

October 24, 2025

The BSE Limited

Corporate Relationship Department
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001

SCRIP CODE: **543066**

SECURITY: **Equity Shares/Debentures**

The National Stock Exchange of India Limited

Exchange Plaza, C-1, Block G,
Bandra-Kurla Complex.
Bandra (E), Mumbai - 400 051

SYMBOL: **SBICARD**

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 half year ended September 30, 2025.

The same is also being uploaded on the website of the Company at www.sbicard.com.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For SBI Cards and Payment Services Limited

Payal Mittal Chhabra

Chief Compliance Officer and Company Secretary

Date and Time of event: - October 24, 2025 at 05:47 PM

Encl.:aa

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.: 18001801290
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

Q2 – FY 2025-26



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Key Highlights



Key Highlights for Q2 FY26

Continued growth in spends, Credit cost lower QoQ

Business Volumes

New A/cs **9.36 lacs**
▲ 4% YoY
▲ 7% QoQ

CIF **2.15 Cr**
▲ 10% YoY
▲ 1% QoQ

Spends **₹ 107,063 Cr**
▲ 31% YoY
▲ 15% QoQ

Receivables **₹ 59,845 Cr**
▲ 8% YoY
▲ 6% QoQ

Profitability

PAT **₹ 445 Cr**
▲ 10% YoY
▼ 20% QoQ

Cost to Income **56.8%**
▲ 339 bps YoY
▲ 649 bps QoQ

ROAA **2.6%**
▼ 4 bps YoY
▼ 75 bps QoQ

ROAE **12.1%**
▼ 37 bps YoY
▼ 363 bps QoQ

Balance Sheet

GCL% **9.0%**
▼ 2 bps YoY
▼ 58 bps QoQ

GNPA **2.85%**
▼ 43 bps YoY
▼ 22 bps QoQ

NNPA **1.29%**
▲ 10 bps YoY
▼ 13 bps QoQ

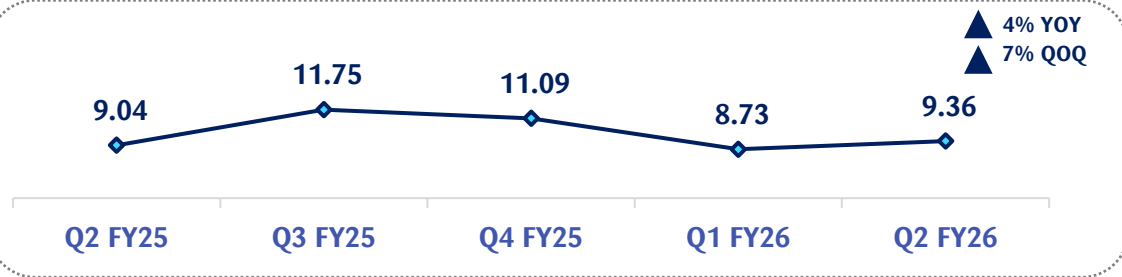
CAR **22.5%**
▲ 42 bps YoY
▼ 68 bps QoQ

Portfolio Growth

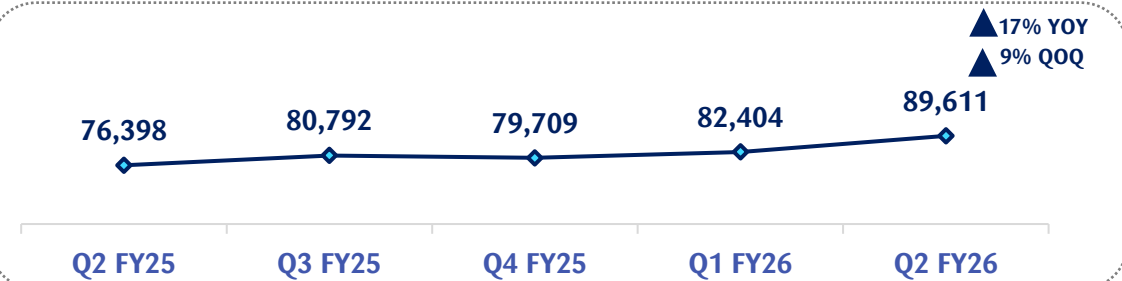


Key Business Metrics

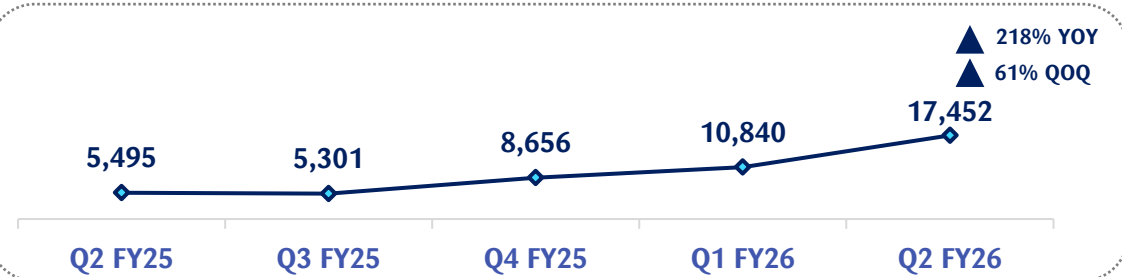
New Accounts (Lacs)



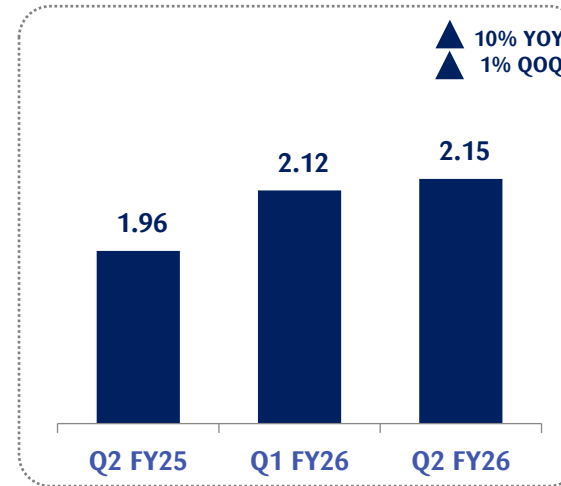
Retail Spends (₹ Cr)



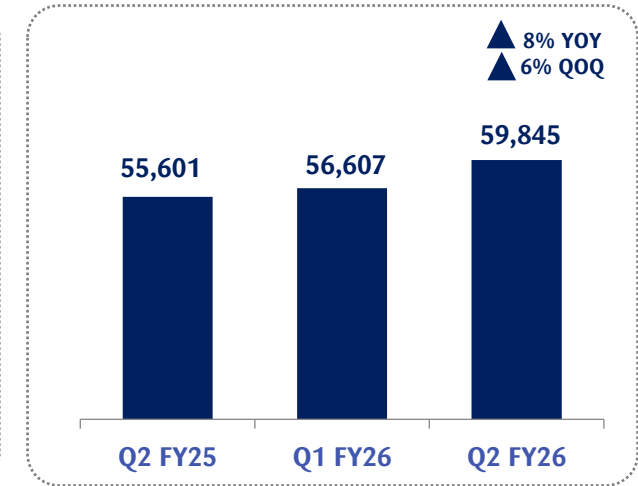
Corporate Spends (₹ Cr)



