

Standard Bank Group

Fact sheet 31 December 2013



An African perspective – Seed by Marco Cianfanelli

Measuring 34.33m high, 9.85m wide and 8.55m deep, Seed is made up of 229 individual plywood panels with laser cut designs, telling the stories of people and places, and is pigmented with sand from regions where Standard Bank has an on-the-ground operating presence. Seed epitomises our Africa strategy, bringing together the diverse pieces to reflect the opportunities and potential that we see in the dynamic African continent.

Headline earnings normalised

R17 194 million ↑
15%

2012
R14 918 million

Return on equity (ROE) normalised

14.1% ↑

2012
14.0%

Cost-to-income ratio

58.5% ↓

2012
58.9%

Dividends per ordinary share

533 cents ↑
17%

2012
455 cents

Overview

Standard Bank Group is the largest African banking group by assets and earnings offering a full range of banking and related financial services.

Our strategy is to build the leading Africa-focused financial services organisation using all our competitive advantages to the full. We will focus on delivering superior sustainable shareholder value by serving the needs of our customers through first-class, on-the-ground operations in chosen countries in Africa. We will also connect other selected emerging markets to Africa and to each other, applying our sector expertise, particularly in natural resources, globally. Our key differentiator is people who are passionate about our strategy wherever in the world they are based.

Our African network has been built over the past 21 years. The group is also positioned to access pools of capital in key developed markets. Our strategic position and our balanced portfolio of businesses provide significant opportunities to grow.

Normalised headline earnings for the year of R17,2 billion (USD1,8 billion), total assets of over R1 694 billion (approximately USD162 billion) at 31 December 2013 and we employed more than 48 000 people (including Liberty) across all geographies. Standard Bank's market capitalisation at 31 December 2013 was R209,4 billion (approximately USD20 billion). Standard Bank has 1 283 branches and 9 300 ATMs on the African continent.

The long-term foreign currency ratings for The Standard Bank of South Africa, the single largest operating entity within the Standard Bank Group, are: Fitch Ratings BBB, Moody's Baa1 and Standard & Poor's BBB. The long-term foreign currency sovereign

ratings for South Africa are: Fitch Ratings BBB, Moody's Baa1 and Standard & Poor's BBB.

The group is listed on the JSE Limited, share code SBK, and the Namibian Stock Exchange, share code SNB, with a December year-end. The largest bank in the world, ICBC, is a 20.1% shareholder in the group. Excluding the 20.1% ICBC shareholding 26.8% of Standard Bank's shareholder base is foreign.

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Independent sponsor Deutsche Securities (SA) (Pty) Limited

Joint sponsor Standard Bank

Directors

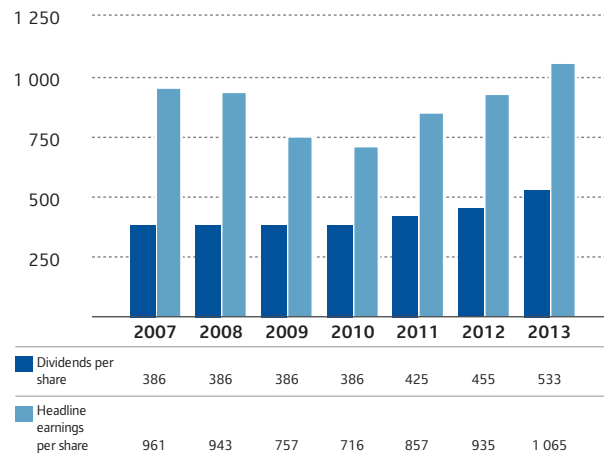
TMF Phaswana (Chairman), Kaisheng Yang** (Deputy chairman), SJ Macozoma (Deputy chairman), SK Tshabalala* (Chief executive), BJ Kruger* (Chief executive), DDB Band, RMW Dunne#, TS Gcabashe, Adv KD Moroka, AC Nissen, SP Ridley*, MJD Ruck, Lord Smith of Kelvin, KT#, PD Sullivan***, Wenbin Wang**, EM Woods
*Executive director **Chinese ***Australian #British

“We have reaffirmed our vision to be the leading financial services group in Africa, and have made significant progress on the continent.”

Ben Kruger/Sim Tshabalala Group chief executives

Headline earnings and dividends per share (cents)

CAGR (2007 – 2013): Headline earnings per share: 2%
Dividends per share: 6%



Financial results, ratio and statistics

	Change %		2013	2012
Standard Bank Group				
Total headline earnings	15	Rm	17 194	14 918
Profit attributable to ordinary shareholders	4	Rm	17 017	16 400
Other indicators				
Headline earnings per ordinary share (EPS)	14	cents	1064.9	934.9
Diluted headline EPS	14	cents	1054.7	927.4
Basic EPS	3	cents	1053.9	1 027.8
Diluted EPS	2	cents	1043.9	1 019.6
Dividend per share	17	cents	533.0	455.0
Net asset value per share	14	cents	8 127	7 136
Tangible net asset value per share	12	cents	6 988	6 222
Ordinary shareholders' equity	15	Rm	131 475	114 619
ROE		%	14.1	14.0
Total capital adequacy ratio		%	16.2	14.3
Tier 1 capital adequacy ratio		%	13.2	11.2
Common equity tier 1 capital adequacy ratio		%	12.6	10.6
Number of ordinary shares in issue				
– end of year	1	thousands	1 617 844	1 606 136
– weighted average	1	thousands	1 614 674	1 595 600
– diluted weighted average	1	thousands	1 630 208	1 608 506
Number of employees	(0)		48 808	49 017

Personal & Business Banking

Banking and other financial services to individual customers and small- to-medium sized enterprises in South Africa, rest of Africa and the Channel Islands.

		2013	2012
Headline earnings	Rm	8 358	7 343
Headline earnings change		increased 14%	increased 25%
Headline earnings contribution to the group	%	49	49
ROE	%	18.5	19.4
Cost-to-income ratio	%	60.0	60.1
Credit loss ratio	%	1.47	1.39
Net loans and advances	Rbn	541	490

Corporate & Investment Banking

Corporate and investment banking services to clients including governments, parastatals, larger corporates, financial institutions and international counterparties.

		2013	2012
Headline earnings	Rm	6 591	4 419
Headline earnings change	%	increased 49%	decreased 20%
Headline earnings contribution to the group	%	38	30
ROE	%	14.3	9.6
Cost-to-income ratio	%	61.8	65.3
Credit loss ratio	%	0.36	0.63
External net loans and advances	Rbn	405	353

Liberty

Investment management and life insurance activities of companies in the Liberty Holdings group.

		2013	2012
Headline earnings	Rm	4 076	3 688
Headline earnings attributable to group	Rm	2 211	1 990
Headline earnings contribution to the group	%	13	13
ROE	%	24.7	24.7
Indexed new business (excl. contractual increases)	Rm	6 948	6 055
Total external assets under management	Rbn	323	278