



Standard Bank Group

AN AFRICAN-FOCUSED, CLIENT-CENTRIC, DIGITALLY ENABLED

INTEGRATED FINANCIAL SOLUTIONS PROVIDER

31 DECEMBER 2019

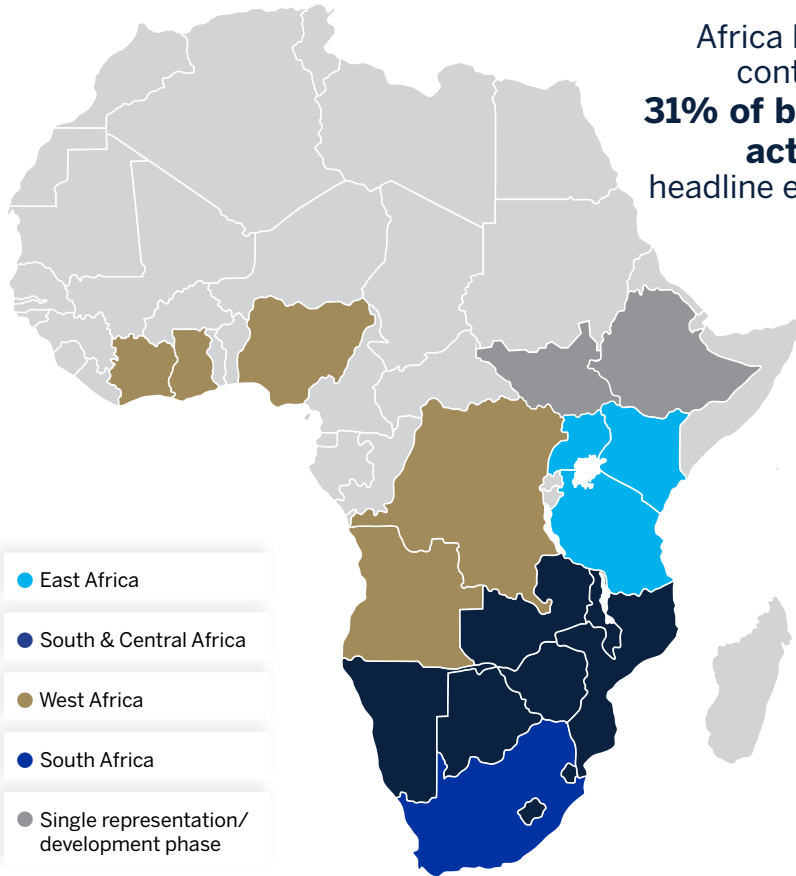
Standard Bank Moving Forward™

STANDARD BANK GROUP

AFRICA IS OUR HOME, WE DRIVE HER GROWTH

WE ARE AN AFRICAN-FOCUSED FINANCIAL SERVICES PROVIDER

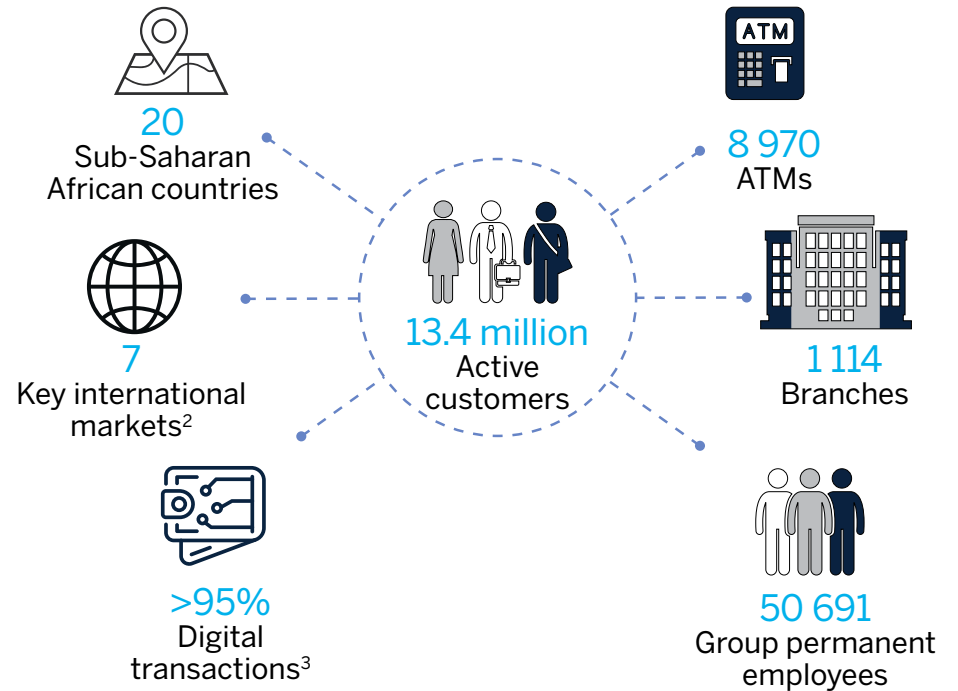
Africa Regions contributed **31% of banking activities'** headline earnings



