



# Leading the Cashless revolution in India

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# Quarterly Results 9MFY17

**Analyst Presentation** 

### 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 results may differ materially from those included in these statements due to a variety of factors.

All financial and other information in these slides, other than financial and other information for specific subsidiaries where specifically mentioned, is on an unconsolidated basis for SBI only unless specifically stated to be on a consolidated basis for SBI Group. Please also refer to the statement of unconsolidated, consolidated and segmental results required by Indian regulations that has, along with these slides, been filed with the stock exchanges in India





Business

Capital

Asset Quality

Digital

Associates & Subsidiaries

Balance Sheet



# **Sustained Operating Performance**

|                     | Q3FY17 | Q3FY16 | YOY % |
|---------------------|--------|--------|-------|
| Interest Income     | 43,926 | 40,644 | 8.07  |
| Other Income        | 9,662  | 6,087  | 58.73 |
| Total Income        | 53,588 | 46,731 | 14.67 |
| Interest Expenses   | 29,174 | 26,947 | 8.26  |
| Net Interest Income | 14,752 | 13,697 | 7.70  |
| Operating Expenses  | 11,870 | 10,186 | 16.53 |
| Operating Profit    | 12,543 | 9,598  | 30.69 |

| 9MFY17   | 9MFY16   | YOY % |
|----------|----------|-------|
| 1,28,126 | 1,21,057 | 5.84  |
| 25,133   | 17,260   | 45.62 |
| 1,53,259 | 1,38,317 | 10.80 |
| 84,337   | 79,263   | 6.40  |
| 43,789   | 41,794   | 4.77  |
| 34,101   | 29,988   | 13.72 |
| 34,821   | 29,066   | 19.80 |



### **Provisions and Net Result**

|                            | Q3FY17 | Q3FY16 | YOY %  | 9MFY17 | 9MFY16 |
|----------------------------|--------|--------|--------|--------|--------|
| Operating Profit           | 12,543 | 9,598  | 30.69  | 34,821 | 29,066 |
| Total Provisions           | 9,933  | 8,483  | 17.10  | 27,152 | 20,379 |
| Loan Loss                  | 7,245  | 7,645  | -5.23  | 21,254 | 14,845 |
| Standard Assets            | 1,364  | 175    |        | 2,211  | 1,162  |
| Investment<br>Depreciation | 100    | 26     |        | 220    | 155    |
| Other Provisions           | 235    | 104    | 125.68 | 568    | 147    |
| Income Tax                 | 990    | 533    | 85.75  | 2,900  | 4,069  |
| Net Profit                 | 2,610  | 1,115  | 134.01 | 7,669  | 8,687  |

| 9MFY17 | 9MFY16 | YOY %  |
|--------|--------|--------|
| 34,821 | 29,066 | 19.80  |
| 27,152 | 20,379 | 33.24  |
| 21,254 | 14,845 | 43.17  |
| 2,211  | 1,162  | 90.23  |
| 220    | 155    | 41.57  |
| 568    | 147    |        |
| 2,900  | 4,069  | -28.75 |
| 7,669  | 8,687  | -11.71 |



# **Interest Income / Expenses**

|                       | Q3FY17 | Q3FY16 | YOY % |
|-----------------------|--------|--------|-------|
| Interest on Loans     | 29,831 | 28,860 | 3.36  |
| Interest on Resources | 13,097 | 10,814 | 21.12 |
| Other Interest income | 997    | 970    | 2.78  |
| Total Interest Income | 43,926 | 40,644 | 8.07  |

| 9MFY17   | 9MFY16   | YOY % |
|----------|----------|-------|
| 89,649   | 86,424   | 3.73  |
| 35,564   | 31,812   | 11.79 |
| 2,913    | 2,821    | 3.26  |
| 1,28,126 | 1,21,057 | 5.84  |

| Interest on Deposits    | 27,046 | 24,919 | 8.53  |
|-------------------------|--------|--------|-------|
| Interest on Borrowings  | 1,046  | 1,120  | -6.60 |
| Other Interest paid     | 1,082  | 908    | 19.19 |
| Total Interest Expenses | 29,174 | 26,947 | 8.26  |

| 3,164<br><b>84,337</b> | 2,773<br><b>79,263</b> | 14.09<br><b>6.40</b> |
|------------------------|------------------------|----------------------|
| 2,838                  | 2,727                  | 4.05                 |
| 78,335                 | 73,762                 | 6.20                 |



### **Robust Growth in Non-Interest Income**

|                                       | Q3FY17 | Q3FY16 | YOY %  |
|---------------------------------------|--------|--------|--------|
| Fee Income                            | 4,011  | 3,509  | 14.30  |
| Profit/Loss on Sale of Investments    | 3,969  | 1,235  | 221.29 |
| Forex Income                          | 591    | 464    | 27.44  |
| Dividend Income                       | 0      | 1      |        |
| Misc Income                           | 1,091  | 878    | 24.32  |
| of which:<br>Recovery in w/o accounts | 712    | 545    | 30.54  |
| Total Non Interest Income             | 9,662  | 6,087  | 58.73  |

| 9MFY17 | 9MFY16 | YOY %  |
|--------|--------|--------|
| 11,725 | 9,865  | 18.86  |
| 8,983  | 3,602  | 149.42 |
| 1,799  | 1,314  | 36.89  |
| 295    | 81     |        |
| 2,331  | 2,399  | -2.82  |
| 1,944  | 1,602  | 21.34  |
| 25,133 | 17,260 | 45.62  |



# Stable Fee Income

|                                       | Q3FY17 | Q3FY16 | YOY %  |
|---------------------------------------|--------|--------|--------|
| Fee Income                            | 4,011  | 3,509  | 14.30  |
| of which :<br>Loan Processing Charges | 594    | 791    | -24.84 |
| Commission on Govt.<br>Business       | 460    | 473    | -2.65  |
| Commission on LC/BG                   | 863    | 808    | 6.82   |
| Transaction Fees                      | 715    | 819    | -12.73 |
| Cross Sell                            | 200    | 110    | 81.79  |
| Misc Fee Income                       | 1,179  | 509    | 131.73 |

| 9MFY17 | 9MFY16 | YOY %  |
|--------|--------|--------|
| 11,725 | 9,865  | 18.86  |
| 1,577  | 1,764  | -10.55 |
| 1,545  | 1,509  | 2.36   |
| 2,296  | 2,303  | -0.30  |
| 2,330  | 2,453  | -5.02  |
| 497    | 296    | 67.86  |
| 3,480  | 1,540  | 126.03 |



