

31.07.2020
CC/S&B/NJ/ 147

The Executive Director
National Stock Exchange of India Ltd.
Exchange Plaza,
Plot No.C/1, G- Block,
Bandra Kurla Complex,
Bandra – East,
Mumbai – 400051.

The Executive Director
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400001

Dear Sir/Madam,

LISTING REGULATIONS 2015: SUBMISSION OF PRESS RELEASE AND COPY OF PRESENTATION MADE FOR ANALYSTS / INVESTORS ON FINANCIAL RESULTS

In compliance with the provisions of Regulation 30 read with Schedule III Part A of SEBI (LODR) Regulations, 2015, we enclose herewith the press release and a copy of presentation made for Analysts/Investors on Financial Results of the Bank for the quarter ended June 30, 2020.

Kindly take the same on your record.

Thanking You,

Yours faithfully,



(Shima Devi)
Chief Manager- Company Secretary

Encl: as above

Press Release

Q1FY21 RESULTS**Highlights**

- Bank has delivered a strong performance in Q1FY21 with all round improvement in Profitability, Capital Adequacy and Provision Coverage Ratio, including Additional Provision over Minimum Regulatory Provisions required.
- Bank registered a Net Profit of **Rs. 4,189** Crores in Q1FY21, an increase of 81% over Q1FY20.
- **Operating Profit** increased to Rs. 18,061 Crores in Q1FY21 from Rs. 13,246 Crores in Q1FY20, an increase of 36.35% YoY.
- Net Interest Income of the Bank grew by 16.14% YoY during Q1FY21.
- Domestic Net Interest Margin (**NIM**) improved to 3.24% in Q1FY21, registering an increase of 23 bps YoY.
- **Non-Interest Income** for Q1FY20 at Rs. 9,497 Cr is up by 18.49% YoY.
- **Total Deposits grew at 15.96% YoY**, out of which Current Account Deposit grew by 12.98% YoY, while Saving Bank Deposits grew by 17.29% YoY.
- **Credit Growth** stood at 6.58% YoY, mainly driven by Retail (Personal) Advances (12.85% YoY) and Foreign Office Advances (11.19% YoY).
- **Home loan**, which constitutes 22% of Bank's domestic advances, has grown by 10.72% YoY.
- **Net NPA ratio at 1.86%** is down 121 bps YoY and 37 bps QoQ. **Gross NPA ratio at 5.44%** is down 209 bps YoY and 71 bps QoQ.
- Provision Coverage Ratio (**PCR**) has improved to **86.32%**, up 698 bps YoY and 270 bps QoQ.
- **Slippages Ratio** for Q1FY21 has declined to 0.60% from 2.83% as at the end of Q1FY20.
- Credit Cost as at the end of Q1FY21 has declined 47 bps YoY to 1.56%.
- **Cost to Income Ratio** has improved from 57.21% in Q1FY20 to 50.02% in Q1FY21, an improvement of 719 bps.
- Capital Adequacy Ratio (**CAR**) has improved by 51 bps YoY to 13.40% as on June 2020.
- Return on Assets (**RoA**) increased by 17 bps YoY to 0.42% in Q1FY21 against 0.25% in Q1FY20.
- Share of Alternate Channels in total transactions has increased from 90% in Q1FY20 to 93% in Q1FY21.

Key Summary of Q1FY21 Results

In Rs Crore	Q1FY20	Q4FY20	Q1FY21	YoY %	QoQ %
Profit & Loss					
Interest Income	62,638	62,681	66,500	6.17	6.09
Interest Expenses	39,699	39,914	39,859	0.40	-0.14
Net Interest Income	22,939	22,767	26,642	16.14	17.02
<i>NIM, % (Domestic)</i>	<i>3.01</i>	<i>2.94</i>	<i>3.24</i>	<i>23 bps</i>	<i>30 bps</i>
Operating Profit	13,246	18,465	18,061	36.35	-2.19
Loan loss provisions	11,648	11,894	9,420	-19.13	-20.79
Profit after tax	2,312	3,581	4,189	81.18	16.99

In Rs Crore	Jun 19	Mar 20	Jun 20	YoY %	QoQ %
Balance Sheet					
Gross advances	22,38,294	24,22,845	23,85,639	6.58	-1.54
<i>Domestic Corporate</i>	<i>7,82,603</i>	<i>8,44,215</i>	<i>8,09,322</i>	<i>3.41</i>	<i>-4.13</i>
<i>Domestic Retail PER</i>	<i>6,63,559</i>	<i>7,47,589</i>	<i>7,48,800</i>	<i>12.85</i>	<i>0.16</i>
<i>Of which: Home loans</i>	<i>4,11,360</i>	<i>4,55,865</i>	<i>4,55,443</i>	<i>10.72</i>	<i>-0.09</i>
Deposits	29,48,821	32,41,621	34,19,363	15.96	5.48
<i>Domestic CASA</i>	<i>12,84,401</i>	<i>14,10,981</i>	<i>14,98,718</i>	<i>16.69</i>	<i>6.22</i>
<i>Domestic Term Deposits</i>	<i>15,66,228</i>	<i>17,13,635</i>	<i>18,06,840</i>	<i>15.36</i>	<i>5.44</i>
<i>CASA Ratio (%)</i>	<i>45.06</i>	<i>45.16</i>	<i>45.34</i>	<i>28 bps</i>	<i>18 bps</i>
Gross NPA	1,68,494	1,49,092	1,29,661	-23.05	-13.03
Net NPA	65,624	51,871	42,704	-34.93	-17.67
Slippages <i>(During the Quarter)</i>	16,212	8,105	3,637	-77.57	-55.13

Ratios, %	Q1FY20	Q4FY20	Q1FY21	YoY, bps	QoQ, bps
Asset Quality					
GNPA	7.53	6.15	5.44	-209	-71
NNPA	3.07	2.23	1.86	-121	-37
PCR (with AUCA)	79.34	83.62	86.32	698	270
PCR (without AUCA)	61.05	65.21	67.07	602	186
Slippage Ratio	2.83	1.41	0.60	-223	-81
Credit cost	2.03	2.07	1.56	-47	-51
Capital Ratios					
CET-1	9.61	9.77	10.14	53	37
Tier-1	10.65	11.33	11.35	70	2
CAR	12.89	13.06	13.40	51	34

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QUARTERLY RESULTS

Q1FY21

Analyst Presentation

31.07.2020



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.

Contents

1

Performance Highlights

2

Financial Performance

3

Business

4

Capital Adequacy & Asset Quality

5

Digital Journey

6

Financial Inclusion & Sustainability

7

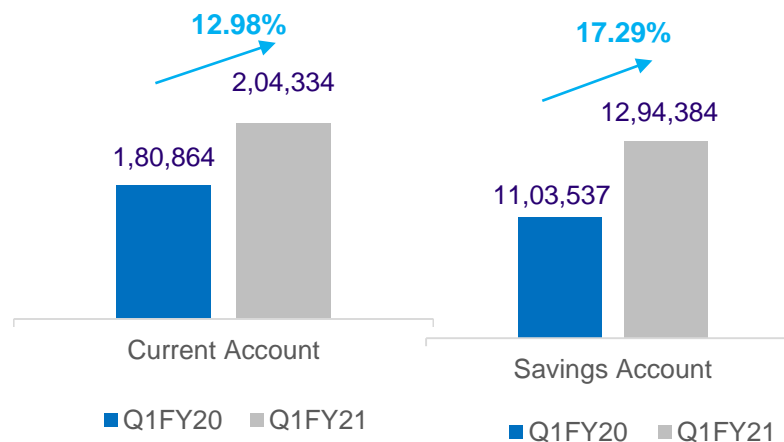
Subsidiaries, Group Financials & Balance Sheet

Key Indicators

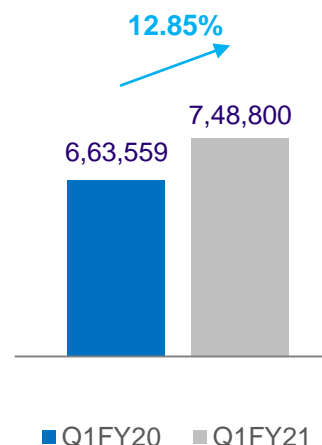
		Q1FY20	Q1FY21	YoY Growth
Profit & Loss <i>(in Rs. Crore)</i>	Net Interest Income	22,939	26,642	↑ 16.14%
	Net Interest Margin – Domestic (%)	3.01	3.24	↑ 23 bps
	Operating Profit	13,246	18,061	↑ 36.35%
	Profit Before Tax	4,063	5,560	↑ 36.83%
	Net Profit	2,312	4,189	↑ 81.18%
Key Ratios <i>(in %)</i>	Credit Cost	2.03	1.56	↓ -47 bps
	Net NPA	3.07	1.86	↓ -121 bps
	PCR	79.34	86.32	↑ 698 bps
	Capital Adequacy	12.89	13.40	↑ 51 bps
Balance Sheet <i>(in Rs. Crore)</i>	Total Advances	22,38,294	23,85,639	↑ 6.58%
	Total Deposits	29,48,821	34,19,363	↑ 15.96%
	Retail Personal Advances	6,63,559	7,48,800	↑ 12.85%

