

30.10.2019
CC/S&B/SA/797

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

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

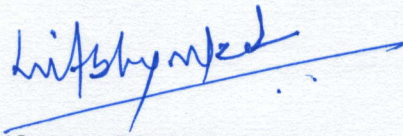
Dear Sir/Madam,

LISTING REGULATIONS 2015: PRESENTATION MADE FOR INVESTORS/ANALYSTS ON INVESTORS DAY.

On Investors Day held today on 30.10.2019, in terms of Regulation 30 of SEBI (LODR) Regulations, 2015, please find attached the presentation made for investors/analysts. This is for your information and necessary dissemination.

Thanking you,

Yours faithfully,
For State Bank of India



(Sanjay M. Abhyankar)
Vice President -Compliance
(Company Secretary)





INVESTOR DAY

BUSINESS STRATEGY AND FUTURE ROADMAP

30.10.2019

yono
SBI

Lifestyle &
banking, dono.



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.

Key Financial Indicators – Going Forward

	FY19	H1FY20	FY20E	FY21E
Credit Growth	11.96%	8.65%	> 10.00%	> 12.00%
NII Growth	18.03%	11.32%	> 17.00%	> 14.00%
NIM (domestic)	2.95%	3.11%	> 3.15%	> 3.20%
Non Interest Income Growth	-17.55%	24.81%	> 15.00%	> 15.00%
Opex Growth	16.26%	9.89%	< 10.00%	< 10.00%
PPOP (excl. one off) (in Rs. crore)	53,557	27,961	> 65,000	> 75,000

Key Financial Indicators – Going Forward

	FY19	H1FY20	FY20E	FY21E
Slippage Ratio	1.60%	2.18%	< 2.00%	< 1.30%
Corporate Slippages (in Rs cr)	10,244	9,128	< 22,000	< 12,000
Retail Slippages (in Rs cr)	22,494	15,889	< 24,000	< 20,000
Credit Cost	2.66%	1.98%	< 1.80%	< 1.00%
PCR (with AUCA)	78.73%	81.23%	> 84.00%	> 88.00%
ROA	0.02%	0.29%	0.4 – 0.5%	0.9 – 1.0%

Drivers of Core Operating Profitability

PPoP Drivers

1 Credit Growth

Growth being driven by retail and high rated corporates/ govt. entities

2 Liability Franchise

Liability franchise; a key value driver for Bank; focus on CA growth- have addressed product gaps, strengthening sales force, pilots underway

Dominance in Savings accounts- 43.9 cr savings account at end of H1FY20, 24.99 lakh accounts opened in Q2FY20, of which 41.9% are through digital channel

3 NIM

NIMs driven by pricing based on risk reward matrix across product lines, lower GNPA's and lower cost of funds

4 Non Interest Income

Expect significant growth in recovery from written off accounts, major initiatives underway to optimize fee income across products, increase fee income from Cross sell, Transaction banking including CMP

5 Operating Expenses

Digitization of asset side delivery platform to significantly reduce operating costs; Controllable overheads contained at 3.2% YoY growth in H1FY20

Prudent manpower planning; Digitization leading to redeployment of employees to sales roles

Drivers of Core Profitability

Asset Quality & Credit Costs

1

Asset Quality

Retail portfolio strong; market leading growth, with low NPA ratios in key product lines

Corporate loan growth majorly from PSUs/ Highly rated corporates

ICA proving to be an effective tool for maintaining asset quality; expect meaningful improvement in accounts to be regularized based on recent experience

2

Slippages

Corporate Slippages from identified pools; personal retail continues to be strong – SME, Agri slippages to trend lower in H2FY20E

Stress including SMA 1 & 2, loans where ICA signed/ in process aggregate to less than 1.10% of aggregate advances

3

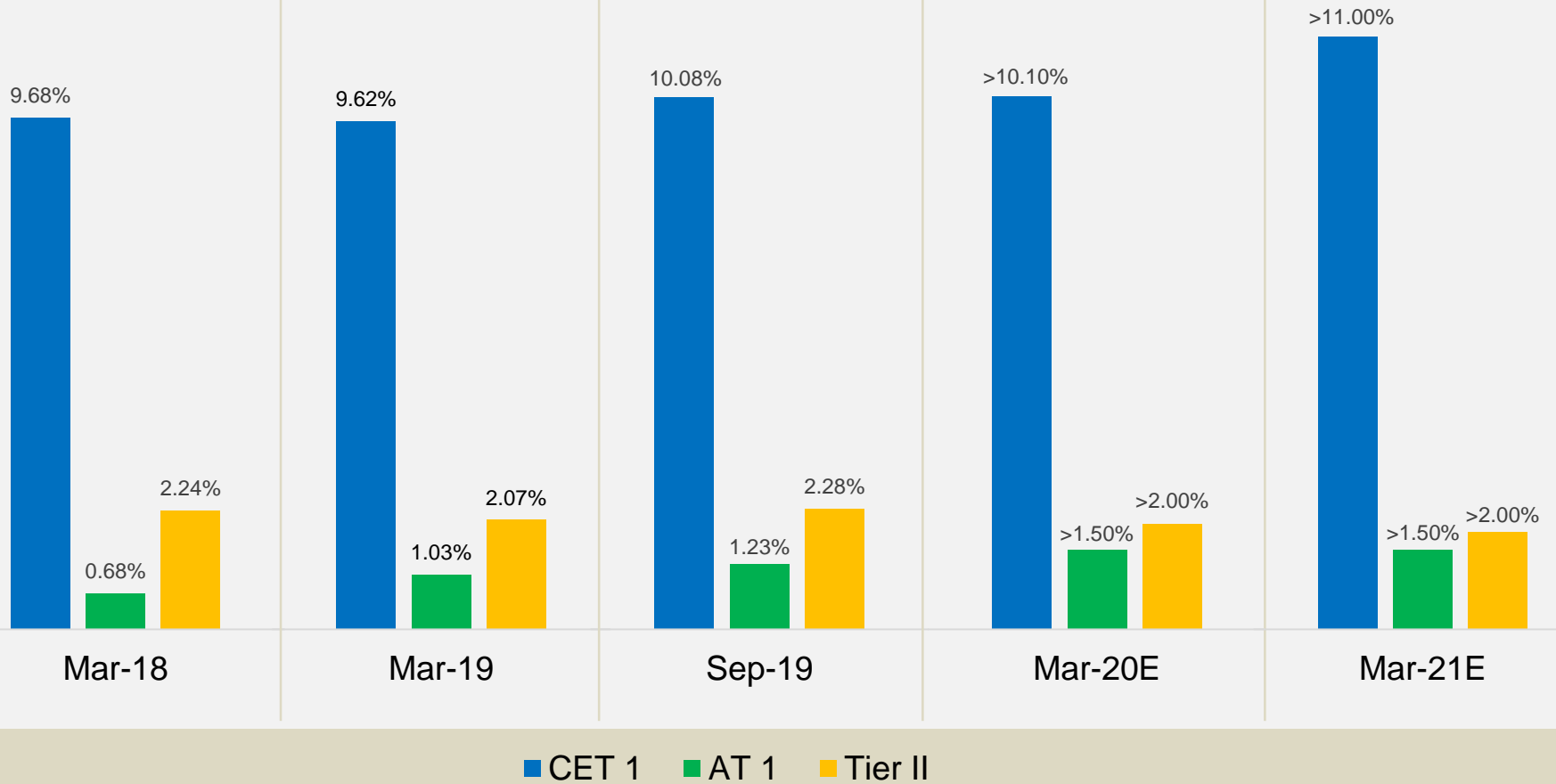
Credit Costs

Current level of provisions higher than LGD ratios; Corporate accounts PCR at ~74%

In addition to above, standard asset provisions Rs 2,872 crs at end of H1FY20

High PCR to result in decline of aging provisions going forward

Capital Adequacy



- “Credit Risk Weighted Assets on Advances to Gross Advances” - Sep 18: 58.21%, Sep 19: 55.31%.
- “TRWAs to Total Asset” Ratio - Sep 18: 52.94% Sep 19: 51.52%.
- Bank is well capitalized; CET 1 expected to further improve

Key Financial Indicators – Scenario Analysis

Base Case – FY21E

Stress Case – FY21E

Credit Growth

> 12.0%

> 10.0%

NII Growth

> 14.00%

< 10.0%

NIM
(domestic)

> 3.20%

> 3.0%

Non Interest
Income Growth

> 15.0%

> 10.0%

Opex Growth

< 10.0%

<12.0%

PPOP
(in Rs. crore)

> 75,000

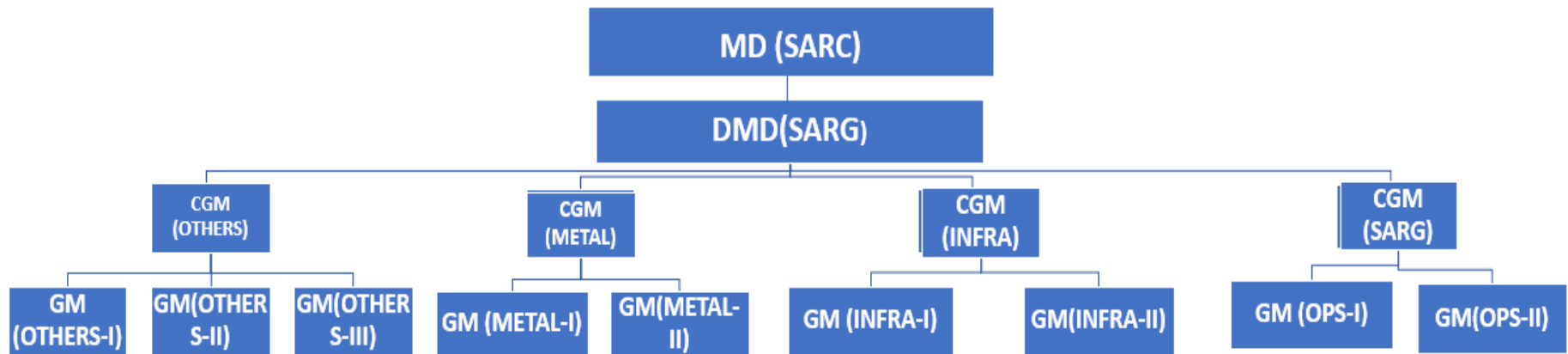
< 70,000

Key Financial Indicators – Scenario Analysis

	Base Case – FY21E	Stress Case – FY21E
Slippage Ratio	< 1.30%	< 1.50%
Corporate Slippages	< 12,000	< 15,000
Retail Slippages	< 20,000	< 25,000
Credit Cost	< 1.00%	< 1.10%
PCR (with AUCA)	> 88.00%	> 85.00%
ROA	0.90 – 1.00%	0.75 – 0.85%

Resolutions – The Way Forward

SARG - STRUCTURE

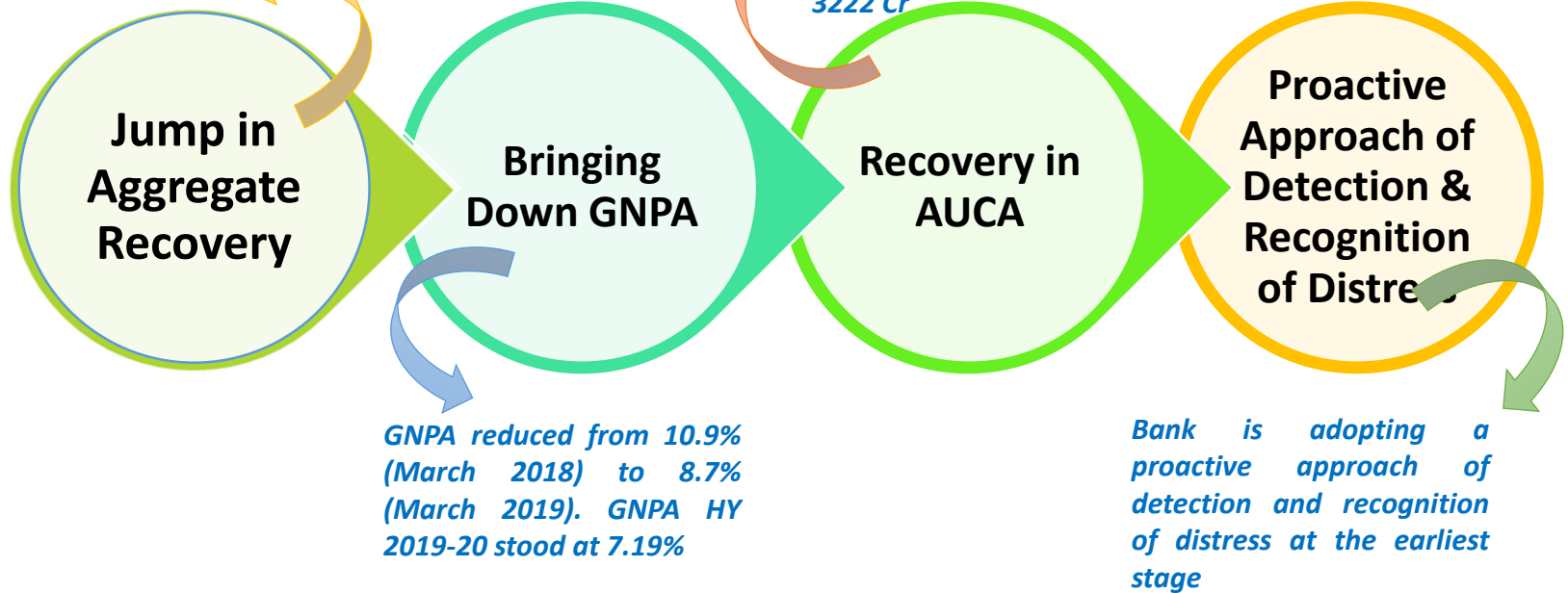


Major Industries:	Major Industries:	Major Industries:	Major Industries:	Major Industries:	Major Industries:	Major Industries:	Area of Operations:	Area of Operations:
- Edible Oils - Gems & Jewellery - Chemicals	- Engineering - Electronic - Auto Ancillary	- Telecom - Food Agro Products	- Steel - Ferro Alloys	- Textiles	- Power - Real Estate	- Roads - EPC	- Vigilance - Fraud Monitoring - Risk & Compliance - ARCs - SAMBs	- NCLT - MIS - Policy - Human Resources - SARBs

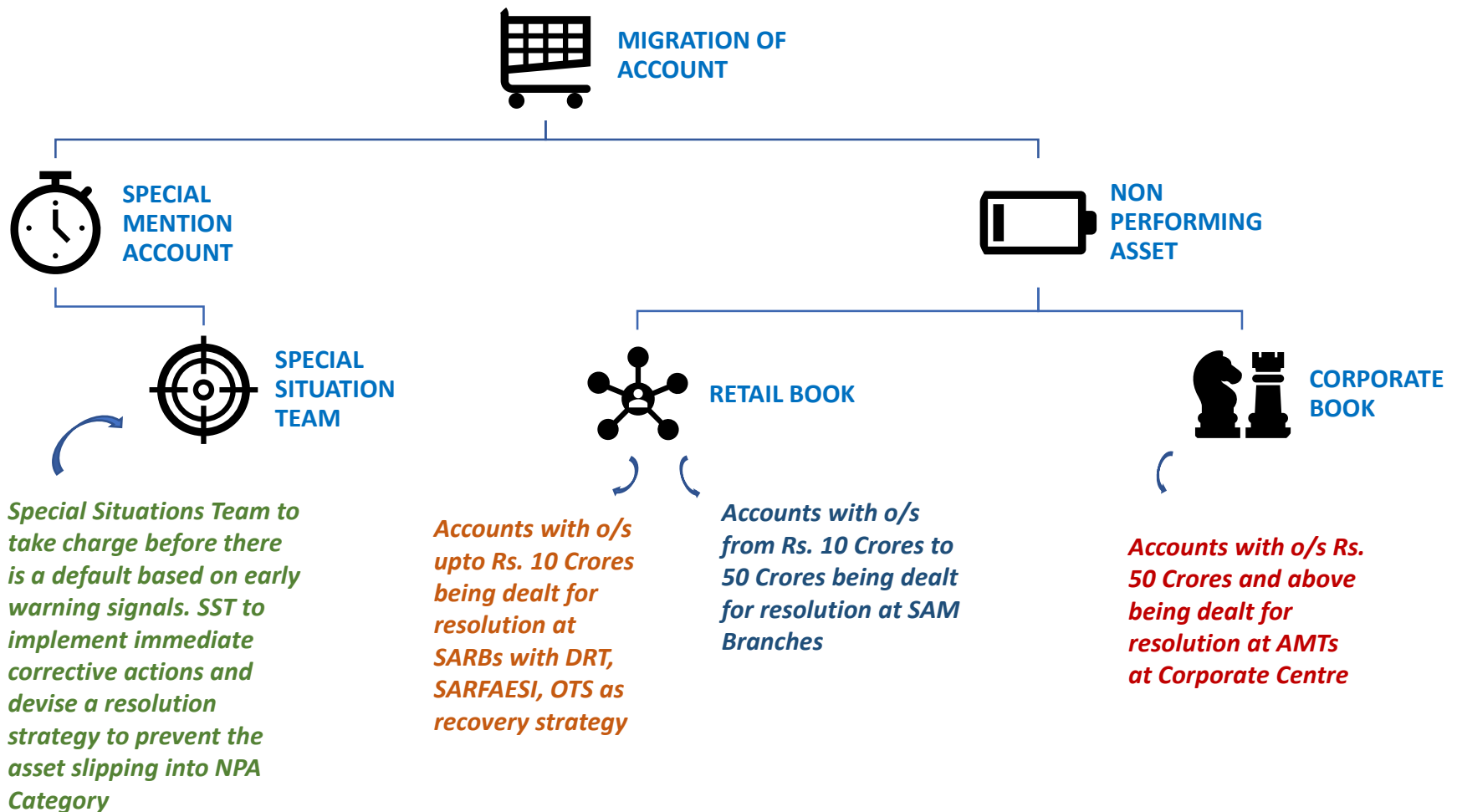
IMPACT OF REORGANISATION

Jump in the aggregate recovery from Rs. 7800 Crs in FY 17-18 to approx. Rs. 20000 Crs in last FY 2018-19. During HY2019-20 aggregate recovery is Rs. 9734 Crs

