भारतीय स्टेट बँक
भारतीय स्टेट बैंक
STATE BANK OF INDIA

10.08.2018
CC/S&B/SA/789

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,

Sub: LISTING REGULATIONS 2015: PRESS RELEASE AND PRESENTATION MADE FOR ANALYSTS/ INVESTORS.

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, 2018.

Kindly take the same on your record.

Thanking You,

Yours faithfully,

Sanjay M Abhyankar
Vice President Compliance- Company Secretary

Encl: as above

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शेयर एवं बॉन्ड विभाग,
कॉर्पोरेट केन्द्र,
14वा माळा, स्टेट बँक भवन,
मादाम कामा रोड,
मुंबई – ४०००२१, भारत

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Shares & Bonds Dept,
Corporate Centre,
14thFloor, State Bank Bhavan,
Madame Cama Road,
Mumbai - 400021, India

State Bank of India
PRESS RELEASE

Q1FY19 RESULTS

Financial Performance

1. Q1FY19 OVER Q1FY18

- The Bank incurred a net loss of Rs. 4,876 Cr during the Quarter.
- Bank's net loss is largely attributable to:
    - Lower Trading Income and significant MTM losses due to hardening of bond yields.
    - Higher provision on account of Wage Revision and enhancement in Gratuity ceiling.
- Bank has not availed the benefit of RBI dispensation with regard to amortization of MTM loss.
- **Operating Profit** increased by 0.83% from Rs. 11,874 Cr in Q1FY18 to Rs. 11,973 Cr in Q1FY19.
- **Net Interest Income** increased by 23.81% from Rs. 17,606 Cr in Q1FY18 to Rs. 21,798 Cr in Q1FY19.
- **Interest Income on Loans** increased by 7.54% YoY from Rs. 36,142 Cr in Q1FY18 to Rs. 38,865 Cr in Q1FY19.
- **Interest Expenses on Deposits** was down by 2.09% YoY from Rs. 34,990 Cr in Q1FY18 to Rs. 34,258 Cr in Q1FY19 despite a growth in Deposits of 5.58% YoY.
- **Non-Interest Income** decreased by 16.57% from Rs. 8,006 Cr in Q1FY18 to Rs. 6,679 Cr in Q1FY19 mainly on account of lower trading income. Excluding treasury income, YoY growth in Non-Interest income was 27.39%.
- **Fee Income** increased from Rs. 4,870 Cr in Q1FY18 to Rs. 4,976 Cr in Q1FY19, a YoY growth of 2.19% with significant contribution from Commission on Govt. Business, LC/BG and Cross Sell income which registered a growth of 19.20%, 45.34% and 30.45% respectively during the period.
- **Recovery in Written-Off Accounts** registered a robust growth of 240.74% from Rs. 712 Cr in Q1FY18 to Rs. 2,426 Cr in Q1FY19 with major contribution coming from one large resolution. Even after excluding the impact of such resolution, the YoY growth in Recovery in Written Off accounts is 49.72%.
- **Operating Income** increased during the Quarter by 11.19% from Rs. 25,612 Cr in Q1FY18 to Rs. 28,478 Cr in Q1FY19.

- **Staff Expenses** increased by 25.68% on YoY basis during the quarter mainly on account of provision for Wage Revision and enhancement in Gratuity ceiling, excluding which the increase was 1.1% YoY.
- **Overheads** increased by 13.02% from Rs. 6,013 Cr in Q1FY18 to Rs. 6,796 Cr in Q1FY19 mainly on account of expenses connected with technology and business development.

2. DEPOSITS

- **Deposits** of the Bank increased by 5.58% from Rs.26,02,534 Cr as on June 17 to Rs.27,47,813 Cr as on June 18.
- **Domestic CASA Deposits** increased by Rs 82,740 Cr from Rs.11,13,455 Cr as on June 17 to Rs.11,96,195 Cr as on June 18 (7.43% YoY).
- **Domestic Savings Bank Deposits** increased by 8.99% from Rs.9,45,040 Cr as on June 17 to Rs.10,30,040 Cr as on June 18.
- **Domestic Term Deposits** increased by 4.46% from Rs.13,95,563 Cr as on June 17 to Rs.14,57,775 Cr as on June 18.
- **CASA Ratio** improved by 69 bps from 44.38% as on June 17 to 45.07% as on June 18, whereas daily average CASA improved by 103 bps to 44.84%.

3. ADVANCES

- **Domestic Advances** registered a growth of 7.21% from Rs. 16,07,583 Cr as on June 17 to Rs. 17,23,443 Cr as on June 18, while **Gross Advances** at the Whole Bank level registered a growth of 5.49% from Rs.18,86,666 Cr as on June 17 to Rs.19,90,172 Cr as on June 18.
- **Retail Advances** increased by 14.11% from Rs.4,90,005 Cr as on June 17 to Rs.5,59,134 Cr as on June 18 with Home loans growing by 13.01% from Rs.2,83,331 Cr as on June 17 to Rs.3,20,205 Cr as on June 18. Auto loans and Express Credit increased by 12.42% and 30.93% respectively during the same period.
- **Advances to Large and Mid-Corporates and SME** together increased by 5.14 % from Rs.9,28,479 Cr as on June 17 to Rs,9,76,199 Cr as on June 18.
- **Agri Advances** dipped by 0.52% YoY from Rs.1,89,100 Cr as on June 17 to Rs. 1,88,110 Cr as on June 18.
- **International Advances** declined by 4.43% YoY from Rs. 2,79,082 Cr as on June 17 to Rs. 2,66,728 Cr as on June 18.

4. ASSET QUALITY

- **Gross NPAs** declined from Rs. 2,23,427 Cr as on Mar 18 to Rs. 2,12,840 Cr as on June 18, whereas **Net NPA** declined from Rs. 1,10,855 Cr to Rs. 99,236 Cr during the same period.
- Gross NPA Ratio at 10.69% declined sequentially by 22 bps, while it increased by 72 bps YoY.
- Net NPA Ratio declined by 68 bps YoY from 5.97% as on June 17 to 5.29% as on June 18. Sequentially the same has declined by 44 bps.
- Provision Coverage Ratio improved by 846 bps YoY from 60.79% as on June 17 to 69.25% as on June 18 and improved by 308 bps sequentially.
- Provision Coverage Ratio without AUCA improved by 1068 bps YoY from 42.70% to 53.38% and by 300 bps sequentially.
- Provision Coverage Ratio on NCLT List 1 and List 2 are at 65% and 79% respectively whereas the same on both NCLT lists is 71%.

	Gross NPA (%)	Net NPA (%)	PCR (%)	PCR (%) without AUCA
Mar 17	9.11	5.19	61.53	45.48
Jun 17	9.97	5.97	60.79	42.70
Mar 18	10.91	5.73	66.17	50.38
Jun 18	10.69	5.29	69.25	53.38

5. We remain well capitalized

- CET 1 Ratio improved by 12 bps sequentially from 9.68% to 9.80%. However, the same declined by 26 bps YoY.
- Tier 1 Ratio improved by 17 bps sequentially from 10.36% to 10.53%. However, the same declined by 14 bps YoY.
- Overall CAR remained at 12.83%, well above the regulatory threshold.

6. DOMINANCE IN DIGITAL

- Share of transactions through alternate channels increased by 500 bps YoY to reach 82% of the total transactions as on June 18 from 77% as on June 17.
- **YONO** downloads as on June 18 were at 83.3 lakhs with more than 2.5 lakh logins per day. More than 1 million SB accounts opened reaching a peak of more than 27 thousand accounts per day.
- Leadership position in Debit Card spends with 30.51% market share.
- Leadership position in Merchant Acquiring Business with over 6.23 lakh customer touch points (POS) with a market share of 19.05%.

7. KEY FINANCIAL RATIOS

- **Average Cost of Deposits** declined by 43 bps from 5.54% as on June 17 to 5.11% as on June 18 and by 19 bps sequentially from 5.30% as on March 18 to 5.11% as on June 2018.
- **Average Yield on Advances** increased by 8 bps from 8.49% as on June 17 to 8.57% as on June 18 and by 29 bps sequentially from 8.28% as on March 18 to 8.57% as on June 2018.
- **Net Interest Margin (Domestic)** increased by 45 bps YoY from 2.50% as on June 17 to 2.95% as on June 18 and by 28 bps sequentially from 2.67% as on Mar 18 to 2.95% as on June 18. NIM (Foreign Offices) increased by 31 bps YoY from 1.16 % as on Mar 18 to 1.47% as on June 18.
- **Cost to Income Ratio** increased by 432 bps YoY from 53.64% as on June 17 to 57.96% as on June 18.

