



Quarterly Results | Q2FY24

ANALYST PRESENTATION | 04.11.2023



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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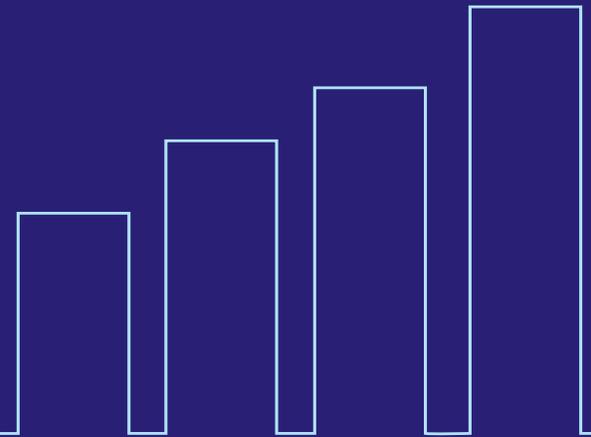
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Macro Economic Indicators

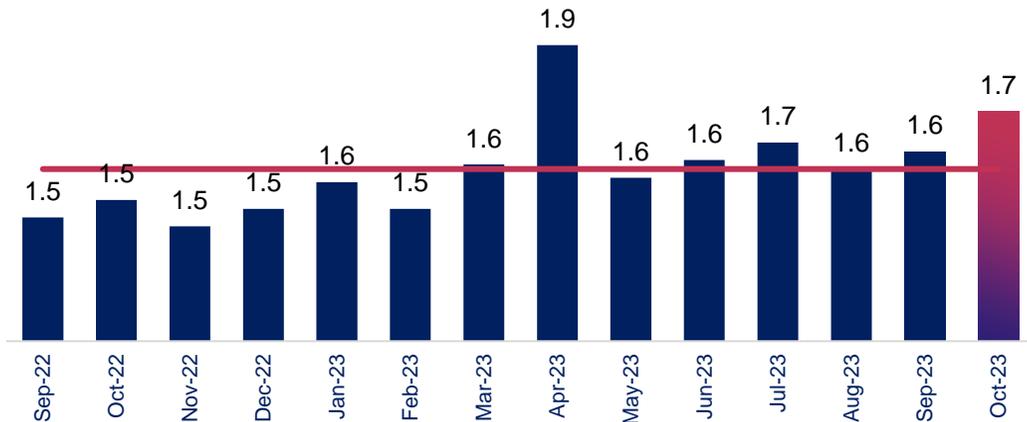


Macro-economic indicators remain buoyant

Economy in Sweet Spot

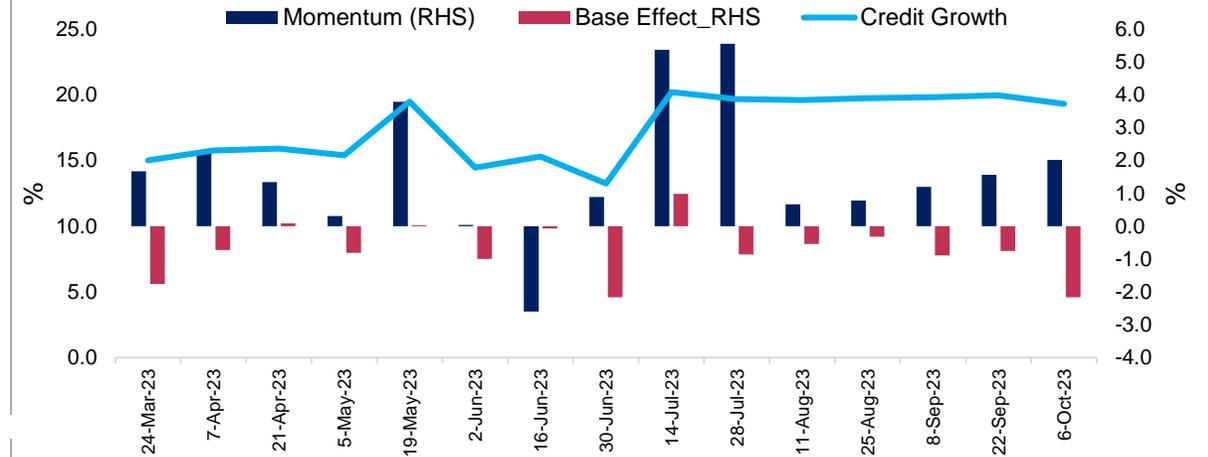
- Global economy continues to be shrouded in uncertainty as geopolitical conflicts in Middle East now take centre stage. However, probability of further US rate hikes now remain low with latest FOMC action. Higher for longer rates might impact capital flows to EMs, including India.
- Bank credit growth remained strong in H1FY24 in tandem with economic activity. Credit extended by SCBs rose by 19.3% (YoY) as on 06 October 2023, largely remaining broad-based.
- High frequency indicators showing acceleration increased in quarter ending Sep'23. GST revenues remain robust. Monthly GST threshold has now increased to ₹ 1.66 trillion in Apr-Oct'23 (₹ 1.5 trillion in FY23).
- FY24 real GDP is expected to grow at 6.5% with Q2 GDP growth projections with an upward bias. CPI inflation averaging 5.4% in FY24.

GST revenue (₹ Trillion) remains robust and above the 1-year trend

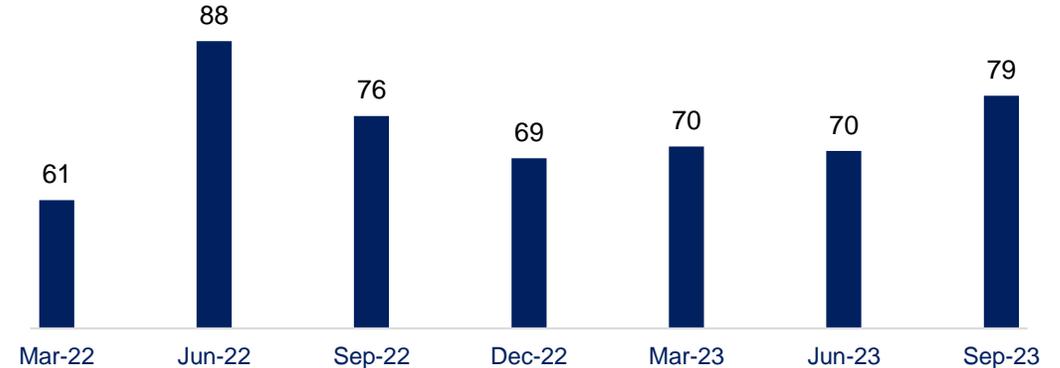


Source: SBI Research

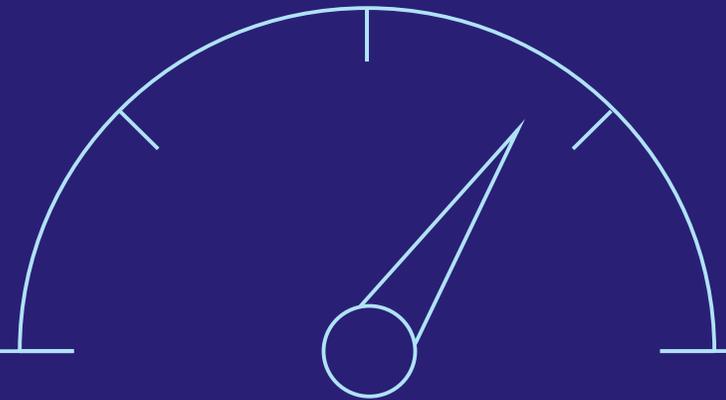
Credit Growth Continue to be Robust



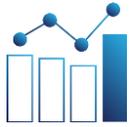
% of high frequency indicators showing acceleration Quarterly Average



Performance Highlights



Key trends



Profitability

Net Profit

is at **₹14,330 crores**

ROA at **1.10%** for H1FY24 improved by **34 bps** over H1FY23

ROE at **22.57%** for H1FY24 improved by **649 bps** over H1FY23

Domestic NIM at **3.45%** for H1FY24 increased by **6 bps** over H1FY23



Credit growth continues

~12.39% YoY

Robust growth across all segments

Foreign Office advances cross **₹5 lakh crores**



Asset quality

improving outcomes

Gross NPA at **2.55%** improved by **97 bps** YoY

Net NPA at **0.64%** improved by **16 bps** YoY

Credit Cost for the quarter at **0.22%** improved by **6 bps** YoY



Well provided Stressed Book

PCR at **75.45%**; PCR (incl. AUCA) at **91.93%**

Total non-NPA provisions (not included in PCR) at **₹33,794 crores** which are ~158% of Net NPAs at the end of Q2FY24



Digital Strategy on track

~61%

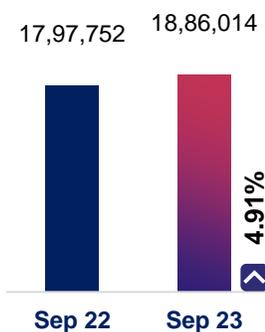
of savings accounts and **39%** of retail asset accounts acquired through **YONO** in Q2FY24

Key indicators

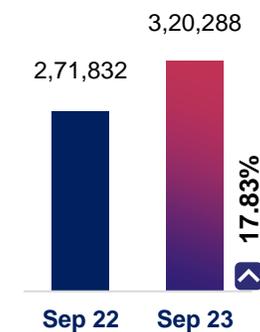
(₹ in Crores)

	Quarter Ended			YoY Growth	
	Q2FY23	Q1FY24	Q2FY24		
Profit & Loss (₹ in Crores)	Net Interest Income	35,183	38,905	39,500	12.27%
	Net Interest Margin – Domestic (%)	3.55	3.47	3.43	-12 bps
	Operating Profit	21,120	25,297	19,417	-8.07%
	Net Profit	13,265	16,884	14,330	8.03%
Key Ratios (in %)	Credit Cost	0.28	0.32	0.22	-6 bps
	Net NPA	0.80	0.71	0.64	-16 bps
	PCR (Incl. AUCA)	91.54	91.41	91.93	39 bps
	PCR	77.93	74.82	75.45	-248 bps
Balance Sheet (₹ in Crores)	Capital Adequacy	13.51	14.56	14.28	77 bps
	Gross Advances	30,35,071	33,03,731	34,11,252	12.39%
	Total Deposits	41,90,255	45,31,237	46,89,218	11.91%
	Retail Personal Advances	10,74,853	12,04,279	12,43,421	15.68%

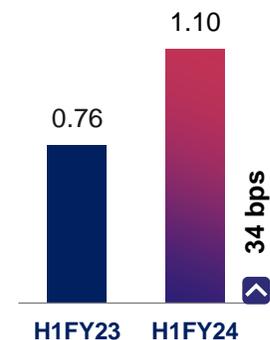
CASA



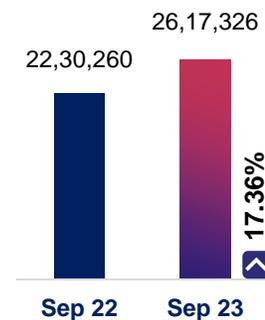
Xpress Credit



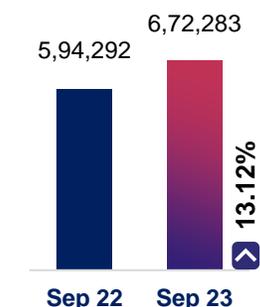
Return on Assets (%)



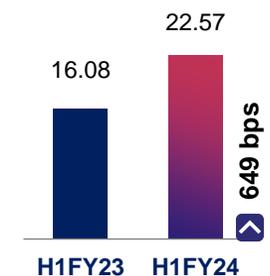
Term Deposits



Home Loan



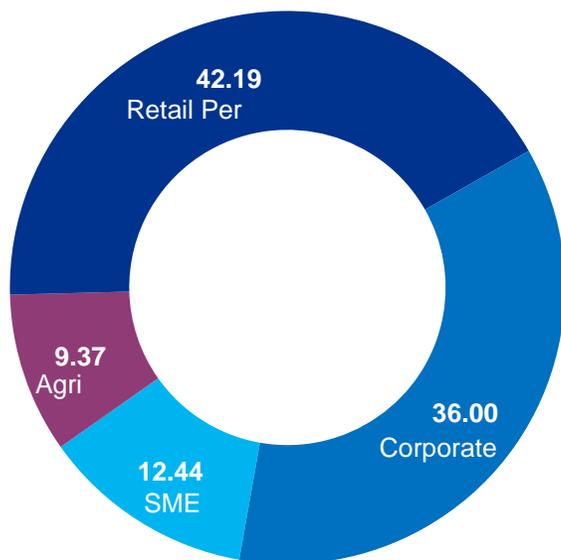
Return on Equity (%)



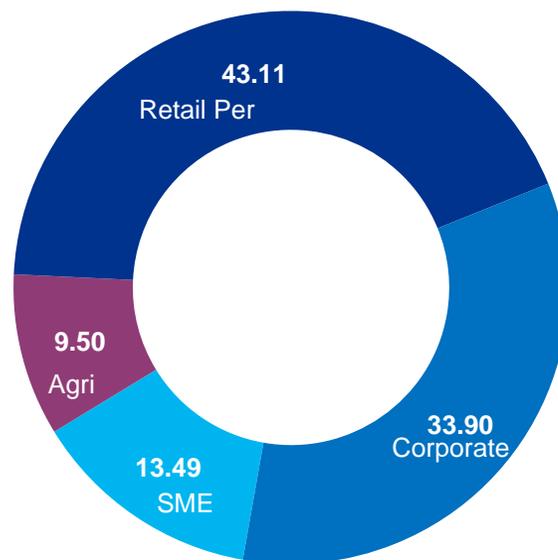
Credit growth

Share of Domestic Advances

Sep 22 (%)



Sep 23 (%)



(₹ in Crores)

Segment	Sep 2022	Sep 2023	YoY Growth (%)
Retail Personal	10,74,853	12,43,421	15.68
Agri	2,38,643	2,73,866	14.76
SME	3,16,878	3,88,974	22.75
Corporate	9,17,016	9,77,745	6.62
Domestic Advances	25,47,390	28,84,007	13.21
Foreign Offices Advances	4,87,681	5,27,245	8.11
Total Whole Bank Advances	30,35,071	34,11,252	12.39

Credit growth

Retail Personal Banking

Leadership across all segments

Retail Personal Portfolio of

₹12.4 lakh crore

3 - year CAGR at

~17%

Sep 23:

43.1%

of Dom. Adv.

