



Standard Bank Group

2022 annual results presentation

for the year ended 31 December 2022

9 March 2023



AFRICA IS OUR HOME
WE DRIVE HER GROWTH

Lake Kayumbu – Uganda

Standard Bank

Also trading as Stanbic Bank



01

**FY22
highlights**

02

**FY22
financial
performance
and 2023
outlook**

03

**Progress
towards 2025
targets**



01 FY22 highlights



AFRICA IS OUR HOME
WE DRIVE HER GROWTH

Lake Empakaai – Tanzania

We delivered record earnings, higher returns, and increased dividends



01

Record headline earnings, R34.2bn, +37%

- Underpinned by robust revenue growth, prudent risk appetite, sound cost management

02

Strategic progress – delivering in line with our plan

- Delivered a broader range of attractive value propositions to our clients
- Well managed risk and improved operational metrics
- Progress on Liberty integration and re-allocation of capital to drive returns

03

Returns improved to 16.4%, well above COE

- Driven by strong performances across our businesses and geographies

04

Final dividend of 691 cents per share, +35%

- A 60% final dividend payout ratio underpinned by strong capital generation and a robust CET1 ratio¹ of 13.5%

¹ Common equity tier 1 ratio

We successfully navigated a complex operating environment



Globally

- Geopolitical tensions increased
- Elevated market volatility and large declines in global equity markets, particularly technology stocks
- Inflation concerns drove further interest rate increases
- Global growth slowdown – real GDP growth of 3.4% in 2022¹



Sub-Saharan Africa

- Inflation was at elevated levels
- Interest rates increased in almost all markets of operation
- Currencies under pressure, especially relative to the strong USD
- Ghana sovereign debt challenges emerged
- Sub-Saharan Africa's real GDP is expected to have grown at around 3.8%¹



South Africa (SA)

- Inflation peaked in July 2022; levels more subdued relative to advanced economies
- The aftermath of the KwaZulu-Natal floods, increased electricity disruptions, and stalled structural reforms weighed on sentiment and demand
- Repo rate increased by 3.25% to 7.0%
- Consumer balance sheets remained relatively robust, however by year end signs of stress had started to emerge.
- Real GDP growth for 2022 was 2.0%
- In February 2023, South Africa was grey listed by FATF

¹ Based on International Monetary Fund, January 2023

We remain committed to delivering the strategy and targets outlined in August 2021



Our purpose:
Why we exist

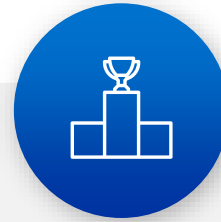
Africa is our home, we drive her growth



Transform client experience

7% - 9%

Revenue growth CAGR



Execute with excellence

~50%¹

Cost-to-income ratio



Drive sustainable growth and value

17% - 20%

Return on equity

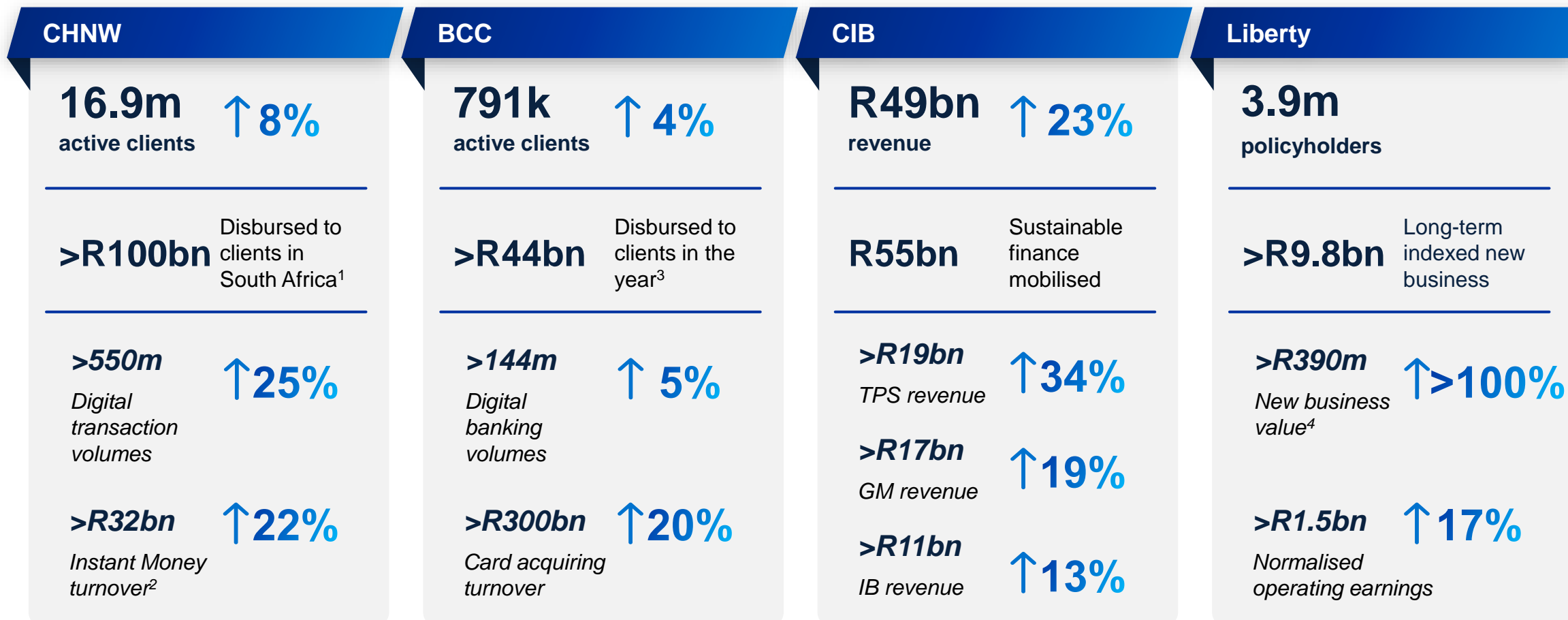
Our financial targets:
What we have committed to deliver

¹ Approaching 50%



Transform
client
experience

We have a growing client franchise, and our clients are doing more with us



¹ Includes home services, VAF, and personal lending in South Africa, ² Instant Money is our digital wallet solution in South Africa, ³ Includes VAF and business lending, ⁴ As disclosed on page 114 of the financial analysis booklet

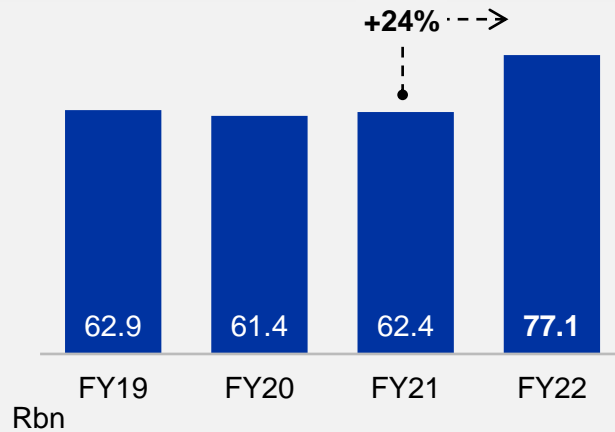


Transform
client
experience



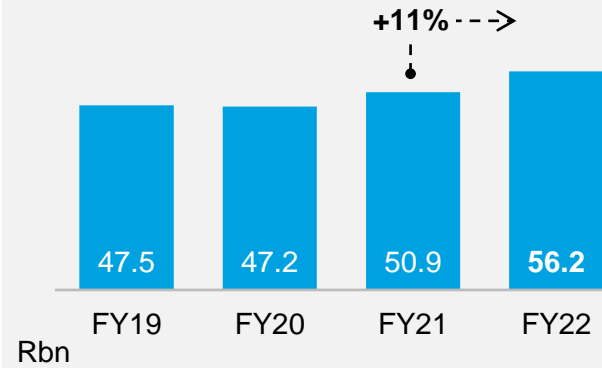
Higher interest rates and increased client activity drove robust operating leverage

Net interest income



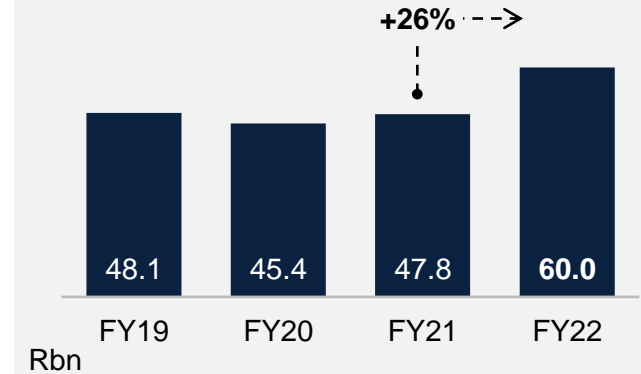
- Strong average balance sheet growth
- Higher average interest rates
- Margin expansion
- Endowment impact R6.1bn

Non-interest revenue



- Larger client base
- Post-pandemic recovery in transactional, trade and foreign exchange activity
- Increased digital volumes
- Strong client trades related revenue

Pre-provision operating profit



- Double-digit revenue growth
- Cost growth below inflation
- Positive jaws of 579 bps



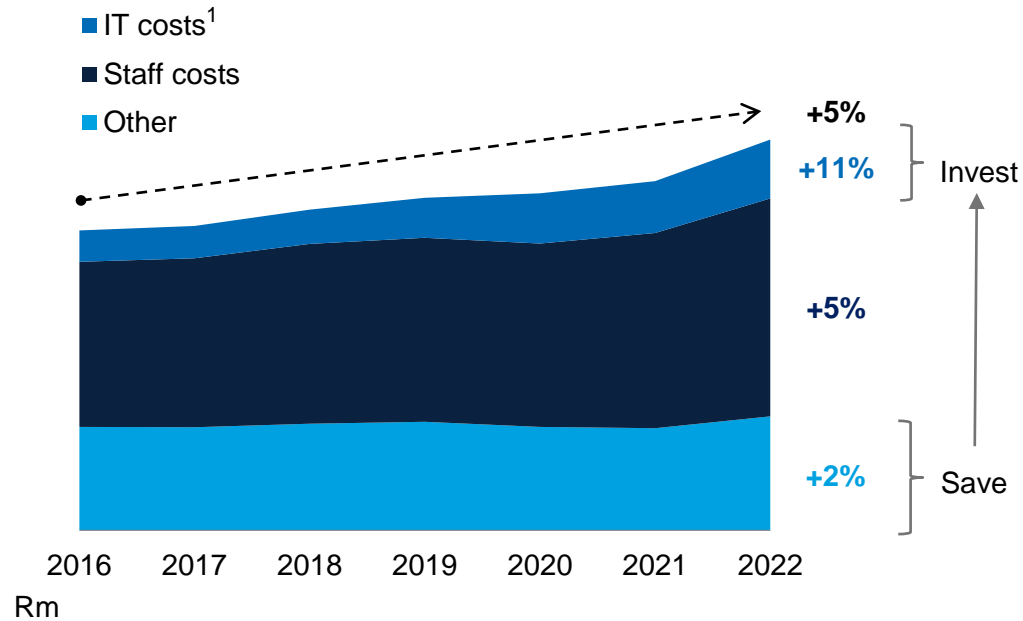
Execute
with
excellence



We are delivering on our cost management commitments...

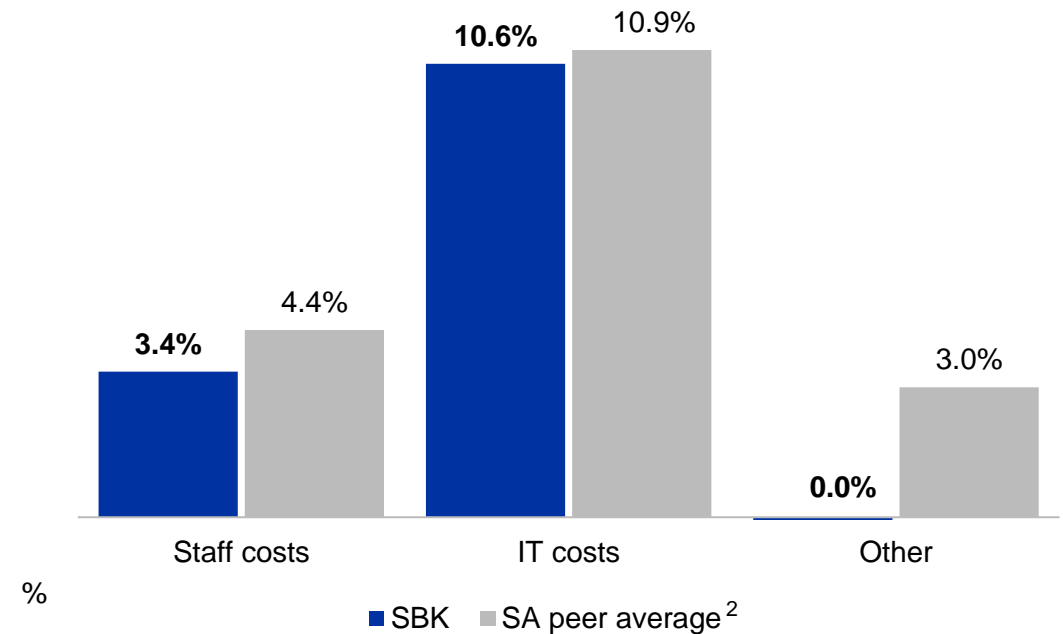
Our “save to invest” strategy is enabling investment in IT

6-year CAGR, % (2016 – 2022)



Maintained cost growth below our peers

5-year CAGR, % (2016 – 2021)



¹ Licenses, maintenance and related costs, ² Peer data based on individual banks annual financial statements.

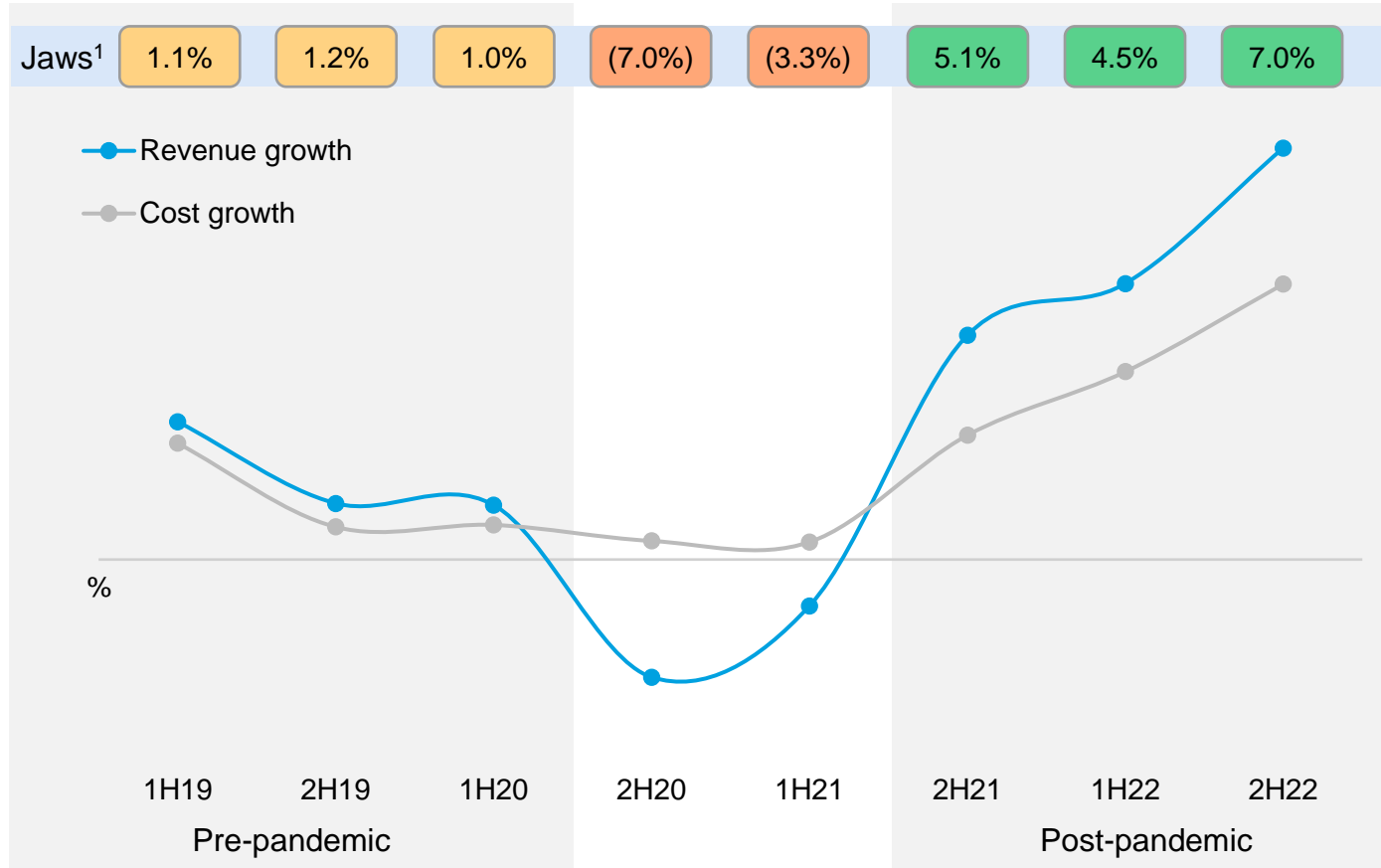


Execute
with
excellence

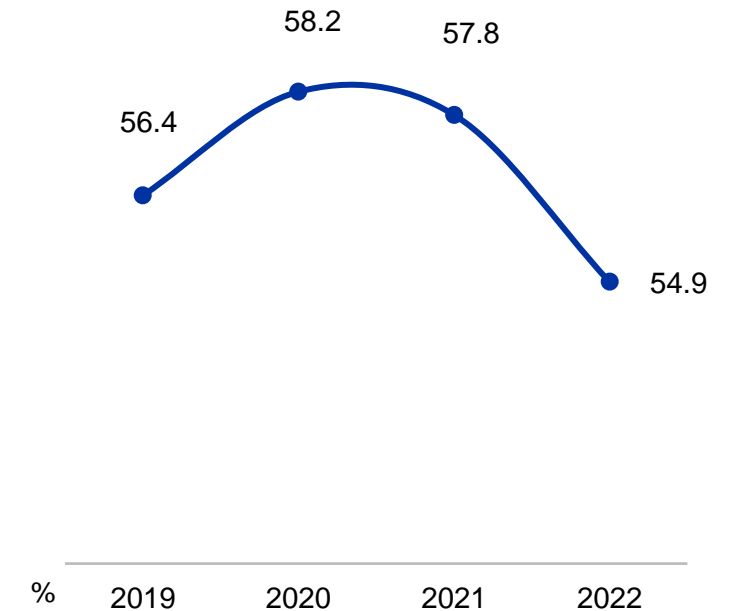


...as reflected in our strong operational leverage and declining cost-to-income ratio