Rs. in Crores

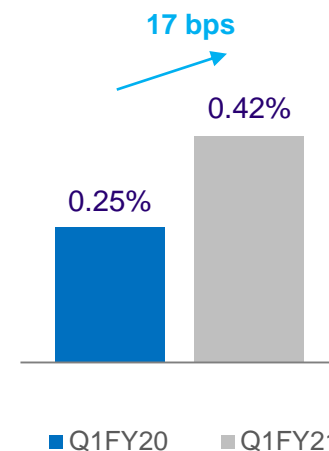
CASA



Retail Per Advances



Return on Assets



Credit offtake trend improving from June 2020

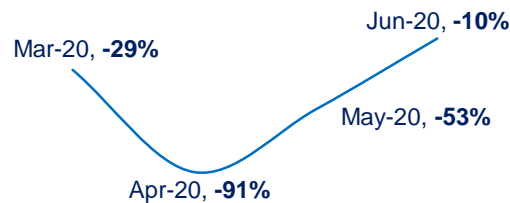


YoY Growth

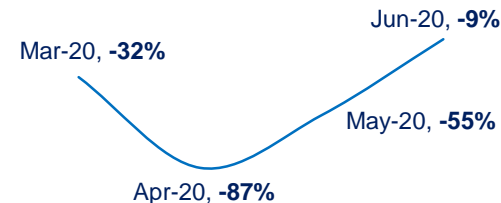


Home Loan

Sanctions

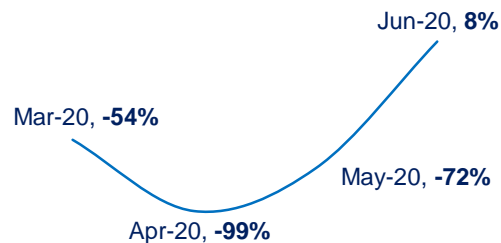


Disbursements

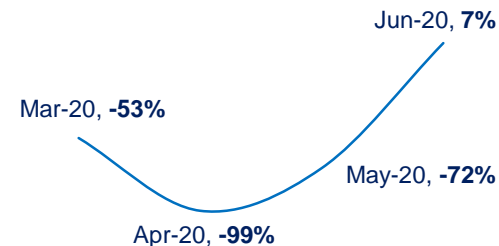


Auto Loan

Sanctions

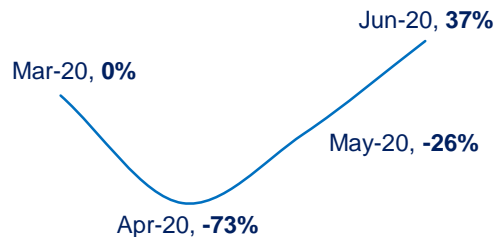


Disbursements

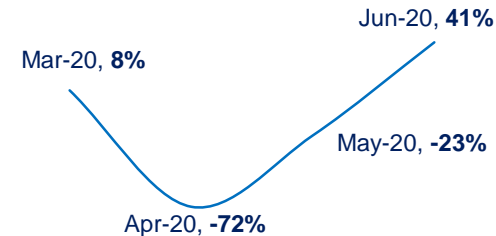


Personal Loan

Sanctions



Disbursements



>95% of outstanding in Xpress Credit is to salaried employees in the Govt./ quasi Govt./ PSUs

Financial Performance

Financials – At a Glance



Rs. in Crores

	Quarter Ended			Growth (%)	
	Q1FY20	Q4FY20	Q1FY21	Q1FY21 over Q4FY20	Q1FY21 over Q1FY20
Interest Income	62,638	62,681	66,500	6.09	6.17
Interest Expenses	39,699	39,914	39,859	-0.14	0.40
Net Interest Income	22,939	22,767	26,642	17.02	16.14
Non Interest Income	8,015	16,077	9,497	-40.93	18.49
Operating Income	30,954	38,844	36,139	-6.97	16.75
Operating Expenses	17,708	20,379	18,078	-11.29	2.09
Operating Profit	13,246	18,465	18,061	-2.19	36.35
Total Provisions	10,934	14,884	13,872	-6.80	26.87
Net Profit	2,312	3,581	4,189	16.99	81.18
NIM (Domestic-Cumulative) (%)	3.01	3.19	3.24	5 bps	23 bps
NIM (Domestic-Quarterly) (%)	3.01	2.94	3.24	30 bps	23 bps
Cost to Income Ratio (Cumulative) (%)	57.21	52.46	50.02	-244 bps	-719 bps

Total Income



Rs. in Crores

	Quarter Ended			Growth (%)	
	Q1FY20	Q4FY20	Q1FY21	Q1FY21 over Q4FY20	Q1FY21 over Q1FY20
Interest on Loans	43,863	42,580	44,101	3.57	0.54
Interest on Resources	17,345	18,265	20,500	12.23	18.19
Other Interest income	1,429	1,836	1,899	3.43	32.90
Total Interest Income	62,638	62,681	66,500	6.09	6.17
Fee Income	5,177	7,873	4,471	-43.22	-13.65
Profit/Loss on Sale of Investments	485	3,237	4,025	24.34	730.09
Forex Income	518	691	468	-32.23	-9.64
Misc. Income	1,836	4,277	534	-87.52	-70.92
<i>of which: Recovery in w/o accounts</i>	1,358	3,941	448	-88.63	-67.01
Total Non Interest Income	8,015	16,077	9,497	-40.93	18.49
Total Income	70,653	78,759	75,998	-3.51	7.56

Fee Income Break Up



Rs. in Crores

	Quarter Ended			Growth (%)	
	Q1FY20	Q4FY20	Q1FY21	Q1FY21 over Q4FY20	Q1FY21 over Q1FY20
<i>Loan Processing Charges</i>	617	1,924	825	-57.13	33.69
<i>Commission on Govt. Business</i>	963	914	863	-5.55	-10.39
<i>Commission on LC/BG</i>	704	862	676	-21.56	-3.88
<i>Cross Selling</i>	366	615	309	-49.80	-15.61
<i>Account Maintenance Charges</i>	242	490	148	-69.83	-39.06
<i>Remittance, Collection, etc.</i>	1,606	2,210	961	-56.53	-40.19
<i>Misc. Fee Income</i>	678	858	689	-19.71	1.53
Fee Income	5,177	7,873	4,471	-43.22	-13.65

Total Expenses



Rs. in Crores

	Quarter Ended			Growth (%)	
	Q1FY20	Q4FY20	Q1FY21	Q1FY21 over Q4FY20	Q1FY21 over Q1FY20
Interest on Deposits	36,303	37,168	36,839	-0.88	1.48
Interest on Borrowings	2,233	1,424	1,722	20.91	-22.88
Other Interest paid	1,162	1,322	1,297	-1.87	11.59
Total Interest Expenses	39,699	39,914	39,859	-0.14	0.40
Salary	6,768	6,984	7,032	0.70	3.90
Provisions for Employees	4,150	5,055	4,833	-4.40	16.45
Staff Expenses	10,918	12,039	11,865	-1.44	8.67
Depreciation	779	901	820	-8.99	5.22
Others	6,011	7,440	5,393	-27.51	-10.28
Overheads	6,790	8,341	6,213	-25.51	-8.50
Operating Expenses	17,708	20,379	18,078	-11.29	2.09
Total Expenses	57,407	60,294	57,936	-3.91	0.92

Overhead Expenses

Rs. in Crores

	Quarter Ended			Growth (%)	
	Q1FY20	Q4FY20	Q1FY21	Q1FY21 over Q4FY20	Q1FY21 over Q1FY20
Rent, Taxes and Lighting	1,181	1,475	1,052	-28.66	-10.87
Depreciation	779	901	820	-8.99	5.22
Printing and Stationery	98	186	84	-54.67	-14.07
Postage & Telecommunications	73	101	48	-53.06	-35.21
Repairs and Maintenance to Bank's Property	196	272	163	-40.22	-16.88
Travelling & Halting	236	291	167	-42.76	-29.46
Insurance	816	846	953	12.60	16.84
Business Acquisitions & Development Expenses	684	708	599	-15.41	-12.49
ATM /CDM/Debit Card /Other Tech Expenses	1,648	1,995	1,372	-31.22	-16.70
Misc. Expenses	1,079	1,565	955	-38.96	-11.50
Overheads	6,790	8,341	6,213	-25.51	-8.50

