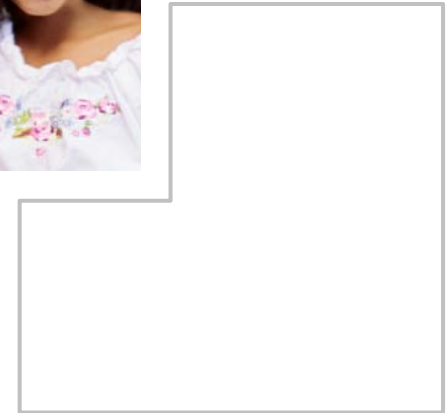
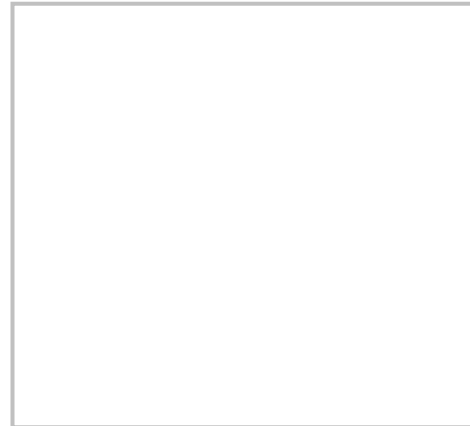




## 2006 annual financial results presentation



## Financial highlights

	Dec 2006	% change	Dec 2005
HEPS (cents)	<b>796.4</b>	<b>20</b>	666.0
Diluted HEPS (cents)	<b>783.7</b>	<b>20</b>	654.5
DPS (cents)	<b>320.0</b>	<b>20</b>	267.0
NAV (cents)	<b>3 579.0</b>	<b>26</b>	2 830.0
ROE (%)	<b>25.2</b>		25.2
Credit loss ratio (%)	<b>0.67</b>		0.40
Cost-to-income (%)	<b>53.5<sup>*</sup></b>		56.1

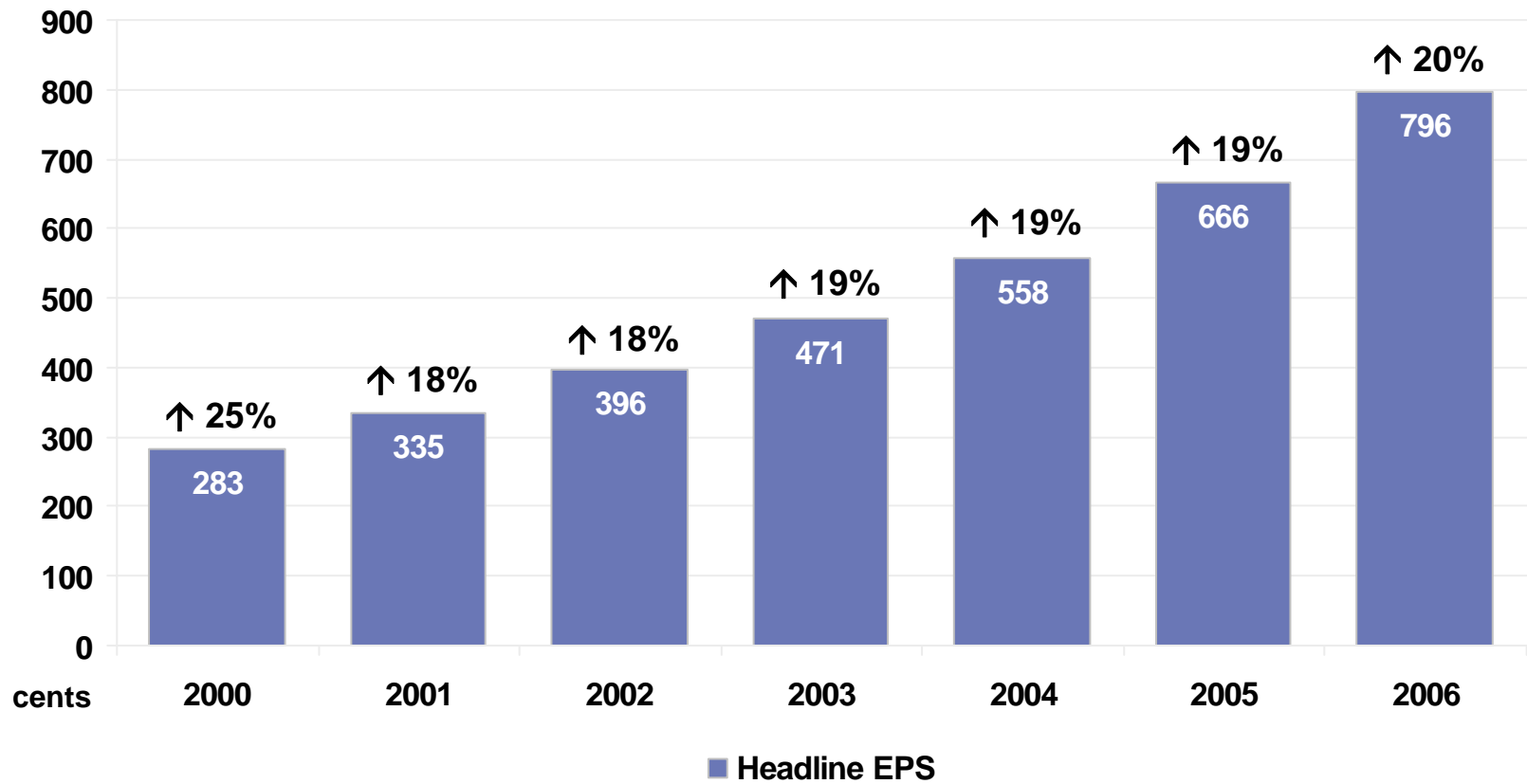
*\* Excluding MasterCard capital profit 53.8%*

Financial results are stated on a normalised basis where applicable

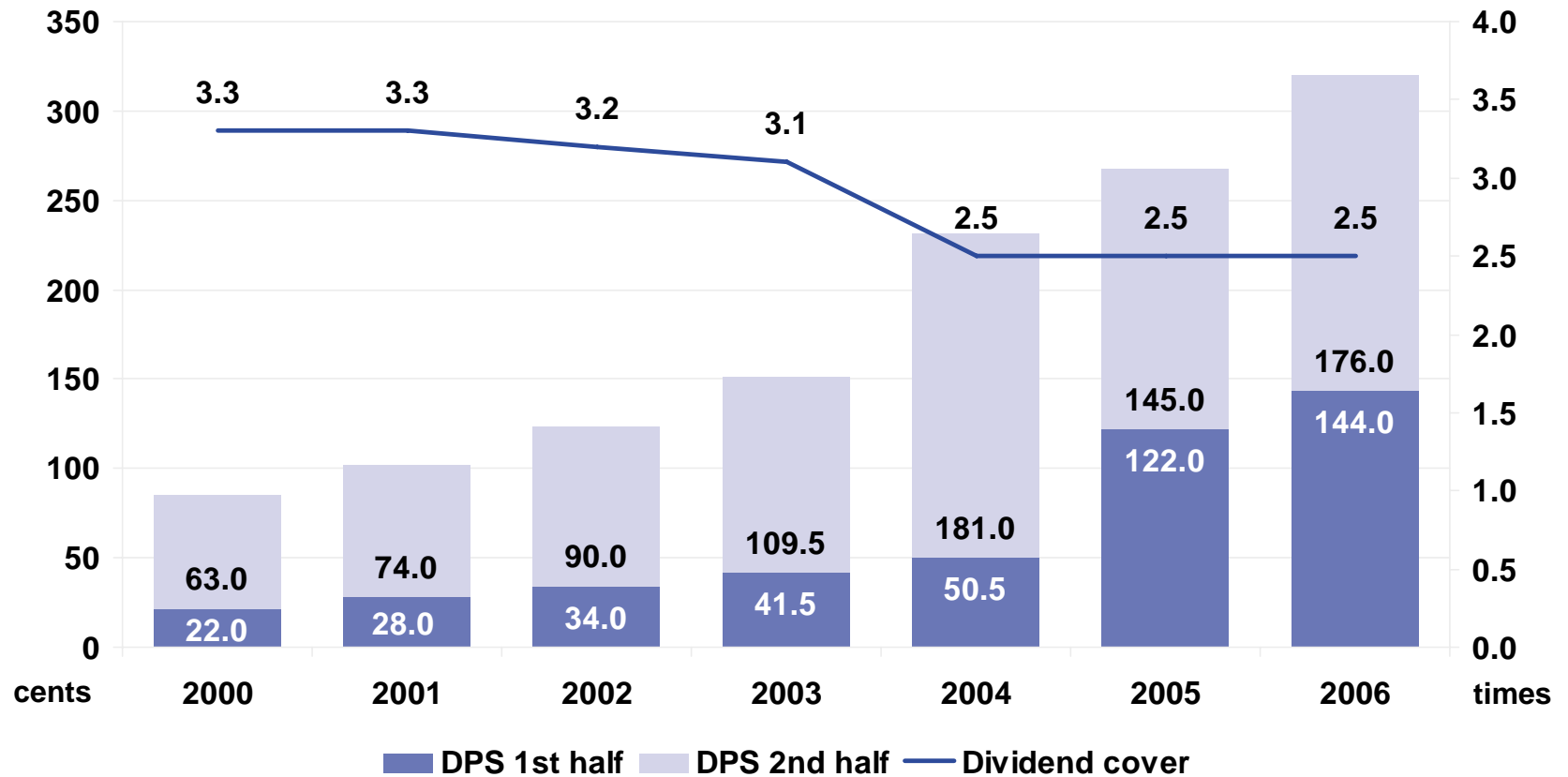
## Group income statement highlights

	Dec 2006 Rm	% change	Dec 2005 Rm
Net interest income	<b>17 001</b>	<b>27</b>	13 357
Non-interest revenue	<b>19 712</b>	<b>23</b>	15 966
Total income	<b>36 713</b>	<b>25</b>	29 323
Credit impairment charges	<b>2 733</b>	<b>&gt; 100</b>	1 207
Operating expenses	<b>19 652</b>	<b>20</b>	16 441
<b>Normalised headline earnings</b>	<b>10 818</b>	<b>20</b>	9 013
Banking activities	<b>9 975</b>	<b>19</b>	8 393
Investment Management & Life Insurance	<b>843</b>	<b>36</b>	620

