

The Listing Department,  
BSE Limited,  
Phiroje Jeejeebhoy Towers,  
25<sup>th</sup> Floor, Dalal Street,  
Mumbai – 400001

The Listing Department,  
National Stock Exchange of India Limited,  
Exchange Plaza, 5<sup>th</sup> Floor, C / 1, 'G' Block,  
Bandra Kurla Complex, Bandra (East),  
Mumbai – 400051

**BSE SCRIP Code: 500112**

**NSE SCRIP Code: SBIN**

CC/S&B/AND/2024-25/79

09.05.2024

Madam / Sir,

**Submission of presentation for Analysts / Investors meet on Financial Results for the quarter and year ended 31.03.2024.**

We refer to our letter no.: CC/S&B/AND/2024-25/57 dated 01.05.2024 intimating about the meeting of the Central Board of the Bank for considering the financial results for the quarter and year ended 31.03.2024 and the analyst meet to be held on 09.05.2024 at 5.00 pm post Q4FY24 financial results.

In compliance with the provisions of Regulation 30 read with Part A of Schedule III and other applicable provisions of SEBI (LODR) Regulations, 2015, we enclose the presentation for Analysts / Investors on Financial Results of the Bank for the quarter and year ended 31.03.2024.

The analyst presentation has been hosted on the website of the Bank and is available under the link:

<https://sbi.co.in/web/investor-relations/analyst-presentation>

This is for your information and record.

Yours faithfully,

**(Aruna N Dak)**  
**DGM (Compliance & Company Secretary)**



 [bank.sbi](http://bank.sbi)

+91 22 2274 0841 / 49

+91 22 2274 1476 / 74 / 31

+91 22 2274 2842

+91 22 2285 5348

+91 22 2274 0527

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

शेयर आणि बॉन्ड विभाग,  
कारपोरेट केन्द्र,  
14वाँ तल, स्टेट बैंक भवन,  
मादाम कामा रोड,  
मुंबई - ४०००२१, भारत

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



# Annual Results

FY24

ANALYST PRESENTATION | 09.05.2024



# Safe Harbor

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

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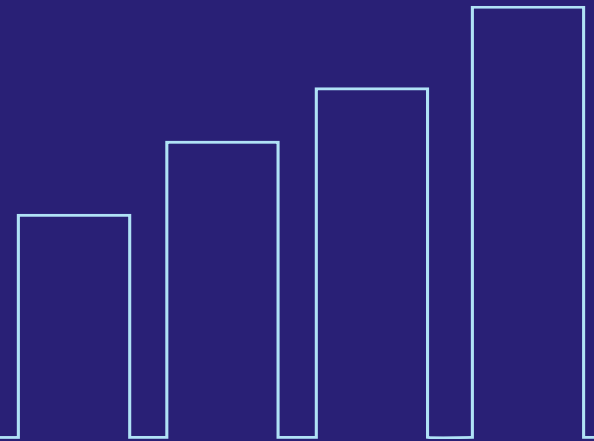
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# Macro Economic Indicators

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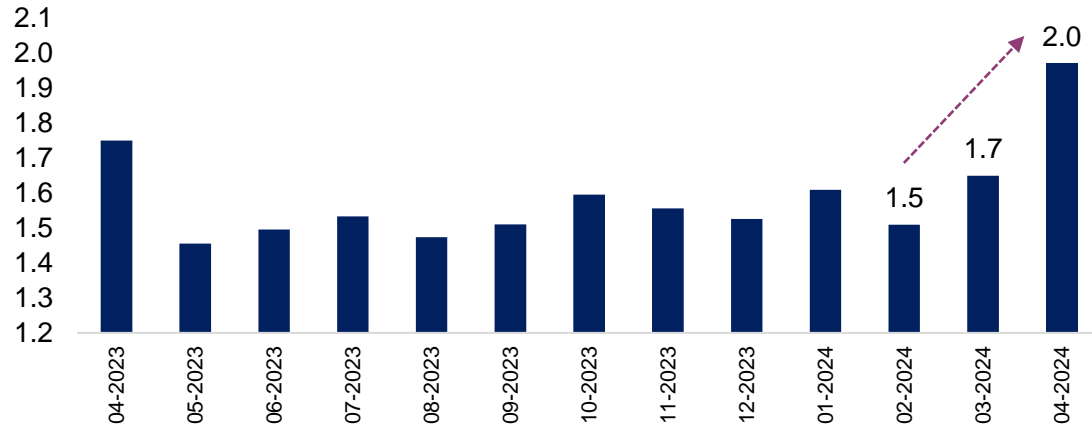


# Macro-economic indicators remain buoyant

## Economy in Sweet Spot

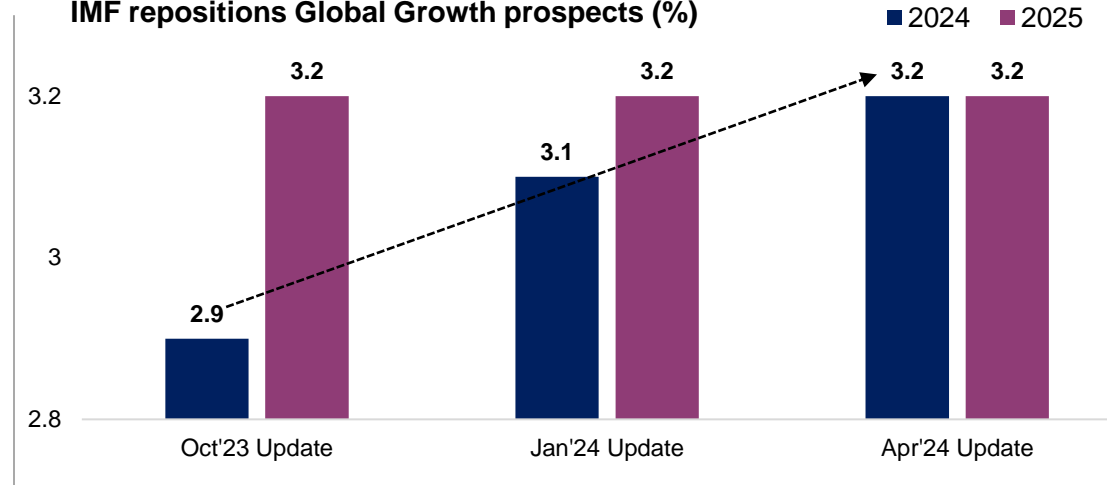
- Global growth remains resilient, with easing inflationary pressures despite exacerbating geopolitical & extreme weather event risks. The Apr'24 IMF WEO report raises global growth forecast for 2024 to 3.2%, 10 bps higher than its Jan'24 update
- Indian economy is showing remarkable resilience. IMF has updated India's GDP growth to 6.8% in FY25 from 6.5% in Jan'24 update and 6.3% in Oct'23 update (NSO estimates @ 7.6% in FY24)
- In FY24, credit offtake recorded growth of 20.2% while deposits grew by 13.5% and the momentum with some moderation, is expected to continue in FY25 too
- Domestic financial sector remains largely insulated from the global uncertainties, driven by an intrinsic resilience through confluence of regulatory forbearance and policy imperatives

## GST revenue net of refunds accretive for future growth (₹ Trillion)

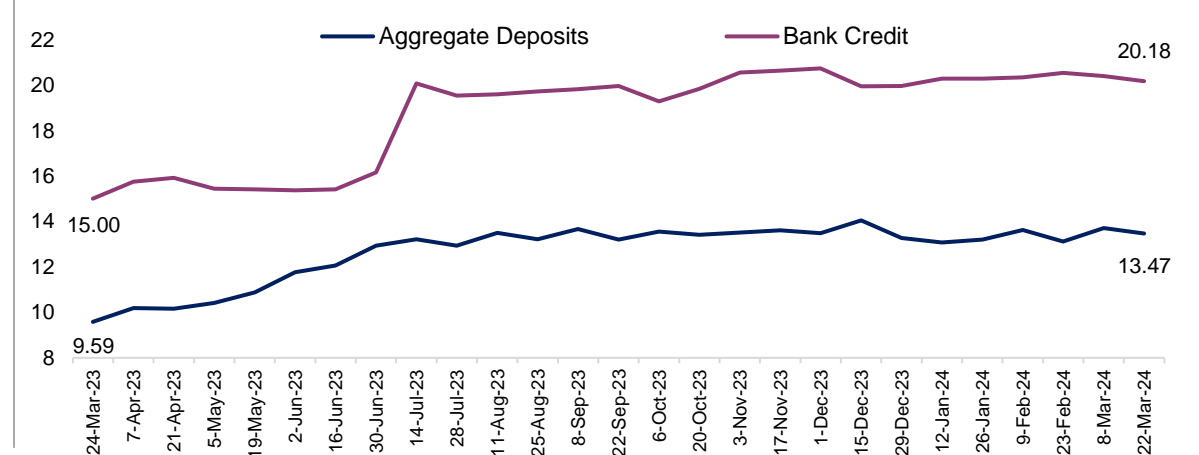


Source: SBI Research

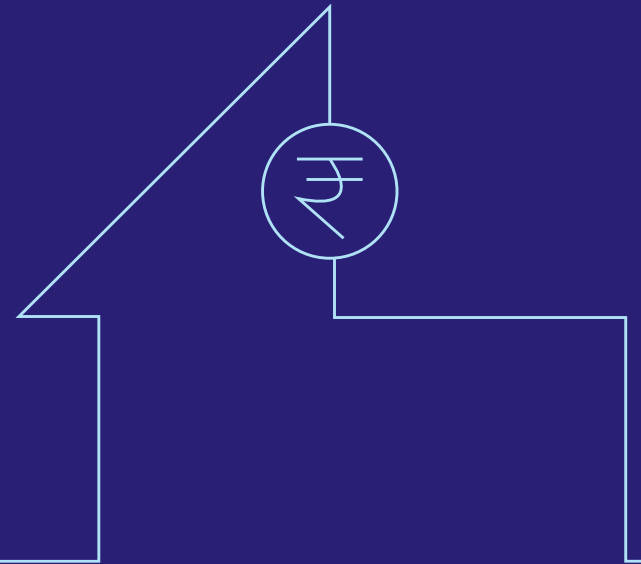
## IMF repositions Global Growth prospects (%)



## Strong Credit and Deposit growth reflecting Financial resilience (YoY %)



# Overview



# Redefining banking in India

We are India's  
**largest bank**

Our Balance Sheet size  
**> ₹61 trillion**

Proud to serve  
**>50 crore** customers

**>7.4 crore** users on our YONO platform

**>12.4 crore** users on our Retail Internet Banking platform

**>14,100** Peak transactions per second



## Unparalleled market share (%)\*

**22.55**

Deposits

**19.06**

Advances

**25.04**

Debit card spends

**29.26**

ATMs

**25.76**

Mobile banking transactions (No.)

**21.69**

Mobile banking transactions (value)

\*Market share as per latest available data



# One stop banking solution for everyone

We cater to all customer segments through our various branches and offices, joint ventures, subsidiaries and associate companies.

## Personal Banking

- Wide range of loan and liability products
- Salary Packages, NRI Business, Wealth Management services, amongst others
- Wide range of Digital offerings

**₹ 47.24 L Cr.**

Total Domestic Deposits

**₹ 13.52 L Cr.**

Retail Personal loans portfolio

## Rural Banking

- Products under financial inclusion and micro credit
- Various products for agriculture and allied agricultural activities
- Financing under Government schemes

**₹ 3.05 L Cr.**

Total lending under agriculture and allied activities

## SME Banking

- Market leaders of SME financing
- Simple and innovative financial solutions for our SME clientele
- Specialised SME branches with dedicated relationship managers

**₹ 4.33 L Cr.**

Total loan portfolio of SME

## Corporate Banking

- Corporate Accounts Group and Commercial Clients Group provide one stop solution to our clients
- Wide range of financial products and services, exclusively to top corporates
- Funding of large projects through Project Finance and Structuring SBU

**₹ 11.38 L Cr.**

Total loan portfolio of Corporate Banking

## International Banking

- Pioneers of international banking in India
- Presence in all major time zones and continents
- Offers trade finance, commercial loans, ECBs, syndications amongst others

**₹ 5.39 L Cr.**

Total loan portfolio of IBG

## YONO

- Flagship integrated omni-channel digital platform
- Offers a gamut of banking, investment, insurance and lifestyle solutions
- YONO Global for NRI customers. Now available in 12 countries.

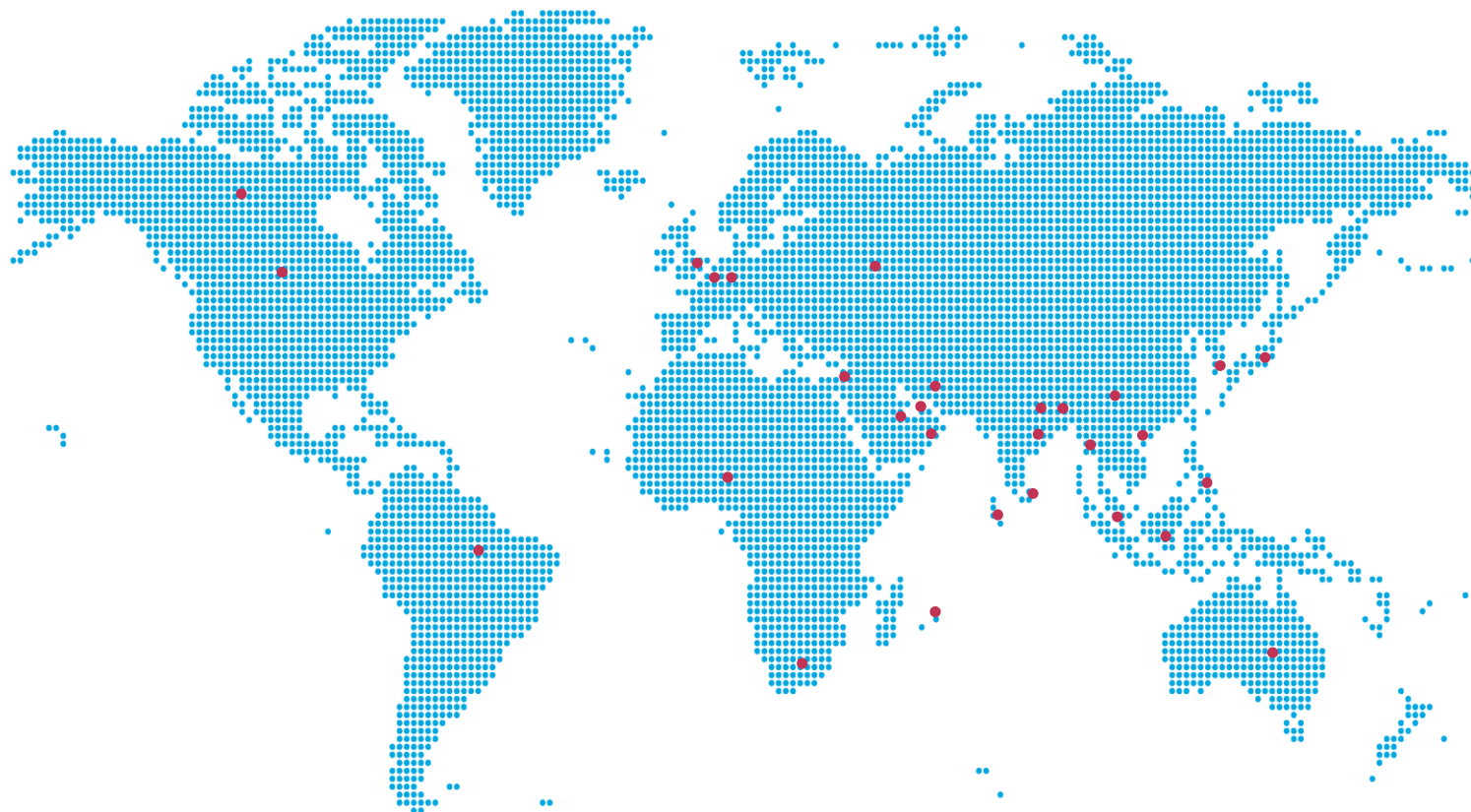
**>7.40 Cr.**

YONO Registered Customers

**1.28 cr.**

Daily Logins

# Customer Touch Points



## National reach

	Branches	ATM / ADWM	CSP
	<b>22,542</b>	<b>63,580</b>	<b>82,932</b>
Rural	8,101	5,997	60,395
Urban	4,039	22,058	9,667
Semi-urban	6,557	20,024	11,585
Metro	3,845	15,501	1,285

## International presence

# 241

Offices/ Joint Ventures/ Representative offices

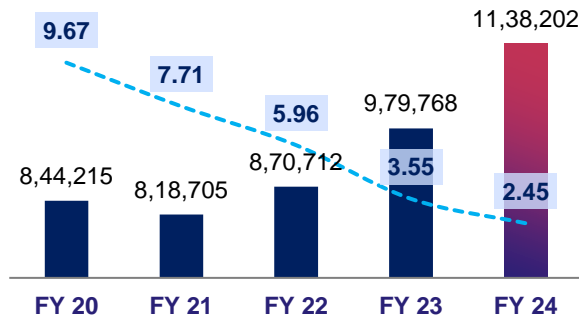
# 29

Countries of presence

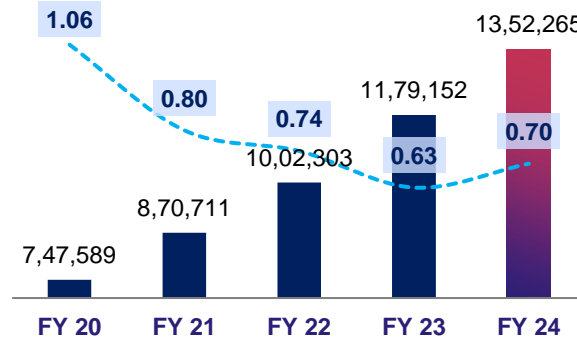
# Consistent asset growth, improving asset quality and increasing CD ratio

