

January 24, 2022

The BSE Limited

Corporate Relationship Department.
P J. Towers.
Dalal Street, Fort
Mumbai - 400 001

The National Stock Exchange of India Limited

Exchange Plaza,
Bandra-Kurla Complex.
Bandra (E), Mumbai - 400 051

SCRIP CODE: **543066**

SYMBOL: **SBICARD**

SECURITY: **Equity Shares/Debentures**

SECURITY: **Equity Shares**

Dear Sirs,

Re: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Copy of Presentation made for Analysts/Investors on Financial Results

In compliance with the provisions of Regulation 30 read with Schedule III Part A of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith a copy of presentation made for Analysts/Investors on Financial Results of the Company for the quarter and the nine months ended December 31, 2021.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For SBI Cards and Payment Services Limited



Payal Mittal Chhabra
Company Secretary & Compliance Officer

SBI Cards and Payment Services Ltd.

(Formerly known as SBI Cards and Payment Services Pvt. Ltd.)

DLF Infinity Towers, Tower C,
12th Floor, Block 2, Building 3,
DLF Cyber City, Gurugram - 122002,
Haryana, India

Tel.: 0124-4589803
Email: customercare@sbicard.com
Website: sbicard.com

Registered Office:

Unit 401 & 402, 4th Floor, Aggarwal Millennium Tower,
E 1,2,3, Netaji Subhash Place, Wazirpur, New Delhi - 110034
CIN - L65999DL1998PLC093849

Investor Presentation

Q3 FY22

January 24, 2022



Q3 FY22 Key Highlights



Robust fundamentals, strong business performance PAT ₹ 386 Cr, ▲ 84% YoY

Continuing focus on business growth

- New accounts at 1MN+, ▲ 10% YoY
- Total Spends at ₹ 55,300 Cr+ ▲ 47% YoY
 - Retail spends at ₹ 42,400 Cr+, ▲ 36% YoY Corporate Spends at ₹ 12,900 Cr+, ▲ 93% YoY
- Receivables at ₹ 29,129 Cr+, ▲ 13% YoY

Delivering higher profits

- Total revenue at ₹ 3,140 Cr, ▲ 24% YoY
- PAT at ₹ 386 Cr, ▲ 84% YoY
- ROAA at 5.0%, ▲ 179 bp YoY and ROAE at 21.2%, ▲ 742 bp YoY

Improving asset quality

- GNPA at 2.40%, ▼ 211 bp YoY (4.51% as of Dec'20) and NNPA at 0.83%, ▼ 77 bp YoY (1.60% as of Dec'20)
- Total RBI RE book at 2% vs 4 % as of Sep'21
- Additional overlay for wave 3 of ₹ 76 Cr created in Q3 FY22, total management overlay provision at ₹ 162 Cr
- **Healthy capital adequacy, CAR at 24.2%, Tier 1 at 21.3%**

Enhancing product suite

- Launched SBI Pulse Card
- Launched TATA Card on Visa network

Executive Summary Q3 FY22 (vs Q3 FY21)



Profitable operations

PAT ₹ 386 Cr, ▲ 84% YoY

Market Share (9M FY22)*

Cards in force 19.2% (FY21 19.1%), Spends 19.0% (FY21 19.4%), Transactions 20.0% (FY21 19.7%)

Growing Portfolio

▲ 15% YoY in cards, ▲ 47% YoY in spends, ▲ 13% YoY in receivables

Asset Quality

GNPA @ 2.40%, NNPA @ 0.83%
Additional overlay for Wave 3 of ₹ 76 Cr in Q3, total management overlay at ₹ 162 Cr

Adequate liquidity

Diversified borrowings mix, adequate banking limits available.
Healthy CAR @ 24.2%, T-1 @ 21.3%

PAT
386

▲ 84%/ ▲ 12 %

ROAA
5.0%

▲ 179 bp/ ▲ 9 bp

ROAE
21.2%

▲ 742 bp/ ▲ 117 bp

CAR
24.2%

▲ 53 bp/ ▼ 80 bp

Receivables
29,129

▲ 13%/ ▲ 9 %

NNPA
0.83%

▼ 77 bp / ▼ 8 bp

Cards in Force
1.32 Cr

▲ 15%/ ▲ 5%

Spends
55,397

▲ 47%/ ▲ 27%

▲/ ▼ Represents growth in Q3 FY22 over Q3 FY21 ▲/ ▼ Represents growth in Q3 FY22 over Q2 FY22

GNPA 2.40% in Dec'21 vs 4.51% in Dec'20 and 3.36% in Sep'21

GNPA and NNPA for previous year on basis of proforma GNPA/ NNPA

Executive Summary 9M FY22 (vs 9M FY21)



Profitable operations

PAT ₹ 1,035 Cr, ▲ 28% YoY

Market Share (9M FY22)*

Cards in force 19.2% (FY21 19.1%), Spends 19.0% (FY21 19.4%), Transactions 20.0% (FY21 19.7%)

Growing Portfolio

▲ 15% YoY in cards, ▲ 53% YoY in spends, ▲ 13% YoY in receivables

Asset Quality

GNPA @ 2.40%, NNPA @ 0.83%
Additional overlay for Wave 3 of ₹ 76 Cr in Q3, total management overlay at ₹ 162 Cr

Adequate liquidity

Diversified borrowings mix, adequate banking limits available.
Healthy CAR @ 24.2%, T-1 @ 21.3%

PAT
1,035

▲ 28%

ROAA
4.8%

▲ 54 bp

ROAE
20.0%

▲ 147 bp

CAR
24.2%

▲ 53 bp

Receivables
29,129

▲ 13%

NNPA
0.83%

▼ 77 bp

Cards in Force
1.32 Cr

▲ 15%/▲ 5%

Spends
132,218

▲ 53%

▲/ ▼ Represents growth in 9M FY21

GNPA 2.40% in Dec'21 vs 4.51% in Dec'20

GNPA and NNPA for previous year on basis of proforma GNPA/ NNPA

Delivered Impressive 9M Results



Business Growth

New Accounts

+ 36%
1,895K → 2,570K
9M FY21 9M FY22

Spends

+ 53%
86,473 Cr → 132,218 Cr
9M FY21 9M FY22

Receivables

+ 13%
25,749 Cr → 29,129 Cr
Dec 20 Dec 21

Strong net income growth

Revenue

+ 14%
7,245 Cr → 8,285 Cr
9M FY21 9M FY22

EBCC

+ 6%
3,085 Cr → 3,258 Cr
9M FY21 9M FY22

PAT

+ 28%
809 Cr → 1,035 Cr
9M FY21 9M FY22

Improving asset quality

GCL % (-) 152 bps

10.9% → 9.4%
9M FY21 9M FY22

GNPA % (-) 211 bps

4.51% → 2.40%
Dec 20 Dec 21

ECL % (-) 399 bps

8.0% → 4.0%
Dec 20 Dec 21

Profitability ratios

ROAA + 54 bps

4.3% → 4.8%
9M FY21 9M FY22

ROAE + 147 bps

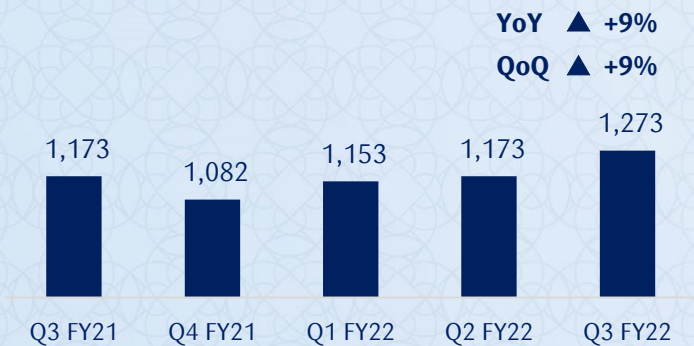
18.5% → 20.0%
9M FY21 9M FY22

EPS + 28%

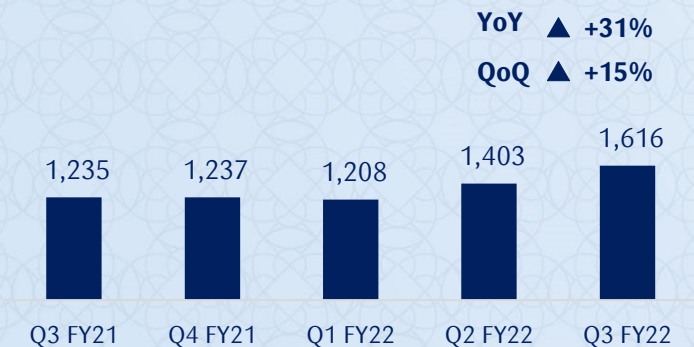
8.61 → 11.01
9M FY21 9M FY22

Key Trends (1/2)

