



AN OVERVIEW

Standard Bank *IT CAN BE*™
Also trading as Stanbic Bank

Standard Bank in brief.

Africa is our home, we drive her growth



Banking



Branches and Loans



Assets

Over **158** years' banking experience.

Integrated banking capabilities.

Operating in **27** countries in Africa and key markets globally.

Just over **50 000** employees worldwide.

1 124 branches and loan centres across Africa¹.

More than **6 700** Standard Bank-owned ATMs across Africa¹.

ICBC Shareholding 20.1%

South Africa and Africa's largest banking group by assets.

Standard Bank's holding company is publicly owned, and headquartered in Johannesburg, South Africa. It is listed on the JSE Limited and A2X (share code SBK) and on the Namibian Stock Exchange (share code SNB).



World Opportunities



Trade



Clients

Connecting Africa to a world of opportunity

We strive to be a valued partner to our client, by offering opportunities and managing their risks. We connect our clients to opportunities across Africa and beyond through our proven experience in emerging markets, local insight and our on-the-ground presence in 20 countries in Africa. Together, these countries account for approximately 80% of GDP estimated for sub-Saharan Africa. Our network connects emerging markets in Africa to each other, and to developing and developed economies worldwide.

Africa Regions contributed **58%**
of banking activities' headline earnings

East Africa

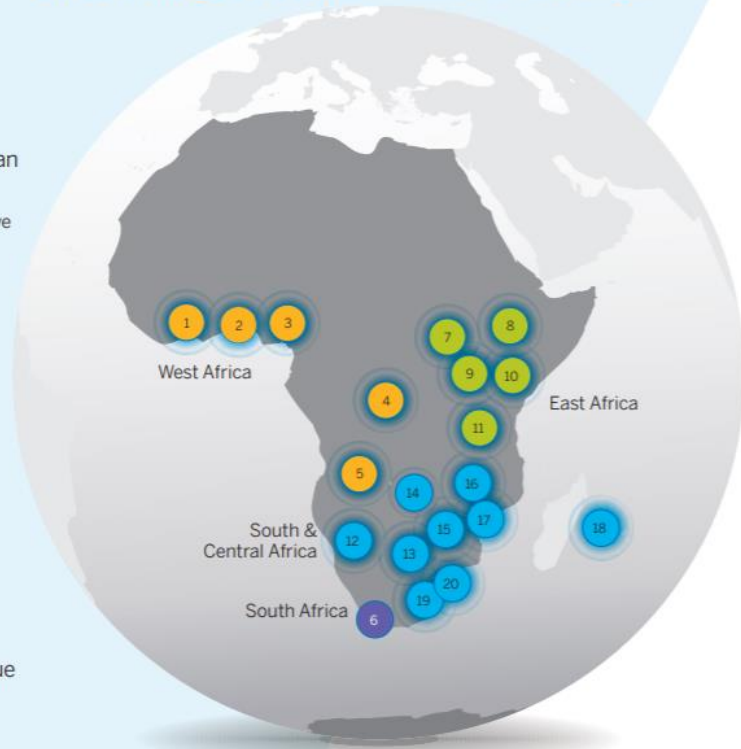
- 7 South Sudan
- 8 Ethiopia (representative office)
- 9 Uganda
- 10 Kenya
- 11 Tanzania

South & Central Africa

- 12 Namibia
- 13 Botswana
- 14 Zambia
- 15 Zimbabwe
- 16 Malawi
- 17 Mozambique
- 18 Mauritius
- 19 Lesotho
- 20 eSwatini

West Africa

- 1 Côte d'Ivoire
- 2 Ghana
- 3 Nigeria
- 4 Democratic Republic of Congo (DRC)
- 5 Angola
- 6 **South Africa**



On-the-ground presence in
20 countries in sub-Saharan Africa

Presence in international markets:

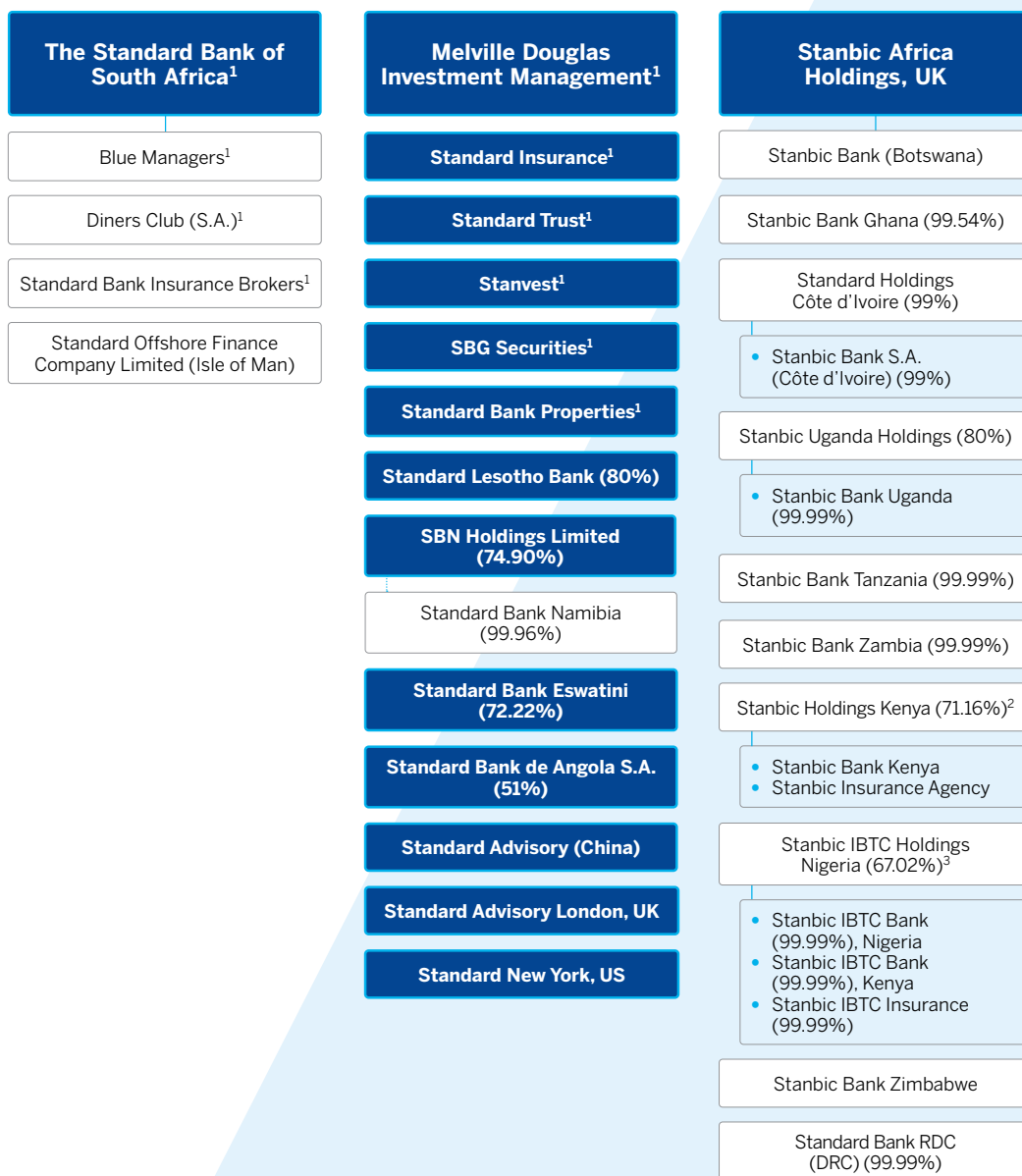
- Beijing
- Dubai
- London
- New York
- São Paulo

International financial services:

- Isle of Man
- Jersey
- Mauritius



Annexure A – subsidiaries, consolidated and unconsolidated structured entities.