■ Outstanding Advances      - - - - Gross NPA %

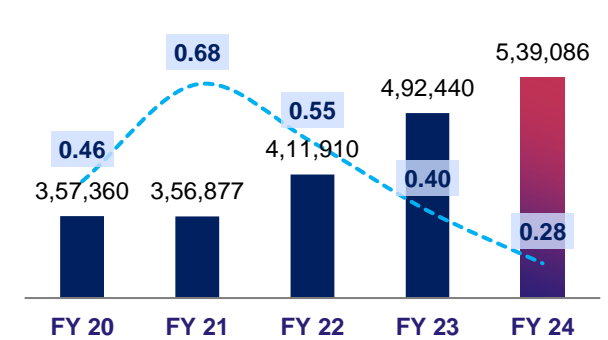
**Corporate Advances**  
(₹ in Crores)



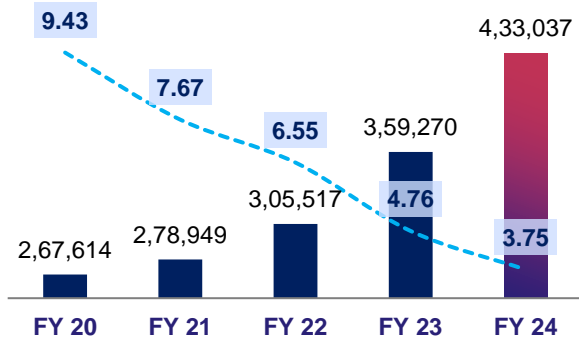
**Per Retail Advances**  
(₹ in Crores)



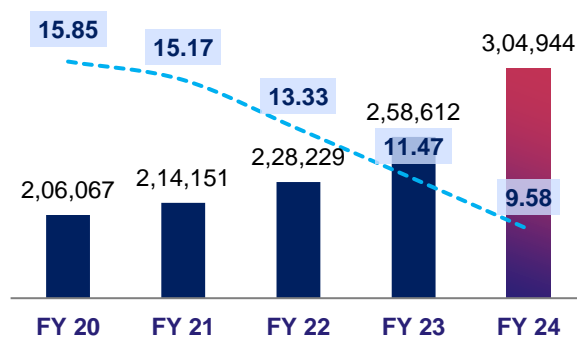
**Foreign Office Advances**  
(₹ in Crores)



**SME Advances**  
(₹ in Crores)



**Agri Advances**  
(₹ in Crores)



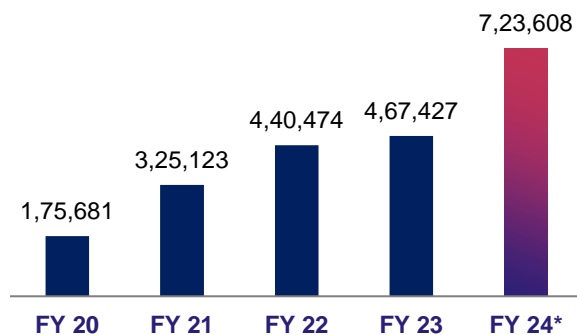
**CD Ratio - Domestic**  
(%)



## Consistent value to our shareholders

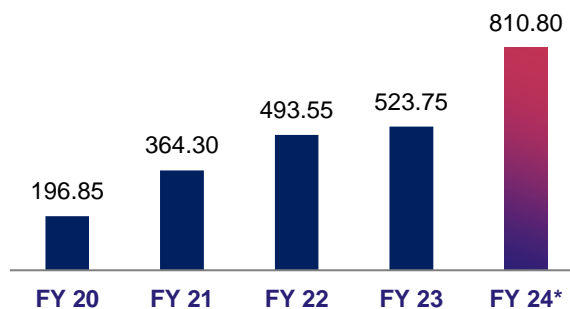
### Market Capitalisation

(₹ in Crores)



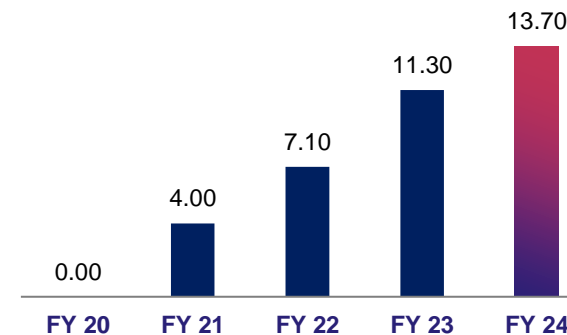
### Share Price

(₹)



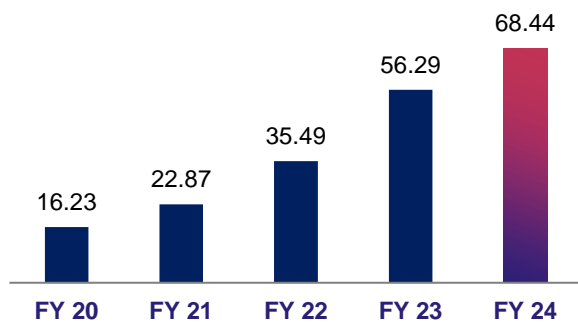
### Dividend per share

(₹)



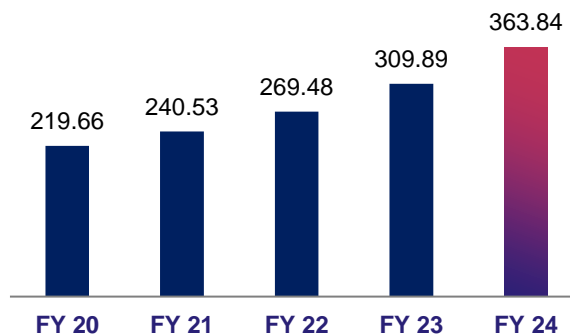
### Earnings Per Share

(₹)



### Book Value Per Share

(₹)



\*as on 8<sup>th</sup> May 2024

# Nurturing talent for future ready SBI...

## Awards and recognition

### Marksman Daily Award under category: Enhancing the potential of Human Capital

- Most preferred Workplace 2023-2024

### 2 Awards at ET Human Capital Awards

- HR Leader of the Year – Large Scale Organizations (Gold Category )
- Excellence in Employer Branding (Silver Category)

### 5 Awards at Green Tech Foundation Awards

- Chief Human Resources Officer (CHRO) of the Year – Large Scale Organizations
- Transformative HR Practices
- Learning & Development
- Compensation and Benefits
- Employee Engagement

## Initiatives



### Performance & Productivity

- System driven targets and performance updates for objectivity in employee performance



### Recruitment

- Talent acquisition at entry and lateral level in specialized domains



### Employee engagement

- Feedback obtained through periodic Engagement & Happiness Surveys to enhance employee engagement



### Knowledge management & Upskilling

- Regular training programs for reskilling and upskilling
- Sharper focus for imparting new age skills and leveraging analytics



### Succession planning

- Robust policy on succession planning for senior leadership positions in place to ensure a smooth transition at all critical executive-level placements



# Accolades



SBI was awarded the “**Company of the Year Award – 2023**” by the **ET Awards** for Corporate Excellence 2023 on 15.03.2024.



SBI Featured among the **top 25 strongest Brands globally** for 2024 – Brand Finance Annual Report on most valuable and **Global Brands – Global 500 2024**. (19.01.2024)



SBI Chairman was honoured with the **Indian of the year award (IOTY) 2023** in the business category at **CNN – News 18 awards** on 10.01.2024.



SBI was recognized as the “**Best Bank in India**” for the year 2023 by **Global Finance Magazine** at its 30th Annual Best Banks Awards event. The award ceremony took place in Marrakech, **Morocco** during the occasion of 2023 IMF/WB Annual Meetings held from 9th to 15th October 2023.



**Most trusted BFSI Brands 2023-24**, on 21.06.2023, by the Economic Times Group.



Won 4 **awards** at **DIGIXX 2024 Summit & Awards** on 22.03.2024 at New Delhi.

- Brand of the Year
- Best Influencer marketing Campaign
- best use of Social Media
- PR/ Online Reputation Management



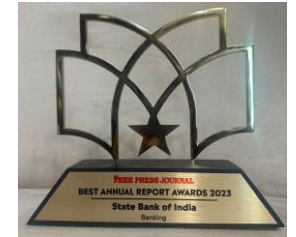
SBI received the “**Iconic Banking Brand**” award at the 3<sup>rd</sup> edition of **Navbharat BFSI 2023** presented by the Honorable Speaker of Maharashtra Legislative Assembly on 13.01.2024



SBI received the Top Performing Bank award under **EASE 5.0** of PSBs Reforms Agenda.



Dunn & Bradstreet Award in the Category – **PSU Banks over 4 lacs crore assets** size at the PSU & Government Summit 2023 on 07<sup>th</sup> October 2023.



SBI received the “**India’s Best Annual Report Awards 2023**” award



SBI received the “**ICAI Awards for Excellence in Financial Reporting**” award

# Performance Highlights



## Key trends



### Profitability

#### Net Profit

In FY24 at **₹61,077 crores** improved by **21.59%** YoY

Net Profit for Q4FY24 at **₹20,698 crores** up by **23.98%** YoY

ROA at **1.04%** for FY24 up by **8 bps** YoY

ROE at **20.32%** for FY24 up by **89 bps** YoY

Whole Bank NIM at **3.28%** for FY24 down by **9 bps** YoY

Domestic NIM at **3.43%** for FY24 down by **15 bps**



### Credit growth continues

**~15.24%** YoY

Robust growth across all segments

RAM advances cross **₹20 trillion** of which Agri advances cross **₹3 trillion**

Corporate advances cross **₹11 trillion**



### Asset quality

#### improving outcomes

Gross NPA at **2.24%** improved by **54 bps** YoY

Net NPA at **0.57%** improved by **10 bps** YoY

Credit Cost for FY24 at **0.29%** improved by **3 bps** YoY



### Well provided Stressed Book

PCR at **75.02%**; PCR (incl. AUCA) at **91.89%**

Total non-NPA provisions (not included in PCR) at **₹32,257 crores** which are ~153% of Net NPAs at the end of Q4FY24



### Leveraging Analytics

**₹1,37,357 crores** advances business sourced through Analytical leads showing growth of **32%** YoY

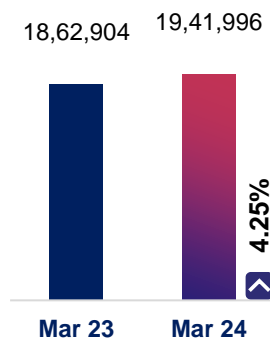


# Key indicators

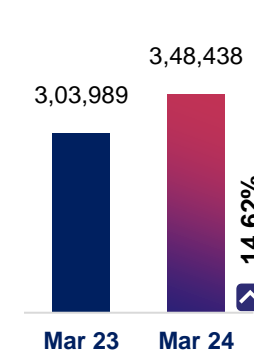
(₹ in Crores)

	Year Ended		YoY Growth	
	FY23	FY24		
Profit & Loss (₹ in Crores)	Net Interest Income	1,44,841	1,59,876	10.38%
	Net Interest Margin – Whole Bank (%)	3.37	3.28	-9 bps
	Net Interest Margin – Domestic (%)	3.58	3.43	-15 bps
	Operating Profit	83,713	93,797	12.05%
	Net Profit	50,232	61,077	21.59%
Key Ratios (in %)	Credit Cost	0.32	0.29	-3 bps
	Net NPA	0.67	0.57	-10 bps
	PCR (Incl. AUCA)	91.91	91.89	-2 bps
	PCR	76.39	75.02	-137 bps
	Capital Adequacy	14.68	14.28	-40 bps
Balance Sheet (₹ in Crores)	Gross Advances	32,69,242	37,67,535	15.24%
	Total Deposits	44,23,778	49,16,077	11.13%
	Retail Personal Advances	11,79,152	13,52,265	14.68%

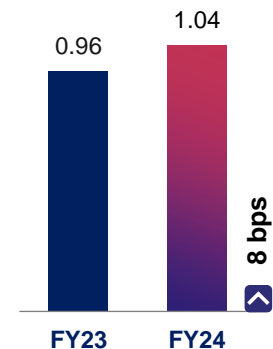
## CASA



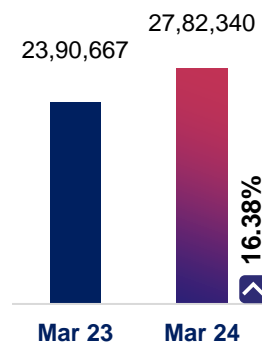
## Xpress Credit



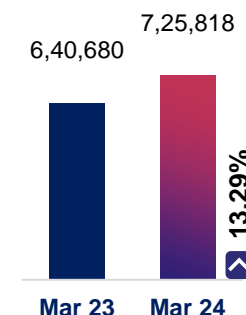
## Return on Assets (%)



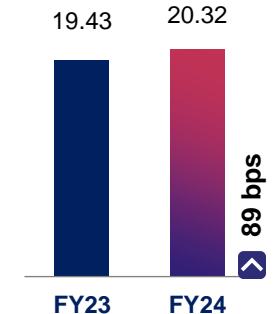
## Term Deposits



## Home Loan



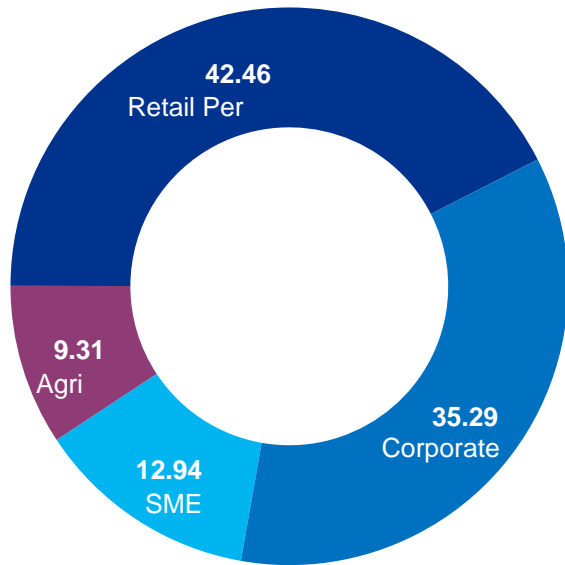
## Return on Equity (%)



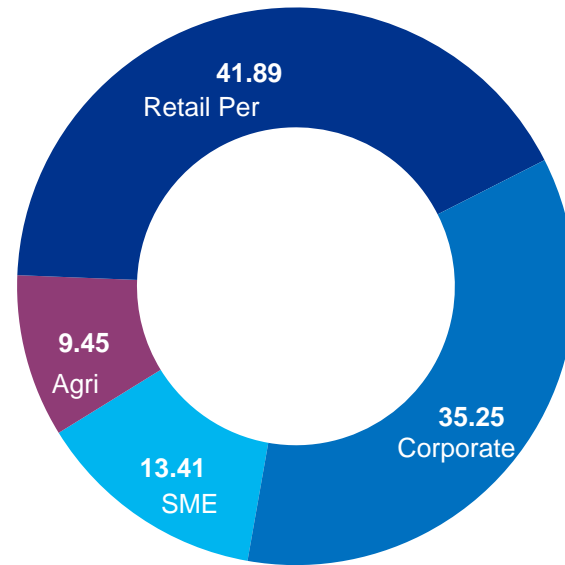
# Credit growth

## Share of Domestic Advances

Mar 23 (%)



Mar 24 (%)



(₹ in Crores)

Segment	Mar 2023	Mar 2024	YoY Growth (%)
Retail Personal	11,79,152	13,52,265	14.68
Agri	2,58,612	3,04,944	17.92
SME	3,59,270	4,33,037	20.53
Corporate	9,79,768	11,38,202	16.17
<b>Domestic Advances</b>	<b>27,76,802</b>	<b>32,28,448</b>	<b>16.26</b>
Foreign Offices Advances	4,92,440	5,39,086	9.47
<b>Total Whole Bank Advances</b>	<b>32,69,242</b>	<b>37,67,535</b>	<b>15.24</b>

As on Mar 2024

# Credit growth

## Retail Personal Banking

Leadership across all segments

Retail Personal Portfolio of

~₹13.5 lakh crores






3 - year CAGR at

~16%

Mar 24:

~41.9%

of Dom. Adv.

