



Standard Bank Group

AN AFRICAN-FOCUSED, CLIENT-CENTRIC, DIGITALLY ENABLED

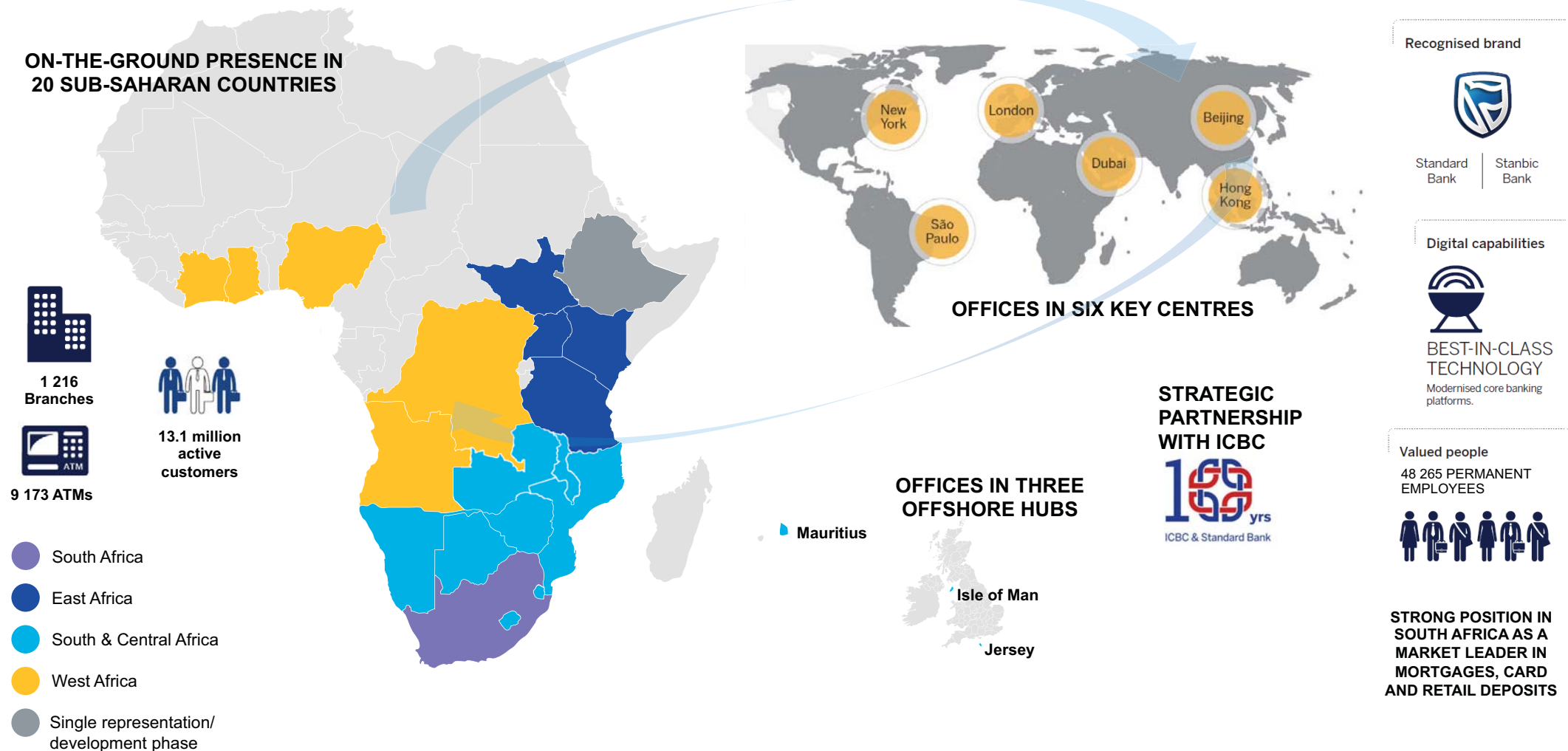
INTEGRATED FINANCIAL SOLUTIONS PROVIDER

30 JUNE 2018

Standard Bank Moving Forward™

