

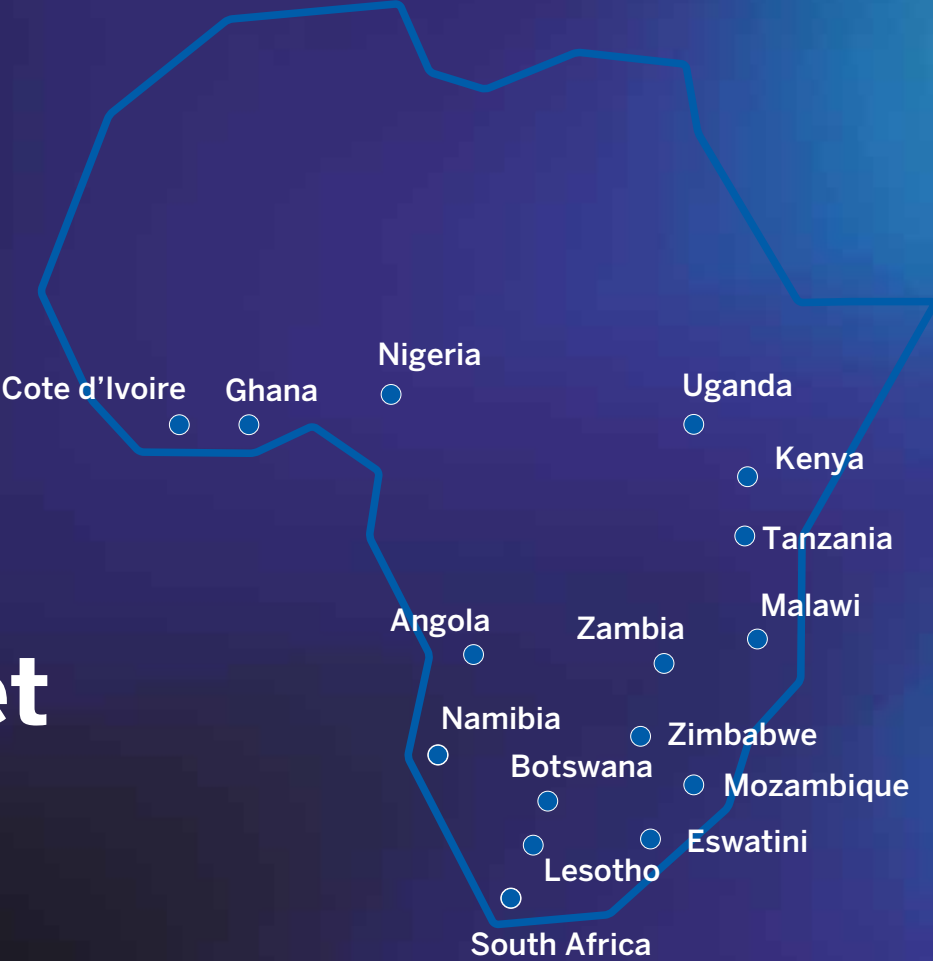


# Investor Services

Providing trusted custody-related solutions for **global financial institutions** in, for and across Africa.

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

# Our Market Locations



# Standard Bank Investor Services

is the market leader in sub-Saharan Africa, with broad coverage and extensive capabilities across the continent.

We are a trusted partner to domestic and multi-national institutions,



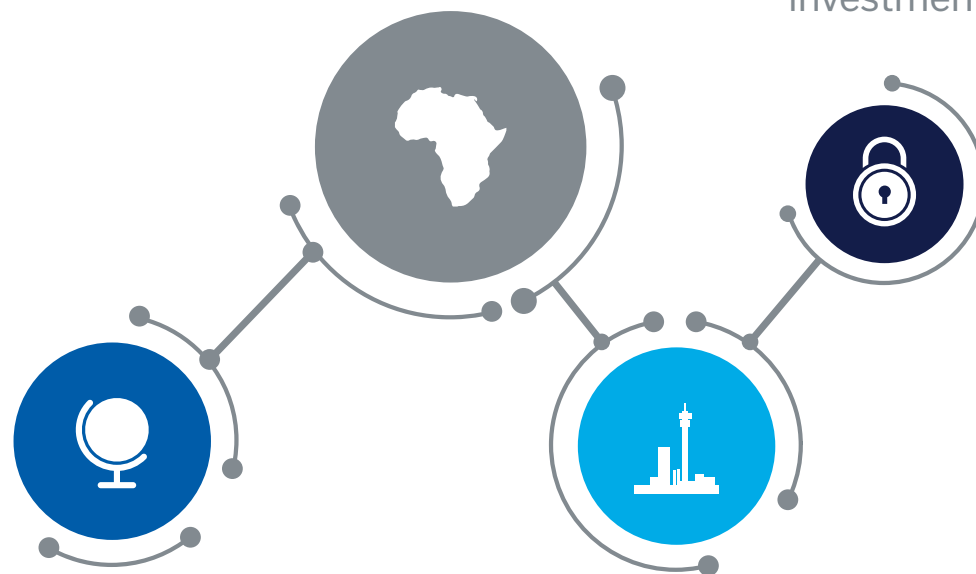
offering a wide range of security services solutions to meet the full requirements of institutional investors.