	O/S, ₹ in crores	YoY Growth, %	GNPA, %
 Home Loans	6,72,283	13.12	0.74
 Auto Loans	1,04,860	20.24	0.44
 Xpress Credit	3,20,288	17.83	0.69
 Personal Gold Loans	30,258	14.39	0.18
 Other P Seg Loans	1,15,732	21.73	0.66

As per latest available data Bank's market share in Home loans is 27.4% & in Auto loans is 19.3%

Credit growth

Diversified Loan Portfolio

High quality asset book

Corporate Rating mix (%)



~41% share to PSUs / Govt. Depts. as on Sep 23

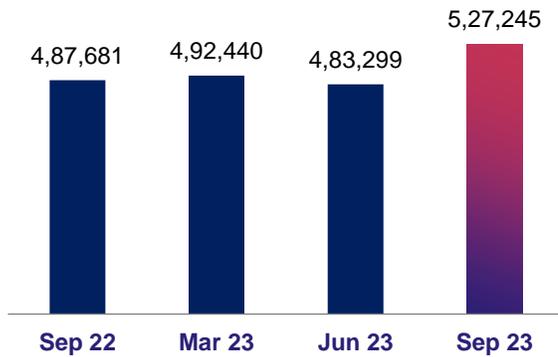
Industry mix (₹ in Crores)

Sectors	Outstanding as on 30 th Sep 23	Fund Based O/S	
	Amount	% Share	YOY Gr %
Infrastructure	3,68,785	12.79	0.24
of which: Power	1,85,098	6.42	-5.28
Telecommunication	35,057	1.22	-19.84
Roads & Ports	1,06,194	3.68	11.07
Other Infrastructure	42,436	1.47	28.08
Services	3,61,237	12.53	19.52
Iron & Steel	57,467	1.99	36.20
Aviation & Airports	16,969	0.59	25.85
Tourism & Hotels	12,671	0.44	20.07
Textiles	35,337	1.23	13.93
Petroleum & Petrochemicals	48,387	1.68	-22.57
Engineering	24,584	0.85	5.89
Comm. Real Estate	48,692	1.69	12.48
Other Industries	3,92,590	13.61	16.31
Home Loans	6,72,283	23.31	13.12
Auto Loans	1,04,860	3.64	20.24
Other Retail Loans	4,66,278	16.17	18.54
Agriculture	2,73,866	9.50	14.76
Total Domestic Advances	28,84,007	100.00	13.21

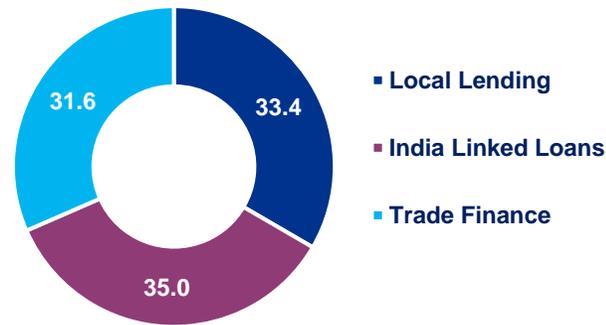
Credit growth

International Banking

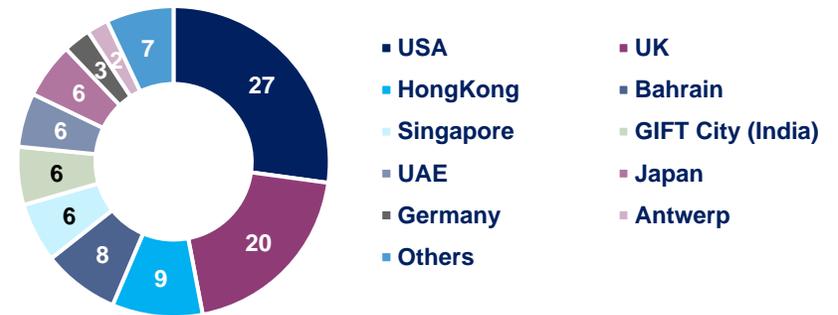
Gross Advances: On growth trajectory
₹ in Crores



Break up of Loan Portfolio (%)



Loan Portfolio across Geographies (%)



Asset Quality: NPAs Contained
GNPA (%)



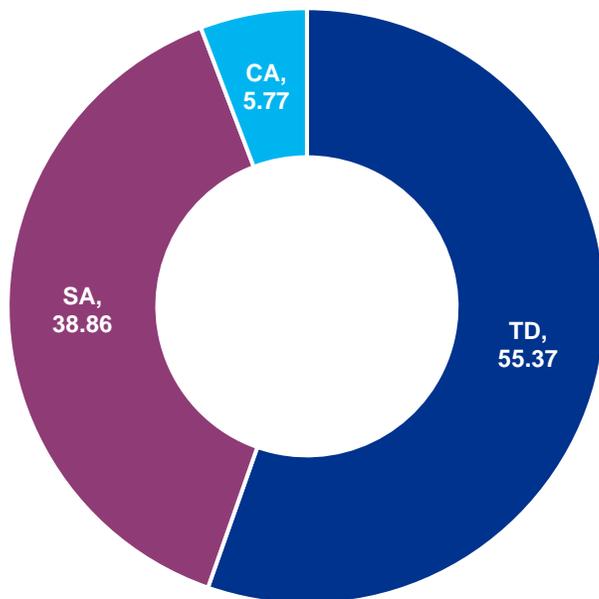
Highlights:

- Gross advances has recorded 8.11% growth YoY and 9.09% over previous quarter. Local lending and trade finance business are major drivers of customer credit.
- Growth in customer credit is majorly contributed by US, Middle East and Japan Operations.
- Gross NPA ratio is down by 7 bps YoY and showing declining trend quarter over quarter, underlining continued improvement in quality of assets.

Deposit growth

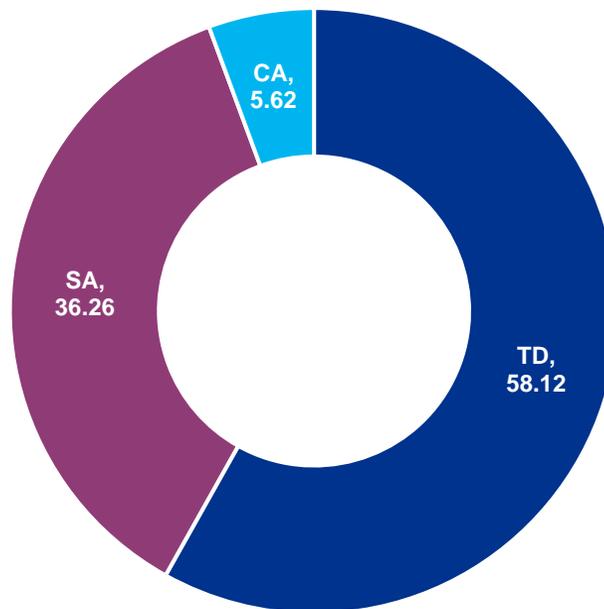
Share of Domestic Deposits

Sep 22 (%)



CASA: **44.63**

Sep 23 (%)



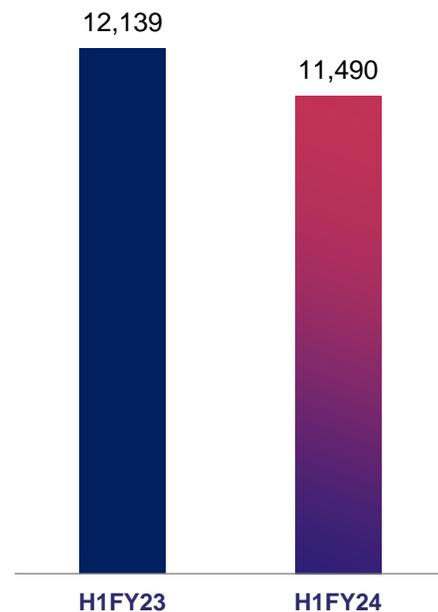
CASA: **41.88**

₹ in Crores

Particulars	Sep 2022	Sep 2023	YoY Growth (%)
Current Account Deposits (CA)	2,32,577	2,52,975	8.77
Saving Bank Deposits (SA)	15,65,174	16,33,039	4.34
CASA Deposits	17,97,752	18,86,014	4.91
Term Deposits (TD)	22,30,260	26,17,326	17.36
Domestic Deposits	40,28,012	45,03,340	11.80
Foreign Offices Deposits	1,62,243	1,85,878	14.57
Total Deposits	41,90,255	46,89,218	11.91

Asset quality

Slippages



- Slippages for H1FY24 down by **5.34%** YoY
- Slippage Ratio for H1FY24 improved by **16 bps** YoY from 0.86% to **0.70%**

Restructuring

₹ in Crores

Restructuring 1.0	As on Mar 23	As on Sep 23
Retail Personal	2,583	2,240
Corporate	1,044	979
SME	3,323	2,583
Total O/S	6,950	5,802

Restructuring 2.0	As on Mar 23	As on Sep 23
Retail Personal	11,628	10,648
Corporate	0	0
SME	5,724	4,404
Total O/S	17,352	15,052

Total Restructuring	24,302	20,854
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Net interest income (Cumulative)

Net Interest Margins (%)



Yield on Investments (%)



Yield on Advances (%)



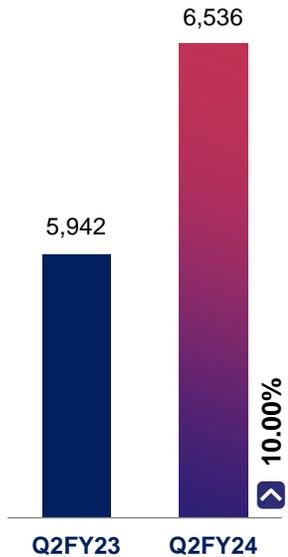
Cost of Deposits (%)



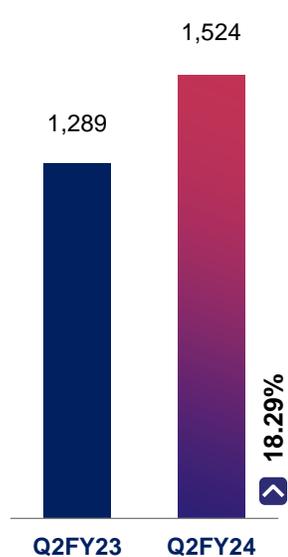
Non-interest income

₹ in Crores

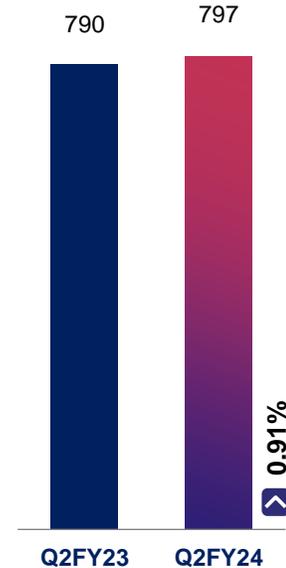
Fee Income



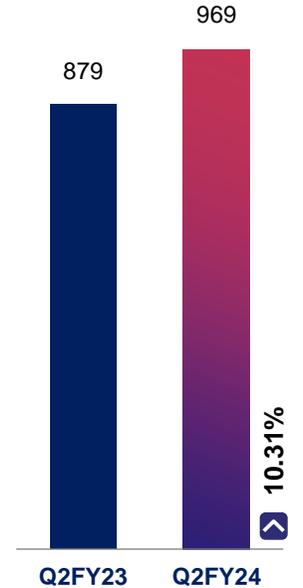
Loan Processing Charges



Commission on LC / BG



Cross Selling



Fee Income grew by

6.88% YoY in H1FY24

Cross Sell Income grew by

~12.86% YoY in H1FY24

Recovery from AUCA accounts at

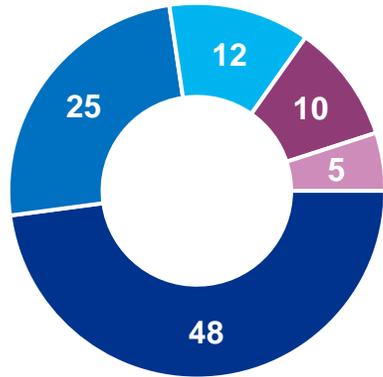
₹2,699 crores in H1FY24

Non-interest income

Treasury Operations

AFS Book (%)

