



Pranay Kumar  
CEO

**INZBC Summit 2017,  
Auckland, New Zealand**

## Journey So far .....

**1998-Started as a Rep Office**

**2004- Converted as a Branch with wholesale banking license**

**2007- Started Syndicated Loans**

**2009- Remittance Business**

**2015- MOU with NAB**

**Key Products, aligned to license conditions**


Syndicated Loans

Trade Finance

Remittances

Forex

Corporate Deposits



**SBI Pay -**  
**One App for multiple bank accounts**



Prep yourself for your trade  
with SBI Skill Loan. Apply today!



**SBI's Skill loan enables you to get professional certification from any college or course affiliated with the various institutions.**  
[pic.twitter.com/Owprmkie3i](https://pic.twitter.com/Owprmkie3i)



Manage all your  
payments at your  
finger tip.



Download Now!

#MingleWithSBI

**Discover social banking  
with friends!!**

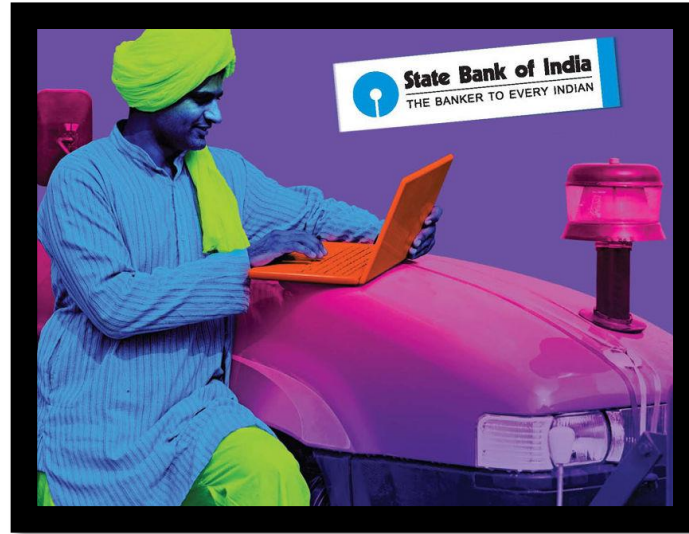
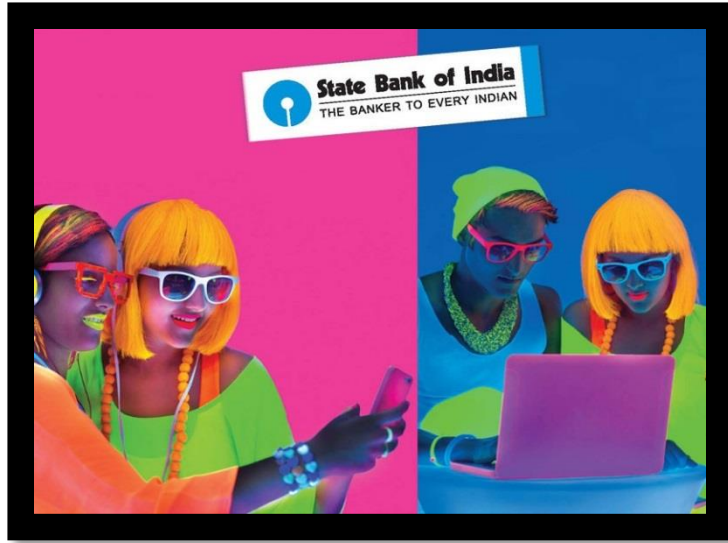
SBI Mingle is your banking companion for easy banking with all your Facebook friends and Contacts. With Interesting and fun features to bank with friends Mingle takes you to a whole new world of banking.



All it takes is a few simple steps  
to seal your dream  
with SBI Global Ed-Vantage

**You can avail loan up to INR 1.50 Cr  
to pursue higher education abroad.**





SBI Digital Village is a radical initiative by SBI to create a cashless ecosystem in each village

As part of modernization, SBI has recently added another 7 digital products for all customers:- **SBI Digital Village, SBI Mingle, State Bank Buddy, State Bank Scribe, SBI Digi Voucher, SBI Video Statement and SBI Smart Watch.** With these additions, SBI becomes the "leader of digital products".

## College Fee Payment – Rejection and Reconciliation



# Trends in Student Migration to Australia

*Technology Concept in Fee Payment*



Continuing Trends are dictating

Increased volume of Student Visa Approvals

Increased Longevity of courses

Increased average value of annual tuition fees



## 54,000

Indian Student Visa  
Holders in Australia

## 78%

Growth in Student Visa Holders in  
Australia in past 4 years (2013-2016)

## 30,000

New Student Visas granted to  
Indian nationals every year.

## INR1.9mio

Average annual value of Higher  
Education annual tuition Fees  
(AUD37,000)

# Student Payment Flows

## Current State

- Banks in India currently have limited solutions that help Indians students intending to study in Australia/currently studying in Australia to make payments to Australian Universities.
- Substantial challenges exist for both banks and students alike, spanning reconciliation, lifting fees.
- Non-Bank market participants and Money Service Business controlling significant market share, actively partnering with University in Australia
- Student personal data is collected as part of the process, as the Indian Government has tight control and monitor over cross border money transfers.

## New Proposal

- We can collaborate with banks in India and provide a simpler payment process to these students intending to study/currently studying in Australia.
- Via this service, We can provide enhanced data to the universities and colleges, so that they can effectively reconcile these payments, an outstanding problem that all universities and colleges face.
- Provide students a more cost effective means of transferring these monies, saving the student significant amount of money per transfer.



# Benefits and Value Proposition

- ❖ Lower fee structure .
- ❖ No deduction of fees when funds are credited to the university account, hence *exact* amount is credited to the beneficiary account.
- ❖ Bank will provide a detailed transaction list to the beneficiary containing information to ensure that all payments are properly allocated to correct students.
- ❖ For beneficiaries we can provide a detailed customised bank statement which would contain relevant information for the payment to be allocated directly to the student, eliminating any reconciliation issues at the beneficiary.



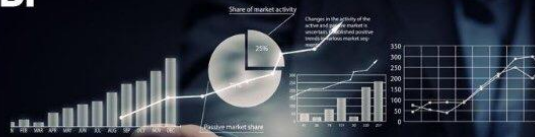


Register your  
nominee today!





#MonsoonCarCare  
ENSURE THAT YOUR  
WIPER BLADES ARE IN  
WORKING CONDITION



$$1.01^{365} = 37.8$$

$$0.99^{365} = 0.03$$

MOMENTS OF FINANCIAL UNCERTAINTY  
WITH AN INVESTMENT PLAN

The difference between going beyond what's  
required & doing less than what's required.



# State Bank Group – Digital India's Financial Supermarket



Thank You