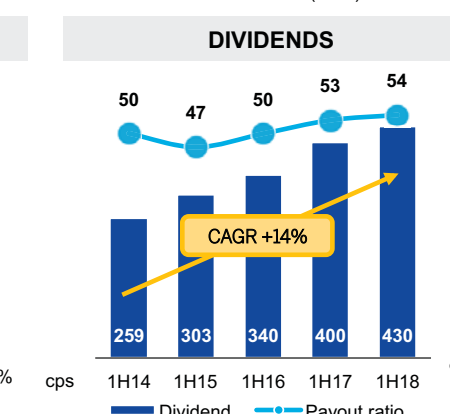
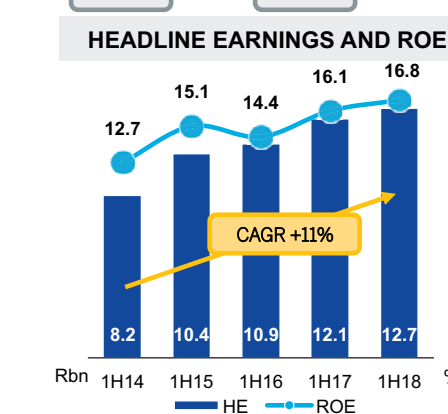
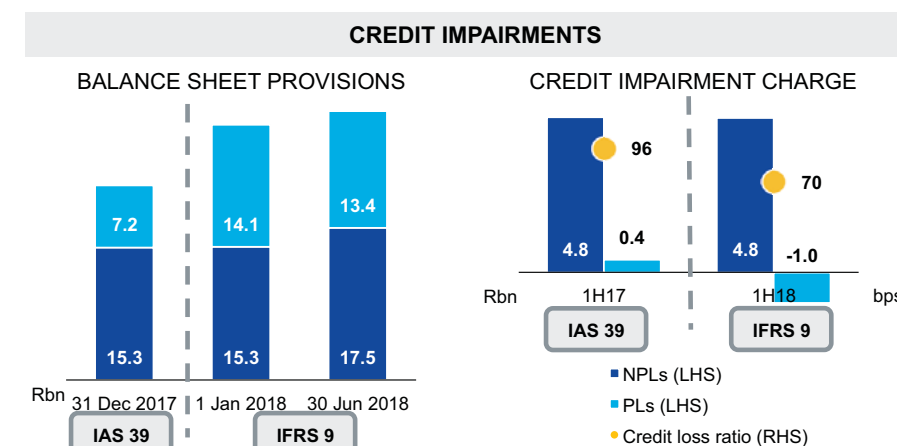
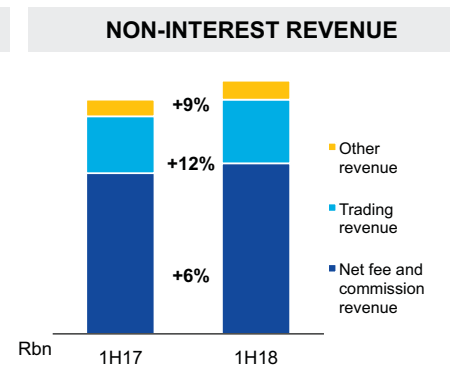
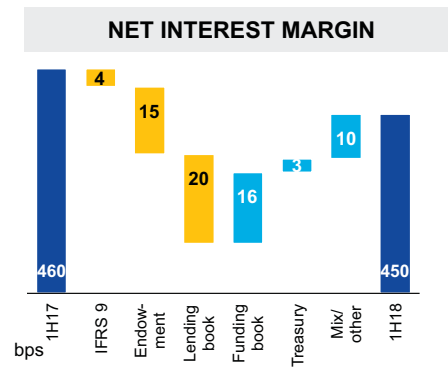
OVERVIEW OF STANDARD BANK GROUP