1. We are the largest custodian on the African continent in terms of assets under custody, trusteeship and administration.

2. We support the full range of securities services, across custody, derivatives clearing, trustee services, securities lending, and investment administration services.



3. Our global market division is a leading provider of **foreign exchange, research and trade execution services** across Africa.

4. Access to 15 – markets across **sub-Saharan Africa** through our regional custody network, contracted through our South African based hub and offering flexible operating solutions.

With our coverage, market share and the backing of the Standard Bank Group, we have the scale to invest in our people and systems to deliver a sustainable value proposition to you.



# A BUSINESS OF SCALE

Our **assets under custody, administration and trusteeship** are approximately **R9.9 trillion (USD570 billion)** as of 30 June 2020.

We provide **securities lending services** for approximately **38%** of the South African market.

Staff compliment of **420 people** across **15 markets**.

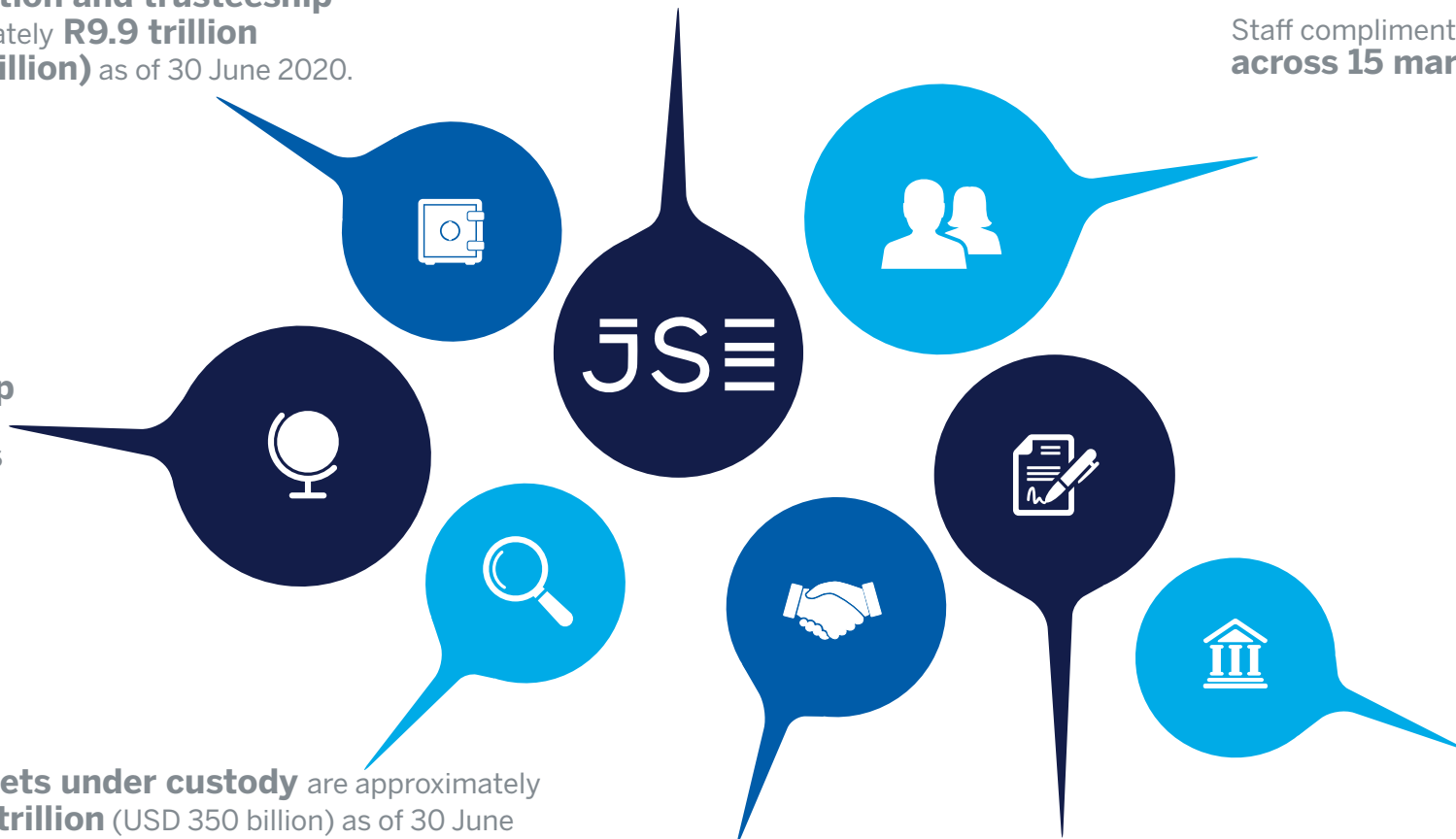
We service **8 of the top 10 global custodians** (by AUC).

