



ANNUAL RESULTS

FY22

Analyst Presentation

13.05.2022



Safe Harbor

Certain statements in these slides are forward-looking statements. These statements are based on Management's current expectations and are subject to uncertainty and changes in circumstances. Actual outcomes may differ materially from those included in these statements due to a variety of factors.

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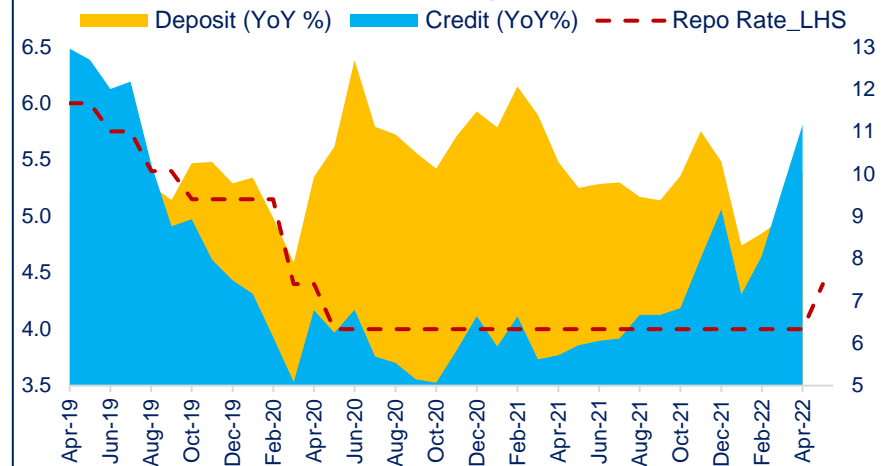
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Subsidiaries, Group Financials & Balance Sheet

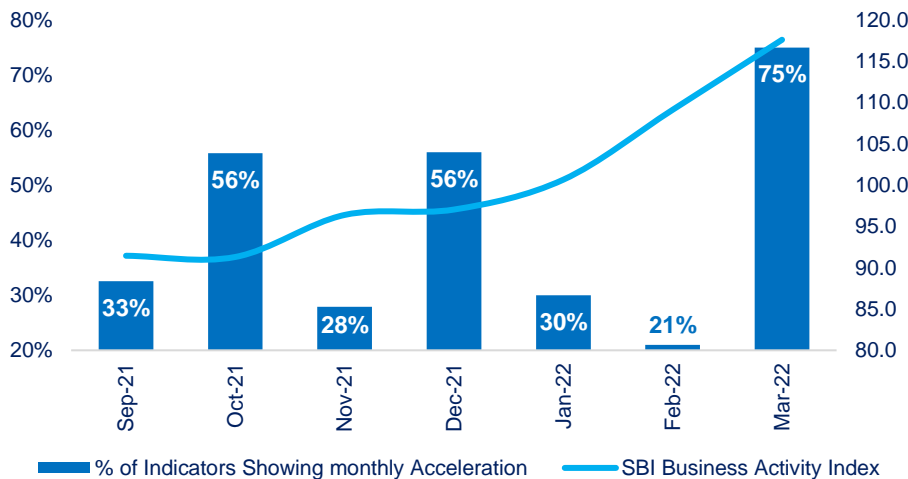
High Frequency Activity Indicators

- Petroleum consumption, electricity demand, two-wheeler and tractor sales, non-oil non-gold imports, capital imports, cement output, GST e-way bills, RTO revenue collections have all showed sequential improvement in Mar'22. Meanwhile, SBI Business Activity Index also shows pick-up in economic momentum since end-Jan'22. SBI Composite Index is showing economic activity continues to improve in Q4
- Merchandise exports crossed the \$400 billion-mark in FY22. Imports too increased to \$609 billion owing to higher commodity prices, leading to trade deficit of \$192 billion
- GST collections in the month of April 2022 reached an all-time high of ₹1.68 lakh crore

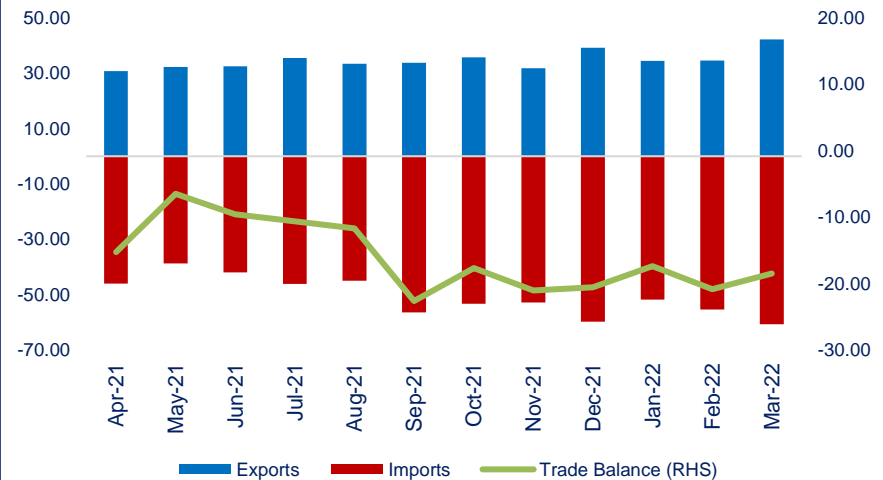
Trends in Deposits, Credit Growth of ASCB vis-s-vis Repo rate



SBI Business Activity Index – Economic momentum gathered pace



Exports rose significantly in FY22, but imports increased too on higher commodity prices



Performance Highlights

Key trends in FY22



Credit growth back on track – 11% YoY

Led by strong growth in Retail Per advances and Corporate advances

Retail Personal Portfolio crosses Rs 10 lakh crore

Improving profit metrics – Net profit up by 55.19% YoY

ROE at 13.92%, up by 398 bps YoY

Net Interest Income growth at 9.03% YoY

Asset quality – improving outcomes

Credit Cost at 55 bps and Slippage Ratio at 99 bps

Slippages down by 12.40% YoY and at Rs 25,021 crores for FY22

Well provided for Stressed Book

PCR at 75.04%; PCR (incl. AUCA) at 90.20%

Total non-NPA provisions (not included in PCR) at Rs 30,629 crores

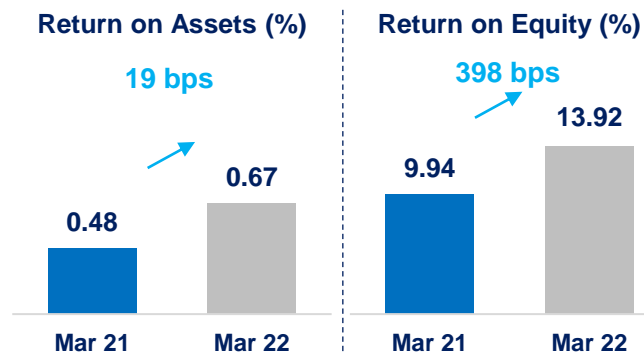
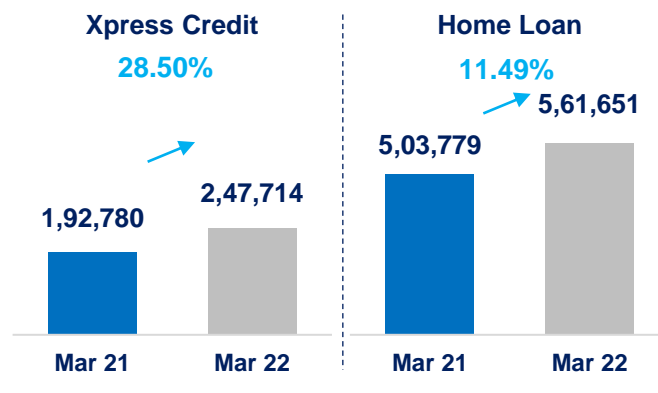
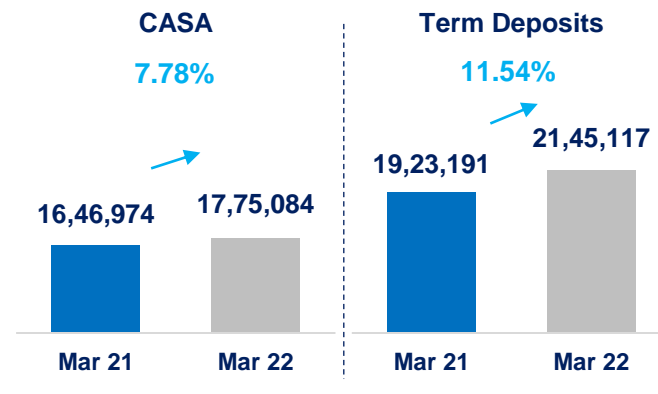
Net NPA at Rs 27,966 crores

Digital Strategy on track

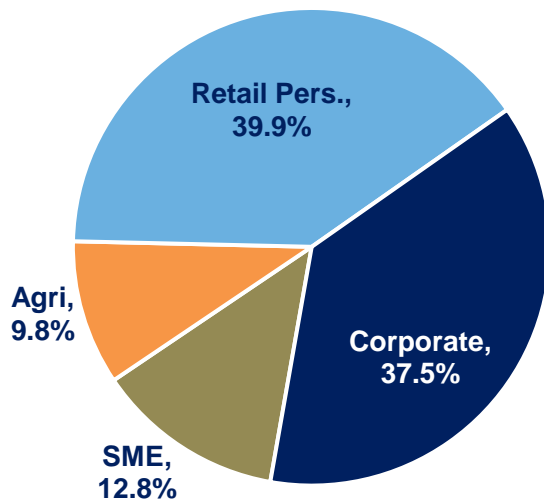
36% of retail asset accounts and **63%** of savings accounts opened through YONO in FY22

Key Indicators

	Rs. in Crores	Year Ended		YoY Growth
		FY21	FY22	
Profit & Loss <i>(in Rs. Crores)</i>	Net Interest Income	1,10,710	1,20,708	↑ 9.03%
	Net Interest Margin – Domestic (%)	3.26	3.36	↑ 10 bps
	Operating Profit	71,554	75,292	↑ 5.22%
	Net Profit	20,410	31,676	↑ 55.19%
Key Ratios <i>(in %)</i>	Credit Cost	1.12	0.55	↓ -57 bps
	Net NPA	1.50	1.02	↓ -48 bps
	PCR (Incl. AUCA)	87.75	90.20	↑ 245 bps
	PCR	70.88	75.04	↑ 416 bps
	Capital Adequacy	13.74	13.83	↑ 9 bps
Balance Sheet <i>(in Rs. Crores)</i>	Gross Advances	25,39,393	28,18,671	↑ 11.00%
	Total Deposits	36,81,277	40,51,534	↑ 10.06%
	Retail Personal Advances	8,70,711	10,02,303	↑ 15.11%

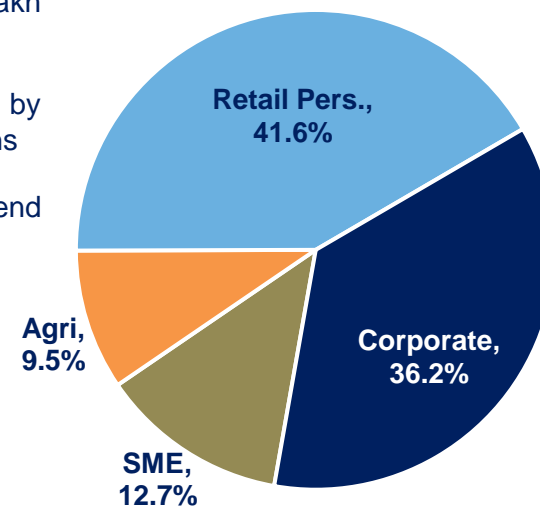


Mar 2021



- Retail Personal Portfolio crosses Rs 10 lakh crore
- Strong growth in Retail Personal, driven by Home Loans, Xpress Credit and other loans
- Corporate Credit growth continues to trend upwards

Mar 2022



Rs. in crores

Segment	Mar 2021	Mar 2022	YoY Growth (%)
Retail Personal	8,70,711	10,02,303	15.11
Agri	2,14,151	2,28,229	6.57
SME	2,78,949	3,05,517	9.52
Corporate	8,18,705	8,70,712	6.35
Domestic Advances	21,82,516	24,06,761	10.27
Foreign Offices Advances	3,56,877	4,11,910	15.42
Total Whole Bank Advances	25,39,393	28,18,671	11.00

Retail Personal Banking

Leadership across all segments

As on Mar 2022

Retail Personal Portfolio of Rs 10 lakh crore
3 - year CAGR at ~16%

As a % of Dom. Adv. **Mar 21: 39.9** **Mar 22: 41.6**



	Home Loans	Auto Loans	Xpress Credit	Personal Gold Loans	Other P Seg Loans
O/S, In Rs crs	5,61,651	79,148	2,47,714	23,063	90,727
YoY Growth, %	11.49	3.70	28.50	9.89	18.07
GNPA, %	0.79	0.69	0.59	0.23	1.03

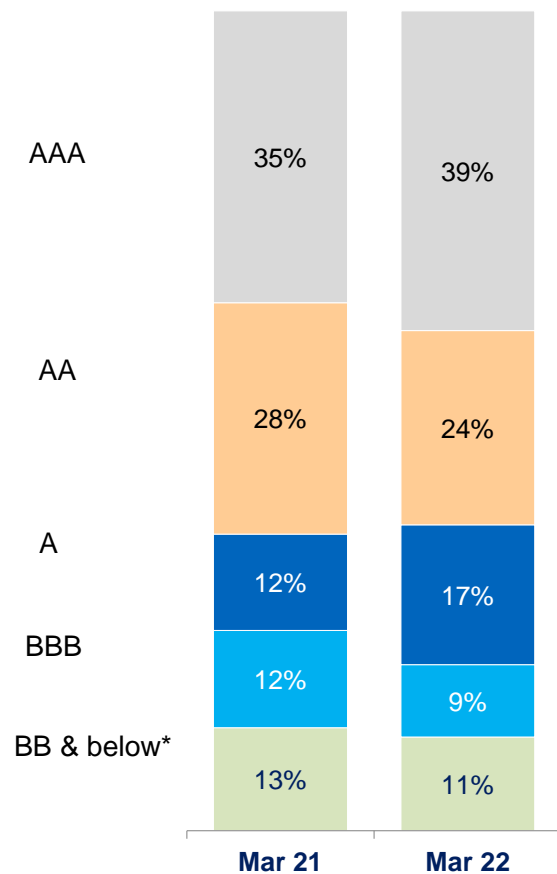
#As per latest available data Bank's market share in Home loans is 35.3% & in Auto loans is 23.7%

Diversified Loan Portfolio

High quality asset book

Rs. in Crores

Corporate Rating mix



46% share to PSUs / Govt. Depts.