Cards-in-force (Cr)



Receivables (₹ Cr)

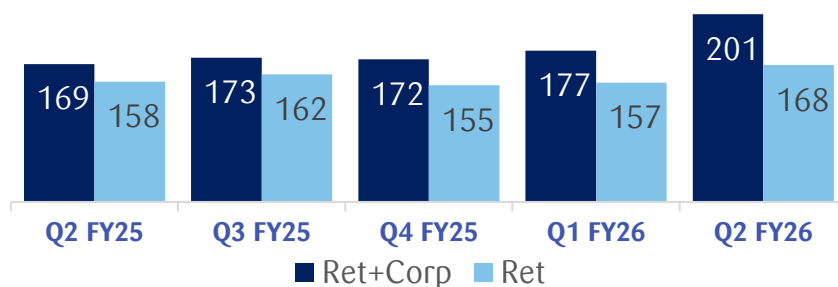


Key Insights:

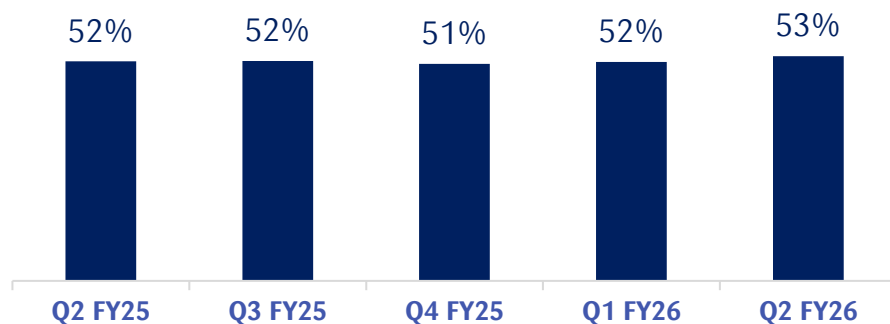
- New accounts sourcing steady in the range of ~9-10 lacs level
- Continued growth in Retail Spends, Corporate spends increasing profitably
- Receivables grew by ~8% YoY and IBNEA at ~56%; High transactor volume at quarter end

Portfolio Growth

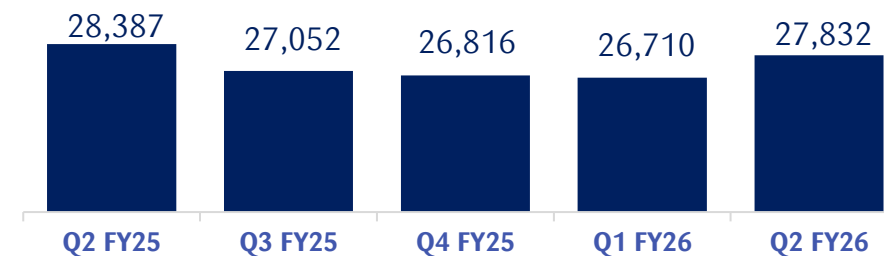
Spend per Card (₹ '000)



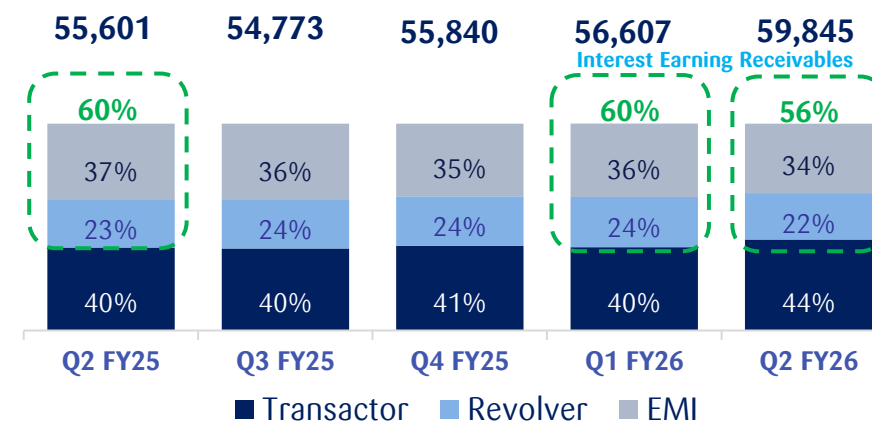
30-day Retail spend active rate %



Receivable per Card (₹)



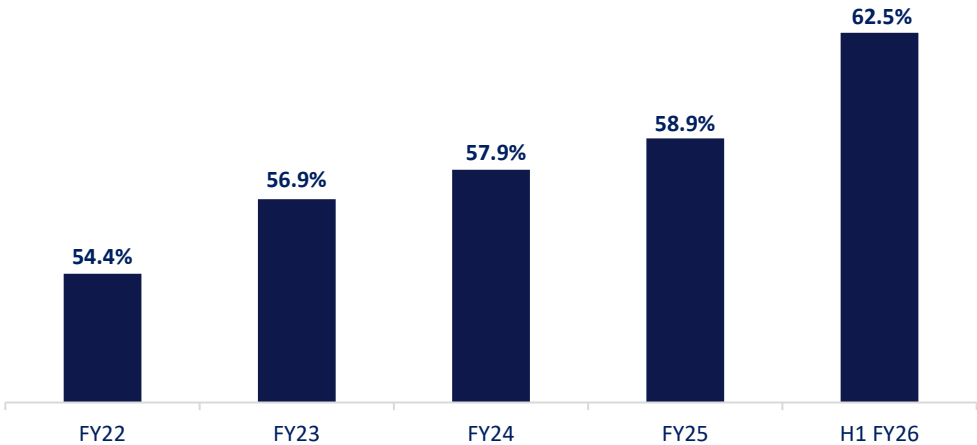
Receivables(₹ Cr)/Mix %



Retail Spends Insights



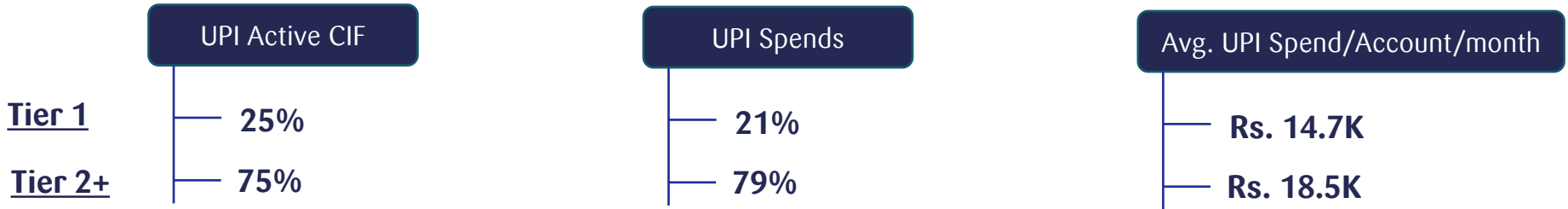
Online Spend %



Spends Categories	Total Spends	% Growth^ POS Spends	Online Spends
Category 1 <i>Departmental Stores, Health, Utilities, Rental, Education & Direct Marketing</i>	▲ 7%	▼ 6%	▲ 10%
Category 2 <i>Consumer durables, Furnishing & Hardware, Apparel & Jewelry</i>	▲ 13%	▲ 16%	▲ 9%
Category 3 <i>Travel Agents, Hotels, Airline, Railways, Entertainment & Restaurant</i>	▲ 79%	▼ 2%	▲ 125%

