



Annual Results | FY23

ANALYST PRESENTATION | 18.05.2023



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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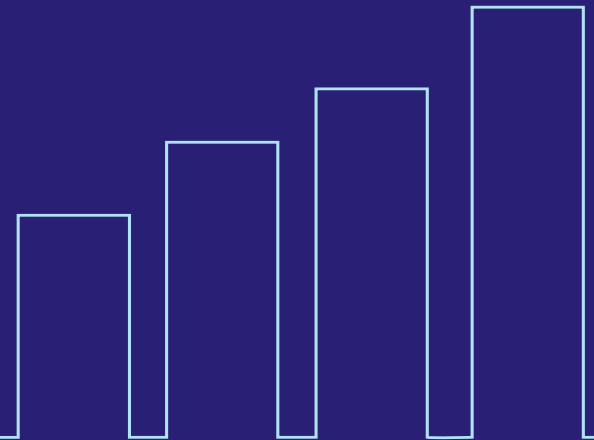
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Macro Economic Indicators



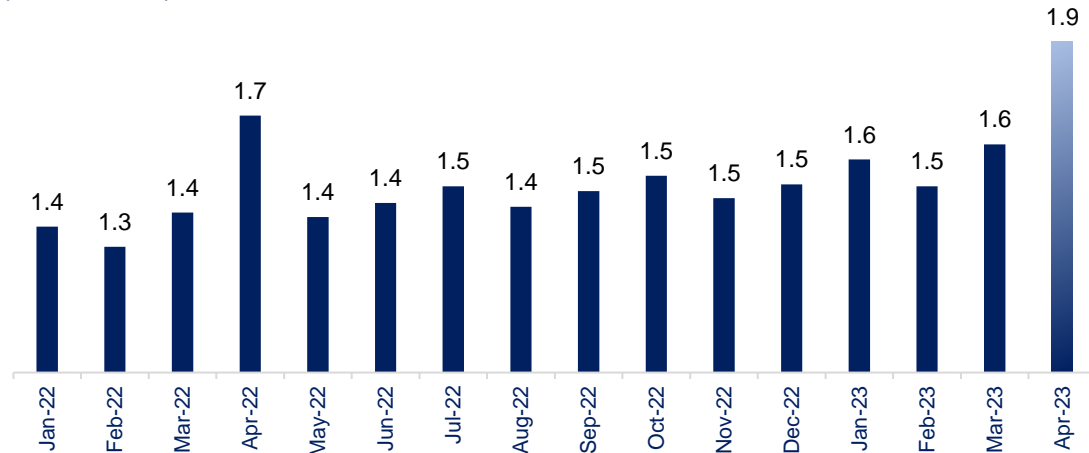
Macro-economic indicators remain buoyant

Economy Bounces Back

- ASCB's credit growth continues to grow in double digits and is at 11-years' high of 15.0% in FY23.
- GST revenue hit another record in Apr'23. In FY23 the government garnered 22% higher revenues compared to the last year. Monthly GST threshold is at ₹ 1.5 trillion in FY23.
- India's exports rose 14% to a record \$770 billion during FY23.
- In FY24 real GDP growth is expected at 6.5% (RBI) against an uncertain global economy.
- Average CPI inflation is expected to remain in moderate zone (5.2%, RBI) in FY24.

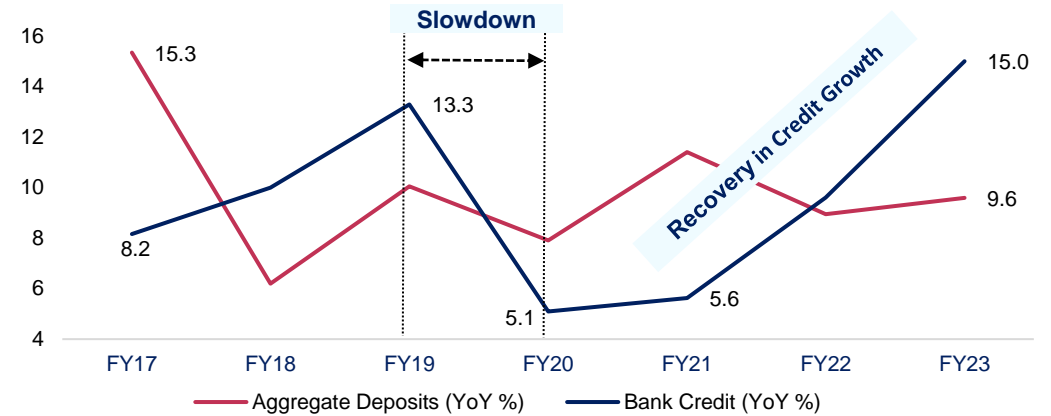
GST revenue hits all time-high

(₹ lakh crore)



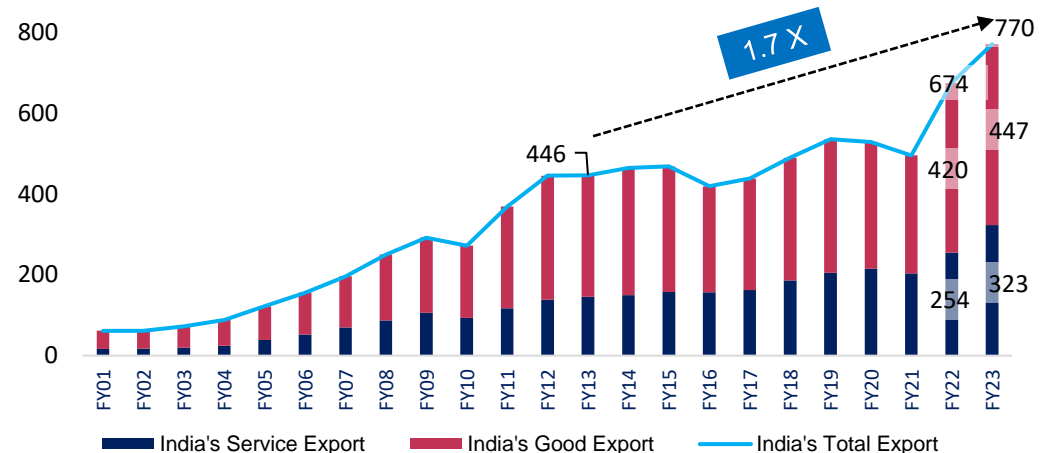
Source: SBI Research

ASCB's Credit Growth is at 11-Year High

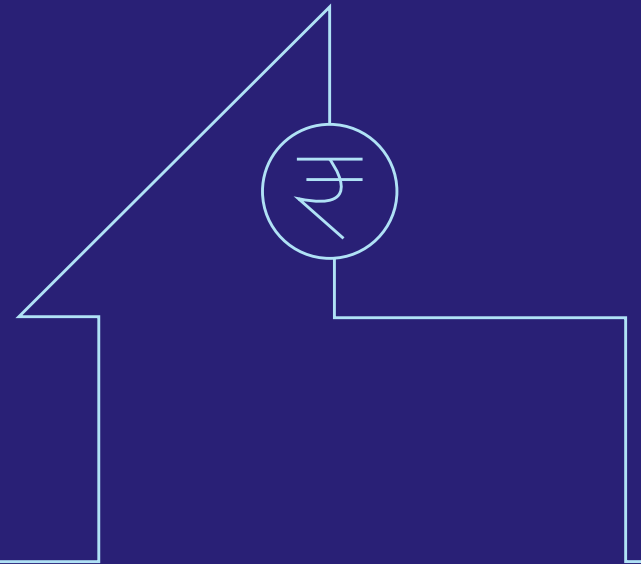


India's Exports of Goods & Services

(\$ bn)



Overview



Redefining banking in India

We are India's
largest bank

We are proud to serve
>48 crore customers

We have **>6 crore** users
on our digital platform

>12,300 Peak
Transactions per second

yono
SBI

Unparalleled market share (%)*

22.99

Deposits

19.68

Advances

26.25

Debit card spends

29.90

ATMs

22.83

Mobile banking
transactions (No.)

20.89

Mobile banking
transactions (value)

*Market share as per latest available Mar'23 data

Products and services for everyone

We cater to all customer segments through our various branches and offices, joint ventures, subsidiaries and associate companies.

Personal Banking

- Wide range of loan and liability products
- Salary Packages, NRI Business, Wealth Management services, amongst others
- Wide range of Digital offerings

₹ **42.54** L Cr.

Total Domestic Deposits

₹ **11.79** L Cr.

Retail Personal loans portfolio

Rural Banking

- Products under financial inclusion and micro credit
- Various products for agriculture and allied agricultural activities
- Financing under Government schemes

₹ **2.59** L Cr.

Total lending under agriculture and allied activities

SME Banking

- Market leaders of SME financing
- Simple and innovative financial solutions for our SME clientele
- Specialised SME branches with dedicated relationship managers

₹ **3.59** L Cr.

Total loan portfolio of SME

Corporate Banking

- Corporate Accounts Group and Commercial Clients Group provide one stop solution to our clients
- Wide range of financial products and services, exclusively to top corporates
- Funding of large projects through Project Finance and Structuring SBU

₹ **9.80** L Cr.

Total loan portfolio of Corporate Banking

International Banking

- Pioneers of international banking in India
- Presence in all major time zones and continents
- Offers trade finance, commercial loans, ECBs, syndications amongst others

₹ **4.92** L Cr.

Total loan portfolio of IBG

YONO

- Flagship integrated omni-channel digital platform
- Offers a gamut of banking, investment, insurance and lifestyle solutions
- YONO Global for NRI customers

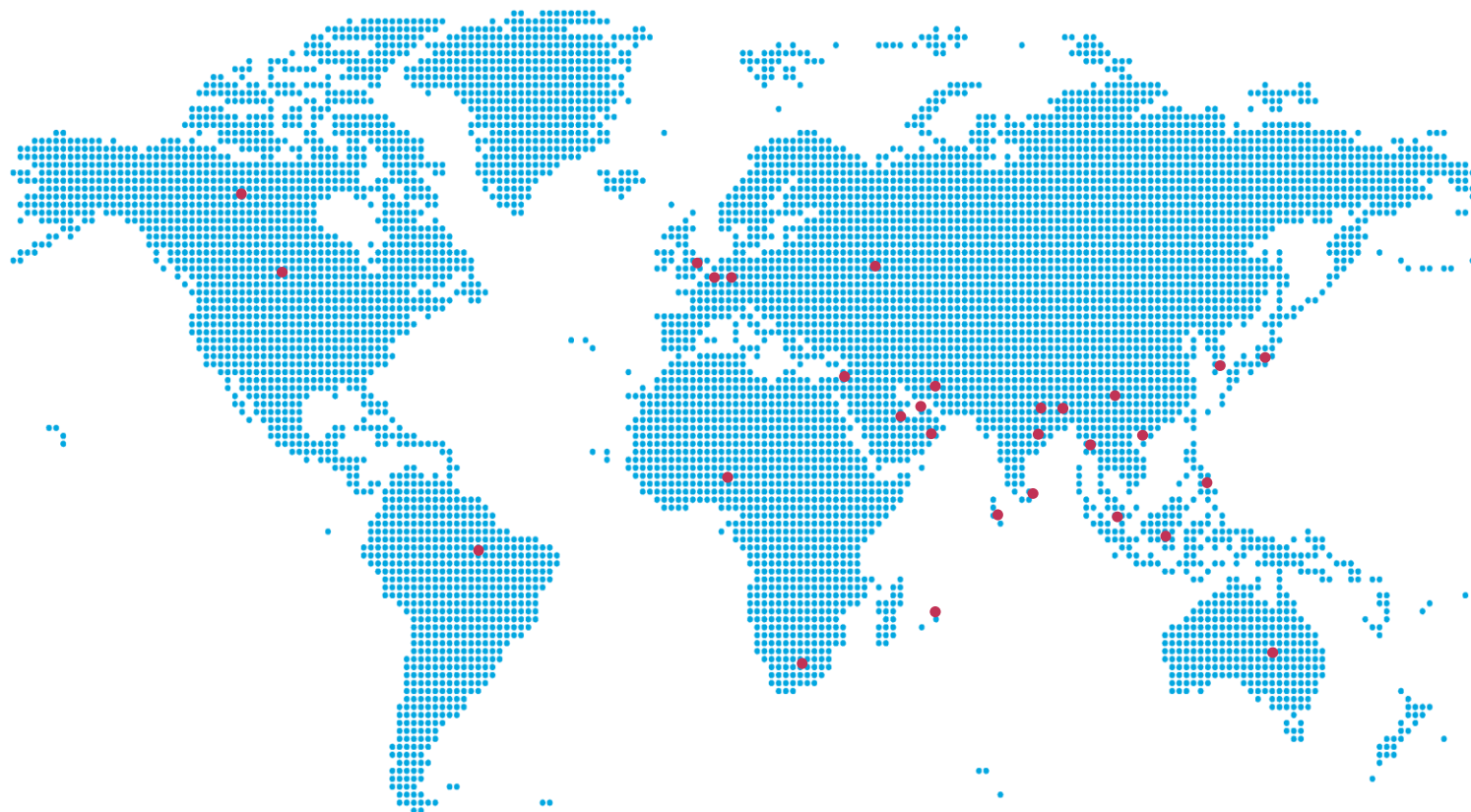
>**6.07** cr.

YONO Registered Customers

1.03 cr.

