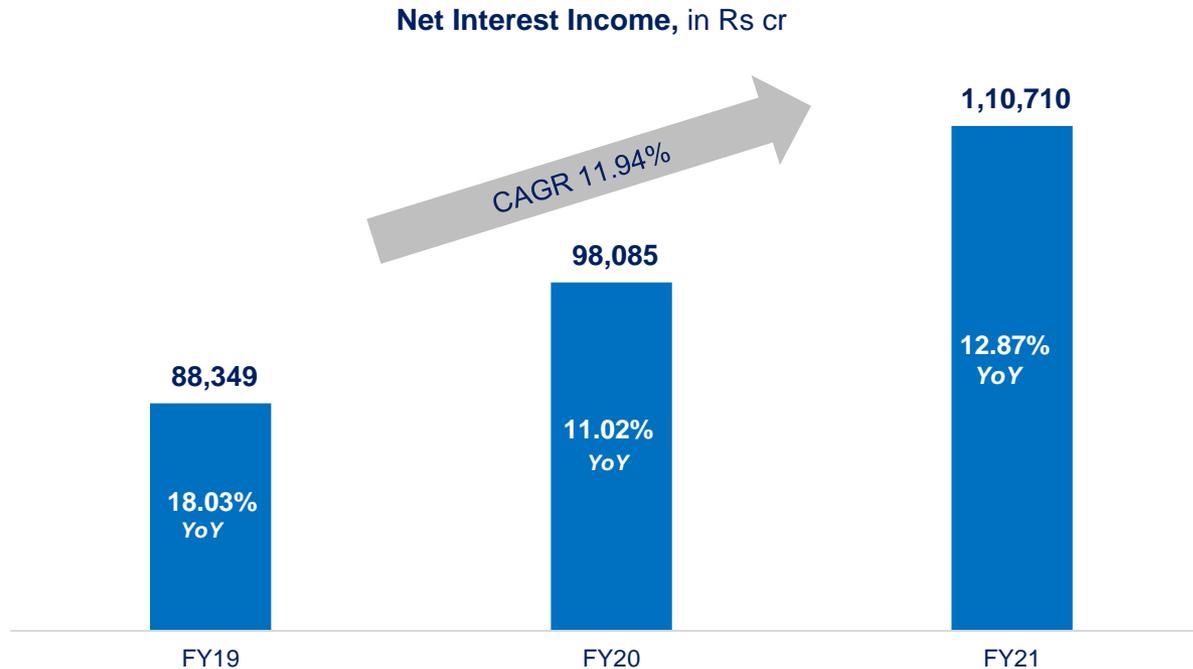
Slippage ratio of 1.18%, among the best

Personal retail slippage ratio of 0.44%, low risk & resilient portfolio

FY21- Outcomes in a pandemic year (3/4)



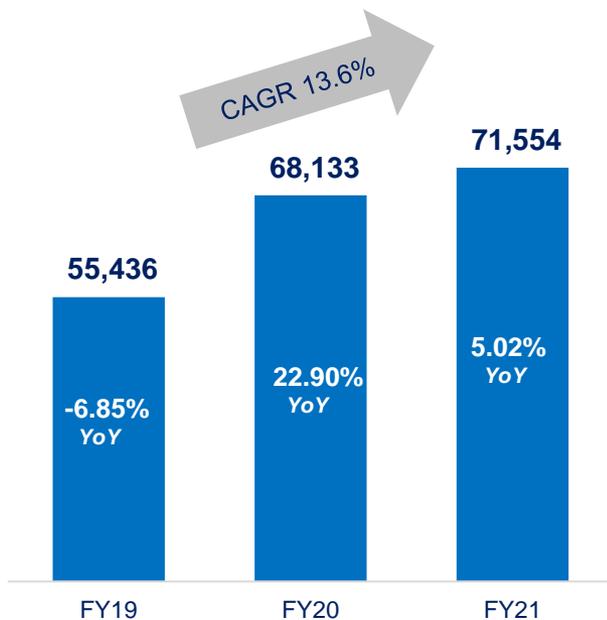
Net Interest Income



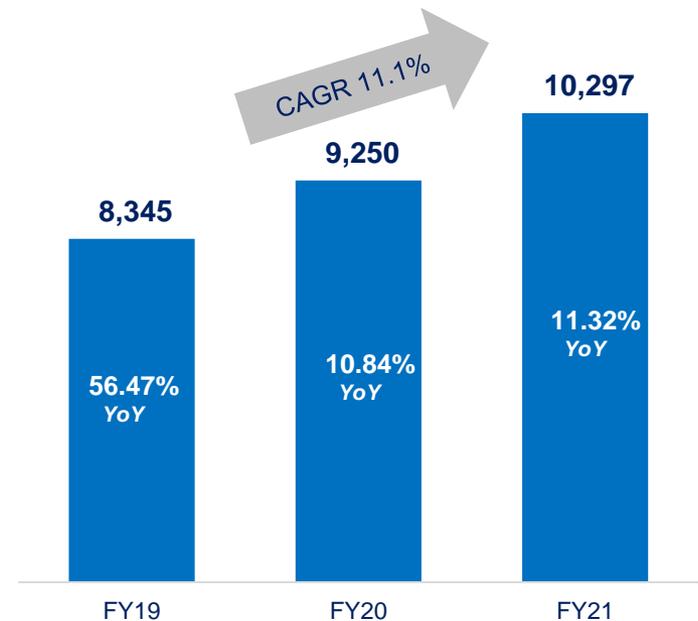
NII up 12.9% YoY for FY21, even as deposits growth outpaced credit growth, due to better resources and asset quality management

Operating Profit

Operating Profit, in Rs cr



Recovery from Advances Under Collection Account, in Rs cr



Operating profit up 5.02% YoY despite higher employee costs on account of wage revision, increase in DICGC premium and waiver of account maintenance fee

Performance Highlights

Key trends in FY21



Personal Retail credit growth at 16% YoY – at Rs 8.7 lakh cr it is 40% of domestic advances

Rapid scale up in new product lines, while gaining market share in traditional products

Liability franchise continues to strengthen – CASA growth at 16.73% YoY

Market share gains in liabilities- strong connect with customers and improvement in customer journeys

Slippage and restructuring applications for FY21 at Rs 46,416 cr - well within guidance

For FY21 - Slippages at Rs 28,564 cr, Restructuring applications at Rs 17,852 cr

Well provided for Stressed Book, PCR (incl. AUCA) at 87.75%, Net NPA at Rs 36,810 cr

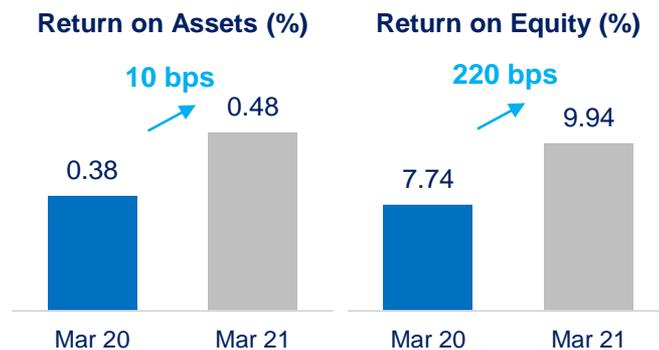
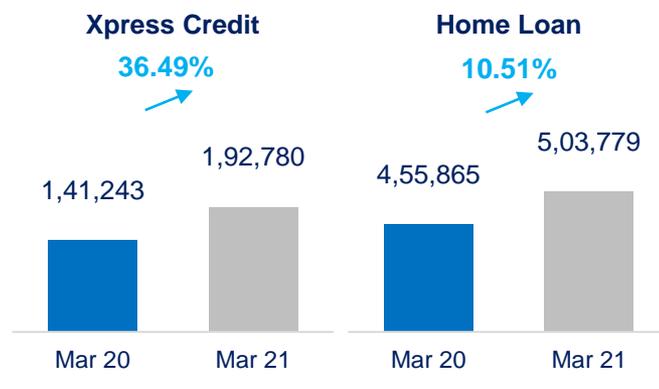
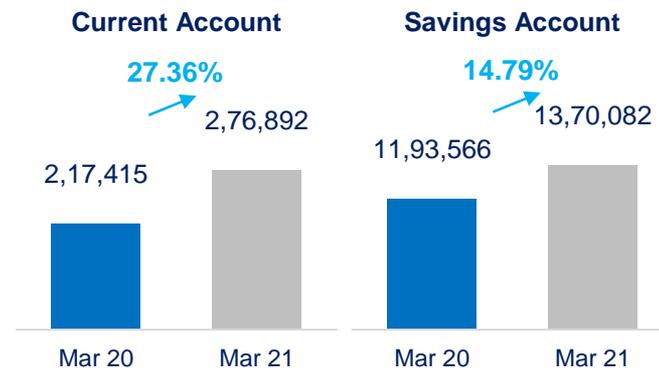
Total non- NPA provisions (not included in PCR) at Rs 25,376 cr; COVID-19 related contingency provisions at Rs 6,346 cr

Increasing digital customer onboarding - 46% of retail asset accounts and 58% of liability customers added through digital channels in FY21 respectively

Key Indicators



	Rs. in Crores	For the		YoY Growth
		FY20	FY21	
Profit & Loss (in Rs. Crore)	Net Interest Income	98,085	1,10,710	↑ 12.87%
	Net Interest Margin – Domestic (%)	3.19	3.26	↑ 7 bps
	Operating Profit	68,133	71,554	↑ 5.02%
	Profit Before Tax	25,063	27,541	↑ 9.89%
	Net Profit	14,488	20,410	↑ 40.88%
Key Ratios (in %)	Credit Cost	1.87	1.12	↓ -75 bps
	Net NPA	2.23	1.50	↓ -73 bps
	PCR	83.62	87.75	↑ 413 bps
	Capital Adequacy	13.06	13.74	↑ 68 bps
Balance Sheet (in Rs. Crore)	Total Advances	24,22,845	25,39,393	↑ 4.81%
	Total Deposits	32,41,621	36,81,277	↑ 13.56%
	Retail Personal Advances	7,47,589	8,70,711	↑ 16.47%



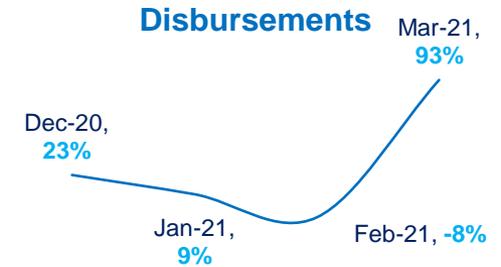
Credit offtake trend continues to improve