AFRICA IS OUR HOME, WE DRIVE HER GROWTH



FINANCIAL PERFORMANCE

	1H18 Rbn	change %	change CCY %	1H17 Rbn	FY17 Rbn
INCOME STATEMENT					
Net interest income	29.2	1	4	28.8	60.1
Non-interest revenue	22.0	8	11	20.3	42.6
Total income	51.2	4	7	49.1	102.7
Operating expenses	29.2	6	8	27.6	57.0
Pre-provision profit	22.0	2	6	21.5	45.7
Credit impairment charges	4.0	(22)	(21)	5.2	9.4
Banking activities headline earnings	11.7	6	9	11.0	24.3
Other banking interests	0.1	(38)	(19)	0.2	0.6
Liberty attributable to the group	0.9	(3)	(3)	0.9	1.4
SBG headline earnings	12.7	5	8	12.1	26.3
BALANCE SHEET					
Gross loans and advances to customers	992.9	4	4	954.2	952.5
Deposits from customers	1 174.6	4	4	1 128.6	1 166.6
Retail priced deposits	448.6	9	7	412.0	426.5
Ordinary shareholders equity	155.8	2	2	153.1	157.0
KEY RATIOS					
Net interest margin (%)	4.50			4.60	4.74
Credit loss ratio (%)	0.70			0.96	0.86
Jaws (%)	(1.8)			1.0	1.1
Cost-to-income ratio (%)	57.1			56.1	55.5
CET 1 ratio (%)	13.8			13.7	13.5
ROE (%)	16.8			16.1	17.1



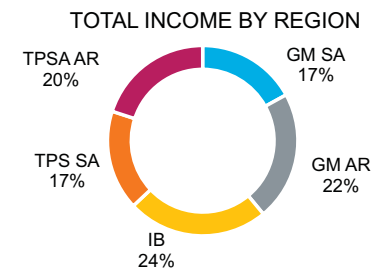
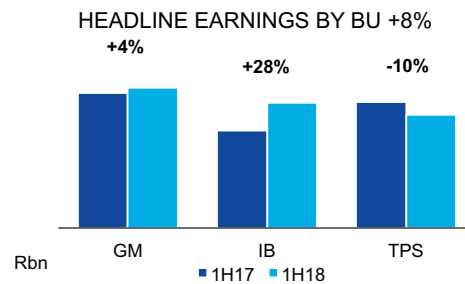
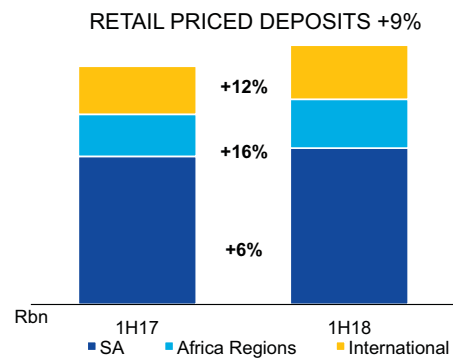
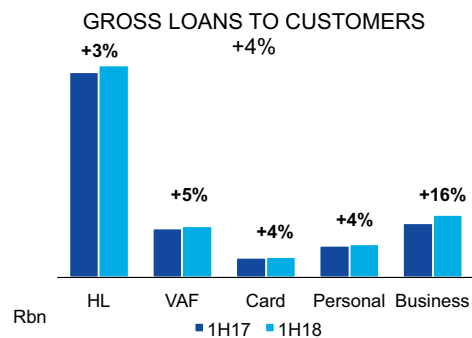
BUSINESS UNITS

PERSONAL & BUSINESS BANKING

FINANCIAL HIGHLIGHTS	1H18	change %	change CCY %	1H17
Total income (Rbn)	34.0	5	6	32.5
Headline earnings (Rbn)	6.6	8	8	6.1
Net interest margin (bps)	594			597
Credit loss ratio (bps)	114			136
Jaws (%)	(1.7)			1.2
Cost-to-income ratio (%)	60.8			59.8
ROE (%)	19.4			17.8
Number of employees	27 887	(1)		28 167

GEOGRAPHIC VIEW

Headline earnings (Rbn)	1H18	change %	change CCY %	1H17
South Africa	6.0	5	5	5.7
Africa Regions	0.2	>100	>100	0.1
Wealth International	0.4	31	29	0.3



CORPORATE & INVESTMENT BANKING

FINANCIAL HIGHLIGHTS	1H18	change %	change CCY %	1H17
Total income (Rbn)	18.0	4	9	17.3
Headline earnings (Rbn)	5.7	8	13	5.3
Net interest margin (bps)	302			307
Credit loss ratio (bps)	3			33
Jaws (%)	(1.5)			5.2
Cost-to-income ratio (%)	52.8			52.1
ROE (%)	20.7			21.3
Number of employees	3 754			3 835

