



# QUARTERLY RESULTS

Q2FY22

Analyst Presentation

03.11.2021



## 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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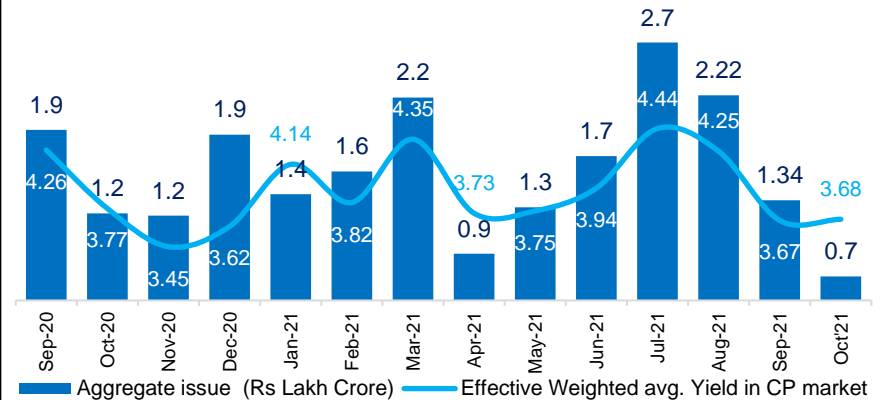
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Subsidiaries, Group Financials & Balance Sheet

## High Frequency Activity Indicators

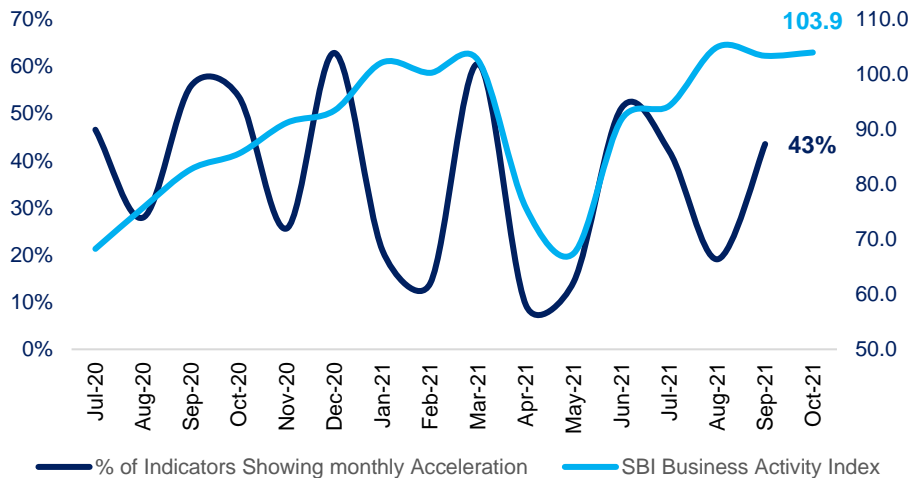
- Two-wheeler and tractor sales, exports & imports, railway passenger traffic, e-way bill and RTO revenue collections show sequential improvement in Sep 21. Percentage of rural indicators showing acceleration has also improved
- SBI Business Activity Index shows economic activity has improved from 94.2 in Jul 21 to 103.9 in Oct 21
- Short-term borrowing costs of corporates (CP) has declined to around 3.6%-3.7% in Sept-Oct 21
- SBI composite index shows high growth in Q1FY22 owing to low base in Q1FY21. This has however normalized in Q2FY22

## Movement in Short Term Cost of Borrowing of Corporates

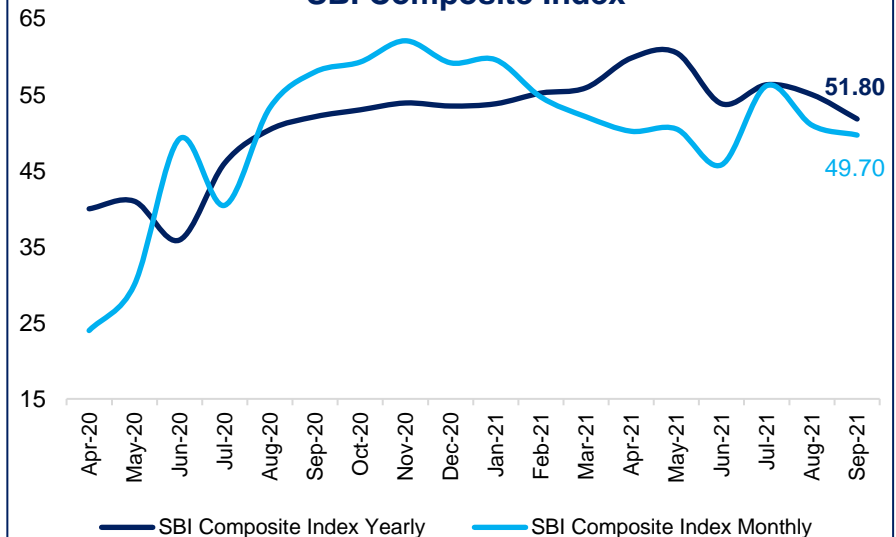


Oct'21 up to 20th

## SBI Business Activity Index - latest value indicating improvement in economic activity



## SBI Composite Index



# Performance Highlights

# Key trends in Q2FY22



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**Improving profit metrics** – operating profit up 9.84% YoY, even as certain costs upfronted

*Net interest income growth at 10.65%*

**Asset quality** – improving outcomes

*Account recently identified for resolution - fully provided*

*Slippages at Rs 4,176 cr (0.66%) in the quarter, restructuring under COVID resolution plan-1.0 & 2.0 at Rs 30,312 cr (1.2%)*

**Focus on balance sheet quality** – upfronted deferrable liabilities

*Fully provided Rs 7,418 cr due to change in family pension rules, even as regulator granted dispensation to absorb in 5 years*

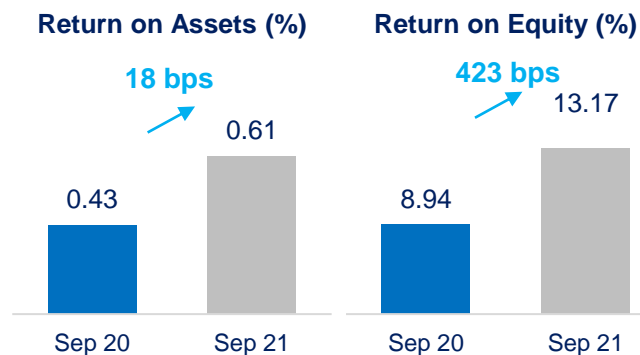
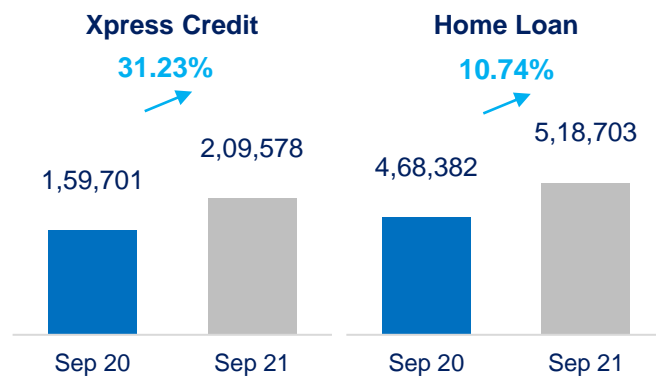
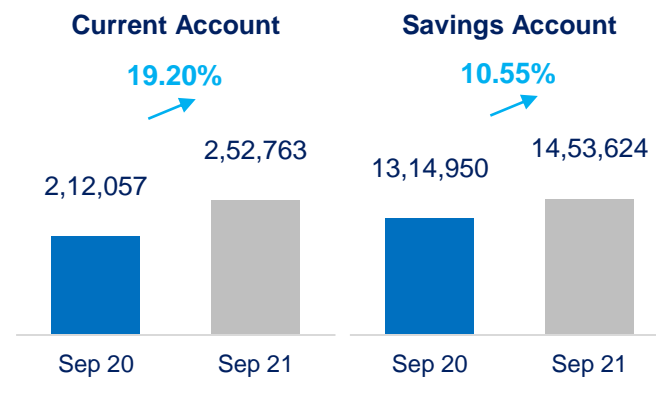
**Well provided for Stressed Book, PCR (incl. AUCA) at 87.68%, Net NPA at Rs 37,119 cr**

*Total non- NPA provisions (not included in PCR) at Rs 27,820 cr; COVID-19 related contingency provisions at Rs 6,181 cr*

**Digital Strategy on track** – 37% of retail asset accounts and 58% of savings accounts opened through YONO in Q2FY22

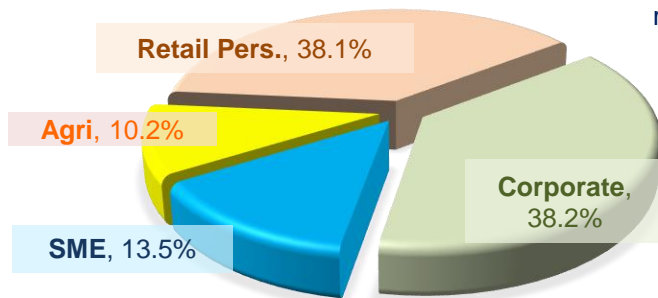
# Key Indicators

	Rs. in Crores	For the			YoY Growth
		Q2FY21	Q1FY22	Q2FY22	
<b>Profit &amp; Loss</b> <i>(in Rs. Crore)</i>	Net Interest Income	28,181	27,638	31,184	↑ 10.65%
	Net Interest Margin – Domestic (%)	3.34	3.15	3.50	↑ 16 bps
	Operating Profit	16,460	18,975	18,079	↑ 9.84%
	Net Profit	4,574	6,504	7,627	↑ 66.73%
<b>Key Ratios</b> <i>(in %)</i>	Credit Cost	0.94	0.79	0.43	↓ -51 bps
	Net NPA	1.59	1.77	1.52	↓ -7 bps
	PCR	88.19	85.93	87.68	↓ -51 bps
	Capital Adequacy	14.72	13.66	13.35*	↓ -137 bps
<b>Balance Sheet</b> <i>(in Rs. Crore)</i>	Gross Advances	23,83,624	25,23,793	25,30,777	↑ 6.17%
	Total Deposits	34,70,462	37,20,987	38,09,630	↑ 9.77%
	Retail Personal Advances	7,85,345	8,72,104	9,04,473	↑ 15.17%



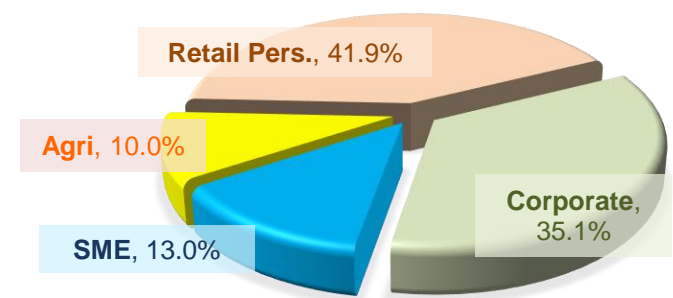
\*Capital Adequacy Ratio will increase by 61 bps by Including Profits of H1FY22

### Sep – 2020



- Strong growth in personal retail, driven by home loans, Xpress credit and gold loans

### Sep - 2021



- Corporate growth is impacted by lower utilizations, pricing pressure, and big ticket resolution

Rs.in crs

Segment	Sep 2020	Sep 2021	YoY Growth (%)
Retail Personal	7,85,345	9,04,473	15.17
Agri	2,10,945	2,14,998	1.92
SME	2,77,248	2,79,820	0.93
Corporate	7,87,559	7,56,764	-3.91
<b>Domestic Advances</b>	<b>20,61,098</b>	<b>21,56,055</b>	<b>4.61</b>
Foreign Offices Advances	3,22,526	3,74,722	16.18
<b>Total Whole Bank Advances</b>	<b>23,83,624</b>	<b>25,30,777</b>	<b>6.17</b>
<b>Total Whole Bank Advances (Including CP and Corporate Bonds)</b>	<b>25,79,216</b>	<b>27,39,324</b>	<b>6.21</b>



**Retail Personal Banking**

*Leadership across all segments*

*As on Sep 2021*

**Personal Retail Portfolio of Rs 9 lakh crore**  
3 - year CAGR at ~16%

As a % of Dom. Adv. **Sep 20: 38.1** **Sep 21: 41.9**



	Home Loans	Auto Loans	Xpress Credit	Personal Gold Loans	Other P Seg Loans
<b>O/S, In Rs crs</b>	5,18,703	74,627	2,09,578	21,945	79,620
<b>YoY Growth, %</b>	10.74	4.18	31.23	90.68	7.42
<b>GNPA, %</b>	0.97	1.03	0.70	0.77	1.52

#As per latest available data Bank's market share in Home loans is 34.94% & in Auto loans is 27.85%