Provisions & Profit

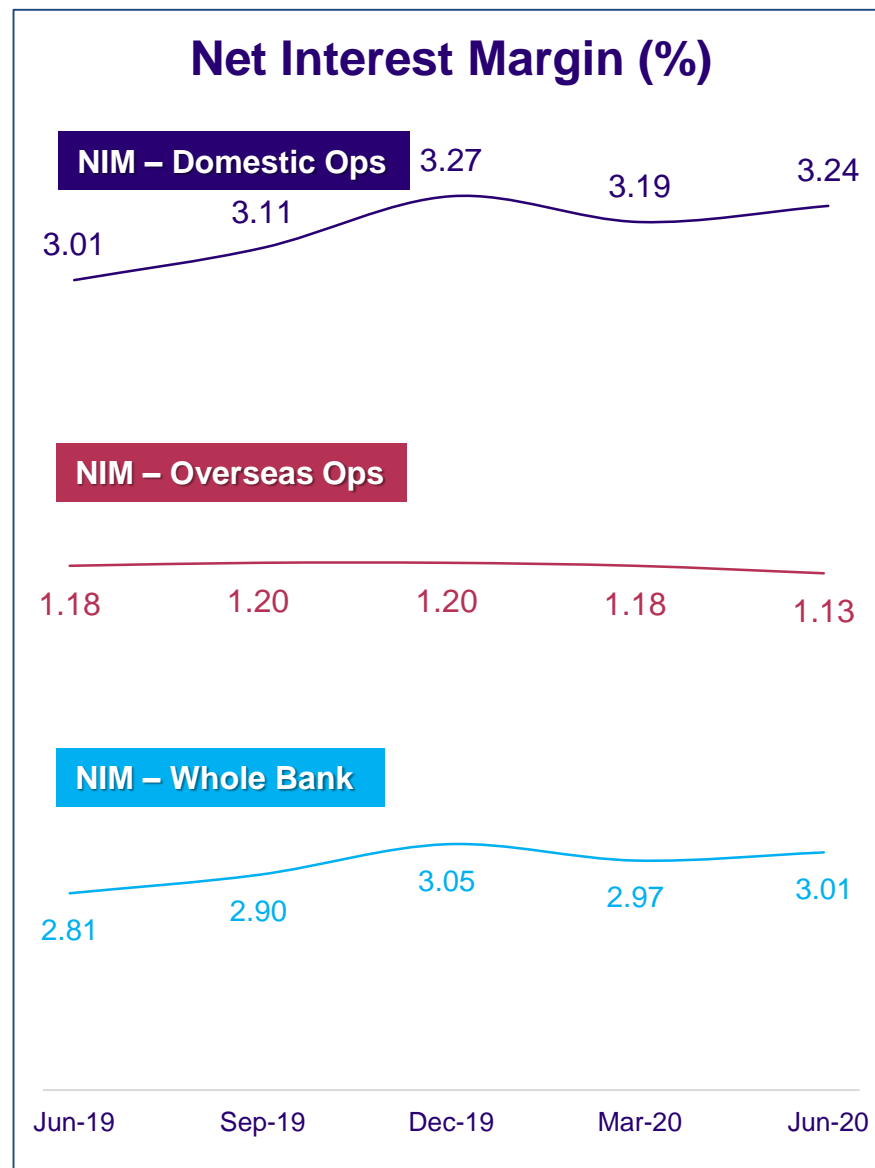
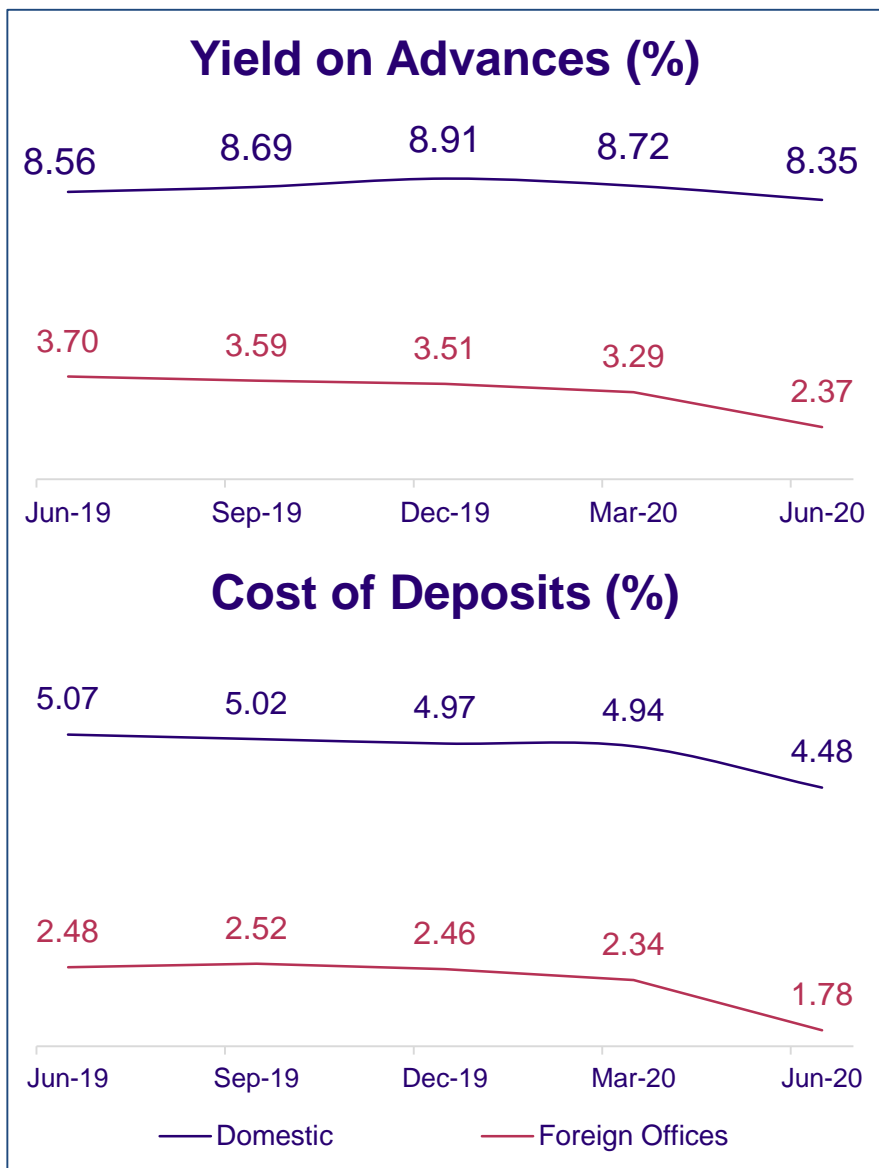


Rs. in Crores

	Quarter Ended			Growth (%)	
	Q1FY20	Q4FY20	Q1FY21	Q1FY21 over Q4FY20	Q1FY21 over Q1FY20
Operating Profit	13,246	18,465	18,061	-2.19	36.35
Loan Loss	11,648	11,894	9,420	-20.79	-19.13
Standard Assets	-1,288	1,866	282	-84.88	121.91
Investment Depreciation	-1,225	-604	1,231	303.90	200.50
Other Provisions	48	339	1,568	362.55	3,177.80
Income Tax	1,751	1,389	1,370	-1.35	-21.74
Total Provisions	10,934	14,884	13,872	-6.80	26.87
Net Profit	2,312	3,581	4,189	16.99	81.18

ROA (%)	0.25	0.37	0.42
ROE (%)	5.18		8.55
Earning Per Share (Rs.)	10.42	16.32	18.83

Costs, Yields and Margins (Cumulative)



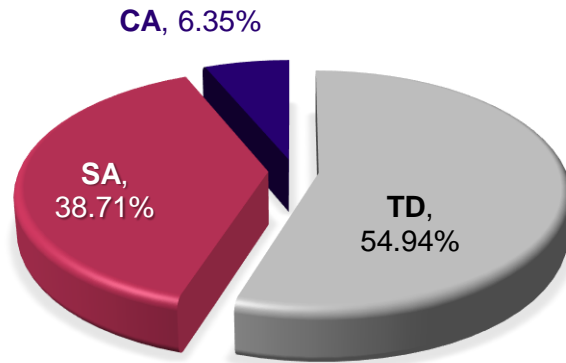


Business

Strong Liability Franchise

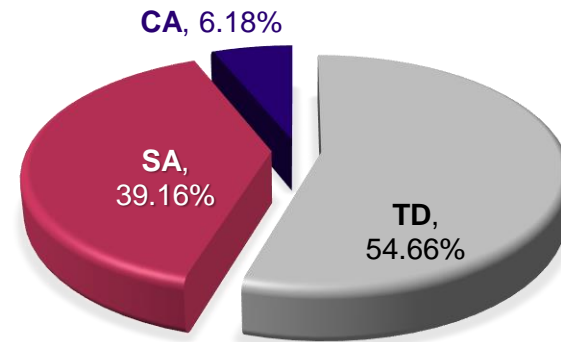
Domestic Deposits

Jun 19



CASA: 45.06%

Jun 20



CASA: 45.34%

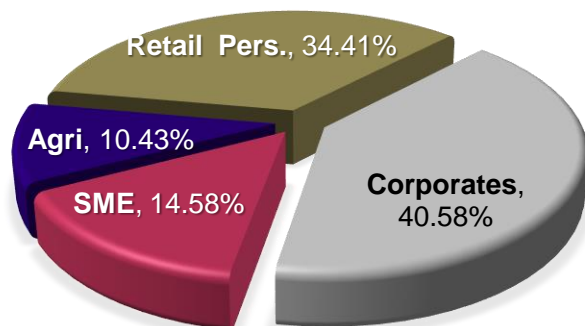
<i>Rs. in Crores</i>	Jun 19	Jun 20	YoY Growth (%)
Current Account	1,80,864	2,04,334	12.98
Saving Bank	11,03,537	12,94,384	17.29
CASA	12,84,401	14,98,718	16.69
Term Deposits (TD)	15,66,228	18,06,840	15.36
Domestic Deposits	28,50,629	33,05,558	15.96
Foreign Offices	98,192	1,13,805	15.90
Total Deposits	29,48,821	34,19,363	15.96