WITH COMPELLING COMPETITIVE ADVANTAGES

- Unrivalled African-focused capabilities
- Established franchise with a large growing client base
- Diversified revenue streams
- Robust capital and liquidity position
- Strong growth prospects
- Resources and appetite to expand
- Attractive medium-term financial targets
- Purpose-driven organisation

AND A SIGNIFICANT, PROVEN REACH



Recognised brand



Standard Bank

Stanbic Bank

Strategic partnership with ICBC



ICBC

中国工商银行

Digital capabilities



Modernised core banking platforms

² Beijing, Dubai, Isle of Man, Jersey, London, New York, São Paulo

³ PBB client transactions

BUSINESS UNITS

PERSONAL & BUSINESS BANKING

	change CCY %	change %	FY19	FY18
Financial highlights				
Total income (Rbn)	5	5	73.1	69.4
Headline earnings (Rbn)	6	6	16.5	15.5
Net interest margin (bps)			601	598
Credit loss ratio (bps)			89	81
Jaws (bps)			210	(230)
Cost-to-income ratio (%)			59.2	60.4
ROE (%)			22.4	21.9
Number of employees		(5)	26 040	27 499
Geographic view				
Headline earnings (Rbn)				
South Africa	2	2	14.0	13.7
Africa Regions	68	53	1.2	0.8
Wealth International	20	25	1.3	1.0

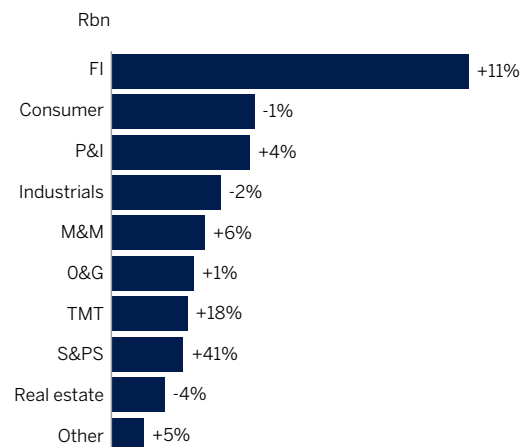
CORPORATE & INVESTMENT BANKING

	change CCY %	change %	FY19	FY18
Financial highlights				
Total income (Rbn)	6	5	39.1	37.4
Headline earnings (Rbn)	7	5	11.8	11.2
Net interest margin (bps)			263	272
Credit loss ratio to customers			40	20
Jaws (bps)			128	(489)
Cost-to-income ratio (%)			53.7	54.4
ROE (%)			18.1	19.3
Number of employees		(5)	3 555	3 751
Gross loans and advances to customers (Rbn)				
Global Markets	45	44	39.1	27.2
Investment Banking	8	7	361.6	338.3
Transactional Products and Services	-	(7)	43.4	46.8

