

July 28, 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

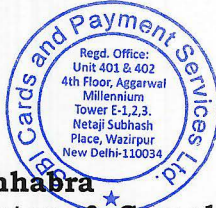
In compliance with the provisions of Regulation 30 read with Schedule III Part A of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith a copy of presentation made for Analysts/Investors on Financial Results of the Company for the quarter ended June 30, 2022.

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.

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

Q1 FY23

July 28, 2022



Q1 FY23 Business Highlights



Strong business performance driving higher profits PAT ₹ 627 Cr, ▲ 106% YoY

Sustained business growth

- New accounts at 900K+, ▲ 48% YoY
- Spends at ₹ 59,600 Cr+ ▲ 79% YoY
- Receivables at ₹ 33,215 Cr, ▲ 36% YoY

Robust financials

- Total revenue at ₹ 3,263 Cr, ▲ 33% YoY
- PAT at ₹ 627 Cr, ▲ 106% YoY
- ROAA at 7.0%, ▲ 247 bps YoY and ROAE at 30.8%, ▲ 1217 bps YoY

Healthy asset quality

- GNPA at 2.24%, ▼ 167 bps YoY and NNPA at 0.79%, ▼ 9 bps YoY
- Healthy capital adequacy, CAR at 24.7%, Tier 1 at 21.5%

New initiatives

- Cobrand with Aditya Birla Finance
- End to end digital customer acquisition (Project Sprint)

Executive Summary Q1 FY23 (vs Q1 FY22)



Profitable operations

PAT ₹ 627 Cr, ▲ 106% YoY

Market Share (FY23)*

Cards in force 18.4% (FY22 18.7%), Spends 18.6% (FY22 19.2%), Transactions 18.7% (FY22 19.8%)

Growing Portfolio

▲ 19% YoY in cards, ▲ 79% YoY in spends, ▲ 36% YoY in receivables

Asset Quality

GNPA @ 2.24%, NNPA @ 0.79%

Adequate liquidity

Diversified borrowings mix, adequate banking limits available.
Healthy CAR @ 24.7%, T-1 @ 21.5%

PAT
627

▲ 106%/ ▲ 8 %

ROAA
7.0%

▲ 247 bps/ ▲ 5 bps

ROAE
30.8%

▲ 1217 bps/ ▲ 44 bps

CAR
24.7%

▼ 141 bps/ ▲ 83 bps

Receivables
33,215

▲ 36%/ ▲ 6 %

NNPA
0.79%

▼ 9 bps / ▲ 1 bps

Cards in Force
1.43 Cr

▲ 19%/ ▲ 4%

Spends
59,671

▲ 79%/ ▲ 10%

▲/ ▼ Represents YoY growth over Q1 FY22

▲/ ▼ Represents QoQ growth over Q4 FY22

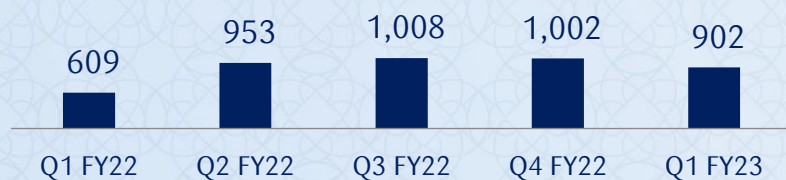
GNPA 2.24% in Jun'22 vs 3.91% in Jun'21 and 2.22% in Mar'22

*As per RBI report available till May'22

Key Trends



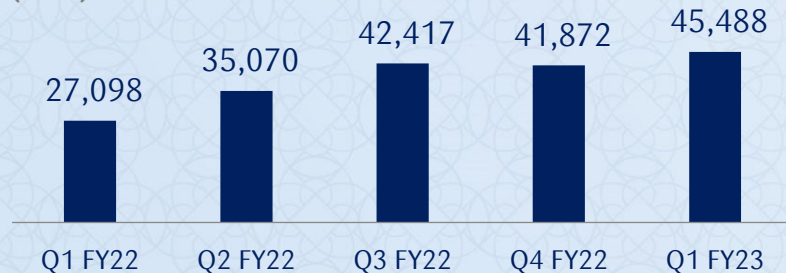
New Accounts
(‘000)



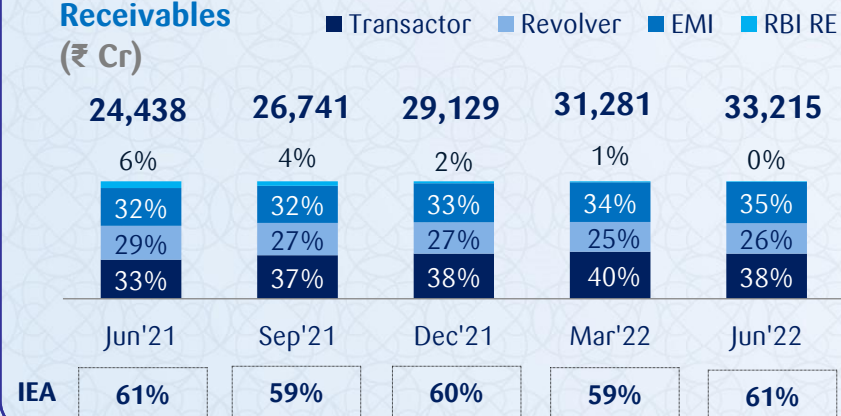
Corporate Spends
(₹ Cr)



Retail Spends
(₹ Cr)



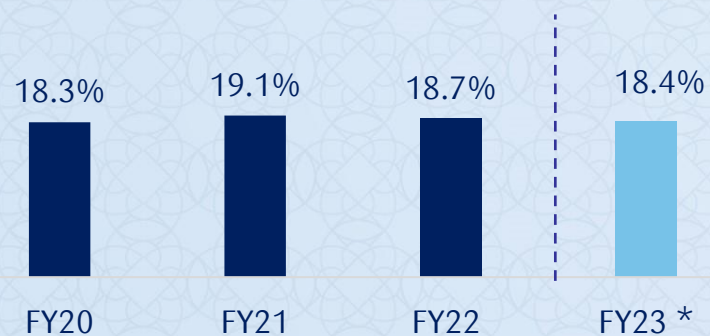
Receivables
(₹ Cr)



