



Quarterly Results | Q1FY24

ANALYST PRESENTATION | 04.08.2023



Safe Harbor

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

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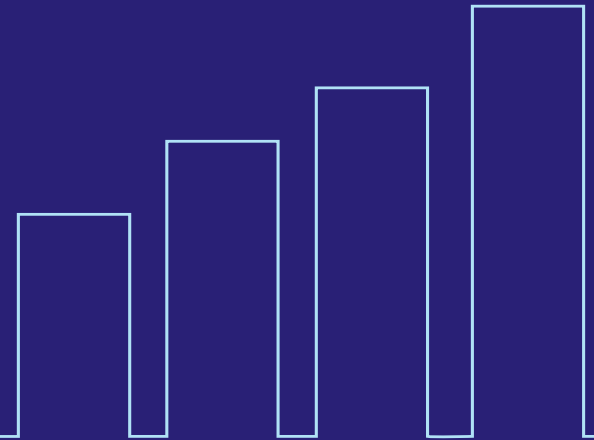
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Macro Economic Indicators

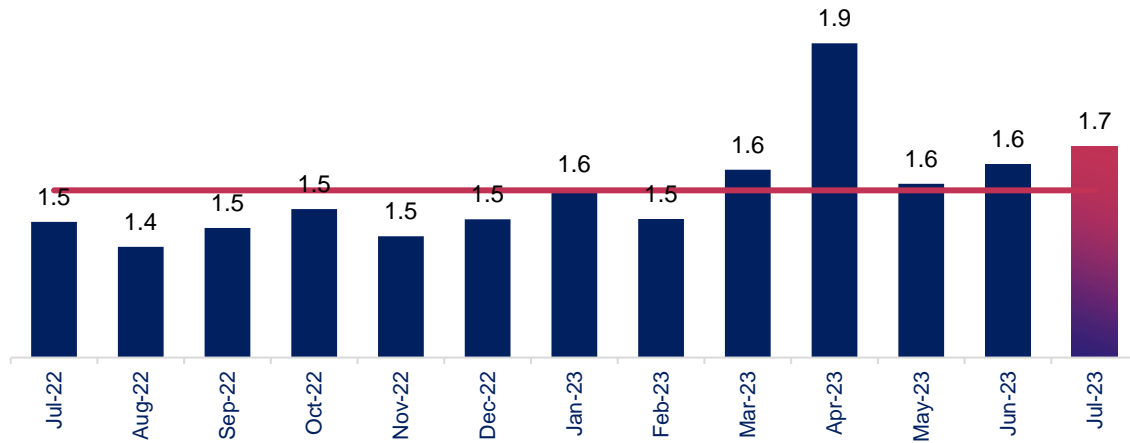


Macro-economic indicators remain buoyant

Economy in Sweet Spot

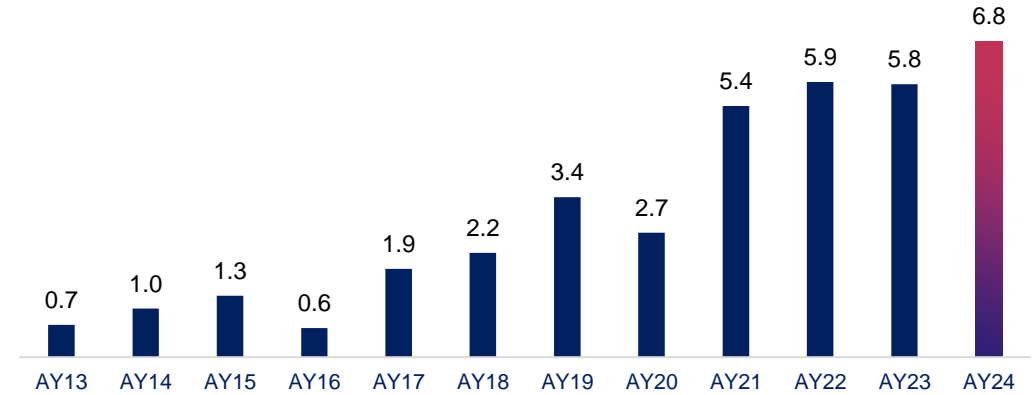
- 6.8 crore Income Tax Returns (ITRs) filed till 31st Jul'23; record growth of 16.1% YoY
- GST revenues remain robust. Monthly GST threshold has now increased to ₹ 1.7 trillion in Apr-Jul'23 (₹ 1.2 trillion in FY22)
- India has received \$20.2 billion FII inflows so far in FY24 (\$5.5 bn outflow in FY23), positive for rupee and CAD financing
- FY24 real GDP growth is expected at 6.5% (RBI) with Q1FY24 growth may surpass 8% mark
- Spatial distribution of monsoon is quite even so far with 4% surplus. Average headline inflation excluding vegetables is at 5.2% in FY24 (6.9% in FY23), Average core inflation at 5.2% in FY24 (6.1% in FY23)

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

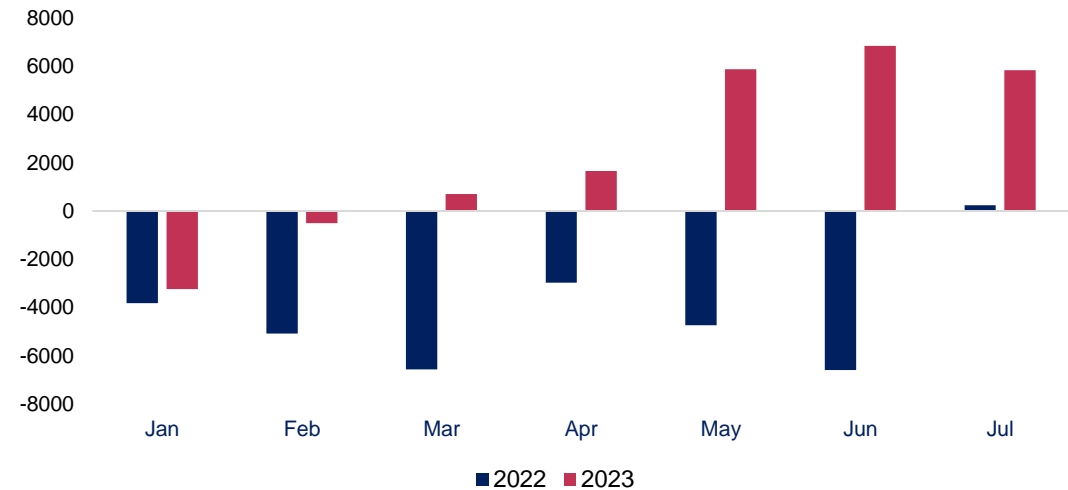


Source: SBI Research

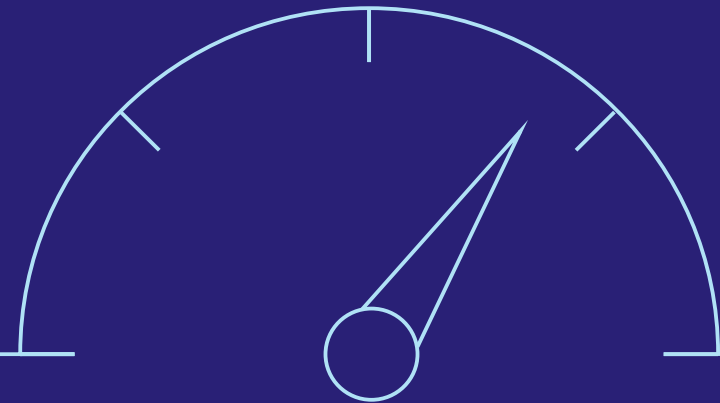
ITR returns filed till 31 July (in crore)



FII flows (\$ mn) making new highs every month in 2023



Performance Highlights



Key trends in Q1FY24



Highest ever profit

Net Profit

is at **₹16,884 crores**

Highest ever Net Profit for the fourth quarter in succession.

ROA at **1.22%** for the quarter improved by **74 bps YoY**

ROE at **24.42%** for the quarter improved by **1,433 bps YoY**

Domestic NIM at **3.47%** for the quarter improved by **24 bps YoY**



Credit growth continues

~14% YoY

Robust growth across all segments

Auto loans cross **₹1 lakh crore**



Asset quality

improving outcomes

Gross NPA at **2.76%** improved by **115 bps YoY**

Net NPA at **0.71%** improved by **29 bps YoY**

Credit Cost for the quarter at **0.32%** improved by **29 bps YoY**



Well provided Stressed Book

PCR at **74.82%**; PCR (incl. AUCA) at **91.41%**

Total non-NPA provisions (not included in PCR) at **₹34,955 crores** which are **~152%** of Net NPAs at the end of Q1FY24



Digital Strategy on track

~63%

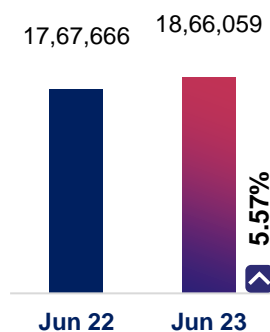
of savings accounts and **35%** of retail asset accounts acquired through **YONO** in Q1FY24

Key indicators

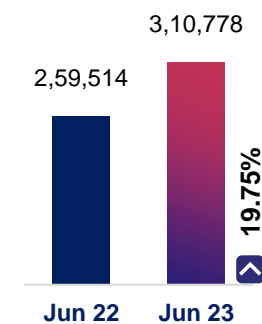
(₹ in Crores)

	Quarter Ended		YoY Growth	
	Q1FY23	Q1FY24		
Profit & Loss (₹ in Crores)	Net Interest Income	31,196	38,905	24.71%
	Net Interest Margin – Domestic (%)	3.23	3.47	24 bps
	Operating Profit	12,753	25,297	98.37%
	Net Profit	6,068	16,884	178.25%
Key Ratios (in %)	Credit Cost	0.61	0.32	-29 bps
	Net NPA	1.00	0.71	-29 bps
	PCR (Incl. AUCA)	90.14	91.41	127 bps
	PCR	75.05	74.82	-23 bps
	Capital Adequacy	13.43	14.56	113 bps
Balance Sheet (₹ in Crores)	Gross Advances	29,00,636	33,03,731	13.90%
	Total Deposits	40,45,696	45,31,237	12.00%
	Retail Personal Advances	10,34,111	12,04,279	16.46%

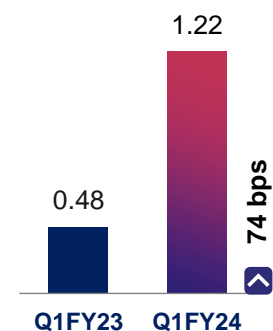
CASA



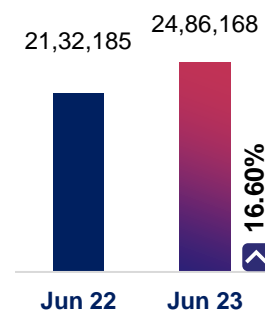
Xpress Credit



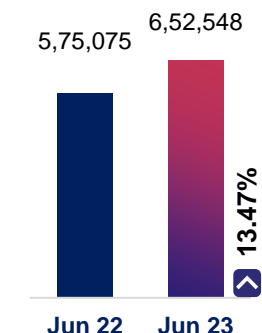
Return on Assets (%)



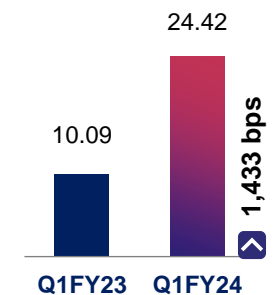
Term Deposits



Home Loan



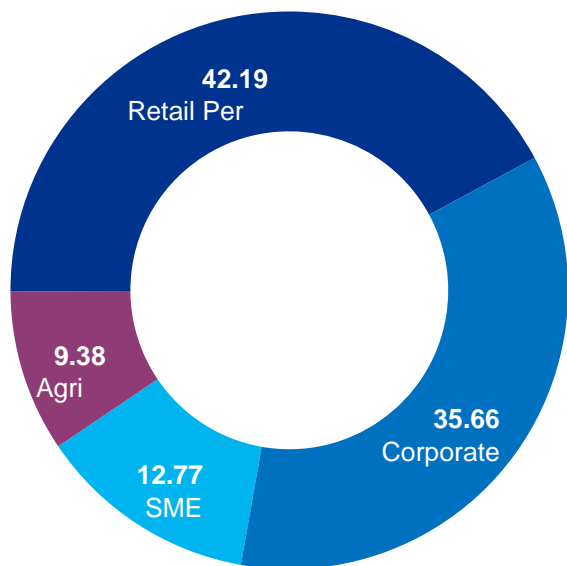
Return on Equity (%)