Diversified Loan Portfolio



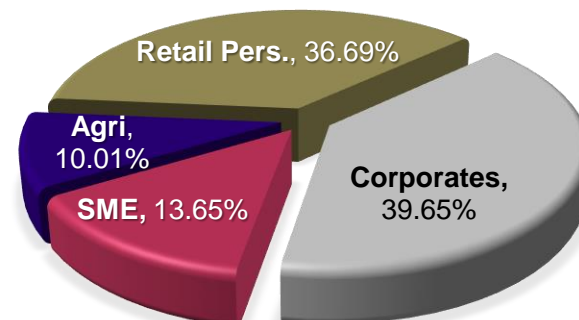
Domestic Advances

Jun 19



Retail: 59.42%

Jun 20



Retail: 60.35%

<i>Rs. in Crores</i>	Jun 19	Jun 20	YoY Growth (%)
Retail Personal	6,63,559	7,48,800	12.85
Agri	2,01,054	2,04,288	1.61
SME	2,81,223	2,78,711	-0.89
Corporates	7,82,603	8,09,322	3.41
Domestic Advances	19,28,439	20,41,120	5.84
Foreign Offices Advances	3,09,854	3,44,519	11.19
Total Whole Bank Advances	22,38,294	23,85,639	6.58
Total Whole Bank Advances (Including CP, Corporate Bonds and AUCA)	25,19,046	27,41,908	8.85

Retail Per Banking

Leadership across all segments



As on Jun 2020

Personal Retail Portfolio of Rs 7.5 lakh crore NPA ratio at 1.10%

% of Dom. Adv.

Jun 19: 34.41

Jun 20: 36.69

Home
Loans

Auto Loans

Xpress
Credit

Other P Seg
Loans

O/S,
In Rs cr

4,55,443

70,151

1,45,990

77,216

YoY
Growth, %

10.72

-2.20

29.96

13.32

#Market share, %

34.0

32.7

N.A.

N.A.

GNPA, %

1.05

1.26

0.53

2.35

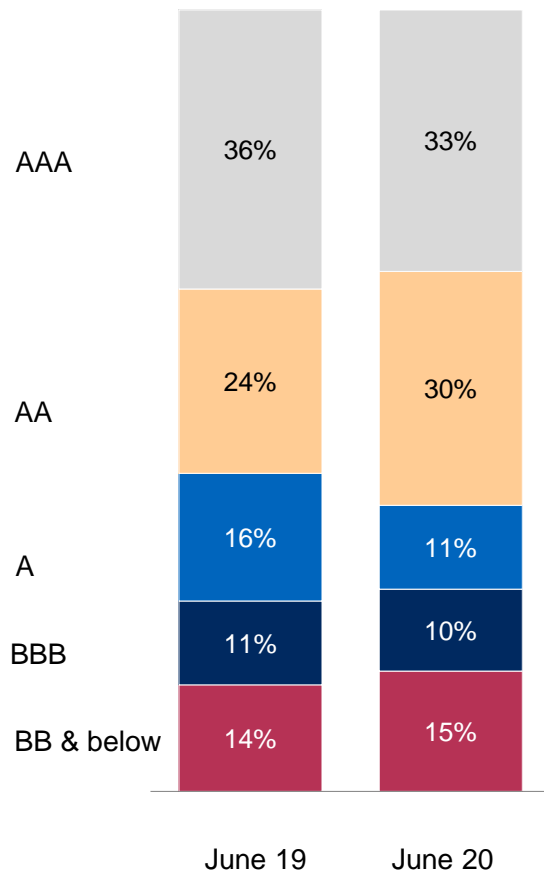
#As per latest available data;

Diversified Loan Portfolio

High quality asset book with lower exposure to high risk sectors



Corporate Rating mix



37.86% share of PSUs/ Govt. Dept.

Industry mix

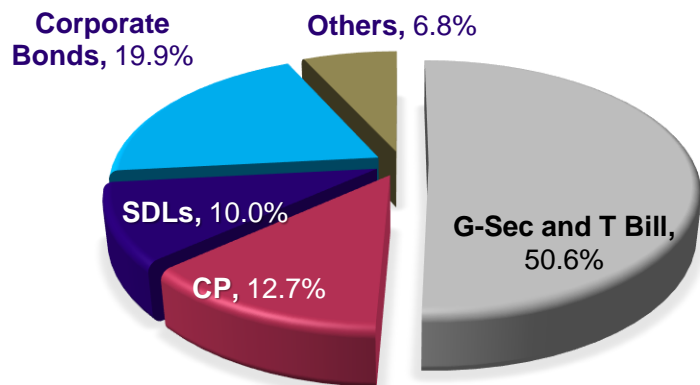
Rs. in Crores

Sectors	Outstanding as on 30 th Jun 20		Jun 20 Fund Based O/S
	Amount	% Share	YOY Gr %
Infrastructure	3,30,661	16.20	-3.63
of which: Power	1,94,354	9.52	-4.53
Telecommunication	38,583	1.89	3.36
Roads & Ports	61,547	3.02	24.53
Other Infrastructure	36,176	1.77	-31.47
Services	2,53,866	12.44	15.52
Iron & Steel	54,527	2.67	-24.97
Aviation & Airports	6,933	0.34	2.79
Tourism & Hotels	9,548	0.47	39.69
Textiles	33,273	1.63	-11.89
Petroleum & Petrochemicals	33,089	1.62	-5.56
Engineering	20,486	1.00	-25.63
Comm. Real Estate	41,880	2.05	30.92
Other Industries	3,03,770	14.88	7.59
Home Loans	4,55,443	22.31	10.72
Auto Loans	70,151	3.44	-2.20
Other Retail Loans	2,23,206	10.94	23.68
Agriculture	2,04,288	10.01	1.61
Total Domestic Advances	20,41,120	100.00	5.84