Income and cost growth and jaws



Cost-to-income ratio



¹ Jaws calculated as revenue growth less cost growth

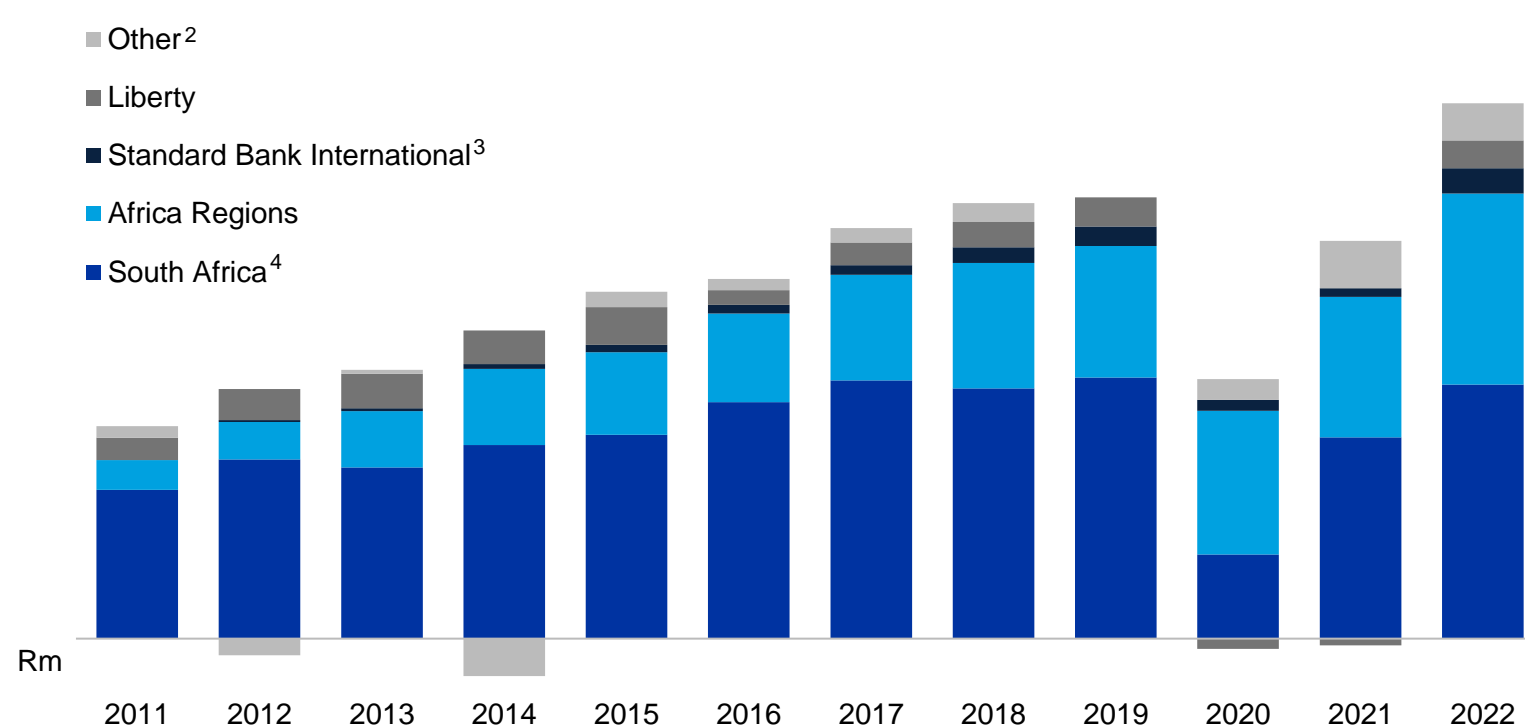


Sustainable
growth and
value



We have a diversified, growing franchise that has proven resilient during difficult times

Headline earnings¹, 10-year trend and FY22



CAGR
(2011-2022)

SBG
9%

Africa Regions
18%

South Africa⁴
5%

YOY % change
(2021-2022)

SBG
↑37%

Africa Regions
↑36%

South Africa⁴
↑26%

¹ Headline earnings by legal entity, ² Other includes other group entities, ³ Standard Bank International includes Isle of Man and Jersey, ⁴ South Africa is Standard Bank of South Africa (SBSA)

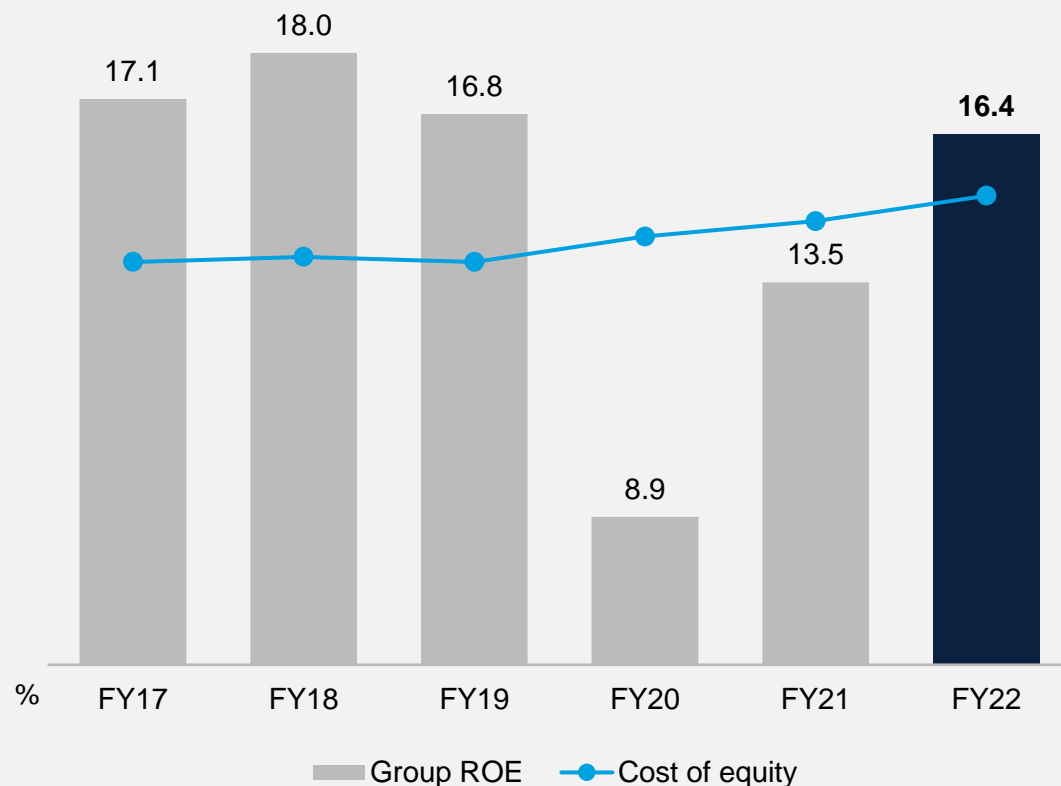


Sustainable
growth and
value

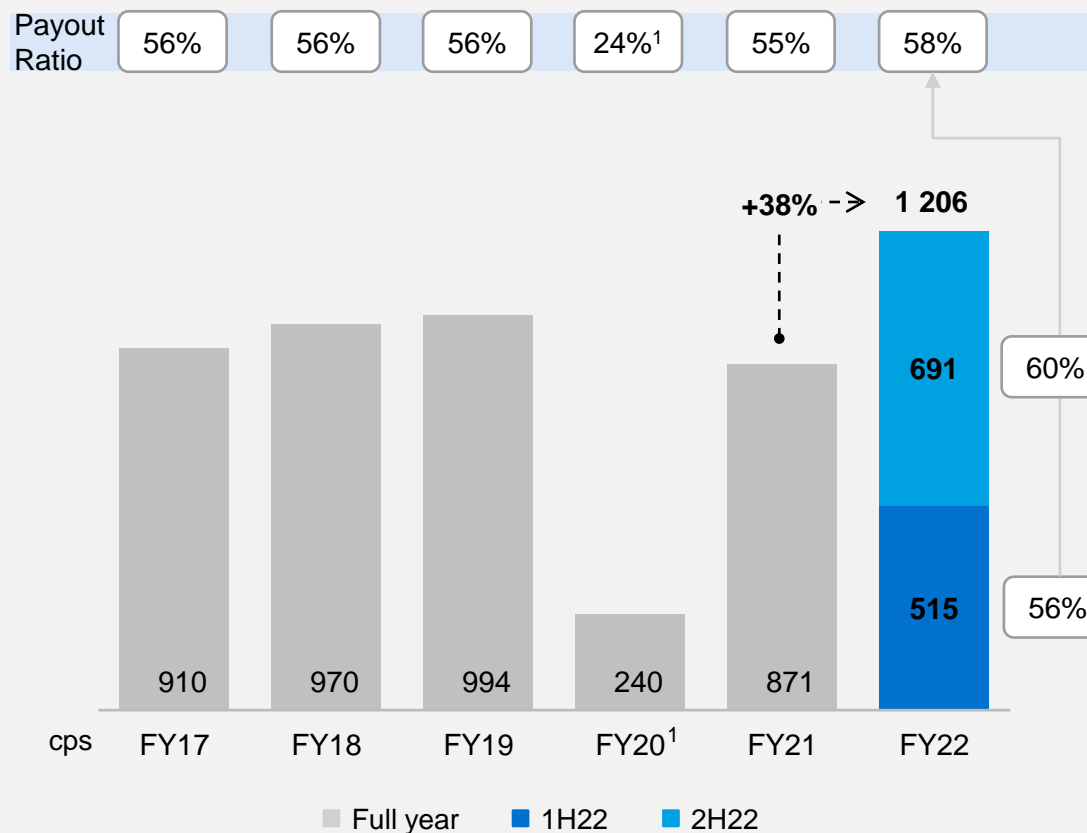
Higher profits and capital optimisation supported ROE



Return on equity and cost of equity



Dividend per share



¹ No 1H20 interim dividend paid as per guidance from the South African Reserve Bank



Sustainable
growth and
value



We are committed to generating positive impact...

Our approach is shaped by our context

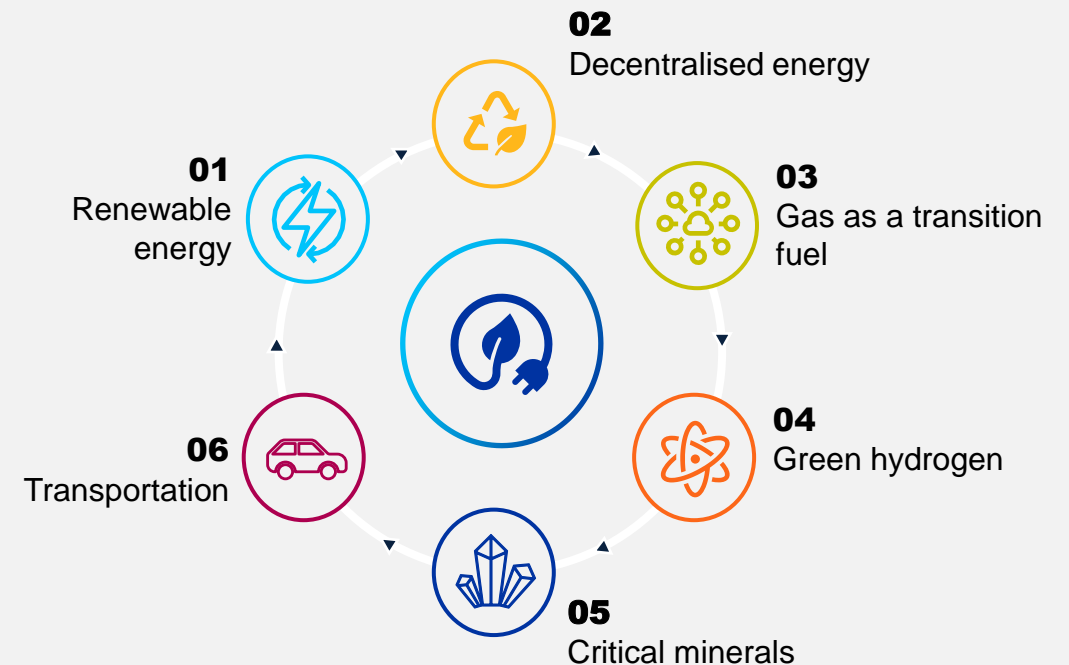
- We are purpose-led – *Africa is our home, we drive her growth*
- We commit to driving investment to support sustainable and inclusive growth in Africa, to create **positive impact**
- One of the greatest impediments to growth in Africa is the energy shortage – 600 million people do not have access to reliable electricity
- We support the principle of a **Just Energy Transition for Africa**



\$1.4trn

Capital investment required by 2030 to support Africa's energy transition goals

We will drive Africa's just energy transition





Sustainable
growth and
value



... and Sustainable Finance is a key component

Policy and commitments



Climate policy¹

Sets out our path to a net zero portfolio by 2050

Adopted a phased approach to sector-based targets to reduce financing of carbon-intensive assets and activities

Our commitments²

>R250bn

sustainable finance
solutions mobilised
by 2026

>R50bn

renewable energy
power plant
financing by 2024

>R15bn

renewable energy
underwrite
commitment by 2024

Well positioned and determined to win

- Largest balance sheet in Africa, and large client base with a need
- On-the-ground presence in 20 African countries, who are the providers of commodities and have enormous need for power and infrastructure
- Coverage in key sectors - industry specialists and thought leadership
- Expanding set of sustainable and transition finance solutions
- Embedded client/ sector specific approach, business-owned and delivered in collaboration with risk

Sustainable finance deals in 2022



¹ Our climate policy is aligned with the Paris Agreement and the principle of common, UN sustainable development goals, national and regional frameworks including the African Union's agenda 2063, UNEP FI Principles for Responsible Banking, Network for Greening the Financial System Net Zero 2050, ² Targets as per Standard Bank Group Climate policy, March 2022



02

FY22 financial performance



AFRICA IS OUR HOME
WE DRIVE HER GROWTH

Lalibela – Ethiopia

Standard Bank
Also trading as Stanbic Bank

Strong performance across all key metrics



Pre-provision operating profit

FY22: **R60.0bn**

FY21: R47.8bn

↑ **26%**

Group headline earnings

FY22: **R34.2bn**

FY21: R25.0bn

↑ **37%**

Dividend per share

FY22: **1 206cps**

FY21: 871cps

↑ **38%**

Cost-to-income ratio

FY22 54.9

FY21 57.8

%

Credit loss ratio

FY22 75

FY21 73

bps

Return on equity

FY22 16.4

FY21 13.5

%

The group's strong banking performance was boosted by Liberty's recovery and ICBCS' contribution



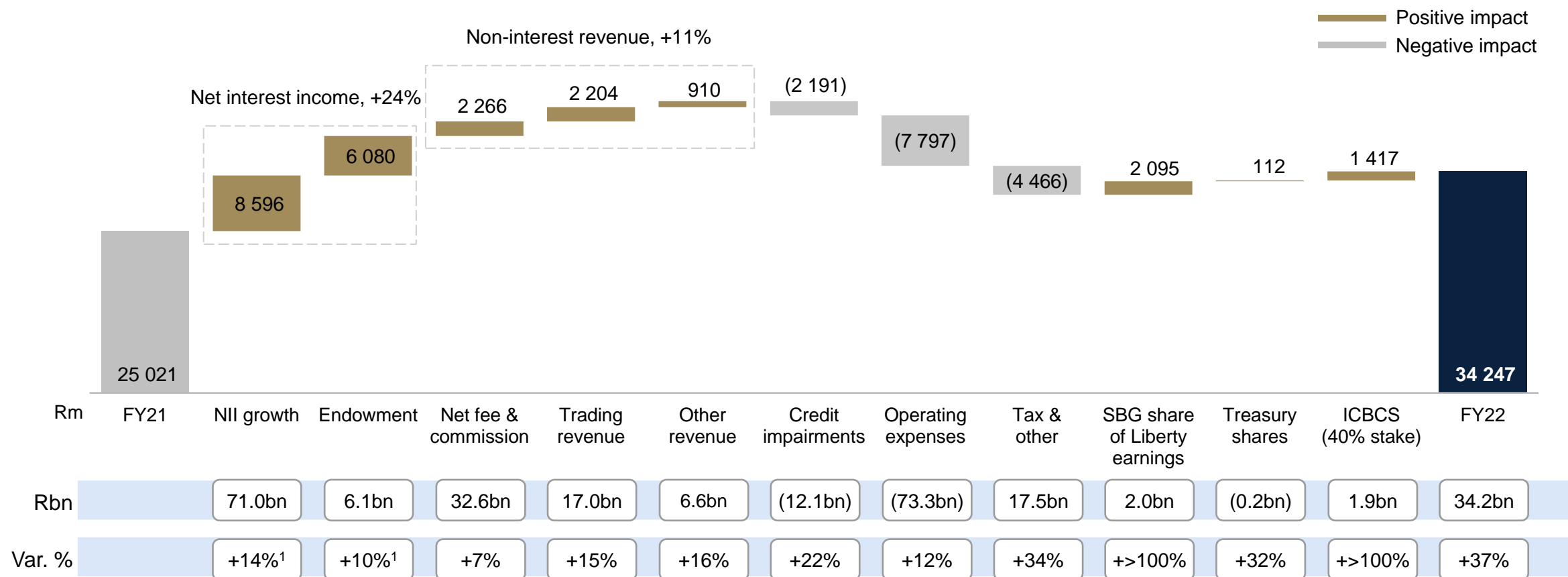
	FY22 Rbn	FY21 Rbn	Change %	Change CCY %
Net interest income	77.1	62.4	24	22
Non-interest revenue	56.2	50.9	11	10
Total income	133.3	113.3	18	17
Operating expenses	(73.3)	(65.5)	12	12
Pre-provision profit	60.0	47.8	26	24
Credit impairment charges	(12.1)	(9.9)	22	22
Standard Bank Activities headline earnings	30.5	24.9	22	21
SBG share of Liberty earnings ¹	2.0	(0.1)	>100	>100
Treasury shares (Liberty adjustment)	(0.2)	(0.4)	32	32
ICBCS (40% stake)	1.9	0.5	>100	>100
SBG headline earnings	34.2	25.0	37	35
Net interest margin, bps	427	382		
Credit loss ratio, bps	75	73		
Jaws, bps	579	71		
ROE, %	16.4	13.5		

¹ SBG share of Liberty earnings was ~57% until 31 January 2022, and 100% thereafter

Robust revenue growth more than absorbed higher costs and normalised credit charges



