



Standard Bank Group

AN AFRICAN-FOCUSED, CLIENT-CENTRIC, DIGITALLY ENABLED
INTEGRATED FINANCIAL SOLUTIONS PROVIDER

30 JUNE 2019

Standard Bank Moving Forward™

OVERVIEW OF STANDARD BANK GROUP

AFRICA IS OUR HOME, WE DRIVE HER GROWTH



1 115
Branches

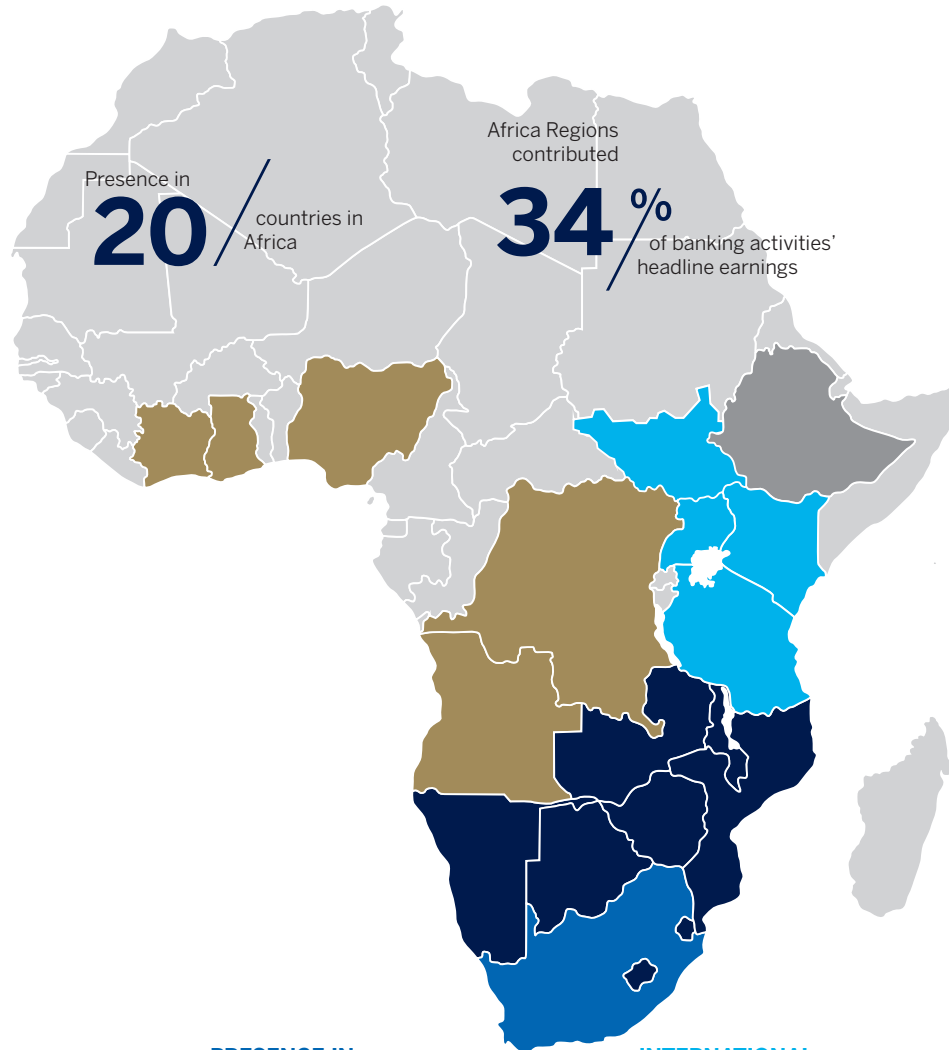


9 013 ATMs



13.2 million active
customers

- East Africa
- South & Central Africa
- West Africa
- South Africa
- Single representation/
development phase



PRESENCE IN INTERNATIONAL MARKETS:

- Beijing
- London
- São Paulo
- Dubai
- New York

INTERNATIONAL FINANCIAL SERVICES:

- Isle of Man
- Mauritius
- Jersey

Recognised brand



Standard Bank | Stanbic Bank

Digital capabilities



Modernised
core banking
platforms

Valued people



>46 000 permanent
employees

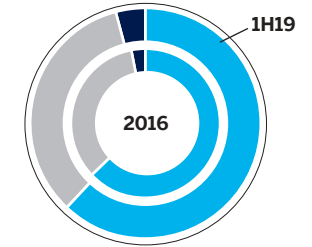
Strategic partnership with ICBC



ICBC

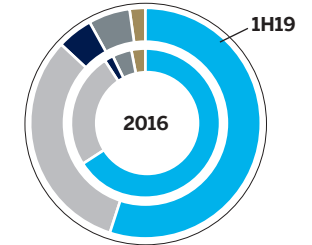
中国工商银行

BANKING REVENUE, %



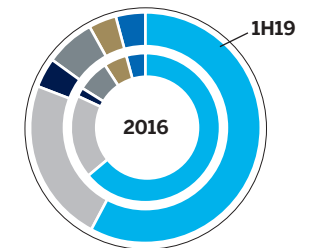
	1H19	2016
South Africa	62	63
Africa Regions	34	34
Wealth International	4	3

GROUP HEADLINE EARNINGS, %



	1H19	2016
South Africa	55	66
Africa Regions	32	25
Wealth International	5	2
Liberty	6	4
Other group entities	2	3
Legacy assets	0	0

GROUP NET ASSET VALUE, %



	1H19	2016
South Africa	58	64
Africa Regions	23	18
Wealth International	4	2
Liberty	7	7
Other group entities	4	5
Legacy assets	4	4

BUSINESS UNITS

PERSONAL & BUSINESS BANKING

FINANCIAL HIGHLIGHTS	change	change	1H19	1H18	FY18
	CCY	%			
Total income (Rbn)	5	6	35.7	33.6	69.8
Headline earnings (Rbn)	7	8	7.2	6.7	15.6
Net interest margin (bps)			595	575	599
Credit loss ratio (bps)			105	99	81
Jaws (bps)			86	278	261
Cost-to-income ratio (%)			60.9	61.4	60.5
ROE (%)			19.9	19.6	21.9
Number of employees		(5)	26 570	27 862	27 470

GEOGRAPHIC VIEW

Headline earnings (Rbn)					
South Africa	0	0	6.1	6.1	13.7
Africa Regions	>100	>100	0.5	0.2	0.8
Wealth International	42	54	0.7	0.4	1.0

PBB FRANCHISE

TRANSACTIONAL VOLUMES	SOUTH AFRICA		AFRICA REGIONS	
	change	%	change	%
Face-to-face	-13		-15	
Digital	+6		+23	
– ATM	-4		+8	
– POS	+7		+20	
– Business	+2		+43	
– Mobile	+47		+57	
INFRASTRUCTURE	change	%	change	%
Branches #	-17		+1	
Branch sqm	-16		-	
ATMs #	-3		+10	
CUSTOMERS (m)	change	%	change	%
Active customers	8.0		5.2	
Instant Money (no other relationship)	1.7		-	

CORPORATE & INVESTMENT BANKING

FINANCIAL HIGHLIGHTS	change	change	1H19	1H18	FY18
	CCY	%			
Total income (Rbn)	5	7	10.2	9.4	19.2
Headline earnings (Rbn)	6	9	6.2	5.7	11.2
Net interest margin (bps)			281	292	287
Credit loss ratio to customers (bps)			40	4	20
Jaws (bps)			156	(199)	(419)
Cost-to-income ratio (%)			52.3	53.1	54.1
ROE (%)			19.3	20.5	19.2
Number of employees		(3)	3 667	3 763	3 755

GROSS LOANS AND ADVANCES TO CUSTOMERS (RBN)

Global Markets	55	53	27.0	17.7	27.0
Investment Banking	10	10	340.7	308.5	324.6
Transactional Products and Services	34	28	48.5	38.0	46.8