SARG Vertical is making significant contribution to the Bank's Profit through recovery in AUCA. During HY2019-20 AUCA recovery stood at Rs. 3222 Cr



APPROACH TO MIGRATED ACCOUNTS



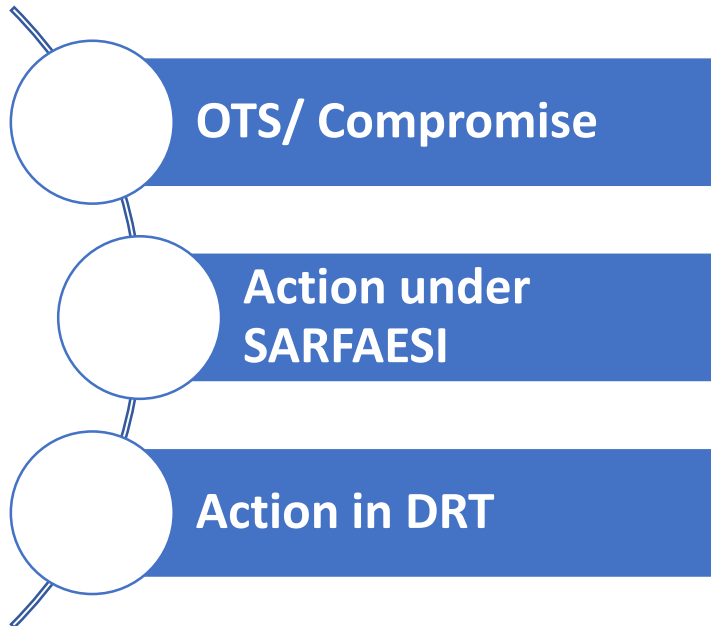
APPROACH TO RESOLUTION



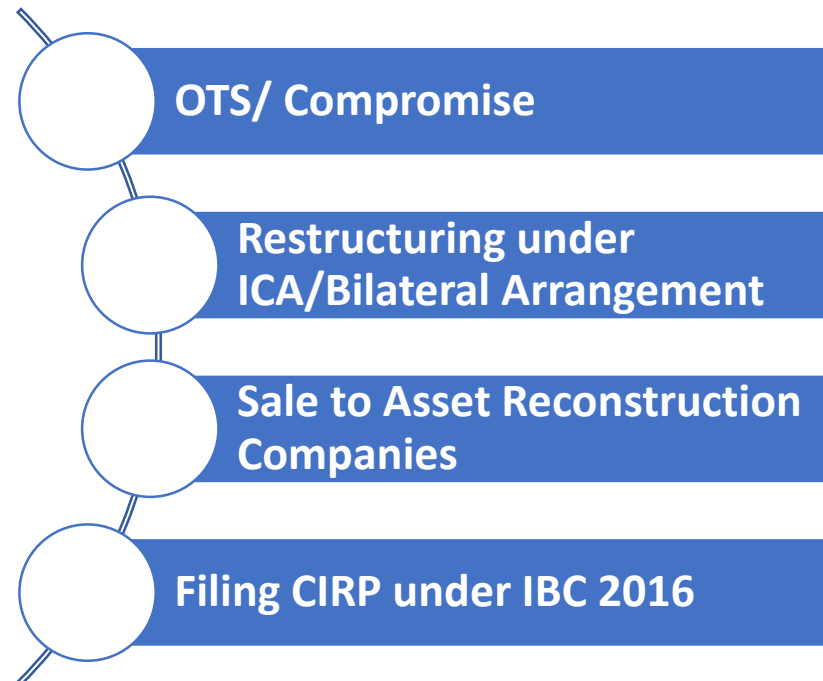
NON PERFORMING ASSETS



RETAIL BOOK

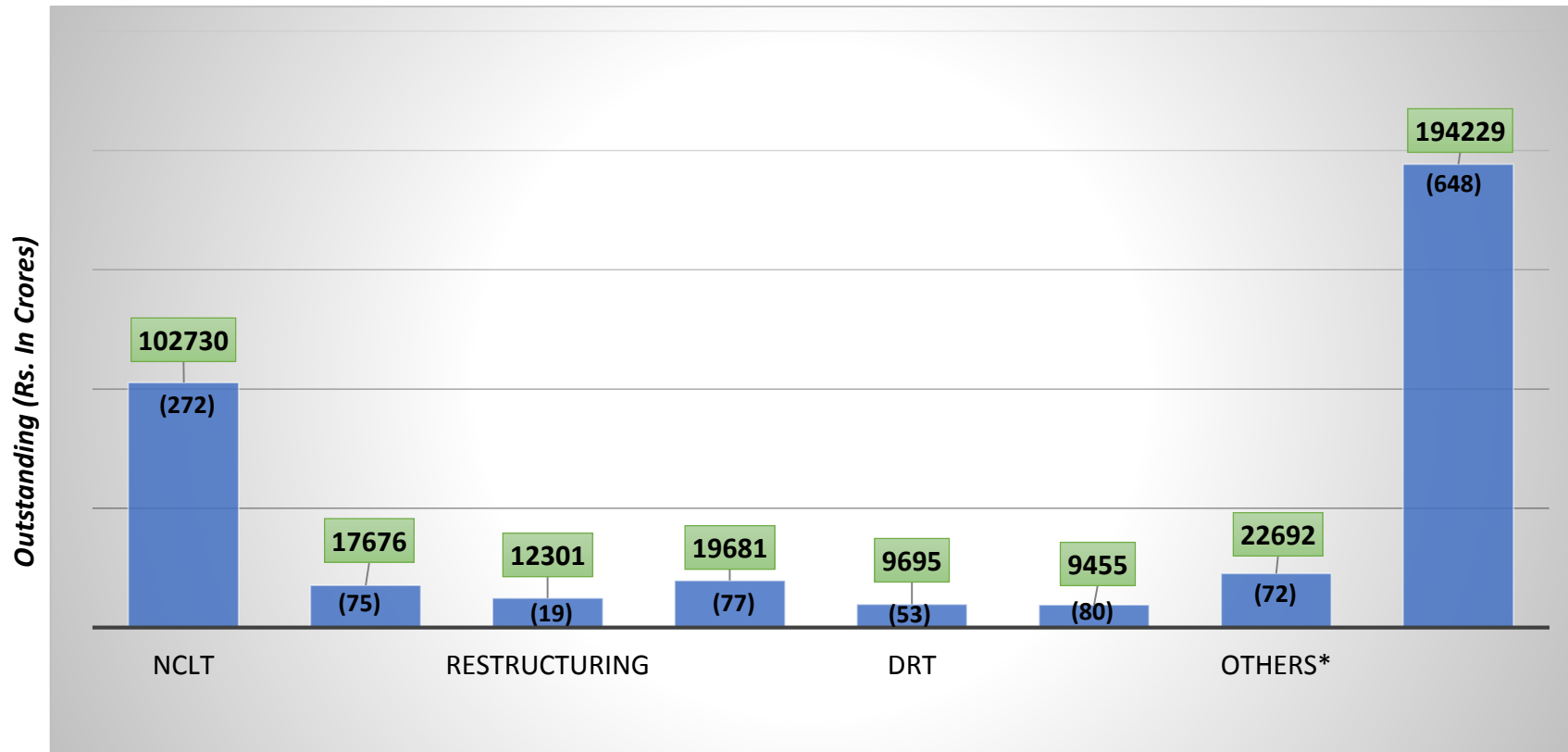


CORPORATE BOOK



SARG – RESOLUTION STRATEGY OF NPA & AUCA > Rs. 50 Crores

(as on 30.09.2019)

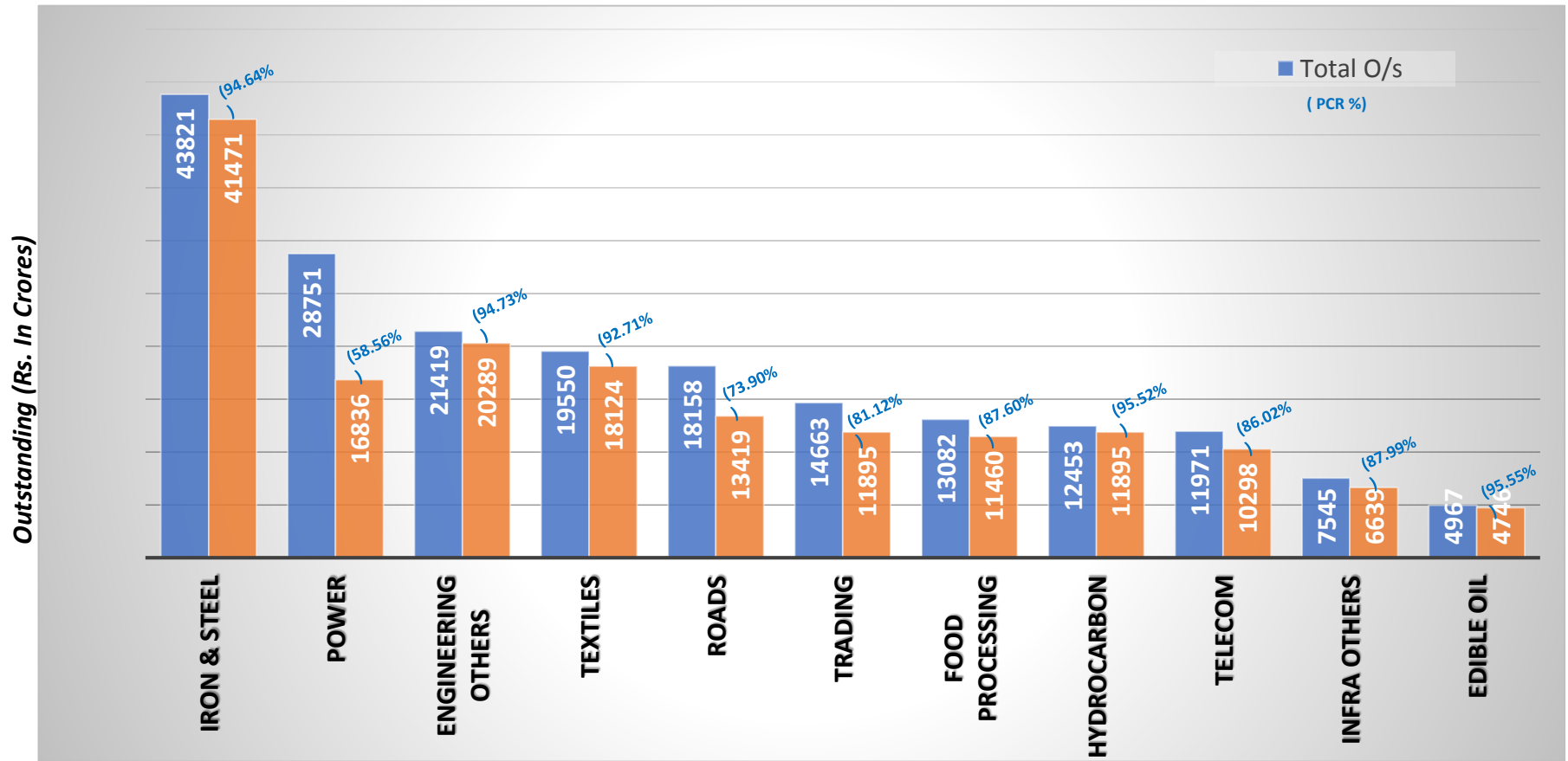


* Resolution Strategy in 'Others' includes Liquidation under High Court, Liquidation under NCLT, Change in Management, Holding On Operations etc.

Figures in brackets '(')' denotes number of accounts

WHOLE BANK MAJOR SECTOR WISE PCR

(as on 30.09.2019)

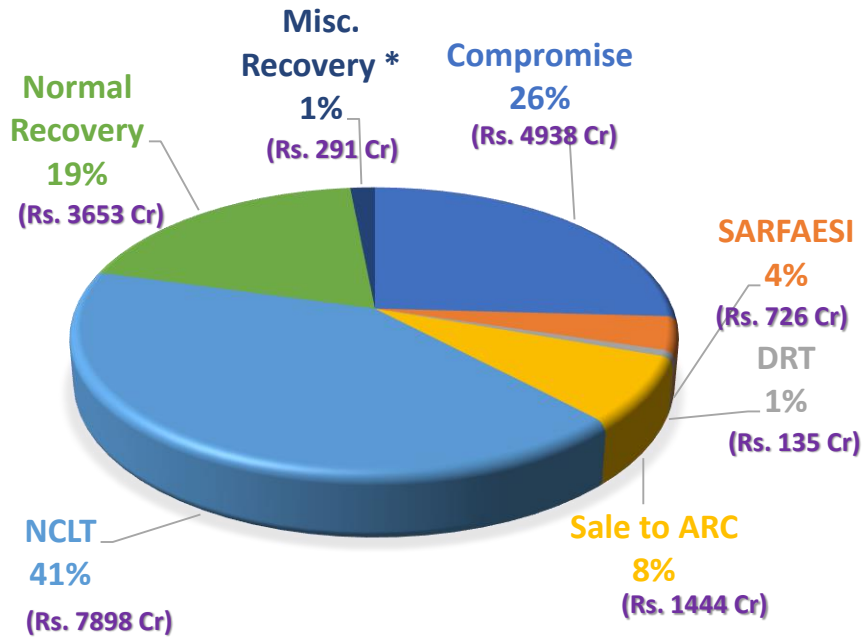


Figures in brackets '(')' denotes PCR

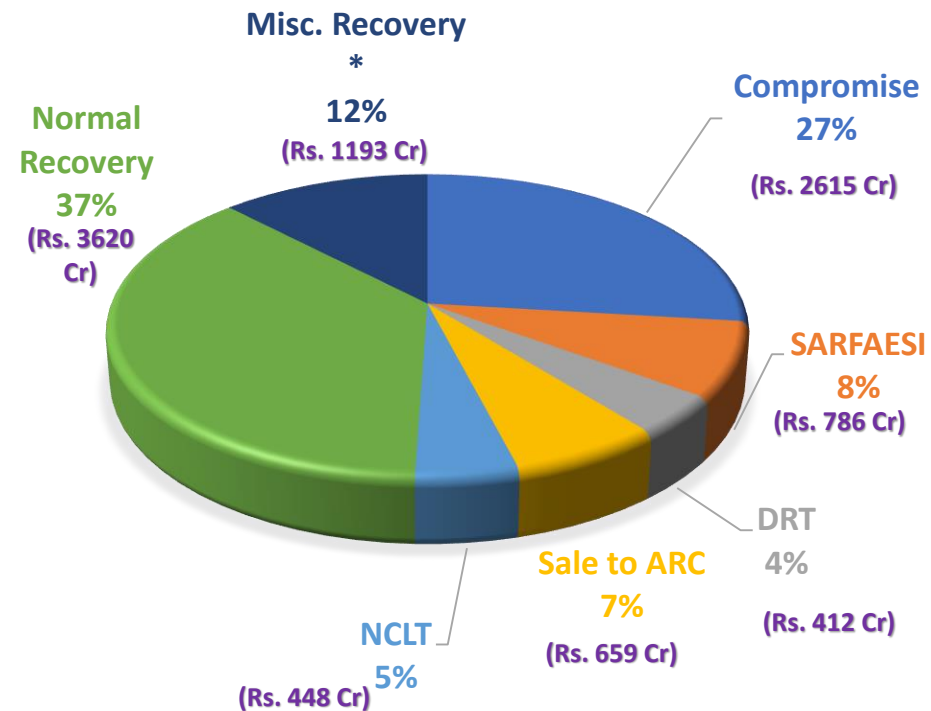
WHOLE BANK – RECOVERY THROUGH VARIOUS MODES

(Rs. In Crores)

Upto Sept '18



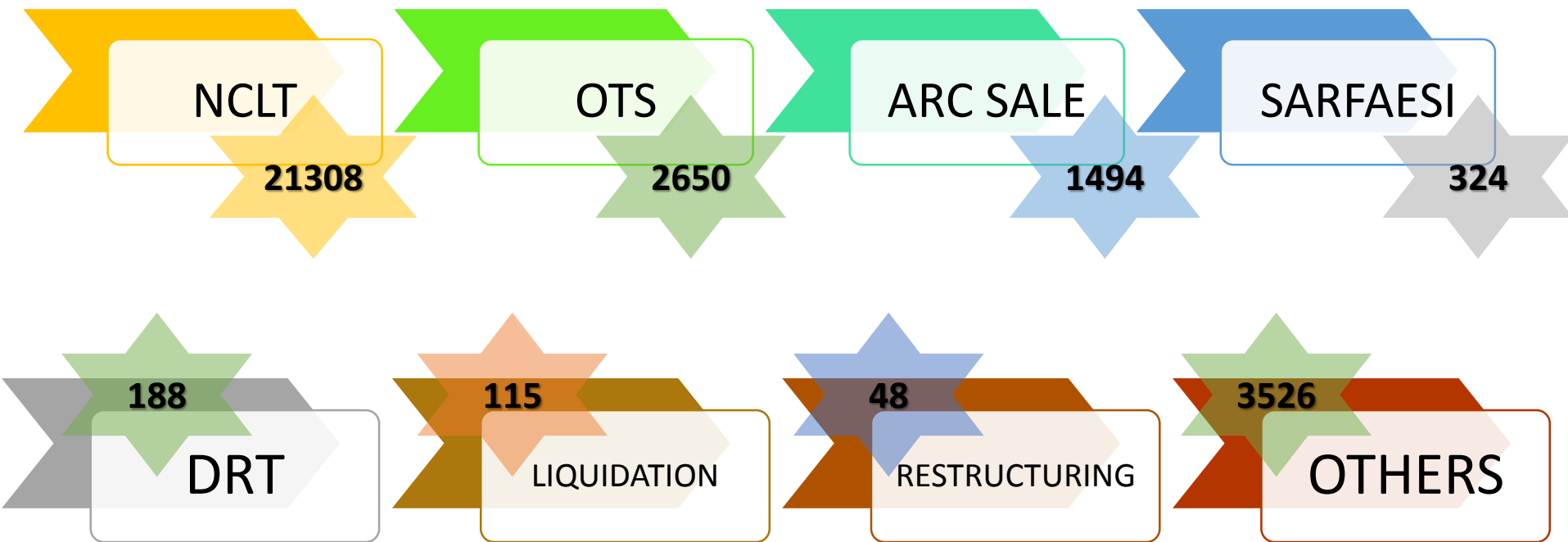
Upto Sept '19



*Misc recovery includes margin money appropriated, cut back, right of set off, holding on operations, change of management, subsidy etc.