	O/S, ₹ in crores	YoY Growth, %	GNPA, %
 <b>Home Loans</b>	<b>7,25,818</b>	<b>13.29</b>	<b>0.76</b>
 <b>Auto Loans</b>	<b>1,16,543</b>	<b>19.50</b>	<b>0.38</b>
 <b>Xpress Credit</b>	<b>3,48,438</b>	<b>14.62</b>	<b>0.77</b>
 <b>Personal Gold Loans</b>	<b>32,676</b>	<b>13.83</b>	<b>0.16</b>
 <b>Other P Seg Loans</b>	<b>1,28,791</b>	<b>18.97</b>	<b>0.62</b>

As per latest available data Bank's market share in Home loans is 26.5% & in Auto loans is 19.8%

# Credit growth

## Diversified Loan Portfolio

### High quality asset book

#### Corporate Rating mix (%)



~43% share to PSUs / Govt. Depts. as on Mar 24

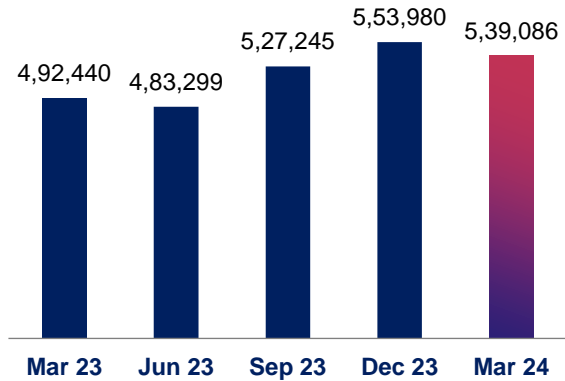
#### Industry mix (₹ in Crores)

Sectors	Outstanding as on 31 <sup>st</sup> Mar 24	Fund Based O/S	
	Amount	% Share	YOY Gr %
Infrastructure	3,94,681	12.23	5.72
of which: Power	2,04,729	6.34	6.46
Telecommunication	30,376	0.94	-23.78
Roads & Ports	1,12,835	3.50	6.89
Other Infrastructure	46,741	1.45	31.25
Services	4,54,905	14.09	27.32
Iron & Steel	66,136	2.05	41.57
Aviation & Airports	21,273	0.66	27.15
Tourism & Hotels	13,135	0.41	18.44
Textiles	38,755	1.20	11.65
Petroleum & Petrochemicals	58,667	1.82	16.56
Engineering	26,310	0.81	23.39
Comm. Real Estate	58,059	1.80	21.35
Other Industries	4,39,318	13.61	15.71
Home Loans	7,25,818	22.48	13.29
Auto Loans	1,16,543	3.61	19.50
Other Retail Loans	5,09,904	15.79	15.64
Agriculture	3,04,944	9.45	17.92
<b>Total Domestic Advances</b>	<b>32,28,448</b>	<b>100.00</b>	<b>16.26</b>

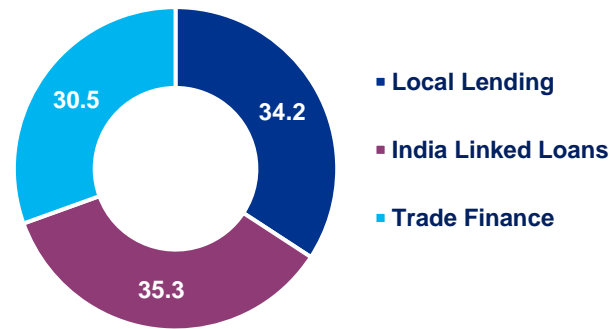
# Credit growth

## International Banking

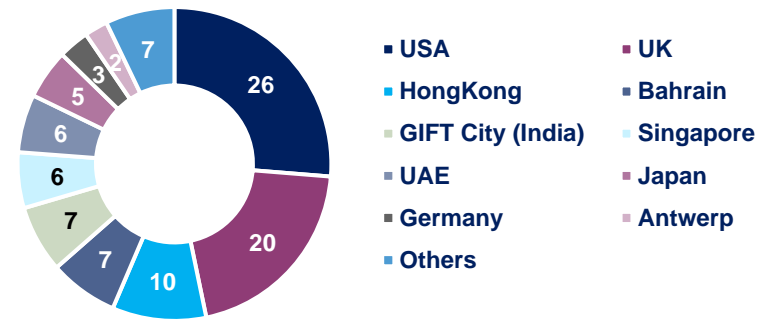
**Gross Advances: 9.47% YoY growth**  
₹ in Crores



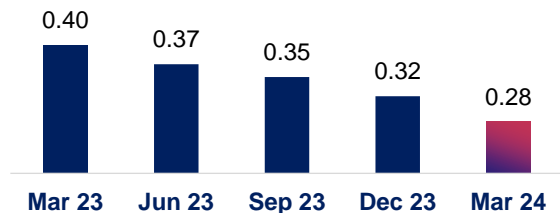
### Break up of Loan Portfolio (%)



### Loan Portfolio across Geographies (%)



### Asset Quality: NPAs Contained GNPA (%)



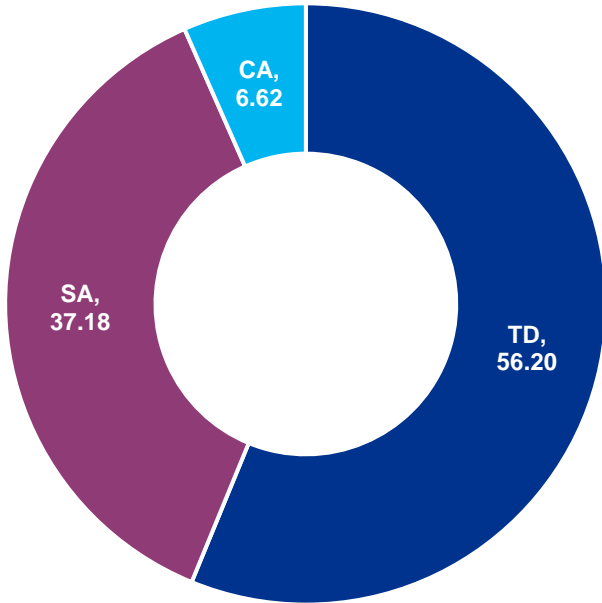
### Highlights:

- Gross advances have grown by 9.47% YoY. External Commercial Borrowings, Local Credit and Trade Finance business are major drivers of customer credit.
- Growth in customer credit is majorly contributed by US, UK, Middle East and GIFT City branches.
- Gross NPA ratio is down by 12 bps YoY and showing declining trend quarter over quarter, underlining continued improvement in quality of assets.

# Deposit growth

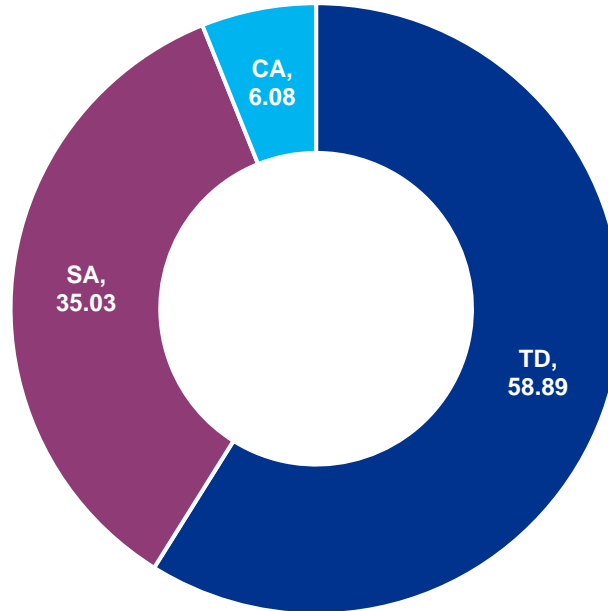
## Share of Domestic Deposits

Mar 23 (%)



CASA: **43.80**

Mar 24 (%)



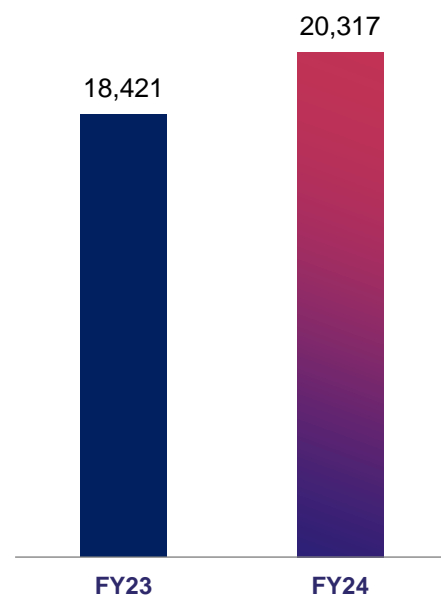
CASA: **41.11**

₹ in Crores

Particulars	Mar 2023	Mar 2024	YoY Growth (%)
Current Account Deposits (CA)	2,81,438	2,87,043	1.99
Saving Bank Deposits (SA)	15,81,466	16,54,953	4.65
<b>CASA Deposits</b>	<b>18,62,904</b>	<b>19,41,996</b>	<b>4.25</b>
Term Deposits (TD)	23,90,667	27,82,340	16.38
<b>Domestic Deposits</b>	<b>42,53,571</b>	<b>47,24,336</b>	<b>11.07</b>
Foreign Offices Deposits	1,70,207	1,91,741	12.65
<b>Total Deposits</b>	<b>44,23,778</b>	<b>49,16,077</b>	<b>11.13</b>

# Asset quality

## Slippages



- Slippages for FY24 increased by **10.29%** YoY
- Slippage Ratio for FY24 improved by **3 bps** YoY from 0.65% to **0.62%**

## Restructuring

₹ in Crores

Restructuring 1.0	As on Mar 23	As on Mar 24
Retail Personal	2,583	2,001
Corporate	1,044	816
SME	3,323	2,075
<b>Total O/S</b>	<b>6,950</b>	<b>4,892</b>

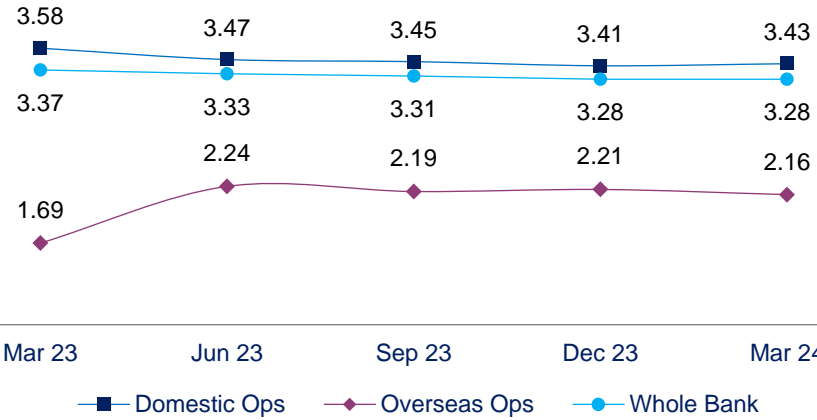
Restructuring 2.0	As on Mar 23	As on Mar 24
Retail Personal	11,628	9,048
Corporate	0	0
SME	5,724	3,339
<b>Total O/S</b>	<b>17,352</b>	<b>12,387</b>

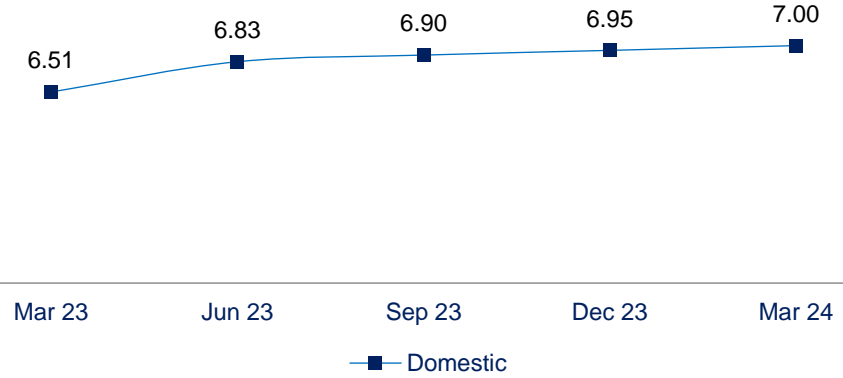
<b>Total Restructuring</b>	<b>24,302</b>	<b>17,279</b>
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# Net interest income (Cumulative)

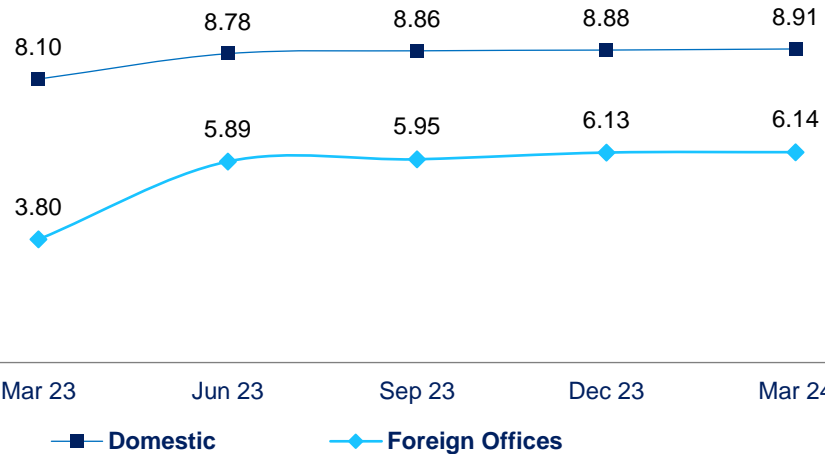
**Net Interest Margins (%)**



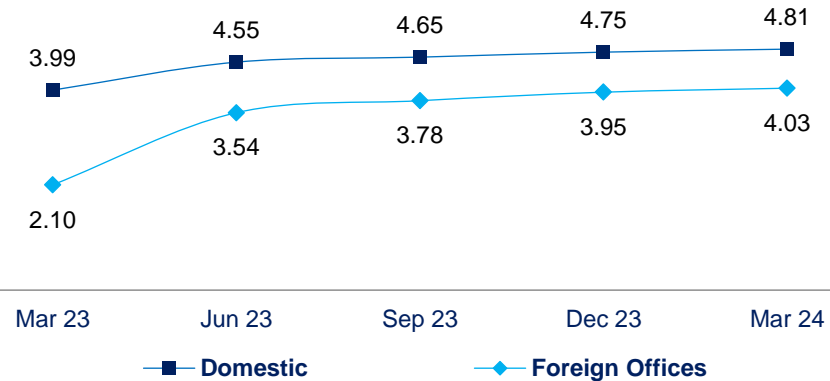
**Yield on Investments (%)**



**Yield on Advances (%)**



**Cost of Deposits (%)**





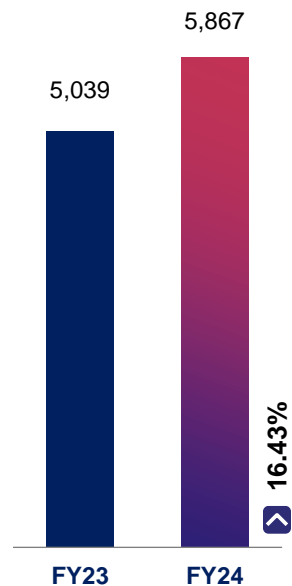
## Non-interest income

₹ in Crores

### Fee Income



### Loan Processing Charges



### Commission on LC / BG



### Cross Selling



Fee Income grew by

**7.17%** YoY in FY24

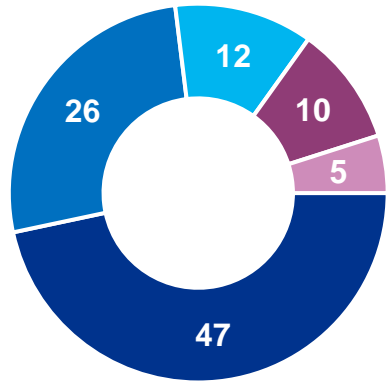
Recovery from AUCA accounts at

**₹6,934** crores in FY24

# Treasury Operations

## AFS Book (%)

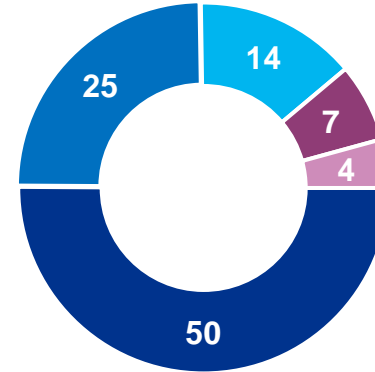
Mar 2023



Modified Duration  
**1.85**

Yield on Investment  
**6.51%**

Mar 2024

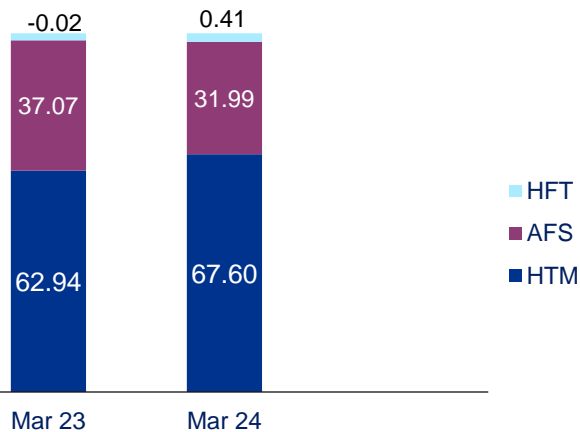


Modified Duration  
**1.97**

Yield on Investment  
**7.00%**

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

Break up of Domestic Investments (%)



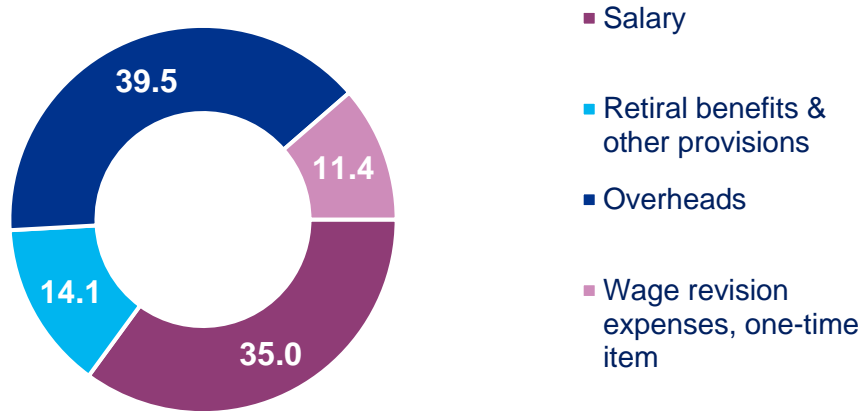
₹ in Crores

	Mar 23	Mar 24
<b>Total Investments Book</b>		
Domestic Investments	15,24,189	16,14,852
- of which SLR	12,41,033	13,65,749
Foreign Offices Investments	63,209	67,362
<b>Total Investments Book</b>	<b>15,87,398</b>	<b>16,82,214</b>