# **Investing in Our Future Growth**

|                      | Q3FY17 | Q3FY16 | YOY % |
|----------------------|--------|--------|-------|
| Staff Expenses       | 7,137  | 6,123  | 16.57 |
| Overheads            | 4,733  | 4,063  | 16.47 |
| Operating Expenses   | 11,870 | 10,186 | 16.53 |
| Cost to Income Ratio |        |        |       |

| 9MFY17 | 9MFY16 | YOY %    |
|--------|--------|----------|
| 20,247 | 18,171 | 11.42    |
| 13,854 | 11,817 | 17.24    |
| 34,101 | 29,988 | 13.72    |
| 49.48  | 50.78  | -130 bps |

|                                 | Past 12 Months |
|---------------------------------|----------------|
| Branches opened                 | 667            |
| ATMs Installed                  | 1,501          |
| POS Installed                   | 1,21,009       |
| Employees joined                | 7,367          |
| Retirement / other exit         | 12,748         |
|                                 |                |
| Staff Strength as on 31.12.2016 | 2,00,820       |



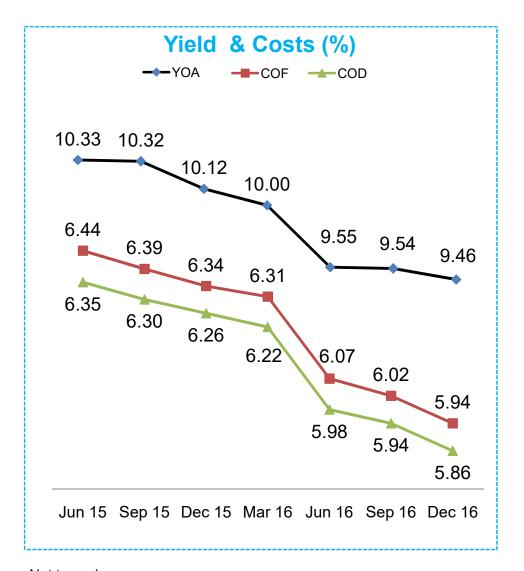
# **Containing Operating Expenses**

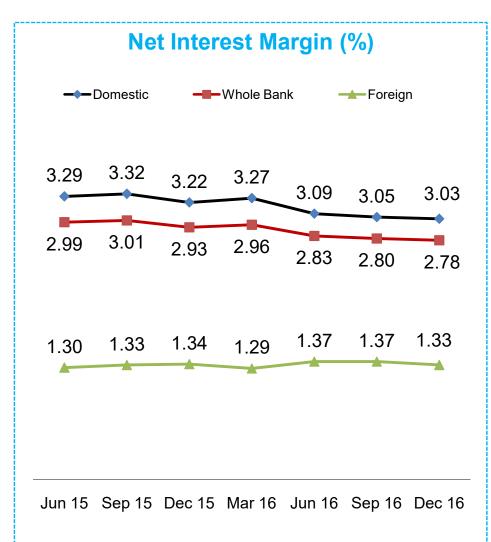
|  | Q3FY17 | Q3FY16 | YOY % |
|--|--------|--------|-------|
| Staff Expenses                                 | 7,137  | 6,123  | 16.57 |
| of which : Salary                              | 5,483  | 4,924  | 11.35 |
| Contribution for Employees                     | 1,654  | 1,198  | 38.02 |
| Overheads                                      | 4,733  | 4,063  | 16.47 |
| of which: Rent, Taxes and Lighting             | 945    | 928    | 1.85  |
| Depreciation                                   | 472    | 433    | 9.12  |
| Printing and Stationery                        | 78     | 67     | 16.04 |
| Postage & Telecommunications                   | 215    | 157    | 36.46 |
| Repairs and Maintenance to Bank's Property     | 134    | 146    | -8.09 |
| Travelling & Halting                           | 205    | 208    | -1.79 |
| Insurance                                      | 499    | 429    | 16.29 |
| ATM /CDM/POS/ Debit Card / Other Tech Expenses | 1,170  | 1,008  | 16.05 |
| Net Service Tax Paid                           | 187    | 158    | 18.22 |
| BC/BF Expenses                                 | 109    | 69     | 58.68 |
| Misc.Expenditure                               | 719    | 460    | 56.39 |
| Operating Expenses                             | 11,870 | 10,186 | 16.53 |

| 9MFY17 | 9MFY16 | YOY % |
|--------|--------|-------|
| 20,247 | 18,171 | 11.42 |
| 15,879 | 14,294 | 11.09 |
| 4,368  | 3,877  | 12.67 |
| 13,854 | 11,817 | 17.24 |
| 2,879  | 2,728  | 5.51  |
| 1,393  | 1,282  | 8.68  |
| 235    | 224    | 4.81  |
| 502    | 460    | 9.15  |
| 449    | 431    | 4.20  |
| 602    | 590    | 1.95  |
| 1,435  | 1,272  | 12.78 |
| 3,659  | 2,879  | 27.10 |
| 514    | 408    | 26.11 |
| 308    | 202    | 52.55 |
| 1,879  | 1,341  | 40.09 |
| 34,101 | 29,988 | 13.72 |



### **Key Performance Indicators: Performance Ratios**

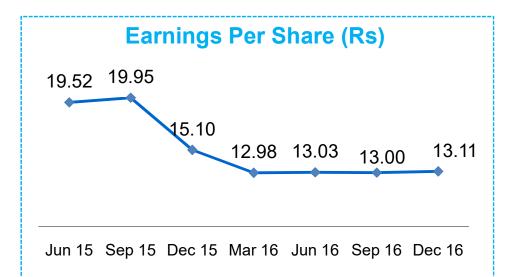


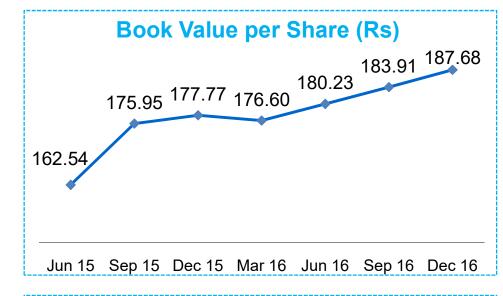


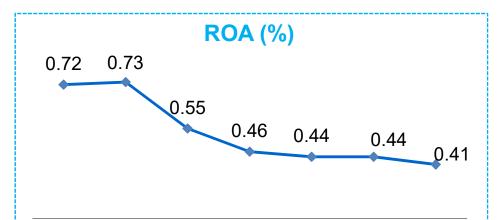
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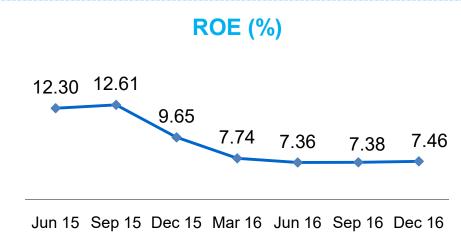
### **Other Performance Ratios**