Headline earnings

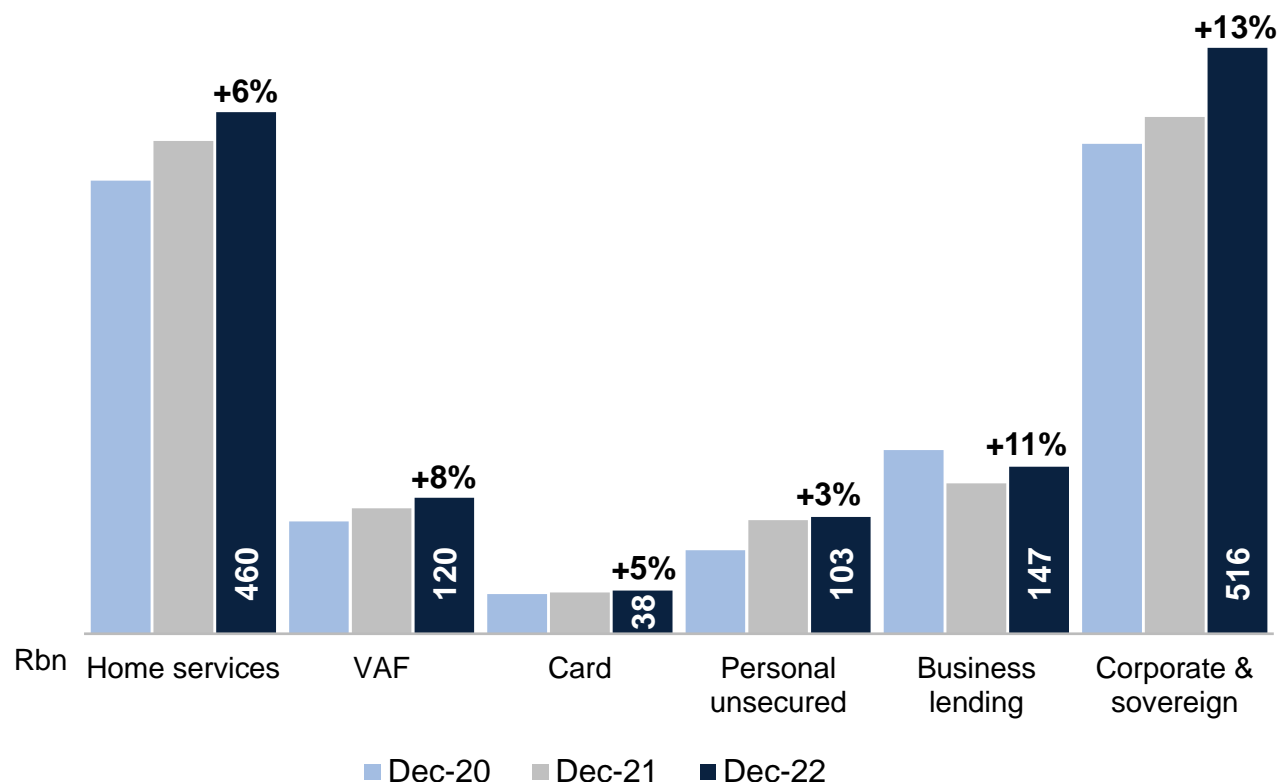


¹ Relative to net interest income in FY21

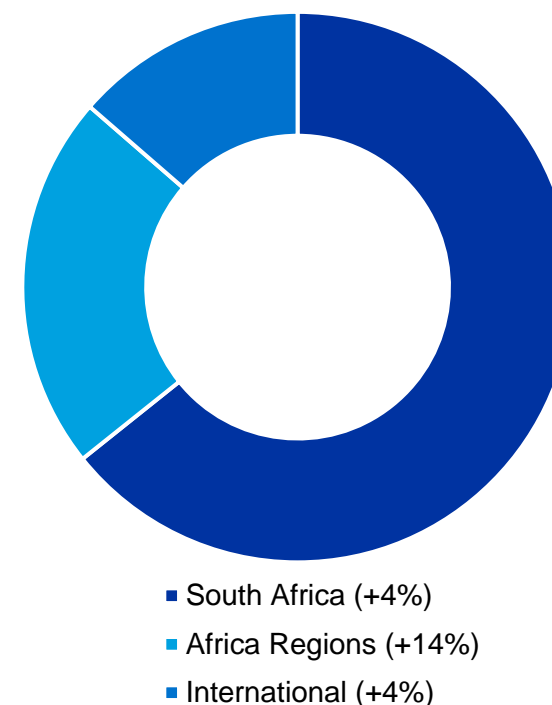
Continued focused growth in secured and corporate lending



Gross loans & advances to customers¹, +9%



Total Gross loans & advances, by region²

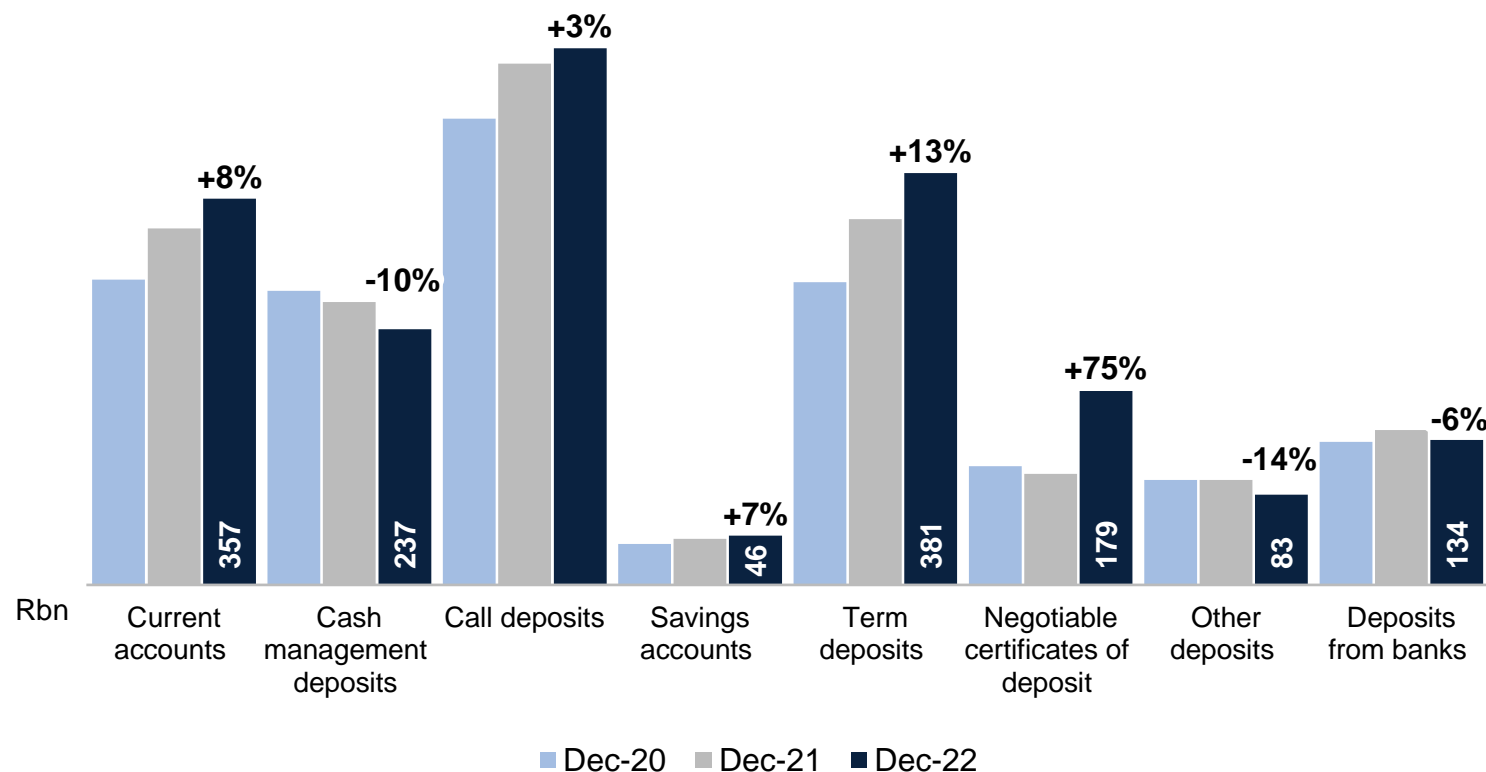


¹ As per loans and advances on page 72 of the financial analysis booklet, ² As per geographic segmental analysis on page 151 of financial analysis booklet

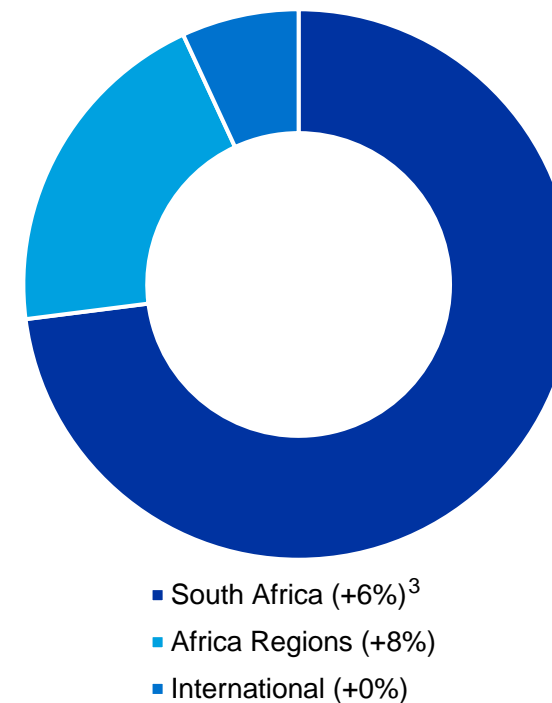
Continued focus on client acquisition and retention strategies



Deposits¹, +6%



Deposits by region²

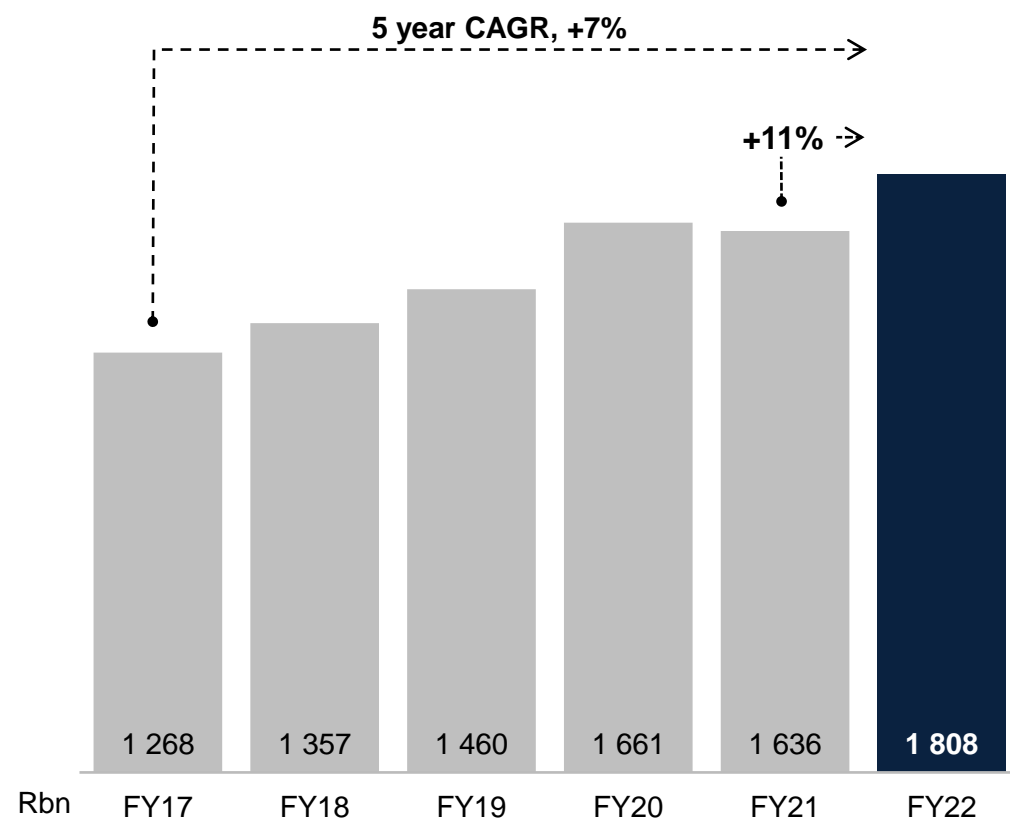


¹ As per deposits on page 61 of the financial analysis booklet, ² Excludes eliminations, ³ South Africa is SBSA

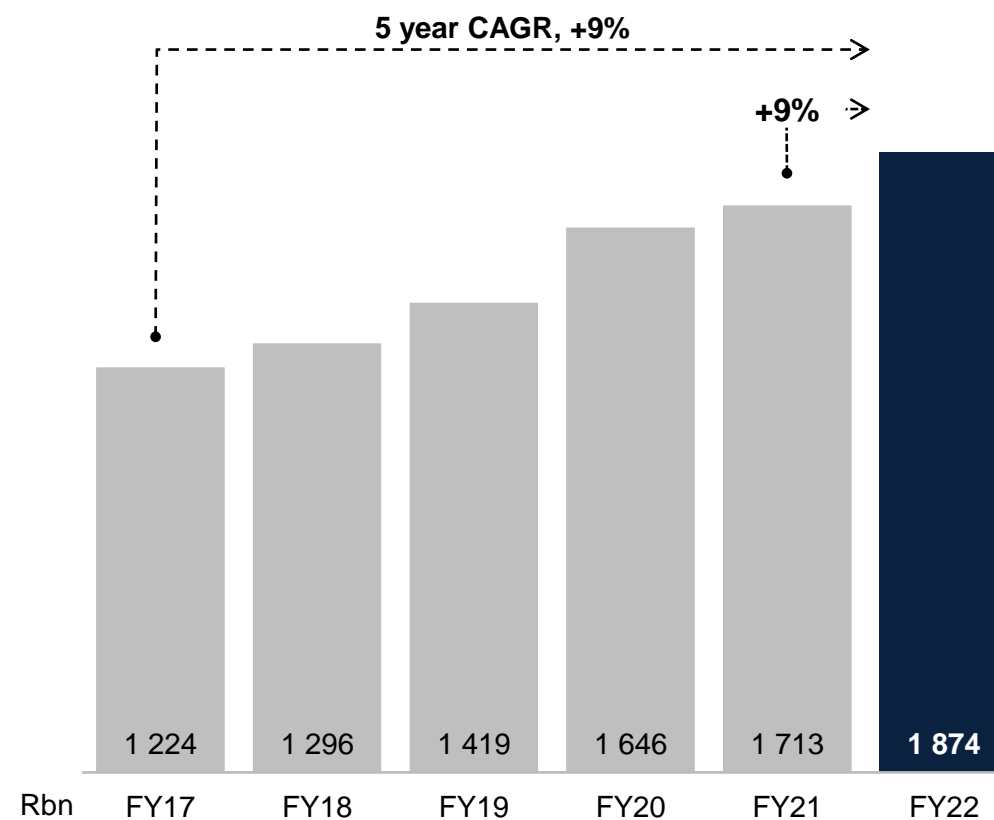
Strong balance sheet momentum continued



Average interest-earning assets



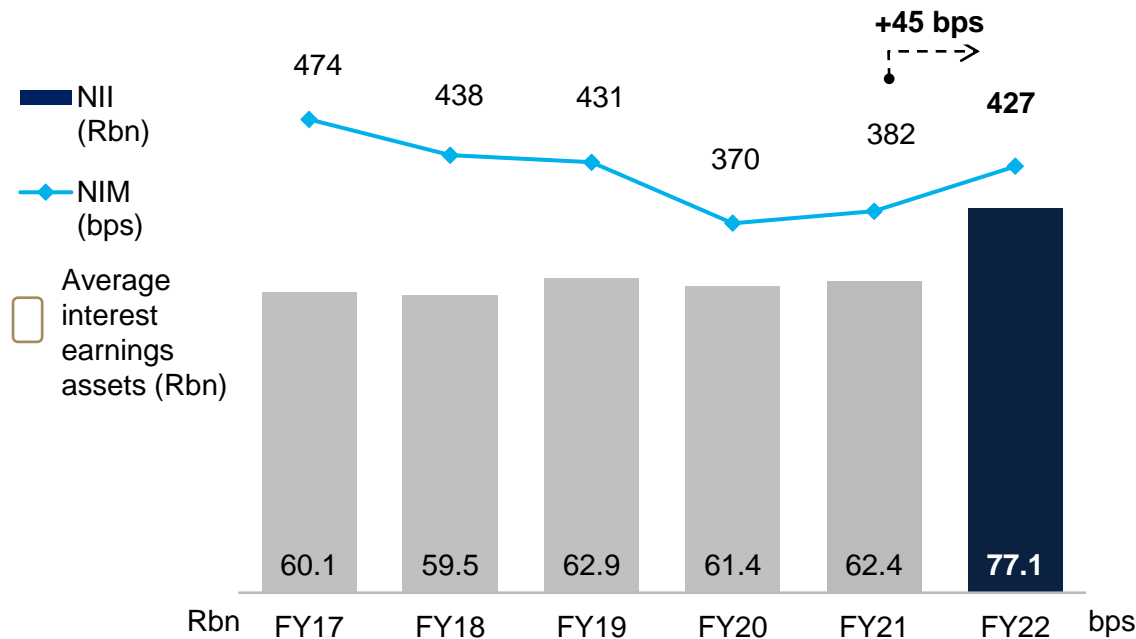
Average interest-bearing liabilities



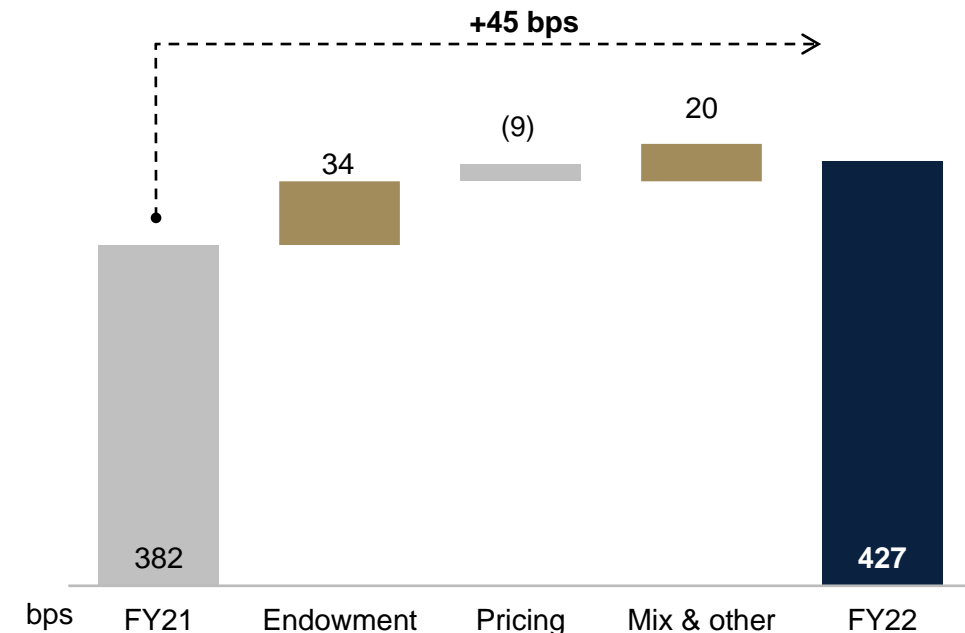


Bigger balances and margin expansion drove a 24% increase in net interest income

NII and NIM trend



Net interest margin



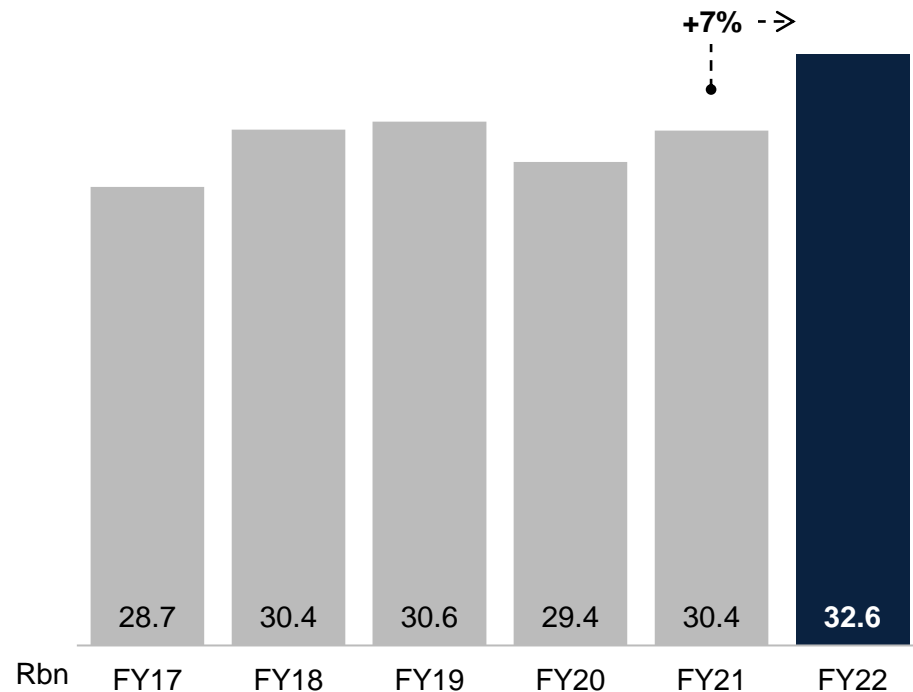
AIEA ¹	1 268	1 357	1 460	1 661	1 636	1 808
-------------------	-------	-------	-------	-------	-------	-------