^ Q2FY26 Over Q2FY25 | Category analysis excludes Fuel & Automotive Service category

UPI Spends on Rupay Cards*



- 16% growth in UPI spends – Q2 FY26 vs Q1 FY26
- **Top 5 Categories for UPI Spends** : Departmental Stores & Grocery | Utilities | Fuel | Apparel Restaurant

*Active UPI users on Rupay Card Base of Sep'25

Financial Update



Key Financials

(All figures in ₹ Cr)

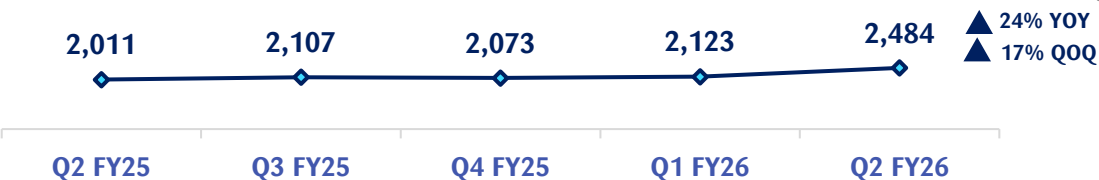
Revenue from operations



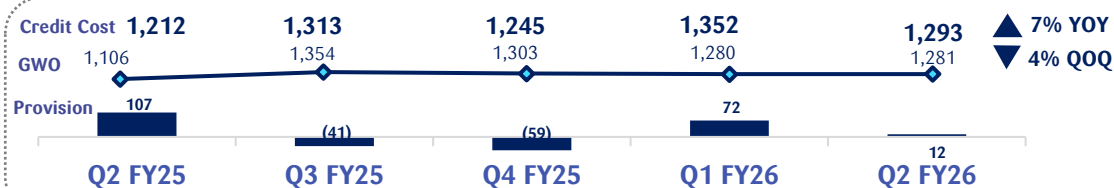
Interest Cost



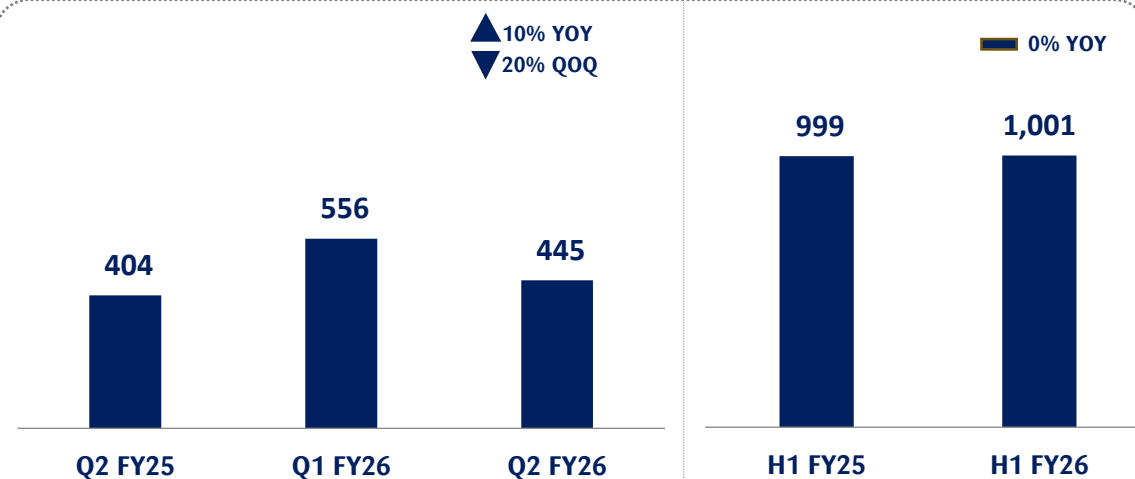
Operating Cost



Credit Cost



PAT Trend



Key Insights:

- Revenue marginally higher with higher spend based income
- COF lower at 6.4% vs 7.1% in previous quarter
- Higher Operating cost driven by higher spend based cost towards campaign & offers and higher corporate pass-back
- Credit cost declines to 9.0% vs 9.6% in previous quarter. Continued focus on collections, portfolio action & quality underwriting

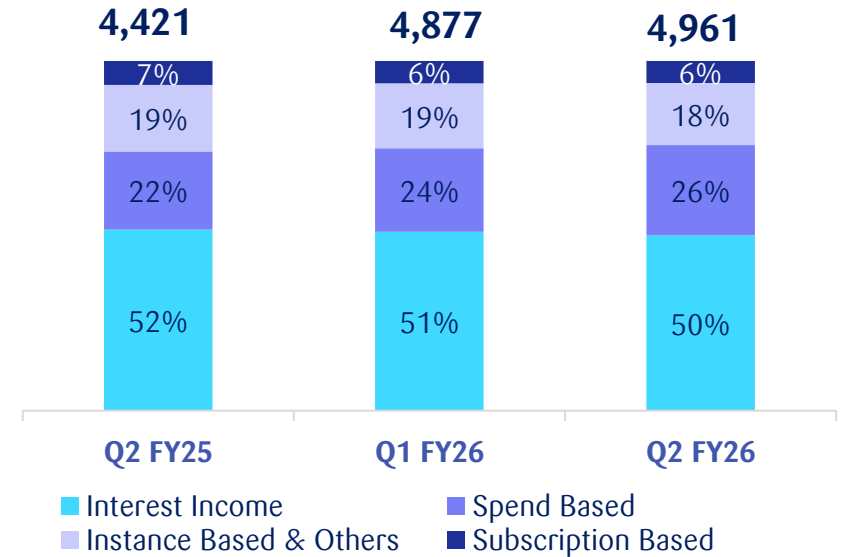
P&L Summary

	Q2 FY26	Q1 FY26	QoQ	YoY	H1 FY26	YoY
Total Income	5,136	5,035	2%	13%	10,169	13%
-Revenue from Operations	4,961	4,877	2%	12%	9,838	12%
-Interest Income	2,490	2,493	0%	9%	4,983	10%
-Fees & Other Revenue	2,471	2,384	4%	16%	4,855	14%
-Other Income	175	158	11%	30%	331	28%
Interest Cost	760	813	-6%	-4%	1,573	1%
Operating Cost	2,484	2,123	17%	24%	4,603	20%
Earning Before Credit Cost	1,892	2,100	-10%	8%	3,992	9%
Impairment on Financial Instruments	1,293	1,352	-4%	7%	2,644	14%
PBT	600	748	-20%	10%	1,348	0%
PAT	445	556	-20%	10%	1,001	0%