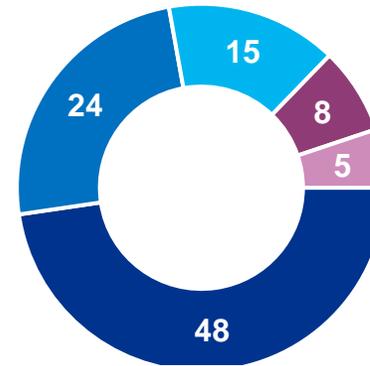
Sep 2022



Modified Duration
1.94

Yield on Investment
6.29%

Sep 2023

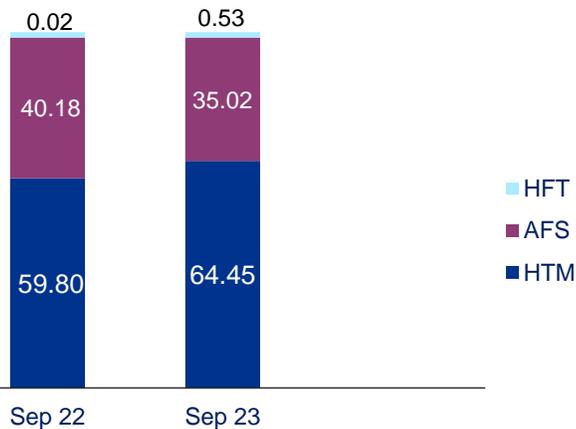


Modified Duration
1.91

Yield on Investment
6.90%

■ G-Sec and T Bill ■ Corporate Bonds ■ Others ■ SDLs ■ CP

Break up of Domestic Investments (%)



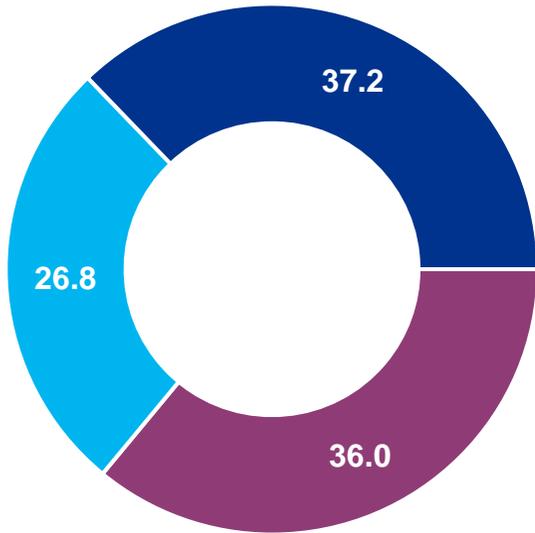
₹ in Crores

Total Investments Book	Sep 22	Sep 23
Domestic Investments	15,17,332	16,42,033
- of which SLR	12,19,055	13,58,949
Foreign Offices Investments	58,561	64,366
Total Investments Book	15,75,892	17,06,399

Operating expenses

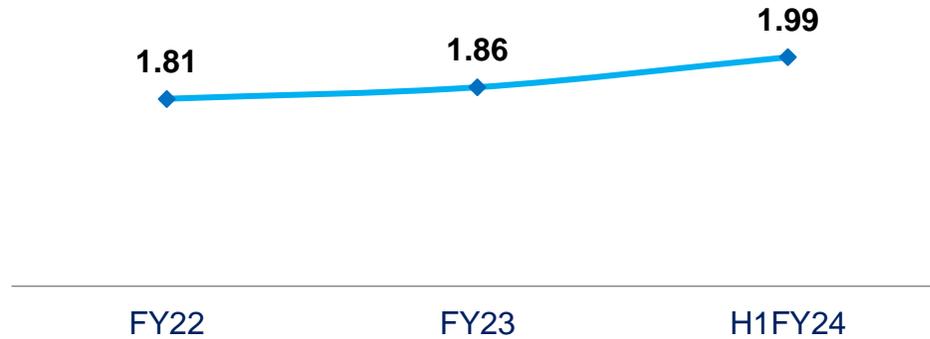
Focus continues on improving income streams with control on costs

H1FY24



■ Salary ■ Retirement benefits & other provisions ■ Overheads

Cost to Assets – among the best in the industry



◆ Total cost to average assets, %

Provisions

Credit costs at

0.22%

for Q2FY24

PCR at

75.45%

legacy book well provided

Non NPA provisions at

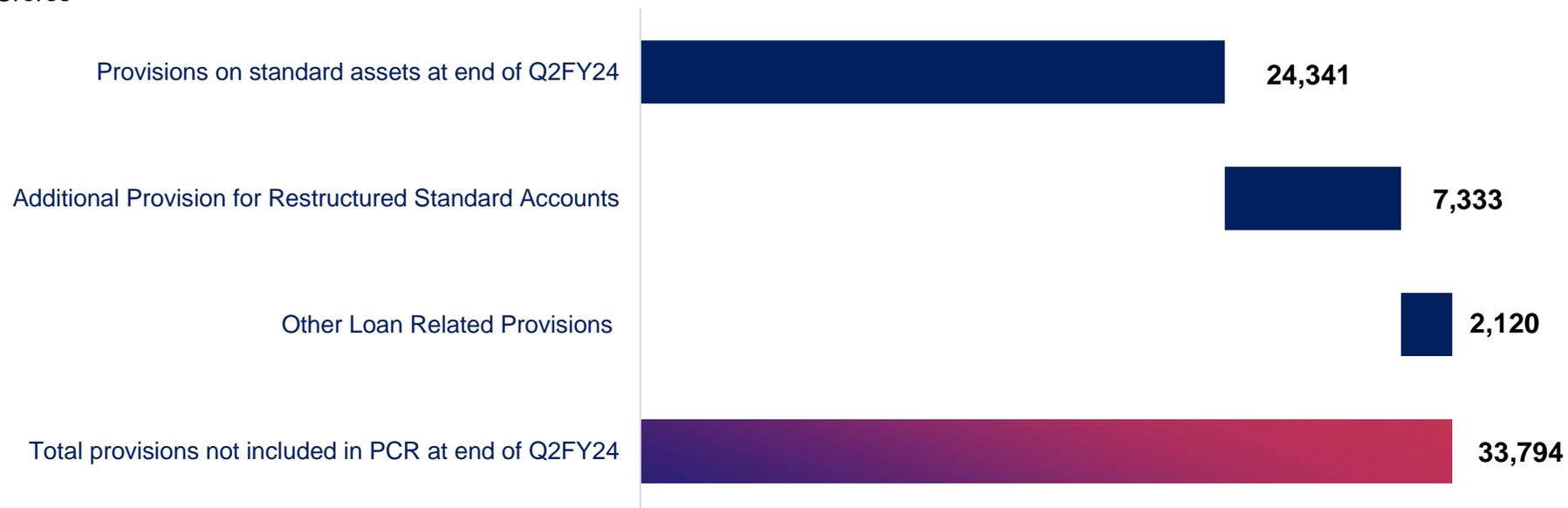
₹ 33,794 crores

~158%

of Net NPA at end of Q2FY24

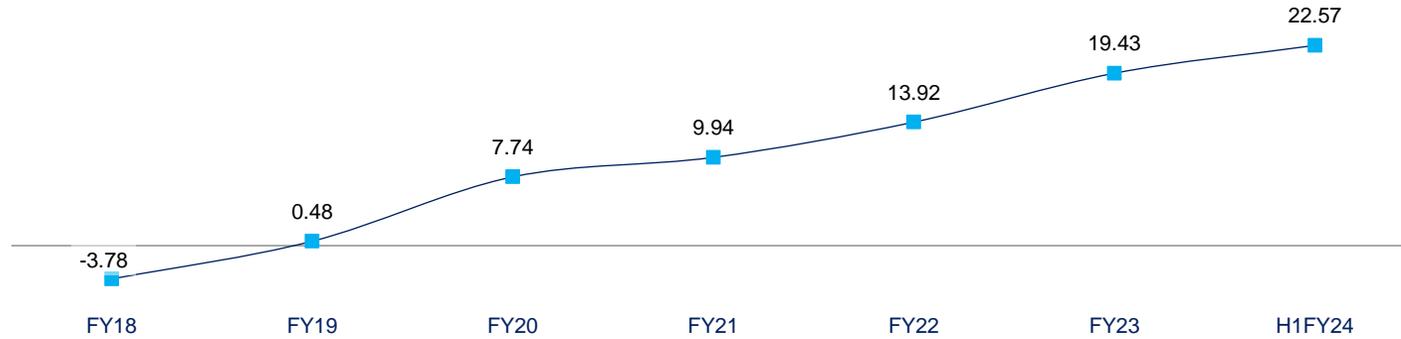
Available Buffer

₹ in Crores



Sustainable RoE / RoA – a perspective

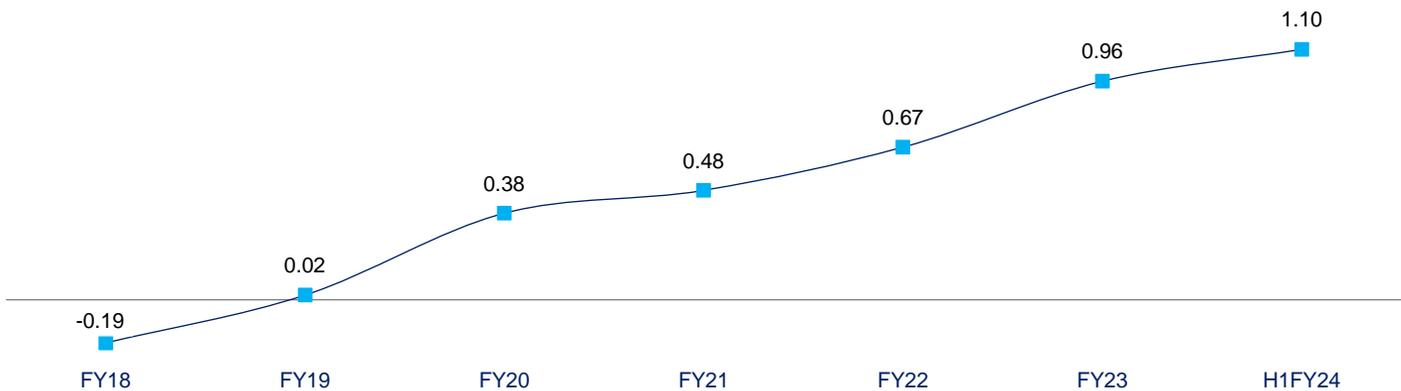
ROE (in %)



Upward trend in ROE

Continuous improvement in ROE from FY19 onwards

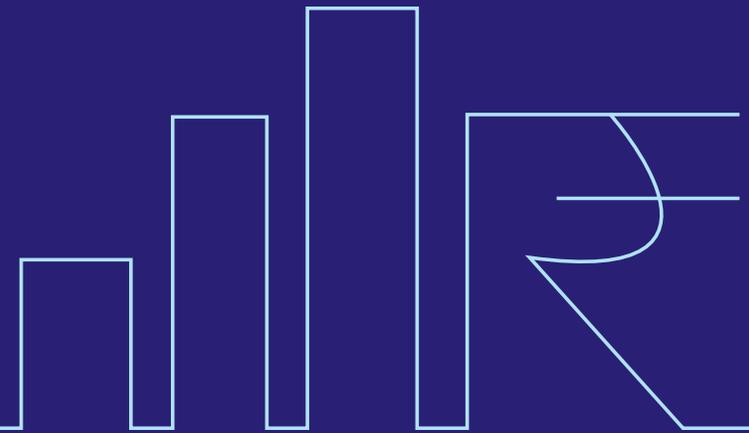
ROA (in %)