*Including NPA book and Unrated

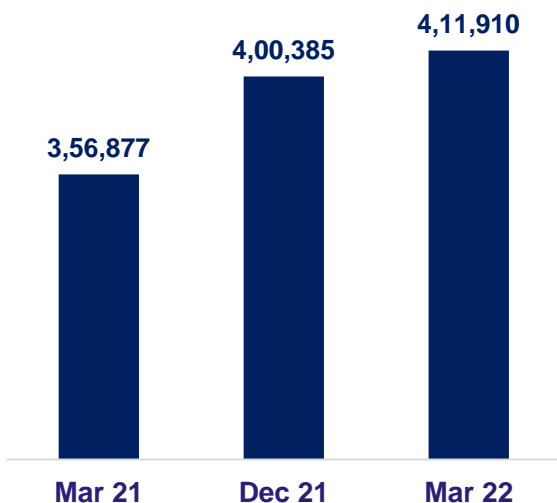
Industry mix

Sectors	Fund Based O/S		
	Amount	% Share	YOY Gr %
Outstanding as on 31 st Mar 22			
Infrastructure	3,56,655	14.82	8.54
<i>of which: Power</i>	1,92,237	7.99	3.58
<i>Telecommunication</i>	41,617	1.73	42.81
<i>Roads & Ports</i>	91,449	3.80	10.49
<i>Other Infrastructure</i>	31,352	1.30	0.86
Services	2,71,858	11.30	10.11
Iron & Steel	40,104	1.67	-12.42
Aviation & Airports	13,254	0.55	19.11
Tourism & Hotels	10,114	0.42	28.50
Textiles	35,696	1.48	7.14
Petroleum & Petrochemicals	50,149	2.08	4.03
Engineering	23,302	0.97	20.85
Comm. Real Estate	42,763	1.78	-7.50
Other Industries	3,32,334	13.81	7.09
Home Loans	5,61,651	23.34	11.49
Auto Loans	79,148	3.29	3.70
Other Retail Loans	3,61,504	15.02	24.39
Agriculture	2,28,229	9.48	6.57
Total Domestic Advances	24,06,761	100	10.27

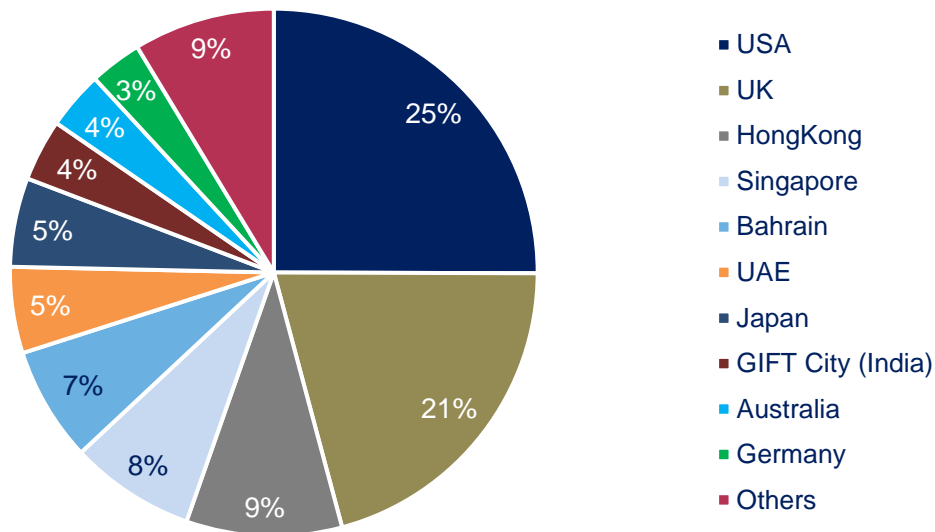
International Banking

(Rs. in Crores)

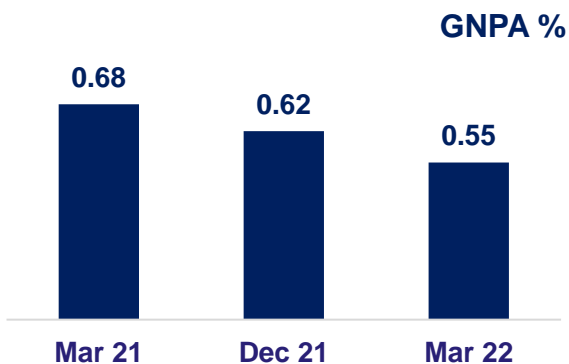
Gross Advances: Healthy Credit Growth



Loan Portfolio across Geographies



Asset Quality: NPAs Contained

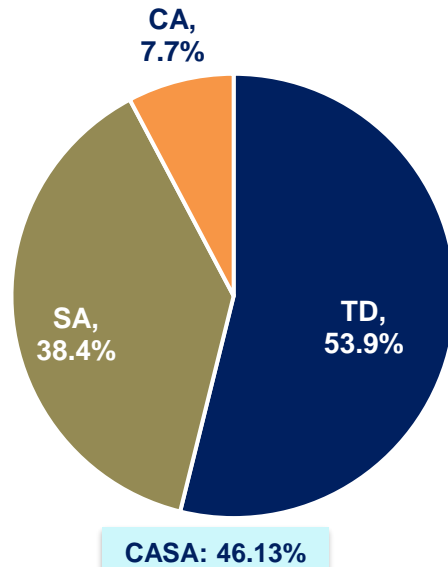


Exploring New Opportunities

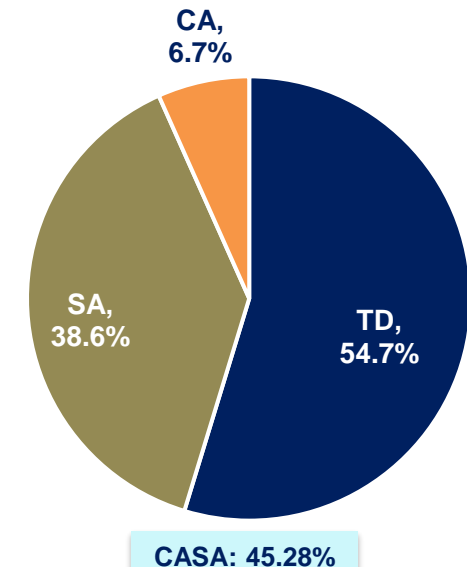
- ❖ First ever Formosa Bond issuance of USD 300 mio to tap the Taiwanese market.
- ❖ New tie-ups with fintech and online trade platforms to boost remittance inflow and Trade Finance business respectively.
- ❖ CD Program established at GIFT City branch as a short-term funding instrument.
- ❖ YONO Global rolled out in 9 identified FOs / Subsidiaries.

Mar 2021

Mar 2022



63% of new savings accounts opened through YONO in FY22



Rs. in crores

Particulars	Mar 2021	Mar 2022	YoY Growth (%)
Current Account Deposits (CA)	2,76,892	2,61,879	-5.42
Saving Bank Deposits (SA)	13,70,082	15,13,205	10.45
CASA Deposits	16,46,974	17,75,084	7.78
Term Deposits (TD)	19,23,191	21,45,117	11.54
Domestic Deposits	35,70,165	39,20,201	9.80
Foreign Offices Deposits	1,11,112	1,31,333	18.20
Total Deposits	36,81,277	40,51,534	10.06

* Current Account witnessed transient deposits during Q4FY21.

Slippages and Restructuring

Rs. in Crores

9MFY22 slippages

22,176

Q4FY22 slippages

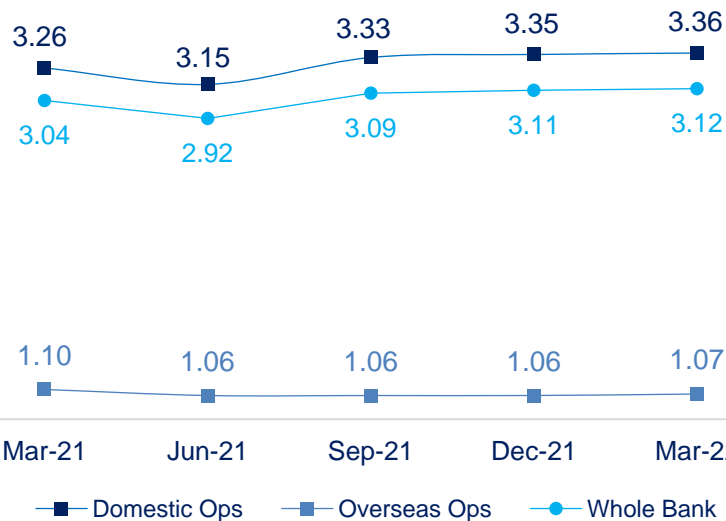
2,845

Restructuring 2.0 - FY22

20,094

Restructuring details at end of FY22	Retail Personal	Corporate	SME	Total O/S
Restructuring 1.0	3,010	3,016	4,840	10,866
Restructuring 2.0	12,488	0	7,606	20,094
Total	15,498	3,016	12,446	30,960

Net Interest Margins

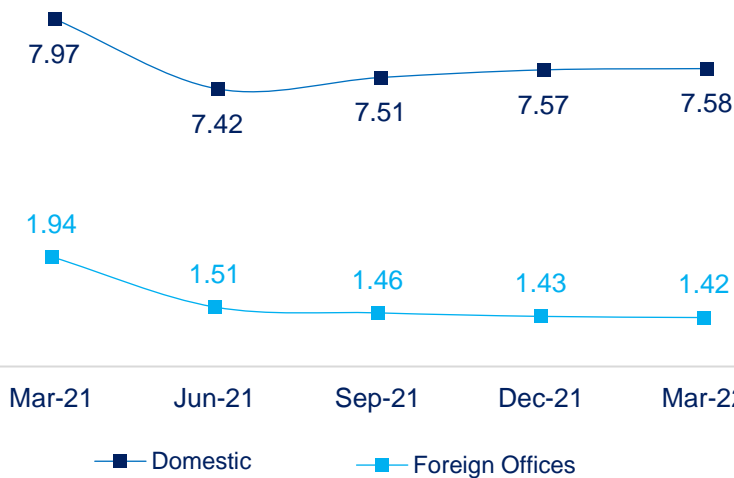


Yield on Investments

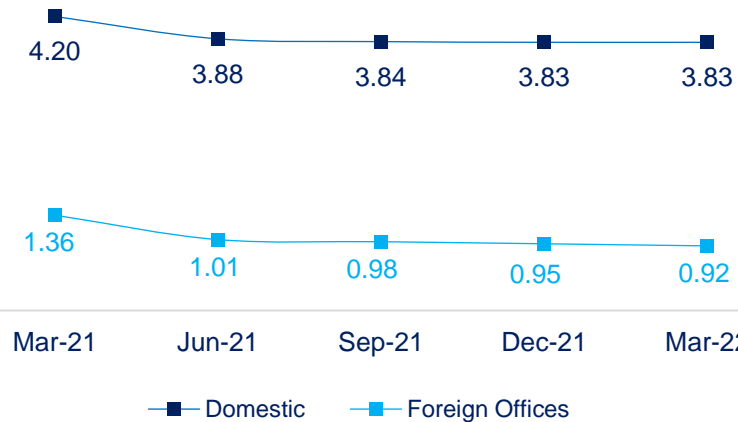
in %



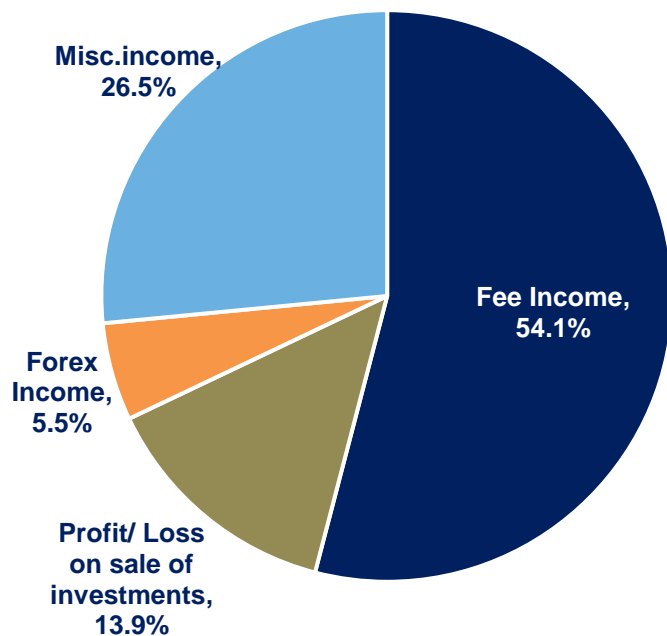
Yield on Advances



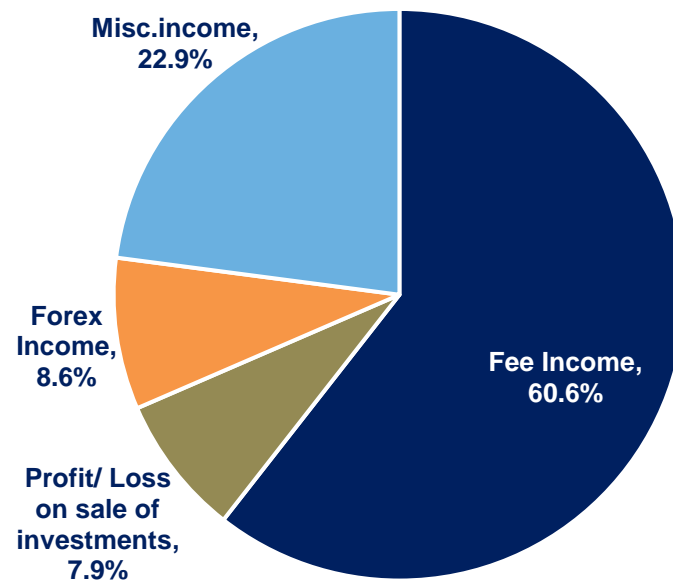
Cost of Deposits



FY21



FY22

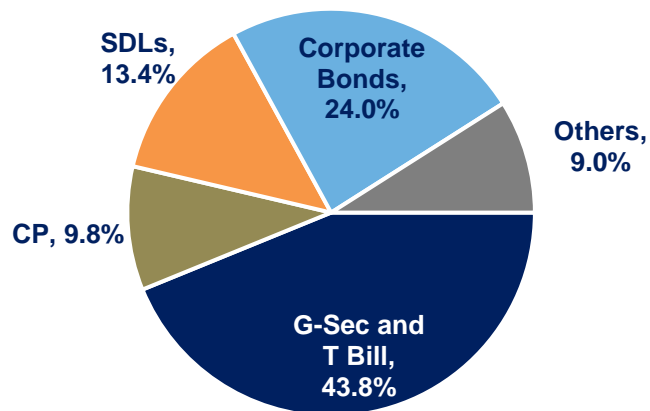


- Cross Selling Income at Rs.2,868 crores grew by ~32% YoY
- Forex Income grew by 44.38% YoY
- Recovery from AUCA accounts at Rs 7,782 crores in FY22