Key Metrics

Yield	16.5%	17.0%	-52 bps	5 bps	16.7%	9 bps
COF	6.4%	7.1%	-69 bps	-95 bps	6.8%	-66 bps
NIM	11.2%	11.2%	1 bps	61 bps	11.2%	45 bps
Cost to Income	56.8%	50.3%	649 bps	339 bps	53.6%	242 bps
Credit Cost	9.0%	9.6%	-58 bps	-2 bps	9.3%	54 bps
ROA	2.6%	3.4%	-75 bps	-4 bps	3.0%	-35 bps

Revenue from operations(₹ Cr) (Composition Mix %)



Asset Quality

SBI card



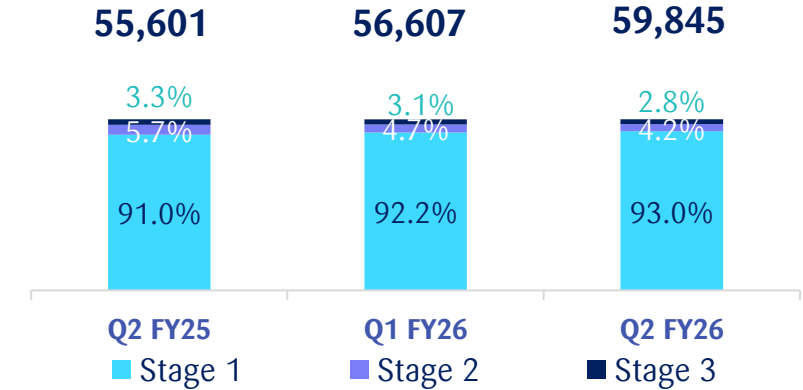
Asset Quality

	Q2 FY26	Q1 FY26	QoQ	YoY
Gross Credit Cost *(A)	1,293	1,352	-4%	7%
-Gross Write off	1,281	1,280	0%	16%
-Provision	12	72	-84%	-89%
Recoveries (B)	170	157	9%	28%
Net Credit Cost (A-B)	1,123	1,195	-6%	4%
Gross Credit Cost %	9.0%	9.6%	-58 bps	-2 bps
-Gross Write off %	8.9%	9.1%	-15 bps	70 bps
-Provision %	0.1%	0.5%	-43 bps	-71 bps
Net Credit Cost %	7.8%	8.5%	-65 bps	-21 bps
PCR %	55.4%	54.3%	108 bps	-893 bps
ECL %	3.3%	3.5%	-17 bps	-28 bps
GNPA %	2.85%	3.07%	-22 bps	-43 bps
NNPA %	1.29%	1.42%	-13 bps	10 bps

	H1 FY26	YoY
Gross Credit Cost	2,644	14%
-Gross Write off	2,561	23%
-Provision	83	-65%
Recoveries	327	28%
Net Credit Cost	2,318	13%
Gross Credit Cost %	9.3%	54 bps
-Gross Write off %	9.0%	115 bps
-Provision %	0.3%	-61 bps
Net Credit Cost %	8.1%	36 bps
PCR %	55.4%	-893 bps
ECL %	3.3%	-28 bps
GNPA %	2.85%	-43 bps
NNPA %	1.29%	10 bps

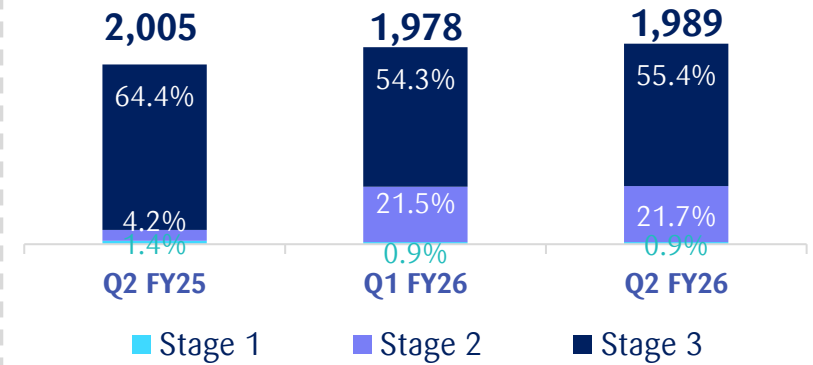
Receivables (₹ Cr)

(Composition Mix %)



Provision(₹ Cr)

(% of NEA)



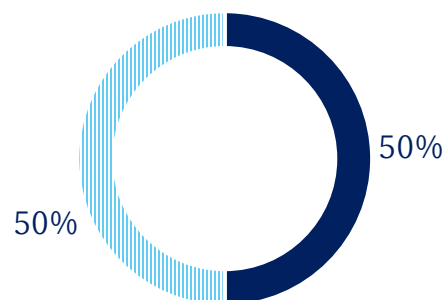
*Excludes impairment on other financial assets

Stage 2: 30-89 DPD and High Risk, Overlimit and Linked Accounts.
Stage 3: 90-179 DPD and Settled, Restructured, Deceased and Linked Accounts.

Portfolio Insight

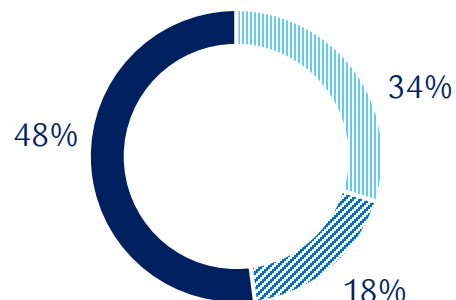
New Sourcing
For Q2 FY26

New Accounts



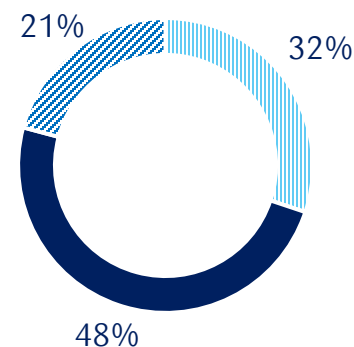
■ SBI ■ Open Market

Salaried Category



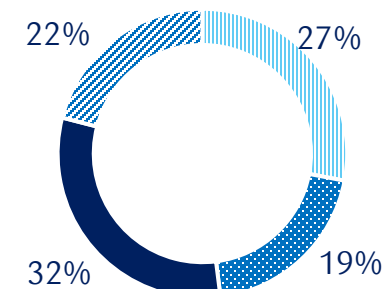
■ Govt/PSU ■ Cat A ■ Cat B
Salaried 51%; Self employed 49%