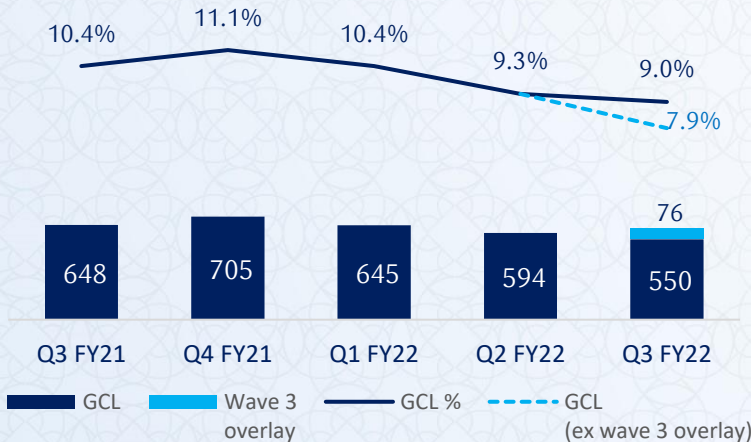
Resilient interest income



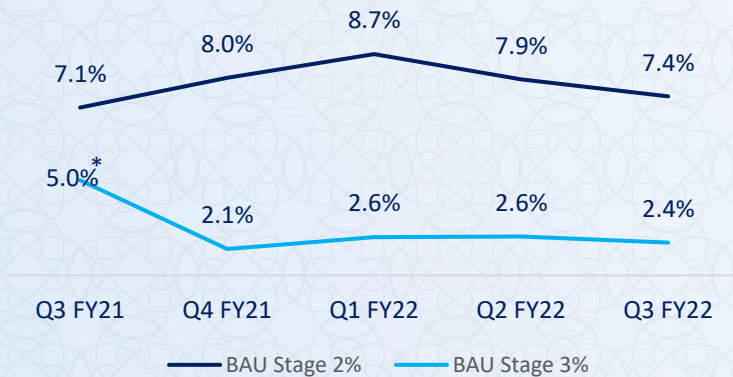
Strong fee income growth



Credit costs declining, in absolute and % terms



BAU stage 2 and BAU stage 3 (ex RBI RE)



* Q3 FY21 Stage 3 contains SC SS assets

Key Trends (2/2)



New Accounts
(‘000)



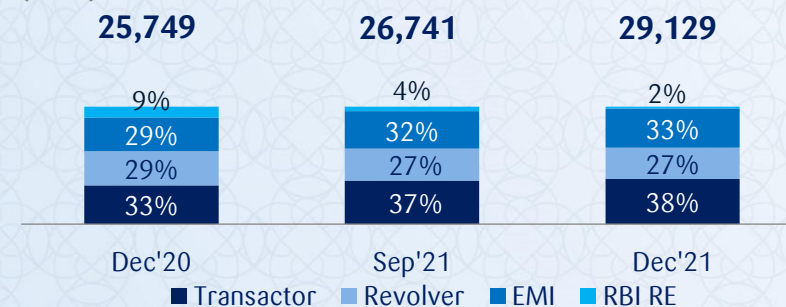
Corporate Spends
(₹ Cr)



Retail Spends
(₹ Cr)

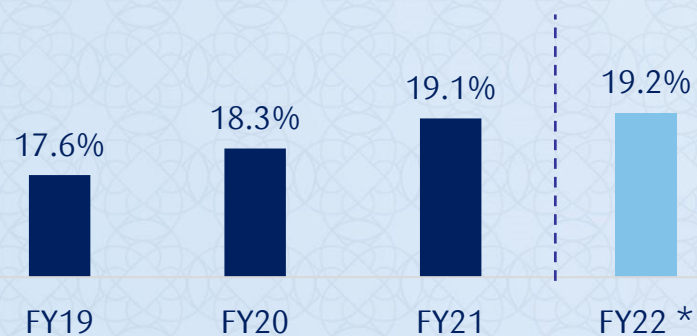


Receivables
(₹ Cr)

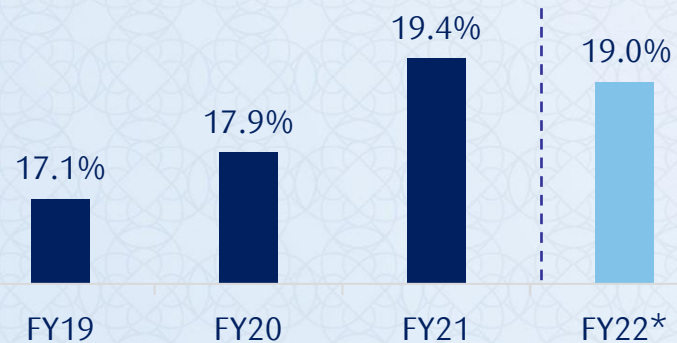


Dominant credit card player in India

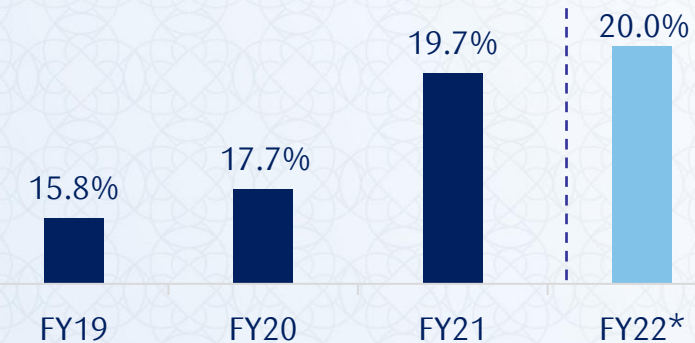
Cards in force



Spends



Transactions



*As per RBI report available till Nov'21

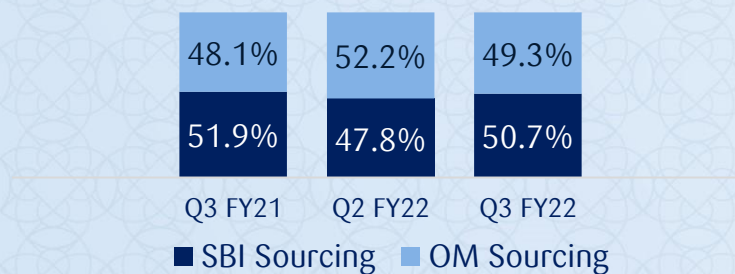
New Accounts and Cards-in-force



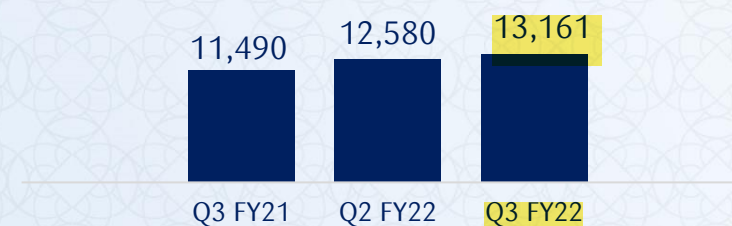
New Accounts ('000)