Daily Logins

Customer Touch Points



National reach

	Branches	ATM/ ADWM	CSP
	22,405	65,627	76,089
Rural	8,042	10,260	54,470
Urban	4,010	23,198	9,652
Semi-urban	6,514	19,972	10,781
Metro	3,839	12,197	1,186

International presence

235

Offices/ Joint Ventures/ Representative offices

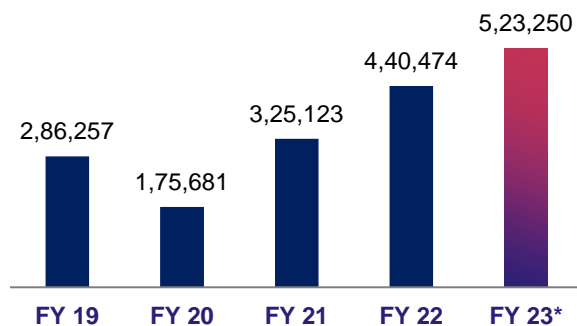
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Countries of presence

Consistent value to our shareholders

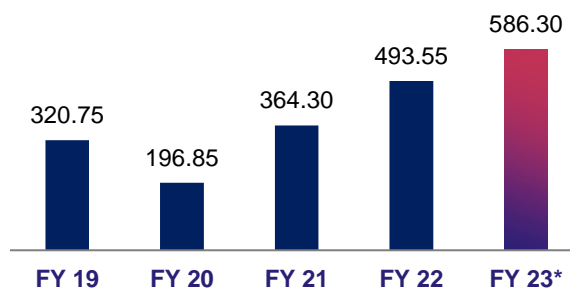
Market Capitalisation

(₹ in Crores)



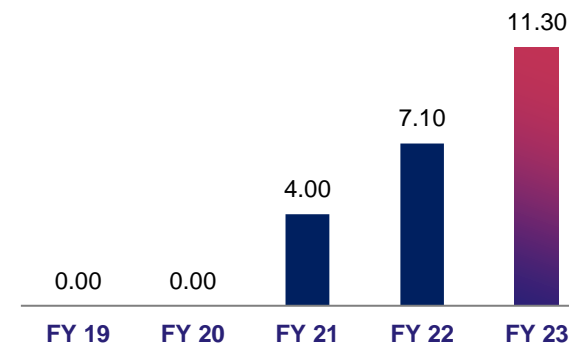
Share Price

(₹)



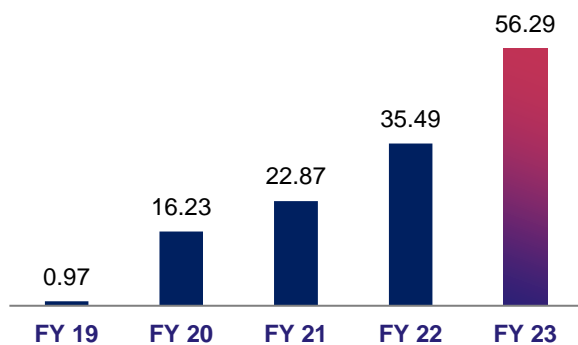
Dividend per share

(₹)



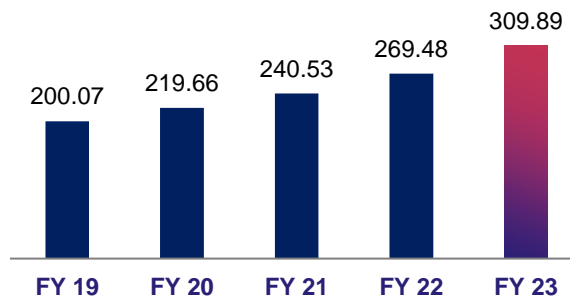
Earnings Per Share

(₹)



Book Value Per Share

(₹)



*as on 17th May 2023

Preparing future ready human capital

Awards and recognition

ET HR World Future Skill Awards

Gold under the category 'Best Learning Management System' for Gyanodaya - "e-learning" and "askSBI"

Silver under the category 'High Impact Certification Program' for role-based certifications.

3 Gold Awards at ET Human Capital Awards

HR Leader of the Year – Large Scale Organisations

Excellence in Business Continuity Planning & Management

Most Valuable Employer during COVID-19

Initiatives



Productivity enhancement initiatives

We have adopted a branch-based model for manpower planning based on the productivity parameters at the branches



Recruitment

We actively recruit specialised talent on a lateral and contractual basis in specialised domains to meet the demands of the fast-changing business landscape and regulatory requirements.



Job families

We have clearly defined job families and career paths for our officers in Middle and Senior Management Category to ensure deep domain knowledge and foster expertise.



Training

We consistently seek to enhance the workforce's knowledge, skills, and attitude, for superior business performance and customer orientation through top notch training infrastructure.



Succession planning

We have a policy on succession planning for senior leadership positions to ensure a smooth transition at all critical executive-level placements.

Accolades (1/2)



IBA 18th Annual **Technology Award 2022**



ET BFSI Best Brands 2022 and ET BFSI Best Brands 2023.



Awarded "**Best Performing Bank under CLSS**" from Government of India, Ministry of Housing & Urban Affairs under PMAY-U Awards-2021: 150 Days Challenge"



Awarded "**The Best Bank Award 2022**" from Global Finance Magazine.



Awarded **CDP score of "B"**, the highest score in the last 5 years by CDP (formerly Carbon Disclosure Project), the global disclosure system for companies to manage their environmental impacts.



Awarded "**Special Jury Award for Consistent Transformation**" from BT-KPMG Best Banks & Fintechs Awards 2022

Accolades (2/2)

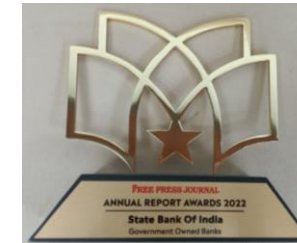
SBI SHINES GOLD. Honoured With 3 Gold Awards at ET Human Capital Awards Ceremony.



- HR Leader of the Year – Large Scale Organisations
- Excellence in Business Continuity Planning & Management
- Most Valuable Employer during COVID -19



ICAI awards for excellence in financial reporting for year 2021-22 Gold Shield, category I – Public Sector Banks.



Awarded “India’s Best Annual Report Awards-2022.”



Awarded “**Issuer of the Year - Private Placement**” at the 5th National Summit & Awards on Corporate Bond Market 2022 by the Associated Chambers of Commerce and Industry of India (ASSOCHAM).



Awarded “**Best Security Awareness Award**” and “**Best Security Operations Centre of the year**” from NASSCOM-DSCI Excellence Awards 2022.

Performance Highlights



Key trends in FY23



Highest ever profit

Net Profit

crosses **₹50,000 crores**

ROA at **0.96%** for the year improved by **29 bps YoY**

ROE at **19.43%** for the year improved by **551 bps YoY**

Domestic NIM at **3.58%** for the year improved by **22 bps YoY**



Credit growth continues

~16% YoY

Robust growth across all segments

Xpress Credit loans cross **₹3 lakh crores**



Asset quality

improving outcomes

Gross NPA at **2.78%** improved by **119 bps YoY**

Net NPA at **0.67%** improved by **35 bps YoY**

Credit Cost for the year at **0.32%** improved by **23 bps YoY**



Well provided Stressed Book

PCR at **76.39%**; PCR (incl. AUCA) at **91.91%**

Total non-NPA provisions (not included in PCR) at **₹35,575 crores**



Digital Strategy on track

~64%

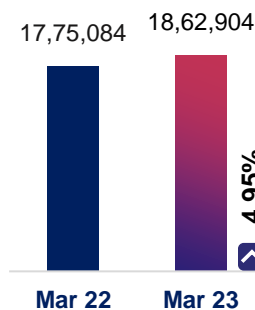
of savings accounts and **35%** of retail asset accounts acquired through **YONO** in FY23

Key indicators

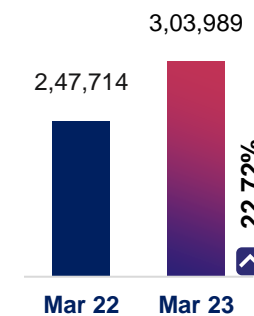
(₹ in Crores)

	Year Ended		YoY Growth	
	FY22	FY23		
Profit & Loss (₹ in Crores)	Net Interest Income	1,20,708	1,44,841	19.99%
	Net Interest Margin – Domestic (%)	3.36	3.58	22 bps
	Operating Profit	75,292	83,713	11.18%
	Net Profit	31,676	50,232	58.58%
Key Ratios (in %)	Credit Cost	0.55	0.32	-23 bps
	Net NPA	1.02	0.67	-35 bps
	PCR (Incl. AUCA)	90.20	91.91	171 bps
	PCR	75.04	76.39	135 bps
	Capital Adequacy	13.83	14.68	85 bps
Balance Sheet (₹ in Crores)	Gross Advances	28,18,671	32,69,242	15.99%
	Total Deposits	40,51,534	44,23,778	9.19%
	Retail Personal Advances	10,02,303	11,79,152	17.64%

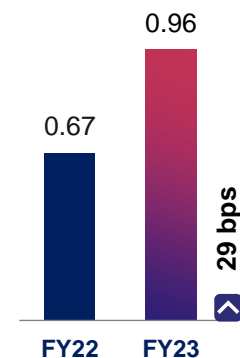
CASA



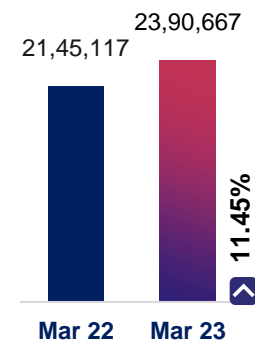
Xpress Credit



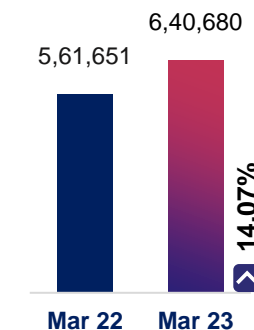
Return on Assets (%)



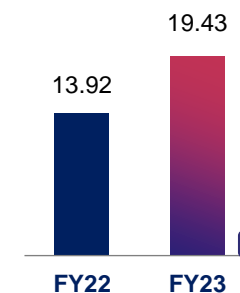
Term Deposits



Home Loan



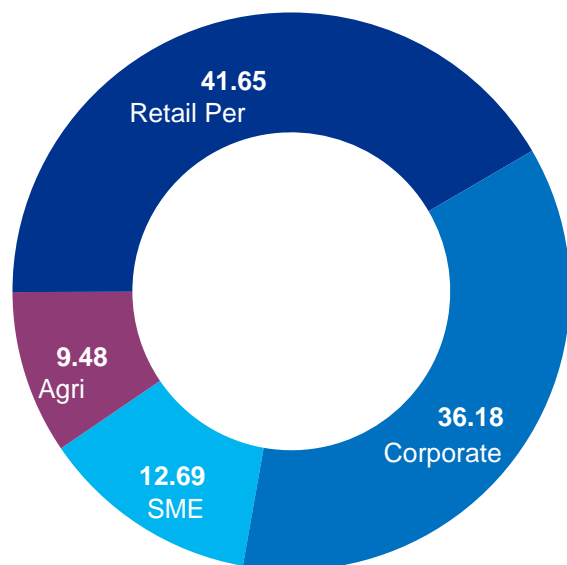
Return on Equity (%)



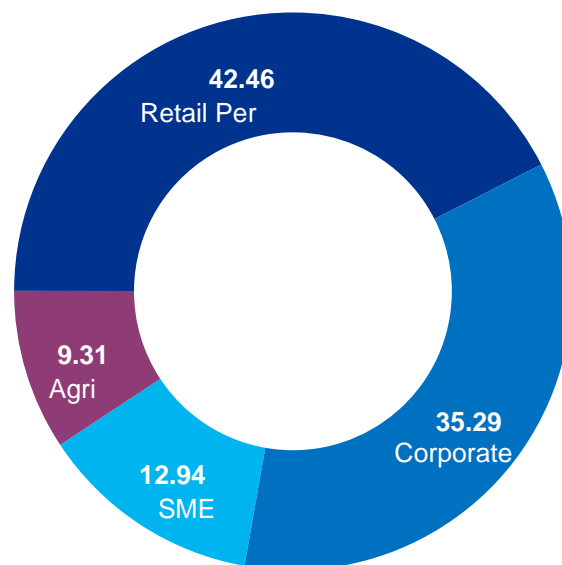
Credit growth

Share of Domestic Advances

Mar 22 (%)



Mar 23 (%)



(₹ in Crores)

Segment	Mar 2022	Mar 2023	YoY Growth (%)
Retail Personal	10,02,303	11,79,152	17.64
Agri	2,28,229	2,58,612	13.31
SME	3,05,517	3,59,270	17.59
Corporate	8,70,712	9,79,768	12.52
Domestic Advances	24,06,761	27,76,802	15.38
Foreign Offices Advances	4,11,910	4,92,440	19.55
Total Whole Bank Advances	28,18,671	32,69,242	15.99

Credit growth

Retail Personal Banking

Leadership across all segments

As on Mar 2023

Retail Personal Portfolio of

₹11.8 lakh crore

3 - year CAGR at

~16%

Mar 23:






42.5%

of Dom. Adv.

Mar 22:

41.6%

of Dom. Adv.

	O/S, ₹ in crores	YoY Growth, %	GNPA, %
 Home Loans	6,40,680	14.07	0.69
 Auto Loans	97,523	23.22	0.43
 Xpress Credit	3,03,989	22.72	0.60
 Personal Gold Loans	28,705	24.46	0.09
 Other P Seg Loans	1,08,255	19.32	0.68

As on Mar'23, Bank's market share in Home loans is 33.1% & in Auto loans is 19.4%

Credit growth

Diversified Loan Portfolio

High quality asset book

Corporate Rating mix (%)



43% share to PSUs / Govt. Depts.

*Including NPA book and Unrated

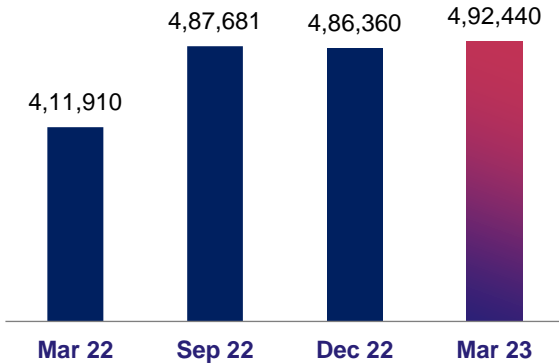
Industry mix (₹ in Crores)

Sectors	Outstanding as on 31 st Mar 23	Fund Based O/S	
	Amount	%Share	YOY Gr%
Infrastructure	3,73,329	13.44	4.67
of which: Power	1,92,300	6.93	0.03
Telecommunication	39,851	1.44	-4.24
Roads & Ports	1,05,567	3.80	15.44
Other Infrastructure	35,611	1.28	13.58
Services	3,57,301	12.87	31.43
Iron & Steel	46,717	1.68	16.49
Aviation & Airports	16,731	0.60	26.24
Tourism & Hotels	11,089	0.40	9.65
Textiles	34,711	1.25	-2.76
Petroleum & Petrochemicals	50,331	1.81	0.36
Engineering	21,323	0.77	-8.50
Comm. Real Estate	47,844	1.72	11.88
Other Industries	3,79,663	13.67	14.24
Home Loans	6,40,680	23.07	14.07
Auto Loans	97,523	3.51	23.22
Other Retail Loans	4,40,949	15.88	21.98
Agriculture	2,58,612	9.31	13.31
Total Domestic Advances	27,76,802	100.00	15.38

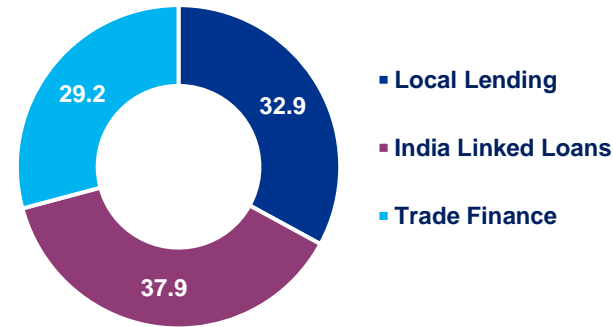
Credit growth

International Banking

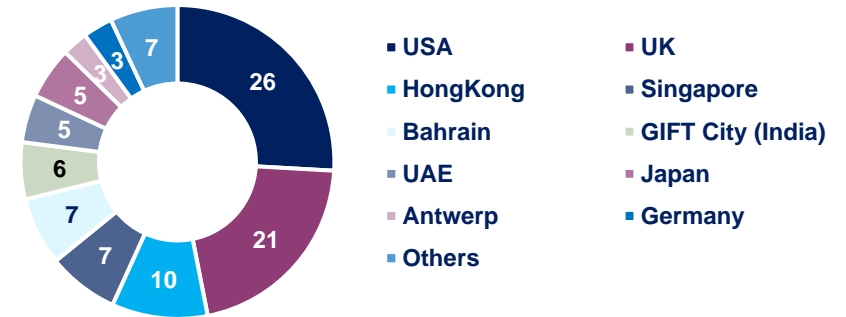
Gross Advances: Healthy Credit Growth
₹ in Crores