Treasury Operations

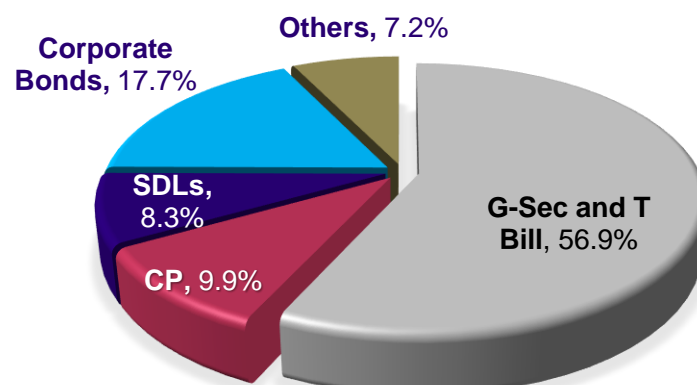
AFS Book

Jun 19



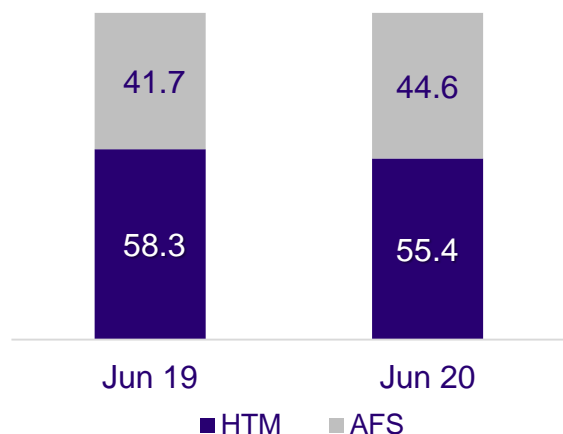
Modified Duration: 2.58

Jun 20



Modified Duration: 2.05

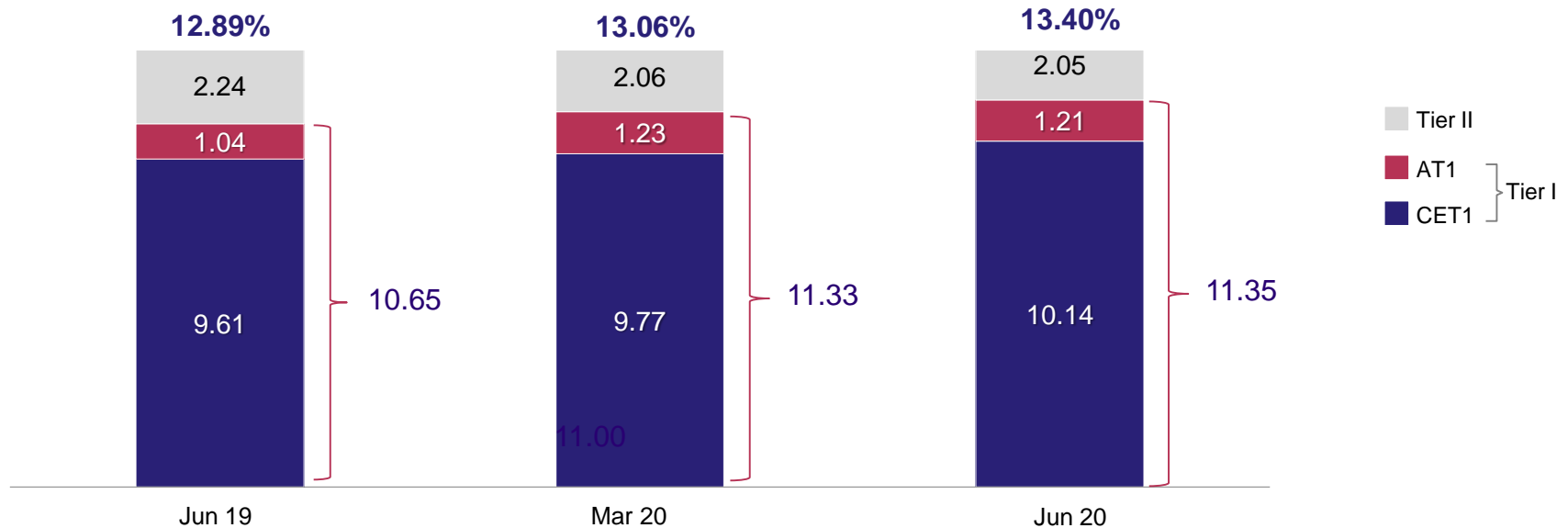
Break up of Domestic Investments (%)



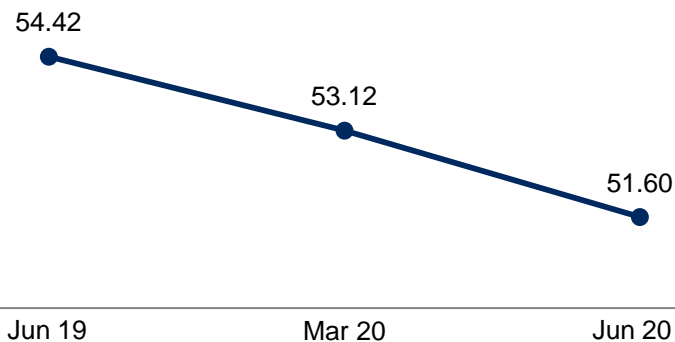
Total Investments Book (Rs. in Crores)	Jun 19	Jun 20
Domestic Investments	9,02,337	11,93,601
- of which- SLR	7,38,662	9,58,925
Foreign Offices Investments	51,887	41,969
Whole Bank Investments	9,54,224	12,35,570

Capital Adequacy & Asset Quality

Capital ratios (%)



RWA to Total Assets (%)

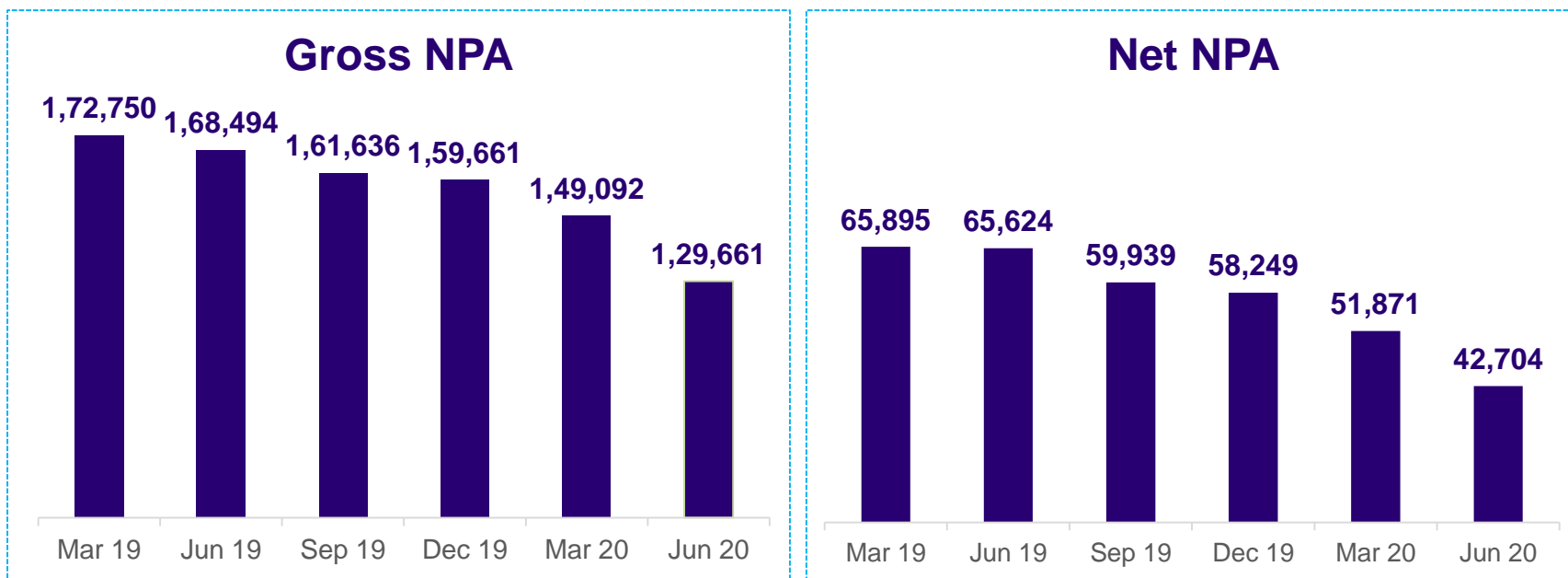


	Jun 19	June 20
Credit Risk Weighted Assets on Advances to Gross Advances (%)	57.94	56.30

Bank continues to remain comfortably well capitalized

Asset Quality (1/4)

Rs. in Crores



	Jun 19	Sep 19	Dec 19	Mar 20	June 20
Gross NPA Ratio (%)	7.53	7.19	6.94	6.15	5.44
Net NPA Ratio (%)	3.07	2.79	2.65	2.23	1.86
Provision Coverage Ratio (%)	79.34	81.23	81.73	83.62	86.32
Provision Coverage Ratio (Excl. AUCA) (%)	61.05	62.92	63.52	65.21	67.07
Corporate PCR (Excl. AUCA) (%)	71.25	73.84	74.58	78.37	83.17
Slippage Ratio (%)	2.83	2.18	2.42	2.16	0.60
Credit cost (%)	2.03	1.98	1.80	1.87	1.56

Asset Quality (2/4)



Rs. in Crores

Movement of NPAs:	Q1FY20	Q2FY20	Q3FY20	Q4FY20	FY20	Q1FY21
Opening Level of Gross NPAs	1,72,750	1,68,494	1,61,636	1,59,661	1,72,750	1,49,092
Total Reductions	21,251	15,984	22,073	18,860	78,168	23,341
<i>of which : Recovery + Upgradation</i>	5,769	3,931	13,553	2,528	25,781	3,608
Gross Addition	16,995	9,126	20,098	8,291	54,510	3,910
<i>of which : Increase in O/s</i>	783	321	3,573	186	4,863	273
<i>: Fresh Slippages</i>	16,212	8,805	16,525	8,105	49,647	3,637
Net Increase	-4,256	-6,858	-1,975	-10,569	-23,658	-19,431
Closing Level of Gross NPAs	1,68,494	1,61,636	1,59,661	1,49,092	1,49,092	1,29,661

Segmental NPAs:	Jun 19		Mar 20		Jun 20	
	NPA	Ratio %	NPA	Ratio %	NPA	Ratio %
Retail:	60,240	5.26	65,814	5.39	64,926	5.27
<i>Agri.</i>	26,298	13.08	32,670	15.85	31,402	15.37
<i>Per Segment</i>	7,713	1.16	7,914	1.06	8,261	1.10
<i>SME</i>	26,229	9.33	25,230	9.43	25,262	9.06
Corporate	1,06,357	13.59	81,628	9.67	62,581	7.73
International	1,898	0.61	1,650	0.46	2,154	0.63
Total	1,68,494	7.53	1,49,092	6.15	1,29,661	5.44

Movement of NPAs and AUCA(3/4)