# Credit Growth

Deposit Growth

Asset Quality

Net Interest Income

Non-Interest Income

Operating Expenses

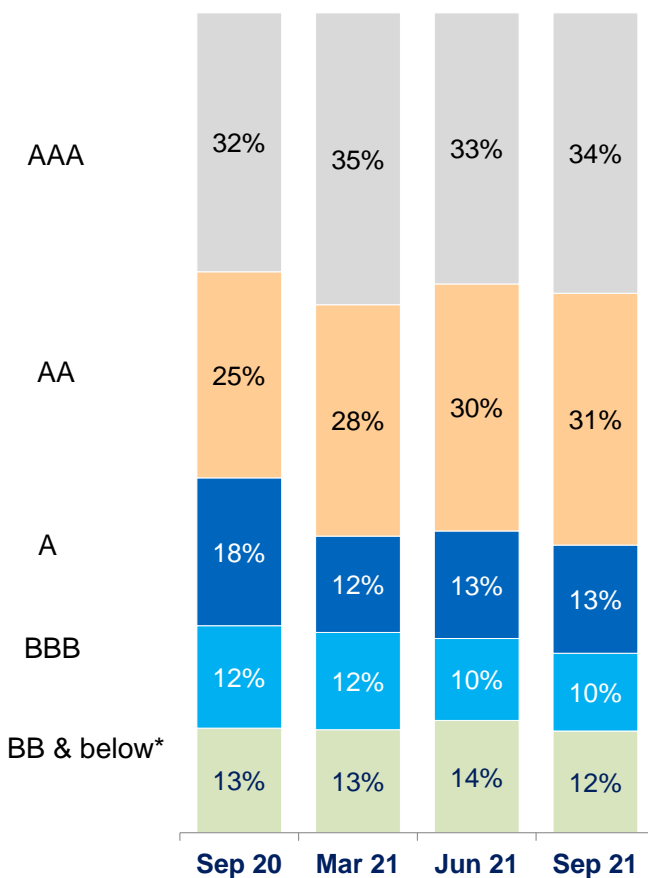
Credit Costs

## Diversified Loan Portfolio

High quality asset book

### Corporate Rating mix

Rs. in Crores



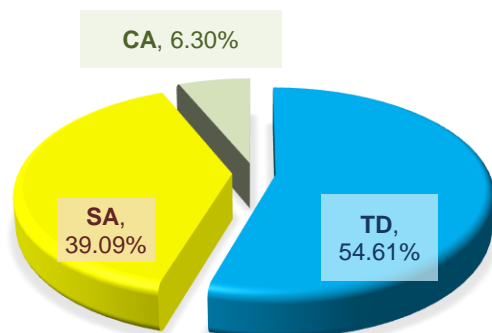
42% share to PSUs / Govt. Depts.

\*Including NPA book and Unrated

### Industry mix

Sectors	Outstanding as on 30 <sup>th</sup> Sep 21	Sep 21 Fund Based O/S	
	Amount	% Share	YOY Gr %
Infrastructure	3,32,004	15.40	5.83
<i>of which: Power</i>	1,80,129	8.35	-5.81
<i>Telecommunication</i>	32,348	1.50	2.60
<i>Roads &amp; Ports</i>	80,560	3.74	43.70
<i>Other Infrastructure</i>	38,966	1.81	11.72
Services	2,23,697	10.38	-13.78
Iron & Steel	38,651	1.79	-27.35
Aviation & Airports	6,440	0.30	-20.30
Tourism & Hotels	8,085	0.37	-17.39
Textiles	30,629	1.42	-1.81
Petroleum & Petrochemicals	30,948	1.44	-4.63
Engineering	18,883	0.88	-6.53
Comm. Real Estate	42,624	1.98	-0.33
Other Industries	3,04,624	14.13	3.62
Home Loans	5,18,703	24.06	10.74
Auto Loans	74,627	3.46	4.18
Other Retail Loans	3,11,143	14.43	26.83
Agriculture	2,14,998	9.97	1.92
<b>Total Domestic Advances</b>	<b>21,56,055</b>	<b>100.00</b>	<b>4.61</b>

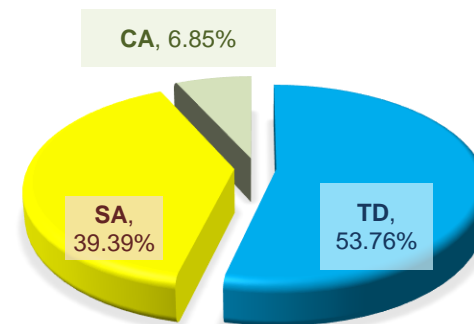
Sep 2020



CASA: 45.39%

62% of new savings accounts opened through YONO in H1FY22

Sep 2021



CASA: 46.24%

Rs.in crs

Particulars	Sep 2020	Sep 2021	YoY Growth (%)
Current Account Deposits (CA)	2,12,057	2,52,763	19.20
Saving Bank Deposits (SA)	13,14,950	14,53,624	10.55
<b>CASA Deposits</b>	<b>15,27,007</b>	<b>17,06,387</b>	<b>11.75</b>
Term Deposits (TD)	18,37,128	19,83,642	7.98
<b>Domestic Deposits</b>	<b>33,64,135</b>	<b>36,90,029</b>	<b>9.69</b>
Foreign Offices Deposits	1,06,327	1,19,601	12.48
<b>Total Deposits</b>	<b>34,70,462</b>	<b>38,09,630</b>	<b>9.77</b>

## Slippages and Restructuring

Rs. in Crores

Q1FY22 slippages

15,666

Q2FY22 slippages

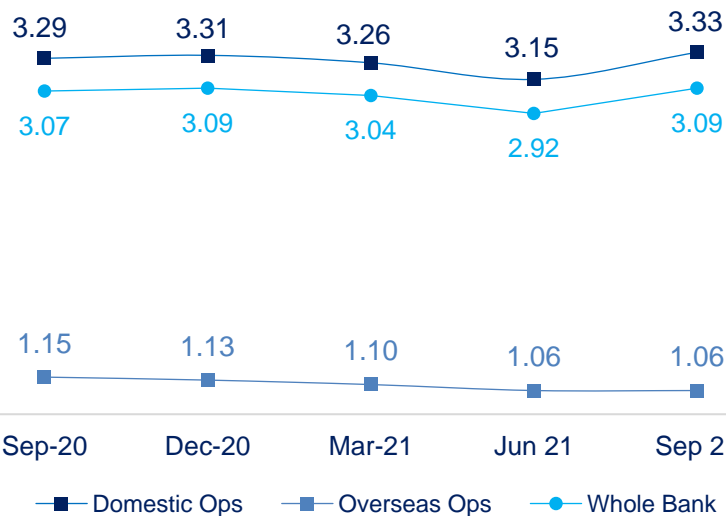
4,176

Restructuring 2.0 - H1FY22

17,317

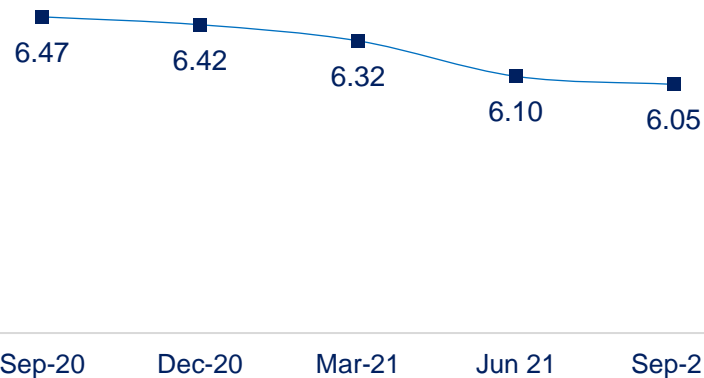
Restructuring details at end of H1FY22	Retail Personal	Corporate	SME	Total O/S
Restructuring 1.0	2,977	5,060	4,958	12,995
Restructuring 2.0	12,122	0	5,195	17,317
Total	15,099	5,060	10,153	30,312

Net Interest Margins

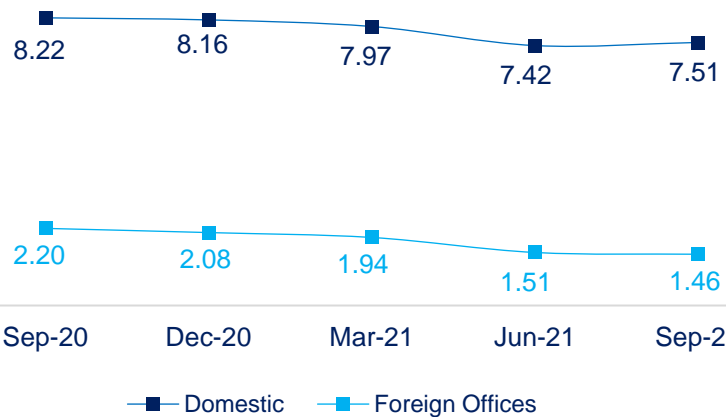


Yield on Investments

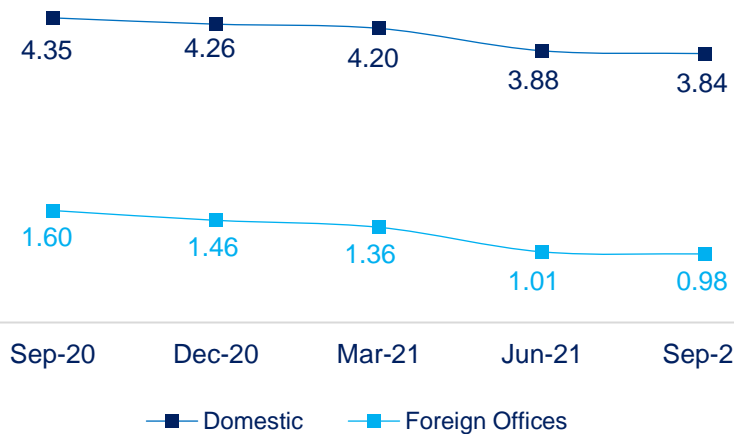
in %



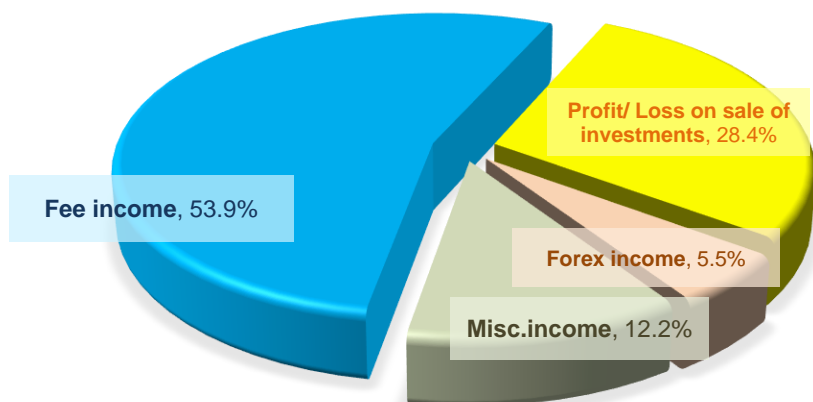
Yield on Advances



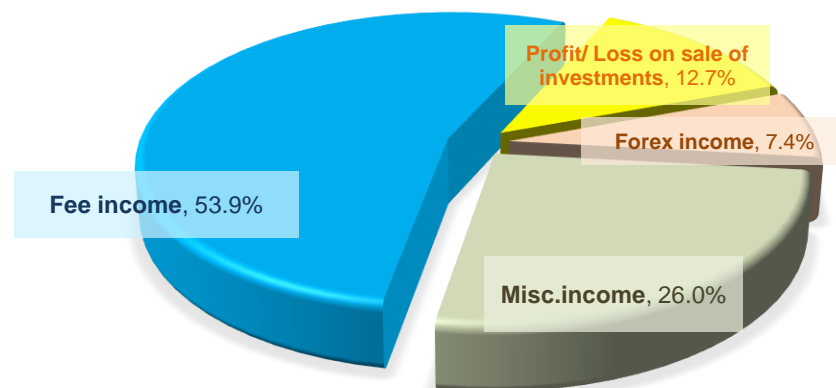
Cost of Deposits



H1FY21



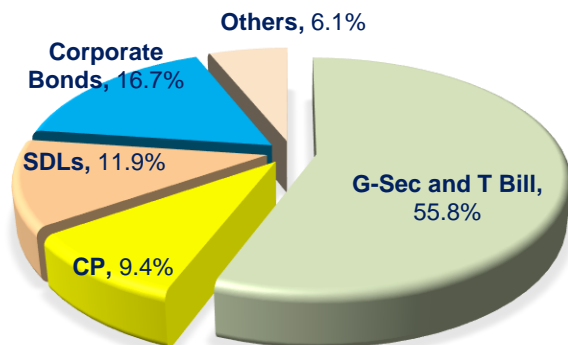
H1FY22



- Non-Interest Income growth driven by growth in fee income and AUCA recovery
- Recovery from AUCA accounts at Rs 4,149 cr