Month-wise YoY Growth



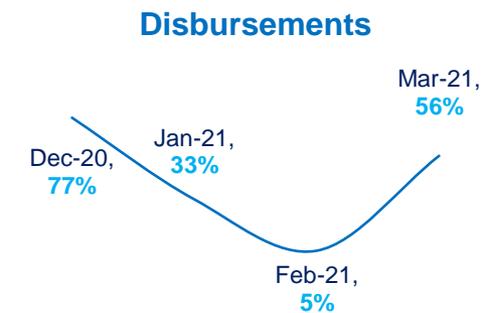
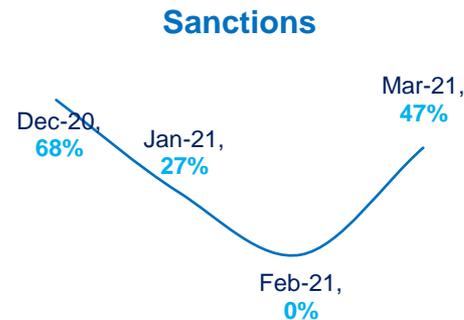
Home Loan



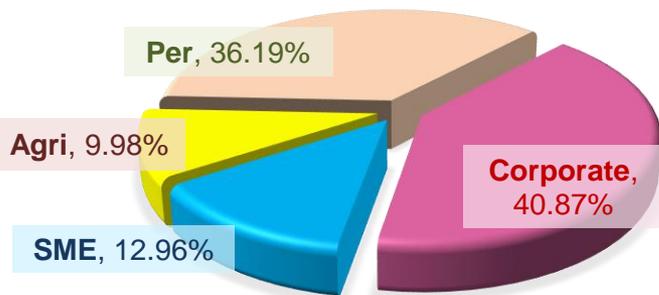
Auto Loan



Personal Loan

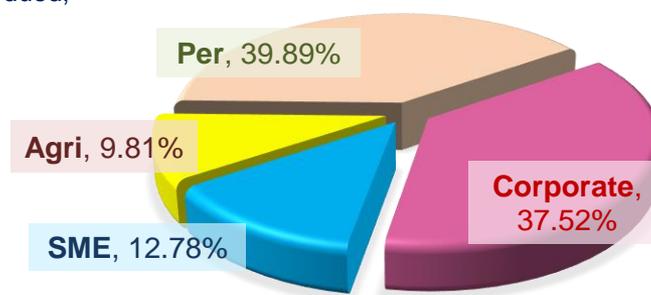


Mar – 2020



- Strong growth in personal retail, driven by home loans, Xpress credit and gold loans
- Growth in corporate segment remains subdued, expected to pick up in H2FY21

Mar - 2021



Segment, In Rs cr	March 2020	March 2021	YoY Growth (%)
Retail Personal	7,47,589	8,70,711	16.47
Agri	2,06,067	2,14,151	3.92
SME	2,67,614	2,78,949	4.24
Corporate	8,44,215	8,18,705	-3.02*
Domestic Advances	20,65,484	21,82,516	5.67
Foreign Offices Advances	3,57,360	3,56,877	-0.14
Total Whole Bank Advances	24,22,845	25,39,393	4.81
Total Whole Bank Advances (Including CP and Corporate Bonds)	25,76,630	27,44,989	6.53

* Corporate Credit including CP and CB up YoY by 2.64%

Retail Personal Banking

Leadership across all segments

As on Mar 2021

Personal Retail Portfolio of Rs 8.7 lakh crore
NPA ratio at 0.80%

As a % of Dom. Adv. **Mar 20: 36.19** **Mar 21: 39.89**



	Home Loans	Auto Loans	Xpress Credit	Personal Gold Loans	Other P Seg Loans
O/S, In Rs cr	5,03,779	76,322	1,92,780	20,987	76,843
YoY Growth, %	10.51	5.04	36.49	465.08	3.70
GNPA, %	0.80	0.84	0.36	0.82	1.87

#As per latest available data Bank's market share in Home loans is 34.53% & in Auto loans is 31.74%

Credit Growth

Deposit Growth

Asset Quality

Net Interest Income

Non-Interest Income

Operating Expenses

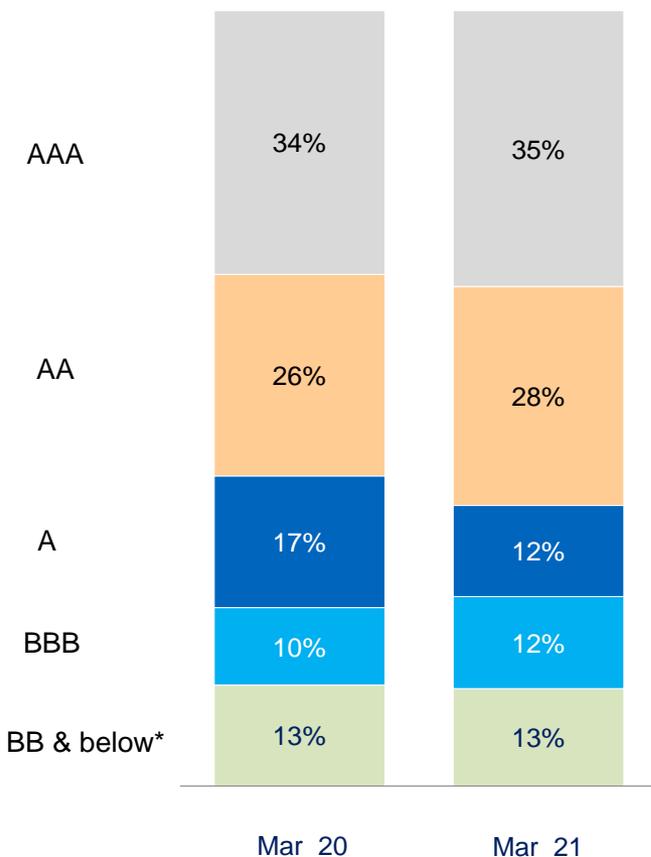
Credit Costs

Diversified Loan Portfolio

High quality asset book

Rs. in Crores

Corporate Rating mix



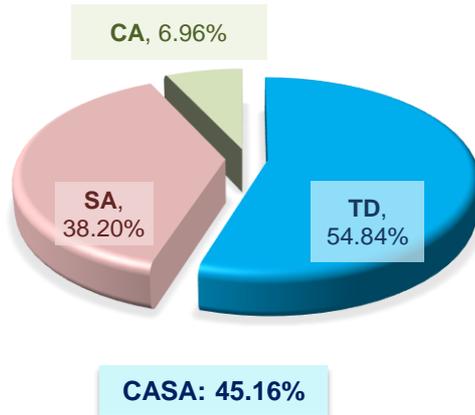
41% share to PSUs / Govt. Depts.

*Including NPA book and Unrated

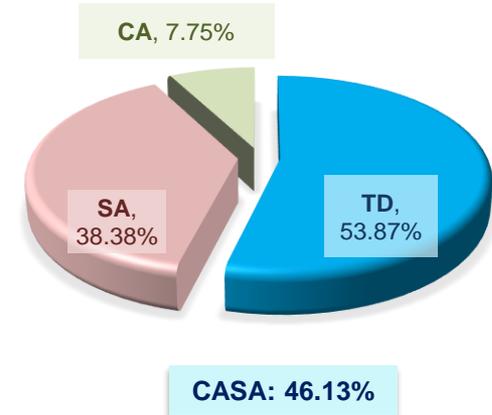
Industry mix

Sectors	Mar 21 Fund Based O/S		
	Amount	% Share	YOY Gr %
Outstanding as on 31 st Mar 21			
Infrastructure	3,28,579	15.06	-2.70
of which: Power	1,85,589	8.50	-8.82
Telecommunication	29,140	1.34	-22.92
Roads & Ports	82,764	3.79	47.63
Other Infrastructure	31,085	1.42	-22.85
Services	2,46,902	11.31	2.57
Iron & Steel	45,794	2.10	-16.87
Aviation & Airports	11,127	0.51	76.56
Tourism & Hotels	7,871	0.36	-15.08
Textiles	33,318	1.53	-1.44
Petroleum & Petrochemicals	48,208	2.21	2.44
Engineering	19,282	0.88	-17.32
Comm. Real Estate	46,228	2.12	12.07
Other Industries	3,10,345	14.22	-2.20
Home Loans	5,03,779	23.08	10.51
Auto Loans	76,322	3.50	5.04
Other Retail Loans	2,90,610	13.32	32.66
Agriculture	2,14,151	9.81	3.92
Total Domestic Advances	21,82,516	100.00	5.67

