



QUARTERLY RESULTS

Q3FY23

Analyst Presentation

03.02.2023



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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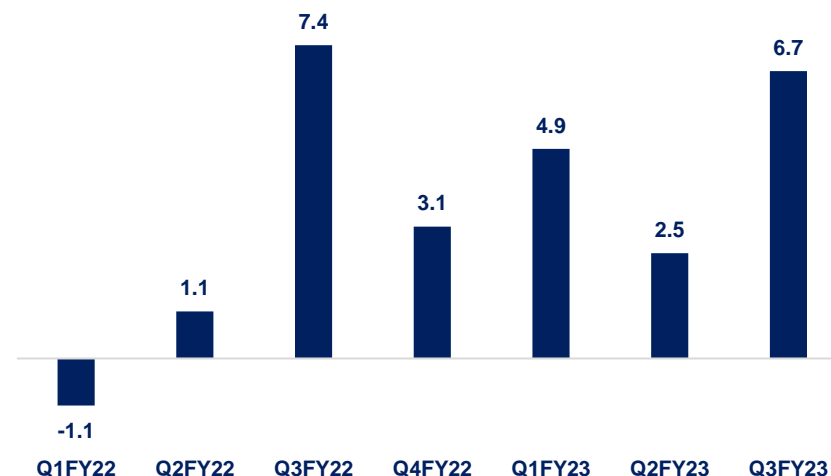
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Subsidiaries, Group Financials & Balance Sheet

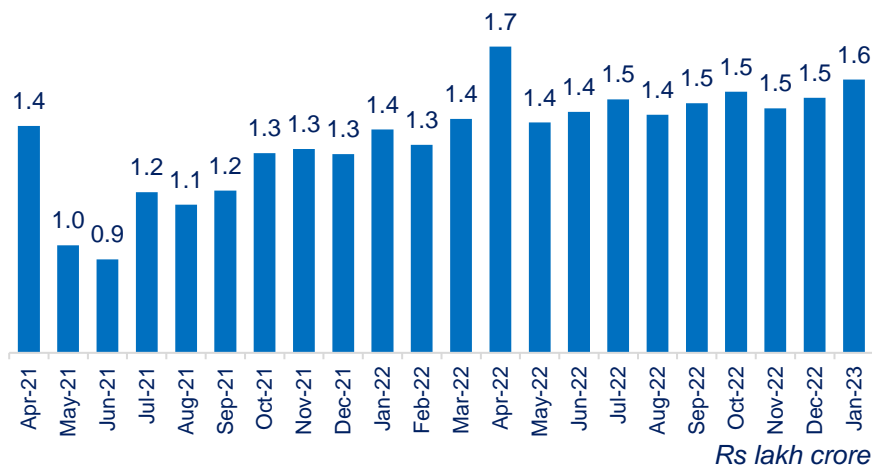
Mega Budget Push for Bank Credit

- GST revenue continues to remain robust, with 15% higher revenues in Q3FY23 compared to the same period last year.
- Exports of goods and services continue to remain strong even as global economy is slowing down.
- Mega infrastructure push through identification of 100 critical transport infrastructure projects in the Budget, a digital public infrastructure for agriculture, a revamped credit guarantee scheme among others for the MSME sector, a simplified, digitised & centralised KYC process and the setting up of a National Financial Information Registry could all act as facilitating efficient flow of credit, flow of deposit and promoting financial stability within the banking system.

ASCBs 9M Incremental Credit Growth Doubles in FY23 compared to FY22 (Rs Lakh crore)



GST revenue remains buoyant



Pandemic & Post Pandemic: Structural shifts in Government Finance

Items	Pandemic	Post Pandemic	Change
As % of GDP			
Capital Expenditure of Centre	2.2	3.3	↑
Gross Tax Revenue	10.2	11.1	↑
Total Subsidies	3.8	1.3	↓
Central Gross Borrowing	7.7	5.4	↓
States Gross Borrowing	3.2	2.7	↓

Performance Highlights

Key trends in Q3FY23



Credit growth continues – ~18% YoY

Robust growth across all segments

Retail Personal Advances (excl. REH) crosses Rs. 5 lakh crores

Improving profit metrics – **Highest ever** quarterly profit at Rs. 14,205 crores

ROA at 1.08% for the quarter improved by 37 bps YoY

Domestic NIM at 3.69% for the quarter improved by 29 bps YoY

Asset quality – improving outcomes

Net NPA at 0.77% improved by 57 bps YoY

Credit Cost for the quarter at 0.21% improved by 28 bps YoY

Well provided Stressed Book

PCR at 76.12%; PCR (incl. AUCA) at 91.52%

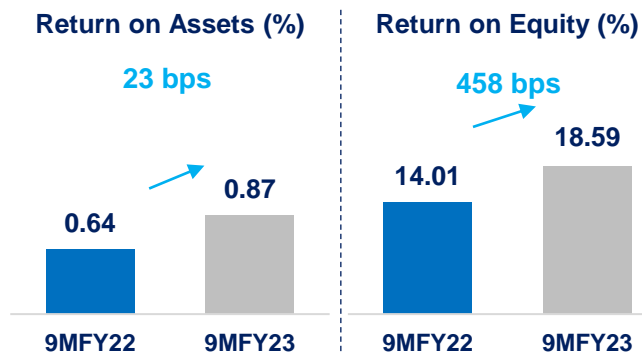
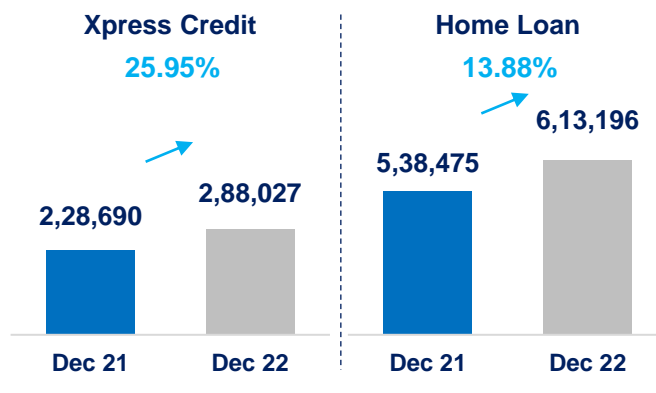
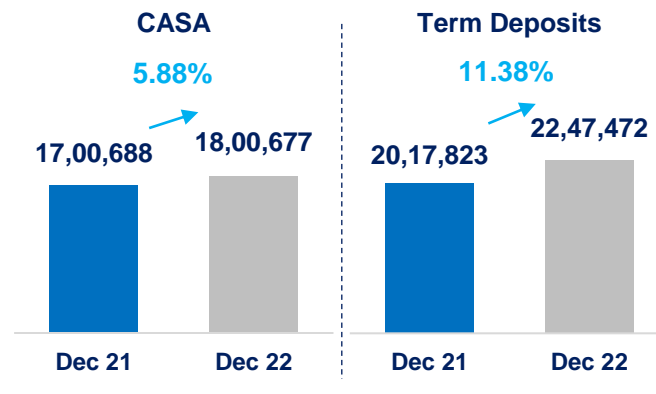
Total non-NPA provisions (not included in PCR) at Rs 33,809 crores

Digital Strategy on track

41% of retail asset accounts and **64%** of savings accounts acquired through YONO in Q3FY23

Key Indicators

	Rs. in Crores	Quarter Ended			YoY Growth
		Q3FY22	Q2FY23	Q3FY23	
Profit & Loss (Rs. in Crores)	Net Interest Income	30,687	35,183	38,069	↑ 24.05%
	Net Interest Margin – Domestic (%)	3.40	3.55	3.69	↑ 29 bps
	Operating Profit	18,522	21,120	25,219	↑ 36.16%
	Net Profit	8,432	13,265	14,205	↑ 68.47%
Key Ratios (in %)	Credit Cost	0.49	0.28	0.21	↓ -28 bps
	Net NPA	1.34	0.80	0.77	↓ -57 bps
	PCR (Incl. AUCA)	88.32	91.54	91.52	↑ 320 bps
	PCR	71.22	77.93	76.12	↑ 490 bps
	Capital Adequacy	13.23	13.51	13.27	↑ 4 bps
Balance Sheet (Rs. in Crores)	Gross Advances	26,64,602	30,35,071	31,33,565	↑ 17.60%
	Total Deposits	38,47,794	41,90,255	42,13,557	↑ 9.51%
	Retail Personal Advances	9,52,189	10,74,853	11,24,519	↑ 18.10%



Credit Growth

Deposit
Growth

Asset
Quality

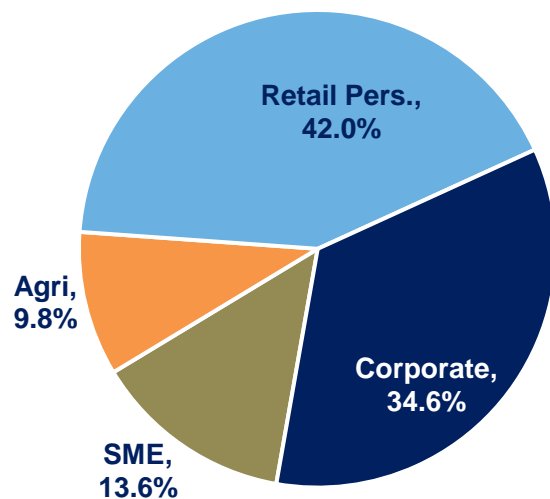
Net Interest
Income

Non-Interest
Income

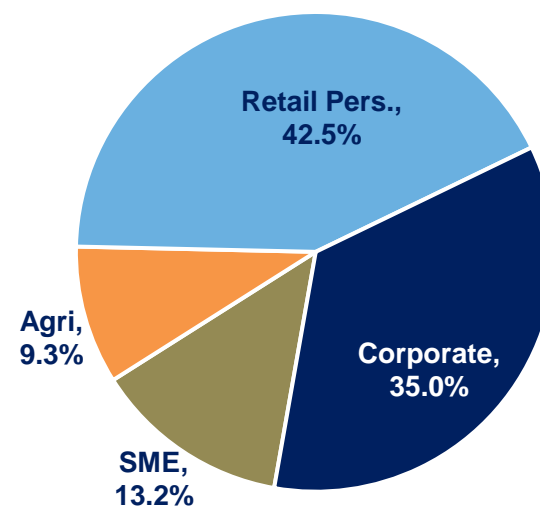
Operating
Expenses

Provisions

Dec 2021



Dec 2022



Rs. in Crores

Segment	Dec 2021	Dec 2022	YoY Growth (%)
Retail Personal	9,52,189	11,24,519	18.10
Agri	2,21,481	2,46,999	11.52
SME	3,07,168	3,50,649	14.16
Corporate	7,83,379	9,25,038	18.08
Domestic Advances	22,64,217	26,47,205	16.91
Foreign Offices Advances	4,00,385	4,86,360	21.47
Total Whole Bank Advances	26,64,602	31,33,565	17.60

Retail Personal Banking

Leadership across all segments

As on Dec 2022

Retail Personal Portfolio of Rs 11.2 lakh crore

3 - year CAGR at ~16%

As a % of Dom. Adv.

Dec 21: 42.0

Dec 22: 42.5

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

6,13,196

93,319

2,88,027

27,188

1,02,789

YoY
Growth, %

13.88

20.51

25.95

23.23

20.19

GNPA, %

0.74

0.52

0.63

0.14

1.01

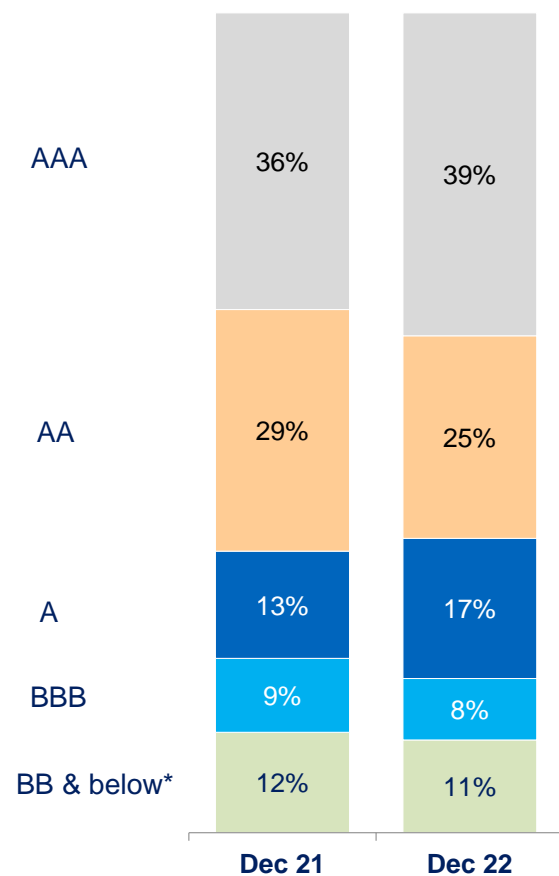
As per latest available data Bank's market share in Home loans is 33.3% & in Auto loans is 19.4%

Diversified Loan Portfolio

High quality asset book

Rs. in Crores

Corporate Rating mix



46% share to PSUs / Govt. Depts.