¹ Average interest earning assets

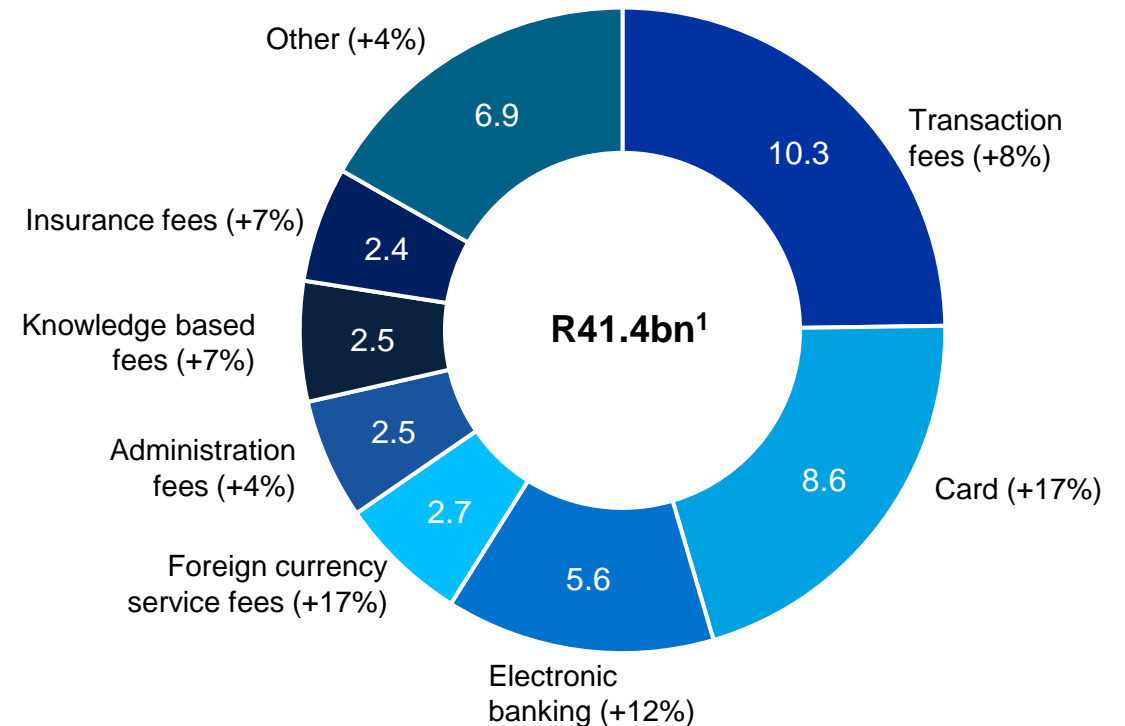
Strong fee growth driven by client franchise momentum across all categories



Net fee and commission revenue



Fee and commission revenue, by category

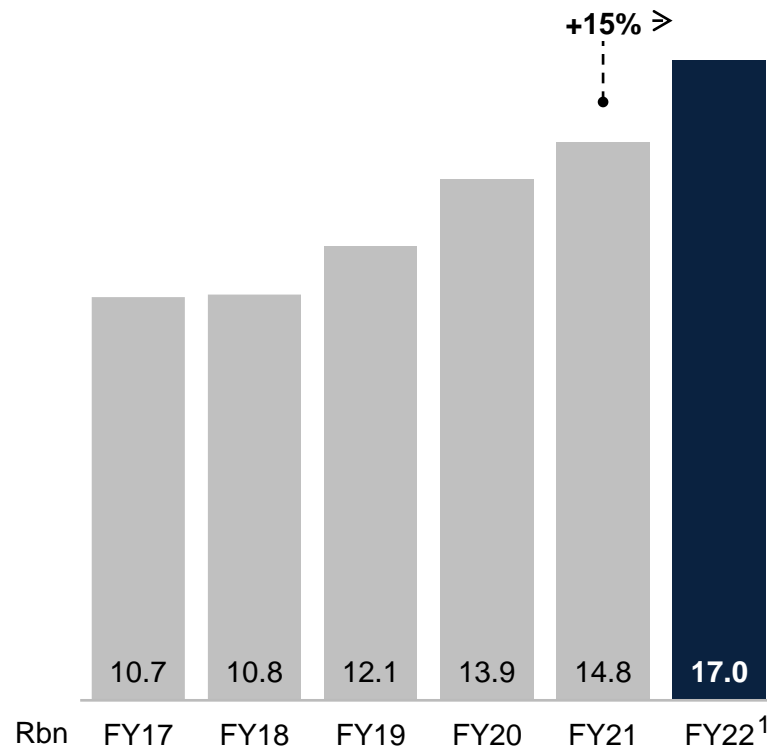


¹ Fee and commission expenses amounted to R8.8bn, up 20%

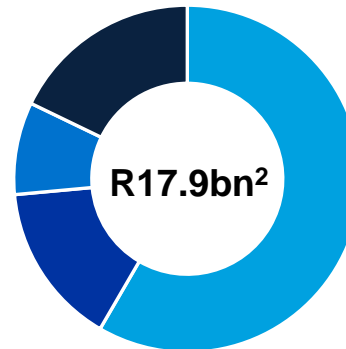
Diversified and growing client-driven trading revenue



Trading revenue¹

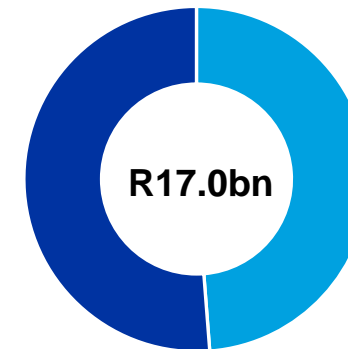


Trading revenue by client



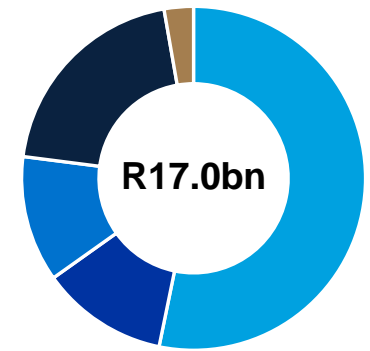
- CIB clients
- BCC clients
- CHNW clients
- Market making

Trading revenue by region



- South Africa
- Africa Regions

Trading revenue by product



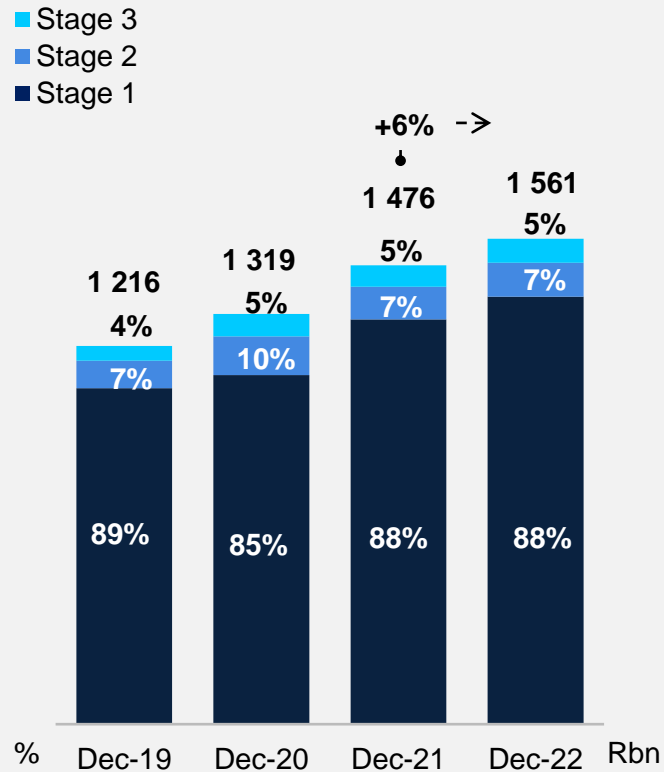
- Foreign exchange
- Credit
- Fixed income
- Equities
- Commodities

¹ Trading revenue includes R141m of fair value adjustments on Ghanaian impacted local currency and onshore USD bonds, ² Trading revenue by client is pre the Centre and other adjustment of –R0.8bn

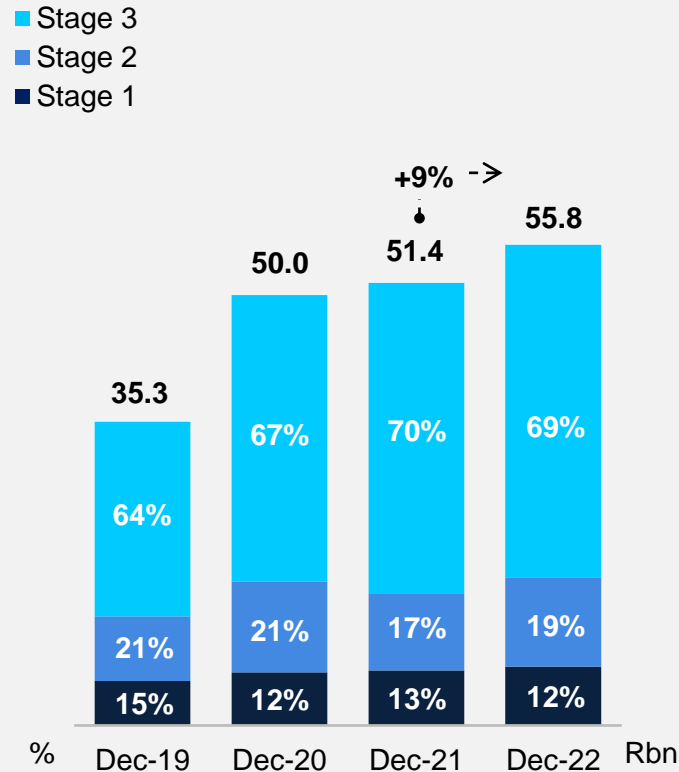


Total coverage increased as increase in provisions outpaced balance sheet growth

Gross loans and advances¹



Provisions¹



Coverage

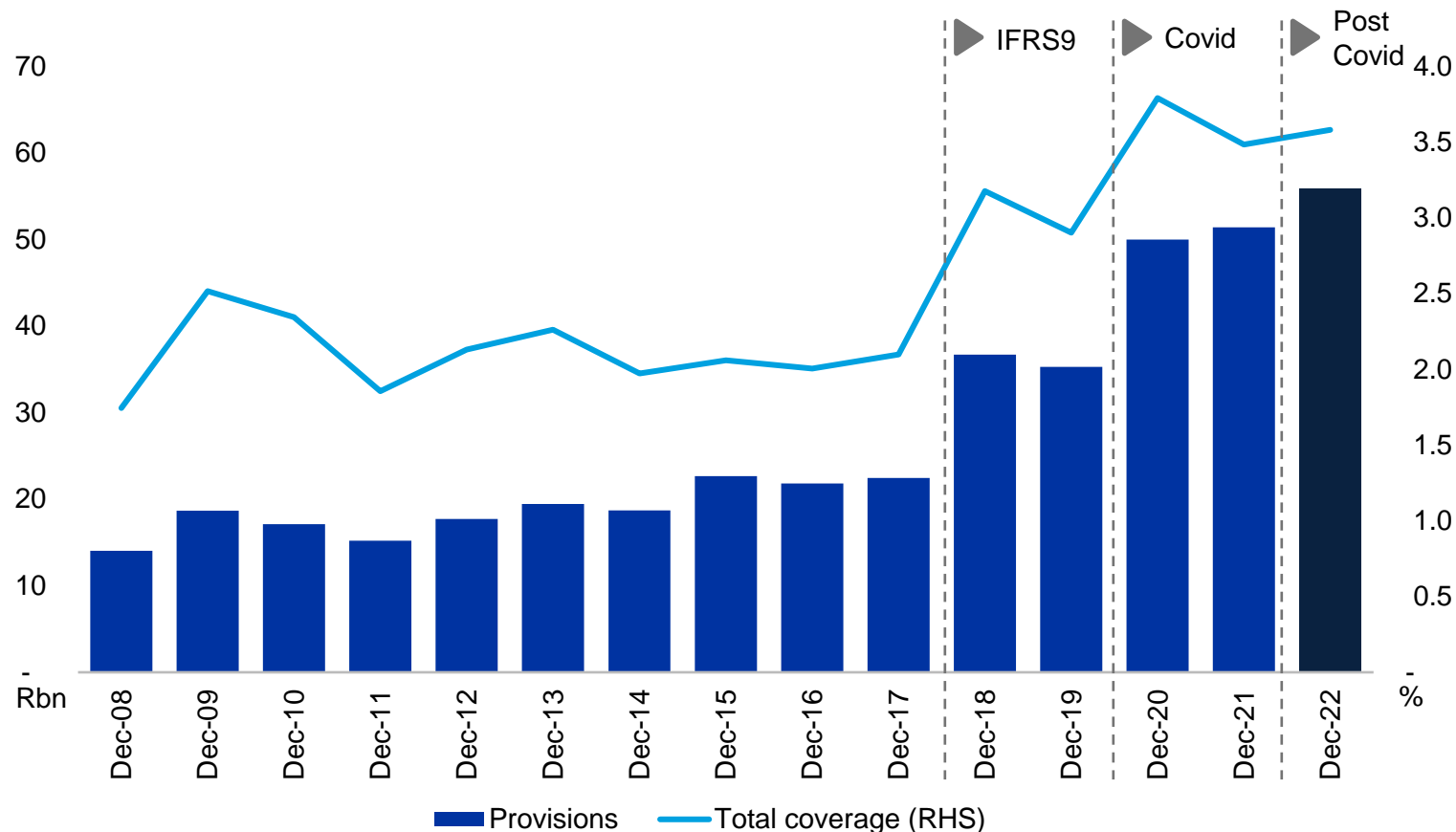
	Dec-20	Dec-21	Dec-22
Total coverage	3.8%	3.5%	3.6%
Stage 3 ratio	5.5%	4.7%	5.0%
Stage 3 coverage	46%	52%	50%

¹ Based on gross loans and advances and provisions per pages 68-73 of the FY22 financial analysis booklet.

We are holding a large stock of provisions and strong coverage



Balance sheet provisions



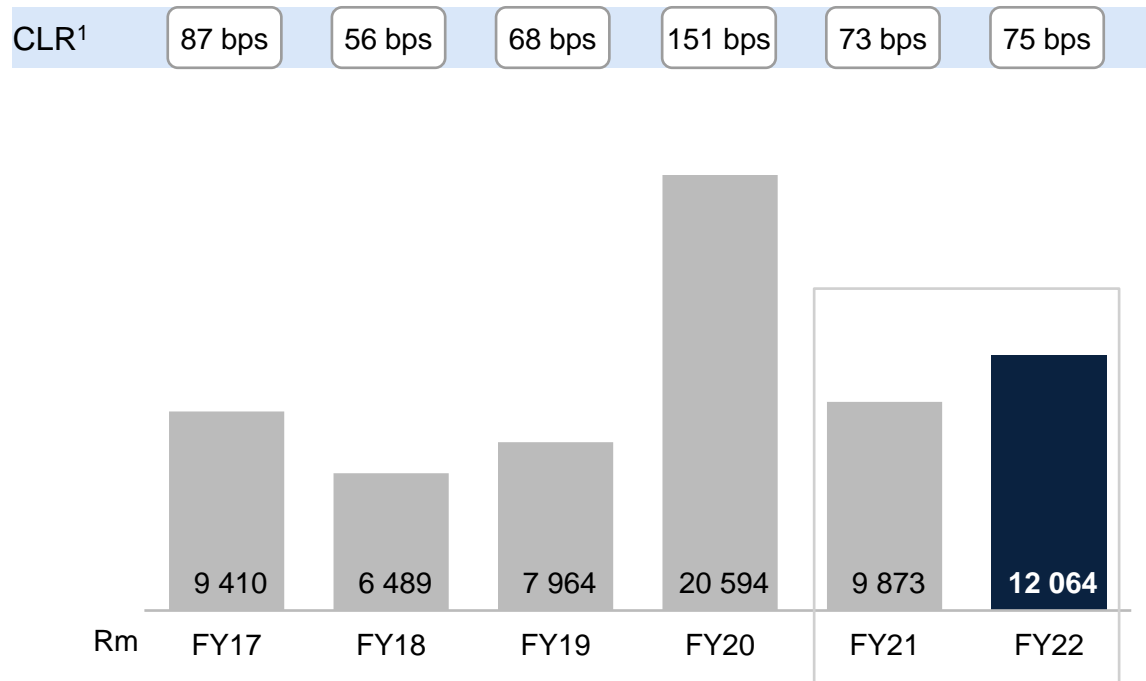
Average	Provisions ¹ Rm	Coverage %
FY08 – FY17	18 772	2.1
FY18 – FY19	35 982	3.0
FY20 – FY21	52 404	3.6
FY22 ²	55 828	3.6

¹ Based on average of year end provisions, ² Provisions include R1 330m of provisions held on Ghanaian impacted local currency and onshore USD bonds, provisions combined with the R141m of fair value adjustments recorded in trading revenue equate to R1 471m, or 56% coverage