GROSS LOANS AND ADVANCES TO CUSTOMERS (Rbn)

	1H18	change %	change CCY %	1H17
Global Markets	17.7	(48)	(48)	33.8
Investment Banking	308.5	6	5	291.6
Transactional Products and Services	37.9	12	11	30.9
Real Estate and PIM	0.0	(92)	(92)	0.2

MEASURING OUR FINANCIAL PROGRESS

	MEDIUM TERM TARGETS		1H18
GROWTH	Africa Regions contribution*	> 30%	32%
	Cost-to-income ratio	Approaching 50%	57.1%
	Credit loss ratio	80 – 100bps	70bps
RESILIENCE	LCR and NSFR	> 100%	> 100%
	CET 1 ratio	11.0% - 12.5%	13.8%
RETURNS	Group HE growth	Sustainable growth	+5%
	ROE	18% - 20%	16.8%

* Contribution to banking headline earnings

LEGAL ENTITIES

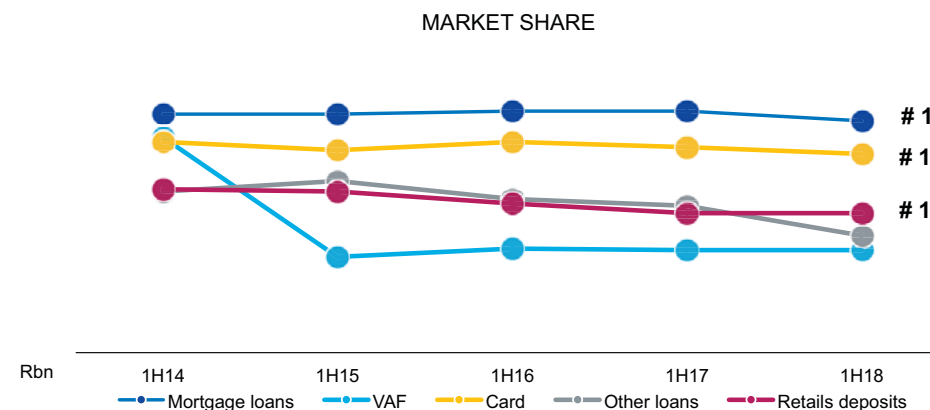
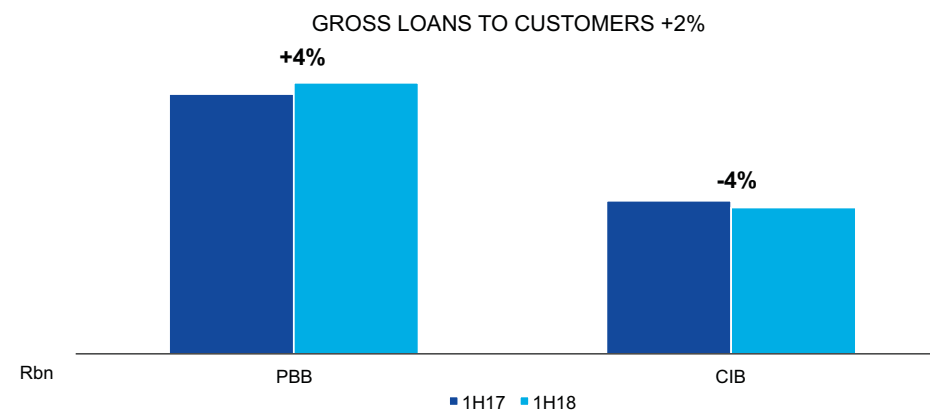
CONTRIBUTION BY LEGAL ENTITY

	HE 1H18 Rbn	NAV 1H18 Rbn	ROE %
Standard Bank of South Africa (SBSA)	7.3	94.8	15.2
Africa Regions	3.8	34.7	25.4
Standard Bank Wealth International	0.4	4.9	
Other	0.2	3.3	
Banking activities	11.7	137.7	17.5
Other banking interests	0.1	7.6	3.6
ICBC Standard Bank (40% share)	(0.1)	6.2	
ICBC Argentina (20% share)	0.2	1.4	
Liberty	0.9	10.5	16.7
Standard Bank Group	12.7	155.8	16.8