Upward trend in ROA

Continuous improvement in ROA from FY19 onwards;
Guidance of ROA of 1%+ on track

Financial Performance



Financials – at a glance

Particulars (₹ in Crores)	Quarter Ended			Half Year Ended		Growth (%)		
	Q2FY23	Q1FY24	Q2FY24	H1FY23	H1FY24	Q2FY24 over Q1FY24	Q2FY24 over Q2FY23	H1FY24 over H1FY23
Interest Income	79,860	95,975	1,01,379	1,52,536	1,97,354	5.63	26.95	29.38
Interest Expenses	44,676	57,070	61,879	86,157	1,18,949	8.43	38.51	38.06
Net Interest Income	35,183	38,905	39,500	66,379	78,405	1.53	12.27	18.12
Non Interest Income	8,874	12,063	10,791	11,186	22,854	-10.55	21.59	104.30
Operating Income	44,058	50,968	50,291	77,566	1,01,259	-1.33	14.15	30.55
Operating Expenses	22,938	25,671	30,874	43,693	56,545	20.27	34.60	29.41
Operating Profit	21,120	25,297	19,417	33,873	44,714	-23.25	-8.07	32.01
Total Provisions	7,855	8,413	5,087	14,540	13,499	-39.54	-35.25	-7.16
Net Profit	13,265	16,884	14,330	19,333	31,214	-15.13	8.03	61.46
NIM (Whole Bank) (%)	3.32	3.33	3.29	3.17	3.31	-4 bps	-3 bps	14 bps
NIM (Domestic) (%)	3.55	3.47	3.43	3.39	3.45	-4 bps	-12 bps	6 bps
Cost to Income Ratio (%)	52.06	50.37	61.39	56.33	55.84	1,102 bps	933 bps	-49 bps
Cost to Assets (%)	1.79	1.86	2.17	1.72	1.99	31 bps	38 bps	27 bps

Total income

Particulars (₹ in Crores)	Quarter Ended			Half Year Ended		Growth (%)		
	Q2FY23	Q1FY24	Q2FY24	H1FY23	H1FY24	Q2FY24 over Q1FY24	Q2FY24 over Q2FY23	H1FY24 over H1FY23
Interest on Loans	52,383	67,128	70,260	98,856	1,37,387	4.67	34.13	38.98
Interest on Resources	24,405	26,366	28,293	48,023	54,659	7.31	15.93	13.82
Other Interest income	3,071	2,481	2,826	5,656	5,308	13.91	-7.97	-6.16
Total Interest Income	79,860	95,975	1,01,379	1,52,536	1,97,354	5.63	26.95	29.38
Fee Income	5,942	6,625	6,536	12,314	13,161	-1.35	10.00	6.88
Profit / Loss on Sale / Revaluation of Investments	457	3,847	2,021	-6,092	5,868	-47.47	342.36	196.33
Forex Income	406	286	298	905	584	4.07	-26.74	-35.54
Misc. Income	2,069	1,305	1,936	4,060	3,241	48.35	-6.45	-20.17
Total Non Interest Income	8,874	12,063	10,791	11,186	22,854	-10.55	21.59	104.30
Total Income	88,734	1,08,039	1,12,169	1,63,722	2,20,208	3.82	26.41	34.50

Fee income break up

Particulars (₹ in Crores)	Quarter Ended			Half Year Ended		Growth (%)		
	Q2FY23	Q1FY24	Q2FY24	H1FY23	H1FY24	Q2FY24 over Q1FY24	Q2FY24 over Q2FY23	H1FY24 over H1FY23
Loan Processing Charges	1,289	1,026	1,524	2,601	2,550	48.58	18.29	-1.93
Commission on Govt. Business	1,058	1,006	1,020	2,079	2,025	1.42	-3.58	-2.60
Commission on LC/BG	790	780	797	1,558	1,577	2.22	0.91	1.17
Cross Selling	879	692	969	1,472	1,661	40.06	10.31	12.86
Remittance, Collection, etc.	1,536	1,432	1,476	3,119	2,908	3.11	-3.91	-6.77
Misc. Fee Income	391	1,690	749	1,484	2,439	-55.67	91.81	64.34
Fee Income	5,942	6,625	6,536	12,314	13,161	-1.35	10.00	6.88

Total expenses

Particulars (₹ in Crores)	Quarter Ended			Half Year Ended		Growth (%)		
	Q2FY23	Q1FY24	Q2FY24	H1FY23	H1FY24	Q2FY24 over Q1FY24	Q2FY24 over Q2FY23	H1FY24 over H1FY23
Interest on Deposits	39,340	49,930	54,474	76,640	1,04,404	9.10	38.47	36.23
Interest on Borrowings	3,871	4,734	4,594	6,608	9,329	-2.95	18.70	41.18
Other Interest paid	1,466	2,406	2,811	2,909	5,217	16.82	91.79	79.34
Total Interest Expenses	44,676	57,070	61,879	86,157	1,18,949	8.43	38.51	38.06
Salary	9,121	10,641	9,706	18,615	20,346	-8.79	6.41	9.30
Provisions for Employees	3,747	5,960	9,221	6,304	15,181	54.71	146.11	140.82
Staff Expenses	12,867	16,601	18,926	24,919	35,527	14.01	47.09	42.57
Overheads	10,070	9,071	11,948	18,775	21,018	31.72	18.64	11.95
<i>of which: Business Acquisition & Development Expenses</i>	<i>1,162</i>	<i>893</i>	<i>1,509</i>	<i>2,880</i>	<i>2,402</i>	<i>68.90</i>	<i>29.87</i>	<i>-16.57</i>
Operating Expenses	22,938	25,671	30,874	43,693	56,545	20.27	34.60	29.41
Total Expenses	67,614	82,742	92,753	1,29,850	1,75,495	12.10	37.18	35.15

Overheads

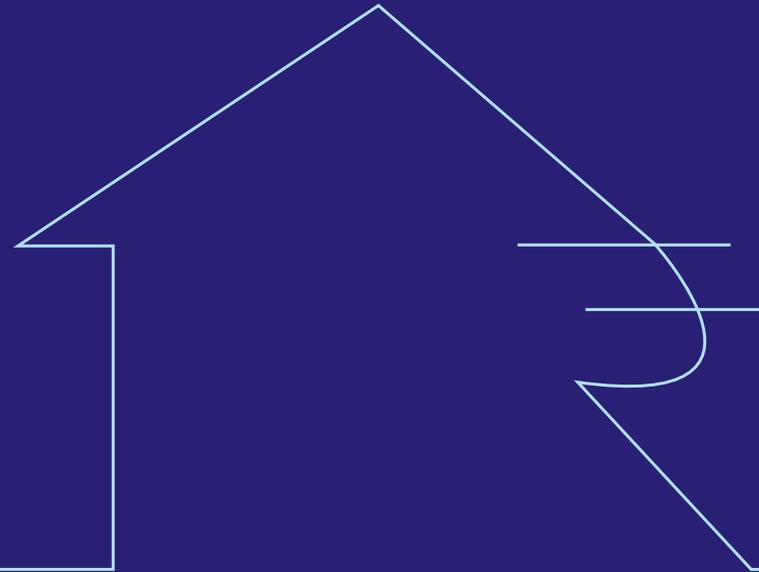
Particulars (₹ in Crores)	Quarter Ended			Half Year Ended		Growth (%)		
	Q2FY23	Q1FY24	Q2FY24	H1FY23	H1FY24	Q2FY24 over Q1FY24	Q2FY24 over Q2FY23	H1FY24 over H1FY23
Rent, Taxes and Lighting	1,436	1,292	1,552	2,623	2,844	20.17	8.07	8.42
Depreciation	806	818	834	1,643	1,652	1.96	3.45	0.57
Printing and Stationery	173	175	208	307	383	19.23	20.09	24.71
Postage & Telecommunications	145	121	135	259	256	11.04	-6.92	-1.10
Repairs and Maintenance to Bank's Property	274	240	289	485	529	20.50	5.53	9.14
Travelling & Halting	385	309	407	663	716	31.46	5.51	7.93
Deposit & General Insurance	1,047	1,387	1,660	2,467	3,046	19.69	58.53	23.49
Business Acquisition & Development Expenses	1,162	893	1,509	2,880	2,402	68.90	29.87	-16.57
ATM / CDM / Debit Card / Other Tech Expenses	2,630	2,028	2,435	4,027	4,463	20.05	-7.41	10.84
Misc. Expenses	2,012	1,808	2,920	3,422	4,727	61.50	45.09	38.13
Overheads	10,070	9,071	11,948	18,775	21,018	31.72	18.64	11.95

Provisions & profit

Particulars (₹ in Crores)	Quarter Ended			Half Year Ended		Growth (%)		
	Q2FY23	Q1FY24	Q2FY24	H1FY23	H1FY24	Q2FY24 over Q1FY24	Q2FY24 over Q2FY23	H1FY24 over H1FY23
Operating Profit	21,120	25,297	19,417	33,873	44,714	-23.25	-8.07	32.01
Loan Loss	2,011	2,652	1,815	6,279	4,467	-31.56	-9.75	-28.86
Standard Assets	125	-433	-720	-1,170	-1,152	-66.33	-675.19	1.49
Investment Depreciation	5	14	-1	1,508	13	-107.00	-119.23	-99.13
Other Provisions	898	268	-979	814	-711	-465.34	-209.08	-187.39
Income Tax	4,817	5,911	4,971	7,109	10,883	-15.90	3.21	53.08
Total Provisions	7,855	8,413	5,087	14,540	13,499	-39.54	-35.25	-7.16
Net Profit	13,265	16,884	14,330	19,333	31,214	-15.13	8.03	61.46

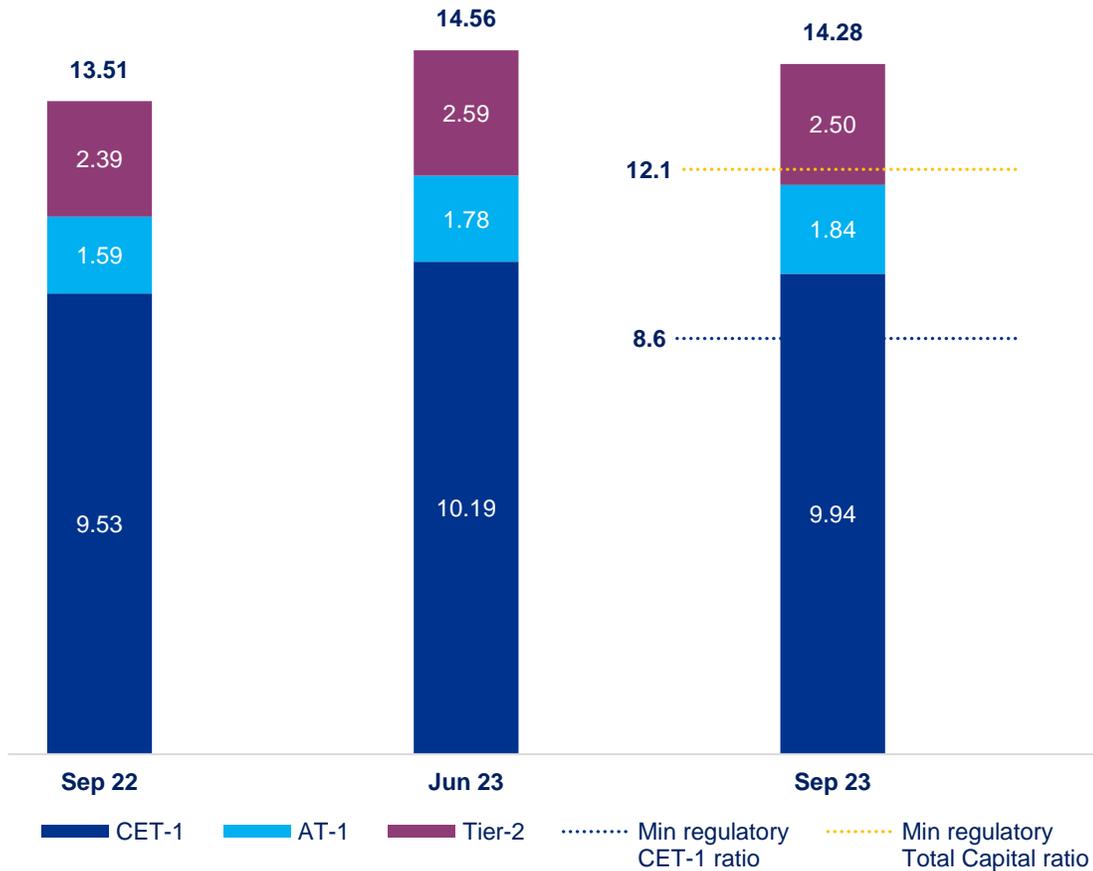
Ratios (Annualized)	Q2FY23	Q1FY24	Q2FY24	H1FY23	H1FY24
ROA (%)	1.04	1.22	1.01	0.76	1.10
ROE (%)		24.42		16.08	22.57
Earning Per Share (₹)	58.97	76.09	63.88	43.21	69.95