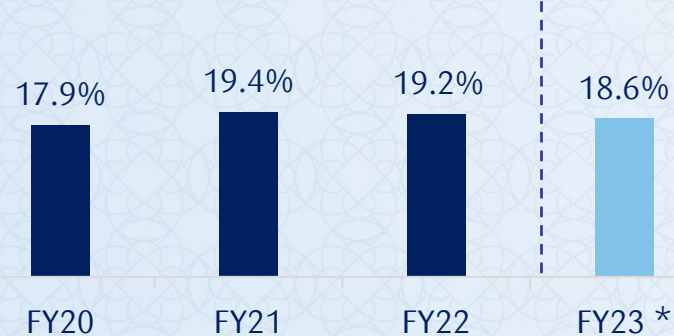
IEA, Interest earning assets = EMI + Revolver

Dominant credit card player in India

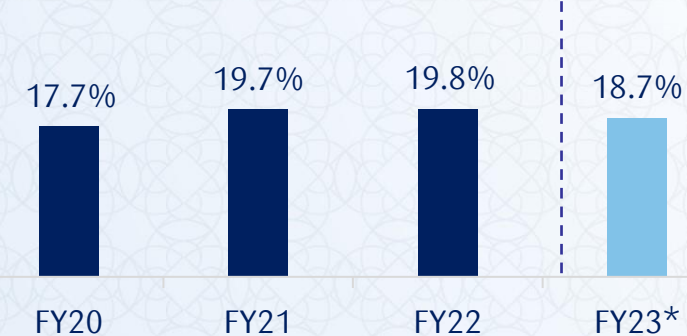
Cards in force



Spends



Transactions



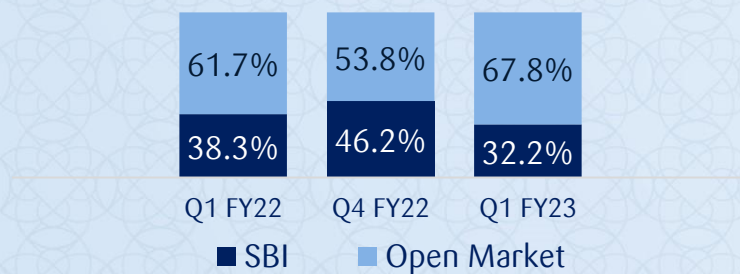
New Accounts and Cards-in-force



New Accounts ('000)



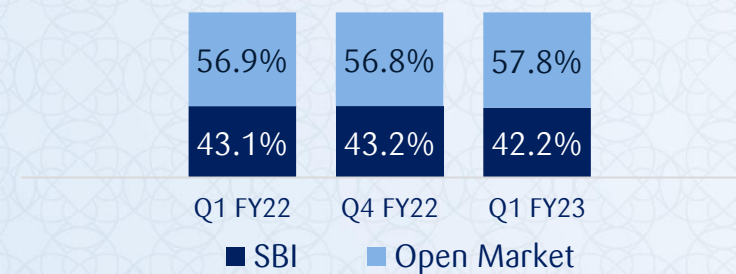
Channel wise Split



Cards-in-force ('000)



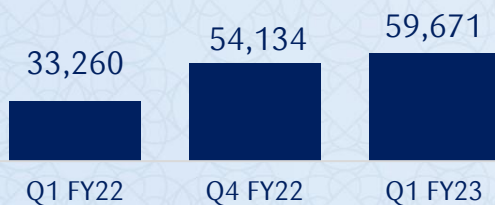
Channel wise Split



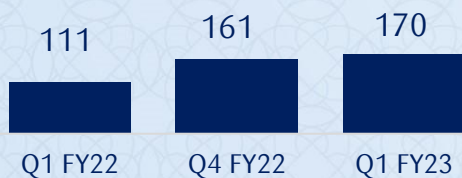
Portfolio Growth



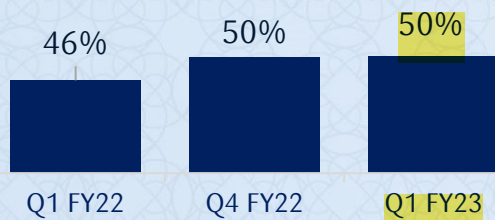
Spends (₹ Cr)



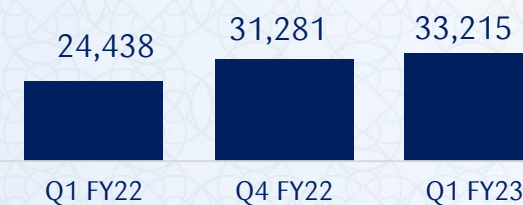
Spend per Avg Card (₹ '000)



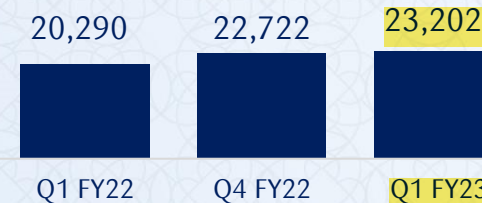
30 day spend active rate %



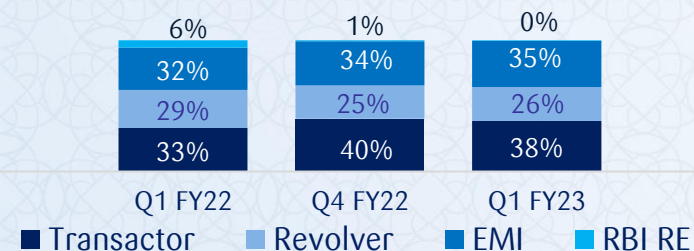
Receivables (₹ Cr)



Receivable per Card (₹)



