



TRANSACTIONAL PRODUCTS AND SERVICES FOR THE **BANK SECTOR**

Standard Bank ***IT CAN BE™***

Also trading as Stanbic Bank

Standard Bank in brief.

Africa is our home, we drive her growth



Banking



Headline earnings



Employees

Over 158

years' banking experience.

27

Number of countries Standard Bank operates in.

ZAR2.5 trillion (USD173 billion)

Total assets

ZAR28.2 billion (ZAR15.945 million)

Headline earnings

Just over 50 000

Number of employees.

1 124

Branches across Africa.

6 774

ATMs in Africa.

20.1%

ICBC shareholding.



Banking



Headline earnings



Employees

Connect with the largest banking group in Africa

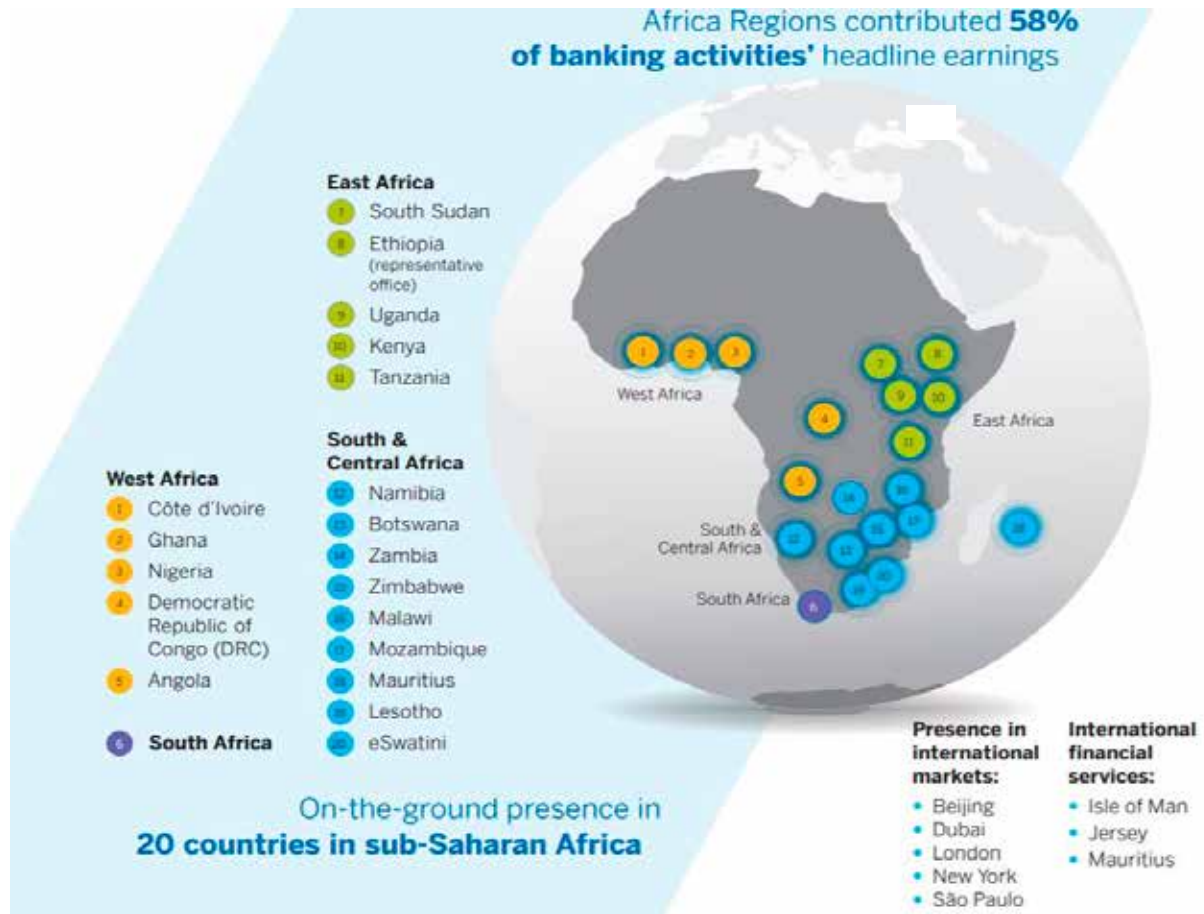
Proudly African with true global capabilities, Standard Bank is the ideal banking partner for international corporate and financial institutions looking to succeed in Africa.