CIB REVENUE DRIVERS

SECTOR REVENUE	Rbn	change	GEOGRAPHIC REVENUE	
			change	change
		CCY	%	%
FI	+13%			
Consumer	-1%			
P&I	+8%			
Industrials	+3%			
M&M	+8%			
O&G	+16%			
TMT	+31%			
S&PS	+54%			
Real Estate	+11%			
Other	+31%			
			change	change
			CCY	%
			%	%
PRODUCT REVENUE				
Global Markets		5	6	
Investment Banking		6	10	
Transactional Products and Services		8	11	

GEOGRAPHIES

CONTRIBUTION BY LEGAL ENTITY

	HE 1H19 Rbn	NAV 1H19 Rbn	ROE 1H19 %
Standard Bank of South Africa (SBSA)	7.5	98.0	15.2
Africa Regions	4.3	39.3	22.3
Standard Bank Wealth International	0.7	6.2	
Other	0.3	6.3	
Banking activities	12.8	149.8	17.5
Other banking interests	(0.3)	7.2	
ICBC Standard Bank (40% share)	(0.8)	5.6	
ICBC Argentina (20% share)	0.4	1.6	
Liberty	0.9	11.1	15.9
Standard Bank Group	13.4	168.0	16.2

SBSA

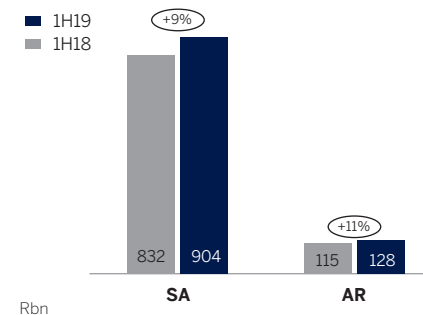
FINANCIAL HIGHLIGHTS	change %	1H19	1H18	FY18
Total income (Rbn)	3	35.1	34.1	69.8
Headline earnings (Rbn)	3	7.4	7.2	16.0
Loans to customers (Rbn)	9	904.1	832.3	869.6
Deposits from customers (Rbn)	13	991.5	878.9	937.5
Credit loss ratio (bps)		73	68	56
Cost-to-income ratio (%)		61.7	61.1	60.3
Loan-to-deposit ratio (%)		90.5	90.1	87.2
CET 1 ratio (%)		13.1	13.2	12.7
ROE (%)		15.2	15.2	16.7

AFRICA REGIONS

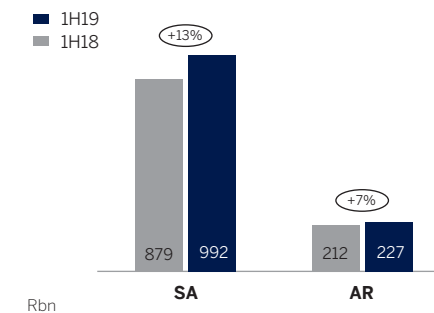
HEADLINE EARNINGS	change CCY %	change %	1H19 Rm	1H18 Rm	FY18 Rm
Africa Regions	11	15	4 322	3 771	8 025
East	36	60	868	543	1 228
South & Central	1	2	1 834	1 806	3 858
West	13	14	1 620	1 422	2 939

ROE	1H19 %	1H18 %
Africa Regions	22.3	25.4
East	20.2	18.8
South & Central	21.7	24.7
West	24.5	30.8