Receivable Mix %

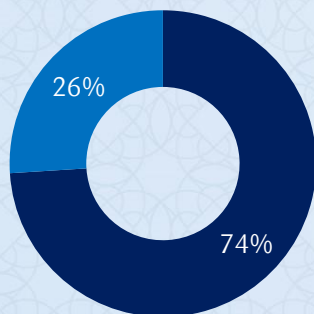


Portfolio Insights



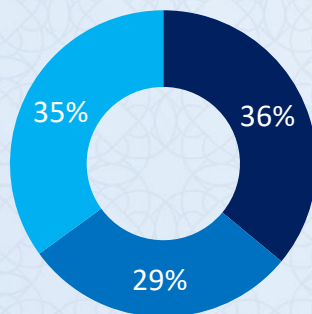
New Sourcing
For Q1 FY23

Occupation



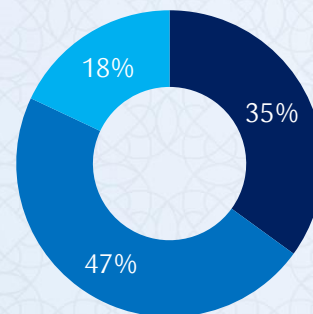
■ Salaried ■ Self Employed

Salaried Category



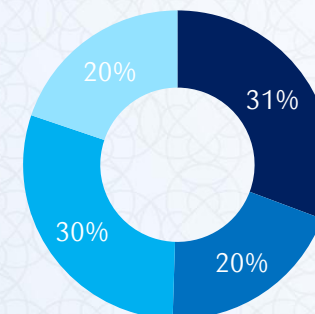
■ Govt/PSU ■ Cat A ■ Cat B

Age profile



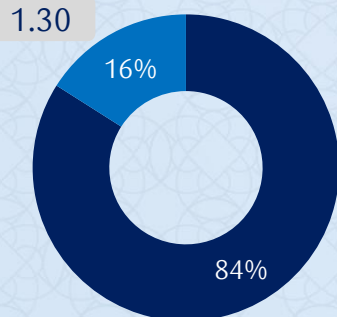
■ Under 30 ■ 31-45 ■ >45

By City Tier

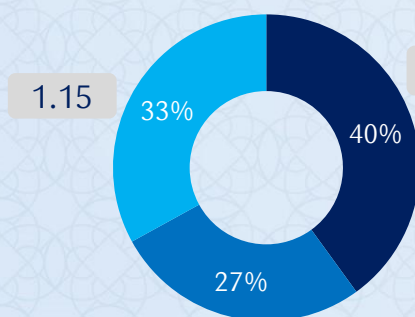


■ Tier 1 ■ Tier 2 ■ Tier 3 ■ Others

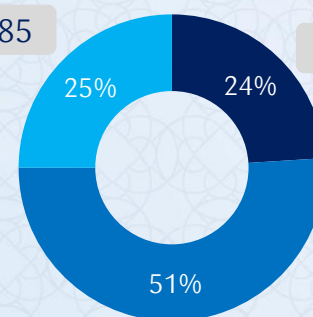
Cards- in- Force
As on 30th Jun 2022



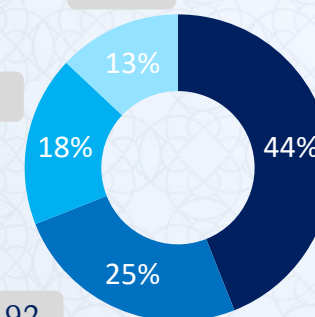
■ Salaried ■ Self Employed



■ Govt/PSU ■ Cat A ■ Cat B



■ Under 30 ■ 31-45 ■ >45



■ Tier 1 ■ Tier 2 ■ Tier 3 ■ Others

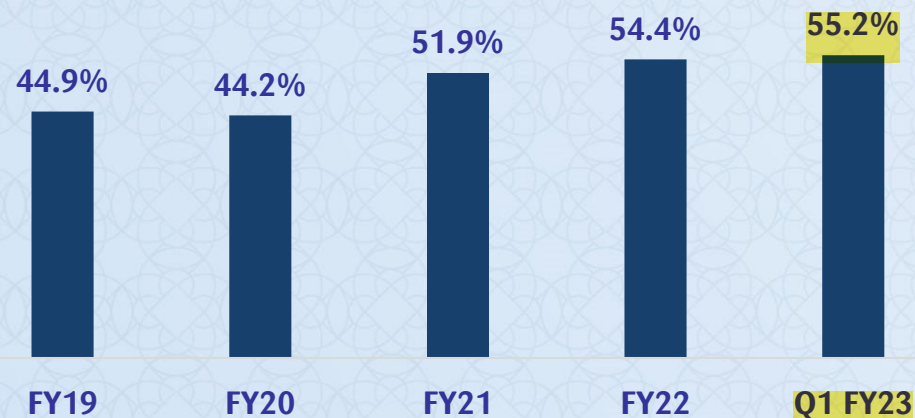
Indexed 30+ delinquency

Self employed new sourcing primarily from SBI Sourcing

Retail Spends Insights



Online Spend %



| Spends Categories | | Total Spends | % Growth^ | | Q1 FY23 Vs DJF'20* |
|---|--|--------------|------------|---------------|--------------------------|
| | | | POS Spends | Online Spends | |
| Category 1 Departmental Stores, Health, Utilities, Education & Direct Marketing | | ▲ 7% | ▲ 6% | ▲ 8% | ▲ |
| Category 2 Consumer durables, Furnishing & Hardware | | ▲ 7% | ▼ 5% | ▲ 43% | ▲ |
| Category 3 Apparel & Jewellery | | ▼ 5% | ▲ 21% | ▼ 44% | ▲ |
| Category 4 Travel Agents, Hotels, Airline, Railways, Entertainment & Restaurant | | ▲ 31% | ▲ 24% | ▲ 37% | ▲ |

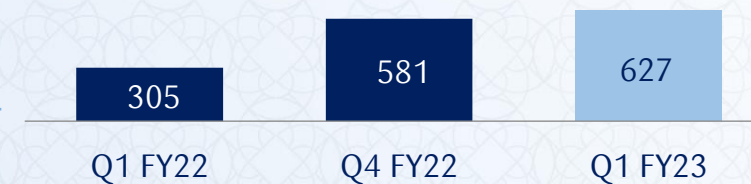
^ Q1 FY23 Over Q4 FY22 | * Total Spends of Q1 FY23 compared to Dec'19, Jan-Feb'20 : Pre-Covid Period
Category analysis excludes Fuel & Automotive Service category

Financial Results



| | Q1 FY22 | Q4 FY22 | Q1 FY23 | QoQ | YoY |
|-------------------------------------|--------------|--------------|--------------|---------|---------|
| Total Revenue | 2,451 | 3,016 | 3,263 | 8% | 33% |
| Finance Costs | 229 | 267 | 308 | 15% | 35% |
| Operating Costs | 1,166 | 1,577 | 1,663 | 5% | 43% |
| Earnings before Credit Costs | 1,056 | 1,172 | 1,291 | 10% | 22% |
| Credit Costs | 645 | 393 | 450 | 15% | -30% |
| PBT | 410 | 779 | 841 | 8% | 105% |
| Cost to Income | 52.5% | 57.4% | 56.3% | -106bps | 380bps |
| Gross NPA | 3.91% | 2.22% | 2.24% | 3bps | -167bps |
| Net NPA | 0.88% | 0.78% | 0.79% | 1bps | -9bps |
| ROAA | 4.5% | 7.0% | 7.0% | 5bps | 247bps |
| ROAE | 18.7% | 30.4% | 30.8% | 44bps | 1217bps |
| EPS ₹ (Basic) | 3.24 | 6.16 | 6.65 | 8% | 105% |