*Including NPA book and Unrated

Industry mix

Sectors	Fund Based O/S		
	Amount	% Share	YOY Gr %
Outstanding as on 31 st Dec 22			
Infrastructure	3,51,926	13.29	5.62
<i>of which: Power</i>	1,86,448	7.04	1.66
<i>Telecommunication</i>	28,899	1.09	-16.61
<i>Roads & Ports</i>	1,02,271	3.86	57.48
<i>Other Infrastructure</i>	34,307	1.30	-31.65
Services	3,26,352	12.33	37.40
Iron & Steel	46,483	1.76	37.32
Aviation & Airports	14,287	0.54	225.72
Tourism & Hotels	11,083	0.42	25.67
Textiles	32,998	1.25	-1.35
Petroleum & Petrochemicals	49,735	1.88	24.79
Engineering	23,772	0.90	5.83
Comm. Real Estate	44,544	1.68	3.71
Other Industries	3,74,506	14.15	12.11
Home Loans	6,13,196	23.16	13.88
Auto Loans	93,319	3.53	20.51
Other Retail Loans	4,18,004	15.79	24.30
Agriculture	2,46,999	9.33	11.52
Total Domestic Advances	26,47,205	100.00	16.91

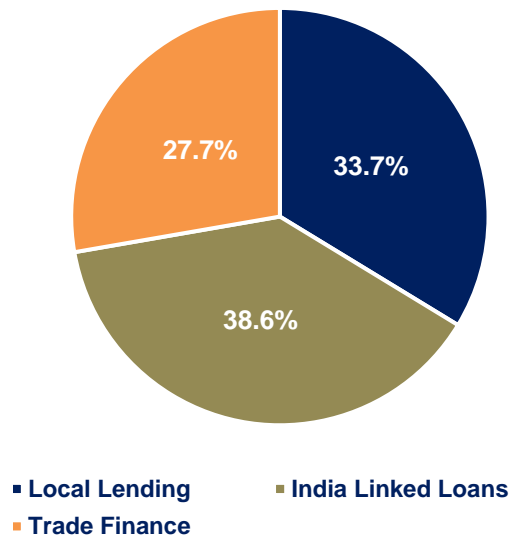
International Banking

(Rs. in Crores)

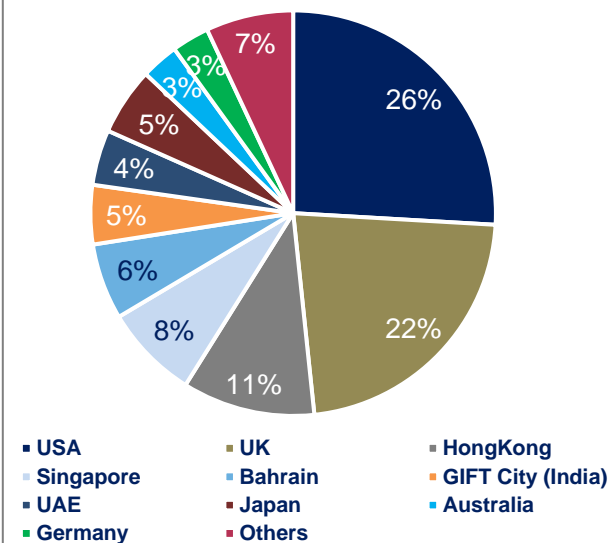
Gross Advances: Healthy Credit Growth



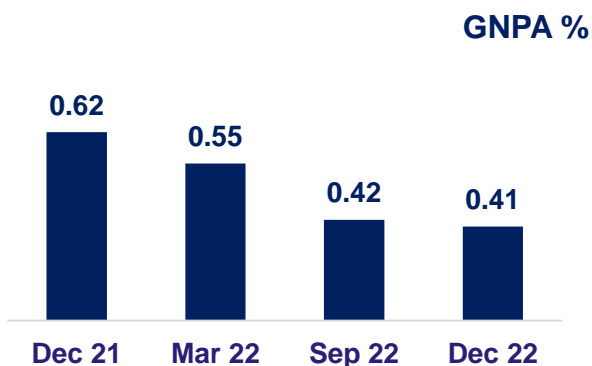
Break up of Loan Portfolio



Loan Portfolio across Geographies



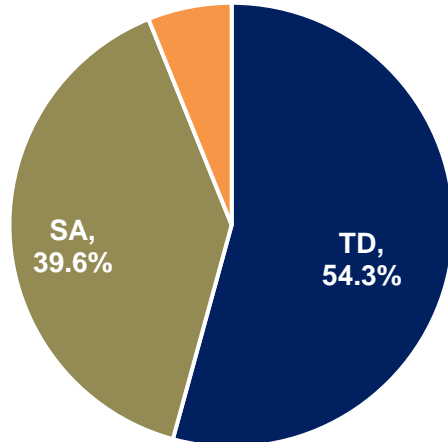
Asset Quality: NPAs Contained



Exploring New Opportunities

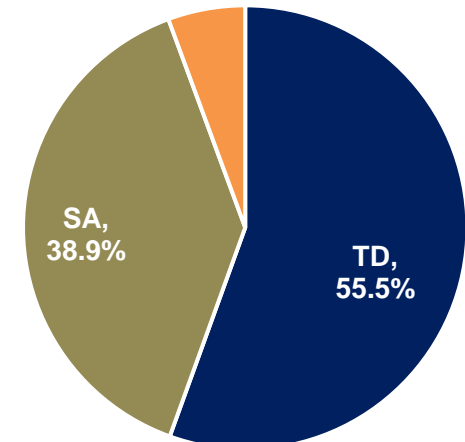
- ❖ 233 points of presence spread across 30 countries.
- ❖ 24% YTD growth (annualized) in Customer Credit with diversification across portfolio and geographies.
- ❖ Gross NPA ratio improved by 14 bps during the year, underlining improvement in quality of assets.

Dec 2021

CA,
6.1%

CASA: 45.74%

Dec 2022

CA,
5.6%

CASA: 44.48%

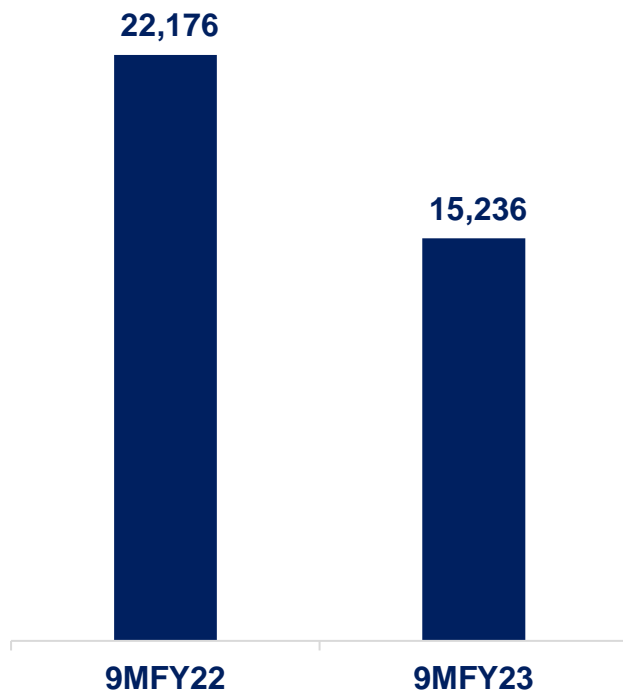
Rs. in Crores

Particulars	Dec 2021	Dec 2022	YoY Growth (%)
Current Account Deposits (CA)	2,27,182	2,27,710	0.23
Saving Bank Deposits (SA)	14,73,506	15,72,967	6.75
CASA Deposits	17,00,688	18,00,677	5.88
Term Deposits (TD)	20,17,823	22,47,472	11.38
Domestic Deposits	37,18,511	40,48,149	8.86
Foreign Offices Deposits	1,29,282	1,65,408	27.94
Total Deposits	38,47,794	42,13,557	9.51

Slippages and Restructuring

Rs. in Crores

Slippages



- Slippages down by 31.29% YoY
- Slippage Ratio improved by 44 bps YoY from 1.16% to 0.72%

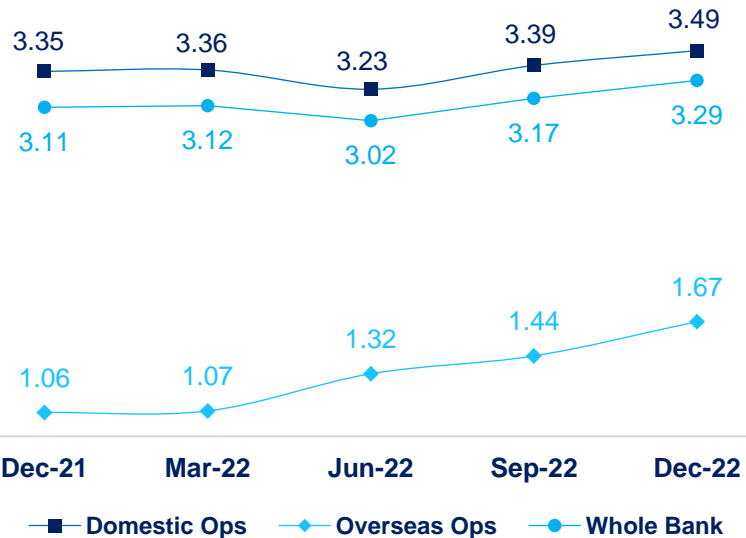
Restructuring

Restructuring 1.0	As on Mar 22	As on Dec 22
Retail Personal	3,010	2,761
Corporate	3,016	1,301
SME	4,840	3,693
Total O/S	10,866	7,755

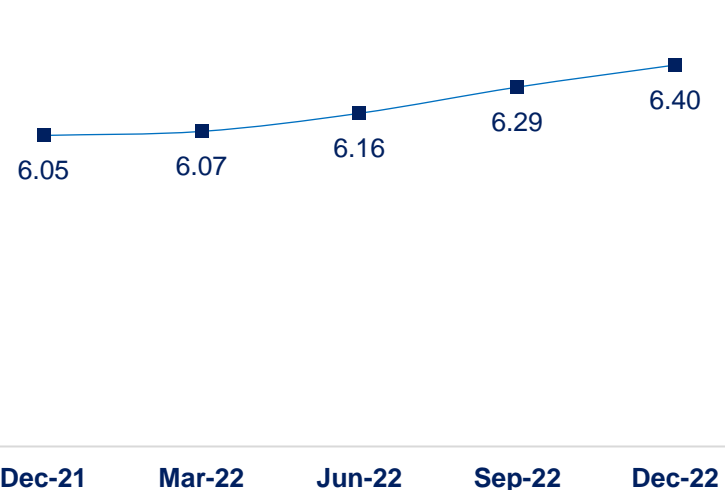
Restructuring 2.0	As on Mar 22	As on Dec 22
Retail Personal	12,488	11,907
Corporate	0	0
SME	7,606	6,372
Total O/S	20,094	18,280

Total Restructuring	30,960	26,035
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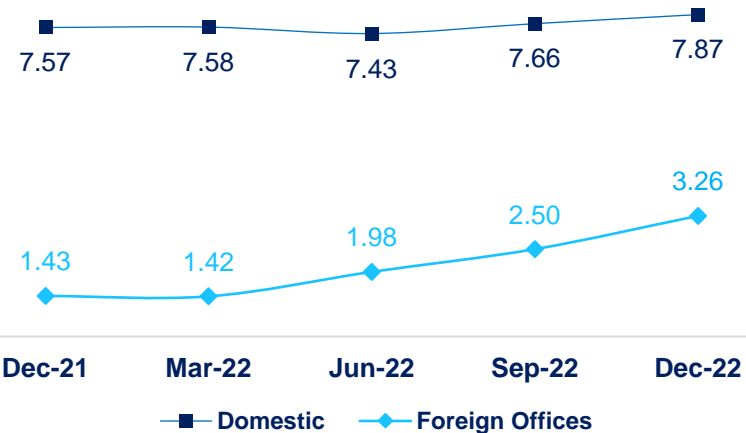
Net Interest Margins



Yield on Investments



Yield on Advances



Cost of Deposits

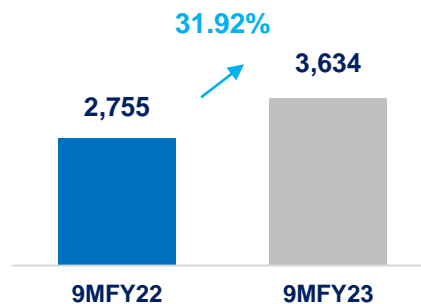


Rs. in Crores

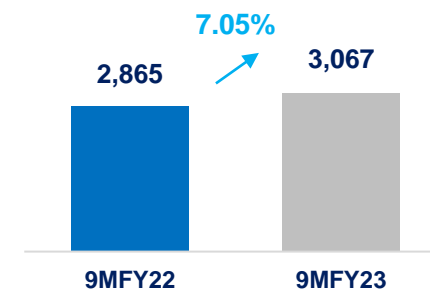
Fee Income



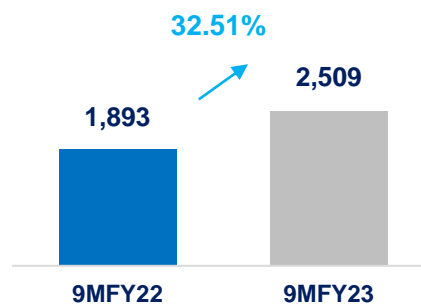
Loan Processing Charges



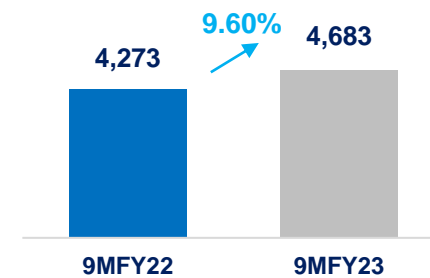
Commission on Govt. Business



Cross Selling

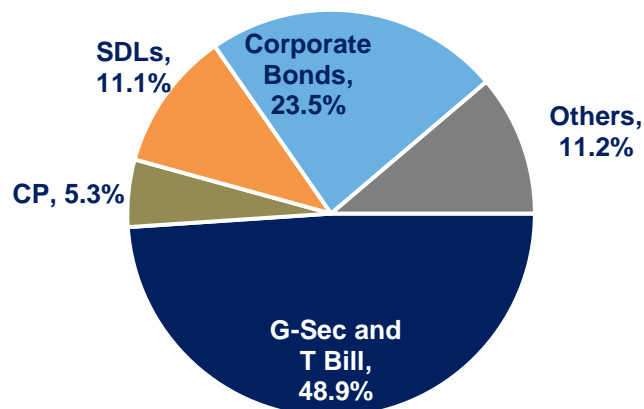


Remittance, Collection, etc.