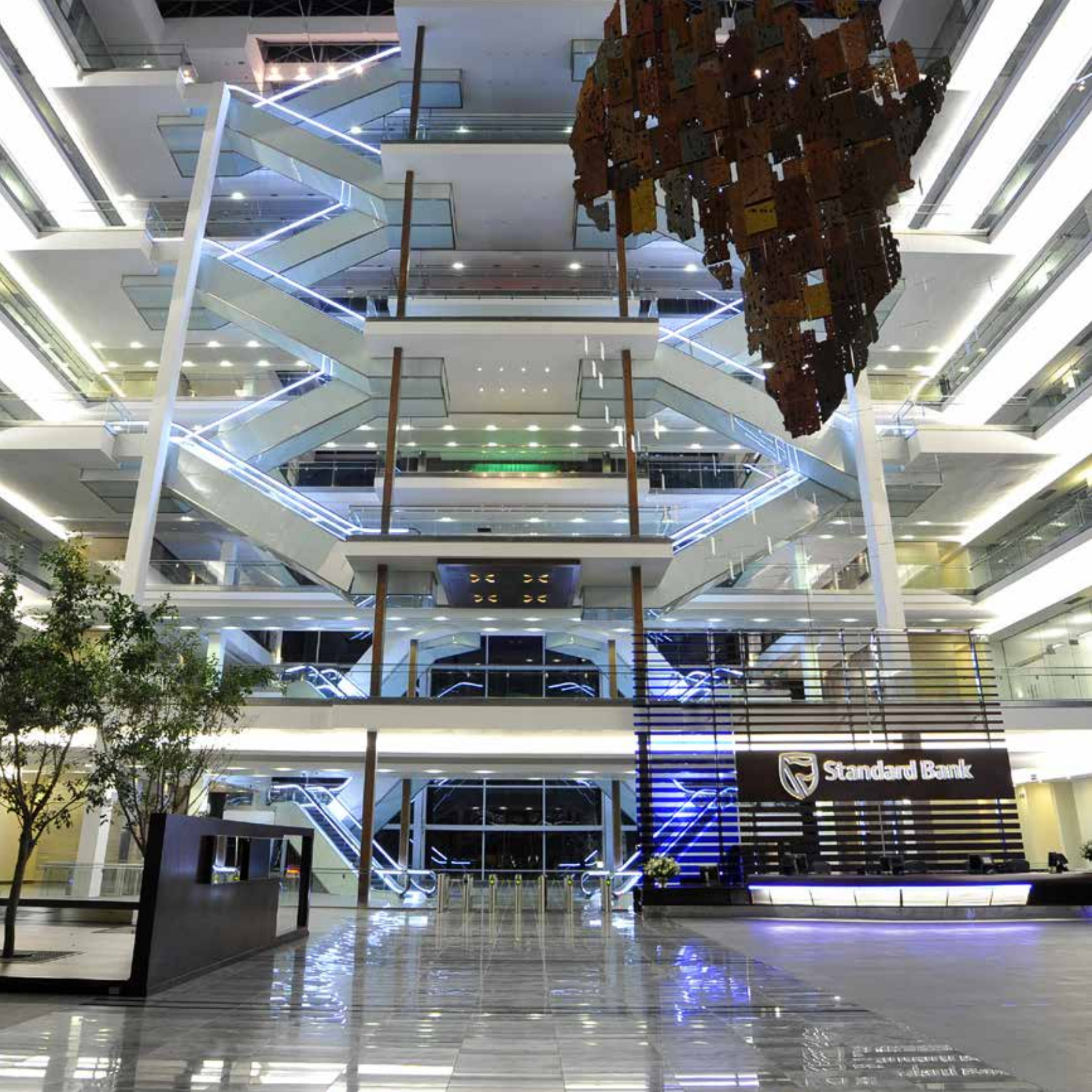


The diagram above depicts principal subsidiaries only. A full list of the group's subsidiaries and consolidated structured entities is available at the company's registered office. The holding in subsidiaries is 100% unless otherwise indicated.

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%.



Standard Bank

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Moving forward with an African emerging markets bank

Our vision is to be the leading financial services organisation in, for and across Africa, delivering exceptional client experiences and superior value. This sets the primary goals and standard of excellence we intend to achieve in the medium-term.