PAT



Credit costs include release of additional wave 3 overlay of ₹ 76 Cr in Q4 FY22

Explaining Returns



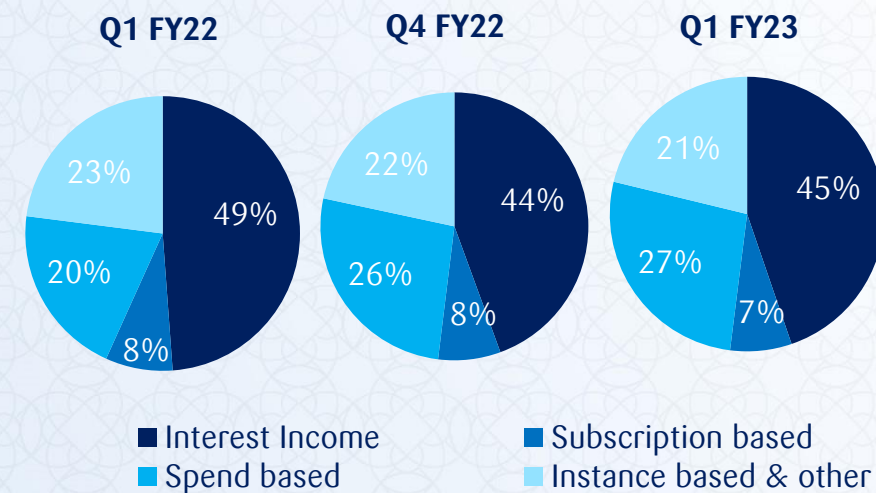
| | Q1 FY22 | Q4 FY22 | Q1 FY23 | QoQ | YoY |
|-------------------------------------|--------------|--------------|--------------|--------------|----------------|
| Interest Income | 17.2% | 15.2% | 15.5% | 35bps | -169bps |
| Fees and other Income | 18.0% | 19.1% | 19.3% | 24bps | 128bps |
| Recoveries | 1.3% | 1.9% | 1.7% | -23bps | 34bps |
| Total Revenue | 36.6% | 36.1% | 36.5% | 36bps | -6bps |
| Finance Costs | 3.4% | 3.2% | 3.5% | 25bps | 3bps |
| Net Revenue | 33.2% | 32.9% | 33.1% | 11bps | -10bps |
| Operating Costs | 17.4% | 18.9% | 18.6% | -29bps | 121bps |
| Earnings before Credit Costs | 15.8% | 14.0% | 14.4% | 40bps | -130bps |
| Credit Costs # | 9.6% | 4.7% | 5.0% | 33bps | -459bps |
| PBT | 6.1% | 9.3% | 9.4% | 7bps | 329bps |
| Taxes | 1.6% | 2.4% | 2.4% | 2bps | 82bps |
| ROAA | 4.5% | 7.0% | 7.0% | 5bps | 247bps |
| Avg Assets/Avg Equity | 4.1 | 4.4 | 4.4 | | |
| ROAE | 18.7% | 30.4% | 30.8% | 44bps | 1217bps |

Credit costs include release of additional wave 3 overlay of ₹ 76 Cr in Q4 FY22
 Credit costs / Average Assets ex release of ₹ 76 Cr in Q4 FY22 at 5.6% in Q4 FY22

Revenue



Composition Revenue from operations



| | Q1 FY22 | Q4 FY22 | Q1 FY23 | QoQ | YoY |
|--|--------------|--------------|--------------|-----------|------------|
| Revenue from Operations | 2,362 | 2,850 | 3,100 | 9% | 31% |
| Other Income | 89 | 166 | 163 | -2% | 83% |
| Total Revenue | 2,451 | 3,016 | 3,263 | 8% | 33% |
| Finance Costs | 229 | 267 | 308 | 15% | 35% |
| Net Revenue | 2,222 | 2,749 | 2,954 | 7% | 33% |
| Interest Income Yield[#] | 18.5% | 16.8% | 17.1% | 23 bps | -145 bps |
| Cost of Funds[*] | 5.2% | 4.9% | 5.1% | 25 bps | -7 bps |
| Net Interest Margin | 14.8% | 13.2% | 13.2% | -1 bps | -158 bps |

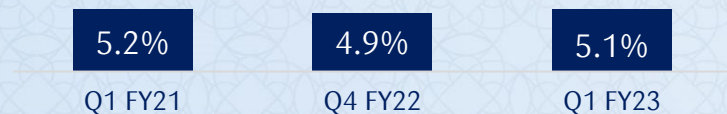
[#] Interest Income yield is based on interest income from card holders (excluding Interest income on investments, deposits & others).

^{*}Finance costs includes interest on lease. Cost of funds is calculated by adding lease liabilities, included in other liabilities, to borrowings.