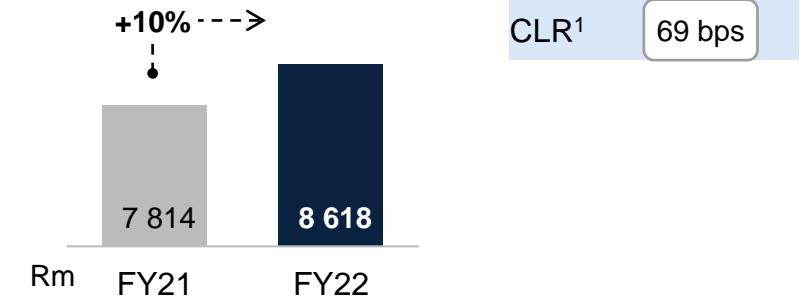


Credit charges driven by a deterioration in Africa Regions, particularly Ghana

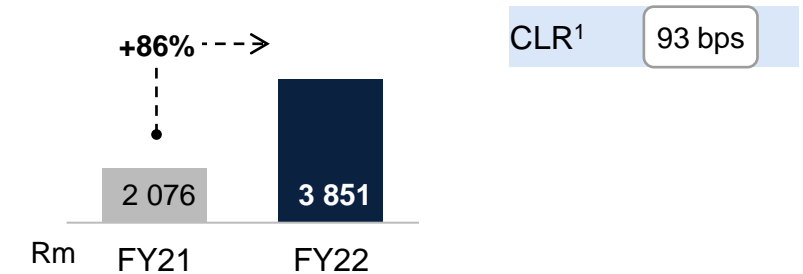
Credit impairment charges



Credit impairment charges – South Africa²



Credit impairment charges – Africa Regions³

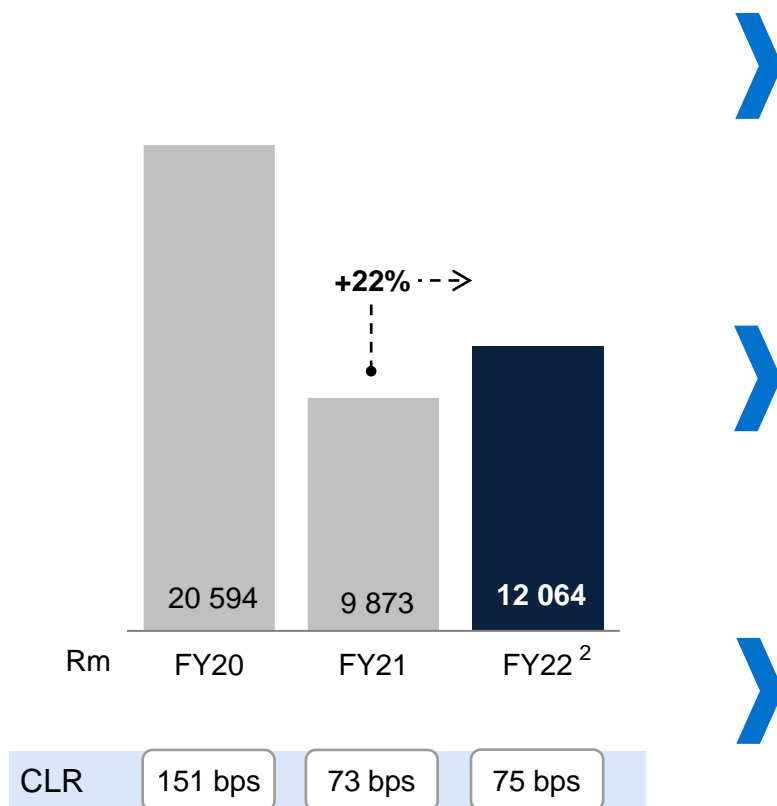


¹ Credit loss ratio based on credit impairment charges on loans and advances, ² South Africa reflects credit impairment charges for SBSA, ³ Africa Regions includes R856m of credit impairment charges related to unsettled Ghanaian local currency and onshore USD bonds

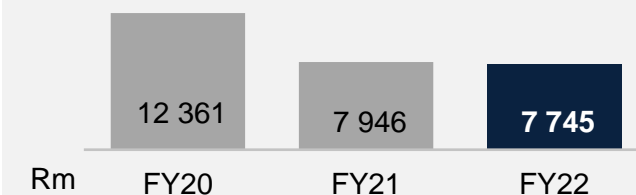
Credit charges up, driven by higher CIB charges



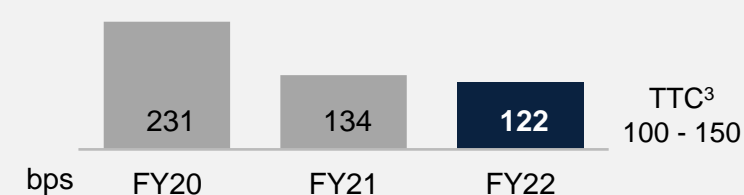
Credit impairment charges¹



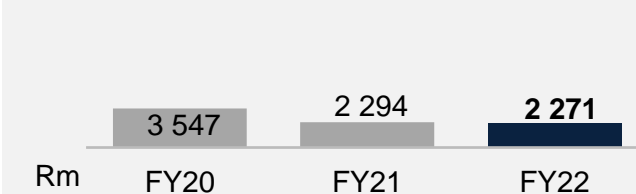
CHNW¹



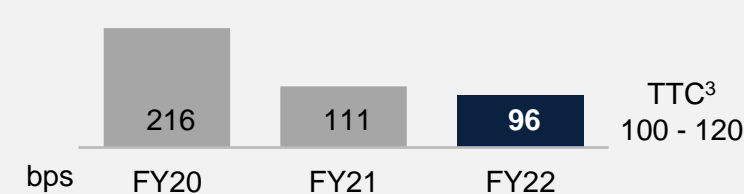
CHNW CLR¹



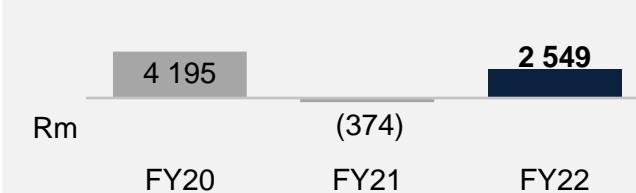
BCC¹



BCC CLR¹



CIB⁴



CIB CLR to customers⁴

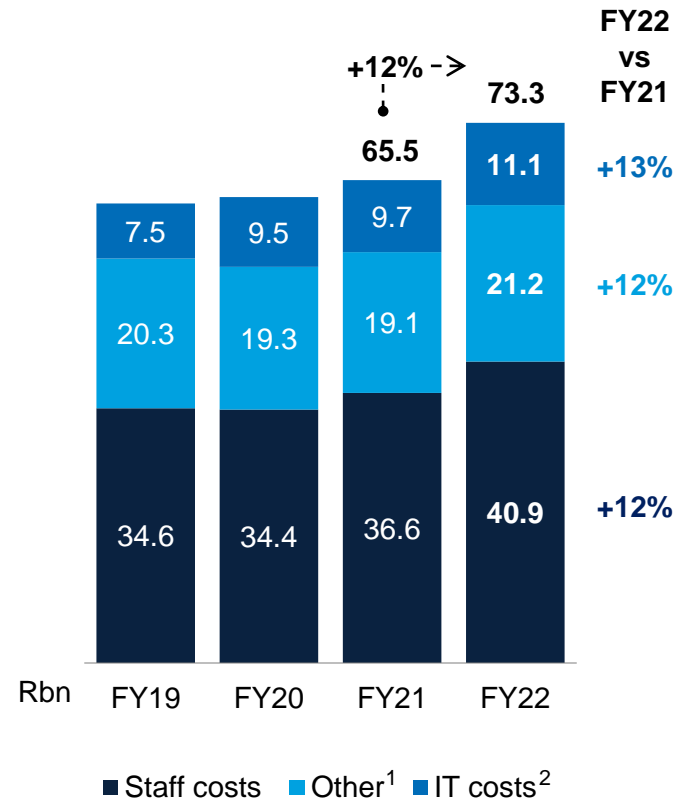


¹ As per financial analysis booklet page 24, ² Group FY22 charges include a net provision release from centre, ³ Through-the-cycle range, ⁴ Based on corporate and investment banking on page 49 of the financial analysis booklet

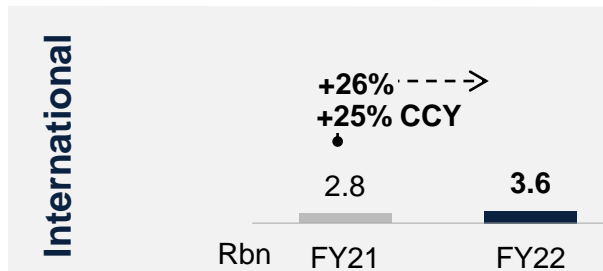
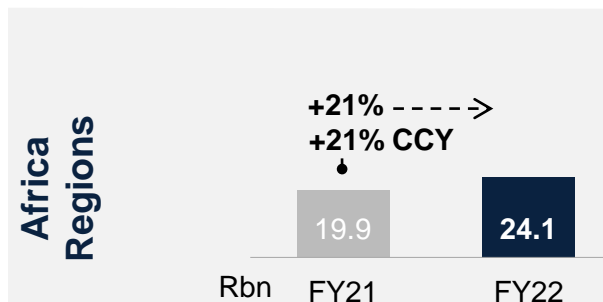
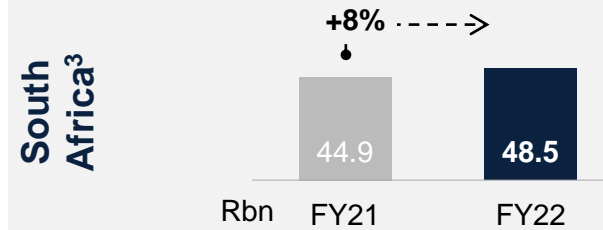


Operating expenses growth aligned to recovery in activity and targeted investment

Operating expenses



Operating expenses, by region



Key ratios, by region

	FY21	FY22
Cost-to-income, %	62.0	59.7
Jaws, bps	221	427

	FY21	FY22
Cost-to-income, %	52.6	49.0
Jaws, bps	(291)	882

	FY21	FY22
Cost-to-income, %	78.4	63.4
Jaws, bps	(952)	3 435

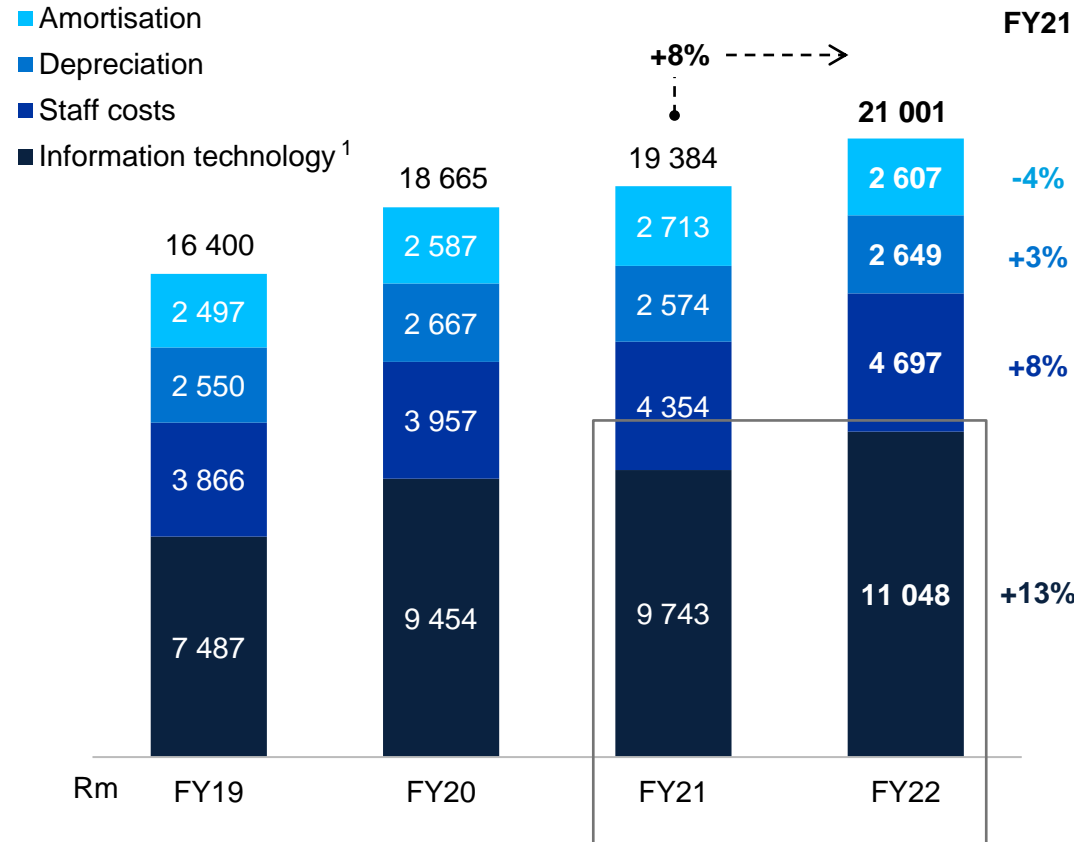
¹ Other expenses includes R233m insurance recovery in FY21 related to the Japan card fraud in 2016. Excluding the recovery operating expense growth was 10%, ² Licenses, maintenance and related costs

³ South Africa is SBSA

IT spend to support strategically important digital initiatives



Total IT spend



¹ Licenses, maintenance and related costs

Technology-related initiatives

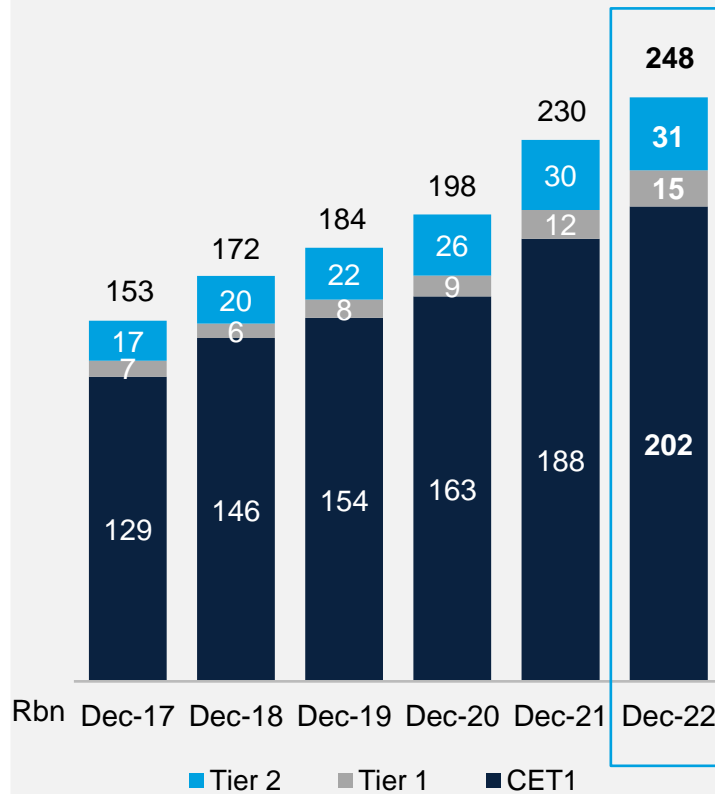
- Reviewed IT team structure, simplified and added COO role
- Resilience and stability improved
- Continued simplification of IT landscape, including legacy systems
- Investment in targeted programmes to improve digital solutions and client experience

Information technology cost growth driven by cloud and cloud-related software investments

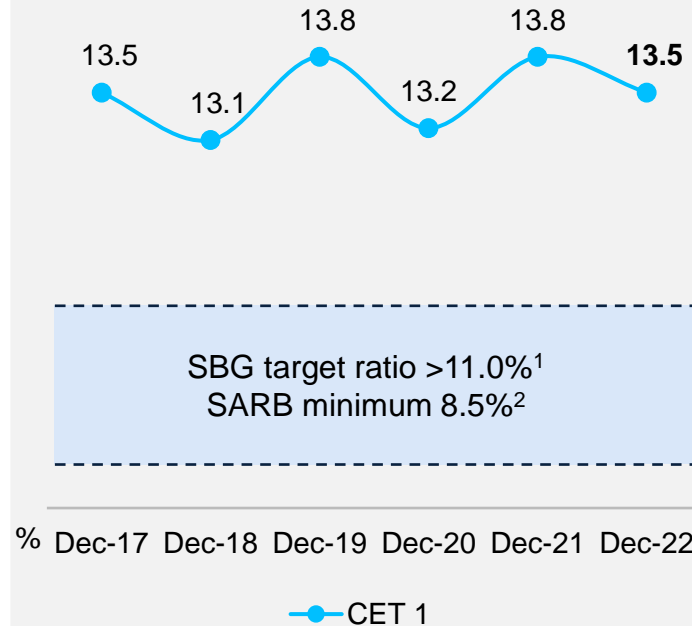
Robust capital and liquidity providing resilience and supporting business growth



Capital¹

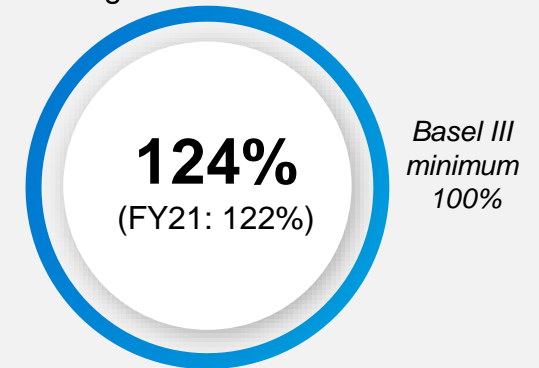


Capital adequacy¹

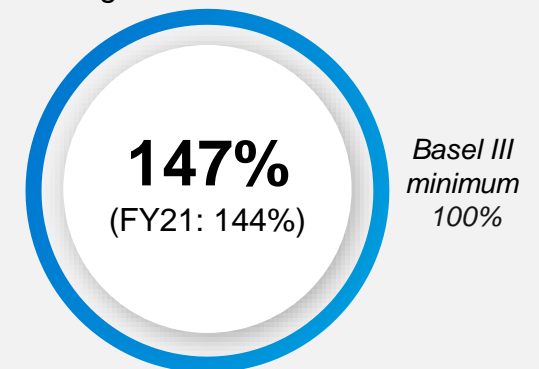


Liquidity

Net stable funding ratio



Liquidity coverage ratio



¹ Including unappropriated profits, ² Recalibrated, inclusive of Pillar 2A requirements that were reinstated by the Prudential Authority from 1 January 2022



2.1 Segmental disclosures



AFRICA IS OUR HOME
WE DRIVE HER GROWTH

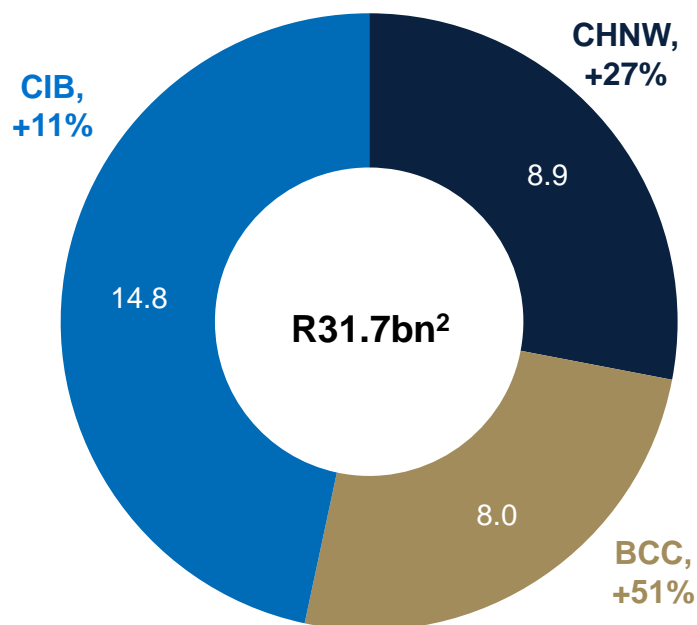
Pointe Des Cavernes Lighthouse – Mauritius