Mar 21

Mar 22

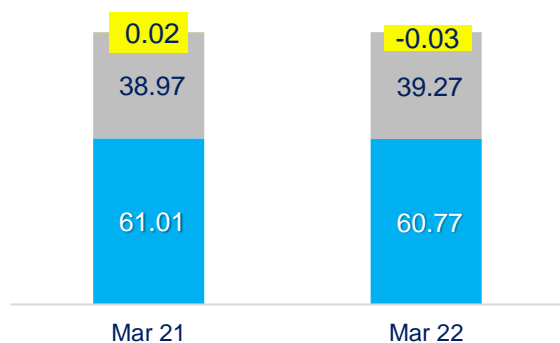
Treasury Operations



Modified Duration: 2.08

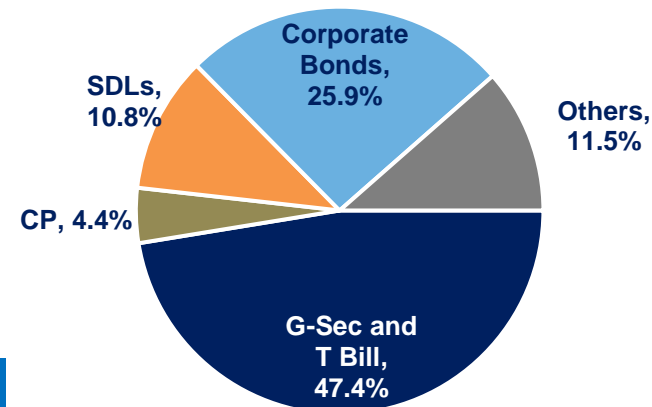
Yield on Investment: 6.32%

Break up of Domestic Investments (%)



■ HTM ■ AFS ■ HFT

AFS Book



Modified Duration: 2.08

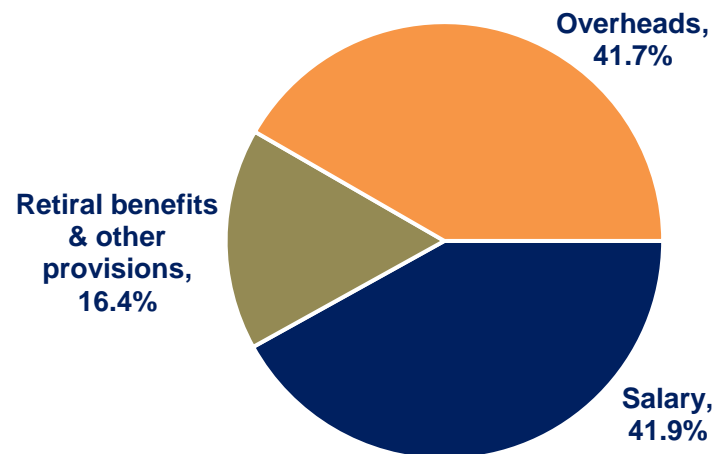
Yield on Investment: 6.07%

Rs. in Crores

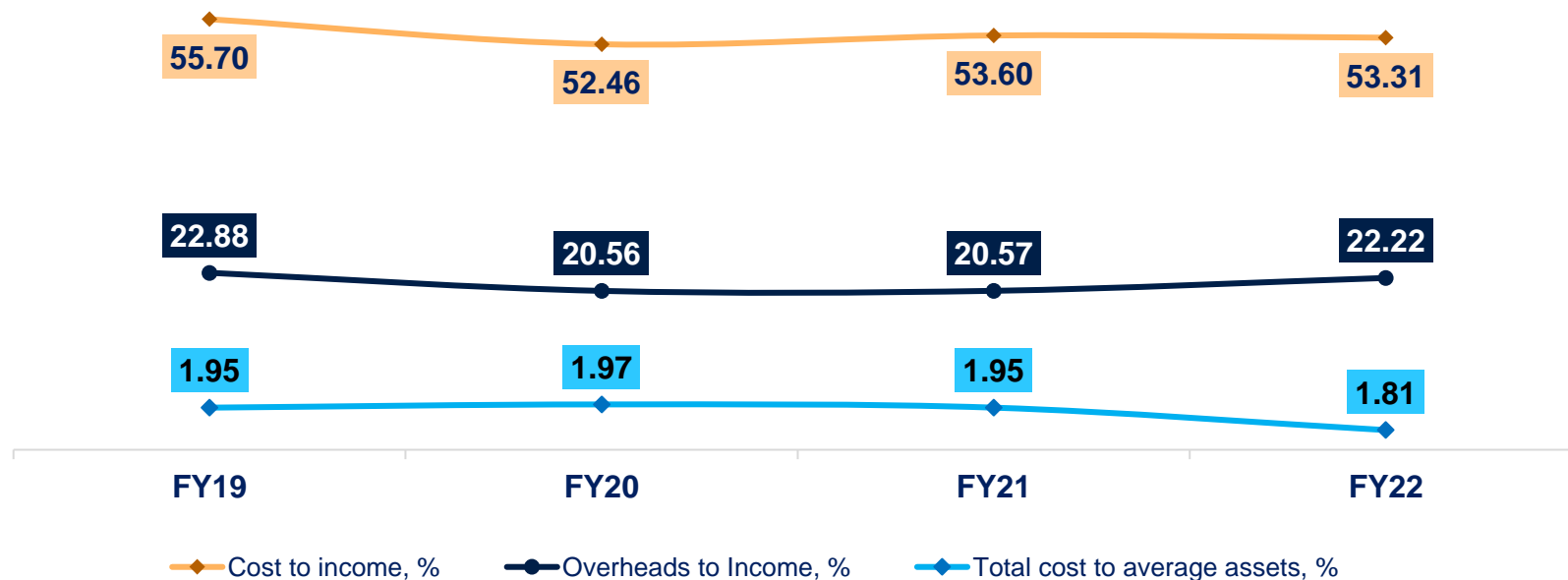
Total Investments Book	Mar 21	Mar 22
Domestic Investments	13,14,424	14,39,649
- of which- SLR	10,55,289	11,62,183
Foreign Offices Investments	47,461	53,538
Whole Bank Investments	13,61,885	14,93,186

- Focus continues on improving income streams with control on costs
- Increase in Overheads mainly due to Business-related Expenses
- Cost to Assets – among the best in the industry

FY22

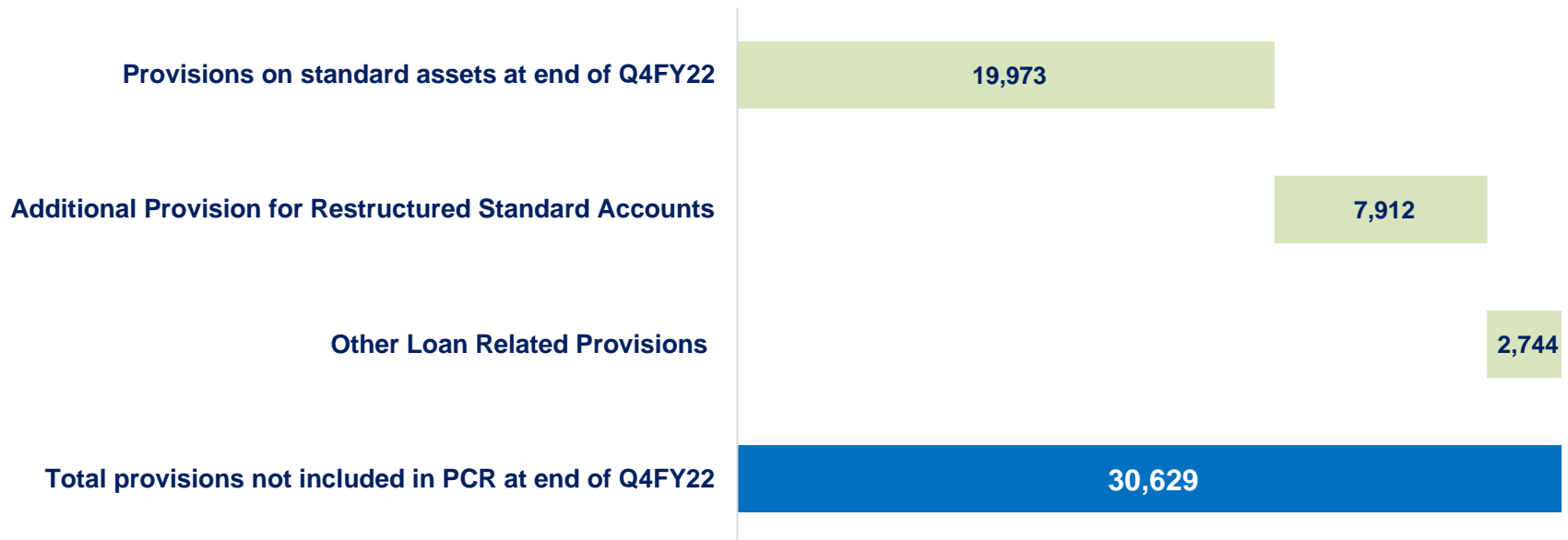


Gradual improvement in cost efficiencies

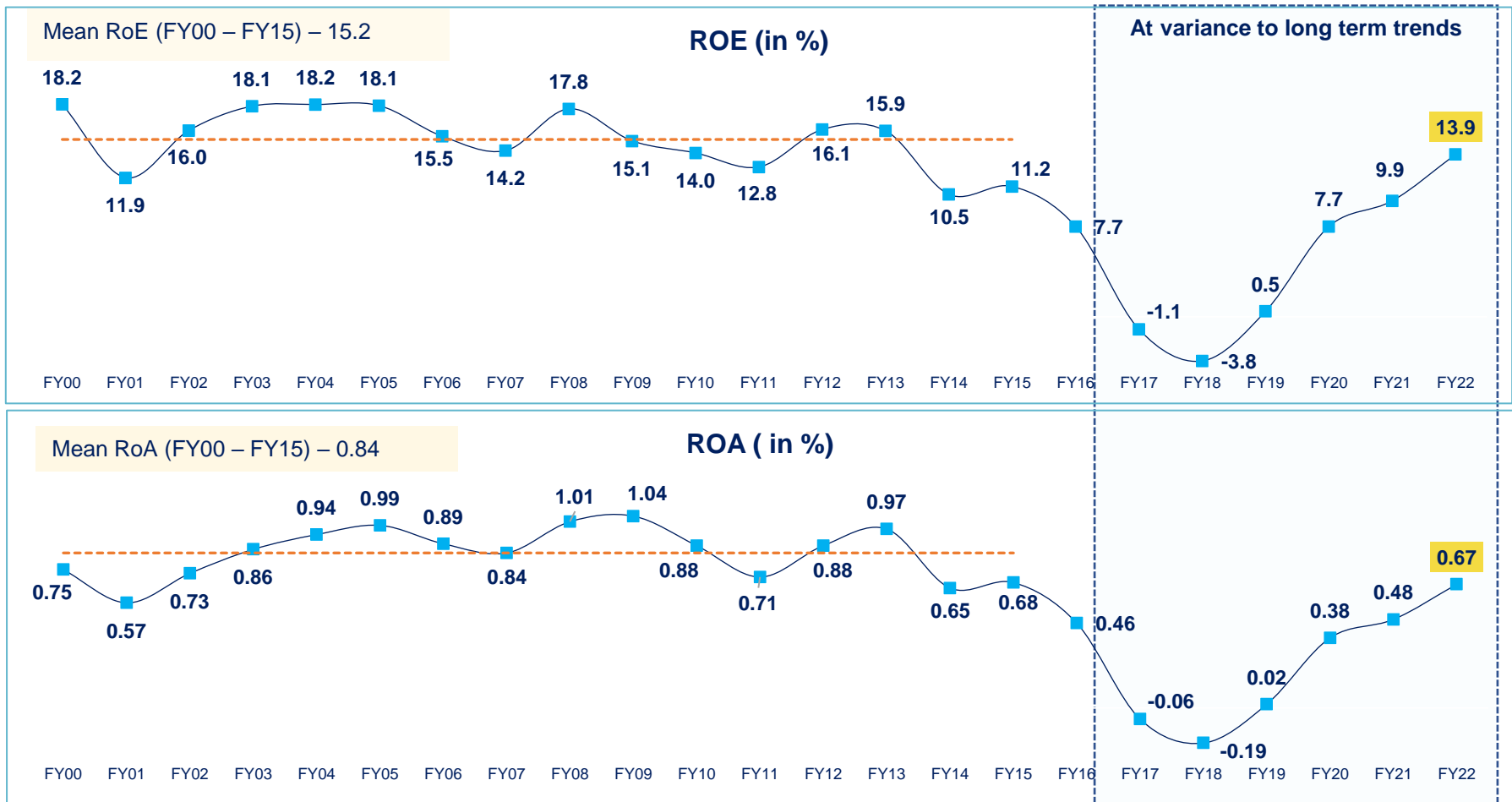


- Credit costs at 0.55% for FY22
- PCR at 75.04%, legacy book well provided
- Non NPA provisions at Rs 30,629 crores, ~110% of Net NPA at end of FY22

Available Buffer, In Rs crs



Sustainable RoE – A perspective



Sustainable ROE of ~15% +

The Bank consistently delivered **double digit ROEs**
 FY00–FY15: 15%+ ROEs for 10 years

FY17, 18 and 19 are aberrations – Reflects the most difficult phase of **corporate asset quality** cycle - An uptick from FY20 is clearly visible now