- Fee Income grew by 3.14% YoY in Q3FY23
- Forex Income grew by ~187% YoY in Q3FY23
- Cross Sell Income grew by ~28% YoY in Q3FY23
- Recovery from AUCA accounts at Rs 1,543 crores in Q3FY23

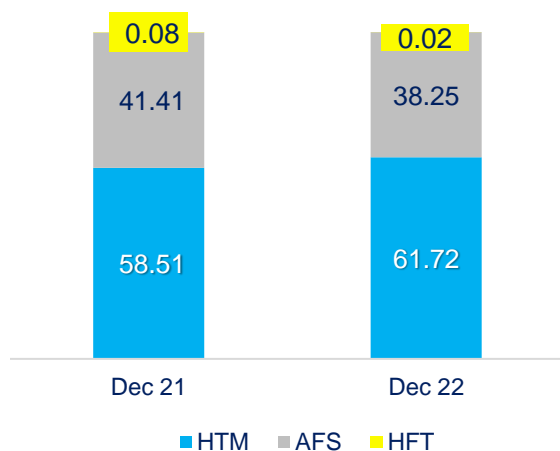
Dec 21



Modified Duration: 1.97

Yield on Investment: 6.05%

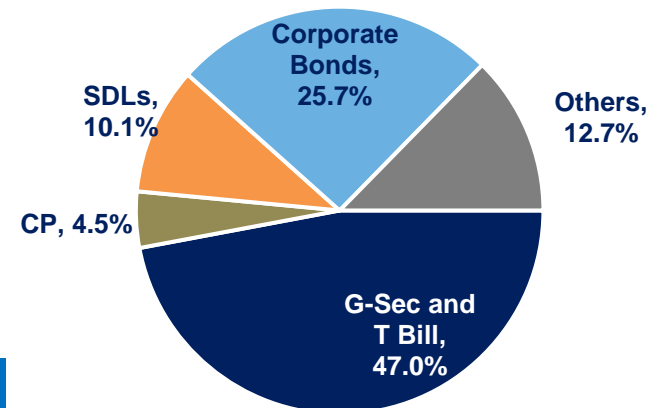
Break up of Domestic Investments (%)



Treasury Operations

AFS Book

Dec 22



Modified Duration: 1.92

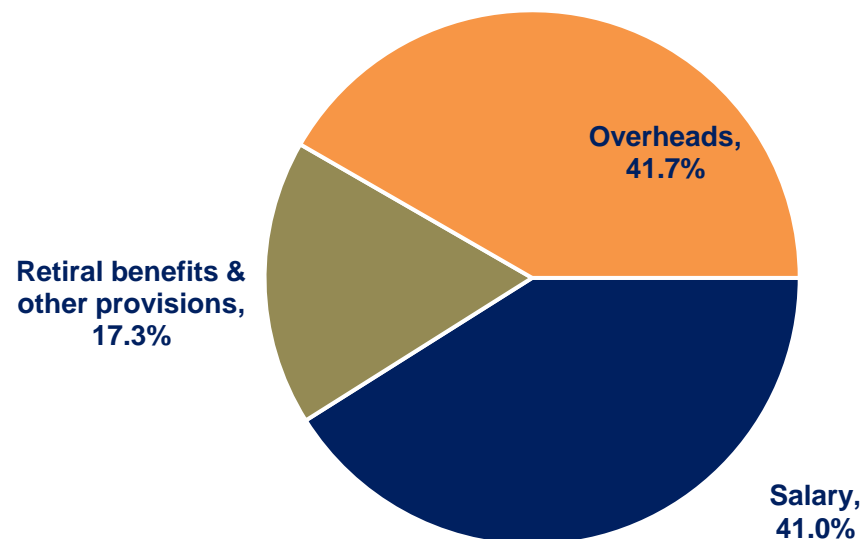
Yield on Investment: 6.40%

Rs. in Crores

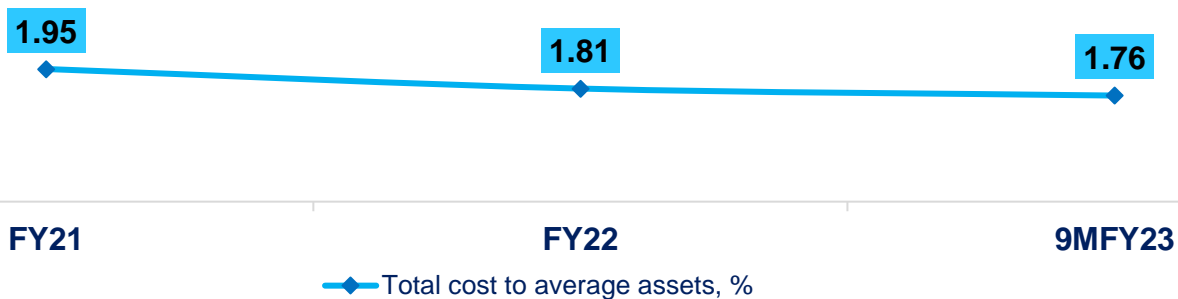
Total Investments Book	Dec 21	Dec 22
Domestic Investments	14,47,897	15,27,711
- of which- SLR	11,67,111	12,36,523
Foreign Offices Investments	52,009	59,788
Whole Bank Investments	14,99,906	15,87,499

9MFY23

- Focus continues on improving income streams with control on costs

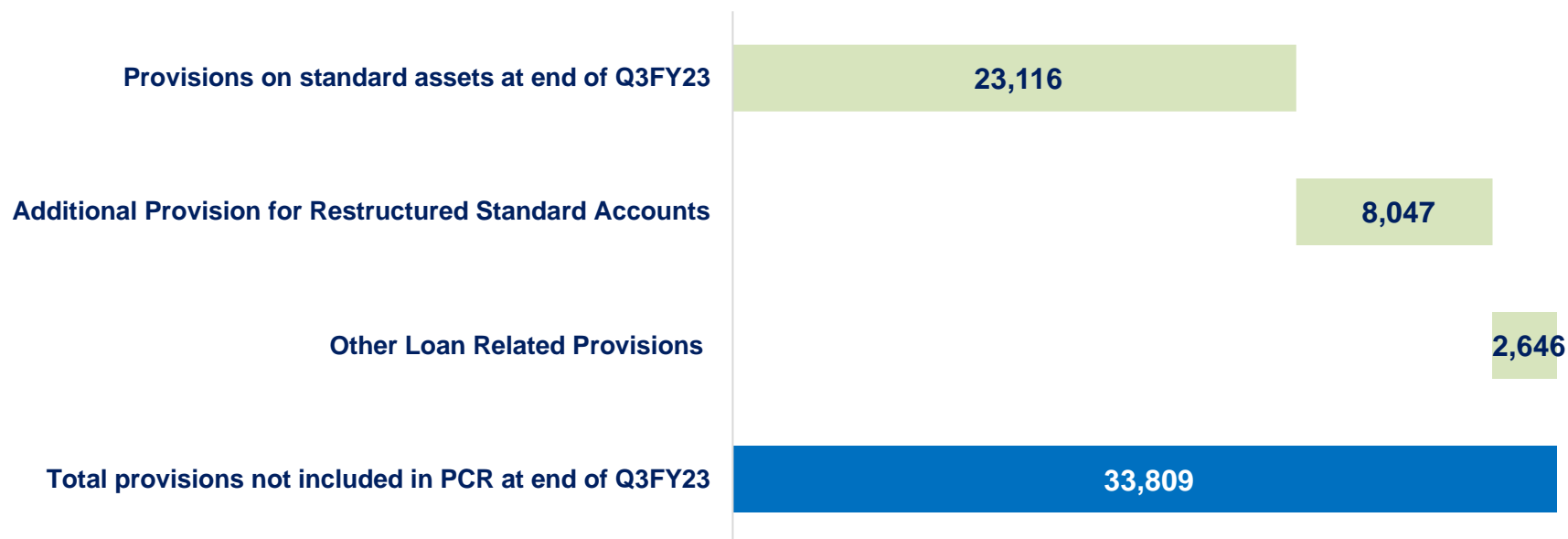


Cost to Assets – among the best in the industry

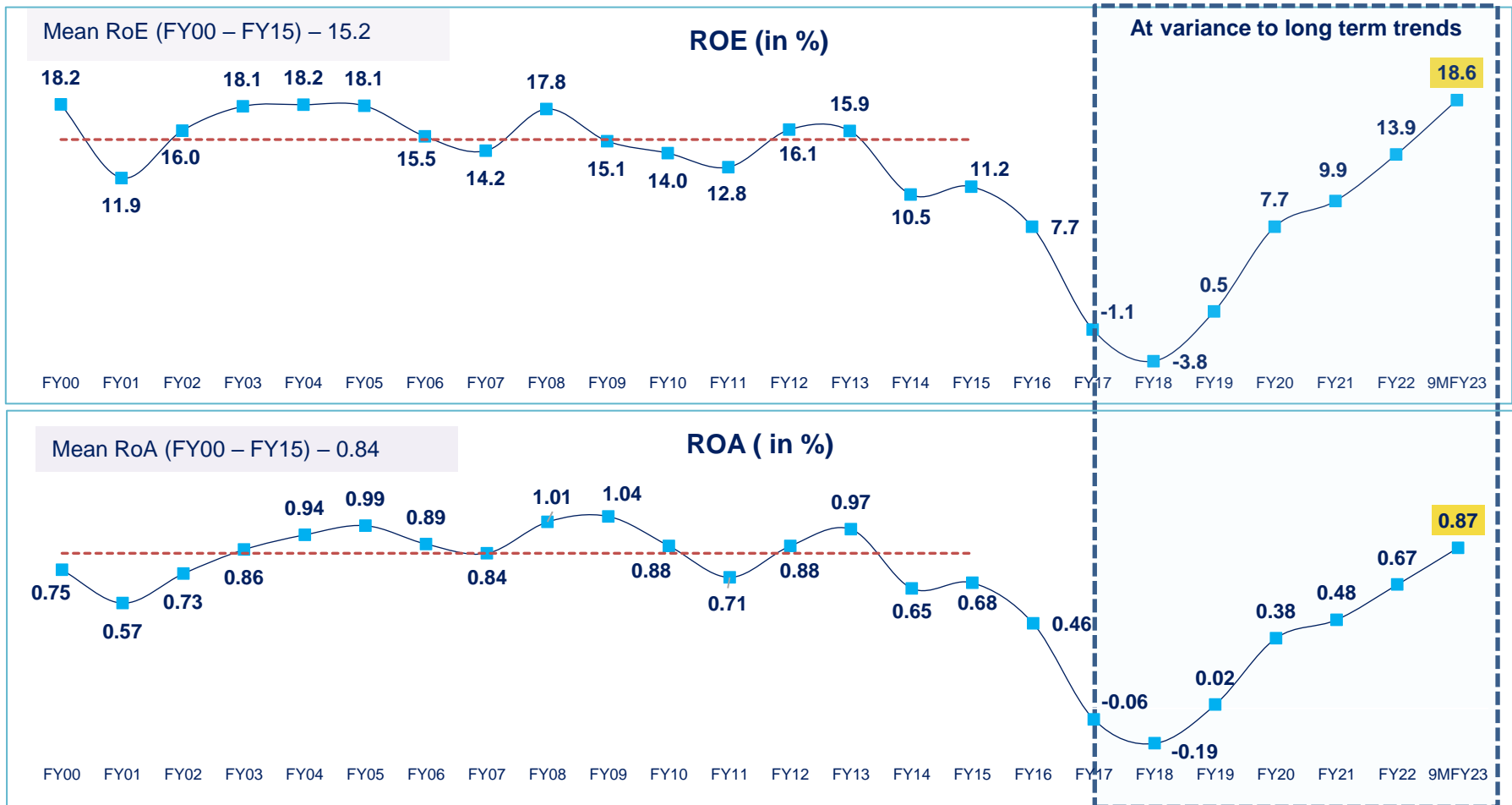


- Credit costs at 0.21% for Q3FY23
- PCR at 76.12%, legacy book well provided
- Non NPA provisions at Rs 33,809 crores, ~144% of Net NPA at end of Q3FY23