Mar 2020



Mar 2021

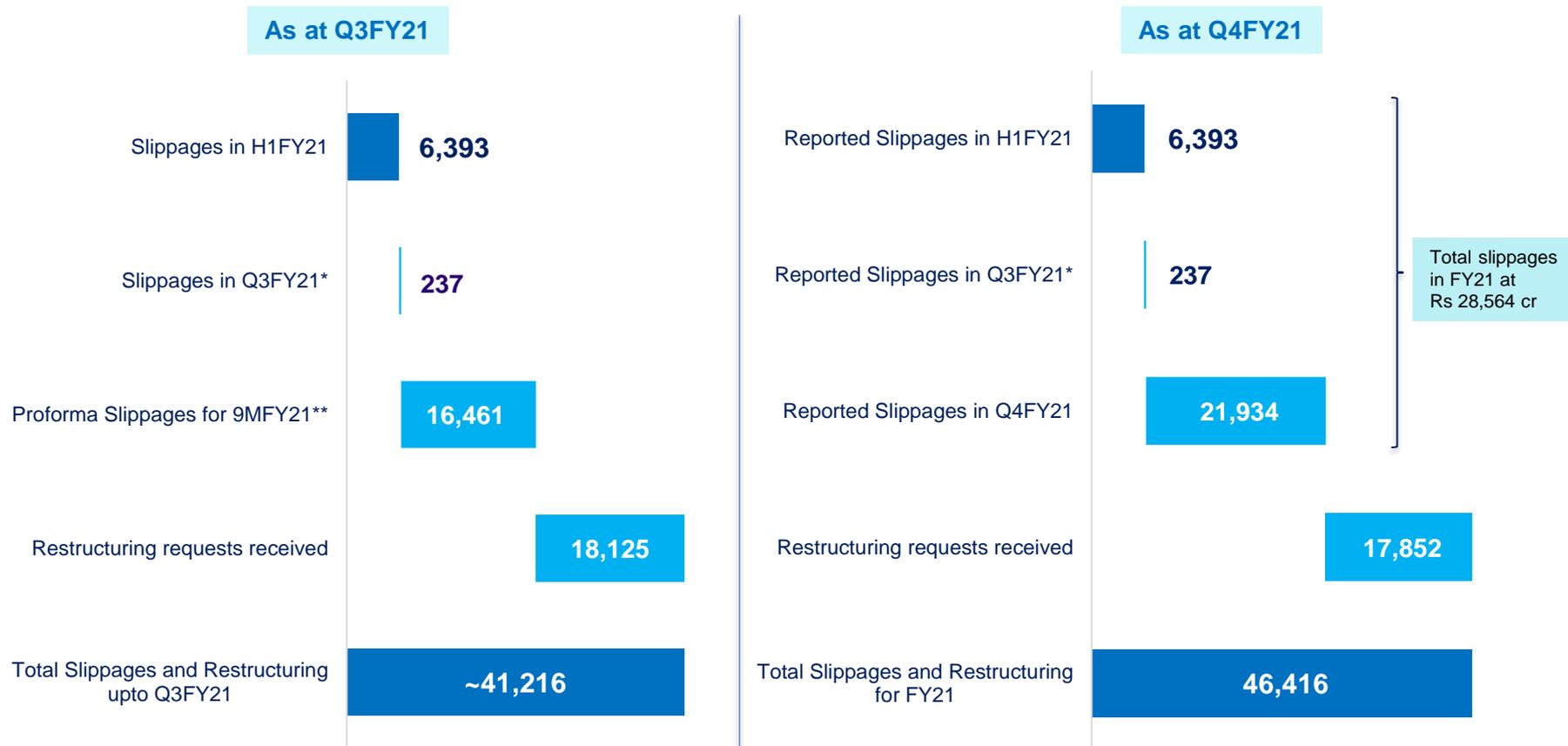


68% of new savings accounts
opened through YONO in Q4FY21

Particulars, In Rs cr	March 2020	March 2021	YoY Growth (%)
Current Account Deposits (CA)	2,17,415	2,76,892	27.36
Saving Bank Deposits (SA)	11,93,566	13,70,082	14.79
CASA Deposits	14,10,981	16,46,974	16.73
Term Deposits (TD)	17,13,635	19,23,191	12.23
Domestic Deposits	31,24,616	35,70,165	14.26
Foreign Offices Deposits	1,17,005	1,11,112	-5.04
Total Deposits	32,41,621	36,81,277	13.56

Slippages and Restructuring

Rs. in Crores

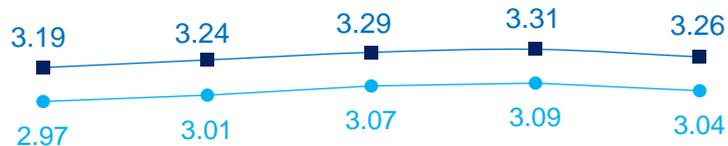


* Foreign office slippages in Q3FY21

** Slippages but for Hon'ble. SC interim order dated 3rd Sep 2020 since lifted on 23rd March 2021.

Restructuring Applications, FY21	Retail Personal	SME	Corporate	Total
	4,027	2,118	11,706	17,852

Net Interest Margins



Yield on Investments

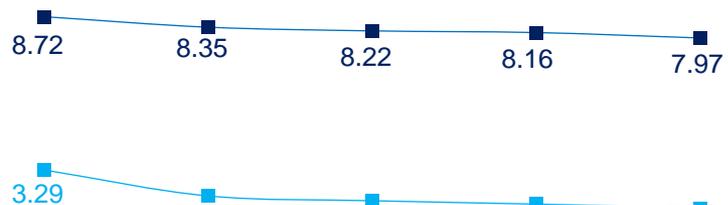


Mar-20 Jun-20 Sep-20 Dec-20 Mar-21

Liquidity

- Sufficient liquidity and headroom to fund likely credit growth
- LCR at 153.2% as on March 31st 2021

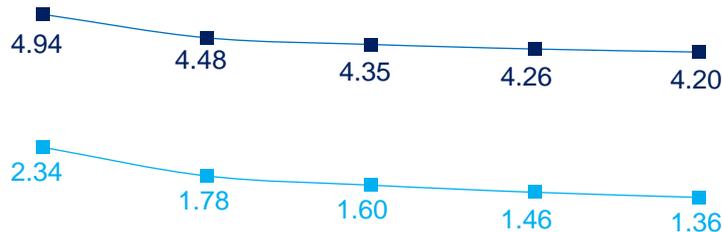
Yield on Advances



Mar-20 Jun-20 Sep-20 Dec-20 Mar-21

Domestic Foreign Offices

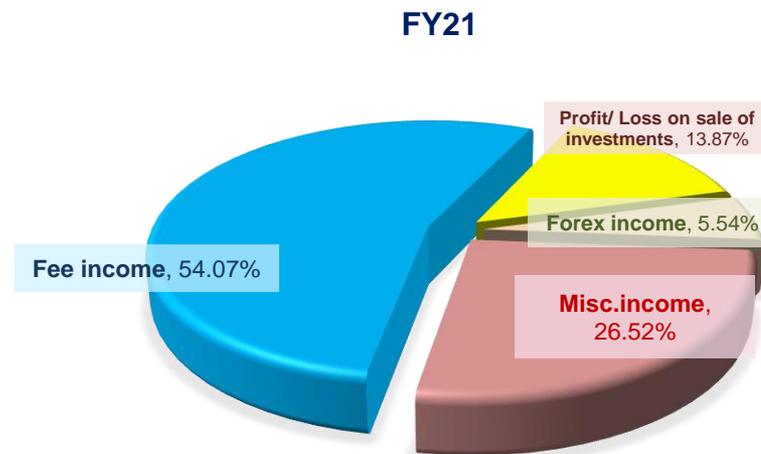
Cost of Deposits



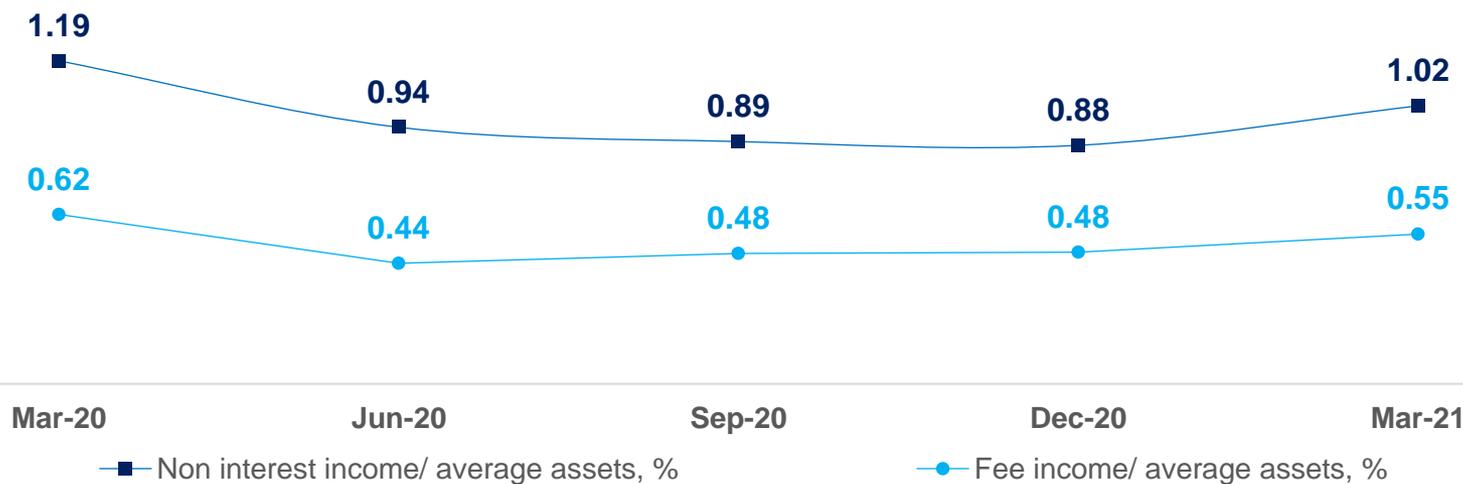
Mar-20 Jun-20 Sep-20 Dec-20 Mar-21

Domestic Foreign Offices

- Uptick in fee income, 7.4% YoY growth in Q4FY21, compared to 4.9% YoY decline in 9MFY21
- Commission on LC/BG, up by 36.8% YoY in Q4FY21

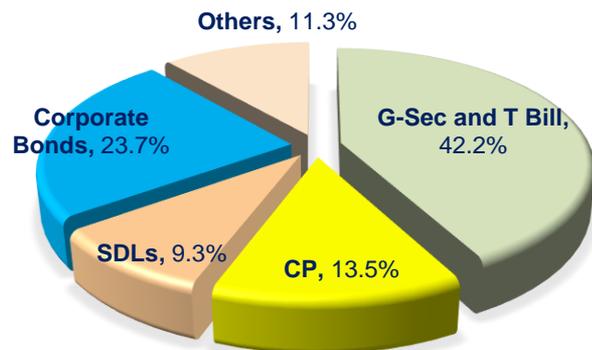


Non- interest income trends



Treasury Operations

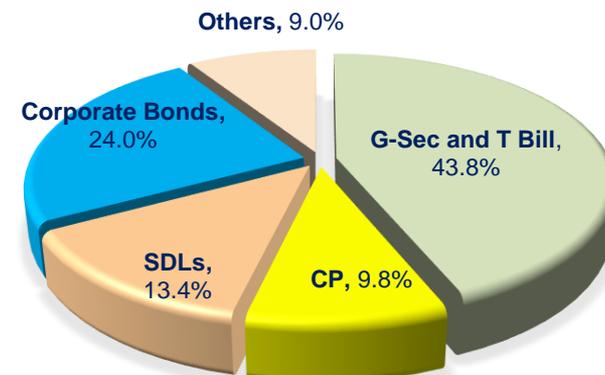
Mar 20



Modified Duration: 2.06

Yield on Investment: 7.19%

Mar 21

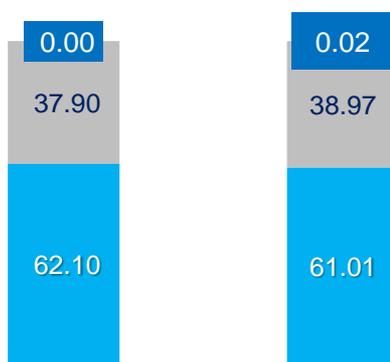


Modified Duration: 2.08

Yield on Investment: 6.32%

AFS Book

Break up of Domestic Investments (%)