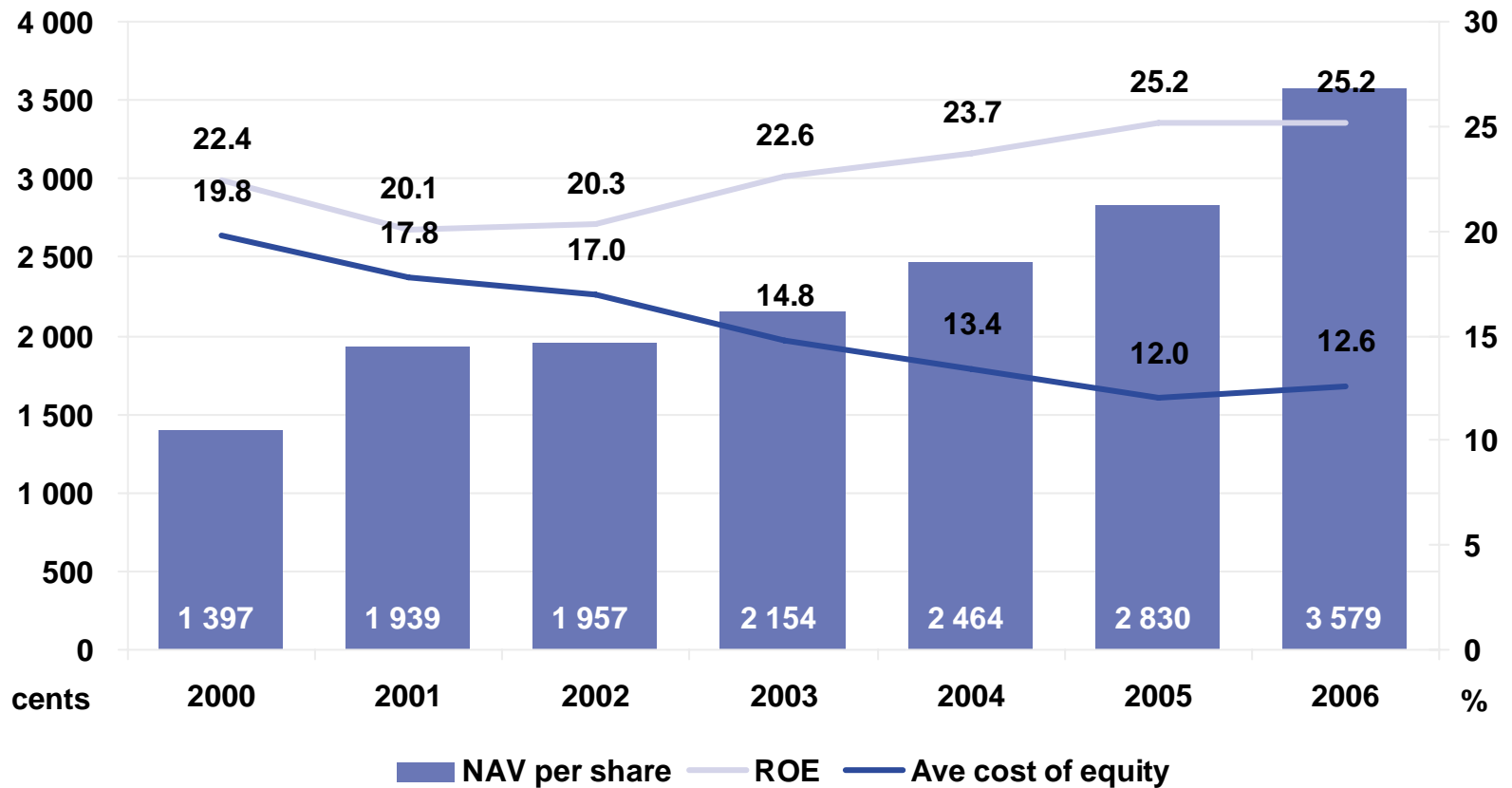
## Group headline earnings per share



## Group dividends per share



## Group return on equity

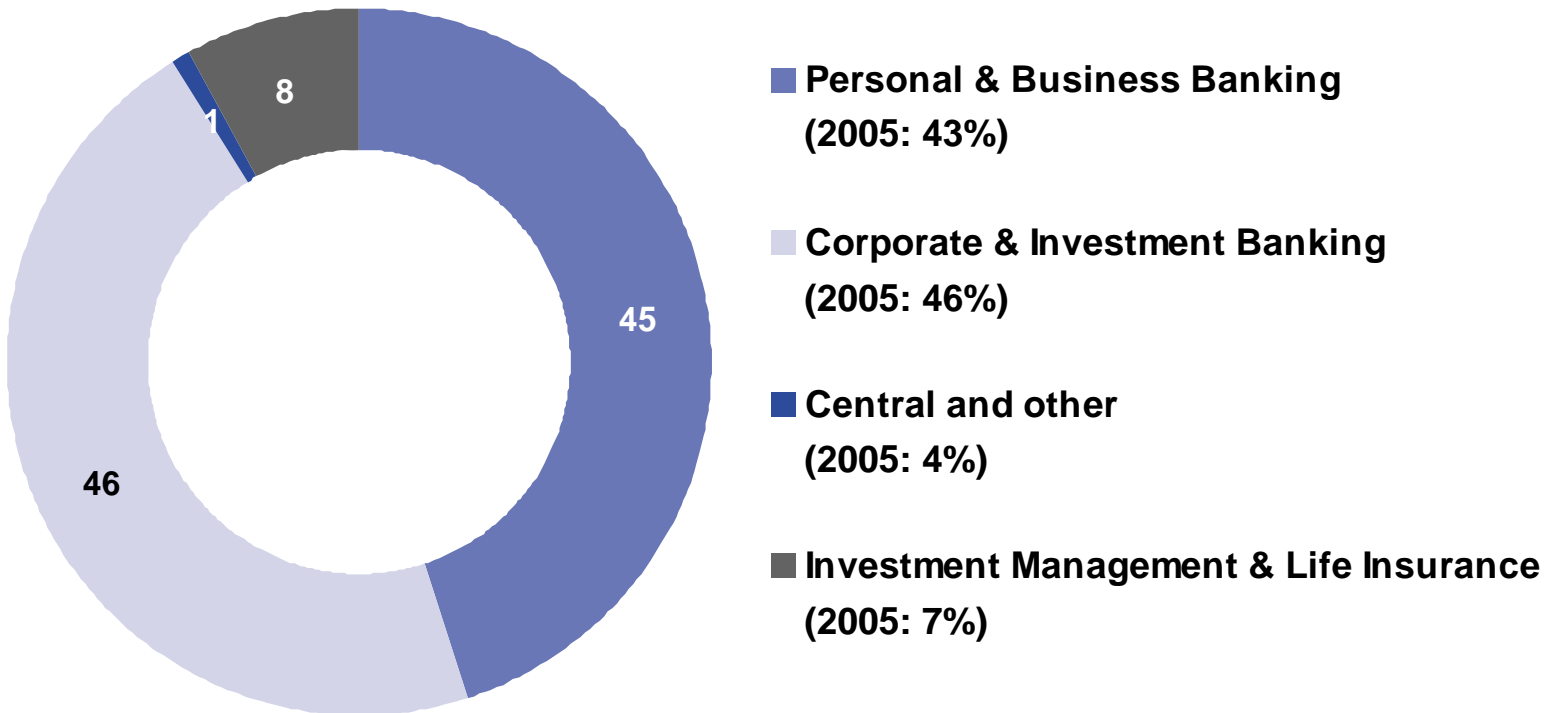


## Business unit review

Dec 2006	Headline earnings Rm	Headline earnings growth %	ROE %
Personal & Business Banking	<b>4 828</b>	<b>24</b>	31.7
Corporate & Investment Banking	<b>5 033</b>	<b>20</b>	27.7
Central and other	<b>114</b>	<b>(65)</b>	
<b>Banking activities</b>	<b>9 975</b>	<b>19</b>	25.2
Investment Management & Life Insurance	<b>843</b>	<b>36</b>	25.1
<b>Standard Bank Group</b>	<b>10 818</b>	<b>20</b>	25.2

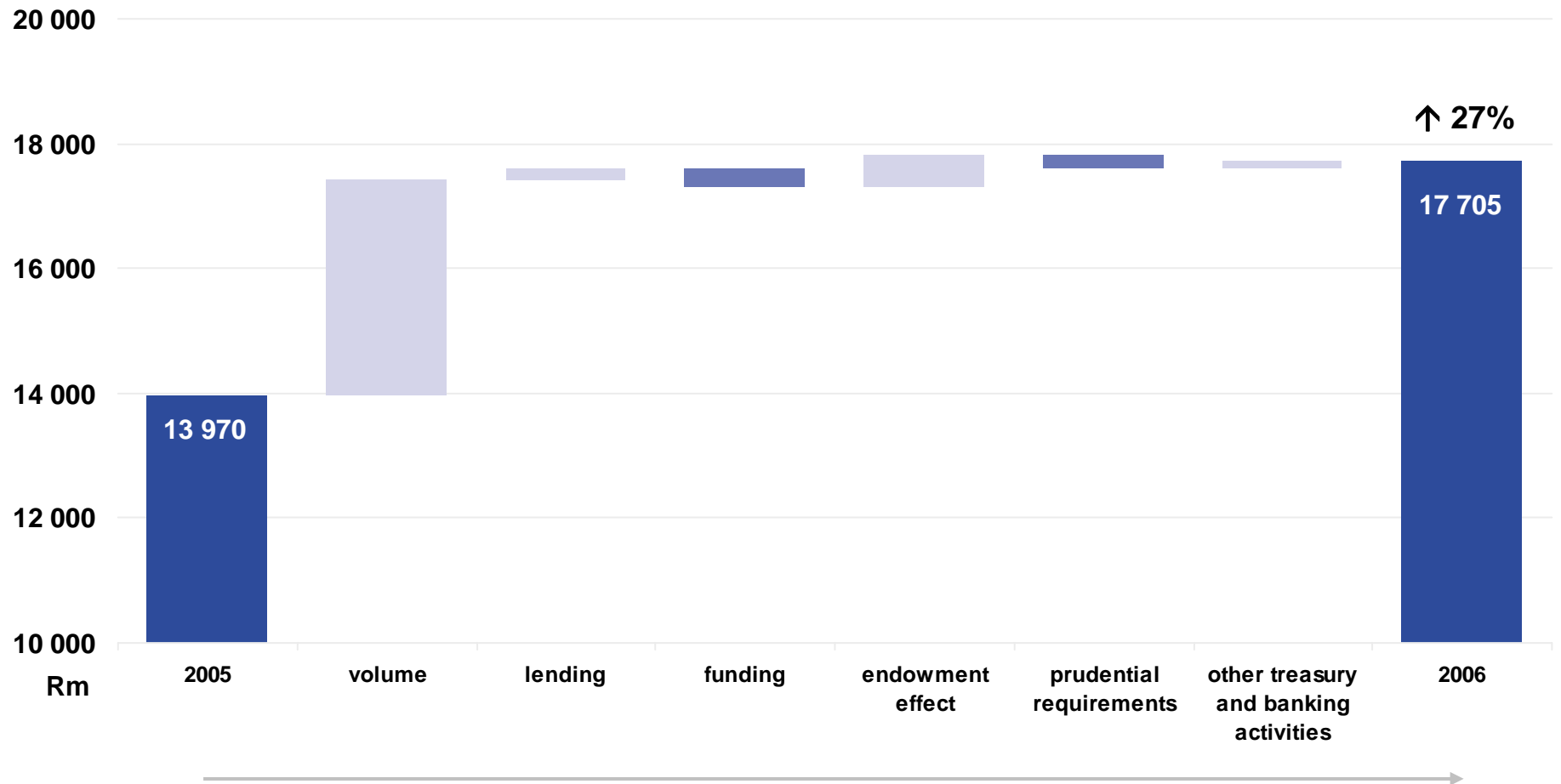
## Headline earnings mix by major business unit