Our expertise and insight are rooted in the African experience, with operations in 20 countries across the continent and 7 international markets. Through this global footprint we have become an established leader in the complex emerging market financial services arena.

Headquartered in Johannesburg, the financial heart of Africa, Standard Bank has been a mainstay of South Africa's banking system since 1862.

In addition to our corporate and institutional offering, we also offer personal and business banking, corporate and investment banking, investment management and life insurance services.

In, for and across Africa



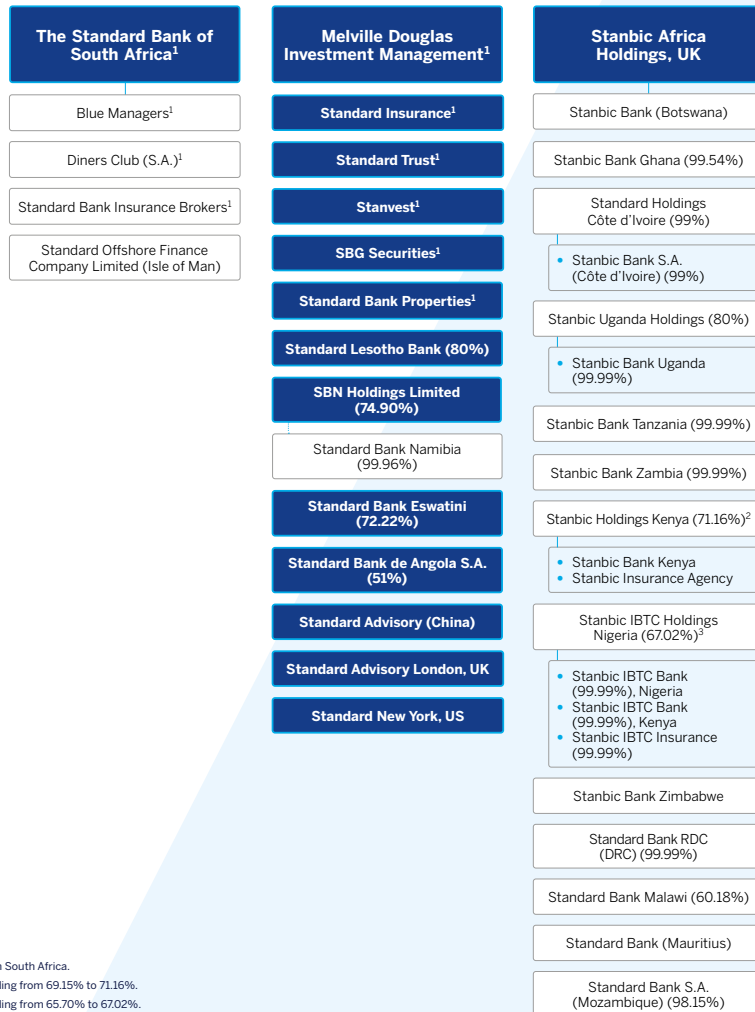


Annexure A – subsidiaries, consolidated and unconsolidated structured entities

The diagram above depicts principal subsidiaries only. A full list of the group's subsidiaries and consolidated structured entities is available at the company's registered office. The holding in subsidiaries is 100% unless otherwise indicated.



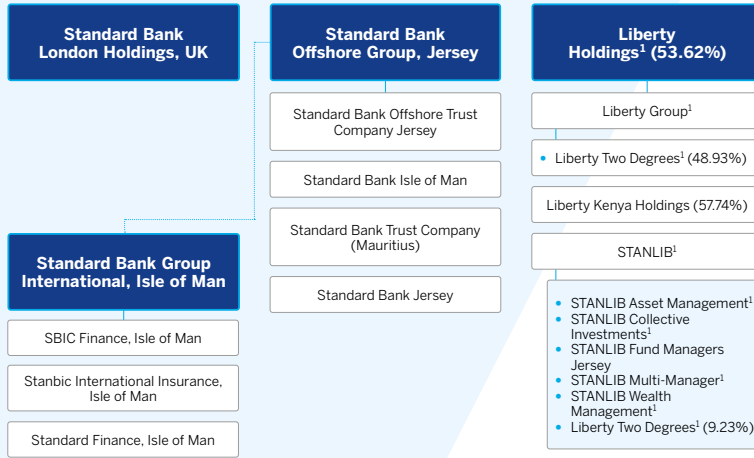
STANDARD BANK GROUP¹



¹ Incorporated in South Africa.