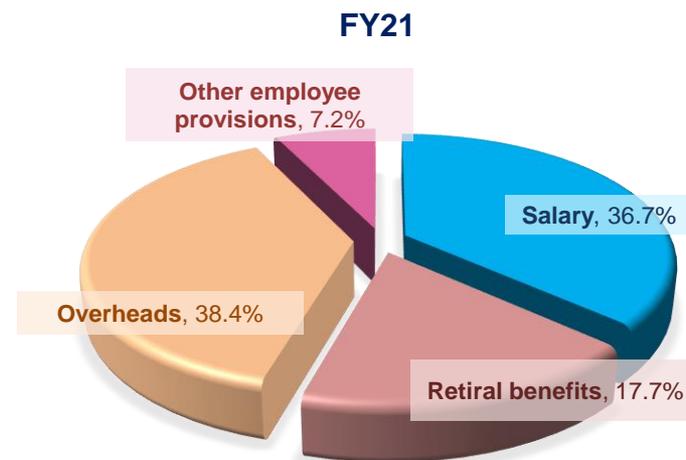
Mar 20

Mar 21

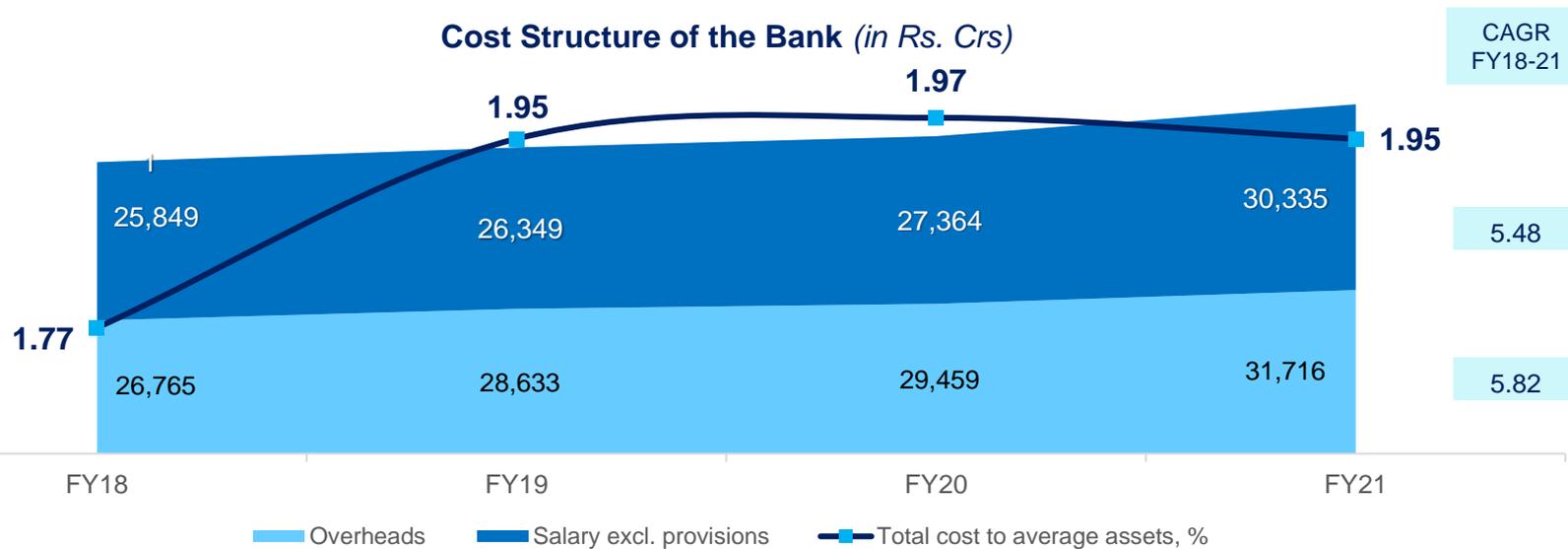
■ HTM ■ AFS ■ HFT

Total Investments Book (Rs. in Crores)	Mar 20	Mar 21
Domestic Investments	10,10,599	13,14,424
- of which- SLR	8,03,270	10,55,289
Foreign Offices Investments	47,449	47,461
Whole Bank Investments	10,58,048	13,61,885

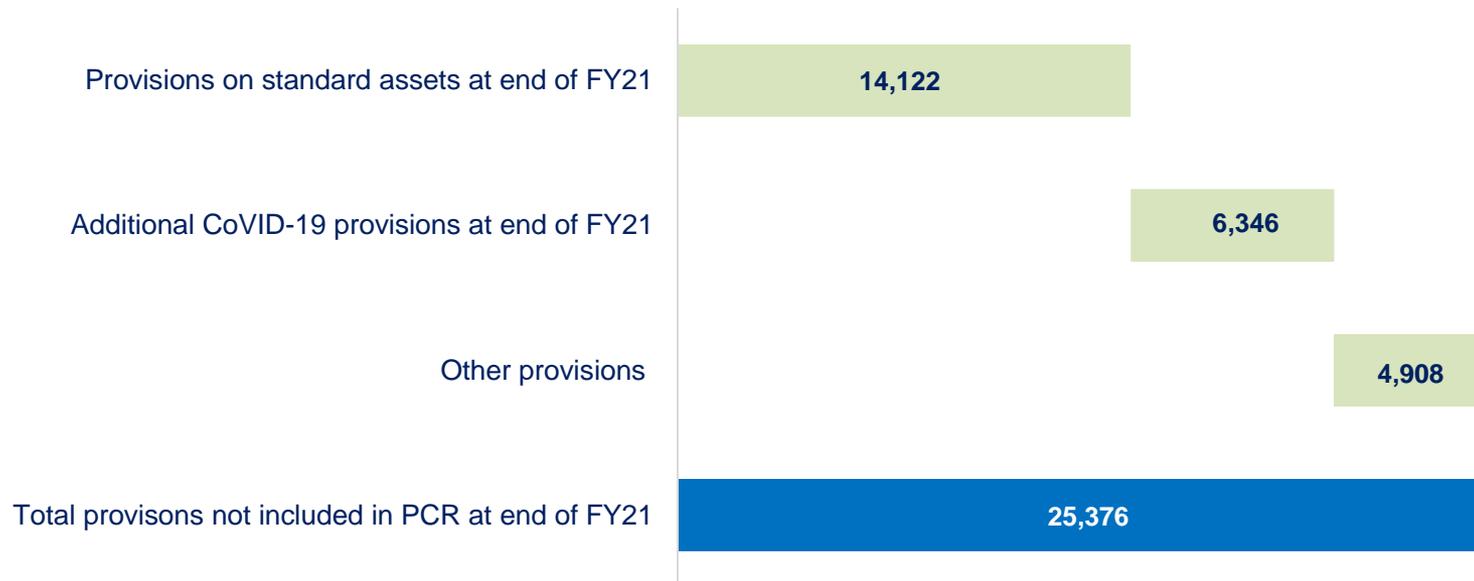
- Costs well controlled, continued focus on income drivers to lower cost to income ratio
- Effective cost control measures helped contain overheads at YoY growth of 7.66%



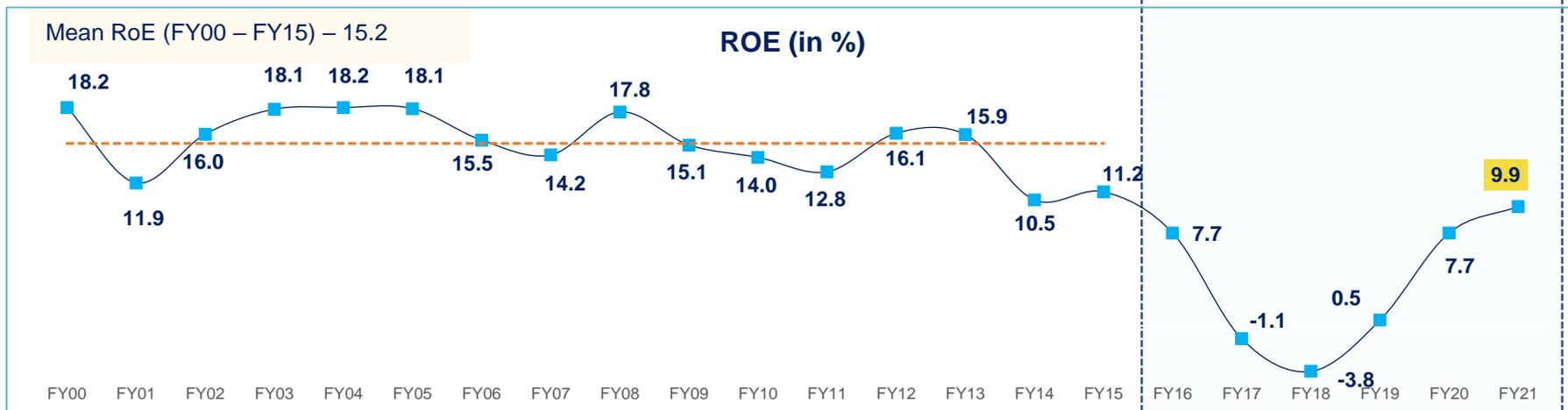
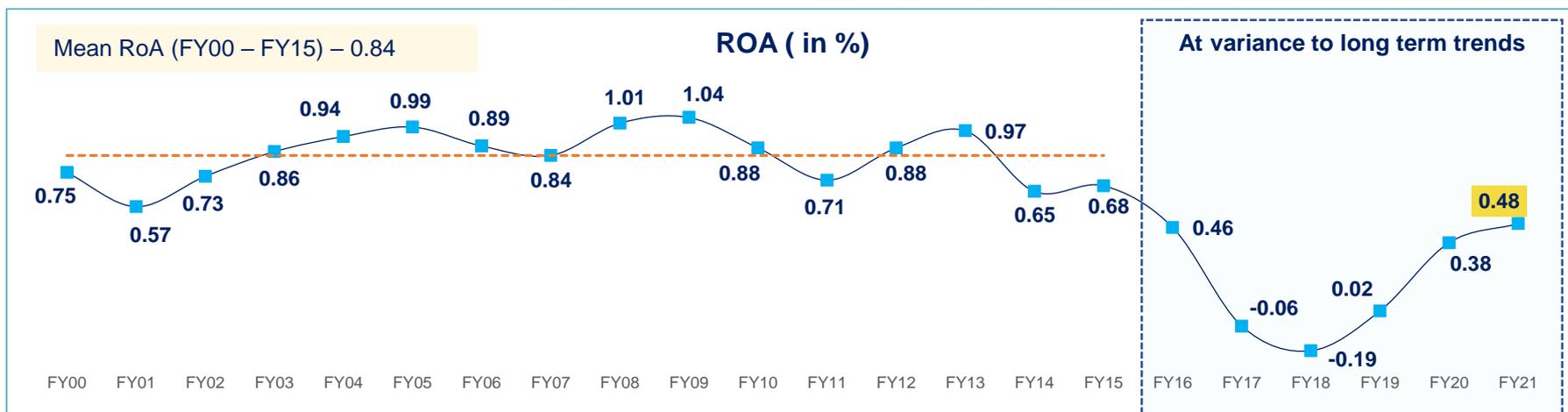
Cost Structure of the Bank (in Rs. Crs)



- Credit costs at 1.12% for FY21
- PCR (excl AUCA) at 70.88%, legacy book well provided
- Net NPA at Rs 36,810 cr, ~0.5 times of FY21 operating profit, Non NPA provisions at Rs 25,376 cr