With a heritage of over 158 years, we have an on-the-ground presence in 20 countries in sub-Saharan Africa, fit-for-purpose representation outside Africa, and a strategic partnership with the Industrial and Commercial Bank of China (ICBC).

Our work to refocus the group on Africa is largely complete, with our capital resources aligned to pursue our growth objectives on the continent. In line with the realities of risk, regulation, technology and competition that characterise our operating context, we continue to invest significantly in our diversified operations, our people and culture, our systems and infrastructure and our brand.

In doing so, we understand that our commercial success and social relevance over the long-term depends on placing our clients at the centre of everything we do. This is our central organising principle in building a digitally enabled integrated financial services organisation. It aligns our efforts to change the way we do things, develop our people and shift our culture and ultimately creates a sustainable competitive advantage.

We have served the needs of individuals, small- to medium-sized businesses, corporates, financial institutions and international counterparties, providing the full range of financial products and services they require. Our full-service offering includes transactional banking, saving and borrowing to investment management, life insurance, risk management and advisory services.

We employed just over 50 000 people (including Liberty) across all geographies and Standard Bank has 1 124 branches and 6 774 ATMs on the African continent.

The Industrial and Commercial Bank of China Limited (ICBC), one of the world's biggest banks, is a 20.1% shareholder in Standard Bank. This strategic partnership provides us with a unique opportunity to provide Financial Services to our clients operating in the China-Africa region.

Financial solutions for your every banking need

Over the years, Standard Bank's multi-platform services and products have evolved along with our clients' needs for increasingly sophisticated financial services. We combine our specialist product expertise, strong local capacity and global distribution reach to provide solutions that are fit-for-purpose and highly relevant.

As an emerging markets bank, we also understand financial systems at different levels of maturity and markets at different stages of development.

Building on our legacy of excellence

We bring the benefits of more than 158 year's banking experience to support our clients. In turn, our clients have grown to trust our integrity, considerable local expertise and expanding network of emerging market connections to support their business aspirations.

Standard Bank views legal compliance in a very serious light and we strive to adhere to all applicable laws at all times. In South Africa, we subscribe to various codes of conduct in terms of the Financial Advisory and Intermediary Services Act 37 of 2002.

We also subscribe to the Code of Banking Practice, a set of principles that govern banking in South Africa and ensure the highest standards of professionalism, integrity and fairness in all of our dealings worldwide.

Comprehensive corporate and investment banking services, backed by universal banking capabilities

Standard Bank is structured as three business units but we present ourselves as one. Our three main pillars of business are Personal and Business Banking, Corporate and Investment Banking, and Liberty – which offers life insurance and investment management. All our operations share a common understanding that our clients are the centre of our business.

Through cooperation and innovation across our business, we provide and customise solutions to client needs across the full spectrum of individual, corporate and regional financial service needs. For example, we arrange bespoke financing solutions for corporate clients, while also banking their whole value chain, including staff, distributors, suppliers and shareholders. We also provide offshore banking services for corporate and private clients, and international banking services for employees in multiple geographies.

Delivering excellence to our clients

Standard Bank's clients are at the heart of what we do. Their integrated business model serves the full range of their corporate and investment banking needs, and gives them access to the full capabilities of the Standard Bank Group. Their extensive presence and experience in sub-Saharan Africa, the depth of our sector expertise and our connectivity with the world beyond Africa, helps our clients build businesses and transact across borders.

Our relationship managers provide one point of contact for you, and work to develop their understanding of your business and aspirations as they evolve. Relationship managers link you to the full capabilities of Standard Bank, and our specialist product and global distribution teams develop appropriate solutions that work.

Clients also have access to service desks for specific requests and queries, with defined escalation procedures.

We put together the right team to take our clients' businesses forward. From a base of understanding we provide independent input into strategic decision-making, backed up by carefully executed, fit-for-purpose solutions, across structured and well-tested services to innovative and exotic products.

Standard Bank Corporate and Investment Banking – leading the way for business in Africa

Banking across Africa requires a thorough understanding of complex and varied banking, transaction and regulatory requirements. A bank that understands the intricacies of local markets with the ability to manage and mitigate risk is an essential partner to business success.