Standard Bank
Also trading as Stanbic Bank

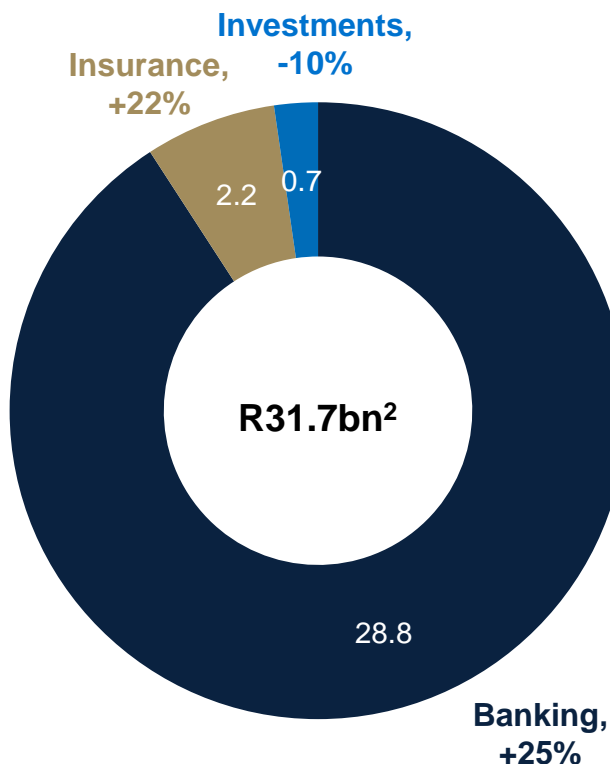
Continued strong earnings growth across our diversified portfolio¹



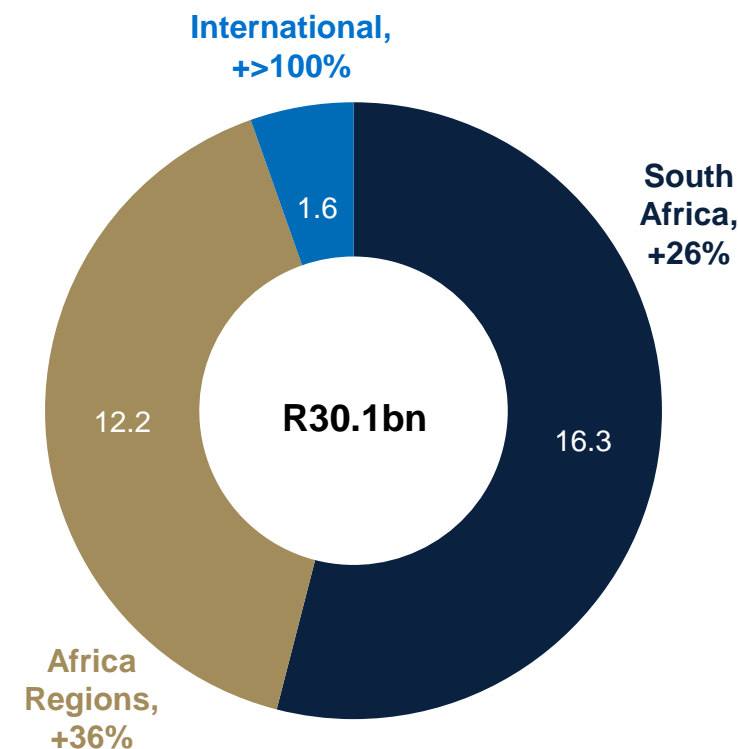
Client segment split



Client solution split



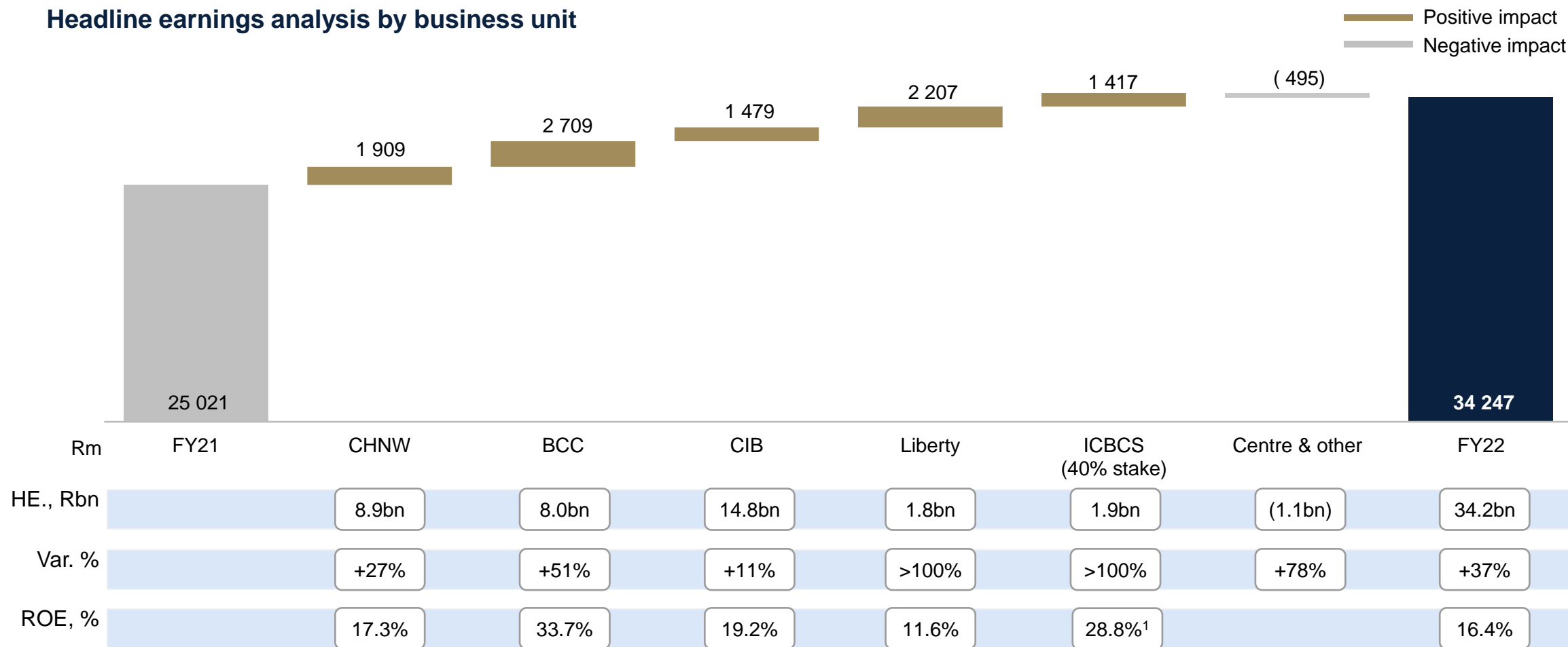
Regional split³



¹ Standard Bank Activities excluding Liberty and ICBCS, ² Pre R1 128m Centre segment costs, ³ Regional split based on legal entity, South Africa is SBSA

All businesses delivered positive contributions to headline earnings growth

Headline earnings analysis by business unit



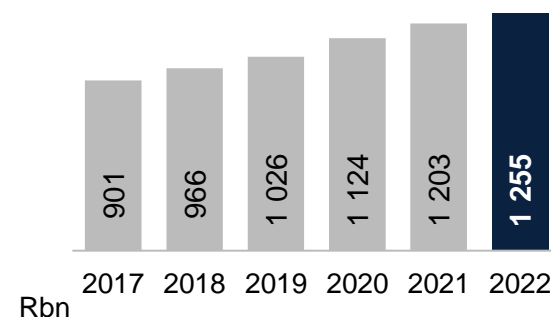
¹ Based on ICBCS headline earnings and NAV on page 86 of the financial analysis booklet

Our South Africa franchise is sizable and growing

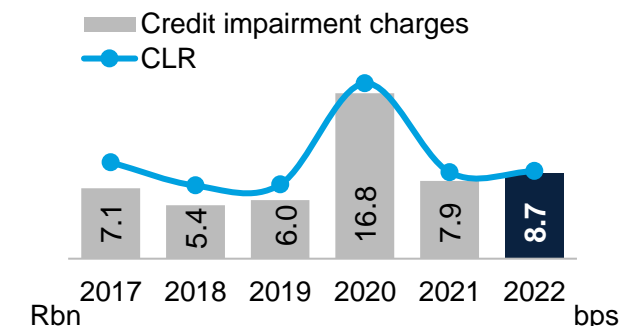


	SBSA FY22 Rbn	SBSA FY21 Rbn	Change %
Net interest income	45.6	40.8	12
Non-interest revenue	36.0	32.0	13
Total income	81.6	72.8	12
Operating expenses	(48.4)	(44.9)	8
Pre-provision profit	33.2	27.9	19
Credit impairment charges ¹	(8.6)	(7.8)	10
Headline earnings	16.3	12.9	26
Credit loss ratio, bps	69	68	
Cost-to-income ratio, %	59.7	62.0	
Jaws, bps	427	221	
ROE, %	15.2	12.5	

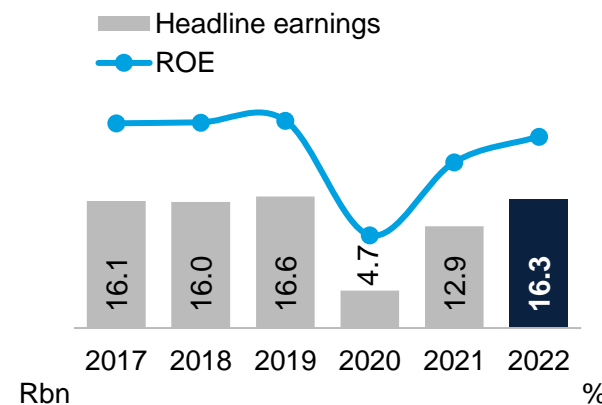
Net loans and advances



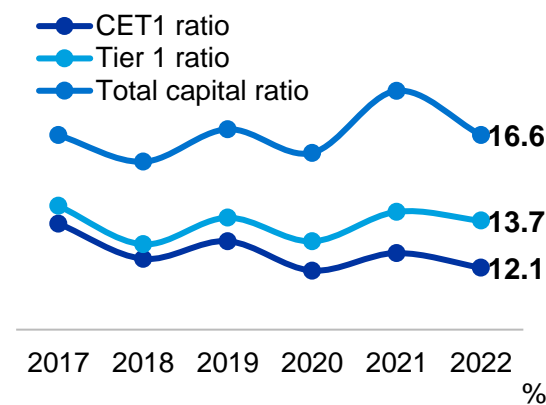
Credit impairment charges on loans and advances



Headline earnings and ROE

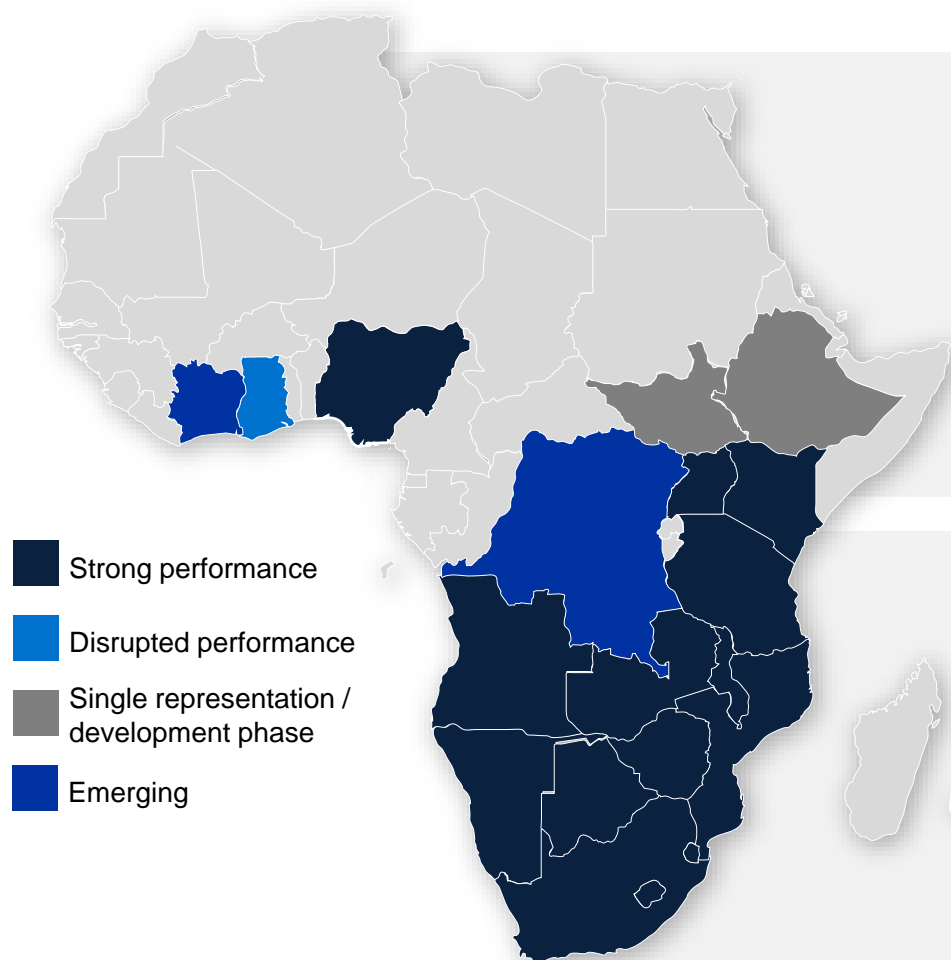


Capital adequacy



¹ Credit impairment charges including financial investments and letters of credit

Africa Regions portfolio delivered a robust performance



Headline earnings

	FY22 Rbn	FY21 Rbn	Change %	Change CCY %
Africa Regions	12.2	9.0	36	32
East Africa ¹	2.4	1.7	42	35
South and Central Africa ²	6.2	4.1	52	56
West Africa ³	3.6	3.2	12	2

Return on equity

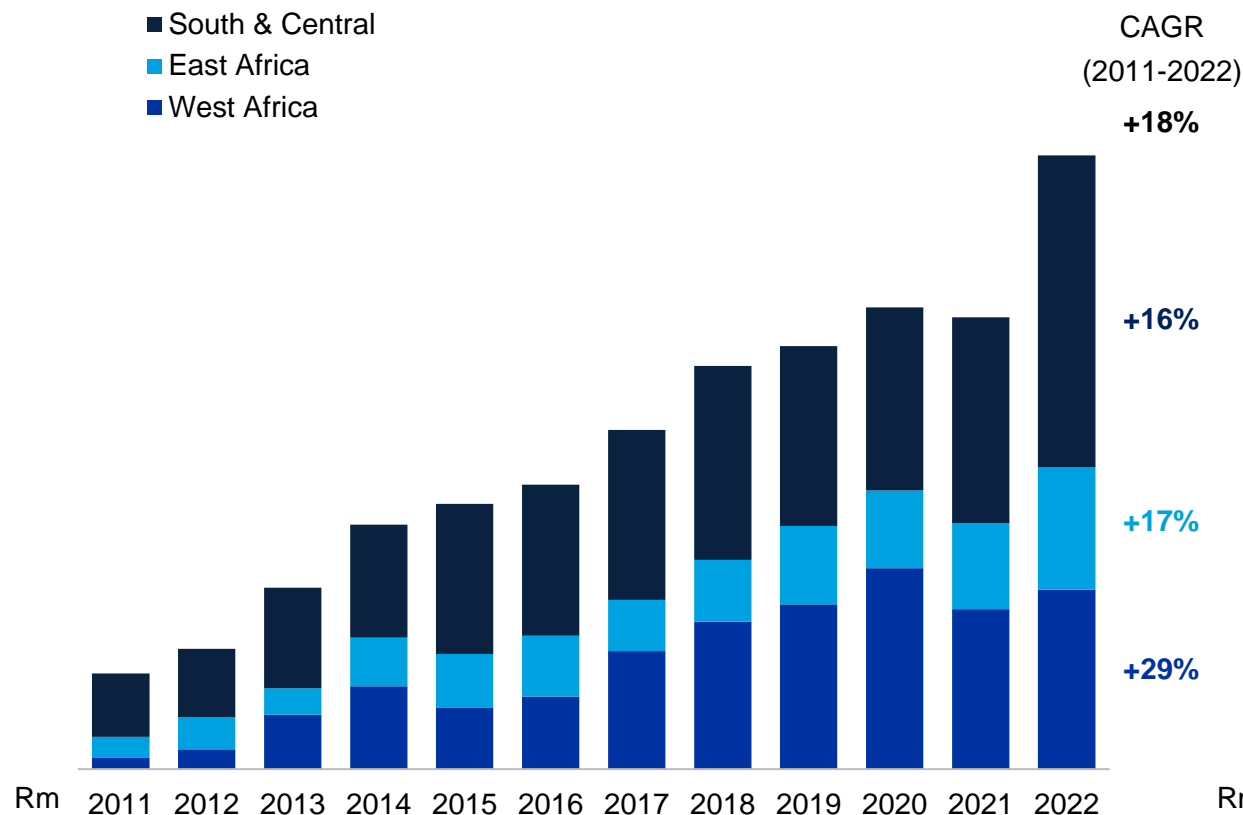
	FY22 %	FY21 %
Africa Regions	21.0	18.2
East Africa ¹	17.3	14.7
South and Central Africa ²	25.4	20.1
West Africa ³	18.2	18.3

¹ Kenya, South Sudan, Tanzania, Uganda ² Botswana, Eswatini, Lesotho, Malawi, Mauritius, Mozambique, Namibia, Zambia, Zimbabwe, ³ Angola, DRC, Ghana, Côte d'Ivoire, Nigeria