Capital Adequacy & Asset Quality

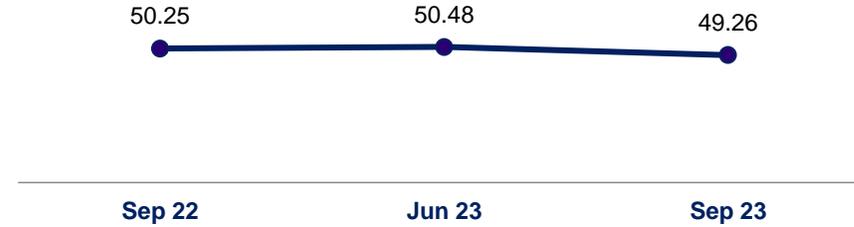


Well-capitalized bank with adequate liquidity

Capital Ratios (%)



RWA to Total Assets (%)



	Sep 22	Jun 23	Sep 23
Credit Risk Weighted Assets on Advances to Gross Advances (%)	54.81	54.40	54.99

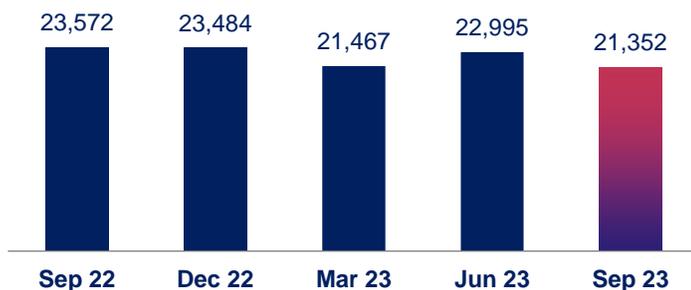
#Including Profits of H1FY24, total CAR stands at 15.37% and CET-1 at 11.03%

Asset quality (1/4)

Gross NPA (₹ in Crores)



Net NPA (₹ in Crores)



Cumulative for the Period (%)	Sep 22	Dec 22	Mar 23	Jun 23	Sep 23
Gross NPA Ratio	3.52	3.14	2.78	2.76	2.55
Net NPA Ratio	0.80	0.77	0.67	0.71	0.64
PCR (Incl. AUCA)	91.54	91.52	91.91	91.41	91.93
PCR	77.93	76.12	76.39	74.82	75.45
Corporate PCR (Excl. AUCA)	95.64	96.30	98.59	96.24	99.55
Slippage Ratio	0.86	0.72	0.65	0.94	0.70
Credit cost	0.45	0.37	0.32	0.32	0.27

Asset quality (2/4)

₹ in Crores

Movement of NPAs:	Q2FY23	Q3FY23	Q4FY23	FY23	Q1FY24	Q2FY24
Opening Level of Gross NPAs	1,13,272	1,06,804	98,347	1,12,023	90,928	91,328
Total Reductions	8,909	11,667	10,877	40,319	7,472	8,435
of which : Recovery + Upgradation	5,207	1,643	4,200	16,258	3,607	4,015
Gross Addition	2,441	3,209	3,458	19,223	7,872	4,081
of which : Increase in O/s	42	112	274	803	213	250
: Fresh Slippages	2,399	3,098	3,185	18,421	7,659	3,831
Net Increase	-6,468	-8,458	-7,419	-21,096	400	-4,354
Closing Level of Gross NPAs	1,06,804	98,347	90,928	90,928	91,328	86,974

Segmental NPAs:	Sep 22		Jun 23		Sep 23	
	NPA	Ratio %	NPA	Ratio %	NPA	Ratio %
Retail:	55,954	3.43	55,911	3.04	54,879	2.88
Agri.	29,241	12.25	29,774	11.28	29,207	10.66
Per Segment	7,602	0.71	8,497	0.71	8,503	0.68
SME	19,111	6.03	17,640	4.77	17,169	4.41
Corporate	48,779	5.32	33,637	3.42	30,249	3.09
International	2,071	0.42	1,780	0.37	1,846	0.35
Total	1,06,804	3.52	91,328	2.76	86,974	2.55

Movement of NPAs and AUCA (3/4)

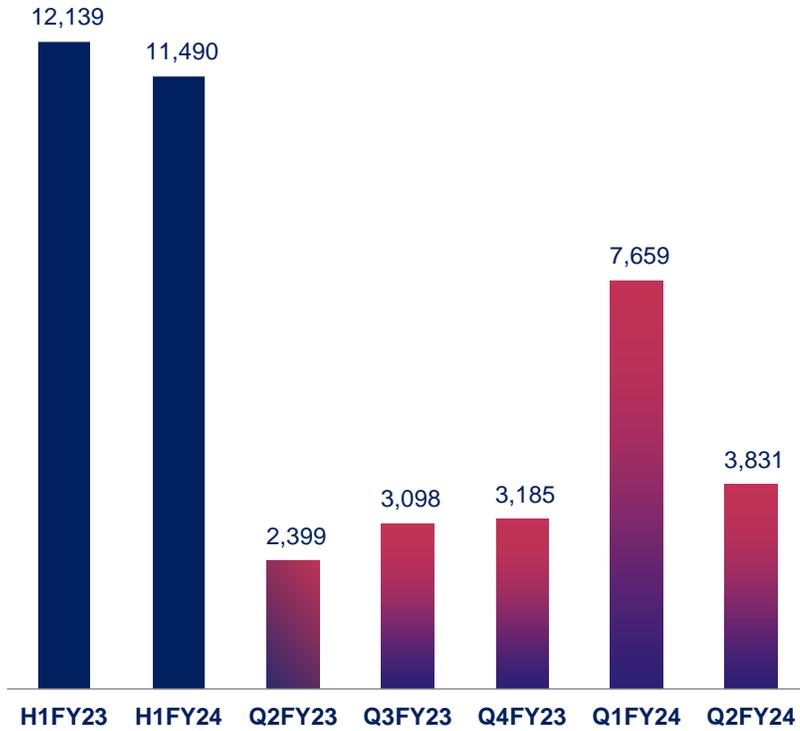
₹ in Crores

Movement of NPAs (incl. Advances under Collection):

	Mar 21	Mar 22	Mar 23	Sep 23
Opening Level of GNPA + AUCA	3,16,684	3,00,496	2,85,358	2,65,497
Gross Addition (Increase in O/s + Slippages)	29,332	26,776	19,223	11,953
Total GNPA + AUCA + Additions	3,46,016	3,27,272	3,04,581	2,77,450
Less: Recovery / Upgradation	27,930	29,218	23,355	10,321
Less: Write-off (Removal from AUCA/Haircut)	17,590	12,696	15,729	2,628
Closing Level of Gross NPAs + AUCA	3,00,496	2,85,358	2,65,497	2,64,501

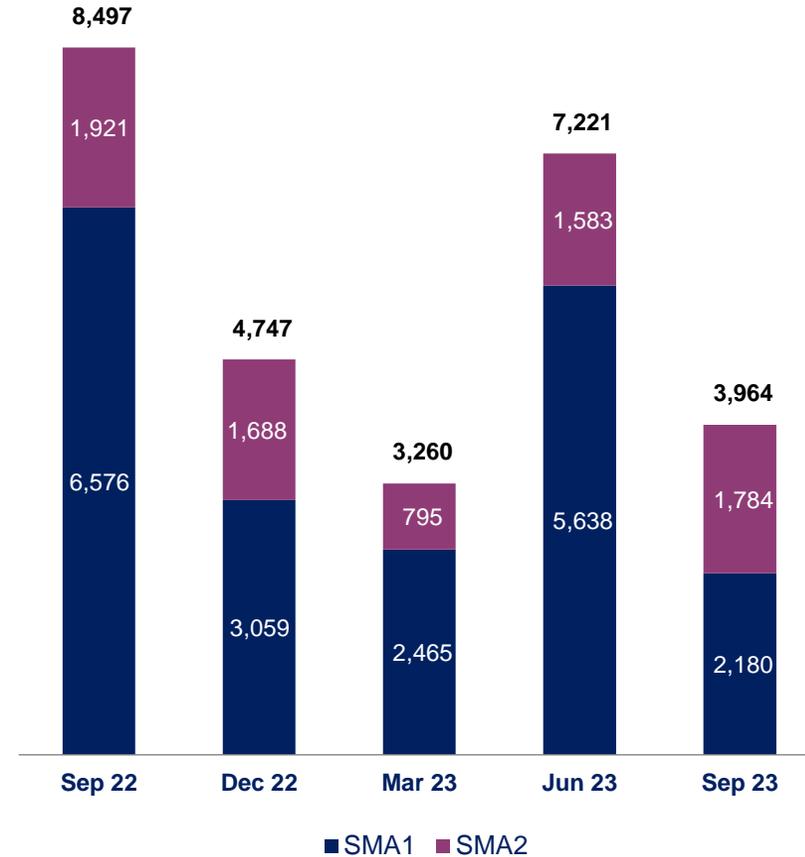
Asset quality (4/4)

Slippages ₹ in Crores

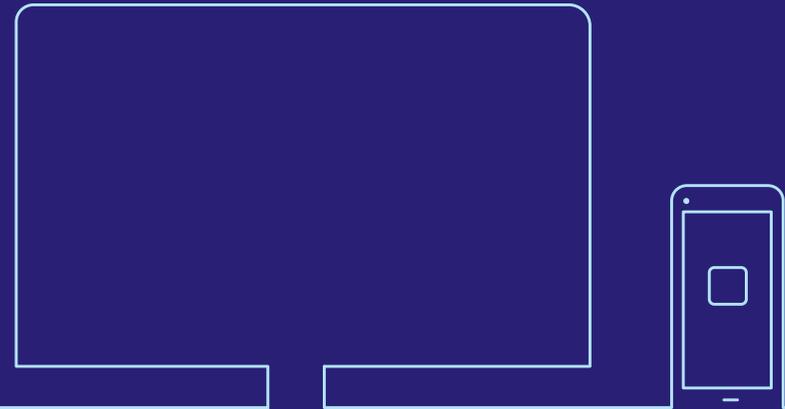


SMA 1 & SMA 2 ₹ in Crores

Accounts with exposure above ₹ 5 crore: CRILC data



Digital Journey



Accelerating digital agenda (1/8)

YONO SBI
for every **indian**

▶▶ Features

- ❑ The Enhanced YONO is now for all New to Bank (NTB) and Existing to Bank (ETB) customers
- ❑ Customers of other banks can also now access and experience seamless UPI journey on YONO



AB SARA INDIA BOLEGA
YONO it
EVERY INDIAN CAN NOW ENJOY PAYMENTS, LOANS AND MUCH MORE
ANYONE, ANY BANK, ANY TIME
OPEN TO USERS WITH OR WITHOUT SBI ACCOUNT

Banking . Payments . Lifestyle

YONO SBI
Lifestyle & banking, dono.

- Secure payments
- Easy to download
- SBI's legacy of trust
- User friendly interface

Scan to Download

Accelerating digital agenda (2/8)

Digital Leadership across channels

Market share across channels

(as per latest available data)

25.90%

Debit card spends

26.07%

Mobile Banking
No. of Transactions

29.72%

ATMs

21.58%

Mobile Banking
Transaction value

With varied payment modes

UPI

801 cr

Remit transactions
(in Q2FY24)

49.2 cr

YoY Txn.
Growth

26%

(#1 Remittance Bank)
Market share in remittances

Debit cards

24.60 cr

Debit Cards

>36 cr

Debit Card spend
transactions

~₹80 K Cr

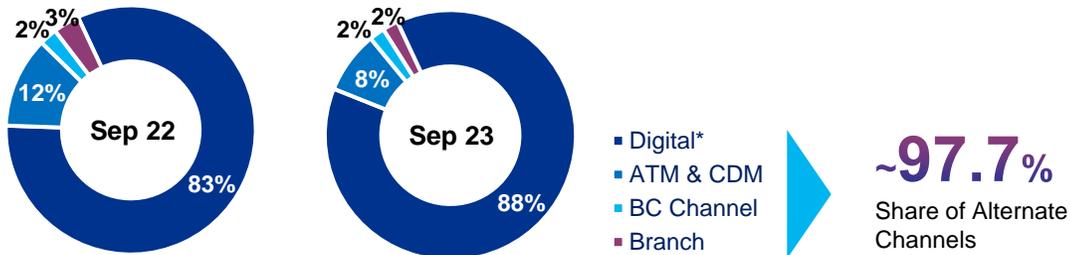
Debit Card spend
(in H1FY24)

ATM

~1.2 cr

ATM transactions
per day

Increasing digital adoption(%)



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

Accelerating digital agenda (3/8)

Digital Presence across channels

Presence across access points

Customer touch points

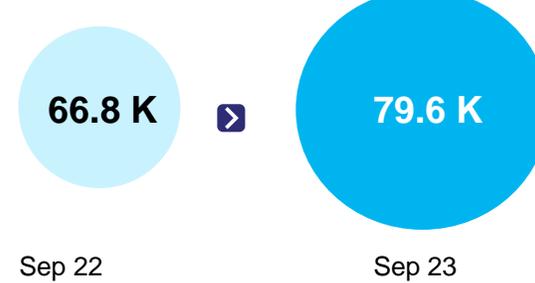
INB Customer



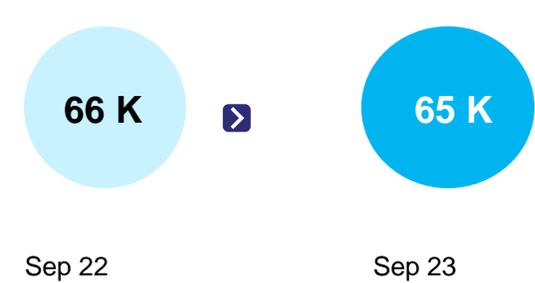
Mobile banking (Retail)



No. of BC Outlets



Number of ATMs



Payment acceptance touch points

30.8L
BHIM SBI Pay QR Codes

12.2L
SBI POS

10.6L
BHIM-Aadhar-SBI

8.0L
Bharat QR

Accelerating digital agenda (4/8)

You only need one – since inception



Accelerating digital agenda (5/8)

YONO: Driving digital agenda of the Bank

*All Figures for Q2FY24

6.72+ Cr

YONO customers registered



Digital Banking

Create seamless omni-channel customer experience

23.7 L

SB accounts opened

35.6 L

Fixed Deposits

99.5 L

Card less Cash Withdrawal



Cross Selling

Provide one-stop shop for all financial needs

₹ 467 Cr

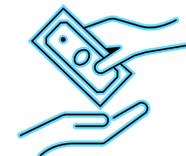
Sales Mutual Fund

240 K+

Approved credit cards

63 L

Insurance Policies sold



e2e Digital Loans

(Disbursement Amt.)