Jun 15 Sep 15 Dec 15 Mar 16 Jun 16 Sep 16 Dec 16



# Sustained CASA growth driving liability franchise

|                       | Dec 16    | YoY Growth (%)<br>Dec 16 Over Dec 15 | Dec 15    | YoY Growth (%)<br>Dec 15 Over Dec 14 |
|-----------------------|-----------|--------------------------------------|-----------|--------------------------------------|
| Total Deposits        | 20,40,778 | 22.10*                               | 16,71,416 | 10.68                                |
| Foreign Offices       | 89,053    | -3.54                                | 92,319    | -0.03                                |
| Domestic              | 19,51,725 | 23.60                                | 15,79,097 | 11.38                                |
| Market Share Domestic | 18.15%    | 74 bps                               | 17.41%    | 57 bps                               |
| TD                    | 10,43,190 | 15.30                                | 9,04,794  | 11.14                                |
| CA                    | 1,36,107  | 28.49                                | 1,05,925  | 12.25                                |
| SB                    | 7,72,429  | 35.90                                | 5,68,378  | 11.61                                |
| CASA                  | 9,08,536  | 34.74                                | 6,74,303  | 11.71                                |
| CASA Ratio            | 46.55%    | 385 bps                              | 42.70%    | 12 bps                               |



### **Diversified Asset Portfolio**

|                                     | Dec 16    | Mar 16    | Dec 15    | YTD Gr % | YOY Gr % |
|-------------------------------------|-----------|-----------|-----------|----------|----------|
| Domestic Advances                   | 12,11,628 | 12,42,683 | 11,62,794 | -2.50    | 4.20     |
| Commercial Paper (CP)               | 45,056    | 13,094    | 33,170    | 244.10   | 35.83    |
| Corporate Bonds (CB)                | 48,542    | 41,152    | 41,240    | 17.96    | 17.71    |
| Domestic Total                      | 13,05,226 | 12,96,929 | 12,37,204 | 0.64     | 5.50     |
| Advances in Foreign Offices         | 2,85,536  | 2,66,817  | 2,65,702  | 7.02     | 7.46     |
| FCNR (B) Loans                      | 6,609     | 18,498    | 18,470    | -64.27   | -64.22   |
| Foreign Offices Excl FCNR (B) Loans | 2,78,927  | 2,48,319  | 2,47,232  | 12.33    | 12.82    |
| Whole Bank                          | 15,84,153 | 15,45,248 | 14,84,435 | 2.52     | 6.72     |

### **Diversified Loan Portfolio**

|                              | Dec 16    | YoY Growth (%)<br>Dec 16 Over Dec 15 | Dec 15    |
|------------------------------|-----------|--------------------------------------|-----------|
| Total Advances               | 14,97,164 | 4.81                                 | 14,28,495 |
| Foreign Offices              | 2,85,536  | 7.46                                 | 2,65,702  |
| Domestic                     | 12,11,628 | 4.20                                 | 11,62,794 |
| <b>Market Share Domestic</b> | 16.21%    | -4 bps                               | 16.25%    |
| Large Corporate              | 3,08,283  | 2.36                                 | 3,01,166  |
| Mid Corporate                | 2,04,200  | -4.48                                | 2,13,777  |
| SME                          | 1,61,829  | -11.04                               | 1,81,922  |
| AGRI                         | 1,25,068  | 3.27                                 | 1,21,102  |
| Retail                       | 3,62,219  | 17.50                                | 3,08,266  |

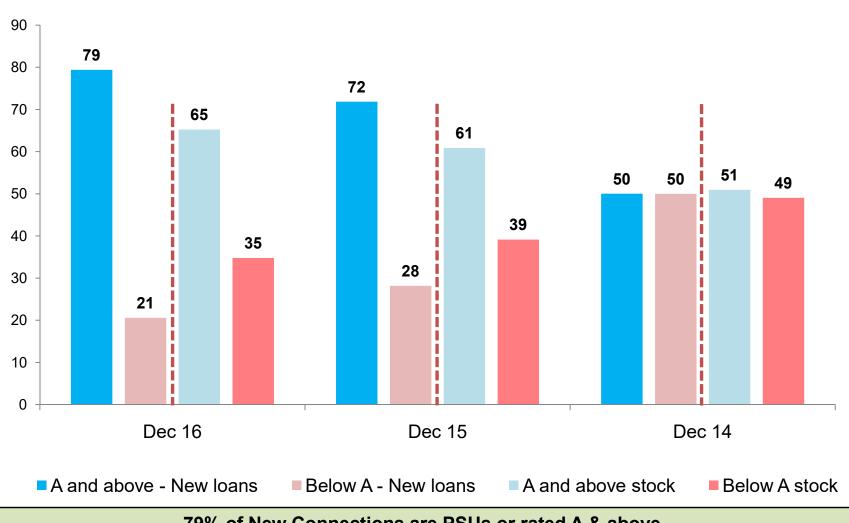
# **Diversified Industry Portfolio**

### **Domestic Fund Based Outstanding**

|                            | Dec       | 16      | Mar 1     | 16         | Dec '     | 15         | Dec         | : 16        |
|----------------------------|-----------|---------|-----------|------------|-----------|------------|-------------|-------------|
|                            | Level     | % Share | Level     | %<br>Share | Level     | %<br>Share | YTD Gr<br>% | YOY Gr<br>% |
| Infrastructure             | 2,07,394  | 17.12   | 2,07,522  | 16.70      | 2,01,426  | 17.32      | -0.06       | 2.96        |
| of which: Power            | 1,43,075  | 11.81   | 1,36,455  | 10.98      | 1,28,970  | 11.09      | 4.85        | 10.94       |
| Telecommunication          | 18,540    | 1.53    | 21,445    | 1.73       | 22,897    | 1.97       | -13.55      | -19.03      |
| Roads & Ports              | 16,607    | 1.37    | 18,934    | 1.52       | 18,576    | 1.60       | -12.29      | -10.60      |
| Other Infrastructure       | 29,172    | 2.41    | 30,688    | 2.47       | 30,982    | 2.66       | -4.94       | -5.84       |
| Services                   | 95,359    | 7.87    | 1,08,507  | 8.73       | 90,222    | 7.76       | -12.12      | 5.69        |
| Iron & Steel               | 77,905    | 6.43    | 82,533    | 6.64       | 79,401    | 6.83       | -5.61       | -1.88       |
| Trade                      | 60,336    | 4.98    | 69,209    | 5.57       | 62,087    | 5.34       | -12.82      | -2.82       |
| Textiles                   | 34,939    | 2.88    | 43,605    | 3.51       | 41,310    | 3.55       | -19.87      | -15.42      |
| Petroleum & Petrochemicals | 28,418    | 2.35    | 36,638    | 2.95       | 30,067    | 2.59       | -22.44      | -5.48       |
| Engineering                | 21,304    | 1.76    | 28,491    | 2.29       | 27,950    | 2.40       | -25.23      | -23.78      |
| Comm. Real Estate          | 26,666    | 2.20    | 23,037    | 1.85       | 22,497    | 1.93       | 15.76       | 18.53       |
| Other Industries           | 1,72,019  | 14.20   | 1,90,679  | 15.34      | 1,78,466  | 15.35      | -9.79       | -3.61       |
| Home Loans                 | 2,12,600  | 17.55   | 1,90,552  | 15.33      | 1,79,683  | 15.45      | 11.57       | 18.32       |
| Auto Loans                 | 44,536    | 3.68    | 38,549    | 3.10       | 37,119    | 3.19       | 15.53       | 19.98       |
| Other Retail Loans         | 1,05,083  | 8.67    | 97,974    | 7.88       | 91,463    | 7.87       | 7.26        | 14.89       |
| Agriculture                | 1,25,068  | 10.32   | 1,25,387  | 10.09      | 1,21,102  | 10.41      | -0.25       | 3.27        |
| Total Domestic Advances    | 12,11,628 | 100.00  | 12,42,683 | 100.00     | 11,62,794 | 100.00     | -2.50       | 4.20        |