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## NII on interest earning assets



## Margin on interest earning assets

	Banking activities %
<b>Restated margin on interest earning assets for 2005</b>	<b>3.94</b>
NII related changes	0.08
Lending	0.05
Funding	(0.08)
Endowment effect of higher rates	0.14
Prudential requirements	(0.06)
Other treasury and banking activities	0.03
Balance sheet related changes	(0.22)
Surplus liquidity	(0.04)
Changes in balance sheet composition	(0.18)
<b>Margin on interest earning assets for 2006</b>	<b>3.80</b>

## Non-interest revenue

	Dec 2006 Rm	% change	Dec 2005 Rm
Fee and commission revenue	<b>12 372</b>	<b>18</b>	10 457
Trading revenue	<b>4 852</b>	<b>30</b>	3 721
Other revenue	<b>2 488</b>	<b>39</b>	1 788
Banking and other	<b>819</b>	<b>89</b>	433
Realised MasterCard profit	<b>157</b>		-
Property related revenue	<b>743</b>	<b>(5)</b>	782
Insurance related	<b>769</b>	<b>34</b>	573
<b>Total non-interest revenue</b>	<b>19 712</b>	<b>23</b>	15 966

## Advances growth

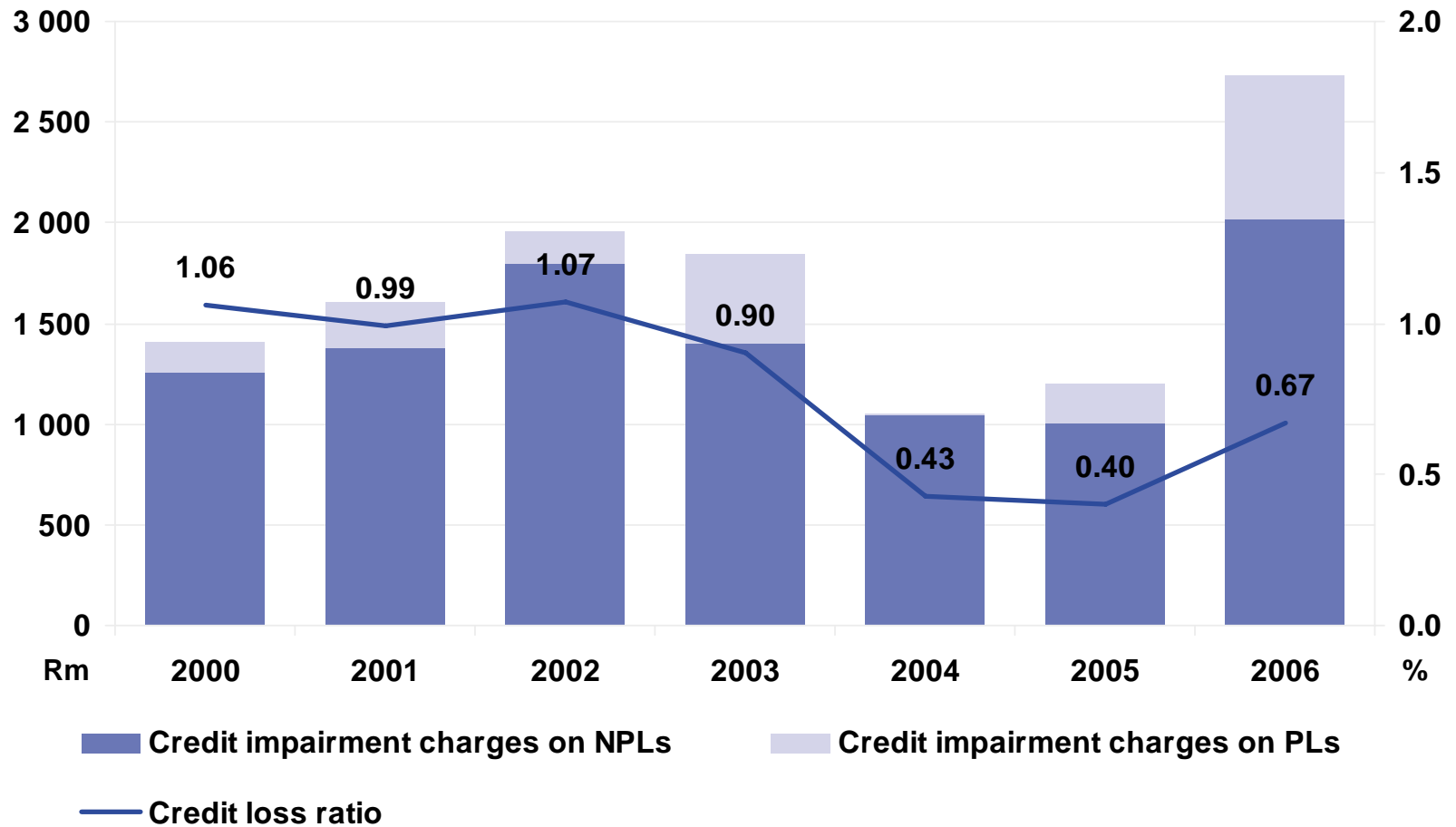
	Dec 2006 Rbn	% change	Dec 2005 Rbn
Personal & Business Banking	<b>265</b>	<b>32</b>	200
Corporate & Investment Banking	<b>184</b>	<b>32</b>	139
Central and other	<b>4</b>		3
<b>Banking activities</b>	<b>453</b>	<b>32</b>	342

## Credit impairment charges

Dec 2006	NPL charge Rm	PL charge Rm	Total charge Rm	Credit loss ratio %
Personal & Business Banking	<b>1 915</b>	<b>418</b>	<b>2 333</b>	<b>1.00</b>
Corporate & Investment Banking	<b>107</b>	<b>228</b>	<b>335</b>	<b>0.19</b>
Central and other	-	<b>65</b>	<b>65</b>	
<b>Banking activities</b>	<b>2 022</b>	<b>711</b>	<b>2 733</b>	<b>0.67</b>

Dec 2005	NPL charge Rm	PL charge Rm	Total charge Rm	Credit loss ratio %
Personal & Business Banking	1 048	237	1 285	0.71
Corporate & Investment Banking	(42)	(34)	(76)	(0.06)
Central and other	-	(2)	(2)	
<b>Banking activities</b>	<b>1 006</b>	<b>201</b>	<b>1 207</b>	<b>0.40</b>

## Credit impairment trends



## Operating expenses

	Rm	% change
<b>Staff</b>	<b>11 001</b>	<b>17</b>
Personal & Business Banking	5 668	8
Corporate & Investment Banking	4 750	31
Central	583	13
<b>Other</b>	<b>8 651</b>	<b>22</b>
Personal & Business Banking	6 137	19
Corporate & Investment Banking	2 974	25
Central	(460)	(5)
<b>Operating expenses</b>	<b>19 652</b>	<b>20</b>

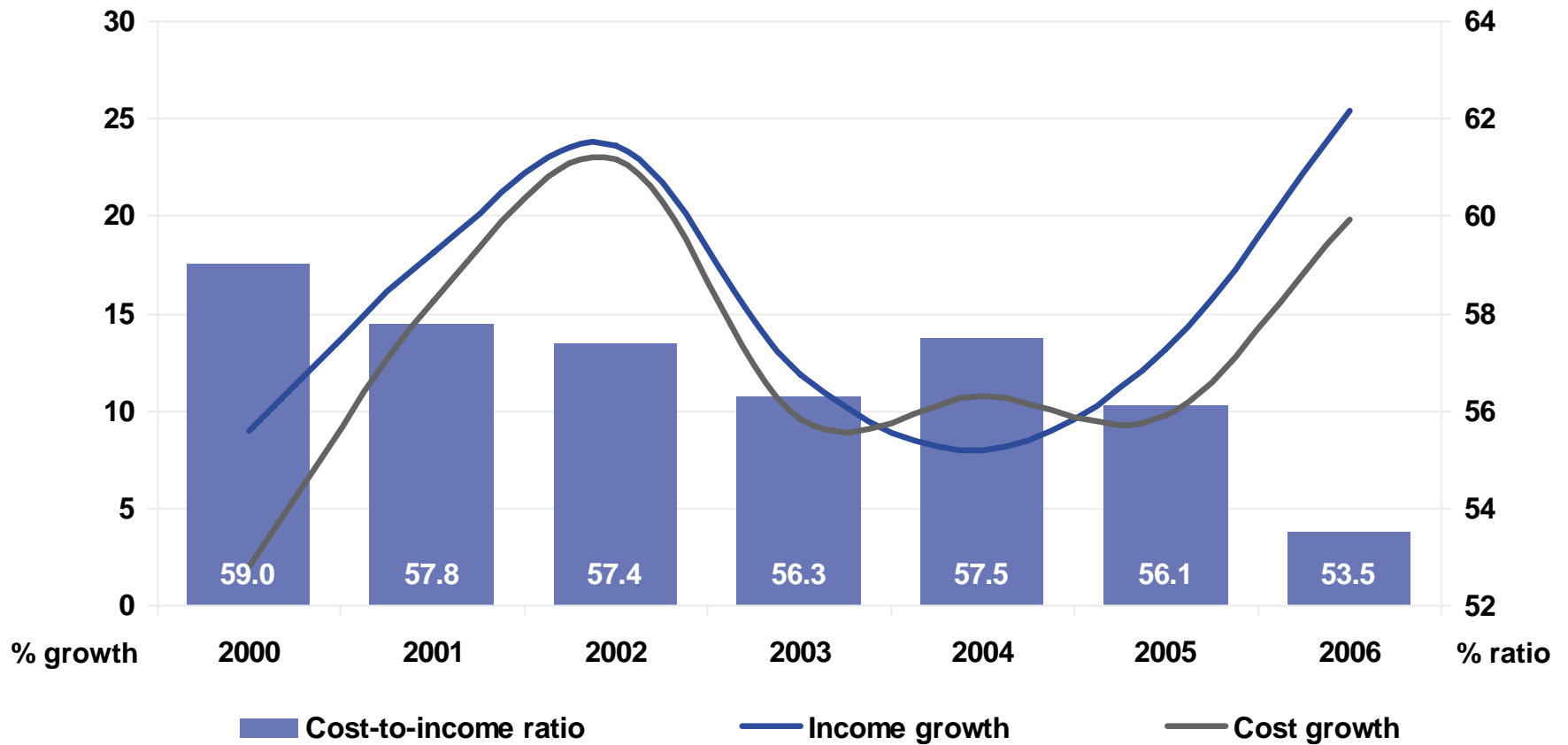
- Investing in people

- Increased talent pool Outside Africa
- Additional credit collection and risk management staff in South Africa
- Increased incentive provisioning given financial performance