Available Buffer, In Rs cr

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 - An uptick is clearly visible now

Financial Performance

Financials – At a Glance



Particulars, In Rs cr	Quarter ended			Year Ended		Growth (%)		
	Q4FY20	Q3FY21	Q4FY21	FY20	FY21	Q4FY21 over Q3FY21	Q4FY21 over Q4FY20	FY21 over FY20
Interest Income	62,681	66,734	65,102	2,57,324	2,65,151	-2.45	3.86	3.04
Interest Expenses	39,914	37,915	38,035	1,59,239	1,54,441	0.32	-4.71	-3.01
Net Interest Income	22,767	28,820	27,067	98,085	1,10,710	-6.08	18.89	12.87
Non Interest Income*	16,077	9,246	16,225	45,221	43,496	75.48	0.92	-3.81
Operating Income	38,844	38,066	43,292	1,43,306	1,54,206	13.73	11.45	7.61
Operating Expenses	20,379	20,733	23,592	75,174	82,652	13.79	15.77	9.95
Operating Profit	18,465	17,333	19,700	68,133	71,554	13.66	6.69	5.02
Total Provisions	14,884	12,137	13,249	53,645	51,144	9.17	-10.98	-4.66
Net Profit	3,581	5,196	6,451	14,488	20,410	24.14	80.15	40.88
NIM (Whole Bank) (%)	2.74	3.12	2.90	2.97	3.04	-22 bps	16 bps	7 bps
NIM (Domestic) (%)	2.94	3.34	3.11	3.19	3.26	-23 bps	17 bps	7 bps
Cost to Income Ratio (Cumulative) (%)	52.46	54.47	54.50	52.46	53.60	3 bps	204 bps	114 bps
Cost to Assets (%)	2.12	1.95	2.12	1.97	1.95	17 bps	0 bps	-2 bps

* Includes one-off item o/a of stake sale in SBI Life of Rs.3,484 Crs in Q2FY20 and Rs.1,540 Crs in Q1FY21 & SBI Card of Rs 2,731 Crs in Q4FY20

Total Income



Particulars, In Rs cr	Quarter ended			Year Ended		Growth (%)		
	Q4FY20	Q3FY21	Q4FY21	FY20	FY21	Q4FY21 over Q3FY21	Q4FY21 over Q4FY20	FY21 over FY20
Interest on Loans	42,580	43,737	40,214	1,79,749	1,71,429	-8.06	-5.56	-4.63
Interest on Resources	18,265	21,120	21,743	71,125	84,126	2.95	19.04	18.28
Other Interest income	1,836	1,877	3,145	6,450	9,596	67.52	71.26	48.78
Total Interest Income	62,681	66,734	65,102	2,57,324	2,65,151	-2.45	3.86	3.04
Fee Income	7,873	5,349	8,455	23,725	23,518	58.08	7.40	-0.87
Profit/Loss on Sale of Investments*	3,237	959	-37	8,576	6,031	-103.89	-101.15	-29.67
Forex Income	691	610	803	2,516	2,410	31.61	16.27	-4.24
Misc. Income	4,277	2,328	7,004	10,404	11,538	200.88	63.76	10.90
<i>of which: Recovery in AUCA accounts</i>	3,941	2,142	6,312	9,250	10,297	194.68	60.14	11.32
Total Non Interest Income	16,077	9,246	16,225	45,221	43,496	75.48	0.92	-3.81
Total Income	78,759	75,981	81,327	3,02,545	3,08,647	7.04	3.26	2.02

* Includes one-off item o/a of stake sale in SBI Life of Rs.3,484 Crs in Q2FY20 and Rs.1,540 Crs in Q1FY21 & SBI Card of Rs 2,731 Crs in Q4FY20

Fee Income Break Up



Particulars, In Rs cr	Quarter ended			Year Ended		Growth (%)		
	Q4FY20	Q3FY21	Q4FY21	FY20	FY21	Q4FY21 over Q3FY21	Q4FY21 over Q4FY20	FY21 over FY20
<i>Loan Processing Charges</i>	1,924	1,142	2,085	4,426	5,348	82.54	8.34	20.81
<i>Commission on Govt. Business</i>	914	843	972	3,742	3,618	15.31	6.33	-3.33
<i>Commission on LC/BG</i>	862	833	1,180	3,055	3,418	41.58	36.79	11.88
<i>Cross Selling</i>	615	613	725	2,030	2,175	18.33	17.95	7.13
<i>Account Maintenance Charges</i>	490	125	301	1,343	676	140.24	-38.56	-49.65
<i>Remittance, Collection, etc.</i>	2,210	1,399	2,198	6,986	5,823	57.04	-0.55	-16.64
<i>Misc. Fee Income</i>	858	393	995	2,142	2,460	153.15	16.03	14.83
Fee Income	7,873	5,349	8,455	23,725	23,518	58.08	7.40	-0.87

Total Expenses



Particulars, In Rs cr	Quarter ended			Year Ended		Growth (%)		
	Q4FY20	Q3FY21	Q4FY21	FY20	FY21	Q4FY21 over Q3FY21	Q4FY21 over Q4FY20	FY21 over FY20
Interest on Deposits	37,168	35,121	34,626	1,47,399	1,42,435	-1.41	-6.84	-3.37
Interest on Borrowings	1,424	1,119	1,860	6,891	6,130	66.17	30.57	-11.04
Other Interest paid	1,322	1,674	1,549	4,949	5,875	-7.48	17.17	18.72
Total Interest Expenses	39,914	37,915	38,035	1,59,239	1,54,441	0.32	-4.71	-3.01
Salary	6,984	6,940	9,430	27,364	30,335	35.88	35.03	10.86
Provisions for Employees	5,055	6,178	3,953	18,351	20,601	-36.02	-21.80	12.26
Staff Expenses	12,039	13,118	13,383	45,715	50,936	2.02	11.16	11.42
Overheads	8,341	7,615	10,209	29,459	31,716	34.07	22.41	7.66
<i>of which: Depreciation</i>	901	845	832	3,304	3,318	-1.59	-7.66	0.42
Operating Expenses	20,379	20,733	23,592	75,174	82,652	13.79	15.77	9.95
Total Expenses	60,294	58,647	61,627	2,34,412	2,37,093	5.08	2.21	1.14

Overheads



Particulars, In Rs cr	Quarter ended			Year Ended		Growth (%)		
	Q4FY20	Q3FY21	Q4FY21	FY20	FY21	Q4FY21 over Q3FY21	Q4FY21 over Q4FY20	FY21 over FY20
Rent, Taxes and Lighting	1,475	1,354	1,539	5,339	5,253	13.72	4.35	-1.61
Depreciation	901	845	832	3,304	3,318	-1.59	-7.66	0.42
Printing and Stationery	186	123	181	526	505	47.12	-2.50	-3.98
Postage & Telecommunications	101	84	96	349	302	14.61	-5.30	-13.54
Repairs and Maintenance to Bank's Property	272	221	326	924	916	47.74	20.09	-0.85
Travelling & Halting	291	220	297	1,087	882	34.81	1.92	-18.85
Deposit & General Insurance	846	1,060	1,246	3,213	4,348	17.54	47.23	35.34
Business Acquisitions & Development Expenses	708	732	1,726	2,548	4,107	135.93	143.92	61.18
ATM /CDM/Debit Card /Other Tech Expenses	1,995	1,849	2,056	7,228	6,916	11.16	3.02	-4.32
Misc. Expenses	1,565	1,127	1,910	4,941	5,170	69.47	22.06	4.64
Overheads	8,341	7,615	10,209	29,459	31,716	34.07	22.41	7.66

Provisions & Profit



Particulars, In Rs cr	Quarter ended			Year Ended		Growth (%)		
	Q4FY20	Q3FY21	Q4FY21	FY20	FY21	Q4FY21 over Q3FY21	Q4FY21 over Q4FY20	FY21 over FY20
Operating Profit	18,465	17,333	19,700	68,133	71,554	13.66	6.69	5.02
Loan Loss	11,894	2,290	9,914	42,776	27,244	332.86	-16.64	-36.31
Standard Assets	1,866	1,506	2,259	-877	3,790	50.02	21.04	531.93
Investment Depreciation	-604	518	613	539	3,014	18.36	201.53	459.74
Other Provisions	339	6,028	-1,735	633	9,964	-128.78	-611.98	1,474.81
Income Tax	1,389	1,795	2,198	10,575	7,131	22.50	58.24	-32.57
Total Provisions	14,884	12,137	13,249	53,645	51,144	9.17	-10.98	-4.66
Net Profit	3,581	5,196	6,451	14,488	20,410	24.14	80.15	40.88

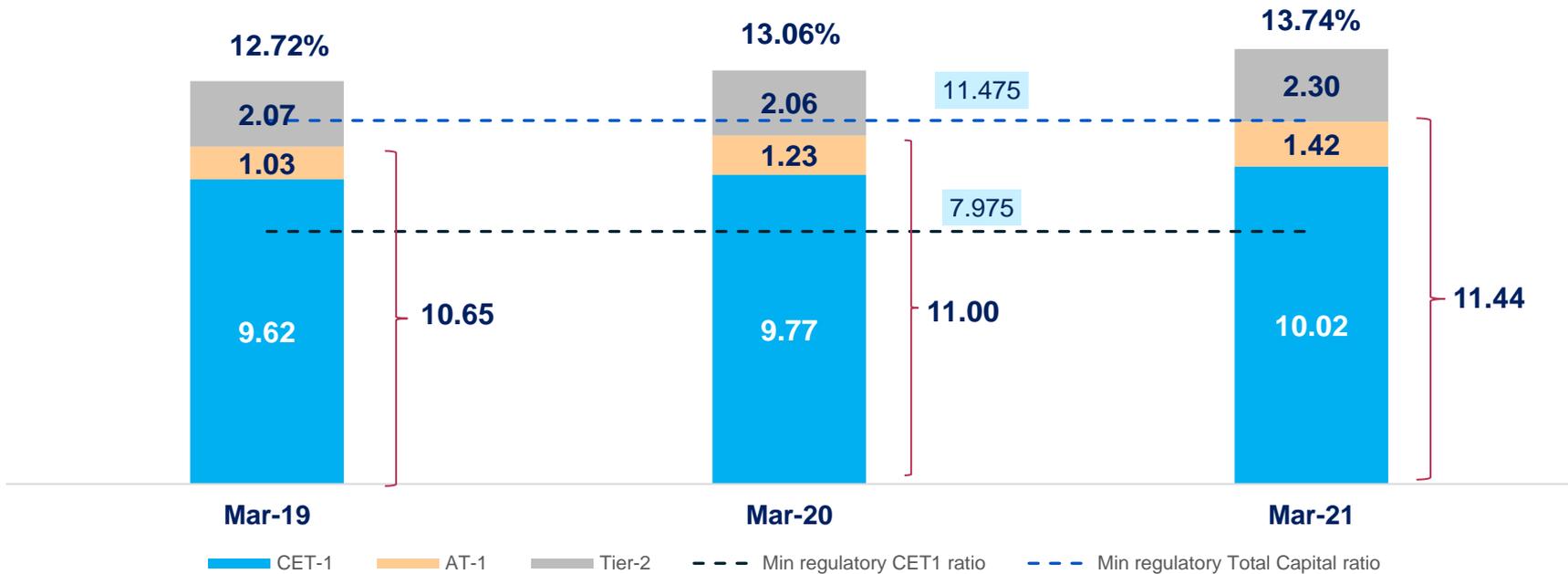
Ratios (Annualized)	Q4FY20	Q3FY21	Q4FY21	FY20	FY21
ROA (%)	0.37	0.49	0.58	0.38	0.48
ROE (%)				7.74	9.94
Earning Per Share (Rs.)	16.14	23.10	29.31	16.23	22.87