² Change in holding from 69.15% to 71.16%.

³ Change in holding from 65.70% to 67.02%.



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Headline earnings

HEADLINE EARNINGS AND RETURN ON EQUITY

CAGR¹ (2015 – 2020): (6%)



Overview of business unit performance

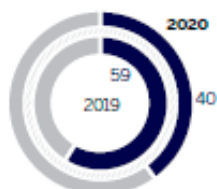
HEADLINE EARNINGS BY BUSINESS LINE

	CCY %	Change %	2020 Rm	2019 Rm
Personal & Business Banking	(62)	(61)	6 397	16 573
Corporate & Investment Banking	(9)	(6)	10 566	11 254
Central and other	>100	>100	(1 248)	(611)
Banking activities	(44)	(42)	15 715	27 216
Other banking interests	(>100)	(>100)	881	(864)
Liberty	(>100)	(>100)	(651)	1 855
Standard Bank Group	(44)	(43)	15 945	28 207

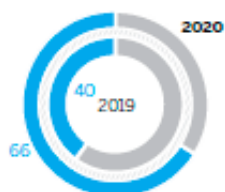


Overview of business unit performance

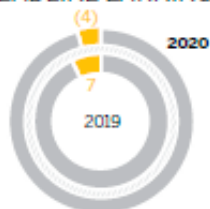
% OF GROUP HEADLINE EARNINGS



% OF GROUP HEADLINE EARNINGS



% OF GROUP HEADLINE EARNINGS



PERSONAL & BUSINESS BANKING

		2020	2019
Headline earnings	Rm	6 397	16 573
ROE	%	8.9	24.4
Cost-to-Income ratio	%	63.2	59.3
CLR on loans to customers	bps	229	96
Gross loans and advances to customers	Rbn	734	686
Net loans and advances	Rbn	728	708

CORPORATE & INVESTMENT BANKING

		2020	2019
Headline earnings	Rm	10 566	11 254
ROE	%	15.7	19.0
Cost-to-Income ratio	%	53.3	54.8
CLR on loans to customers	bps	80	40
Gross loans and advances to customers	Rbn	432	425
Net loans and advances	Rbn	587	528

LIBERTY

		2020	2019
Normalised headline earnings as reported by Liberty	Rm	(1 572)	3 205
IFRS headline earnings attributable to the group	Rm	(651)	1 855
ROE ¹	%	(5.8)	16.5
Value of new business	Rm	24	407
Normalised group equity value	Rbn	35	41
Third-party funds under management	Rbn	776	738

¹ As determined on consolidation of Liberty into SBG.

Corporate and Investment Banking – leading global financial connectivity in Africa



Our Corporate and Investment Banking (CIB) division offers a wide range of banking, finance, trade, investment, risk management and advisory services, with a specific focus on industry sectors that are most relevant to emerging markets.

CIB has led Standard Bank's international expansion in 20 countries across the continent and around the globe, creating a client-focused business model that supports a seamless client service and multi product offering.

There is a need for sophisticated, targeted financial solutions in high-growth markets. Our specialist transactional banking teams are well versed in using best-of-breed technology to customise innovative products to suit the exact requirements of corporate and institutional clients.

The result is a client-centric approach that leads to a highly personalised service.

Our global presence and firm commitment to doing business with financial institutions drives the coordination and execution of financing and banking requirements within and across continents.



Transactional products and service solutions for global financial institutions in Africa

As one of the leading banks in Africa, Standard Bank understands your need to manage the risks inherent in your trade, treasury and cash management activities across multiple jurisdictions. We are uniquely placed to offer you with transactional solutions in our presence countries.

We provide you with the expert advice required to manage the complexities, regulations and risks of managing your transactions across Africa.