PROSPECTIVE RECOVERIES BY MARCH 2020

(Rs. In Crores)

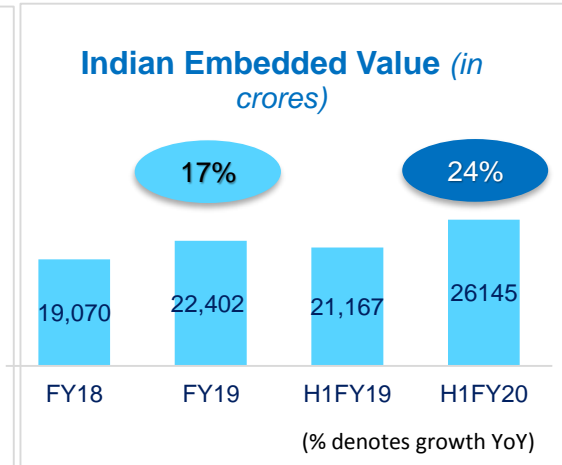
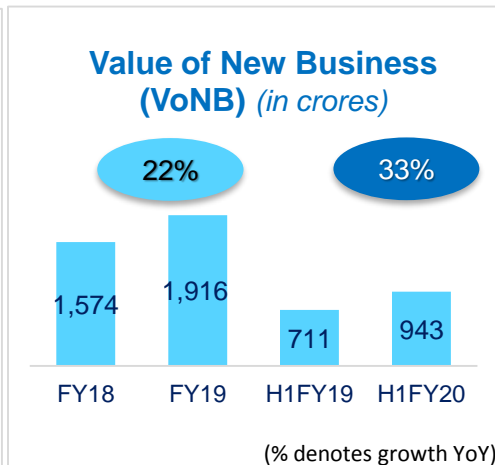
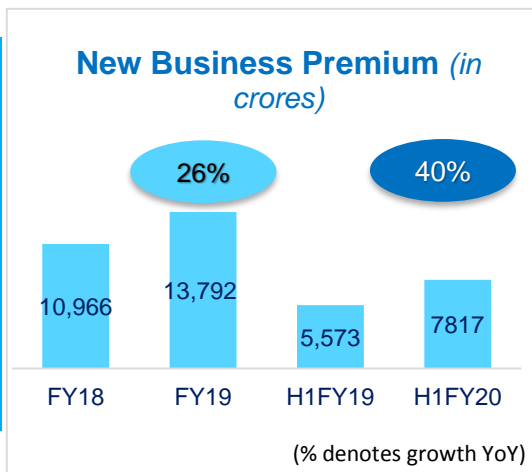


Subsidiaries & IBG

Strong performance by our Subsidiaries

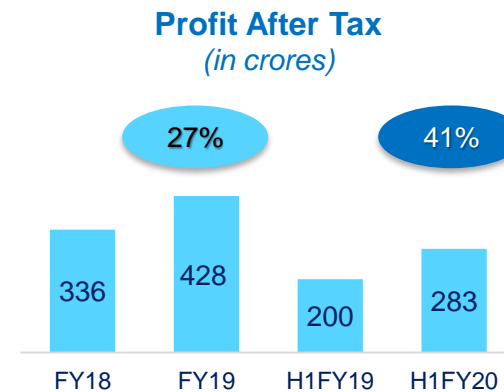
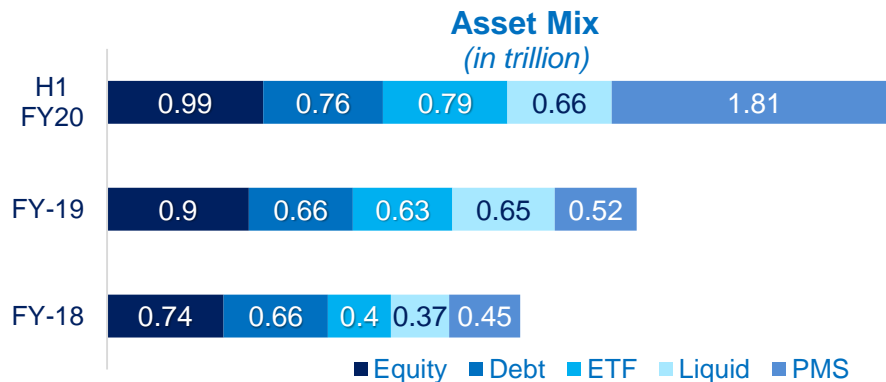
SBI Life Insurance

(Serving 25 million customers)



SBI Funds Management

(10.7 million Investors)



As on Sep,19
5.01 Tn
Total AUM (Rs)

10,855 Mn
SIP Book (Rs)

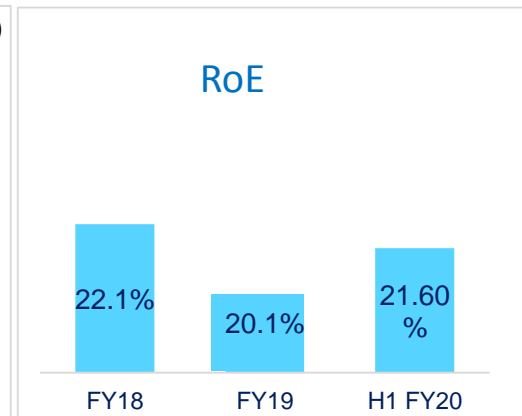
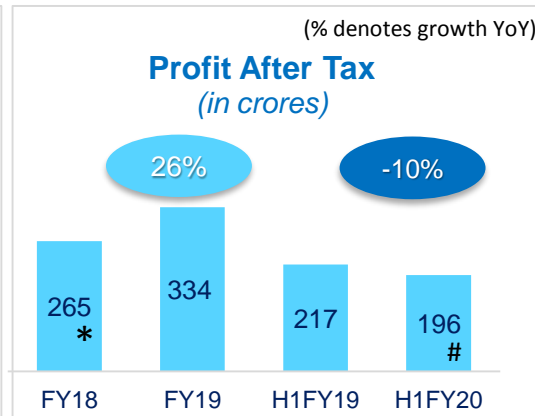
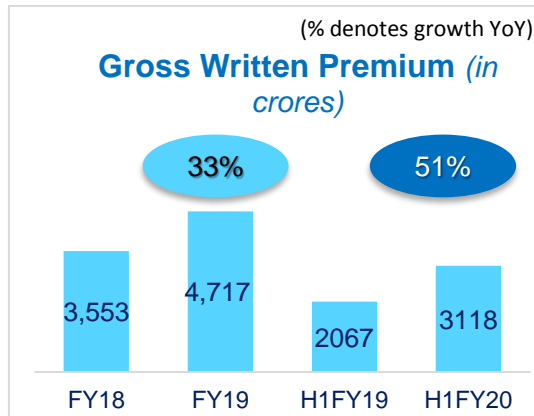
12.48%
Market Share

3rd
Rank

Strong performance by our Subsidiaries

SBI General Insurance

(Serving 24 million customers)



* Excluding one time impact, PAT @396 CRs. # PBT grew by 9% YOY. However, there was a YOY drop of 10% in PAT during the current year owing to a higher rate of tax. Lower tax charge last year was on account of a MAT credit impact.

SBI General has outperformed Industry growth : Industry CAGR

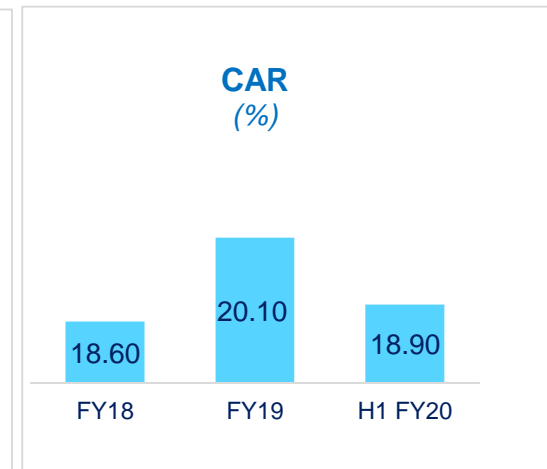
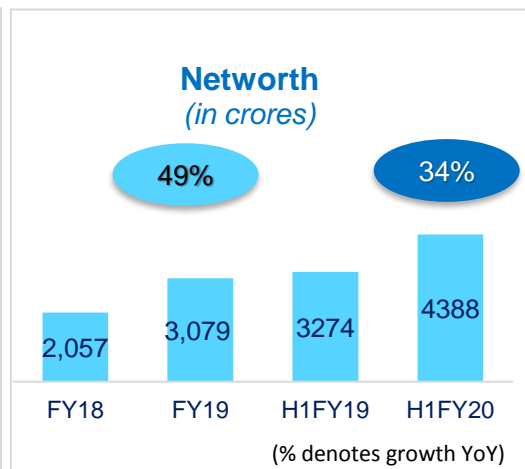
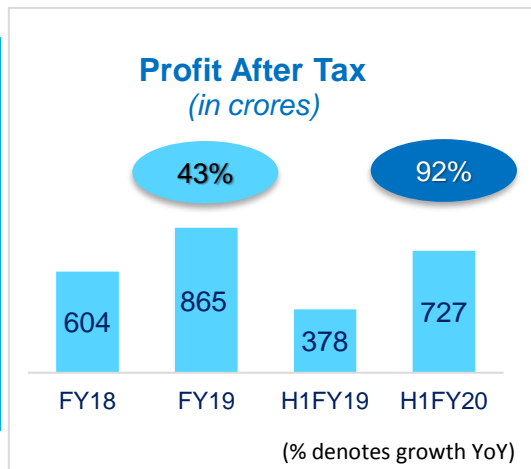
18%

SBI GEN CAGR

78%

SBI Cards

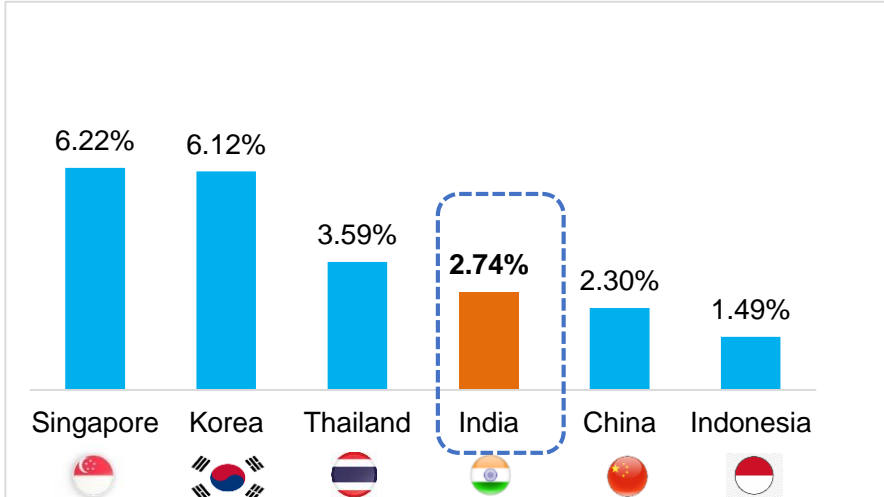
(9.5 million Cards-in-force base)



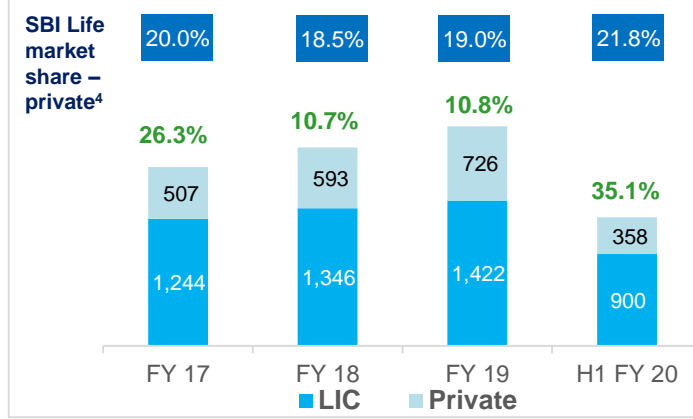
Significant underpenetrated market in terms of GDP

Life Insurance Premium as % of GDP

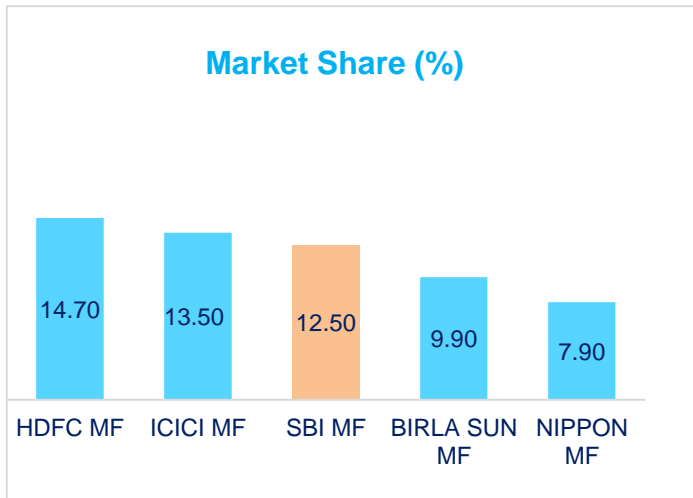
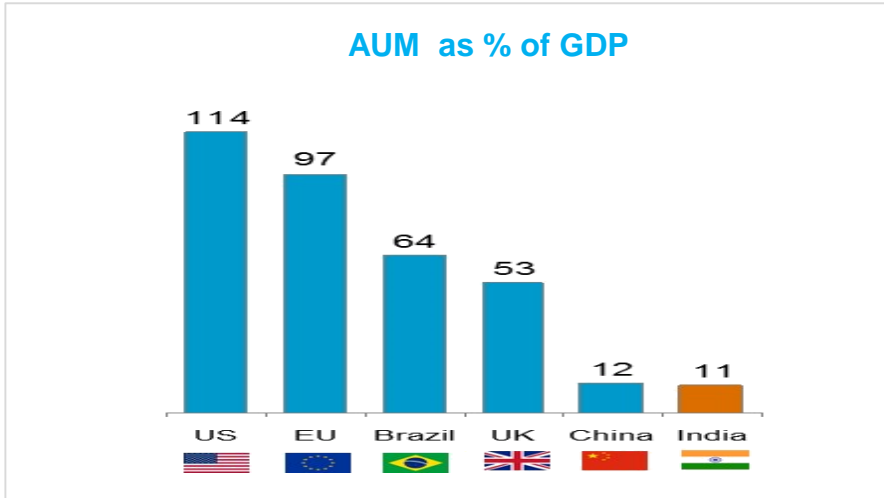
SBI Life Insurance
(Serving 25 million customers)



Consistent industry growth – Private sector growing at rapid pace with specific focus on individual products

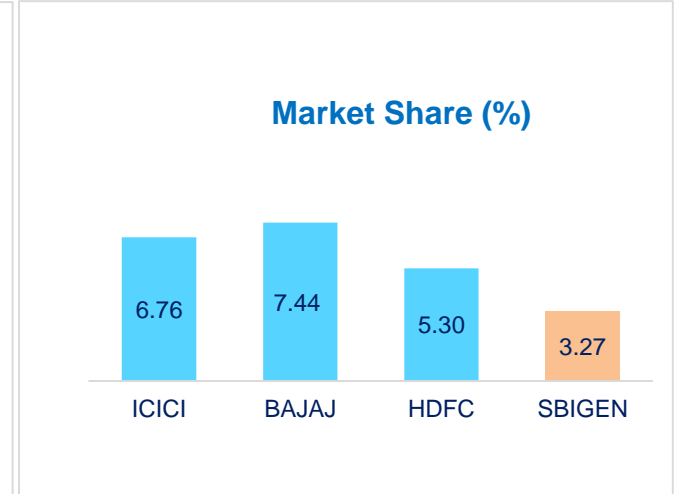
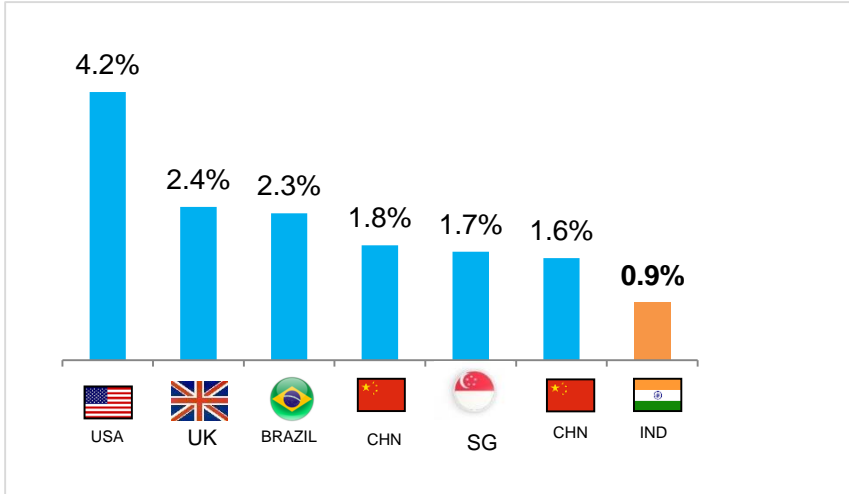


SBI Funds Management
(10.7 million Investors)