Capital Adequacy & Asset Quality

Well-capitalized bank with adequate liquidity



Capital ratios (%)



RWA to Total Assets (%)



	Mar 19	Mar 20	Mar 21
Credit Risk Weighted Assets on Advances to Gross Advances (%)	56.60	56.72%	54.70%

Adequate head room and risk appetite for credit growth

Asset Quality (1/4)

Gross NPA, in Rs cr



Net NPA, in Rs cr



Reported NPA



Proforma NPA

Cumulative for the Period (%)	Mar 20	June 20	Sep 20	Sep 20*	Dec 20	Dec 20*	Mar 21
Gross NPA Ratio	6.15	5.44	5.28	5.88	4.77	5.44	4.98
Net NPA Ratio	2.23	1.86	1.59	2.08	1.23	1.81	1.50
PCR	83.62	86.32	88.19	85.25	90.21	86.33	87.75
PCR (Excl. AUCA)	65.21	67.07	71.04	66.03	75.24	67.99	70.88
Corporate PCR (Excl. AUCA)	78.37	83.17	88.30	88.30	90.78	88.78	84.94
Slippage Ratio	2.16	0.60	0.53	1.72	0.36	1.27	1.18
Credit cost	1.87	1.56	1.24	1.51	0.95	1.10	1.12

* Includes Proforma Slippages

Asset Quality (2/4)



Rs. in Crores

Movement of NPAs:	Q4FY20	FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	FY21
Opening Level of Gross NPAs	1,59,661	1,72,750	1,49,092	1,29,661	1,25,863	1,17,244	1,49,092
Total Reductions	18,860	78,168	23,341	6,883	8,906	12,905	52,035
<i>of which : Recovery + Upgradation</i>	<i>2,528</i>	<i>25,781</i>	<i>3,608</i>	<i>4,038</i>	<i>5,657</i>	<i>4,329</i>	<i>17,632</i>
Gross Addition	8,291	54,510	3,910	3,085	287	22,050	29,332
<i>of which : Increase in O/s</i>	<i>186</i>	<i>4,863</i>	<i>273</i>	<i>329</i>	<i>50</i>	<i>116</i>	<i>768</i>
<i>: Fresh Slippages</i>	<i>8,105</i>	<i>49,647</i>	<i>3,637</i>	<i>2,756</i>	<i>237</i>	<i>21,934</i>	<i>28,564</i>
Net Increase	-10,569	-23,658	-19,431	-3,798	-8,619	9,145	-22,703
Closing Level of Gross NPAs	1,49,092	1,49,092	1,29,661	1,25,863	1,17,244	1,26,389	1,26,389

Segmental NPAs:	Mar 20		Dec 20		Mar 21	
	NPA	Ratio %	NPA	Ratio %	NPA	Ratio %
Retail:	65,814	5.39	55,290	4.13	60,865	4.46
<i>Agri.</i>	<i>32,670</i>	<i>15.85</i>	<i>29,296</i>	<i>13.71</i>	<i>32,480</i>	<i>15.17</i>
<i>Per Segment</i>	<i>7,914</i>	<i>1.06</i>	<i>5,876</i>	<i>0.71</i>	<i>6,984</i>	<i>0.80</i>
<i>SME</i>	<i>25,230</i>	<i>9.43</i>	<i>20,117</i>	<i>6.85</i>	<i>21,402</i>	<i>7.67</i>
Corporate	81,628	9.67	59,400	7.54	63,098	7.71
International	1,650	0.46	2,554	0.77	2,426	0.68
Total	1,49,092	6.15	1,17,244	4.77	1,26,389	4.98

Movement of NPAs and AUCA (3/4)

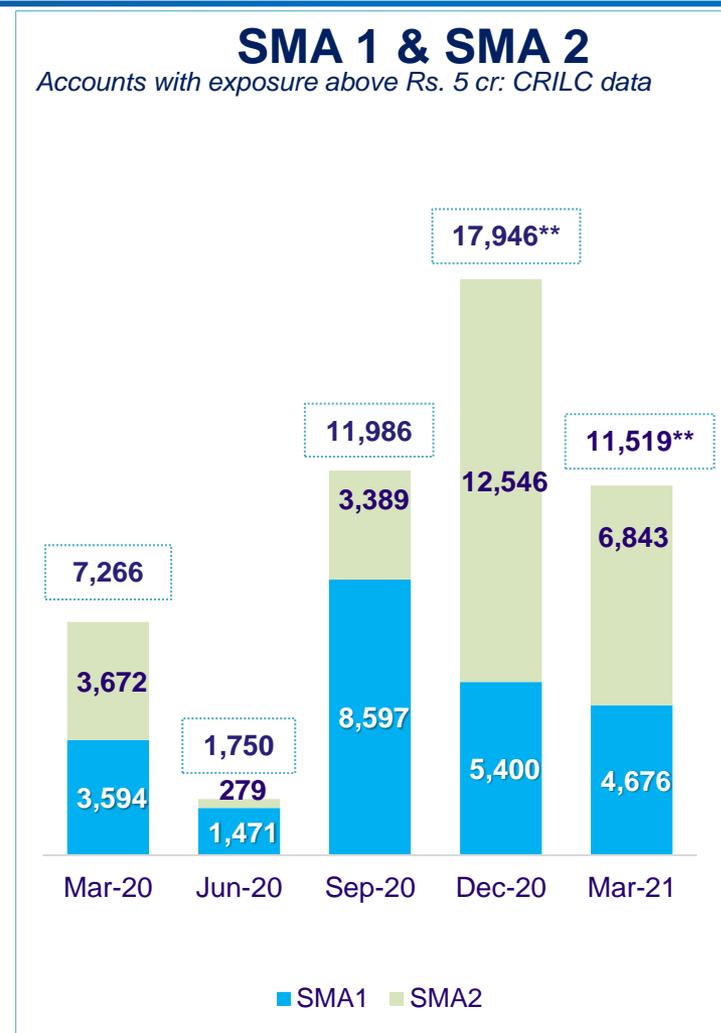
Rs. In Crores

Movement of NPAs (incl. Advances under Collection)				
	Mar 18	Mar 19	Mar 20	Mar 21
Opening Level of GNPA + AUCA	2,52,066	3,27,653	3,09,755	3,16,684
Gross Addition (Increase in O/s + Slippages)	1,00,287	39,740	54,510	29,332
Total GNPA + AUCA + Additions	3,52,353	3,67,393	3,64,265	3,46,016
Total Recovery / Upgradation	19,863	39,857	35,032	27,930
Less: Write-off (Removal from AUCA/Haircut)	4,837	17,782	12,549	17,590
Closing Level of Gross NPAs + AUCA	3,27,653	3,09,755	3,16,684	3,00,496

Asset Quality (4/4)

Fresh Slippages	Q4FY20	FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21*	FY 21
Corporate	1,561	19,621	213	981	0	6,558	7,752
SME	227	7,291	990	-251	0	4,897	5,636
AGRI	5,238	15,520	468	1,833	0	7,246	9,547
PER	600	4,507	1,331	-982	0	2,938	3,287
IBG	479	2,708	636	1,174	237	295	2,342
Total	8,105	49,647	3,637	2,756	237	21,934	28,564

* Pursuant to Hon'ble SC court order dated March 23, 2021 for Writ Petition (C) No. 476 of 2020, proforma slippages reckoned as std till Dec 2020, have been stamped as NPAs in Q4FY21, wherever applicable.



** Of which corporate accounts with O/S of Rs 2,861 crs are included under COVID -19 restructuring

Digital Journey

Accelerating digital agenda (1/2)

YONO – Our flagship digital offering

Digital Channel – Achieving disproportionate growth in share of business (Performance in Q4FY21)

 **YONO Adoption**

~37.09 Mn cumulative registrations
(~4.1 Mn during Q4FY21)
~45,746 avg. daily registrations

 **YONO Cash**

~8.5 Mn YONO Cash transactions in Q4FY21
~94,855 avg. daily YONO Cash transactions

 **PAPL**

INR 5,272 Cr disbursements during Q4FY21
~4,309 avg. daily no of PAPL disbursements

 **Online Marketplace**

INR 219 Cr + GMV in Q4FY21
~2.66 lac Transactions on OMP in Q4FY21

 **FSS – Credit cards**

~1.06 lac cards sourced in Q4FY21
~1618 avg. cards sourced daily

 **Krishi**

6,77,084 AGL sanctions in Q4FY21
INR ~10,044 Cr sanction amount
~10,259+ avg. daily no of AGL sanction

New Initiatives Gone live: Q4

YONO Quick Pay -
Receive Money



YONO Global-
new launch in 3,
now presence in 7
geographies



Auto Read OTP
(for Funds Transfer)

FASTag Recharge



Account/CIF home branch
change through
YONO Branch Portal

Accelerating digital agenda (2/2) : Q4FY21 Highlights

YONO – Our flagship digital offering



Key Performance Highlights (Q4FY21)



Account opening

1.89 Mn +

SB accounts opened through YONO

~28,288 avg. daily accounts opened

93.10 % Migration*



Cross Sell

~INR 851 Cr

MF Gross Sales

~12.89 Cr avg. daily MF Gross Sales

~ 12.45 lac+

No of Personal Accident Insurance (PAI) policies

~18,867+ avg. PAI policies issued daily



Digital Lending (PAPL)