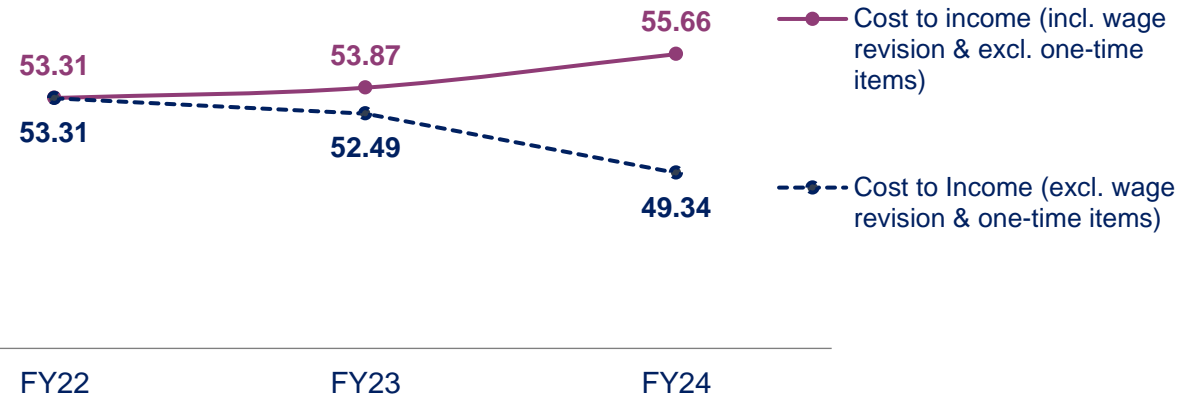
# Operating expenses

Focus continues on improving income streams with control on costs

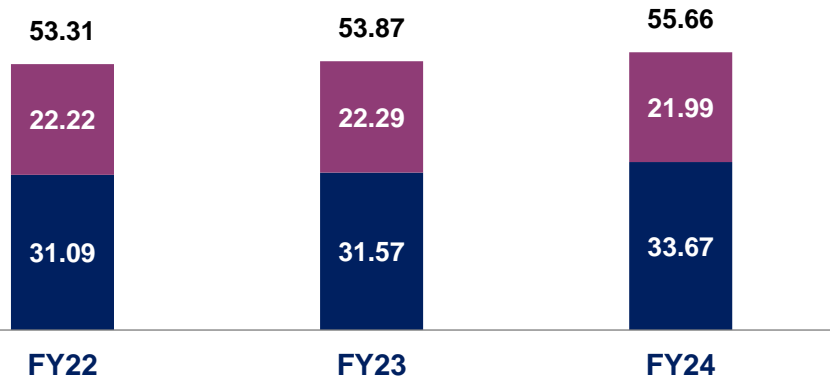
FY24



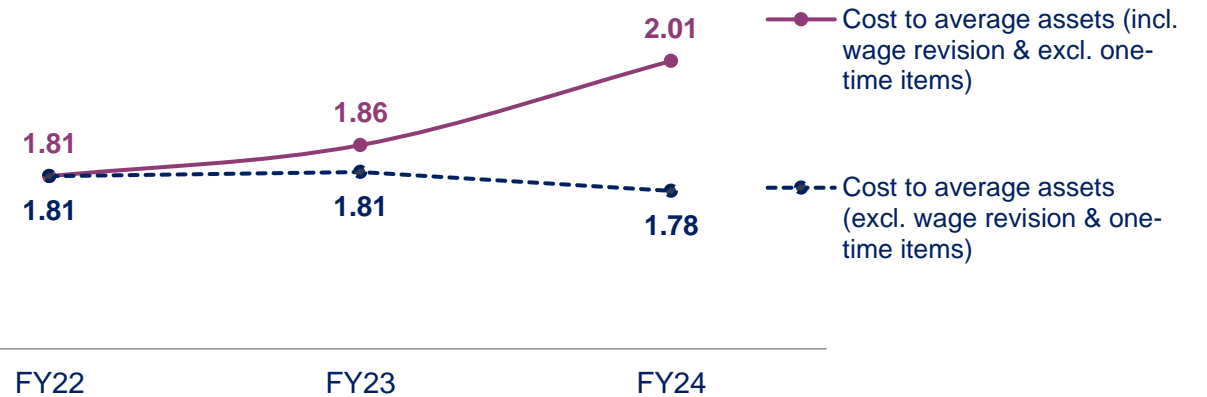
Cost to Income (%)



Overheads to Operating Income (%) | Staff Expenses to Operating Income (%)



Cost to Average Assets (%)

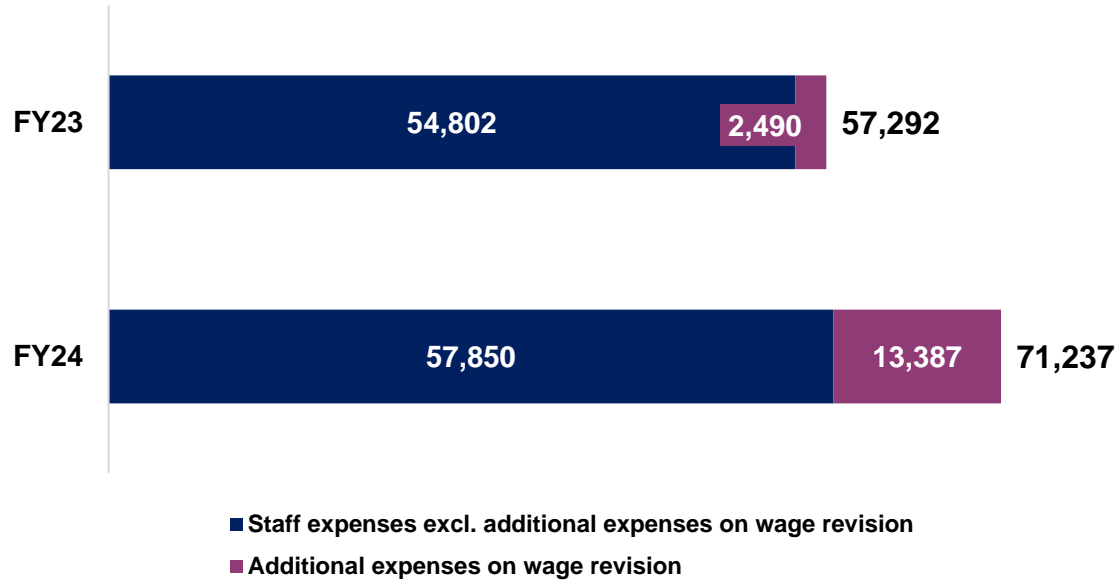


One-time items include provisions on account of increase in pension liabilities at uniform rate of 50% and Dearness Relief (DR) Neutralization

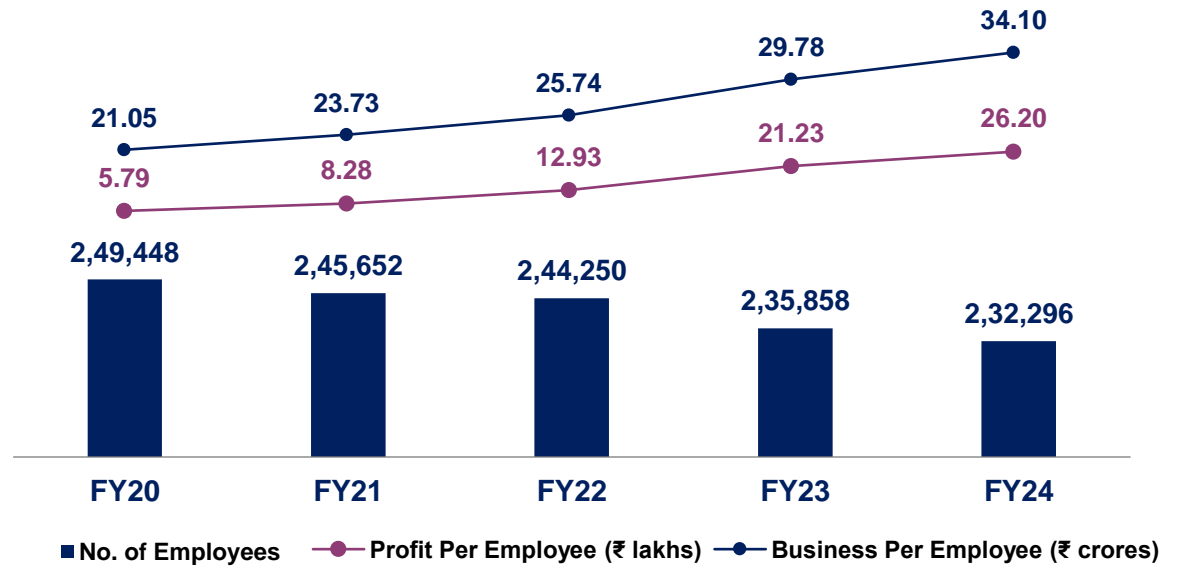
# Staff expenses & productivity

₹ in Crores

### Staff Expenses

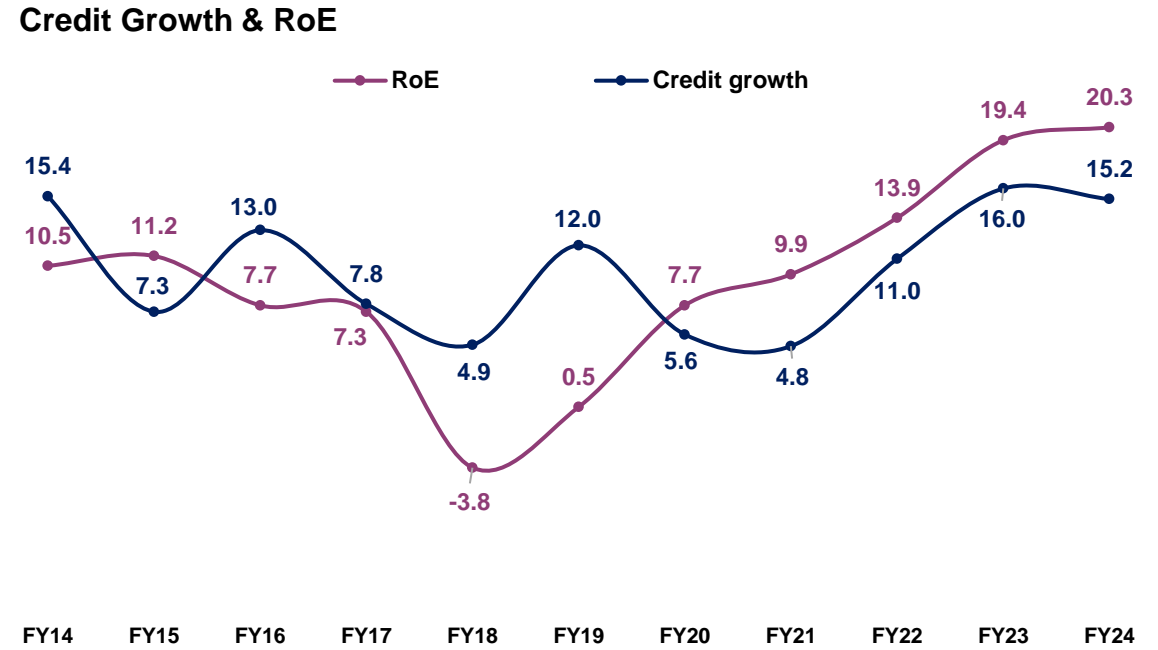
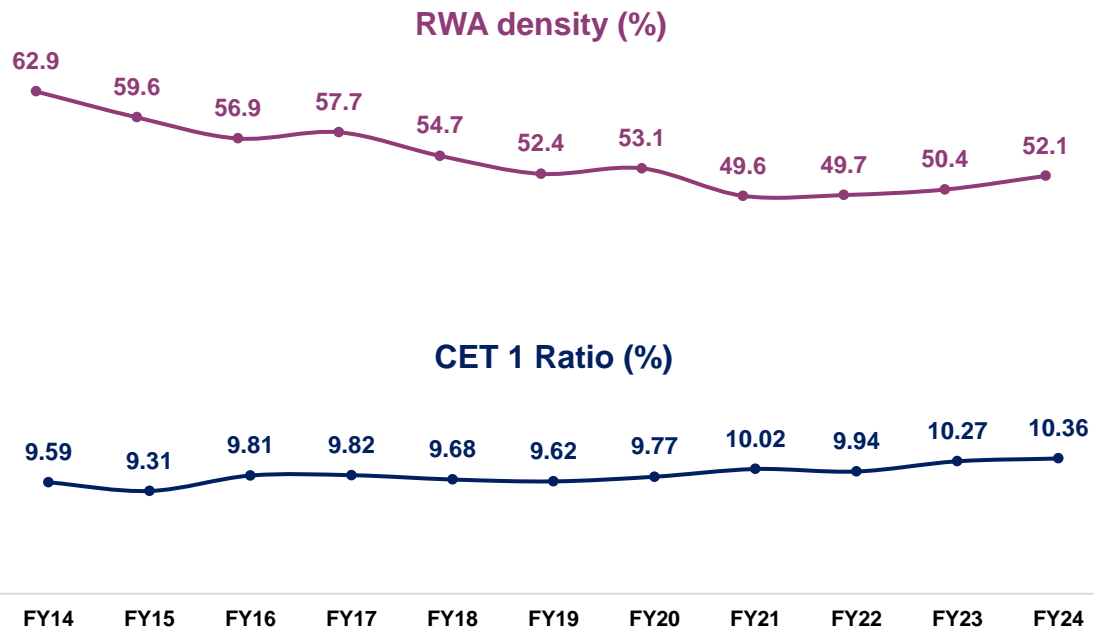


### Manpower & Productivity



- One time wage revision expense in FY24 is ₹ 13,387 crores
- Full impact of wage revision as per 12th bipartite agreement taken in FY24
- At the end of Q4FY24, lower than expected impact of 12<sup>th</sup> bipartite wage settlement is due to lower increase in basic pay
- Excluding one-time wage revision expenses, staff expenses to increase by ~ ₹ 500 crore per month from FY25
- Attrition rate of 1.43% during FY24.

# Capital – assessment based on credit growth and RoE trends



- Highest CET 1 Ratio of 10.36% in the last 10 years
- Over the medium term we expect RoE to be greater than credit growth
- Open to raising growth capital, if required