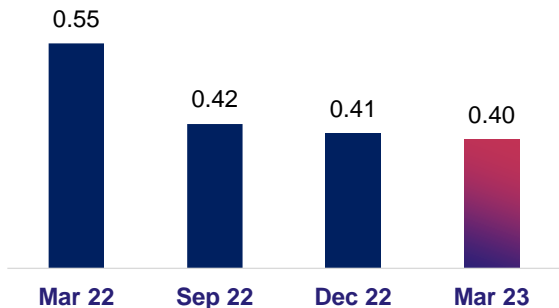
Break up of Loan Portfolio (%)



Loan Portfolio across Geographies (%)



Asset Quality: NPAs Contained
GNPA (%)



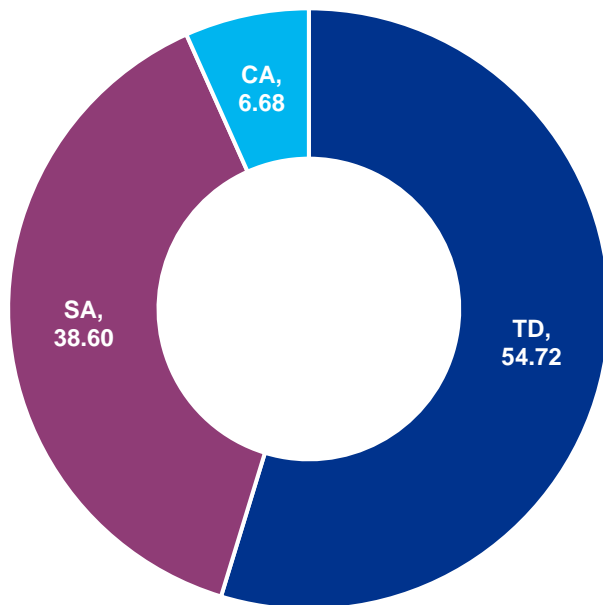
Exploring New Opportunities

- Under ESG framework, concluded Social Loan deal of USD 1 Bn: largest in Asia Pacific and second largest globally.
- Opened 9 new offices during the year (8 at Nepal and 1 IVAC at Bangladesh).
- ~20% growth in Customer Credit with diversification across portfolio and geographies.
- Gross NPA ratio down by 15 bps during the year, underlining continued improvement in quality of assets.

Deposit growth

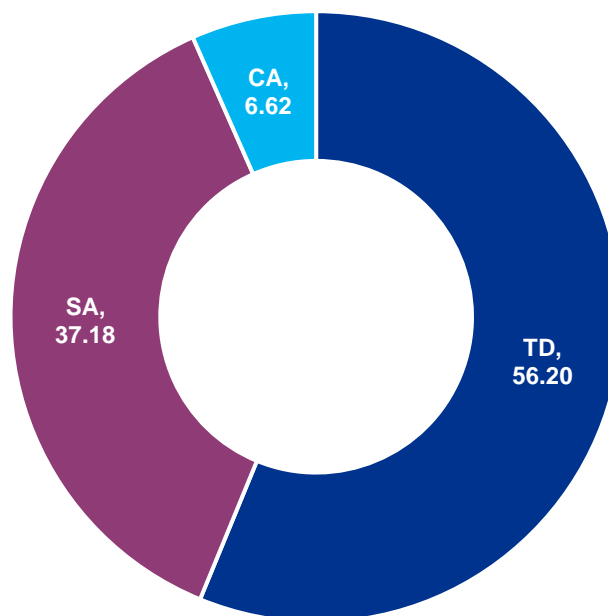
Share of Domestic Deposits

Mar 2022 (%)



CASA: **45.28**

Mar 2023 (%)



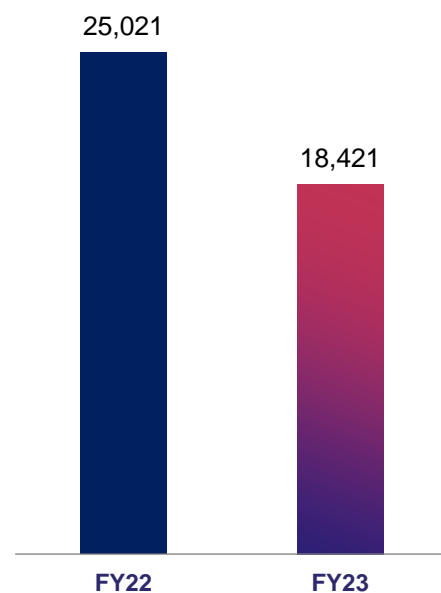
CASA: **43.80**

₹ in Crores

Particulars	Mar 2022	Mar 2023	YoY Growth (%)
Current Account Deposits (CA)	2,61,879	2,81,438	7.47
Saving Bank Deposits (SA)	15,13,205	15,81,466	4.51
CASA Deposits	17,75,084	18,62,904	4.95
Term Deposits (TD)	21,45,117	23,90,667	11.45
Domestic Deposits	39,20,201	42,53,571	8.50
Foreign Offices Deposits	1,31,333	1,70,207	29.60
Total Deposits	40,51,534	44,23,778	9.19

Asset quality

Slippages



- Slippages down by 26.38% YoY
- Slippage Ratio improved by 34 bps YoY from 0.99% to 0.65%

Restructuring

₹ in Crores

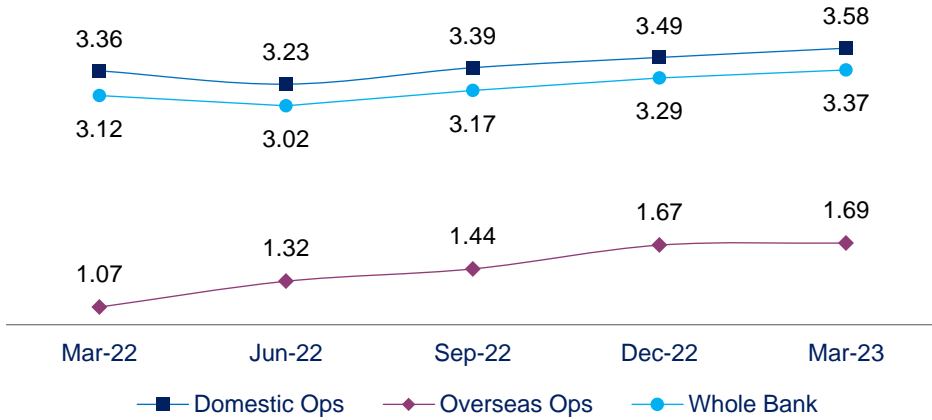
Restructuring 1.0	As on Mar 22	As on Mar 23
Retail Personal	3,010	2,583
Corporate	3,016	1,044
SME	4,840	3,323
Total O/S	10,866	6,950

Restructuring 2.0	As on Mar 22	As on Mar 23
Retail Personal	12,488	11,628
Corporate	0	0
SME	7,606	5,724
Total O/S	20,094	17,352

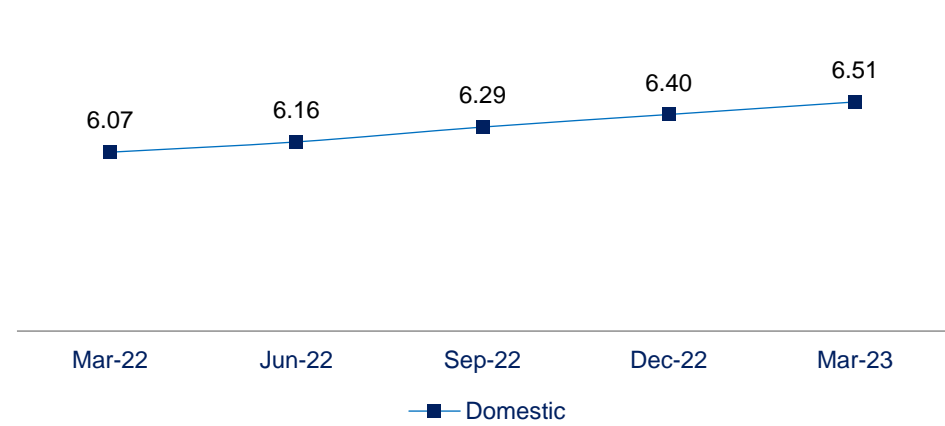
Total Restructuring	30,960	24,302
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Net interest income

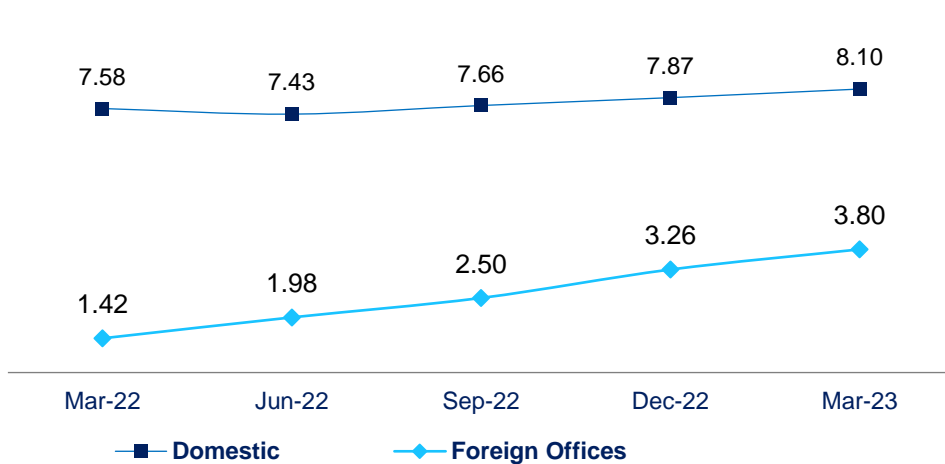
Net Interest Margins (%)



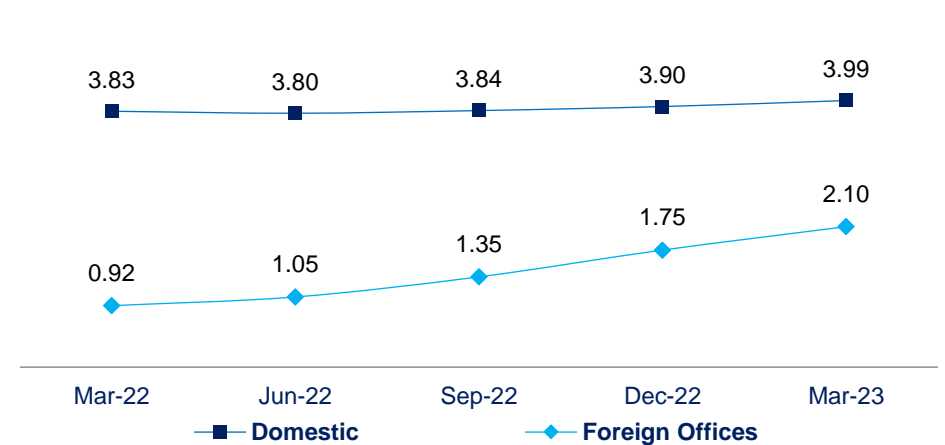
Yield on Investments (%)



Yield on Advances (%)



Cost of Deposits (%)



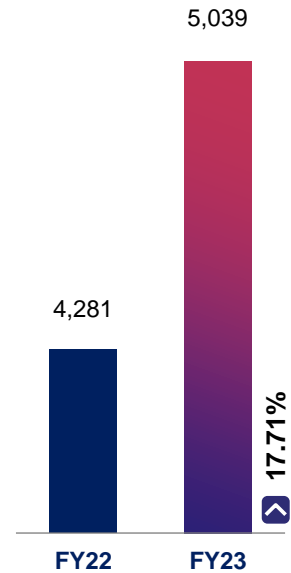
Non-interest income

₹ in Crores

Fee Income



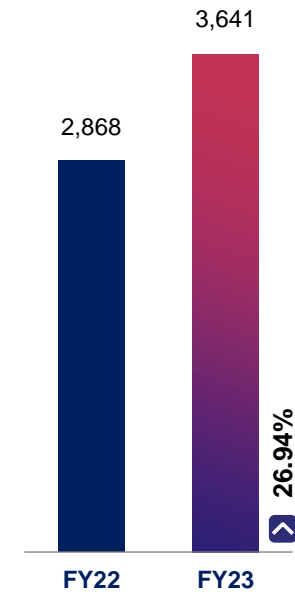
Loan Processing Charges



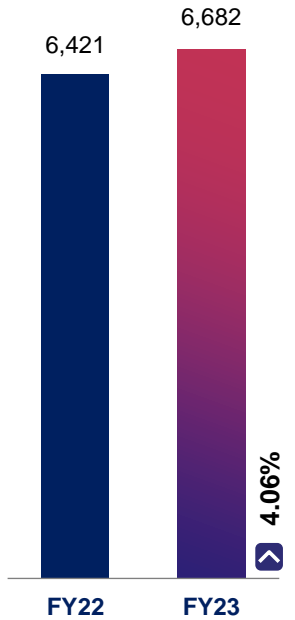
Commission on Govt. Business



Cross Selling



Remittance, Collection, etc.