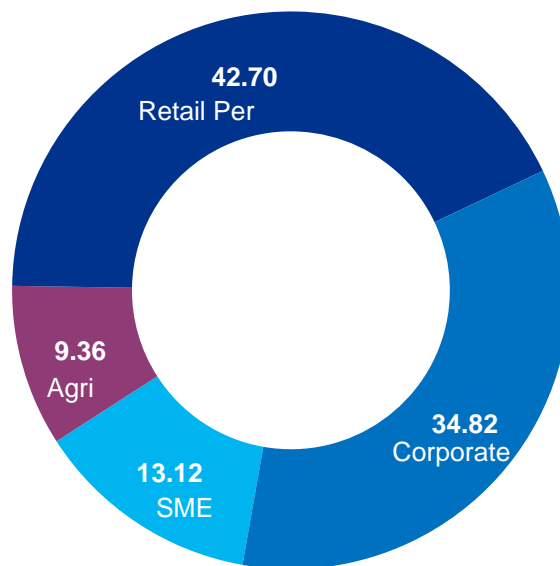
Credit growth

Share of Domestic Advances

Jun 22 (%)



Jun 23 (%)



(₹ in Crores)

Segment	Jun 2022	Jun 2023	YoY Growth (%)
Retail Personal	10,34,111	12,04,279	16.46
Agri	2,29,922	2,64,052	14.84
SME	3,12,774	3,69,917	18.27
Corporate	8,74,014	9,82,184	12.38
Domestic Advances	24,50,821	28,20,433	15.08
Foreign Offices Advances	4,49,816	4,83,299	7.44
Total Whole Bank Advances	29,00,636	33,03,731	13.90

Credit growth

Retail Personal Banking

Leadership across all segments

Retail Personal Portfolio of

₹12.0 lakh crore






3 - year CAGR at

~17%

Jun 23:

42.7%

of Dom. Adv.

	O/S, ₹ in crores	YoY Growth, %	GNPA, %
 Home Loans	6,52,548	13.47	0.76
 Auto Loans	1,00,853	22.97	0.47
 Xpress Credit	3,10,778	19.75	0.70
 Personal Gold Loans	29,403	19.29	0.22
 Other P Seg Loans	1,10,697	19.21	0.73

As per latest available data Bank's market share in Home loans is 33.4% & in Auto loans is 19.5%

Credit growth

Diversified Loan Portfolio

High quality asset book

Corporate Rating mix (%)



~43% share to PSUs / Govt. Depts.

*Including NPA book and Unrated

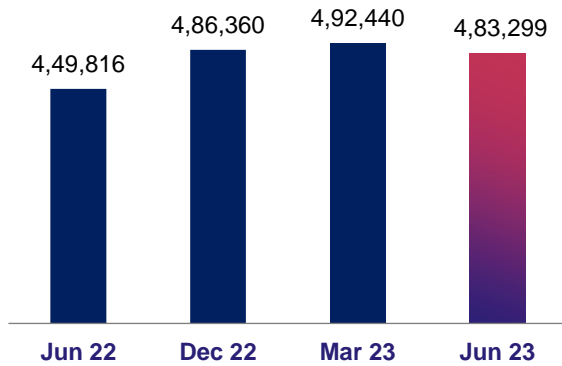
Industry mix (₹ in Crores)

Sectors	Outstanding as on 30 th Jun 23	Fund Based O/S	
	Amount	%Share	YOY Gr%
Infrastructure	3,67,405	13.03	3.04
of which: Power	1,85,261	6.57	-4.18
Telecommunication	37,963	1.35	-4.38
Roads & Ports	1,05,853	3.75	15.31
Other Infrastructure	38,328	1.36	20.87
Services	3,70,757	13.15	34.36
Iron & Steel	54,567	1.93	37.23
Aviation & Airports	16,766	0.59	27.82
Tourism & Hotels	11,235	0.40	11.65
Textiles	35,311	1.25	6.56
Petroleum & Petrochemicals	43,505	1.54	-2.10
Engineering	25,012	0.89	22.71
Comm. Real Estate	47,888	1.70	13.00
Other Industries	3,79,656	13.46	8.16
Home Loans	6,52,548	23.14	13.47
Auto Loans	1,00,853	3.58	22.97
Other Retail Loans	4,50,878	15.99	19.59
Agriculture	2,64,052	9.36	14.84
Total Domestic Advances	28,20,433	100.00	15.08

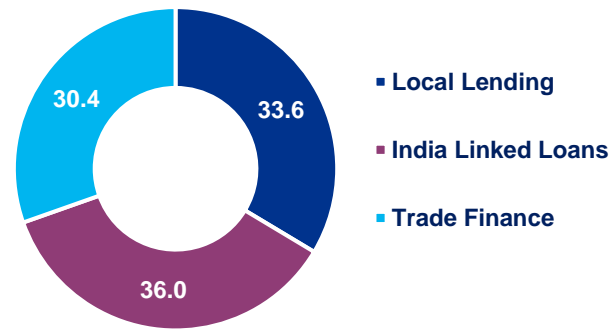
Credit growth

International Banking

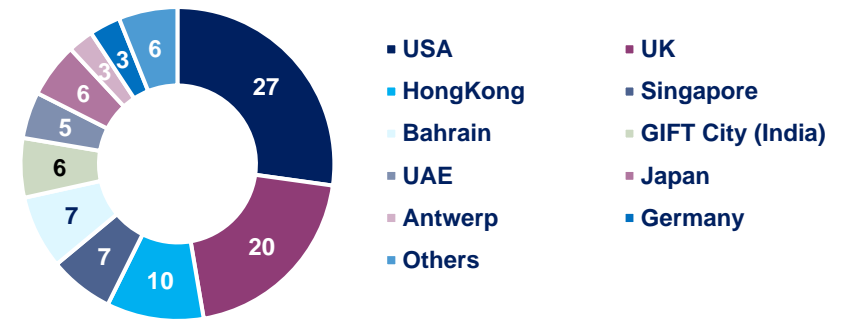
Gross Advances: Remained resilient
₹ in Crores



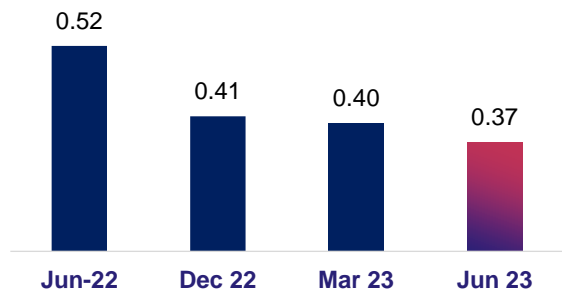
Break up of Loan Portfolio (%)



Loan Portfolio across Geographies (%)



Asset Quality: NPAs Contained
GNPA (%)



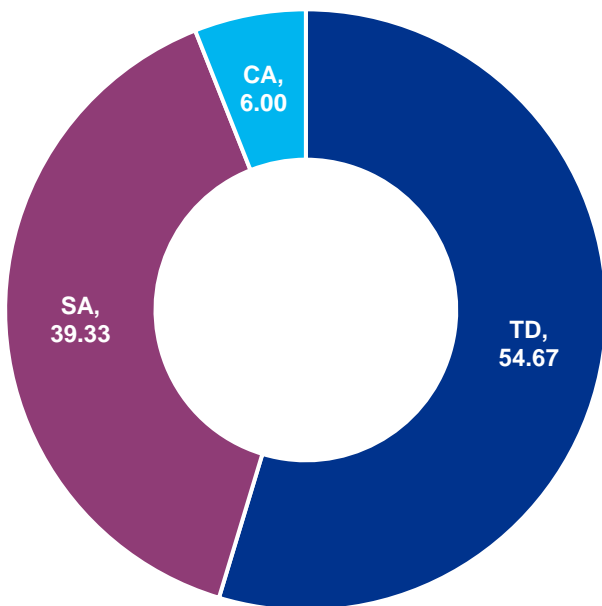
Highlights:

- Issued USD 750 mio Senior Unsecured Bond under MTN Bond Program. Bond received order book of USD 5.4 Bn from marquee investors across geographies.
- Despite challenging quarter, gross advances level displayed resilience.
- Gross NPA ratio down by 15 bps YoY, underlining continued improvement in quality of assets.

Deposit growth

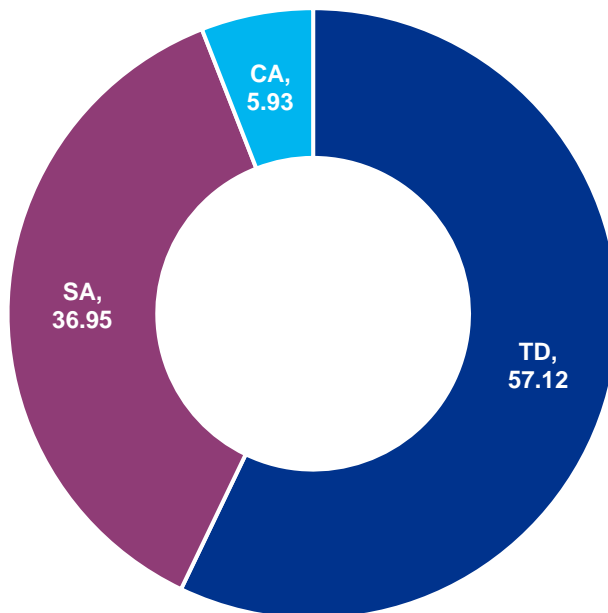
Share of Domestic Deposits

Jun 22 (%)



CASA: **45.33**

Jun 23 (%)



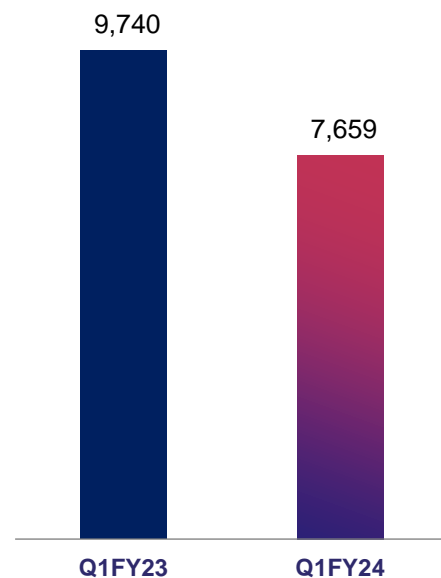
CASA: **42.88**

₹ in Crores

Particulars	Jun 2022	Jun 2023	YoY Growth (%)
Current Account Deposits (CA)	2,33,707	2,58,232	10.49
Saving Bank Deposits (SA)	15,33,959	16,07,827	4.82
CASA Deposits	17,67,666	18,66,059	5.57
Term Deposits (TD)	21,32,185	24,86,168	16.60
Domestic Deposits	38,99,851	43,52,227	11.60
Foreign Offices Deposits	1,45,844	1,79,010	22.74
Total Deposits	40,45,696	45,31,237	12.00

Asset quality

Slippages



- Slippages down by **21.37%** YoY
- Slippage Ratio improved by **44 bps** YoY from 1.38% to **0.94%**

Restructuring

₹ in Crores

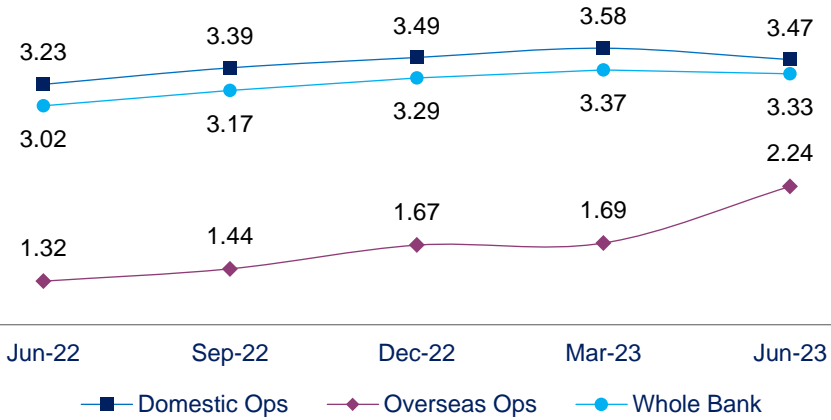
Restructuring 1.0	As on Mar 23	As on Jun 23
Retail Personal	2,583	2,377
Corporate	1,044	1,035
SME	3,323	2,877
Total O/S	6,950	6,288