LOANS AND ADVANCES FROM CUSTOMERS



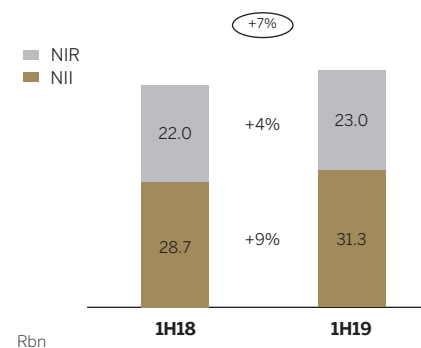
DEPOSITS FROM CUSTOMERS



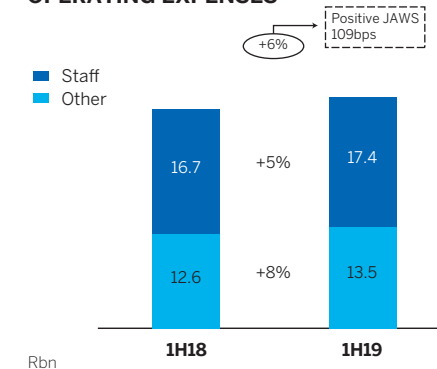
FINANCIAL PERFORMANCE

	change CCY %	change %	1H19 Rbn	1H18 Rbn	FY18 Rbn
INCOME STATEMENT					
Net interest income	8	9	31.3	28.7	59.6
Non-interest revenue	3	4	23.0	22.0	45.7
Total income	6	7	54.3	50.7	105.3
Operating expenses	4	6	(30.9)	(29.2)	(60.1)
Pre-provision profit	8	9	23.4	21.5	45.2
Credit impairment charges	22	20	(4.2)	(3.5)	(6.5)
Banking activities headline earnings					
Other banking interests	(>100)	(>100)	(0.3)	0.1	0.4
Liberty attributable to the group	2	2	0.9	0.9	1.6
SBG headline earnings	5	6	13.4	12.7	27.9
BALANCE SHEET					
Gross loans and advances to customers	9	9	1 079.3	992.9	1 046.5
Deposits from customers	12	11	1 298.4	1 174.6	1 255.2
Retail priced deposits	5	4	465.0	448.6	468.0
Ordinary shareholders' equity	10	9	149.8	137.7	146.4
KEY RATIOS					
		Medium-term targets			
Net interest margin (bps)	-		440	443	458
Credit loss ratio (bps)		70 – 100 bps	76	62	56
Jaws (bps)		Positive	109	(276)	(276)
Cost-to-income ratio (%)		Approaching 50%	57.0	57.6	57.0
CET 1 ratio (%)		11.0 – 12.5%	14.0	13.8	13.5
ROE (%)		18.0 – 20.0%	16.2	16.8	18.0