Age Profile



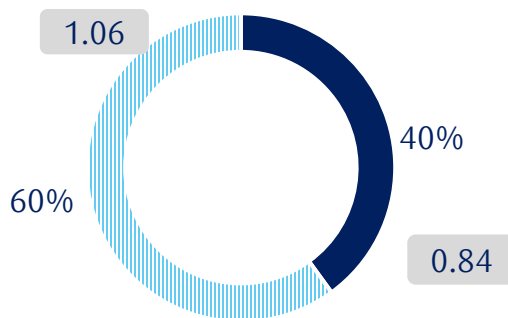
■ Under 30 ■ 31-45 ■ >45

By City Tier

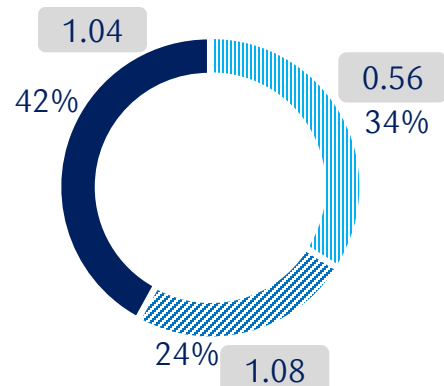


■ Tier 1 ■ Tier 2 ■ Tier 3 ■ Others

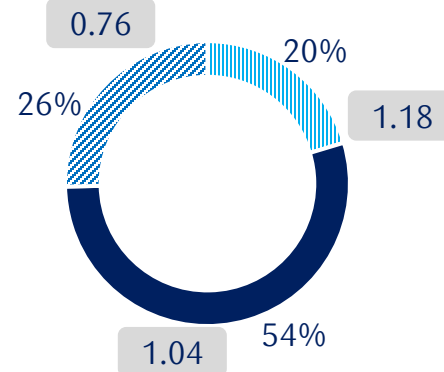
Cards-in-Force
As on 30 Sep 25



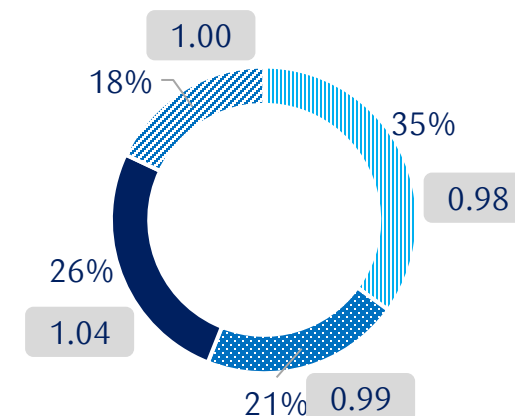
■ SBI ■ Open Market



■ Govt/PSU ■ Cat A ■ Cat B



■ Under 30 ■ 31-45 ■ >45



■ Tier 1 ■ Tier 2 ■ Tier 3 ■ Others

Indexed 30+ delinquency

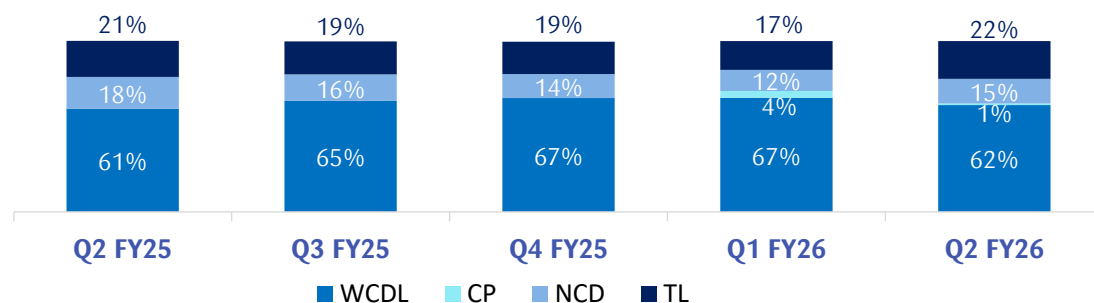
Borrowings & Capital Adequacy

SBI card

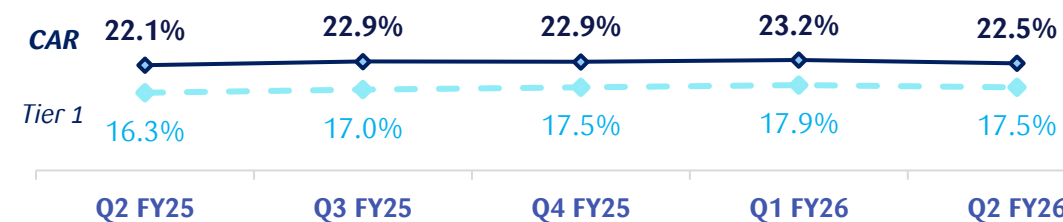


Borrowings & Capital Adequacy

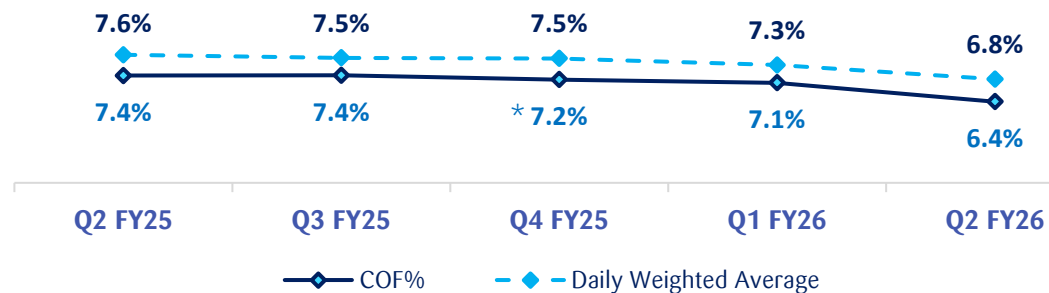
Borrowings Mix



Capital Adequacy



COF Trend



*Q4 FY25- Reported COF @ 7.2% (Excluding benefit from one-off lease modification, COF @ 7.3%)

Key Comments

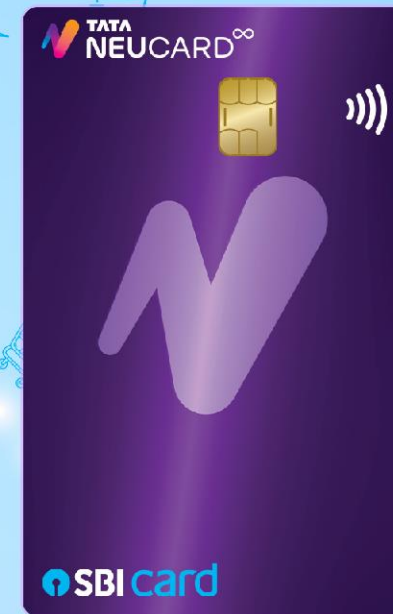
Credit Ratings

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

- CAR at comfortable level of 22%+
- Daily weighted average COF down by 51 bps QoQ

ESG

 **SBI card**



ESG & CSR Update

ENVIRONMENT

Advancing Energy Efficiency

- Continued focus on energy efficiency through periodic upgrades and installation of energy efficient systems across offices – with recent enhancements in Delhi and Hyderabad – reinforcing our commitment to reducing operational emissions.

