



State Bank of India Staff Union Hyderabad Circle

H.Q. HYDERABAD

Regd. No. 1990

(AFFILIATED TO ALL INDIA STATE BANK OF INDIA STAFF FEDERATION)

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CIRCULAR NO.20
TO ALL UNITS/MEMBERS:

Date : 11.05.2018

GROWTH & PROSPERITY OF THE BANK **INITIATIVES OF THE FEDERATION**

We reproduce hereunder the full text of Circular No.14 dated 09.05.2018 issued by Com. Sanjeev K. Bandlish, General Secretary, All India State Bank of India Staff Federation appending therewith AISBISF Letter No.FED/GS/2018/30 dated the 8th May 2018 addressed to the Chairman, State Bank of India, Mumbai, on the captioned subject, the contents of which are self-explanatory.


(V.V.S.R. SARMA)
GENERAL SECRETARY

"The Bank, being the premier bank in the country, has declared losses for the first time in the history of the Bank, primarily on account of the revised provisioning norms. Presently, the banking industry on the whole is being shown in poor light due to the alarming increase in NPAs and also the frauds that came into light. We are also aware that regaining confidence with the public and improving the business performance of the bank are the present prime targets of the bank.

2. We are aware that Bank has introduced cross selling to have an edge over other banks in the most competitive environment and also with a target to increase the profitability of the Bank. The Bank had initiated promoting the products of its subsidiaries like SBI Life, SBI General Insurance, SBI Mutual Fund, etc. not only with the above objective but also to provide valuable customer services under one roof. But the other income of the Bank has not increased to the expected level as observed from the balance sheet of the last few years.

3. The above issues were elaborately discussed in the recently held Council Meeting of the Federation on the ways and means to meet the above objective and the Council of the Federation has unanimously decided and resolved as under:

- (i) ***To give a clarion call to its membership to work towards the betterment of the Bank in all spheres including Customer Service.***
- (ii) ***To request the Bank to credit the incentives earned by the membership of the Federation through selling/marketing of various products under Cross-selling to the Commission A/c. of the Bank.***

4. The resolution unanimously passed by the Council of the Federation in its meeting held on 21st April 2018 at Trivandrum is enclosed for your kind information and perusal.

**ALL INDIA STATE BANK OF INDIA STAFF FEDERATION
COUNCIL MEETING HELD ON 21.04.2018 AT TRIVANDRUM**

RESOLUTION

This Council of All India State Bank of India Staff Federation in its meeting held on 21st April 2018 at Trivandrum, after threadbare discussions, felt the need to maintain the premier position of the Bank and that every effort is to be made by all the Staff of the Bank to increase the business as well as the income of the Bank, which will ultimately increase the profitability. The Federation, as a responsible trade union, is committed to the betterment of the Bank and its employees.

In view of the above, it was further elaborately discussed on the ways and means to meet the above objective and the council of the Federation has unanimously decided and resolved as under:

- (i) *To give a clarion call to its membership to work towards the betterment of the Bank in all spheres.*
- (ii) *To request the Bank to credit the incentives earned by the membership of the Federation through selling/marketing of various products under Cross-selling to the Commission A/c of the Bank."*

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| NATIONAL CONFEDERATION OF BANK EMPLOYEES..... |ZINDABAD |
| UNITED FORUM OF BANK UNIONS..... |ZINDABAD |
| OUR SOLIDARITY..... |ZINDABAD |
| OUR UNITY..... |ZINDABAD |
| INQUILAB..... |ZINDABAD |