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ANNEXURE I

Details of Profit and Loss account are as follows:

Rs. in Crores

	Q1FY19	Q1FY18	Growth (%) Q1FY19 over Q1FY18	Q4FY18	Growth (%) Q1FY19 over Q4FY18
Interest Income	58,813	54,905	7.12	55,941	5.13
Other Income	6,679	8,006	-16.57	12,495	-46.54
Total Income	**65,493**	**62,911**	**4.10**	**68,436**	**-4.30**
Interest Expenses	37,015	37,299	-0.76	35,967	2.91
Net Interest Income	**21,798**	**17,606**	**23.81**	**19,974**	**9.13**
Operating Expenses	16,505	13,738	20.14	16,586	-0.49
Operating Profit	**11,973**	**11,874**	**0.83**	**15,883**	**-24.62**
Total Provisions	**16,849**	**9,869**	**70.73**	**23,601**	**-28.61**
Net Profit	**-4,876**	**2,006**	**-343.12**	**-7,718**	**36.83**

Quarterly Results Q1FY19

Analyst Presentation

10.08.2018

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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Financial Performance

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Rs. in Crores

	Quarter ended		Growth (%)	Quarter Ended	Growth (%)
	Q1FY19	Q1FY18	Q1FY19 over Q1FY18	Q4FY18	Q1FY19 over Q4FY18
Interest Income	58,813	54,905	7.12	55,941	5.13
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Provisions and Net Result

Rs. in Crores

	Quarter ended		Growth (%)	Quarter Ended	Growth (%)
	Q1FY19	Q1FY18	Q1FY19 over Q1FY18	Q4FY18	Q1FY19 over Q4FY18
Operating Profit	**11,973**	**11,874**	**0.83**	**15,883**	**-24.62**
Total Provisions	**16,849**	**9,869**	**70.73**	**23,601**	**-28.61**
Loan Loss	13,038	12,125	7.53	24,080	-45.86
of which: Movement from Standard Provision	*-631*	*-1806*		*-1754*	
Standard Assets	-919	-2,039		-852	
Investment Depreciation	7,098	-755		4,761	49.08
Other Provisions	11	-402	102.80	107	-89.46
Income Tax	-2,379	939	-353.37	-4,495	47.06
Net Profit	**-4,876**	**2,006**	**-343.12**	**-7,718**	**36.83**

Interest Income / Expenses

Rs. in Crores

	Quarter ended		Growth (%)	Quarter Ended	Growth (%)
	Q1FY19	Q1FY18	Q1FY19 over Q1FY18	Q4FY18	Q1FY19 over Q4FY18
Interest on Loans	38,865	36,142	7.54	34,235	13.53
Interest on Resources	18,832	17,543	7.35	18,534	1.61
Other Interest income	1,116	1,220	-8.58	3,172	-64.83
Total Interest Income	**58,813**	**54,905**	**7.12**	**55,941**	**5.13**
Interest on Deposits	34,258	34,990	-2.09	33,206	3.17
Interest on Borrowings	1,706	1,018	67.46	1,694	0.70
Other Interest paid	1,051	1,291	-18.58	1,067	-1.49
Total Interest Expenses	**37,015**	**37,299**	**-0.76**	**35,967**	**2.91**
Net Interest Income	**21,798**	**17,606**	**23.81**	**19,974**	**9.13**

Non-Interest Income

Rs. in Crores

	Quarter ended		Growth (%)	Quarter Ended	Growth (%)
	Q1FY19	Q1FY18	Q1FY19 over Q1FY18	Q4FY18	Q1FY19 over Q4FY18
Fee Income	4,976	4,870	2.19	8,430	-40.97
Profit/Loss on Sale of Investments	-1,264	1,770	-171.40	941	-234.31
Of which: Losses o/a Inter Category Transfer of Securities	*-2,124*	*-1,121*		*0*	
Forex Income	427	667	-35.92	546	-21.77
Dividend Income	13	23	-43.45	331	-96.03
Misc Income	2,527	676	273.76	2,246	12.50
of which: Recovery in w/o accounts	*2,426*	*712*	240.74	*2,113*	*14.82*
Total Non Interest Income	**6,679**	**8,006**	**-16.57**	**12,495**	**-46.54**

Excluding Treasury Income, YoY growth in Non-Interest Income at 27.39%

Stable Fee Income

Rs. in Crores

	Quarter ended		Growth (%)	Quarter Ended	Growth (%)
	Q1FY19	Q1FY18	Q1FY19 over Q1FY18	Q4FY18	Q1FY19 over Q4FY18
Fee Income	**4,976**	**4,870**	**2.19**	**8,430**	**-40.97**
of which: *Loan Processing Charges*	*641*	*654*	*-1.99*	*1,360*	*-52.85*
Commission on Govt. Business	*931*	*781*	*19.20*	*1,003*	*-7.16*
*Commission on LC/BG**	*592*	*407*	*45.34*	*636*	*-6.87*
Cross Selling	*376*	*288*	*30.45*	*557*	*-32.56*
Remittance, Collection, Transaction Fees etc.	*1,482*	*1,432*	*3.48*	*3,592*	*-58.74*
Locker Rent, POS, CMP etc.	*812*	*844*	*-3.81*	*400*	*103.17*
Misc Fee income	*143*	*463*	*-69.17*	*883*	*-83.85*

**Change in method of booking Commission from cash basis to accrual basis; cumulative impact of Rs.1,352 Crores*

Cross Selling

Rs. In crores

Total Business Mobilized through BANCA Channel				
	Q1FY19	**Q1FY18**	**FY18**	**YoY Growth (%)**
SBI Life Premium mobilized:	**2338**	**1649**	**12821**	**41.76**
- New Business	1018	758	5334	34.33
- Renewal Business	1319	891	7486	48.08
MF-Gross mobilization	**33346**	**21493**	**80968**	**55.15**
General Insurance	**317**	**306**	**1580**	**3.53**
- New Business	231	234	1335	-1.23
- Renewal Business	85	72	244	19.01
SBI Cards (No. of cards sourced) – *(In Lakhs)*	**3**	**1**	**12**	
SBI Cap Securities Ltd. *(No. of demat & on-line trading accounts opened)*	**46101**	**42854**	**241695**	**7.58**

- Sale through process digitisation, Data Analytics for business leads
- Project CRM - to leverage data analytics for increasing Wallet share
- 97% of Branches earned cross selling income in Q1FY19; Enhancing synergy between SBI and JVs.
- 48,715 employees qualified to sell products of SBI Life; 19,968 AMFI qualified for selling products of Mutual Fund.
- 49% Business of SBI Life and 31% of SBI General mobilised through Banca Channel.
- Mutual Fund Distribution- Ranked 3rd (FY18) in gross commission with highest growth of 203% YoY in FY18 among the top 10 distributors

Operating Expenses (1/2)

Rs. in Crores

Staff Expenses	Quarter ended		Growth (%)	Quarter Ended	Growth (%)
	Q1FY19	Q1FY18	Q1FY19 over Q1FY18	Q4FY18	Q1FY19 over Q4FY18
Staff Expenses	**9708**	**7724**	**25.68**	**9254**	**4.91**
(i) Salary	7141	6806	4.92	6761	5.63
of which o/a Wage Revision	*495*	*0*		*495*	
(ii) Contribution for employees	2567	918	179.63	2493	2.96
(a) Pension	1566	818	91.55	1550	1.05
of which o/a Wage Revision	*450*	*0*		*450*	
(b) Gratuity	1001	100		943	6.11
of which: o/a Wage Revision	*51*	*0*		*51*	
Enhancement of Gratuity ceiling	*903*	*0*		*903*	

- Wage revision provision being made w.e.f 01.11.2017
- Additional Provision for enhancement in Gratuity ceiling being made from Q4FY18 and to be completed by Q3FY19
- Excluding above two, YoY increase in Staff Expenses at 1.1%
- Retirements in FY19: 11,763 and in FY20:12,211

	Q1FY19	Q1FY18	June 18 (Past 12 Months)
Opening Staff Strength	264041	279803	273181
Employee Joined	17	647	2581
Retirement etc.	4078	7269	15782
Closing Staff Strength	259980	273181	259980

Operating Expenses (2/2)

Rs. in Crores

Overhead Expenses	Quarter ended		Growth (%)	Quarter Ended	Growth (%)
	Q1FY19	Q1FY18	Q1FY19 over Q1FY18	Q4FY18	Q1FY19 over Q4FY18
Overheads	**6,796**	**6,013**	**13.02**	**7,332**	**-7.30**
Of which: Rent, Taxes and Lighting	1,173	1,198	-2.03	1,415	-17.07
Depreciation	798	778	2.45	852	-6.35
Insurance	712	732	-2.66	690	3.25
Travelling & Halting	254	230	10.22	361	-29.72
Repairs and Maintenance to Bank's Property	196	182	8.00	239	-17.74
Printing and Stationery	103	102	1.44	184	-43.97
Postage & Telecommunications	85	161	-47.22	205	-58.53
Business Acquisitions & Development Expenses	443	344	28.69	558	-20.54
ATM /CDM/POS/Debit Card /Other Tech Expenses	1,807	1,457	24.00	1,914	-5.61
GST / Service Tax*	629	260	141.90	243	158.99
Misc. Expenses	596	569	4.66	672	-11.36
Operating Expenses	**16,505**	**13,738**	**20.14**	**16,586**	**-0.49**
Cost to Income ratio (%)	**57.96**	**53.64**	**432 bps**	**51.08**	**688 bps**