GOVERNANCE

Fostering a Culture of Integrity

- Organization wide awareness initiatives were undertaken through email communications, interactive quiz, and training sessions to reinforce the Company's code of conduct and Company values among all employees.
- Mandatory 'Anti Money Laundering' training was launched for all employees to enhance the understanding and awareness.
- Focused on digital resilience through cybersecurity awareness month, promoting employee awareness on data security and risk mitigation

SOCIAL

Technology-led Customer Inclusion

- Enhanced digital onboarding through platform integrations and Sprint initiatives with Flipkart, PhonePe & Indigo last quarter, enhancing convenience and reach for customers.
- Strengthened eKYC through centralized K-Locker, enabling paperless, secure eKYC – over 2.5 lakh customers seamlessly onboarded this quarter.

Fostering Employee Engagement

- Fostered employee engagement and inclusivity through leadership connects, townhalls and festive celebrations including Ganesh Chaturthi, Onam, Durga Puja, and Navratri across offices reinforcing a sense of belonging and cultural harmony.

Community Support

- Extended disaster relief support to flood and landslide affected regions – reaching 2100 families across districts of Doda & Jammu, 800 families in Mandi district (Himachal Pradesh) and 1000 families in Amritsar & Gurdaspur (Punjab) through distribution of essential relief kits.

Distribution of Relief Kits in Doda & Jammu, Mandi (HP) and Amritsar & Gurdaspur (Punjab) – CSR Pehel Programme



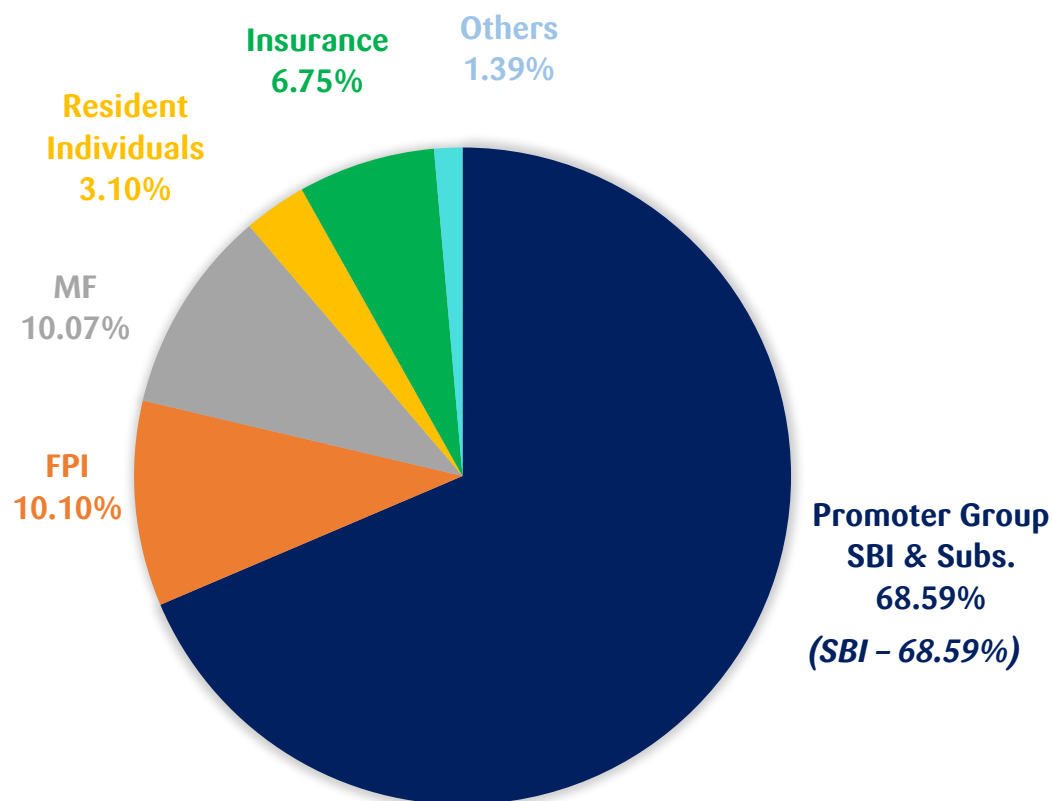
Shareholders Summary

 **SBI card**



Shareholders Summary

Shareholding Pattern, 30th September 2025



Top 20 Shareholders as on 30th September 2025

S. No	Name of Shareholder	%
1	State Bank Of India	68.59
2	Life Insurance Corporation Of India - P & Gs Fund	4.11
3	Life Insurance Corporation Of India	1.98
4	Icici Prudential Multi-Asset Fund	1.61
5	Government Pension Fund Global	1.23
6	Icici Prudential Large & Mid Cap Fund	1.22
7	Nippon Life India Trustee Ltd-A/C Nippon India Multi Cap Fund	0.87
8	Tata Indian Opportunities Fund	0.59
9	Nippon Life India Trustee Ltd-A/C Nippon India Large Cap Fund	0.49
10	Zulia Investments Pte. Ltd.	0.48
11	Kotak Funds - India Midcap Fund	0.47
12	Hsbc Midcap Fund	0.46
13	Pi Opportunities Aif V Llp	0.45
14	Vanguard Total International Stock Index Fund	0.45
15	Nippon Life India Trustee Ltd- A/C Nippon India Focus Fund	0.43
16	Vanguard Emerging Markets Stock Index Fund, A Series Of Vanguard International Equity Index Funds	0.41
17	Tata Large And Mid-Cap Fund	0.37
18	Nps Trust- A/C Hdfc Pension Fund Management Limited Scheme E - Tier I	0.32
19	Nippon Life India Trustee Ltd- A/C Nippon India Banking & Financial Services Fund	0.31
20	Hsbc Global Investment Funds - Indian Equity	0.31

Annexures

 **SBI card**



Balance Sheet Statement



(All figures in ₹ Cr)