Quick Personal Loans on the go!

₹ 1,720 Cr

Pre- Approved Business Loans (PABL)

₹ 7,489 Cr

Pre- Approved Personal Loans (PAPL)

₹ 302 Cr

Real Time Xpress Credit

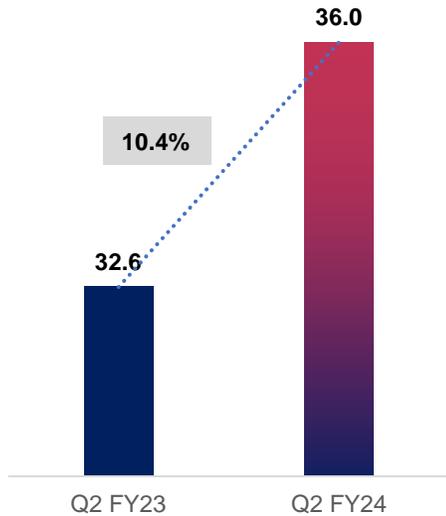
₹ 510 Cr

Insta Home Top Up Loan

Accelerating digital agenda (6/8)

YONO has shown growth across products and registrations

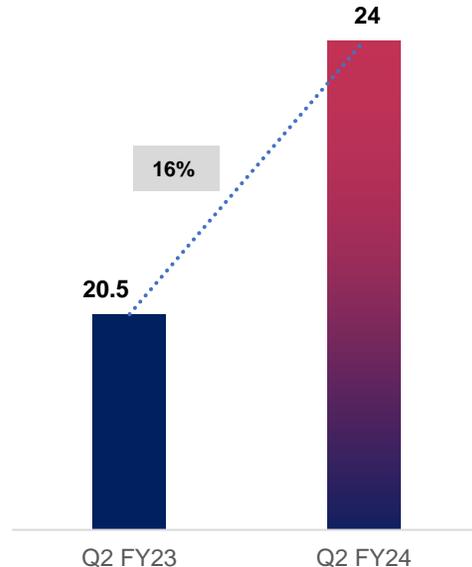
YONO Registration
(#Lakhs)



~65L

new YONO registrations in current FY

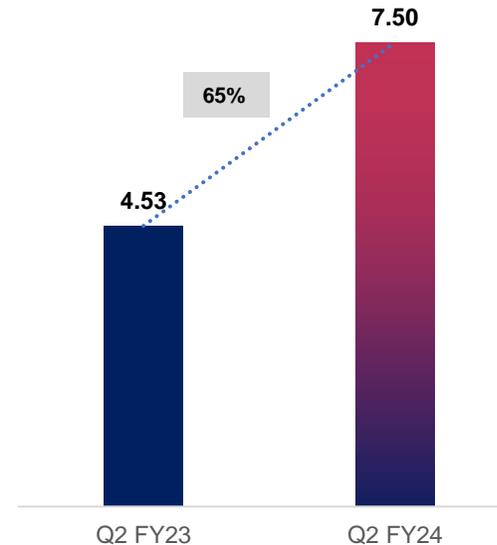
Regular SB A/C opened
(#Lakhs)



~61%

of new SB a/cs have been opened digitally through YONO

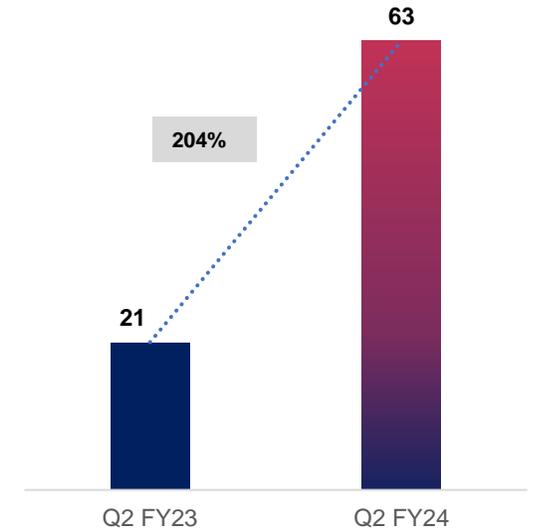
Pre-Approved PL Disbursed
(₹ 000 Cr.)



~31%

growth in no. of personal loans disbursed during Q2FY24

Total Insurance Policies Issued
(#Lakhs)



~61%

QoQ growth in Q2FY24

Accelerating digital agenda (7/8)

YONO for Business: Growth metrics

Q2FY24

Journey



Digital Banking

Yono Business Payments ✓	Value generated	₹ 52,42,758 Cr.		
NTD Customers ✓	Customer onboarded	1,29,245	Active Users (Desktop) 24,08,480	Active Users (YB App) 10,41,972
PABL ✓	Loan Book	Leads Converted 28,110		
Current Account ✓	New digital CA	52,609	Digital 32%	



Letter of Credit

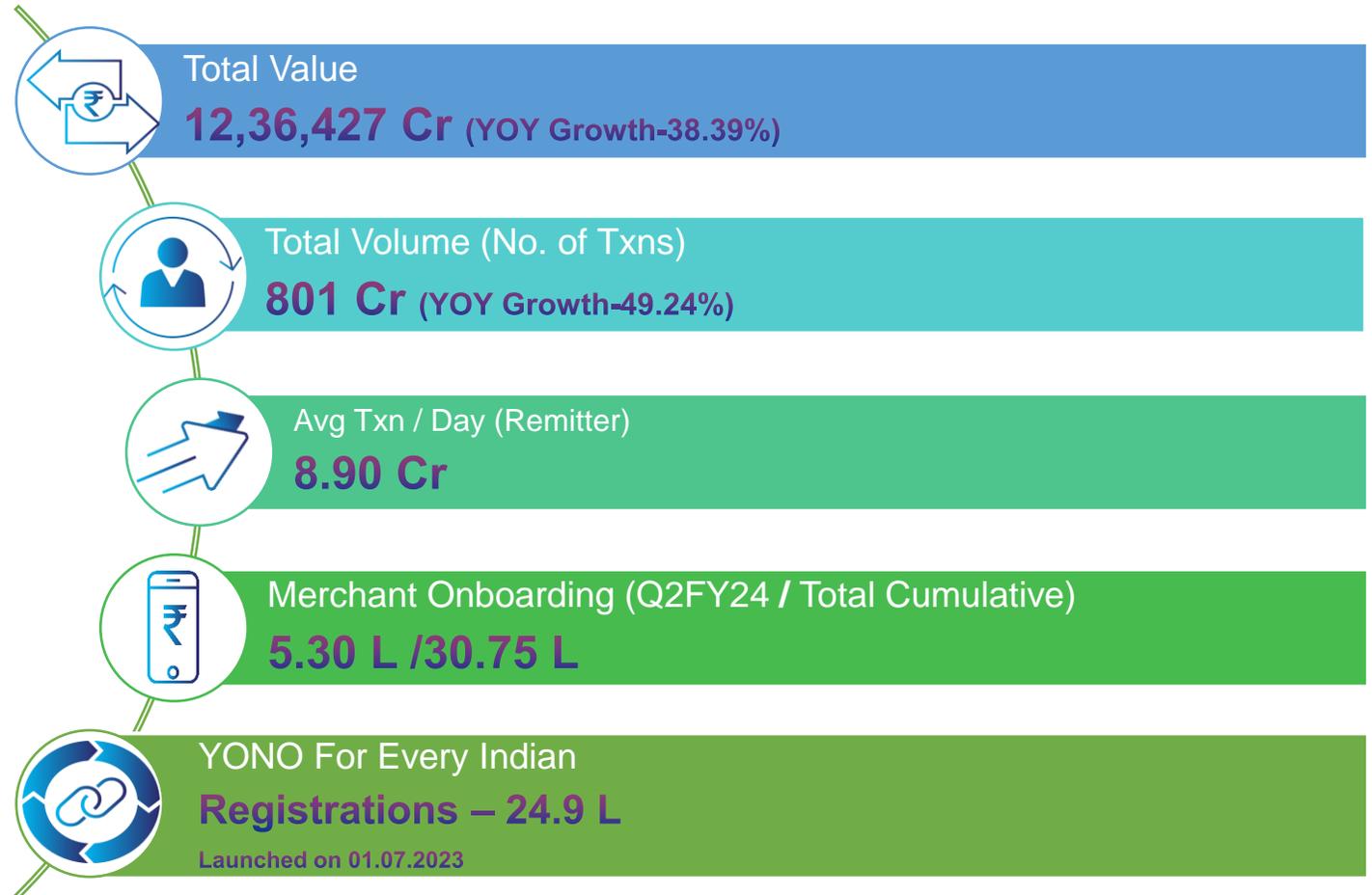
Import LC ✓	Import letter of credit	₹ 26,998 Cr	Digital LCs 3,496 (Nos.)	Digital 70%*
Inland LC ✓	Inland letter of credit	₹ 9,679 Cr	Digital LCs 6,447 (Nos.)	Digital 79%*
Export LC ✓	Export letter of credit	₹ 7,067 Cr	Digital LCs 3,557 (Nos.)	Digital 40%*

*Digital % of Total LCs issued

Accelerating digital agenda (8/8)

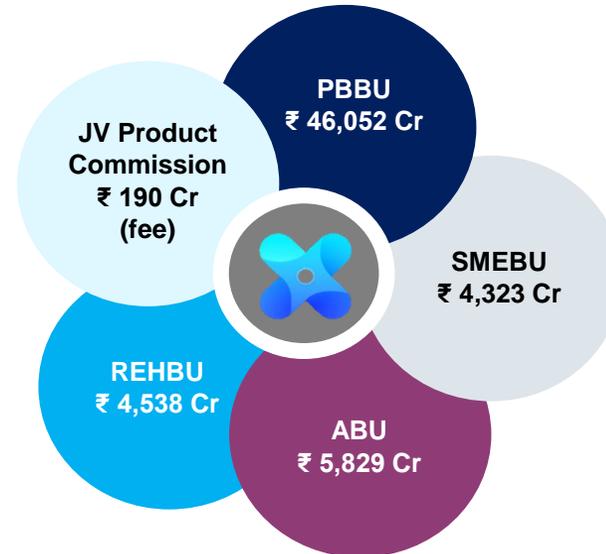
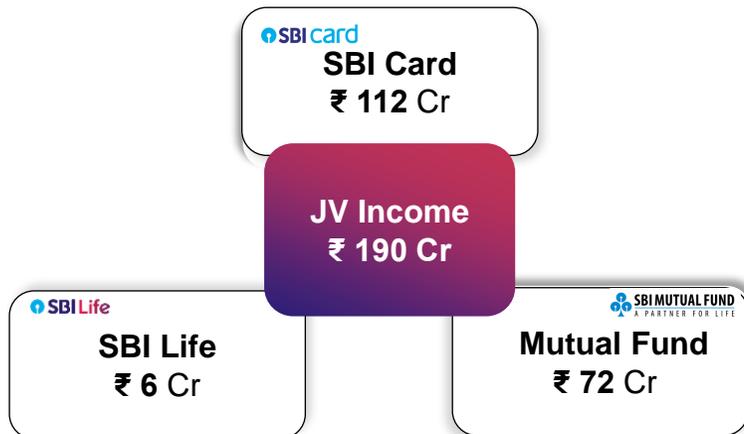
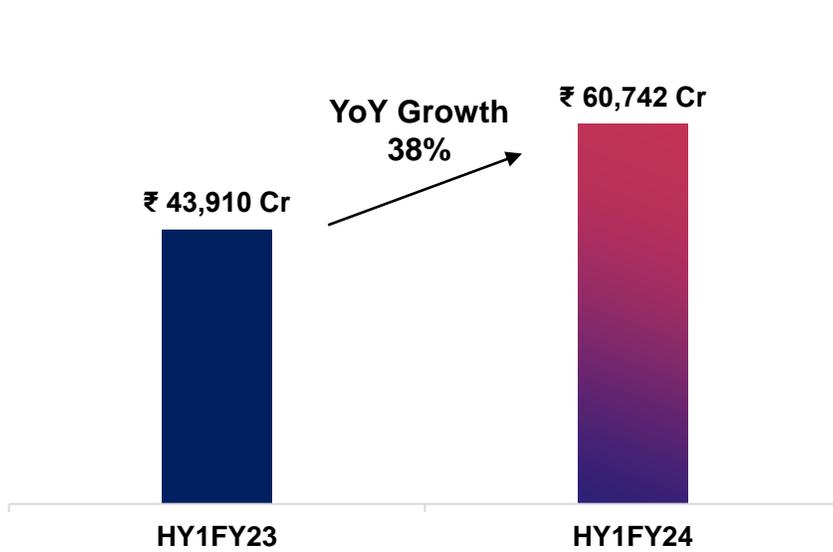


#1 Remitter Bank (26%)
As per NPCI website



*Figures calculated based on Q2FY24 Data

Advances Business Through Analytical Leads (1/2)



Digital Lending

H1FY24

PAPL
₹ 12,905 Cr.