## Provisions

Credit cost at

**0.29%**

for FY24

PCR at

**75.02%**

legacy book well provided

Non NPA provisions at

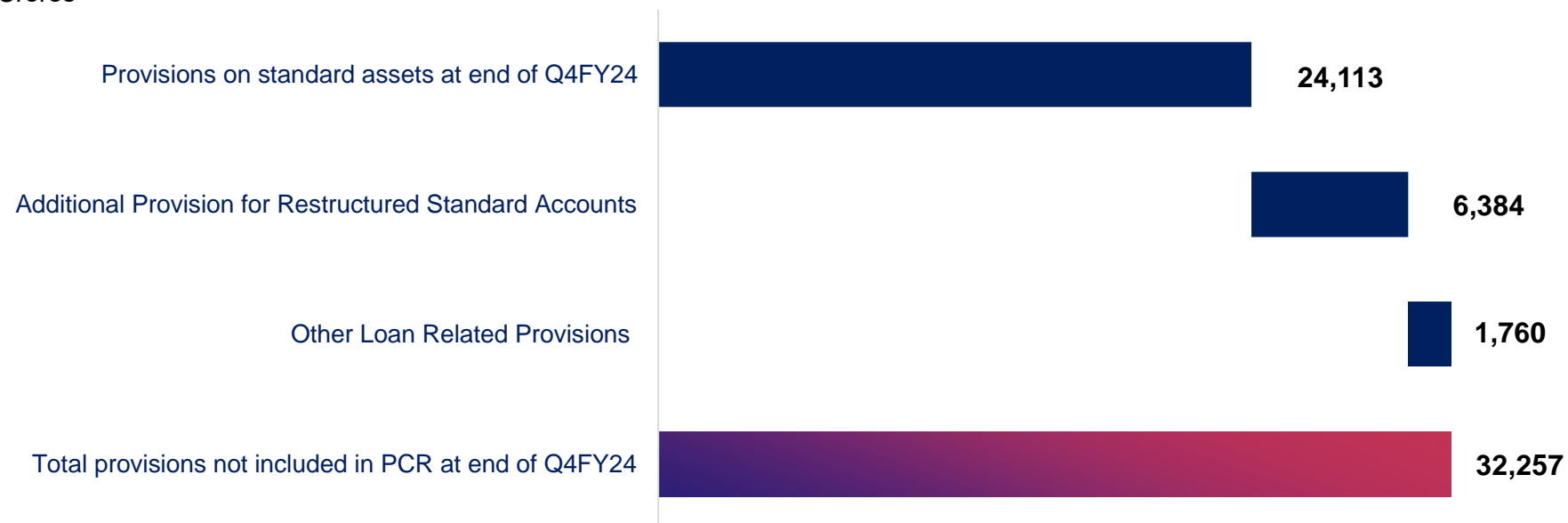
**₹ 32,257 crores**

**~153%**

of Net NPA at end of Q4FY24

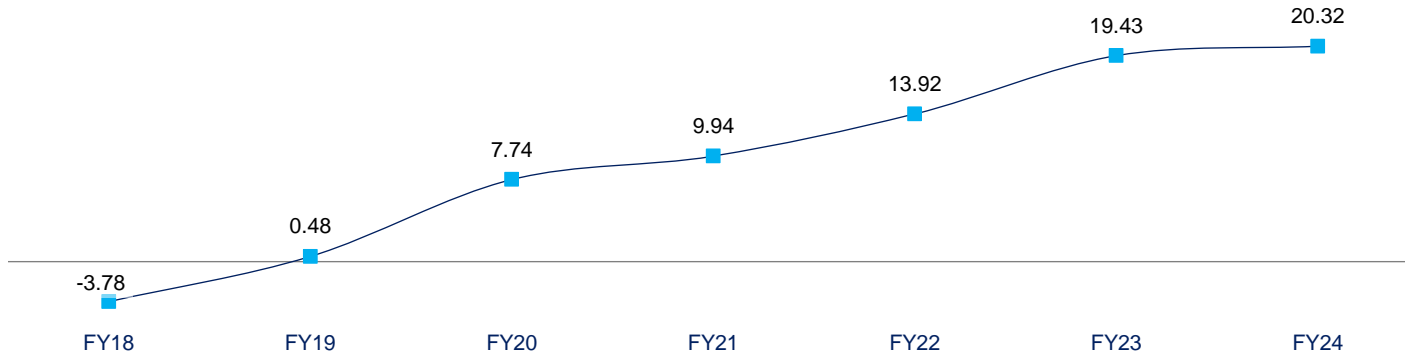
### Available Buffer

₹ in Crores



# Sustainable RoE / RoA – a perspective

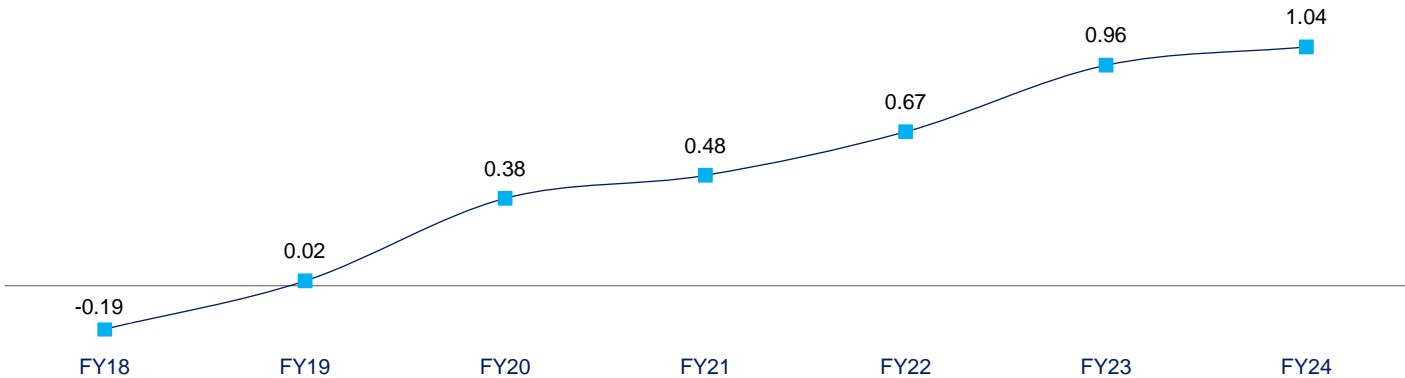
**ROE (in %)**



**Upward trend in ROE**

Continuous improvement in ROE from FY19 onwards

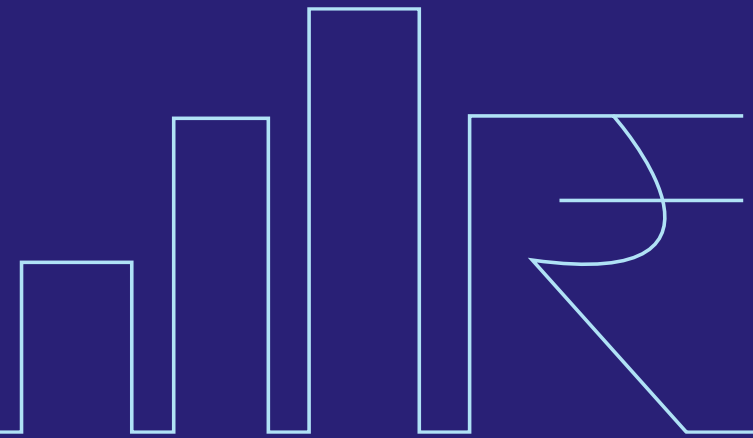
**ROA (in %)**



**Upward trend in ROA**

Continuous improvement in year end ROA from FY19 onwards

# Financial Performance





## Financials – at a glance

Particulars (₹ in Crores)	Quarter Ended			Year Ended		Growth (%)		
	Q4FY23	Q3FY24	Q4FY24	FY23	FY24	Q4FY24 over Q3FY24	Q4FY24 over Q4FY23	FY24 over FY23
Interest Income	92,951	1,06,734	1,11,043	3,32,103	4,15,131	4.04	19.46	25.00
Interest Expenses	52,559	66,918	69,387	1,87,263	2,55,255	3.69	32.02	36.31
<b>Net Interest Income</b>	<b>40,393</b>	<b>39,816</b>	<b>41,655</b>	<b>1,44,841</b>	<b>1,59,876</b>	<b>4.62</b>	<b>3.13</b>	<b>10.38</b>
Non Interest Income	13,961	11,459	17,369	36,616	51,682	51.58	24.41	41.15
<b>Operating Income</b>	<b>54,354</b>	<b>51,275</b>	<b>59,024</b>	<b>1,81,456</b>	<b>2,11,558</b>	<b>15.11</b>	<b>8.59</b>	<b>16.59</b>
Operating Expenses	29,733	30,939	30,277	97,743	1,17,761	-2.14	1.83	20.48
<b>Operating Profit</b>	<b>24,621</b>	<b>20,336</b>	<b>28,748</b>	<b>83,713</b>	<b>93,797</b>	<b>41.36</b>	<b>16.76</b>	<b>12.05</b>
Total Provisions	7,927	4,072	8,049	33,481	25,621	97.67	1.55	-23.48
Exceptional items*		7,100			7,100			
<b>Net Profit</b>	<b>16,695</b>	<b>9,164</b>	<b>20,698</b>	<b>50,232</b>	<b>61,077</b>	<b>125.87</b>	<b>23.98</b>	<b>21.59</b>
<b>NIM (Whole Bank) (%)</b>	<b>3.60</b>	<b>3.22</b>	<b>3.30</b>	<b>3.37</b>	<b>3.28</b>	<b>8 bps</b>	<b>-30 bps</b>	<b>-9 bps</b>
<b>NIM (Domestic) (%)</b>	<b>3.84</b>	<b>3.34</b>	<b>3.47</b>	<b>3.58</b>	<b>3.43</b>	<b>13 bps</b>	<b>-37 bps</b>	<b>-15 bps</b>
<b>Cost to Income Ratio (%)</b>	<b>54.70</b>	<b>60.34</b>	<b>51.30</b>	<b>53.87</b>	<b>55.66</b>	<b>-904 bps</b>	<b>-340 bps</b>	<b>179 bps</b>
<b>Cost to Assets (%)</b>	<b>2.19</b>	<b>2.10</b>	<b>1.99</b>	<b>1.86</b>	<b>2.01</b>	<b>-11 bps</b>	<b>-20 bps</b>	<b>15 bps</b>

\* Provisions on account of one-time increase in pension liabilities at uniform rate of 50% and Dearness Relief (DR) Neutralization

## Total income

Particulars (₹ in Crores)	Quarter Ended			Year Ended		Growth (%)		
	Q4FY23	Q3FY24	Q4FY24	FY23	FY24	Q4FY24 over Q3FY24	Q4FY24 over Q4FY23	FY24 over FY23
Interest on Loans	63,679	73,517	77,134	2,21,401	2,88,038	4.92	21.13	30.10
Interest on Resources	26,138	29,705	29,366	99,419	1,13,731	-1.14	12.35	14.40
Other Interest income	3,134	3,512	4,543	11,283	13,362	29.36	44.96	18.42
<b>Total Interest Income</b>	<b>92,951</b>	<b>1,06,734</b>	<b>1,11,043</b>	<b>3,32,103</b>	<b>4,15,131</b>	<b>4.04</b>	<b>19.46</b>	<b>25.00</b>
Fee Income	8,003	6,241	8,724	26,245	28,126	39.80	9.01	7.17
Profit / Loss on Sale / Revaluation of Investments	1,800	2,505	3,463	-1,354	11,836	38.26	92.36	973.85
Forex Income	1,097	907	225	2,928	1,715	-75.20	-79.51	-41.43
Misc. Income	3,061	1,807	4,957	8,797	10,005	174.35	61.95	13.73
<b>Total Non Interest Income</b>	<b>13,961</b>	<b>11,459</b>	<b>17,369</b>	<b>36,616</b>	<b>51,682</b>	<b>51.58</b>	<b>24.41</b>	<b>41.15</b>
<b>Total Income</b>	<b>1,06,912</b>	<b>1,18,193</b>	<b>1,28,412</b>	<b>3,68,719</b>	<b>4,66,813</b>	<b>8.65</b>	<b>20.11</b>	<b>26.60</b>

## Fee income break up

Particulars (₹ in Crores)	Quarter Ended			Year Ended		Growth (%)		
	Q4FY23	Q3FY24	Q4FY24	FY23	FY24	Q4FY24 over Q3FY24	Q4FY24 over Q4FY23	FY24 over FY23
Loan Processing Charges	1,405	1,292	2,025	5,039	5,867	56.75	44.08	16.43
Commission on Govt. Business	886	899	995	3,953	3,919	10.71	12.36	-0.85
Commission on LC/BG	818	792	841	3,134	3,210	6.13	2.82	2.41
Cross Selling	1,132	1,108	1,121	3,641	3,891	1.14	-0.98	6.86
Remittance, Collection, etc.	1,999	1,532	1,907	6,682	6,347	24.43	-4.62	-5.01
Misc. Fee Income	1,763	617	1,836	3,796	4,892	197.49	4.12	28.89
<b>Fee Income</b>	<b>8,003</b>	<b>6,241</b>	<b>8,724</b>	<b>26,245</b>	<b>28,126</b>	<b>39.80</b>	<b>9.01</b>	<b>7.17</b>

## Total expenses

Particulars (₹ in Crores)	Quarter Ended			Year Ended		Growth (%)		
	Q4FY23	Q3FY24	Q4FY24	FY23	FY24	Q4FY24 over Q3FY24	Q4FY24 over Q4FY23	FY24 over FY23
Interest on Deposits	44,346	58,080	58,976	1,62,418	2,21,460	1.54	32.99	36.35
Interest on Borrowings	6,035	5,794	7,321	18,080	22,444	26.36	21.31	24.13
Other Interest paid	2,178	3,044	3,090	6,764	11,351	1.50	41.89	67.81
<b>Total Interest Expenses</b>	<b>52,559</b>	<b>66,918</b>	<b>69,387</b>	<b>1,87,263</b>	<b>2,55,255</b>	<b>3.69</b>	<b>32.02</b>	<b>36.31</b>
Salary	10,330	9,808	11,123	38,273	41,277	13.41	7.67	7.85
Provisions for Employees	7,286	9,554	5,225	19,019	29,960	-45.31	-28.29	57.52
<b>Staff Expenses</b>	<b>17,616</b>	<b>19,362</b>	<b>16,348</b>	<b>57,292</b>	<b>71,237</b>	<b>-15.57</b>	<b>-7.20</b>	<b>24.34</b>
<b>Overheads</b>	<b>12,116</b>	<b>11,577</b>	<b>13,929</b>	<b>40,451</b>	<b>46,524</b>	<b>20.32</b>	<b>14.96</b>	<b>15.01</b>
<i>of which: Business Acquisition &amp; Development Expenses</i>	<i>1,334</i>	<i>1,703</i>	<i>2,300</i>	<i>5,205</i>	<i>6,405</i>	<i>35.01</i>	<i>72.44</i>	<i>23.06</i>
<b>Operating Expenses</b>	<b>29,733</b>	<b>30,939</b>	<b>30,277</b>	<b>97,743</b>	<b>1,17,761</b>	<b>-2.14</b>	<b>1.83</b>	<b>20.48</b>
<b>Total Expenses</b>	<b>82,291</b>	<b>97,857</b>	<b>99,664</b>	<b>2,85,006</b>	<b>3,73,016</b>	<b>1.85</b>	<b>21.11</b>	<b>30.88</b>

## Overheads

Particulars (₹ in Crores)	Quarter Ended			Year Ended		Growth (%)		
	Q4FY23	Q3FY24	Q4FY24	FY23	FY24	Q4FY24 over Q3FY24	Q4FY24 over Q4FY23	FY24 over FY23
Rent, Taxes and Lighting	1,645	1,500	1,738	5,702	6,082	15.87	5.68	6.66
Depreciation	857	845	855	3,297	3,352	1.15	-0.26	1.66
Printing and Stationery	221	197	245	705	824	24.70	10.75	16.88
Postage & Telecommunications	147	205	201	537	662	-1.69	37.09	23.41
Repairs and Maintenance to Bank's Property	335	294	375	1,070	1,198	27.28	11.89	12.00
Travelling & Halting	439	390	410	1,477	1,516	5.06	-6.50	2.65
Deposit & General Insurance	1,765	1,756	1,422	5,758	6,224	-19.04	-19.44	8.09
Business Acquisition & Development Expenses	1,334	1,703	2,300	5,205	6,405	35.01	72.44	23.06
ATM / CDM / Debit Card / Other Tech Expenses	2,634	2,676	2,899	8,965	10,037	8.34	10.04	11.96
Misc. Expenses	2,740	2,010	3,485	7,735	10,222	73.32	27.16	32.16
<b>Overheads</b>	<b>12,116</b>	<b>11,577</b>	<b>13,929</b>	<b>40,451</b>	<b>46,524</b>	<b>20.32</b>	<b>14.96</b>	<b>15.01</b>

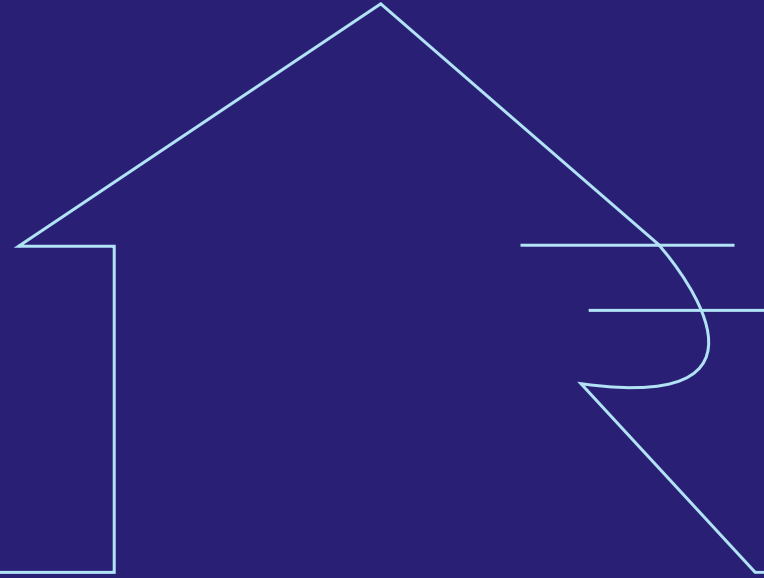
## Provisions & profit

Particulars (₹ in Crores)	Quarter Ended			Year Ended		Growth (%)		
	Q4FY23	Q3FY24	Q4FY24	FY23	FY24	Q4FY24 over Q3FY24	Q4FY24 over Q4FY23	FY24 over FY23
<b>Operating Profit</b>	<b>24,621</b>	<b>20,336</b>	<b>28,748</b>	<b>83,713</b>	<b>93,797</b>	<b>41.36</b>	<b>16.76</b>	<b>12.05</b>
Loan Loss	1,278	1,757	3,294	9,144	9,518	87.48	157.65	4.09
Standard Assets	2,558	181	-370	5,619	-1,341	-303.97	-114.47	-123.86
Investment Depreciation	18	-599	-8	1,514	-593	98.73	-142.67	-139.18
Other Provisions	-539	-652	-1,306	231	-2,669	-100.41	-142.50	-1,255.49
Income Tax	4,611	3,384	6,439	16,973	20,706	90.27	39.66	21.99
<b>Total Provisions</b>	<b>7,927</b>	<b>4,072</b>	<b>8,049</b>	<b>33,481</b>	<b>25,621</b>	<b>97.67</b>	<b>1.55</b>	<b>-23.48</b>
Exceptional items*		7,100			7,100			
<b>Net Profit</b>	<b>16,695</b>	<b>9,164</b>	<b>20,698</b>	<b>50,232</b>	<b>61,077</b>	<b>125.87</b>	<b>23.98</b>	<b>21.59</b>

Ratios (Annualized)	Q4FY23	Q3FY24	Q4FY24	FY23	FY24
<b>ROA (%)</b>	<b>1.23</b>	<b>0.62</b>	<b>1.36</b>	<b>0.96</b>	<b>1.04</b>
<b>ROE (%)</b>				<b>19.43</b>	<b>20.32</b>
<b>Earning Per Share (₹)</b>	<b>75.86</b>	<b>40.85</b>	<b>93.28</b>	<b>56.29</b>	<b>68.44</b>