Description	Mar'25	Sep'25
Assets		
Loans (Net of Provisions)	53,935	57,856
Cash & Bank Balances	2,738	3,333
Investments	6,235	5,906
All other Financial Assets	514	656
Total Financial Assets	63,422	67,751
PP&E, Intangible & Right of use assets	330	277
Current & Deferred Tax	450	484
All other non-financial Assets	1,344	1,350
Total non-financial Assets	2,124	2,111
Total Assets	65,546	69,862
Liabilities and equity		
Equity Share Capital	951	952
Other Equity	12,830	13,838
Total Equity	13,782	14,789
Borrowings	44,947	49,225
All other financial liabilities	4,974	4,028
Total financial liabilities	49,920	53,253
Provisions	677	739
Other non-financial liabilities	1,167	1,080
Total non-financial liabilities	1,844	1,820
Total liabilities and equity	65,546	69,862

Profit & Loss Statement

(All figures in ₹ Cr)

Description	Q2 FY25	Q1 FY26	Q2 FY26	H1 FY25	H1 FY26
Interest Income	2,290	2,493	2,490	4,533	4,983
Fees and commission income	1,957	2,191	2,265	3,885	4,457
Sale of Services	34	26	20	66	46
Business development incentive income	140	167	185	293	352
Insurance commission income	1	0	0	2	0
Revenue from operations	4,421	4,877	4,961	8,780	9,838
Other Income	135	158	175	259	331
Income/Revenue	4,556	5,035	5,136	9,038	10,169
Finance costs	788	813	760	1,555	1,573
Fees and commission expense	148	187	269	294	457
Net loss on fair value changes	0	-	-	-	-
Impairment on Financial Instruments	1,212	1,352	1,293	2,313	2,644
Employee benefits & Expenses	149	161	158	283	319
Depreciation, amortisation & impairment	50	35	35	100	70
Operating & Other expenses	1,664	1,739	2,022	3,149	3,757
Total expenses	4,011	4,287	4,537	7,694	8,820
Profit before tax	545	748	600	1,344	1,348
Profit after tax	404	556	445	999	1,001

Explaining Returns

	Q2 FY25	Q1 FY26	Q2 FY26	QoQ	YoY	H1 FY26	YoY
<i>Interest Income</i>	15.2%	15.2%	14.8%	-41 bps	-38 bps	15.0%	-27 bps
<i>Fees and other Income</i>	14.1%	14.6%	14.7%	17 bps	58 bps	14.6%	31 bps
<i>Recoveries</i>	0.9%	1.0%	1.0%	6 bps	13 bps	1.0%	12 bps
Total Revenue	30.2%	30.7%	30.5%	-18 bps	32 bps	30.6%	17 bps
<i>Finance Costs</i>	5.2%	5.0%	4.5%	-44 bps	-71 bps	4.7%	-50 bps
<i>Operating Costs</i>	13.3%	13.0%	14.8%	182 bps	143 bps	13.8%	97 bps
Earnings before Credit Costs	11.7%	12.8%	11.3%	-156 bps	-40 bps	12.0%	-30 bps
<i>Credit Costs</i>	8.0%	8.2%	7.7%	-56 bps	-35 bps	8.0%	17 bps
PBT	3.6%	4.6%	3.6%	-100 bps	-5 bps	4.1%	-47 bps
<i>Taxes</i>	0.9%	1.2%	0.9%	-25 bps	-1 bps	1.0%	-12 bps
ROAA	2.7%	3.4%	2.6%	-75 bps	-4 bps	3.0%	-35 bps
<i>Avg Assets/Avg Equity</i>	4.7	4.6	4.6			4.6	
ROAE	12.5%	15.8%	12.1%	-363 bps	-37 bps	13.9%	-184 bps