Available Buffer, Rs in Crores



Sustainable RoE / RoA – A perspective



Upward trend in ROE –

Continuous improvement in ROE from FY19 onwards

Upward trend in ROA –

Continuous improvement in ROA from FY19 onwards; Journey towards guidance of ROA of 1%+ on track; ROA for Q3FY23 at 1.08%

Financial Performance

Financials – At a Glance



Particulars, Rs in Crores	Quarter ended			Nine Months Ended		Growth (%)		
	Q3FY22	Q2FY23	Q3FY23	9MFY22	9MFY23	Q3FY23 over Q2FY23	Q3FY23 over Q3FY22	9MFY23 over 9MFY22
Interest Income	69,678	79,860	86,616	2,04,724	2,39,152	8.46	24.31	16.82
Interest Expenses	38,991	44,676	48,547	1,15,214	1,34,704	8.67	24.51	16.92
Net Interest Income	30,687	35,183	38,069	89,510	1,04,448	8.20	24.05	16.69
Non Interest Income	8,673	8,874	11,468	28,684	22,654	29.22	32.22	-21.02
Operating Income	39,361	44,058	49,536	1,18,193	1,27,102	12.44	25.85	7.54
Operating Expenses	20,839	22,938	24,317	62,618	68,010	6.01	16.69	8.61
Operating Profit	18,522	21,120	25,219	55,576	59,092	19.41	36.16	6.33
Total Provisions	10,090	7,855	11,014	25,595	25,554	40.21	9.16	-0.16
Exceptional Items [#]				7,418				
Net Profit	8,432	13,265	14,205	22,562	33,538	7.09	68.47	48.64
NIM (Whole Bank) (%)	3.15	3.32	3.50	3.11	3.29	18 bps	35 bps	18 bps
NIM (Domestic) (%)	3.40	3.55	3.69	3.35	3.49	14 bps	29 bps	14 bps
Cost to Income Ratio (%)	52.94	52.06	49.09	52.98	53.51	-297 bps	-385 bps	53 bps
Cost to Assets (%)	1.75	1.79	1.85	1.78	1.76	6 bps	10 bps	-2 bps

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

Total Income



Particulars, Rs in Crores	Quarter ended			Nine Months Ended		Growth (%)		
	Q3FY22	Q2FY23	Q3FY23	9MFY22	9MFY23	Q3FY23 over Q2FY23	Q3FY23 over Q3FY22	9MFY23 over 9MFY22
Interest on Loans	43,753	52,383	58,865	1,27,213	1,57,721	12.37	34.54	23.98
Interest on Resources	22,781	24,405	25,258	66,492	73,281	3.49	10.87	10.21
Other Interest income	3,145	3,071	2,493	11,019	8,149	-18.81	-20.71	-26.04
Total Interest Income	69,678	79,860	86,616	2,04,724	2,39,152	8.46	24.31	16.82
Fee Income	5,747	5,942	5,928	16,542	18,242	-0.23	3.14	10.28
Profit / Loss on Sale / Revaluation of Investments	514	457	2,938	3,044	-3,155	542.94	471.96	-203.63
Forex Income	484	1,911	1,388	1,958	5,314	-27.37	186.85	171.41
Misc. Income	1,929	564	1,214	7,140	2,253	115.17	-37.05	-68.44
Total Non Interest Income	8,673	8,874	11,468	28,684	22,654	29.22	32.22	-21.02
Total Income	78,352	88,734	98,084	2,33,408	2,61,806	10.54	25.18	12.17

Fee Income Break Up



Particulars, Rs in Crores	Quarter ended			Nine Months Ended		Growth (%)		
	Q3FY22	Q2FY23	Q3FY23	9MFY22	9MFY23	Q3FY23 over Q2FY23	Q3FY23 over Q3FY22	9MFY23 over 9MFY22
<i>Loan Processing Charges</i>	917	1,289	1,033	2,755	3,634	-19.82	12.62	31.92
<i>Commission on Govt. Business</i>	1,043	1,058	988	2,865	3,067	-6.61	-5.29	7.05
<i>Commission on LC/BG</i>	898	790	758	2,550	2,316	-4.01	-15.57	-9.18
<i>Cross Selling</i>	811	879	1,037	1,893	2,509	18.01	27.81	32.51
<i>Account Maintenance Charges</i>	82	91	85	235	262	-6.96	3.49	11.58
<i>Remittance, Collection, etc.</i>	1,571	1,536	1,564	4,273	4,683	1.79	-0.47	9.60
<i>Misc. Fee Income</i>	425	300	463	1,971	1,771	54.69	9.10	-10.15
Fee Income	5,747	5,942	5,928	16,542	18,242	-0.23	3.14	10.28

Total Expenses



Particulars, Rs in Crores	Quarter ended			Nine Months Ended		Growth (%)		
	Q3FY22	Q2FY23	Q3FY23	9MFY22	9MFY23	Q3FY23 over Q2FY23	Q3FY23 over Q3FY22	9MFY23 over 9MFY22
Interest on Deposits	35,510	39,340	41,432	1,05,485	1,18,072	5.32	16.68	11.93
Interest on Borrowings	2,058	3,871	5,437	5,483	12,045	40.48	164.25	119.70
Other Interest paid	1,424	1,466	1,678	4,247	4,587	14.47	17.85	8.01
Total Interest Expenses	38,991	44,676	48,547	1,15,214	1,34,704	8.67	24.51	16.92
Salary	8,995	9,121	9,327	26,476	27,942	2.27	3.69	5.54
Provisions for Employees	3,476	3,747	5,429	11,111	11,733	44.91	56.18	5.60
Staff Expenses	12,471	12,867	14,757	37,588	39,675	14.68	18.32	5.55
Overheads	8,368	10,070	9,560	25,030	28,335	-5.06	14.25	13.20
<i>of which: Business Acquisition & Development Expenses</i>	903	1,162	992	4,030	3,872	-14.61	9.92	-3.93
Operating Expenses	20,839	22,938	24,317	62,618	68,010	6.01	16.69	8.61
Total Expenses	59,830	67,614	72,864	1,77,832	2,02,714	7.77	21.79	13.99

Overheads



Particulars, Rs in Crores	Quarter ended			Nine Months Ended		Growth (%)		
	Q3FY22	Q2FY23	Q3FY23	9MFY22	9MFY23	Q3FY23 over Q2FY23	Q3FY23 over Q3FY22	9MFY23 over 9MFY22
Rent, Taxes and Lighting	1,357	1,436	1,435	3,795	4,057	-0.10	5.75	6.90
Depreciation	820	806	797	2,427	2,440	-1.08	-2.70	0.56
Printing and Stationery	182	173	177	432	484	2.19	-2.70	11.98
Postage & Telecommunications	131	145	131	364	390	-9.79	-0.47	7.18
Repairs and Maintenance to Bank's Property	262	274	250	721	735	-8.66	-4.45	1.95
Travelling & Halting	309	385	375	768	1,039	-2.57	21.63	35.30
Deposit & General Insurance	1,394	1,047	1,526	3,619	3,993	45.80	9.50	10.33
Business Acquisition & Development Expenses	903	1,162	992	4,030	3,872	-14.61	9.92	-3.93
ATM /CDM/Debit Card /Other Tech Expenses	1,697	2,630	2,304	4,838	6,331	-12.37	35.80	30.85
Misc. Expenses	1,314	2,012	1,572	4,036	4,994	-21.88	19.62	23.74
Overheads	8,368	10,070	9,560	25,030	28,335	-5.06	14.25	13.20

Provisions & Profit



Particulars, Rs in Crores	Quarter ended			Nine Months Ended		Growth (%)		
	Q3FY22	Q2FY23	Q3FY23	9MFY22	9MFY23	Q3FY23 over Q2FY23	Q3FY23 over Q3FY22	9MFY23 over 9MFY22
Operating Profit	18,522	21,120	25,219	55,576	59,092	19.41	36.16	6.33
Loan Loss	3,096	2,011	1,586	10,825	7,865	-21.11	-48.76	-27.34
Standard Assets	2,201	125	4,230	4,258	3,060	3,281.26	92.20	-28.12
Investment Depreciation	1,489	5	-12	1,379	1,496	-332.24	-100.80	8.45
Other Provisions	188	898	-44	753	770	-104.90	-123.36	2.28
Income Tax	3,116	4,817	5,253	8,380	12,362	9.06	68.60	47.52
Total Provisions	10,090	7,855	11,014	25,595	25,554	40.21	9.16	-0.16
Exceptional Items [#]				7,418				
Net Profit	8,432	13,265	14,205	22,562	33,538	7.09	68.47	48.64

Ratios (Annualized)	Q3FY22	Q2FY23	Q3FY23	9MFY22	9MFY23
ROA (%)	0.71	1.04	1.08	0.64	0.87
ROE (%)				14.01	18.59
Earning Per Share (Rs.)	37.48	58.97	63.15	33.55	49.88

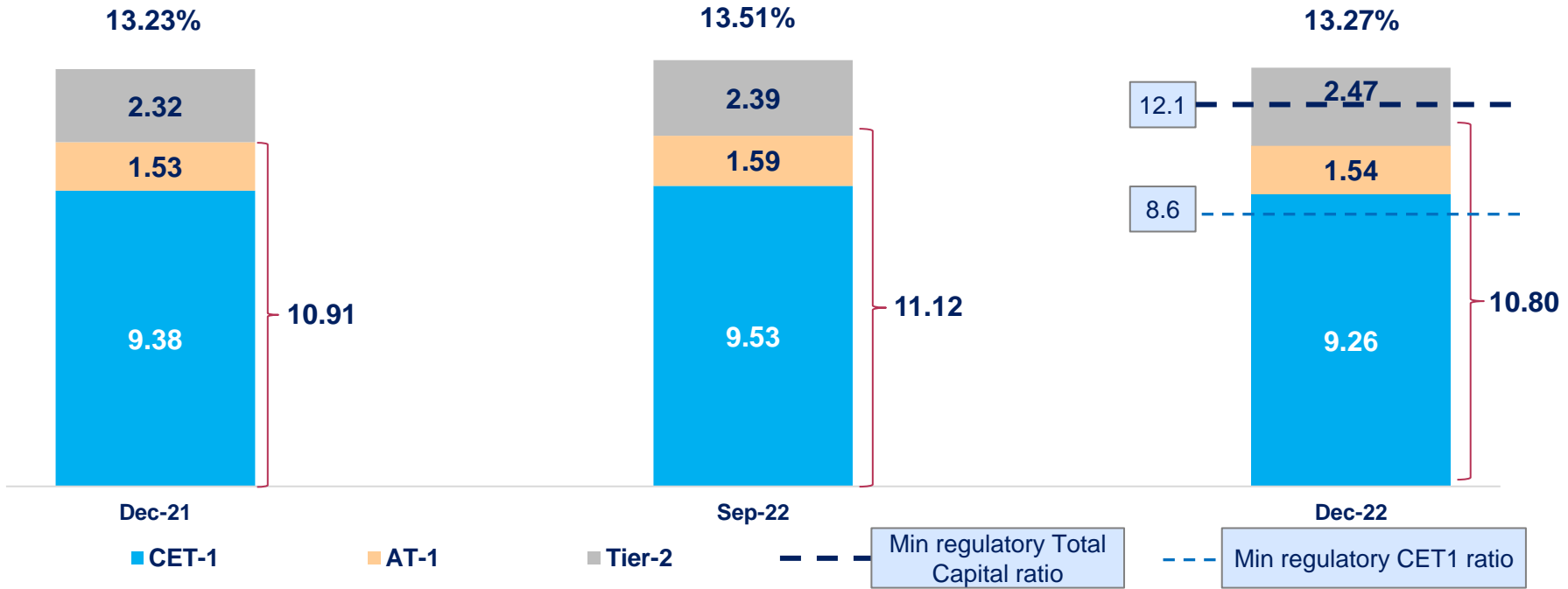
[#] Provisions on account of change in family pension rules

Capital Adequacy & Asset Quality

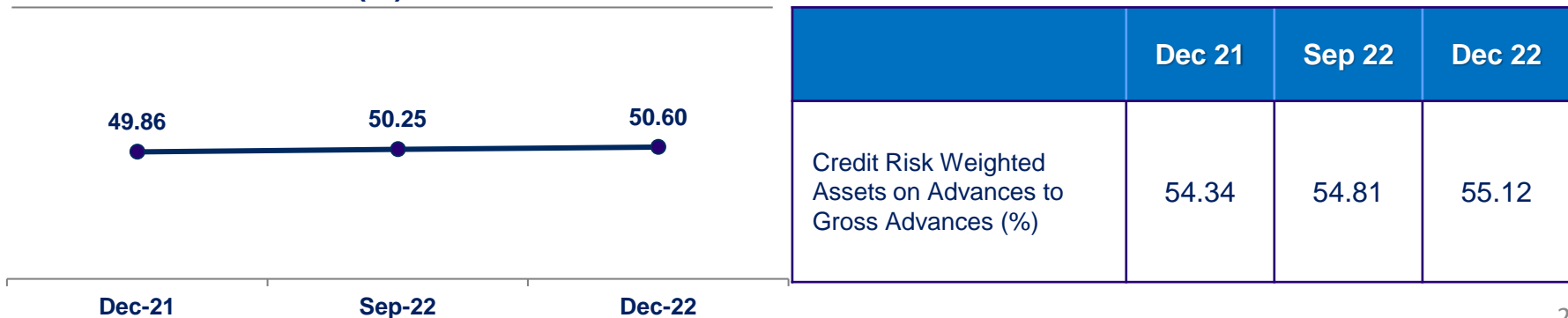
Well-Capitalized Bank with Adequate Liquidity