# **Improving Risk profile**

In percentages

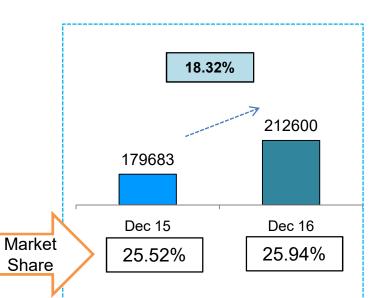


79% of New Connections are PSUs or rated A & above

# **Strong Retail Franchise**

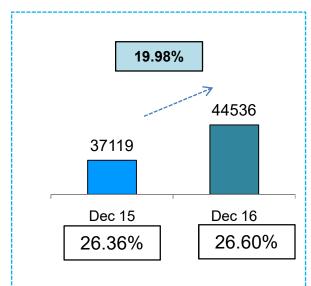
#### **Rs. In Crores**

#### **Home Loans**



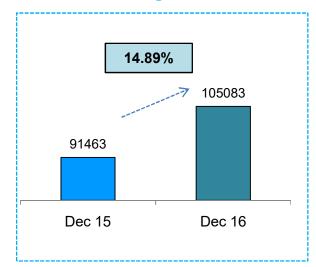
|           | Dec 15<br>(%) | Dec 16<br>(%) |
|-----------|---------------|---------------|
| Avg LTV   | 52.27         | 52.60         |
| NPA Ratio | 0.71          | 0.49          |

#### **Auto Loans**



|           | Dec 15<br>(%) | Dec 16<br>(%) |
|-----------|---------------|---------------|
| NPA Ratio | 0.91          | 0.48          |

#### **Other P-Segment Loans**

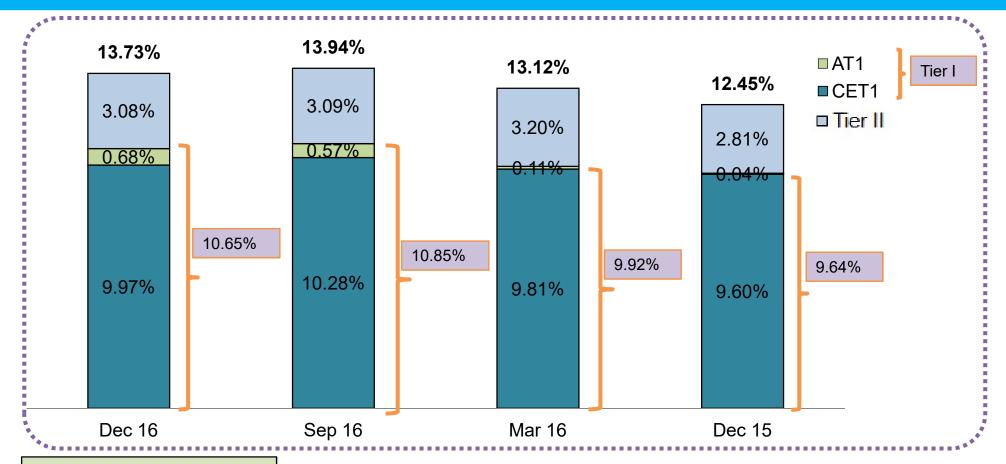


#### **Total P-Segment**

|           | Dec 15<br>(%) | Dec 16<br>(%) |
|-----------|---------------|---------------|
| NPA Ratio | 1.02          | 0.66          |



### We Remain Well Capitalized



#### **Major Contribution to Capital**

- AT1 Capital raised in Q3FY17: Rs. 2,500 Cr; in 9MFY17: Rs.9,100 Cr
- Realisation target from Non Core Assets / Strategic Investments achieved (Rs.3,000 Cr) Rs.907 Cr in Q1FY17
   Rs.1,755 Cr in Q3FY17.
- Capital infusion from Gol Rs. 5,681 Cr in Q4FY17 so far.

Retained Earnings (Net of Notional Dividend) for 9MFY17 will add 40 bps to CAR and Capital Infusion Rs. 5681 Crores by Gol has added 39 bps to the CAR

# **Asset Quality: Gross NPAs: Segment wise (1/3)**

|                 | Dec 16   |        | Sep 16   |        | Dec 15 |        |
|-----------------|----------|--------|----------|--------|--------|--------|
| Sector          | NPA      | Ratio% | NPA      | Ratio% | NPA    | Ratio% |
| Large Corporate | 26,946   | 8.70   | 23,249   | 7.41   | 8,121  | 2.64   |
| Mid Corporate   | 44,674   | 20.82  | 44,739   | 20.77  | 30,710 | 14.33  |
| SME             | 17,194   | 8.63   | 17,743   | 9.20   | 17,785 | 8.41   |
| Agri            | 7,407    | 5.93   | 8,399    | 6.53   | 10,329 | 8.50   |
| Retail          | 2,380    | 0.66   | 3,225    | 0.92   | 3,154  | 1.02   |
| International   | 9,571    | 3.35   | 8,428    | 3.01   | 2,693  | 1.01   |
| Total           | 1,08,172 | 7.23   | 1,05,783 | 7.14   | 72,792 | 5.10   |