Significant underpenetrated market in terms of GDP

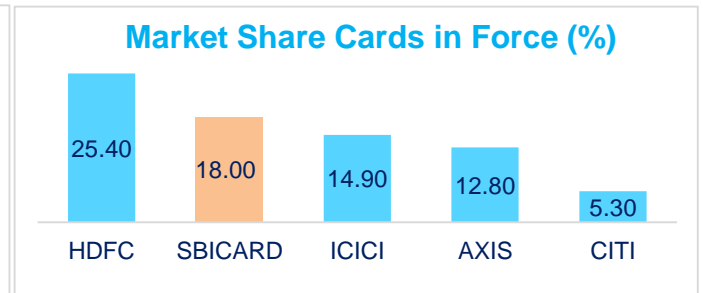
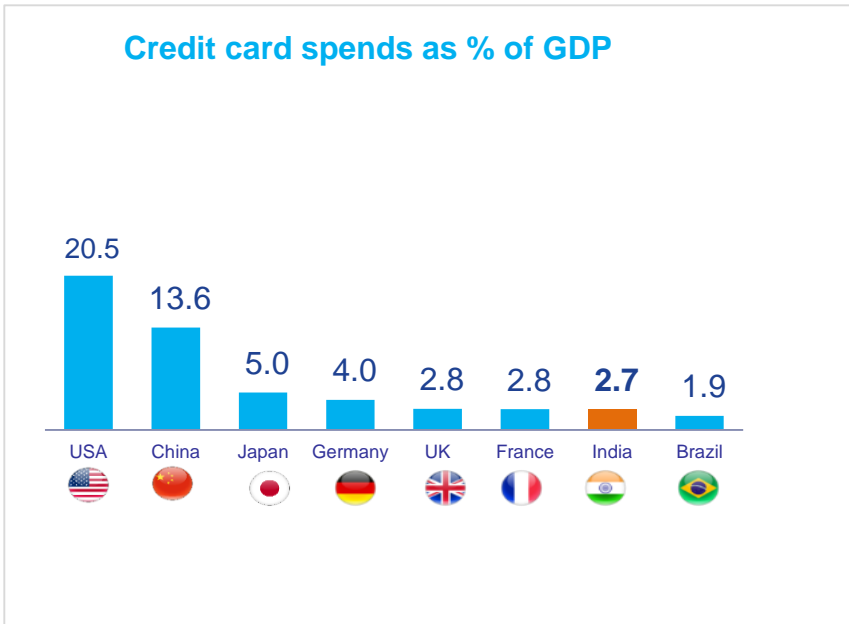
General Insurance Premium as % of GDP



SBI General Insurance

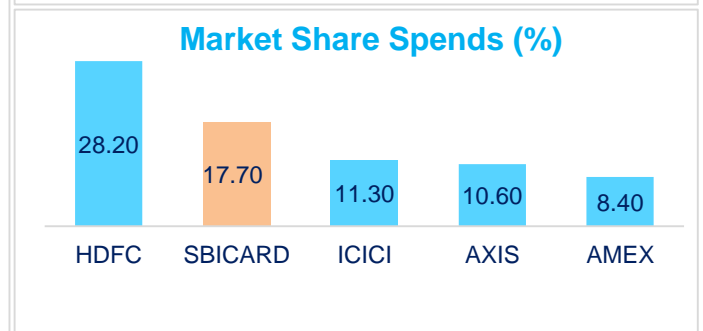
(Serving 24 million customers)

Credit card spends as % of GDP



SBI Cards

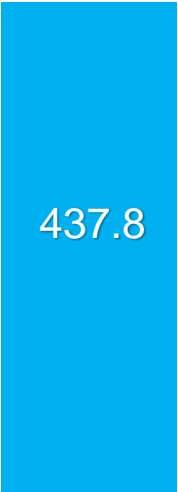
(9.5 million Cards-in-force base)



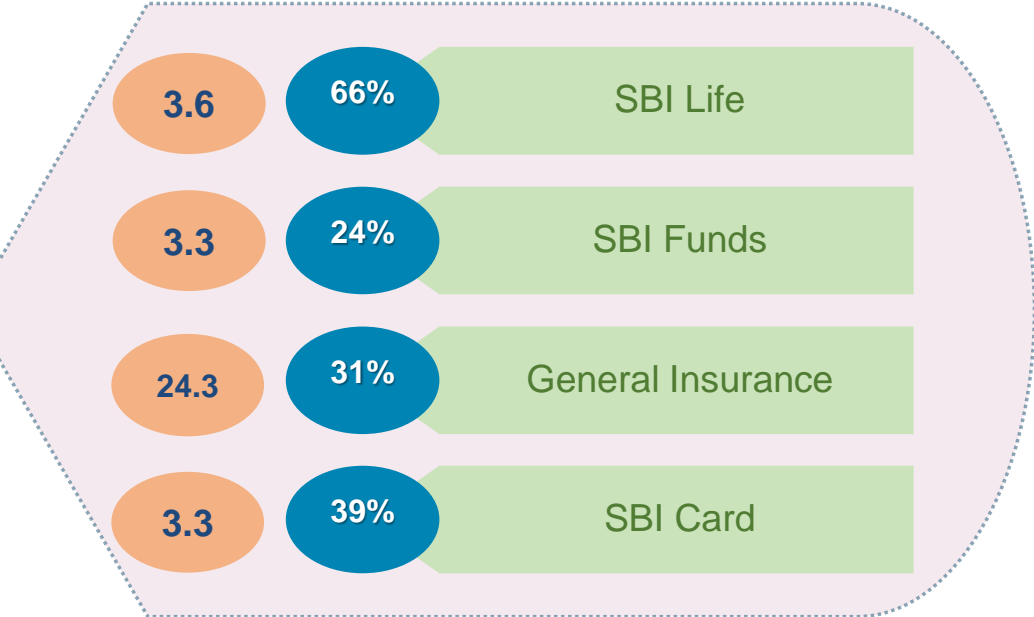
SBI and its Subsidiaries – leveraging synergies

As on June-2019

**SBI Total Customers
(In million)**



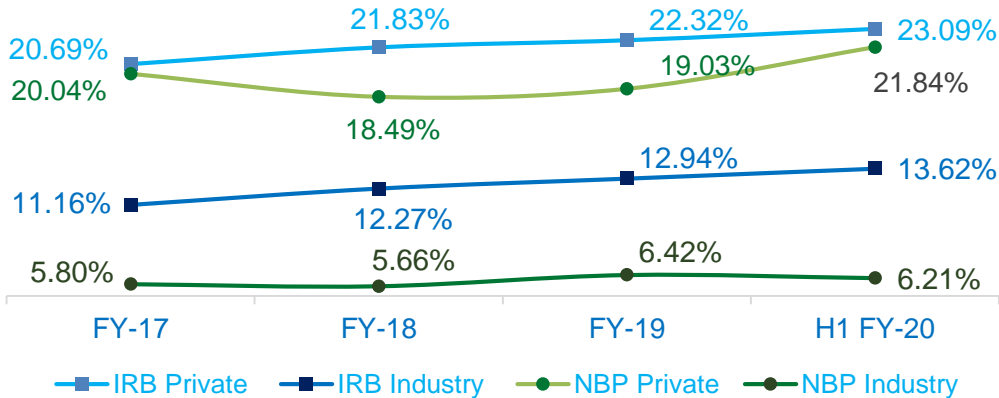
SBI customers holding products of subsidiaries



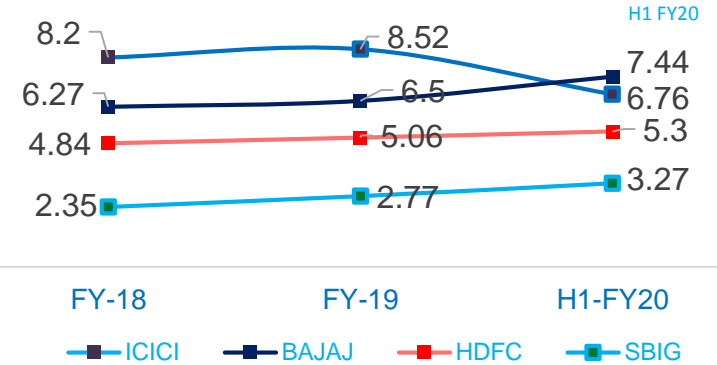
● Number of SBI Customers with subsidiary products (in million)
● Sales through Banca channel (%)

Dominant market positions of our Subsidiaries

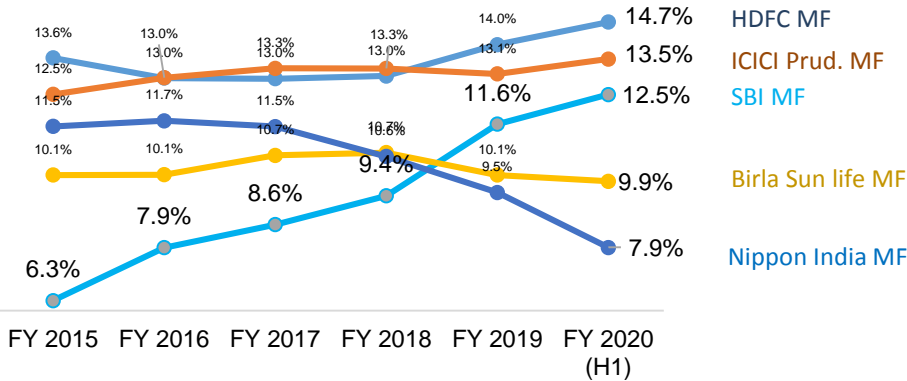
SBI Life Market Share



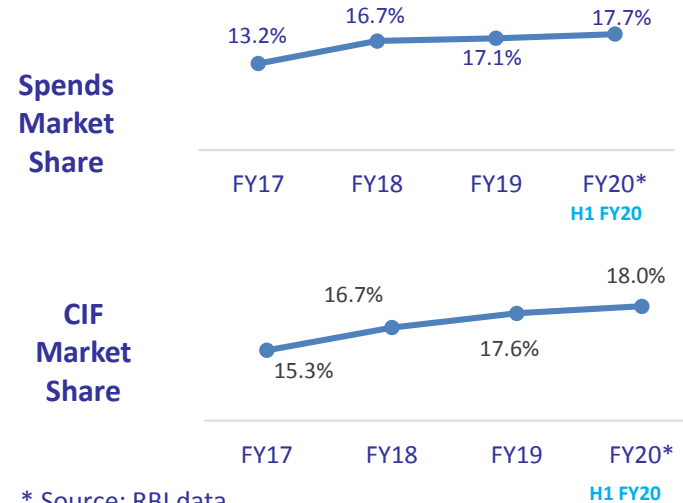
SBI General Insurance Market Share among Pvt. players



Mutual Fund Market Share



SBI Cards Market Share



* Source: RBI data

Distribution Channels

SBI Life Insurance

22,000+ SBI Branches
50,000+ CIFs

1,21,600+ Individual Agents

65 Corporate Agents

99 Brokers

12,000+ Branches of Banking partners (other than SBI)

SBI Funds Management

22,000+ SBI Branches

24157 AMFI Certified (ACE -SBI)

160 National Distributors

50,000 Individual Fin. Advisor (IFA)

Major Indian Banks (HDFC, ICICI, AXIS, KOTAK, etc)

Global Banks (CITI, Standard C, Deutsche, Barclays Bank)

SBI General Insurance

Tie-up with Auto Manufacture Dealers

22,000+ SBI Branches

114 Branches

21500+ IRDAI certified-SPs

10000+ Agents

15 RRBs sponsored by SBI

SBI Cards

SBI (Branches/ Yono)

Open Market (Malls, metro stations, airports)

Co-Brand (Co-brand Partner Stores, fuel stations, railway stations)

Tele-sales (tele-calling centres)

E-apply (web/digital)

Digital Focus

SBI Life Insurance



60K

New Policies issued
H1 FY 20

9K

Renewal of Policies
H1 FY20

- 71% Renewal Premium collected through digital mode
- 7lac+ queries resolved through Chatboat
- 1 lac+ lives covered since launch of YONO.
- 360 degree overview of business partners through Saarthi app

SBI Funds Management



129K

YONO purchase transactions
H1 FY 20

10,258

Branches mobilizing business through YONO

41,758

customers onboarded for YONO MF
H1 FY 20

1,820

ACEs mobilizing business through YONO

- 17 digital assets catering to investors, distributors, employees and other partners
- 42% YoY jump in Digital Sales in H1FY20.
- 40% YoY increase in Direct Digital Sales.
- 73% of overall SIP through Digital assets.
- 57% YoY increase in Digital Sales through SBG instalInvest.

Digital Focus

SBI General Insurance



97 K

Policies sold
H1 FY 20

5 cr

Premium
H1 FY 20

- Partnership with Policy Bazar for Travel product on its web
- Tie-ups with other web aggregators : Coverfox, Easypolicy, Wishpolicy, etc.
- GPA (Group Personal Accident) policy on Mobikwik portal.
- Comprehensive integration for sourcing business from SBI Subsidiaries.

SBI Cards



25 K

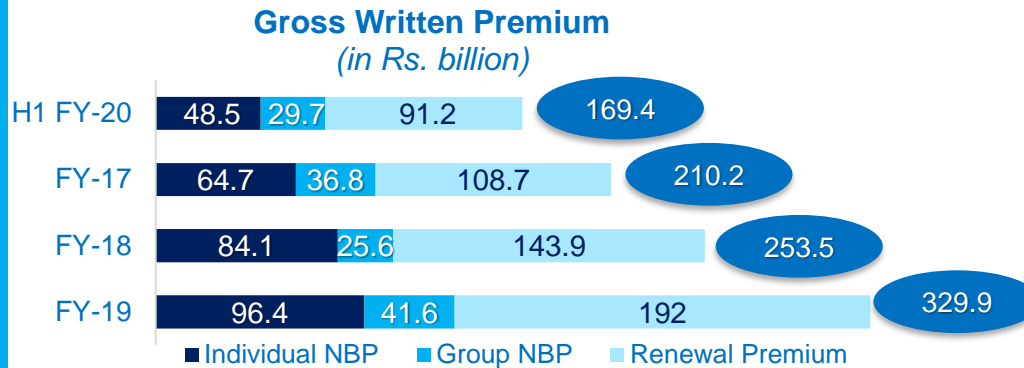
Cards Issued
H1 FY 20

Bill pay Txn
No: 7 lacs
Rs.821 cr
H1 FY 20

1. Digital sales platform available 24X7
2. AI Powered Chatbot ILA, Drishti and RPA
3. Insta E Card with green PIN
4. Digital servicing and collection through Mobile App, integrated Voice Response System, Workforce Management Solution, CRM

Business Model of our Subsidiaries

SBI Life Insurance



- Focus on individual premium – regular premium grew by 21% & renewal premium by 36%
- Growth in IRP by 22% - private industry grew by 16% & industry grew by 11%
- Well diversified across geography – Top 3 states contribute <26% of individual premium

SBI Funds Management

KEY PRODUCTS

Mutual Funds

Equity–18
Fixed Inc–13
Hybrid–6
ETF & oth–11
Solution Oriented–1

PMS (Domestic)

Domestic
Mandates – 35
International
Mandates – 11
Retail PMS – 1

India Dedicated Funds

Amundi India
Dedicated
India Equity
Funds – 3

Alternative Investment Funds

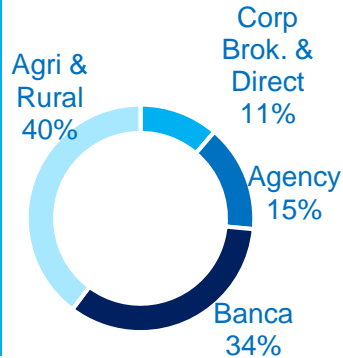
Equity Sch–2
Special Situations
Fund–1

- Over 212 branches already open, further plans to open 19 more branches this financial year.
- Over 50% market share in retail products akin to fixed deposits (closed ended debt hybrid)
- With 5 million unique investors, SBIMF has over 30% unique investors base of the MF industry.

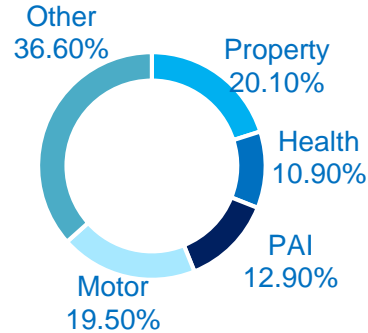
Business Model of our Subsidiaries

SBI General Insurance

Channel Mix



Key Revenue generating Products



- Balanced distribution across all lines of business
- Agri & Bancassurance continues to be dominant channel, other channels have shown strong contribution
- Participation in Terrorism and Nuclear Liability Pool
- Highest Rural Premium (24% of total GWP in H1 FY 20) amongst large private sector insurers
- Product-specific arrangements, with Reinsurers rated A- and above

Co-Branded Cards

Diversified Product launches, in the recent past across the following categories:

- *Health & Wellness*
- *Fuel*
- *Banking Cobrand*
- *Air travel*
- *Cab aggregator*

SBI Cards

Open Market Channels

D2C	<ul style="list-style-type: none"> ▪ Large open market acquisitions ▪ Sourcing across malls, airports, railway stations, petrol pumps, metro stations.
Co-brand	<ul style="list-style-type: none"> ▪ Fast growing cobrand acquisitions ▪ Sourcing from partner spaces
Tele-sales	<ul style="list-style-type: none"> ▪ Large tele-calling capability across 12 call centers ▪ Solicitation through procured and partner database
E-apply	<ul style="list-style-type: none"> ▪ Digital acquisition across SBI Card, websites & apps ▪ Solicitation through online partners, emails, social media.