Fee Income grew by

6.84%

 YoY in FY23

Forex Income grew by

~52%

 YoY in FY23

Cross Sell Income grew by

~27%

 YoY in FY23

Recovery from AUCA accounts at

₹7,097

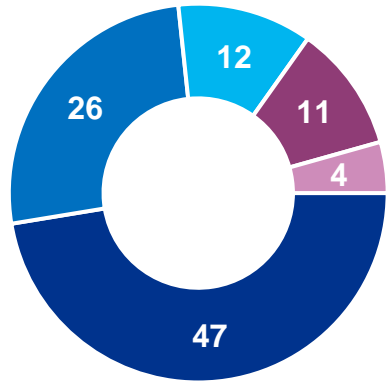
 crores in FY23

Non-interest income

Treasury Operations

AFS Book (%)

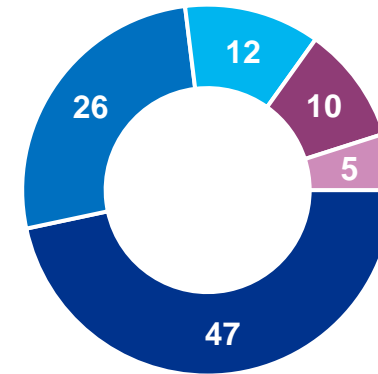
Mar 2022



Modified Duration
2.08

Yield on Investment
6.07%

Mar 2023

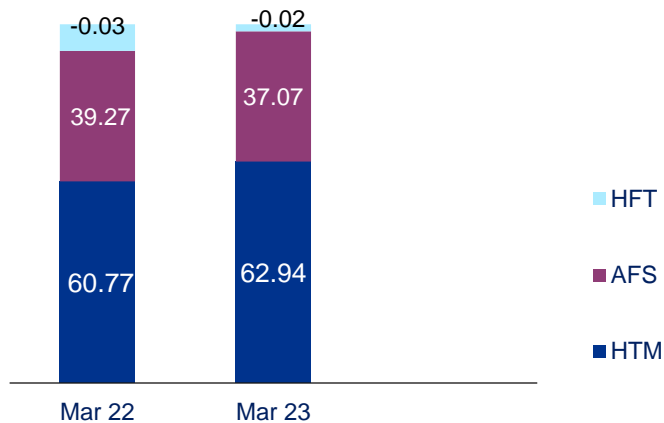


Modified Duration
1.85

Yield on Investment
6.51%

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

Break up of Domestic Investments (%)



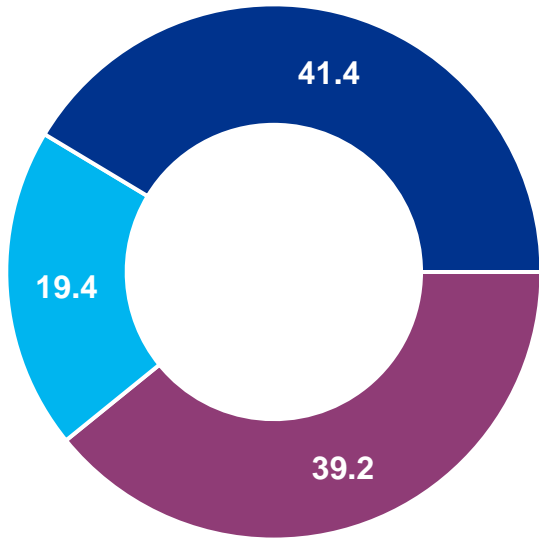
₹ in Crores

Total Investments Book	Mar 22	Mar 23
Domestic Investments	14,39,649	15,24,189
- of which- SLR	11,62,183	12,41,033
Foreign Offices Investments	53,538	63,209
Total Investments Book	14,93,186	15,87,398

Operating expenses

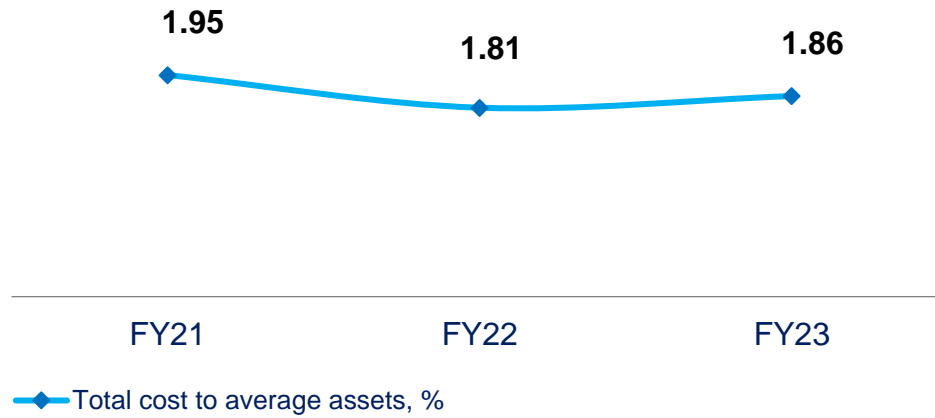
Focus continues on improving income streams with control on costs

FY23 (%)



■ Salary ■ Retirement benefits & other provisions ■ Overheads

Cost to Assets – among the best in the industry



◆ Total cost to average assets, %

Provisions

Credit costs at

0.32%

for FY23

PCR at

76.39%

legacy book well provided

Non NPA provisions at

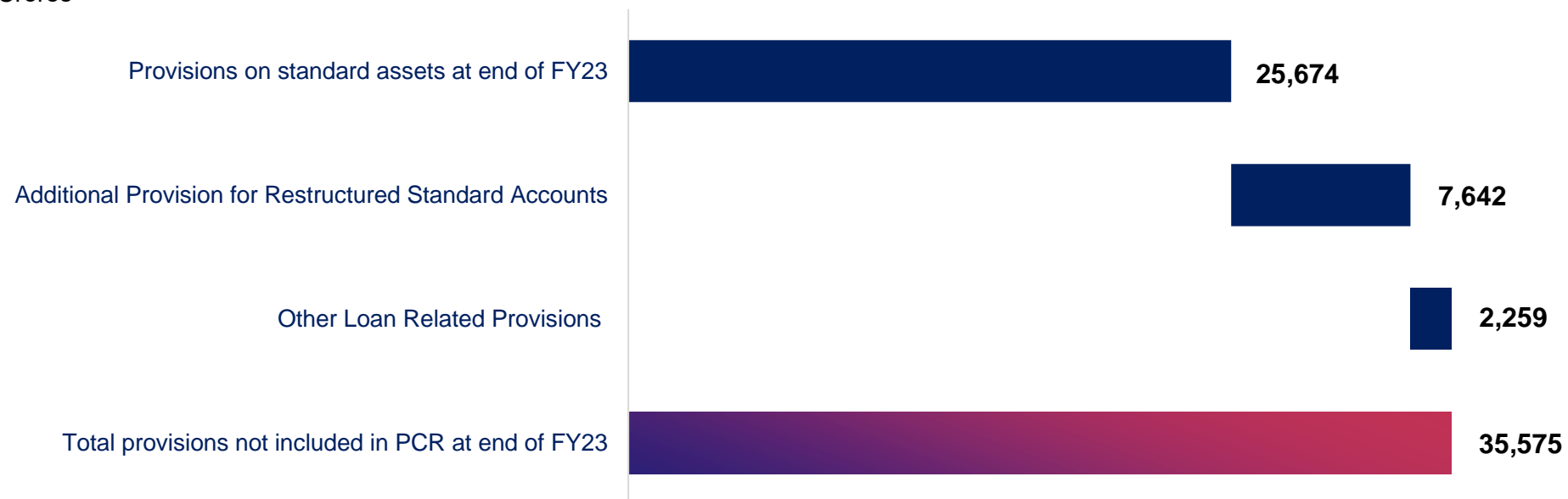
₹ 35,575 crores

~166%

of Net NPA at end of FY23

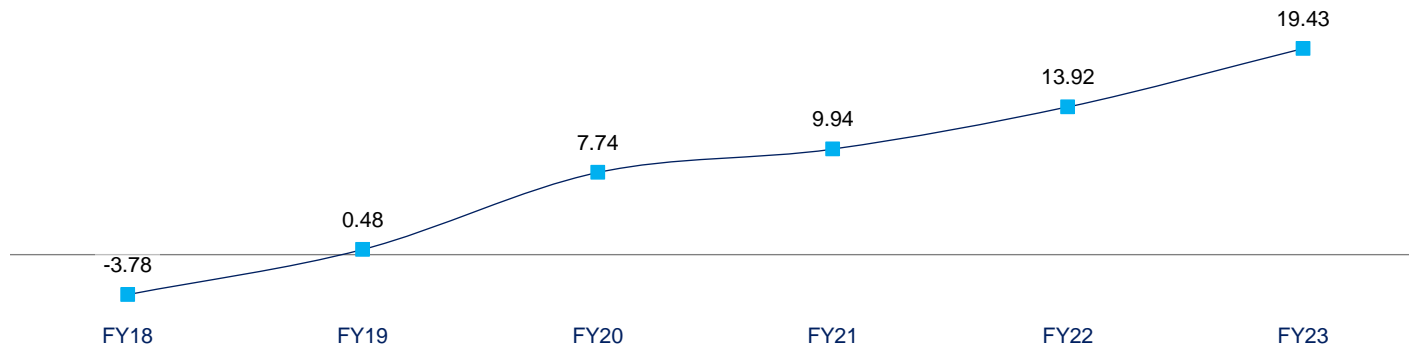
Available Buffer

₹ in Crores



Sustainable RoE / RoA – a perspective

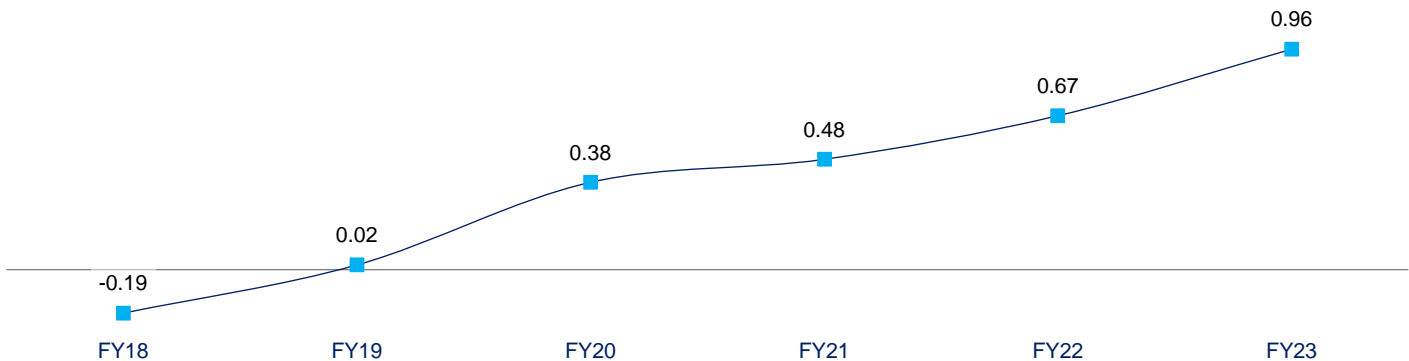
ROE (in %)



Upward trend in ROE

Continuous improvement in ROE from FY19 onwards

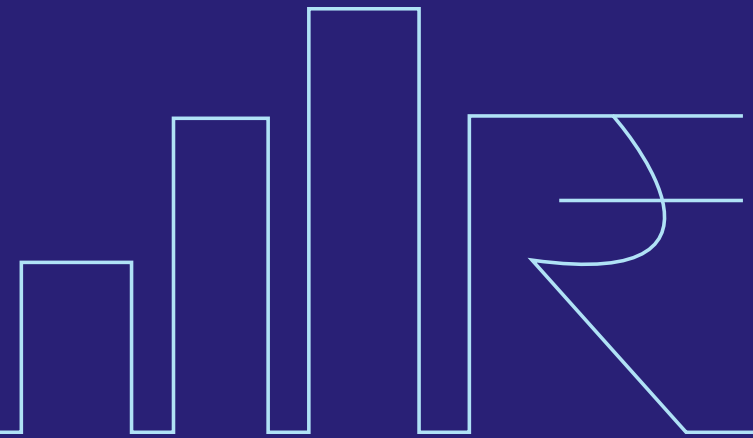
ROA (in %)



Upward trend in ROA

Continuous improvement in ROA from FY19 onwards; Journey towards guidance of ROA of 1%+ on track; ROA for Q4FY23 at 1.23%

Financial Performance



Financials – at a glance

Particulars (₹ in Crores)	Quarter ended			Year Ended		Growth (%)		
	Q4FY22	Q3FY23	Q4FY23	FY22	FY23	Q4FY23 over Q3FY23	Q4FY23 over Q4FY22	FY23 over FY22
Interest Income	70,733	86,616	92,951	2,75,457	3,32,103	7.31	31.41	20.56
Interest Expenses	39,535	48,547	52,559	1,54,750	1,87,263	8.26	32.94	21.01
Net Interest Income	31,198	38,069	40,393	1,20,708	1,44,841	6.10	29.47	19.99
Non Interest Income	11,880	11,468	13,961	40,564	36,616	21.74	17.52	-9.73
Operating Income	43,078	49,536	54,354	1,61,272	1,81,456	9.73	26.18	12.52
Operating Expenses	23,361	24,317	29,733	85,979	97,743	22.27	27.27	13.68
Operating Profit	19,717	25,219	24,621	75,292	83,713	-2.37	24.87	11.18
Total Provisions	10,603	11,014	7,927	36,198	33,481	-28.03	-25.24	-7.51
Exceptional Items [#]				7,418				
Net Profit	9,114	14,205	16,695	31,676	50,232	17.52	83.18	58.58
NIM (Whole Bank) (%)	3.15	3.50	3.60	3.12	3.37	10 bps	45 bps	25 bps
NIM (Domestic) (%)	3.40	3.69	3.84	3.36	3.58	15 bps	44 bps	22 bps
Cost to Income Ratio (%)	54.23	49.09	54.70	53.31	53.87	561 bps	47 bps	56 bps
Cost to Assets (%)	1.91	1.85	2.19	1.81	1.86	34 bps	28 bps	5 bps

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

Total income

Particulars (₹ in Crores)	Quarter ended			Year Ended		Growth (%)		
	Q4FY22	Q3FY23	Q4FY23	FY22	FY23	Q4FY23 over Q3FY23	Q4FY23 over Q4FY22	FY23 over FY22
Interest on Loans	44,611	58,865	63,679	1,71,824	2,21,401	8.18	42.74	28.85
Interest on Resources	22,763	25,258	26,138	89,255	99,419	3.49	14.83	11.39
Other Interest income	3,359	2,493	3,134	14,378	11,283	25.68	-6.72	-21.53
Total Interest Income	70,733	86,616	92,951	2,75,457	3,32,103	7.31	31.41	20.56
Fee Income	8,023	5,928	8,003	24,565	26,245	35.00	-0.25	6.84
Profit / Loss on Sale / Revaluation of Investments	178	2,938	1,800	3,222	-1,354	-38.72	912.53	-142.04
Forex Income	1,521	1,388	-29	3,479	5,285	-102.11	-101.92	51.90
Misc. Income	2,158	1,214	4,187	9,298	6,441	244.93	94.06	-30.73
Total Non Interest Income	11,880	11,468	13,961	40,564	36,616	21.74	17.52	-9.73
Total Income	82,613	98,084	1,06,912	3,16,021	3,68,719	9.00	29.41	16.68

Fee income break up

Particulars (₹ in Crores)	Quarter ended			Year Ended		Growth (%)		
	Q4FY22	Q3FY23	Q4FY23	FY22	FY23	Q4FY23 over Q3FY23	Q4FY23 over Q4FY22	FY23 over FY22
Loan Processing Charges	1,526	1,033	1,405	4,281	5,039	36.01	-7.93	17.71
Commission on Govt. Business	847	988	886	3,713	3,953	-10.35	4.51	6.47
Commission on LC/BG	917	758	818	3,468	3,134	7.87	-10.87	-9.63
Cross Selling	975	1,037	1,132	2,868	3,641	9.17	16.12	26.94
Remittance, Collection, etc.	2,149	1,564	1,999	6,421	6,682	27.84	-6.97	4.06
Misc. Fee Income	1,609	548	1,763	3,814	3,796	221.69	9.61	-0.47
Fee Income	8,023	5,928	8,003	24,565	26,245	35.00	-0.25	6.84