# **Asset Quality: Movement of NPAs (2/3)**

|  | 9MFY17   | Q3FY17   | Q2FY17   | FY16   | 9MFY16 | Q3FY16 |
|--|----------|----------|----------|--------|--------|--------|
| Opening Level of Gross NPAs                  | 98,173   | 1,05,783 | 1,01,541 | 56,725 | 56,725 | 56,834 |
| Less :Recovery                               | 3,994    | 1,003    | 1,344    | 4,389  | 2,761  | 659    |
| Less: Up gradation                           | 2,434    | 1,059    | 206      | 2,598  | 2,501  | 378    |
| Less :Transfer to AUCA                       | 16,579   | 5,906    | 6,060    | 15,763 | 12,556 | 3,697  |
| Add: Increase in O/s                         | 3,690    | 172      | 1,511    |        |        |        |
| Add: Fresh Slippages                         | 29,316   | 10,185   | 10,341   | 64,198 | 33,885 | 20,692 |
| Gross Addition (Increase in O/s + Slippages) | 33,006   | 10,357   | 11,852   | 64,198 | 33,885 | 20,692 |
| Net Increase                                 | 9,999    | 2,389    | 4,242    | 41,448 | 16,068 | 15,959 |
| Closing Level of Gross NPAs                  | 1,08,172 | 1,08,172 | 1,05,783 | 98,173 | 72,792 | 72,792 |
| Gross NPA Ratio (%)                          | 7.23     | 7.23     | 7.14     | 6.50   | 5.10   | 5.10   |
| Less: Cumulative Provisions                  | 46,742   | 46,742   | 45,770   | 42,366 | 32,543 | 32,543 |
| Net NPAs                                     | 61,430   | 61,430   | 60,013   | 55,807 | 40,249 | 40,249 |
| Net NPA Ratio (%)                            | 4.24     | 4.24     | 4.19     | 3.81   | 2.89   | 2.89   |
| Provision Coverage Ratio (%)                 | 62.87    | 62.87    | 62.12    | 60.69  | 65.23  | 65.23  |
| Slippage Ratio (%)                           | 2.59     | 2.70     | 2.74     | 4.81   | 3.38   | 6.20   |
| Credit Cost (%)                              | 1.88     | 1.92     | 2.03     | 2.02   | 1.48   | 2.29   |

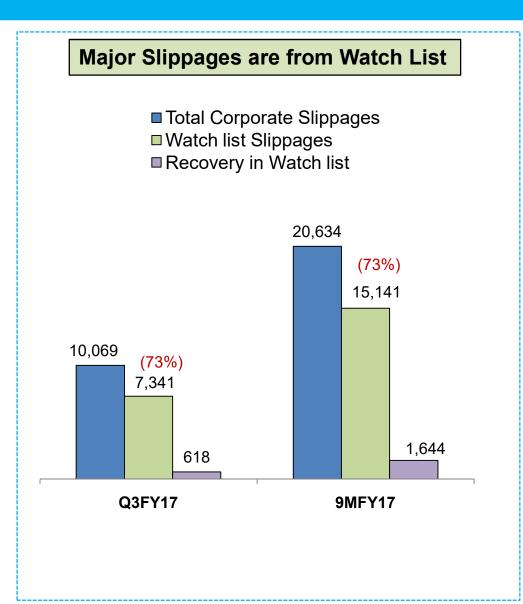
# Asset Quality: Impaired Assets (3/3)

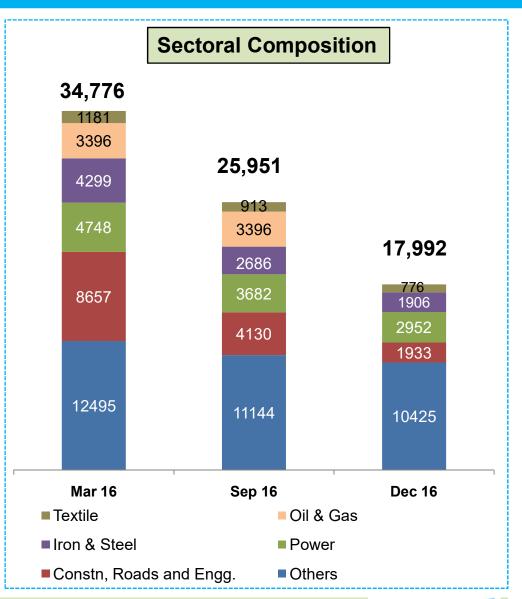
|   | Dec 16    | Sep 16    | June 16   | Dec 15    | Sep 15    |
|---|-----------|-----------|-----------|-----------|-----------|
| Gross Advances  | 14,97,164 | 14,81,832 | 14,63,690 | 14,28,495 | 13,70,701 |
| Restructured Standard                                   | 34,628    | 36,570    | 36,551    | 48,597    | 53,452    |
| Total Gross NPAs plus Restructured Std.                 | 1,42,800  | 1,42,353  | 1,38,092  | 1,21,389  | 1,10,286  |
| Gross NPA + Restructured Standard to Gross Advances (%) | 9.54      | 9.61      | 9.43      | 8.50      | 8.04      |
| Net NPA + Net Standard Restructured to Net Advances (%) | 6.63      | 6.74      | 6.56      | 6.26      | 6.44      |
| Slippages from Restructured Book (%)                    | 12.56     | 15.82     | 8.17      | 14.81     | 8.12      |

| Stressed Standard Assets Provision | 6,020 |
|------------------------------------|-------|
| Counter Cyclical Provision Buffer  | 1,149 |