Long Term Plans of our Subsidiaries

SBI Funds Management

Target AUM-
Rs. 6.25 lac cr

Target Market
Share-14.25%
Target Rank-1st

Sustain
Growth in
Core Business
Segments

Incubate New/
Nascent
Business
Lines

Invest in Long
Term
Capabilities

SBI General Insurance

31% GWP YoY
growth over the
next 5 yrs

Profitable growth
over next 5 yrs
to reach 29%
ROE

Focus on 5Ps-
Presence,
Productivity,
Profitability, People,
Processes

Focus on Digital
segment by
expanding Web
Aggregators,
CSC, POS

SBI Cards

Increase
new
customer
acquisitions

Tap into new
customer
segments

Grow
transaction
volumes

Optimize risk
management

Enhance
customer
experience

Leverage
Technology



International Banking Group



SBI's International Footprint

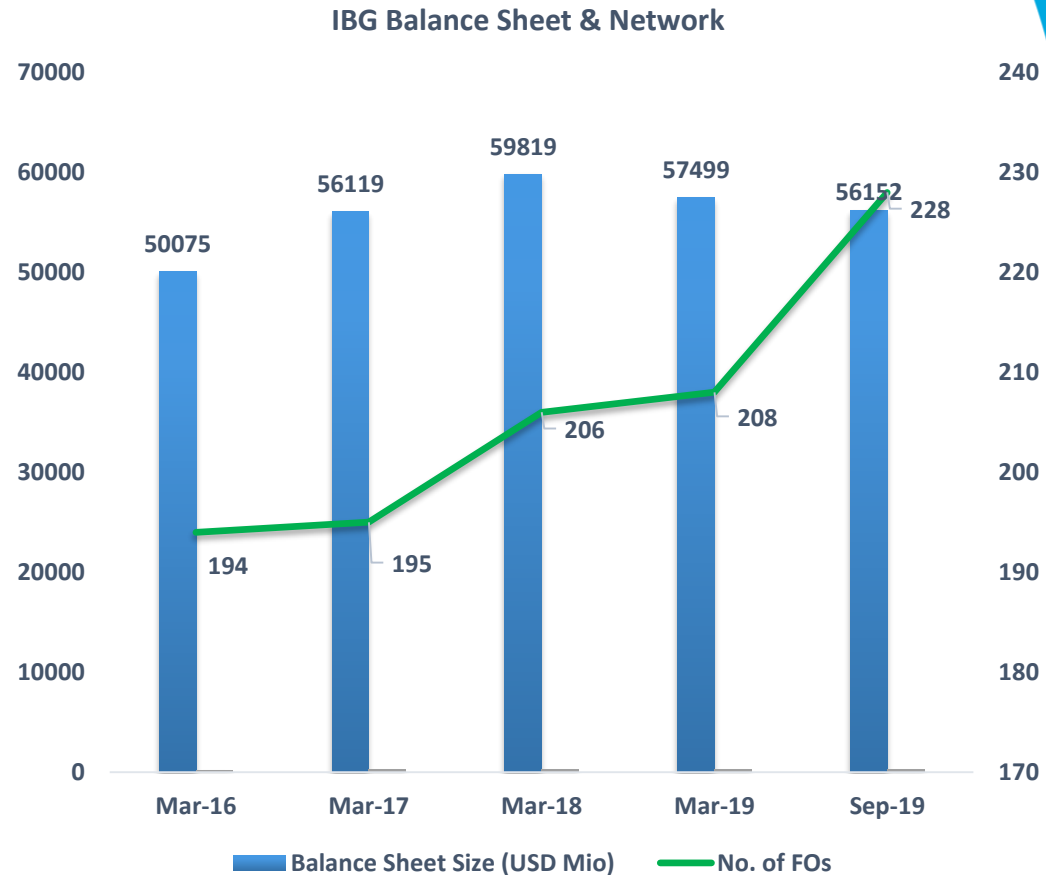
- 6 Continents- 32 countries- 228 Offices

- 36 SBI Branches

- 136 Branches of 8 Overseas Subsidiaries

- 8 Representative Offices

- 48 Other Points of Presence



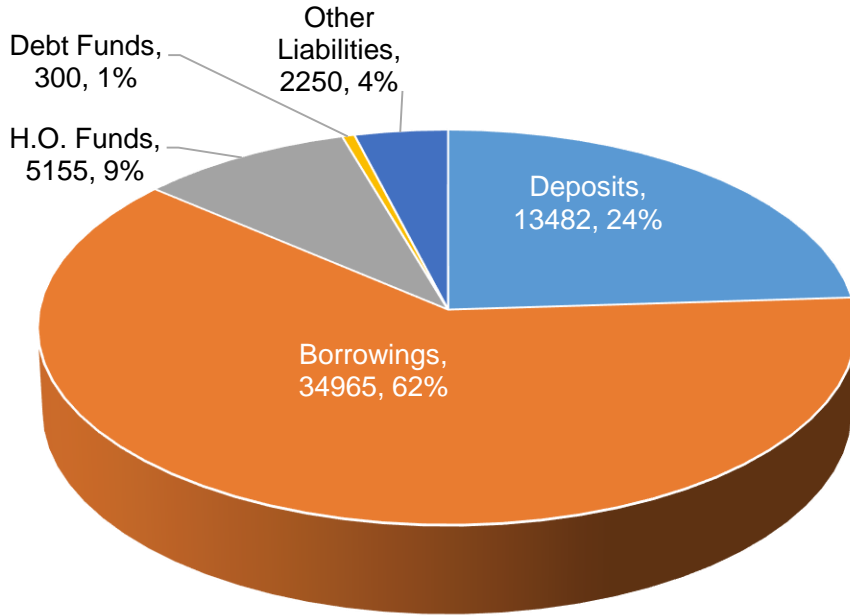
IBG Business Model

Meeting the needs of Indian corporates

- **ECBs:** Loans in foreign currency
- **Trade finance:** Support trade-related requirements of Indian corporates involved in export/import e.g., international LC, BG requirements
- **Acquisition finance:** Support acquisition by Indian corporates through foreign currency funding
- **India-linked local corporate lending:** Support to subsidiaries of Indian corporate in international location
- **Increasing our local business portfolio in different geographies**
- **Retail Operations**

Business Mix (Liabilities)

Liability Mix

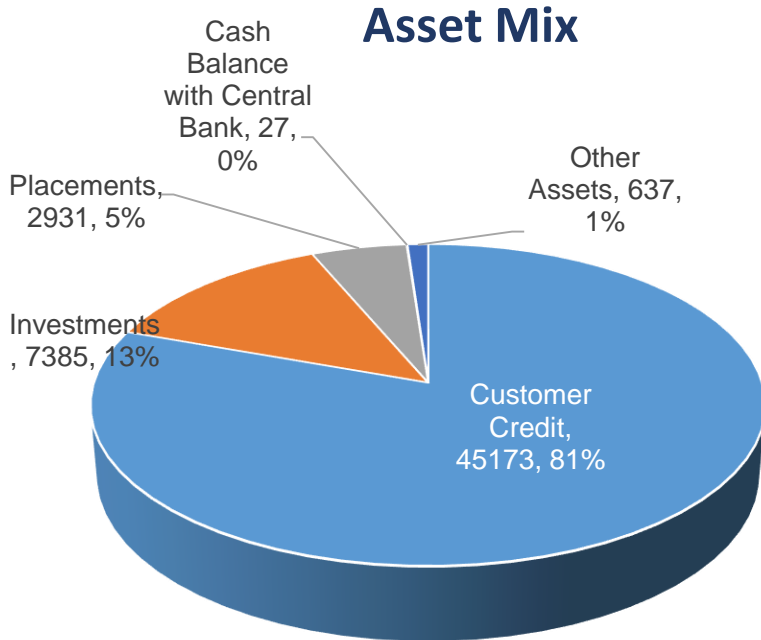


- Deposits
- Borrowings
- H.O. Funds
- Debt Funds
- Other Liabilities

Borrowing Mix

Source	Amount (USD Mio)	%
Money Market	13488	39%
MTN	5230	15%
Syndicated Loan	3900	11%
RBI Fund	3300	9%
Multilateral Loans	2790	8%
Bankers Acceptance	2700	8%
Bilateral Loans	1810	5%
Others	1747	5%
Grand Total	34965	100%

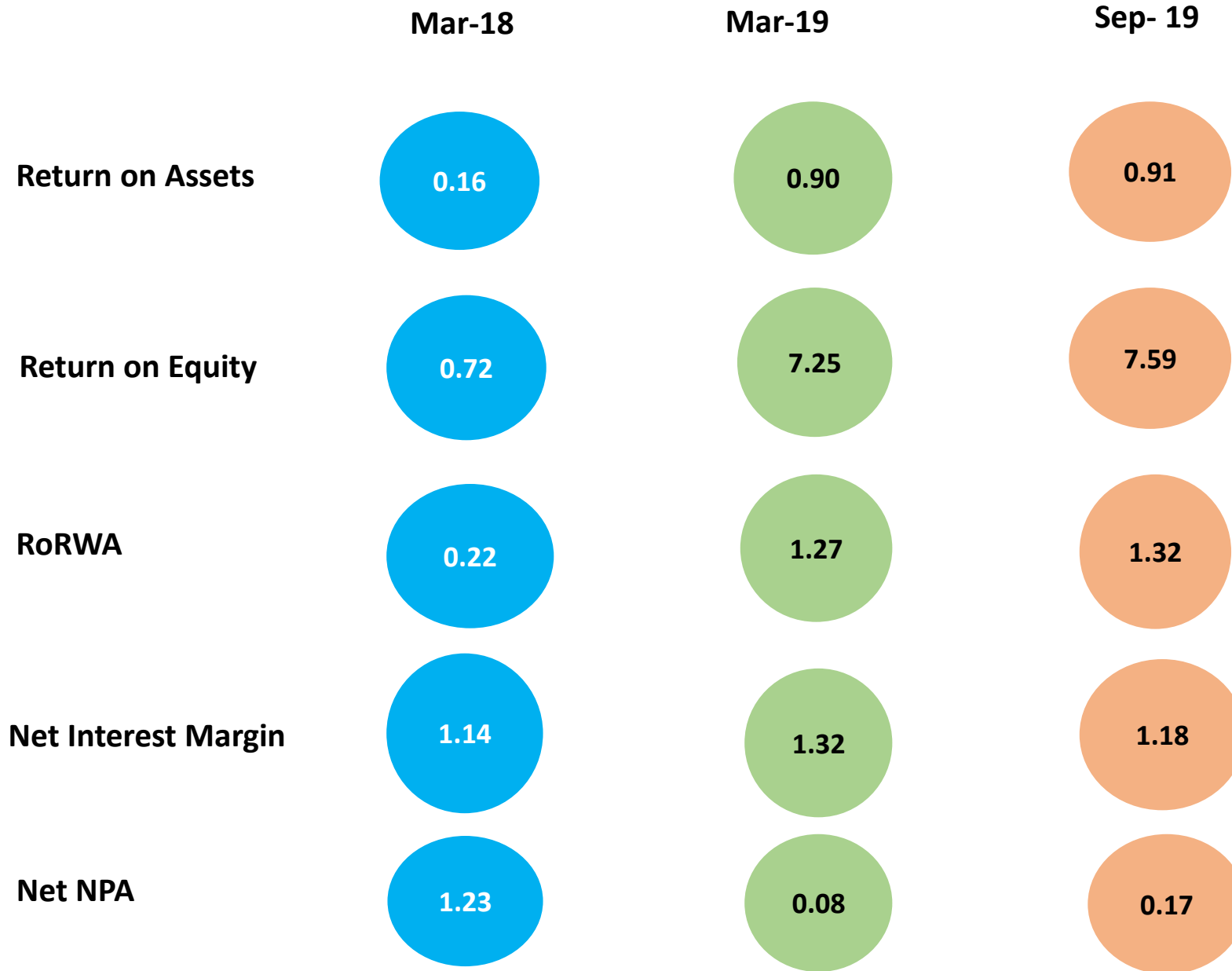
Business Mix (Assets)



Asset Type	Amount (USD Mio)	%
India Related	16922	38%
Local Syndications	15582	34%
Trade Finance	12669	28%
Total	45173	100%

- Customer Credit
- Investments
- Placements
- Cash Balance with Central Bank
- Other Assets

Efficiency Parameters



Strategies for:

Resource Optimization

- Shift towards non-traditional sources for low cost resources: Repos, Refinance from EXIM Banks / Multilateral agencies, Bankers Acceptance, Reciprocal lines

- Optimizing through low cost deposits, CDs

- Leveraging low cost centres

- Optimum mix of Bilateral Loans, MTNs.

Asset Buildup

- Originate to distribute, credit enhancements, securitization, churning of assets

- Increasing share of Trade Finance business-leveraging Correspondent Relations and domestic Banks

- Participating in Syndication of High rated assets- optimum mix

- Leveraging domestic synergies & ODI data for Asset build-up

Other Income

- Forex Income-optimal trading, focus on forex conversion and hedging business from overseas subsidiaries of Indian Corporates

- Churning of Assets- Loans, Trade Finance Assets, Investments

- Leveraging technology (MTP) for LC/BG volumes

IBG Aspirations



- Indian Foreign Bank  Global Bank From India

- No. 1 Correspondent Bank for India Globally

- Major partner of trade finance between India & the world

- At par with peers in Retail products & service suite- Digitally Loaded

- Robust IT platforms for Expansion through virtual banking

- Global Bank with Compliance culture to emulate

Digital Strategies

Reducing the cost of acquiring new business through technology products-SBI YONO to be our driver for digital banking across the globe (especially to broad base retail liabilities)

- Rolled out in all FOs except US Ops



Integrated



Integrated



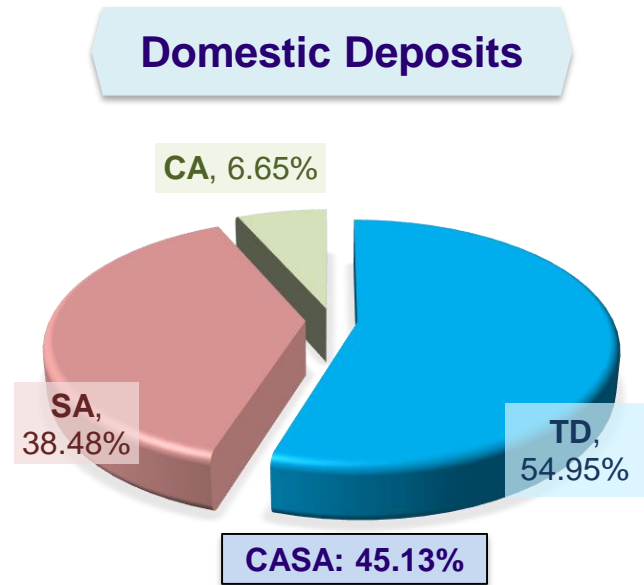
- Live in 12 FOs
- Planned for 15 FOs

- Driver for digital banking across the globe
- Initial Roll out UK, Singapore, Nepal, Mauritius

Retail Banking Strategy & Digital Banking

Strong Liability Franchise

<i>Rs. in Crores</i>	Sep 19	YoY Growth
Current Account	1,95,349	12.22
Saving Bank	11,30,822	7.42
CASA	13,26,171	8.10
Term Deposits (TD)	16,12,583	8.73
Domestic Deposits	29,38,754	8.45



Strengths

- Corporate tie-ups with Institutions, Government Dept and major Corporates for Salary Accounts
- 2.40 Lakh Salary A/c opened during H1FY20
- 1.47 Crore Salary A/c opened till date with total Cash Deposits of 1,31,418 Crores
- Average Balance in Salary Package A/c improved to Rs.89,436 Crores

Strategies

- Focus on CA/SB growth
- Generating leads through Credit Lite and FIG Departments
- Leveraging CMP for mobilizing Corporate A/cs
- Leveraging PoS business for increasing no of A/c as well as Average balance
- Setting up of dedicated CA Sourcing teams

Strong Retail Housing Portfolio

Home Loan Portfolio of Rs 4,24,487 crore

As on Sep 2019, Rs. in Crores

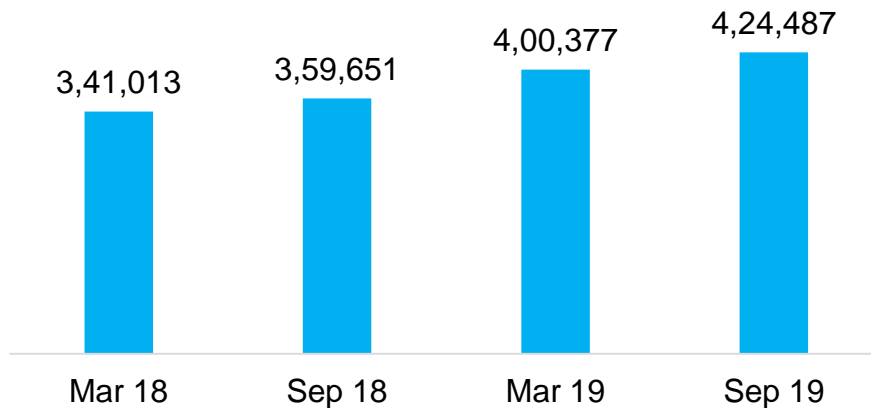
% of Dom. Adv. 22.02%

Market Share 35%

YoY Growth 18.03%

GNPA Ratio 0.93%

CAGR of 16.13% over last 2 years



Our Strengths

Corporate Tie-ups	1.47 Crore Salary A/c Holders provide huge potential for growth.
Interest Rates	Interest Rates are most competitive in the Country
Delivery	Robust Delivery Mechanism ensure TAT of 12 Days
Customer Profile	Huge Potential for Secondary Sales as- - 91% of HL Customers are first time buyers - 57% of Buyers upto 40 years of age

Strategies

Digital Marketing	Sourcing of proposals through YONO; for those not tech savvy, "SMS Home" facility also; generate leads through Social Media Platforms
Society Connect Program	Being held on Weekends to meet HL Customers of other Banks for Switching over
Tie-ups / Strategic Alliances	Strategic alliance with third party lead aggregators, Realty firms, Developers, financial aggregators, property sites, etc.
Other Initiatives	'Cleared Project' Process

Xpress Credit – Major Growth Driver

As on Sep 2019, Rs. in Crores

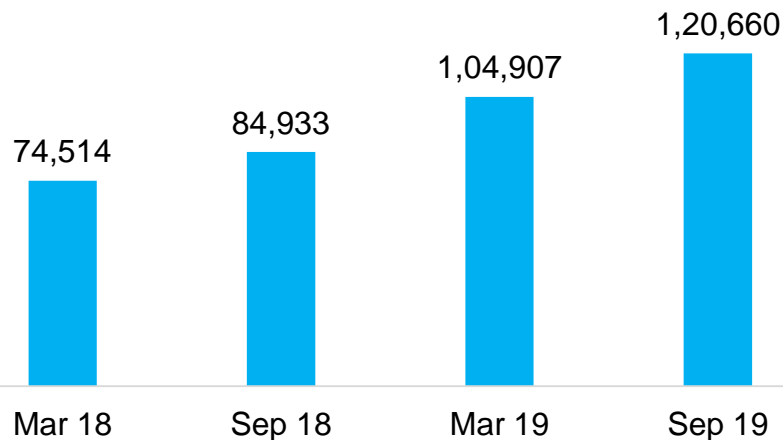
Xpress Credit Portfolio of Rs 1,20,660 crore