Total expenses

Particulars (₹ in Crores)	Quarter ended			Year Ended		Growth (%)		
	Q4FY22	Q3FY23	Q4FY23	FY22	FY23	Q4FY23 over Q3FY23	Q4FY23 over Q4FY22	FY23 over FY22
Interest on Deposits	35,762	41,432	44,346	1,41,247	1,62,418	7.03	24.00	14.99
Interest on Borrowings	2,297	5,437	6,035	7,779	18,080	10.99	162.76	132.41
Other Interest paid	1,476	1,678	2,178	5,723	6,764	29.81	47.52	18.20
Total Interest Expenses	39,535	48,547	52,559	1,54,750	1,87,263	8.26	32.94	21.01
Salary	9,586	9,327	10,330	36,063	38,273	10.75	7.76	6.13
Provisions for Employees	2,970	5,429	7,286	14,081	19,019	34.20	145.35	35.07
Staff Expenses	12,556	14,757	17,616	50,144	57,292	19.38	40.30	14.26
Overheads	10,805	9,560	12,116	35,836	40,451	26.73	12.14	12.88
<i>of which: Business Acquisition & Development Expenses</i>	988	992	1,334	5,019	5,205	34.42	34.93	3.72
Operating Expenses	23,361	24,317	29,733	85,979	97,743	22.27	27.27	13.68
Total Expenses	62,897	72,864	82,291	2,40,729	2,85,006	12.94	30.84	18.39

Overheads

Particulars (₹ in Crores)	Quarter ended			Year Ended		Growth (%)		
	Q4FY22	Q3FY23	Q4FY23	FY22	FY23	Q4FY23 over Q3FY23	Q4FY23 over Q4FY22	FY23 over FY22
Rent, Taxes and Lighting	1,567	1,435	1,645	5,362	5,702	14.64	4.98	6.34
Depreciation	822	797	857	3,249	3,297	7.47	4.26	1.50
Printing and Stationery	183	177	221	615	705	24.93	21.08	14.69
Postage & Telecommunications	144	131	147	508	537	12.32	1.91	5.69
Repairs and Maintenance to Bank's Property	316	250	335	1,036	1,070	33.89	6.15	3.23
Travelling & Halting	340	375	439	1,108	1,477	16.85	29.01	33.37
Deposit & General Insurance	1,621	1,526	1,765	5,240	5,758	15.62	8.90	9.89
Business Acquisition & Development Expenses	988	992	1,334	5,019	5,205	34.42	34.93	3.72
ATM /CDM/Debit Card /Other Tech Expenses	2,791	2,304	2,634	7,629	8,965	14.31	-5.61	17.51
Misc. Expenses	2,035	1,572	2,740	6,071	7,735	74.33	34.70	27.41
Overheads	10,805	9,560	12,116	35,836	40,451	26.73	12.14	12.88

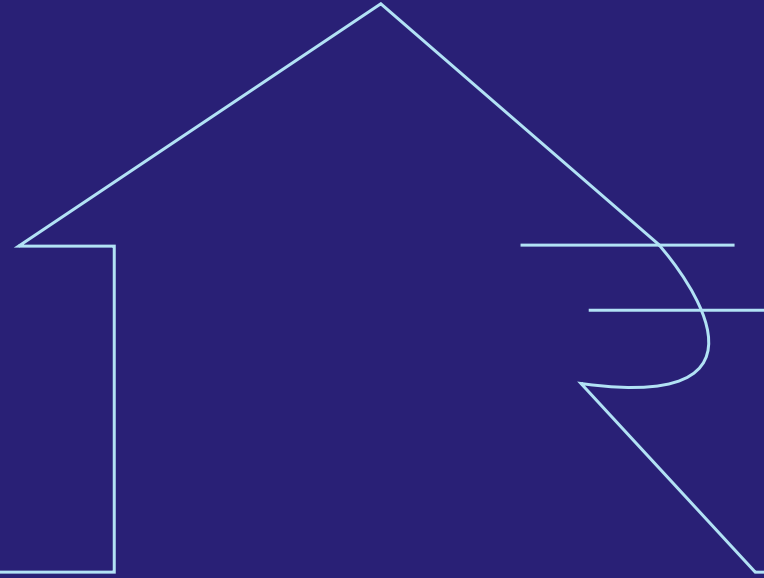
Provisions & profit

Particulars (₹ in Crores)	Quarter ended			Year Ended		Growth (%)		
	Q4FY22	Q3FY23	Q4FY23	FY22	FY23	Q4FY23 over Q3FY23	Q4FY23 over Q4FY22	FY23 over FY22
Operating Profit	19,717	25,219	24,621	75,292	83,713	-2.37	24.87	11.18
Loan Loss	3,262	1,586	1,278	14,087	9,144	-19.41	-60.80	-35.09
Standard Assets	419	4,230	2,558	4,677	5,619	-39.52	509.78	20.13
Investment Depreciation	2,061	-12	18	3,440	1,514	249.00	-99.14	-55.99
Other Provisions	1,496	-44	-539	2,248	231	-1,125.98	-136.02	-89.72
Income Tax	3,366	5,253	4,611	11,746	16,973	-12.23	36.99	44.50
Total Provisions	10,603	11,014	7,927	36,198	33,481	-28.03	-25.24	-7.51
Exceptional Items [#]				7,418				
Net Profit	9,114	14,205	16,695	31,676	50,232	17.52	83.18	58.58

Ratios (Annualized)	Q4FY22	Q3FY23	Q4FY23	FY22	FY23
ROA (%)	0.74	1.08	1.23	0.67	0.96
ROE (%)				13.92	19.43
Earning Per Share (₹)	41.41	63.15	75.86	35.49	56.29

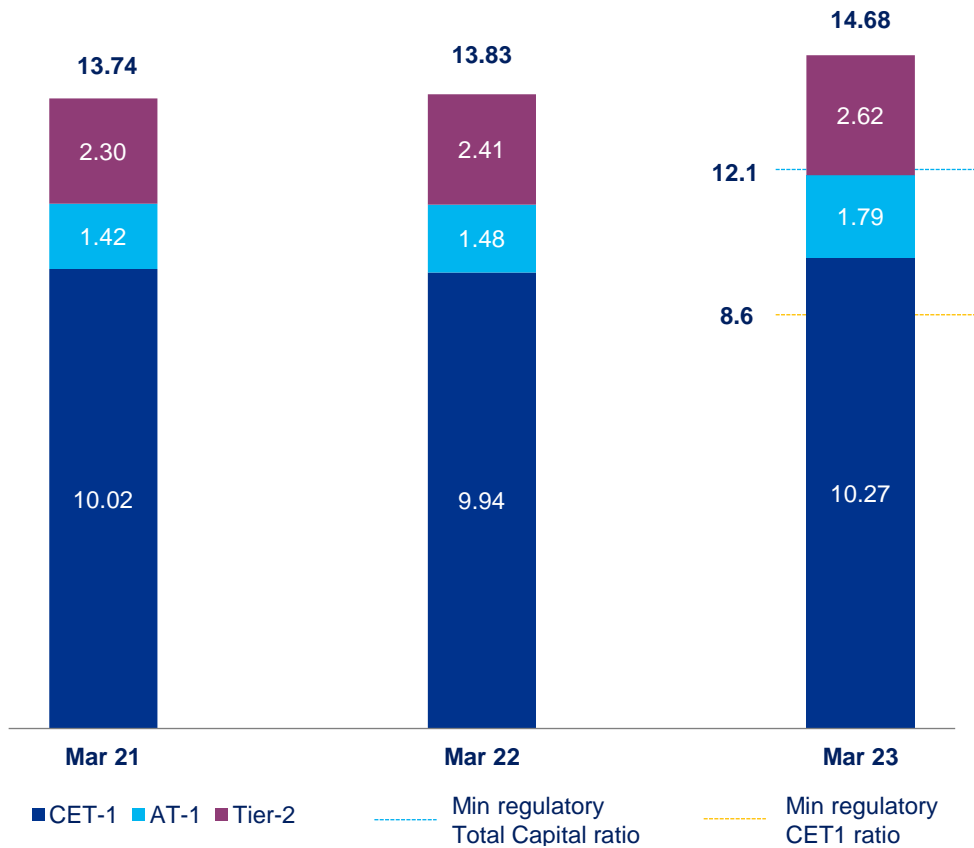
[#]Provisions on account of change in family pension rules

Capital Adequacy & Asset Quality

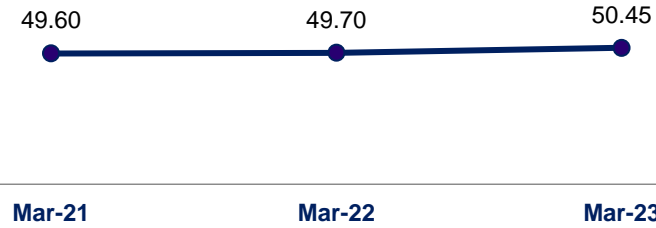


Well-capitalized bank with adequate liquidity

Capital Ratios (%)



RWA to Total Assets (%)



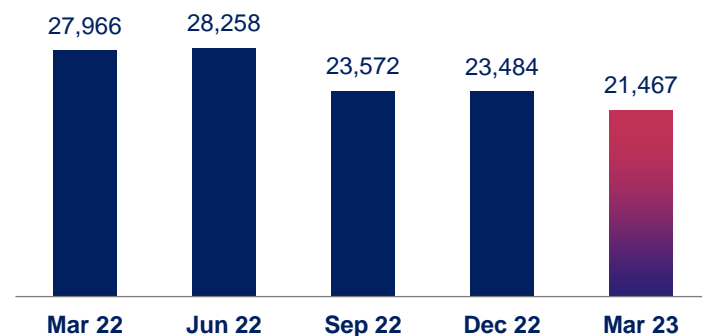
	Mar 21	Mar 22	Mar 23
Credit Risk Weighted Assets on Advances to Gross Advances (%)	54.70	55.01	55.80

Asset quality (1/4)

Gross NPA (₹ in Crores)



Net NPA (₹ in Crores)



Cumulative for the Period (%)	Mar 22	Jun 22	Sep 22	Dec 22	Mar 23
Gross NPA Ratio	3.97	3.91	3.52	3.14	2.78
Net NPA Ratio	1.02	1.00	0.80	0.77	0.67
PCR (Incl. AUCA)	90.20	90.14	91.54	91.52	91.91
PCR	75.04	75.05	77.93	76.12	76.39
Corporate PCR (Excl. AUCA)	93.35	92.30	95.64	96.30	98.59
Slippage Ratio	0.99	1.38	0.86	0.72	0.65
Credit cost	0.55	0.61	0.45	0.37	0.32

Asset quality (2/4)

₹ in Crores

Movement of NPAs:	Q4FY22	FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	FY23
Opening Level of Gross NPAs	1,20,029	1,26,389	1,12,023	1,13,272	1,06,804	98,347	1,12,023
Total Reductions	11,612	41,142	8,866	8,909	11,667	10,877	40,319
of which : Recovery + Upgradation	6,756	21,437	5,208	5,207	1,643	4,200	16,258
Gross Addition	3,606	26,776	10,115	2,441	3,209	3,458	19,223
of which : Increase in O/s	760	1,755	375	42	112	274	803
: Fresh Slippages	2,845	25,021	9,740	2,399	3,098	3,185	18,421
Net Increase	-8,006	-14,366	1,248	-6,468	-8,458	-7,419	-21,096
Closing Level of Gross NPAs	1,12,023	1,12,023	1,13,272	1,06,804	98,347	90,928	90,928

Segmental NPAs:	Mar 22		Dec 22		Mar 23	
	NPA	Ratio %	NPA	Ratio %	NPA	Ratio %
Retail:	57,857	3.77	55,884	3.24	54,202	3.02
Agri.	30,431	13.33	29,724	12.03	29,675	11.47
Per Segment	7,418	0.74	7,919	0.70	7,434	0.63
SME	20,008	6.55	18,241	5.20	17,093	4.76
Corporate	51,901	5.96	40,451	4.37	34,774	3.55
International	2,265	0.55	2,012	0.41	1,951	0.40
Total	1,12,023	3.97	98,347	3.14	90,928	2.78

Movement of NPAs and AUCA (3/4)

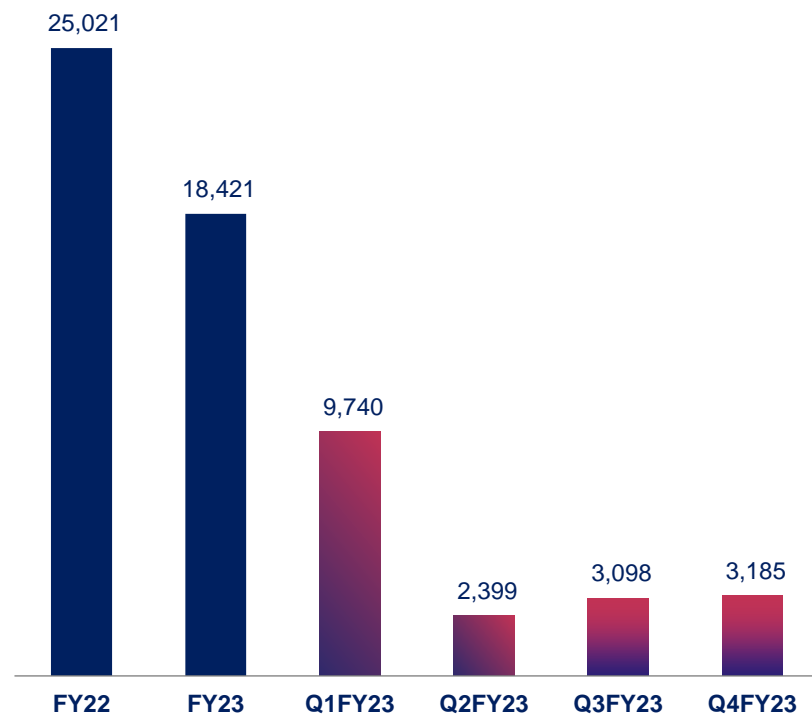
₹ in Crores

Movement of NPAs (incl. Advances under Collection):

	Mar 20	Mar 21	Mar 22	Mar 23
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	19,223
Total GNPA + AUCA + Additions	3,64,265	3,46,016	3,27,272	3,04,581
Less: Recovery / Upgradation	35,032	27,930	29,218	23,355
Less: Write-off (Removal from AUCA/Haircut)	12,549	17,590	12,696	15,729
Closing Level of Gross NPAs + AUCA	3,16,684	3,00,496	2,85,358	2,65,497