Financial Performance

Financials – At a Glance



Particulars, In Rs crs	Quarter ended			Year Ended		Growth (%)		
	Q4FY21	Q3FY22	Q4FY22	FY21	FY22	Q4FY22 over Q3FY22	Q4FY22 over Q4FY21	FY22 over FY21
Interest Income	65,102	69,678	70,733	2,65,151	2,75,457	1.51	8.65	3.89
Interest Expenses	38,035	38,991	39,535	1,54,441	1,54,750	1.40	3.95	0.20
Net Interest Income	27,067	30,687	31,198	1,10,710	1,20,708	1.66	15.26	9.03
Non Interest Income	16,225	8,673	11,880	43,496	40,564	36.97	-26.78	-6.74
Operating Income	43,292	39,361	43,078	1,54,206	1,61,272	9.44	-0.50	4.58
Operating Expenses	23,592	20,839	23,361	82,652	85,979	12.10	-0.98	4.03
Operating Profit	19,700	18,522	19,717	71,554	75,292	6.45	0.08	5.22
Total Provisions	13,249	10,090	10,603	51,144	36,198	5.09	-19.97	-29.22
Exceptional items [#]					7,418			
Net Profit	6,451	8,432	9,114	20,410	31,676	8.08	41.28	55.19
NIM (Whole Bank) (%)	2.90	3.15	3.15	3.04	3.12	0 bps	25 bps	8 bps
NIM (Domestic) (%)	3.11	3.40	3.40	3.26	3.36	0 bps	29 bps	10 bps
Cost to Income Ratio (%)	54.50	52.94	54.23	53.60	53.31	129 bps	-27 bps	-29 bps
Cost to Assets (%)	2.12	1.75	1.91	1.95	1.81	16 bps	-21 bps	-14 bps

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

Total Income



Particulars, In Rs crs	Quarter ended			Year Ended		Growth (%)		
	Q4FY21	Q3FY22	Q4FY22	FY21	FY22	Q4FY22 over Q3FY22	Q4FY22 over Q4FY21	FY22 over FY21
Interest on Loans	40,214	43,753	44,611	1,71,429	1,71,824	1.96	10.93	0.23
Interest on Resources	21,743	22,781	22,763	84,126	89,255	-0.08	4.69	6.10
Other Interest income	3,145	3,145	3,359	9,596	14,378	6.83	6.81	49.84
Total Interest Income	65,102	69,678	70,733	2,65,151	2,75,457	1.51	8.65	3.89
Fee Income	8,455	5,747	8,023	23,518	24,565	39.60	-5.11	4.45
Profit / Loss on Sale / Revaluation of Investments	-37	514	178	6,031	3,222	-65.38	577.11	-46.58
Forex Income	803	484	1,521	2,410	3,479	214.31	89.40	44.38
Misc. Income	7,004	1,929	2,158	11,538	9,298	11.88	-69.19	-19.42
<i>of which: Recovery in AUCA accounts</i>	6,312	1,478	2,154	10,297	7,782	45.74	-65.87	-24.43
Total Non Interest Income	16,225	8,673	11,880	43,496	40,564	36.97	-26.78	-6.74
Total Income	81,327	78,352	82,613	3,08,647	3,16,021	5.44	1.58	2.39

Fee Income Break Up



Particulars, In Rs crs	Quarter ended			Year Ended		Growth (%)		
	Q4FY21	Q3FY22	Q4FY22	FY21	FY22	Q4FY22 over Q3FY22	Q4FY22 over Q4FY21	FY22 over FY21
<i>Loan Processing Charges</i>	2,085	917	1,526	5,348	4,281	66.37	-26.77	-19.94
<i>Commission on Govt. Business</i>	972	1,043	847	3,618	3,713	-18.75	-12.81	2.63
<i>Commission on LC/BG</i>	1,180	898	917	3,418	3,468	2.19	-22.23	1.47
<i>Cross Selling</i>	725	811	975	2,175	2,868	20.16	34.40	31.86
<i>Account Maintenance Charges</i>	301	82	278	676	513	240.01	-7.52	-24.14
<i>Remittance, Collection, etc.</i>	2,198	1,571	2,149	5,823	6,421	36.76	-2.22	10.27
<i>Misc. Fee Income</i>	995	425	1,330	2,460	3,301	213.18	33.64	34.17
Fee Income	8,455	5,747	8,023	23,518	24,565	39.60	-5.11	4.45

Total Expenses



Particulars, In Rs crs	Quarter ended			Year Ended		Growth (%)		
	Q4FY21	Q3FY22	Q4FY22	FY21	FY22	Q4FY22 over Q3FY22	Q4FY22 over Q4FY21	FY22 over FY21
Interest on Deposits	34,626	35,510	35,762	1,42,435	1,41,247	0.71	3.28	-0.83
Interest on Borrowings	1,860	2,058	2,297	6,130	7,779	11.62	23.49	26.90
Other Interest paid	1,549	1,424	1,476	5,875	5,723	3.70	-4.69	-2.59
Total Interest Expenses	38,035	38,991	39,535	1,54,441	1,54,750	1.40	3.95	0.20
Salary	9,430	8,995	9,586	30,335	36,063	6.57	1.66	18.88
Provisions for Employees	3,953	3,476	2,970	20,601	14,081	-14.57	-24.87	-31.65
Staff Expenses	13,383	12,471	12,556	50,936	50,144	0.68	-6.18	-1.56
Overheads	10,209	8,368	10,805	31,716	35,836	29.13	5.84	12.99
<i>of which: Business Acquisition & Development Expenses</i>	1,726	903	988	4,107	5,019	9.51	-42.73	22.21
Operating Expenses	23,592	20,839	23,361	82,652	85,979	12.10	-0.98	4.03
Total Expenses	61,627	59,830	62,897	2,37,093	2,40,729	5.13	2.06	1.53

Overheads



Particulars, In Rs crs	Quarter ended			Year Ended		Growth (%)		
	Q4FY21	Q3FY22	Q4FY22	FY21	FY22	Q4FY22 over Q3FY22	Q4FY22 over Q4FY21	FY22 over FY21
Rent, Taxes and Lighting	1,539	1,357	1,567	5,253	5,362	15.48	1.78	2.07
Depreciation	832	820	822	3,318	3,249	0.30	-1.18	-2.08
Printing and Stationery	181	182	183	505	615	0.39	0.83	21.74
Postage & Telecommunications	96	131	144	302	508	9.70	50.22	68.18
Repairs and Maintenance to Bank's Property	326	262	316	916	1,036	20.52	-3.36	13.07
Travelling & Halting	297	309	340	882	1,108	10.17	14.57	25.56
Deposit & General Insurance	1,246	1,394	1,621	4,348	5,240	16.26	30.05	20.51
Business Acquisition & Development Expenses	1,726	903	988	4,107	5,019	9.51	-42.73	22.21
ATM /CDM/Debit Card /Other Tech Expenses	2,056	1,697	2,791	6,916	7,629	64.45	35.75	10.32
Misc. Expenses	1,910	1,314	2,035	5,170	6,071	54.81	6.51	17.43
Overheads	10,209	8,368	10,805	31,716	35,836	29.13	5.84	12.99

Provisions & Profit



Particulars, In Rs crs	Quarter ended			Year Ended		Growth (%)		
	Q4FY21	Q3FY22	Q4FY22	FY21	FY22	Q4FY22 over Q3FY22	Q4FY22 over Q4FY21	FY22 over FY21
Operating Profit	19,700	18,522	19,717	71,554	75,292	6.45	0.08	5.22
Loan Loss	9,914	3,096	3,262	27,244	14,087	5.35	-67.10	-48.29
Standard Assets	2,259	2,201	419	3,790	4,677	-80.94	-81.43	23.41
Investment Depreciation	613	1,489	2,061	3,014	3,440	38.40	236.17	14.12
Other Provisions	-1,735	188	1,495	9,964	2,248	694.98	186.20	-77.44
Income Tax	2,198	3,116	3,366	7,131	11,746	8.03	53.11	64.72
Total Provisions	13,249	10,090	10,603	51,144	36,198	5.09	-19.97	-29.22
Exceptional items [#]					7,418			
Net Profit	6,451	8,432	9,114	20,410	31,676	8.08	41.28	55.19

Ratios (Annualized)	Q4FY21	Q3FY22	Q4FY22	FY21	FY22
ROA (%)	0.58	0.71	0.74	0.48	0.67
ROE (%)				9.94	13.92
Earning Per Share (Rs.)	29.31	37.48	41.41	22.87	35.49

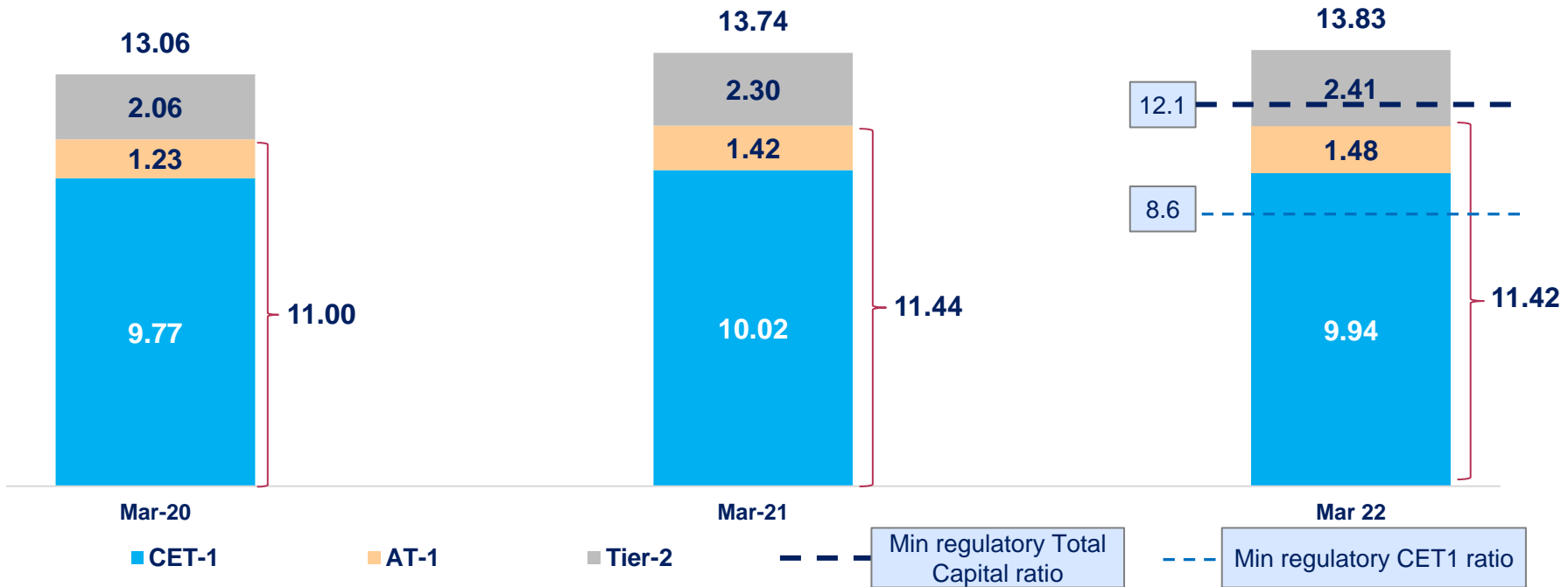
[#] Provisions on account of change in family pension rules

Capital Adequacy & Asset Quality

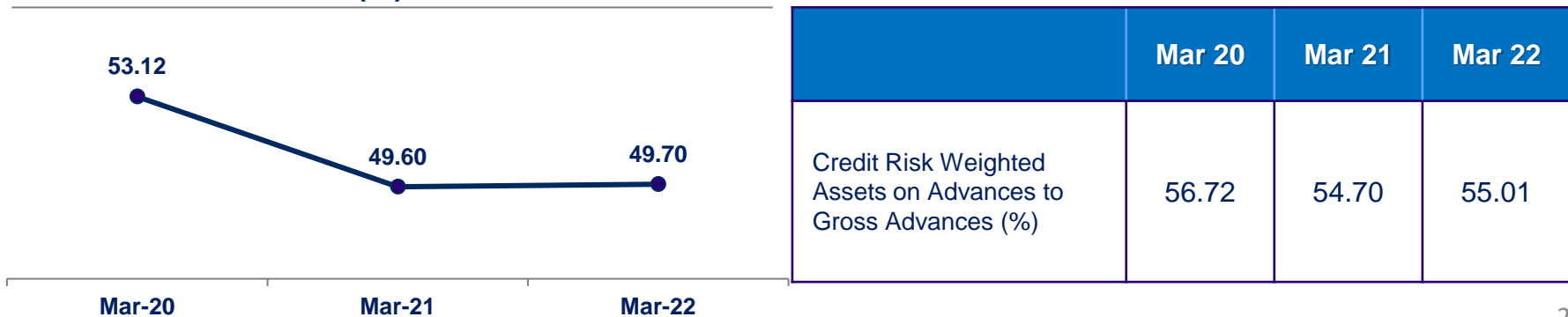
Well-Capitalized Bank with Adequate Liquidity



Capital Ratios (%)



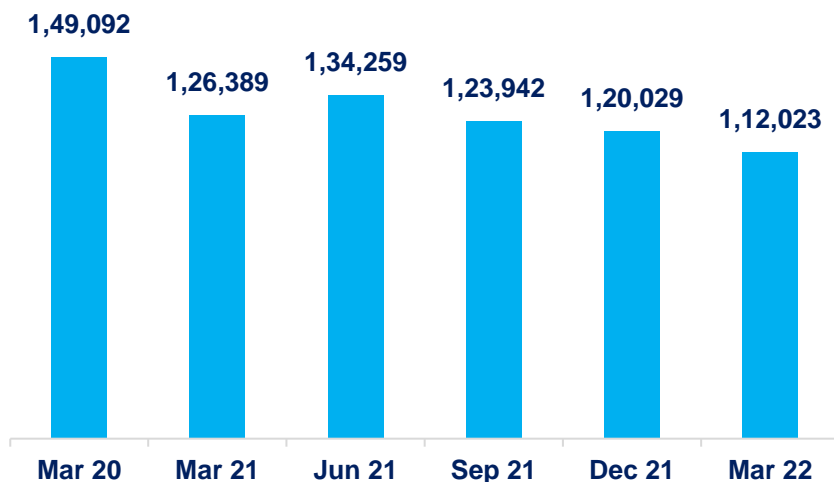
RWA to Total Assets (%)