Borrowings & Capital Adequacy



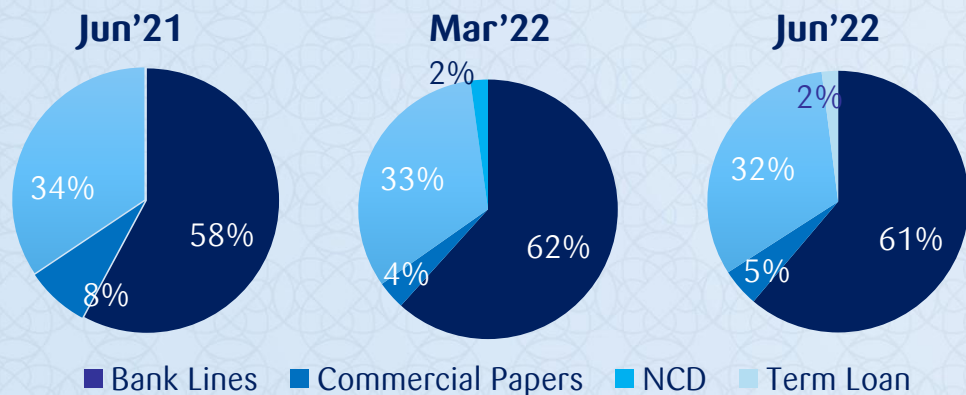
Cost of funds



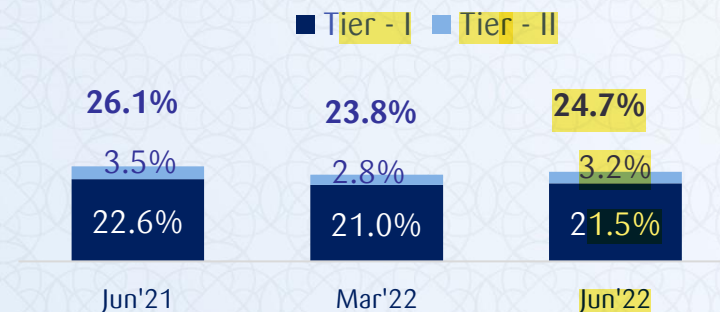
Leverage



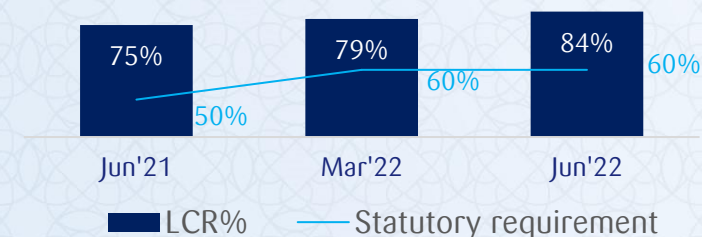
Borrowing Composition



Capital Adequacy Ratio



Liquidity Coverage Ratio



Credit Ratings :

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

Leverage = Liabilities / Tier 1 Equity

Finance costs includes interest on lease. Cost of funds is calculated by adding lease liabilities, included in other liabilities, to borrowings.

Structural Liquidity (ALM)

Asset Liability Maturity profile – Jun’22

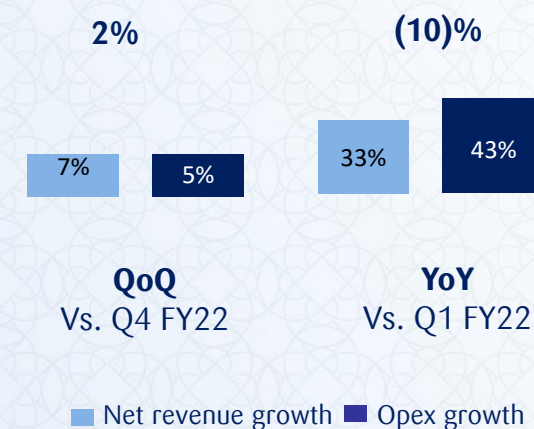


- Well matched ALM
- ₹3,659 Cr (18%) of sanctioned bank lines unutilized and available for draw down as at Jun’22

Operating Costs



Operating Leverage



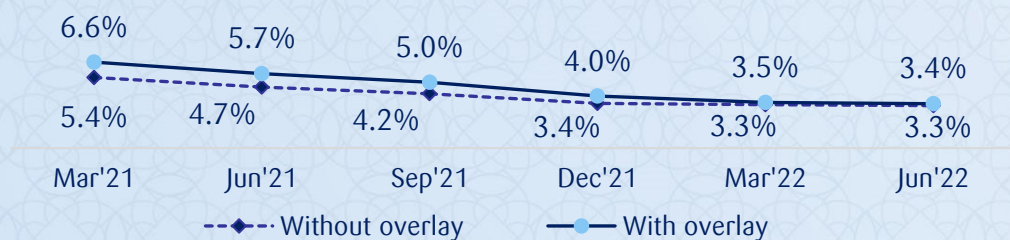
| | Q1 FY22 | Q4 FY22 | Q1 FY23 | QoQ | YoY |
|---|--------------|--------------|--------------|-----------|------------|
| Employee Cost | 116 | 121 | 139 | 15% | 19% |
| Depreciation | 33 | 39 | 39 | 0% | 20% |
| Fees and commission expense ^{\$} | 178 | 302 | 331 | 10% | 86% |
| Other operating expenses | 839 | 1,115 | 1,155 | 4% | 38% |
| Operating Costs | 1,166 | 1,577 | 1,663 | 5% | 43% |
| Cost to Income % | 52.5% | 57.4% | 56.3% | -106 bps | 380 bps |

Asset Quality

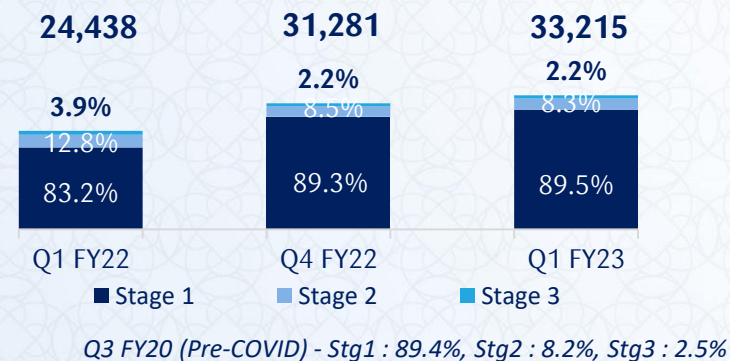


| | Q1 FY22 | Q4 FY22 | Q1 FY23 | QoQ | YoY |
|----------------------------|--------------|-------------|-------------|--------------|----------------|
| Impairment and losses | 645 | 393 | 450 | 15% | -30% |
| Gross Credit Costs | 645 | 393 | 448 | 14% | -31% |
| Recoveries | (88) | (157) | (148) | -6% | 68% |
| Net Credit Costs | 557 | 236 | 300 | 27% | -46% |
| Gross Credit Cost % | 10.4% | 5.2% | 5.6% | 35bps | -486bps |
| Net Credit Cost % | 9.0% | 3.1% | 3.7% | 60bps | -528bps |
| ECL % | 5.7% | 3.5% | 3.4% | -8bps | -230bps |
| GNPA | 3.91% | 2.22% | 2.24% | 2bps | -167bps |
| NNPA | 0.88% | 0.78% | 0.79% | 1bps | -8bps |
| PCR | 78.2% | 65.3% | 65.1% | -14bps | -1313bps |