% of Dom. Adv. **6.26%**

YoY Growth **42.06%**

GNPA Ratio **0.56%**

CAGR of 37.35% over last 2 years



Our Strengths

Corporate Tie-ups	1.47 Crore Salary package A/c Holders provide huge potential for growth
Low Delinquency	Loans mostly given to Govt. Employees and employees of high rated Corporates having salary account with us
Delivery Mechanism	Robust Delivery Mechanism ensures quick delivery TAT reduced to 4 days. Digitization to lower TAT further

Strategies

- Expansion in number of Salary Package customers through focus on Tie-ups.
- Digitization of Sourcing and Delivery through YONO is the way forward.
- Targeting to have more customers who are New To Credit (NTC) in our loan book through data mining of Liabilities and financial behavioral analysis

SME : Growth through Digital Origination

As on Sep 2019, Rs. in Crores

SME Portfolio of Rs 2,74,141 crore

% of Dom. Adv. 14.22

RISK MITIGATED PORTFOLIO AT 28.02% OF SME PORTFOLIO AS ON 30.09.2019

Strategies Going Forward

- ▶ Pre-Approved Merchant loans for CA holders having SBI POS Devices.
- ▶ Leveraging e-MUDRA (end to end digital solution) for loans upto Rs.50,000
- ▶ EASY Loan & Secured Loan products for Co-origination with NBFCs.
- ▶ Active participation on TReDS platform for discounting of MSME Bills.
- ▶ Contactless Lending Platform for loans Upto Rs. 5 Cr.
- ▶ Credit delivery through 368 SME Intensive branches backed by around 1,750 Relationship Managers and 400 (AMTs).
- ▶ Digital on-boarding and processing of proposals, including e-Signing of documents

Agri : Focus on Risk Mitigated Products

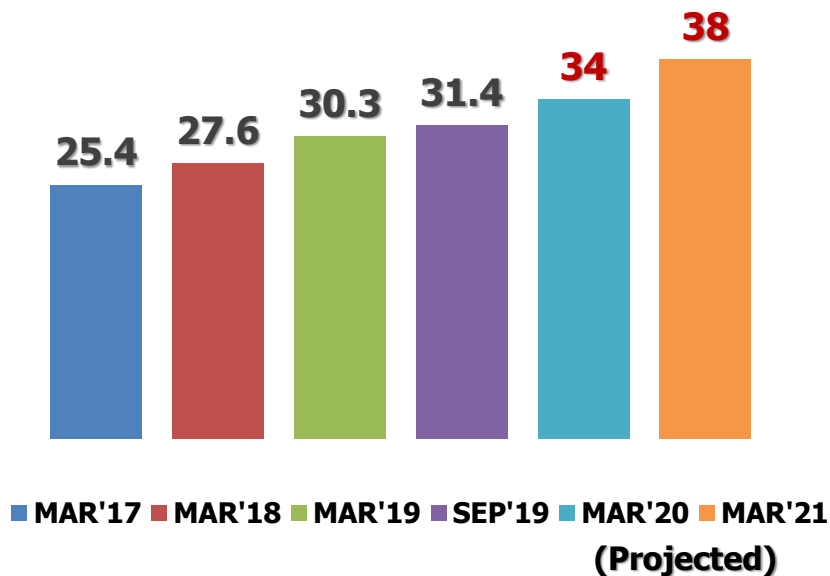
As on Sep 2019, Rs. in Crores

Agri Portfolio of Rs 202,462 crore

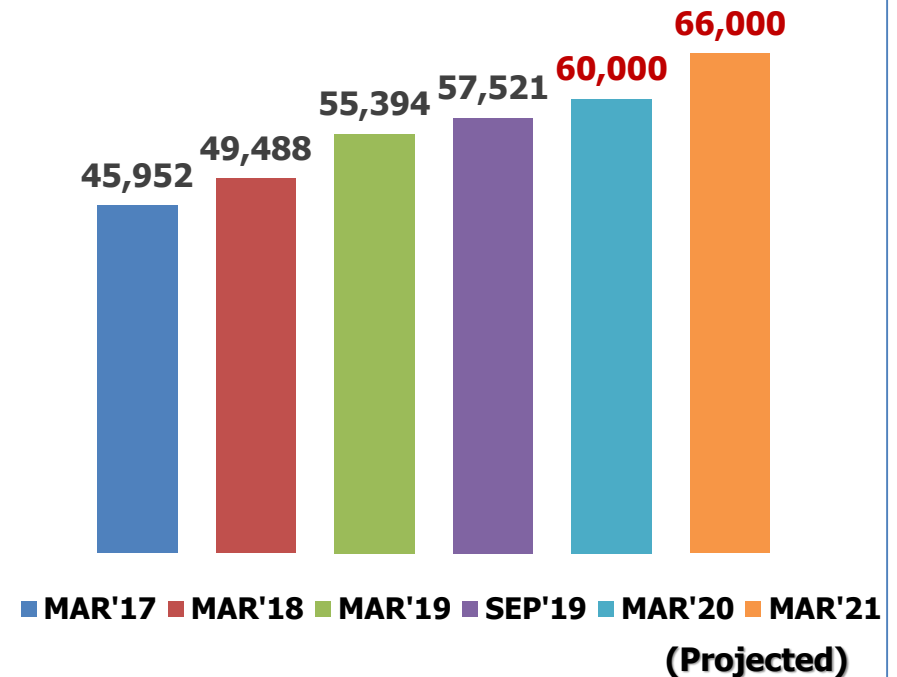
% of Dom. Adv. 10.50

- There has been a conscious shift towards Risk Mitigated Products in our portfolio
- Gold loan have zero risk weightage under Basel norms
- Loan against SARFAESI-compliant property (Asset Backed Agri Loans) and portfolio purchases have also exhibited very low credit cost

% SHARE OF RISK MITIGATED PRODUCTS TO PORTFOLIO (GOLD LOAN, ABAL, PORTFOLIO PURCHASE)



AGRI GOLD LOAN ADVANCES LEVEL (Rs. in Cr)



Corporate Credit

Corporate Sector – Market Leadership across segments

As on Sep 2019, Rs. in Crores

Corporate Portfolio of Rs 7,65,986 crore

% of Dom. Adv. 39.73

Streamlined coverage and delivery model, and reduced number of branches
(Revamping in CAG / CCG)

Corporate Accounts Group

- Consolidated coverage of highest priority corporates/group relationships
- Widen universe with dedicated coverage for Financial Institution Group (FIG) & Credit Light Corporates
- Focus on fund to fee income

Commercial Clients Group

- Focus on enhancing Risk Adjusted Return from customers with higher credit needs- RAROC threshold of 20%
- Focused account management plans tailored to address specific client needs for this segment

Corporate Sector – Market Leadership across segments

Set up of Credit Review Department (CRD)

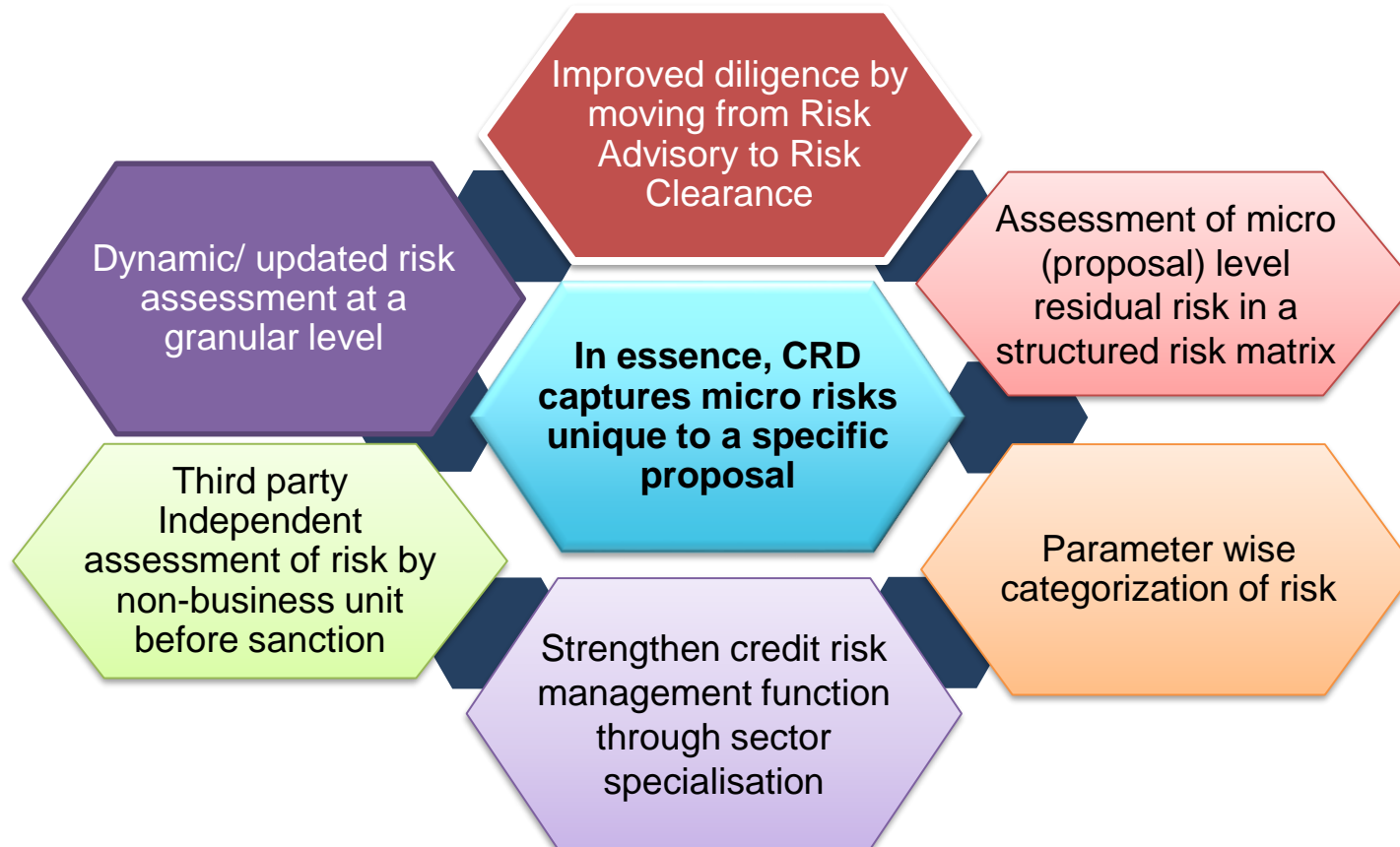
Follows a two stage sanctioning process:

- A) Internal risk advisory (industry issues, due diligence on company, track record of promoters) classifying a proposal as Low, Medium, High risk in addition to internal and external rating.
- B) Proposal presented before the sanctioning committee

Quality of underwriting is further strengthened

Corporate Sector – Market Leadership across segments

Credit Review Department (CRD)



Corporate Sector – Market Leadership across segments

Credit Portfolio (ECR)

ECR	Mar'18	Sept'18	Mar'19	Sept'19
AAA	21.12%	23.54%	38.79%	35.72%
AA	22.09%	26.14%	24.85%	25.39%
A	16.30%	20.89%	14.11%	18.19%
Total A & above	59.51%	70.57%	77.75%	79.30%
BBB	10.47%	13.3%	9.85%	8.97%
INVESTMENT GRADE	69.98%	83.87%	87.60%	88.27%
BB & Below	17.50%	8.69%	6.04%	7.32%
Unrated	12.52%	7.43%	6.36%	4.74%

Corporate Sector – Market Leadership across segments

Drivers of Corporate Credit Growth

Total Corporate Advances as on 30.09.2019 : Rs 7,65,986 Cr (3% Growth)

Project Finance

New Sanctions

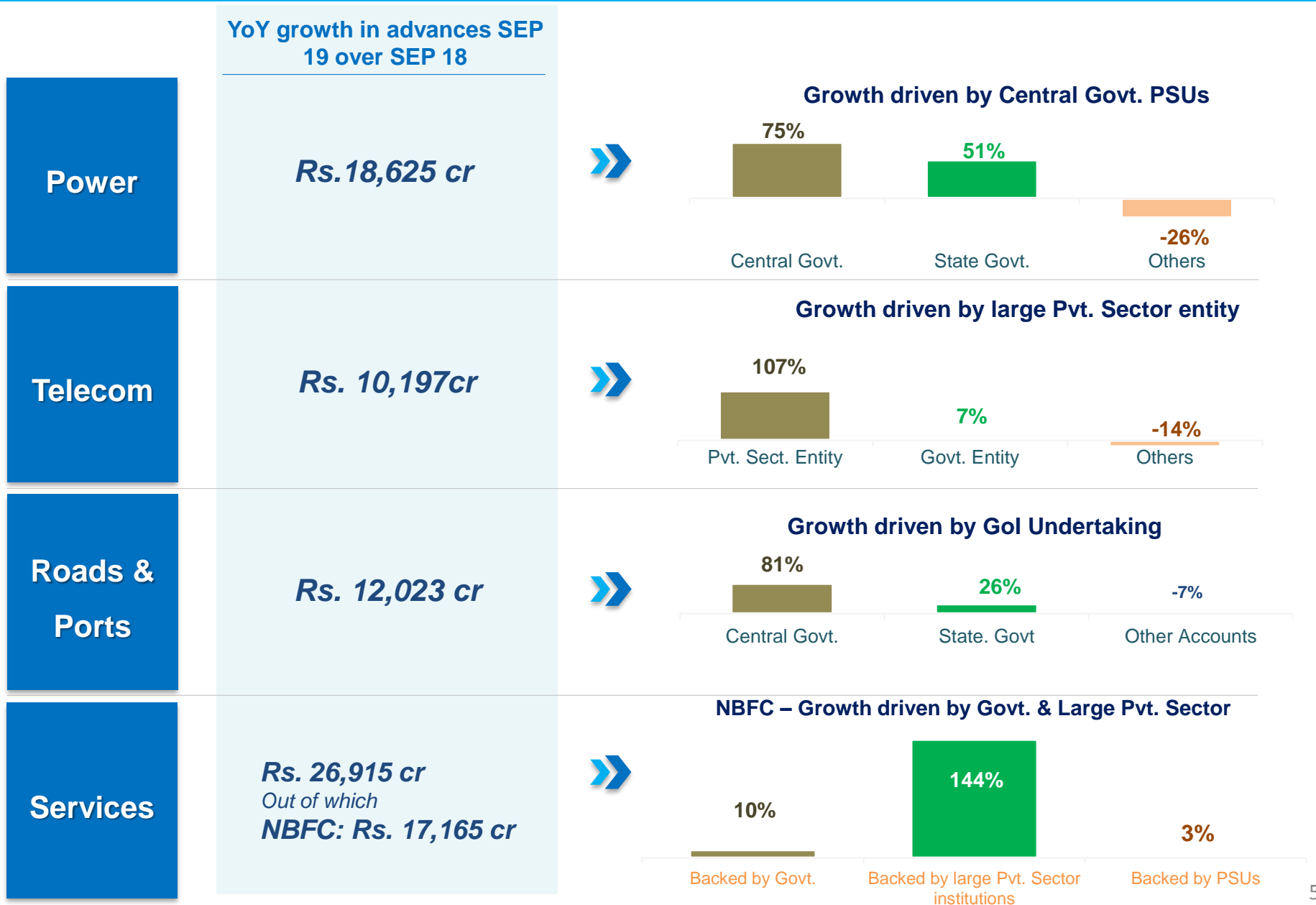
Infrastructure	No	Amount (Rs in Cr)
Infrastructure	8	5937
Non Infrastructure	1	1988
Total	9	7925

Proposals in Pipeline

Infrastructure	No	Amount (Rs in Cr)
Infrastructure	36	29500
Non Infrastructure	4	6300
Total	9	35800

Disbursements – April to September 2019 : Rs 5916 Cr (28 Accounts)

Drivers of Corporate Growth



Approach to new business

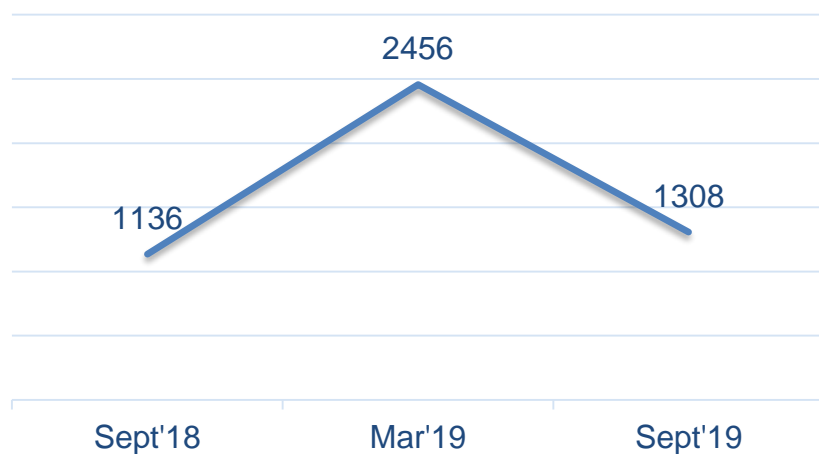
Corporate credit growth in a risk mitigated manner

- **PSU undertakings**
- **Investment Grade companies with viable projects**
- **Strong focus on cash flows of the companies**

Corporate Sector – Market Leadership across segments

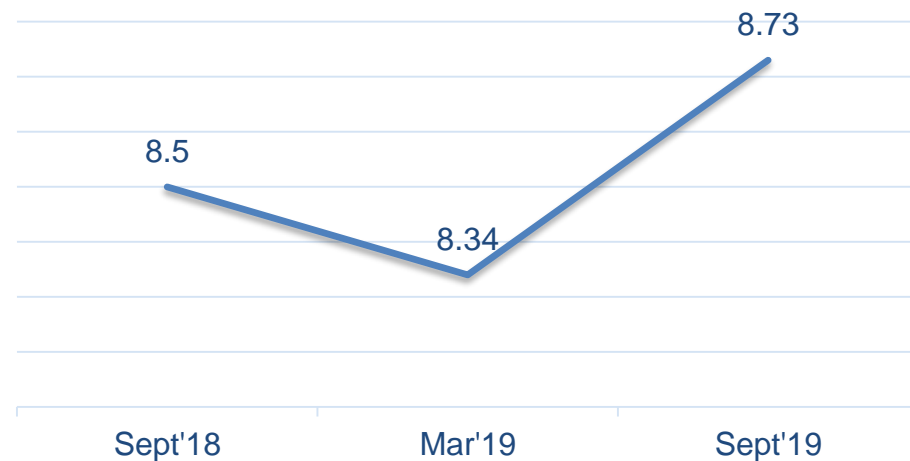
Other Income

In Cr.