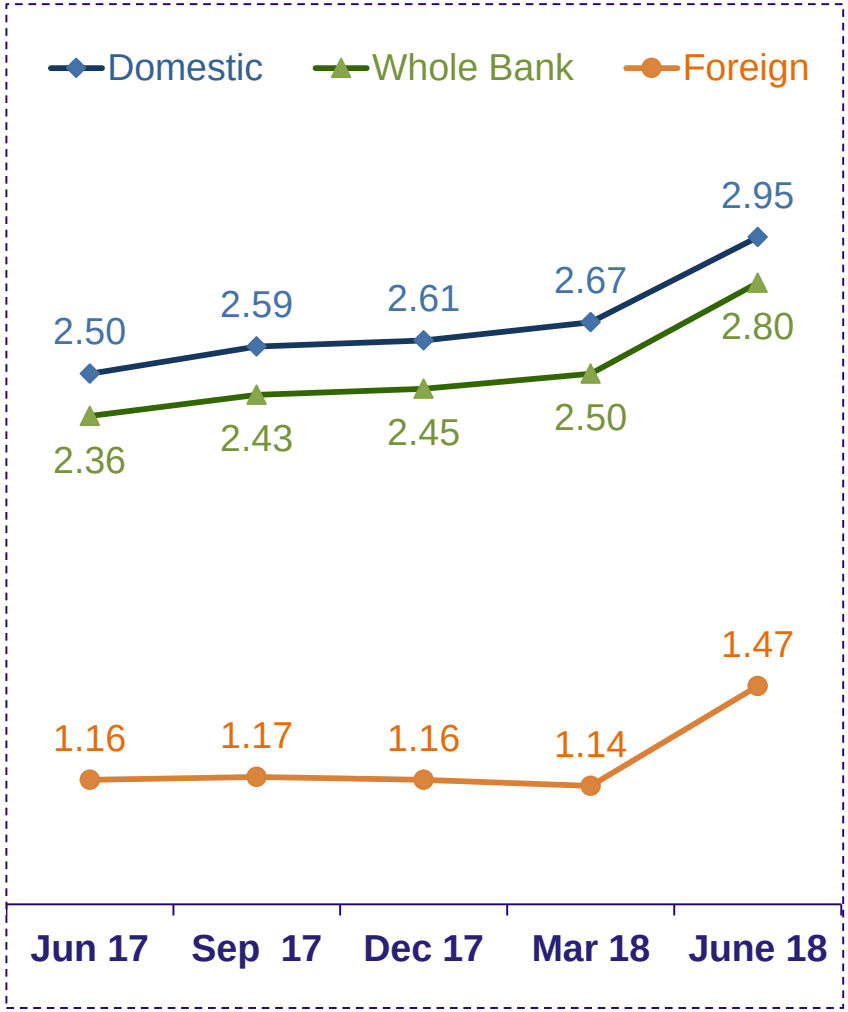
**due to increase in scope / rate and time lag in Input Tax Credit*

	June 18	June 17	YoY Rationalisation / Net of Opening
Branches	22,428	24,017	1589
Admin Offices	1,396	1,634	238
Currency Chest	2,343	2,632	289

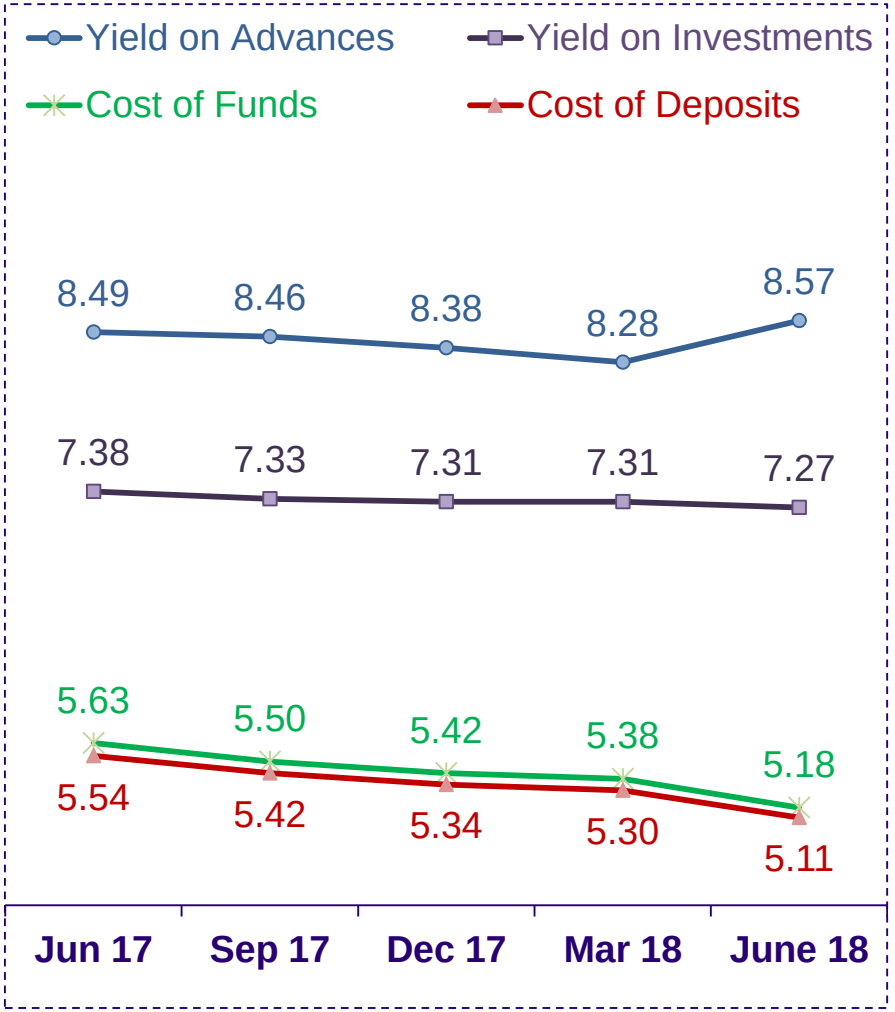
221 Branches planned to be opened during FY19; Plan to rationalise / convert 600-700 branches into BC/CSP outlets during FY 19

Key Performance Indicators : Performance Ratios

Net Interest Margin (%)



Yield & Costs (%)



Sustained CASA growth driving liability franchise

Rs. in Crores

	Jun 18	YoY Growth (%)	Jun 17
Total Deposits	27,47,813	5.58	26,02,534
Foreign Offices	93,842	0.35	93,517
Domestic	26,53,971	5.78	25,09,018
TD	14,57,775	4.46	13,95,563
CA	1,66,155	-1.34	1,68,414
SB	10,30,040	8.99	9,45,040
CASA	11,96,195	7.43	11,13,455
CASA Ratio	45.07%	69 bps	44.38%
	Average		
Savings Bank	10,08,419	8.77	9,27,094
Current Account	1,67,519	5.78	1,58,370

- *Market Share of Saving Bank and Current Account Deposits as on 31.03.2018 was 26.55% and 16.83% respectively.*
- *Average CASA Ratio: 44.84%*
- *Total Number of Deposit Customers; 41.78 Crores.*

Diversified Asset Portfolio

Rs. in Crores

	Jun 18	Jun 17	YOY Gr %
Domestic Advances	**17,23,443**	**16,07,583**	**7.21**
Comm. Paper(CP)	55,302	59,199	-6.58
Corp. Bonds(CB)	80,320	57,770	39.03
Domestic Advances (Incl. CP & CB)	**18,59,065**	**17,24,552**	**7.80**
Advances in Foreign Offices	2,66,728	2,79,082	-4.43
Impact of “Withdrawal of LOU/LOC” & “Migration of business to UK Subs”.	57,556		
Adjusted Foreign Offices Loans	**3,24,284**	**2,79,082**	**16.20**
Adjusted Whole Bank Advances	**21,83,350**	**20,03,635**	**8.97**

Diversified Loan Portfolio

Rs. in Crores

	Jun 18	YoY Growth (%) June 18 over June 17	Jun 17	YoY Growth (%) June 17 over June 16
Total Advances	19,90,172	5.49	18,86,666	1.46
Foreign Offices	2,66,728	-4.43	2,79,082	3.22
Domestic	17,23,443	7.21	16,07,583	1.16
Large Corporate	2,88,160	9,76,199	9,28,479	-4.35
Corporate Client Group	4,12,970	5.14		
SME	2,75,069			
AGRI	1,88,110	-0.52	1,89,100	1.69
Per Segment	5,59,134	14.11	4,90,005	13.31