## Treasury Operations

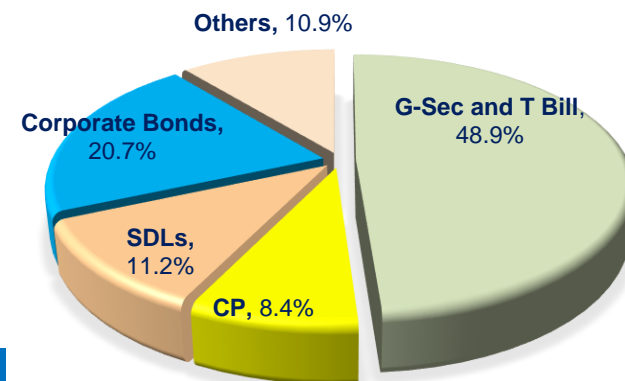
Sep 20



Modified Duration: 1.88

Yield on Investment: 6.47%

Sep 21

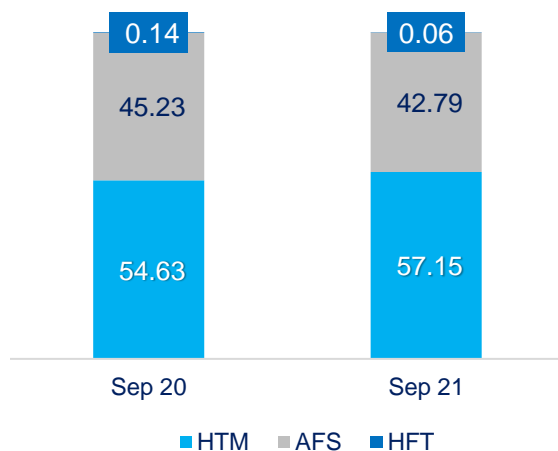


Modified Duration: 1.90

Yield on Investment: 6.05%

AFS Book

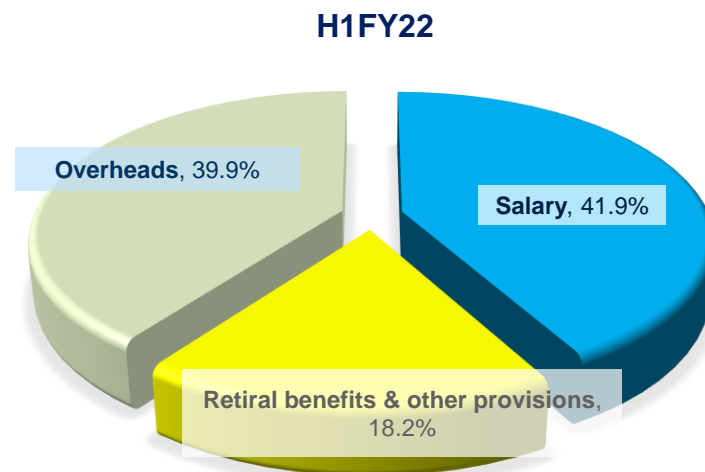
Break up of Domestic Investments (%)



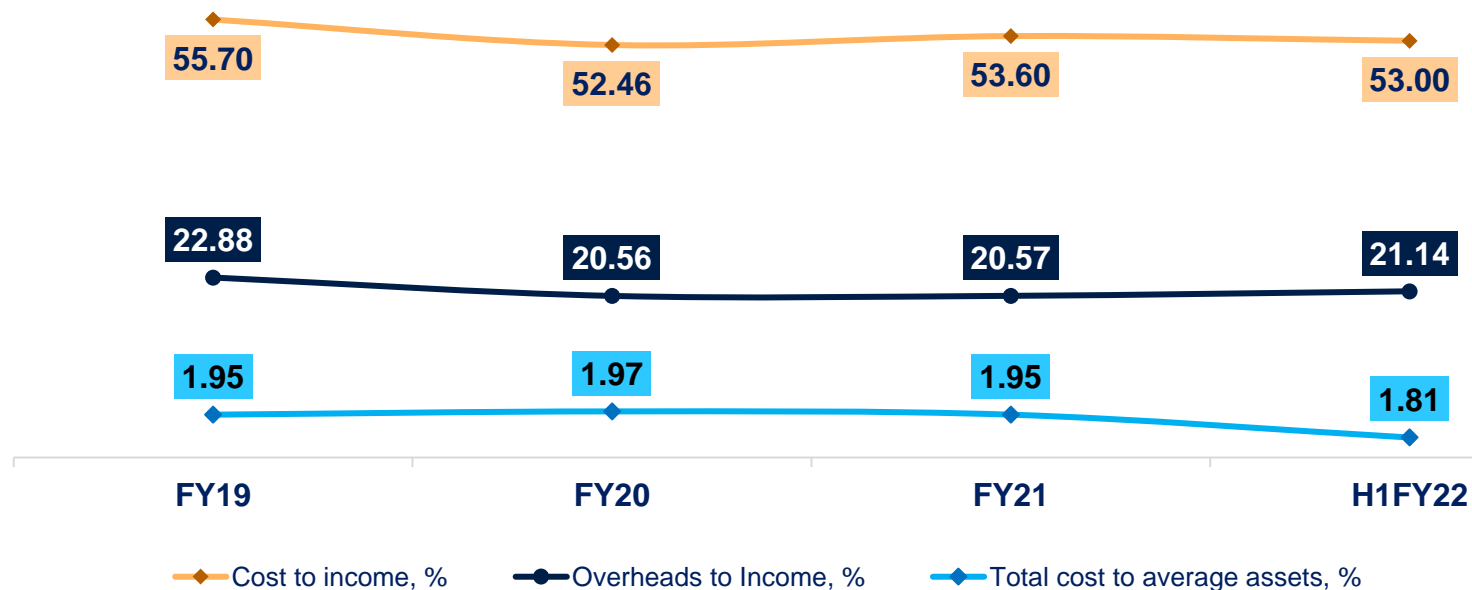
Rs.in crs

Total Investments Book	Sep 20	Sep 21
Domestic Investments	12,97,668	14,25,356
- of which- SLR	10,57,904	11,41,213
Foreign Offices Investments	42,467	49,716
Whole Bank Investments	13,40,135	14,75,072

- Focus continues on improving income streams with control on costs
- Cost to assets – amongst one of the best in the industry

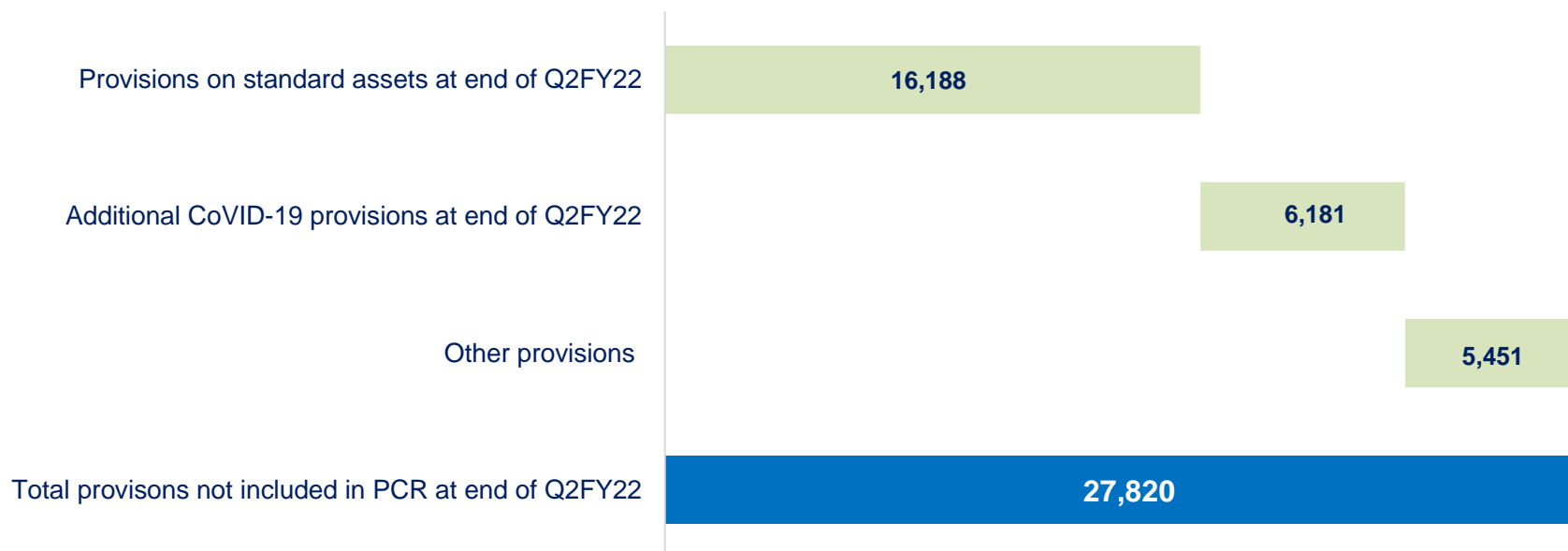


### Gradual improvement in cost efficiencies

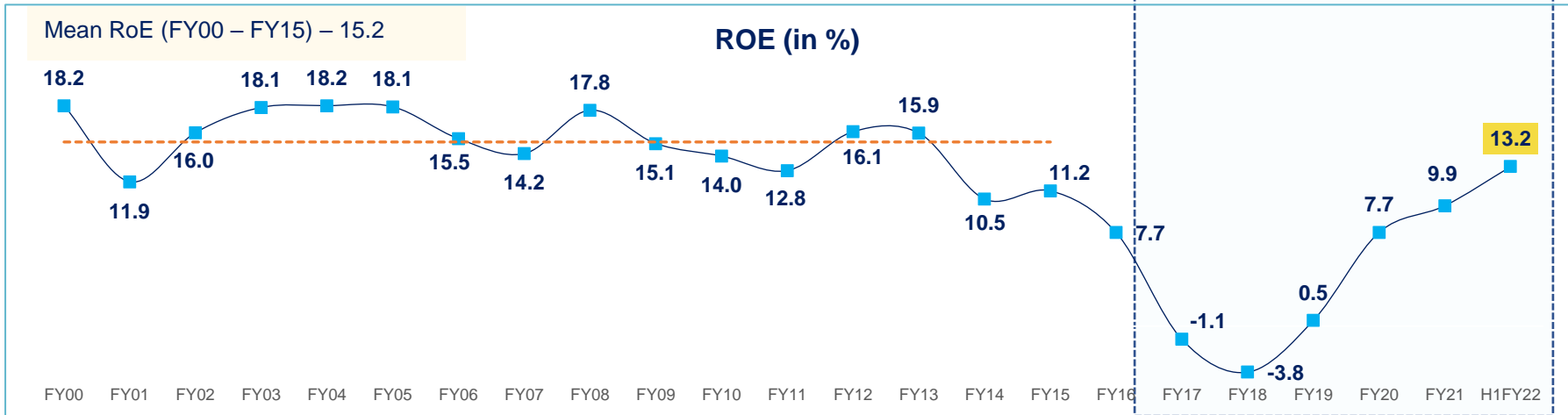
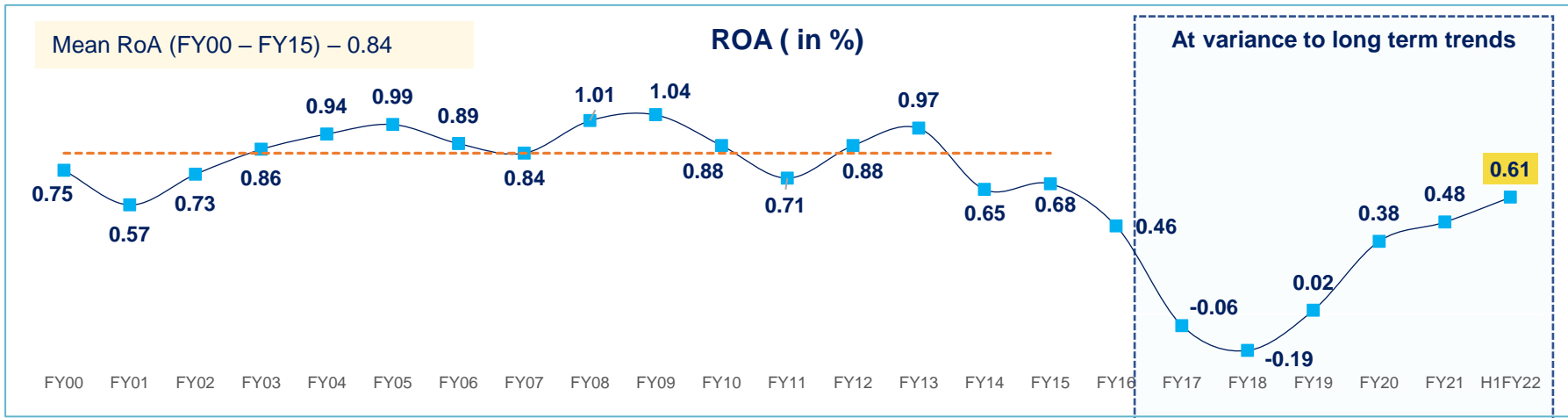