Capital Ratios (%)



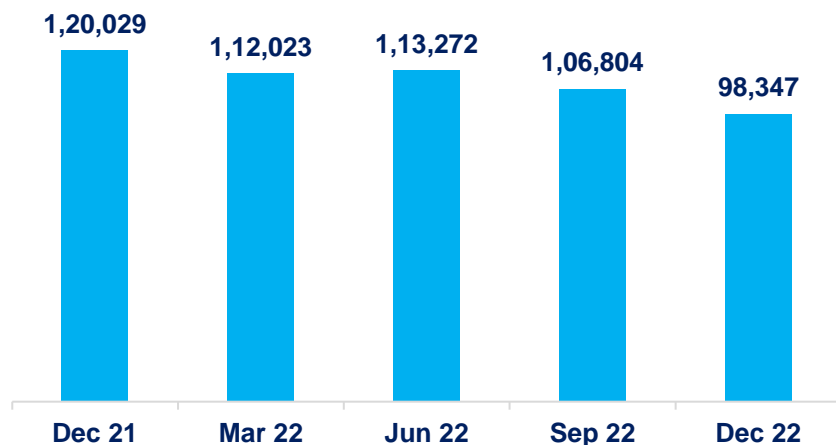
RWA to Total Assets (%)



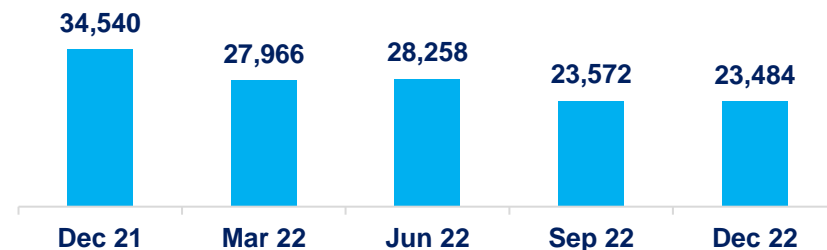
	Dec 21	Sep 22	Dec 22
Credit Risk Weighted Assets on Advances to Gross Advances (%)	54.34	54.81	55.12

Asset Quality (1/4)

Gross NPA, Rs in Crores



Net NPA, Rs in Crores



Cumulative for the Period (%)	Dec 21	Mar 22	Jun 22	Sep 22	Dec 22
Gross NPA Ratio	4.50	3.97	3.91	3.52	3.14
Net NPA Ratio	1.34	1.02	1.00	0.80	0.77
PCR (Incl. AUCA)	88.32	90.20	90.14	91.54	91.52
PCR	71.22	75.04	75.05	77.93	76.12
Corporate PCR (Excl. AUCA)	88.85	93.35	92.30	95.64	96.30
Slippage Ratio	1.16	0.99	1.38	0.86	0.72
Credit cost	0.57	0.55	0.61	0.45	0.37

Asset Quality (2/4)



Rs. in Crores

Movement of NPAs:	Q3FY22	Q4FY22	FY22	Q1FY23	Q2FY23	Q3FY23
Opening Level of Gross NPAs	1,23,942	1,20,029	1,26,389	1,12,023	1,13,272	1,06,804
Total Reductions	6,493	11,612	41,142	8,866	8,909	11,667
<i>of which : Recovery + Upgradation</i>	<i>2,306</i>	<i>6,756</i>	<i>21,437</i>	<i>5,208</i>	<i>5,207</i>	<i>1,643</i>
Gross Addition	2,579	3,606	26,776	10,115	2,441	3,209
<i>of which : Increase in O/s</i>	<i>245</i>	<i>760</i>	<i>1,755</i>	<i>375</i>	<i>42</i>	<i>112</i>
<i>: Fresh Slippages</i>	<i>2,334</i>	<i>2,845</i>	<i>25,021</i>	<i>9,740</i>	<i>2,399</i>	<i>3,098</i>
Net Increase	-3,913	-8,006	-14,366	1,248	-6,468	-8,458
Closing Level of Gross NPAs	1,20,029	1,12,023	1,12,023	1,13,272	1,06,804	98,347

Segmental NPAs:	Dec 21		Sep 22		Dec 22	
	NPA	Ratio %	NPA	Ratio %	NPA	Ratio %
Retail:	61,950	4.18	55,954	3.43	55,884	3.24
<i>Agri.</i>	<i>31,940</i>	<i>14.42</i>	<i>29,241</i>	<i>12.25</i>	<i>29,724</i>	<i>12.03</i>
<i>Per Segment</i>	<i>8,470</i>	<i>0.89</i>	<i>7,602</i>	<i>0.71</i>	<i>7,919</i>	<i>0.70</i>
<i>SME</i>	<i>21,539</i>	<i>7.01</i>	<i>19,111</i>	<i>6.03</i>	<i>18,241</i>	<i>5.20</i>
Corporate	55,577	7.09	48,779	5.32	40,451	4.37
International	2,502	0.62	2,071	0.42	2,012	0.41
Total	1,20,029	4.50	1,06,804	3.52	98,347	3.14

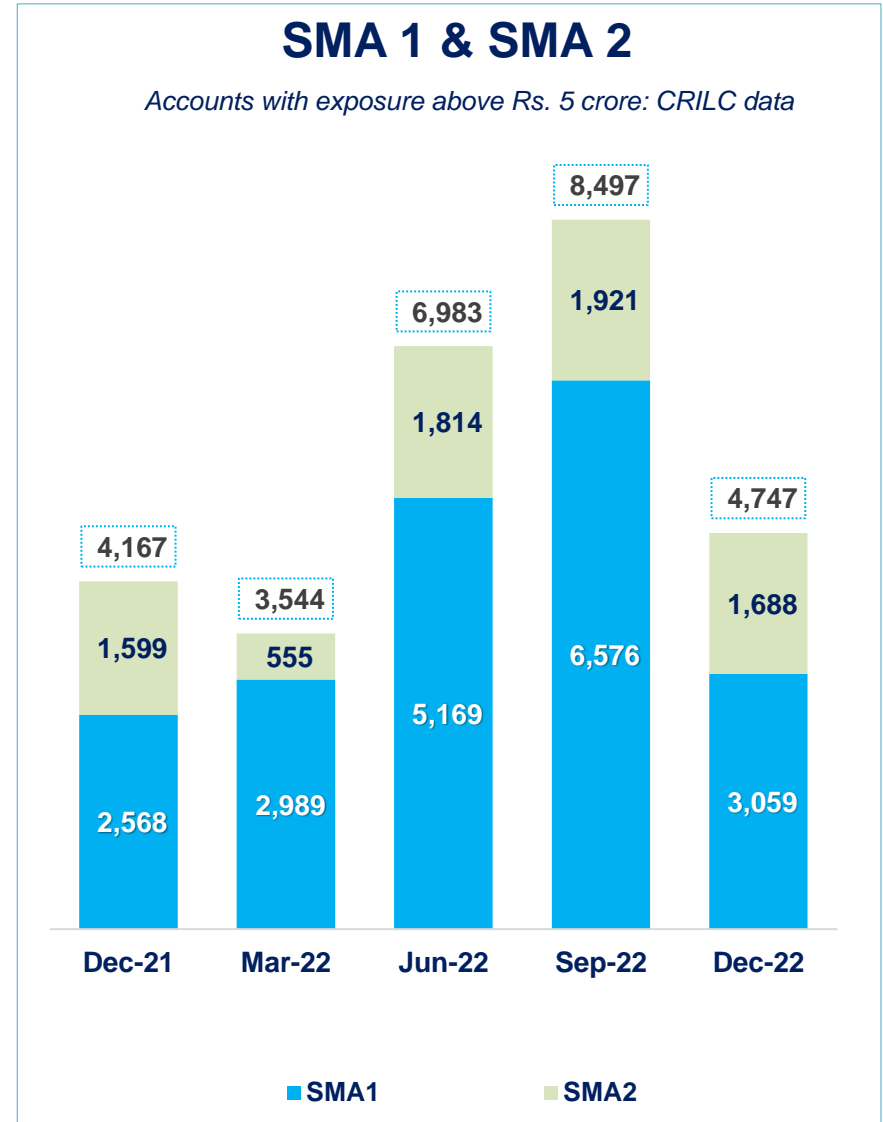
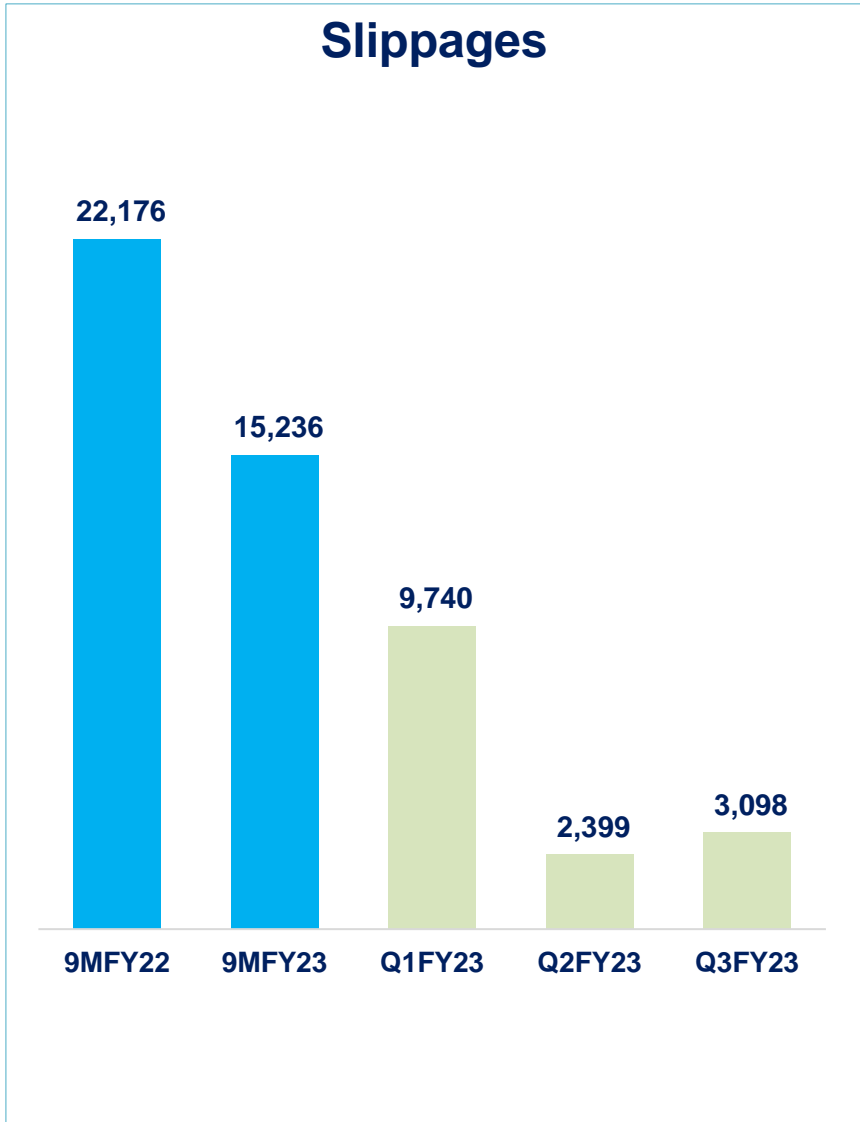
Movement of NPAs and AUCA (3/4)



Rs. in Crores

Movement of NPAs (incl. Advances under Collection)				
	Mar 20	Mar 21	Mar 22	Dec 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	15,765
Total GNPA + AUCA + Additions	3,64,265	3,46,016	3,27,272	3,01,123
Total Recovery / Upgradation	35,032	27,930	29,218	17,102
Less: Write-off (Removal from AUCA/Haircut)	12,549	17,590	12,696	7,227
Closing Level of Gross NPAs + AUCA	3,16,684	3,00,496	2,85,358	2,76,795

Rs. in Crores



Digital Journey

Accelerating digital agenda (1/5)



YONO: Driving digital agenda of the Bank



Digital Banking

“Create seamless omni-channel customer experience”

5.75 Cr.+

Cumulative Registered Users (since inception)

~22.12 K

New digital SB accounts opened per day (Q3FY23)

>1 Cr

daily logins

~1.09 Lakh

Average Daily Cardless Cash Withdrawal (Q3FY23)

~ ₹ 71 K Cr

digital personal loans disbursed (Since inception)



PABL

“Integrated banking solution for corporate financial needs”

30,062

Pre-approved Business Loans disbursed through YONO (Q3FY23)



Insurance, Investment & Credit Cards

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

~ ₹ 355 Cr.

MF Sales (Q3FY23)



Journey digitization

“Improve productivity and reduce cost”

14,932

RTXC through YONO (Q3FY23)

80% reduction in Account opening TAT

~ ₹ 9,562 Cr.

Krishi Agri Gold Loans sanctioned (Q3FY23)

~ ₹ 5,050 Cr.

Pre-approved Personal Loans disbursed (Q3FY23)



Online Market Place

“Increase customer engagement”

100+

partners onboarded across **20+** categories

~ 86.55 Lac

Customer visiting YONO Shop & Order (Q3FY23)

~ ₹ 349 Cr.