~2.84 lac

No of New PAPL A/c opened

INR 5,271.57 Cr

PAPL disbursement



YONO Krishi

~46.7 K

No of KCC Reviewed through YONO

INR 743 Cr

Amount of KCC Reviewed

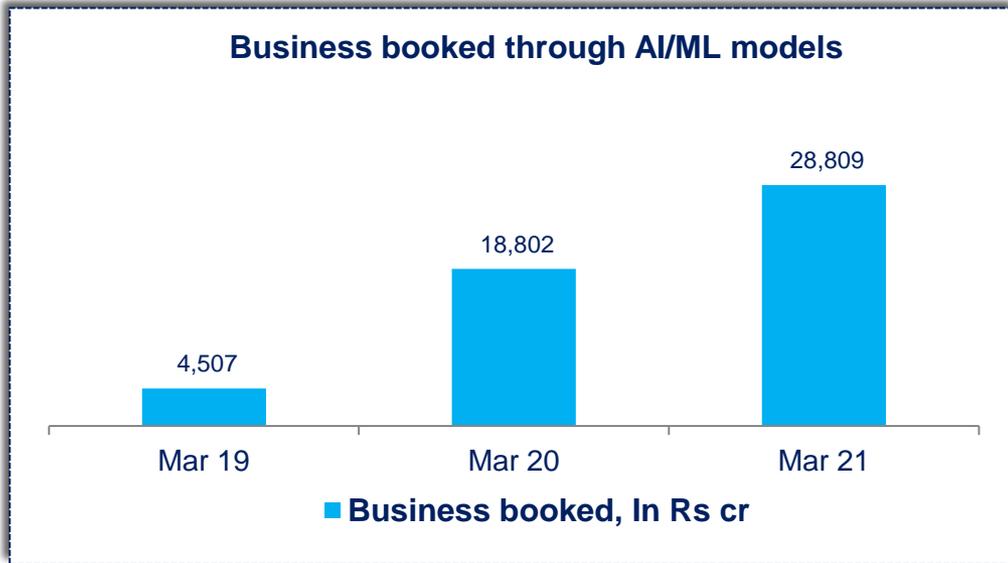
2.89 lac+

KCC Reviewed on YONO since launch (Aug'20)

13.57 lakh PAPLs, amounting to Rs 21,268 Crores, disbursed during FY 2020-21

Analytics – Intelligence across every function

Aspiration to use analytics across every function to improve outcomes



Leverage advanced analytics for deeper & better insights on data



Explore data potential for business development

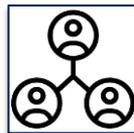


Equip operating units with quality data to support decisions



Business Generation

- ~40,000 leads generated for home loans per months; lead shared with YONO
- > 1mn customers identified for asset and liability products, including JV products



Operational Efficiency

- Suggested tool to improve cost to income ratio at branch level
- Reducing income leakage in fee income



Risk and Compliance

- Identify money laundering, suspicious transactions
- Reduce transactional frauds, identify new fraud patterns
- Curbing fund diversion

Accelerating digital agenda

Digital Leadership across channels



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

Debit card spends

29.23%

POS terminals

13.19%

ATMs

28.53%

Mobile Banking
No. of Transactions

25.83%

Mobile Banking
Transaction value

19.90%

Presence across multiple channels and payment acceptance touch points

Customer touch points

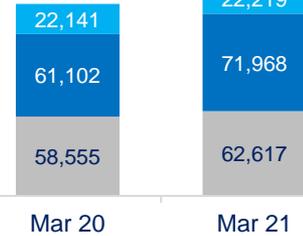
No. of Internet Banking users (in Mn)



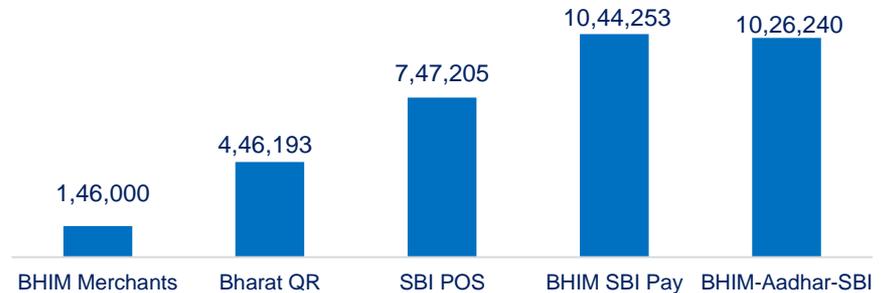
No. of Mobile Banking users (in Mn)



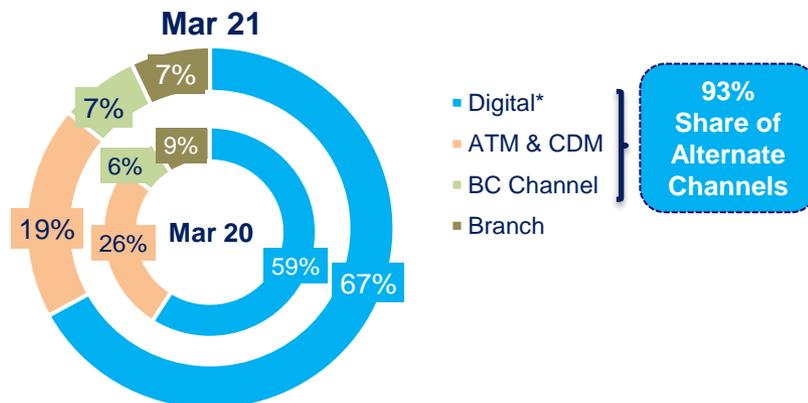
No. of Branches
No. of BC outlets
No. of ATMs/ ADWMs



Payment acceptance touch points



Increasing digital adoption



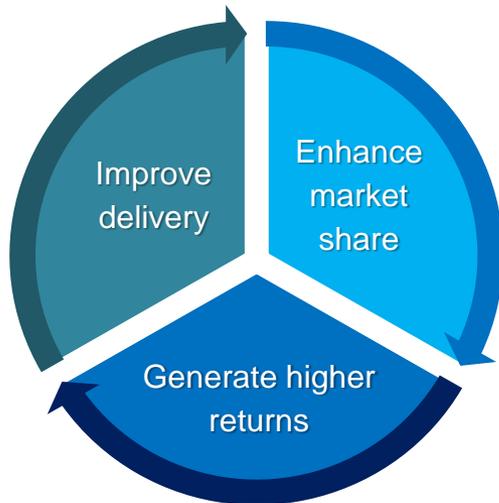
* Digital comprises of Internet, Mobile, UPI & YONO and Green Channel

Key highlights

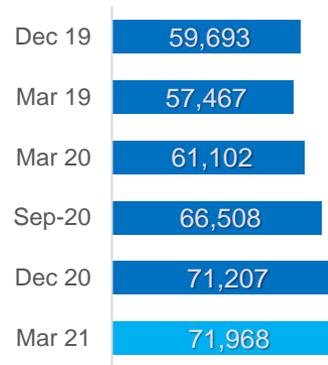
- UPI Remit transactions handled (in FY21): **6149 Mn**
- Number of UPI users: **148 Mn**
- Market share in remittances: **26.20% (Mar 2021)** (#1 Remittance bank)
- Debit cards No. of cards: **293.30 Mn**
- Debit Card spends: **> 1188.50 Mn transactions and Rs. 1895.03 bn spend during FY21.**
- ATM Average no. of ATM transactions: **~13.5 Mn per day**

Financial Inclusion & Sustainability

Financial Inclusion

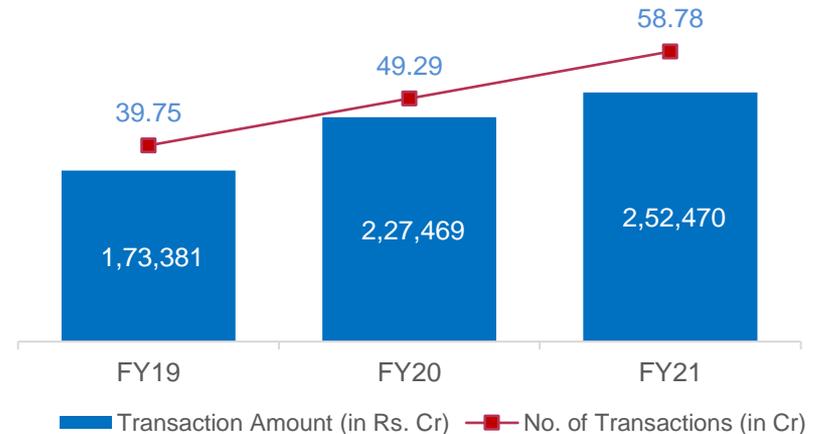


No. of BC outlets



As on March 2021

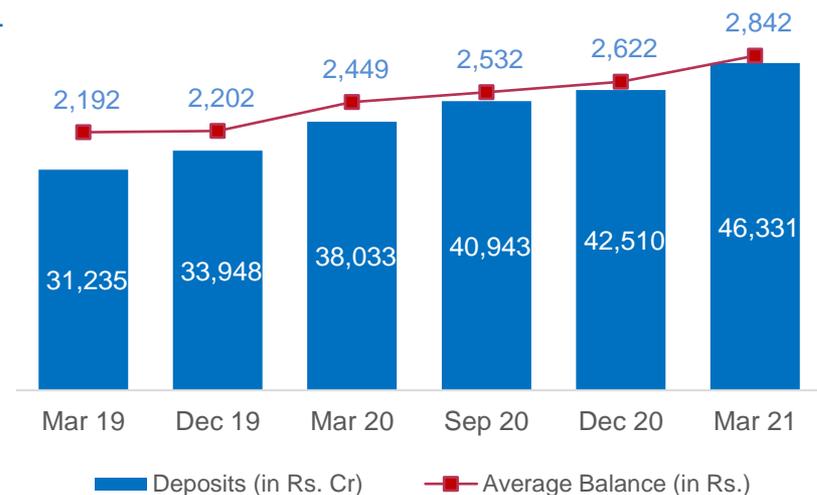
Rising transactions in BC Channel



Way forward

- Empower BC Channel for **collection activities**
- Prioritize **fintech engagements**, with focus on fintechs **across agriculture value chain**
- Focus on alliances, co-lending and co-origination

Rising Deposits in FI Channel



ESG – an integral part of our lending

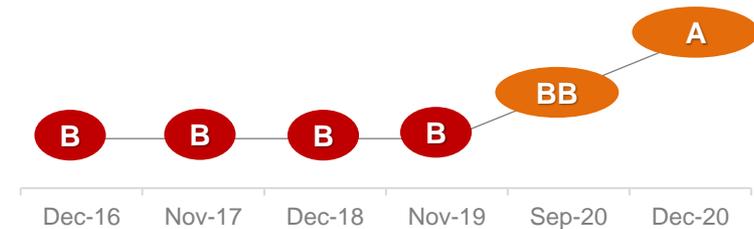
- ✓ Responsible finance integral aspect of Bank's strategy
- ✓ ESG is integrated in our **lending decisions**; key criteria for go / no-go decisions
- ✓ Climate risk included as a risk factor in **key risk assessments** within the Bank
- ✓ Engaging with **external stakeholders** – signed a MoU with Luxembourg Stock Exchange, to add impetus to ESG focused funds and bonds market