As one of the leading financial services groups, Standard Bank follows worldwide compliance and screening protocols. We have extensive access to capital and funding, and we are one of the African banks with direct Continuous Link Settlement (CLS) membership for the participating currencies as well as the South African rand (ZAR). We are highly skilled and experienced in CLS and hold sufficient liquidity to support our clients requirements in ZAR CLS. With our wide network of correspondent banking relationships, relationship-managed accounts and key strategic partnerships, we are confident that we can provide solutions that meet the full range of your needs.

In choosing us as your partner, we believe that you will receive efficient service that is scalable and based on sound experience and regional expertise. With an on-the-ground presence in 20 countries across Africa, we assist you to transact with ease across a variety of local regulations and conditions. As a pan-Africa bank and a committed player in the field of correspondent banking, Standard Bank is focused on connecting the world and Africa through our trusted and dependable cash, trade and securities services in the region.

Cash management that supports your bank in Africa

Standard Bank has a long history of providing tailored, end-to-end cash management services to corporate and institutional clients, including a range of payment solutions. We work closely with our global financial institutions clients as a trusted partner to facilitate transactions that arise out of the combined trade flows, investment flows and aid-related cash transfers between Africa and the rest of the world. With a niche focus on financial institutions and correspondent banking requirements, Standard Bank has built a client base of global financial institutions that represent a major share of cash payments flows.

Services are delivered by our highly skilled bank sector/financial institutions team with sales specialists, a dedicated coverage group, a centralised client service team, a centralised processing team and fully functional dual-sited technology. This strategy is applied across all of the banks within our group to ensure that our clients receive consistent service no matter where they are.

Our comprehensive solutions include a range of cash clearing (or Nostro account) services, for all the domestic currencies in our presence markets, including currency accounts denominated in various tradable currencies such as the Chinese renminbi (RMB).

You can choose our centralised offering or direct in-country offering, with our re-routing capability across the continent providing direct access to various niche markets without the need for numerous clearing accounts.

We offer a number of account and liquidity management services to ensure end-to-end management of your cash across Africa and have access to the local clearing environments in presence countries.

It is this unparalleled African value proposition that drives our strategy to connect Africa with the rest of the world. It gives greater realisation to our vision to strive to be a preferred regional provider of cash management products and services in Africa.



Trade finance in, for and across Africa

As a trusted and dependable partner in Africa, we pride ourselves on the global relationships that we maintain and our large market for trade finance across Africa. Our skilled and experienced teams are available to assist with your specific needs.

With on-the-ground presence in key countries in Africa, we provide you with unique insight into the benefits and risks associated with transacting across the continent. Our extensive footprint and networks assist with international transactions into Africa and facilitate trade flows originating on the continent.

We are trusted partners in facilitating our global correspondents' trade flows. You can rely on our expertise, skills and knowledge of the markets where we are present. Our centralised and dedicated teams work to support your business by improving efficiencies and managing risk.

Our major African transactional focus is on trade transactions and trade instruments. As the African bank of choice in these areas, we partner with correspondents already active on the continent or offer assistance to new entrants to the market.

In using Standard Bank's trade services, you have access to:

- a specialist African team with strong bank sector expertise and experience in trade and country risk
- extensive trade lines with various African and global financial institutions to support trade flows between Africa and the rest of the world
- the capability of an African bank with a client base of about 2 560 global banks, with close to 350 in Africa
- the preferred supplier for transactional support across South African and African networks
- our particular strength in commodities, telecommunications, food and resources, manufactured goods and capital goods imports into Africa
- comprehensive range of solutions across key categories of trade business, including:
 - vanilla trade
 - documentary credits
 - structured trade solutions for banks
 - guarantees
 - risk mitigation and distribution.

Investor Services – A regional custody network for Africa

Through Standard Bank's on the ground banking presence in sub-Saharan Africa, we provide custody and asset servicing solutions across 14 markets.

In response to client demand and in keeping with our strategic focus, Standard Bank has developed a regional custody network to support global financial institutions who wish to invest in multiple markets across the region.

Standard Bank's regional custody network offering provides comprehensive custody, settlement and corporate action services across 14 markets. Access is provided through a single contract with The Standard Bank of South Africa Limited, supported by a centralised client relationship model using a shared technology platform across markets.