Gross Merchandise Value (Q3FY23)

 YONO has acquired 5.75+ Cr. customers and created significant value for the bank

Accelerating digital agenda (2/5)

YONO has shown growth across products and registrations

YONO Registration
Lakhs



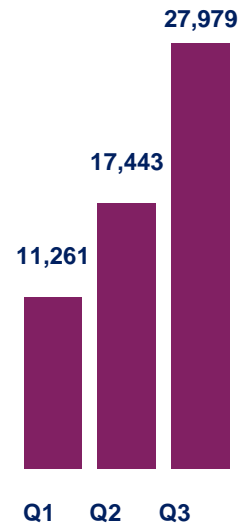
New SB A/c Opened
Lakhs



Pre-Approved PL Disbursed
000' Crores, ₹



NPS
Numbers



- **YONO registrations** have grown by ~19% in the current FY, reaching **5.75 crores** by Dec 2022
- **New SB A/cs Opened through YONO** grew by ~23% on YoY basis
- **Pre-Approved personal loans** saw a YTD growth of ~43% on the platform, reaching ₹ 30,000 Crores, in FY23
- **62.53 % of NPS** accounts opened through YONO during FY23 upto Dec 2022



64 % of the SB A/c Opened through YONO in Q3

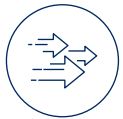


41 % of the retail loan accounts onboarded through YONO in Q3

Accelerating digital agenda (3/5)

Future vision for YONO: Become “Primary digital bank of choice”

The focus of next generation of YONO shall be on



Omnichannel experience across digital channels with “start anywhere, end anywhere” and automated drop-off management



Integrations with FinTechs and MarTechs across the customer value chain



Hyper-personalized customer experience with customized features and offers



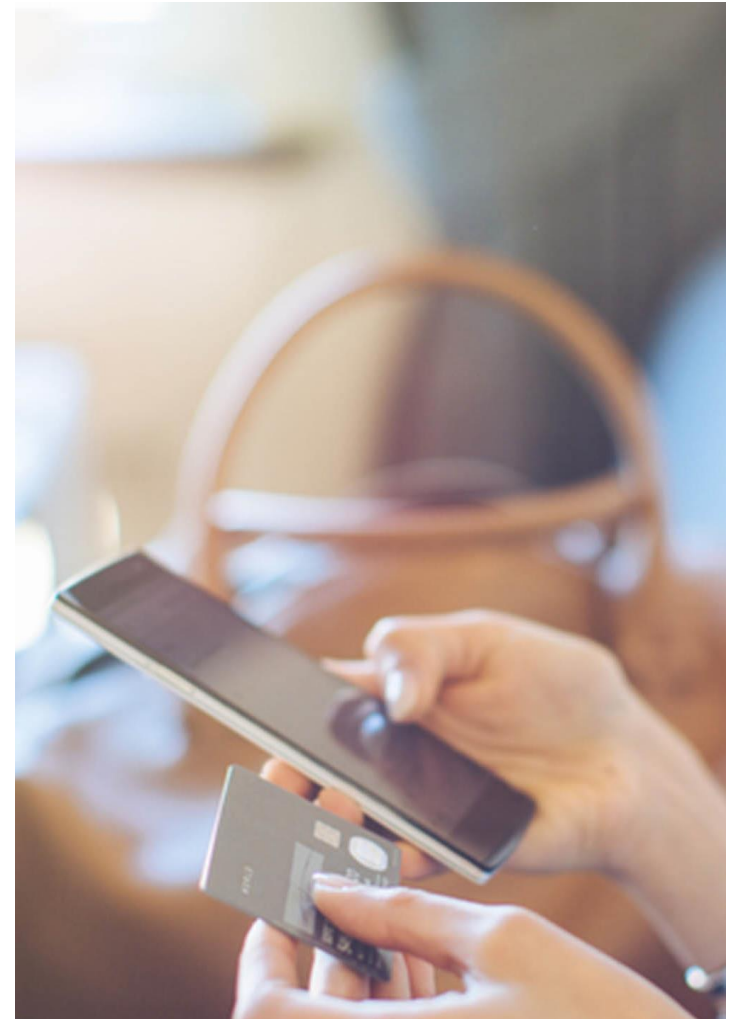
Innovative, **market-first disruptive product offerings** across liability and lending products



Comprehensive **end-to-end new-to-bank proposition** “YONO for every Indian”

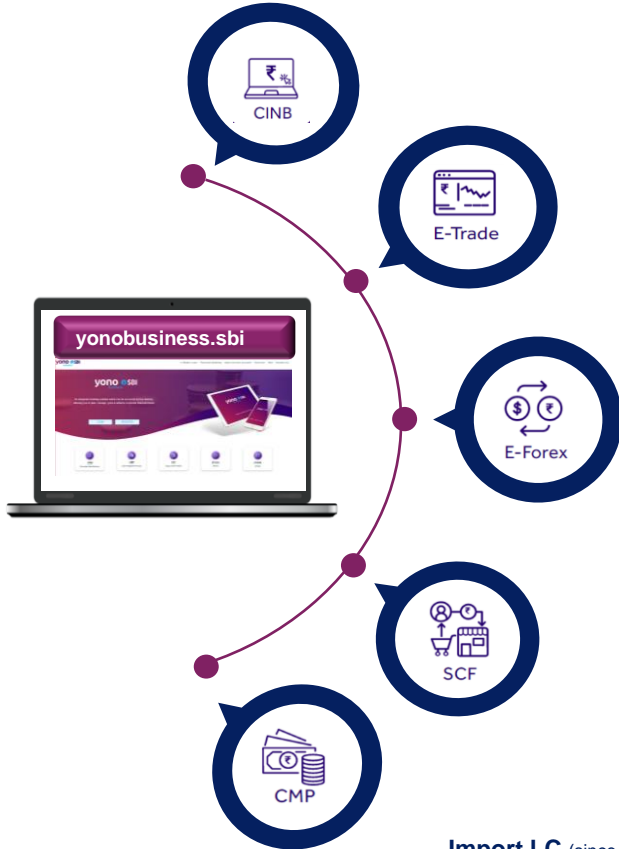


Future ready technology platform with modular architecture ensuring high availability and business continuity



Accelerating digital agenda (4/5)

YONO for Business: Growth metrics



Journey (Since)

Value (₹ in Crs.)

YB CINB (11.02.2022)

₹ 1,46,96,809

YB Payments (22.07.2022)

₹ 1,13,536

Forex Booking
(since Nov 2019)

✓ Value: ₹ 29,492 Crs.

Txns: 29,792

PABL
(since Jul 2020)

✓ Loans Value: ₹ 5,229 Crs.

YTD Growth: 609% ↑

NTD Customers
(since Jul 2020)

✓ Customer onboarded: 2,97,517

✓ 20,56,251 Active Users (Desktop)

✓ 8,07,043 Users registered on YB App

YTD Growth 159% ↑

Current Account
(since Jun 2021)

✓ Digital % for Q2 (22-23) 46%

✓ Online CA opened: 2,51,066

Q3 (22-23) 48% ↑

Import LC (since Nov 2019)

✓ Value: ₹ 2,50,212 Crs.

Digital LCs: 32,666

Before YB: Digital % 7.19%; After YB 61 %

Inland LC (YTD 2022-23)

✓ Value: ₹ 8,046 Crs.

Digital LCs: 7,105

Digital %: 28%

Export LC (since Mar 2021)

✓ Value: ₹ 90,220 Crs

LCs advised: 23,908

Digital %: 47%

Accelerating digital agenda (5/5)



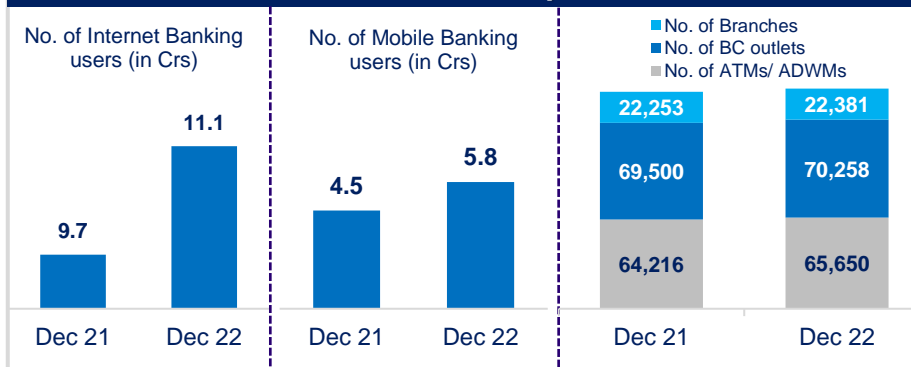
Digital Leadership across channels

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

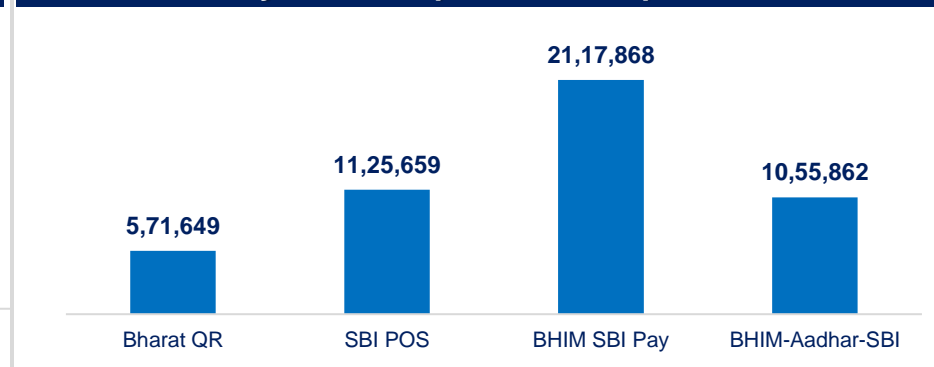
Debit card spends	POS terminals	ATMs	Mobile Banking No. of Transactions	Mobile Banking Transaction value
26.40%	14.91%	29.89%	23.32%	21.40%

Presence across multiple channels and payment acceptance touch points

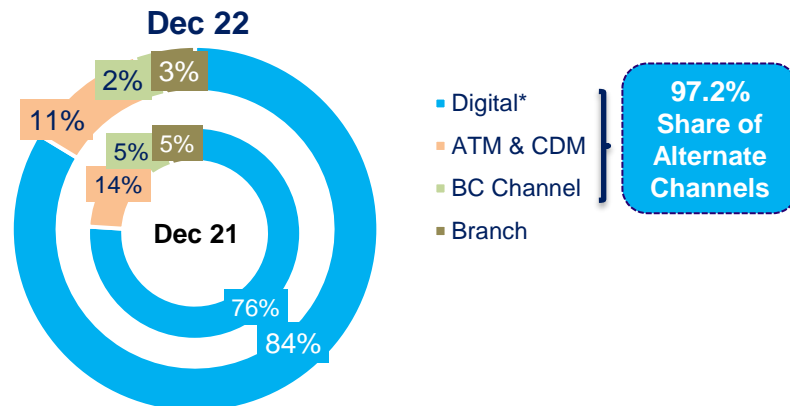
Customer touch points



Payment acceptance touch points



Increasing digital adoption



Key highlights

- UPI**
 - Remit transactions (in FY23): **1,471.6 Crs**
 - Number of UPI users / handles: **31.5 Crs**
 - Market share in remittances: **24.81%** (#1 Remittance Bank)
- Debit cards**
 - No. of cards: **26.95 Crs**
 - Debit Card spends: **> 76.56 Crs transactions** and **Rs. 1,47,778 Crs spend** during FY23
- ATM**
 - Average no. of ATM transactions: **~ 1.32 Cr per day**

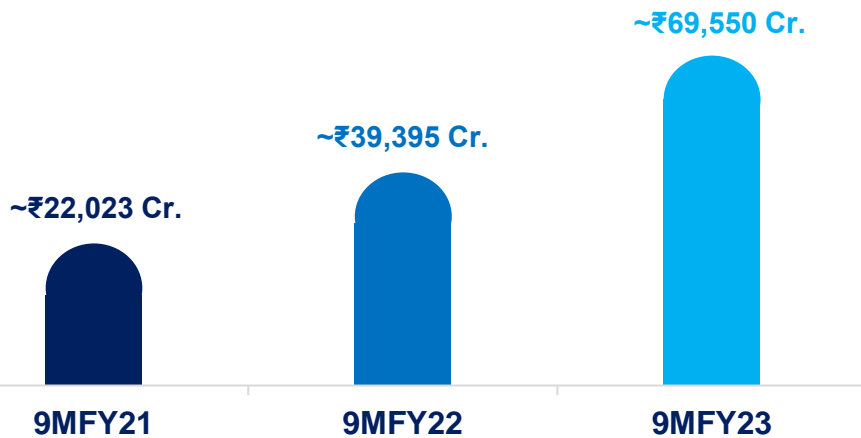
* Digital comprises of Internet, Mobile, UPI & YONO and Green Channel