PABL
₹ 2,845 Cr.

PA2WL
₹ 11 Cr.

RTXC
₹ 388 Cr.

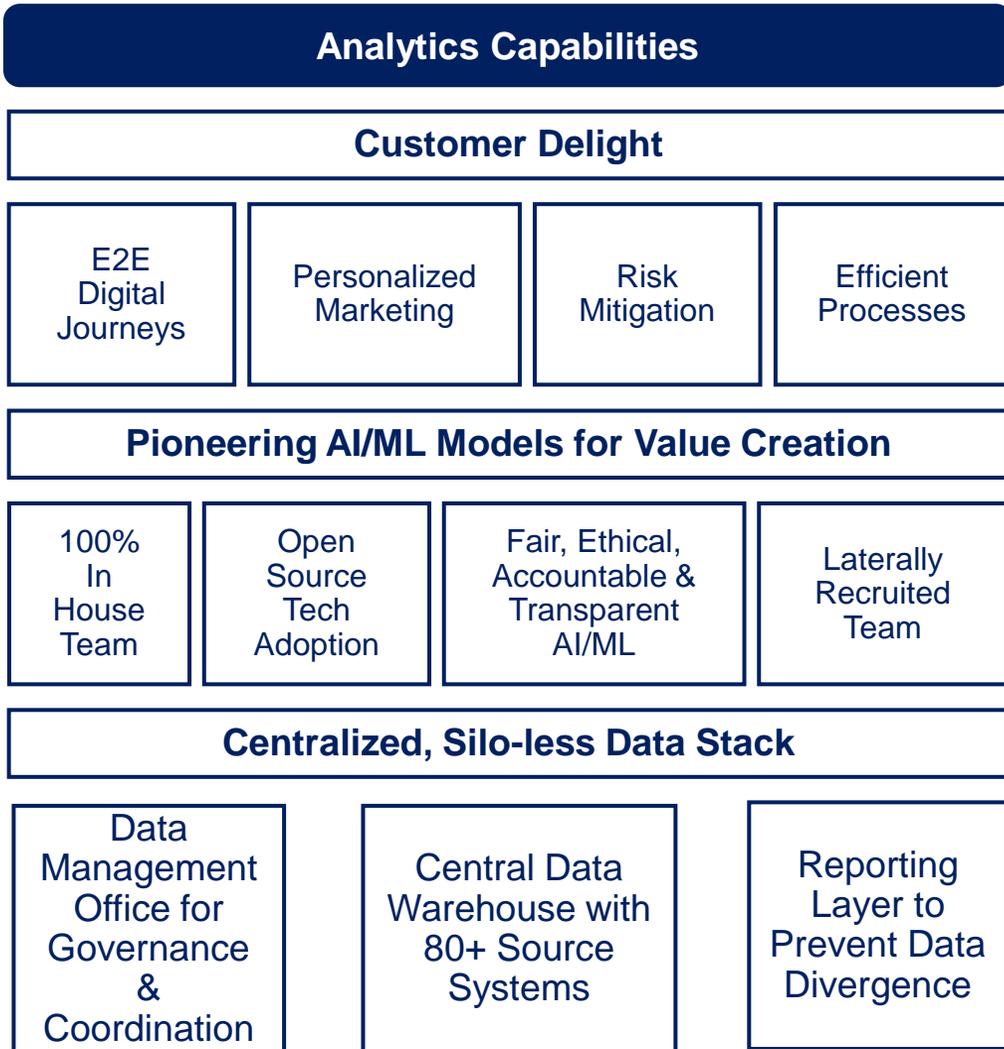
Insta Home Topup
₹ 737 Cr.

POS online
₹ 104 Cr.

Total Interest income from Analytical based digital lending during H1FY24 is approx. ₹750 Crores

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

Analytics – Capability Snapshot (2/2)

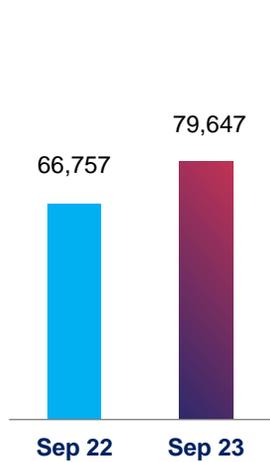


Banking with a Purpose

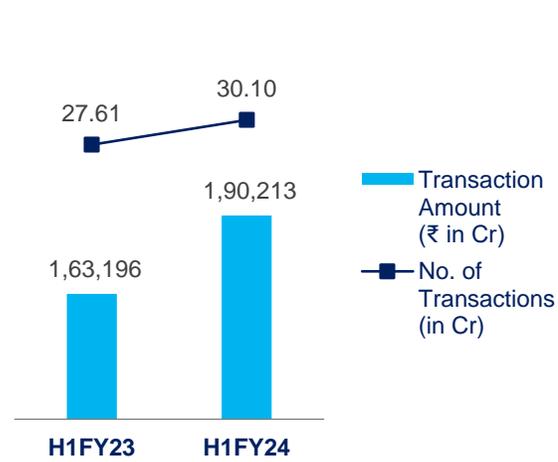


Financial Inclusion

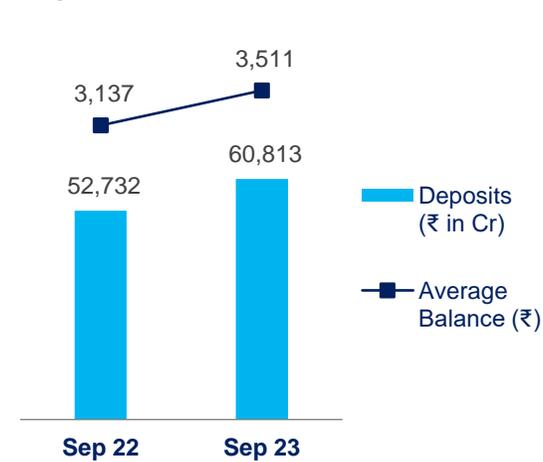
No. of BC outlets



Transactions in BC Channel

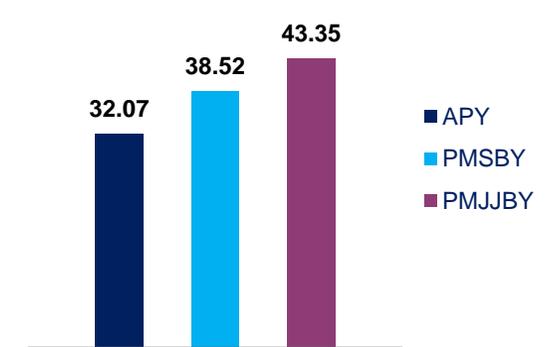


Deposits in FI Accounts



Market Leader Social Security Schemes (PSBs) (Share in %)

(As on 30.09.2023)



Way forward

- To leverage the channel for **lead generation of Assets Products**
- To make BC/CSP Channel a **robust delivery platform**
- Functionality of **mobile hand-held device** has been rolled with 5 services. More services are being rolled out shortly.

Performance under Social Security Schemes

Cumulative no. in crores	Sep 22	Sep 23
APY	1.02	1.31
PMJJBY	3.23	4.78
PMSBY	8.40	11.12

Improvement in Ease of Banking

	Sep 22	Sep 23
Passbook Printers installed at CSPs	19,956	24,759
% Share of Passbooks printed at CSPs	16.38	18.44

Sustainability Highlights

Financial Capital	Natural Capital	Social Capital	Human Capital
₹ 14,330 Net Profit	₹ 49,302 crores Renewable Energy (RE) financed portfolio	₹ 195.87 crores CSR Spend during FY 2023-24	2,35,900 Total workforce*
₹ 34.11 lakh crores Advances	29,680.88 MW Capacity of RE financed portfolio	79,647 CSP outlets*	26.9% Women in workforce*
₹ 46.89 lakh crore Deposits	>38 MWp Captive RE Capacity*	54,320 Candidates trained through RSETIs during FY 2023-24	5,475 Persons with Disabilities / Divyang*
97.7 Share of transactions through Alternate Channels	35 Green Building Certifications*	77,419 Female Hygiene items distributed during FY 2023-24	100% Employees covered under medical benefits

* indicates values that are cumulative in nature i.e. up to 30.09.2023

Environment

Formation of ESG & Climate Finance Unit

- Consolidation of ESG and Climate finance functions under a dedicated unit headed by CGM to enable focused attention and tapping new business opportunities during the transition phase.
- DMD, Chief Credit Officer is the designated Chief Sustainability Officer of the Bank

Vision

- To create Pathway to Net Zero (Scope 1,2 and 3) for the bank by 2055

Mission

To achieve by 2030:

- Net Zero in Scope 1 & 2 emissions
- Facilitate at least 7.5% of domestic gross advances to be Green advances
- 25% of these green advances to be funded by Green Lines of Credits

EV Chargers

48 electric vehicle charging stations have been installed at Bank's owned premises.

Shift to Renewal energy sources

Solar roof tops installed in 675 Branch/AOs premises with a capacity of 16738 kWp as on 30.09.2023

Tree Plantation

More than 7.60 lacs trees have been planted in open spaces and branch/office premises during FY 2023-24

Rainwater Harvesting

489 Rainwater Harvesting system have been installed as on 30.09.2023

Impetus for Renewable Energy (RE) : Supporting growth of RE projects with an associated capacity of 29,681 MW

As of 30th September 2023

Financing for various renewable energy projects: ₹ 49,302 crore

Financing for sustainability – major projects

Solar Power (Rooftop & ground mounted) ₹ 32,546 crore

Small hydro / Hydro ₹ 8,837 crore

Wind Power and Biomass ₹ 7,919 crore

Sustainable Transportation ₹ 5,147 crore

Flue Gas Distribution ₹ 573 crore

Energy Efficiency process and Waste and pollution control ₹ 639 crore

Contributing to Society (1/2)

Status of CSR activities as on 30.09.2023

CSR Budget Utilization as on 30.09.2023 (₹ in Crores)

	Budget	Spent	Spent (%)
CIRCLES	130.00	43.89	33.76
SBI Foundation*	275.00	140.00	50.91
RSETI	60.00	0.00	0.00
National / Misc	37.32	11.98	32.10
Grand Total	502.32	195.87	38.99

* Allocation for SBI Foundation for FY 2023-24

Major CSR activities during Q2FY24

Activity	Amount (₹ in Crores)
Indian Institute of Science – Bengaluru. Construction of Multi-Speciality hospital (Orthopaedic Unit)	8.00
Plantation of 9 lakh trees across Cauvery Basin in Tamilnadu	3.78
Prashanti Balamandira Trust: Donation for purchase of Critical High end Medical Equipments	1.44

New Initiatives for underprivileged people

As part of continuous efforts for reaching out to the underprivileged people, Bank has initiated various programs:

- Women Empowerment: Initiatives include providing support to women shelter homes, distribution of sewing machines. Hygiene and Care support to adolescent girls by distributing sanitary pads, setting up of sanitary pad vending machines etc.
- As part of Health Care and support to Education, Bank is undertaking to face-lift and provide new infrastructure at 208 Schools and 208 Primary Health Centers located across the Country.

Contributing to Society (2/2)

SBI Foundation long-term projects underway



A flagship program for the holistic development of villages.

Adopted 155 villages across 25 States.

- SBI OJAS Scholarship awarded to 68 students on the occasion of 68th SBI Foundation Day & 77 students on Independence Day.