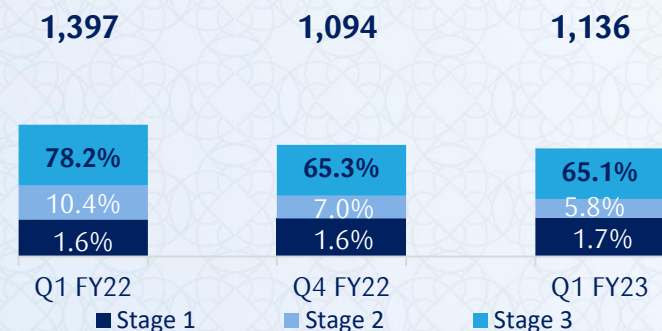
ECL Provisions



Stage Wise Receivables

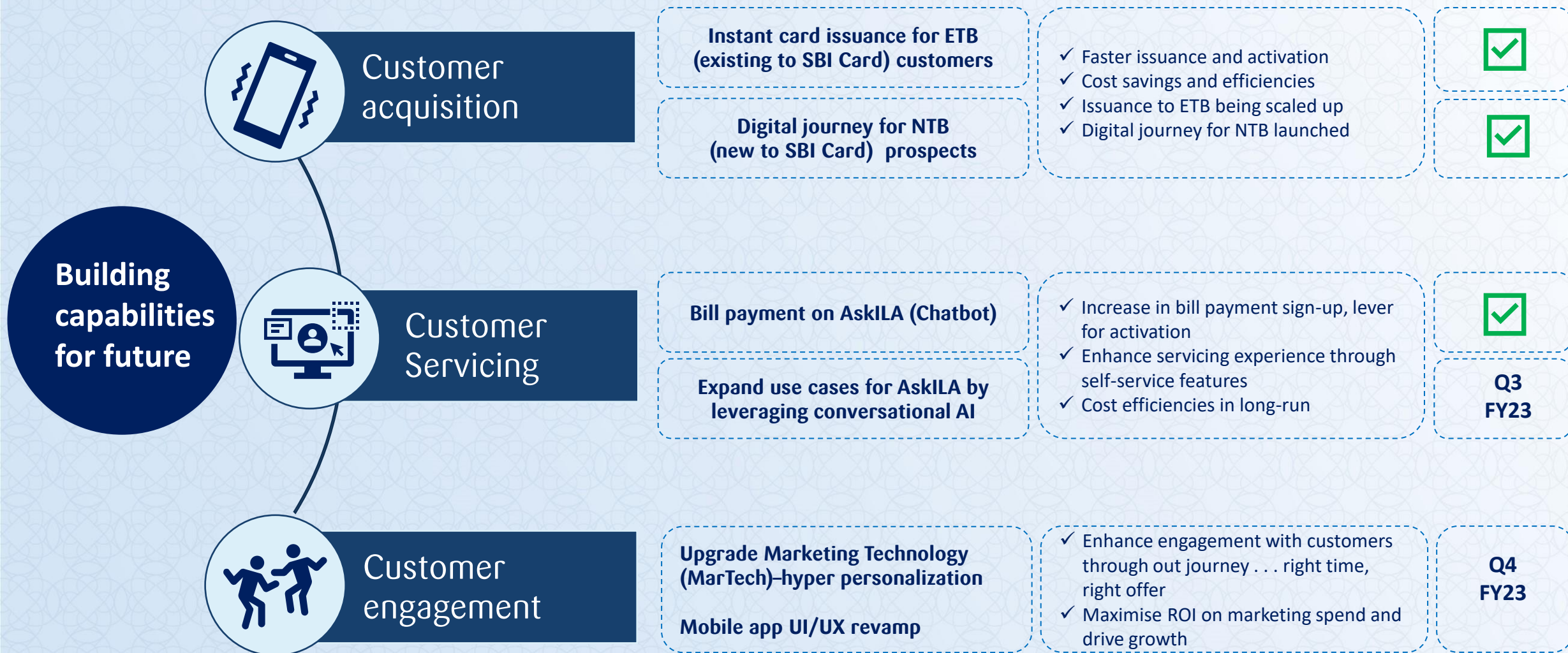


Stage Wise ECL Provisions



Credit costs include release of additional wave 3 overlay of ₹ 76 Cr in Q4 FY22
 Gross Credit costs % ex release of ₹ 76 Cr in Q4 FY22 at 6.2 %. Net Credit costs % ex release of ₹ 76 Cr in Q4 FY22 at 4.1%

Investing for Digital Transformation



Progress On Our ESG Strategy



Maturity evaluated;
Peer assessment done

Dow Jones Sustainability Index (DJSI);
Sustainalytics;
FTSE Russell

In Progress



Stakeholder consultations;
Key International Standards
Research;
Material Topics Shortlisted

Revisited Policy Framework;
Action items laid down under
each material topic

Key Initiatives Across ESG Pillars

- ✓ Women Alumni Hire Program
- ✓ Women Network Formation & Strategy Development
- ✓ Waste Segregation Methods Adoption & Measurement

- ✓ GHG Emissions Measurement Initiation
- ✓ Plastic Consumption Rationalization
- ✓ PwD Hiring Program

Our ESG Efforts



ENVIRONMENTAL

Climate Change

3.5 Lac+ Trees Saved

(From FY'18 to Q1'23)

Through paperless communication with customers

| FY'18 | FY'19 | FY'20 | FY'21 | FY'22 | FY'23 till Jun |
|--------|--------|--------|--------|---------|----------------|
| 29,381 | 39,664 | 55,434 | 69,747 | 119,718 | 36,815 |



Project Bhavnam: Begun plantation drive in Aravali's (Gurugram) with a mission of planting 30k trees by 2024

Waste Reduction & Energy Consumption

Continued awareness amongst employees on avoiding food wastage & energy saving

Energy consumption reduction measures

like installation of timer switches, stabilizers, etc undertaken in Gurgaon, Ahmedabad and Pune offices.