Analytics – Value Addition Across Functions

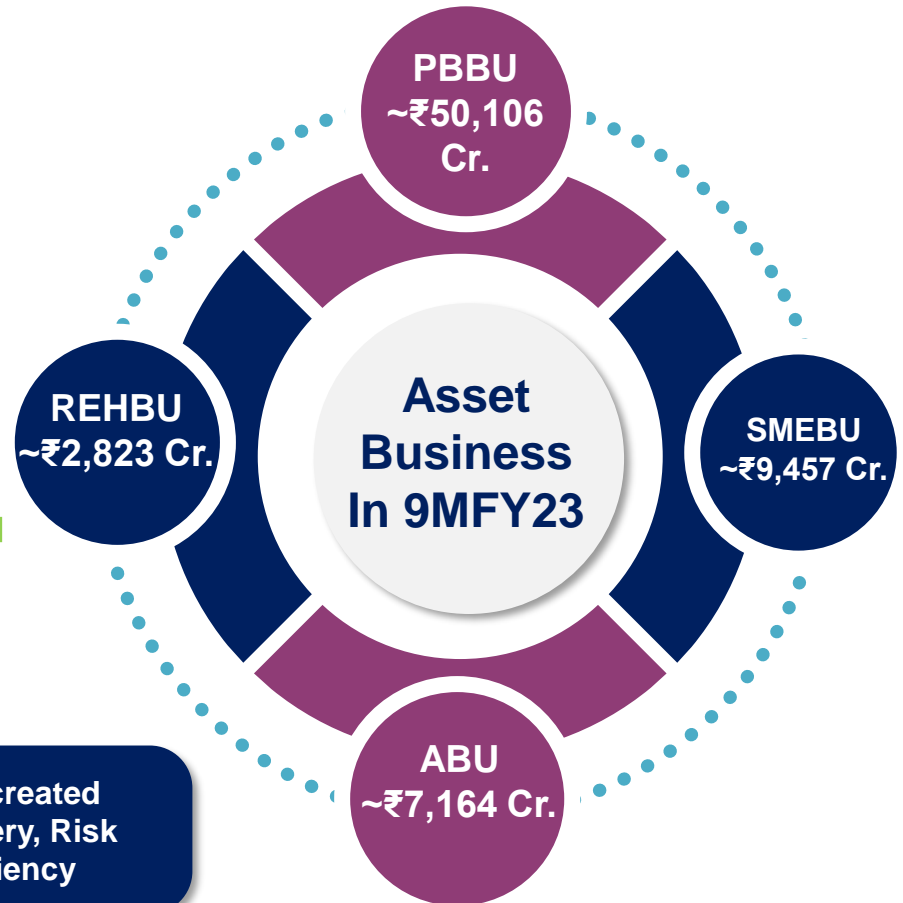


Analytics – Quarter in Review

Advances Through Analytical Leads



CAGR : ~78% | YoY Growth: ~77%



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

Analytics – Progress of Paradigm Shift

Recent Accolades Won

Best in Future of Intelligence

IDC Future Enterprise Awards



Special Prize for Best AI & ML Bank

IBA Banking Technology Awards



AI-Powered Digitization

Yono Registration Leads

17.8 Lakh New Yono Registrations



Yono Re-Activation Leads

22.3 Lakh Re-Activations on Yono



Transaction Migration to Yono

Multi-Label Classification (AI) Used to Identify Yono Functionality-Specific Leads



Digital Marketing

Digital Campaign Launched for AI-identified Home Loan Top-Up Leads



Next-Gen Technology

CRM API Integration

Improved Lead Management & Conversion

Lateral Recruitment Exercise

Further infusion of Industry-Expertise

Future-Focused Upskilling

Data Lake Training Sessions
Azure Training for Data Engineers

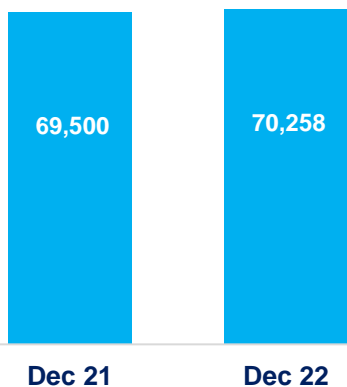
Data Lake Operationalized

Improved Data Volume & Variety Capability
Modern Analytics Workbench Set-up

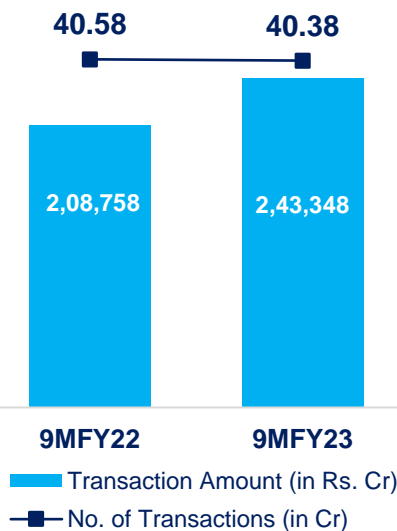
Financial Inclusion & Sustainability

Financial Inclusion

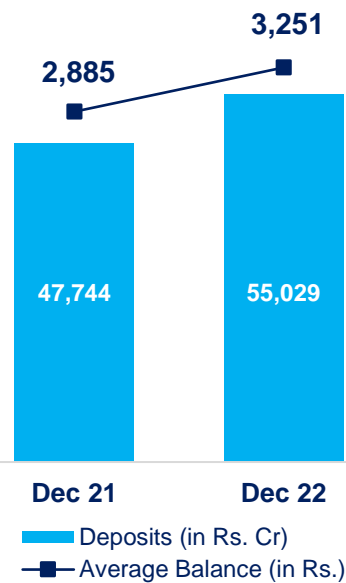
No. of BC outlets



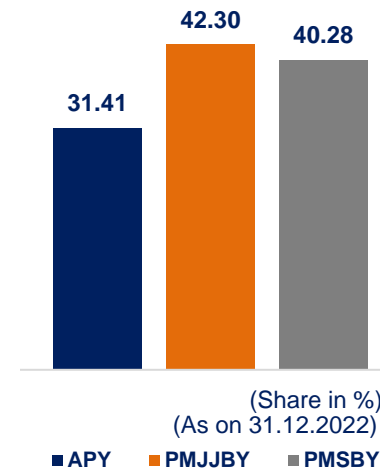
Transactions in BC Channel



Deposits in FI Channel



Market Leader Social Security Schemes (PSBs)



Way forward

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

Performance under Social Security Schemes

Cumulative no. in crores	Dec 21	Dec 22
APY	0.78	1.10
PMJJBY	2.44	3.57
PMSBY	7.12	8.96

Improvement in Ease of Banking

	Dec 21	Dec 22
Passbook Printers installed at CSPs	14,983	21,070
% Share of Passbooks printed at CSPs	13.49	17.14

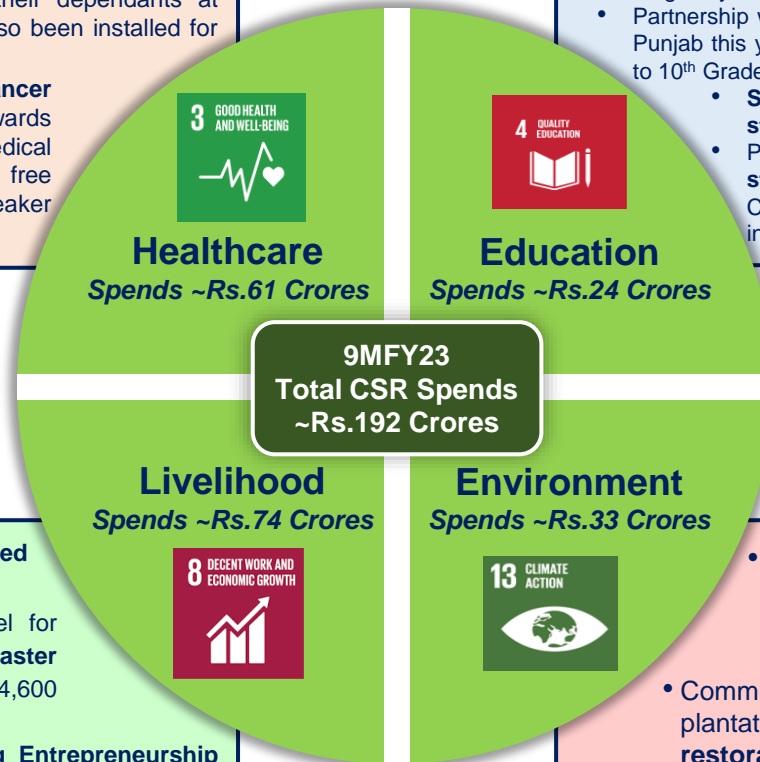
Contributing to Society

Through Pan India Presence under CSR



- To boost Medical Research in the Country, Bank tied-up with Indian Institute of Sciences (IISC), Bengaluru for setting up of new **Hospital cum Medical College**. An amount of **₹ 24 Crores** shall be donated to IISC over a period of 3 years.
- As part of Green Initiatives, Bank **donated 10 Electric Vehicles** for transport of patients and their dependants at AIIMS, New Delhi. Electric Charger has also been installed for the purpose.
- **₹1.00 crore** donated to **Regional Cancer Centre**, Thiruvananthapuram towards procurement of latest technology medical equipment. The cancer centre provides free medical facilities to the financially weaker sections of the society.

- **Installation of playgrounds and libraries** completed in all 18 schools in Ladakh under the '**Transforming Schools in Rural Ladakh**' project with **17,000 ft Foundation**
- Extended partnership with Sesame Workshop India to improve **early childhood education in 3,000+ Aanganwadis** in Meghalaya
- Partnership with Khan Academy to reach **10 Lakh students** in Punjab this year to **improve learning outcomes in Maths** (6th to 10th Grade) **and Science** (6th to 9th Grade)
 - **SBI Asha Scholarship** Phase 1: **125 Meritorious students** rewarded.
 - Phase 2: Scholarship will benefit **3,073 meritorious students** from underprivileged background (3,000 in Class 6th to 12th, 73 in UG, PG, Ph.D.) from premier institutions.

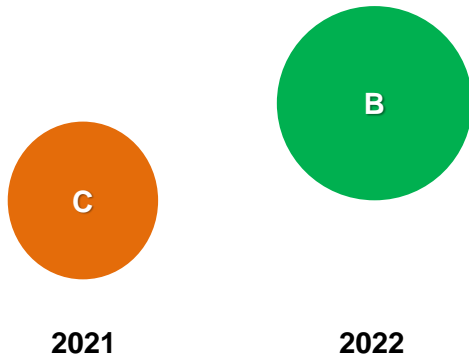


- Donated an amount of **₹2.00 Crore** to **Armed Forces Battle Casualties Welfare Fund**.
- Launched a project to Develop a model for '**Climate Resilient Livelihoods for Disaster Prone Region of Uttarakhand**' for 4,600 beneficiaries in 10 villages
- Launched a programme for **Accelerating Entrepreneurship** through Social Innovation and Establishment of 1,250 micro enterprises and generation of 3,500 jobs for youth and women
- Launched a programme that provides guidance in understanding the process and steps for **inclusion of persons with disabilities in the workforce** in collaboration with **Microsoft India** and **American India Foundation**.

- Rejuvenation of 7 lakes at total budget of **₹ 4.26 Crores** in the Kolar district, Karnataka under **Amrit Sarovar Yojana**.
- Commenced 4 projects in this quarter for plantation of **4.5 lakh trees** covering **mangrove restoration, miyawaki forest creation** and **regeneration of community pasture lands**
- **100 camera traps** installed in the Melghat Satpura corridor to effectively monitor tiger movement and population density with **Wildlife Conservation Trust**

SBI's ESG Snapshot

SBI's Carbon Disclosure Project (CDP) Ratings



CDP score provides snapshot of a company environmental performance

Awarded score for FY 2022 is two notches higher than previous score.

Highest score since inception

ESG Financing Framework has been developed to be used for Bank's future bond / loan issuance programmes under Green, Social or sustainable criteria.

Framework is aligned with the International Capital Market Association (ICMA) Green Bond Principles 2021, Social Bond Principles 2021 and Sustainability Bond Guidelines 2021

Existing Green Bond framework shall be subsumed under the proposed ESG Financing framework

Key Products Mapped to Sustainable Development Goals

- Affordable Housing Loan
- Loans for Grid Connected Rooftop Solar PV Projects
- Self Help Group Financing
- Education Loan (covered under Priority Sector Lending)
- E-Mudra Loan

Total Outstanding of above loans as on 31.12.2022 is Rs 2.24 lakh crores



Environment



Social



Governance



EV Chargers

- MoU with Tata Power for installation of 48 electric vehicle chargers at Bank's owned premises

Green Building Certifications

- Bank's **Twenty-Three** premises certified by (IGBC) under different categories (Platinum/Gold/Silver).

Switching to Green Power

- Switched more than 17 lakhs monthly units to green power through green tariff and open access policy.

Electric Mobility

- 10 Electric vehicles donated to AIIMS, New Delhi for transportation of patients and their dependents.

"Prerak" Training for employees

- Customised training programme for employees to sensitise them on emerging challenges arising due to disruptive developments and their role in mentoring new generation.