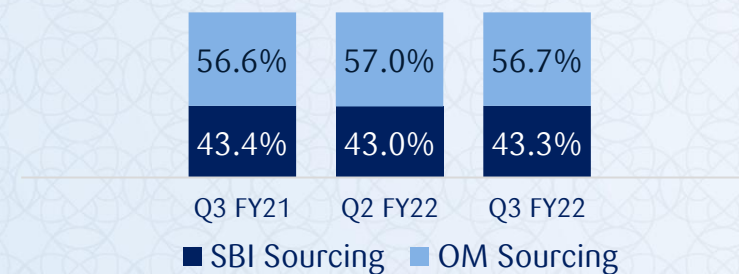
Channel wise Split



Cards-in-force ('000)



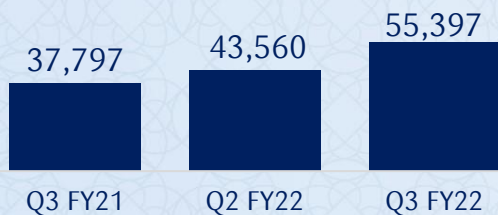
Channel wise Split



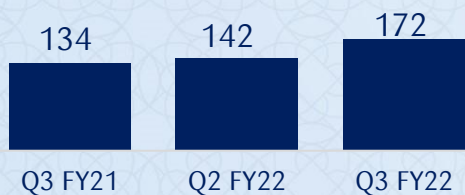
Portfolio Growth



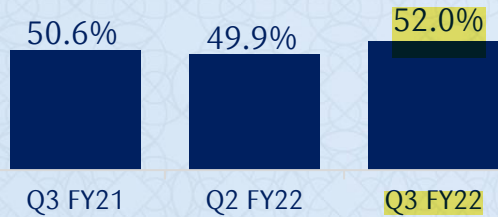
Spends (₹ Cr)



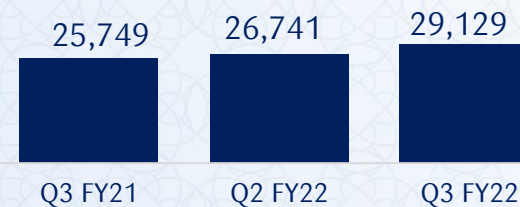
Spend per Avg Card (₹ '000)



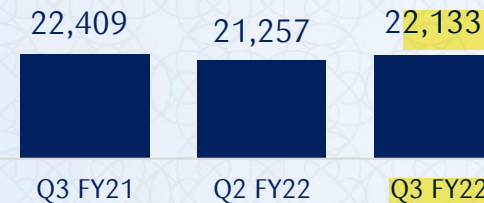
30 day spend active rate %



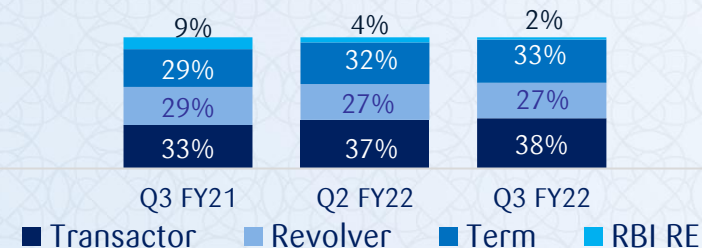
Receivables (₹ Cr)



Receivable per Card (₹)



Receivable Mix %

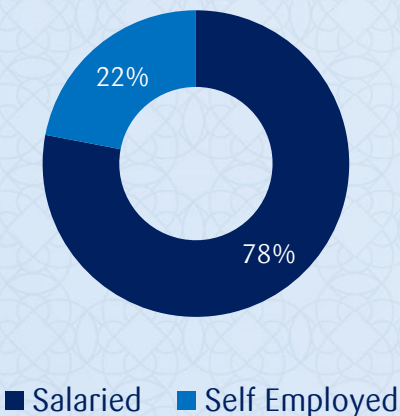


Portfolio Insights

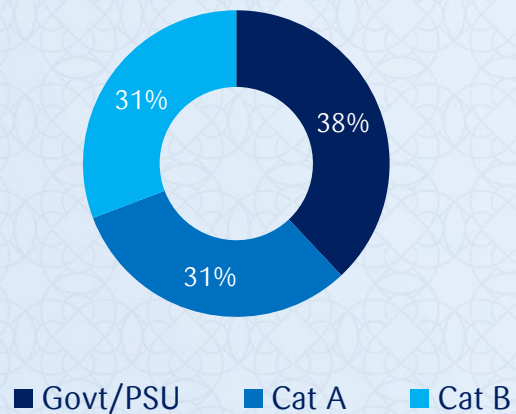


New Sourcing
For Q3 FY22

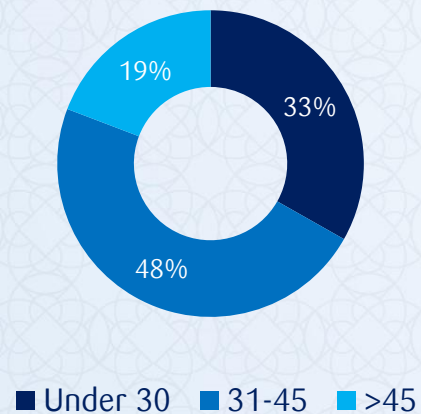
Occupation



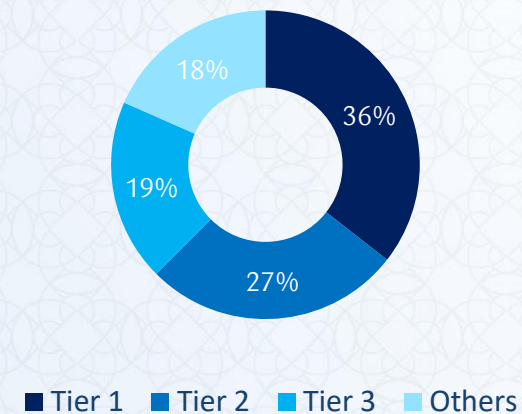
Salaried Category



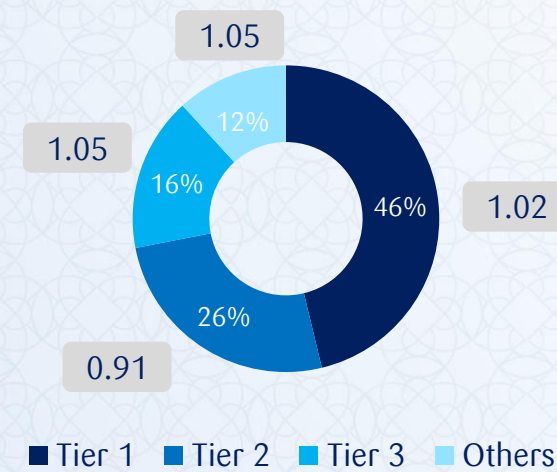
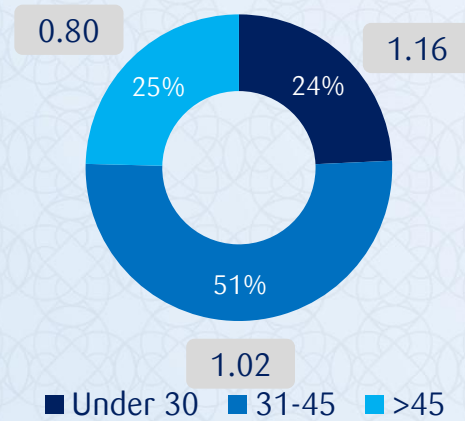
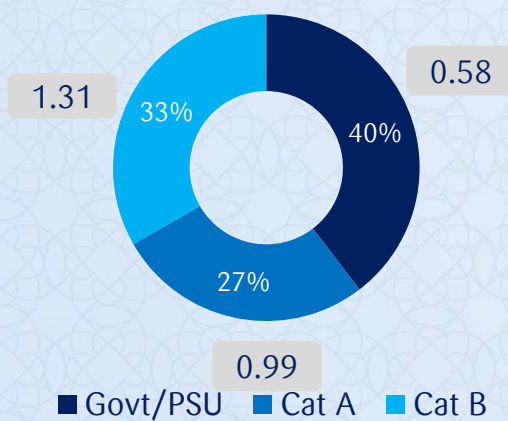
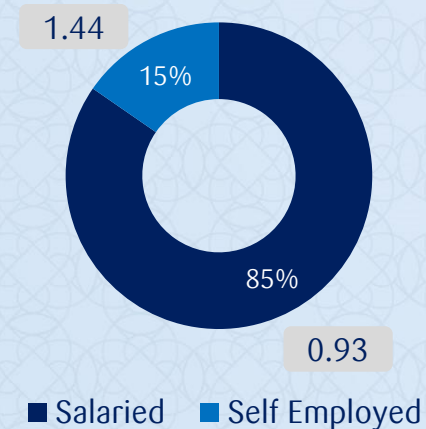
Age profile