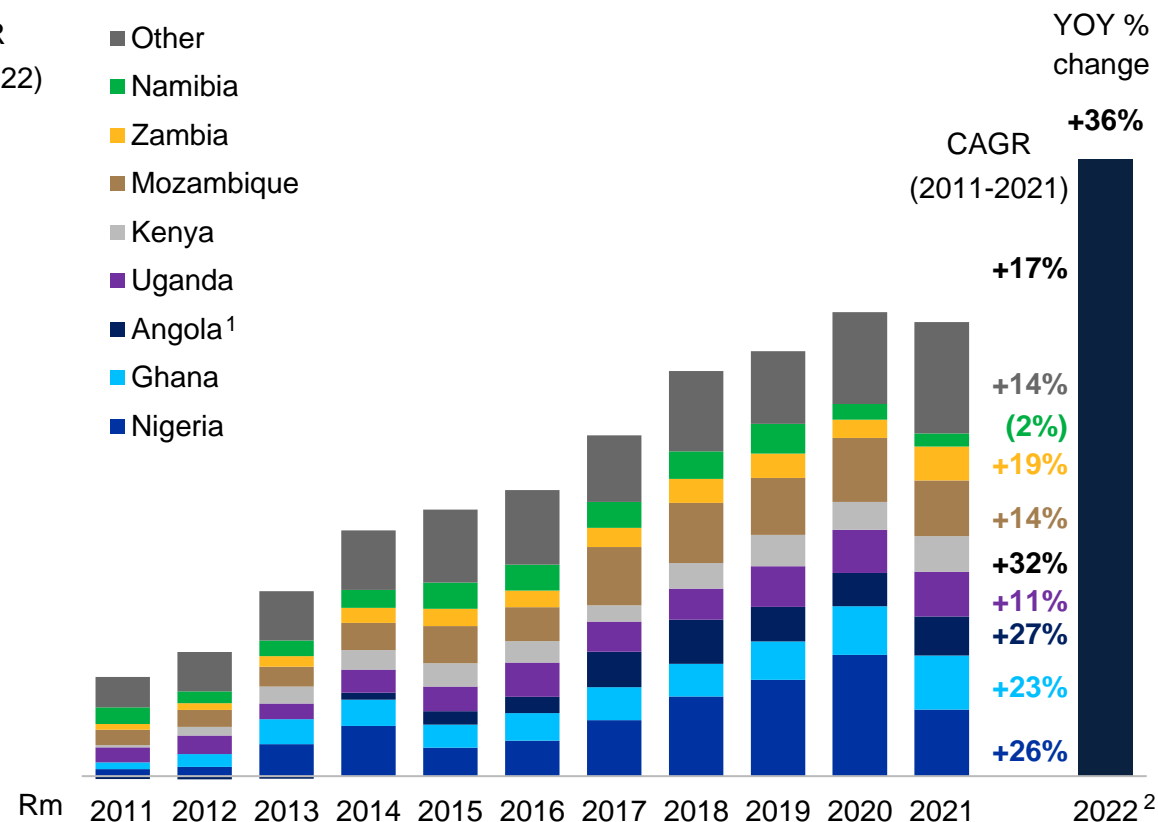
The value of our Africa Regions portfolio is in its diversity and its growth profile



Headline earnings by region



Headline earnings by country



¹ Angola CAGR based on 2014 to 2021, ² 2022 not split as Africa Regions subsidiaries have not yet reported



2.2 FY23 outlook



AFRICA IS OUR HOME
WE DRIVE HER GROWTH

Idanre Hills – Nigeria

Standard Bank
Also trading as Stanbic Bank



Global

- Geopolitical tension and a global economic slowdown are a concern
- IMF growth forecast 2.9% in 2023 and 3.1% in 2024¹

Sub-Saharan Africa

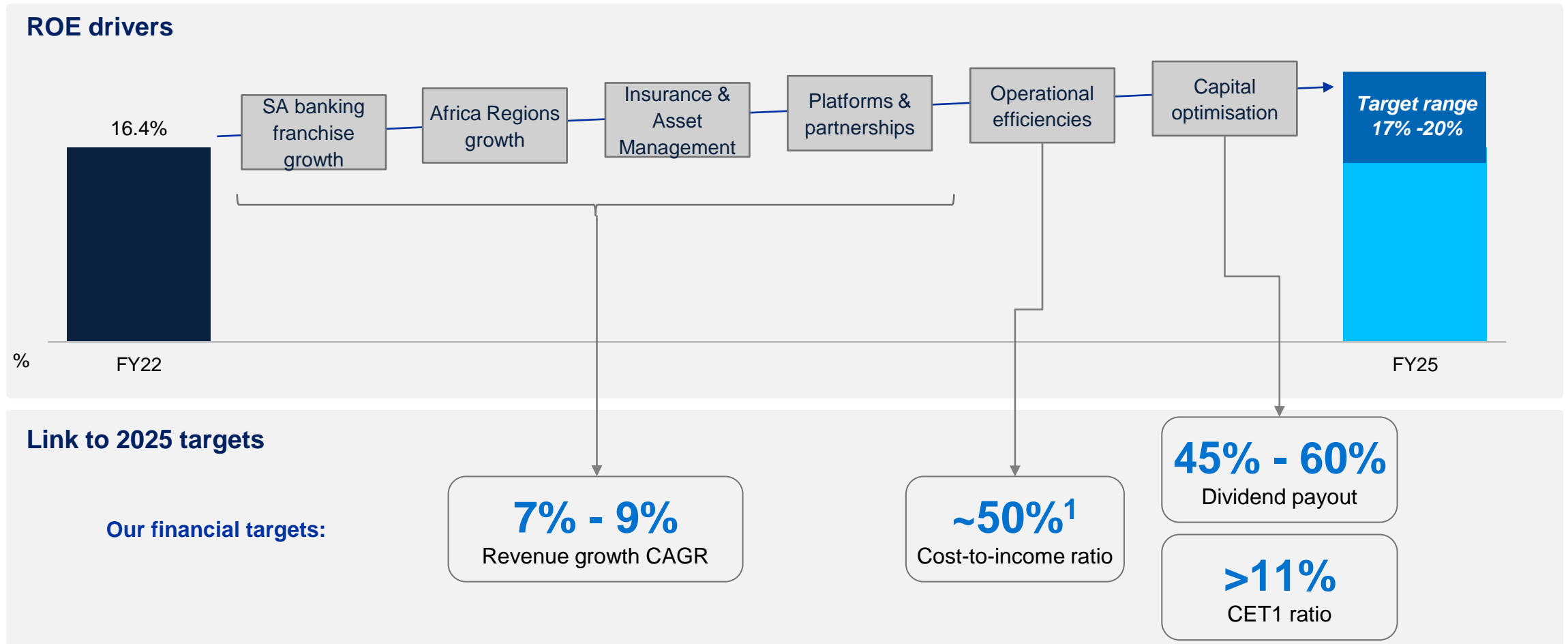
- 3.8% GDP growth in 2023, accelerating to over 4% over the medium term¹
- Sovereign credit deterioration is a risk – other African countries could also experience fiscal constraints during 2023, however overall region growth expected to remain robust

South Africa²

- We expect GDP growth of 1.2% in 2023, improving to 1.7% in 2024
- There is downside risk if the electricity crisis cannot be brought under control
- But upside if structural reform and infrastructure investment accelerate

¹ IMF, January 2023, ² Standard Bank Research, February 2023

Continued ROE progress into the target range



¹ Approaching 50%

FY23 guidance – upward trajectory on returns and dividends



Key drivers	FY23 guidance	Key drivers
Net interest income	Low-teen growth	<ul style="list-style-type: none"> Supported by balance sheet growth and continued endowment tailwinds¹
Non-interest revenue	Mid-single digit growth	<ul style="list-style-type: none"> Continued growth in active clients and transactional activity will support fees Focus on sustaining trading revenues
Efficiency	Positive jaws	<ul style="list-style-type: none"> Focused on delivering below-inflation cost growth
Credit loss ratio	Above the mid-point of our TTC ² range of 70 bps – 100 bps	<ul style="list-style-type: none"> Difficult macroeconomic conditions will put pressure on clients
ROE	Continued progress into the 2025 target range of 17% – 20%	<ul style="list-style-type: none"> Focus on optimisation of capital deployed
Dividend payout ratio	45% – 60%	<ul style="list-style-type: none"> Supported by strong capital generation

¹ SBSA, 100 bps increase equates to approximately R1.4 bn net interest income annualised, ² Through-the-cycle



03 Progress towards 2025 targets



AFRICA IS OUR HOME
WE DRIVE HER GROWTH

Chimanimani – Zimbabwe

Standard Bank
Also trading as Stanbic Bank

Well-positioned and diversified franchise, focused on continued delivery



FY22 – we delivered

- 1 Strong strategic and financial progress – excellent performance across all our businesses and geographies
- 2 Took steps to optimise our capital but maintaining sufficient financial resources to support our clients and grow the franchise
- 3 Well on our way to achieving our 2025 targets

FY23 – our focus areas

- 1 Sharpen our competitiveness
- 2 Capture the sustainable finance opportunity, particularly in renewables in South Africa
- 3 Progress on our path to deliver our 2025 commitments
- 4 Optimise our capital structure and rebalance our portfolio to achieve a higher ROE within our target range

Our 2025 targets¹...



Our purpose:
Why we exist

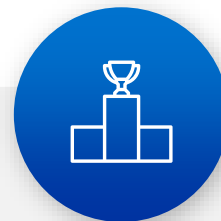
Africa is our home, we drive her growth



Transform client experience

7% - 9%

Revenue growth CAGR



Execute with excellence

~50%²

Cost-to-income ratio



Drive sustainable growth and value

17% - 20%

Return on equity

Our financial targets:
What we have committed to deliver

¹ 2025 targets are as laid out in our Strategy Day in August 2021, ² Approaching 50%

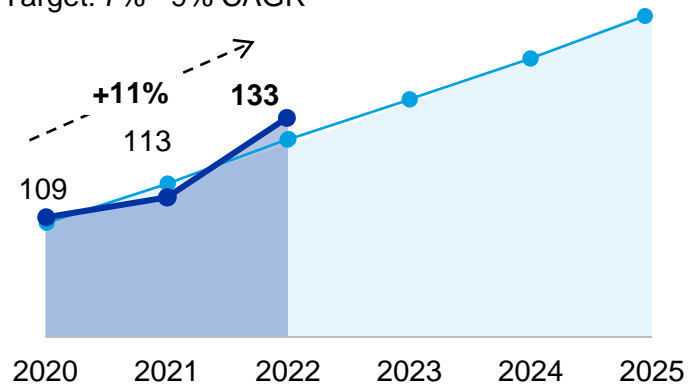
... which we are on track to deliver¹



Revenue growth, Rbn



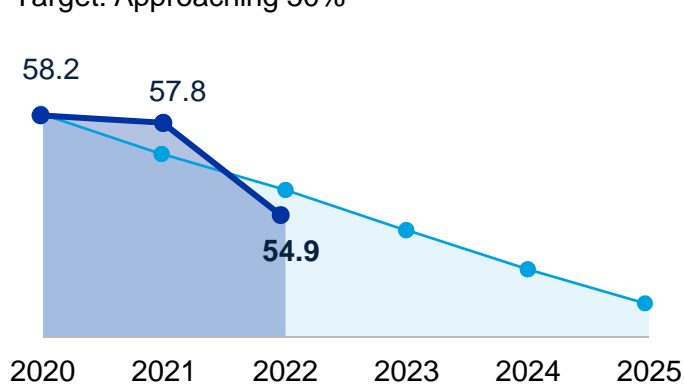
Target: 7% - 9% CAGR



Cost-to-income ratio, %



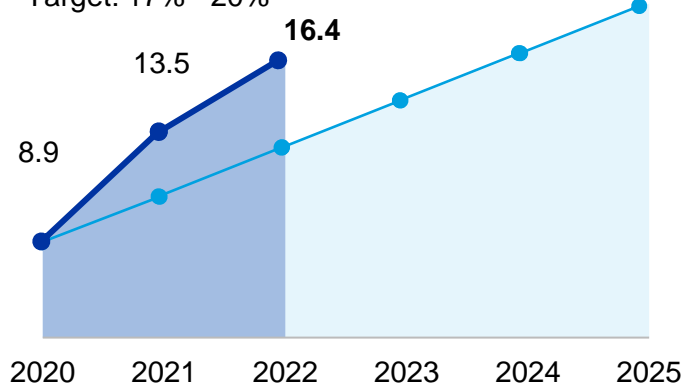
Target: Approaching 50%²



ROE, %



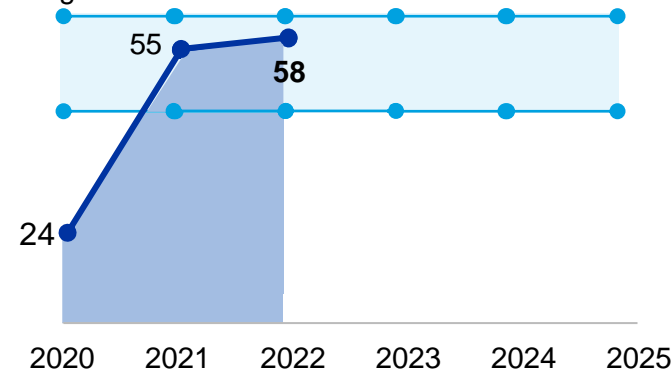
Target: 17% - 20%



Dividend payout ratio, %



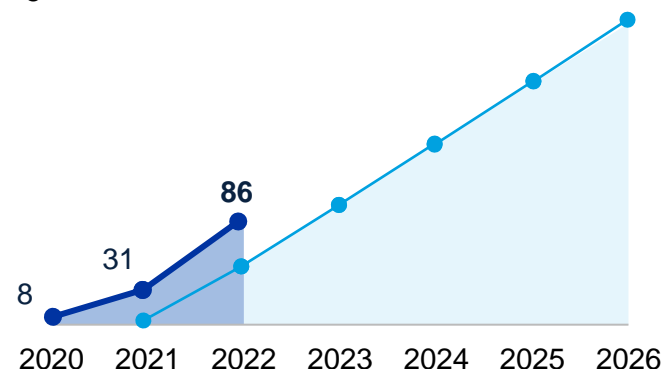
Target: 45% - 60%



Sustainable finance, Rbn



Target: >R250bn



— Actual
— 2025 Target

¹ 2025 targets are as laid out in our Strategy Day in August 2021, lines are indicative only, reflect straight line from 2020 to 2025, ² Approaching 50% equates to less than 52%



YOU DON'T JUST BECOME
AFRICA'S MOST VALUABLE BANK BRAND.
You earn it.

*Based on Brand Finance Top 500 Most Valuable Brands 2022.



Additional segmental disclosure



**AFRICA IS OUR HOME
WE DRIVE HER GROWTH**

Blantyre – Malawi

Standard Bank
Also trading as Stanbic Bank

CHNW¹ performance reflective of underlying franchise momentum

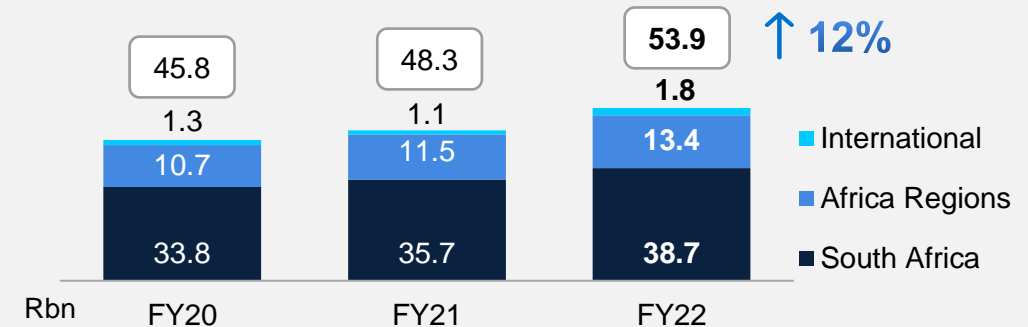


	CHNW FY22 Rbn	CHNW FY21 Rbn	Change %
Net interest income	32.6	28.5	15
Non-interest revenue	21.3	19.8	8
Total income	53.9	48.3	12
Operating expenses	(32.8)	(29.6)	11
Pre-provision profit	21.1	18.7	13
Credit impairment charges	(7.7)	(7.9)	(3)
Headline earnings	8.9	7.0	27
Credit loss ratio, bps	122	134	
Cost-to-income ratio, %	60.8	61.4	
Jaws, bps	104	91	
ROE, %	17.3	14.0	

Highlights

- **Total income** increased due to loan growth, higher average interest rates, increase in the active client base, higher transactional activity, and annual price increases
- **Operating expenses** driven by higher inflation and increased investment in digital capabilities
- **Credit impairment charges** decrease driven by intensified focus on collection strategies and normalisation of payment holiday portfolio
- **Headline earnings** driven by the post-Covid economic recovery across all markets and an associated improvement in client activity

Total income by geography, Rbn



¹ Consumer and High Net Worth

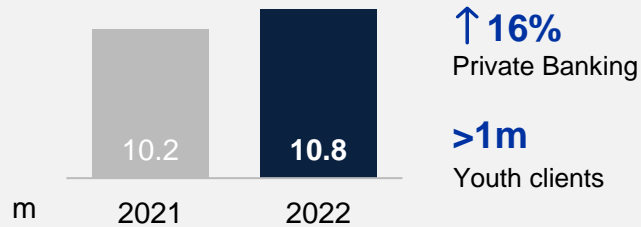
CHNW client franchise and activity growth drove NIR



South Africa

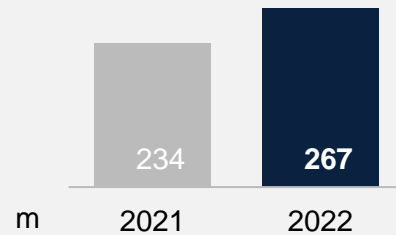
Active clients

↑6%



Digital transactional volumes

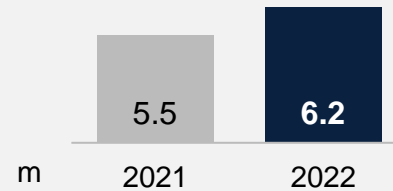
↑14%



Africa Regions

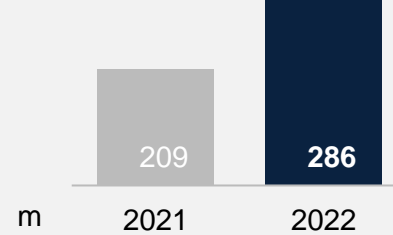
Active clients

↑12%



Digital transactional volumes

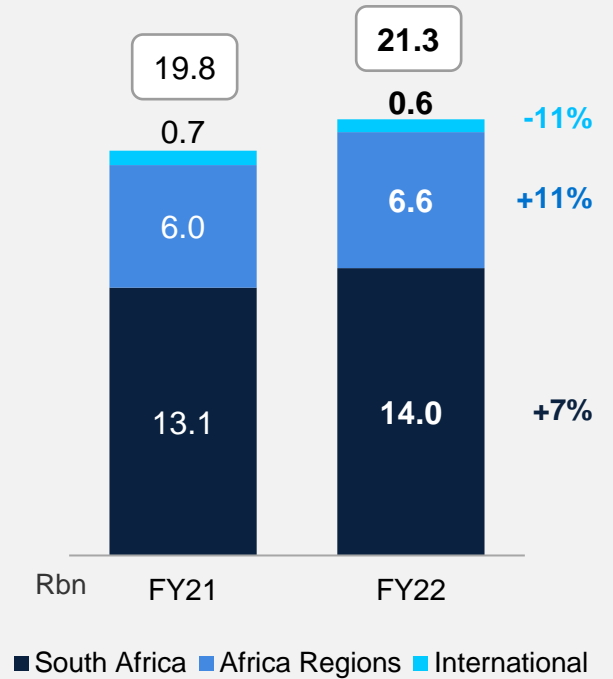
↑37%



NIR by geography

NIR, by geography, Rbn

↑8%



Strong BCC¹ recovery as business activity improved and interest rates normalised

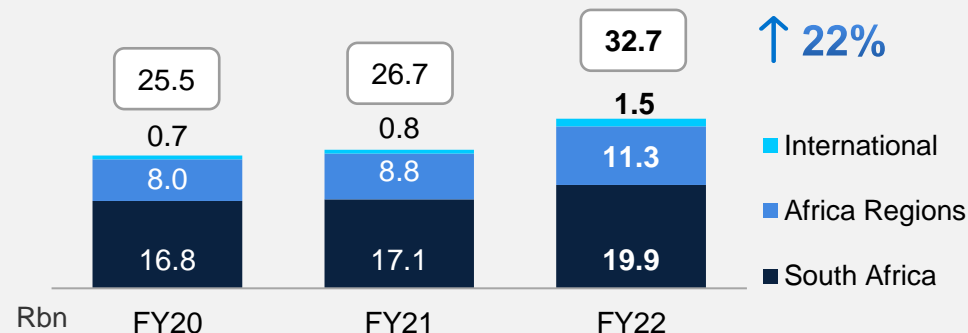


	BCC FY22 Rbn	BCC FY21 Rbn	Change %
Net interest income	20.4	15.8	29
Non-interest revenue	12.2	10.9	12
Total income	32.6	26.7	22
Operating expenses	(18.7)	(16.6)	13
Pre-provision profit	13.9	10.1	38
Credit impairment charges	(2.3)	(2.3)	(1)
Headline earnings	8.0	5.3	51
Credit loss ratio, bps	96	111	
Cost-to-income ratio, %	57.4	62.3	
Jaws, bps	963	(27)	
ROE, %	33.7	24.7	

