



Nedbank Group Limited

Group at a glance

for the six months ended 30 June 2019



NEDBANK
GROUP

Clients
7,8m

Digitally active clients
1,7m

Market cap
R126bn
(at 30 June 2019)

Total assets
R1,1 trillion
(at 30 June 2019)

Employees
30 577

Alliance with Ecobank provides us with access to
39
countries across Africa

FINANCIAL HIGHLIGHTS

for the six months ended 30 June 2019	%	Jun 2019	Jun 2018	Dec 2018
Headline earnings (Rm)	2,6	6 870	6 696	13 495
ROE (excluding goodwill) (%)		17,9	18,4	17,9
Diluted HEPS (cents)	3,7	1 411	1 361	2 736
Ordinary dividends paid per share (cents)	3,6	720	695	1 415
CET1 capital ratio (%)		11,3	12,4	11,7
Advances (bn)	6,5	759	713	736
Deposits (bn)	8,1	866	801	826
NIR:Expenses (%)		82,7	82,9	82,1
NIM (%)		3,57	3,67	3,65
CLR (%)		0,70	0,53	0,53
Cost-to-income ratio (%)		55,4	55,8	57,2

A BANK FOR AFRICANS

Nedbank Group is one of the largest financial services groups in Africa, offering wholesale and retail banking services as well as insurance, asset management and wealth management. In SA we have a strong franchise evidenced by a 17% asset market share.

Outside SA, we operate in six countries in the Southern African Development Community (SADC), through subsidiaries and banks in Lesotho, Malawi, Mozambique, Namibia, Eswatini and Zimbabwe, and we have representative offices in Angola and Kenya.

Outside Africa, we have a presence in key global financial centres to provide international financial services for SA- and Africa-based multinational and high-net-worth clients in Guernsey, Isle of Man, Jersey and London, and we have a representative office in Dubai.

WHO LEADS US

DIRECTORS

V Naidoo (*Chairman*), MWT Brown* (*CE*), HR Brody, BA Dames, NP Dongwana, EM Kruger, RAG Leith, PM Makwana**, L Makalima, T Marwala, Dr MA Matookane, RK Morathi* (*CFO*), MP Moyo, JK Netshitenzhe, MC Nkuhlu* (*COO*), S Subramoney.

* Executive ** Lead independent director

GROUP EXECUTIVE

Mike Brown (*CE*), Mfundo Nkuhlu (*COO*), Raisibe Morathi (*CFO*), Brian Kennedy (*ME: Nedbank Corporate and Investment Banking*), lolanda Ruggiero (*ME: Nedbank Wealth*), Ciko Thomas (*ME: Nedbank Retail and Business Banking*), Trevor Adams (*CRO*), Deborah Fuller (*GE: Group Human Resources*), Fred Swanepoel (*CIO*), Mike Davis (*GE: Balance Sheet Management*), Priya Naidoo (*GE: Strategy and Economics*), Khensani Nobanda (*GE: Group Marketing and Corporate Affairs*), Anna Isaac (*Group Chief Compliance Officer*)

CE: Chief Executive
CRO: Chief Risk Officer
ME: Managing Executive

CFO: Chief Financial Officer
CIO: Chief Information Officer

COO: Chief Operating Officer
GE: Group Executive

GROUP COMPANY

SECRETARY

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INVESTOR RELATIONS

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MARKET INFORMATION

Date of incorporation 1966
JSE share code NED
Registration no 1966/010630/06
ISIN ZAE000004875

Abbreviations

CET1	common equity tier 1
CLR	credit loss ratio
CVP	client value proposition
ESG	environmental, social and governance
ETI	Ecobank Transnational Incorporated
HEPS	headline earnings per share
NIM	net interest margin
NIR	non-interest revenue
ROE	return on equity

OUR BUSINESSES



Nedbank Corporate and Investment Banking

Corporates, institutions and parastatals with a turnover of over R750m a year.

> 600 large corporate clients.

HE: R3 298m
ROE: 19,2%
Advances: R365bn
Assets: R533,2bn

OUR PRODUCTS AND SERVICES



Full suite of wholesale banking solutions, including investment banking and lending, global markets and treasury, commercial-property finance, deposit-taking, and transactional banking.

OUR AREAS OF STRENGTH AND DIFFERENTIATION

- Leading industry expertise in infrastructure, mining and resources, oil and gas, telecoms and energy.
- Market leadership in commercial-property finance and renewable-energy financing.
- Strong corporate banking relationships.
- Market-leading business across fixed income, foreign exchange and equity derivatives and building presence in cash equities.



Nedbank Retail and Business Banking

Individual clients, as well as businesses.

> 7,4 million clients including approximately 290 000 small-and -medium-enterprise clients (typically businesses with an annual turnover of less than R30m).

> 14 000 business-banking client groups with an annual turnover of between R30m and R750m a year.

Of the total clients 2,9 million are main-banked clients.

HE: R2 590m
ROE: 17,3%
Advances: R339bn
Assets: R366,0bn



Full range of services, including transactional banking, card solutions, lending solutions, deposit-taking, risk management, investment products, and card-acquiring services for business, ecosystems and platform-based solutions.

- A leader in business banking, underpinned by an accountable, empowered, decentralised business service model.
- Launch of several disruptive CVP's including Unlocked.Me, MobiMoney and API Marketplace.
- Enhanced digital offerings, first in the market with client-centred innovations.
- Receiving the *International Banker* award for Best Innovation in Retail Banking SA 2018 in recognition of the market-leading innovations and CVPs launched.
- Highly competitive relationship banking offering for affluent clients (Professional Banking).



Nedbank Wealth

High-net-worth individuals as well as other retail, business and corporate clients.

> 18 300 high-net-worth clients locally and internationally.

HE: R455m
ROE: 22,3%
AUM: R322,8bn



Wide range of financial services, including high-net-worth banking and wealth management solutions, as well as asset management and insurance offerings.

- Nedbank Insurance was recognised by Celent as a Model Insurer of the Year in the category legacy and ecosystem transformation for the single policy administration system.
- Nedbank Private Wealth – Locally, first place for ESG/social impact investing in SA. Internationally, Best UK Private Bank and one of *The Sunday Times* 100 Best Companies to Work for. Nedbank Private Wealth app rated second in the world.
- Unique Best of Breed™ asset management model. Nedgroup Investments maintained its top-three ranking in offshore asset management companies in SA over the past four years.



Nedbank Rest of Africa

Retail, small and medium enterprises, and business and corporate clients across the countries we operate in.

> 359 000 clients.

HE: R293m
ROE: 9,8%
Advances: R22,5bn



Full range of banking services, including transactional, lending, deposit-taking and card products, as well as selected wealth management offerings.

- SADC (own operations)
 - Investment in technology and digital to enhance CVPs and create scale (Flexcube core banking and mobile implemented in five countries).
- Central and West Africa (ETI alliance – 21,2% shareholding)
 - The Ecobank–Nedbank Alliance: footprint across 36 countries, the largest in Africa.
 - Increased dealflow by leveraging ETI's local presence and knowledge and Nedbank's structuring expertise and balance sheet.
- Transactional banking > 110 Nedbank wholesale clients with > 230 new accounts opened at Ecobank businesses across the continent.

see money differently