Diversified Industry Portfolio

Domestic Fund Based Outstanding

Rs. in Crores

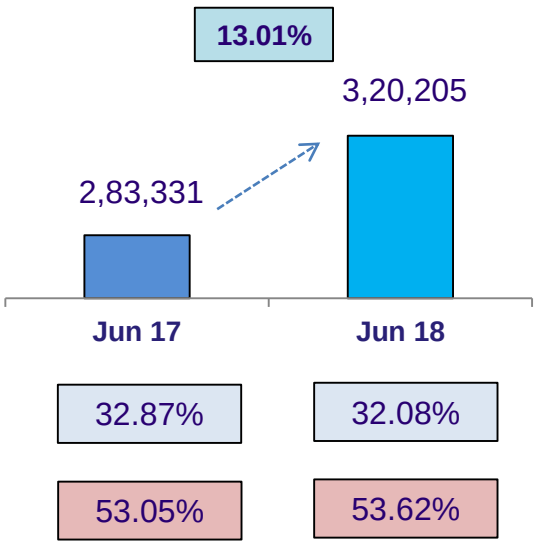
	Jun 18		Mar 18		Jun 17		Jun 18
	Level	% Share	Level	% Share	Level	% Share	YOY Gr %
Infrastructure	2,60,633	15.12	2,55,612	14.64	2,54,219	15.81	2.52
of which: Power	*1,76,760*	*10.26*	*1,70,181*	*9.74*	*1,71,645*	*10.68*	*2.98*
Telecommunication	*18,226*	*1.06*	*19,492*	*1.12*	*22,497*	*1.40*	*-18.98*
Roads & Ports	*28,407*	*1.65*	*29,166*	*1.67*	*28,011*	*1.74*	*1.41*
Other Infrastructure	*37,240*	*2.16*	*36,774*	*2.11*	*32,066*	*1.99*	*16.14*
Services	2,08,938	12.12	2,29,631	13.15	1,65,920	10.32	25.93
Iron & Steel	90,740	5.27	1,00,629	5.76	1,08,301	6.74	-16.22
Trade	96,222	5.58	94,714	5.42	86,126	5.36	11.72
Textiles	49,390	2.87	51,395	2.94	52,183	3.25	-5.35
Petroleum & Petrochemicals	37,709	2.19	52,896	3.03	39,390	2.45	-4.27
Engineering	27,079	1.57	26,566	1.52	29,468	1.83	-8.11
Comm. Real Estate	30,846	1.79	31,832	1.82	31,086	1.93	-0.77
Other Industries	1,74,642	10.13	1,68,268	9.64	1,61,785	10.06	7.95
Home Loans	3,20,205	18.58	3,13,106	17.93	2,83,331	17.62	13.01
Auto Loans	66,872	3.88	66,362	3.80	59,484	3.70	12.42
Other Per Segment Loans	1,72,057	9.98	1,67,126	9.57	1,47,190	9.16	16.89
Agriculture	1,88,110	10.91	1,88,251	10.78	1,89,100	11.76	-0.52
Total Domestic Advances	**17,23,443**	**100**	**17,46,389**	**100**	**16,07,583**	**100**	**7.21**

Personal Segment Continues to drive Loan Growth

Market Share | Avg. LTV

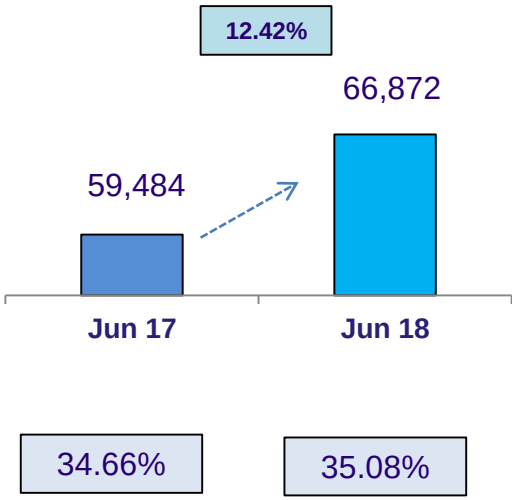
Rs. In Crores

Home Loans



	Jun 17 (%)	Jun 18 (%)
NPA Ratio	1.27	0.98

Auto Loans



	Jun 17 (%)	Jun 18 (%)
NPA Ratio	1.60	1.24

Other Retail Loans	Jun 17	Jun 18	YOY Gr %
Xpress Credit	60,100	78,691	30.93
Education	20,705	20,468	-1.14
Pension Loan	13,782	17,471	26.77
Loan Against FD	15,616	15,005	-3.91
Home Top-Up Loans	15,300	21,101	37.92
Others incl. Staff Loans	21,687	19,321	-10.91
Total	**1,47,190**	**1,72,057**	**16.89**

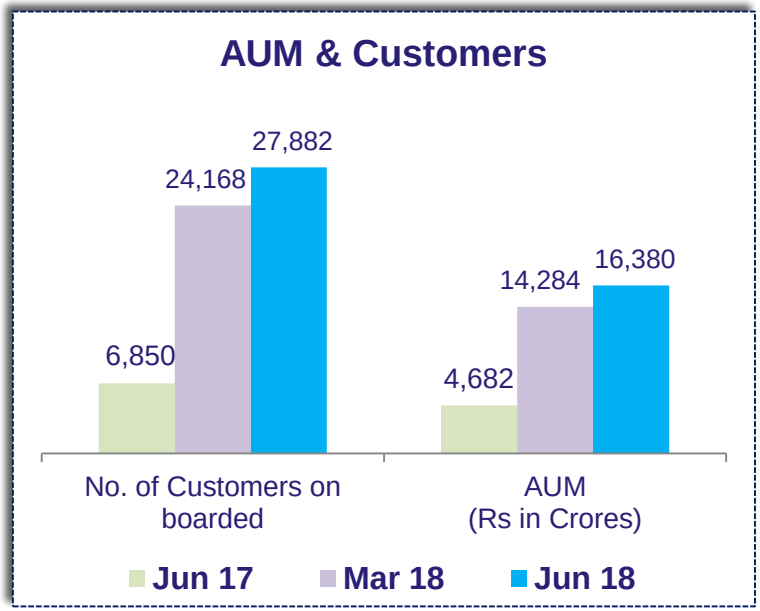
Other Retail Loans	Jun 17 (%)	Jun 18 (%)
NPA Ratio	2.10	1.96

YoY growth in Sanction and Disbursement in Home Loans during Q1FY19 at 16.95% & 23.03% respectively

Wealth Management & Transaction Banking

Levers for Sustainable Fee Income

Wealth Management Business



- AUM and # of customers Expected to double by FY19.
- Rolled out at 13 Centres with 77 Wealth Hubs and 3 e-Wealth Centres
- Acquiring and mapping NRI clients to e-Wealth centres
- Doubling RM workforce in FY19
- Offer Primary and Secondary Market Bonds & other Alternative Investment Products.

Transaction Banking

- SBI rated as The Best Transaction Bank in India by 'The Asian Banker' consecutively for two years in 2017 & 2018
- Fee income up by 38.98% and Turnover up by 48.03% YoY.
- Technology driven platform for bulk transaction processing; serving 4,825 clients across segments.
- Dominant player in Government sector, with a market share of 67.65% in Central Govt. business.

International Banking : Optimising Operations

Rs. In crores

	June 18	% Share in Total	June 17	% Share in Total	YOY Gr%
ECBs	104991	39.36	77080	27.62	36.21
Local Loans (Overseas Corporate Credit)	93652	35.11	88007	31.53	6.41
Retail	9730	3.65	10798	3.87	-9.89
Total Long Term loans	**208373**	**78.12**	**175885**	**63.02**	**18.47**
Buyers' Credit	13132	4.92	67218	24.09	-80.46
Bill Discounting	45223	16.95	35979	12.89	25.69
Total Short Term loans	**58355**	**21.88**	**103197**	**36.98**	**-43.45**
Total Advances	**266728**	**100.00**	**279082**	**100.00**	**-4.43**

- Overseas operation contribute 13.40% of total advances portfolio of Bank.
- Rationalization of Overseas Operations (from 207 offices in 35 countries currently); UK operations spun off into a subsidiary; 10 offices to be closed
- NIM improved to 1.47%, higher share of long term loans and lower trade finance to have a positive impact
- Strategy to focus on Investment grade companies and issuers
- Advances at Overseas Offices expected to remain at around 13% of the total advances by FY19
- Gross and Net NPA down by 109 bps and 102 bps respectively at 1.42% & 0.46% as on June 2018