By City Tier



Cards- in- Force
As on 31st Dec 2021



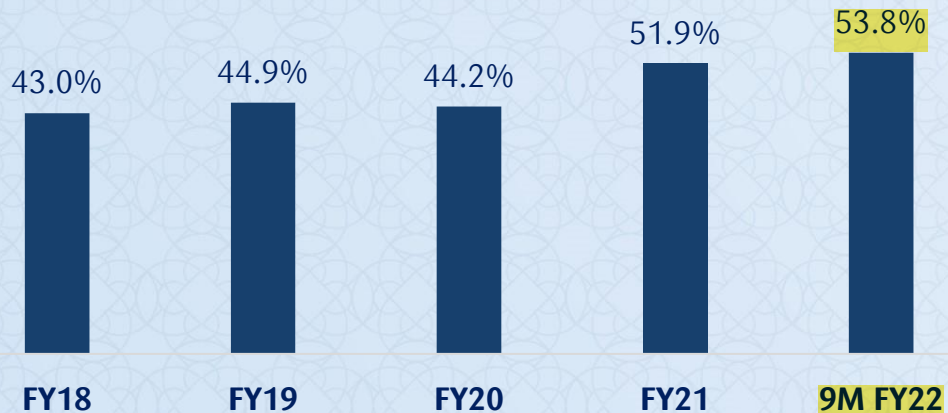
Indexed 30+ delinquency

Self employed new sourcing primarily from SBI Sourcing

Retail Spends Insights



Online Spend %



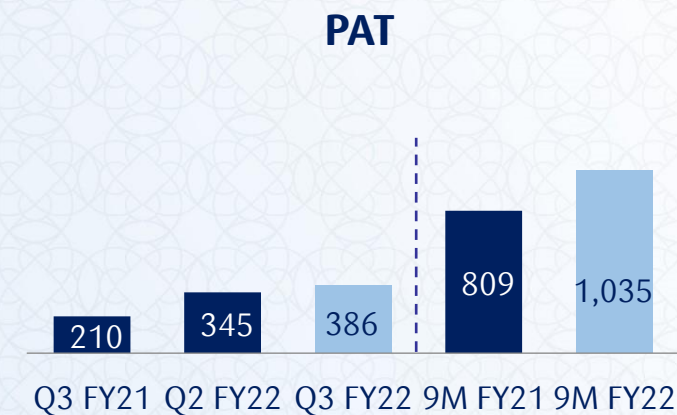
Spends Categories	% Growth [^]			Q3 FY22 Vs DJF'20*
	Total Spends	Online Spends	POS Spends	
Category 1 <i>Departmental Stores, Health, Utilities, Education & Direct Marketing</i>	▲ 17%	▲ 20%	▲ 10%	▲
Category 2 <i>Consumer durables, Furnishing & Hardware</i>	▲ 20%	▲ 19%	▲ 20%	▲
Category 3 <i>Apparel & Jewellery</i>	▲ 44%	▲ 54%	▲ 38%	▲
Category 4 <i>Travel Agents, Hotels, Airline, Railways, Entertainment & Restaurant</i>	▲ 33%	▲ 35%	▲ 30%	▼

[^] Q3 FY22 Over Q2 FY22 | * Total Spends of Q3 FY22 compared to Dec'19, Jan-Feb'20 : Pre-Covid Period
Category analysis excludes Fuel & Automotive Service category

Financial Results



	Q3 FY21	Q2 FY22	Q3 FY22	YoY	9M FY21	9M FY22	YoY
Total Revenue	2,540	2,695	3,140	24%	7,245	8,285	14%
Finance Costs	261	254	277	6%	800	760	-5%
Operating Costs	1,348	1,383	1,719	28%	3,361	4,268	27%
Earnings before Credit Costs	931	1,058	1,144	23%	3,085	3,258	6%
Credit Costs [#]	648	594	625	-4%	1,995	1,865	-7%
PBT	283	464	519	83%	1,089	1,393	28%
Cost to Income	59.1%	56.7%	60.0%	90bps	52.1%	56.7%	457bps
Gross NPA	4.51%	3.36%	2.40%	-211bps	4.51%	2.40%	-211bps
Net NPA	1.60%	0.91%	0.83%	-77bps	1.60%	0.83%	-77bps
ROAA	3.3%	4.9%	5.0%	179bps	4.3%	4.8%	54bps
ROAE	13.8%	20.1%	21.2%	742bps	18.5%	20.0%	147bps
EPS ₹ (Basic)	2.23	3.67	4.10	84%	8.61	11.01	28%



[#] Credit costs include impairment losses on other assets and net loss on derecognition of financial instruments under amortized category
GNPA and NNPA for previous year on basis of proforma GNPA/ NNPA

Explaining Returns

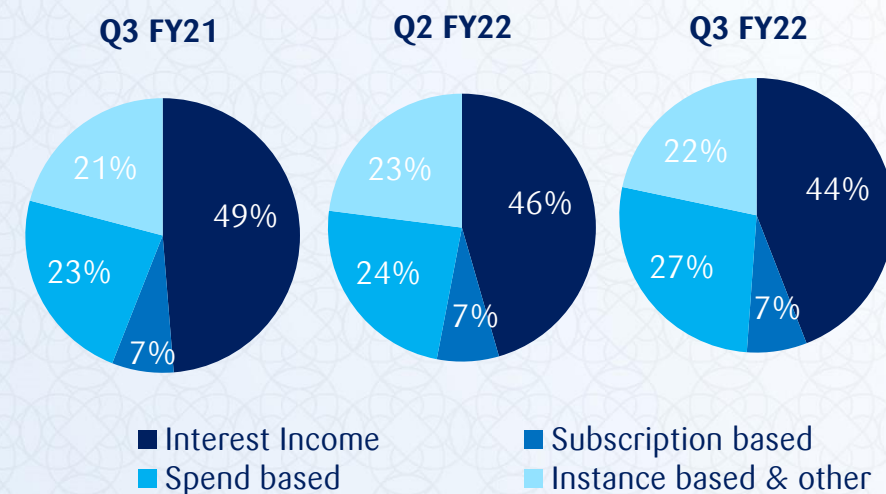


	Q3 FY21	Q2 FY22	Q3 FY22	YoY	9M FY21	9M FY22	YoY
Interest Income	18.2%	16.8%	16.6%	-157bps	20.4%	16.7%	-366bps
Fees and other Income	19.3%	20.1%	22.5%	329bps	16.5%	20.1%	369bps
Recoveries	1.9%	1.7%	1.8%	-11bps	1.4%	1.6%	24bps
Total Revenue	39.4%	38.7%	41.0%	161bps	38.2%	38.5%	27bps
Finance Costs	4.0%	3.6%	3.6%	-43bps	4.2%	3.5%	-69bps
Operating Costs	20.9%	19.8%	22.4%	155bps	17.7%	19.8%	209bps
Earnings before Credit Costs	14.4%	15.2%	14.9%	50bps	16.3%	15.1%	-114bps
Credit Costs	10.1%	8.5%	8.2%	-188bps	10.5%	8.7%	-186bps
PBT	4.4%	6.7%	6.8%	238bps	5.7%	6.5%	72bps
Taxes	1.1%	1.7%	1.7%	60bps	1.5%	1.7%	18bps
ROAA	3.3%	4.9%	5.0%	179bps	4.3%	4.8%	54bps
Avg Assets/Avg Equity	4.3	4.1	4.2		4.3	4.2	
ROAE	13.8%	20.1%	21.2%	742bps	18.5%	20.0%	147bps