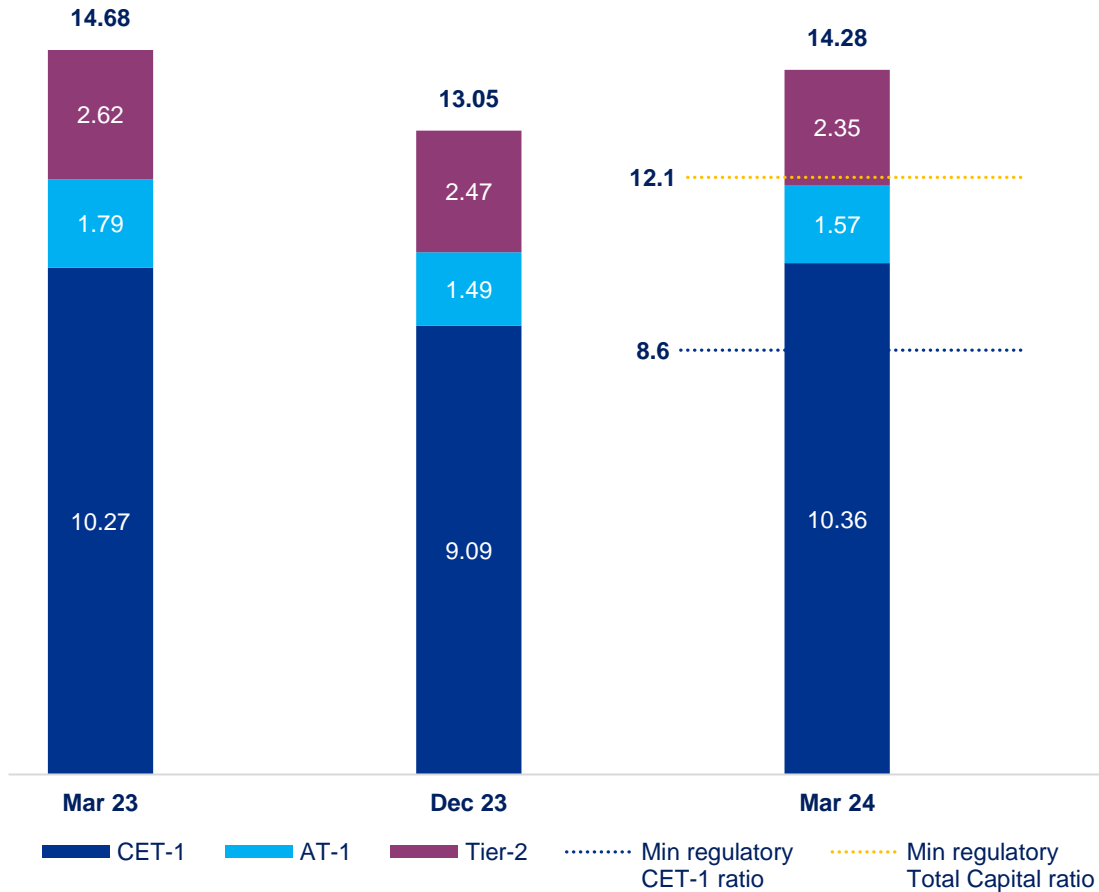
\* Provisions on account of one-time increase in pension liabilities at uniform rate of 50% and Dearness Relief (DR) Neutralization

# Capital Adequacy & Asset Quality

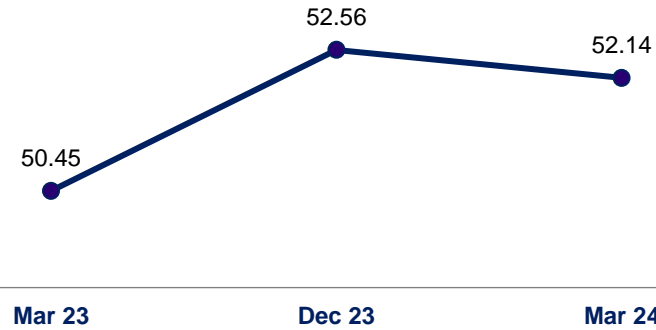


# Well-capitalized bank with adequate liquidity

Capital Ratios (%)



RWA to Total Assets (%)

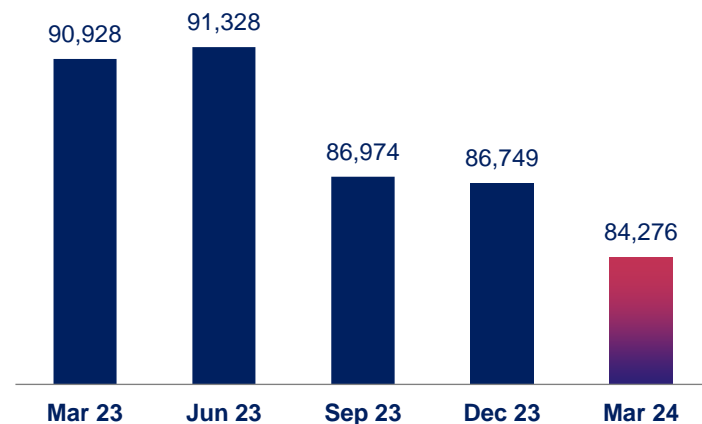


	Mar 23	Dec 23	Mar 24
Credit Risk Weighted Assets on Advances to Gross Advances (%)	55.80	59.41	59.14

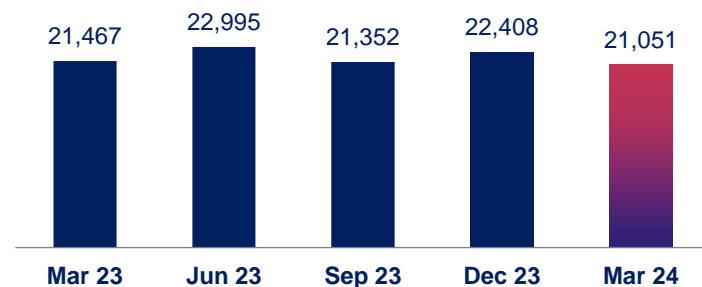


## Asset quality (1/4)

### Gross NPA (₹ in Crores)



### Net NPA (₹ in Crores)



Cumulative for the Period (%)	Mar 23	Jun 23	Sep 23	Dec 23	Mar 24
Gross NPA Ratio	2.78	2.76	2.55	2.42	2.24
Net NPA Ratio	0.67	0.71	0.64	0.64	0.57
PCR (Incl. AUCA)	91.91	91.41	91.93	91.49	91.89
PCR	76.39	74.82	75.45	74.17	75.02
Corporate PCR (Excl. AUCA)	98.59	96.24	99.55	91.97	90.23
Slippage Ratio	0.65	0.94	0.70	0.67	0.62
Credit cost	0.32	0.32	0.27	0.25	0.29

## Asset quality (2/4)

₹ in Crores

Movement of NPAs:	Q4FY23	FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	FY24
<b>Opening Level of Gross NPAs</b>	<b>98,347</b>	<b>1,12,023</b>	<b>90,928</b>	<b>91,328</b>	<b>86,974</b>	<b>86,749</b>	<b>90,928</b>
Total Reductions	10,877	40,319	7,472	8,435	5,271	6,456	27,633
of which : Recovery + Upgradation	4,200	16,258	3,607	4,015	1,798	2,052	11,472
Gross Addition	3,458	19,223	7,872	4,081	5,046	3,984	20,982
of which : Increase in O/s	274	803	213	250	86	116	665
: Fresh Slippages	3,185	18,421	7,659	3,831	4,960	3,867	20,317
Net Increase	-7,419	-21,096	400	-4,354	-225	-2,472	-6,651
<b>Closing Level of Gross NPAs</b>	<b>90,928</b>	<b>90,928</b>	<b>91,328</b>	<b>86,974</b>	<b>86,749</b>	<b>84,276</b>	<b>84,276</b>

Segmental NPAs:	Mar 23		Dec 23		Mar 24	
	NPA	Ratio %	NPA	Ratio %	NPA	Ratio %
Retail:	54,202	3.02	55,598	2.77	54,930	2.63
Agri.	29,675	11.47	29,446	10.09	29,213	9.58
Per Segment	7,434	0.63	9,162	0.71	9,496	0.70
SME	17,093	4.76	16,989	4.06	16,221	3.75
Corporate	34,774	3.55	29,362	2.87	27,848	2.45
International	1,951	0.40	1,789	0.32	1,498	0.28
<b>Total</b>	<b>90,928</b>	<b>2.78</b>	<b>86,749</b>	<b>2.42</b>	<b>84,276</b>	<b>2.24</b>

## Movement of NPAs and AUCA (3/4)

₹ in Crores

### Movement of NPAs (incl. Advances under Collection):

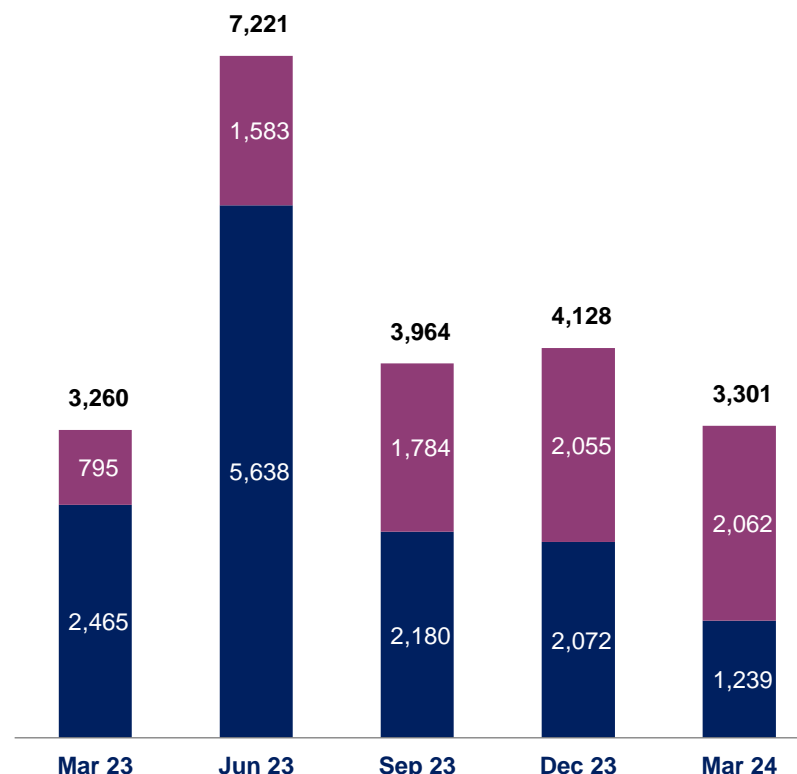
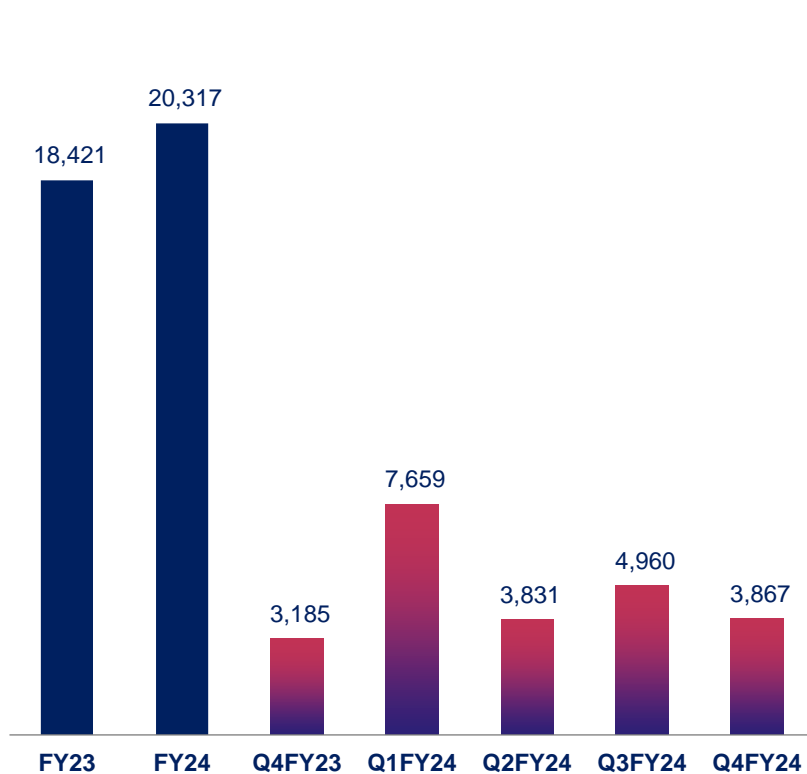
	Mar 21	Mar 22	Mar 23	Mar 24
<b>Opening Level of GNPA + AUCA</b>	<b>3,16,684</b>	<b>3,00,496</b>	<b>2,85,358</b>	<b>2,65,497</b>
Gross Addition (Increase in O/s + Slippages)	29,332	26,776	19,223	20,982
<b>Total GNPA + AUCA + Additions</b>	<b>3,46,016</b>	<b>3,27,272</b>	<b>3,04,581</b>	<b>2,86,479</b>
Less: Recovery / Upgradation	27,930	29,218	23,355	18,406
Less: Write-off (Removal from AUCA/Haircut)	17,590	12,696	15,729	8,595
<b>Closing Level of Gross NPAs + AUCA</b>	<b>3,00,496</b>	<b>2,85,358</b>	<b>2,65,497</b>	<b>2,59,478</b>

# Asset quality (4/4)

**Slippages** ₹ in Crores

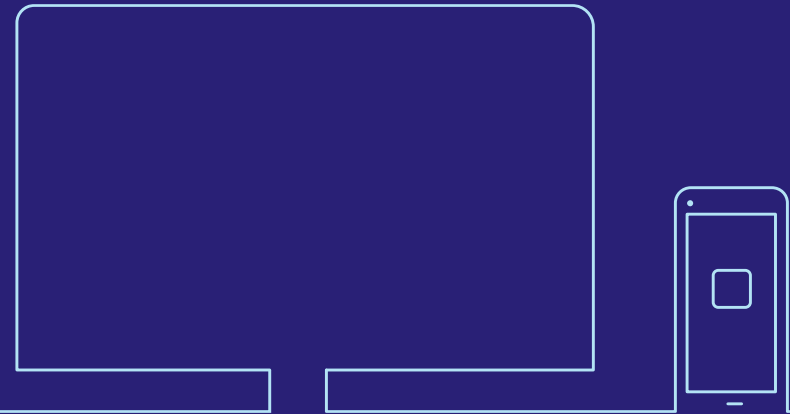
**SMA 1 & SMA 2** ₹ in Crores

Accounts with exposure above ₹ 5 crore: CRILC data



■ SMA1 ■ SMA2

# Digital Journey



# Accelerating digital agenda (1/7)

## Digital Leadership across channels

### Market share across channels

(as per latest available data)

**25.04%**  
Debit card spends

**26.81%**  
Mobile Banking  
No. of Transactions

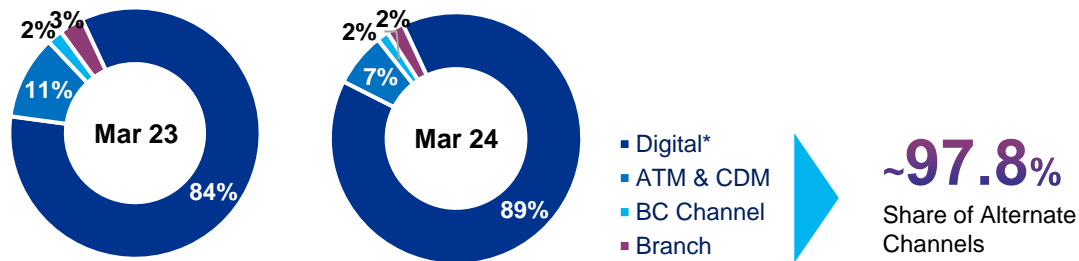
**29.06%**  
ATMs

**21.64%**  
Mobile Banking  
Transaction value

### With varied payment modes

<b>UPI</b>	<b>982 Cr</b>	<b>16.31 Cr</b>	<b>25.14%</b>
	Remit transactions (in Q4FY24)	Unique SBI UPI users based on account nos. (Cumulative till Mar'24)	Market share in remittances
<b>Debit cards</b>	<b>22.87 Cr</b>	<b>&gt;65 Cr</b>	<b>~₹1.49 L Cr</b>
	Debit Cards (As on 31 <sup>st</sup> Mar 24)	Debit Card spend transactions (Numbers during FY24)	Debit Card spend (Amount during FY24)
<b>ATM</b>	<b>~1.2 Cr</b>		
	ATM transactions per day		

### Increasing digital adoption(%)



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

# Accelerating digital agenda (2/7)

## Digital Presence across channels

### Customer touch points

#### Mobile banking (Retail)

**YONO**  
(Registered Users)

6.1 Cr



7.4 Cr

**YONO Lite**  
(Registered Users)

2.3 Cr



2.5 Cr

**Unique SBI UPI users**

12.8 Cr



16.3 Cr

Mar 23

Mar 24

#### INB Customer

11.1 Cr



12.5 Cr

Mar 23

Mar 24

#### No. of BC Outlets

76.1 K



82.9 K

Mar 23

Mar 24

#### Number of ATMs

66 K



64 K

Mar 23

Mar 24

### Payment acceptance touch points

**39.9L**

BHIM SBI Pay QR Codes

**13.7L**

SBI POS

**10.6L**

BHIM-Aadhar-SBI

**8.9L**

Bharat QR

# Accelerating digital agenda (3/7)

## YONO Business – FY24



4.5

4.6

\*IMLC – Import LC

\*INLC – Inland LC

\*INBG – Inland BG



# Accelerating digital agenda (4/7)

## YONO: Driving digital agenda of the Bank

FY24



**134 L**  
YONO Registration



**17 L**  
DIGITAL LOANS  
DISBURSED



**1 L**  
NPS ACCOUNTS  
OPENED

(Numbers)



### Digital Banking

Create seamless omni-channel customer experience

(Numbers)

**88 L**  
SB accounts opened

**415 L**  
YONO Cash

**143 L**  
YONO Quick Pay



### Cross Selling

Provide one-stop shop for all financial needs

(Numbers)

**219 L**  
GI policies sold

**14 L**  
LI policies sold

**8 L**  
Approved Credit Cards



### e2e Digital Loans

(Disbursement Amt.)  
Quick Personal Loans on the go!