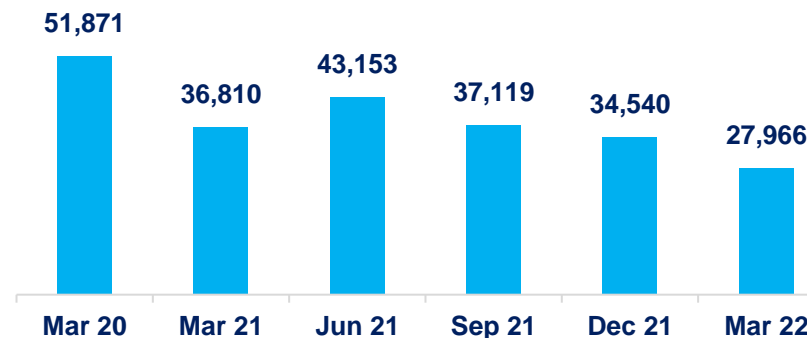
	Mar 20	Mar 21	Mar 22
Credit Risk Weighted Assets on Advances to Gross Advances (%)	56.72	54.70	55.01

Asset Quality (1/4)

Gross NPA, in Rs crs



Net NPA, in Rs crs



Cumulative for the Period (%)	Mar 21	Jun 21	Sep 21	Dec 21	Mar 22
Gross NPA Ratio	4.98	5.32	4.90	4.50	3.97
Net NPA Ratio	1.50	1.77	1.52	1.34	1.02
PCR (Incl. AUCA)	87.75	85.93	87.68	88.32	90.20
PCR	70.88	67.86	70.05	71.22	75.04
Corporate PCR (Excl. AUCA)	84.94	86.05	87.77	88.85	93.35
Slippage Ratio	1.18	2.47	1.56	1.16	0.99
Credit cost	1.12	0.79	0.61	0.57	0.55

Asset Quality (2/4)



Rs. in Crores

Movement of NPAs:	Q4FY21	FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	FY22
Opening Level of Gross NPAs	1,17,244	1,49,092	1,26,389	1,34,259	1,23,942	1,20,029	1,26,389
Total Reductions	12,905	52,035	8,428	14,609	6,493	11,612	41,142
<i>of which : Recovery + Upgradation</i>	4,329	17,632	4,969	7,407	2,306	6,756	21,437
Gross Addition	22,050	29,332	16,298	4,292	2,579	3,606	26,776
<i>of which : Increase in O/s</i>	116	768	632	117	245	760	1,755
<i>: Fresh Slippages</i>	21,934	28,564	15,666	4,176	2,334	2,845	25,021
Net Increase	9,145	-22,703	7,870	-10,317	-3,913	-8,006	-14,366
Closing Level of Gross NPAs	1,26,389	1,26,389	1,34,259	1,23,942	1,20,029	1,12,023	1,12,023

Segmental NPAs:	Mar 21		Dec 21		Mar 22	
	NPA	Ratio %	NPA	Ratio %	NPA	Ratio %
Retail:	60,865	4.46	61,950	4.18	57,857	3.77
<i>Agri.</i>	32,480	15.17	31,940	14.42	30,431	13.33
<i>Per Segment</i>	6,984	0.80	8,470	0.89	7,418	0.74
<i>SME</i>	21,402	7.67	21,539	7.01	20,008	6.55
Corporate	63,098	7.71	55,577	7.09	51,901	5.96
International	2,426	0.68	2,502	0.62	2,265	0.55
Total	1,26,389	4.98	1,20,029	4.50	1,12,023	3.97

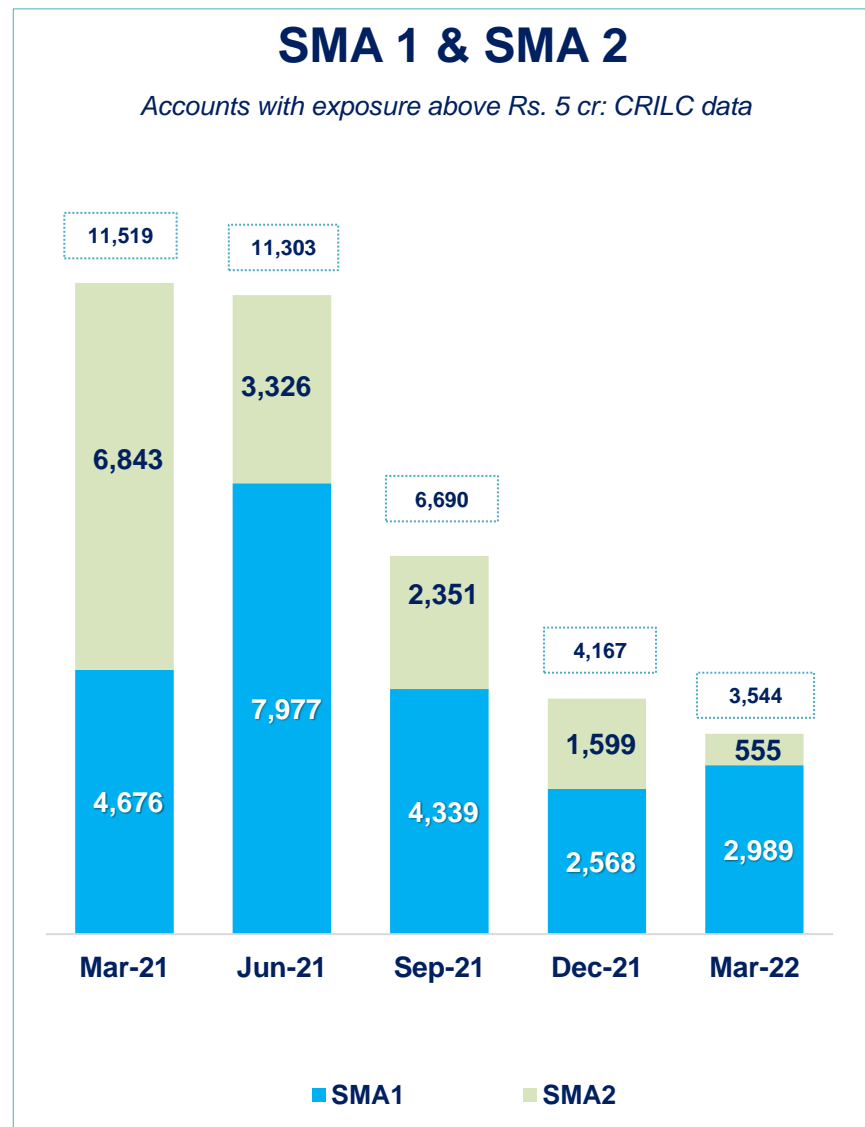
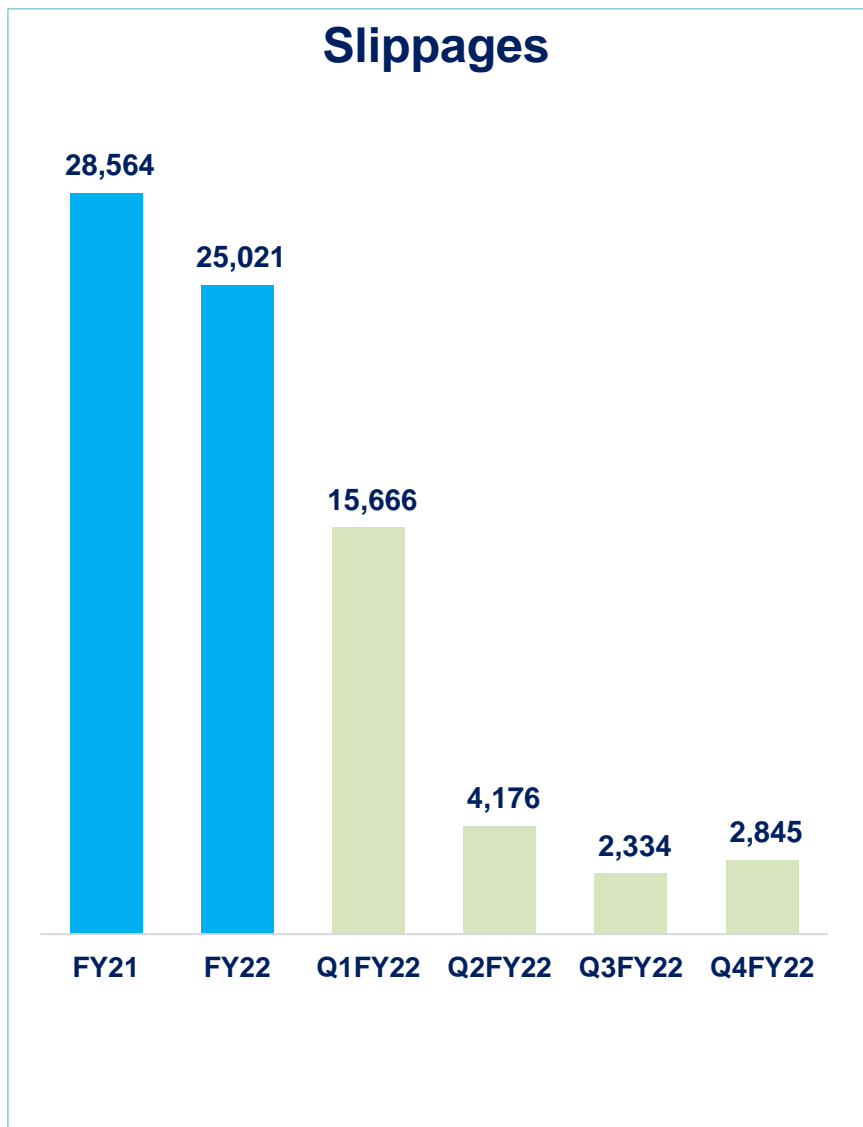
Movement of NPAs and AUCA (3/4)



Rs. in Crores

Movement of NPAs (incl. Advances under Collection)				
	Mar 19	Mar 20	Mar 21	Mar 22
Opening Level of GNPA + AUCA	3,27,653	3,09,755	3,16,684	3,00,496
Gross Addition (Increase in O/s + Slippages)	39,740	54,510	29,332	26,776
Total GNPA + AUCA + Additions	3,67,393	3,64,265	3,46,016	3,27,272
Total Recovery / Upgradation	39,857	35,032	27,930	29,218
Less: Write-off (Removal from AUCA/Haircut)	17,782	12,549	17,590	12,696
Closing Level of Gross NPAs + AUCA	3,09,755	3,16,684	3,00,496	2,85,358

Rs. in Crores



Digital Journey

Accelerating digital agenda (1/8)



YONO – Our flagship digital offering



Digital bank
“Create seamless
omni-channel
customer experience”

0.96 Cr.

Average Daily
logins
(Q4FY22)

~26.00 K

New digital SB
accounts
opened per day
(Q4FY22)

~0.96 Lac

Average Daily
Cardless Cash
Withdrawal (Q4FY22)



Financial superstore

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

~Rs. 1,548 Cr

MF Sales
(Q4FY22)

~11.36 Lac

PAI Policies sold
(Q4FY22)

1.8X

Growth in Mutual fund
sales YoY
(Q4FY22)



Journey digitization

“Improve productivity
and reduce cost”

~2.35 Lac

KCC reviewed
through YONO
(Q4FY22)

~Rs.12,963 Cr.

Krishi Agri Gold
Loans
sanctioned
(Q4FY22)

~Rs.6,477 Cr.

Pre-approved
Personal Loans
disbursed
(Q4FY22)



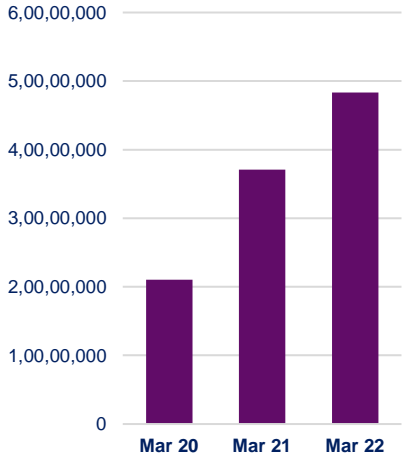
YONO has 4.83 Cr. registered customers and have created a significant business value for the bank

Accelerating digital agenda (2/8)

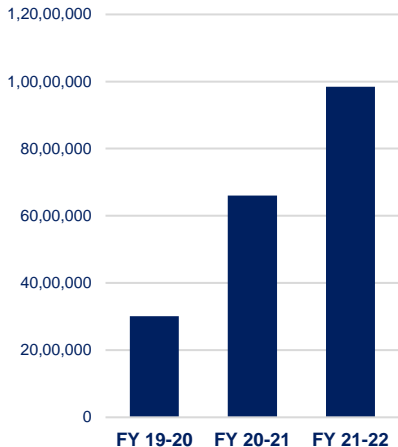


YONO – Key Trends

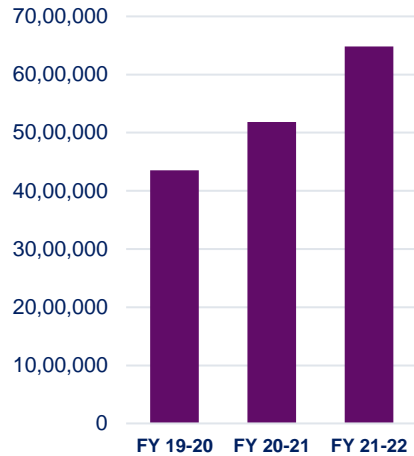
1. YONO Registration (Cumulative)