Restructuring 2.0	As on Mar 23	As on Jun 23
Retail Personal	11,628	11,218
Corporate	0	0
SME	5,724	5,160
Total O/S	17,352	16,378

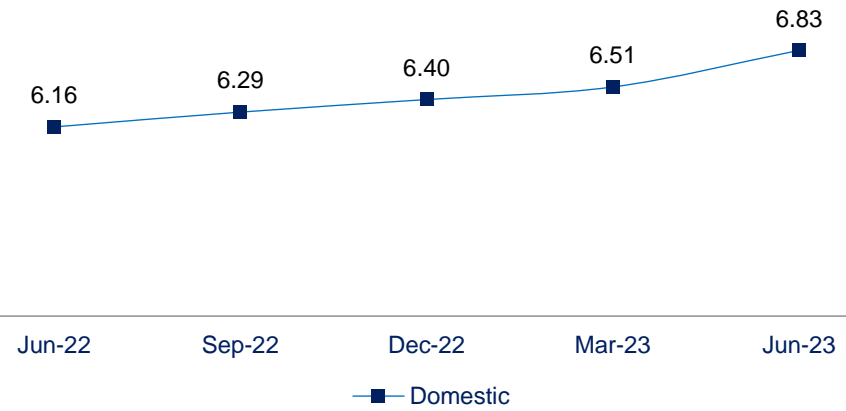
Total Restructuring	24,302	22,666
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Net interest income

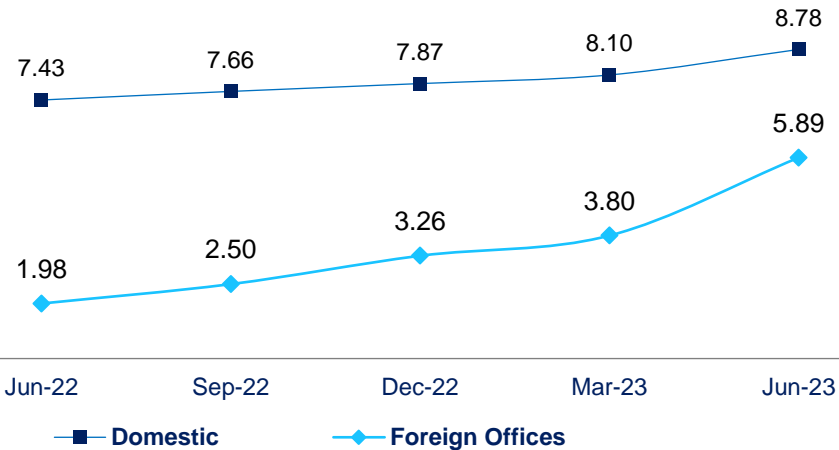
Net Interest Margins (%)



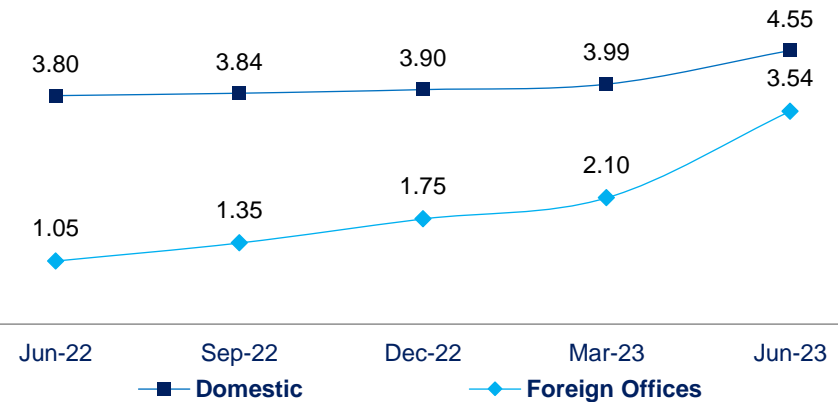
Yield on Investments (%)



Yield on Advances (%)



Cost of Deposits (%)



Non-interest income

₹ in Crores

Fee Income



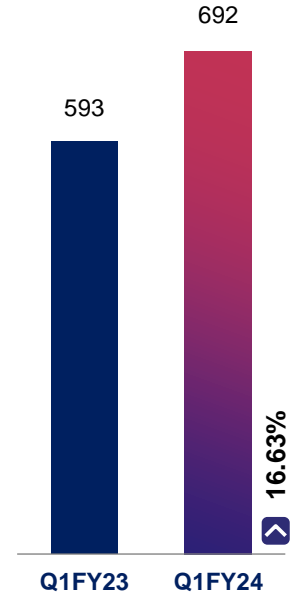
Commission on LC / BG



Commission on Govt. Business



Cross Selling



Fee Income grew by

3.97% YoY in Q1FY24

Cross Sell Income grew by

~17% YoY in Q1FY24

Recovery from AUCA accounts at

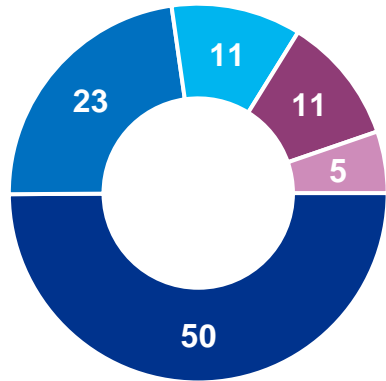
₹1,134 crores in Q1FY24

Non-interest income

Treasury Operations

AFS Book (%)

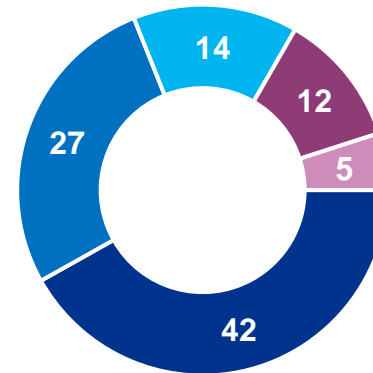
Jun 2022



Modified Duration
2.08

Yield on Investment
6.16%

Jun 2023

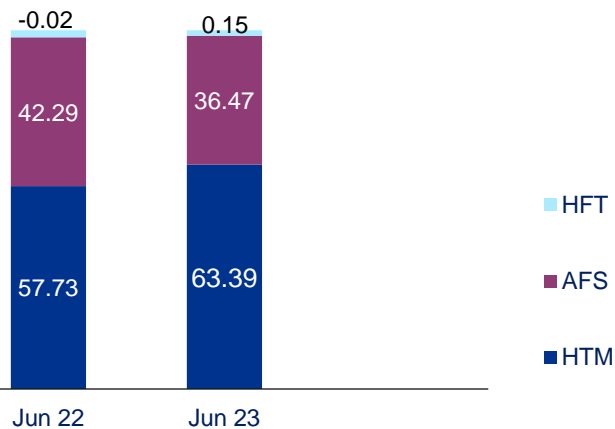


Modified Duration
1.98

Yield on Investment
6.83%

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

Break up of Domestic Investments (%)



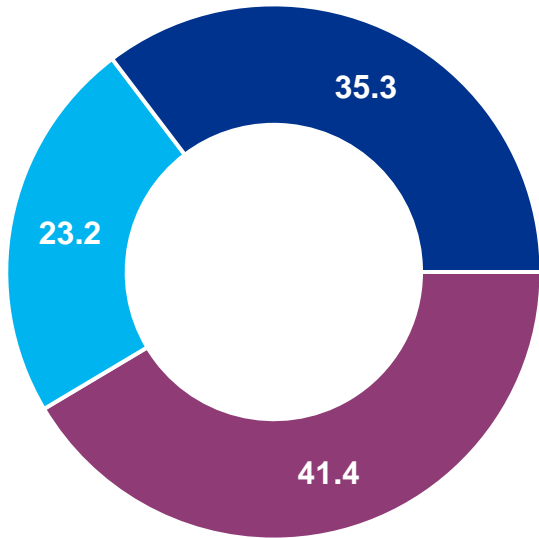
₹ in Crores

Total Investments Book	Jun 22	Jun 23
Domestic Investments	14,93,371	15,24,276
- of which SLR	12,02,179	12,38,517
Foreign Offices Investments	55,829	62,580
Total Investments Book	15,49,200	15,86,855

Operating expenses

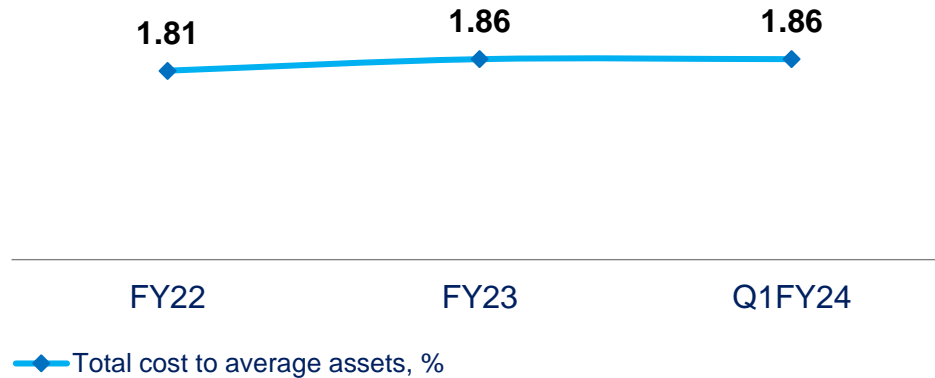
Focus continues on improving income streams with control on costs

Q1FY24 (%)