Revenue



Composition Revenue from operations



	Q3 FY21	Q2 FY22	Q3 FY22	YoY	9M FY21	9M FY22	YoY
Revenue from Operations	2,408	2,576	2,889	20%	6,977	7,827	12%
Other Income ^{\$}	131	119	250	90%	268	458	71%
Total Revenue	2,540	2,695	3,140	24%	7,245	8,285	14%
Finance Costs	261	254	277	6%	800	760	-5%
Net Revenue	2,279	2,441	2,863	26%	6,446	7,525	17%
Interest Income Yield [#]	18.6%	18.0%	17.9%	-72 bps	21.1%	18.0%	-309 bps
Cost of Funds [*]	6.1%	5.5%	5.4%	-69 bps	6.3%	5.3%	-98 bps
Net Interest Margin	14.5%	14.1%	14.0%	-49 bps	16.7%	14.1%	-255 bps

^{\$} Other income includes provision write back of Rs. 108 Cr in Q3 FY22 due to GST refund.

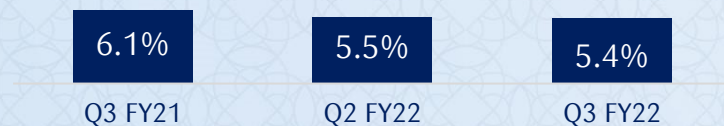
[#] Interest Income yield is based on interest income from card holders (excluding Interest income on investments, deposits & others). Interest income on investments, deposits & others earlier part of Other Income now reclassified to Revenue from Operation (Interest Income).

^{*}Cost of funds calculated by adding lease liabilities, included in other liabilities, to borrowings. Finance costs includes interest on lease. Accrued interest payable was part of other liabilities in Dec'20, now included under borrowings.

Borrowings & Capital Adequacy



Cost of funds



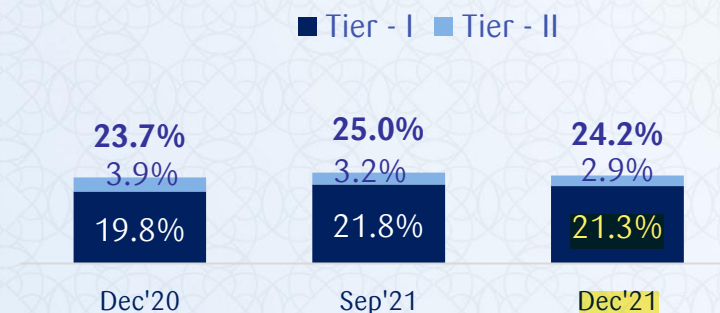
Leverage



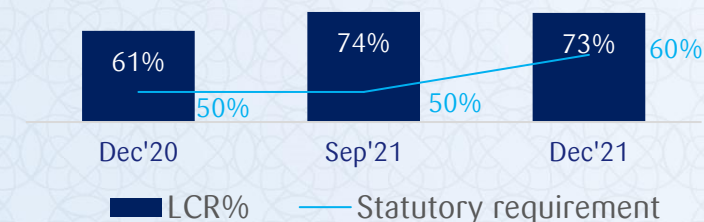
Borrowing Composition



Capital Adequacy Ratio



Liquidity Coverage Ratio



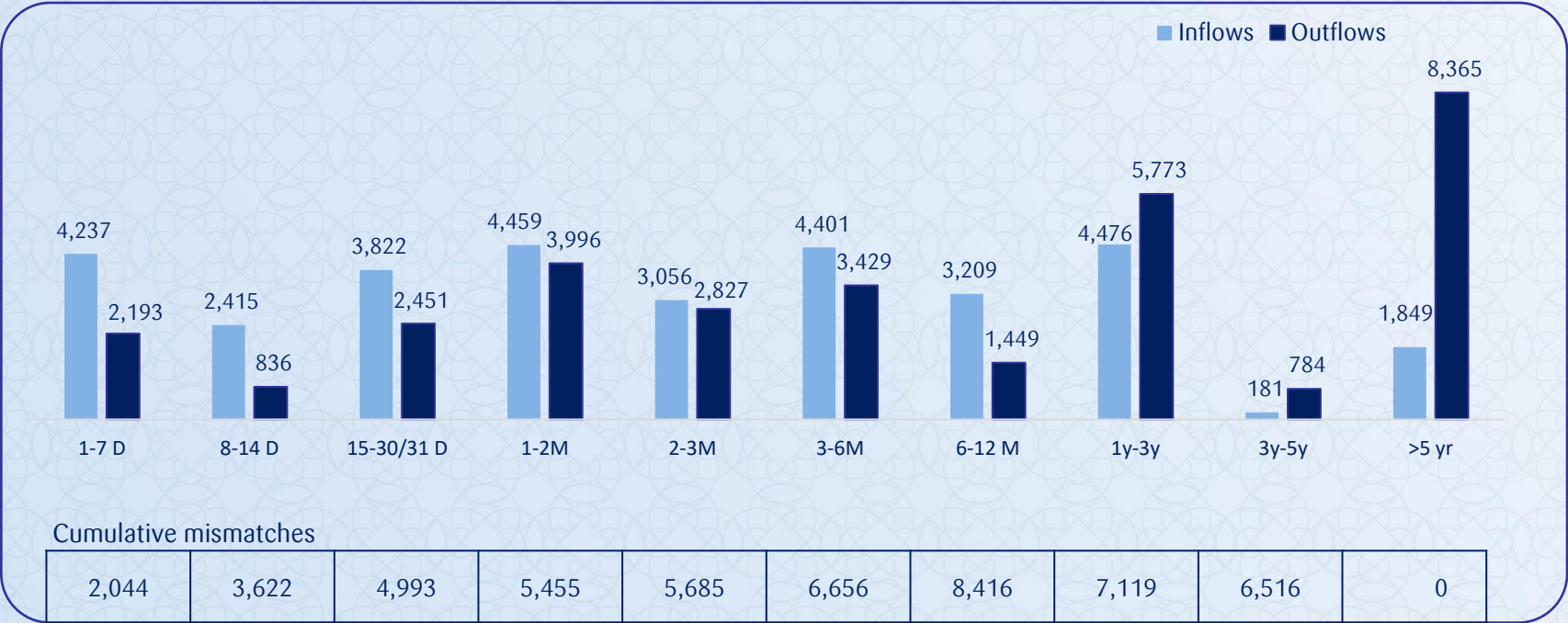
Credit Ratings :

- Short Term : A1+ by CRISIL & ICRA
- Long Term : AAA/Stable by CRISIL & ICRA

- Cost of funds calculated by adding lease liabilities, included in other liabilities, to borrowings. Finance costs includes interest on lease Accrued interest payable was part of other liabilities in Dec'20, now included under borrowings.
- Leverage = Liabilities / Tier 1 Equity

Structural Liquidity (ALM)