Highlights

- **Total income** growth driven by higher average balances and average interest rates, recovery in client transactional volumes (as lockdowns eased), increased foreign exchange trade volumes, and updated pricing
- **Operating expenses** impacted by higher inflationary environment, continued investment in technology initiatives to support client journeys and capability building along with increased incentives and marketing
- **Credit impairment charges** largely flat
- **Headline earnings** influenced by positive franchise growth assisted by the post pandemic market recovery

Total income by geography, Rbn



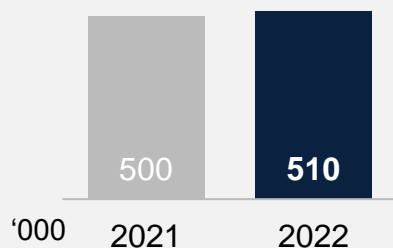
¹ Business and Commercial Clients

BCC revenues boosted by increased client activity



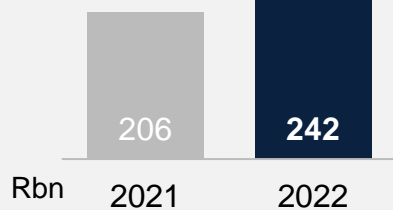
South Africa growing

Active clients



↑2%

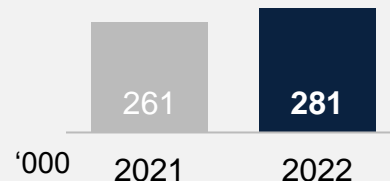
Card acquiring turnover



↑17%

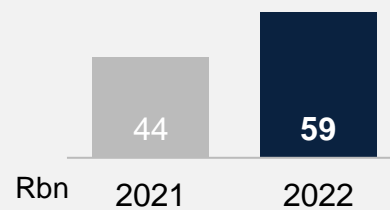
Africa Regions growing

Active clients



↑8%

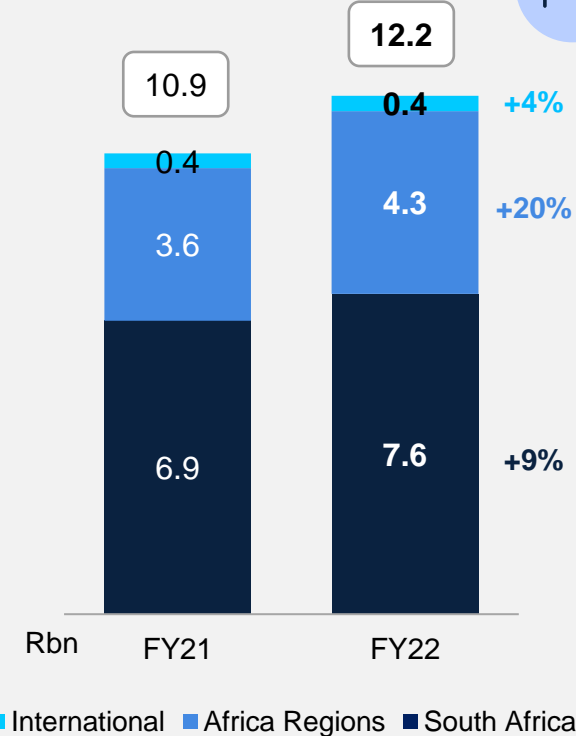
Card acquiring turnover



↑35%

NIR growing

NIR, by geography, Rbn



CIB¹ performance dampened by the normalisation of credit charges

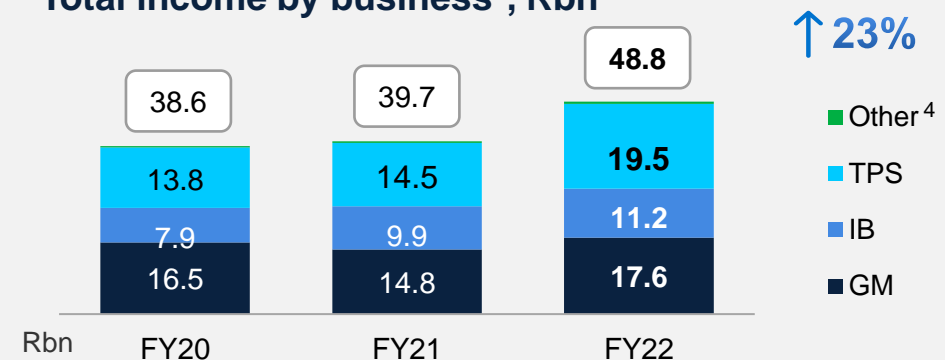


	CIB FY22 Rbn	CIB FY21 Rbn	Change %
Net interest income	24.3	18.6	31
Non-interest revenue	24.5	21.1	16
Total income	48.8	39.7	23
Operating expenses	(23.9)	(21.3)	12
Pre-provision profit	24.9	18.4	35
Credit impairment charges	(2.5)	0.4	>100
Headline earnings	14.8	13.3	11
Credit loss ratio ² , bps	37	(5)	
Cost-to-income ratio, %	49.1	53.7	
Jaws, bps	1 067	212	
ROE, %	19.2	19.4	

Highlights

- **Total income** growth driven by balance sheet growth, positive endowment impact of higher interest rates and increase in trading revenues underpinned by increased client activity
- **Operating expenses** reflective of inflationary pressures
- **Credit impairment charges** driven by Ghana sovereign distress and related impact on the corporate portfolio and specific impairments raised in the consumer sector
- **Headline earnings** growth underpinned by our ability to capture opportunities in response to emerging client needs

Total income by business³, Rbn

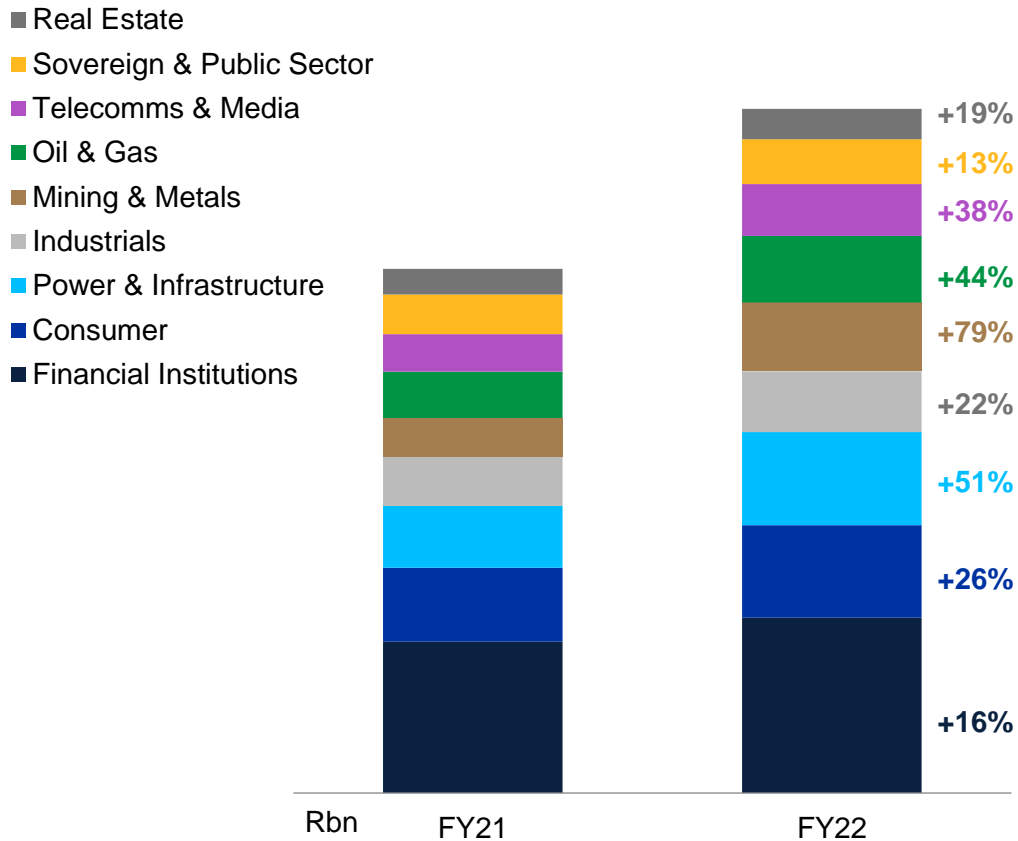


¹ Corporate and Investment Banking, ² CLR to customers, ³ TPS – Transactional products and services, IB – Investment Banking, GM – Global Markets, ⁴ Other amounted to R0.4bn in 2020, R0.4bn in 2021 and R0.5bn in 2022

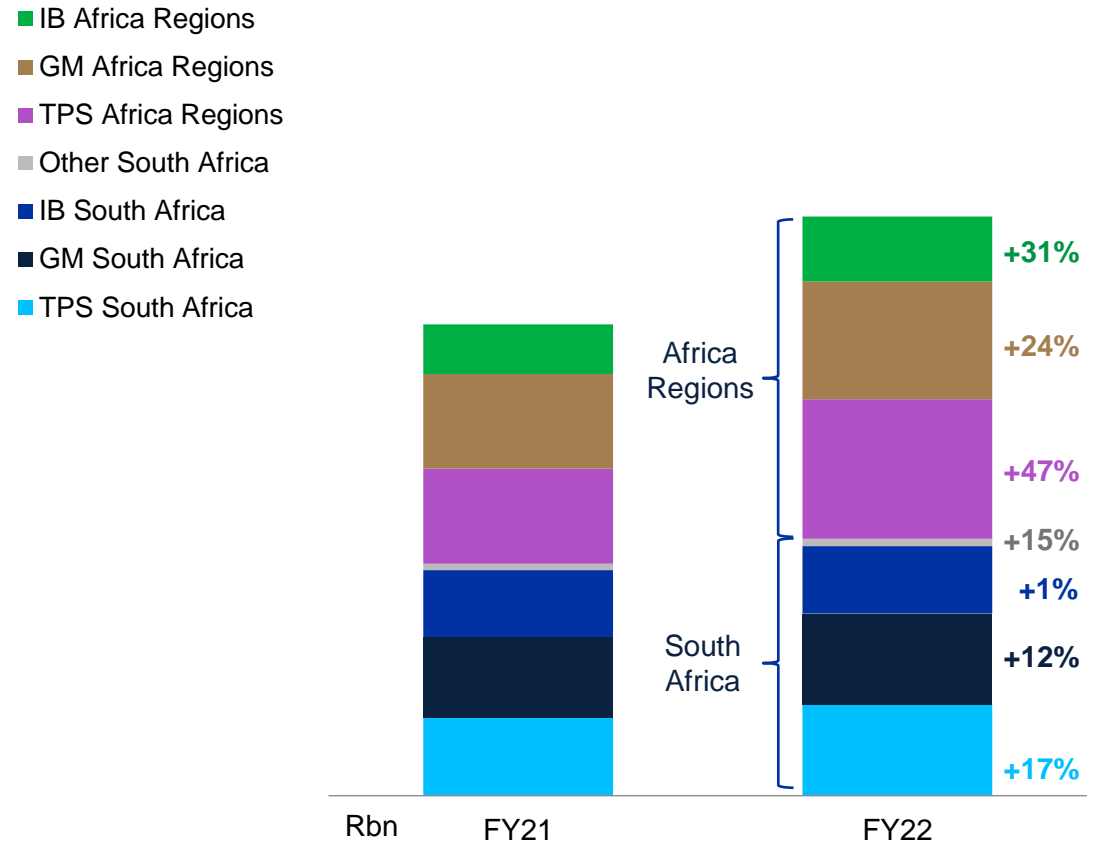


Client revenue increased across all sectors and geographies

Client revenue by sector, +31%



Total income by geography, +23%¹



¹ TPS – Transactional Products and Services, GM – Global Markets, IB – Investment Banking

Liberty's core business continued to recover post Covid

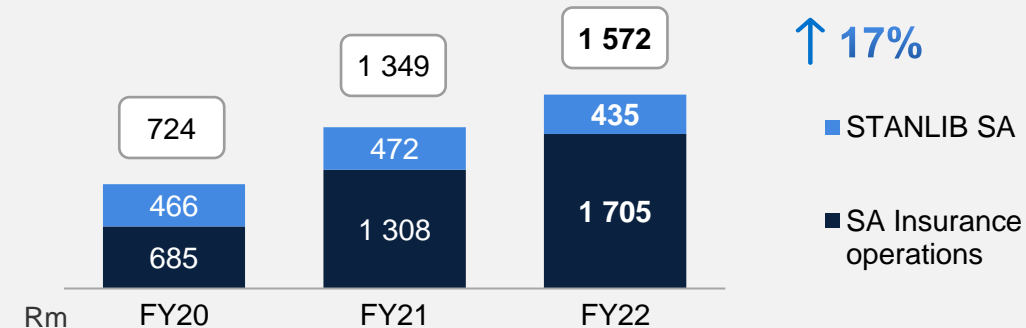


	FY22 Rm	FY21 Rm	Change %
South African Insurance Operations	1 705	1 308	30
STANLIB South Africa	435	472	(8)
Africa Regions	(75)	(65)	(15)
Group Strategic Initiatives and Centre	(493)	(366)	(35)
Normalised operating earnings (pre Covid-19 impact)	1 572	1 349	17
Covid-19 impact	165	(2 959)	>100
Normalised operating earnings (post Covid-19 impact)	1 737	(1 610)	>100
Shareholder Investment Portfolio (SIP)	323	1 554	(79)
Normalised headline earnings/(loss)	2 060	(56)	>100

Highlights

- **South African insurance operations** increase driven by higher insurance sales with increased margins. SA Retail complex risk persistency improved, and Liberty Corporate returned to profitability
- **STANLIB SA** decreased due to adverse investment market returns, negatively impacting AUM and fees earned
- **Liberty Africa** earnings impacted by the Health operations
- **Covid-19 pandemic reserve** released as the impact of the pandemic on Liberty's business reduced in 2022

Normalised operating earnings by business unit, Rm¹

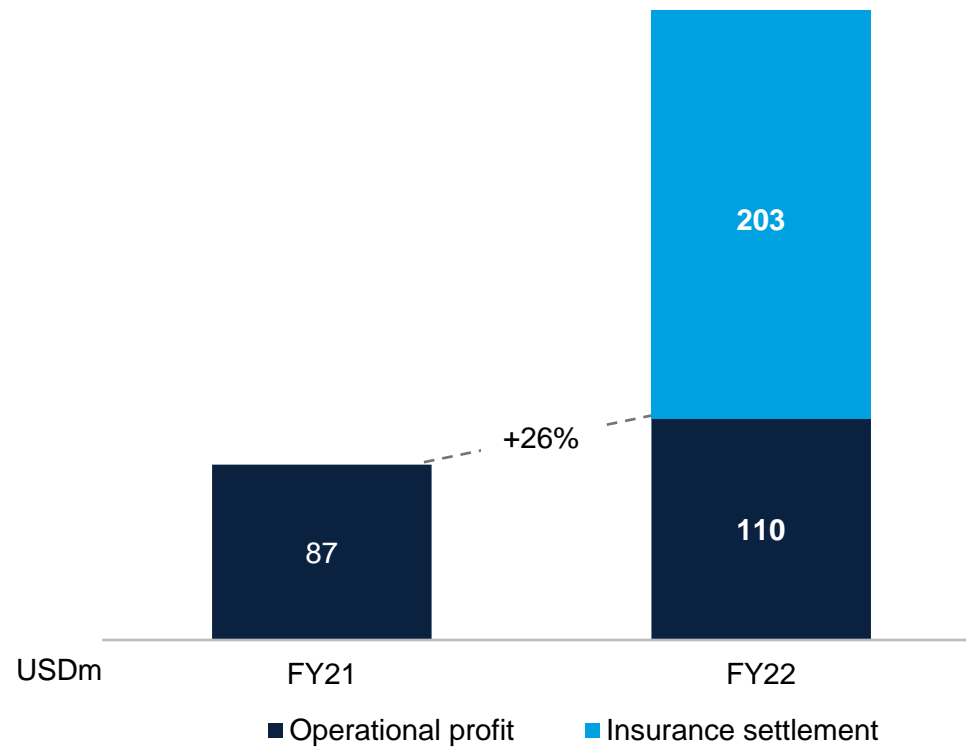


¹ Africa Regions was R41m, –R65m and –R75m in 2020, 2021 and 2022 respectively, Other was –R468m, –R366m and –R493m in 2020, 2021 and 2022 respectively,

ICBC Standard Bank plc benefitted from increased integration into ICBC



ICBCS FY22 performance



SBG's share of earnings

	FY22	FY21
ICBCS earnings, USDm	313	87
@ % stake	40%	40%
SBG attributable earnings, USDm	125	35
ZAR/USD ¹	15.3	14.4
SBG attributable earnings, Rm	1 917	500

¹ Represents the effective exchange rate from converting monthly ICBCS results to ZAR

Disclaimer – Forward-looking statements



The Group may, in this document, make certain statements that are not historical facts and relate to analyses and other information which are based on forecasts of future results and estimates of amounts not yet determinable. These statements may also relate to our future prospects, expectations, developments and business strategies and have not been reviewed or reported on by the Group's external auditors.

By their very nature, forward looking statements involve inherent risks and uncertainties, both general and specific, and there are risks that the predictions, forecasts, projections and other forward-looking statements will not be achieved. If one or more of these risks materialise, or should underlying assumptions prove incorrect, our actual results may differ materially from those anticipated. You should understand that a number of important factors could cause actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in such forward-looking statements.