- Credit costs at 0.43% for Q2FY22
- PCR (excl AUCA) at 70.05%, legacy book well provided
- Non NPA provisions at Rs 27,820 cr, ~75% of Net NPA at end of Q2FY22

**Available Buffer, In Rs crs**

# 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 from FY20 is clearly visible now

# Financial Performance

# Financials – At a Glance



Particulars, In Rs crs	Quarter ended			Half Year Ended		Growth (%)		
	Q2FY21	Q1FY22	Q2FY22	H1FY21	H1FY22	Q2FY22 over Q1FY22	Q2FY22 over Q2FY21	H1FY22 over H1FY21
Interest Income	66,814	65,564	69,481	1,33,314	1,35,046	5.97	3.99	1.30
Interest Expenses	38,633	37,926	38,298	78,491	76,224	0.98	-0.87	-2.89
<b>Net Interest Income</b>	<b>28,181</b>	<b>27,638</b>	<b>31,184</b>	<b>54,823</b>	<b>58,822</b>	<b>12.83</b>	<b>10.65</b>	<b>7.29</b>
Non Interest Income	8,528	11,803	8,208	18,025	20,010	-30.46	-3.75	11.01
<b>Operating Income</b>	<b>36,709</b>	<b>39,441</b>	<b>39,392</b>	<b>72,848</b>	<b>78,833</b>	<b>-0.13</b>	<b>7.31</b>	<b>8.22</b>
Operating Expenses	20,249	20,466	21,312	38,327	41,779	4.13	5.25	9.01
<b>Operating Profit</b>	<b>16,460</b>	<b>18,975</b>	<b>18,079</b>	<b>34,521</b>	<b>37,054</b>	<b>-4.72</b>	<b>9.84</b>	<b>7.34</b>
Total Provisions	11,886	12,471	3,034	25,757	15,505	-75.67	-74.47	-39.80
Exceptional items <sup>#</sup>			7,418		7,418			
<b>Net Profit</b>	<b>4,574</b>	<b>6,504</b>	<b>7,627</b>	<b>8,763</b>	<b>14,131</b>	<b>17.26</b>	<b>66.73</b>	<b>61.24</b>
<b>NIM (Whole Bank) (%)</b>	<b>3.12</b>	<b>2.92</b>	<b>3.24</b>	<b>3.07</b>	<b>3.09</b>	<b>32 bps</b>	<b>12 bps</b>	<b>2 bps</b>
<b>NIM (Domestic) (%)</b>	<b>3.34</b>	<b>3.15</b>	<b>3.50</b>	<b>3.29</b>	<b>3.33</b>	<b>35 bps</b>	<b>16 bps</b>	<b>4 bps</b>
<b>Cost to Income Ratio (%)</b>	<b>55.16</b>	<b>51.89</b>	<b>54.10</b>	<b>52.61</b>	<b>53.00</b>	<b>221 bps</b>	<b>-106 bps</b>	<b>39 bps</b>
<b>Cost to Assets (%)</b>	<b>1.96</b>	<b>1.80</b>	<b>1.84</b>	<b>1.89</b>	<b>1.81</b>	<b>4 bps</b>	<b>-12 bps</b>	<b>-8 bps</b>

<sup>#</sup> Provisions on account of change in family pension rules

# Total Income



Particulars, In Rs crs	Quarter ended			Half Year Ended		Growth (%)		
	Q2FY21	Q1FY22	Q2FY22	H1FY21	H1FY22	Q2FY22 over Q1FY22	Q2FY22 over Q2FY21	H1FY22 over H1FY21
Interest on Loans	43,378	41,144	42,317	87,479	83,460	2.85	-2.45	-4.59
Interest on Resources	20,763	21,405	22,306	41,262	43,711	4.21	7.43	5.93
Other Interest income	2,674	3,016	4,859	4,573	7,875	61.10	81.70	72.19
<b>Total Interest Income</b>	<b>66,814</b>	<b>65,564</b>	<b>69,481</b>	<b>1,33,314</b>	<b>1,35,046</b>	<b>5.97</b>	<b>3.99</b>	<b>1.30</b>
Fee Income	5,243	5,403	5,391	9,713	10,794	-0.22	2.84	11.13
Profit/Loss on Sale / Revaluation of Investments	1,084	2,102	429	5,109	2,530	-79.60	-60.45	-50.47
Forex Income	528	948	526	996	1,474	-44.50	-0.40	47.95
Misc. Income	1,673	3,350	1,861	2,206	5,211	-44.44	11.29	136.20
<i>of which: Recovery in AUCA accounts</i>	1,395	2,805	1,344	1,843	4,149	-52.07	-3.65	125.11
<b>Total Non Interest Income</b>	<b>8,528</b>	<b>11,803</b>	<b>8,208</b>	<b>18,025</b>	<b>20,010</b>	<b>-30.46</b>	<b>-3.75</b>	<b>11.01</b>
<b>Total Income</b>	<b>75,342</b>	<b>77,367</b>	<b>77,689</b>	<b>1,51,339</b>	<b>1,55,056</b>	<b>0.42</b>	<b>3.12</b>	<b>2.46</b>

# Fee Income Break Up



Particulars, In Rs crs	Quarter ended			Half Year Ended		Growth (%)		
	Q2FY21	Q1FY22	Q2FY22	H1FY21	H1FY22	Q2FY22 over Q1FY22	Q2FY22 over Q2FY21	H1FY22 over H1FY21
<i>Loan Processing Charges</i>	1,296	788	1,049	2,121	1,837	33.03	-19.09	-13.39
<i>Commission on Govt. Business</i>	939	890	933	1,803	1,822	4.86	-0.71	1.09
<i>Commission on LC/BG</i>	728	823	830	1,405	1,653	0.91	14.00	17.66
<i>Cross Selling</i>	528	422	661	837	1,082	56.74	25.08	29.31
<i>Account Maintenance Charges</i>	102	69	84	250	153	22.20	-17.90	-38.86
<i>Remittance, Collection, etc.</i>	1,266	1,231	1,470	2,226	2,701	19.36	16.15	21.35
<i>Misc. Fee Income</i>	383	1,181	365	1,071	1,546	-69.09	-4.61	44.26
<b>Fee Income</b>	<b>5,243</b>	<b>5,403</b>	<b>5,391</b>	<b>9,713</b>	<b>10,794</b>	<b>-0.22</b>	<b>2.84</b>	<b>11.13</b>

# Total Expenses



Particulars, In Rs crs	Quarter ended			Half Year Ended		Growth (%)		
	Q2FY21	Q1FY22	Q2FY22	H1FY21	H1FY22	Q2FY22 over Q1FY22	Q2FY22 over Q2FY21	H1FY22 over H1FY21
Interest on Deposits	35,849	34,793	35,183	72,688	69,976	1.12	-1.86	-3.73
Interest on Borrowings	1,429	1,750	1,675	3,151	3,425	-4.34	17.21	8.69
Other Interest paid	1,355	1,383	1,440	2,652	2,823	4.16	6.29	6.44
<b>Total Interest Expenses</b>	<b>38,633</b>	<b>37,926</b>	<b>38,298</b>	<b>78,491</b>	<b>76,224</b>	<b>0.98</b>	<b>-0.87</b>	<b>-2.89</b>
Salary	6,933	8,677	8,804	13,965	17,481	1.47	27.00	25.18
Provisions for Employees	5,637	3,862	3,773	10,470	7,635	-2.28	-33.07	-27.08
<b>Staff Expenses</b>	<b>12,570</b>	<b>12,538</b>	<b>12,578</b>	<b>24,435</b>	<b>25,116</b>	<b>0.32</b>	<b>0.06</b>	<b>2.79</b>
<b>Overheads</b>	<b>7,679</b>	<b>7,928</b>	<b>8,735</b>	<b>13,892</b>	<b>16,663</b>	<b>10.17</b>	<b>13.74</b>	<b>19.95</b>
<i>of which: Depreciation</i>	820	796	811	1,640	1,607	1.95	-1.11	-2.03
<b>Operating Expenses</b>	<b>20,249</b>	<b>20,466</b>	<b>21,312</b>	<b>38,327</b>	<b>41,779</b>	<b>4.13</b>	<b>5.25</b>	<b>9.01</b>
<b>Total Expenses</b>	<b>58,882</b>	<b>58,392</b>	<b>59,610</b>	<b>1,16,819</b>	<b>1,18,002</b>	<b>2.09</b>	<b>1.24</b>	<b>1.01</b>

# Overheads



Particulars, In Rs crs	Quarter ended			Half Year Ended		Growth (%)		
	Q2FY21	Q1FY22	Q2FY22	H1FY21	H1FY22	Q2FY22 over Q1FY22	Q2FY22 over Q2FY21	H1FY22 over H1FY21
Rent, Taxes and Lighting	1,308	1,085	1,354	2,360	2,439	24.86	3.55	3.33
Depreciation	820	796	811	1,640	1,607	1.95	-1.11	-2.03
Printing and Stationery	116	89	161	201	250	79.90	38.10	24.66
Postage & Telecommunications	75	99	133	122	232	33.92	77.77	89.91
Repairs and Maintenance to Bank's Property	206	195	264	369	459	35.12	27.76	24.38
Travelling & Halting	199	185	274	365	459	47.83	37.91	25.67
Deposit & General Insurance	1,089	1,133	1,093	2,042	2,225	-3.53	0.34	8.99
Business Acquisition & Development Expenses	1,051	1,959	1,168	1,649	3,128	-40.36	11.21	89.65
ATM /CDM/Debit Card /Other Tech Expenses	1,638	1,374	1,768	3,011	3,142	28.71	7.91	4.34
Misc. Expenses	1,177	1,013	1,709	2,132	2,722	68.65	45.17	27.65
<b>Overheads</b>	<b>7,679</b>	<b>7,928</b>	<b>8,735</b>	<b>13,892</b>	<b>16,663</b>	<b>10.17</b>	<b>13.74</b>	<b>19.95</b>



# Provisions & Profit



Particulars, In Rs crs	Quarter ended			Half Year Ended		Growth (%)		
	Q2FY21	Q1FY22	Q2FY22	H1FY21	H1FY22	Q2FY22 over Q1FY22	Q2FY22 over Q2FY21	H1FY22 over H1FY21
<b>Operating Profit</b>	16,460	18,975	18,079	34,521	37,054	-4.72	9.84	7.34
Loan Loss	5,619	5,030	2,699	15,040	7,729	-46.33	-51.96	-48.61
Standard Assets	-257	1,578	479	25	2,057	-69.64	286.34	8,067.00
Investment Depreciation	653	517	-626	1,884	-109	-221.19	-195.94	-105.81
Other Provisions	4,103	2,928	-2,363	5,671	564	-180.72	-157.59	-90.05
Income Tax	1,767	2,419	2,845	3,138	5,264	17.63	61.00	67.77
<b>Total Provisions</b>	<b>11,886</b>	<b>12,471</b>	<b>3,034</b>	<b>25,757</b>	<b>15,505</b>	<b>-75.67</b>	<b>-74.47</b>	<b>-39.80</b>
Exceptional items <sup>#</sup>			7,418		7,418			
<b>Net Profit</b>	<b>4,574</b>	<b>6,504</b>	<b>7,627</b>	<b>8,763</b>	<b>14,131</b>	<b>17.26</b>	<b>66.73</b>	<b>61.24</b>

Ratios (Annualized)	Q2FY21	Q1FY22	Q2FY22	H1FY21	H1FY22
ROA (%)	0.44	0.57	0.66	0.43	0.61
ROE (%)		12.12		8.94	13.17
Earning Per Share (Rs.)	20.33	29.23	33.90	19.59	31.58