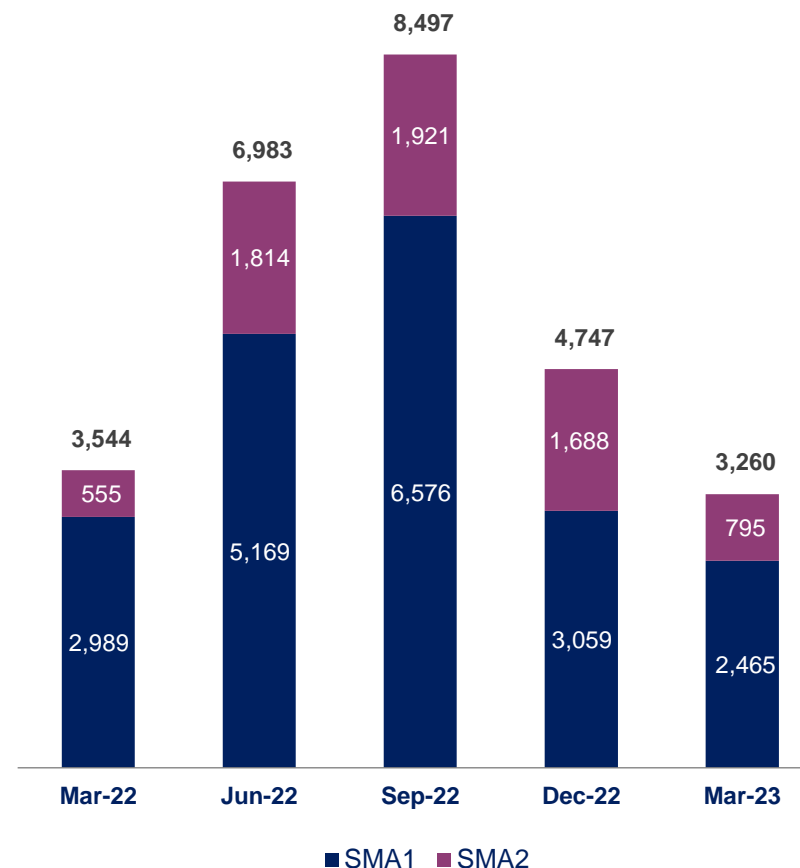
Asset quality (4/4)

Slippages ₹ in Crores

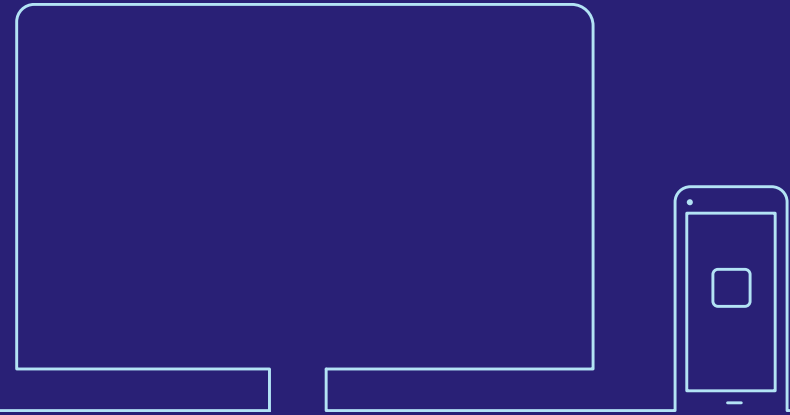


SMA 1 & SMA 2 ₹ in Crores

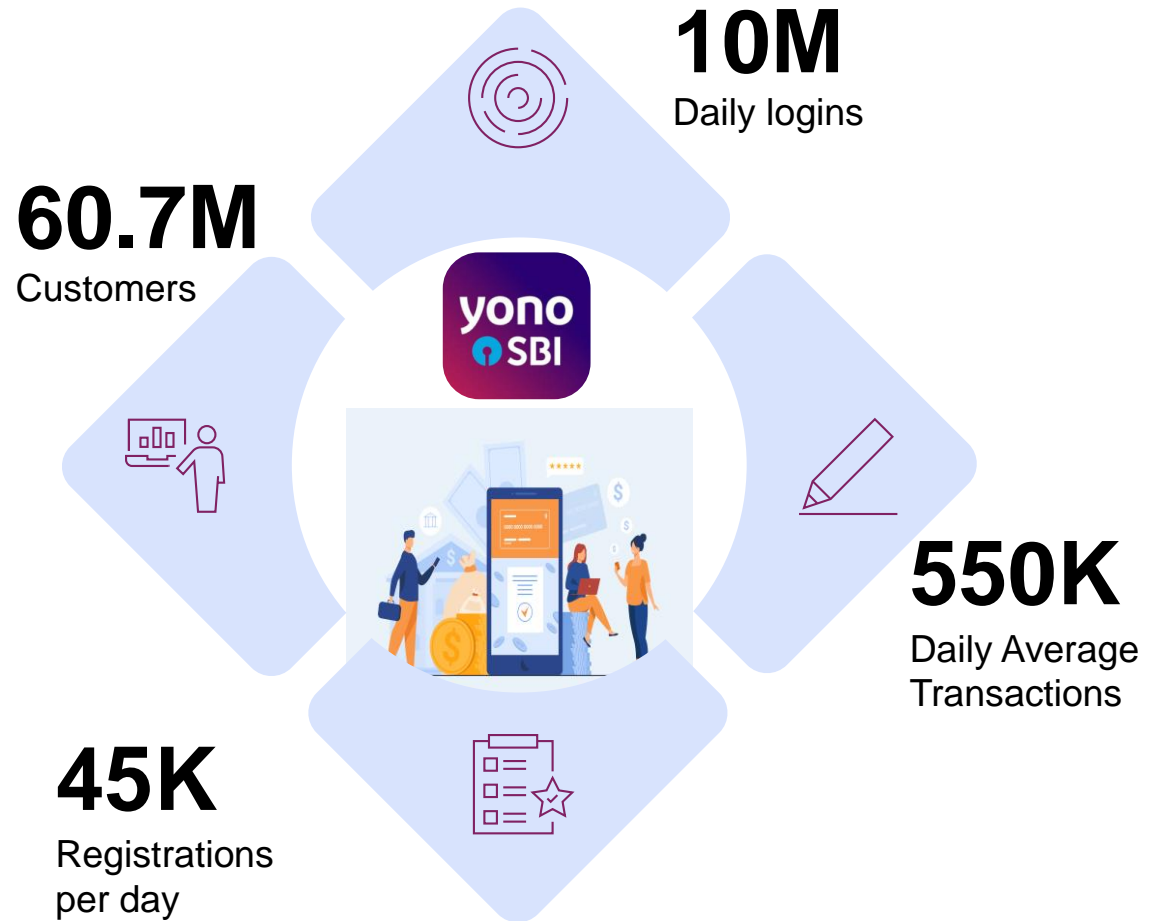
Accounts with exposure above ₹ 5 crore: CRILC data



Digital Journey



You only need one



Accelerating digital agenda (1/6) YONO: Driving digital agenda of the Bank

6.07+cr

YONO customers registered



Digital Banking

Create seamless omni-channel customer experience

23 k

New daily digital SB accounts opened (Q4FY23)

1.03 cr

Daily logins

1.07 L

Average Daily Cardless Cash Withdrawal (Q4FY23)



Financial Superstore

Provide one-stop shop for all financial needs

₹354 cr

Sales Mutual Fund (Q4FY23)

87 k+

Approved credit cards (Q4FY23)

17.19 L

Insurance Policies sold (Q4FY23)



Online Market Place

Increase customer engagement

100 +

Partners onboarded across 20+ categories

75.32 L

Customer visiting YONO to shop & order (Q4FY23)

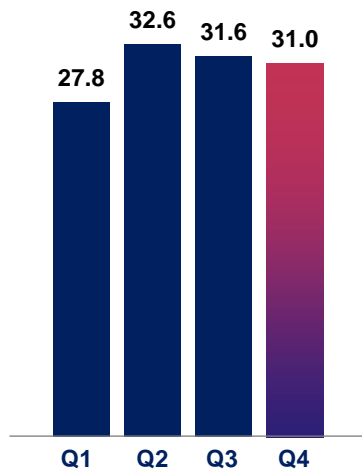
₹ 260 cr

Gross Merchandise Value (Q4FY23)

Accelerating digital agenda (2/6)

YONO has shown growth across products and registrations

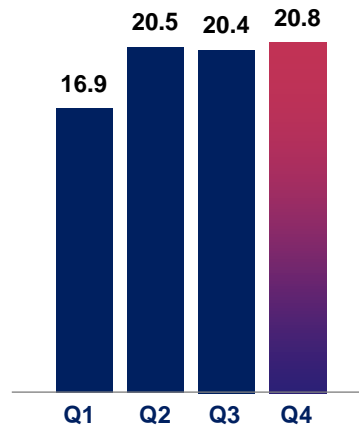
YONO Registration
(#Lakhs)



10%

growth in YONO registrations in current FY

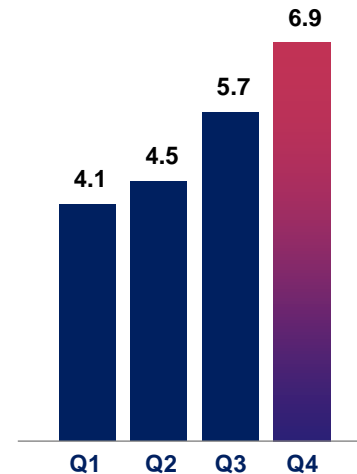
Regular SB A/C opened
(#Lakhs)



64%

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

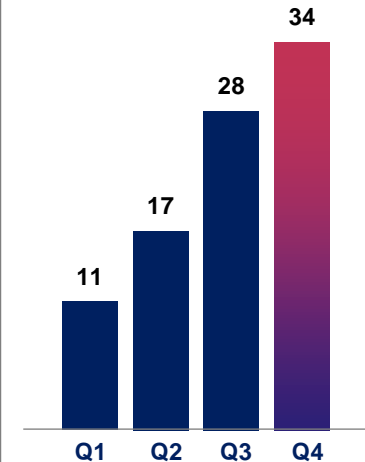
Pre-Approved PL Disbursed
(₹ '000 Cr.)



23%

YTD growth of personal loans on the platform

NPS
(#000)



60%

of NPS accounts opened through YONO

Accelerating digital agenda (3/6)

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 (4/6)

YONO for Business: Growth metrics

FY 23

Journey



Digital Banking

YB CINB Payments	✓	Value generated	₹ 1.69 Trillion		
NTD Customers	✓	Customer onboarded	4.75 L	Active Users (Desktop) 21.8 L	Active Users (YB App) 8.9 L
PABL	✓	Loan Book	₹ 6.7 K Cr	Loans Value ₹1.5K Cr (March 2023)	Leads Converted 90 K
Current Account	✓	New digital CA	2.1 L	Digital 42 %	



Letter of Credit

Import	✓	Import letter of credit	₹ 1 L Cr	Digital LCs 11.5 K	Digital 61%
Inland	✓	Inland letter of credit	₹ 13 K Cr	Digital LCs 10.8 K	Digital 31%
Export	✓	Export letter of credit	₹ 19 K Cr	Digital LCs 8 K	Digital 44%

Accelerating digital agenda (5/6)

Digital Leadership across channels

Market share across channels

(as per latest available data)

26.25%

Debit card spends

22.83%

Mobile Banking
No. of Transactions

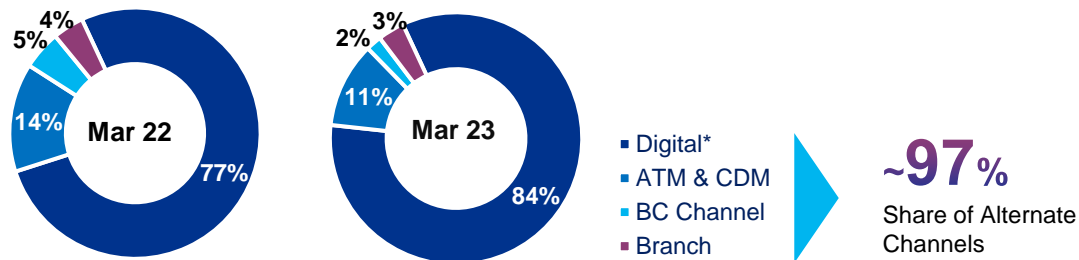
29.90%

ATMs

20.89%

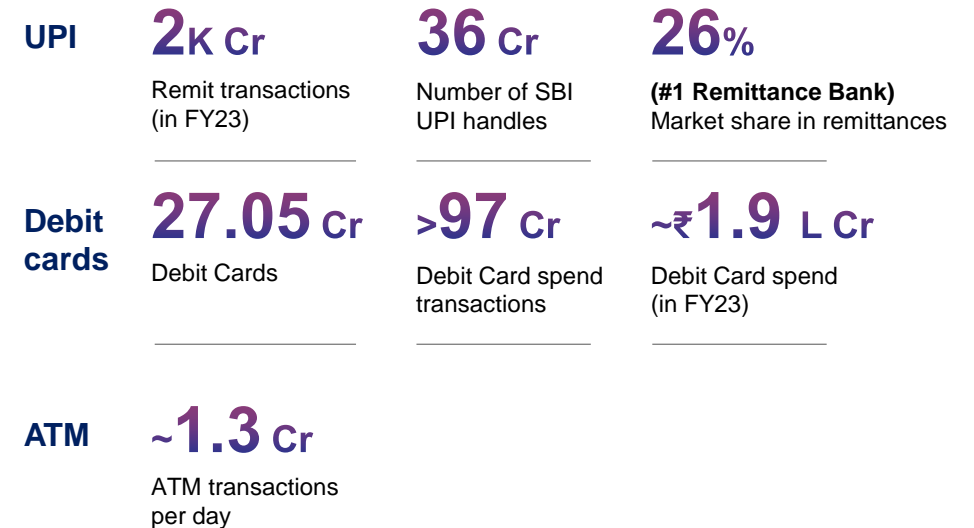
Mobile Banking
Transaction value

Increasing digital adoption(%)



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

With varied payment modes



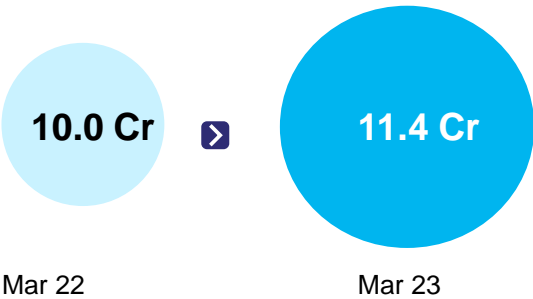
Accelerating digital agenda (6/6)