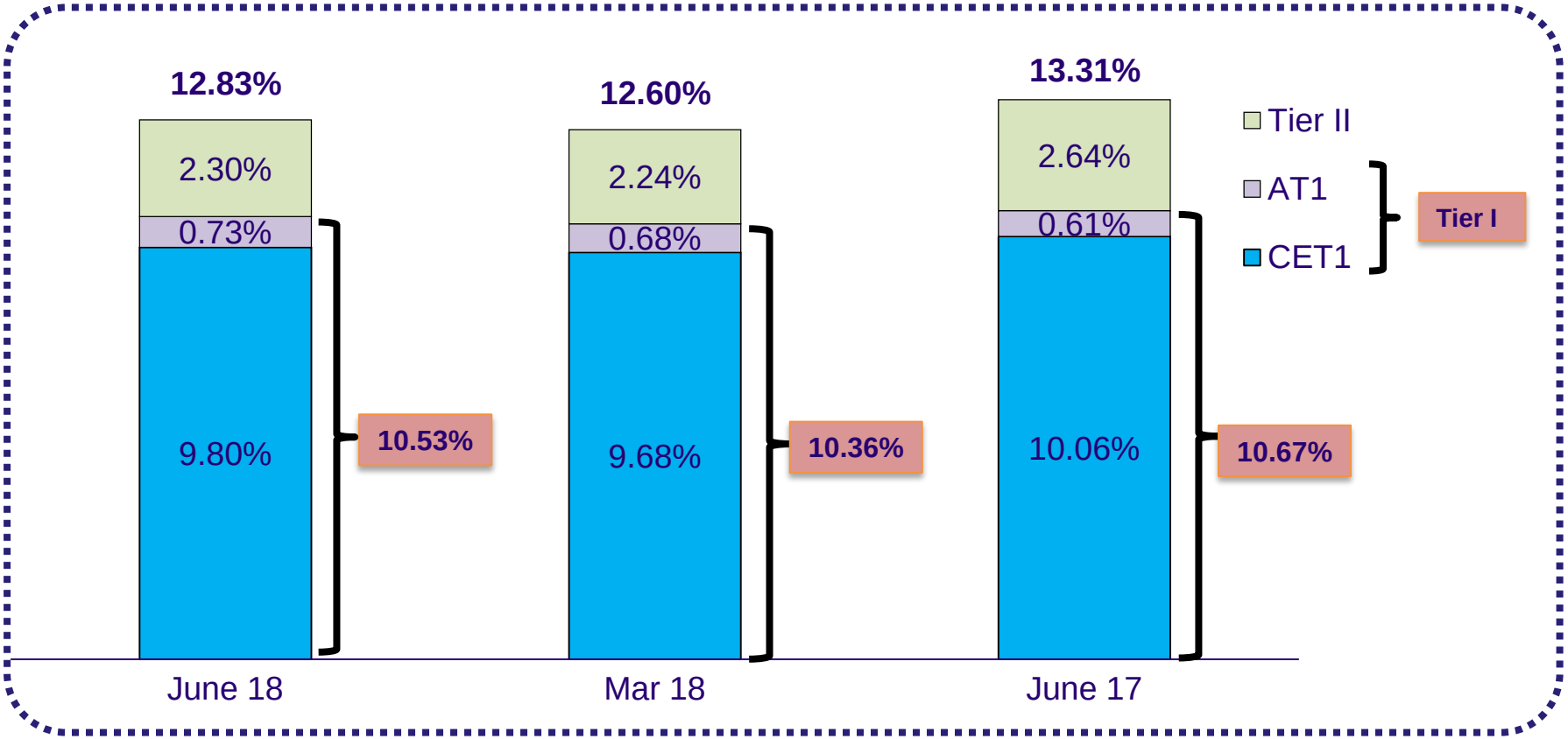
Treasury Operations

Rs. In crores

	Jun 18	Mar 18	Jun 17
Domestic Investments	**10,34,219**	**10,26,438**	**9,15,286**
of which SLR	*8,63,197*	*8,54,476*	*7,59,578*
Non SLR	*1,71,022*	*1,71,962*	*1,55,708*
of which Held To Maturity (HTM)	*5,30,103*	*4,64,726*	*4,95,124*
Available For Sale (AFS)	*5,03,418*	*5,61,798*	*4,18,986*
Held For Trading (HFT)	*698*	*-86*	*1,176*
Domestic Investments	**10,34,219**	**10,26,439**	**9,15,286**
International Investments	**48,456**	**46,659**	**39,799**
Whole Bank Investments	**10,82,675**	**10,73,098**	**9,55,085**

- AFS Portfolio of Domestic Investment Book reduced from 54.73% (Mar 18) to 48.68% (Jun 18). 51.26% of domestic investment book as on Jun 18 is in HTM Portfolio.
- Modified duration of AFS Investment Book improved from 2.83 (March 18) to 2.44 (June 18).The Modified duration of HTM was 4.91 as on June 18.
- The percentage of SLR Securities to NDTL as on June 30, 2018 was at 31.32%.

We Remain Well Capitalized



- CRWAs on Advances to Total Advances Ratio down by 1035 bps YoY to 63.79%
- TRWAs to Total Assets Ratio down by 672 bps YoY to 53.66%

Asset Quality : Gross NPAs - Segment wise (1/5)

Rs. in Crores

Sector	Jun 18		Mar 18		Jun 17	
	NPA	Ratio %	NPA	Ratio %	NPA	Ratio %
Agri	21830	11.60	21169	11.25	17988	9.51
Per Segment	7345	1.31	6735	1.23	7632	1.56
SME	25059	9.11	25719	9.53	30426	11.86
Large Corporate	75010	26.03	162605	21.92	125014	18.61
Corporate Client Group	79818	19.33				
International	3778	1.42	7199	2.38	7009	2.51
Total	**212840**	**10.69**	**223427**	**10.91**	**188069**	**9.97**

Asset Quality : Movement of NPAs (2/5)

Rs. in Crores

	Q1FY19	FY18	Q4FY18	Q3FY18	Q2FY18	Q1FY18
Opening Level of Gross NPAs	**223427**	**177866**	**199141**	**186115**	**188068**	**177866**
Total Reductions	24936	54726	8535	13754	12581	19856
Of which: Recovery + Upgradation	*14856*	*14530*	*85*	*4442*	*3323*	*6680*
Increase in O/s	4365	5506	-849	944	1601	3810
Fresh Slippages	9984	94781	33670	25836	9026	26249
Gross Addition (Increase in O/s + Slippages)	14349	100287	32821	26780	10627	30059
Net Increase	-10587	45561	24286	13026	-1954	10202
Closing Level of Gross NPAs	**212840**	**223427**	**223427**	**199141**	**186115**	**188068**
Slippage Ratio (%)	**1.95**	**4.85**	**6.90**	**5.29**	**1.85**	**5.38**
Credit cost (%)	**2.55**	**3.62**	**4.93**	**3.64**	**3.42**	**2.48**
Recovery in AUCA	**2426**	**5333**	**2113**	**1351**	**1158**	**712**

Rs.1,930 Crores recovered by way of Interest Income

Asset Quality : Movement of NPAs (3/5)

Rs. in Crores

	Jun 18	Mar 18	Dec 17	Sep 17	Jun 17
Gross Advances	1990172	2048387	1924578	1892440	1886666
Gross NPA	212840	223427	199141	186115	188068
Cumulative Provision	113604	112572	96771	88219	80308
Net NPA	99236	110855	102370	97896	107760
Gross NPA Ratio (%)	**10.69**	**10.91**	**10.35**	**9.83**	**9.97**
Net NPA Ratio (%)	**5.29**	**5.73**	**5.61**	**5.43**	**5.97**
Provision Coverage Ratio (Including AUCA) (%)	**69.25**	**66.17**	**65.92**	**65.11**	**60.79**
Provision Coverage Ratio (Excluding AUCA) (%)	**53.38**	**50.38**	**48.59**	**47.40**	**42.70**

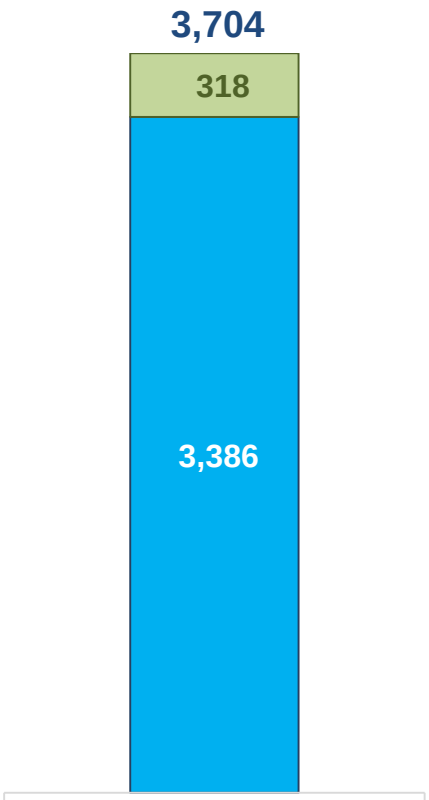
Counter Cyclical Provision Buffer: Rs.1,250 Core

Stressed Standard Asset Provision: Rs.3,886 Crore

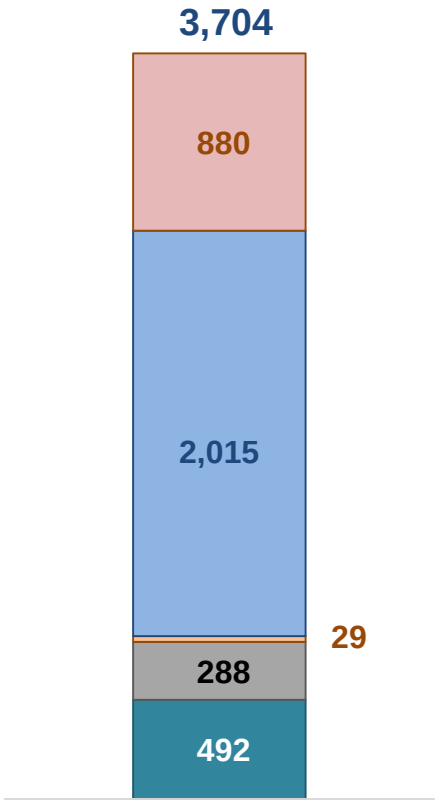
Asset Quality- 91% of Corporate slippages from Watchlist (4/5)