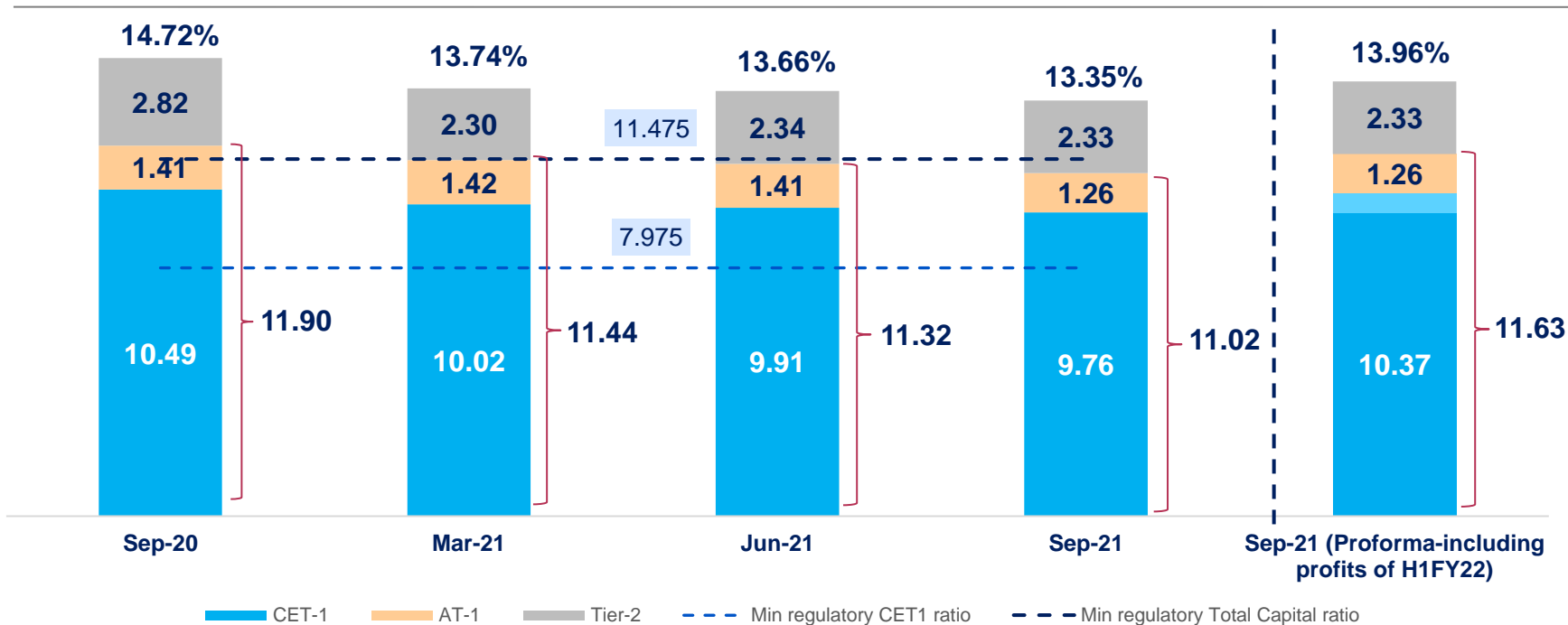
<sup>#</sup> Provisions on account of change in family pension rules

# Capital Adequacy & Asset Quality

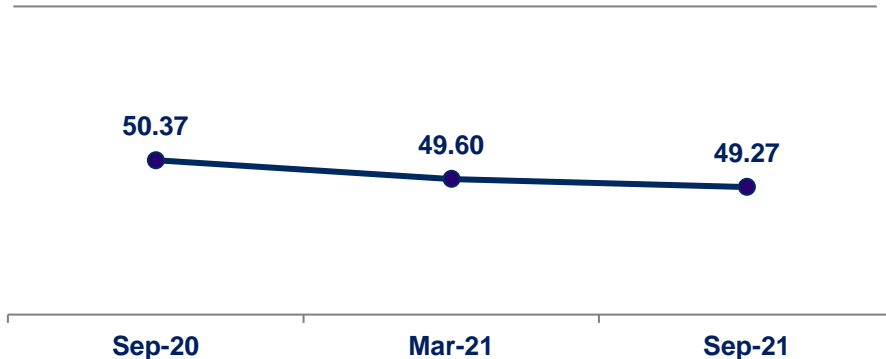
# Well-capitalized bank with adequate liquidity



## Capital ratios (%)



## RWA to Total Assets (%)

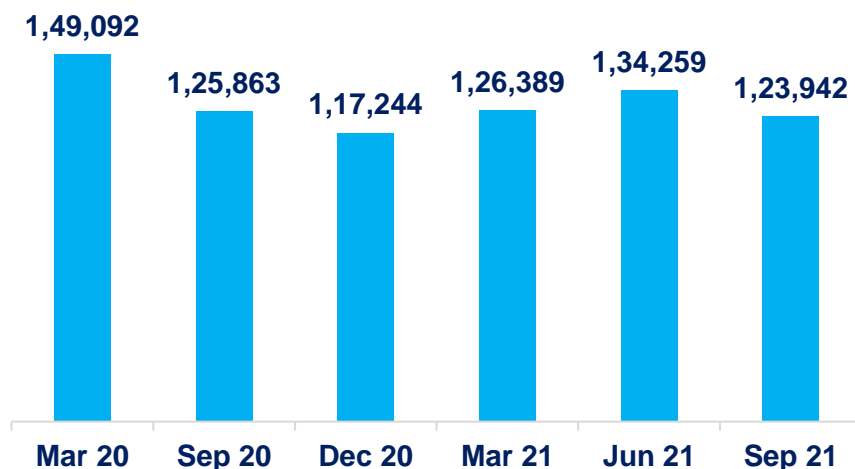


	Sep 20	Mar 21	Sep 21
Credit Risk Weighted Assets on Advances to Gross Advances (%)	56.34%	54.70%	54.96%

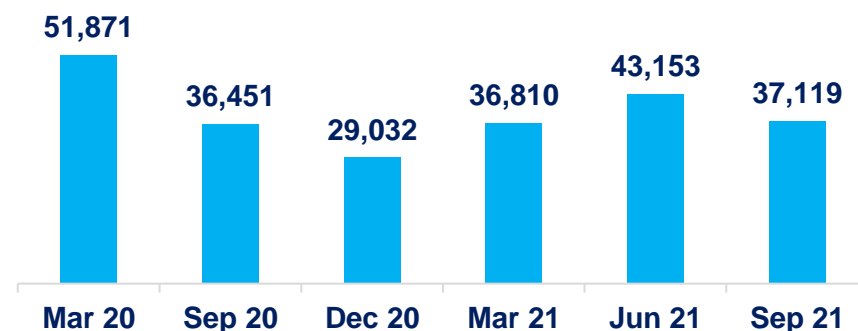
*AT-1 raised during Oct 21 will improve CAR by 26 bps*

# Asset Quality (1/4)

**Gross NPA, in Rs crs**



**Net NPA, in Rs crs**



Cumulative for the Period (%)	Sep 20	Dec 20	Mar 21	Jun 21	Sep 21
Gross NPA Ratio	5.28	4.77	4.98	5.32	4.90
Net NPA Ratio	1.59	1.23	1.50	1.77	1.52
PCR	88.19	90.21	87.75	85.93	87.68
PCR (Excl. AUCA)	71.04	75.24	70.88	67.86	70.05
Corporate PCR (Excl. AUCA)	88.30	90.78	84.94	86.05	87.77
Slippage Ratio	0.53	0.36	1.18	2.47	1.56
Credit cost	1.24	0.95	1.12	0.79	0.61

# Asset Quality (2/4)



Rs. in Crores

Movement of NPAs:	Q2FY21	Q3FY21	Q4FY21	FY21	Q1FY22	Q2FY22
<b>Opening Level of Gross NPAs</b>	<b>1,29,661</b>	<b>1,25,863</b>	<b>1,17,244</b>	<b>1,49,092</b>	<b>1,26,389</b>	<b>1,34,259</b>
Total Reductions	6,883	8,906	12,905	52,035	8,428	14,609
<i>of which : Recovery + Upgradation</i>	<i>4,038</i>	<i>5,657</i>	<i>4,329</i>	<i>17,632</i>	<i>4,969</i>	<i>7,407</i>
Gross Addition	3,085	287	22,050	29,332	16,298	4,292
<i>of which : Increase in O/s</i>	<i>329</i>	<i>50</i>	<i>116</i>	<i>768</i>	<i>632</i>	<i>117</i>
<i>: Fresh Slippages</i>	<i>2,756</i>	<i>237</i>	<i>21,934</i>	<i>28,564</i>	<i>15,666</i>	<i>4,176</i>
Net Increase	-3,798	-8,619	9,145	-22,703	7,870	-10,317
<b>Closing Level of Gross NPAs</b>	<b>1,25,863</b>	<b>1,17,244</b>	<b>1,26,389</b>	<b>1,26,389</b>	<b>1,34,259</b>	<b>1,23,942</b>

Segmental NPAs:	Sep 20		Mar 21		Sep 21	
	NPA	Ratio %	NPA	Ratio %	NPA	Ratio %
Retail:	60,430	4.75	60,865	4.46	63,114	4.51
<i>Agri.</i>	<i>31,234</i>	<i>14.81</i>	<i>32,480</i>	<i>15.17</i>	<i>31,795</i>	<i>14.79</i>
<i>Per Segment</i>	<i>6,485</i>	<i>0.83</i>	<i>6,984</i>	<i>0.80</i>	<i>8,656</i>	<i>0.96</i>
<i>SME</i>	<i>22,711</i>	<i>8.19</i>	<i>21,402</i>	<i>7.67</i>	<i>22,664</i>	<i>8.10</i>
Corporate	62,168	7.89	63,098	7.71	57,697	7.62
International	3,265	1.01	2,426	0.68	3,131	0.84
<b>Total</b>	<b>1,25,863</b>	<b>5.28</b>	<b>1,26,389</b>	<b>4.98</b>	<b>1,23,942</b>	<b>4.90</b>

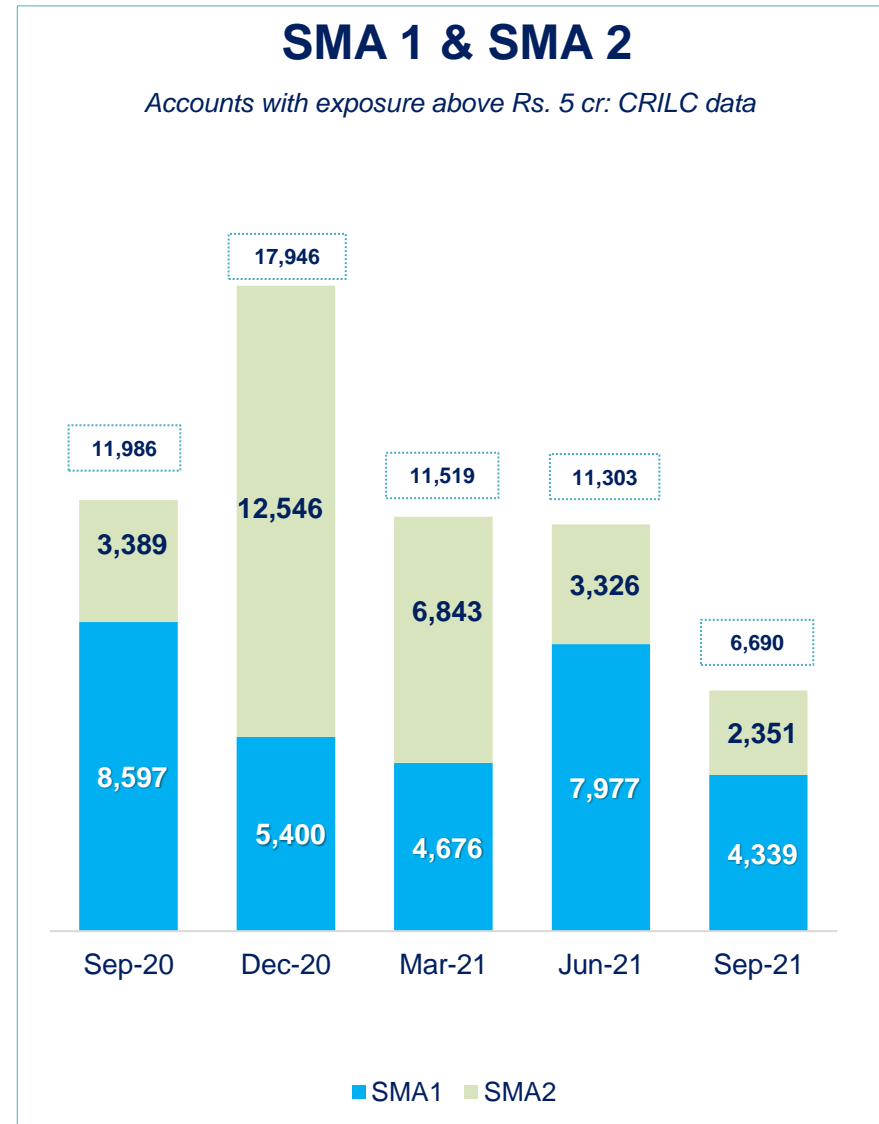
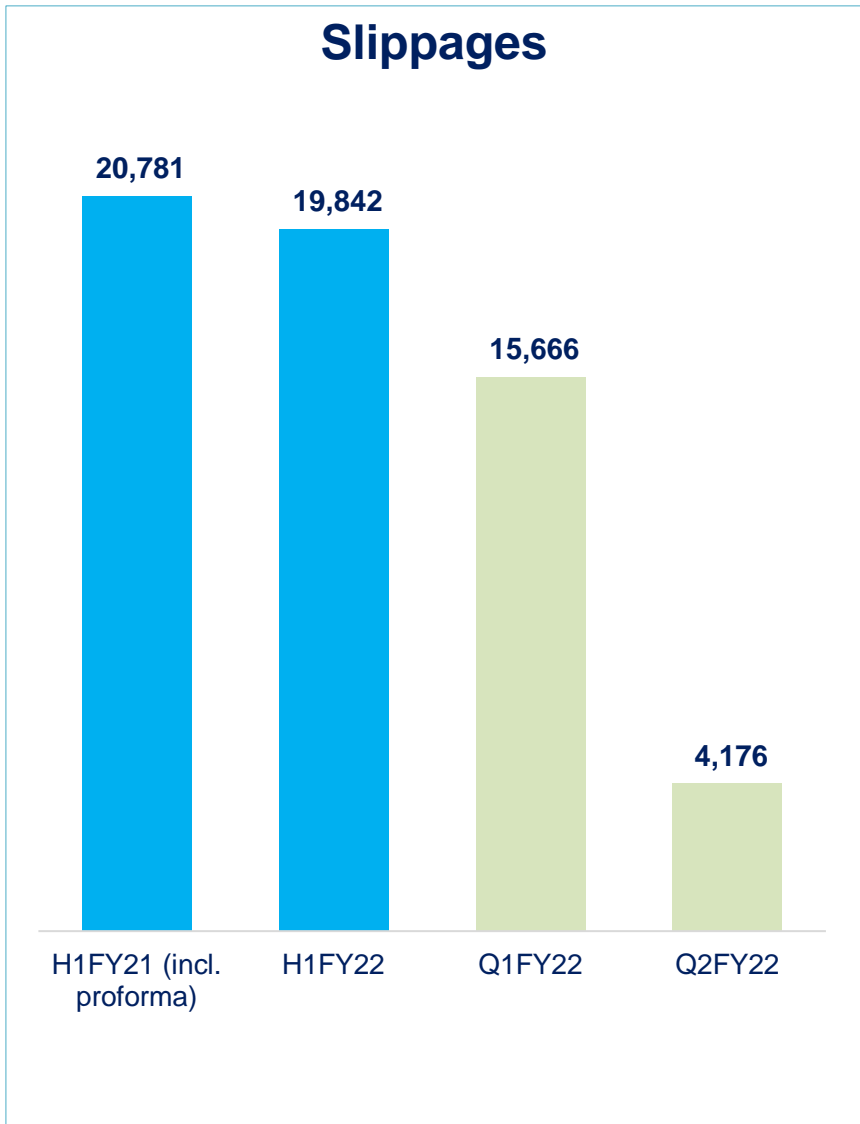
# Movement of NPAs and AUCA (3/4)