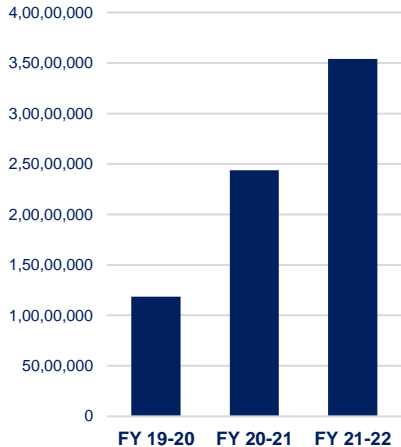
2. Average daily logins



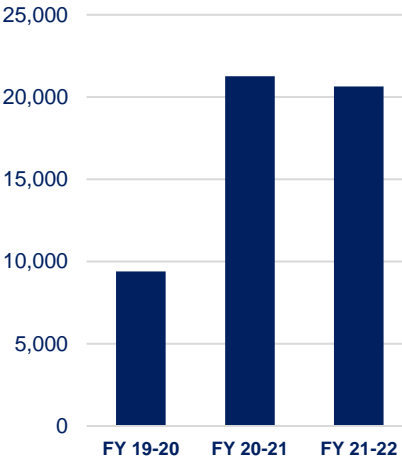
3. New SB accounts onboarded



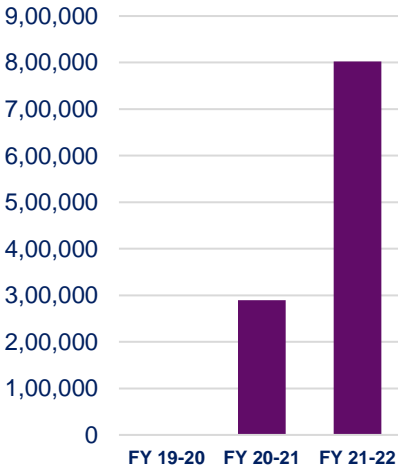
4. YONO Cash Transactions



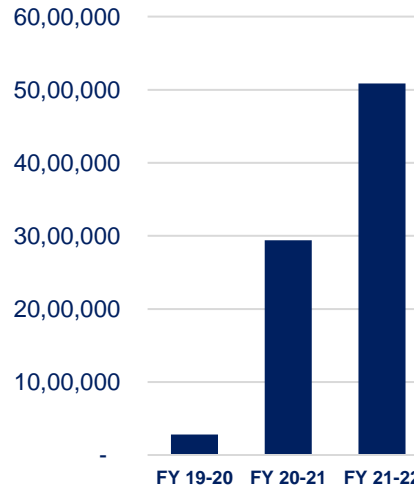
5. Pre- Approved Personal Loans (Amount Disbursed in Cr)



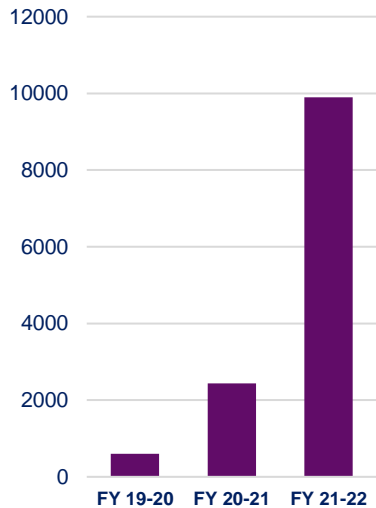
6. YONO Krishi KCC review (Number of accounts)



7. Personal Accident Insurance (Number of Policies)



8. Mutual Fund (Value in Cr)



Accelerating digital agenda (3/8)

YONO – New capabilities added during FY 21-22



Digital bank

“Seamless Omni-channel customer experience”



SIM Binding



Automated Assistance on first Login



Vulnerable App Detection



Option for App Rating



Extension of PPF A/C



Financial Super Store

“Providing cross-selling digitally”



SBI Credit card e-Appy 2.0



Online Demat & Trading A/C



Arogya Sanjeevani



UI/UX Improvement in SBI Mutual Fund



YONO Krishi

“One stop solution for our farmer Customers”



YONO Krishi SAFAL



Agri Fin Tech onboarded



Farm Equipment Major onboarded



Integrated with Institute of National Repute



e2e digitization

“Improve productivity and reduce cost”



Video KYC account opening



Pre-Approved 2-Wheeler



Real Time Xpress Credit



NPS Account Opening



YONO Business

“Integrated Platform”



Export ADV



Forex –New currency pair introduced



PABL/ PABL POS

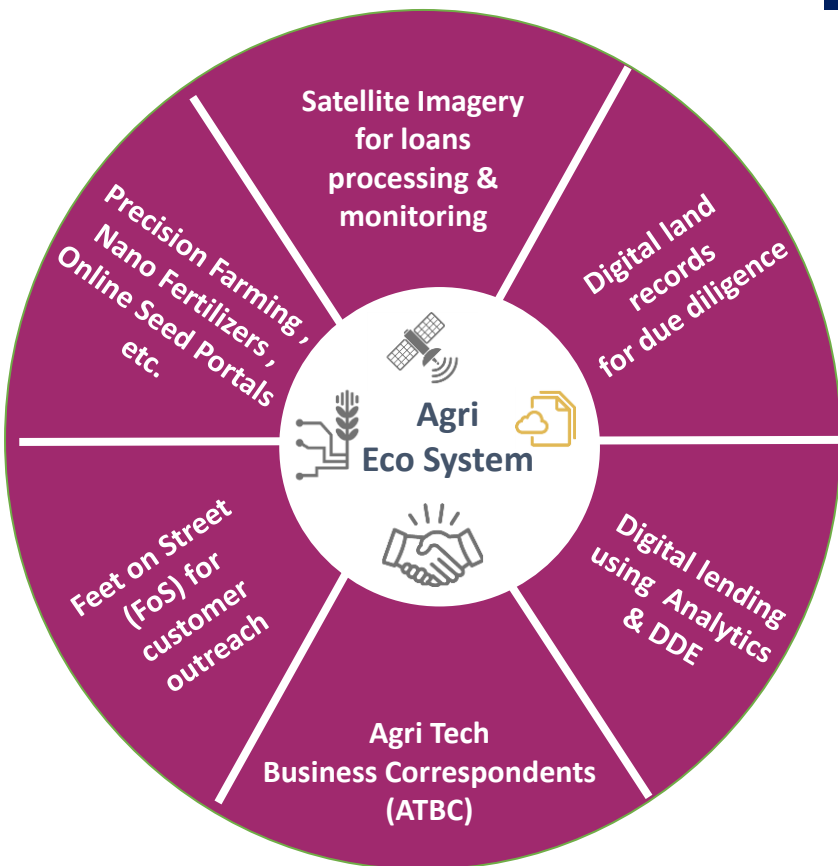


Online CA opening



Improvement in API Management

Way forward – Improvements Proposed



- Coverage to New To Bank customers



- Using Fintech for replacing physical land survey with satellite imagery based solutions



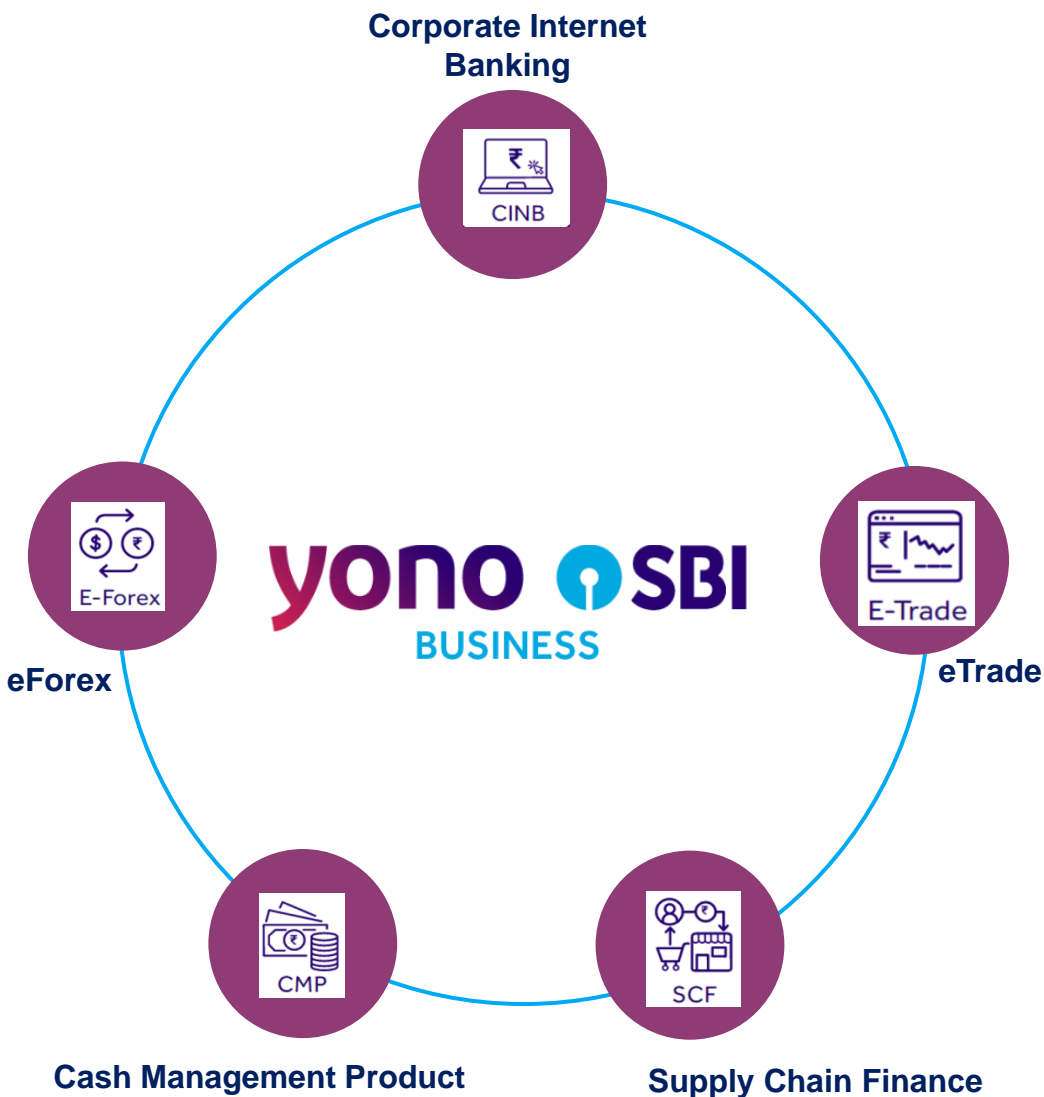
- e-Signing & e-Stamping of documents being stitched in journeys for end to end digital products offering



- Tie-up with AgriTechs Business Correspondents for sourcing, monitoring and collection

Accelerating digital agenda (5/8)

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



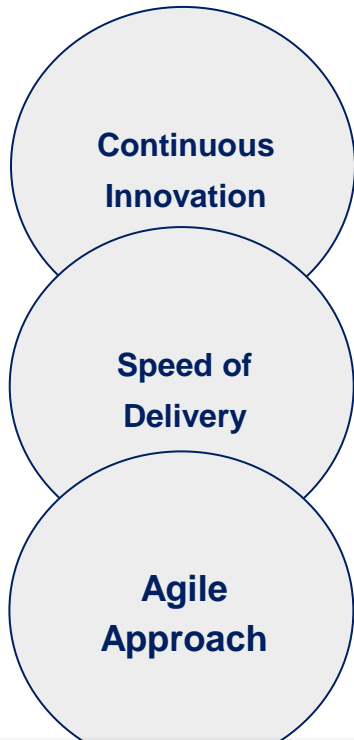
1. **Unified URL** <https://yonobusiness.sbi> to access 5 application viz CINB, eTrade, eForex, SCF and CMP
2. **Single-sign-on** across business banking applications using linking functionality
3. Unified **dashboard view** across banking applications
4. Simpler onboarding journey with **reduced documentation**. Straight through onboarding for Sole Proprietors with Debit Card without any Branch Intervention
5. **Centralized profile management** and Admin Led user creation
6. **Fully digitised journey** for issuance of Import letter of credit, Import LC Acceptance, Export LC advising
7. **Fully digitised journey** for forex rate booking, Negotiation Mode
8. **API Banking**
9. **Pre-approved Business Loan**, PABL POS based on internal criteria
10. **SME Gold Loan Business** for Proprietary firms
11. **Online Request for Current Account**

'Only YONO' – The New Digital Bank (6/8)

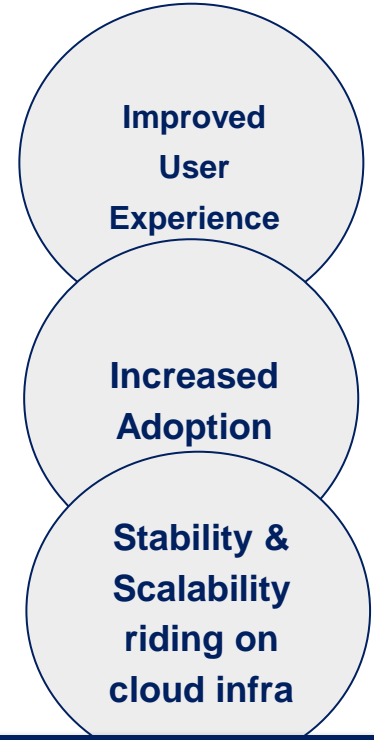
Vision

Create 'Only YONO' to maintain competitive edge and leadership in the Digital Banking space in next 5 years with continuous innovation & new journeys

Regain Payments space by providing YFEI - Yono For Every Indian – (the payment container of YONO 2.0 with superior payment experience)



Reduced Time to Market & Agile delivery

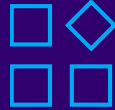


Tech Stack designed for scalability

Key Deliverables & Capabilities for 'Only YONO' (7/8)



Innovative Offerings



Partnership enhanced proposition



Customer Centric Design



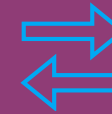
Modern Tech Stack



Hyper personalized Experience



Digital Marketing



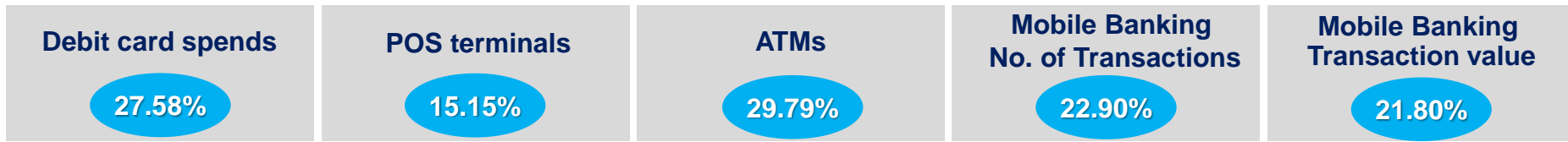
Benchmarking with global and Indian digital banking propositions and best practices

Accelerating digital agenda (8/8)