**Assets under custody** are approximately **R6 trillion (USD 350 billion)** as of 30 June 2020, representing a **market share that is in excess of 40%**.

We **settle over 2.7 million trades** per annum.

Trustee for approximately **48% of the collective investment scheme assets** in sub-Saharan Africa.

**7 of the top 10** pension funds (by size) in sub-Saharan Africa.



# COMPREHENSIVE SECURITIES SERVICING SOLUTIONS FOR YOUR BUSINESS

We have a long-standing reputation for supporting non-bank financial institutions.





# OUR ADVANTAGE



**CAPABILITY** We are more than a trusted custodian; our securities experts across markets deliver on-the-ground market expertise to our clients, with a focus on enabling our clients with quick and comprehensive market information.

**COVERAGE** We provide market access to over 100 markets outside South Africa.



**RISK MANAGEMENT** We employ a central approach to risk management with dual-site processing and high levels of systems availability to ensure business continuity.

**EXPERIENCED TEAM** We are available to support your business requirements and have an in depth understanding of the region.



**ACCESS** A single online platform allows clients to instruct on cash and securities transactions, and provides access to a full range of custody and investment reporting across markets.

**NETWORK** One contract through the Standard Bank of South Africa which provides a flexible service model, underpinned by a single technology platform.



**CREDIBILITY** With a leading share of the market and diverse client base, we have a reputation for effective and efficient delivery.

**SUSTAINABILITY** Our leading market share and diverse product range gives us the economies of scale to provide competitive fee structures on a sustainable basis.



**STRENGTH** We are backed by the balance sheet and financial strength of the Standard Bank Group, Africa's largest bank by assets.

# Understanding the challenges facing non-bank financial institutions in South Africa

For both asset managers and asset owners, the safety and security of your portfolio is vital, along with opportunities to grow the value of your assets.



**Ultimately, your fiduciary role is to protect the savings and investments of your members and /or clients.**

You depend on service providers with seamless and transparent operational processes, and solid competencies in mitigating risk for you to deliver on your mandate effectively.



**The strength and credibility of your reputation depends on selecting a long-standing, financially sound custodian.**

You need assurance that the institutions managing and safekeeping your assets are providing real value and the best service possible. This requires they have a team of experts to navigate the ever-changing market landscape, to provide timely and accurate results.

# YOUR TRUSTED PARTNER



**We understand our role as an extension of your business.** With comprehensive custody-related solutions, we provide trusted support for you to deliver on your obligations to your members and clients.



We focus on excellence in day-to-day operational management to ensure consistent and effective service standards are delivered on a timely and accurate basis.



Our robust custody platform ensures precision in securities movement and control across our entire network.

We operate **permanent dual-site processing** in South Africa with redundancy and split processing, ensuring always-on services.

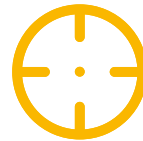
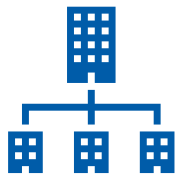


As the **largest custodian on the African continent**, we have the people and systems to secure your credibility with your members and clients by safeguarding their investments, life-savings and pensions across sub-Saharan Africa.




**WE ARE** THE RIGHT PARTNER TO HELP YOU PROTECT AND GROW YOUR INVESTMENTS AND THOSE OF YOUR CLIENTS.

Our clients benefit from **one-point access** for all securities and banking services through our Business Online web portal.



As a key participant in the African Capital markets we are active in driving market development in the industry.





# Supported by the strength of the Standard Bank Group

We know Africa. As a connected, real economy bank, our insight and experience helps unlock opportunities and mitigate risk for our broad range of clients. Our differentiator is our long-term commitment to Africa, our home, underpinned by a heritage of over 157 years on the continent.



## AFRICA'S LARGEST BANK BY ASSETS

A LEADING  
AFRICAN  
FINANCIAL  
SERVICES  
GROUP WITH  
INTEGRATED  
BANKING  
CAPABILITIES

OPERATING IN

# 27

COUNTRIES IN  
AFRICA AND  
KEY MARKETS  
INTERNATIONALLY

\* ZAR/USD CURRENCY  
CONVERSION USING  
AVERAGE EXCHANGE RATE  
FOR FY20 OF R16.45 USD.  
#ZAR/USD CURRENCY  
CONVERSION USING  
CLOSING EXCHANGE RATE  
R14.67 USD.

# FY20:

# R15.945 MILLION

HEADLINE EARNINGS

TOTAL ASSETS OF  
**R2.5 TRILLION**  
(USD173 BILLION#) | MARKET CAPITALISATION OF  
**R208 BILLION**  
(USD14 BILLION#)

## 13.3%

 COMMON EQUITY TIER I RATIO

### RETURN ON EQUITY (ROE) OF

# 8.9%

INVESTOR SERVICES IS POSITIONED WITHIN TRANSACTIONAL PRODUCTS AND SERVICES IN  
STANDARD BANK'S CORPORATE AND INVESTMENT BANKING DIVISION.

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