Asset Liability Maturity profile – Dec’21

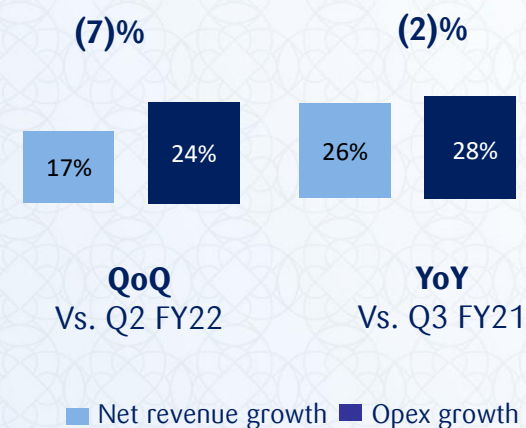


- Well matched ALM
- ₹6,457 Cr (32%) of sanctioned bank lines unutilized and available for draw down as at Dec’21

Operating Costs



Operating Leverage



	Q3 FY21	Q2 FY22	Q3 FY22	YoY	9M FY21	9M FY22	YoY
Employee Cost	132	115	121	-8%	367	352	-4%
Depreciation	31	40	37	18%	89	109	23%
Other operating expenses	1,185	1,229	1,561	32%	2,905	3,806	31%
Operating Costs	1,348	1,383	1,719	28%	3,361	4,268	27%
Cost to Income %	59.1%	56.7%	60.0%	90 bps	52.1%	56.7%	457 bps

CSR expenses grouped under other operating expenses

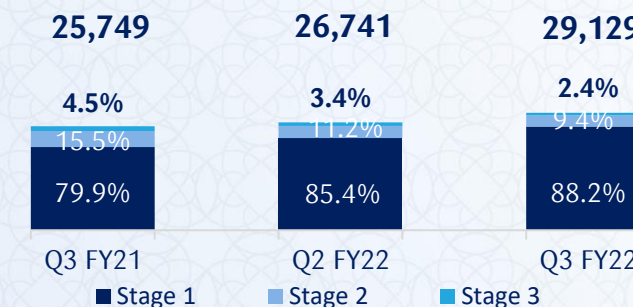
Asset Quality



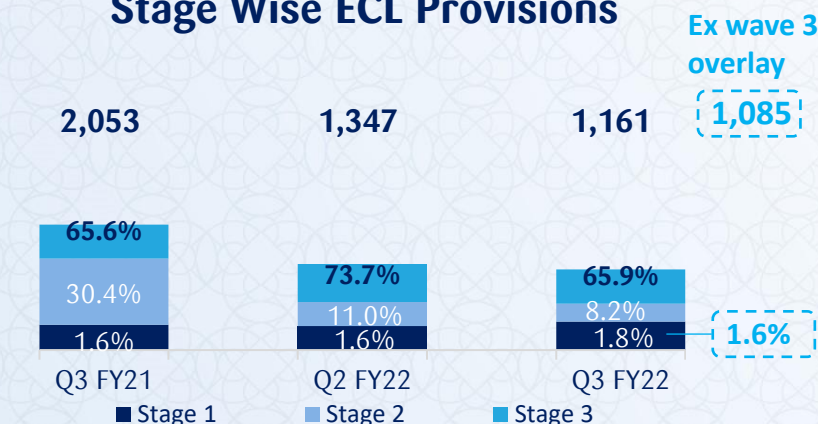
	Q3 FY21	Q2 FY22	Q3 FY22	YoY	9M FY21	9M FY22	YoY
Impairment and losses	648	594	625	-4%	1,995	1,865	-7%
Gross Credit Costs *	648	594	625	-4%	1,995	1,865	-7%
Recoveries	(125)	(118)	(140)	12%	(260)	(346)	33%
Net Credit Costs	524	476	486	-7%	1,735	1,519	-12%
Gross Credit Cost %	10.4%	9.3%	9.0%	-147bps	10.9%	9.4%	-151bps
Net Credit Cost %	8.4%	7.4%	7.0%	-147bps	9.5%	7.7%	-184bps
ECL %	8.0%	5.0%	4.0%	-399bps	8.0%	4.0%	-399bps
GNPA	4.51%	3.36%	2.40%	-211bps	4.51%	2.40%	-211bps
NNPA	1.60%	0.91%	0.83%	-77bps	1.60%	0.83%	-77bps
PCR	65.6%	73.7%	65.9%	37bps	65.6%	65.9%	37bps

Gross credit costs include additional wave 3 overlay of ₹ 76 Cr in Q3 FY22, Gross credit costs ex-wave 3 overlay at 7.9%
 Stage 1 NEA has increased by ₹ 2,840 Cr, Stage 1 ECL (ex wave 3 overlay) has increased by ₹ 42 Cr
 Stage 1 ECL rate (ex wave 3 overlay) at 1.6%, same as Q2 FY22

Stage Wise NEA



Stage Wise ECL Provisions



ECL Provisions

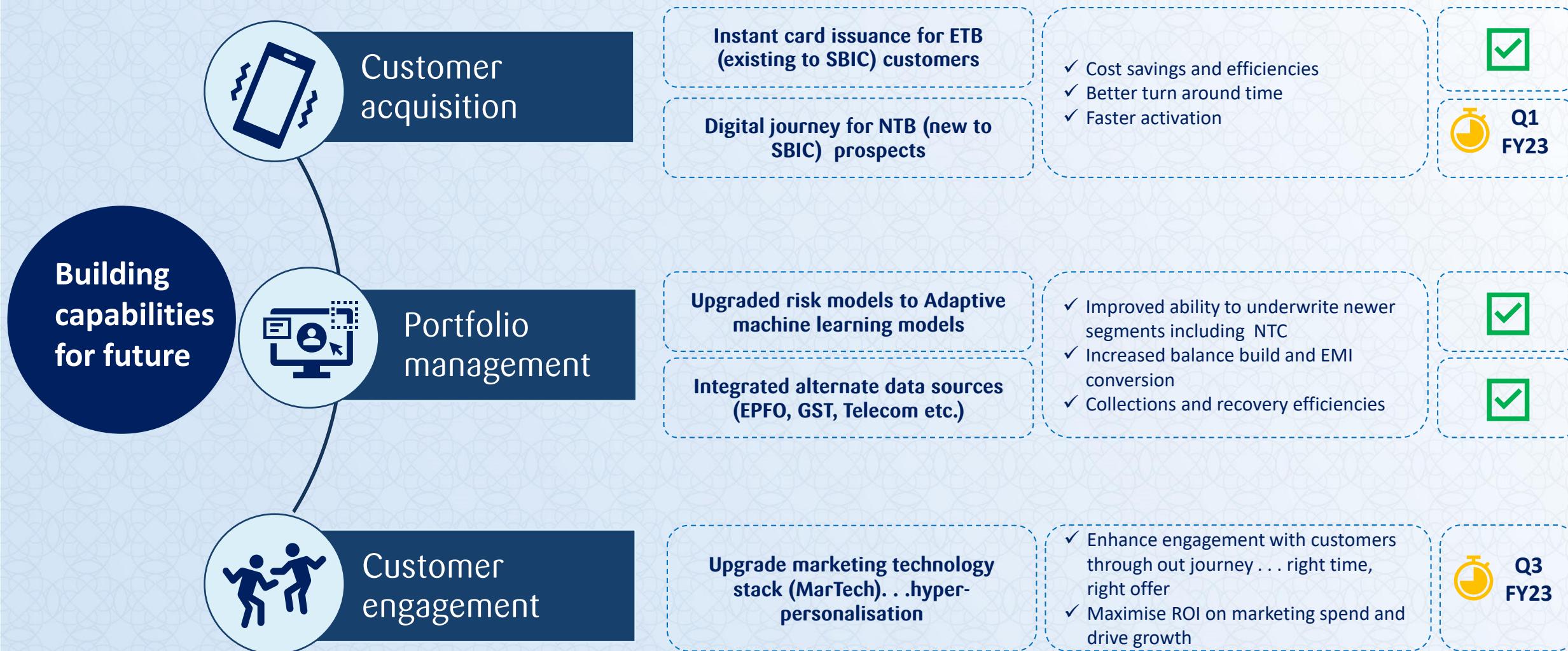


* Gross credit costs include accelerated write offs of Rs. 226 Cr with corresponding provision release of the same amount in Q3 FY22