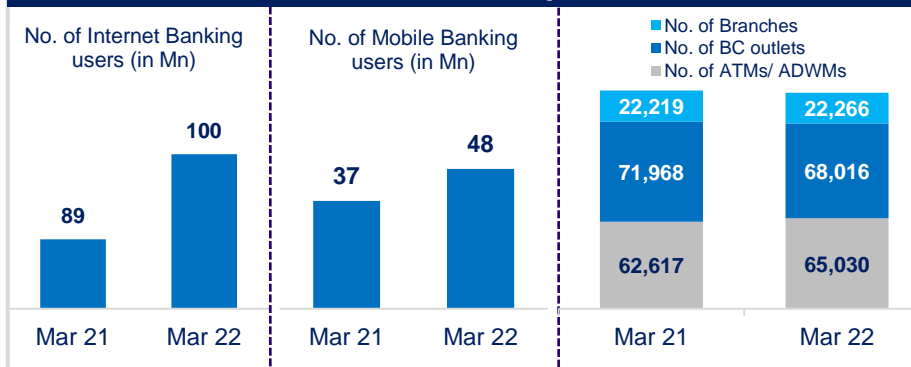
Digital Leadership across channels

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

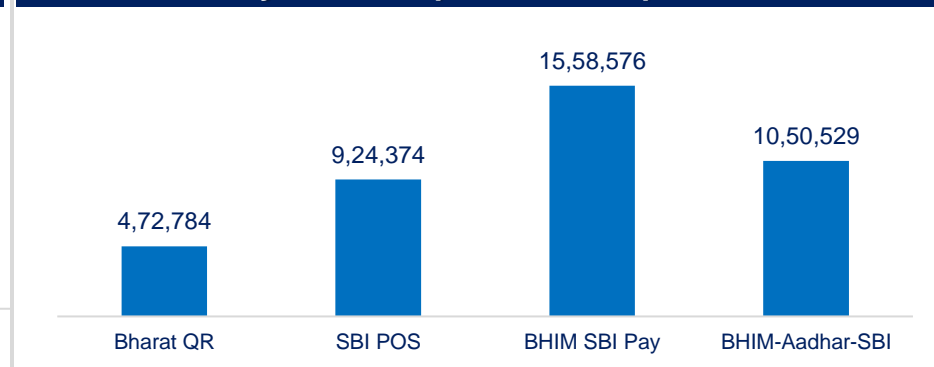


Presence across multiple channels and payment acceptance touch points

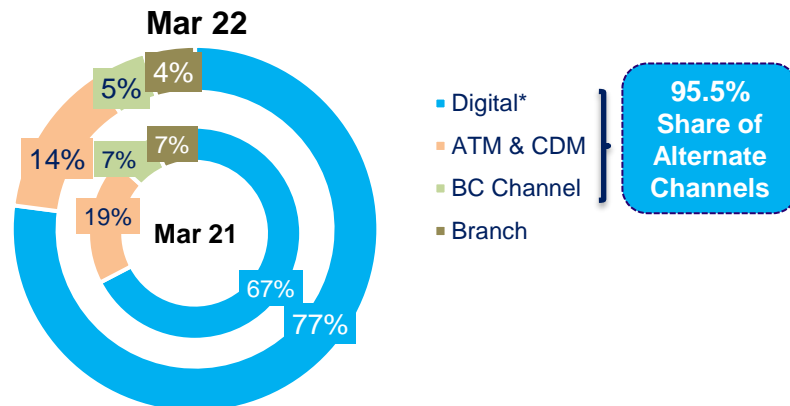
Customer touch points



Payment acceptance touch points



Increasing digital adoption



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

Key highlights

- UPI**
 - Remit transactions handled (in FY22): **11,856 Mn**
 - Number of UPI users: **198 Mn**
 - Market share in remittances: **25.23%** (#1 Remittance Bank)
- Debit cards**
 - No. of cards: **275.9 Mn**
 - Debit Card spends: > **1,132.50 Mn transactions** and **Rs. 1,988 bn spend** during FY22
- ATM**
 - Average no. of ATM transactions: ~ **12.9 Mn per day**

Analytics – Growth Story FY19 to FY22

Initiatives

FY19

- Pre-Approved Personal Loan (PAPL) & other statistical marketing models e.g. Home Loan, Auto Loans

FY20

- Recommendation Engine
- Agri & P segment Gold loan
- Home Loan takeover
- Home Loan Top up
- Pension Loan
- POS Online EMI

FY21

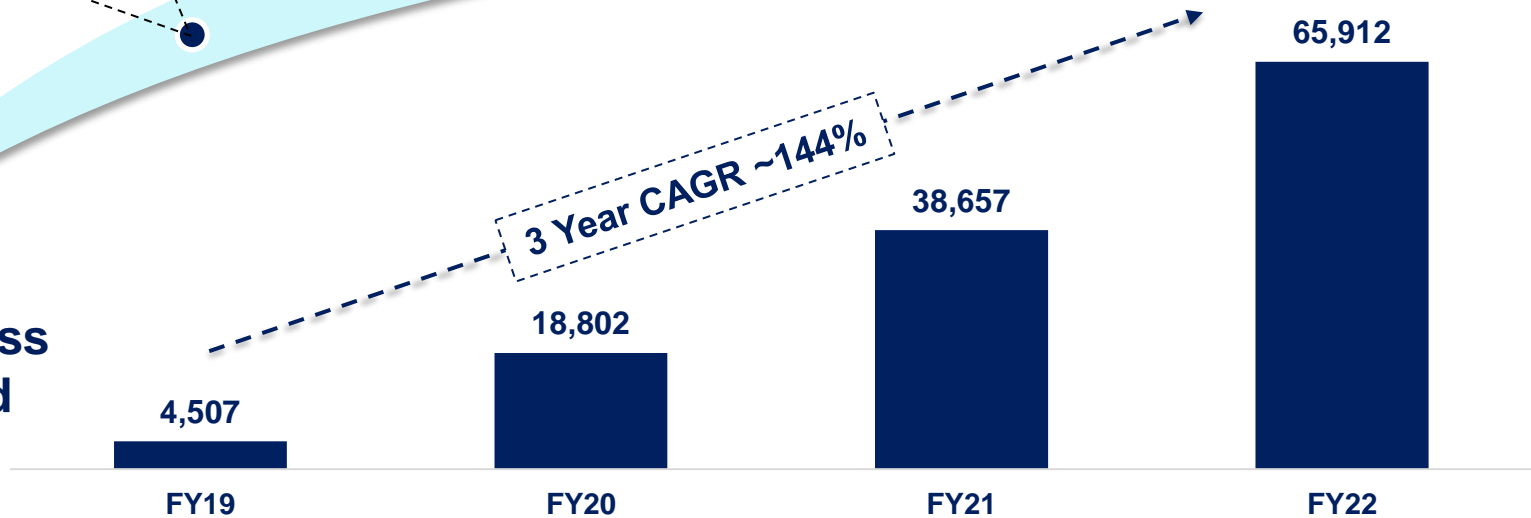
- End to End digital Pre-Approved Business Loan (PABL)

FY22

- Focus on SME & Agri lending, e.g. NTB/NTC model, CC Limit Enhancement, SHG Loans
- End to End digital Two-wheeler Loan
- Pre-approved Car Loan (PACL)

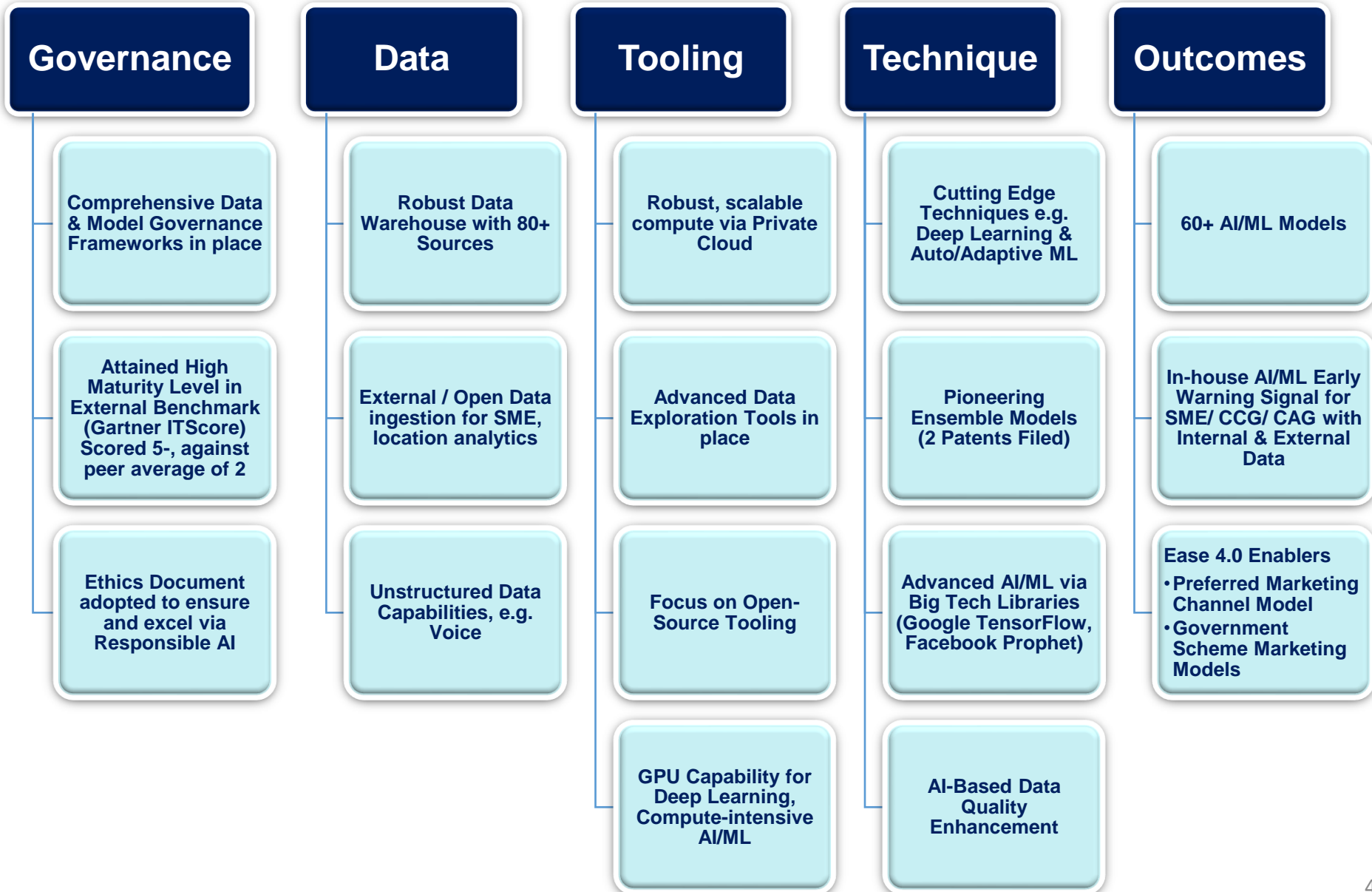
Business Booked

Rs. in crores



Increasing Sophistication in AI/ML

Analytics – Capabilities

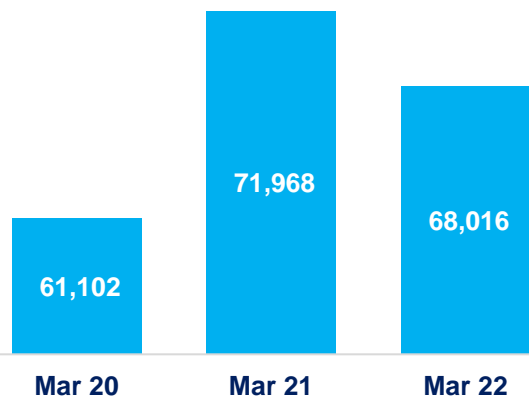


Financial Inclusion & Sustainability

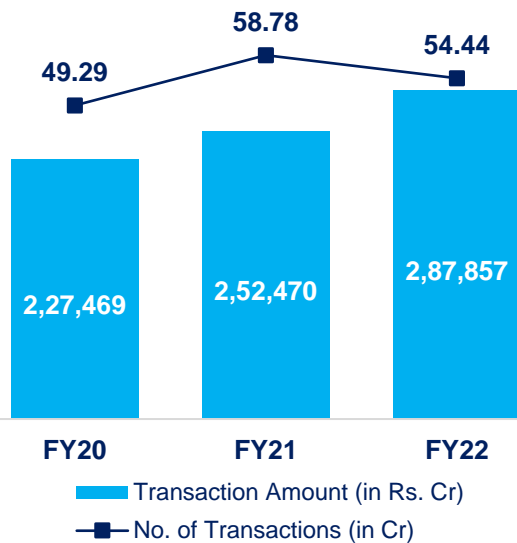
Financial Inclusion

As on Mar 2022

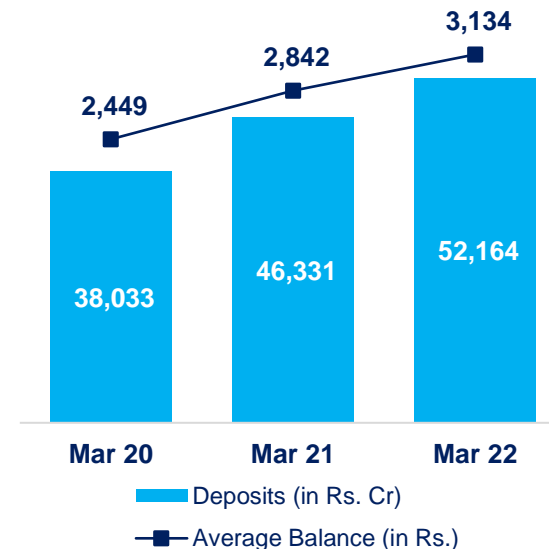
No. of BC outlets



Transactions in BC Channel



Deposits in FI Channel



Way forward

- Enabler for **decongestion of branches**
- **BC Channel** for loan collection & recovery activities
- To make BC/CSP Channel a **robust delivery platform**

Performance under Social Security Schemes

Cumulative no. in Crs	Mar 20	Mar 21	Mar 22
APY	0.39	0.60	0.88
PMJJBY	1.13	1.85	2.87
PMSBY	3.64	5.64	7.73

Improvement in Ease of Banking

	Mar 20	Mar 21	Mar 22
Passbook Printers installed at CSPs	893	9,902	17,253
% Share of Passbooks printed at CSPs		11.01	18.52