SOCIAL

Employee Learning & Development

Empowered 400+ employees

for their career advancement by upskilling them via Data science learning programs

6700+ learning hours

by full-time employees

Employee Engagement & Welfare

Increased to INR 5 Lacs

Insurance coverage to employees with added benefits

Wellness Session

Celebrated International Yoga Day by providing virtual Sessions on Desk Yoga to all employees

For Communities

Maternal and Child Mortality and Morbidity

Project undertaken to provide medical equipment to hospital in Palwal benefiting approx. 5,000 mothers and newborn in next 5 years

Disaster Management

Project with Round Table India Trust to support 2600 stranded families affected by floods in Assam for a month with necessities



GOVERNANCE

Corporate Governance

ESG added in Terms Of Reference of the CSR Committee; renamed as Corporate Social Responsibility & ESG Committee.

Business Ethics, Anti-corruption & Bribery

Employee Awareness

On ethical conduct, vigil mechanism policy and compliance risk reporting

100% coverage

Annual refresher on code of conduct and conflict of disclosure for employees

Compliance Open Forum

Open Interaction opportunity for employees for interaction with Compliance Leader

Responsible Digitalization

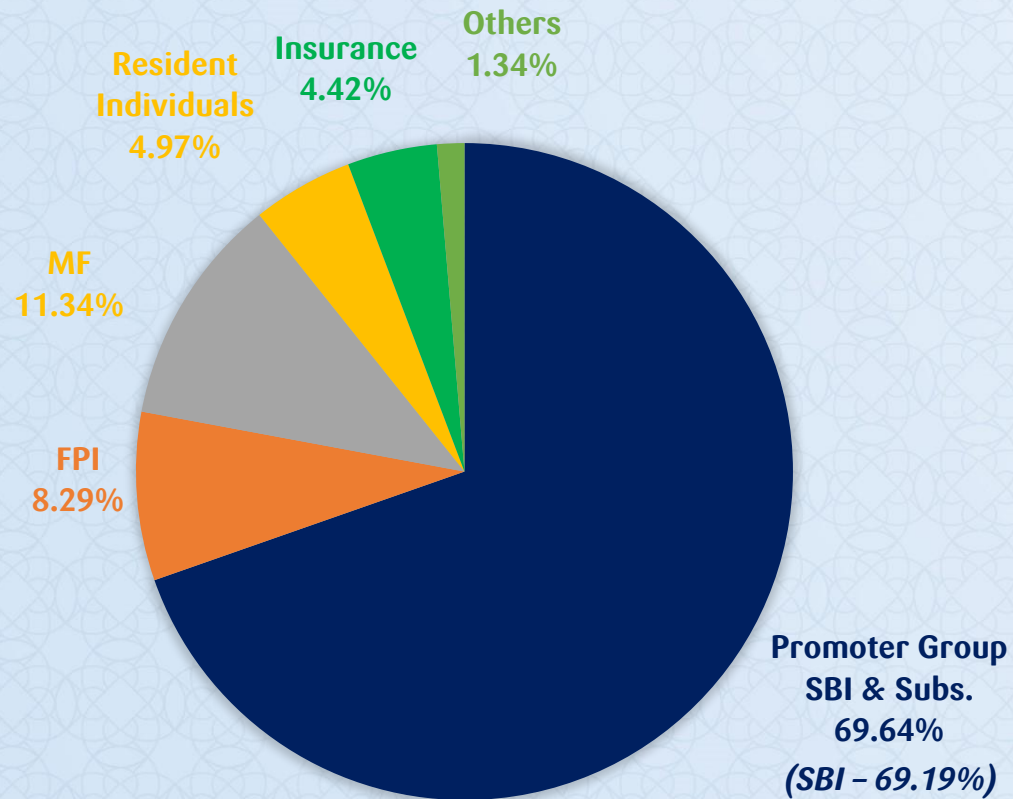
Leveraging advanced technology

For newer ways of fraud controls amongst new & existing card users

Shareholders Summary



Shareholding pattern, 30th June 2022



Top 20 Shareholders as on 30th June 2022

| S. No | Name of Shareholder | % |
|-------|--|-------|
| 1 | State Bank Of India | 69.19 |
| 2 | Life Insurance Corporation of India | 1.74 |
| 3 | Life Insurance Corporation Of India - P&GS Fund | 1.69 |
| 4 | Government Pension Fund Global | 0.77 |
| 5 | Mirae Asset Large Cap Fund | 0.65 |
| 6 | ICICI Prudential Life Insurance Company Limited | 0.54 |
| 7 | ICICI Prudential Long Term Equity Fund Tax Savings | 0.50 |
| 8 | Mirae Asset Emerging Blue chip Fund | 0.46 |
| 9 | SBI Life Insurance Co. Ltd. | 0.44 |
| 10 | Vanguard Total International Stock Index Fund | 0.43 |
| 11 | Vanguard Emerging Markets Stock Index Funds, A series of Vanguard International Equity Index Funds | 0.43 |
| 12 | Nippon Life India Trustee Ltd-A/C Nippon India Large Cap Fund | 0.42 |
| 13 | ICICI Prudential Value Discovery Fund | 0.39 |
| 14 | HDFC Trustee Company Limited-HDFC Flexi Cap Fund | 0.38 |
| 15 | Mirae Asset Focused Fund | 0.38 |
| 16 | Nippon Life India Trustee Ltd-A/C Nippon India Multi Cap Fund | 0.34 |
| 17 | Nippon Life India Trustee Ltd-A/C Nippon India Focused Equity Fund | 0.31 |
| 18 | Mirae Asset Tax Saver Fund | 0.30 |
| 19 | Motilal Oswal Flexi Cap Fund | 0.29 |
| 20 | Pioneer Investment Fund | 0.29 |

Annexures



P&L Summary



| P&L | Q1 FY22 | Q4 FY22 | Q1 FY23 | QoQ | YoY |
|--|--------------|--------------|--------------|------------|-------------|
| Interest Income | 1,153 | 1,266 | 1,387 | 10% | 20% |
| Fees and commission income | 1,099 | 1,427 | 1,538 | 8% | 40% |
| Service Charges | 24 | 35 | 35 | -1% | 46% |
| Business development incentive income | 85 | 121 | 140 | 15% | 65% |
| Insurance commission income | 1 | 1 | 1 | -33% | -31% |
| Net gain on fair value changes | 0 | - | - | *n.c. | *n.c. |
| Total Revenue from operations | 2,362 | 2,850 | 3,100 | 9% | 31% |
| Total Other Income | 89 | 166 | 163 | -2% | 83% |
| Total Income/Revenue | 2,451 | 3,016 | 3,263 | 8% | 33% |
| Finance costs | 229 | 267 | 308 | 15% | 35% |
| Fees and commission expense | 178 | 302 | 331 | 10% | 86% |
| Net loss on derecognition of financial instruments under amortized cost category | 2 | - | - | *n.c. | *n.c. |
| Impairment losses & bad debts | 644 | 393 | 450 | 15% | -30% |
| Employee benefits & Expenses | 116 | 121 | 139 | 15% | 19% |
| Depreciation, amortisation & impairment | 33 | 39 | 39 | 0% | 20% |
| Operating & Other expenses | 839 | 1,115 | 1,155 | 4% | 38% |
| Total expenses | 2,041 | 2,237 | 2,422 | 8% | 19% |
| Profit before tax | 410 | 779 | 841 | 8% | 105% |
| Profit after tax | 305 | 581 | 627 | 8% | 106% |