■ Salary ■ Retiral benefits & other provisions ■ Overheads

Cost to Assets – among the best in the industry



Provisions

Credit costs at

0.32%

for Q1FY24

PCR at

74.82%

legacy book well provided

Non NPA provisions at

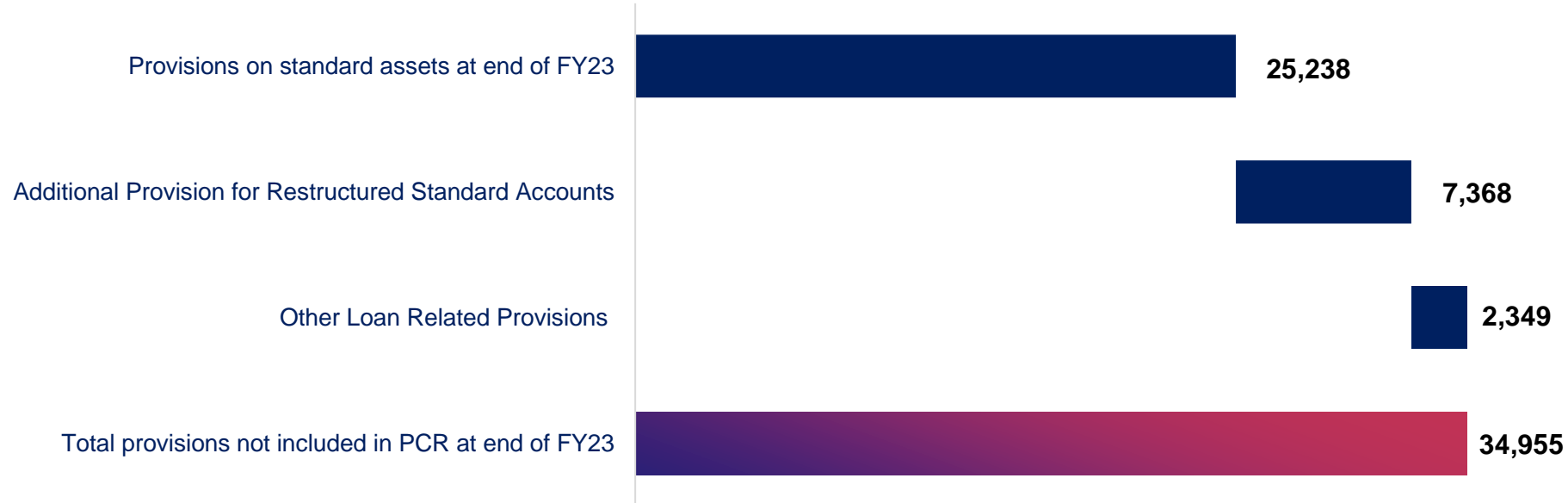
₹ 34,955 crores

~152%

of Net NPA at end of Q1FY24

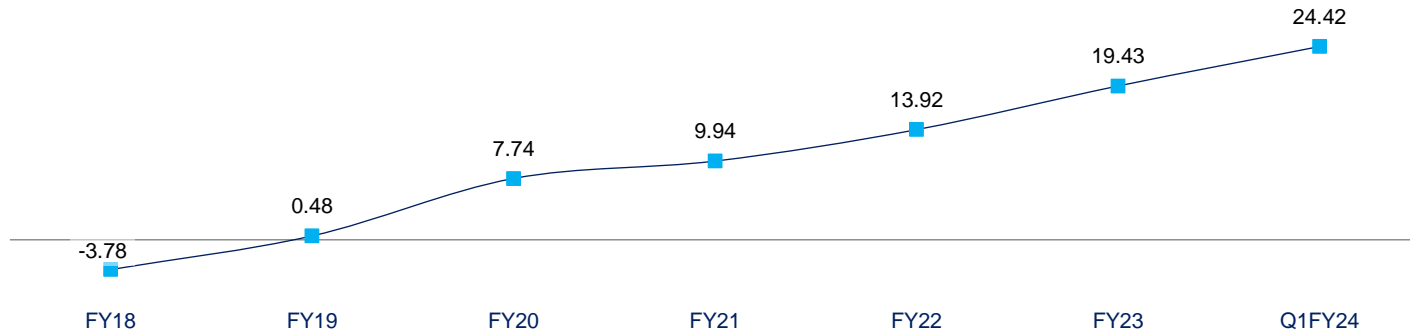
Available Buffer

₹ in Crores



Sustainable RoE / RoA – a perspective

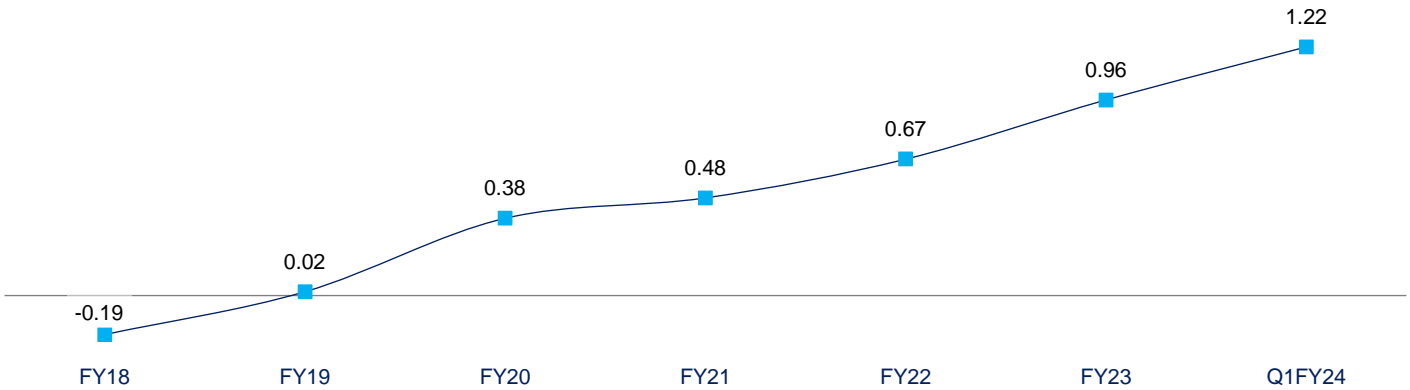
ROE (in %)



Upward trend in ROE

Continuous improvement in ROE from FY19 onwards

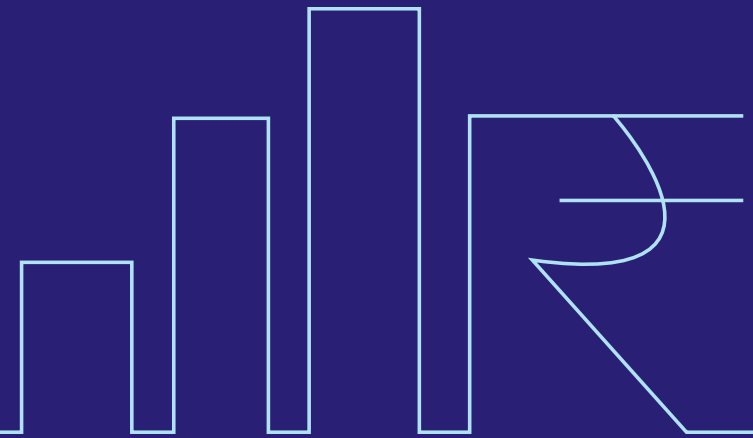
ROA (in %)



Upward trend in ROA

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

Financial Performance



Financials – at a glance

Particulars (₹ in Crores)	Quarter ended			Growth (%)	
	Q1FY23	Q4FY23	Q1FY24	Q1FY24 over Q4FY23	Q1FY24 over Q1FY23
Interest Income	72,676	92,951	95,975	3.25	32.06
Interest Expenses	41,480	52,559	57,070	8.58	37.58
Net Interest Income	31,196	40,393	38,905	-3.68	24.71
Non Interest Income	2,312	13,961	12,063	-13.59	421.73
Operating Income	33,508	54,354	50,968	-6.23	52.11
Operating Expenses	20,756	29,733	25,671	-13.66	23.68
Operating Profit	12,753	24,621	25,297	2.74	98.37
Total Provisions	6,684	7,927	8,413	6.13	25.85
Net Profit	6,068	16,695	16,884	1.14	178.25
NIM (Whole Bank) (%)	3.02	3.60	3.33	-27 bps	31 bps
NIM (Domestic) (%)	3.23	3.84	3.47	-37 bps	24 bps
Cost to Income Ratio (%)	61.94	54.70	50.37	-433 bps	-1,157 bps
Cost to Assets (%)	1.66	2.19	1.86	-33 bps	20 bps

Total income

Particulars (₹ in Crores)	Quarter ended			Growth (%)	
	Q1FY23	Q4FY23	Q1FY24	Q1FY24 over Q4FY23	Q1FY24 over Q1FY23
Interest on Loans	46,474	63,679	67,128	5.42	44.44
Interest on Resources	23,618	26,138	26,366	0.87	11.64
Other Interest income	2,585	3,134	2,481	-20.82	-4.01
Total Interest Income	72,676	92,951	95,975	3.25	32.06
Fee Income	6,372	8,003	6,625	-17.22	3.97
Profit / Loss on Sale / Revaluation of Investments	-6,549	1,800	3,847	113.73	158.75
Forex Income	2,014	-29	540	1,945.25	-73.19
Misc. Income	475	4,187	1,051	-74.90	121.25
Total Non Interest Income	2,312	13,961	12,063	-13.59	421.73
Total Income	74,989	1,06,912	1,08,039	1.05	44.07

Fee income break up

Particulars (₹ in Crores)	Quarter ended			Growth (%)	
	Q1FY23	Q4FY23	Q1FY24	Q1FY24 over Q4FY23	Q1FY24 over Q1FY23
Loan Processing Charges	1,312	1,405	1,026	-26.99	-21.79
Commission on Govt. Business	1,022	886	1,006	13.55	-1.59
Commission on LC/BG	768	818	780	-4.66	1.45
Cross Selling	593	1,132	692	-38.87	16.63
Remittance, Collection, etc.	1,583	1,999	1,432	-28.38	-9.54
Misc. Fee Income	1,094	1,763	1,690	-4.15	54.52
Fee Income	6,372	8,003	6,625	-17.22	3.97

Total expenses

Particulars (₹ in Crores)	Quarter ended			Growth (%)	
	Q1FY23	Q4FY23	Q1FY24	Q1FY24 over Q4FY23	Q1FY24 over Q1FY23
Interest on Deposits	37,300	44,346	49,930	12.59	33.86
Interest on Borrowings	2,737	6,035	4,734	-21.55	72.96
Other Interest paid	1,443	2,178	2,406	10.49	66.70
Total Interest Expenses	41,480	52,559	57,070	8.58	37.58
Salary	9,494	10,330	10,641	3.00	12.07
Provisions for Employees	2,557	7,286	5,960	-18.20	133.07
Staff Expenses	12,051	17,616	16,601	-5.77	37.75
Overheads	8,704	12,116	9,071	-25.14	4.21
<i>of which: Business Acquisition & Development Expenses</i>	<i>1,718</i>	<i>1,334</i>	<i>893</i>	<i>-33.01</i>	<i>-47.99</i>
Operating Expenses	20,756	29,733	25,671	-13.66	23.68
Total Expenses	62,236	82,291	82,742	0.55	32.95

Overheads

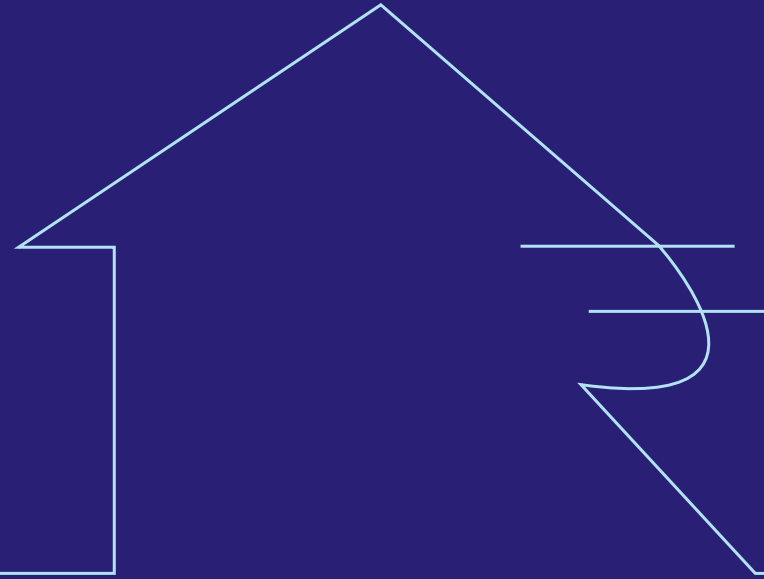
Particulars (₹ in Crores)	Quarter ended			Growth (%)	
	Q1FY23	Q4FY23	Q1FY24	Q1FY24 over Q4FY23	Q1FY24 over Q1FY23
Rent, Taxes and Lighting	1,186	1,645	1,292	-21.47	8.86
Depreciation	837	857	818	-4.56	-2.22
Printing and Stationery	134	221	175	-21.10	30.70
Postage & Telecommunications	114	147	121	-17.27	6.28
Repairs and Maintenance to Bank's Property	211	335	240	-28.39	13.83
Travelling & Halting	278	439	309	-29.50	11.29
Deposit & General Insurance	1,420	1,765	1,387	-21.42	-2.34
Business Acquisition & Development Expenses	1,718	1,334	893	-33.01	-47.99
ATM /CDM/Debit Card /Other Tech Expenses	1,397	2,634	2,028	-23.00	45.17
Misc. Expenses	1,410	2,740	1,808	-34.03	28.21
Overheads	8,704	12,116	9,071	-25.14	4.21

Provisions & profit

Particulars (₹ in Crores)	Quarter ended			Growth (%)	
	Q1FY23	Q4FY23	Q1FY24	Q1FY24 over Q4FY23	Q1FY24 over Q1FY23
Operating Profit	12,753	24,621	25,297	2.74	98.37
Loan Loss	4,268	1,278	2,652	107.43	-37.87
Standard Assets	-1,295	2,558	-433	-116.91	66.59
Investment Depreciation	1,503	18	14	-20.61	-99.06
Other Provisions	-84	-539	268	149.74	419.51
Income Tax	2,292	4,611	5,911	28.20	157.90
Total Provisions	6,684	7,927	8,413	6.13	25.85
Net Profit	6,068	16,695	16,884	1.14	178.25