Yield on Advances

In %



Improving yield and focus on other income to grow ROA

Corporate Sector – Market Leadership across segments

Identification of Weak accounts and measures to prevent slippage

- Early Warning System effectively implemented for Identification of weaknesses in the account.
- Close monitoring of all SMA accounts
(As on 30th Sept 2019, 47 Accounts - Rs.12568 Cr)
- Quick action and Exit of accounts.

No. of relationships Exited without haircut	Exposure (Rs. In crores)
6	6,251



Lifestyle &
banking, dono.

THANK YOU

Investor Day Presentation

- Digitization

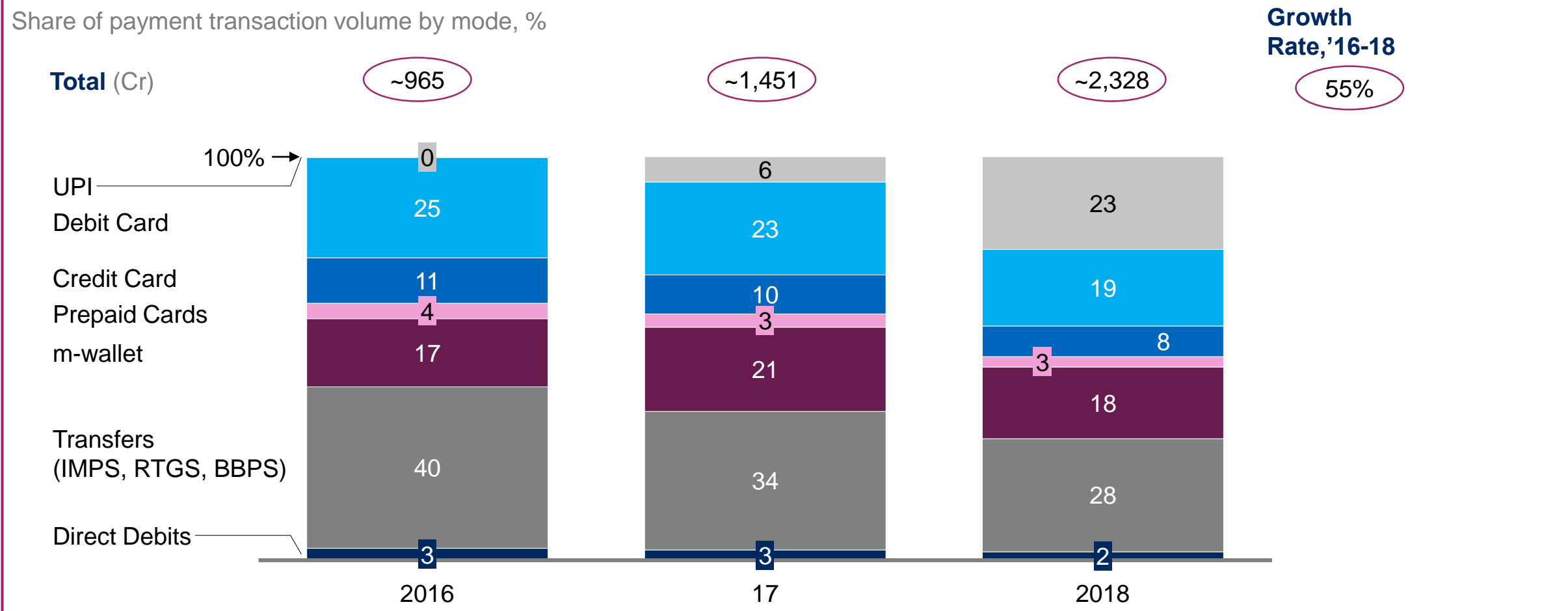
PRESENTATION TO SBI INVESTORS

30th October, 2019



Indian customers are increasingly becoming digital as is evident in digitization of payments – mobile is increasingly becoming the form factor of choice for customers

Share of transactions by type of digital transaction



Mobile is becoming the form factor of choice, with 3X increase in share of digital payments in the last 2 years

SBI, with its wide reach and scale, is the industry leader across digital platforms

Leadership across social media platforms



Leadership across digital banking with wide reach and scale

Unparalleled reach and scale



- **43+ Cr customers**; 65% in rural and semi-urban areas
- Network of **~22,000 branches**, **~58,000 ATM locations** & **~58,000 CSPs** (Business Correspondents)

Strong digital presence



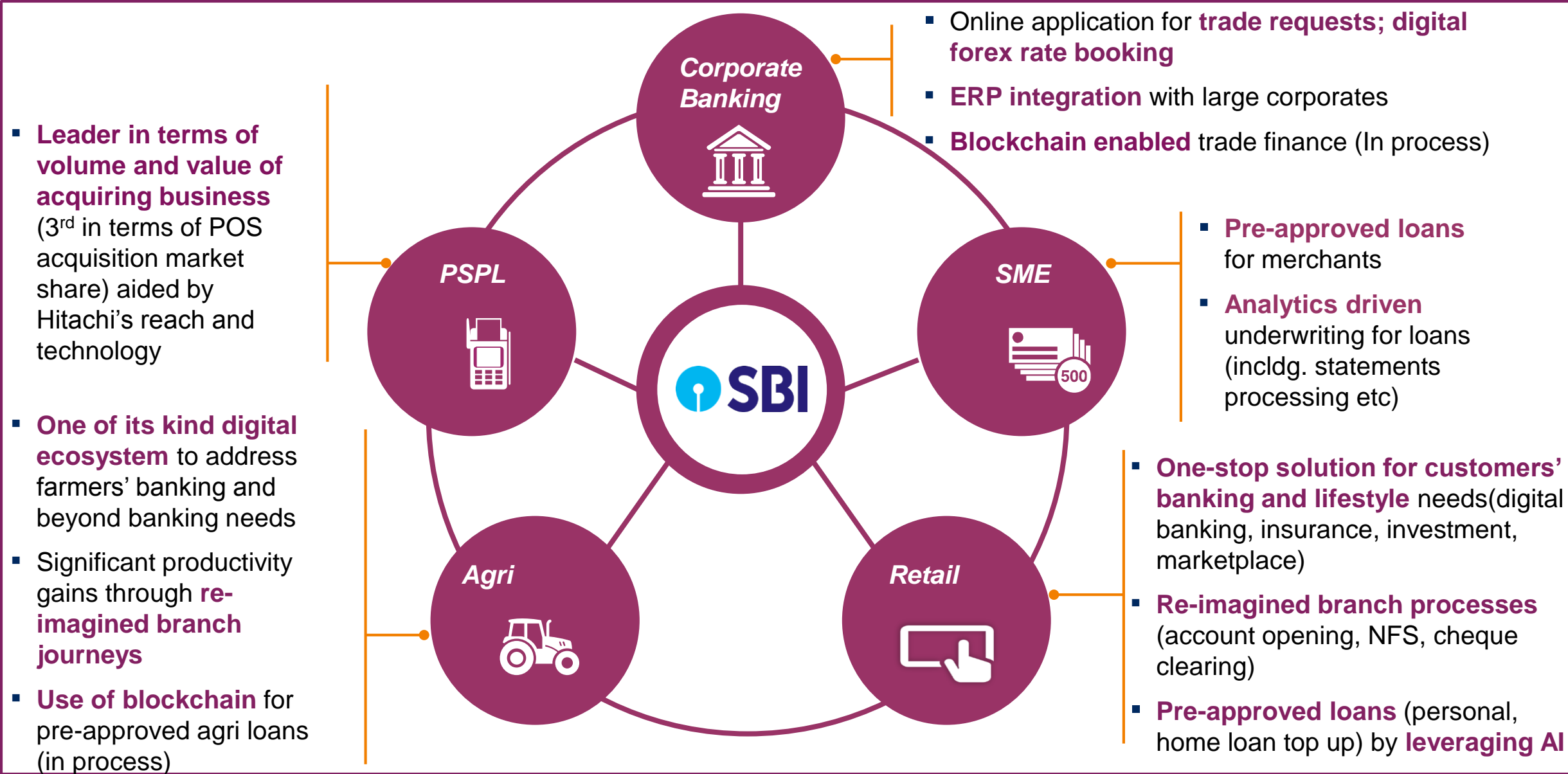
- Onlinesbi.com ranked No.1 banking website in India
- **5th most popular** global financial site
- Among **top 10 most visited** websites in India
- Internet banking (**~6.6 Cr users**)
- Mobile banking (**~1.55 Cr users**)

Exponential growth in payments and alternate channels in SBI

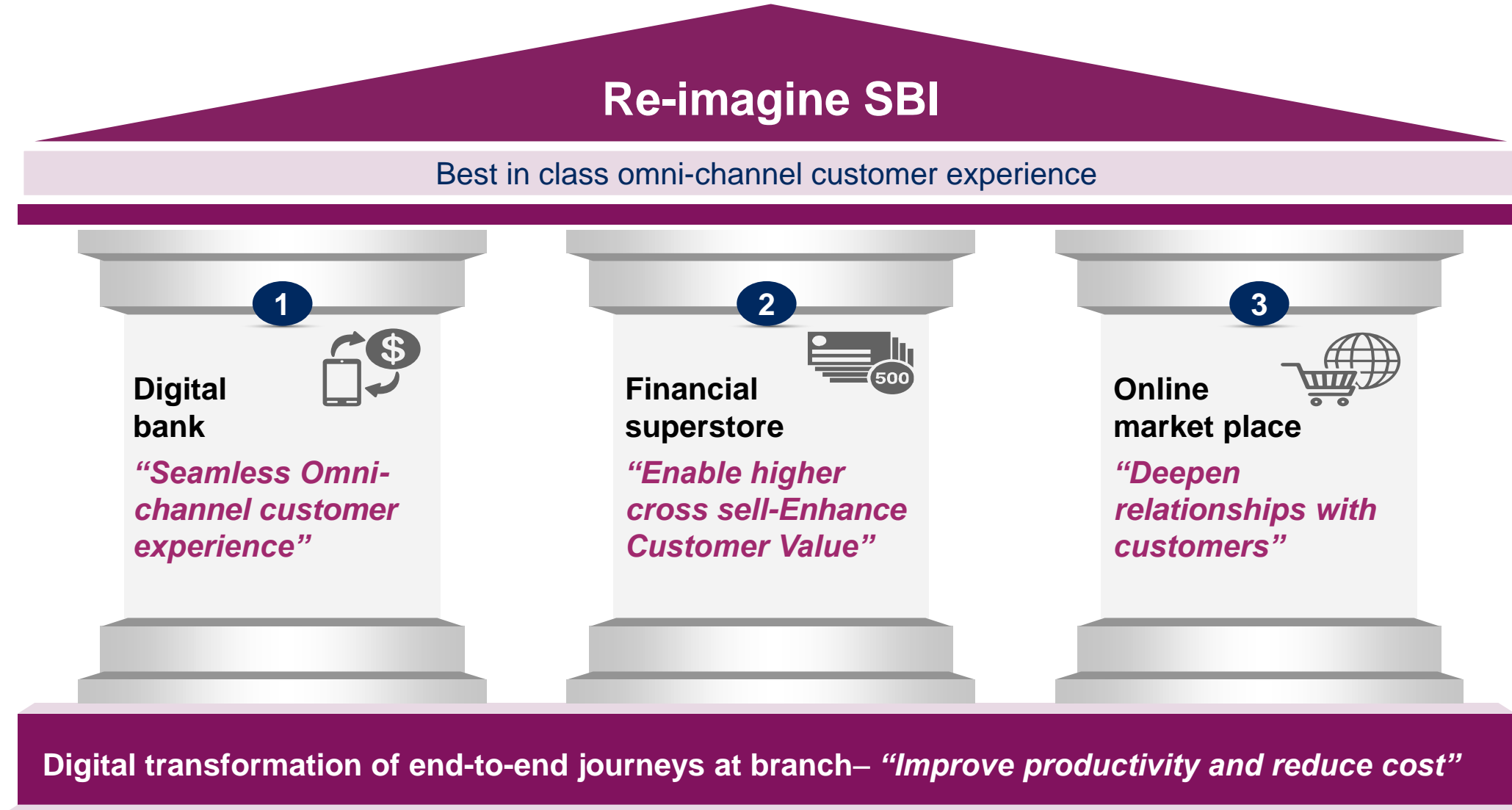
For H1'FY20 (Apr-Sep'2019)

	UPI	IMPS	POS
	130 Cr+ Number of transactions	113 Cr+ Number of transactions	1L+ POS installations
	300,000 Cr+ Transaction amount	10,00,00 Cr+ Transaction amount	12% Growth in Cumulative POS
	220% Growth in UPI transaction amount over previous year	56% Growth in transaction amount over previous year	~6.3L Cumulative POS
Other highlights	~74,00,00 Cr RTGS	~15,00,000 Cr NEFT	~1.94 Cr New Cards Issuance
			~225 Cr ATM transactions

Digitization across all business units to improve customer experience and efficiency



YONO Retail has 3 key pillars to deliver seamless experience to customers and improve the productivity at branches through digitization



YONO Retail: Branch employee facing portal enabling e2e digitization will drive significant productivity gains



Account opening

- **Form simplification**
- **Aadhaar based pre-population** of fields
- **60%+ of new savings accounts** opened through YONO

80%
Reduction in TAT



Loans

- Loan processing through **data pre-population**
- **External partnerships** for underwriting and streamlined processes
- **Pre-approved loan products** for various segments (e.g PAPL, PAML)

30%
Productivity improvement



Cheque clearing

- **Outward cheque clearing** - migration to **self-service CDK kiosk**
- **Inward clearing automation** through **AI and deep learning**

40%
Productivity improvement

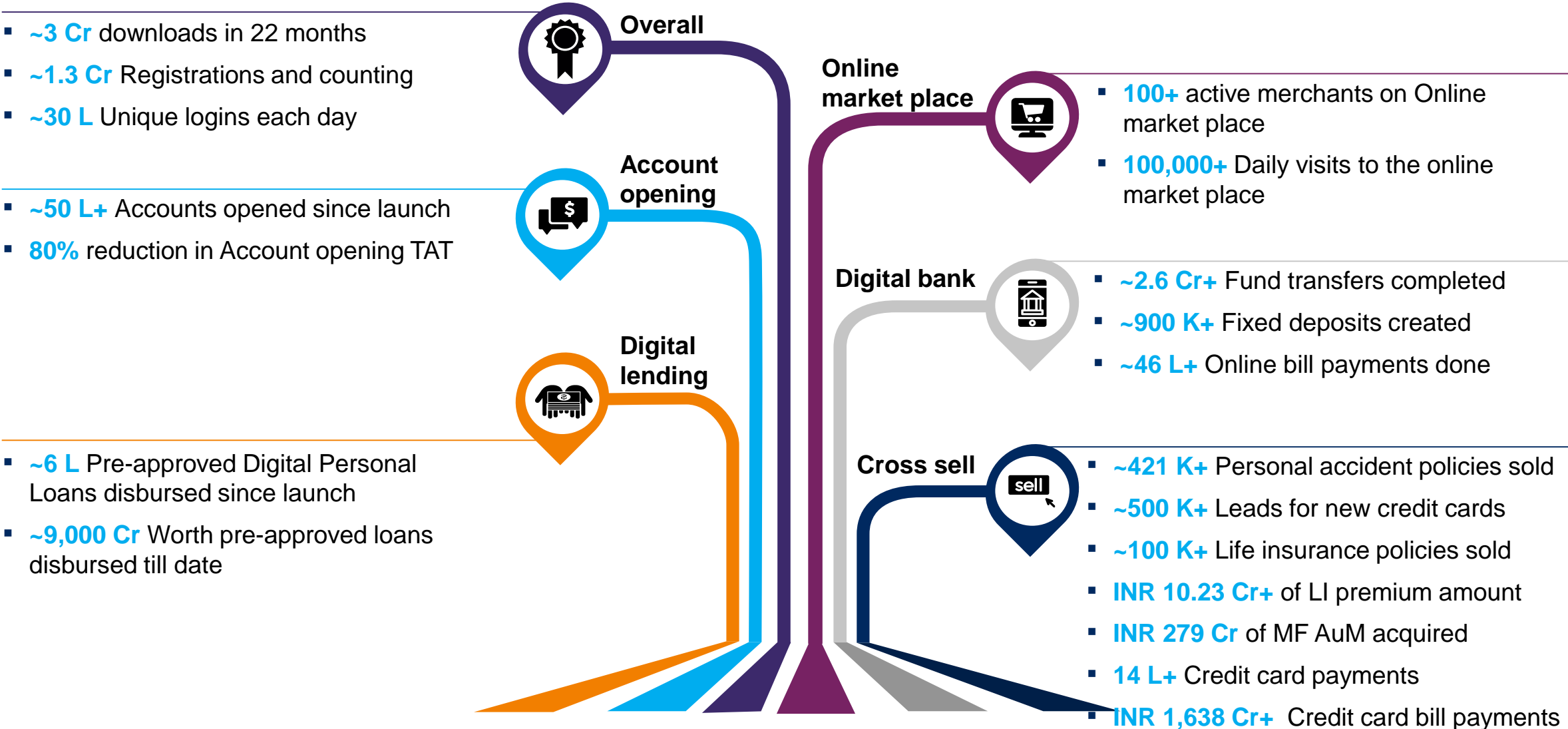


NFS

- **Digital processing** of non-financial service requests in-branch
- Key services include KYC/Profile update, cheque book issuance etc
- **~25% of branch time** is spent on processing of non-financial services