* n.c. denotes not comparable

Balance Sheet Summary



| Balance Sheet | Mar'22 | Jun'22 | Variance% |
|--|---------------|---------------|------------|
| Assets | | | |
| Loans (Net) | 30,187 | 32,079 | 6% |
| Cash & Bank Balances | 1,106 | 1,053 | -5% |
| Investments | 1,297 | 1,555 | 20% |
| Other Financial Assets | 382 | 509 | 33% |
| Total Financial Assets | 32,973 | 35,196 | 7% |
| PP&E, Intangible & Right of use assets | 454 | 454 | 0% |
| Deferred Tax Assets | 219 | 230 | 5% |
| All other non-financial Assets | 1,004 | 979 | -2% |
| Total non-financial Assets | 1,676 | 1,663 | -1% |
| Total Assets | 34,648 | 36,859 | 6% |
| Liabilities and equity | | | |
| Equity Share Capital | 943 | 943 | 0% |
| Other Equity | 6,810 | 7,430 | 9% |
| Total Equity | 7,753 | 8,373 | 8% |
| Borrowings | 22,982 | 24,792 | 8% |
| All other financial liabilities | 2,700 | 2,422 | -10% |
| Total financial liabilities | 25,683 | 27,215 | 6% |
| Provisions | 477 | 503 | 5% |
| Other non-financial liabilities | 736 | 768 | 4% |
| Total non-financial liabilities | 1,213 | 1,270 | 5% |
| Total liabilities and equity | 34,648 | 36,859 | 6% |

Recent Developments



Launch of Aditya Birla SBI Card

SBI Card has partnered with Aditya Birla Finance Ltd. (ABFL), to launch 'Aditya Birla SBI Card'.

The reward-centric credit card has been designed to provide customers with benefits on premium and mass brands under the Aditya Birla Group.

The card also offers significant reward points on lifestyle spends across categories like telecom, fashion, travel, entertainment & many more.



Akshaya Tritiya Offers Campaign

Print ad campaign to promote Akshaya Tritiya Offers was launched in May 2022.

High impact jacket ads were released in The Times of India covering top 8 metros. The campaign was further amplified through full page ads in 21 regional publications in 10 languages across 14 states.



SBI Card certified as a 'Great Place to Work'

A proud moment for SBI Card to be officially recognized as a Great Place to Work. This certification recognizes businesses that foster a High Trust, High Performance culture and our organization has accomplished this milestone.



'Best BFSI Brands 2022' Recognition by The Economic Times

SBI Card recognised as 'Best BFSI Brands 2022' for the third consecutive year in an event organised by ET Edge in Mumbai on 30 Mar '22.

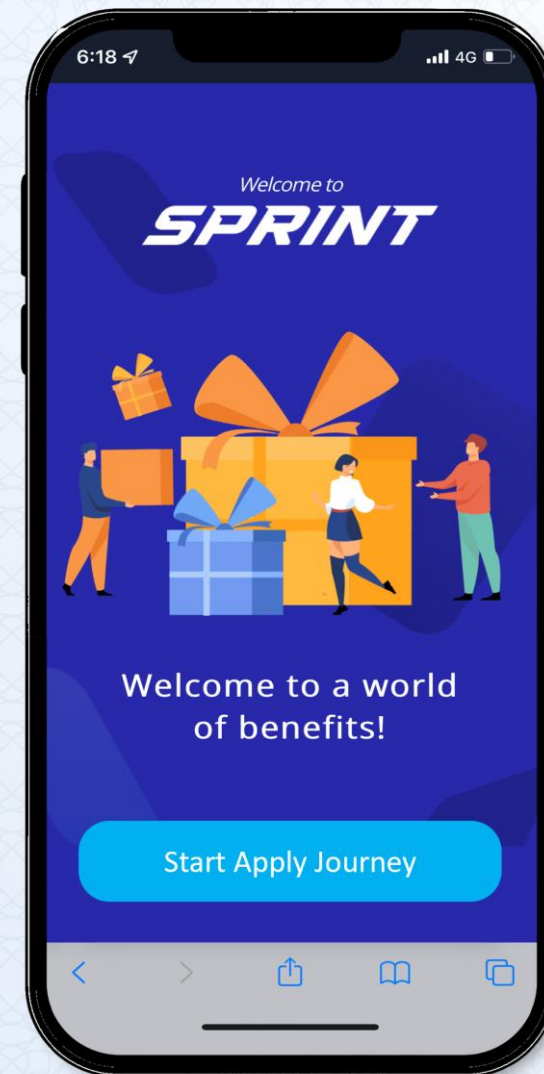


SPRINT

A seamless digital application process
for New To SBIC customers

The process enables customers to complete their credit card application in a few simple steps and get their virtual card on their phones instantly.

Wing-to-wing Digital journey with an Instant e-Card within few minutes:



Product Brief



SUPER PREMIUM



AURUM

CORE CARDS



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

CO-BRAND CARDS

RETAIL



Lifestyle HC SBI Card



Nature's Basket SBI Card



Tata Card



Aditya Birla SBI Card SELECT



Paytm SBI Card SELECT

BANKING



Central Bank SBI Card



UCO Bank SBI Card



City Union Bank SBI Card



Karnataka Bank SBI Card

TRAVEL & FUEL



OLA Money SBI Card



Club Vistara SBI Card PRIME



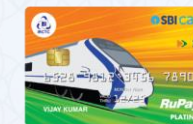
Air India Signature SBI Card



BPCL SBI Card OCTANE



Delhi Metro SBI Card



IRCTC SBI 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 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**