(Amount)

**₹ 30,344 Cr**  
PAPL (Pre-Approved Personal Loan)

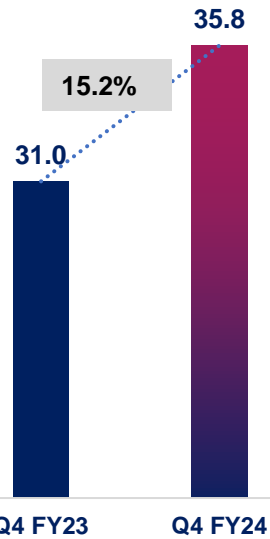
**₹ 1,535 Cr**  
Real Time Xpress Credit

**₹ 1,771 Cr**  
Insta Home Top Up Loan

## Accelerating digital agenda (5/7)

YONO has shown growth across products and registrations

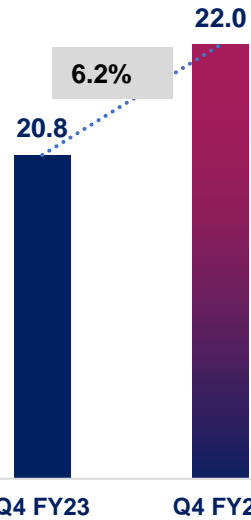
**YONO Registration**  
(#Lakhs)



**~1.3 Cr**

YONO registrations in FY24

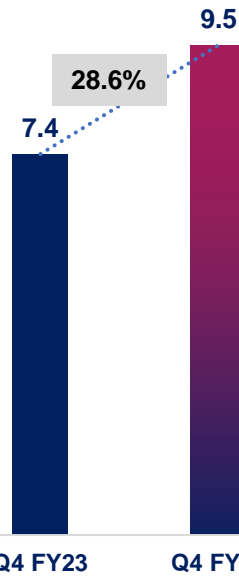
**Regular SB A/C opened**  
(#Lakhs)



**~61%**

of new SB a/cs have been opened through YONO

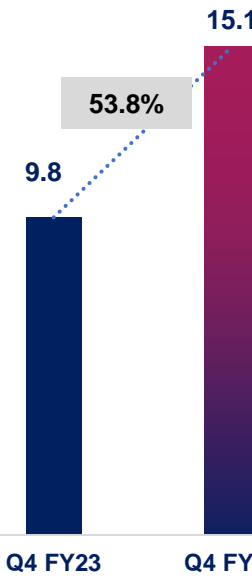
**PL (PAPL + RTXC) Disbursed**  
(₹ 000 Cr.)



**~16.3 L**

Number of Personal Loans (PAPL & RTXC) Disbursed in FY24

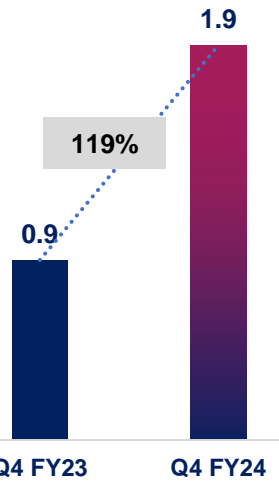
**Personal Accident Insurance**  
(#Lakhs)



**~62 L**

Number of PAI Policies (Issued) in FY24

**Approved Credit Cards**  
(#Lakhs.)



**~8.6 L**

Number of Credit Cards approved (Issued) in FY24

# Accelerating digital agenda (6/7)

## Leadership across - UPI ecosystem

### Domestic

(Q4FY24)



**10.38 Cr**

Avg Txn / Day (Remitter - Numbers)



**₹14,81,655 Cr**

Total Debit Value



**3.53L / 39.85 L**

Merchant Onboarding (Q4 FY24 / Cumulative upto Mar'24)  
(Numbers)

### International

**Accelerating digital growth through UPI across countries:**

Foreign Inward Transactions

- Singapore

Foreign Outward Transactions

- Singapore
- Sri Lanka
- Mauritius

### Market Share



**25.14%**

Remitter Bank



**11.29%**

Beneficiary Bank



**yono SBI**  
for every indian

**New Milestone:**  
Onboarded 50 Lac users



**YONO Global Mobile Banking App is now live in 12 countries**

# Accelerating digital agenda (7/7)

Q4FY24

## YONO for Business: Growth metrics

### Journey



#### Digital Banking

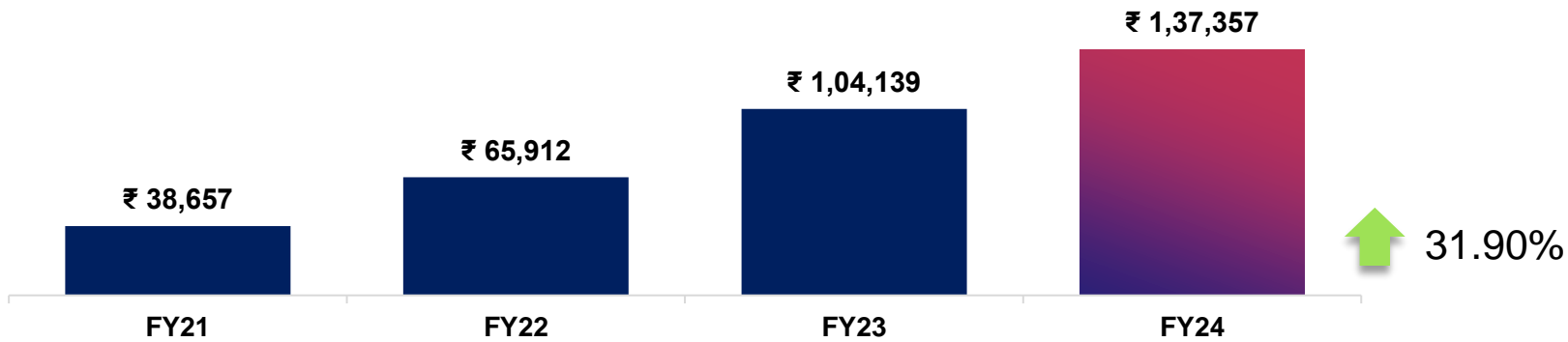
<b>Yono Business Payments</b> ✓	No. of Txns	17.81 Cr.		
<b>New to Digital Customers</b> ✓	Customer onboarded	1,67,436	Desktop Users : 27,46,655 #	YB App 12,61,887 #
<b>Pre-approved Business Loans</b> ✓	Loan Book	Leads Converted 41,123		
<b>Current Account</b> ✓	New digital CA	54,658	Digital 33% (Out of total CA opened)	



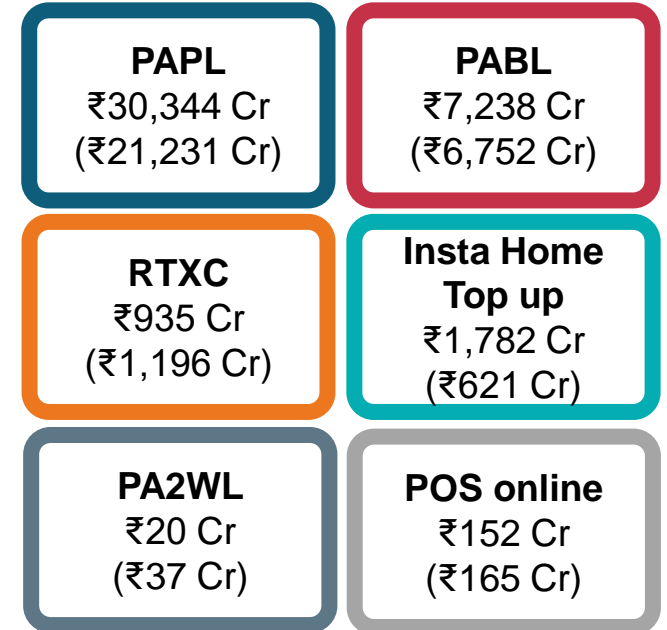
#### Letter of Credit

<b>Import LC</b> ✓	Import letter of credit	₹ 26,927 Cr	Digital LCs 3,604 (Nos.)	Digital 78%*
<b>Inland LC</b> ✓	Inland letter of credit	₹ 12,589 Cr	Digital LCs 7,445 (Nos.)	Digital 87%*
<b>Inland BG</b> ✓	Inland Bank Guarantee	₹ 13,104 Cr	Digital BGs 20,393 (Nos.)	Digital 69%*
<b>Export LC</b> ✓	Export letter of credit	₹ 8,812 Cr	Digital LCs 3,696 (Nos.)	Digital 58%*

# Advances Business Through Analytical Leads



## Digital Loans conversion ₹40,471 Cr (\* ₹30,002 Cr) ↑34.90%

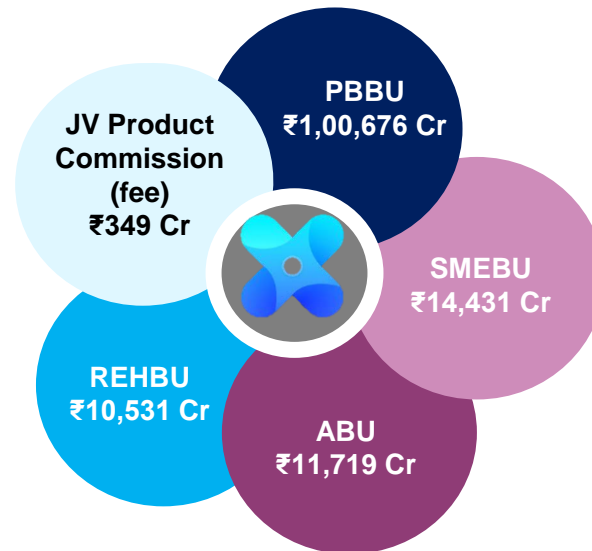
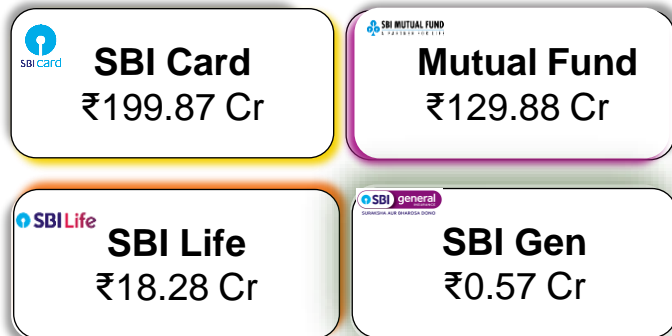


Besides this, significant value created through Risk Mitigation & Operational Efficiency

\*Figure in Bracket is for year ago period

## JV Product Commission:

₹349 Cr (\*₹259 Cr) ↑34.76%



# Banking with a Purpose

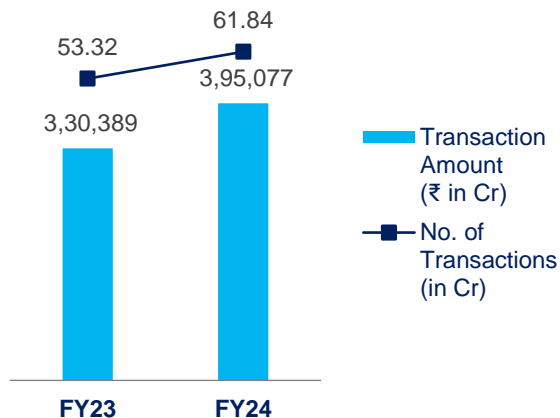


## Financial Inclusion

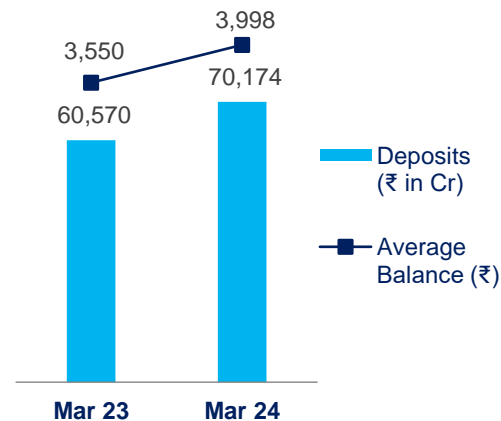
No. of BC outlets



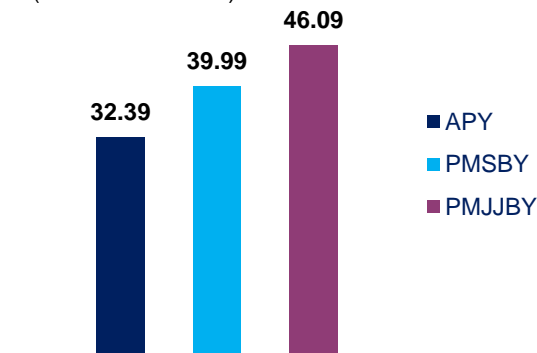
Transactions in BC Channel



Deposits in FI Accounts



Market Leader Social Security Schemes (PSBs) (Share in %)  
(As on 31.03.2024)



### Way forward

- ❖ To leverage the channel for **lead generation of Asset Products**
- ❖ To make BC/CSP Channel a **robust delivery platform**
- ❖ Functionality of **mobile hand-held device** has been rolled with 5 services. More services viz. Account opening, SSS schemes enrollment, etc. are under development.

### Performance under Social Security Schemes

Cumulative no. in crores	Mar 23	Mar 24
APY	1.16	1.47
PMJJBY	4.12	5.69
PMSBY	9.68	12.62

### Improvement in Ease of Banking

	Mar 23	Mar 24
Passbook Printers installed at CSPs	21,480	26,701
% Share of Passbooks printed at CSPs	15.75	16.04

## Sustainability Highlights

Financial Capital	Natural Capital	Social Capital	Human Capital
₹ 61,077 crores Net Profit	₹ 47,419 crores Renewable Energy (RE) financed portfolio	₹ 502.32 crores CSR Spend during FY24	2,32,296 Total workforce*
₹ 37.68 lakh crores Advances	~32 GW Capacity of RE financed Portfolio	82,932 CSP outlets*	27.0% Women in workforce*
₹ 49.16 lakh crores Deposits	>41 MWp Captive RE Capacity*	1,08,598 Candidates trained through RSETIs during FY24	5,472 Persons with Disabilities / Divyang*
97.8% Share of transactions through Alternate Channels	45 Green Building Certifications*	219 K Female Hygiene items distributed during FY24	100% Employees covered under medical benefits

\* indicates values that are cumulative in nature i.e. up to 31.03.2024



# Environment

## Formation of ESG & Climate Finance Unit

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

## Vision

- To achieve Net Zero (Scope 1,2 and 3) by 2055

## Mission

To achieve by 2030:

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

## Green Deposits

Green Rupee Term deposit launched. ₹ 22.39 crore raised under scheme as on 31.03.2024

## Green Building Certification by IGBC

45 of Bank's official/residential buildings certified.

## Shift to Renewal energy sources

Solar roof tops installed in 795 Branch/AOs premises with a capacity of 20,094 KWp and in 3,534 ATMs with a capacity of 6,732 KWp as on 31.03.2024.

## Rainwater Harvesting

538 Rainwater Harvesting system have been installed as on 31.03.2024.

## Tree Plantation

More than 18 lacs trees have been planted in open spaces and branch / office premises under CSR activities during FY 2023-24.

**Impetus for Renewable Energy (RE) : Supporting growth of RE projects with an associated capacity of 31,788 MW**

### As of 31<sup>st</sup> March 2024

Limits sanctioned for renewable energy projects: ₹ 47,419 crore

Limits sanctioned for sustainability – major projects : ₹ 10,113 crore

Solar Power (Rooftop & ground mounted) ₹ 28,901 crore

Sustainable Transportation ₹ 7,189 crore (include E Car loan of ₹ 1,234 crore).

Small hydro / Hydro ₹ 9,078 crore

Flue Gas Distribution, Manufacturing of Solar/Cell module and Green buildings ₹ 1,737 crore

Wind Power, Biomass and Others ₹ 9,440 crore

Energy Efficiency process, Waste, pollution control and others ₹ 1,187 crore

## Contributing to Society (1/2)

### Status of CSR activities as on 31.03.2024

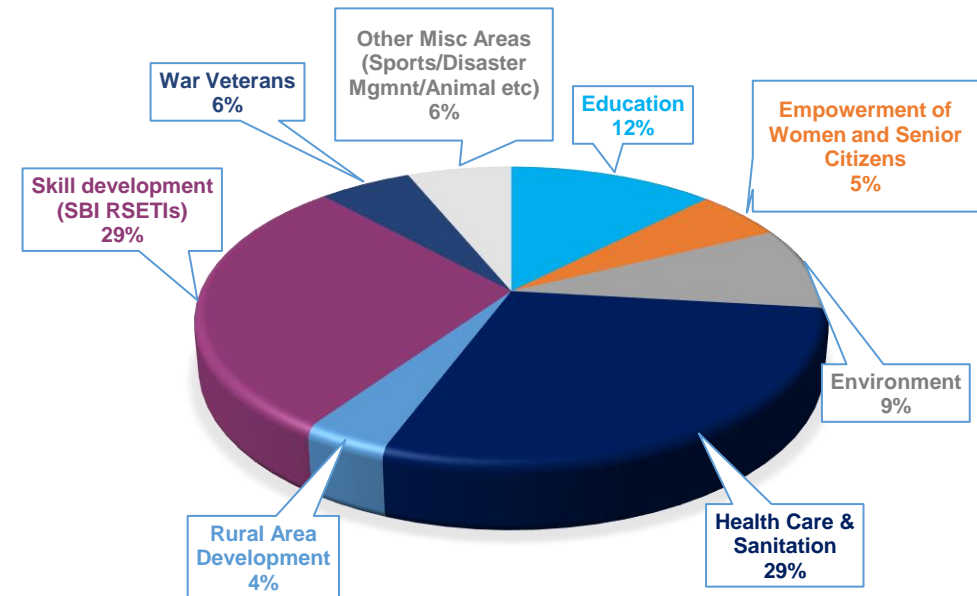
#### CSR Budget Utilization as on 31.03.2024 (₹ in Crores)

	CSR
Circles	133.92
RSETIs	57.16
National / Misc.	10.00
<b>Total</b>	<b>201.08</b>
<b>SBI Foundation Allocation</b>	<b>301.24</b>
<b>Grand Total</b>	<b>502.32</b>
<b>Actual Spent</b>	<b>417.53</b>

#### CSR Highlights

- Bank has undertaken 173 CSR initiatives in 80 Aspirational Districts during the FY24. An amount of ₹ 6.08 Crores has been spent for these initiatives.
- Various development activities as mentioned below were undertaken at pan India level covering all the States / UTs:
  - ✓ Upgrading Infrastructure of 232 Govt. Primary Schools, 355 Anganwadis, 158 Primary Health Centres, 75 Old age homes and 57 orphanages.
  - ✓ Distribution of 2,300 Wheelchairs to PwDs, 4,600 Sewing Machines to underprivileged women and 2.19 lakh Sanitary Pad kits to Girl Children.