- Investing in infrastructure

- Regulatory compliance
- SAP core banking system development
- Trading and risk systems in Corporate & Investment Banking
- Continued standardisation of systems in the rest of Africa

# Cost-to-income ratio





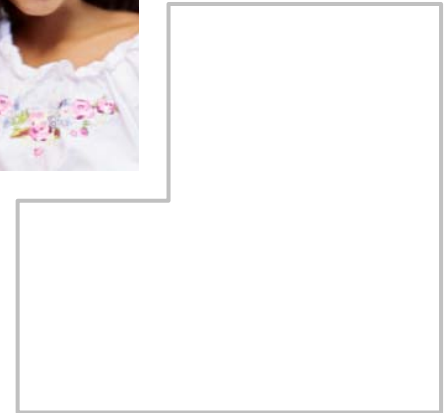
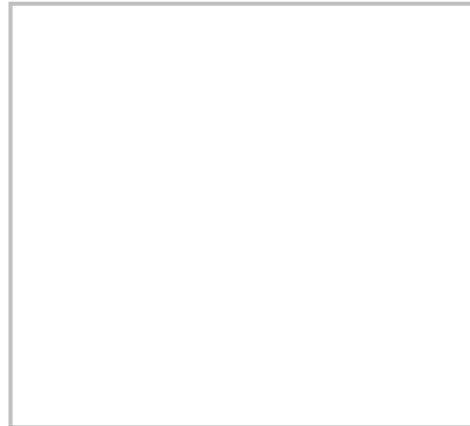
## Capital adequacy

	Adjusted		
	Dec 2006 %*	Dec 2006 %	Dec 2005 %
<b>Group</b>			
Tier I	<b>9.2</b>	<b>10.8</b>	10.5
Tier II	<b>3.8</b>	<b>3.8</b>	3.4
Tier III	<b>0.2</b>	<b>0.2</b>	0.3
<b>Total</b>	<b>13.2</b>	<b>14.8</b>	14.2

\* Excludes capital required for potential acquisitions (referred to later) and equity to be paid out in April for 2006 final dividend



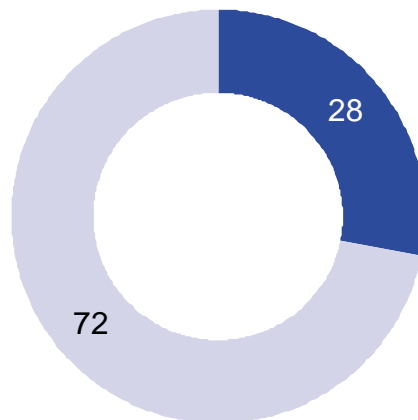
Personal & Business  
Banking  
Peter Wharton-Hood



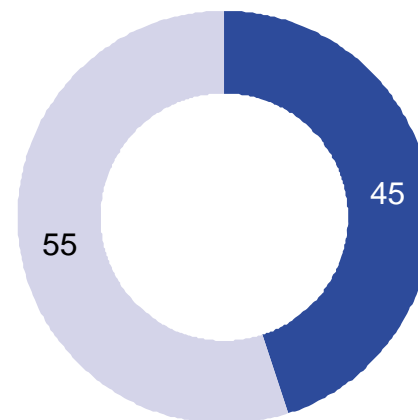
## Personal & Business Banking

- Headline earnings up 24% to R4 828m
- Credit loss ratio 1.00% (2005: 0.71%)
- ROE 31.7% (2005: 30.8%)
- Total income growth 22% (2005: 18%)
- Cost growth 13% (2005: 10%)
- Cost-to-income ratio 55.2% (2005: 59.2%)

**% of group assets**



**% of group headline earnings**



■ **Personal & Business Banking**

■ **Rest of group**

## Overview

---

- Positive economic environment in all markets
- Strong sales performance and asset growth
- Positive reinforcement of service levels and cost controls
- Well positioned to deal with changing environment
- Appropriately organised to cope with new regulations
- Disappointing increase in domestic branch robberies, cash in transit heists and ATM vandalism
- Overall performance exceeded expectations

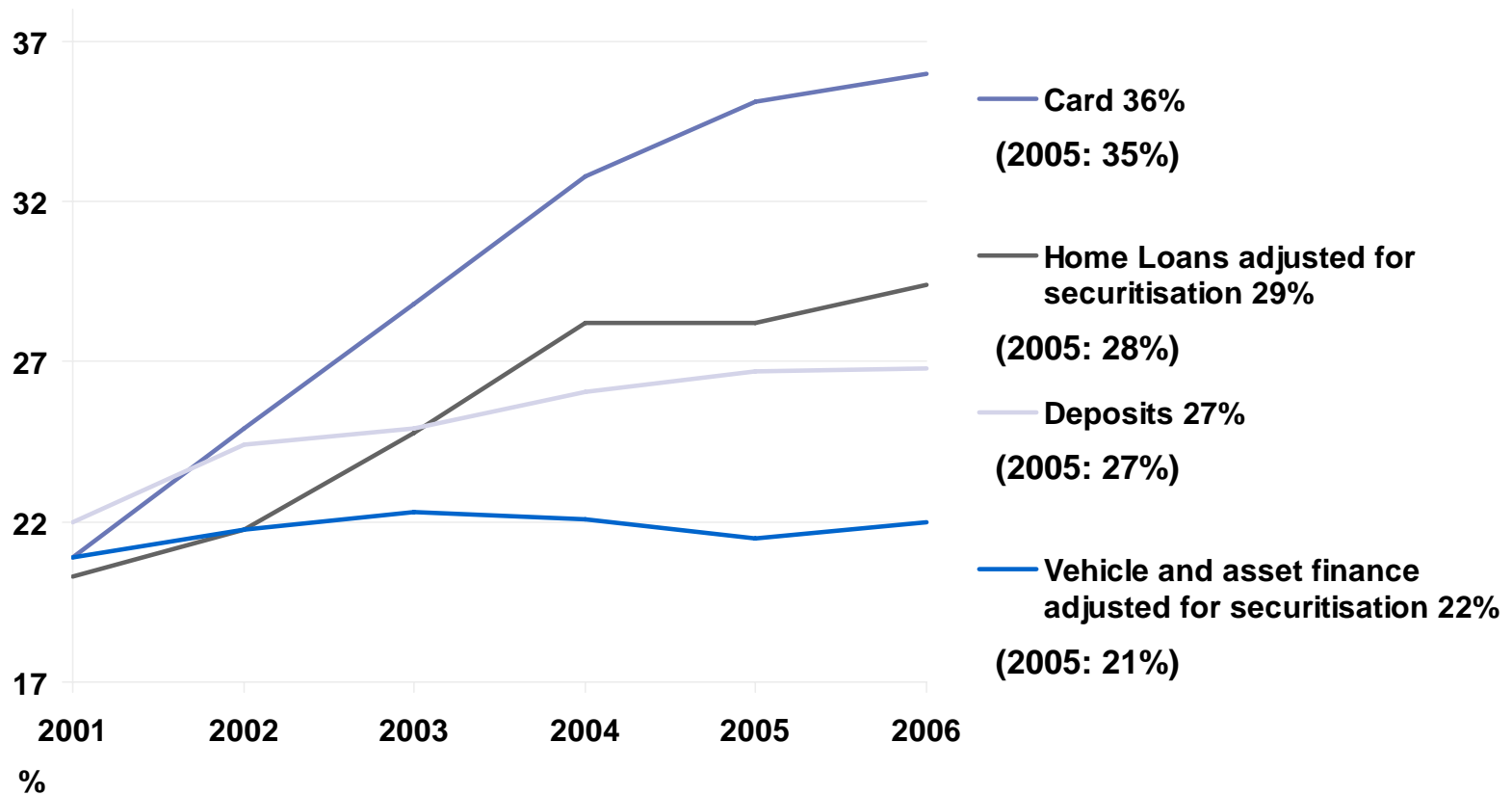
## Abridged income statement

	Dec 2006 Rm	% change	Dec 2005 Rm
Net interest income	<b>11 169</b>	<b>25</b>	8 930
Non-interest revenue	<b>10 223</b>	<b>18</b>	8 645
Fee and commission revenue	<b>9 426</b>	<b>17</b>	8 085
Other revenue	<b>797</b>	<b>42</b>	560
Total income	<b>21 392</b>	<b>22</b>	17 575
Credit impairment charges	<b>2 333</b>	<b>82</b>	1 285
Operating expenses	<b>11 805</b>	<b>13</b>	10 405
<b>Net income</b>	<b>7 254</b>	<b>23</b>	5 885
<b>Headline earnings contribution</b>	<b>4 828</b>	<b>24</b>	3 879

## Headline earnings contribution per product

	Dec 2006 Rm	% growth	Dec 2005 Rm
Transaction products	<b>2 527</b>	<b>25</b>	2 017
Home Loans	<b>908</b>	<b>35</b>	673
Bancassurance	<b>604</b>	<b>31</b>	461
Card	<b>565</b>	<b>9</b>	519
Vehicle and asset finance	<b>224</b>	<b>7</b>	209
<b>Personal &amp; Business Banking</b>	<b>4 828</b>	<b>24</b>	3 879