Rs. In Crores

Movement of NPAs (incl. Advances under Collection)				
	Mar 19	Mar 20	Mar 21	Sep 21
<b>Opening Level of GNPA + AUCA</b>	<b>3,27,653</b>	<b>3,09,755</b>	<b>3,16,684</b>	<b>3,00,496</b>
Gross Addition (Increase in O/s + Slippages)	39,740	54,510	29,332	20,590
<b>Total GNPA + AUCA + Additions</b>	<b>3,67,393</b>	<b>3,64,265</b>	<b>3,46,016</b>	<b>3,21,087</b>
<b>Total Recovery / Upgradation</b>	<b>39,857</b>	<b>35,032</b>	<b>27,930</b>	<b>16,525</b>
Less: Write-off (Removal from AUCA/Haircut)	17,782	12,549	17,590	3,164
<b>Closing Level of Gross NPAs + AUCA</b>	<b>3,09,755</b>	<b>3,16,684</b>	<b>3,00,496</b>	<b>3,01,397</b>

# Asset Quality (4/4)



# Digital Journey

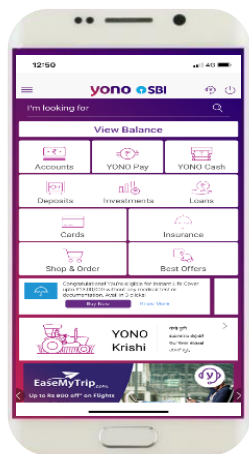


# Accelerating digital agenda (1/5)



YONO – Our flagship digital offering

## 1 Customer facing digital bank catering to banking and lifestyle needs on mobile App/Customer portal



### Digital bank

“Seamless Omni-channel customer experience”



Fund transfer



Bill pay/  
Recharge



Fixed deposit



One view of all SBI accounts



### Financial Super Store

“Providing cross-selling digitally”



Cards



Mutual fund



Insurance



Investment



### Online Market Place

“Deepen relationships with existing customers”



Shop & Order



Best Offers

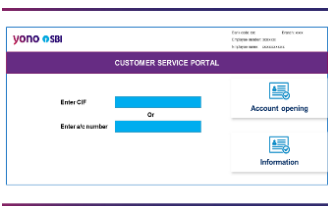


Mandi



Mitra

## 2 Branch employee facing portal enabling improved customer services and staff productivity



### E2E digitization

“Improve productivity and reduce cost”



Yono Krishi



Account opening



Home loans



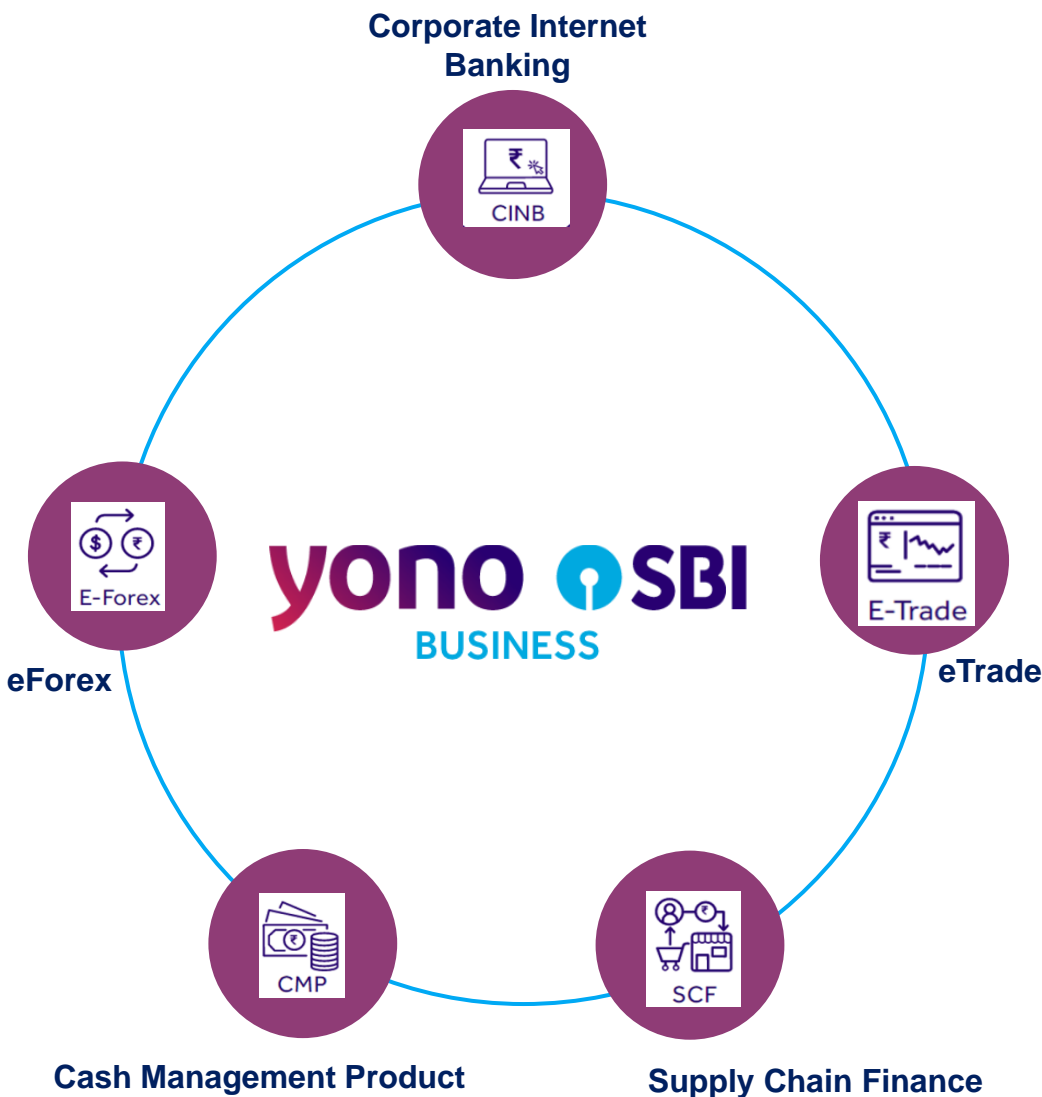
Car loans



Personal loans

# Accelerating digital agenda (2/5)

*YONO Business has re-imagined key customer journeys to provide a superior user experience*



- 1 **Single-sign-on** across all business banking applications with unified profile management
- 2 Unified **dashboard view** across banking applications
- 3 **Fully digitised journey** for issuance Import letter of credit, Import LC Acceptance, Export LC advising
- 4 **Fully digitised journey** for forex rate booking
- 5 **API Banking**
- 6 **Pre-approved Business Loan, PABL POS** based on internal criteria
- 7 **SME Gold Loan for Proprietary Firms**
- 8 **Online Request for Current Account**
- 9 **Simpler onboarding journey** with reduced documentation

# Accelerating digital agenda (3/5)

## YONO – Key objectives

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

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

1



2



3



4



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

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

# Accelerating digital agenda (4/5)



YONO – Delivering significant impact across metrics

**~27.6 K**

New digital SB accounts  
opened per day  
(Q2FY22)

**4.28 Cr.+**

Cumulative  
Registered Users  
(since inception)

**1.20 Cr.**

Average Daily logins by  
Customers

**~4,957.34 Cr**

MF Sales

**~7,875 Cr /  
4.7 Lac+. nos**

Pre-approved Personal  
Loans  
disbursed during FY (YTD)

**22.61 Lac**

PAI Policies sold

**~526 Cr.**

Online marketplace  
GMV

**~3.65 Lac**

KCC reviewed

**~16,039 Cr /  
10.61 Lac+. nos**

Agri Gold Loans  
sourced during current  
FY (YTD)

*\*Above metrics are for H1FY22, unless otherwise mentioned*

# Accelerating digital agenda (5/5)



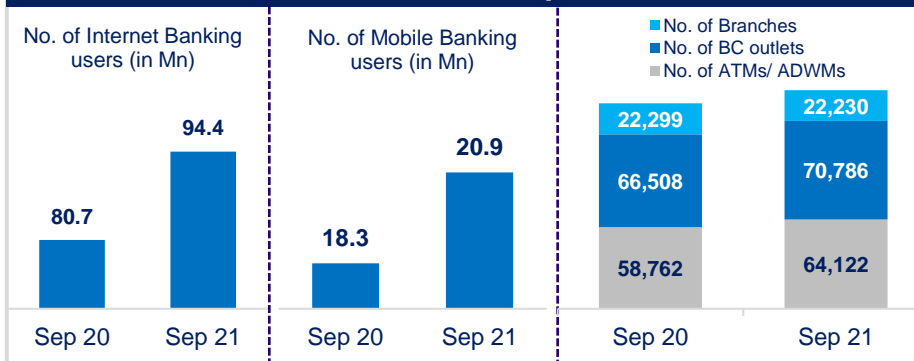
## Digital Leadership across channels

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

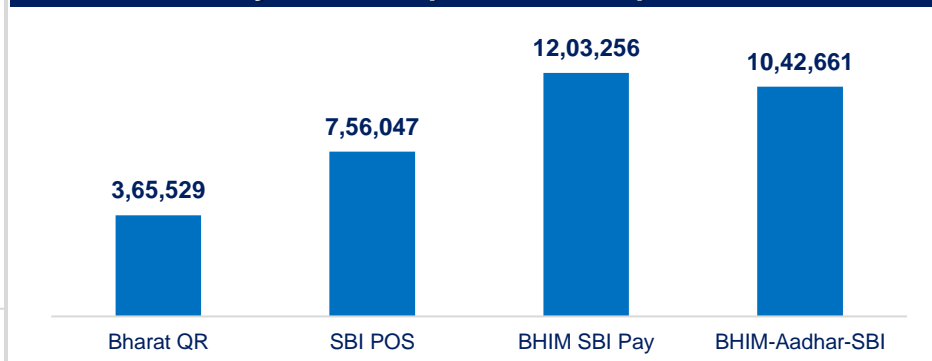
Debit card spends <b>30.40%</b>	POS terminals <b>15.86%</b>	ATMs <b>26.65%</b>	Mobile Banking No. of Transactions <b>24.51%</b>	Mobile Banking Transaction value <b>23.53%</b>
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### Presence across multiple channels and payment acceptance touch points