GNPA and NNPA for previous year on basis of proforma GNPA/ NNPA

Impairment losses and Credit costs include net loss on derecognition of financial instruments under amortized category

Investing for Digital Transformation



Our Sustainability Direction

Our Purpose

Transform in a sustainable and inclusive business in the best interest of all stakeholders

Our Approach to ESG

- Embracing our responsibility to help address environmental, social and economic challenges
- ESG performance integration to delivery of our goals & strategy

Focusing on 16 priority areas to make a difference

ENVIRONMENTAL

Climate Change

Waste reduction & recycling

Energy Consumption

SOCIAL

Colleague Health & Safety

Inclusion & Diversity

Colleague Attraction & Retention

Consumer Financial Protection

Employee Learning & Development

Employee Engagement & Welfare

GOVERNANCE

Business Ethics

Anti-Corruption & Bribery

Risk Management and Compliance

Responsible Digitalization

Responsible Selling practices

Innovative Technologies and Products

Data Privacy & Security



ESG Index Scores

**Dow Jones
Sustainability
Index**

37 ↑

(Prev. Yr. – 11)

Sustainalytics

25.8

Medium Risk

CRISIL

65

Scored higher than
financial sector median

Creating Value with ESG



Environmental



2.5 Lac+ Trees Saved

(From FY'18 to FY'22 (till Dec'21))

Through paperless communication with customers

FY'18	FY'19	FY'20	FY'21	FY'22 (till Dec)
29,381	39,664	55,434	69,747	62,890

30,000

Tree saplings planted in Aravalli Hills and Delhi/ NCR

Effective waste management: separate trash containers installed In Head Office for organic & inorganic waste categories

9 villages in Nuh District

Supported with creation of water security –

- ✓ Constructing 24 rain harvesting structures
- ✓ 50 farmers will be equipped with sprinkler systems

Inclusion & Diversity

28% Women in total employees & **31%** in senior leadership

“Celebrating Our People” week celebrated with various engagement events for employees

Diversity Management training conducted for Leadership Team, HR Team Leaders-Mid level

Colleague Attraction & Retention

Introduced flexible working shifts/ hours for employees

Job evaluation & salary benchmark survey-initiated organization wide.

Well-structured senior leadership connects every month across location offices

Employee Engagement & Welfare

Wellness sessions conducted for Employees on Mental Health

Engagement activities during festival season across all locations

100%

Training penetration of Improper Payments to all employees.

Vigilance Awareness Week

celebrated with various awareness sessions, quiz and integrity pledge for all employees

ISO 31000:2018

Certification for Risk Management Practices received in Oct'21

Innovative Technologies & Digitization

- ✓ Integration with YONO Mobile app thus increasing digital sourcing
- ✓ Digitally enabled process to fetch customer's KYC via Digi locker channel
- ✓ More self-service features on website, mobile app & expansion of WhatsApp channel

Serving Communities

Skill Development & Education

Initiated projects:

- ✓ CoE for 1200 women at Govt. Girls College providing training on two telecom sector roles – In-store promoter & customer care executive
- ✓ Supporting future classrooms for Grad 6-8 classrooms in 40 govt. schools involving digital upgradation of classrooms, Teachers training by google certified trainers, and ensuring integration of digital learning in schools
- ✓ Establish 25 Tinkering Labs in Govt. Schools across Delhi NCR & Haryana helping help children understand concepts of Coding, Science and Mathematics by practical applications.

HealthCare & Disaster Management

- ✓ Supported for child heart care equipments & ICU expansion in Sai Sanjeevani Hospital, Palwal to treat underprivileged children free of cost
- ✓ Supported for 35,000 Antigen Test Kit's as an aid to the District Administration Gurugram considering rapid increase In Omicron Covid cases

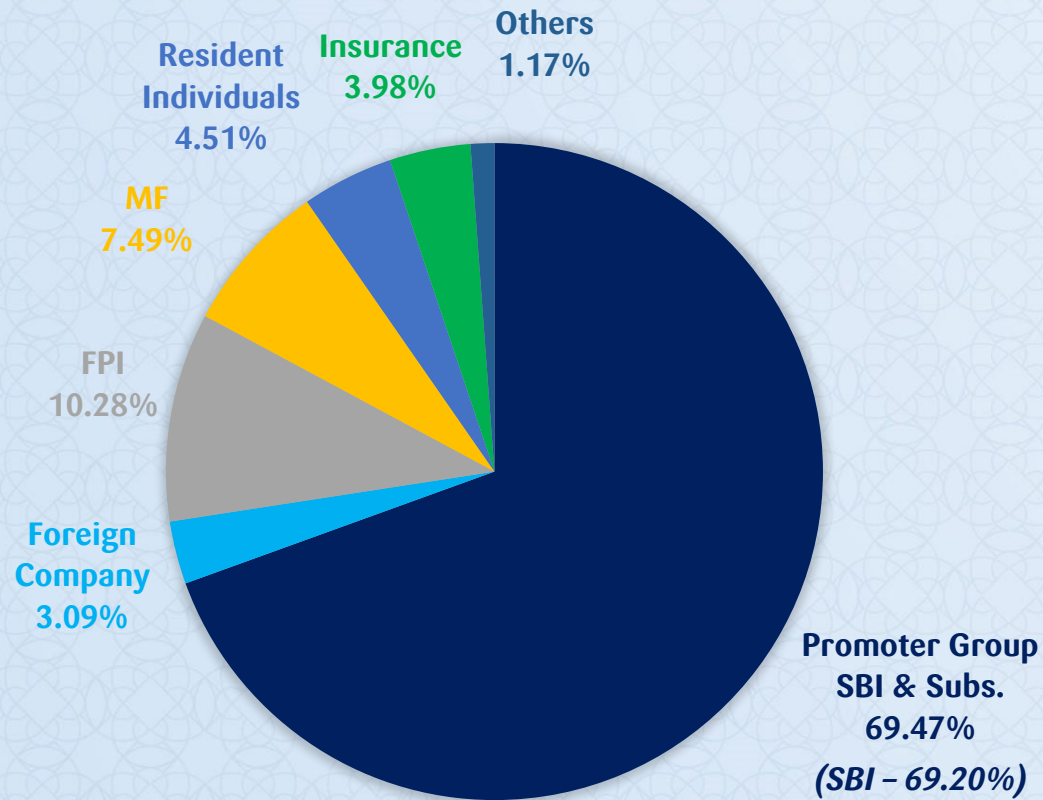
Governance



Shareholders Summary



Shareholding pattern, 31st December 2021



Top 20 Shareholders as on 31st December 2021

S. No	Name of Shareholder	%
1	State Bank Of India	69.20
2	CA Rover Holdings	3.09
3	Life Insurance Corporation Of India	1.71
4	Life Insurance Corporation Of India - P&GS Fund	1.68
5	Government Pension Fund Global	0.72
6	RWC Emerging Markets Equity Master Fund Limited	0.57
7	Kotak Flexicap Fund	0.44
8	Vanguard Emerging Markets Stock Index Fund, A Series Of Vanguard International Equity Index Funds	0.42
9	Vanguard Total International Stock Index Fund	0.40
10	Robeco Capital Growth Funds	0.40
11	Mirae Asset Large Cap Fund	0.38
12	Nippon Life India Trustee Ltd-A/C Nippon India Large Cap Fund	0.35
13	Societe Generale – ODI	0.33
14	ICICI Prudential Long Term Equity Fund Tax Savings	0.32
15	Motilal Oswal Flexi Cap Fund	0.29
16	RWC Funds - RWC Global Emerging Markets Fund	0.29
17	ICICI Prudential Life Insurance Company Limited	0.27
18	Mirae Asset Emerging Bluechip Fund	0.27
19	SBI Life Insurance Co. Ltd.	0.27
20	Nippon Life India Trustee Ltd-A/C Nippon India Multi Cap Fund	0.27