## Retail market share in South Africa



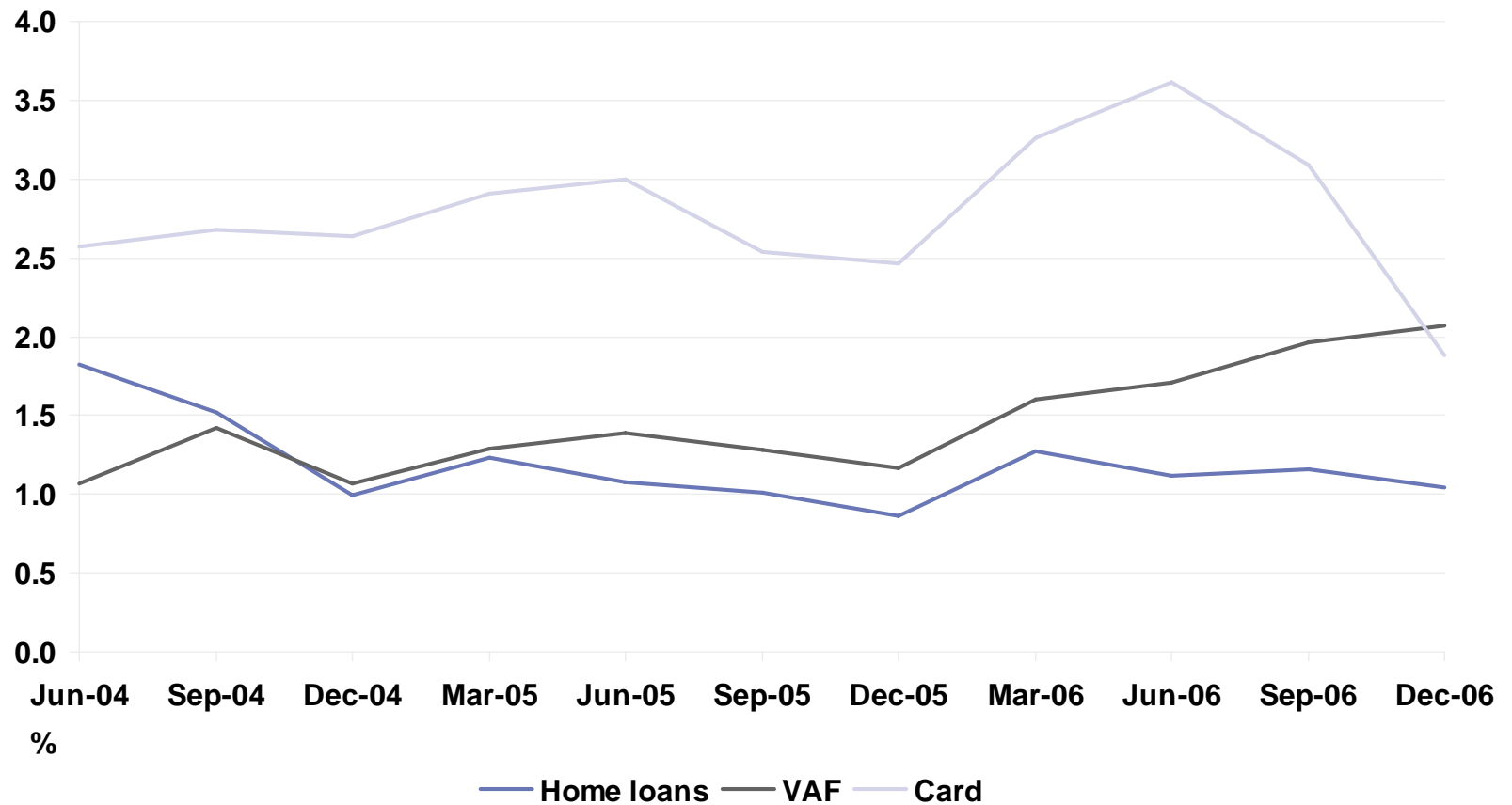
## Credit provisioning

	Credit loss ratio	
	2006 % *	2005 % *
Home Loans	<b>0.27</b>	0.29
Vehicle and asset finance	<b>1.09</b>	0.78
Card	<b>7.03</b>	3.32
Other	<b>1.56</b>	1.41
<b>Personal &amp; Business Banking</b>	<b>1.00</b>	0.71

\* Includes provisions against both performing and non-performing loans



## Early arrears in SBSA (special mention category)



- Risk decisions implemented over past 36 months optimal for current and projected environment
- Growth in selective quality segments maintained
- Management of credit risk appetite continues to improve through:
  - Risk based pricing premiums
  - Clear risk threshold management
  - Significant rehabilitation and risk based focus in collections process
- Qualifying credit criteria tightened for higher risk customers
- Continued enhancements to scorecards
- Collections headcount increased from 855 to 1 040
- Significant focus on credit systems, processes and people in every country

## Secured lending: Home Loans

---

- Sustained volume increases
  - Number of registrations up 23%
  - Value of registrations up 43%
  - Book increase of 36%
- Originator strategy delivered healthy market share performance and acceptable ROE
- Margin compression resulting from:
  - increased concession levels / competitive pressures
  - greater wholesale funding dependency
- Improved credit quality
  - Average LTV maintained at 81% and NPLs stable
  - Tolerable increase in average ITI 26% (2005: 22%)
- Standardised systems ready for Africa roll out

## Secured lending: Vehicle and asset finance

---

- Three years of turnaround effort starting to show results
  - Number of applications up 46%
  - Value of loans granted up 19%
  - Book increase of 18% (Motor 24%, Non motor 14%)
- Margin benefited from revision in pricing policy
- Approved applications not taken up remains a challenge
- Standardised business model and IT system implemented across Africa

## Unsecured lending: Card

---

- Strategy adopted in 2002 proving successful
  - Number of accounts up 21% to 2.3 million
  - Cardholder spend up 21%
  - Book increase of 42%
- Market share maintained despite strong competition and increased qualifying credit criteria
- Absolute return model proved as revenue growth of 35% yielded 9% lift in headline earnings despite 208% increase in bad debts
- Delay in resolution of Usury Act reduced revenue by R76m
- Credit loss ratio of 7.03% (2005: 3.32%)
- Book quality and loss ratios in line with internal targets and international benchmarks
- Acquiring revenue up 17%
- Successful product launches in Botswana and Namibia

## Unsecured lending: Other lending

---

- Continued focus on segmentation and sales
  - Number of accounts up 10%
  - Book increase of 18%
- ABIL JV termination announced
  - Net after tax revenue from the JV moved from R119m to R67m
  - Our microlending proposition progressing well
  - Roll out in Q3 2007 will be conservative
- Personal loan product roll out to rest of Africa in progress

## Transaction and investment products

---

- Sustained sales focus yielded satisfactory volume increases
  - Number of transactional accounts up 9.5%
  - Fees and commissions up 12.8%
- Savings and investment balances rose by 27%
- Bundled product offerings recognised as most affordable in market place
- Debit card and ATM switching introduced to all African countries
- Cross border money transmission (Moneygram) rolled out

## Bancassurance

---

- Continued co-operation with Liberty and strong sales impetus produced good results
- Overall headline earnings contribution improved by 31%
- Life licence embedded business
  - Commission grew by 26%
  - Policy volumes up 22%
  - Customer base penetration from 36% to 37%
- Complex products show 11% growth in commission income
- Embedded value earnings rose by 64% to R89m
- Short term insurance business generated headline earnings of R180m, up 51%



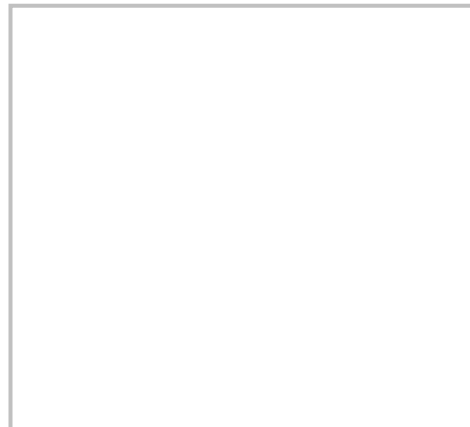
## Outlook for Personal & Business Banking in the rest of Africa

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- Signs of consumer buoyancy and middle market credit demand starting to show
- Successful aspects of past South African retailing strategies will be deployed where appropriate
- First step – maintain momentum of improved service levels
- Second step – close evident product gaps
  - Home loans
  - Business Banking term loans
  - Internet Banking
- Third step – launch specific products in selected countries
  - Funeral plan
  - Bundled current account packages
  - Self service banking
  - Credit cards and POS acquiring
- Continue pursuit of operational excellence, regional processing and international co-operation



Personal & Business  
Banking South Africa  
Sim Tshabalala



## Advances growth achieved in 2006

	Dec 2006 Rbn	% growth	Dec 2005 Rbn
Home Loans	<b>170</b>	<b>37</b>	124
Vehicle and asset finance	<b>49</b>	<b>23</b>	40
Card	<b>17</b>	<b>42</b>	12
Other	<b>32</b>	<b>23</b>	26
<b>Personal &amp; Business Banking</b>	<b>268</b>	<b>32</b>	202

## The outlook for our customers

---

- Debt to income ratio
  - Total debt (capital amount) as a % of income
  - At historically high levels – 73%
  - Still low relative to comparable markets
- Debt repayment to income ratio
  - Interest and capital repayments as a % of income
  - Better measure of affordability
  - Shows that debt is currently more affordable than the peaks of 1985, 1991 and 1998
- The so-called “household credit binge” is not representative of the Standard Bank customer base
- Segment specific customer behaviour shows optimistic demand and a continued improvement in financial well being

## Secured lending portfolios

---

- Middle income house demand and price trends set to continue
- Co-ordinated branch based and mortgage originator strategies will prevail
- Concession levels will tighten leading to improving margins
- Low income housing strategy progressing well under the circumstances but slower than we would like
- Market share in VAF likely to improve following the successful origination strategy deployed in 2006
- Operational turnaround effectiveness will maintain the VAF business growth trajectory

## Unsecured lending portfolios

---

- 2007 will be a watershed year for the industry and Standard Bank
- New regulatory pronouncements take effect 1 June with consequences for business origination and customer debt management
- Card lending
  - Recent competitor actions have highlighted that decision to tighten credit policy in 2006 was correct strategy
  - Our customer gathering strategies introduced in 2003 have now been emulated late in cycle
  - The mature card portfolios are through acquisition “j” curve and will produce healthy yields and profits
- Other unsecured lending
  - Card not a substitute for all forms of unsecured lending
  - Low income lending plans underway