A flexible operating model allows clients to choose how they want to be serviced. Clients can elect to be serviced directly in country or opt for a more centralised operating relationship out of Johannesburg with dedicated market specialists in each country. We are fully ISO15022 compliant, supporting a broad range of securities and cash SWIFT reporting messages.

Our strength lies in our depth of product offering, integrated systems platform and breadth of market coverage. Our on-the-ground expertise and market specialisation enables us to deliver quality information in a timely fashion to the world's top financial institutions in this rapidly developing region.





Investor services



Securities lending



Global custody

Standard Bank Investor Services market coverage currently includes:

South Africa, Angola, Botswana, Ghana, Kenya, Malawi, Mozambique, Namibia, Nigeria, *Rwanda, Eswatini, Tanzania, Uganda, Zambia and Zimbabwe.

The Investor Services product range includes:

- Domestic and regional custody
- Global custody
- Trustee services
- Investment administration
- Securities lending
- Derivatives clearing
- Issuer services
- Transition Management
- Cash management solutions.

*Service in Rwanda delivered through a third party agent.



Group Awards 2019 – 2021



Eneafinance Treasury Service 2019

- Best cash management services in Africa
- Best FX services in Africa
- Best trade finance services in Africa



Global Finance World's Best Trade Finance Banks 2019

- Best trade finance provider in Angola
- Best trade finance provider in Kenya
- Best trade finance provider in South Africa



Global Finance's Innovators 2019

- MobyCash Ghana



Global Finance World's Best Sub-custodian Bank 2019 (previously Best Security Services awards)

- Best sub-custodian bank in Africa
- Best sub-custodian bank in Kenya
- Best sub-custodian bank in Mozambique
- Best sub-custodian bank in Namibia
- Best sub-custodian bank in Nigeria



Global Finance World's Best Treasury & Cash Management Providers 2019

- Best Bank for cash management in Africa
- Best bank for liquidity management in Africa
- Best treasury & cash management provider in Angola
- Best treasury & cash management provider in Botswana
- Best treasury & cash management provider in South Africa



Global Trade Review 2019 (GTR)

- Best trade finance bank in East Africa





Global Finance World's Best Banks in Africa 2020

- Best bank in Africa
- Best bank in South Africa
- Best Bank in Uganda



Global Finance World's Best Trade & Supply Chain Finance Banks 2020

- Best trade finance provider in Mauritius
- Best trade finance provider in South Africa
- Best supply chain finance provider in Africa



Global Finance World's Best Sub-custodian Bank 2020
(previously Best Security Services awards)

- Best sub-custodian bank in Africa
- Best sub-custodian bank in Ghana
- Best sub-custodian bank in Mozambique
- Best sub-custodian bank in Namibia
- Best sub-custodian bank in Nigeria

Global Finance World's Best Treasury & Cash Management Providers 2020

- Best bank for liquidity management in Africa
- Best treasury & cash management provider in Kenya
- Best treasury & cash management provider in Mauritius



Global Trade Review 2020 (GTR)

- Best trade finance bank in East Africa



The Banker Innovation in Digital Banking Awards 2020

- Innovation in Digital Banking Award Africa





Africa Banker Awards 2021

- African Bank of the Year



Global Finance World's Best Sub-Custodian Bank 2021
(previously Best Security Services awards)

- Best sub-custodian bank in Africa
- Best sub-custodian bank in Ghana
- Best sub-custodian bank in Mozambique
- Best sub-custodian bank in Namibia
- Best sub-custodian bank in Nigeria
- Best sub-custodian bank in South Africa

Global Finance Best Treasury and Cash Management Providers 2021

- Overall Best Bank for Cash Management in Africa
- Best Bank for Liquidity Management in Africa
- Best Treasury and Cash Management Bank in Angola
- Best Treasury and Cash Management Bank in Kenya
- Best Treasury and Cash Management Bank in Mauritius

Global Finance World's Best Digital Banking Awards 2021

- Best Corporate/Institutional Digital Bank in Africa for Online Treasury Services
- Best Corporate/Institutional Digital Bank in Africa for Trade Finance Services



Global Finance Best Trade Finance Providers 2021

- Best Trade Document Management
- World's Best Trade Finance Providers Africa
- World's Best Trade Finance Providers South Africa



Contact us

For more information on these products and services contact our Bank Sector team: banksector@standardbank.co.za

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