Digital Presence across channels

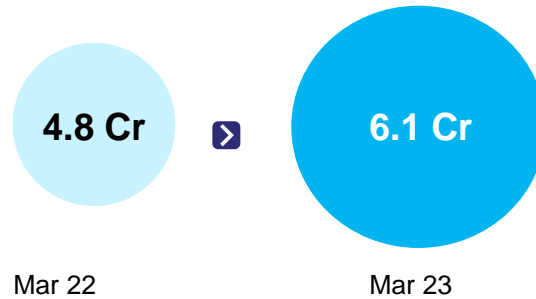
Presence across access points

Customer touch points

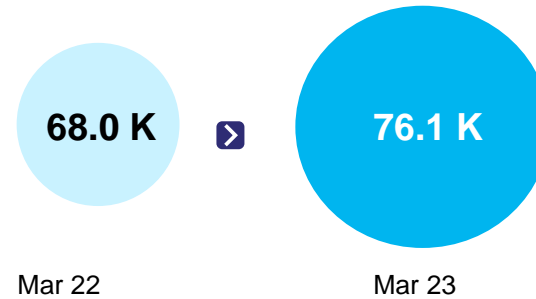
INB Customer



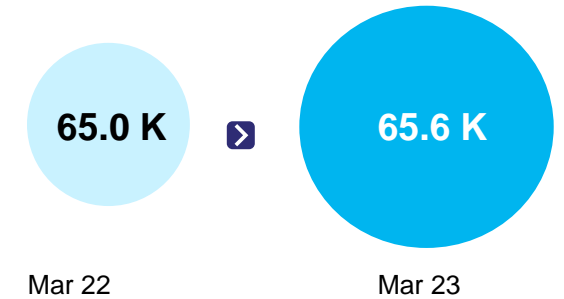
Mobile banking (Retail)



No. of BC Outlets



Number of ATMs



Payment acceptance touch points

24L
BHIM SBI Pay

11.5L
SBI POS

10.6L
BHIM-Aadhar-SBI

7.2L
Bharat QR

* ~97% of digital adoption across alternate channels

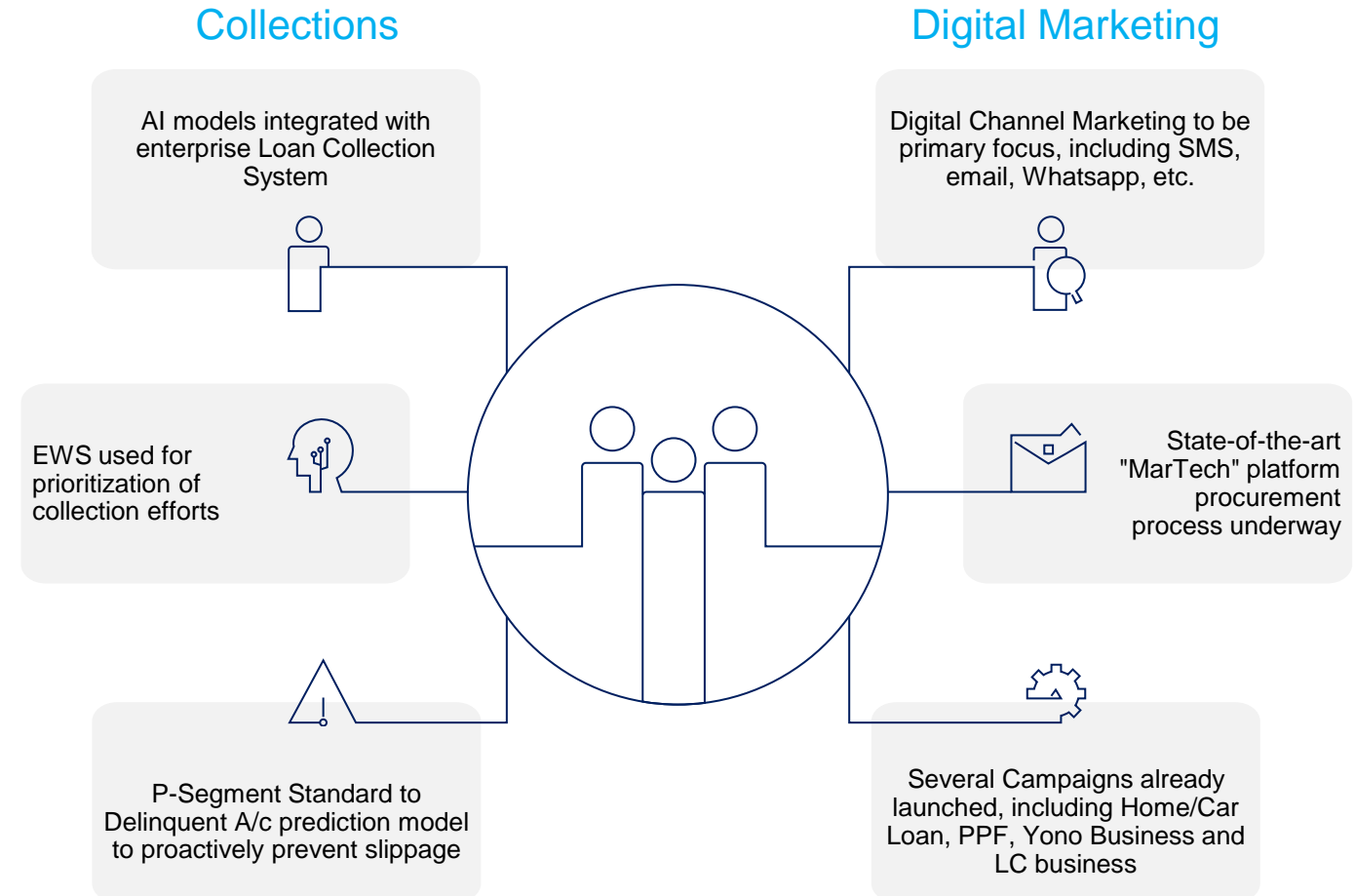
* Digital comprises of Internet, Mobile, UPI & YONO and Green Channel

Analytics – New Capabilities

Enablers in NextGen Data Warehouse & Data Lake

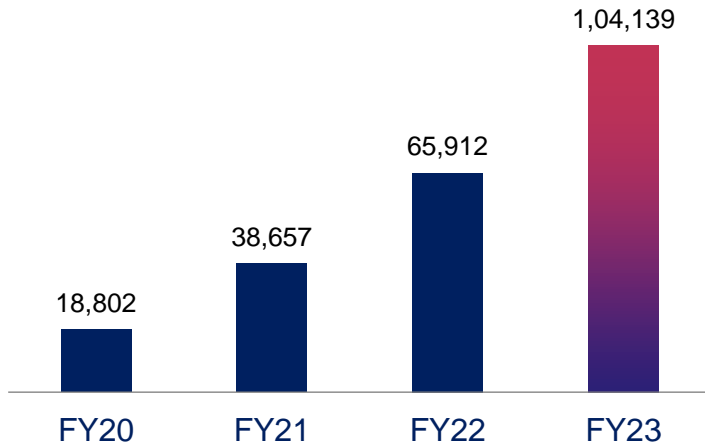
- 1 Higher compute, velocity and variety of Data**
Integrated with SPARK in-memory analytics and GPU based compute nodes
- 2 Executing MLOps through Data Lake Platform**
Enables better governance, automation, lower TAT for Model Building
- 3 Cloud Native Architecture**
Containerized, custom scale ML-Workloads enable optimal use of resources based on use-case, workload type, etc.
- 4 AI/ML based Data Quality Improvement**
Multiple initiatives launched based on Natural Language Processing, etc.
- 5 Industry Recruitment & Up Skilling**
Lateral Recruitment Exercise conducted for Data Scientists, Engineers. Up Skilling conducted for AI/ML on Cloud, Data Lake, etc.

New Functional Areas



Analytics – Year in Review

Advances via Analytics Leads

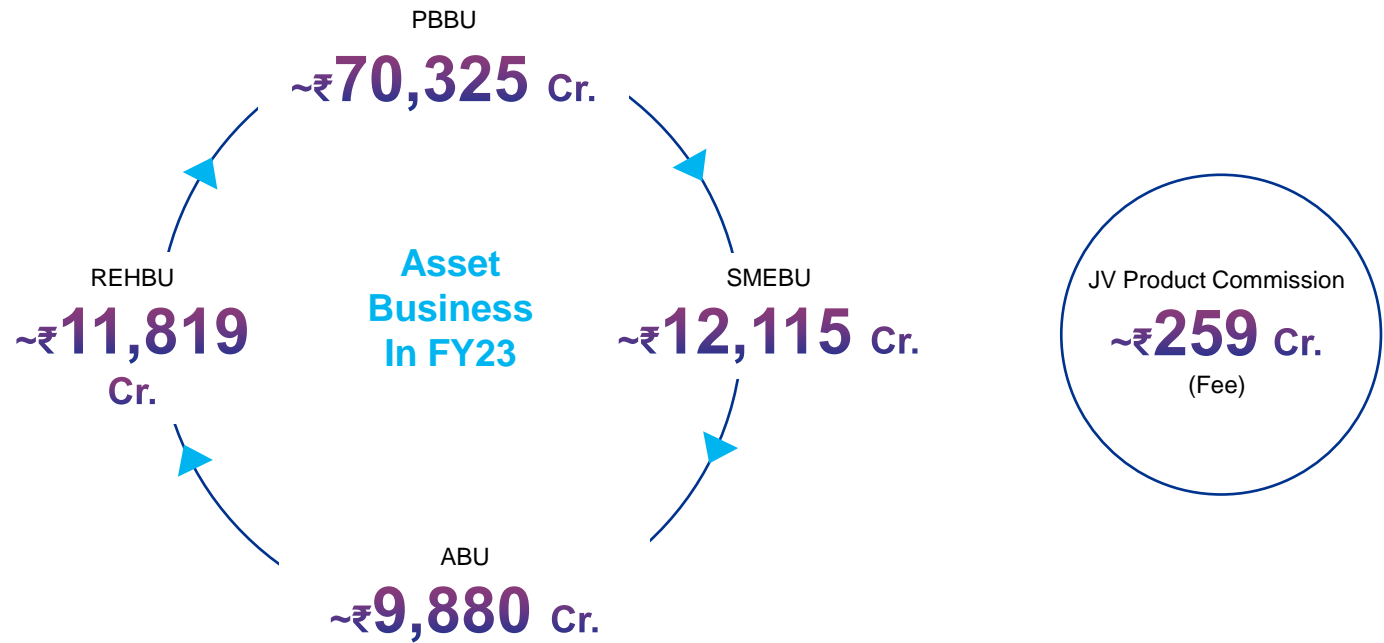


CAGR

~77%

YoY Growth

~58%



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

Analytics – Paradigm Shift in FY23



Digitization

Digital Lending

Insta-Home Top-up Loan journey now driven by Analytics

Pre-Approved Personal Loan for Non-Salaried Customers launched

Digital On-boarding

Leads for Yono Registration / Activation



Portfolio Enhancement

Identification of Engaged Customer Segments

Customer Profile, preferences in products / channels analysed geography wise

Customer Engagement Level Metrics

Leads provided for customer-level engagement

Multi-pronged Marketing Strategy

Multiple Marketing Models combined to provide holistic, targeted leads, taking into account market-share and cohort based benchmarks

Banking with a Purpose

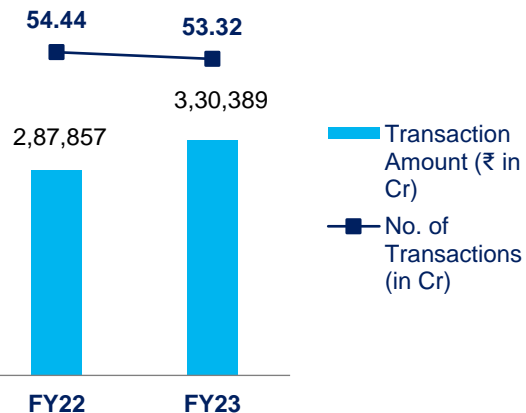


Financial Inclusion

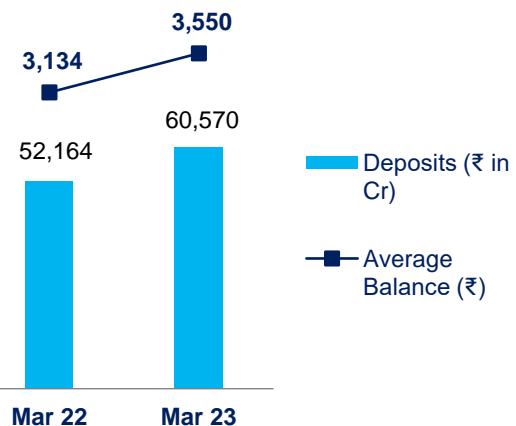
No. of BC outlets



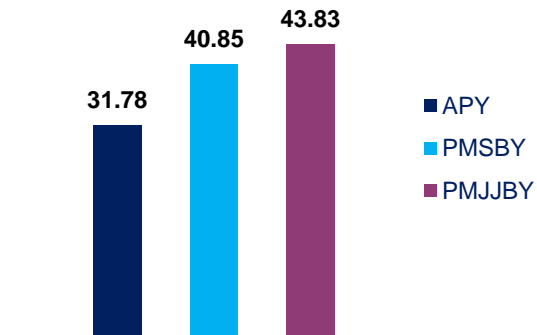
Transactions in BC Channel



Deposits in FI Accounts



Market Leader Social Security Schemes (PSBs) (Share in %) (As on 31.03.2023)



Way forward

- To Provide Doorstep banking through handheld device
- 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	Mar 22	Mar 23
APY	0.88	1.16
PMJJBY	2.87	4.12
PMSBY	7.73	9.68

Improvement in Ease of Banking

	Mar 22	Mar 23
Passbook Printers installed at CSPs	17,253	21,480
% Share of Passbooks printed at CSPs	15.44	15.75

Sustainability Highlights

Financial Capital	Natural Capital	Social Capital	Human Capital
₹ 50,232 crores Net Profit	₹ 36,243 crores Renewable Energy (RE) financed portfolio*	₹ 316.76 crores CSR Spend	2,35,858 Total workforce
₹ 32.69 lakh crores Advances	23,679.55 MW Capacity of RE financed portfolio*	0.54 crores CSR Beneficiaries	26.78% Women in workforce
₹ 44.24 lakh crores Deposits	>37 MWp Captive RE Capacity*	76,089 Business correspondents	5,190 Persons with Disabilities/Divyang
0.67% Net NPA	32 Green Building Certifications*	>10.45 lakh* Youth trained through RSETIs	1,84,560 Staff completed e-lesson on Sustainability
60.7 million Registrations on YONO*	46 EV chargers Installed	344 Anganwadi revamps	100% Staff covered under medical benefits
~97% Share of transactions through Alternate Channels	>8.34 lakh Trees planted	2.25 lakhs Sanitary pads distributed	99.96 Return-to-work rate

* indicates values that are cumulative in nature i.e. up to FY23

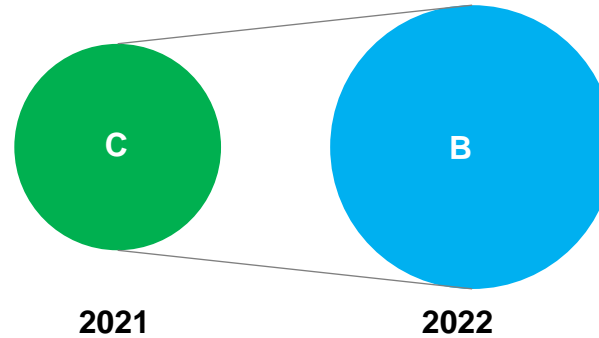
Environment

CDP score provides snapshot of a company's environmental performance

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

Highest score since inception

SBI's Carbon Disclosure Project (CDP) Ratings



EV Chargers

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

Green Building Certifications

Bank's Thirty-Two premises certified by (IGBC) under different categories (Platinum/Gold/Silver).