Rs. in Crores

Corporate Slippages Break-up

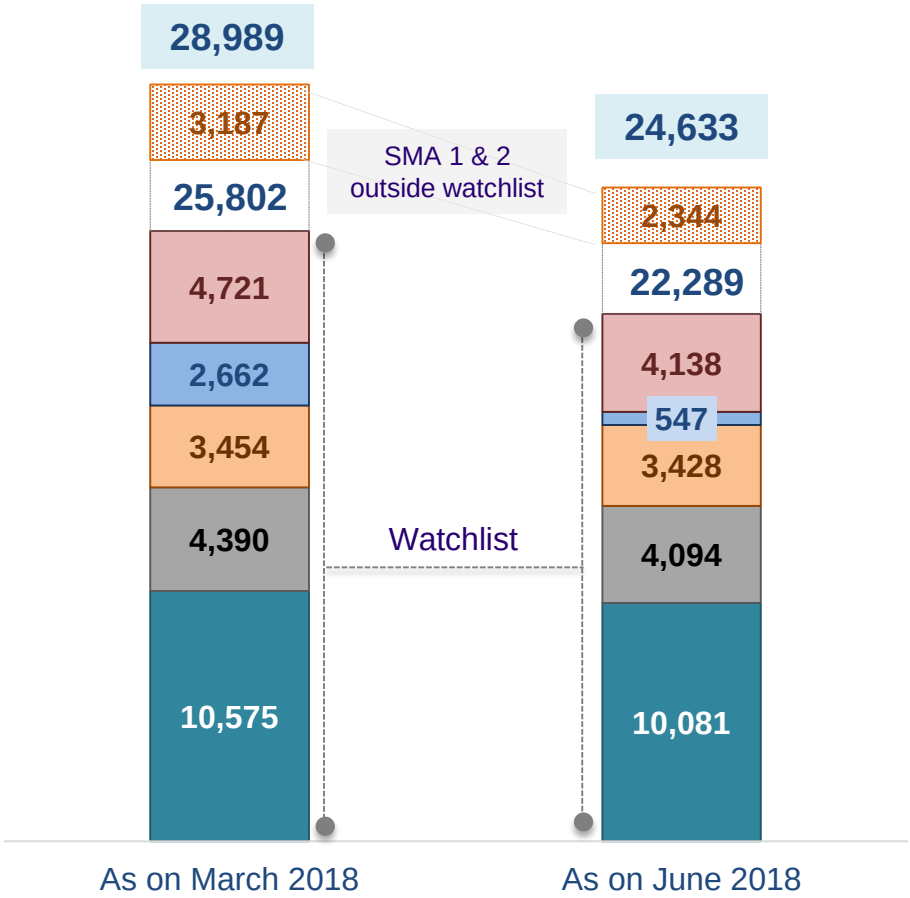


Total Corporate Slippages Sectorwise Break-up



1.42%	% of Advances	1.24%

Watchlist and SMA 1 & 2 outside Watchlist



Watchlist Others

Power Roads & EPC Iron & Steel Textile Others SMA 1 & 2 outside watchlist

Status of NCLT accounts (5/5)

Q1FY19, Rs. in Crores

List 1 Fund Based o/s*

Rs. 34,603

+

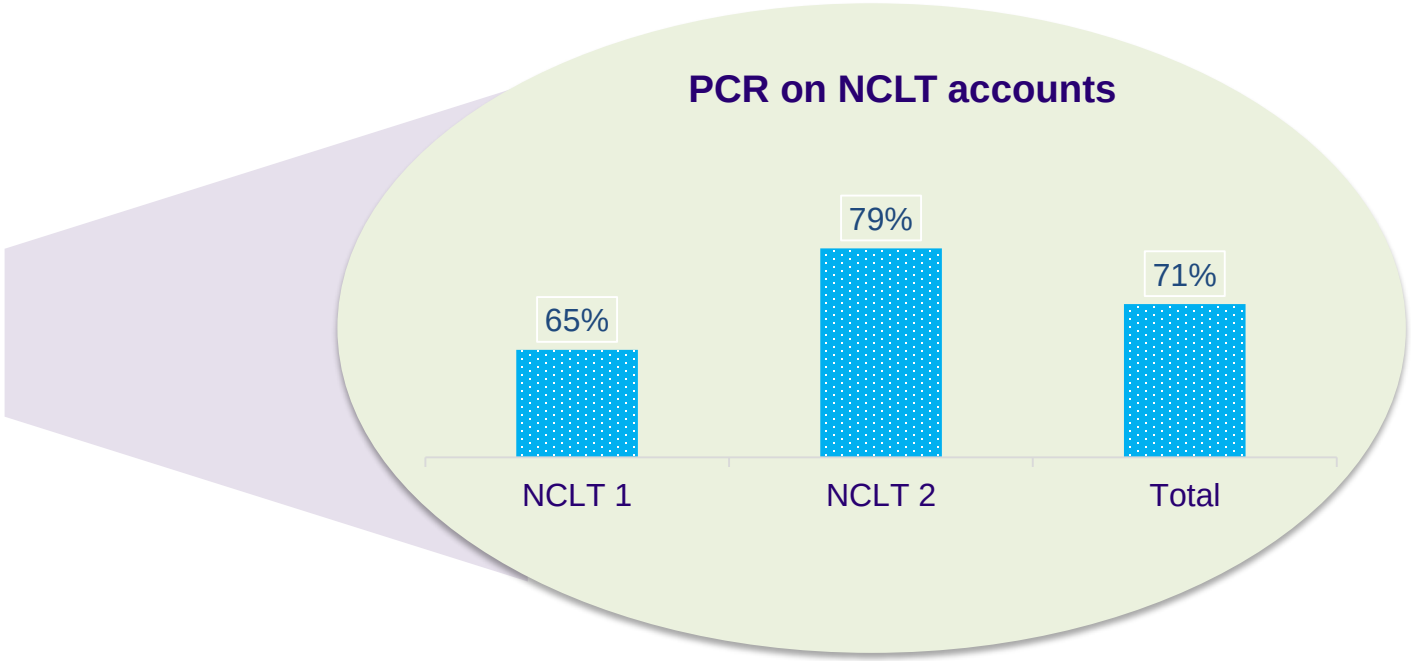
List 2 Fund Based o/s*

Rs. 28,435

=

Total

Rs. 63,038



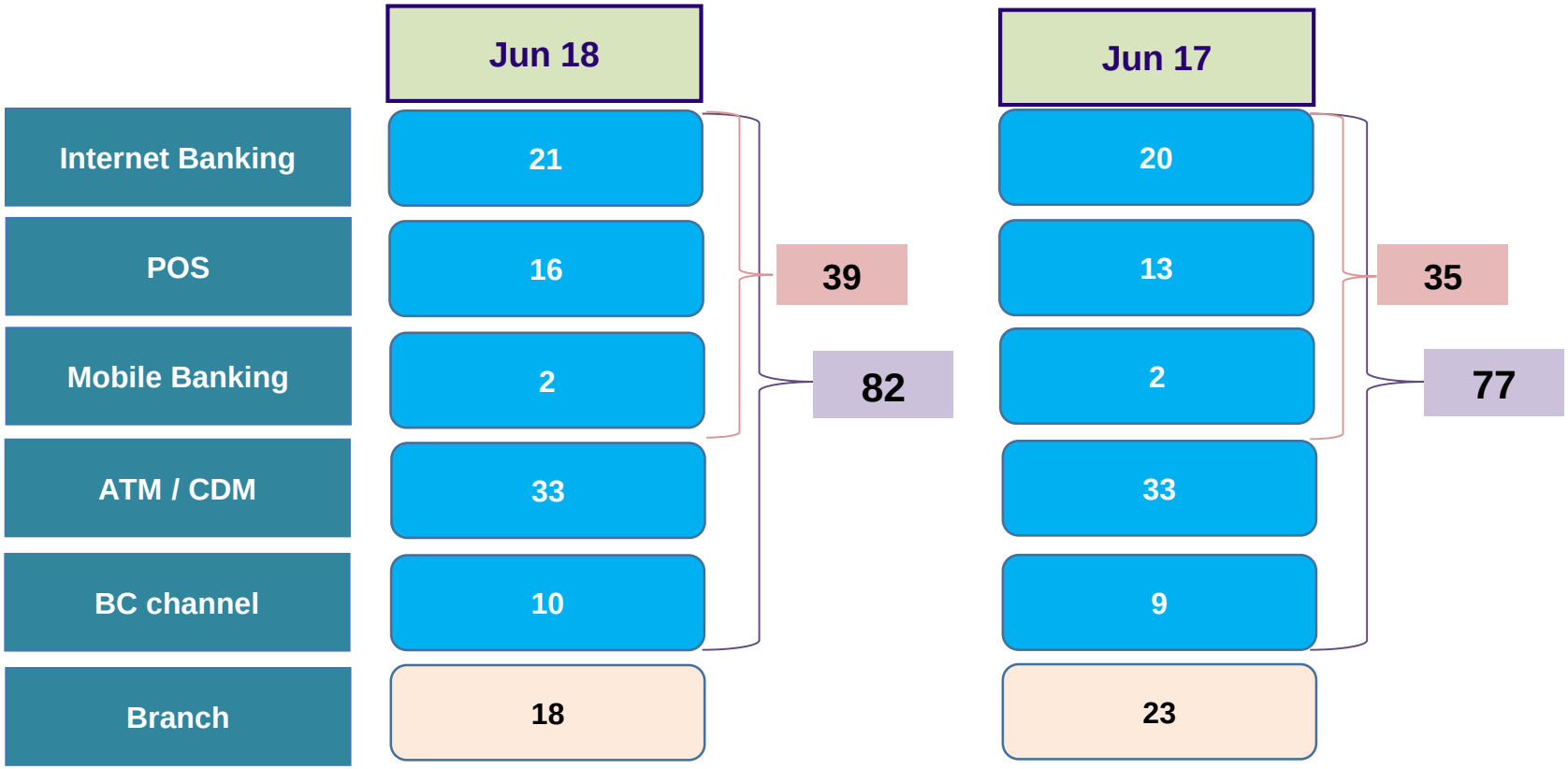
** Including amount transferred to AUCA*