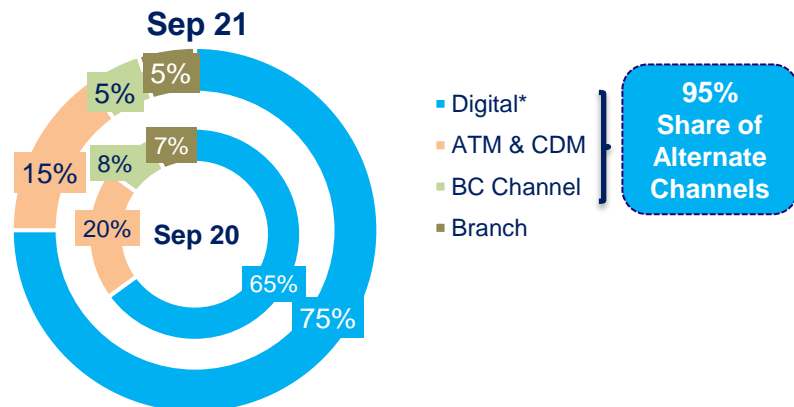
#### Customer touch points



#### Payment acceptance touch points



#### Increasing digital adoption



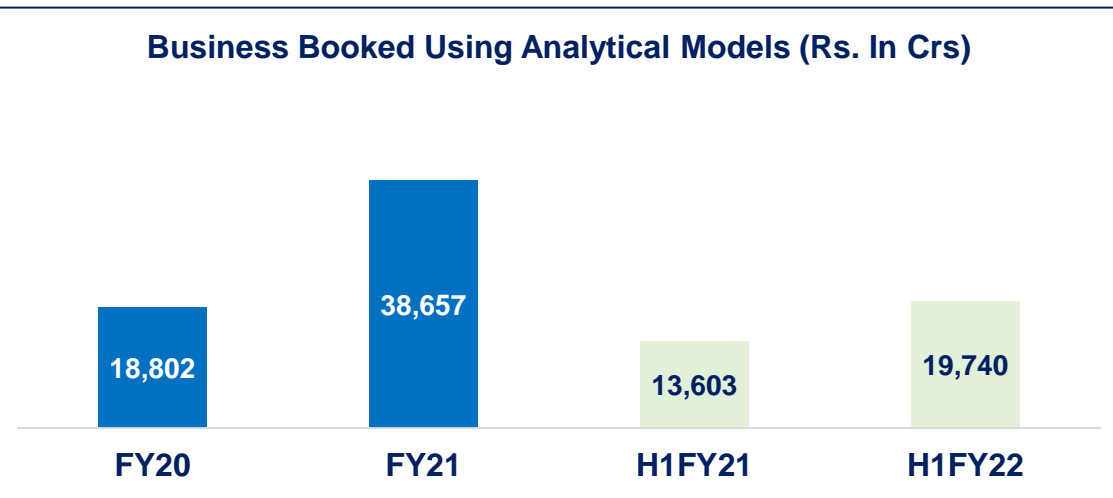
#### Key highlights

- UPI**
  - Remit transactions handled (in H1FY22): **4,822 Mn**
  - Number of UPI users: **158 Mn**
  - Market share in remittances: **25%** (#1 Remittance Bank)
- Debit cards**
  - No. of cards: **284.60 Mn**
  - Debit Card spends: **> 559.90 Mn transactions and Rs. 937.63 bn spend during FY22.**
- ATM**
  - Average no. of ATM transactions: **~ 13.0 Mn per day**

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

## Functionalities Being Delivered Using AI / ML

Business Booked Using Analytical Models (Rs. In Crs)



Business Garnered via Analytics in FY22 (April-September 2021)

Business Area	Business in Rs crs
Personal Banking	16,302
Agriculture	1,637
MSME	952
Housing Loans	777
Cross-sell (JVs)	72

### Facilitating Digital Lending

- Automatically identifies eligible customers across base
- Allows instant sanction, disbursement via YONO, INB e.g. YONO based Pre-approved Personal Loans

### AI-driven Loan Underwriting

- AI based credit risk modelling to facilitate lending
- Reduces Risk by analysing customers holistically e.g. Pre-Approved Business Loan

### Mitigating Risk

- Monitors & flag suspicious activity automatically
- Holistic review of risk for timely, focussed redressal e.g. Short-listing vouchers for re-checking

### Driving Operational Efficiency

- Identifies opportunities to save costs, recover income
- Identifies precise, actionable insights e.g. Identification of uncollected charges in loans

### Business Expansion

- Models to identify customer propensity for a product
- Reduces marketing effort/cost, focus on likely leads e.g. Multiple Models for cross-sell and up-sell

### Data-based Decision Making

- Equips top management with scientific insights
- 360° view before decision, impact assessment after e.g. Analysis of NPA trends, new products, etc.

## AI-based Advances Made in Q2FY22

### Intelligent Early Warning Signal (EWS) for Loan Monitoring

- ✓ AI based EWS deployed for Personal, SME and Corporate Customers
- ✓ Holistic examination of customer behaviour data over the years
- ✓ Incorporates both internal and external data sources

### Grass-roots Level Operational Efficiency

- ✓ Cost-to-Income (CIR) Ratio analysed at branch level
- ✓ Specific, actionable prescriptions provided to improve CIR
- ✓ Optimization tool provided to create data-backed, optimal budgets

### Holistic Credit Offers

- ✓ 360° view of customer considered for credit underwriting & marketing
- ✓ Cash-flow, transactional behaviour and digital profile of customers analysed
- ✓ Digital lending provided for Salaried, SME and Pension Customers

### Customer Acquisition

- ✓ AI used for New To Bank (NTB) acquisition
- ✓ External data used to identify and score potential customers
- ✓ NTB SME customers, Self-employed Professionals identified for acquisition

**Analytics has helped in Business Expansion & Efficiency Improvement through Automation, Process Optimization and Risk-Mitigation**

# Analytics – Capabilities (3/4)

**Policies**

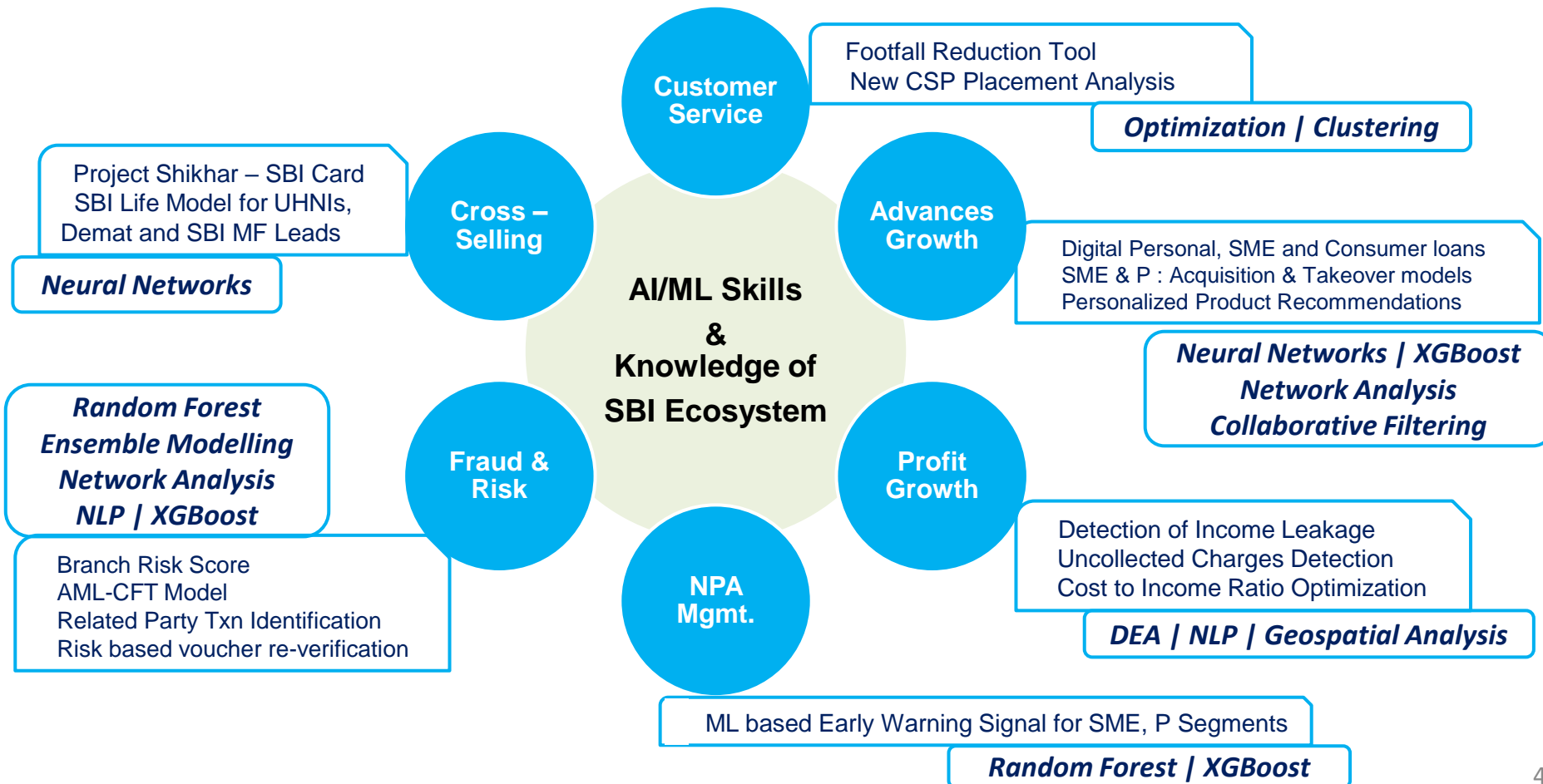
- Data & Model Governance policy, Control Structure in place
- Forward-looking Ethics Document in place to ensure customer trust

**Projects**

- 57 Analytics Projects in FY21
- 100% In-house, Experienced Team
- Agile team & project management

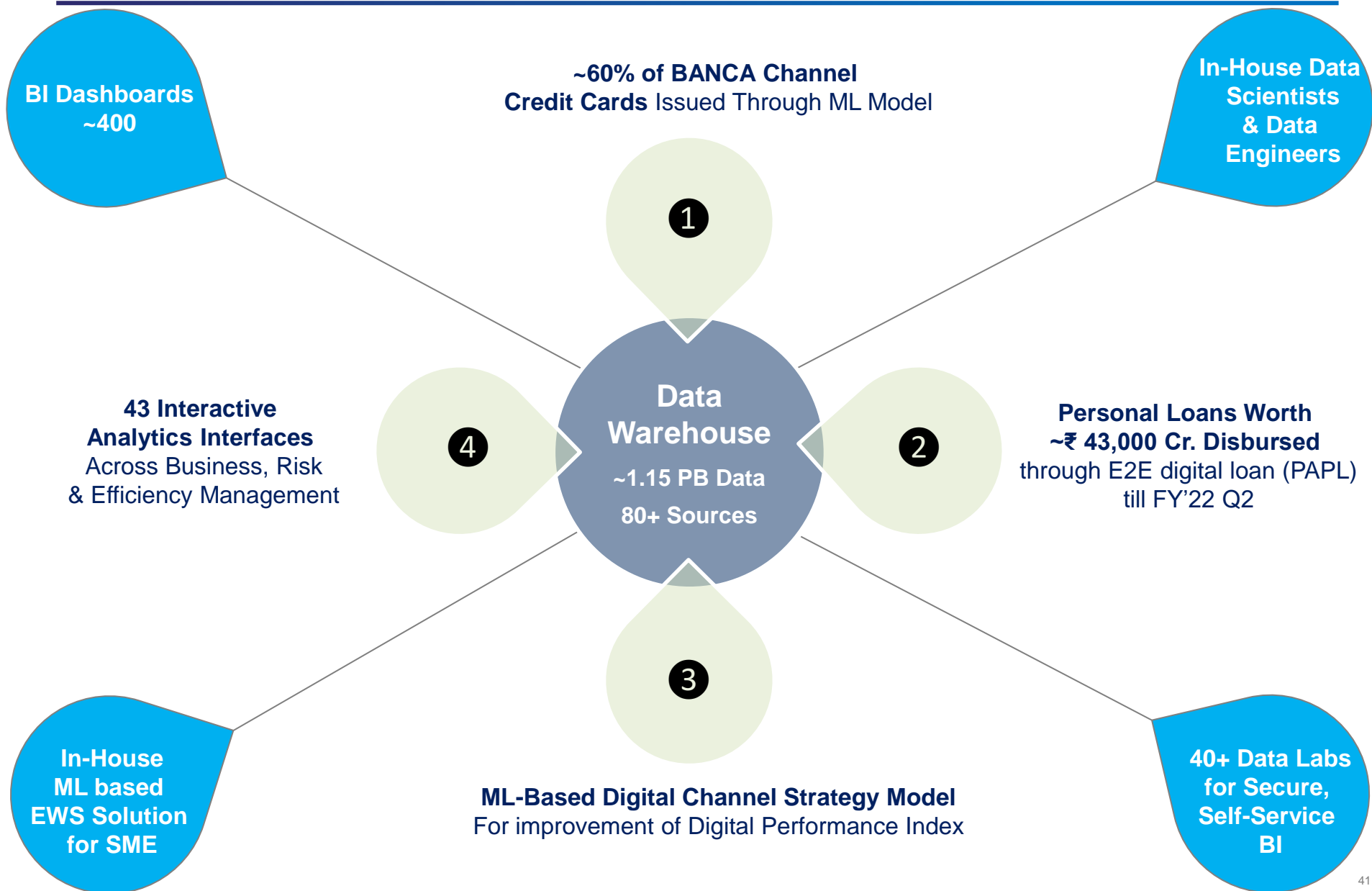
**Techniques**

- Private Cloud Deployed AI/ML Tools
- GPU modelling, Auto-ML reduces TAT
- AI based Data Quality Enhancement to improve Trust in Data