Shift the power requirements to Renewal energy sources

The Bank's prominent establishments viz Corporate Office, Global IT Centre and 6 of the Local Head Offices (LHOs) have shifted to green power through green tariff policy or through open access channel via solar/wind.

Impetus for Renewable Energy (RE) : Supporting growth of RE projects with an associated capacity of 23,679.55 MW

As of 31st March 2023

Financing for various renewable energy projects: ₹ 36,243.42 crore

Financing for sustainability – major projects

Solar Power (Rooftop & ground mounted) ₹ 23,916.66 crore

Small hydro / Hydro ₹ 8,225.04 crore

Wind Power, Biomass and Generation & Distribution of Solar Energy ₹ 4,101.72 crore

Sustainable Transportation ₹ 2,367.13 crore

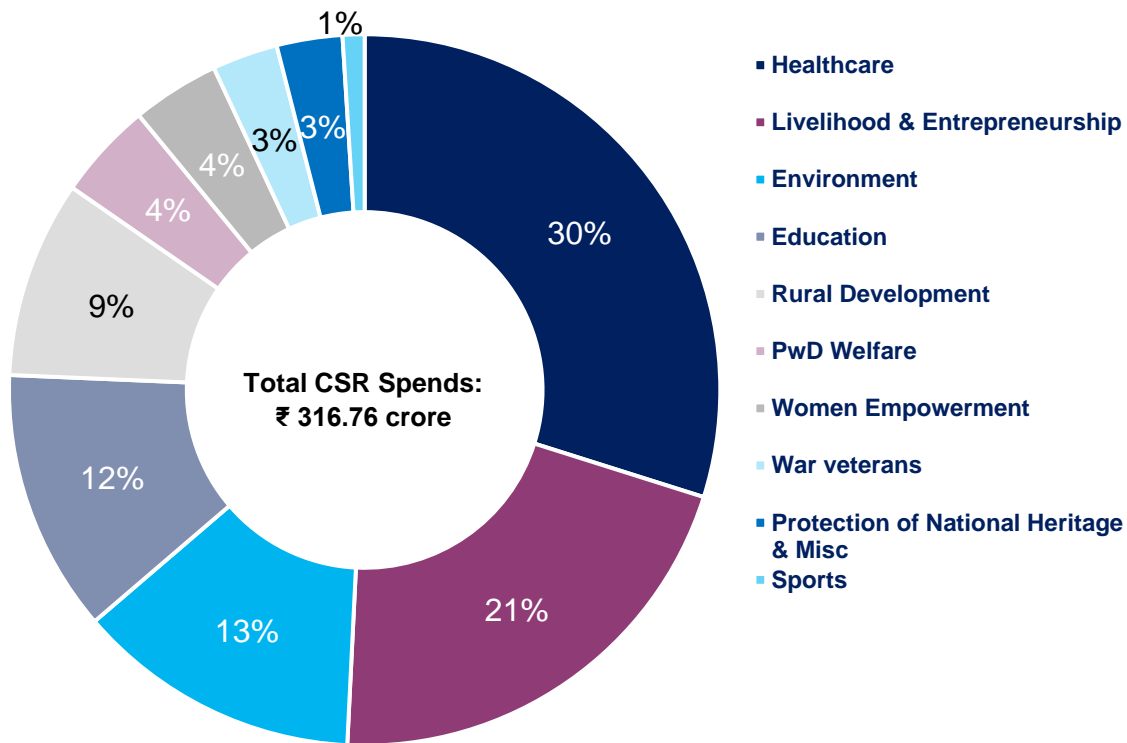
Flue Gas Distribution ₹ 572.85 crore

Energy Efficiency process / products ₹ 562.87 crore

Contributing to Society (1/2)

CSR Spends across all spectrum

Sector-wise CSR Spending



150+
Projects

2.22 Crore+
lives impacted

28 States &
7 Union Territories

SBI concluded a Landmark US\$ 1 bn Syndicated Social Loan which is largest in Asia Pacific & second largest globally led by a commercial bank

Contributing to Society (2/2)

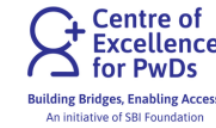
CSR Spends across all spectrum



A flagship program for the holistic development of villages. Adopted 150 villages across 25 States.



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



Centralised support centre for Persons with Disabilities and working towards a more inclusive India.



Strives to develop, foster, and sustain robust and inclusive livelihood models, entrepreneurial ecosystems, and strategic collaborations.



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.



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



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





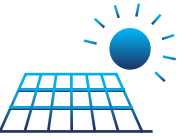








Flagship program in the domain of sports. It comprises key interventions in building state-of-the-art sports infrastructure, creating and nurturing strategic partnerships

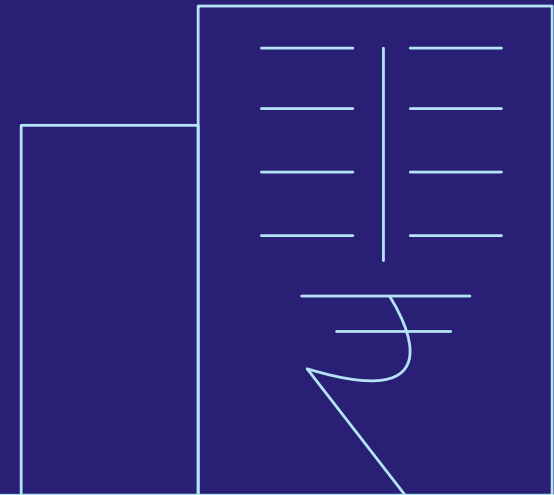
SBI's Policy Framework

Governance

Board level committees & Policies for better control and governance

Executive Committee of the Central Board	Risk Management Committee	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>	

Subsidiaries, Group Financials & Balance Sheet



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

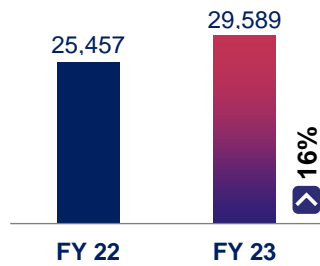
As on Mar 2023

₹ in Crores

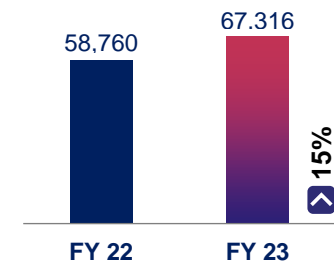


	FY22	FY23
PAT (₹ in cr)	1,506	1,721
ROE (in %)	13.7	14.0

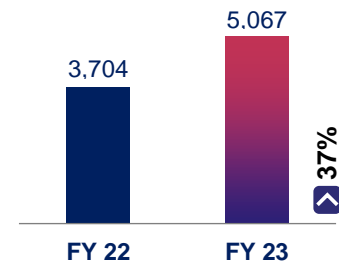
Total New Business Premium



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 24.3%, 22.3% and 21.3% respectively.

Business Performance

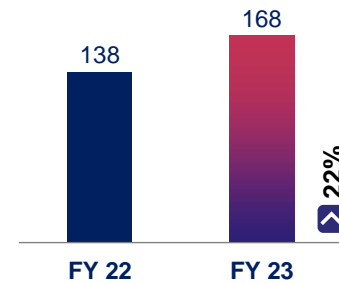
- Individual New Business Premium grew by 27% and Individual Rated Premium grew by 18%.
- Expense ratio is at 5.1%, lowest in the industry.
- Robust solvency ratio of 2.15
- VONB increases by 37% and VONB margin by +420bps.



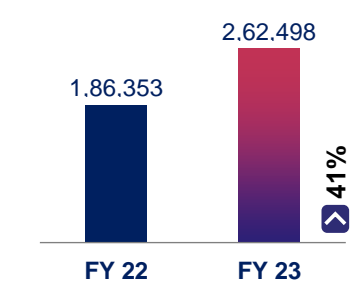
	FY22 [#]	FY23 [#]
PAT (₹ in cr)	1,616	2,258
ROE (in %)	22.8	25.3

#As per Ind AS

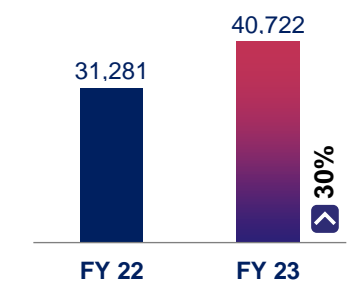
CIF (In Lakh)



Spends



Receivables



Market Share

- Cards in force 19.7% (FY22 18.7%),
- Spends 18.2% (FY22 19.2%)

Portfolio

- ▲ 22% YoY in cards,
- ▲ 41% YoY in spends
- ▲ 30% YoY in receivables

Asset Quality & Liquidity

- GNPA @ 2.35%, NNPA @ 0.87%
- Healthy capital adequacy, CAR at 23.1%, Tier 1 at 20.4%

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

As on Mar 2023

₹ in Crores



	FY22 [#]	FY23 [#]
PAT (₹ in cr)	1,071	1,331
ROE (in %)	30.0	27.9

Standalone Financials; without OCI

Performance Highlights

- SBIFML is **leading the mutual fund industry** with a huge lead compared to the other leading players.
- The mutual business also continues to hold the pole position. SBIMF Quarterly average Mutual Fund AUM market share was up by 85 bps from 16.86% in Q4FY22 to 17.71% in Q4FY23.



Group	FY22 [*]	FY23 [*]
PAT (₹ in cr)	635	725
ROE (in %)	10.9	9.1

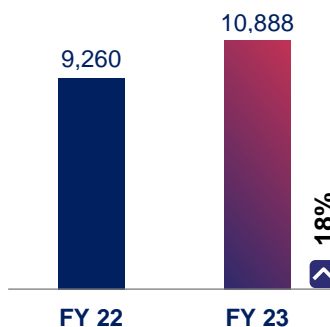
Performance Highlights

- **Ranked No.1** with Market share of 20.9% (Q1 CY23) India Borrower Loans in INR - Mandated Lead Arranger as per Bloomberg. (Market share of 33.2% CY22)
- **Ranked 4** for Debt Private placement of bonds in FY23 as per the Bloomberg League Table

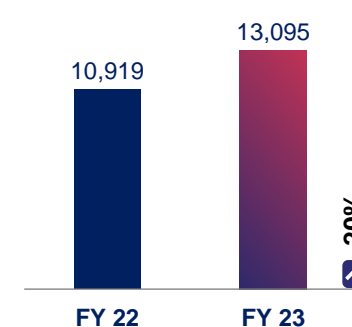
^{*}As per Ind AS

	FY22	FY23
PAT (₹ in cr)	131	184
ROE (in %)	4.7	6.2

Gross Written Premium



AUM



Performance Highlights

- Gross Written Premium (GWP) grew by 18% and AUM grew by 20% YoY in FY 23.
- SBIG Market share amongst the private sector GI players (including SAHI) is at 6.85% in YTD Mar'23.
- Loss Ratio of the Company has improved in CY (FY23) to 79% from 86% in PY during the same period.
- Combined Ratio of the Company has improved to 112.4% in YTD Mar'23 from 115.0% in YTD Mar'22.

Regional rural banks

Sponsored by SBI

Performance Highlights for FY23

14 RRBs operating in 13 States & 1 UT

- Deposits at **₹1,23,907 crores ▲9.17% YoY**
- CASA **▼56 bps YoY at 53.72%**
- Advances at **₹85,117 crores ▲15.41% YoY**
- Credit Cost at 0.89%
- NIM **▲3 bps YoY at 4.26%**

Network of 4,751 branches in 223 districts

- Gross NPA **▼43 bps YoY at 4.21%**
- Net Profit of **₹2,302 crores ▲39% YoY**
- ROA **▲29 bps YoY at 1.48%**
- PCR **▲513 bps YoY at 84.53%**
- ROE **▲123 bps YoY at 19.64%**

SBI group financials – FY23

₹ in Crores

	Year Ended		Growth (%)
	FY22	FY23	YoY
Interest Earned	2,89,973	3,50,845	20.99
Non-Interest Income	1,17,000	1,22,534	4.73
Total Income	4,06,973	4,73,378	16.32
Interest Expended	1,56,194	1,89,981	21.63
Operating Expenses (i+ii)	1,66,945	1,89,814	13.70
(i) Employee Cost	54,027	61,921	14.61
(ii) Other Operating Expenses	1,12,918	1,27,894	13.26
Total Expenditure	3,23,139	3,79,795	17.53
Operating Profit	83,834	93,583	11.63
Provisions (other than Tax)	26,677	18,184	-31.83
Less: Exceptional Item #	7,418		
Add: Share in profit of associates	827	1,191	44.07
Less: Minority Interest	1,809	2,102	16.16
Tax Expenses	13,382	18,840	40.78
Net Profit	35,374	55,648	57.31

	Year Ended	
	FY22	FY23
ROA (%)	0.69	0.98
ROE (%)	14.28	19.63
Earning Per Share (₹)	39.64	62.35
Expenses Ratio (%)	53.31	53.71
NIM (%)	3.14	3.39
Gross NPA Ratio (%)	3.92	2.75
Net NPA Ratio (%)	1.00	0.66

#Provisions on account of change in family pension rules

Balance sheet

Liabilities

₹ in Crores

	SBI SOLO			SBI GROUP		
	Mar 22	Mar 23	YOY Growth (%)	Mar 22	Mar 23	YOY Growth (%)
Capital	892	892	0.00	892	892	0.00
Reserves and Surplus	2,79,196	3,26,716	17.02	3,04,696	3,58,039	17.51
Minority Interest				11,207	12,837	14.54
Deposits	40,51,534	44,23,778	9.19	40,87,411	44,68,536	9.32
Borrowings	4,26,043	4,93,135	15.75	4,49,160	5,21,152	16.03
Other Liabilities & Provisions	2,29,932	2,72,457	18.49	5,07,518	5,92,963	16.84
Total Liabilities	49,87,597	55,16,979	10.61	53,60,884	59,54,418	11.07

Assets

	SBI SOLO			SBI GROUP		
	Mar 22	Mar 23	YOY Growth (%)	Mar 22	Mar 23	YOY Growth (%)
Cash & balances with RBI	3,18,265	2,47,088	-22.36	3,18,492	2,47,321	-22.35
Bal with Banks & Money at Call and Short Notice	76,287	60,812	-20.29	80,413	70,991	-11.72
Investments	14,81,445	15,70,366	6.00	17,76,490	19,13,108	7.69
Net Advances	27,33,967	31,99,269	17.02	27,94,076	32,67,902	16.96
Fixed Assets	37,708	42,382	12.39	39,510	44,407	12.40
Other Assets	3,39,925	3,97,062	16.81	3,51,902	4,10,689	16.71
Total Assets	49,87,597	55,16,979	10.61	53,60,884	59,54,418	11.07

Thank You