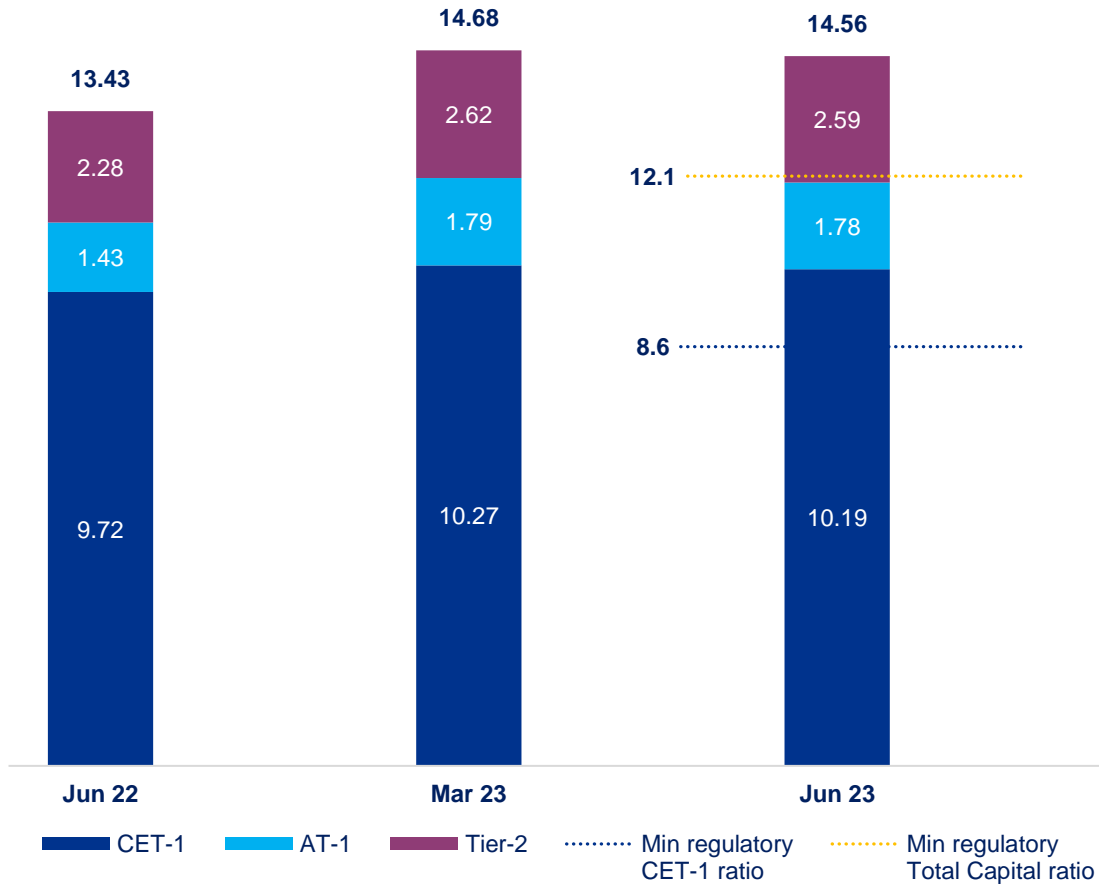
Ratios (Annualized)	Q1FY23	FY23	Q1FY24
ROA (%)	0.48	0.96	1.22
ROE (%)	10.09	19.43	24.42
Earning Per Share (₹)	27.27	56.29	76.09

Capital Adequacy & Asset Quality

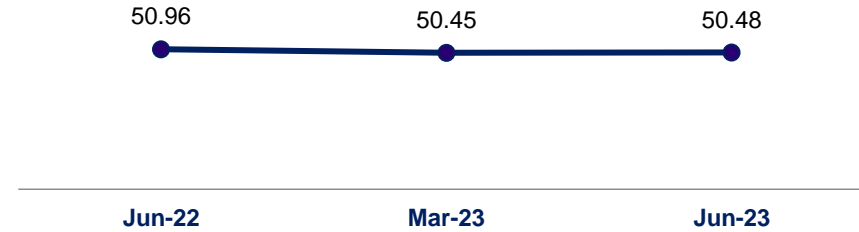


Well-capitalized bank with adequate liquidity

Capital Ratios (%)



RWA to Total Assets (%)

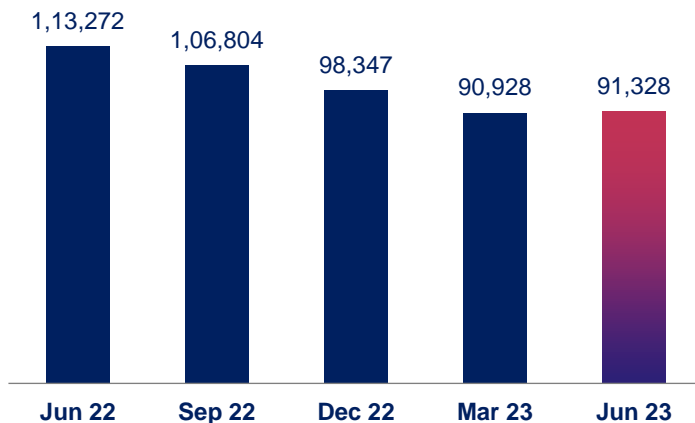


	Jun 22	Mar 23	Jun 23
Credit Risk Weighted Assets on Advances to Gross Advances (%)	55.50	55.80	54.40

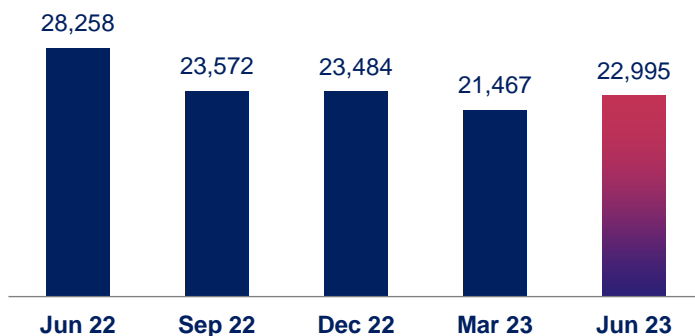
#Including Profits of Q1FY24, total CAR stands at 15.16%

Asset quality (1/4)

Gross NPA (₹ in Crores)



Net NPA (₹ in Crores)



Cumulative for the Period (%)	Jun 22	Sep 22	Dec 22	Mar 23	Jun 23
Gross NPA Ratio	3.91	3.52	3.14	2.78	2.76
Net NPA Ratio	1.00	0.80	0.77	0.67	0.71
PCR (Incl. AUCA)	90.14	91.54	91.52	91.91	91.41
PCR	75.05	77.93	76.12	76.39	74.82
Corporate PCR (Excl. AUCA)	92.30	95.64	96.30	98.59	96.24
Slippage Ratio	1.38	0.86	0.72	0.65	0.94
Credit cost	0.61	0.45	0.37	0.32	0.32

Asset quality (2/4)

₹ in Crores

Movement of NPAs:	Q1FY23	Q2FY23	Q3FY23	Q4FY23	FY23	Q1FY24
Opening Level of Gross NPAs	1,12,023	1,13,272	1,06,804	98,347	1,12,023	90,928
Total Reductions	8,866	8,909	11,667	10,877	40,319	7,472
of which : Recovery + Upgradation	5,208	5,207	1,643	4,200	16,258	3,607
Gross Addition	10,115	2,441	3,209	3,458	19,223	7,872
of which : Increase in O/s	375	42	112	274	803	213
: Fresh Slippages	9,740	2,399	3,098	3,185	18,421	7,659
Net Increase	1,248	-6,468	-8,458	-7,419	-21,096	400
Closing Level of Gross NPAs	1,13,272	1,06,804	98,347	90,928	90,928	91,328

Segmental NPAs:	Jun 22		Mar 23		Jun 23	
	NPA	Ratio %	NPA	Ratio %	NPA	Ratio %
Retail:	58,878	3.73	54,202	3.02	55,911	3.04
Agri.	29,781	12.95	29,675	11.47	29,774	11.28
Per Segment	8,544	0.83	7,434	0.63	8,497	0.71
SME	20,554	6.57	17,093	4.76	17,640	4.77
Corporate	52,062	5.96	34,774	3.55	33,637	3.42
International	2,331	0.52	1,951	0.40	1,780	0.37
Total	1,13,272	3.91	90,928	2.78	91,328	2.76

Movement of NPAs and AUCA (3/4)

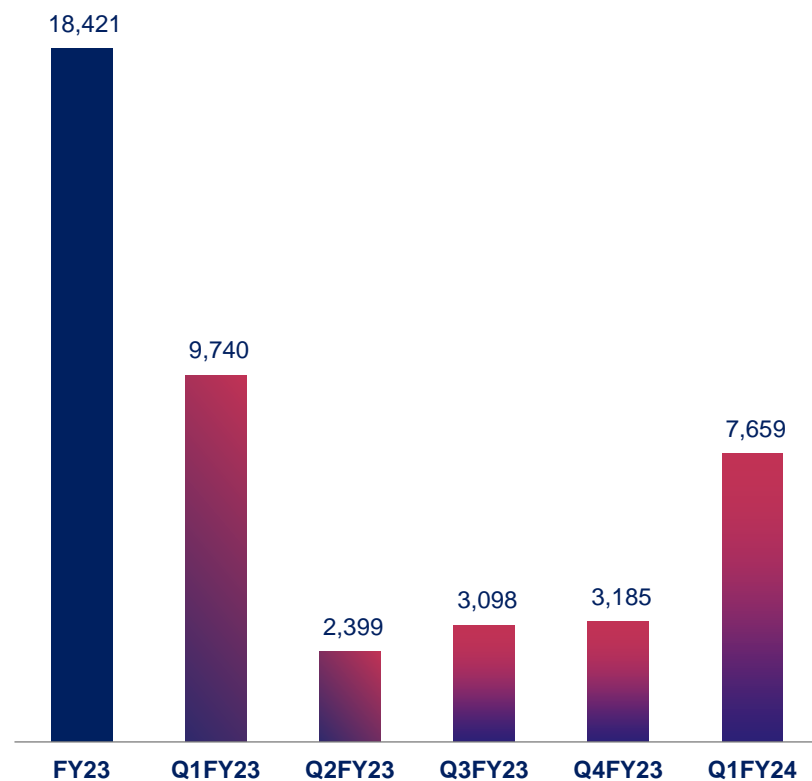
₹ in Crores

Movement of NPAs (incl. Advances under Collection):

	Mar 21	Mar 22	Mar 23	Jun 23
Opening Level of GNPA + AUCA	3,16,684	3,00,496	2,85,358	2,65,497
Gross Addition (Increase in O/s + Slippages)	29,332	26,776	19,223	7,872
Total GNPA + AUCA + Additions	3,46,016	3,27,272	3,04,581	2,73,369
Less: Recovery / Upgradation	27,930	29,218	23,355	4,741
Less: Write-off (Removal from AUCA/Haircut)	17,590	12,696	15,729	1,036
Closing Level of Gross NPAs + AUCA	3,00,496	2,85,358	2,65,497	2,67,592

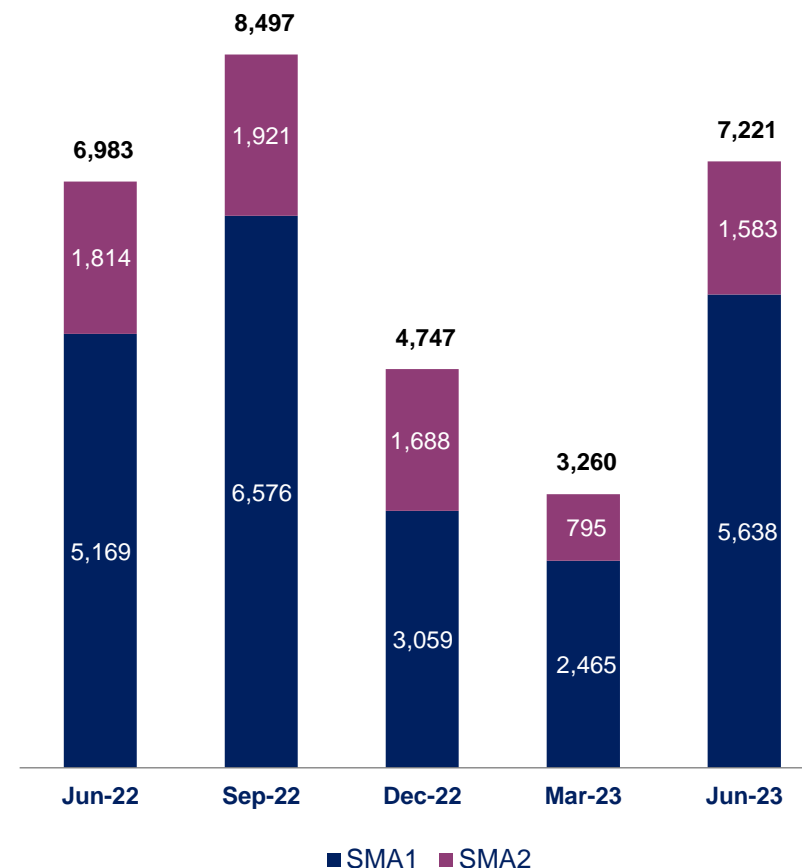
Asset quality (4/4)