20%
Productivity improvement

Within 22 months of launch, YONO has delivered significant impact across customer adoption, on-boarding and new business; annual run rate of INR 350 Cr+ of incremental revenue



Annual run rate of INR 350 Cr+ incremental revenue achieved through YONO retail; significant potential to scale up

YONO Krishi has 4 key building blocks; Phase 1 launched in July 2019 with 3 major offerings - Agri gold loans, Mitra and Mandi, now in 12 languages

KHATA



- Agri gold loans
- KCC (in process)
- SAFAL (in process)

MANDI



Ecosystem of partnerships for agri products; partners onboarded for farm equipment and inputs

MITRA



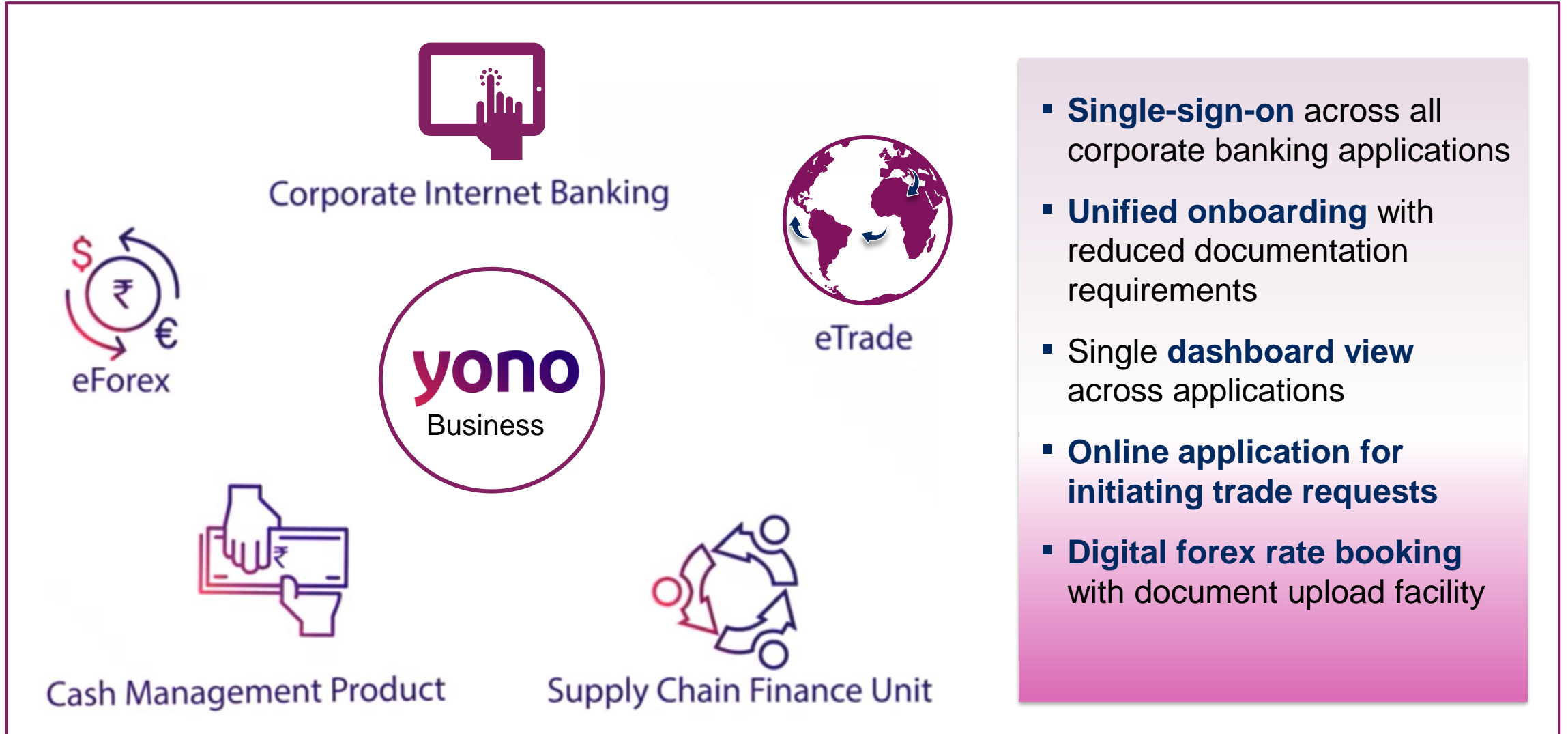
A knowledge integrator for farmers; partners onboarded for weather updates, crop advisory, Mandi prices

BACHAT



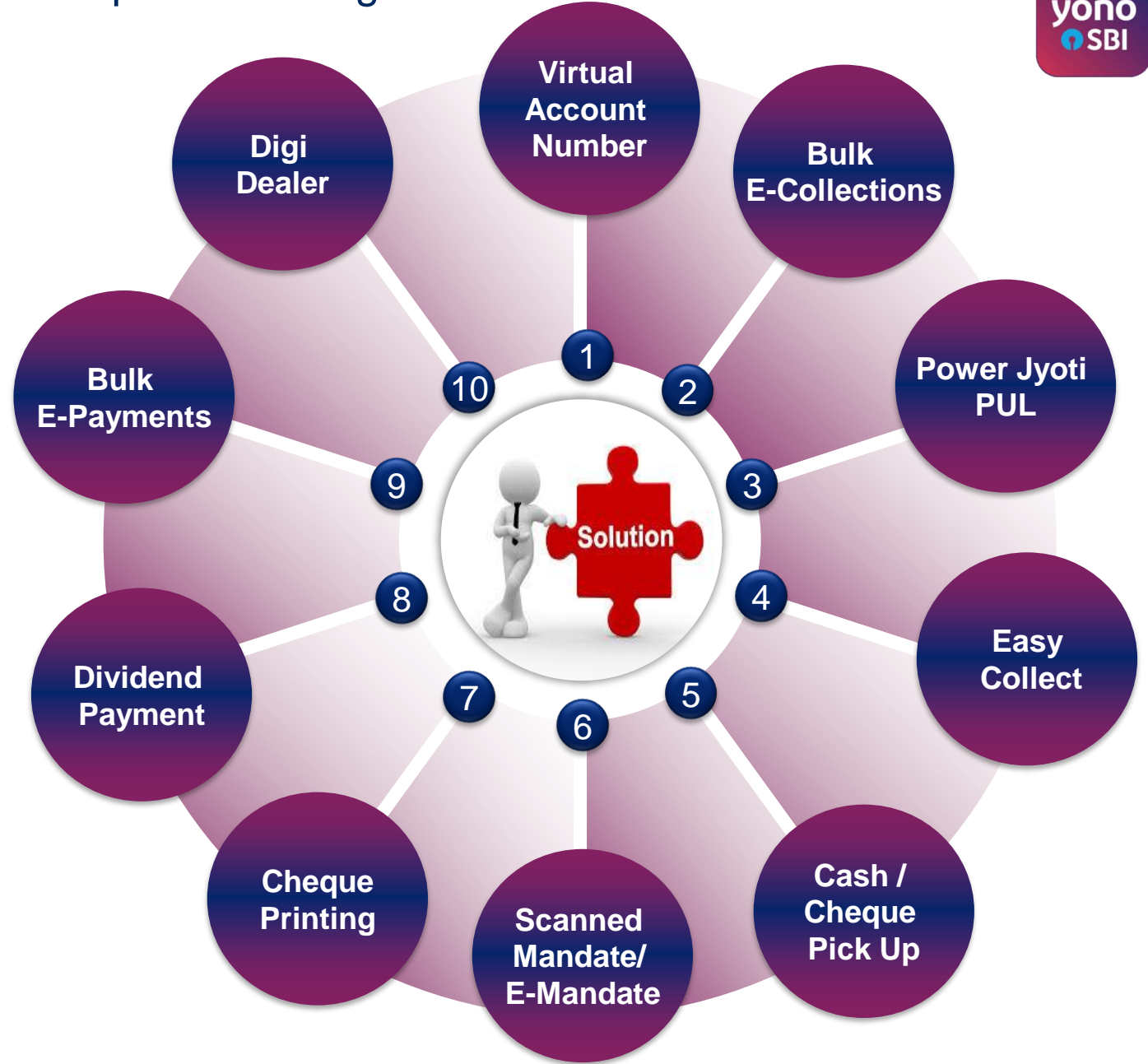
Investment and insurance product offerings of our JV partners

~43,000 Agri gold loan applications received till date (with 40%+ sanction rate)

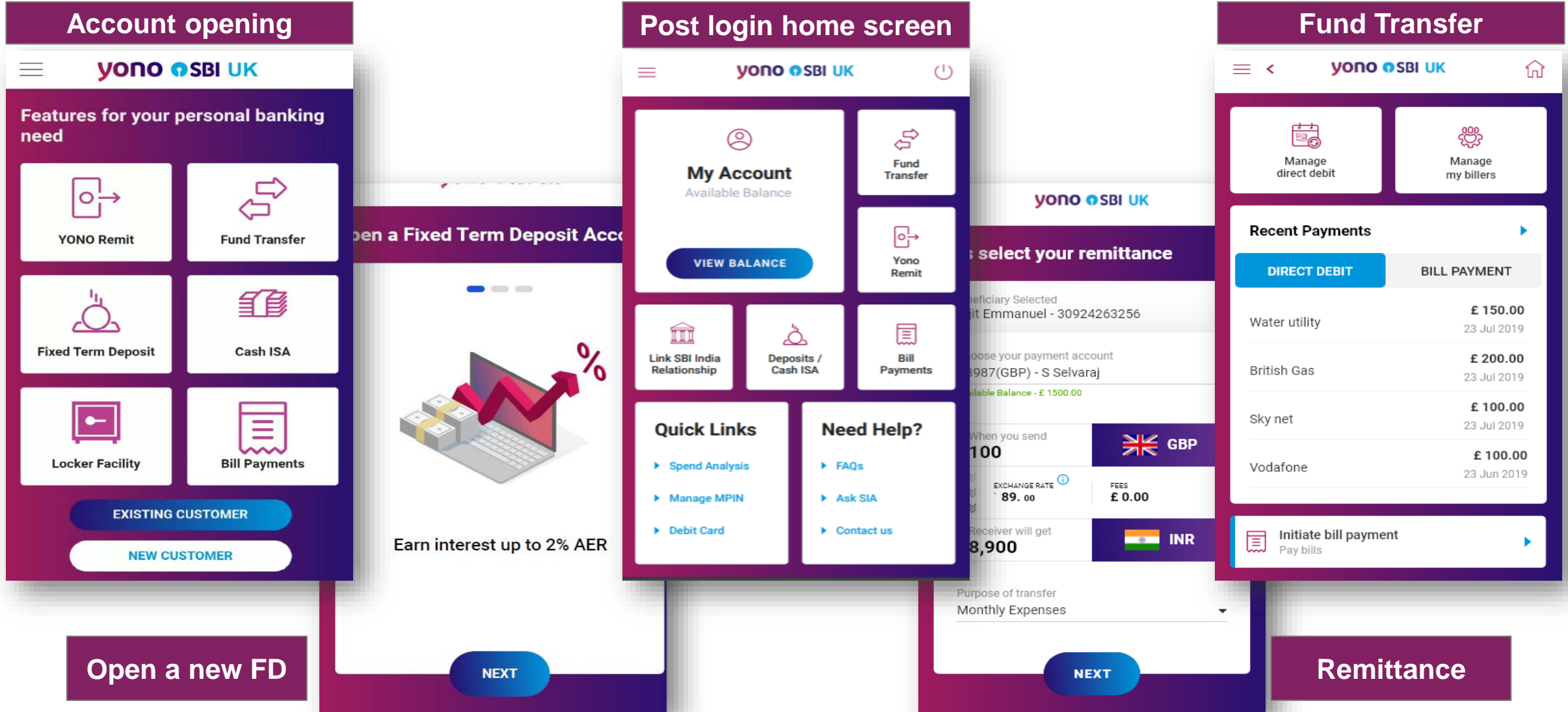


- **Single-sign-on** across all corporate banking applications
- **Unified onboarding** with reduced documentation requirements
- Single **dashboard view** across applications
- **Online application for initiating trade requests**
- **Digital forex rate booking** with document upload facility

Transaction banking: Full suite of services for corporates and government



YONO Global: YONO UK was launched in Sep 2019 with 32 reimagined journeys



Open a new FD

NEXT


NEXT





















Remittance

YONO Global planned for launch in at least 4 other countries by Mar'2020

YONO has the best in class features available in the market and has taken much lesser time to build



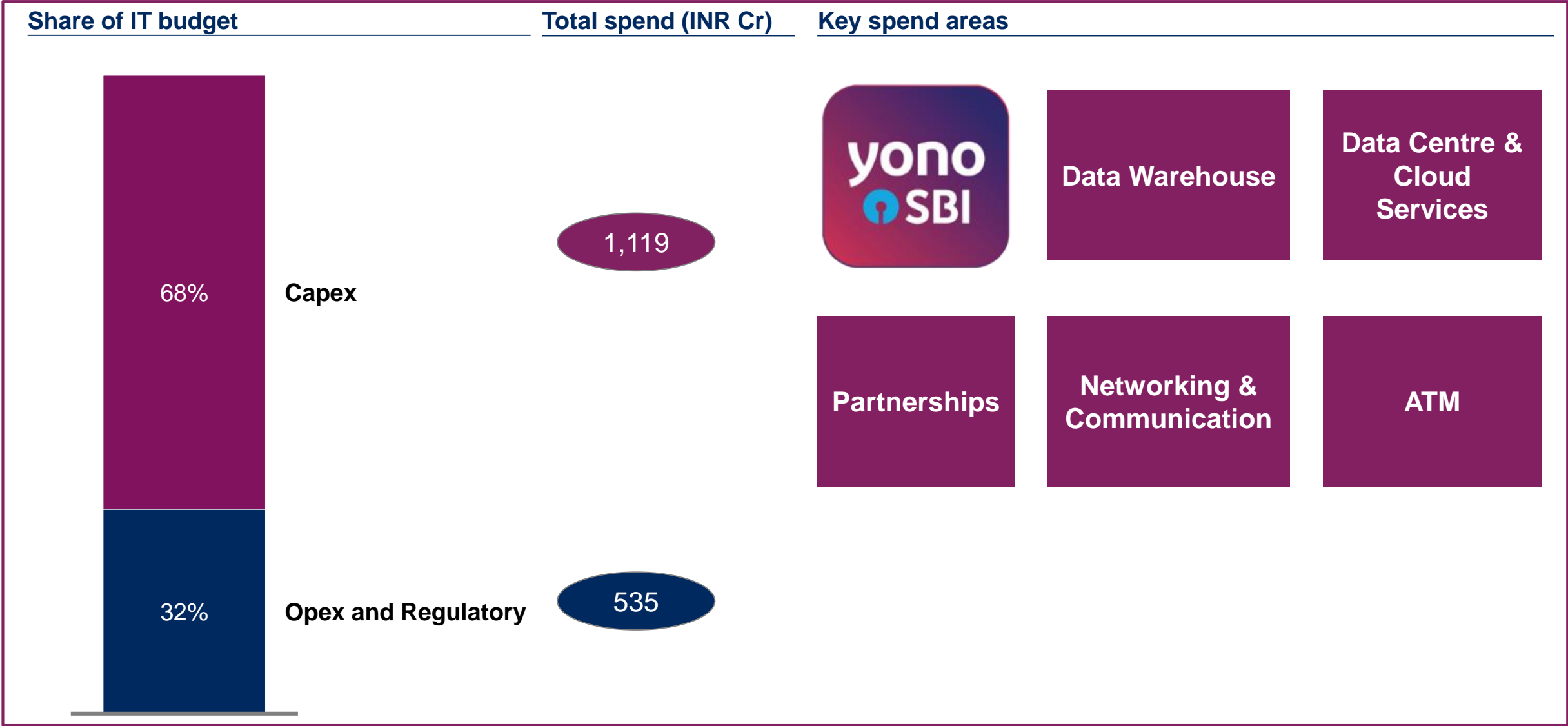
 Key gap compared to peers

		 Nov 2017	 Apr 2016	 > 5 years	 Nov 2016	 >5 years
Digital account		✓	✓	✓	✓	✓
Fund transfer		✓	✓	✓	✓	✓
Online market place ¹		✓ 100+	✓ 25	✓ 90	✓ 9	✓ ~100
Mutual fund		✓	✓	✓	✓	✓
Buy Life insurance ¹		✓ 6				✓ 2
Buy General insurance ¹		✓ 8		✓ 1	✓ 1	✓ 1
Pre-approved loan		✓		✓	✓	✓
My Dreams		✓	✓			✓
Bill payment		✓		✓	✓	✓
Credit card		✓	✓	✓	✓	✓
Tax saver FD		✓	✓	✓	✓	✓
Fixed deposit		✓	✓	✓	✓	✓
OD against FD		✓	✓	✓		✓
Pre-approved personal loan		✓	✓	✓	✓	✓
Non-Financial services		✓	✓	✓		✓

¹ Number of merchants or products offered

SOURCE: Google Playstore, Respective apps

More than 60% of IT budget is allocated towards new investments





1 Setup of YONO green fund with corpus of ~INR 60 Cr (as part of loyalty program):

- A** Planting of trees
- B** Construction of bio-toilets
- C** Campaign for water conservation
- D** Campaign for avoidance of single use plastic
- E** Usage of solar lamps



2 Key Activities

- A** “YONO green party” campaign from Oct 1, 2019 to May 31, 2020
- B** Customized loyalty program for YONO users:
 - Accumulate Green Reward points
 - Digital certificates on redemption
- C** Tie-ups with NGOs, institutions, non-profit organizations (through SBI foundation)
- C** YONO Grand Party on June 5th 2020 (World Environment Day) for YONO Green champions

SBI has won numerous accolades and awards for leadership in digital and transaction banking

2019

The Best Cash Management House in India



Outstanding performance in POS deployment in rural India



The Best Transaction Bank in India



Outstanding performance in BHIM Aadhaar POS deployment



The Best Payment Bank in India



Outstanding performance in Merchant onboarding on BHIM and Bharat QR



2016

The Best Local Cash Management Bank in India



2017

The Best Transaction Bank in India



2018

The Best Transaction Bank in India