Rs. in Crores

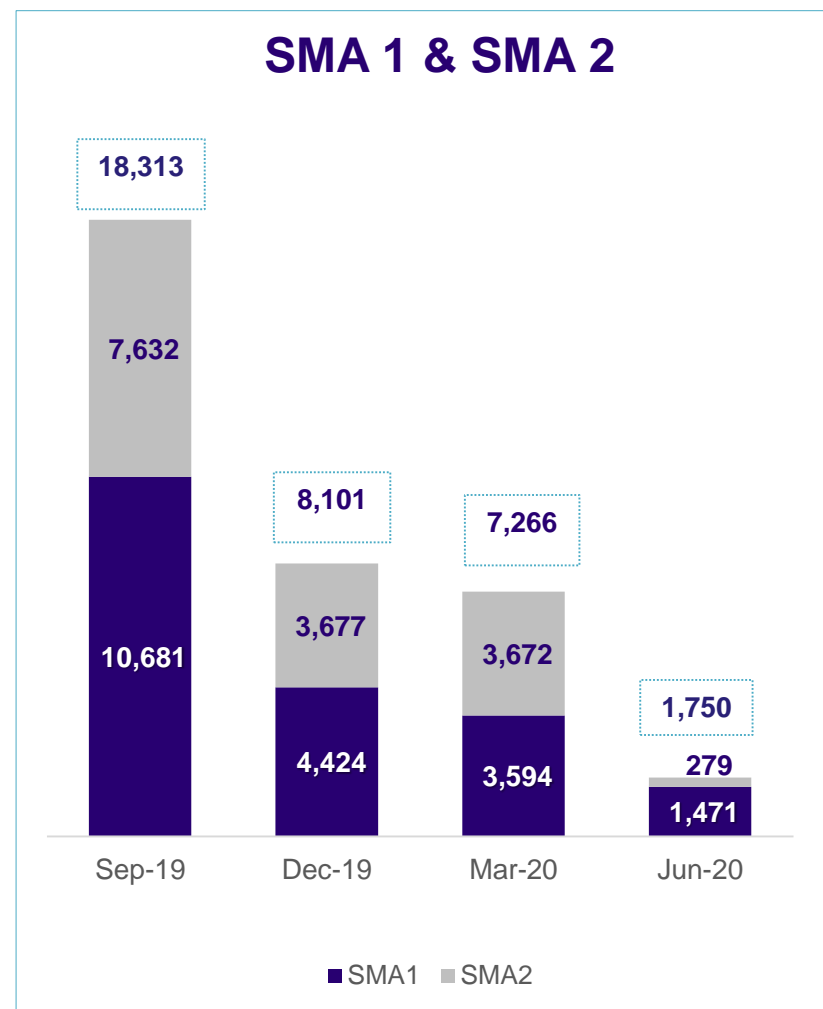
Movement of NPAs (incl. Advances under Collection)				
	Mar-18	Mar-19	Mar-20	Jun-20
Opening Level of GNPA + AUCA	2,52,066	3,27,653	3,09,755	3,16,684
Gross Addition (Increase in O/s + Slippages)	1,00,287	39,740	54,510	3,910
Total GNPA + AUCA + Additions	3,52,353	3,67,393	3,64,265	3,20,594
Total Recovery / Upgradation	19,863	39,857	35,032	4,056
Less: Write-off (Removal from AUCA/Haircut)	4,837	17,782	12,549	4,363
Closing Level of Gross NPAs + AUCA	3,27,653	3,09,755	3,16,684	3,12,175

Asset Quality (4/4)

As on Jun 20 Rs. in Crores

Fresh Slippages	Q1FY20	Q2FY20	Q3FY20	Q4FY20	FY20	Q1FY21
Corporate	5,354	3,239	9,467#	1,561	19,621#	213
SME	3,964	1,522	1,578	227	7,291	990
AGRI	4,239	3,078	2,965	5,238	15,520	468
PER	2,438	648	821	600	4,507	1,331
IBG	217	318	1,694#	479	2,708#	636
Total	16,212	8,805	16,525#	8,105	49,647#	3,637

- Includes exposure to a large Housing Finance Company



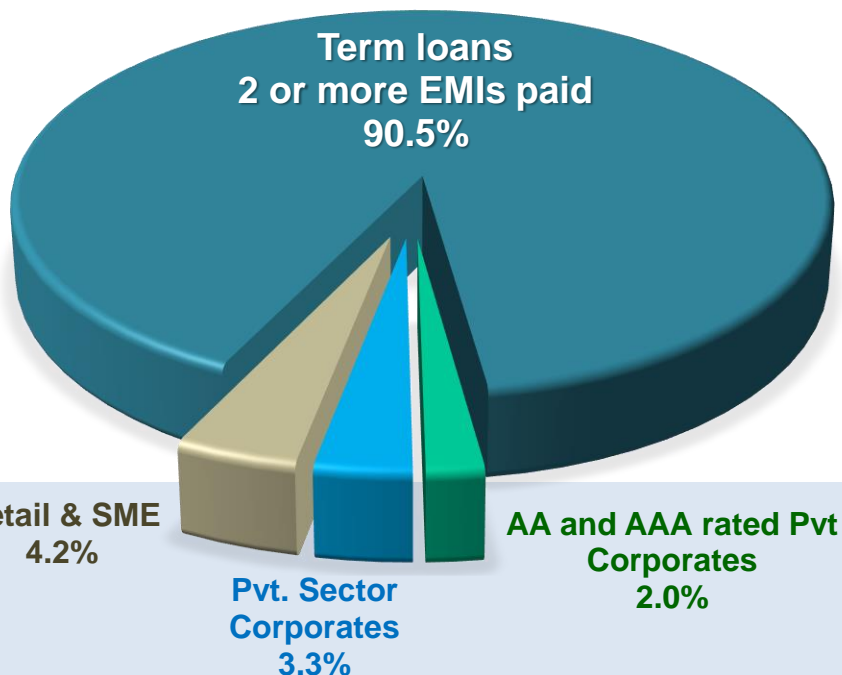
Accounts with exposure above Rs. 5 cr; from data submitted to CRILC

Performance of Loan Book and Interest collection during the quarter

As on Jun 20

Term Loan Portfolio

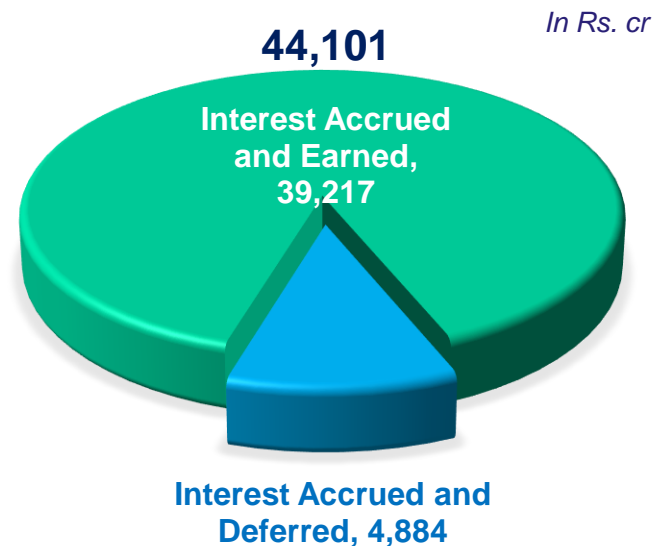
~Rs. 16 lac crore



Interest Recovery Performance

Interest On Loans

Loans portfolio of Rs. 23.86 lac cr



(11.1% of interest applied on loans)

COVID related Provisions

As on Jun 20

- Total COVID provision of ~Rs. 3,000 crs as on 30th June 2020
- 100% COVID provision on interest and 15% on principal in SMA accounts as on 29.02.2020, which have paid less than two EMIs, as below:

Sl. No.	Segment	Total Outstanding (in Rs. Crore)	Provisions (in Rs. Crore)
1	Home & home related	6,942	1,041
2	Personal	2,454	368
3	SME	2,607	391
4	Other Corporates	1,346	202
5	Interest accrued in Q1 and unrealized interest		510
Sub-total		13,349	2,512
6	Provisions on CC/ OD		161
7	Provision on Agriculture accounts		300
Total			2,973

NBFC & FI Sector

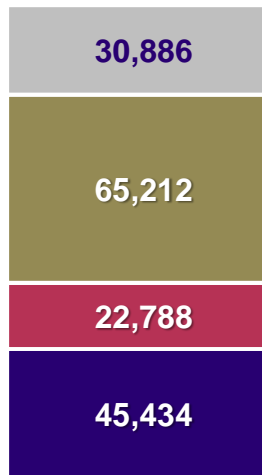
Loans to PSUs and High Quality Private Sector



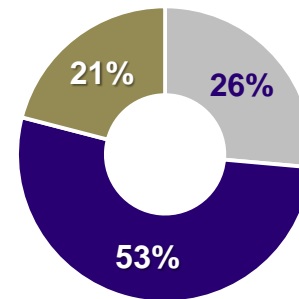
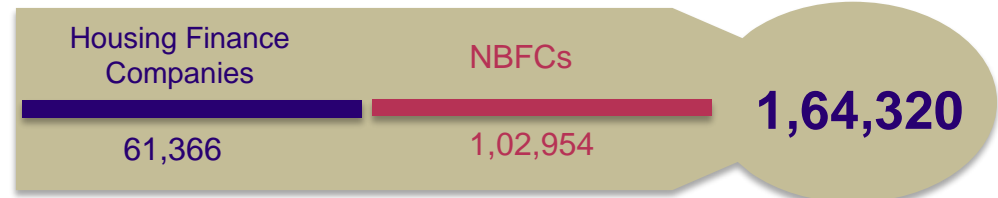
As on Jun 2020
Rs. in Crores

Std. NBFC Portfolio Classification

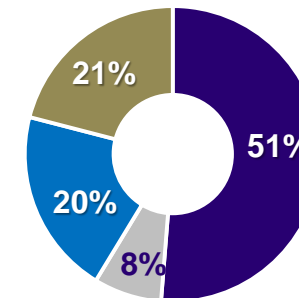
1,64,320



- Pvt. Others
- Backed by large Pvt Sector Institutions
- Backed by PSUs'
- Central & State Govt.