Slippages ₹ in Crores

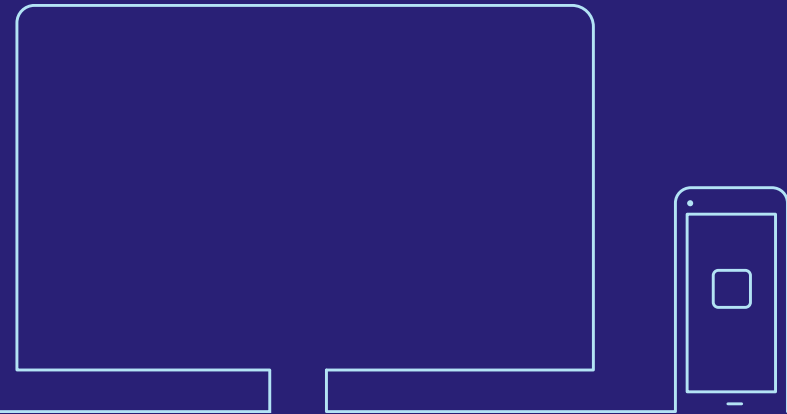


SMA 1 & SMA 2 ₹ in Crores

Accounts with exposure above ₹ 5 crore: CRILC data



Digital Journey



Accelerating digital agenda (1/8)

YONO SBI
for every **indian**

▶▶ Features

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



Ab Sara India Bolega YONO it

YONO is now for Every Indian
Enjoy payments, loans and much more

ANYONE, ANY BANK, ANYTIME

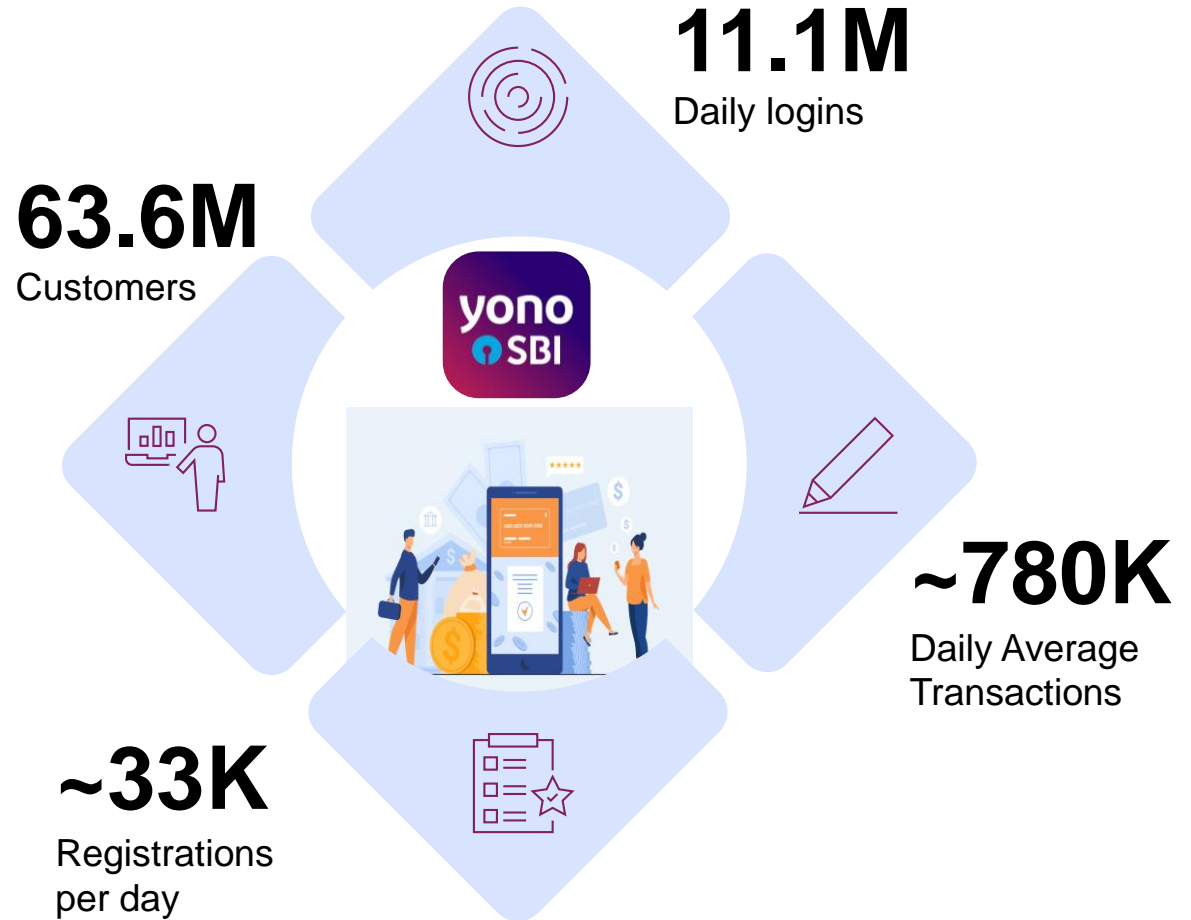
KEY USPs:

-  Open to users with or without SBI Account
-  Secure payments
-  User-friendly interface
-  SBI's legacy of trust
-  Easy to download



Accelerating digital agenda (2/8)

You only need one



*Figures calculated based on Q1FY24 Data

Accelerating digital agenda (3/8) YONO: Driving digital agenda of the Bank

6.36+ Cr

YONO customers registered



Digital Banking

Create seamless omni-channel customer experience

23.4 K

New daily digital SB accounts opened (Q1FY24)

1.11 Cr

Daily logins (Q1FY24)

1.04 L

Average Daily Cardless Cash Withdrawal (Q1FY24)



Financial Superstore

Provide one-stop shop for all financial needs

₹332 Cr

Sales Mutual Fund (Q1FY24)

214 K+

Approved credit cards (Q1FY24)

39 L

Insurance Policies sold (Q1FY24)



Online Market Place

Increase customer engagement

52.44 L

Customer visiting YONO to shop & order (Q1FY24)

₹ 354 Cr

Gross Merchandise Value (Q1FY24)

Merchants on-boarded under

17

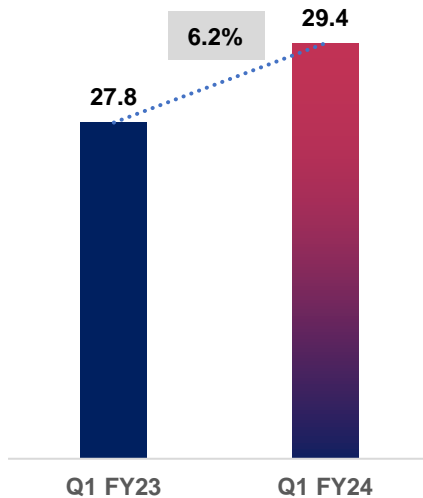
Categories

(since inception)

Accelerating digital agenda (4/8)

YONO has shown growth across products and registrations

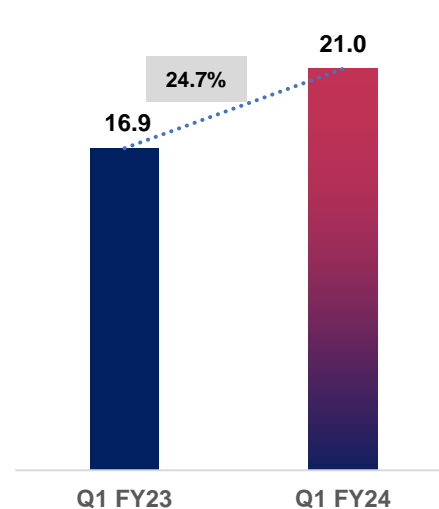
YONO Registration
(#Lakhs)



~30_L

new YONO registrations in current FY

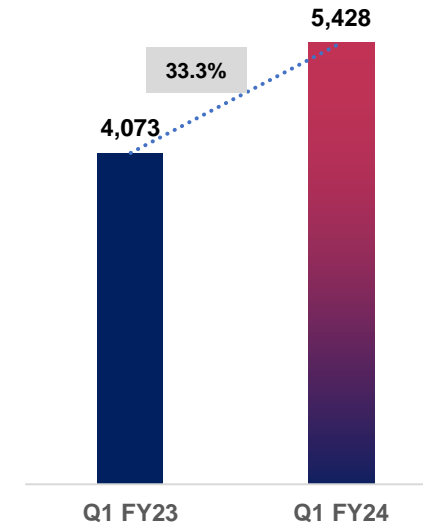
Regular SB A/C opened
(#Lakhs)



~63%

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

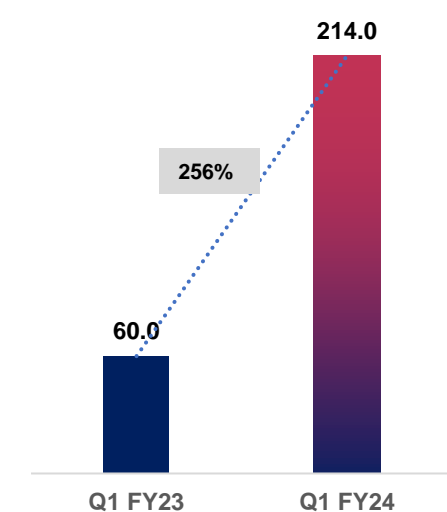
Pre-Approved PL Disbursed
(₹ Cr.)



~34%

growth in no. of personal loans disbursed during Q1FY24

Credit Card Sourced
(# '000)



~145%

QoQ growth in Q1FY24

Accelerating digital agenda (5/8)

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 (6/8)

YONO for Business: Growth metrics

Q1FY24

Journey



Digital Banking

YB CINB Payments ✓	Value generated	₹ 49,66,842 Cr.		
NTD Customers ✓	Customer onboarded	1,06,622	Active Users (Desktop) 22,81,756	Active Users (YB App) 9,56,893
PABL ✓	Loan Book	Loans Value ₹1,123 Cr	Leads Converted 14,741	
Current Account ✓	New digital CA	47,072	Digital 37 %	



Letter of Credit

Import ✓	Import letter of credit	₹ 23,061 Cr	Digital LCs 3,038 (Nos.)	Digital 65%*
Inland ✓	Inland letter of credit	₹ 5,788 Cr	Digital LCs 4,028 (Nos.)	Digital 49%*
Export ✓	Export letter of credit	₹ 9,262 Cr	Digital LCs 3,103 (Nos.)	Digital 51%*

*Digital % of Total LCs issued

Accelerating digital agenda (7/8)

Digital Leadership across channels

Market share across channels

(as per latest available data)

26.13%

Debit card spends

26.78%

Mobile Banking
No. of Transactions

29.82%

ATMs

22.28%

Mobile Banking
Transaction value

With varied payment modes

UPI

681 cr

Remit transactions
(in Q1FY24)

39.7 cr

Number of SBI
UPI handles

25.8%

(#1 Remittance Bank)
Market share in remittances

Debit cards

25.77 cr

Debit Cards

>19 cr

Debit Card spend
transactions

~₹42 K Cr

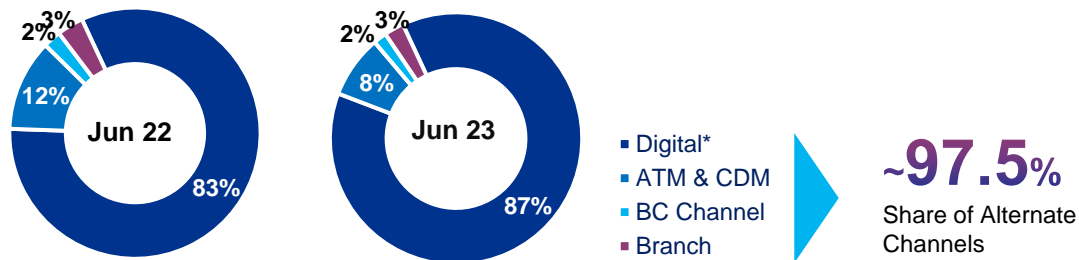
Debit Card spend
(in Q1FY24)