PBB STATISTICS

	South Africa change %	Africa Regions change %
Transactional volumes		
Face-to-face	-16	-11
Digital	+11	+21
Infrastructure		
Branches #	-15	+2
Branch sqm	-16	-
ATMs #	-8	+15
Customers (m)		
Active customers	8.0	5.4
Instant Money (no other relationship)	1.6	-

CIB SECTOR REVENUE*



CIB GEOGRAPHIC AND PRODUCT REVENUE

	change CCY %	change %
Geographic revenue		
South Africa	-	+6
East Africa	+18	+26
South & Central Africa	+8	+1
West Africa	+13	+1
Product revenue		
Global Markets	+11	+7
Investment Banking	+1	+2
Transactional Products and Services	+5	+3

* Financial Institutions (FI), Power and Infrastructure (P&I), Mining and Metals (M&M), Oil and Gas (O&G), Technology, Media and Telecommunications (TMT), State and Public Sector (S&PS)

GEOGRAPHIES

CONTRIBUTION BY LEGAL ENTITY

	HE FY19 Rbn	NAV FY19 Rbn	ROE %
Standard Bank of South Africa (SBSA)	16.7	101.2	16.4
Africa Regions	8.4	41.9	20.7
Standard Bank Wealth International	1.3	6.9	
Other	0.8	5.7	
Banking activities	27.2	155.7	18.1
Other banking interests	(0.9)	3.8	
ICBC Standard Bank (40% share)	(1.4)	2.6	
ICBC Argentina (20% share)	0.5	1.2	
Liberty	1.9	11.7	16.5
Standard Bank Group	28.2	171.2	16.8

AFRICA REGIONS

	change CCY %	change %	FY19 Rbn	FY18 Rbn
Headline earnings				
Africa Regions	9	5	8.4	8.0
East	16	27	1.6	1.2
South & Central	1	(7)	3.6	3.9
West	16	12	3.3	2.9

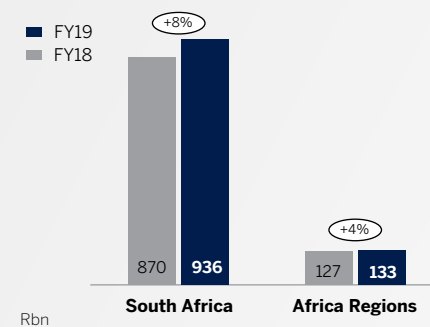
	FY19 %	FY18 %
ROE		
Africa Regions	20.7	24.0
East	17.0	17.2
South & Central	20.7	24.7
West	23.1	27.5

SBSA

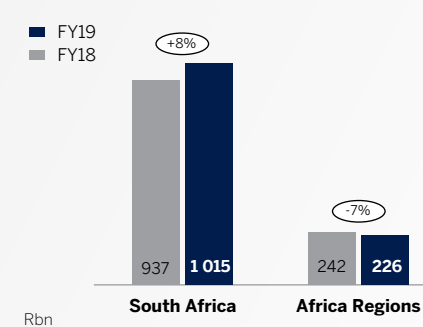
	change %	FY19	FY18
Financial highlights			
Total income (Rbn)	2	71.5	69.8
Headline earnings (Rbn)	4	16.7	16.0
Loans to customers (Rbn)	8	935.6	869.6
Deposits from customers (Rbn)	8	1 014.6	937.5
Credit loss ratio (bps)		64	63
Cost-to-income ratio (%)		60.2	60.3
Loan-to-deposit ratio (%)		86.6	87.2
ROE (%)		16.9	16.7
CET 1 ratio (%)*		13.2	12.7