SBI RSETIS (Rural Self Employment Training Institutes)

- Managing 152 RSETIs across 29 States/UTs
- 10.21 lakh candidates trained through 38,123 training programmes
- Livelihood generated for 7.33 lakh candidates

Board Level Committees

For better control and governance, Bank has following Board level committees:

- Executive Committee of the Central Board
- Audit Committee of the Board
- Risk Management Committee
- Corporate Social Responsibility Committee

ESG Risk Management

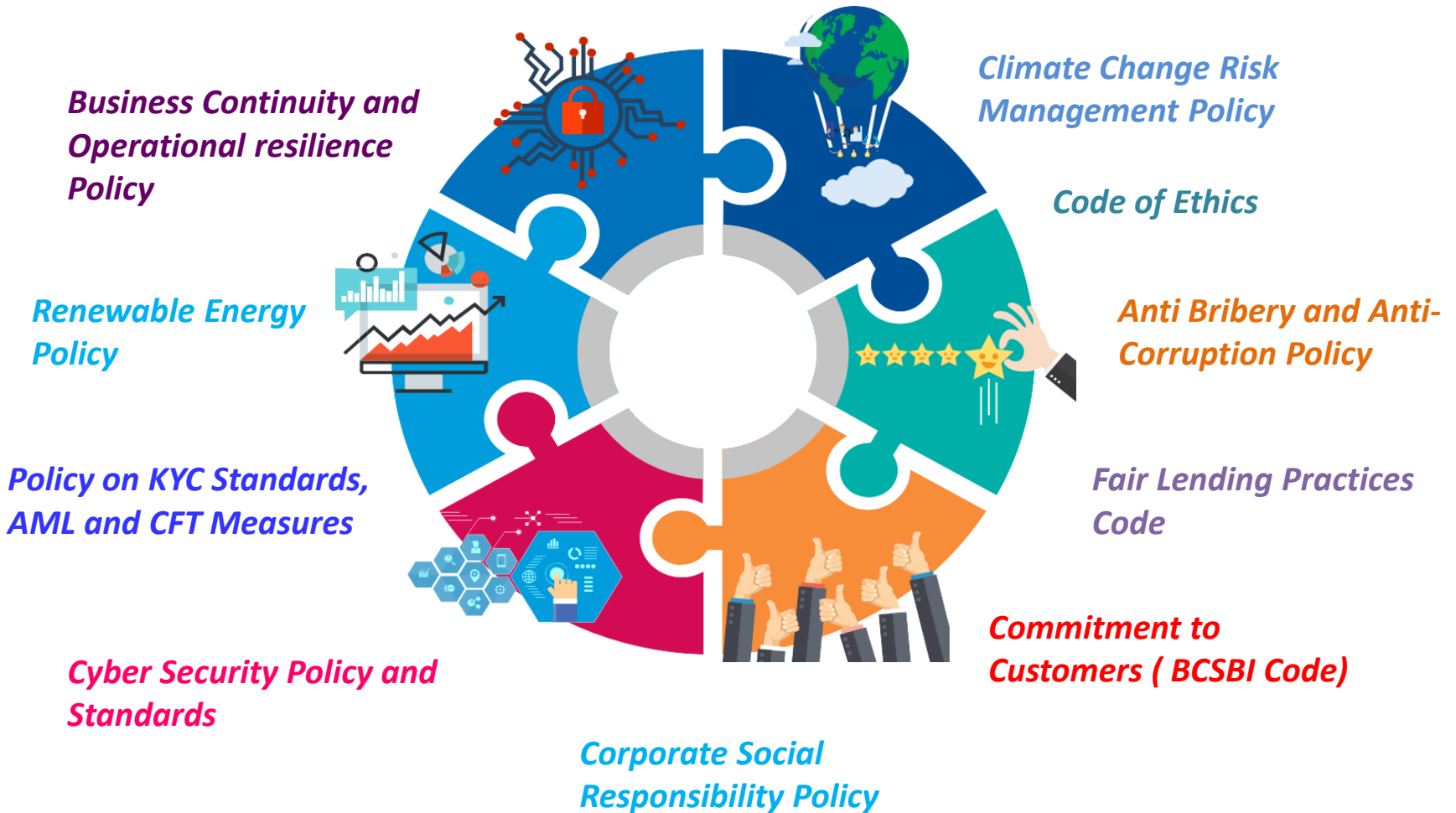
- Developed ESG Risk rating model to assess the ESG risks of corporate borrowers along with Credit Risk Assessment (CRA)

Audit Framework

- Bank's internal audit function works in coordination with Risk Management and Compliance department
- Undertakes risk-based audits of operating units in line with regulatory guidelines.

SBI's Policy Framework

Sustainability and Business Responsibility Policy



**Subsidiaries,
Group Financials &
Balance Sheet**

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



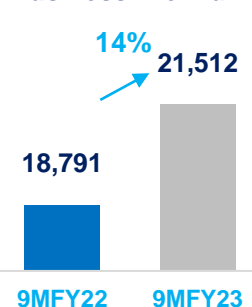
Rs. in Crores

As on Dec 2022

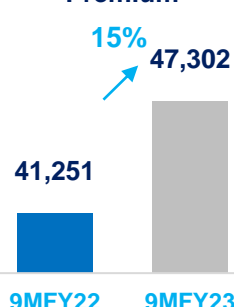


	9MFY22	9MFY23
PAT (₹ in cr)	834	944
ROE (in %)	10.3	10.4

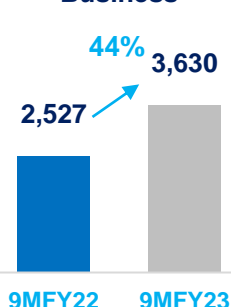
Total New Business Premium



Gross Written Premium



Value of New Business



Market Share

- **Private market leadership** in Individual New Business Premium, Total Rated Premium, Individual Rated Premium, Total New Business Premium and Number of Policies issued with market share of 27.2%, 22.9%, 25.7%, 23.1% & 28.9% respectively.

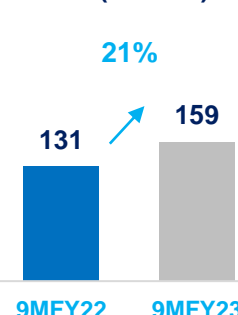
Business Performance

- Individual New Business Premium grew by 31% and Individual Rated Premium grew by 23%.
- Expense ratio is at 5.2%, lowest in the industry.
- Robust solvency ratio of 2.25
- VONB increases by 44% and VONB margin by +478bps.

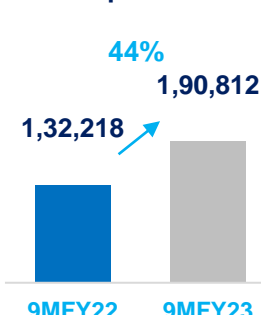


	9MFY22 [#]	9MFY23 [#]
PAT (₹ in cr)	1,035	1,662
ROE (in %)	20.0	25.5

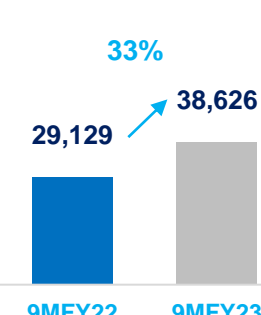
CIF (In Lakh)



Spends



Receivables



Market Share

- Cards in force 19.3% (FY22 18.7%) (PAN India no. 2),
- Spends 18.0% (FY22 19.2%) (PAN India no. 3),
- Transactions 18.2% (FY22 19.8%)

Portfolio

- ▲ 21% YoY in cards, ▲ 44% YoY in spends,
- ▲ 33% YoY in receivables

Asset Quality & Liquidity

- GNPA @ 2.22%, NNPA @ 0.80%
- Healthy capital adequacy, CAR at 23.3%, Tier 1 at 20.6%

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



Rs. in Crores



	9MFY22 [#]	9MFY23 [#]
PAT (₹ in cr)	788	1,002
ROE (in %)	30.7	29.1

Performance Highlights

- SBIFML is **leading the mutual fund industry** with a huge lead compared to the other leading players.
- SBIMF Quarterly average Mutual Fund AUM market share was up by 127 bps from 16.43% in Q3FY22 to 17.69% in Q3FY23.



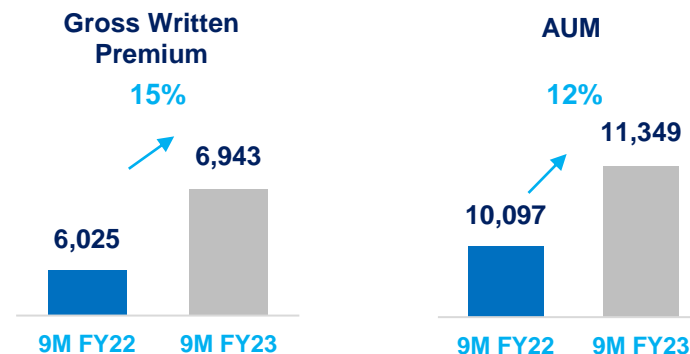
Group	9MFY22 [#]	9MFY23 [#]
PAT (₹ in cr)	434	497
ROE (in %)	12.2	10.5

- **Ranked No.1** with Market share of 33.2% (December 2022) India Borrower Loans in INR - Mandated Lead Arranger as per Bloomberg.
- **Ranked 4** for Debt Private placement of bonds in 9MFY23 as per the Bloomberg League Table



As on Dec 2022

	9MFY22	9MFY23
PAT (₹ in cr)	101	129
ROE (in %)	4.8	5.9



Performance Highlights

- SBIG Market share amongst the private sector GI players (including SAHI) is at 6.04% in YTD Dec '22.
- Loss Ratio of the Company has improved in CY (9MFY23) to 78% from 89% in PY during the same period.
- Combined Ratio of the Company has improved to 113.2% in YTD Dec 22 from 116.1% in YTD Dec 21.

Performance Highlights for 9MFY23

14 RRBs operating in 13 States & 1 UT

- Deposits at Rs.1,16,297 crores ▲ 6.59% YoY
- CASA ▲ 74 bps YoY at 53.98%
- Advances at Rs.81,493 crores ▲ 15.31% YoY
- Priority Sector lending at 79.59%
- NIM ▲ 19 bps YoY at 4.23%

Network of 4,748 branches in 221 districts

- Gross NPA ▼ 38 bps YoY at 5.13%
- Net Profit of Rs.1,259 crores ▲ 18% YoY
- ROA ▲ 9 bps YoY at 1.12%
- PCR ▲ 756 bps YoY at 83.95%
- ROE ▼ 260 bps YoY at 14.98% **

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

SBI Group Financials – 9MFY23



Rs. in Crores

	Nine Months Ended		Growth (%)
	9MFY22	9MFY23	YoY
Interest Earned	2,15,365	2,52,761	17.36
Non-Interest Income	83,573	83,764	0.23
Total Income	2,98,938	3,36,526	12.57
Interest Expended	1,16,250	1,36,529	17.44
Operating Expenses (i+ii)	1,20,821	1,33,644	10.61
<i>(i) Employee Cost</i>	40,424	43,042	6.48
<i>(ii) Other Operating Expenses</i>	80,397	90,602	12.69
Total Expenditure	2,37,072	2,70,173	13.96
Operating Profit	61,867	66,353	7.25
Provisions (other than Tax)	18,568	14,390	-22.50
<i>Less: Exceptional Item #</i>	7,418		
<i>Add: Share in profit of associates</i>	630	766	21.67
<i>Less: Minority Interest</i>	1,167	1,427	22.24
Tax Expenses	9,519	13,748	44.43
Net Profit	25,825	37,554	45.42

	Nine Months Ended	
	9MFY22	9MFY23
ROA (%)	0.69	0.90
ROE (%)	14.78	19.06
Earning Per Share (Rs.)	38.41	55.85
Expenses Ratio (%)	52.99	53.38
NIM (%)	3.13	3.32
Gross NPA Ratio (%)	4.44	3.10
Net NPA Ratio (%)	1.31	0.76

Provisions on account of change in family pension rules

Balance Sheet



Liabilities							<i>Rs. in Crores</i>
	SBI SOLO			SBI GROUP			
	Dec 21	Dec 22	YOY Growth (%)	Dec 21	Dec 22	YOY Growth (%)	
Capital	892	892	0.00	892	892	0.00	
Reserves and Surplus	2,75,890	3,20,311	16.10	3,00,973	3,50,084	16.32	
Minority Interest				10,818	12,466	15.23	
Deposits	38,47,794	42,13,557	9.51	38,82,800	42,58,993	9.69	
Borrowings	4,99,724	5,50,141	10.09	5,18,807	5,78,611	11.53	
Other Liabilities & Provisions	1,97,569	2,39,221	21.08	4,63,256	5,50,331	18.80	
Total Liabilities	48,21,869	53,24,123	10.42	51,77,546	57,51,377	11.08	
Assets							
	SBI SOLO			SBI GROUP			
	Dec 21	Dec 22	YOY Growth (%)	Dec 21	Dec 22	YOY Growth (%)	
Cash & balances with RBI	3,03,030	2,24,883	-25.79	3,03,289	2,25,100	-25.78	
Bal with Banks & Money at Call and Short Notice	74,590	50,024	-32.93	79,219	61,759	-22.04	
Investments	14,89,876	15,69,202	5.32	17,71,280	19,00,846	7.31	
Net Advances	25,78,386	30,58,177	18.61	26,34,890	31,26,210	18.65	
Fixed Assets	37,780	41,804	10.65	39,586	43,749	10.52	
Other Assets	3,38,206	3,80,033	12.37	3,49,281	3,93,713	12.72	
Total Assets	48,21,869	53,24,123	10.42	51,77,546	57,51,377	11.08	

Thank You