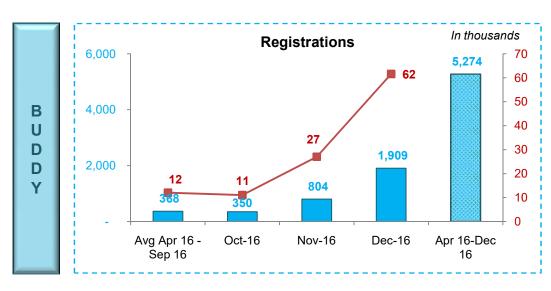


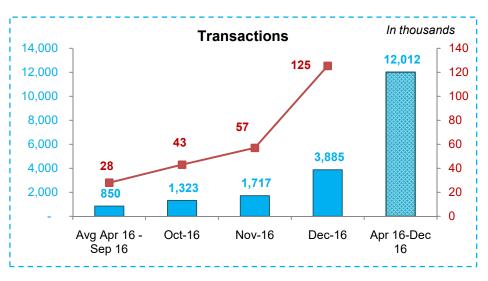
# Watch List declines by 31% in Q3FY17

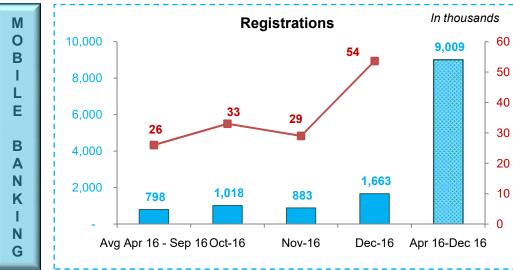


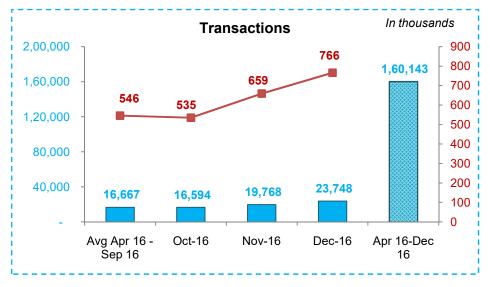


### **Strong Momentum in Digital Transactions (1/2)**







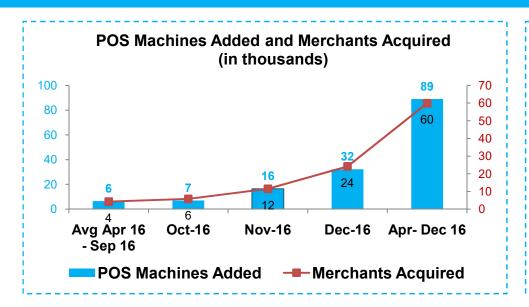


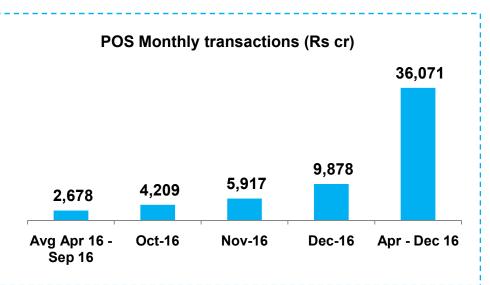
Average per day

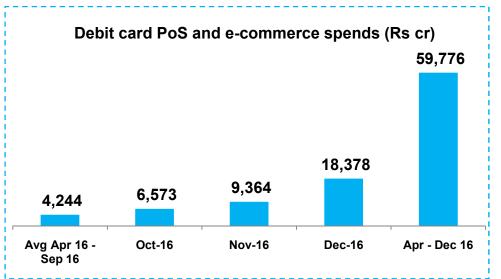
Registration / transactions

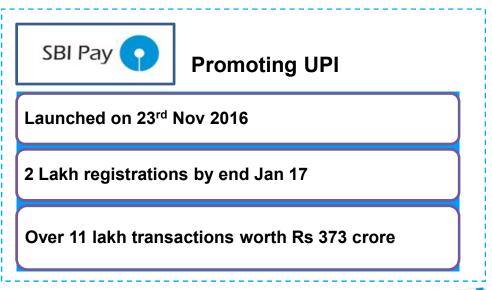


# **Strong Momentum in Digital Transactions (2/2)**









# **Dominant Player in the Digital Space**

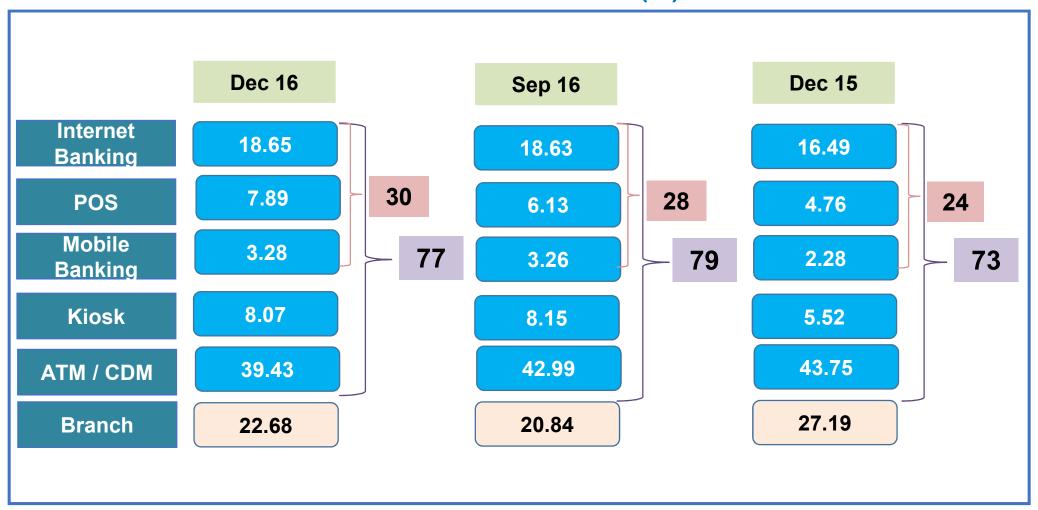
| Channel  | SBI Actuals    | Market Share (%) |
|--|----------------|------------------|
| r of Group ATMs  | 59,108         | 28.94            |
| ATMs : Amt of Txns (Cr) Sep 16)  | 83,000         | 37.39            |
| r of Debit Cards (Cr)  | 21.22          | 29.15            |
| Banking: Number of Txns (Cr) Sep 16)   | 1.88           | 25.98            |
| Banking: Value of Txns (Cr) Sep 16)  | 54,036         | 51.83            |
| r of PoS Terminals (Lakhs)   | 3.36           | 22.72            |
| r of Debit Cards (Cr)  Banking: Number of Txns (Cr)  Sep 16)  Banking: Value of Txns (Cr)  Sep 16) | 1.88<br>54,036 | 25.98<br>51.83   |