* After applying the SARB phase-in provision for IFRS 9

LOANS AND ADVANCES TO CUSTOMERS



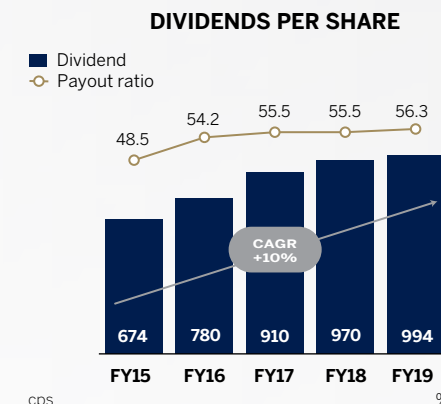
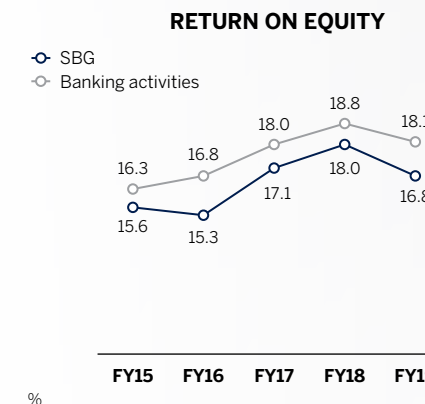
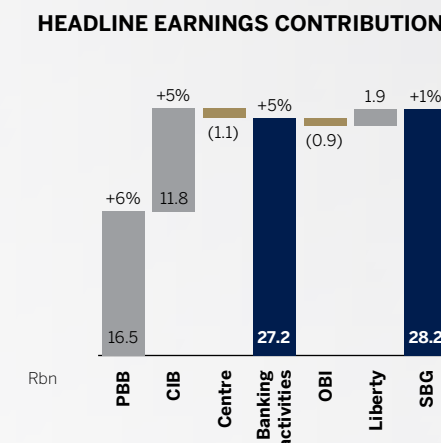
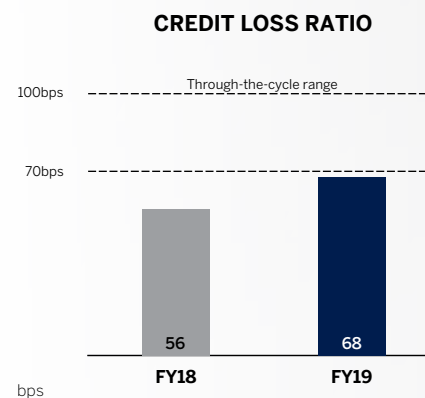
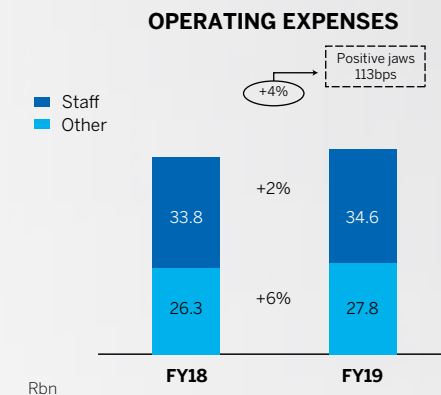
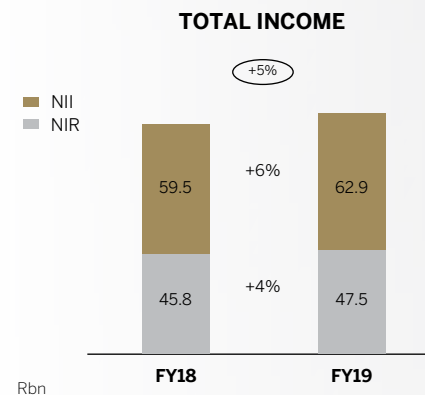
DEPOSITS FROM CUSTOMERS