## Transactions

---

- Expect to see continued strong economic activity
  - Growth of GDP plus inflation
- Growth has been ahead of this as a result of sales and retention strategies
- Growth not driven by price, but rather by volumes
- Savings rates expected to remain low
  - Introduction of innovative savings products

## Bancassurance, Joint Ventures and Alliances

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- Co-operation with Liberty will be taken to new levels
- Emphasis on bancassurance and consolidation of our insurance and wealth offerings will take place
- Outlook in joint ventures space, for RCS and SA Home Loans in particular, look promising
- Our MTN Banking partnership also holds significant promise in low income banking/micro payments space
- “Export” of proven business models and technology, where appropriate, is a compulsory deliverable



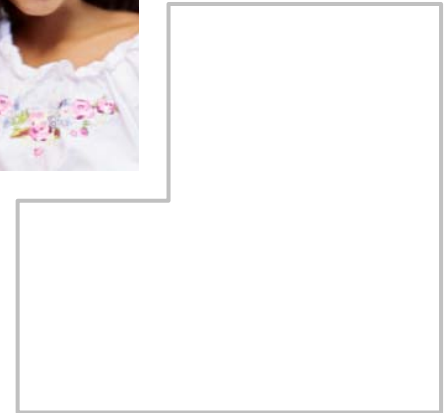
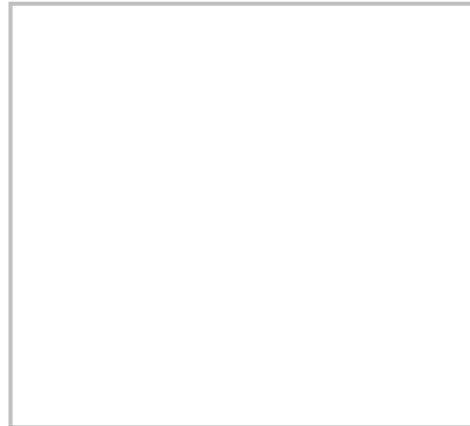
## Outlook for Personal & Business Banking in South Africa

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- Environment remains challenging
  - Increasing consumerism
  - Competition from non traditional
  - Crime
  - Agricultural sector
- Continuing rapid change in regulations anticipated
  - National Credit Act
  - FICA and FAIS
  - Dedicated Banks and the Co-operative Banks Bills
  - Basel II
- Operational challenges

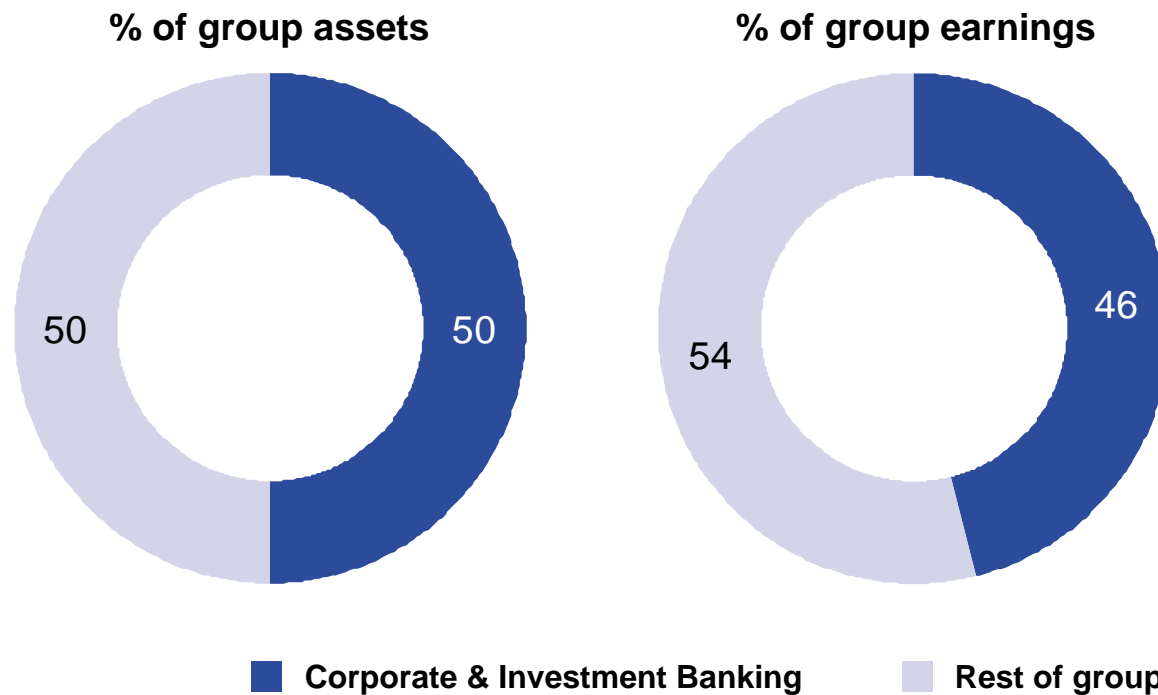


Corporate & Investment  
Banking  
Ben Kruger



## Corporate & Investment Banking

- Headline earnings up 20% to R5 033m
- Credit loss ratio 0.19% (2005: (0.06%))
- ROE 27.7% (2005: 27.2%)
- Cost-to-income ratio 53.1% (2005: 53.7%)



## Overview

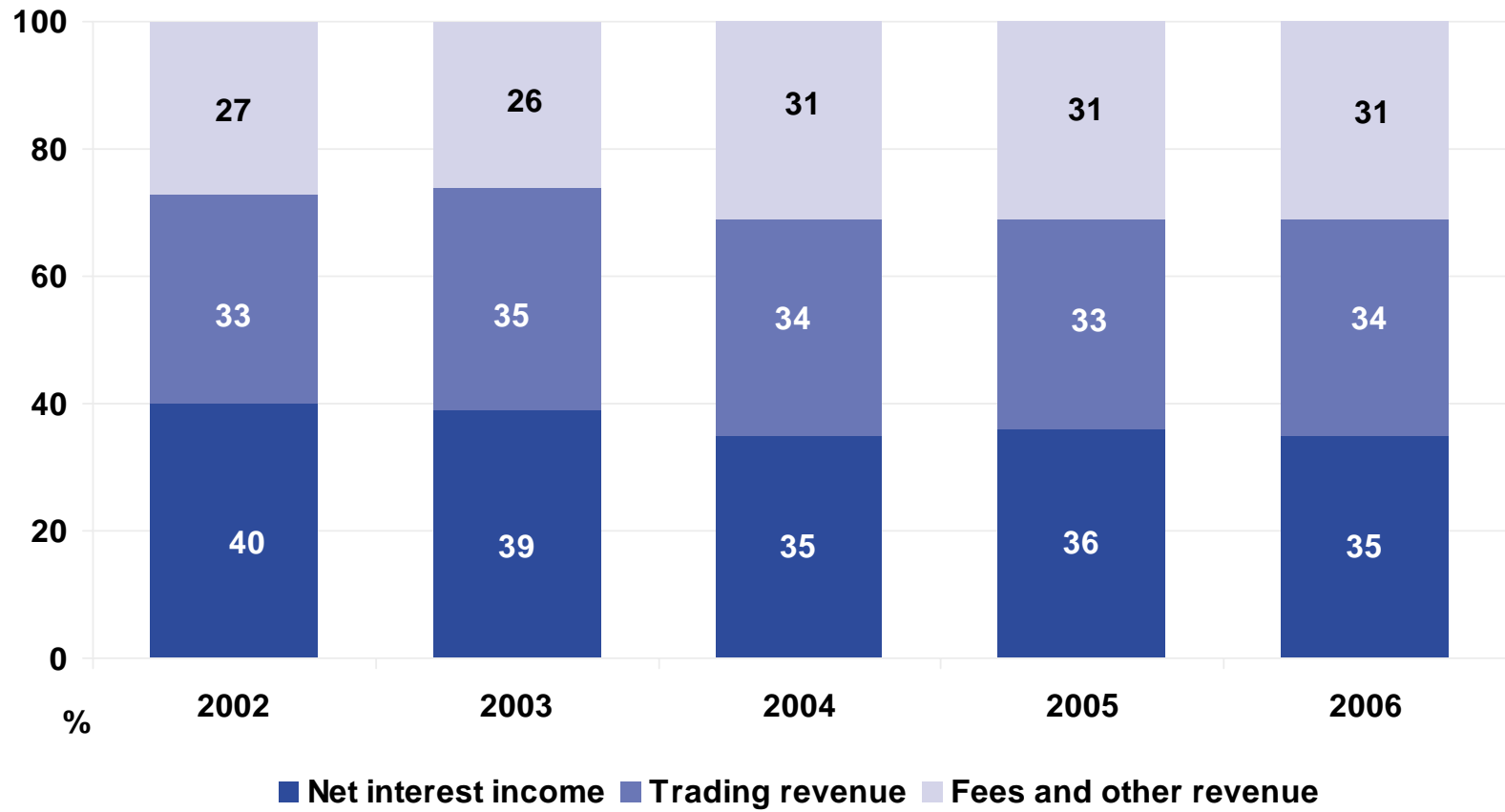
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- Maintained momentum in South Africa and progressing well on transforming business Outside Africa
- Strong revenue and asset growth across all business units
- Improvements in management teams in all areas
- Improved scale of operations and regional activities
- Making progress in infrastructure roll out albeit at a cost
- Stronger income contribution from Investment Banking opportunities
- Credit impairment charges negatively impacted African operations

## Abridged income statement

	Dec 2006 Rm	% change	Dec 2005 Rm
Net interest income	<b>5 116</b>	<b>29</b>	3 959
Non-interest revenue	<b>9 418</b>	<b>30</b>	7 225
Fee and commission revenue	<b>2 998</b>	<b>25</b>	2 407
Trading revenue	<b>4 945</b>	<b>33</b>	3 724
Other revenue	<b>1 475</b>	<b>35</b>	1 094
Total income	<b>14 534</b>	<b>30</b>	11 184
Credit impairment charges	<b>335</b>	<b>&gt; 100</b>	(76)
Operating expenses	<b>7 724</b>	<b>29</b>	6 002
<b>Net income</b>	<b>6 475</b>	<b>23</b>	5 258
<b>Headline earnings contribution</b>	<b>5 033</b>	<b>20</b>	4 185