- Two accounts resolved from NCLT 1, with recovery of 73.5% and 53.7% respectively
- Expected haircut on entire NCLT List 1 is 52%, surplus to be utilized for other resolutions
- Resolution of NCLT accounts to lead to lower GNPAs, in addition to better margins

Digital Banking

Channel and Digital Strategy

Share of Transactions (%)



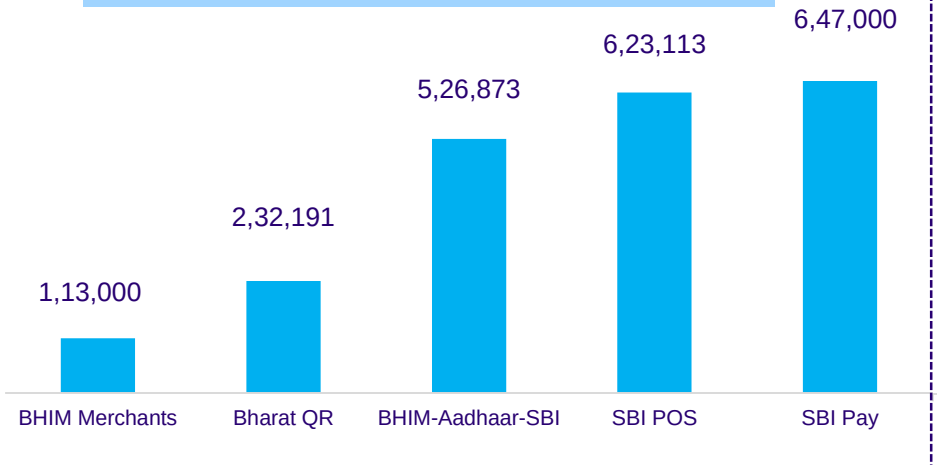
- *Customer Experience Excellence Program (CEEP): implemented in 5,426 branches; process changes, tech – enablement and reduced wait time for enhanced customer experience.*
- *No. of ATMs: 59,783; Market share in Debit Card spends is 30.51%*
- *Top acquirer in the country with 6.23 lakh PoS terminals; Market share at 19.05%*

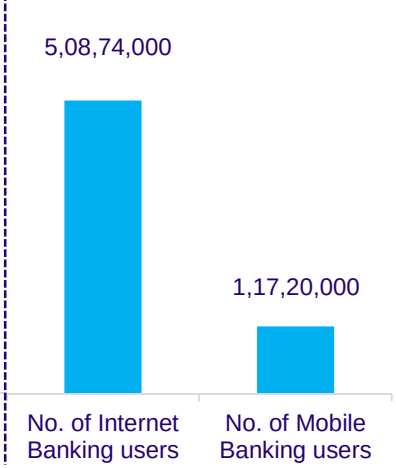
Digital & e-Commerce

- Financial Super Store – SBI Life, SBI Cards, SBI MF, SBI Cap Sec and SBI General Insurance live on YONO
- Online Market Place – 84 partners live on YONO in 19 categories

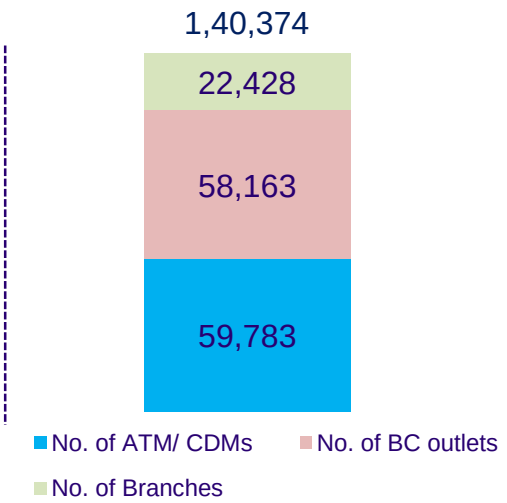
- **Gaining Momentum:**
- Downloads – 83.3 lakhs;
- Logins – more than 2.50 lakhs per day
- No. of Trxns – 24.91 lakhs; Value of Trxns – 9552.12 Cr since launch
- SB Accounts opened since launch crossed 1 Million mark.
- No of A/cs opened per day crossed 27K
- Pre-approved Personal Loans – >10k Loans of Rs.65.6 Cr disbursed
- Yono has already won three prestigious awards

21.4 lakh Merchant Payment Acceptance Touch Points





Customer Touch Points *As on Jun 18*



Collaboration with Jio for pre loaded YONO to accelerate digital adoption

Accolades & Social Media Leadership

The Best Transaction Bank in India by The Asian Banker for the year 2017-18

Brand Finance, UK ranks SBI as the 2nd Most Reputable Banking Brand in the world

Awards for YONO :

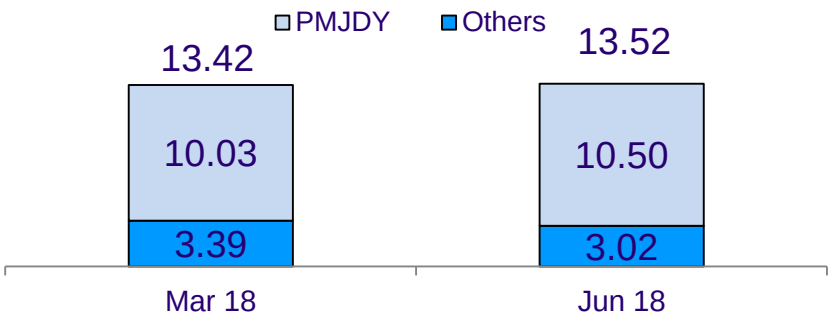
- Asian Banking & Finance Retail Banking Awards: 'Mobile Initiative of the year'
- Indian Express Award 2018 for 'Enterprise Mobility'
- ET-Now BFSI Award 2018: 'Bank with Best Customer Orientation'

Platform	Status	Rank	Comments
facebook	165 Lakh	1	Highest number of followers across all banks in the world
Twitter	34 Lakh		
YouTube	1963 Lakh Views 1.40 Lakh Subscribers	2	Second highest views across all banks in the world
LinkedIn	7.29 Lakh	1	Highest number of followers across All Indian Banks
Pinterest	4200		
Quora	8300		
Instagram	5.40 Lakhs	2	Second Highest number of followers across all Indian banks

Financial Inclusion

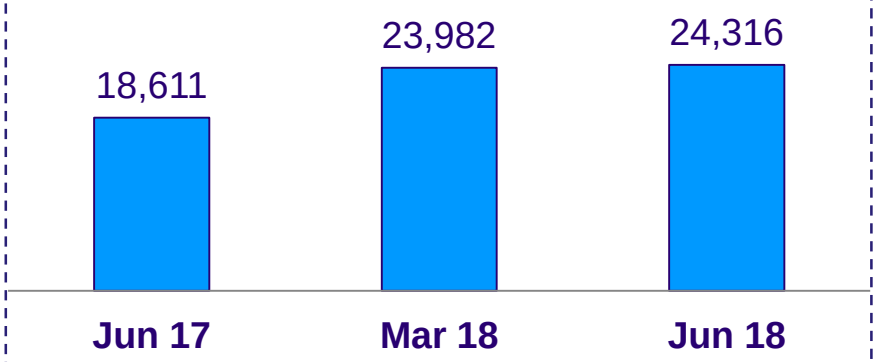
Financial Inclusion ….(1/2)

Accounts (*No. in Crs*)

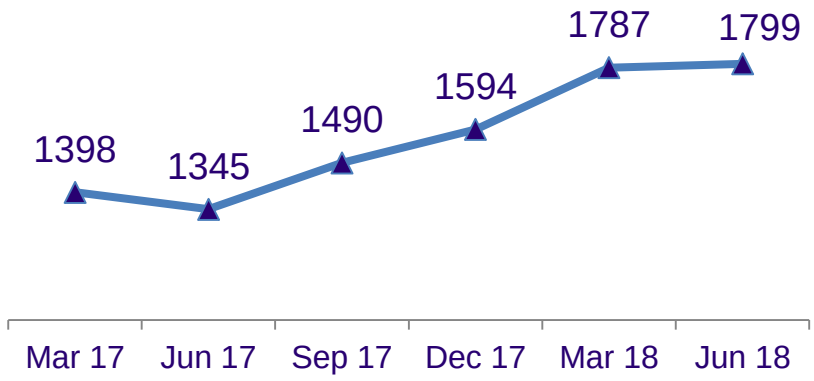


Out of PMJDY A/cs:
Aadhar seeded A/cs as on Jun 18: 7.47 crs
Rupay Cards issued as on Jun 18: 7.41 crs

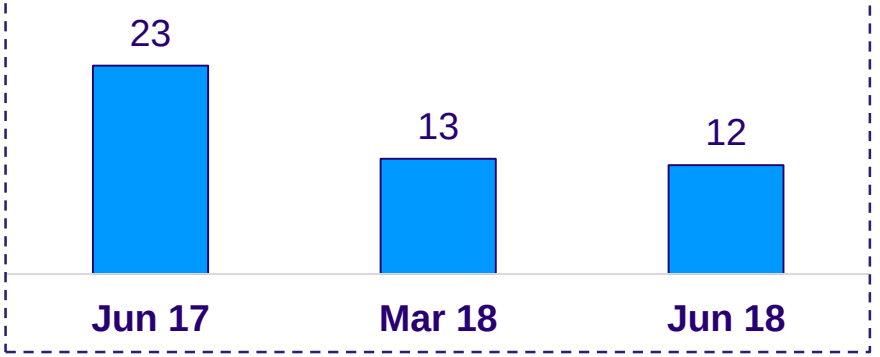
Deposits (*Rs. in Crores*)
YoY Growth 31%



Average Balance (Rs.)