- Backed by PSUs'
- Backed by large Pvt Sector Institutions
- Pvt. Others



- Central & State Govt.
- Backed by PSUs'
- Backed by large Pvt Sector Institutions
- Pvt. Others







- Strong presence in Govt. and PSU backed NBFCs; and exposure to large reputed private sector institutions

Digital Journey

Accelerating digital agenda (1/4)

YONO – Our flagship digital offering

Digital Channel – Achieving disproportionate growth in share of business (Performance in Q1 FY21)

 YONO Adoption	~24 Mn cumulative registrations (~2.9 Mn during Q1FY21)
 YONO Cash	~3.00 Mn YONO Cash transactions (Q1FY21)
 PAPL	INR 5577 Cr+ Disbursements during Q1FY21
 Online Marketplace	INR 46.2 Cr GMV in Q1FY21
 FSS – Credit cards	~25000 cards sourced in Q1FY21,
 Krishi	5,61,000+ AGL sanctions during Q1FY21, INR ~8762 Cr Sanction Amt.

New Journeys Gone live: Q1

Insta Account opening



P-Segment Gold Loan

Special PAPL



3 Pilot YONO Branches
launched

Accelerating digital agenda (2/4)

YONO – Our flagship digital offering



Key Highlights



Account opening

- ~7.5 Mn+ YONO account opened (cumulative till June 20))
- ~4.3 Mn+ YONO account opened during FY20
- ~ 3.7 lac+ YONO account opened during Q1FY21



Cross Sell

- ~ 1.6 lac Cards Issued in FY'20
- ~ 200 Cr MF Gross sales during Q1 FY21
- ~ 0.52 lac PAI policies issued during Q1 FY 21



Digital Lending

- INR 19.5K Cr+ Cumulative disbursement (Amt.) till June 20
- ~1.5 Mn Cumulative loans disbursal till June 20 (No.)
- ~4.5 Lac Loans disbursed (No.) during Q1FY21



Krishi

- ~ INR 15K Cr+ Agri Gold loan amount Sanctioned (cumulative till June 20)
- ~ 10 lac+ Agri Gold loans sanctioned (cumulative till June 20)
- ~ 5.61 Lac Agri Gold Loans sanctioned during Q1 FY 21

Business Parameter	Q4FY20	Q1FY21
PAPL Disbursed (No. in lacs)	2.70	4.50
PAPL Disbursement (Amount in crs.)	3,194	5,577
Agri Gold Loan Sanctions (No in lacs)	3.48	5.61
Agri Gold Loan Sanction (Amount in crs)	4,436	8,762

Accelerating digital agenda (3/4)

YONO – Our flagship digital offering

3 Pilot YONO branches launched during Q1FY21

Key objectives



Digital-first' operating model



Assist customers migration to YONO



Focus on loans and cross-sell



Improve customer and staff convenience via simplified processes

Layout and operating model elements

- Self-service zone with **recyclers, CDK, passbook printer**
- Self assist zone with **internet enabled kiosks**
- Dedicated YONO Host to assist digital migration** of customers
- BM's KRA** to include YONO migration
- Video wall** to play YONO features videos
- Dedicated zone for sales and advisory with meeting pods**
- Reaching customers by using analytics** e.g. PAPL, Shikhar customers
- Service to sales interactions** e.g. Insta Home top-up, Real time XC, and **instant fulfillment on YONO** e.g., Cards, ILS, PAI
- Customer service zone with **YONO Branch portal** for services e.g. account opening, NFS
- Cash transaction offered as part of SWO activities** to avoid hand offs

3 Pilot YONO Branches at Mumbai, Delhi and Indore



Waiting Lounge



Self-service zone



Meeting Pods



SWOs



Accelerating digital agenda (4/4)

Digital Leadership across channels



Market share (As per latest available data)

Debit card spends	POS terminals	ATMs	Mobile Banking No. of Transactions	Mobile Banking Transaction value
30.43%	13.05%	28.22%	25.54%	25.41%

Presence across multiple channels and payment acceptance touch points

Customer touch points

Numbers (As on June 2020)

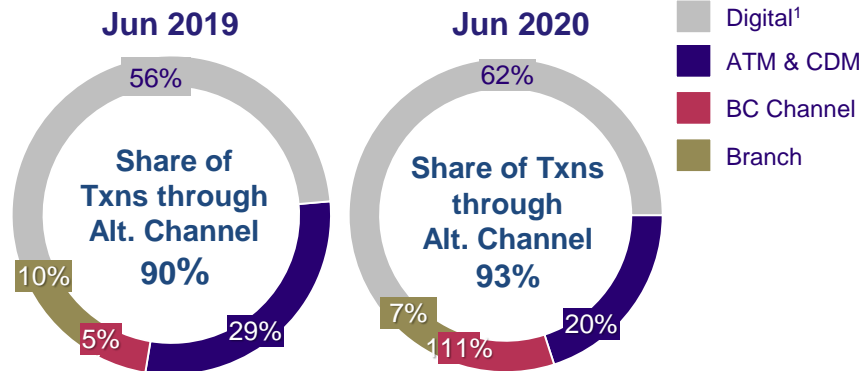
INB users	76.3 Mn
Mobile banking users	17.4 Mn
ATMs/CDMs/ADWMs	58,582
BC outlets	62,259
Branches	22,135

Payment acceptance touch points







Numbers (As on June 2020)

BHIM merchants	146,000
Bharat QR	351,171
BHIM-Aadhar-SBI	973,530
SBI POS	669,474
BHIM SBI Pay	428,509

Technology and Innovation



Key highlights

- 
 • Remit transactions handled (in Q1FY20): **1,059 Mn**
- 
 • Number of UPI users: **10.86 Mn**
- 
 • Market share in remittances: **26.71% (Jun 2020)** (#1 Remittance bank)
- 
 • No. of cards: **283.60 Mn**
- 
 • Debit Card spends: **> 22.97 crore transactions and Rs. 323.55 bn spend during Q1FY21.**
- 
 • Average no. of ATM transactions: **~8.2 Mn per day**

¹ Digital comprises of Internet, Mobile, UPI & YONO and Green Channel

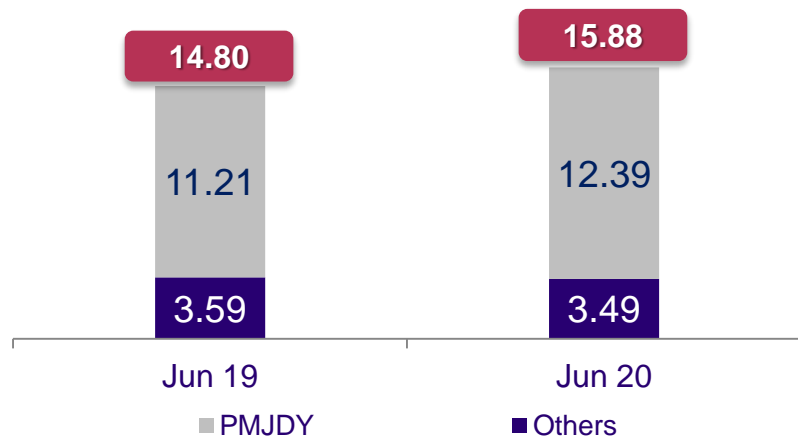
Financial Inclusion & Sustainability

Financial Inclusion & Micro Markets

As on Jun 2020

Accounts & Amount in FI Channel (No. in Crores)

No. of Accounts



Deposits (Rs. In Crs)

Jun 19

Jun 20

31,068

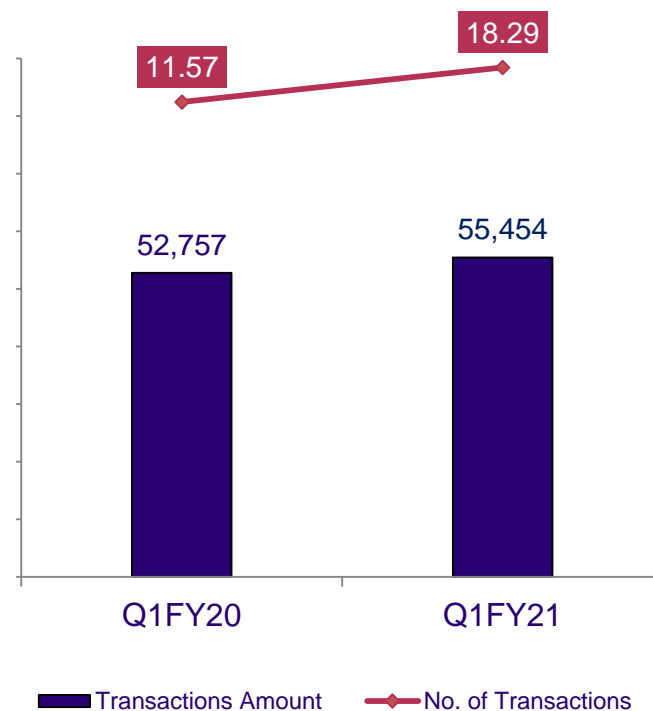
42,046

Average Balance (Rs.)