# Income contribution



## Global Markets

---

- Total income R5.9bn, up 27%, headline earnings R1.9bn, up 17%
- Strong trading performances across all geographies
  - Increased income from foreign exchange trading in SA and Africa
  - Revenues generated Outside Africa driven by higher volumes, customer led activity in the rates business and in buoyant base and precious metals markets
  - Asian Equity and Primary Markets teams contributed to revenue in the second half of the year
  - Good income growth in remainder of South African businesses
- Increased headcount and higher performance related expenses
- Significant investment in technology

## Banking and Trade Finance

---

- Income R5.9bn, up 23%, headline earnings R1.6bn, up 7%
  - Strong growth in term and commercial property lending
  - Noticeable increase in scale of transactions and revenue per client in our business Outside Africa
  - Higher revenues in custody business driven by buoyant equity markets
  - Increased business activity in Trade Finance with higher revenues recorded across product range in all geographies
- Impairment charges in Africa and higher effective tax rate in South Africa dampened headline earnings growth
- Improved marketing and enhanced client relations evidenced through higher cross sell activity
- Increase in staff and infrastructure costs in the Rest of Africa associated with growth in business



## Investment Banking

---

- Income R2.7bn, up 59%, headline earnings R1.6bn, up 44%
- Continued strong performance from corporate finance and acquisition and project finance
- Good returns from property and equity investment portfolios
- Increase in specialised finance revenues
- Leveraging off track record in financing empowerment transactions and related advisory mandates
- Continue to see benefits from the integration of teams working across investment banking value chain

## Infrastructure

---

- Higher IT and development spend of R362m, in line with business growth and product roll out across geographies Outside Africa
- CIB wide infrastructure investment programme, launched in 2006, facilitated the successful completion of over 50 major IT projects in 2006
- Good progress made with regard to capital optimisation through FSA CADII model approval initiatives
- Significant improvement in market and liquidity risk management in Africa, with greater focus on credit risk going forward
- Good progress made on regulatory implementations of KYC and Basel II

## Outlook and activities

---

- Continue to focus on revenue generation across all business units as major driver during this phase of expansion
- Continue to improve scale in regions and products
- Continue strategic focus on key customers in targeted industries
- Increase our range of investment banking activities, whilst further enhancing distribution capabilities
- Maintain strong cost, risk and regulatory discipline

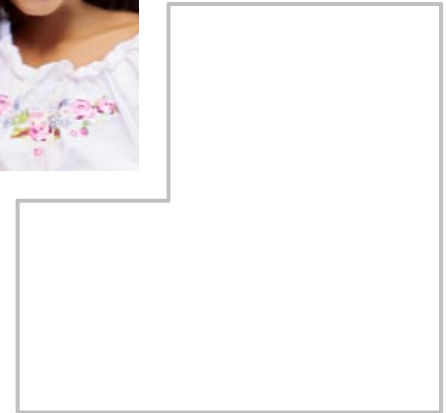
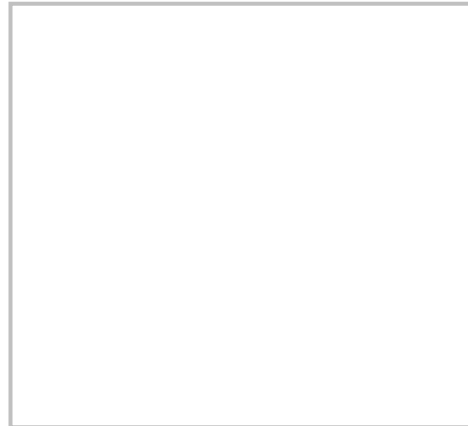
## Outlook and activities cont.

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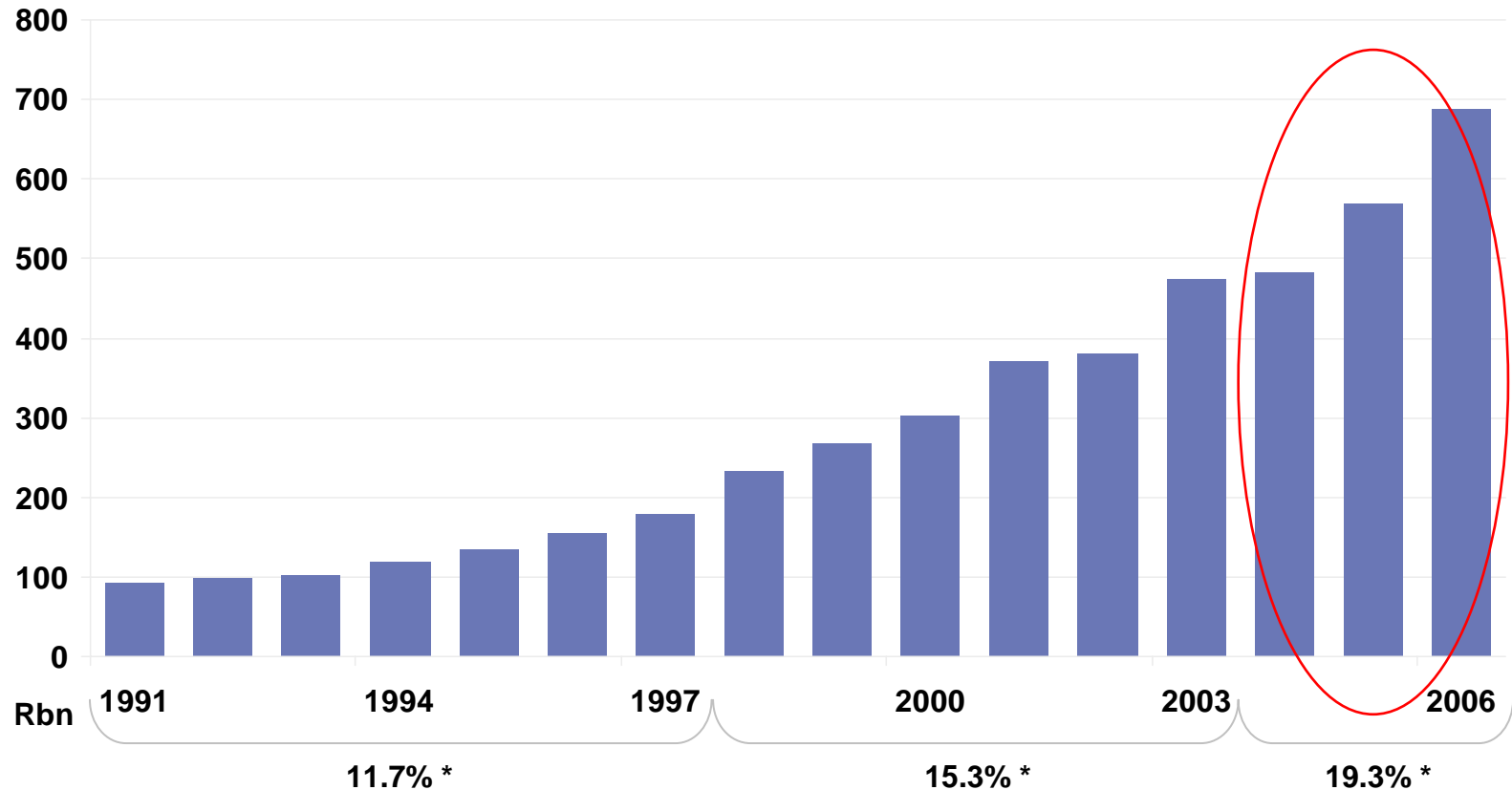
- Continue to optimise capital usage
- Complete IT and support infrastructure roll out
- Maintain momentum in South African business and complete the transformation of business Outside Africa
- Greater focus on African franchise and related business opportunities
- Global growth opportunities continue to look promising – both through investment in organic growth and strategically aligned acquisitions



Corporate & Investment  
Banking South Africa  
David Munro



## Credit extension to corporates in the South African market



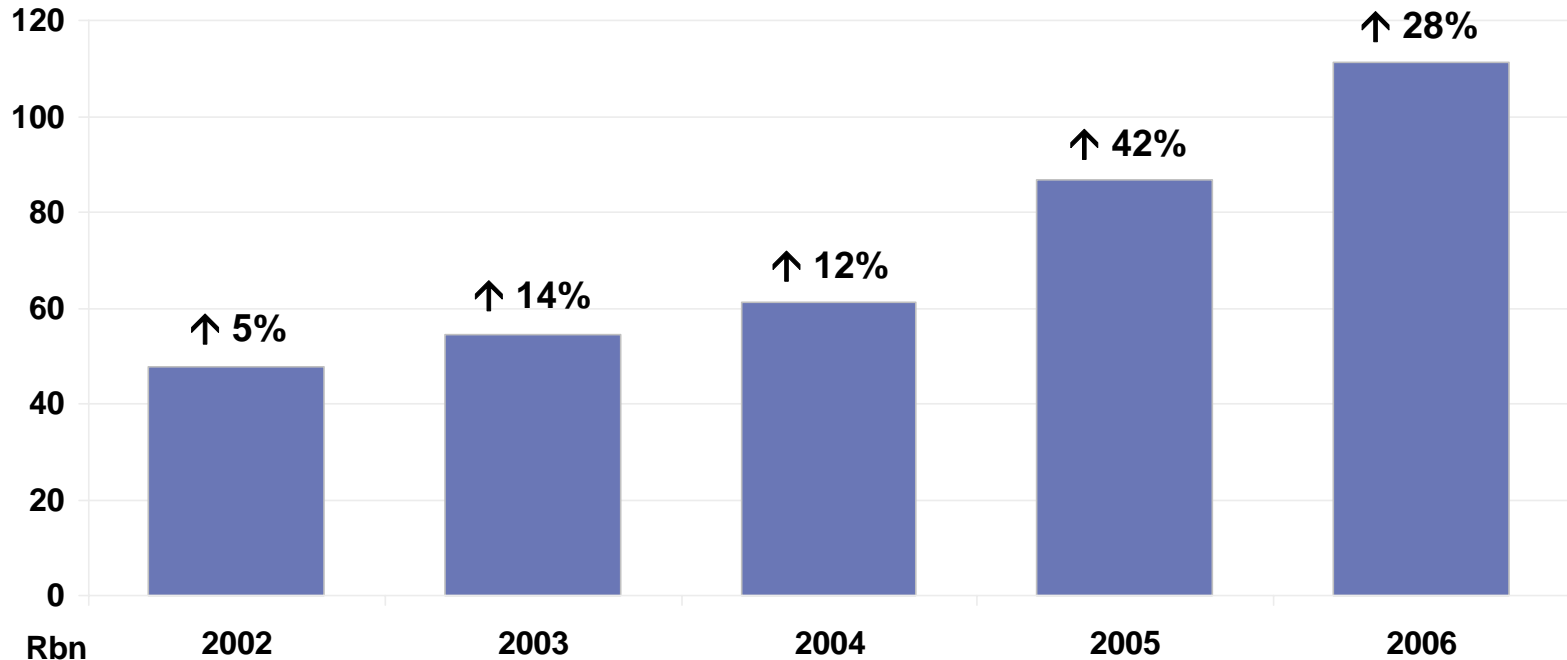
- Corporate credit extension at the end of December 2006 stood at R687bn
  - Increase of 21% year-on-year
  - Compound annual growth rate of 14% pa since 1991