Annexures



P&L Summary



P&L	Q3 FY21	Q2 FY22	Q3 FY22	YoY	9M FY21	9M FY22	YoY
Interest Income	1,173	1,173	1,273	9%	3,864	3,600	-7%
Income from fees and services	1,107	1,244	1,457	32%	2,794	3,800	36%
Service Charges	44	36	37	-14%	99	97	-2%
Business development incentive income	82	121	121	46%	214	327	53%
Insurance commission income	2	2	1	-48%	6	4	-35%
Net gain on fair value changes	-	0	-	-	0	-	-
Total Revenue from operations	2,408	2,576	2,889	20%	6,977	7,827	12%
Total Other Income	131	119	250	90%	268	458	71%
Total Income/Revenue	2,540	2,695	3,140	24%	7,245	8,285	14%
Finance costs	261	254	277	6%	800	760	-5%
Net loss on derecognition of financial instruments under amortized cost category	-	-	-	*n.c.	-	2	*n.c.
Impairment losses & bad debts	648	594	625	-4%	1,995	1,863	-7%
Employee benefits & Expenses	132	115	121	-8%	367	352	-4%
Depreciation, amortisation & impairment	31	40	37	18%	89	109	23%
Operating & Other expenses	1,185	1,229	1,561	32%	2,905	3,806	31%
Total expenses	2,257	2,231	2,621	16%	6,156	6,892	12%
Profit before tax	283	464	519	83%	1,089	1,393	28%
Profit after tax	210	345	386	84%	809	1,035	28%

Interest income on investments, deposits & others earlier part of Other Income now reclassified to Revenue from Operation (interest Income)
CSR expenses reclassified to operating expenses

Balance Sheet Summary



Balance Sheet	Mar'21	Dec'21	Variance%
Assets			
Loans (Net)	23,459	27,969	19%
Cash & Bank Balances	720	819	14%
Investments	958	1,236	29%
Other Financial Assets	269	279	3%
Total Financial Assets	25,406	30,302	19%
PP&E, Intangible & Right of use assets	318	425	34%
Deferred Tax Assets	395	293	-26%
All other non-financial Assets	886	1,085	22%
Total non-financial Assets	1,600	1,803	13%
Total Assets	27,006	32,105	19%
Liabilities and equity			
Equity Share Capital	941	943	0%
Other Equity	5,362	6,453	20%
Total Equity	6,302	7,396	17%
Borrowings	17,895	21,049	18%
All other financial liabilities	1,717	2,507	46%
Total financial liabilities	19,612	23,557	20%
Provisions	455	487	7%
Other non-financial liabilities	638	664	4%
Total non-financial liabilities	1,092	1,151	5%
Total liabilities and equity	27,006	32,105	19%

Recent Developments



Launch of SBI Card PULSE

SBI Card has launched first-of-its-kind fitness & wellness focused credit card - 'SBI Card PULSE'. The card has been thoughtfully designed with unique features and benefits to complement cardholders' proactive approach towards health and wellness.

SBI Card PULSE comes with industry first feature of Smartwatch as a welcome gift.

Launch Date: 14 Dec '21



Launch of TATA Card on Visa network

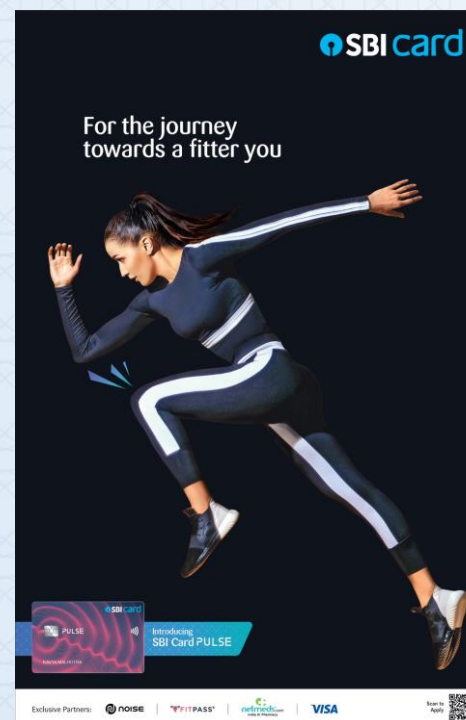
SBI Card has launched its white labeled cobrand product with TATA with 6 variants on Visa network. This strategic partnership will enhance the reach of the product.

Launch Date: 2 Nov '21



SBI Card PULSE – Ad Campaign

Launched SBI Card PULSE's first print campaign across top metro cities, through jacket ads in leading publications.



Scan to Apply



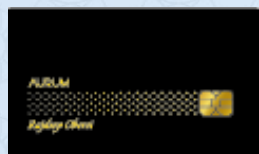
Product Brief



Super Premium

Core Cards

Co-Brand Cards



AURUM



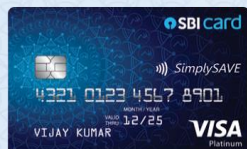
SBI Card Elite



SBI Card PRIME



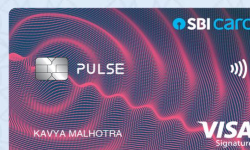
SimplyCLICK SBI Card



SimplySAVE SBI Card



Doctor's SBI Card



SBI Card Pulse



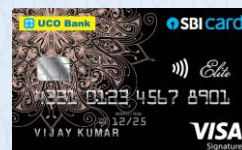
Shaurya Select SBI Card



SBI Card Unnati



Central Bank SBI Card



UCO Bank SBI Card



City Union Bank SBI Card



Karnataka Bank SBI Card

Banking

Retail

Travel



Lifestyle Home Centre SBI Card



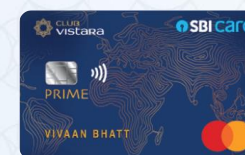
fbb Style Up SBI Card



Tata Card



Paytm SBI Card SELECT



Club Vistara SBI Card PRIME



Air India SBI Signature Card



BPCL SBI Card OCTANE



IRCTC SBI Card Premier



OLA Money SBI Card



Etihad Guest SBI Premier Card



Yatra SBI Card

Glossary



Term	Description
New Accounts	Sum of all accounts opened in a reporting period.
Card-in-force	Sum of all credit cards issued by us, including suspended credit cards that may be reactivated in future, net of cancelled and deactivated credit cards.
Spends	Total card spends constitutes the aggregate notional amounts transacted by our cardholders in a reporting period.
Receivables	Total credit card receivables outstanding from our cardholders at end of the reporting period.
Market share – CIF	Market share of total cards outstanding is calculated by dividing our total cards outstanding by the industry-wide total cards outstanding, as obtained from data published by the RBI.
Market share – Spends	Market share of total card spends is calculated by dividing our total card spends by the industry-wide total card spends, as published by the RBI, for the reporting period.
Averages	2-point average for quarter, 4-point average for nine months and 5-point for yearly calculations
Spends per card	Average card spends per cards outstanding is calculated by dividing our total card spends by the average total cards outstanding for the period (annualized)
Average loans per cards	Average loans per cards outstanding is calculated as total loans at the end of the reporting period divided by total cards at the end of the reporting period.
Yield %	Calculated as interest income from cardholders divided by average receivables for the period (annualized)
COF %	Calculated as total finance costs for the period divided by average borrowings (including lease liabilities) for the period (annualized)
Cost to Income %	We calculate our cost to income ratio as operating and other expenses divided by total income after subtracting Finance cost.
ROAA	Calculated as net profit divided by average total assets for the period (annualized)
ROAE	Calculated as net profit divided by the average shareholders' equity for the period (annualized)
EPS	Earning per share is for the period and not annualized
Shareholders' equity	Shareholders' equity is defined as sum of share capital, reserves and surplus excluding reserves created out of amalgamation

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Thank You

 **SBI card**