Quality education accessible for all children encapsulating efforts towards ensuring quality and inclusive education.

- Scholarships worth ₹ 72.95 Lakh were disbursed to 73 students selected under the Higher Education Category of SBIF Asha Scholarship 2023.



Centralised support centre for Persons with Disabilities (PWD) working towards a more inclusive India.

- 11 Training programs conducted for 74 Bankers with Speech and Hearing Impairment, and 177 Bankers with Visual Impairment in SBI, Indian Bank, IOB and Canara Bank.



SBIF LEAP (Livelihood & Entrepreneurship Accelerator Program) aims to achieve the UN SDG 1 "No Poverty" and SDG 17 "Partnership for Goals" for eradicating poverty in all forms.

- The SBI Foundation Hub for Data Science and Analytics was officially launched at IIT, Bombay by Shri. Dinesh Khara, Chairman, State Bank of India on 20th September 2023.



Rural Development Fellowship programme which provides a framework for bright young minds from urban areas to join hands with rural communities in their struggles and aspirations.

- 17 Alumni ventures given funding support of ₹ 57 Lakh under SBI YFI Sahyog - the Pitch Fest since its inception in 2021.



Flagship program to ensure environmentally conscious production and consumption, clean energy adoption, restoration of ecosystems and natural resources and conservation of wildlife.

- Phadamachen village, a project location for the Red Panda conservation project, has received the Cleanest Village of Sikkim award from the Government of Sikkim. The village has received a cash prize of 5,00,000/-. SBI Foundation provided support to the village for sustainable waste management practices.



Healthcare vertical set up to make healthcare accessible and affordable for the most vulnerable sections of society.

- Presently 43 projects underway across 23 states & UTs covering Health and Women empowerment.
- 30 Sanjeevani "Clinic on Wheels" Mobile Medical Units in operation in 18 States & 2 UTs.



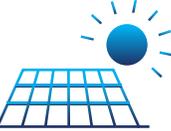
Flagship program in the domain of sports. It comprises key interventions in building state-of-the-art sports infrastructure, creating and nurturing strategic partnerships

- The 235 athletes supported have participated in 37+ tournaments since January 2023, have won 181 medals - 112 Gold, 39 Silver and 31 Bronze.

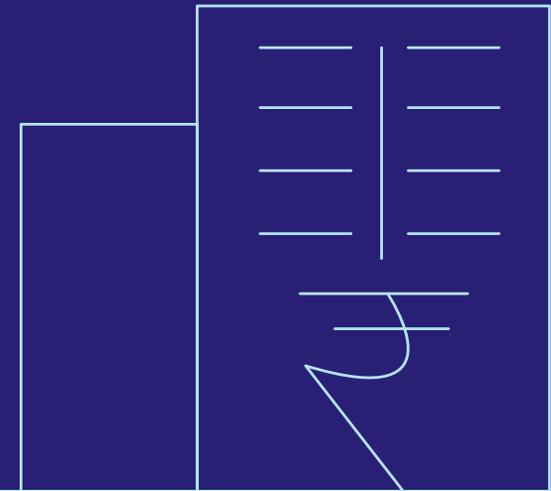
SBI's Policy Framework

Governance

Board level committees & Policies for better control and governance

Executive Committee of the Central Board	Risk Management Committee of the Board	Audit Committee of the Board	Corporate Social Responsibility Committee
 <p>Business Continuity and Operational resilience Policy</p>	 <p>Sustainability and Business Responsibility Policy</p>	 <p>Climate Change Risk Management Policy</p>	 <p>Code of Ethics</p>
 <p>Renewable Energy Policy</p>	 <p>Anti Bribery and Anti-Corruption Policy</p>	 <p>Fair Lending Practices Code</p>	 <p>Commitment to Customers (BCSBI Code)</p>
 <p>Corporate Social Responsibility Policy</p>	 <p>Cyber Security Policy and Standards</p>	 <p>Policy on KYC Standards, AML and CFT Measures</p>	 <p>Whistle-blower Policy</p>

Subsidiaries, Group Financials & Balance Sheet



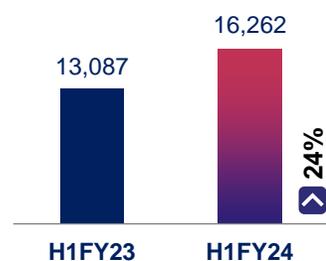
SBI and its subsidiaries - leveraging synergies (1/2)

As on Sep 2023
₹ in Crores

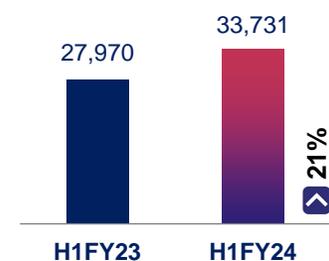


	H1FY23	H1FY24
PAT (₹ in cr)	640	761
ROE (in %)	10.7	11.3

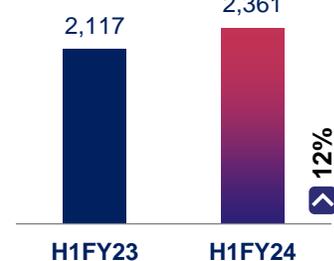
Total New Business Premium



Gross Written Premium



Value of New Business



Market Share

- **Private market leadership** in Individual New Business Premium, Individual Rated Premium and Total New Business Premium with market share of 27.3%, 24.6% and 24.7% respectively.

Business Performance

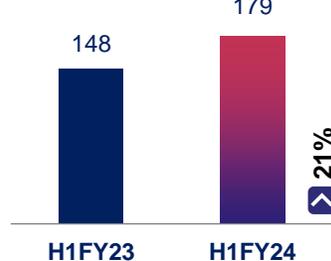
- Individual New Business Premium grew by 20% & Individual Rated Premium grew by 17%.
- PAT grew by 19% and stands at ₹ 761 cr; Robust solvency ratio of 2.12
- VONB increased by 12% and VONB margin stands at 28.6%.
- Embedded value stands at ₹ 51,261 cr
- Assets under Management – ₹ 3,45,147 cr



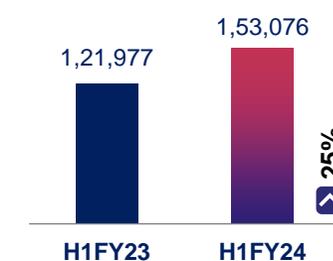
	H1FY23 [#]	H1FY24 [#]
PAT (₹ in cr)	1,153	1,196
ROE (in %)	27.4	22.8

[#]As per Ind AS

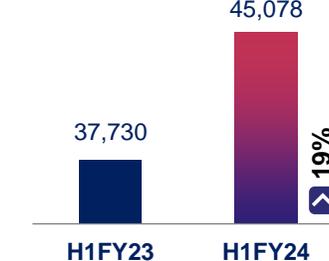
CIF (In Lakh)



Spends



Receivables



Market Share

- #2 player both in Cards and Spends
- Cards in force Q2FY24 19.2% (Q2FY23 19.1%),
- Spends Q2FY24 18.0% (Q2FY23 17.8%)

Portfolio

- ▲ 21% YoY in cards,
- ▲ 25% YoY in spends
- ▲ 19% YoY in receivables

Profitability

- During Q2FY24 Revenue from Operations grew 24% YoY, PAT at ₹ 603 Cr
- During Q2FY24, ROA of 4.9%, ROE of 22.3%
- Healthy Capital Adequacy Ratio (CAR) at 23.3%, Tier 1 at 20.8%

SBI and its subsidiaries - leveraging synergies (2/2)

As on Sep 2023
₹ in Crores



	H1FY23 [#]	H1FY24 [#]
PAT (₹ in cr)	628	940
ROE (in %)	29.8	32.9

[#] Standalone Financials; without OCI

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 grew by ₹ 64,000 crores from ₹ 7.62 lakh crores in Q1FY24 to ₹ 8.26 lakh crores in Q2FY24.



Group	H1FY23 [#]	H1FY24 [#]
PAT (₹ in cr)	351	470
ROE (in %)	11.4	11.3

Performance Highlights

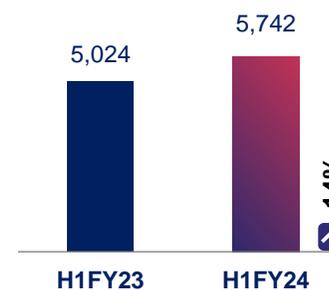
- **Ranked No.1** with Market share of 32.57% (9M CY23) India Borrower Loans in Local currency - Mandated Lead Arranger as per Bloomberg. (Market share of 76.2% CY22).

[#]As per Ind AS

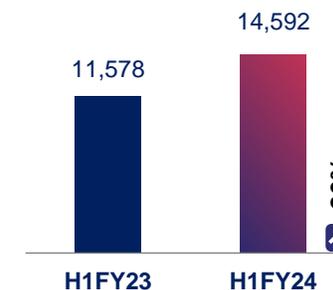


	H1FY23	H1FY24
PAT (₹ in cr)	116	60
ROE (in %)	8.0	3.5

Gross Written Premium



AUM



Performance Highlights

- Ranked 7th amongst the Private players as on H1FY24
- SBIG Market share amongst the private sector GI players including Stand Alone Health Insurance is at 6.23% in H1FY24 vs 6.63% in H1FY23.

Regional Rural Banks

Sponsored by SBI

Performance Highlights for Q2FY24

14 RRBs operating in 13 States & 1 UT

- Deposits at ₹ 1,26,324 crores ▲14.05% YoY
- CASA ▼104 bps YoY at 53.50%
- Advances at ₹ 89,955 crores ▲14.23% YoY
- CD Ratio ▲11 bps YoY at 71.21%
- NIM ▲1 bps YoY at 4.22%

Network of 4,754 branches in 231 districts

- Gross NPA ▼57 bps YoY at 4.83%
- Net Profit of ₹ 1,237 crores ▲50% YoY
- ROA ▲34 bps YoY at 1.48%
- PCR ▲912 bps YoY at 82.17%
- ROE ▲312 bps YoY at 18.12%

SBI group financials – Q2FY24

Particulars (₹ in Crores)	Half Year Ended		Growth (%)
	H1FY23	H1FY24	
Interest Earned	1,61,244	2,08,851	29.52
Non-Interest Income	48,063	67,738	40.94
Total Income	2,09,307	2,76,589	32.15
Interest Expended	87,163	1,21,000	38.82
Operating Expenses (i+ii)	83,342	1,04,577	25.48
(i) Employee Cost	27,103	38,035	40.34
(ii) Other Operating Expenses	56,240	66,542	18.32
Total Expenditure	1,70,506	2,25,577	32.30
Operating Profit	38,801	51,012	31.47
Provisions (other than Tax)	8,193	3,868	-52.79
Add: Share in profit of associates	547	623	13.83
Less: Minority Interest	1,016	1,106	8.86
Tax Expenses	8,062	12,024	49.15
Net Profit	22,077	34,636	56.89

	Half Year Ended	
	H1FY23	H1FY24
ROA (%)	0.81	1.13
ROE (%)	16.81	22.77
Earning Per Share (₹)	49.34	77.62
Expenses Ratio (%)	56.19	55.59
NIM (%)	3.22	3.36
Gross NPA Ratio (%)	3.48	2.53
Net NPA Ratio (%)	0.79	0.63

Balance sheet

Liabilities

₹ in Crores

	SBI SOLO			SBI GROUP		
	Sep 22	Sep 23	YOY Growth (%)	Sep 22	Sep 23	YOY Growth (%)
Capital	892	892	0.00	892	892	0.00
Reserves and Surplus	3,04,020	3,58,335	17.87	3,32,231	3,93,259	18.37
Minority Interest				12,160	14,307	17.66
Deposits	41,90,255	46,89,218	11.91	42,30,342	47,36,555	11.97
Borrowings	4,88,608	5,12,713	4.93	5,15,722	5,47,899	6.24
Other Liabilities & Provisions	2,16,025	2,65,160	22.75	5,10,344	6,24,140	22.30
Total Liabilities	51,99,801	58,26,318	12.05	56,01,691	63,17,053	12.77

Assets

	SBI SOLO			SBI GROUP		
	Sep 22	Sep 23	YOY Growth (%)	Sep 22	Sep 23	YOY Growth (%)
Cash & balances with RBI	2,33,908	2,60,164	11.22	2,34,104	2,60,346	11.21
Bal with Banks & Money at Call and Short Notice	60,042	89,495	49.05	69,076	1,01,909	47.53
Investments	15,55,322	16,92,617	8.83	18,68,681	20,79,532	11.28
Net Advances	29,51,288	33,45,167	13.35	30,15,270	34,18,175	13.36
Fixed Assets	41,738	42,380	1.54	43,608	44,386	1.78
Other Assets	3,57,504	3,96,496	10.91	3,70,953	4,12,704	11.26
Total Assets	51,99,801	58,26,318	12.05	56,01,691	63,17,053	12.77

Thank You