Source: RBI data

Number of POS terminals touch 4.31 lakhs as on 31.01.2017

### **Moving away from Cash to Digital**

### **Share of Transactions (%)**



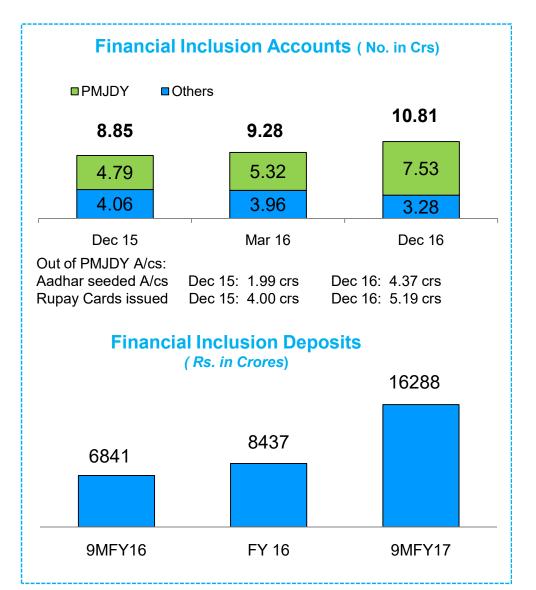
# **Social Media Leadership**

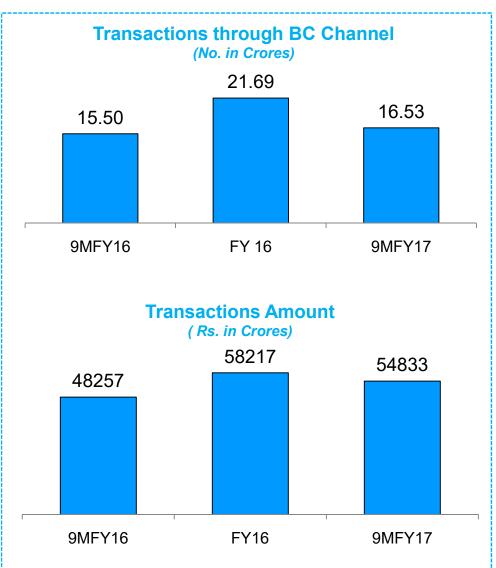


SBI Online is India's most and the world's 5<sup>th</sup> most visited banking site

| Platform    | Status          | Rank | Comments  |
|-------------|-----------------|------|---|
| facebook    | 84.92 Lakhs     | 1    | Highest number of likes across all banks in the world                   |
| You<br>Tube | 30.69 Mio Views | 1    | YouTube Subscribers - 37K<br>YouTube Views - 346.85 Lakhs               |
| Linked in   | 3.72 Lakhs      | 1    | Highest number of followers across                                      |
| Pinterest   | 2611            | 1    | All Indian Banks  |
| twitter     | 13.11 Lakhs     | 2    | Second Highest number of followers                                      |
| Instagram   | 2.17 Lakhs      | 2    | across all Indian banks  State Bank of India THE BANKER TO EVERY INDIAN |

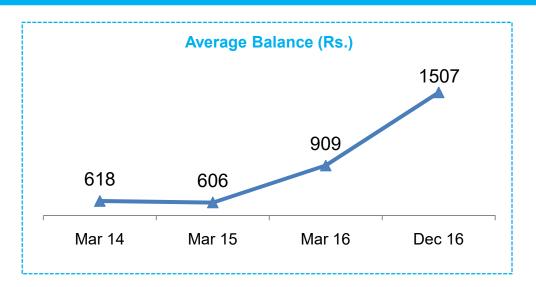
# Financial Inclusion ....(1/2)

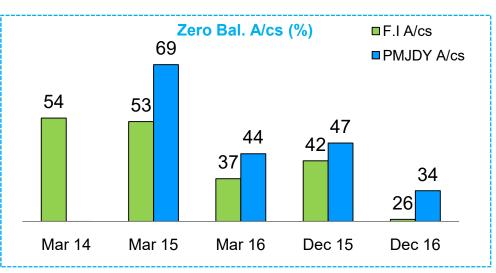






# Financial Inclusion ....(2/2)





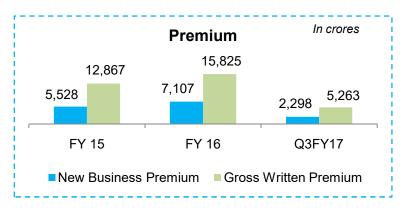
| Financial Literacy  |           |            |  |  |  |  |
|---|-----------|------------|--|--|--|--|
| Rural Self Employment Training Institute<br>RSETIs (Total Numbers: 116) | 9MFY17    | Cumulative |  |  |  |  |
| No of Training Programms held   | 2,038     | 14,878     |  |  |  |  |
| No of Youth trained   | 56,356    | 3,97,044   |  |  |  |  |
| Financial Literacy Centers (FLC) (Total numb                            | ers: 246) |            |  |  |  |  |
| No of Out door activities   | 11,567    | 49,301     |  |  |  |  |
| No of Persons availed FLC Services                                      | 9,69,575  | 35,56,702  |  |  |  |  |
| No of person converted to customers                                     | 1,15,287  | 5,34,200   |  |  |  |  |

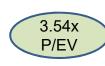
| <u>Social Security Schemes</u><br>(Enrolment up to 31.12.2016) (in Lakhs) |       |  |  |  |
|---|-------|--|--|--|
| Pradhan Mantri Suraksha Bima Yojana 153.41                                |       |  |  |  |
| Pradhan Mantri Jeevan Jyoti<br>Bima Yojana                                | 39.55 |  |  |  |
| Atal Pension Yojana   | 4.46  |  |  |  |

OD facility for PMJDY accounts - Eligible accounts 10.89 lakh, Sanctioned 8.22 lakh accounts (76%)



### Subsidiaries (1/3): SBI Life

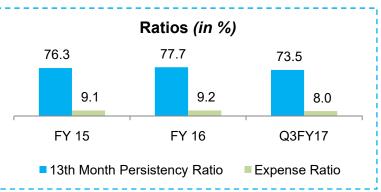




Price to Embedded Value during the recent 3.9% stake sale to Institutional Investors

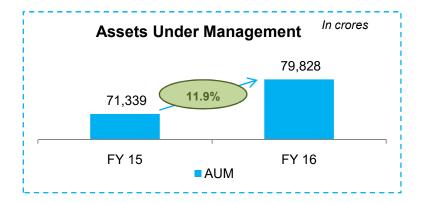


'Life Insurance Company of the Year' and 'Bancassurance Leader Life Insurance (Large Category)' Awards



#### **Key Performance Highlights:**

- The Company witnessed a 53% growth in New Business Premium at 6,941 Cr
- Strong growth of 39% in Gross Written Premium at 13,622 Cr
- Growth of 38% in Individual Adjusted Premium Equivalent at 3,724 Cr
- Increase in New Business Premium private market share from 17.4% to 21.1% and total market share from 5.3% to 6.0%
- Assets held on Dec 31, 2016 up by 18% at `94,802 Cr





### Subsidiaries (2/3): Others

| SBI Capital Markets Limited |       |       |            |            |               |  |  |
|-----------------------------|-------|-------|------------|------------|---------------|--|--|
|                             | FY15  | FY16  | 9M<br>FY16 | 9M<br>FY17 | YoY (in<br>%) |  |  |
| PAT (Rs. Cr)                | 334   | 279   | 140        | 135        | -3.79         |  |  |
| Gross Income (Rs. Cr)       | 821   | 867   | 506        | 525        | 3.60          |  |  |
| ROE(%)                      | 33.18 | 26.27 | 16.76      | 13.86      | -290 bps      |  |  |

| SBI Funds Management Pvt. Ltd. |        |        |        |        |         |  |  |
|--------------------------------|--------|--------|--------|--------|---------|--|--|
| FY15 FY16 9M 9M YoY            |        |        |        |        |         |  |  |
| AUM (Rs. Cr)                   | 74,942 | 106741 | 100055 | 140997 | 41%     |  |  |
| SBI MF share, (in %)           | 6.30%  | 7.89%  | 7.46%  | 8.33%  | 87 bps  |  |  |
| PAT (Rs. Cr)                   | 163    | 165    | 128    | 163    | 27%     |  |  |
| ROE(%)                         | 30.46  | 26.61  | 25.91  | 27.88  | 197 bps |  |  |