#### Sector-wise CSR Spent during the FY 2023-24



# Contributing to Society (2/2)

## SBI Foundation: Highlights of long-term projects

### Gram Seva



**Gram Seva**  
Empowering Rural Lives

- MoU exchanged between SBI Foundation & ICAR-IIRR to promote **'Direct Seeded Rice'** for Sustainable Rice Production in Telangana, benefitting **15,000 small and marginal farmers**.
- "**Shalihotra Express**" Mobile Veterinary Services Unit was flagged off in Anakapalle, Andhra Pradesh on January 04, 2024.

### Centre of Excellence (CoE) for Persons with Disabilities (PWD)



**Centre of Excellence for PwDs**  
Building Bridges, Enabling Access  
An Initiative of SBI Foundation

- Participated in the **International Purple Fest** in January 2024; showcased the nationwide initiatives and spread awareness regarding innovation for PwDs.
- 4 training sessions for Speech & Hearing impairment & 4 for Visual Impairment** conducted in SBI, UCO Bank, Canara Bank, Indian Bank, Union Bank, etc., covering **204 bank employees with disabilities** and trainers.

### SBIF CONSERW



- Tripartite MoU signed among **SBI Foundation, Textiles Committee (Ministry of Textiles), and Navi Mumbai Municipal Corporation (NMMC)** for recycling Textiles Waste in Navi Mumbai, on 28th February, 2024.



**Women Empowerment (SBIF Sashakti)**

### Women Empowerment

- New project **'SBIF She Leads'** launched on 2nd March 2024 for digital, financial, and legal literacy training of **3,000 women SHG members** in the Kalahandi and Nuapada districts of Odisha. Nearly **300 women Self-Help Group members participated** in the event.

### SBIF LEAP



**LEAP**

- 2-day workshop** organized in Mirzapur, UP on 23rd & 24th February 2024 on the topic "**Social Innovation and Inclusive Entrepreneurship**" where 15 partner NGOs of SBIF participated from across the country to replicate the good work done by Development Alternatives.
- 6 High Impact Startups** selected for grant of award under the **AMR Challenge 2024** launched by SBI Foundation along with C-CAMP at Bangalore. It provides a seed fund in the range of ₹20 Lakh to ₹30 Lakhs to each winner.

### SBIF ILM



**ILM**

- 7 new innovative programs funded for key themes like **quality education in remote and conflict-prone regions, residential academic facilities for underprivileged students, and providing quality educational resources for STEM learning in Government schools** in border districts of the country.

### SBIF ACE



**ACE**

- During the Quarter, SBIF ACE Athletes won a total of **116 medals**, comprising **54 Gold, 41 Silver & 21 Bronze**, at major events like *8th Fazza Para Archery World Ranking Tournament* in Dubai, *Para Judo Grand Prix 2024*, *ITA M15 Futures Tournament* in Thailand & *World Shooting Para Sport World Cup*.
- 6 Para athletes** supported by us have qualified for **Paris Paralympics 2024**.

### Youth for India Fellowship Programme



**Youth for India**  
Enrich lives. Fuel change

- First Review Workshop of Batch YFI 2023-24** organised to review the journey of each fellow, to advise course correction & to increase Fellow-NGO-SBIF coordination.

### SBIF Jivanam



- Sanctioned **46 Mobile Medical Units (MMUs)** covering **42 Aspirational Districts**. Other funders joined hands in our endeavour to support primary health care deficit locations like: 1) NSDL, 2) SBICap Securities, 3) SBICap Venture, 4) SBI-SG Global, 5) SBICap Trustee.
- Project "Gift Hope Gift Life"**: Inaugural session of the **Commonwealth 'Tribute to Life' Conference** held in Gurugram to promote ethical organ donation & transplantation within the Commonwealth community.

# SBI's Policy Framework

## Governance

### Board level committees & Policies for better control and governance

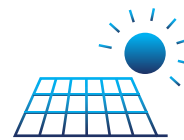
Executive Committee of the Central Board	Risk Management Committee of the Board	Audit Committee of the Board	Corporate Social Responsibility Committee	Nomination and Remuneration Committee
IT Strategy Committee	Board Committee to Monitor Recovery	Review Committee for Identification of Wilful Defaulters / Non Co-operative Borrowers	Stakeholders Relationship Committee cum Customer Service Committee	Special Committee of the Board for Monitoring Large Value Frauds



Sustainability and Business Responsibility Policy



Climate Change Risk Management Policy



Renewable Energy Policy



Policy on Issuance and Allocation of Green Deposits



Code of Ethics



Whistle-blower Policy



Fair Lending Practices Code



Commitment to Customers (BCSBI Code)



Business Continuity and Operational resilience Policy



Cyber Security Policy and Standards

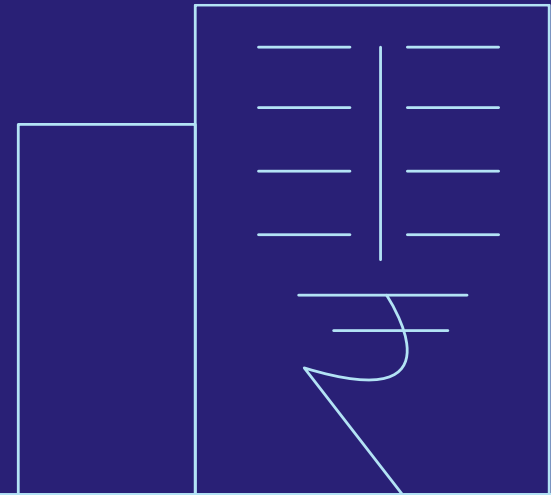


Policy on KYC Standards, AML and CFT Measures



Anti Bribery and Anti-Corruption Policy

# Subsidiaries, Group Financials & Balance Sheet



# SBI and its subsidiaries – leveraging synergies (1/3)

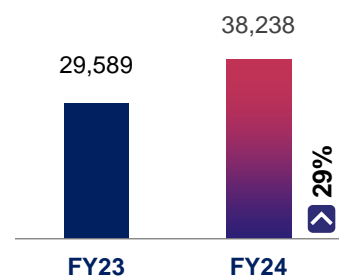
As on Mar 2024

₹ in Crores

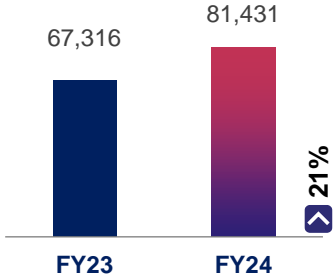


	FY23	FY24
PAT (₹ in Crores)	1,721	1,894
ROE (in %)	14.0	13.6

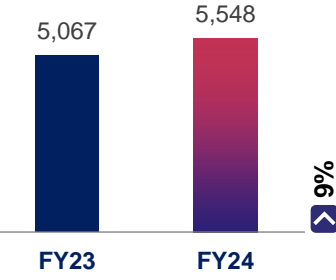
## Total New Business Premium



## Gross Written Premium



## Value of New Business



## Market Share

- **Private market leadership** in Individual New Business Premium, Individual Rated Premium and Total New Business Premium with market share of 25.8%, 23.3% and 24.6% respectively.

## Business Performance

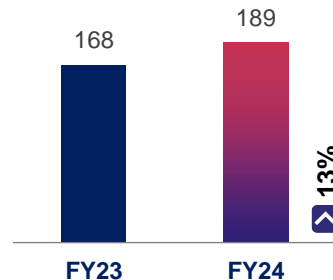
- Individual New Business Premium grew by 14% & Individual Rated Premium grew by 13%.
- PAT grew by 10% and stands at ₹ 1,894 Crores; Robust solvency ratio of 1.96.
- VONB increased by 9% and VONB margin stands at 28.1%.
- Assets under Management – ₹ 3,88,923 Crores and grew by 27%.
- Embedded value stands at ₹ 58,259 Crores and grew by 27%.



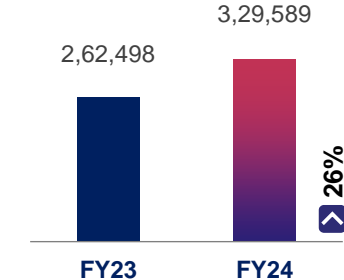
	FY23 <sup>#</sup>	FY24 <sup>#</sup>
PAT (₹ in Crores)	2,258	2,408
ROE (in %)	25.3	21.7

#As per Ind AS

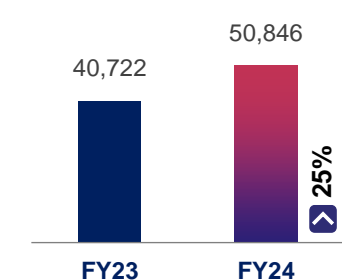
## CIF (In Lakh)



## Spends



## Receivables



## Market Share

- #2 player both in Cards and Spends
- Cards-in-force in FY24 18.6% (FY23 19.7%),
- Spends 17.8% (FY23 18.2%)

## Portfolio

- ▲ 13% YoY in cards,
- ▲ 26% YoY in spends
- ▲ 25% YoY in receivables

## Profitability

- During FY24 Revenue from Operations grew 24% YoY, PAT at ₹ 2,408 Crores
- During FY24, ROA is at 4.7%, ROE is at 21.7%
- Capital Adequacy Ratio (CAR) is at 20.5%, Tier I is at 16.5%.

# SBI and its subsidiaries – leveraging synergies (2/3)

As on Mar 2024

₹ in Crores



	FY23 <sup>#</sup>	FY24 <sup>#</sup>
PAT (₹ in Crores)	1,331	2,063
ROE (in %)	27.9	30.5

# Standalone Financials; without OCI

### Performance Highlights

- SBIFML is the biggest player in the market since Q4FY20. As on Mar 24, SBIFML has a quarterly Average AUM of ₹ 9.14 Lakh Crores with a market share of 16.89%. The second largest player has a market share of 12.62%.
- SBIMF Quarterly average Mutual Fund AUM grew by ₹ 1.97 Lakh Crores from ₹ 7.17 Lakh Crores in Q4FY23 to ₹ 9.14 Lakh Crores in Q4FY24.



Group	FY23	FY24
PAT (₹ in Crores)	725	1,631
ROE (in %)	9.1	17.1

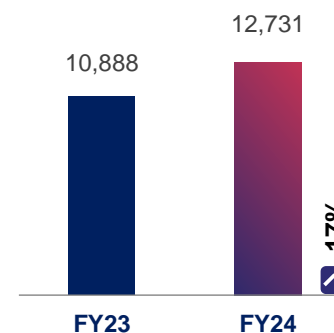
### Performance Highlights

- PA&SF Group: Ranked No.1 India Borrower Loans (Mandated Lead Arranger). Market share of 26.48% (CY 2023).
- DCM: Ranked No.4 for Debt Private placement of bonds in FY24 as per the Bloomberg league table.
- ECM: Ranked No.5 in the EGM league table for the No. of issues done in FY24.

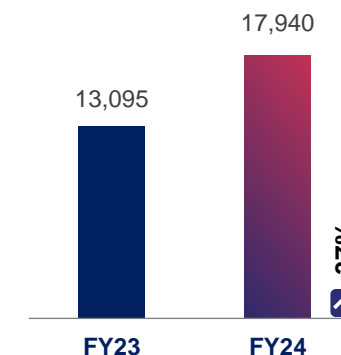


	FY23	FY24
PAT (₹ in Crores)	184	240
ROE (in %)	6.2	6.7

### Gross Written Premium



### AUM



### Performance Highlights

- Ranked 6<sup>th</sup> amongst the Private players in FY24
- SBIG Market share is 4.33% in FY24 as against 4.22% in FY23
- Entry into top 10 General Insurer club in India, ranked at 10<sup>th</sup>.
- Ranked no. 1 in PAI amongst private players.
- Ranking no. 4 in fire segment as against 5<sup>th</sup> in FY23.



# SBI and its subsidiaries – leveraging synergies (3/3)

Creating value across financial services

## Listed Subsidiaries and Investments

Subsidiaries – listed (FY24)	Net Profit (₹ in Crores)	RoE (in %)	SBI Stake (in %)	Value per share of SBI (₹) #
SBI Card	2,408	21.7	68.63	52.1
SBI Life	1,894	13.6	55.42	88.7
Other select listed investments	NA	NA	NA	19.3
			<b>Total</b>	<b>₹ 160 / share of SBI</b>

## Key Unlisted Subsidiaries

Subsidiaries – unlisted (FY24)	Net Profit (₹ in Crores)	RoE (in %)	SBI Stake (in %)	JV Partners	Key highlights
SBI Funds Management	2,063	30.5	62.2	Amundi- 36.5%	Largest player in the market since Q4FY20. AUM of ₹ 9.14 Lakh Crores with a market share of 16.89%.
SBI General Insurance	240	6.7	69.1	Multiple Financial Investors	Ranked 6 <sup>th</sup> among Private players with a market share of 6.19%. Ranked 10 <sup>th</sup> among all General Insurers.
SBI Capital Markets Group	1,631	17.1	100.0	NA	Fee Income ₹ 435 Crores in FY24, up 14% YoY
SBI Payments Services	144	14.4	74.0	Hitachi- 26%	Deployed more than 33.10 lakh Merchant Payment Acceptance Touch Points as on Mar 24.

Does not include 3.23% stake of SBI and 4.33% stake of SBI Capital Markets in National Stock Exchange.

# Closing price as on 8<sup>th</sup> May 2024



# Regional Rural Banks

Sponsored by SBI

## Performance Highlights – FY24

### 14 RRBs operating in 13 States & 1 UT

- Deposits at ₹ 1,35,922 crores ▲ 9.70% YoY
- CASA ▲ 67 bps YoY at 54.39%
- Advances at ₹ 99,171 crores ▲ 16.51% YoY
- CD Ratio ▲ 427 bps YoY at 72.96%
- NIM ▼ 11 bps YoY at 4.15%

### Network of 4,761 branches in 242 districts

- Gross NPA ▼ 68 bps YoY at 3.53%
- Net Profit of ₹ 2,916 crores ▲ 27% YoY
- ROA ▲ 19 bps YoY at 1.67%
- PCR ▲ 251 bps YoY at 87.04%
- ROE ▲ 42 bps YoY at 20.06%

## SBI group financials – FY24

Particulars (₹ in Crores)	Year Ended		Growth (%)
	FY23	FY24	
Interest Earned	3,50,845	4,39,189	25.18
Non-Interest Income	1,22,534	1,55,386	26.81
<b>Total Income</b>	<b>4,73,378</b>	<b>5,94,575</b>	<b>25.60</b>
Interest Expended	1,89,981	2,59,736	36.72
<b>Operating Expenses (i+ii)</b>	<b>1,89,814</b>	<b>2,28,794</b>	<b>20.54</b>
(i) Employee Cost	61,921	76,571	23.66
(ii) Other Operating Expenses	1,27,894	1,52,223	19.02
<b>Total Expenditure</b>	<b>3,79,795</b>	<b>4,88,530</b>	<b>28.63</b>
<b>Operating Profit</b>	<b>93,583</b>	<b>1,06,045</b>	<b>13.32</b>
Provisions (other than Tax)	18,184	7,705	-57.63
Less: Exceptional Item*		7,100	
Add: Share in profit of associates	1,191	1,405	17.94
Less: Minority Interest	2,102	2,459	16.99
Tax Expenses	18,840	23,102	22.62
<b>Net Profit</b>	<b>55,648</b>	<b>67,085</b>	<b>20.55</b>

Particulars	Year Ended	
	FY23	FY24
ROA (%)	0.98	1.06
ROE (%)	19.63	20.24
Earning Per Share (₹)	62.35	75.17
Expenses Ratio (%)	53.71	58.70
NIM (%)	3.39	3.32
Gross NPA Ratio (%)	2.75	2.23
Net NPA Ratio (%)	0.66	0.56

\* Provisions on account of one-time increase in pension liabilities at uniform rate of 50% and Dearness Relief (DR) Neutralization

# Balance sheet

## Liabilities

₹ in Crores

	SBI SOLO			SBI GROUP		
	Mar 23	Mar 24	YOY Growth (%)	Mar 23	Mar 24	YOY Growth (%)
Capital	892	892	0.00	892	892	0.00
Reserves and Surplus	3,26,716	3,76,354	15.19	3,58,039	4,14,047	15.64
Minority Interest				12,837	15,618	21.67
Deposits	44,23,778	49,16,077	11.13	44,68,536	49,66,537	11.14
Borrowings	4,93,135	5,97,561	21.18	5,21,152	6,39,610	22.73
Other Liabilities & Provisions	2,72,457	2,88,810	6.00	5,92,963	6,97,075	17.56
<b>Total Liabilities</b>	<b>55,16,979</b>	<b>61,79,694</b>	<b>12.01</b>	<b>59,54,418</b>	<b>67,33,779</b>	<b>13.09</b>

## Assets

	SBI SOLO			SBI GROUP		
	Mar 23	Mar 24	YOY Growth (%)	Mar 23	Mar 24	YOY Growth (%)
Cash & balances with RBI	2,47,088	2,25,142	-8.88	2,47,321	2,25,356	-8.88
Bal with Banks & Money at Call and Short Notice	60,812	85,660	40.86	70,991	1,01,216	42.58
Investments	15,70,366	16,71,340	6.43	19,13,108	21,10,548	10.32
Net Advances	31,99,269	37,03,971	15.78	32,67,902	37,84,273	15.80
Fixed Assets	42,382	42,617	0.56	44,407	44,708	0.68
Other Assets	3,97,062	4,50,964	13.58	4,10,689	4,67,677	13.88
<b>Total Assets</b>	<b>55,16,979</b>	<b>61,79,694</b>	<b>12.01</b>	<b>59,54,418</b>	<b>67,33,779</b>	<b>13.09</b>

**Thank You**