SBSA

FINANCIAL HIGHLIGHTS	1H18	change %	1H17
Total income (Rbn)	34.6	3	33.6
Headline earnings (Rbn)	7.2	(3)	7.4
Gross loans to customers (Rbn)	847.3	2	839.0
Deposits from customers (Rbn)	868.2	2	848.4
Credit loss ratio (bps)	80		88
Cost-to-income ratio (%)	60.3		57.9
Loan-to-deposit ratio (%)	94.4		96.5
CET 1 ratio (%)	13.2		13.8
ROE (%)	15.2		15.4

SBSA



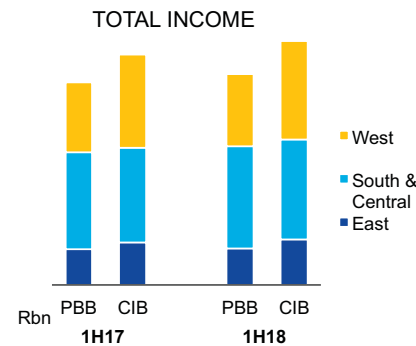
AFRICA REGIONS

Headline earnings	1H18 Rm	change %	change CCY %	1H17 Rm
Africa Regions	3 771	20	32	3 155
East	543	24	36	438
South & Central	1 806	9	11	1 661
West	1 422	35	72	1 056

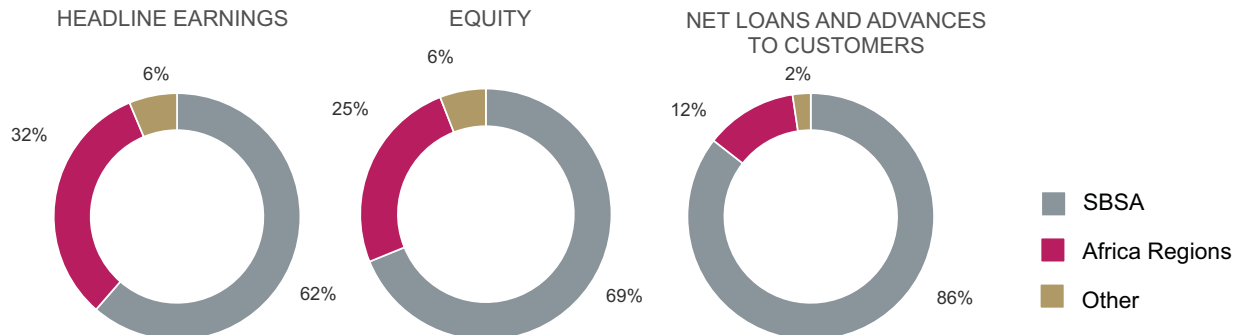
ROE	1H18 %	1H17 %
Africa Regions	25.4	23.5
East	18.8	14.0
South & Central	24.7	26.3
West	30.8	26.6

Top 5 contributors to Africa Regions headline earnings:

Angola
Mozambique
Uganda
Ghana
Nigeria



AFRICA REGIONS CONTRIBUTION TO BANKING ACTIVITIES



STANBIC BANK (UGANDA), 80% SHARE

	1H18	change %	1H17
Total income (UGX bn)	321.0	2	313.8
Profit after tax (UGX bn)	96.1	1	95.4
Credit loss ratio (%)	0.9		1.4
Cost-to-income ratio (%)	52		51
Loan-to-deposit ratio (%)	60		62
ROE (%)	23		28
Ranking by assets	# 1		

STANBIC IBTC HOLDINGS (NIGERIA), 64% SHARE*

	1H18	change %	1H17
Total income (NGN bn)	94.0	16	81.3
Profit after tax (NGN bn)	43.1	79	24.1
Credit loss ratio (%)	(2.6)		7.3
Cost-to-income ratio (%)	52		47
Loan-to-deposit ratio (%)	46		47
ROE (%)	43		31
Ranking by assets	# 8		