- Ranked No. 1 in FY16 in Offer For Sale deals by number of issues
- Ranks No. 1 in Asia Pacific Project Finance Financial Adviser by Dealogic
- Ranked No. 3 (by number of issues) and 3<sup>rd</sup> (by issue amount) for the period Jan-Dec 2016 as per prime database in case of overall equity deals
- Ranked No. 6 in case of Private Placements of debt and ranked No. 5 in case of public issues of debt as per prime database
- Average AUM growth of 41% YoY,
- Ranked 5<sup>th</sup> in terms of AUM,
- Market share at 8.33%
- Expect market share to grow to 10% by 2019
- 45% of AUM in equity funds and 74% of AUM in fixed income funds are in the top 2 quartiles on 1 year basis
- 11.6% market share in SIPs

### Subsidiaries (3/3): Others

| SBI CARDS              |        |        |            |            |               |  |  |
|------------------------|--------|--------|------------|------------|---------------|--|--|
|                        | FY15   | FY16   | 9M<br>FY16 | 9M<br>FY17 | YoY<br>(in %) |  |  |
| CIF market share, %    | 15.0%  | 14.8%  | 15.2%      | 14.9% #    | -30 bps       |  |  |
| Spends market share, % | 11.3%  | 11.9%  | 11.8%      | 12.5% #    | 70 bps        |  |  |
| PAT, In Rs cr          | 266.69 | 283.85 | 218.26     | 280.37     | 28.46         |  |  |
| RoE %                  | 30.8%  | 26.7%  | 27.6%      | 28.2%      | 63 bps        |  |  |
| Net worth, In Rs cr    | 866    | 1,061  | 1054       | 1324       | 25.61         |  |  |
| Total Assets           | 6,048  | 7,750  | 7418       | 9875       | 33.13         |  |  |

Consistent business performance leading to PBT of Rs.
 440 Cr for 16-17 @ YOY Growth of 33%.

- 4Mio + Cards base with Industry Ranking of 2<sup>nd</sup> in Card base as on Oct'16 (improved from 3<sup>rd</sup> rank in March 2016)
   & growing @15% YOY
- Retail Spends growing @ 40% YOY.
- Driven by strong retail and cross sell performance, receivables have grown by 35% YOY

<sup>\* (</sup>As reported to RBI- POS spends) # Market share available as on Oct'16

| SBI DFHI. Ltd.             |     |      |      |       |          |  |
|----------------------------|-----|------|------|-------|----------|--|
| FY15 FY16 9M 9M YoY (in %) |     |      |      |       |          |  |
| PAT (Rs. Cr)               | 93  | 72   | 49   | 145   | 195.17   |  |
| Networth (Rs. Cr)          | 982 | 1001 | 1031 | 1146  | 11.20    |  |
| ROE(%)                     | 9.4 | 7.2  | 6.35 | 16.85 | 1050 bps |  |

• GILT trading company, with SBI group holding 72.17%

# **Balance Sheet: SBI Solo**

| Liabilities   |                                 |                                 |                                  |  |
|---|---------------------------------|---------------------------------|----------------------------------|--|
|   | Dec 16                          | Dec 15                          | YOY Growth (%)                   |  |
| Capital   | 776                             | 776                             | 0.00                             |  |
| Reserves and Surplus  | 1,82,300                        | 1,45,781                        | 25.05                            |  |
| Deposits  | 20,40,778                       | 16,71,416                       | 22.10                            |  |
| Borrowings  | 2,61,304                        | 2,75,824                        | -5.26                            |  |
| Other Liabilities & Provisions                                  | 1,00,546                        | 1,10,635                        | -9.12                            |  |
| Total Liabilities   | 25,85,703                       | 22,04,432                       | 17.30                            |  |
| Assets  |                                 |                                 |                                  |  |
|   | Dec 16                          | Dec 15                          | YOY Growth<br>(%)                |  |
| Cash & balances with RBI  |                                 |                                 |                                  |  |
|   | 1,06,078                        | 80,044                          | 32.52                            |  |
| Balance with Banks & Money at Call and Short Notice             | 1,06,078<br>37,830              | 80,044<br>25,747                |                                  |  |
| Balance with Banks & Money at Call and Short Notice Investments |                                 | •                               |                                  |  |
| •   | 37,830                          | 25,747                          | 46.93<br>38.99                   |  |
| Investments   | 37,830<br>8,33,942              | 25,747<br>5,99,994              | 46.93<br>38.99<br>4.07           |  |
| Investments Net Advances  | 37,830<br>8,33,942<br>14,47,824 | 25,747<br>5,99,994<br>13,91,258 | 46.93<br>38.99<br>4.07<br>346.27 |  |

# **Balance Sheet: SBI Consolidated**

| Liabilities   |           |           |                |  |
|---|-----------|-----------|----------------|--|
|   | Dec 16    | Dec 15    | YOY Growth (%) |  |
| Capital   | 776       | 776       | 0.00           |  |
| Reserves and Surplus                                | 2,17,315  | 1,81,075  | 20.01          |  |
| Minority Interest                                   | 6,976     | 6,170     | 13.06          |  |
| Deposits  | 26,17,495 | 21,72,261 | 20.50          |  |
| Borrowings  | 2,87,606  | 3,12,083  | -7.84          |  |
| Other Liabilities & Provisions                      | 2,18,157  | 2,11,608  | 3.09           |  |
| Total Liabilities                                   | 33,48,325 | 28,83,974 | 16.10          |  |
| Assets  |           |           |                |  |
|   | Dec 16    | Dec 15    | YOY Growth (%) |  |
| Cash & balances with RBI                            | 1,34,621  | 1,03,244  | 30.39          |  |
| Balance with Banks & Money at Call and Short Notice | 55,828    | 29,754    | 87.63          |  |
| Investments   | 11,20,834 | 8,20,873  | 36.54          |  |
| Net Advances  | 18,33,002 | 17,89,054 | 2.46           |  |
| Fixed Assets  | 50,928    | 12,827    | 297.03         |  |
| Other Assets  | 1,53,112  | 1,28,221  | 19.41          |  |
| Total Assets  | 33,48,325 | 28,83,974 | 16.10          |  |

# **Thank You**