ATM

~1.2 cr

ATM transactions
per day

Increasing digital adoption(%)



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

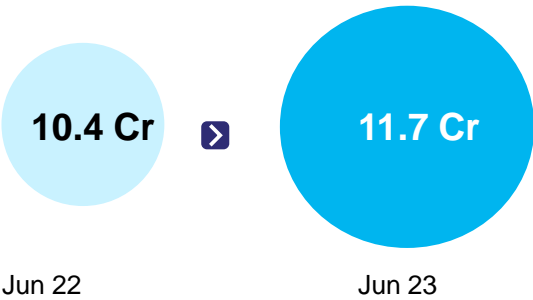
Accelerating digital agenda (8/8)

Digital Presence across channels

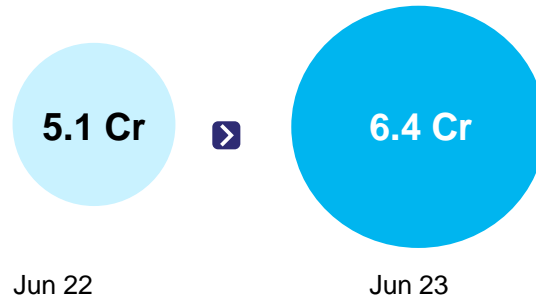
Presence across access points

Customer touch points

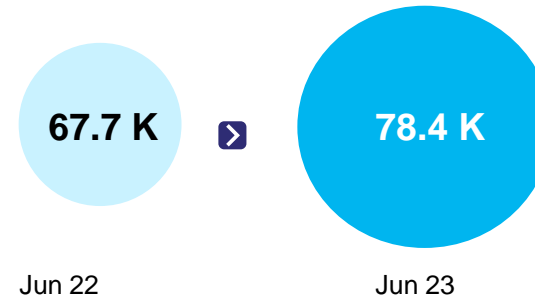
INB Customer



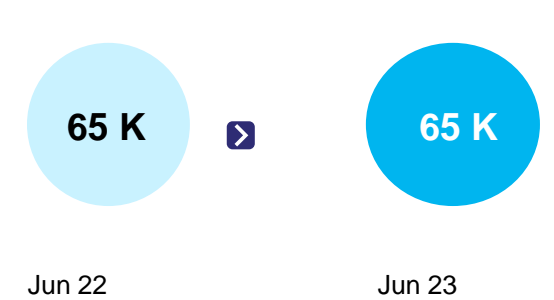
Mobile banking (Retail)



No. of BC Outlets



Number of ATMs



Payment acceptance touch points

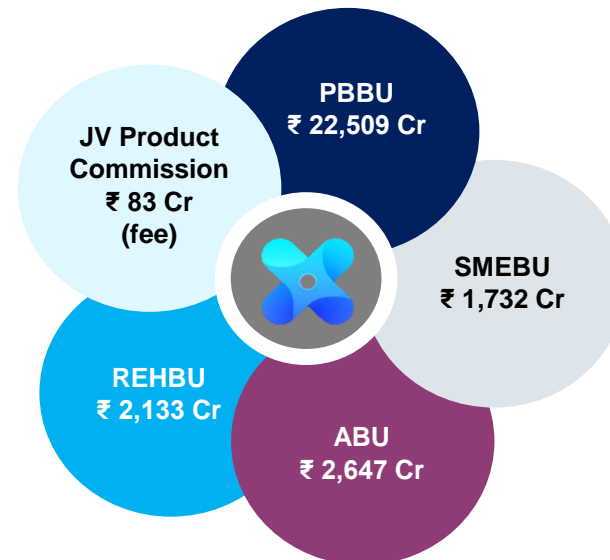
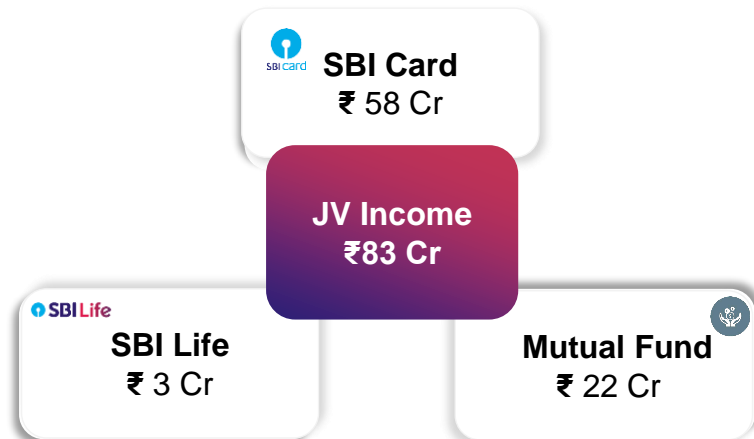
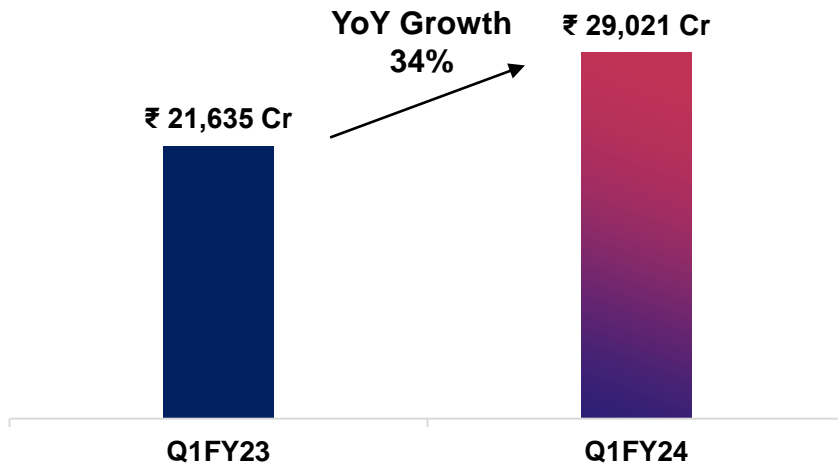
25_L
BHIM SBI Pay

11.5_L
SBI POS

10.6_L
BHIM-Aadhar-SBI

7.6_L
Bharat QR

Advances Business Through Analytical Leads (1/2)



Digital Lending

Q1FY24

PAPL
₹5,416 Cr.

PABL
₹1,123 Cr.

PA2WL
₹4 Cr.

RTXC
₹203 Cr.

Insta Home Topup
₹226 Cr.

POS online
₹51 Cr.

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

Analytics – New Enablers (2/2)

Martech

- Marketing Tech Stack being procured to gain insights into user behavior
- Tech Stack has been designed to facilitate Analytics Use-cases
- Several new data points & use-cases to be enabled, including:
 - Customer Journey Analytics
 - Customer Nudges
 - Campaign orchestration and measurement
 - Integration with in-app and web analytics

Digital Marketing

- Several Analytics-enabled Digital Marketing campaigns undertaken
- Employees recruited from the Industry to enhance digital marketing talent pool
- In-depth training in digital marketing provided to senior Data Scientists

Industry-Academia Connect

- Grant worth ₹22.5 Cr. provided to IIT-Bombay through CSR arm SBI Foundation
- Grant covers:
 - Set-up of a hub to research current/emerging issues in Banking Analytics
 - Funding for research targeting pain-points in the Indian BFSI sector
- Extensive collaboration planned to combine Bank's on-the-ground experience with IIT-Bombay's research expertise

Customer Relationship Management

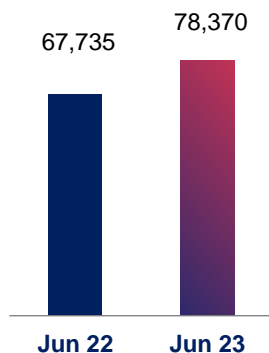
- Deeper Integration of Analytical Dashboards through API-triggered tracking
- Improved adoption through email broadcasts, awareness campaigns, etc.
- Data Quality of CRM enhanced by removing duplicate leads, etc.

Banking with a Purpose

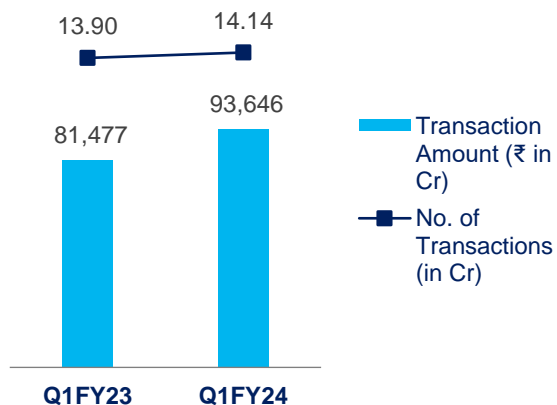


Financial Inclusion

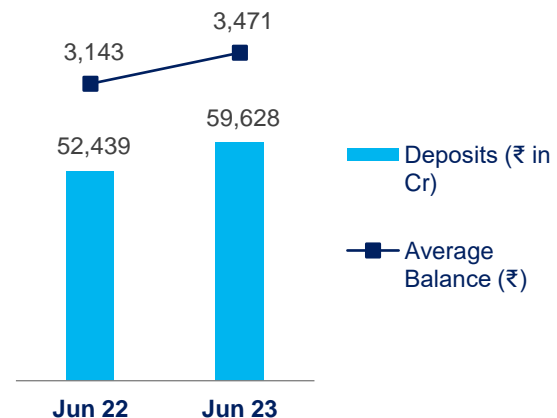
No. of BC outlets



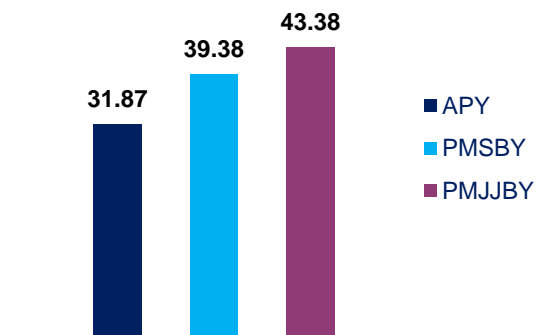
Transactions in BC Channel



Deposits in FI Accounts



Market Leader Social Security Schemes (PSBs) (Share in %)
(As on 30.06.2023)



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	Jun 22	Jun 23
APY	0.94	1.22
PMJJBY	3.02	4.40
PMSBY	8.13	10.10

Improvement in Ease of Banking

	Jun 22	Jun 23
Passbook Printers installed at CSPs	18,510	23,293
% Share of Passbooks printed at CSPs	18.81	14.85

Sustainability Highlights

Financial Capital	Natural Capital	Social Capital	Human Capital
₹ 16,884 crores Net Profit	₹ 40,604 crores Renewable Energy (RE) financed portfolio	₹ 4.34 crores CSR Spend	2,35,075 Total workforce*
₹ 33.04 lakh crores Advances	26,694.81 MW Capacity of RE financed portfolio	78,370 Business correspondents*	26.81% Women in workforce*
₹ 45.31 lakh crores Deposits	>37 MWp Captive RE Capacity*	26,122 Youth trained through RSETIs	5,375 Persons with Disabilities / Divyang*
97.5 Share of transactions through Alternate Channels	32 Green Building Certifications*	5,300 Sanitary pads distributed	98.84% Staff covered under medical benefits

* indicates values that are cumulative in nature i.e. up to 30.06.2023

Environment

Formation of ESG & Climate Finance Unit

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

Vision

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

Mission

To achieve by 2030:

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

EV Chargers

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

Shift to Renewal energy sources

Solar roof tops installed in 11 Branch premises with a capacity of 236 kWp

Tree Plantation

More than 40,000 trees have been planted in open spaces and branch/office premises

Installation of PET bottle crushing machines

4 machines installed at Bank's owned premises towards responsible disposal of Single Use Plastic

Impetus for Renewable Energy (RE) : Supporting growth of RE projects with an associated capacity of 26,694.81 MW

As of 30th June 2023

Financing for various renewable energy projects: ₹ 40,604 crore

Financing for sustainability – major projects

Solar Power (Rooftop & ground mounted) ₹ 24,098 crore

Sustainable Transportation ₹ 3,960 crore

Small hydro / Hydro ₹ 9,139 crore

Flue Gas Distribution ₹ 573 crore

Wind Power and Biomass ₹ 7,367 crore

Energy Efficiency process / products ₹ 563 crore

Contributing to Society (1/2)

CSR activities planned by the Bank for current Financial Year

- **PwD welfare:** Distribution of 2,600 wheel-chairs for use by PwDs
- **Senior citizen welfare:** Adoption of 104 old age homes across the country
- **Child welfare:** Adoption of 104 orphanages across the country
- **Women empowerment:** Distribution of 5,200 sewing machines and adoption of 520 Anganwadis across the country
- **Digital education:** Setting up of smart classrooms / computer labs in 208 primary/secondary schools across the country
- **Girl health / hygiene:** Distribution of 2.36 lakh sanitary kits in 450 girls' schools across the country.
- **Rural health-care:** Improvement of rural health care by donating required medical equipments at 208 Primary Health Centres across the country.