Source: Standard Bank Group Economics ( \* Compound annual growth rate per annum)

## Growth in the corporate sector in South Africa

---

- Corporate credit growth within the South African market as a whole has increased 21% year-on-year for 2006
- Contributing factors
  - ASGISA, 2010 & the focus on infrastructure development
  - GDP growth in excess of 4.5%
  - Consumer confidence
  - Business confidence
  - Black economic empowerment
  - Foreign direct investment
  - Healthy growth in the commercial property sector
  - Increased focus on optimal capital structuring



- Corporate loans and advances growth in CIB SA increased 28% year-on-year and displayed a compound growth of 36% pa since 2004
- Corporate credit extension in the economy grew by 21% year-on-year and experienced compound growth of 19% pa since 2004



Loan and advances growth	2006	2005
Total	<b>28%</b>	26%
Vanilla	<b>21%</b>	41%
Complex lending	<b>40%</b>	7%

- Industry sector growth within CIB SA:
  - Manufacturing (17%)
  - Construction (21%)
  - Real estate & business services (27%)
  - Media & telecommunications (124%)
- Risk distribution – increase in credit linked note issuance (174%)
- Funding raised in the corporate bond market for clients up 33%
- First and largest syndication deal in South Africa during 2006

- Custody transactional volumes up 25%
- Assets under custody up 33%
- Foreign exchange daily average turnover up 17%
- Commodities trading turnover up 37%
- Transactional banking values up 22%
- Corporate finance advisory deal value up 53%

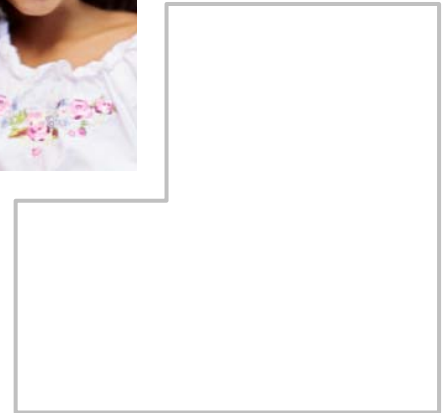
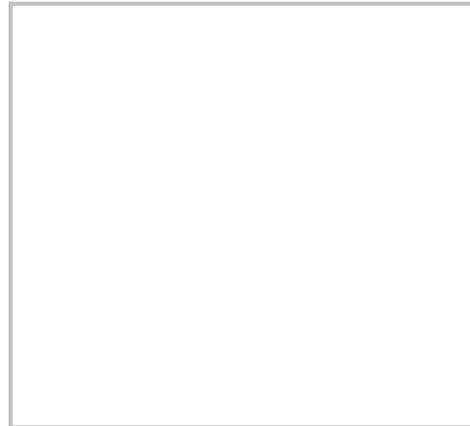
## Outlook

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- Optimistic about the future given the alignment with key drivers of the past
- Opportunities still to be capitalised upon are:
  - ASGISA related fixed capital investment
  - Foreign direct investment
  - Black economic empowerment
  - Property sector growth
  - Advent of private equity

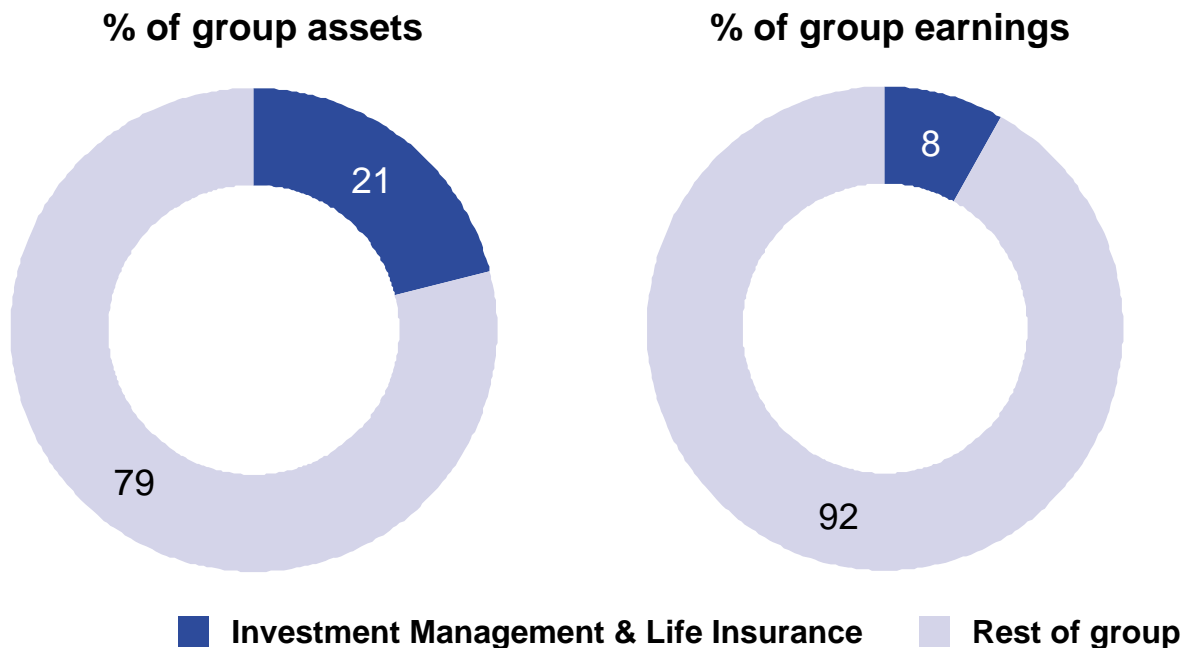


Jacko Maree



## Investment Management & Life Insurance

- Liberty Life normalised headline earnings up 34% to R2 589m
- Liberty Life embedded value up 14% to R21.9bn (net of R1bn capital reduction)
- Liberty Life ROEV 22.4% (2005: 20.1%)
- Investment Management & Life Insurance headline earnings contribution to Standard Bank up 36% to R843m
- Investment Management & Life insurance ROE 25.1% (2005: 21.0%)



	Dec 2006 Rm	% change	Dec 2005 Rm
Operating profit from insurance operations	<b>1 395</b>	<b>48</b>	942
Stanlib earnings*	<b>133</b>	<b>24</b>	107
Net profit from shareholders' investments	<b>268</b>	<b>(11)</b>	301
Shareholders' investment surplus (realised and unrealised)	<b>705</b>	<b>44</b>	491
Dividends on BEE preference shares	<b>88</b>	-	88
<b>BEE normalised headline earnings</b>	<b>2 589</b>	<b>34</b>	1 929
<b>BEE normalised headline earnings per share (cents)</b>	<b>930.2</b>	<b>34</b>	695.0

\* Liberty's share (i.e. 37.4% of Stanlib)

## Key issues in 2006

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- Structural shift in savings dampens new business, but positive for Stanlib
- Significant overall service and efficiency improvements achieved
- Management expenses flat on previous year
- Moving from inward to growth focus
- Stanlib acquisition first building block in wealth company strategy
- Capital Alliance business now fully integrated and meeting expectations

## Outlook for Investment Management & Life Insurance

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- Industry
  - Continue to engage with policymakers and stakeholders on the future
- Sales
  - Build on work done in 2006
  - Leverage new marketing and distribution structure
  - Drive bancassurance
  - Build alternative distribution models including Africa
- Stanlib
  - Entrench fixed income and property franchises
  - Build equity franchises



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- Formal approval process complete with transaction closing 1 April 2007
  - Process of asset and liability transfer on track
  - Customer research well advanced and re-branding logistics complete
  - Total assets to be acquired US\$2bn
  - Capital invested US\$110m (existing investment US\$20m) for 77% share
  - 2007 pro-forma expected profit after tax before once-off items US\$25 - 30m
  - Not expected to make a significant impact on 2007 results
    - Acquisition transaction costs
    - Once off rebranding costs
    - Results only included for 9 months

## Potential acquisitions

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- Nigeria

- Agreement in principle to merge IBTC Chartered and Standard Bank Nigeria
- Standard Bank will hold 50.1% in merged entity
- Total capital to be invested will be US\$525m (existing investment approximately US\$225m)

- Turkey

- Agreed in principle to acquire investment banking and brokerage house Dundas Ünlü
- Standard Bank will hold 67%
- Total capital to be invested will be US\$40m (existing investment approximately US\$6m)

- Kenya

- Signed MoU to merge our local bank with CFC Bank
- Currently in due diligence phase

All above acquisitions subject to regulatory approval

## Financial Sector Charter in SA – selected statistics

		Target 2008	Actual 2006	Actual 2005
<b>Human resources development</b>				
Black management	%		44	37
<b>Access to financial services</b>				
Mzansi accounts	#	652 179	439 240	322 148
<b>Origination</b>				
Affordable housing	Rm	13 500	7 665	5 585
BSME	Rm	3 300	3 250	2 535
BAgriculture	Rm	375	361	137
<b>Empowerment financing</b>				
BEE transaction financing	Rm	3 857	12 517	7 577
<b>Procurement</b>				
	%	50	46	38
<b>Control</b>				
Black board of directors	%	33	33	33
Black top 50 executives	%	25	22	22

## Financial objectives remain

	2007 objective	Medium term objective
Normalised ROE	<b>24.0%</b>	<b>22.5%</b>
Normalised growth in headline earnings per share	<b>CPIX + 10%</b>	<b>CPIX + 10%</b>
Credit loss ratio	<b>0.75%</b>	<b>1.00%</b>
Cost-to-income ratio	<b>53.5%</b>	<b>Continuous improvement</b>

CPIX is forecast to be 5.6% in 2007

- Personal & Business Banking

- Well positioned to benefit from continued consumer and small business growth in South Africa, albeit at a slower rate than in past three years
- Good foundation has been laid to benefit from appropriate product roll out in Africa

- Corporate & Investment Banking

- New leadership team in place in South Africa, good franchise with strong momentum and growth prospects
- Significant work done on operations Outside South Africa starting to bear fruit

- Investment Management & Life Insurance

- Established a good platform for growth