SBI MSCI ESG RATINGS

MSCI
ESG RATINGS



SBI ESG Rating History



RENEWABLE ENERGY PORTFOLIO

No. of RE Projects financed	752
Capacity installed	13,801.7 MW
Deployed Amount	INR 31,918 cr
Reference Date	31 st March 2021

SBI GREEN BOND FRAMEWORK

- Adopted with the objective of creating a **positive impact on environment**
- The framework provides roadmap regarding:
 - Green Bond issuance and
 - Use of proceeds for projects falling under the ambit of the Bank's Green Bond portfolio
- Raised Green Bonds worth **USD 800 million** upto FY20 to finance green projects

Relief Measures

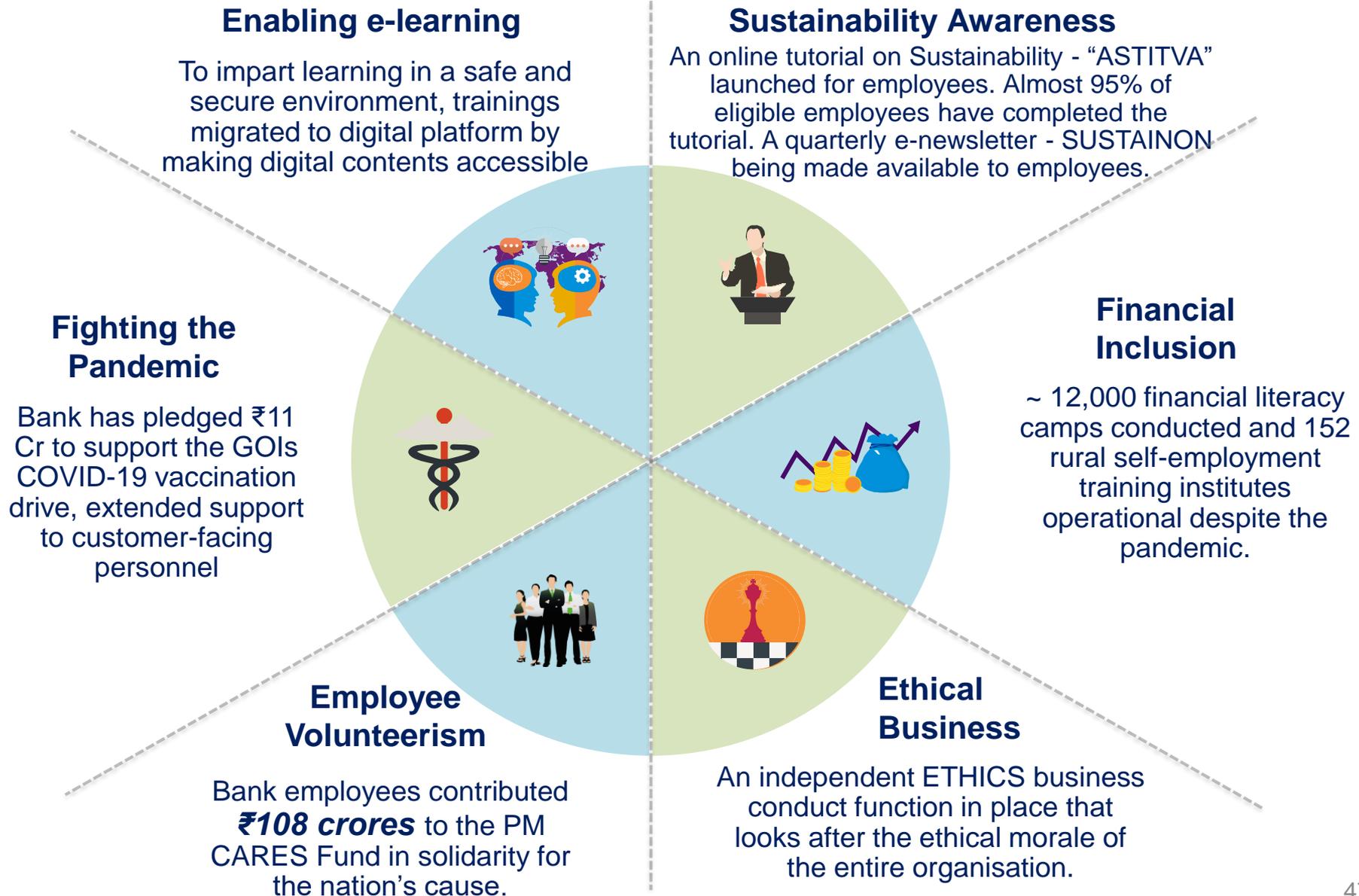
- 1 335 ventilators distributed to government hospitals, various Bank premises converted to quarantine centres across the country
- 2 Supported distribution of 6,85,665 food packets and cooked meals to vulnerable women, migrant workers, daily wage earners, individuals and families across the country
- 3 Donation of ventilators, health equipment, PPE kits - 10 hubs established across 10 states, to train 3,30,954+ healthcare professionals on various COVID-19 related areas
- 4 Community based testing initiated to reach out to 1 lakh vulnerable populations in slums of Mumbai, early identification through intensive community surveillance

Capacity Building

- 1 Supporting ramping up medical infrastructure of the country; committed Rs. 30 cr funds for setting up of makeshift hospitals/COVID-19 Care Centres, isolation wards & ICU facilities
- 2 Partnered with Billion Hearts Beating Foundation (BHBF) to upgrade 150 general beds into ICU beds at Kolkata, Bengaluru and Lucknow
- 3 Committed Rs. 10 cr for genome-sequencing equipment/ lab and vaccine research equipment/ lab to Govt. of India

India Health Alliance

- 1 SBI Foundation funded R&D projects through Indian Institute of Science on mobile molecular diagnostic and testing; handed over to Govt. of Karnataka to shorten TAT for COVID 19 testing
- 2 Launched India Health Alliance (IHA), a collaborative healthcare programme to support the Government of India in its efforts to combat current and future healthcare challenges in the country
- 3 Focus on combating the COVID-19 healthcare pandemic in India, providing comprehensive primary healthcare and optimum nutrition to the vulnerable population



Subsidiaries,
Group Financials &
Balance Sheet

SBI Subsidiaries – Significant value created across financial services



Listed Subsidiaries and Investments

Subsidiaries - listed	FY21 - PAT (in Rs. Crore)	FY21 - RoE (in %)	SBI Stake (in %)	Value per share of SBI (Rs) #
SBI Card	985	16.6	69.4	75.7
SBI Life	1,456	15.21	55.5	60.3
Other select listed investments	NA	NA	NA	11.2
Total				Rs. 147 / share of SBI

Key Unlisted Subsidiaries

Subsidiaries - unlisted	FY21-PAT (in Rs. Crore)	FY21-RoE (in %)	JV Partners	Key highlights	SBI Stake (in %)
SBI Funds Management	860	33.4	Amundi- 36.93%	AUM of Rs 5 lakh cr- market share 15.7% - leader in Asset Management business	62.88
SBI General Insurance	544	22.0	Multiple Financial Investors	7.27% market share amongst Pvt. sector	70.0
SBI Capital Markets Group	527	18.7*	NA	Fee Income Rs. 1,229 crs in FY 21, up 44% Y-o-Y	100.0
SBI Payments Services	139.95	26.48	Hitachi- 26%	In 2019, Hitachi invested Rs 1,552 crores in the Company to acquire 26% stake	74.0
SBI SG Global Securities	87.02	108.8	Soc Gen – 35%	Market share – 29.07%, Assets under Administration	65.0

Closing price as on 20 May 2021

*Net-worth less OCI adjusted for FV of investment in NSE

Subsidiary numbers are as published by respective subsidiaries

SBI Group Financials – FY21



Rs. In crores

	Year Ended		Growth (%)
	FY20	FY21	YoY
Interest Earned	2,69,852	2,78,115	3.06
Non-Interest Income*	98,159	1,07,222	9.23
Total Income	3,68,011	3,85,338	4.71
Interest Expended	1,61,124	1,56,010	-3.17
Operating Expenses (i+ii)	1,31,782	1,50,430	14.15
<i>(i) Employee Cost</i>	<i>48,851</i>	<i>54,331</i>	<i>11.22</i>
<i>(ii) Other Operating Expenses</i>	<i>82,931</i>	<i>96,099</i>	<i>15.88</i>
Total Expenditure	2,92,905	3,06,440	4.62
Operating Profit	75,105	78,898	5.05
Provisions (other than Tax)	44,789	46,102	2.93
<i>Add: Share in profit of associates</i>	<i>2,963</i>	<i>-392</i>	
<i>Less: Minority Interest</i>	<i>1,372</i>	<i>1,482</i>	<i>8.03</i>
Tax Expenses	12,140	8,516	-29.85
Net Profit	19,768	22,405	13.34

	Year Ended	
	FY20	FY21
ROA (%)	0.49	0.50
ROE (%)	9.86	10.07
Earning Per Share (Rs.)	22.15	25.11
Expenses Ratio (%)	52.46	53.65
NIM (%)	3.03	3.06
Gross NPA Ratio (%)	6.07	4.94
Net NPA Ratio (%)	2.20	1.48

*Includes one-off Items

Balance Sheet



Liabilities							<i>Rs. in Crores</i>
	SBI SOLO			SBI GROUP			
	Mar 20	Mar 21	YOY Growth (%)	Mar 20	Mar 21	YOY Growth (%)	
Capital	892	892	0.00	892	892	0.00	
Reserves and Surplus	2,31,115	2,52,983	9.46	2,50,168	2,74,669	9.79	
Minority Interest				7,944	9,626	21.17	
Deposits	32,41,621	36,81,277	13.56	32,74,161	37,15,331	13.47	
Borrowings	3,14,656	4,17,298	32.62	3,32,901	4,33,796	30.31	
Other Liabilities & Provisions	1,63,110	1,81,980	11.57	3,31,427	4,11,304	24.10	
Total Liabilities	39,51,394	45,34,430	14.76	41,97,492	48,45,619	15.44	
Assets							
	SBI SOLO			SBI GROUP			
	Mar 20	Mar 21	YOY Growth (%)	Mar 20	Mar 21	YOY Growth (%)	
Cash & balances with RBI	1,66,736	2,13,202	27.87	1,66,968	2,13,499	27.87	
Bal with Banks & Money at Call and Short Notice	84,361	1,29,837	53.91	87,347	1,34,208	53.65	
Investments	10,46,955	13,51,705	29.11	12,28,284	15,95,100	29.86	
Net Advances	23,25,290	24,49,498	5.34	23,74,311	25,00,599	5.32	
Fixed Assets	38,439	38,419	-0.05	40,078	40,167	0.22	
Other Assets	2,89,614	3,51,769	21.46	3,00,503	3,62,045	20.48	
Total Assets	39,51,394	45,34,430	14.76	41,97,492	48,45,619	15.44	

Thank You