STANBIC HOLDINGS (KENYA), 68% SHARE**

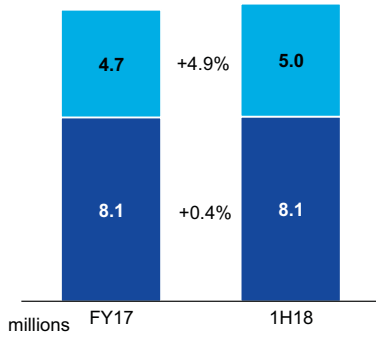
	1H18	change %	1H17
Total income (KES bn)	11.2	22	9.2
Profit after tax (KES bn)	3.6	>100%	1.7
Credit loss ratio (%)	0.4		3.1
Cost-to-income ratio (%)	51		56
Loan-to-deposit ratio (%)	82		90
ROE (%)	17		9
Ranking by assets	# 7		

* Acquired an additional 11% in Stanbic IBTC in May 2018, increasing our stake to 64%

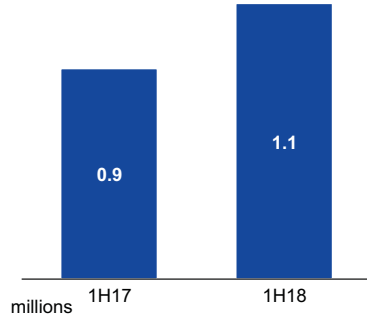
** Acquired an additional 8% in Stanbic Holdings in early July 2018, increasing our stake to 68%

CUSTOMERS AND TRANSACTIONAL BEHAVIOUR

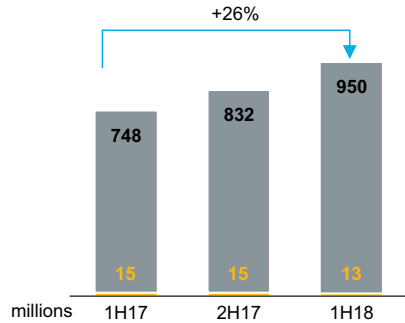
ACTIVE CUSTOMERS



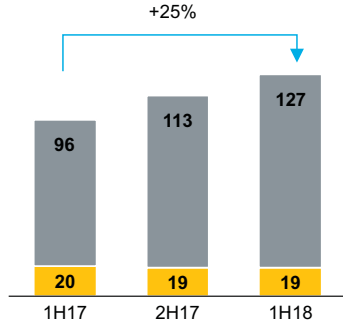
INSTANT MONEY USERS



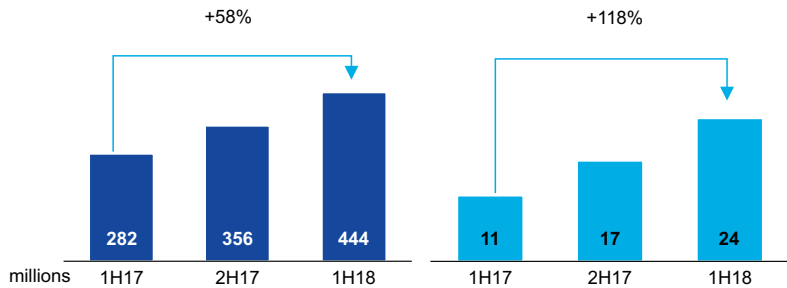
SA TRANSACTIONS



AR TRANSACTIONS



MOBILE TRANSACTIONS



■ South Africa ■ Africa Regions ■ Face-to-face ■ Digital

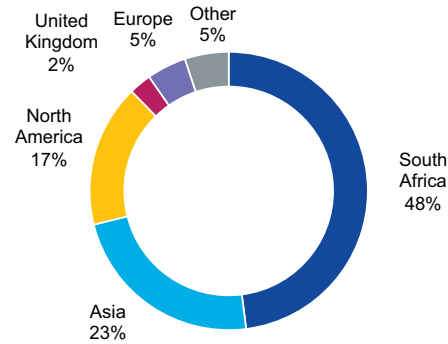
EQUITY INFORMATION

Listings: JSE (SBK); NSE (SNB)
 Share price*: ZAR 191.87 / USD 13.95
 Market cap*: ZAR 310bn / USD 23bn
 Issued shares*: 1 595 million
 Liquidity: ~ 60%

* As at 30 June 2018



GEOGRAPHIC SPREAD OF SHAREHOLDERS



For more information:
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