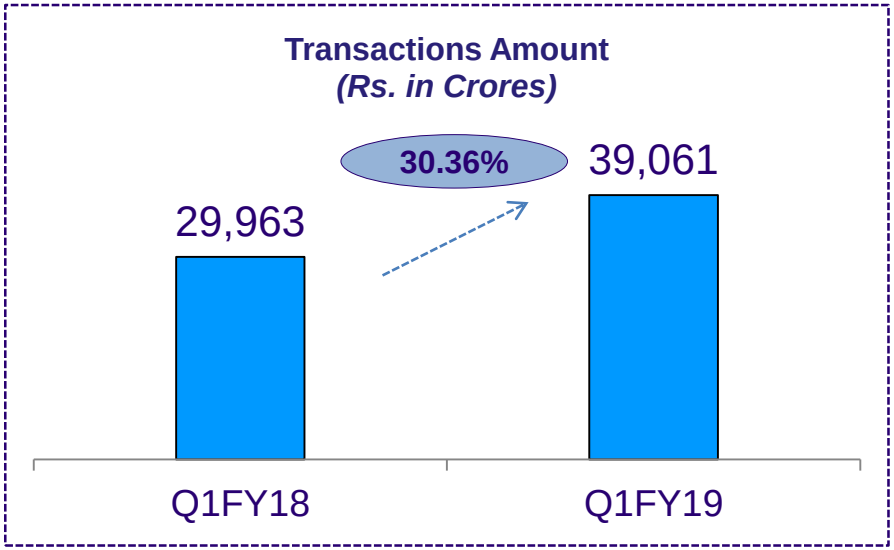


Zero Bal. A/cs (%)



No. of BC Channels: 58,163; Market share in PMJDY accounts: 31.79%

Financial Inclusion ….(2/2)



Social Security Schemes No. of Beneficiary *(In Lakhs)*	
Pradhan Mantri Suraksha Bima Yojana	157.64
Pradhan Mantri Jeevan Jyoti Bima Yojana	39.78
Atal Pension Yojana	13.64

Financial Literacy	
Rural Self Employment Training Institute RSETIs (Total Numbers: 151)	**Cumulative (Since 2011)**
No of Training Programmes held	23,780
No of Youth trained	6,34,172
Number of Youth Settled	4,26,703
Financial Literacy Centers (FLC) (Total numbers: 336)	
No of Out door activities	84,823
No of Persons provided FLC Services	60,04,423

OD facility for PMJDY accounts - Eligible accounts 20.46 lakh; Sanctioned 10.27 lakh accounts (50.20%)

Subsidiaries

SBI Subsidiaries- Significant Value Creation

SBI Life INSURANCE
With us , You're sure
(A State Bank Group Company)

- Market capitalization of Rs 70,000 cr
- #2 private life insurer in terms of Individual New Business Premium
- Strong financial performance: VNB Margin : 17%

	Q1FY19	Q1FY18
PAT *(in Rs. cr)*	354	313
ROE *(in %)*	21.2	21.9

SBI Card
Make life simple

- 2nd largest credit card company in India with a card base of 6.5 mn+
- Very high retail spend, accounting for a market share of 17% for the period April 2017 to May 2018

	Q1FY19*	Q1FY18*
PAT *(in Rs. cr)*	159	133
ROE *(in %)*	38.3	42.7

(As per IND AS)

SBI MUTUAL FUND
A partner for life

- #5 in India with market share of 9.96% in AUM
- Faster Y-o-Y growth of 38% as against Industry growth of 20%

	Q1FY19	Q1FY18
PAT *(in Rs. cr)*	92	69
ROE *(in %)*	31.86	34.35
AUM *(in Rs. cr)*	2,33,114	1,68,816

SBI General INSURANCE

- 3rd position in Personal Accident, 5th in Fire, and 3rd in Crop line of business amongst Private and Personal Accident.
- Market share of 5.66% in current year among private general insurers

	Q1FY19	Q1FY18
PAT *(in Rs. cr)*	113	50
ROE *(in %)*	32.56	19.04

SBI Capital Markets Limited

- Amongst India's leading domestic investment banks
- Ranked #2 by number of equity issuances in FY18

	Q1FY19	Q1FY18
PAT *(in Rs. cr)*	21	87
ROE *(in %)*	5.52	24.2

Balance Sheet

Balance Sheet : SBI

Rs. in Crores

Liabilities			
	Jun 18	**Jun 17**	**YOY Growth (%)**
Capital	892	863	3.39
Reserves and Surpluses	2,14,197	2,28,162	-6.12
Deposits	27,47,813	26,02,534	5.58
Borrowings	2,62,492	2,36,101	11.18
Other Liabilities & Provisions	1,19,504	1,25,897	-5.08
Total Liabilities	**33,44,898**	**31,93,556**	**4.74**
Assets			
	Jun 18	**Jun 17**	**YOY Growth (%)**
Cash & balances with RBI	1,28,531	1,37,384	-6.44
Balance with banks & money at call and short notice	41,628	87,872	-52.63
Investments	10,63,474	9,52,128	11.69
Net Advances	18,75,773	18,04,219	3.97
Fixed Assets	40,087	50,107	-20.00
Other Assets	1,95,406	1,61,846	20.74
Total Assets	**33,44,898**	**31,93,556**	**4.74**

Balance Sheet : SBI Consolidated

Rs. in Crores

Liabilities			
	Jun 18	**Jun 17**	**YOY Growth (%)**
Capital	892	863	3.39
Reserves and Surplus	2,25,913	2,38,539	-5.29
Minority Interest	4,842	3,767	28.53
Deposits	27,77,893	26,18,464	6.09
Borrowings	2,71,145	2,42,688	11.73
Other Liabilities & Provisions	2,44,529	2,30,392	6.14
Total Liabilities	**35,25,214**	**33,34,713**	**5.71**
Assets			
	Jun 18	**Jun 17**	**YOY Growth (%)**
Cash & balances with RBI	1,28,770	1,37,598	-6.42
Balance with Banks & Money at Call and Short Notice	44,494	90,176	-50.66
Investments	11,94,317	10,52,897	13.43
Net Advances	19,12,596	18,34,700	4.25
Fixed Assets	41,394	51,183	-19.12
Other Assets	2,03,642	1,68,158	21.10
Total Assets	**35,25,214**	**33,34,713**	**5.71**

SBI Group Financials – Q1FY19

Rs. In crores

	Year Ended		Growth (%)
	Q1FY19	Q1FY18	YoY
Interest Earned	61,201	56,819	7.71
Non-Interest Income	13,793	13,958	-1.18
Total Income	**74,993**	**70,777**	**5.96**
Interest Expended	37,272	37,495	-0.60
Operating Expenses(i+ii)	**24,287**	**19,864**	**22.26**
(i) Employee Cost	*10,346*	*8,217*	*25.91*
(ii) Other Operating Expenses	*13,940*	*11,647*	*19.69*
Total Expenditure	**61,559**	**57,359**	**7.32**
Operating Profit	**13,434**	**13,417**	**0.13**
Provisions (other than Tax)	19,499	9,051	115.43
--of which Loan loss provisions	*13,215*	*12,228*	*8.07*
Add: Share profit of associates	*83*	*87*	*-4.65*
Less: Minority Interest	*257*	*160*	
Tax Expenses	-2,008	1,261	
Net Profit after Minority Interest	**-4,230**	**3,032**	

SBI Solo and Group Financials – Q1FY19

	SBI		SBI Consolidated	
	Jun 18	Jun 17	Jun 18	Jun 17
ROA (%)	-0.57	0.25	-0.47	0.36
ROE (%)	-11.01	4.75	-9.12	7.11
Earning Per Share (Rs.)	-21.91	9.79	-19.01	14.80
Book Value Per Share (Rs)	190.34	217	200	227
Expenses Ratio (%)	57.96	53.64	57.83	53.55
NIM (%)	2.80	2.36	2.88	2.55
Gross NPA Ratio (%)	10.69	9.97	10.56	9.88
Net NPA Ratio (%)	5.29	5.97	5.20	5.91
Gross NPA (Rs. in Crs.)	212840	188068	214080	189389
Net NPA (Rs. in Crs.)	99236	107760	99433	108465

Thank You