

# Standard Bank Group

## Additional lending margin disclosure

for 6 months ended  
30 June 2008

**Standard Bank Group**  
Analysis of financial results – 30 June 2008



**Movement in average assets, net interest income and margin per business unit**

	Personal & Business Banking			Corporate & Investment Banking			Banking activities		
	Average assets Rm	Net interest income Rm	Net interest margin %	Average assets Rm	Net interest income Rm	Net interest margin %	Average assets Rm	Net interest income Rm	Net interest margin %
<b>June 2007 as reported</b>	302 425	6 973	4.65	407 274	2 968	1.47	717 409	10 366	2.91
Reclassifications	1 095		(0.02)	148			1 269		
<b>June 2007 restated</b>	303 520	6 973	4.63	407 422	2 968	1.47	718 678	10 366	2.91
Net non-interest earning assets	(10 764)	359	0.42	(138 568)	(36)	0.73	(154 689)	601	1.01
<b>Interest earning assets - June 2007</b>	292 756	7 332	5.05	268 854	2 932	2.20	563 989	10 967	3.92
Impact of volume changes	<b>71 097</b>	<b>1 800</b>		<b>46 205</b>	<b>620</b>		<b>114 820</b>	<b>2 272</b>	
Impact of equity issuance to ICBC								<b>431</b>	<b>0.15</b>
Impact of calendar variance		<b>33</b>			<b>17</b>			<b>54</b>	
Impact of rate changes		<b>442</b>	<b>0.29</b>		<b>724</b>	<b>0.55</b>		<b>1 134</b>	<b>0.42</b>
Lending margin		<b>(223)</b>	<b>(0.17)</b>		<b>332</b>	<b>0.25</b>		<b>100</b>	<b>0.04</b>
Client yield <sup>1</sup>		<b>(132)</b>	<b>(0.10)</b>		<b>115</b>	<b>0.09</b>		<b>17</b>	<b>0.01</b>
Cost of lending <sup>2</sup>		<b>(91)</b>	<b>(0.07)</b>		<b>217</b>	<b>0.16</b>		<b>83</b>	<b>0.03</b>
Unwinding of discount on credit provisions - IAS 39		<b>273</b>	<b>0.19</b>					<b>273</b>	<b>0.10</b>
Funding margin		<b>103</b>	<b>0.07</b>		<b>(122)</b>	<b>(0.09)</b>		<b>(19)</b>	
Term funding repricing benefit					<b>63</b>	<b>0.05</b>		<b>63</b>	<b>0.02</b>
Endowment - funding		<b>394</b>	<b>0.27</b>		<b>45</b>	<b>0.03</b>		<b>437</b>	<b>0.16</b>
Endowment - capital and reserves		<b>201</b>	<b>0.14</b>		<b>143</b>	<b>0.11</b>		<b>358</b>	<b>0.13</b>
Assets held for liquidity purposes		<b>(246)</b>	<b>(0.17)</b>		<b>(111)</b>	<b>(0.08)</b>		<b>(357)</b>	<b>(0.13)</b>
Other treasury and banking activities		<b>(60)</b>	<b>(0.04)</b>		<b>374</b>	<b>0.28</b>		<b>279</b>	<b>0.10</b>
Change in composition of balance sheet			<b>(0.04)</b>			<b>(0.02)</b>			<b>(0.10)</b>
<b>Interest earning assets (excluding recent acquisitions)</b>	<b>363 853</b>	<b>9 607</b>	<b>5.30</b>	<b>315 059</b>	<b>4 293</b>	<b>2.73</b>	<b>678 809</b>	<b>14 858</b>	<b>4.39</b>
Recent acquisitions - Nigeria	<b>2 256</b>	<b>292</b>	<b>0.12</b>	<b>13 194</b>	<b>210</b>	<b>0.02</b>	<b>15 450</b>	<b>502</b>	<b>0.05</b>
<b>Interest earning assets</b>	<b>366 109</b>	<b>9 899</b>	<b>5.42</b>	<b>328 253</b>	<b>4 503</b>	<b>2.75</b>	<b>694 259</b>	<b>15 360</b>	<b>4.44</b>
Net non-interest earning assets	<b>18 985</b>	<b>(544)</b>	<b>(0.55)</b>	<b>200 019</b>	<b>(68)</b>	<b>(1.07)</b>	<b>224 682</b>	<b>(863)</b>	<b>(1.28)</b>
Net non-interest earning assets (excluding recent acquisitions)	<b>17 649</b>	<b>(522)</b>	<b>(0.52)</b>	<b>197 000</b>	<b>(141)</b>	<b>(1.10)</b>	<b>220 327</b>	<b>(914)</b>	<b>(1.28)</b>
Recent acquisitions - Nigeria	<b>1 336</b>	<b>(22)</b>	<b>(0.03)</b>	<b>3 019</b>	<b>73</b>	<b>0.03</b>	<b>4 355</b>	<b>51</b>	
<b>June 2008</b>	<b>385 094</b>	<b>9 355</b>	<b>4.87</b>	<b>528 272</b>	<b>4 435</b>	<b>1.68</b>	<b>918 941</b>	<b>14 497</b>	<b>3.16</b>
<b>Change %</b>		<b>34</b>			<b>49</b>			<b>40</b>	

<sup>1</sup> Client yield changes refer to the difference in movement between average client rates and base lending rates

<sup>2</sup> Cost of lending changes refer to the difference in movement between base lending rates and an allocated cost based on the term nature of the asset