SBI has earmarked a budget of ₹ 502.32 Crore for the FY 2023-24, towards undertaking various CSR activities across the Bank.

Contributing to Society (2/2)

SBI Foundation long-term projects underway



A flagship program for the holistic development of villages.

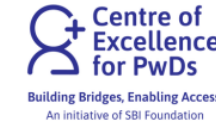
Adopted 150 villages across 25 States.

- Celebrated World Environment Day by planting saplings & International Yoga Day across India during the quarter



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

- Engaged with Govt. of Meghalaya towards improvement of early childhood education



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

- Training organized during the quarter for RBI officials with Visual Impairment.
- MOU signed with another PSB to provide training to 900+ Employees with Visual Impairment (VI) and Speech and Hearing Impaired (SHI).



LEAP

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

- Organised a District Entrepreneurship Coalition in Mirzapur with participation of key stakeholders



Rural development fellowship programme which provides a framework for bright young minds from Urban Areas to join hands with rural communities in their struggles and aspirations.

- 17 Alumni ventures given funding support of ₹ 57 Lakh under SBI YFI Sahyog since its inception.



CONSERW

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

- Launched a Satellite Mangrove nursery with a capacity of 60,000 saplings. The project will restore 30 acres of degraded land by planting 2 lakh saplings.



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

- Presently 43 projects underway across 23 states & UTs covering Health and Women empowerment.



ACE

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

- The athletes supported have participated in 76 tournaments since January 2023 who have won 86 medals - 50 Gold, 22 Silver and 14 Bronze.

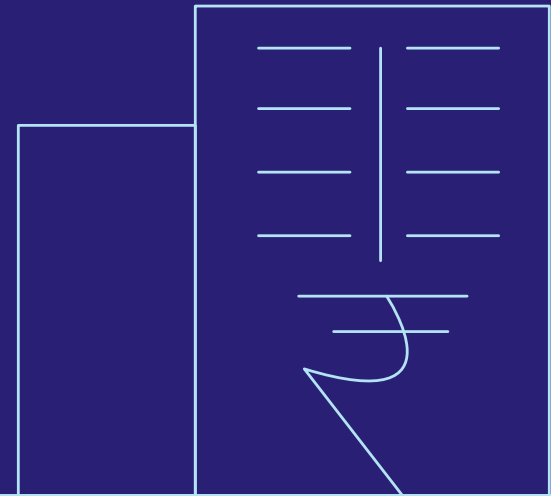
SBI's Policy Framework

Governance

Board level committees & Policies for better control and governance

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

Subsidiaries, Group Financials & Balance Sheet



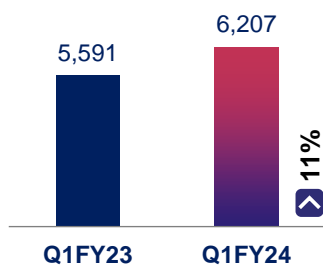
SBI and its subsidiaries - leveraging synergies (1/2)

As on Jun 2023
₹ in Crores

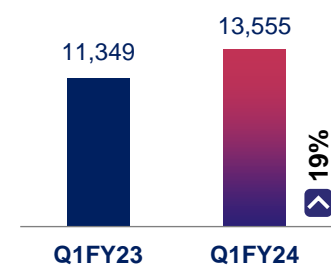


	Q1FY23	Q1FY24
PAT (₹ in cr)	263	381
ROE (in %)	9.0	11.5

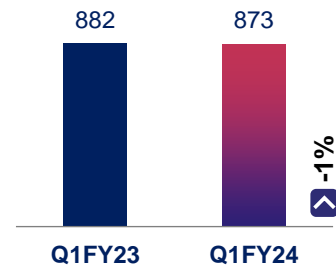
Total New Business Premium



Gross Written Premium



Value of New Business



Market Share

- **Private market leadership** in Individual New Business Premium, Individual Rated Premium and Total New Business Premium with market share of 27%, 23% and 22% respectively.

Business Performance

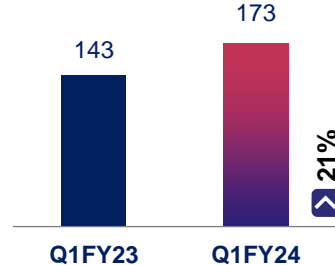
- Individual New Business Premium grew by 18% and Individual Rated Premium grew by 3%.
- Operating Expense ratio is at 6.8%, lowest in the industry.
- Robust solvency ratio of 2.15
- VONB decreased by 1% and VONB margin by -157 bps.



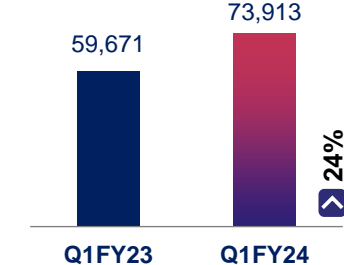
	Q1FY23 [#]	Q1FY24 [#]
PAT (₹ in cr)	627	593
ROE (in %)	30.8	23.3

[#]As per Ind AS

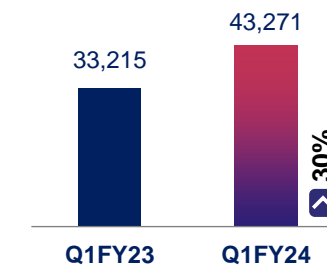
CIF (In Lakh)



Spends



Receivables



Market Share

- #2 player both in Cards and Spends
- Cards in force Q1 FY24 19.6% (Q1 FY23 18.2%),
- Spends Q1 FY24 17.8% (Q1 FY23 18.2%)

Portfolio

- ▲ 21% YoY in cards,
- ▲ 24% YoY in spends
- ▲ 30% YoY in receivables

Profitability

- Revenue from Operations growth 26%, PAT at ₹ 593 Cr
- ROA 5.1%, ROE 23.3%
- Healthy Capital Adequacy Ratio (CAR) at 22.9%, Tier 1 at 20.3%

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

As on Jun 2023
₹ in Crores



	Q1FY23 [#]	Q1FY24 [#]
PAT (₹ in cr)	248	467
ROE (in %)	25.9	36

[#] 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 54 bps from 17.15% in Q1FY23 to 17.69% in Q1FY24.



Group	Q1FY23 [*]	Q1FY24 [*]
PAT (₹ in cr)	99	105
ROE (in %)	6.6	5.2

Performance Highlights

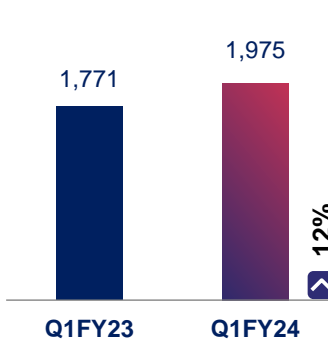
- **Ranked No.1** along with SBI with Market share of 49.9% (H1 CY23) India Borrower Loans in Local currency- Mandated Lead Arranger as per Bloomberg. (Market share of 76.2% CY22).

^{*}As per Ind AS

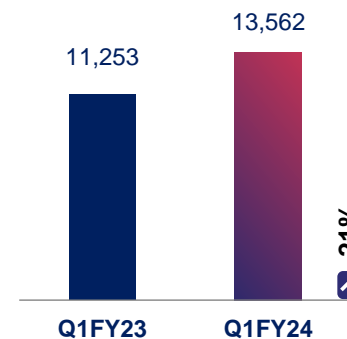


	Q1FY23	Q1FY24
PAT (₹ in cr)	139	71
ROE (in %)	20.3	8.8

Gross Written Premium



AUM



Performance Highlights

- Gross Written Premium (GWP) grew by 12% and AUM grew by 21% YoY in Q1FY24.
- SBIG Market share amongst the private sector GI players (including SAHI) is at 4.82% in YTD Jun'23.
- Loss Ratio of the Company at 90% in CY.
- Combined Ratio of the Company at 112% in YTD Jun'23.

Regional Rural Banks

Sponsored by SBI

Performance Highlights for Q1FY24

14 RRBs operating in 13 States & 1 UT

- Deposits at ₹1,26,469 crores ▲ 13.10% YoY
- CASA ▼ 163 bps YoY at 53.51%
- Advances at ₹86,512 crores ▲ 15.76% YoY
- CD Ratio ▲ 158 bps YoY at 68.41%
- NIM ▲ 11 bps YoY at 4.24%

Network of 4,753 branches in 230 districts

- Gross NPA ▼ 70 bps YoY at 4.69%
- Net Profit of ₹694 crores ▲ 93% YoY
- ROA ▲ 69 bps YoY at 1.68%
- PCR ▲ 887 bps YoY at 85.72%
- ROE ▲ 726 bps YoY at 20.74%

SBI group financials – Q1FY24

₹ in Crores

	Quarter Ended		Growth (%)
	Q1FY23	Q1FY24	YoY
Interest Earned	76,781	1,01,460	32.14
Non-Interest Income	17,743	30,873	74.00
Total Income	94,524	1,32,333	40.00
Interest Expended	41,931	58,045	38.43
Operating Expenses (i+ii)	37,566	45,980	22.40
(i) Employee Cost	13,137	17,809	35.56
(ii) Other Operating Expenses	24,428	28,170	15.32
Total Expenditure	79,497	1,04,025	30.85
Operating Profit	15,028	28,308	88.37
Provisions (other than Tax)	4,762	3,101	-34.90
Add: Share in profit of associates	268	358	33.74
Less: Minority Interest	471	558	18.34
Tax Expenses	2,737	6,472	136.46
Net Profit	7,325	18,537	153.06

	Quarter Ended	
	Q1FY23	Q1FY24
ROA (%)	0.54	1.24
ROE (%)	11.16	24.38
Earning Per Share (₹)	32.92	83.54
Expenses Ratio (%)	61.74	50.22
NIM (%)	3.07	3.37
Gross NPA Ratio (%)	3.85	2.74
Net NPA Ratio (%)	0.99	0.70

Balance sheet

Liabilities

₹ in Crores

	SBI SOLO			SBI GROUP		
	Jun 22	Jun 23	YOY Growth (%)	Jun 22	Jun 23	YOY Growth (%)
Capital	892	892	0.00	892	892	0.00
Reserves and Surplus	2,90,471	3,43,549	18.27	3,17,106	3,76,694	18.79
Minority Interest				11,621	13,692	17.83
Deposits	40,45,696	45,31,237	12.00	40,81,310	45,78,362	12.18
Borrowings	4,80,653	4,12,352	-14.21	5,04,594	4,44,041	-12.00
Other Liabilities & Provisions	2,08,108	2,55,046	22.55	4,82,128	5,93,610	23.12
Total Liabilities	50,25,820	55,43,076	10.29	53,97,650	60,07,292	11.29

Assets

	SBI SOLO			SBI GROUP		
	Jun 22	Jun 23	YOY Growth (%)	Jun 22	Jun 23	YOY Growth (%)
Cash & balances with RBI	2,32,567	2,16,108	-7.08	2,32,803	2,16,291	-7.09
Bal with Banks & Money at Call and Short Notice	50,317	68,829	36.79	55,189	79,979	44.92
Investments	15,29,204	15,72,630	2.84	18,21,329	19,38,614	6.44
Net Advances	28,15,249	32,35,023	14.91	28,76,456	33,05,843	14.93
Fixed Assets	41,960	42,334	0.89	43,801	44,356	1.27
Other Assets	3,56,523	4,08,152	14.48	3,68,073	4,22,208	14.71
Total Assets	50,25,820	55,43,076	10.29	53,97,650	60,07,292	11.29

Thank You