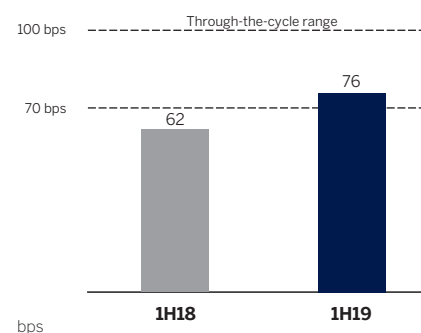
TOTAL INCOME



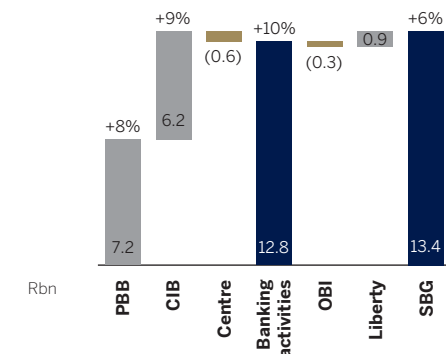
OPERATING EXPENSES



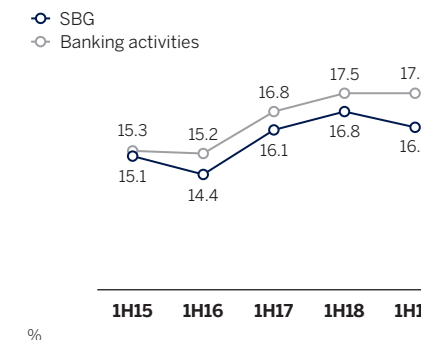
CREDIT LOSS RATIO



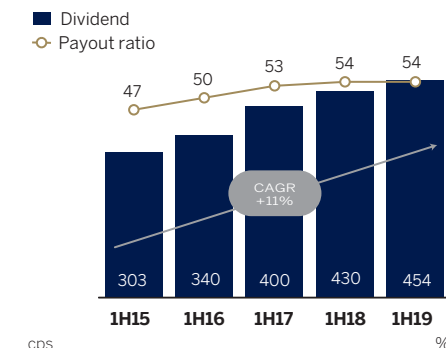
HEADLINE EARNINGS CONTRIBUTION



RETURN ON EQUITY



DIVIDENDS



OUR PURPOSE

Africa is our home, we drive her growth

OUR STRATEGY

Our strategy remains unchanged, but continues to respond to our operating context, our stakeholders' needs and the related material issues.

FOCUS AREAS



Client centricity



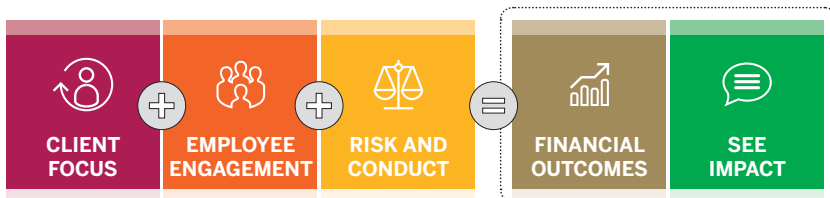
Digitisation



Integrated group

MEASURING OUR PROGRESS

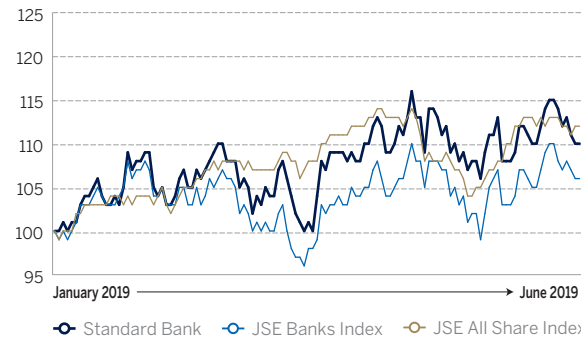
Our strategic value drivers help us focus our efforts and measure our progress on delivering our strategy. These are delivered by all our business units and corporate functions.



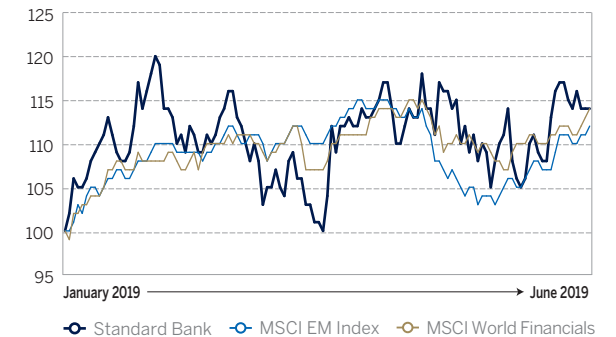
EQUITY INFORMATION

Listings:	JSE (SBK), A2X (SBK); NSE (SNB)	Issued shares*:	1 619 million
Share price*:	ZAR 196.67 / USD 13.94	Liquidity*:	~58%
Market cap*:	ZAR 318bn / USD 23bn		* As at 30 June 2019

SBK VS JSE BANKS AND ALL SHARE INDEX, ZAR



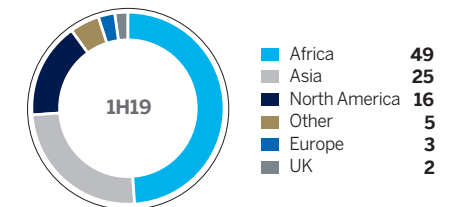
SBK VS EMERGING MARKETS AND WORLD FINANCIALS, USD



MEMBER SUSTAINABILITY INDICES



GEOGRAPHIC SPREAD OF SHAREHOLDERS, %



ESG RATINGS



For more information:
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