With our home in Africa, our business has developed in line with the increasingly sophisticated financing requirements in South Africa and sub-Saharan Africa. We strive for growth in tandem with the globalisation of capital markets and rise of emerging markets as powerhouses of global economic growth.

We believe Standard Bank has the experience, skill and relationships to assist our clients in negotiating the often challenging and complex financial and regulatory cross-border environments in Africa and beyond. Local teams and in depth research drive our deep understanding of market dynamics in countries with rapidly developing economies.

Leveraging our on-the-ground expertise, we customise our leading banking capability to local needs and conditions. This is strengthened by our strong relationships with governments, regulators, key industry players and investors in all the countries in which we have a presence.

Moving Africa forward

Trade and investment flows are increasing between emerging markets, and between emerging and developed markets. With specialist skill and proven cross-border transaction capability, we connect our clients to these opportunities, helping them achieve their international objectives.

We attempt to help realise these opportunities. We serve our clients' local and cross-border requirements for banking, finance, trading, investment, risk management and advisory services. Through our motivated teams and fit-for-purpose operations, we strive to optimise value for all our stakeholders, and move Africa forward.

Standard Bank is a trusted partner to in-country, regional and international organisations that are working across Africa. We provide independent input into strategic decision-making, backed up by carefully executed solutions across advisory, financing, lending, trading and transactional requirements. We put together the right team to take a client's business forward.

A strategic focus on Africa

Our strategy is to be the leading corporate and investment banking business in, for and across Africa, with a deep specialisation in natural resources.

In delivering on our strategy, we aim to build first-class, on-the-ground banks in our selected markets on the African continent, and connect other selected emerging markets to Africa and to each other.



Building on over 157 years' experience as an African emerging markets bank, and through our on-the-ground presence and local insight, we connect our clients to opportunities across Africa and beyond. And we firmly believe that Africa's time is now.

A comprehensive corporate and investment banking offering

With Africa's growing profile as a trading and investment destination, organisations working on the continent have increasingly sophisticated banking and financing needs.

Standard Bank has a long history of serving the diverse needs of our clients around the world. We have concluded many deals that cross function, business line and region, and provide a comprehensive range of products and services to our clients through our cross-functional teams.

Standard Bank's Corporate and Investment Banking business

Our Global Markets teams offer a range of trading and risk management solutions across the financial markets, including foreign exchange, money markets, interest rates, equities, credit and commodities.

Our Investment Banking teams provide a full suite of advisory and financing solutions, from term lending to highly structured and specialised products across the equity and debt capital markets.

Our Real Estate teams focus on real estate investments, property finance and affordable housing developments.

Our Transactional Products and Services team provides a range of transactional solutions, including cash management, international trade, and custodial and securities services, primarily across Africa. Its offering is complemented by market leading electronic banking solutions.

Transactional Products and Services –

making business in Africa work for you

As Africa emerges onto the global economic stage, and trade activity into, across and out of the continent increases, organisations are looking for a transactional banking partner with the experience and capability to execute their working capital and risk mitigation requirements.

Corporate and Investment Banking's Transactional Products and Services team provides clients with access to a comprehensive suite of cash management, international trade finance and investor services solutions in Africa. Our team has the knowledge and experience to deliver comprehensive solutions across a broad spectrum of clients and sectors. With long-standing experience across sectors relevant to Africa, we provide diverse businesses with short-term working capital solutions, helping them optimise liquidity.

Our presence in 28 countries in Africa and key financial centres gives us a unique understanding of diverse transactional needs of our clients in different environments. Through our extensive network of branches, ATMs and a market-leading online banking platform, we provide appropriate cross-border solutions to support your businesses growth.

Our dedicated relationship managers provide a single point of contact to Standard Bank's full range of financial products and services. In this way, we provide all the operational support, insight and personal service you need to make the most of your business in Africa, every day.

Our comprehensive products and services cover the needs of our clients across:

- Payments and collections
- Account and liquidity management
- Working capital solutions
- International trade products and trade financing
- Investor services
- Information management.



Group Awards 2019 – 2021



Emeafinance 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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