2,099

2,648

Transactions in BC Channel (No. & Amt. in Crores)



OD facility for PMJDY accounts - Eligible accounts 21.05 lakh; Sanctioned 10.85 lakh accounts (51.50%)

RSETI: Total Number: 152; No. of Training Programs held: 29,944, Youth Trained: 93,009, Financial Literacy Centers (FLC): 341

PM Suraksha Bima Yojana: 382 Lakh; PM Jeevan Jyoti Bima Yojana: 118 Lakh; Atal Pension Yojana: 41 Lakh (In Nos.)

No. of BC Outlets: 62,259

Environmental, Social, Governance practices



- Big push to digitalization.93% of Bank's total transactions taking place through Alternate channels.
- Bank's E-rickshaw and Green Car loan product directed at Climate action had an aggregate outstanding portfolio of Rs.19.89 crore as on June 2020.
- More than Rs.32 lakh mobilized through the Bank's novel **SBI Green Fund** initiative for supporting Sustainable initiatives.
- Bank's Seven (7) premises have been certified as Green Buildings under different categories. (**2 Platinum, 2 Gold and 3 Silver categories respectively**)
- Under the USD 625 million World Bank line of credit, Bank has financed **243 Projects** with an aggregate sanctioned limit over INR 1747 crores.
- Average training hours per Full Time Employee stands at 56.23 hrs.
- To impart learning in a safe and secured environment, trainings being migrated to digital platform by making available digital contents, pre-reads, video lessons and scheduling live webinars for deliberation.
- Adding impetus to the Financial inclusion, the Bank has opened more than **12.38 crore of PMJDY accounts** as on 30th June 2020 with deposit to the tune of Rs.34,360 crore. More than 11.56 crore **RUPAY** Debit cards issued by the Bank.
- SBI is continuously working towards improving the diversity of its workforce. Women represent more than 25% of the total work force with more than 3,500 branches headed by women officers.
- Bank has been taking far reaching efforts to contribute towards country's fight towards COVID 19 pandemic. CSR spent of Rs.16.98 crores in the quarter incurred for low cost ventilators, PPE kits, food distribution etc.
- On Bank's Hon'ble Chairman's appeal, the Bank employees contributed **Rs.108 crores** to the **PM Covid Care Fund** in solidarity for the nation's cause
- **SUSTAINABILITY** incorporated as a core value in the Bank. An independent **ETHICS** business conduct function in place that looks after the ethical morale of the entire organization. Ethics Tutorial on monthly basis introduced for benefit of employees.
- 5th Edition of Bank's flagship document for Sustainability disclosure- **SUSTAINABILITY REPORT** as per GRI framework approved by Bank's Central Board and placed in Public domain.
- Bank has initiated mapping its products & services SDGs to make them more inclusive. Eight Products mapped so far.
- With growing digitization, Bank is committed to Cyber security. Bank's Security Operations Centre complies with the **ISO 27001:2013** requirements.



Subsidiaries,
Group Financials &
Balance Sheet

SBI and its Subsidiaries

Leveraging Synergies



As on Jun 20



- Strong growth in Renewal Premium of 30%.
- Private market leadership Rank 1 in Total New Business Premium (NBP) with 23.9% share
- Group New Business Premium increased by 34%
- Strong financial performance: VoNB Margin: 18.7%



- Rank 1st in QAAUM with Market Share of 14.79%.
- AUM at Rs.364K Crores.
- QAAUM grew by 18.48% YoY vis-à-vis Industry de-growth rate of 3.42% during Q1FY21 YoY.



- Market Share Total Spends : 19.6%
- Market Share Card base : 18.3%
- Growth in cards : 20% YoY
- Growth in Receivables : 10% YoY



- SBI General has written GWP of Rs.1,241 Crs with YoY de-growth of 2.9% as compared to the Industry de-growth at 4.24%
- Ranked at 8th position amongst private insurers and 12th in the Industry overall.
- Market share amongst private players improved to 5.53% in Q1FY21 from 5.46% in Q1FY20. Overall market share stands at 3.06% in Q1FY21
- 1st in Personal Accident with 17.9% share and 6th in Fire with 7.7% share amongst Private insurers.

SBI Life INSURANCE With us - You're sure (A State Bank Group Company)	Q1FY20	Q1FY21
PAT (in Rs. cr)	372	391
ROE (in %)	19.2	17.3

SBI MUTUAL FUND A PARTNER FOR LIFE	Q1FY20*	Q1FY21*
PAT (in Rs. cr)	120	188
ROE (in %)	32.17	34.54

SBI Card Make life simple	Q1FY20*	Q1FY21*
PAT (in Rs. cr)	346	393
ROE (in %)	36.1	28.3

SBI General INSURANCE	Q1FY20	Q1FY21
PAT (in Rs. cr)	75	135
ROE (in %)	17.2	25.8

*(As per IND AS)

SBI Group Financials – Q1FY21



Rs. In crores

	Year Ended		Growth (%)
	Q1FY20	Q1FY21	YoY
Interest Earned	65,594	69,940	6.62
Non-Interest Income	17,892	19,412*	8.50
Total Income	83,486	89,352	7.03
Interest Expended	40,139	40,301	0.40
Operating Expenses (i+ii)	28,213	29,275	3.76
<i>(i) Employee Cost</i>	11,608	12,658	9.05
<i>(ii) Other Operating Expenses</i>	16,605	16,617	0.07
Total Expenditure	68,353	69,576	1.79
Operating Profit	15,134	19,775	30.67
Provisions (other than Tax)	9,449	12,563	32.96
<i>Add: Share in profit of associates</i>	-94	64	168.24
<i>Less: Minority Interest</i>	340	491	44.58
Tax Expenses	2,301	2,009	-12.69
Net Profit	2,951	4,777	61.89

	Year Ended	
	Q1FY20	Q1FY21
ROA (%)	0.31	0.45
ROE (%)	6.24	9.01
Earning Per Share (Rs.)	13.30	21.47
Expenses Ratio (%)	57.07	50.12
NIM (%)	2.88	3.07
Gross NPA Ratio (%)	7.42	5.36
Net NPA Ratio (%)	3.02	1.83

*Includes Exceptional Items

Balance Sheet



Liabilities							<i>Rs. in Crores</i>
	SBI SOLO			SBI GROUP			
	Jun 19	Jun 20	YOY Growth (%)	Jun 19	Jun 20	YOY Growth (%)	
Capital	892	892	0.00	892	892	0.00	
Reserves and Surplus	2,21,665	2,40,763	8.62	2,35,838	2,60,691	10.54	
Minority Interest				6,361	8,677	36.41	
Deposits	29,48,821	34,19,363	15.96	29,78,835	34,53,116	15.92	
Borrowings	2,83,312	3,12,996	10.48	2,98,157	3,31,905	11.32	
Other Liabilities & Provisions	1,27,306	1,43,917	13.05	2,79,752	3,25,298	16.28	
Total Liabilities	35,81,997	41,17,932	14.96	37,99,835	43,80,580	15.28	
Assets							
	SBI SOLO			SBI GROUP			
	Jun 19	Jun 20	YOY Growth (%)	Jun 19	Jun 20	YOY Growth (%)	
Cash & balances with RBI	1,33,795	1,29,139	-3.48	1,34,034	1,29,411	-3.45	
Bal with Banks & Money at Call and Short Notice	73,075	1,31,256	79.62	75,080	1,34,924	79.71	
Investments	9,44,355	12,25,228	29.74	11,03,990	14,23,442	28.94	
Net Advances	21,34,774	22,98,346	7.66	21,79,285	23,47,478	7.72	
Fixed Assets	38,722	38,245	-1.23	40,286	39,826	-1.14	
Other Assets	2,57,276	2,95,717	14.94	2,67,161	3,05,499	14.35	
Total Assets	35,81,997	41,17,932	14.96	37,99,835	43,80,580	15.28	

Thank You