Contributing to Society

Through Pan India Presence under CSR



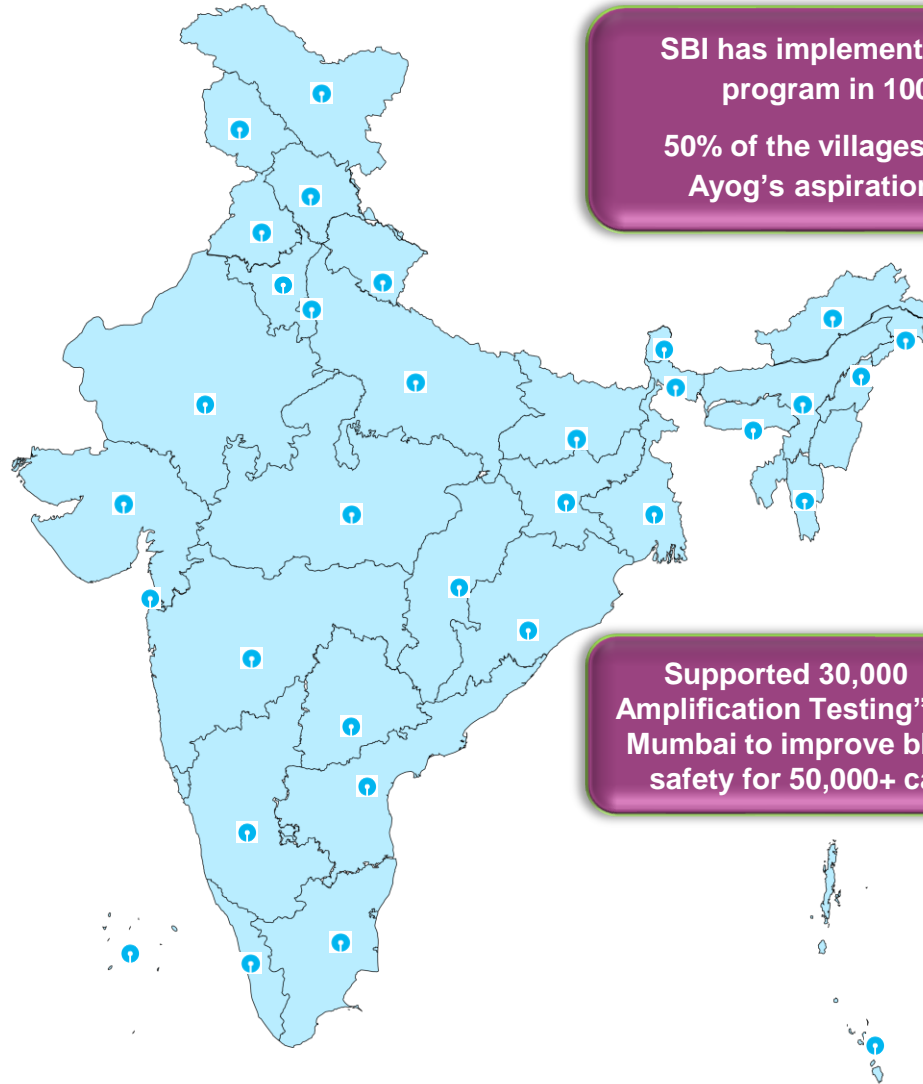
Capacity building of more than 2.50 lakh teachers in Govt. schools

Initiated Watershed conservation, improved agriculture practices for 29,000+ farmers

15 Mobile Medical Vans to provide door step primary healthcare services in rural areas

Initiated Skill development of 5000 unemployed youth in BFSI sector like BCs, Insurance advisor etc.

SBI Foundation Centre of Excellence for Genomics Guided Pandemic Prevention set up at CSIR CCMB, Hyderabad.



SBI has implemented Gram Seva program in 100 villages.

50% of the villages are from NITI Ayog's aspirational districts.

Supported 30,000 "Nucleic Acid Amplification Testing" at Tata Hospital, Mumbai to improve blood transfusion safety for 50,000+ cancer patients.

ESG – an integral part of Bank's Business strategy

- ✓ Responsible finance at the core. Lines of credits availed from World Bank, KfW etc. being used to fund projects with positive environmental & social impacts.
- ✓ A “Climate Change Risk Management Policy” put in place with primary objective to guide the Bank to transition towards low carbon and climate resilient operations and investments.

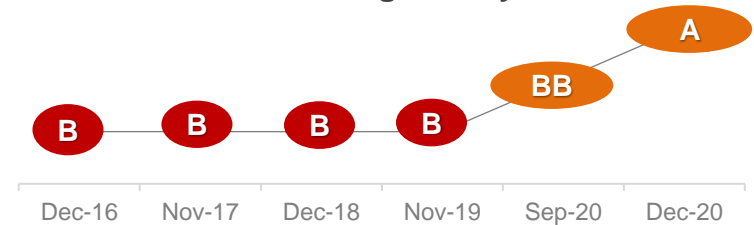
SBI's MSCI ESG RATINGS

Leadership in :

- Access to Finance
- Privacy & Data Security



SBI ESG Rating History



IMPETUS TO RENEWABLE ENERGY SECTOR

Thrust Areas

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

Deployed Amount

> INR 32,400 cr

Fresh capacity added during the FY 2021-22

> 6,900 MW

GOING THE GREEN WAY

- ❑ Bank's **Eighteen (18)** establishments certified as **Green Buildings** by Indian Green Building Council.
- ❑ **Tree plantation** drives carried out throughout the country. More than **6.45 lakh trees** planted during the financial year
- ❑ Dual listing of USD 650 Million **Green Bonds** at India International Exchange (India INX) and Luxembourg Stock Exchange
- ❑ **169.73 lakh** reward points redeemed by customers since inception of **SBI Green Fund** for donation to sustainable activities

SBI's Sustainability Framework



Financial Inclusion & Community Building	Carbon Neutrality Journey	Responsible Investment	Digital Agenda	People Practices
<p>SHG Bank Linkage</p> <p>SBI adjudged as one of the Best Performing Banks in SHG Bank Linkage by Ministry of Rural Development, Govt. of India</p>	<p>Internal Commitment</p> <p>To achieve carbon neutral status by the year 2030 in a phase wise manner</p>	<p>Green Bonds & Loan</p> <p>Significant carbon emissions avoided every year through projects earmarked under SBI's green bonds and green loan</p>	<p>YONO</p> <p>Flagship digital offering with tailored products like YONO Krishi, YONO Cash, YONO Lite, PAPL among others.</p>	<p>Fighting the Pandemic</p> <p>Pan India vaccination drives conducted for Employees and their dependent family members.</p>
<p>CSR</p> <p>Bank's CSR spent for FY22 stood at INR 204.10 crores. 380 CSR activities conducted during the year benefitting more than 1.97 lakh individuals</p>	<p>Captive RE Capacity</p> <p>Banks Renewable energy capacity for captive use comprising Solar & Wind Power stands at 35 MWp</p>	<p>ESG Screening</p> <p>The Bank incorporates ESG criteria while assessing specified borrowers across sectors</p>	<p>Alternate Channels</p> <p>More than 95% share of the Bank's total transactions migrated to alternate channels like ATM, CDM, UPI, YONO, internet, mobile banking etc.</p>	<p>Training and Development</p> <p>50,000 plus employees covered through smart classrooms during the FY 2021-22 under the "Samarthya" Engagement Prog for young employees of age 35 or below</p>
<p>Financial Literacy/Skill Development</p> <p>152 Rural Self Employment Training Institutes (RSETIs) set up by Bank. 9.46 lakh Rural unemployed youths trained since inception.</p>	<p>Conservation and Efficiency</p> <p>Initiatives like tree plantation, branch server consolidation, use of solar power, water recycling and rainwater harvesting</p>	<p>SDG-Aligned Offerings</p> <p>SDG-aligned products like Healthcare business loans, Green car loan, and financing for polyhouse farms, among others</p>	<p>Information & Data security</p> <p>Adopted a robust and agile Information security framework. Bank's Security Operations Centre(SOC) has been ISO27001:2013 certified</p>	<p>Equal Opportunity</p> <p>SBI's initiatives to ensure diversity, inclusion and equal opportunity include efforts to eliminate any subconscious gender bias and policy for equal opportunity to PwDs</p>

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

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

Subsidiaries,
Group Financials &
Balance Sheet

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



	FY21	FY22
PAT (in Rs. cr)	1,456	1,506
ROE (in %)	15.2	13.7



As on Mar 2022

	FY21 [#]	FY22 [#]
PAT (in Rs. cr)	985	1,616
ROE (in %)	16.6	22.8

Business Performance

- Total New Business Premium (NBP) increased by **23% YoY**.
- Individual NBP increased by **32% YoY** to **₹16,501 Cr**.
- Value of New Business (VoNB) increased by **39% YoY** to **₹3,704 Cr**

Market Share

- Private market leadership in Individual Rated Premium (IRP) with **23.4%** share
- Private market leadership in Total New Business Premium (NBP) with **22%** share

Awards

- Won 'Gold' in Editor's Choice Awards for 'Customer Orientation in Life Insurance' at the 20th Outlook Money Awards 2021

Profitable Operations

- PAT **₹1,616 Cr** ▲ 64% YoY

Market Share*

- Cards in force **18.9%**, Spends **19.2%**, Transactions **19.8%**

Growing Portfolio

- ▲ **16% YoY** in cards, ▲ **52% YoY** in spends, ▲ **25% YoY** in Receivables

Asset Quality

- GNPA at **2.22%** and NNPA at **0.78%**
- Total management overlay at **₹51 Cr**

Adequate liquidity

- Diversified borrowings mix, adequate banking limits available.
- Healthy CAR @ **23.8%**, T-1 @ 21.0%

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



	FY21#	FY22#
PAT (in Rs. cr)	863	1,071
ROE (in %)	33.5	30.0

Performance Highlights

- Continues to be industry leader : Market share increased by **115 bps YoY** to **16.86%** during FY22
- QAAUM increased by **3.10%** during the March quarter as against industry increase of **0.40%**
- QAAUM increased by **28.27% YoY** to **>Rs. 6.47 Lakh Cr** as on 31st Mar 2022
- SIP book increased by **48% YoY**

Awards & Accolades

- Morning Star Awards in the Best Medium to Long Duration Fund: "SBI Magnum Income Fund"
- Asian Investor Awards 2021 - Best Fund House – India
- Lipper Fund Awards: in various categories



As on Mar 2022

	FY21	FY22
PAT (in Rs. cr)	544	131
ROE (in %)	22.0	4.7

Performance Highlights

- Ranked at **7th** position amongst private insurers
- Market share amongst private players stood at **7.02%**
- Awarded Insurer of the year in Non-Life category at FICCI Insurance Industry Award



Group	FY21#	FY22#
PAT (in Rs. cr)	527	620
ROE (in %)	12.8	10.9

Awards & Rankings

- Retained No. 1 ranking as Mandated Lead Arranger - India
- Improved ranking from no. 7 to no. 5 for M&A ranking in India

Performance Highlights for FY22

14 RRBs operating in 14 States / UTs

- Deposits at Rs.1,13,502 Crs ▲ 7.46% YoY
- CASA improved from 53.03% to 54.28%
- Advances at Rs.73,755 Crs ▲ 10.82% YoY
- Priority Sector lending at 81.09%
- NIM increased from 3.98% to 4.23%

Network of 4,725 branches in 217 districts

- Net Profit of Rs.1,660 cr ▲ 65% YoY
- ROA ▲ 40 bps YoY at 1.19%
- ROE ▲ 412 bps YoY at 18.41%
- Gross NPA at 4.64%, Net NPA at 1.22%
- PCR increased from 68.26% to 79.40%

SBI Group Financials – FY22



Rs. In crores

	Year Ended		Growth (%)
	FY21	FY22	YoY
Interest Earned	2,78,115	2,89,973	4.26
Non-Interest Income	1,07,222	1,17,000	9.12
Total Income	3,85,338	4,06,973	5.61
Interest Expended	1,56,010	1,56,194	0.12
Operating Expenses (i+ii)	1,50,430	1,66,945	10.98
<i>(i) Employee Cost</i>	<i>54,331</i>	<i>54,027</i>	<i>-0.56</i>
<i>(ii) Other Operating Expenses</i>	<i>96,099</i>	<i>1,12,918</i>	<i>17.50</i>
Total Expenditure	3,06,440	3,23,139	5.45
Operating Profit	78,898	83,834	6.26
Provisions (other than Tax)	46,102	26,677	-42.14
<i>Less: Exceptional Item #</i>		<i>7,418</i>	
<i>Add: Share in profit of associates</i>	<i>-392</i>	<i>827</i>	<i>311.03</i>
<i>Less: Minority Interest</i>	<i>1,482</i>	<i>1,809</i>	<i>22.06</i>
Tax Expenses	8,516	13,382	57.14
Net Profit	22,405	35,374	57.88

	Year Ended	
	FY21	FY22
ROA (%)	0.50	0.69
ROE (%)	10.07	14.28
Earning Per Share (Rs.)	25.11	39.64
Expenses Ratio (%)	53.65	53.31
NIM (%)	3.06	3.14
Gross NPA Ratio (%)	4.94	3.92
Net NPA Ratio (%)	1.48	1.00

Provisions on account of change in family pension rules

Balance Sheet



Liabilities							<i>Rs. in Crores</i>
	SBI SOLO			SBI GROUP			
	Mar 21	Mar 22	YOY Growth (%)	Mar 21	Mar 22	YOY Growth (%)	
Capital	892	892	0.00	892	892	0.00	
Reserves and Surplus	2,52,983	2,79,196	10.36	2,74,669	3,04,696	10.93	
Minority Interest				9,626	11,207	16.43	
Deposits	36,81,277	40,51,534	10.06	37,15,331	40,87,411	10.01	
Borrowings	4,17,298	4,26,043	2.10	4,33,796	4,49,160	3.54	
Other Liabilities & Provisions	1,81,980	2,29,932	26.35	4,11,304	5,07,518	23.39	
Total Liabilities	45,34,430	49,87,597	9.99	48,45,619	53,60,884	10.63	
Assets							
	SBI SOLO			SBI GROUP			
	Mar 21	Mar 22	YOY Growth (%)	Mar 21	Mar 22	YOY Growth (%)	
Cash & balances with RBI	2,13,202	2,57,859	20.95	2,13,499	2,58,086	20.88	
Bal with Banks & Money at Call and Short Notice	1,29,837	1,36,693	5.28	1,34,208	1,40,819	4.93	
Investments	13,51,705	14,81,445	9.60	15,95,100	17,76,490	11.37	
Net Advances	24,49,498	27,33,967	11.61	25,00,599	27,94,076	11.74	
Fixed Assets	38,419	37,708	-1.85	40,167	39,510	-1.64	
Other Assets	3,51,769	3,39,925	-3.37	3,62,045	3,51,902	-2.80	
Total Assets	45,34,430	49,87,597	9.99	48,45,619	53,60,884	10.63	

Thank You