FINANCIAL PERFORMANCE

	change CCY %	change %	FY19 Rbn	FY18 Rbn
Income statement				
Net interest income	6	6	62.9	59.5
Non-interest revenue	4	4	47.5	45.8
Total income	5	5	110.5	105.3
Operating expenses	4	4	(62.3)	(60.1)
Pre-provision profit	6	6	48.2	45.2
Credit impairment charges	23	23	(8.0)	(6.5)
Banking activities headline earnings				
Other banking interests	6	5	27.2	25.8
Liberty attributable to the group	(>100)	(>100)	(0.9)	0.4
SBG headline earnings	16	16	1.9	1.6
SBG headline earnings	3	1	28.2	27.9
Balance sheet				
Gross loans and advances to customers	8	6	1 111.4	1 046.5
Deposits from customers	8	6	1 325.0	1 255.2
Retail-priced deposits	5	3	471.6	457.6
Ordinary shareholders' equity	8	4	171.2	165.1
	Medium-term targets		FY19 Rbn	FY18 Rbn
Key ratios				
Net interest margin (bps)	-		431	438
Credit loss ratio (bps)	70 – 100*		68	56
Jaws (bps)	Positive		113	(276)
Cost-to-income ratio (%)	Approaching 50%		56.4	57.0
ROE (%)	18.0% – 20.0%		16.8	18.0
CET 1 ratio (%)	11.0% – 12.5%		14.0	13.5

* Through-the-cycle range



OUR PURPOSE

Africa is our home, we drive her growth

OUR STRATEGY

Our strategy is underpinned by our purpose and revolves around the principle of doing valuable things for our clients.

FOCUS AREAS



MEASURING OUR PROGRESS

Our value drivers measure our strategic progress and allow us to focus our efforts on achieving the value we aspire to create for all our stakeholders.

VALUE DRIVERS



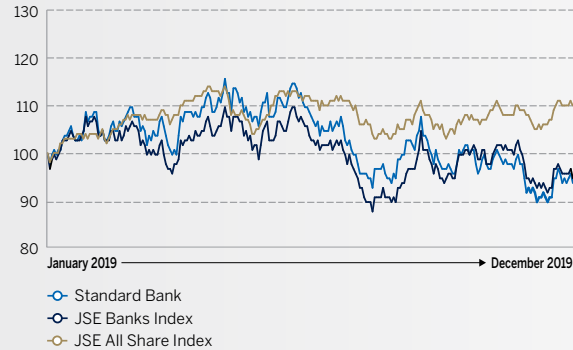
EQUITY INFORMATION

Listings: JSE (SBK); A2X (SBK); NSE (SNB)
 Share price*: ZAR 168.32/USD 12.03
 Market capitalisation*: ZAR 2777bn/USD 20bn

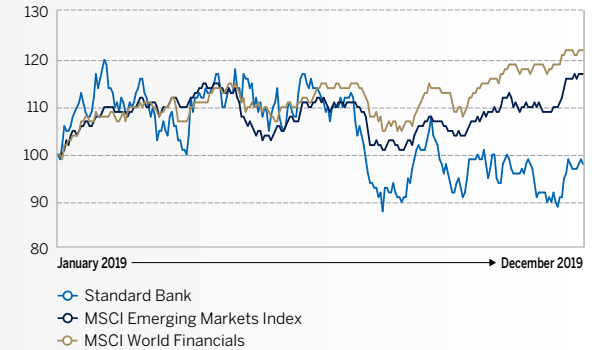
Issued shares*: 1 597 million
 Liquidity: ~56%

* As at 31 December 2019

SBK versus JSE Banks and All Share Index (ZAR)



SBK versus Emerging Markets and World Financials (USD)



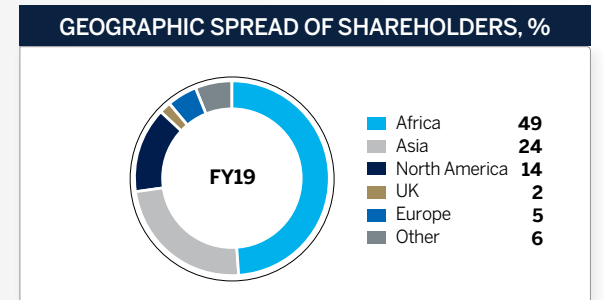
MEMBER SUSTAINABILITY INDICES

Emerging Markets ESG Index

We make it easier to invest in companies that invest in the future.

THE FTSE/JSE RESPONSIBLE INVESTMENT INDEX SERIES

GEOGRAPHIC SPREAD OF SHAREHOLDERS, %



ESG RATINGS

ESG RATING AA

LAST UPDATE: April 29, 2019



For more information:
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