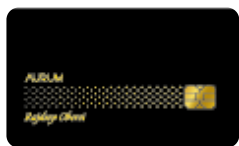
Product Brief



Super Premium

Core Cards

Co-Brand Cards



AURUM



SBI Card Elite



SBI Card PRIME



SBI Card Pulse



SimplyCLICK SBI Card



SimplySAVE SBI Card



Shaurya Select SBI Card



Miles Elite SBI Card



Miles Prime Card



Miles Select Card



Doctor's SBI Card



Cashback SBI Card

Banking



Bank of Maharashtra SBI Card



UCO Bank SBI Card



PSB SBI Card

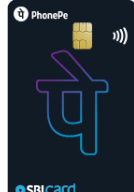


Karnataka Bank SBI Card

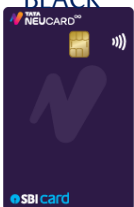
Retail



Flipkart SBI Card



PhonePe SBI Card SELECT BLACK



Tata Neu Infinity SBI Card



Apollo SBI Card SELECT



Reliance SBI Card



Lifestyle Home Centre SBI Card



Titan SBI Card

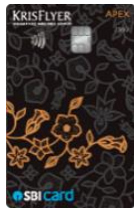


Paytm SBI Card SELECT

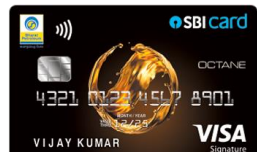
Travel & Fuel



Indigo SBI Card Elite



KrisFlyer SBI Card Apex



BPCL SBI Card OCTANE



IRCTC SBI Card Premier

Market Share

Dominant credit card player in India



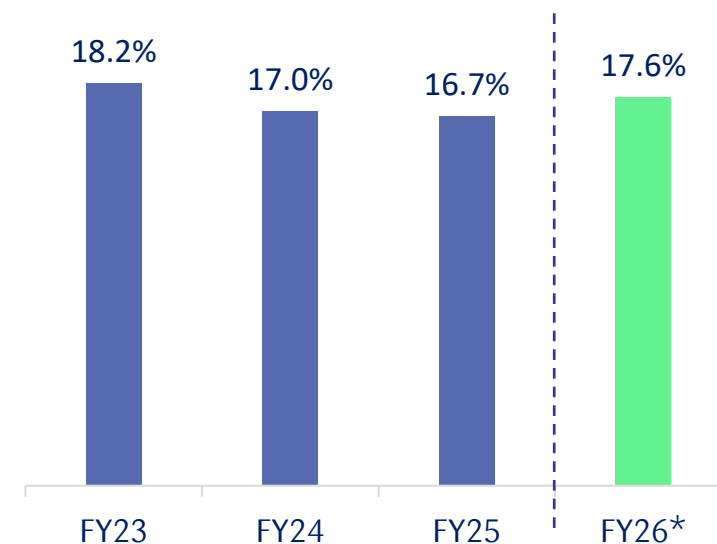
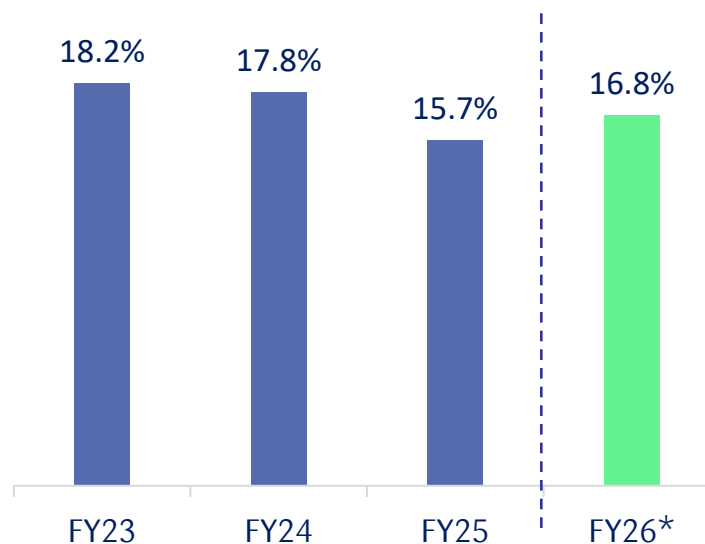
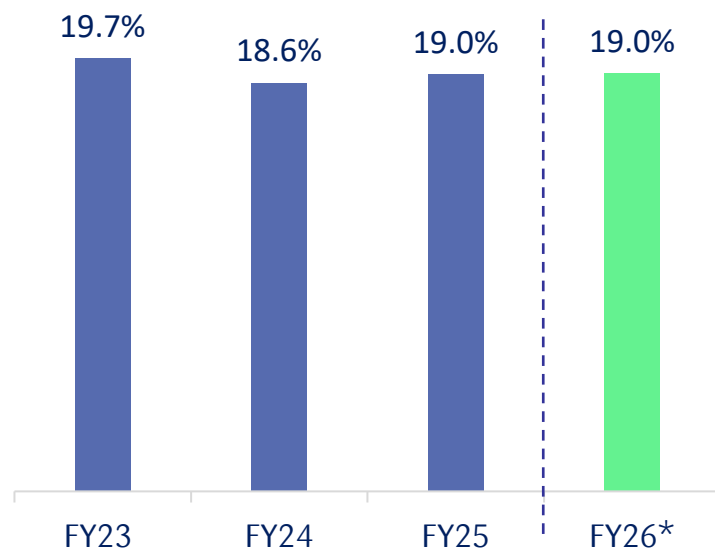
CARDS IN FORCE



SPENDS



TRANSACTIONS



*As per RBI report available till Aug'25

Recent Developments



Launch of 3 Marquee Co-brand Products

- **PhonePe SBI Card** – With a Value Back of up to 10% on spends done through PhonePe App, the product rewards customers on their everyday spending and is available in two variants – PhonePe SBI Card PURPLE and PhonePe SBI Card SELECT BLACK.
- **Flipkart SBI Card** – With up to 7.5% Cashback on spends, this lifestyle e-comm focused co-branded credit card is designed to boost affordability and Cashback rewards across Flipkart, Myntra, Shopsy and Cleartrip.
- **IndiGo SBI Card** – The premium airline co-branded credit card offers reward earnings on instore, hotel & travel spends in the form of IndiGo BluChips, redeemable on the IndiGo App/Web. The card is available in two variants – IndiGo SBI Card and IndiGo SBI Card ELITE.



Promotion through high-impact digital campaigns

Executed digital campaigns for PhonePe SBI Card, Flipkart SBI Card, and IndiGo SBI Card. Each campaign was crafted to build intrigue, highlight key benefits, and drive maximum clicks—capturing strong interest across target audiences.



Targeted regional Campaign's in South & East

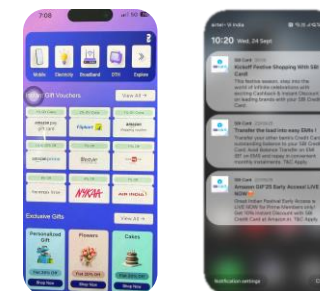
4-Week campaign to increase the brand visibility & awareness across South & East markets (Period: Aug-Sep).

- 30+ Print Ads across major regional publications
- 200+ OOH sites including impact sites & transit mediums.



Hyper Personalization Phase 1A – SBI Card App

Integration of Oracle Responsys Platform to send rich and personalized mobile push & in-app app notifications. Key features includes Event & Offer Based Notification and Cross-Channels Orchestration.



Awards and Recognitions



SBI Card was awarded at the prestigious **3rd National PoSH Conclave and Excellence Awards 2025** under the Comprehensive Compliance Category. This is a recognition for commendable record of close to nil complaints in past two FY.



SBI Card was presented with '**True Innovator**' Award during an industry wide meeting True Innovator Dialogues – 2025 hosted by TrueCaller in Gurugram. This felicitation was to accolade our initiatives in transforming the customer experience with innovative and responsible solutions.



SBI Card won the Prestigious **CII National Artificial Intelligence (AI) Award** at the AI Summit 2025, in New Delhi. This award reflects our digital innovation and operation excellence behind the revamped SBI Card Mobile App.



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 Spends (retail and corporate) constitutes the aggregate notional amounts (POS/online) transacted by our cardholders in a reporting period.
Retail Spends	Total retail spends constitutes the aggregate notional amounts (POS/online) transacted by our retail cardholders in a reporting period.
Corporate Spends	Total corporate spends constitutes the aggregate notional amounts (POS/online) transacted by our corporate entity cardholders in a reporting period.
Receivables	Total credit card receivables outstanding from our cardholders at the end of the reporting period.
Retail 30-day Active Rate	Constitutes the number of active accounts (with at least one retail transaction) over the total accounts in a month.
Market share – CIF	Market share-CIF is calculated by dividing our total cards outstanding by industry-wide total cards outstanding, as obtained from data published by RBI at the end of the reporting period.
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 obtained from data published by RBI for the reporting period.
Averages	Averages for various ratios are computed basis monthly denominators.
Spends per card	Spends per cards outstanding is calculated by dividing our total card spends by the average total cards outstanding for the period (annualized).
Receivables per card	Receivables per card outstanding is calculated as total receivables at the end of the reporting period divided by total cards at the end of the reporting period.
EBCC	EBCC is Earning before credit cost, calculated as aggregate of all revenue lines less interest cost and operating cost.
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).
NIM %	Calculated as interest income after subtracting finance cost divided by average receivables for the period (annualized).
Gross Credit Cost %	Calculated as Gross Write offs and incremental provisions on loan asset divided by average receivables for the period (annualized).
Cost to Income %	Calculated as operating and other expenses divided by Net revenue (Total revenue after subtracting finance cost.)
ROAA	Calculated as profit after tax divided by average total assets for the period (annualized).
ROAE	Calculated as profit after tax divided by the average shareholders' equity for the period (annualized).
GNPA%	Calculated as Stage 3 receivables divided by total receivables at the end of the period
NNPA%	Calculated as Stage 3 receivables after subtracting provision of stage 3 divided by total receivables less stage 3 provision for the period
ECL%	Calculated as total provision divided by total receivables at the end of the period
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