# Analytics – Outcome (4/4)

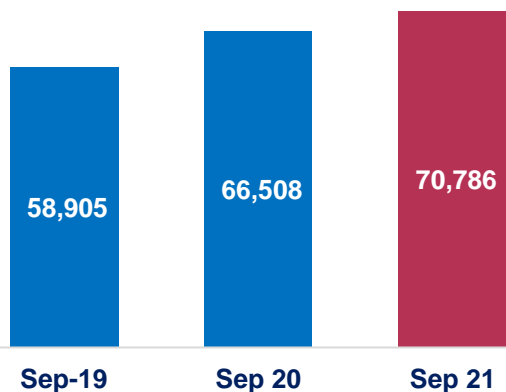


# Financial Inclusion & Sustainability

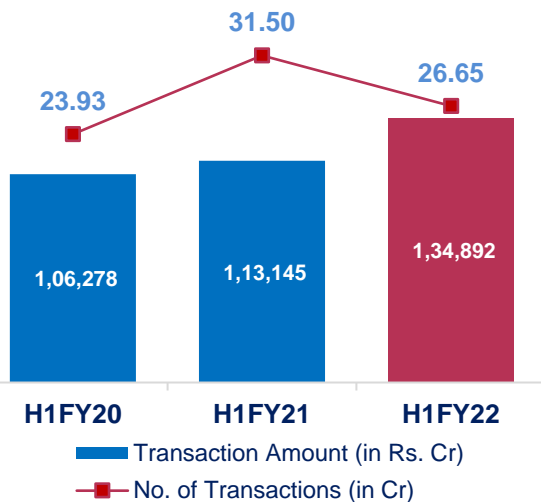
# Financial Inclusion

As on Sep 2021

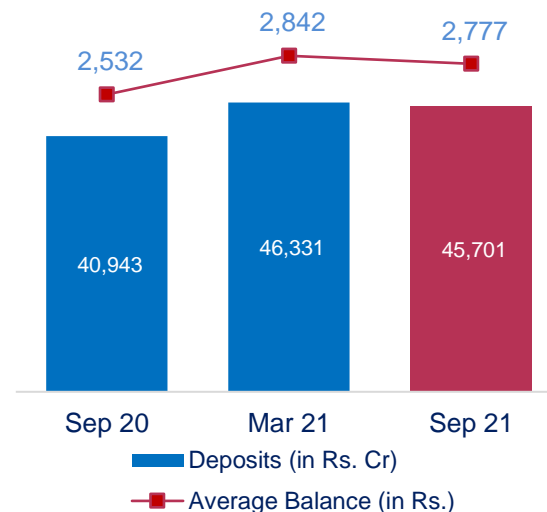
### No. of BC outlets



### Transactions in BC Channel



### Deposits in FI Channel



## Way forward

- Enabler for **decongestion of branches**
- **Empower BC Channel** for collection activities
- Augment Income Stream of CSPs
- To make BC/CSP Channel a **robust delivery platform**

### Performance under Social Security Schemes

Cumulative no. in Crs	Sep 20	Mar 21	Sep 21
APY	0.48	0.60	0.72
PMJJBY	1.38	1.85	2.16
PMSBY	4.48	5.64	6.50

### Improvement in Ease of Banking

	Sep 20	Mar 21	Sep 21
Passbook Printers installed at CSP	5,137	9,902	13,184
% Share of Passbooks printed at CSP	3.71	11.01	10.37

## ESG – an integral part of our lending

- ✓ Responsible finance integral aspect of Bank's strategy. Lines of credits availed from World Bank, KfW etc. being used to fund projects with positive environmental & social impacts.
- ✓ ESG further integrated in our **lending decisions**: Specified borrowers of credit exposure above Rs.100 crs (*For Listed Borrowers*) and above Rs.500 crs (*For Unlisted Borrowers*) shall be rated on ESG Criteria also at the time of CRA rating.

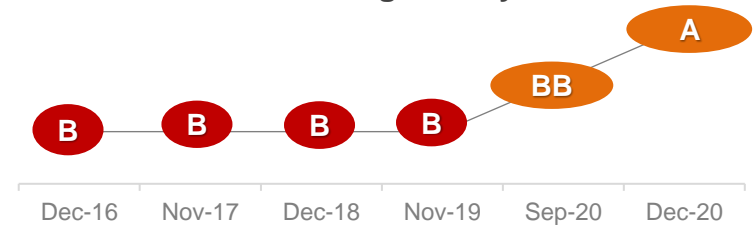
## SBI's MSCI ESG RATINGS

### Leadership in :

- Access to Finance
- Privacy & Data Security



### SBI ESG Rating History



## IMPETUS TO RENEWABLE ENERGY SECTOR

### Thrust Areas

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

### Deployed Amount

> INR 33,000 cr

### RE Accounts

> 700

### Reference Date

30th September, 2021

## GOING THE GREEN WAY

- ❑ Bank's **Ten(10)** establishments certified as **Green Buildings** by Indian Green Building Council.
- ❑ More than **21,000 branches** enabled with **Green Channel Counter(GCC)** for transactions through Chip-based debit cards and PIN validation.
- ❑ Green Bonds worth **USD 800 million** issued in aggregate since inception.
- ❑ More than **86.00 lakh** reward points redeemed by customers for donation to sustainable activities under **SBI Green Fund**

# SBI's Sustainability Framework



Financial Inclusion	Carbon Neutrality Journey	Responsible Investment	Digital Agenda	People Practices
<b>Customer Service Points</b> 70,000+ Customer Service Points bringing financial services to unbanked sectors	<b>Internal Commitment</b> To achieve carbon neutral status by the year 2030 in a phase wise manner	<b>Green Bonds &amp; Loan</b> Over 1.6 million tCO <sub>2</sub> emissions avoided every year through projects earmarked under SBI's green bonds and green loan	<b>YONO</b> Flagship digital offering with tailored products like YONO Krishi, YONO Cash , YONO Lite , PAPL among others.	<b>Fighting the Pandemic</b> Over 90% of Bank's employees vaccinated with 1 <sup>st</sup> dose. More than 60% employees fully vaccinated with both the doses.
<b>Micro Credit</b> SBI has India's highest market share when it comes to linkages with self-help groups, primarily comprising of women	<b>Captive RE Capacity</b> Banks Renewable energy capacity for captive use comprising Solar & Wind Power stands at 35 MWp	<b>ESG Screening</b> The Bank incorporates ESG criteria while assessing potential borrowers across sectors	<b>Alternate Channels</b> 95% share of the Bank's total transactions migrated to alternate channels like ATM, CDM, UPI, YONO, internet, mobile banking etc.	<b>Training and Development</b> The Bank's virtual learning initiatives have garnered multiple Brandon Hall Excellence Awards in FY 2020-21
<b>Financial Literacy/Skill Development</b> Bank has set up over 300 financial literacy centres and 152 Rural Self Employment Training Institutes (RSETIs)	<b>Conservation and Efficiency</b> Initiatives like tree plantation, branch server consolidation, use of solar power, water recycling and rainwater harvesting	<b>SDG-Aligned Offerings</b> SDG-aligned products like Healthcare business loans, Green car loan, and financing for polyhouse farms, among others	<b>Information &amp; Data security</b> Adopted a robust and agile Information security framework. Bank's Security Operations Centre(SOC) has been ISO27001:2013 certified	<b>Equal Opportunity</b> SBI's initiatives to ensure diversity, inclusion and equal opportunity include efforts to eliminate any subconscious gender bias and policy for equal opportunity to PwDs

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

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

Subsidiaries,  
Group Financials &  
Balance Sheet

# SBI Subsidiaries – Significant value created across financial services



## Listed Subsidiaries and Investments

Subsidiaries - listed	H1FY22 – PAT (in Rs. Crore)	H1FY22 – RoE (in %)	SBI Stake (in %)	Value per share of SBI (Rs) #
SBI Card	650	19.40	69.34	78.2
SBI Life	470	8.82	55.49	72.5
Other select listed investments	NA	NA	NA	11.0
<b>Total</b>				<b>Rs. 162 / share of SBI</b>

## Key Unlisted Subsidiaries

Subsidiaries - unlisted	H1FY22-PAT (in Rs. Crore)	H1FY22 - RoE (in %)	JV Partners	Key highlights	SBI Stake (in %)
SBI Funds Management	503	32.2	Amundi - 36.78%	Crossed AUM of INR 6 lac crs Leader in mutual fund business with QAAUM of INR 5.78 lakh cr. and market share of 15.97% Closed largest mutual fund scheme NFO in country with collection of over USD 2 billion.	62.63
SBI General Insurance	127	9.2	Multiple Financial Investors	6.69% market share amongst Pvt. sector	69.98
SBI Capital Markets Group	299	13.4	NA	Gross Income Rs. 693 crs in H1FY22, up 13% YoY	100.00
SBI SG Global Securities	53	132.6	Soc Gen – 35%	SBISG is the 5th largest custodian in India with market share of approx. 8%. SBISG won the best sub custodian 2021 award in the Global Investor Survey for cross border client category.	65.00

# Closing price as on 2<sup>nd</sup> November 2021

# SBI Group Financials – H1FY22



Rs. In crores

	Half Year Ended		Growth (%)
	H1FY21	H1FY22	YoY
Interest Earned	1,39,983	1,41,989	1.43
Non-Interest Income	44,742	52,421	17.16
<b>Total Income</b>	<b>1,84,725</b>	<b>1,94,410</b>	<b>5.24</b>
Interest Expended	79,325	76,887	-3.07
<b>Operating Expenses (i+ii)</b>	<b>67,098</b>	<b>76,248</b>	<b>13.64</b>
<i>(i) Employee Cost</i>	26,062	26,952	3.41
<i>(ii) Other Operating Expenses</i>	41,035	49,295	20.13
<b>Total Expenditure</b>	<b>1,46,422</b>	<b>1,53,135</b>	<b>4.58</b>
<b>Operating Profit</b>	<b>38,303</b>	<b>41,275</b>	<b>7.76</b>
Provisions (other than Tax)	23,784	11,126	-53.22
<i>Less: Exceptional Item #</i>		7,418	
<i>Add: Share in profit of associates</i>	171	374	117.95
<i>Less: Minority Interest</i>	756	774	2.38
Tax Expenses	3,912	6,061	54.93
<b>Net Profit</b>	<b>10,022</b>	<b>16,270</b>	<b>62.33</b>

	Half Year Ended	
	H1FY21	H1FY22
ROA (%)	0.46	0.66
ROE (%)	9.45	13.97
Earning Per Share (Rs.)	22.40	36.36
Expenses Ratio (%)	52.68	52.99
NIM (%)	3.11	3.11
Gross NPA Ratio (%)	5.23	4.85
Net NPA Ratio (%)	1.57	1.50

# Provisions on account of change in family pension rules



# Balance Sheet



<b>Liabilities</b>							<i>Rs. in Crores</i>
	<b>SBI SOLO</b>			<b>SBI GROUP</b>			
	<b>Sep 20</b>	<b>Sep 21</b>	<b>YOY Growth (%)</b>	<b>Sep 20</b>	<b>Sep 21</b>	<b>YOY Growth (%)</b>	
Capital	892	892	0.00	892	892	0.00	
Reserves and Surplus	2,44,829	2,67,508	9.26	2,65,402	2,91,572	9.86	
Minority Interest				8,913	10,448	17.23	
Deposits	34,70,462	38,09,630	9.77	35,05,182	38,44,768	9.69	
Borrowings	2,98,230	4,18,951	40.48	3,16,276	4,38,056	38.50	
Other Liabilities & Provisions	1,43,443	1,94,936	35.90	3,38,525	4,48,178	32.39	
<b>Total Liabilities</b>	<b>41,57,856</b>	<b>46,91,917</b>	<b>12.84</b>	<b>44,35,190</b>	<b>50,33,914</b>	<b>13.50</b>	
<b>Assets</b>							
	<b>SBI SOLO</b>			<b>SBI GROUP</b>			
	<b>Sep 20</b>	<b>Sep 21</b>	<b>YOY Growth (%)</b>	<b>Sep 20</b>	<b>Sep 21</b>	<b>YOY Growth (%)</b>	
Cash & balances with RBI	1,80,873	1,66,060	-8.19	1,81,142	1,66,275	-8.21	
Bal with Banks & Money at Call and Short Notice	31,979	2,28,984	616.04	36,604	2,34,292	540.07	
Investments	13,29,166	14,66,530	10.33	15,39,283	17,35,670	12.76	
Net Advances	22,93,901	24,43,194	6.51	23,42,432	24,96,383	6.57	
Fixed Assets	38,156	37,939	-0.57	39,773	39,705	-0.17	
Other Assets	2,83,781	3,49,211	23.06	2,95,956	3,61,588	22.18	
<b>Total Assets</b>	<b>41,57,856</b>	<b>46,91,917</b>	<b>12.84</b>	<b>44,35,190</b>	<b>50,33,914</b>	<b>13.50</b>	

**Thank You**