

# GROUP AT A GLANCE

for the six months ended 30 June 2018



**NEDBANK  
GROUP**



Clients

**8m**



Staffed outlets

**704**

Market cap

**R125bn**

(at 30 Jun 2018)

Total assets

**R1tn**



Employees

**31 592**

Alliance with Ecobank  
provides us with access to

**39**

countries across  
Africa

## FINANCIAL HIGHLIGHTS

for the six months ended 30 June 2018

	%	Jun 2018	Jun 2017	Dec 2017
Headline earnings (Rm)	27,0	<b>6 696</b>	5 271	11 787
ROE (excl goodwill) (%)		<b>18,4</b>	15,1	16,4
Diluted HEPS (cents)	26,3	<b>1 361</b>	1 078	2 406
Ordinary dividends paid per share (cents)	13,9	<b>695</b>	610	1 285
CET 1 capital ratio (%)		<b>12,4</b>	12,3	12,6
Advances (bn)	0,4	<b>713</b>	710	710
Deposits (bn)	5,0	<b>801</b>	763	772
NIR : Expenses (%)		<b>82,9</b>	81,6	80,7
NIM (%)		<b>3,67</b>	3,58	3,62
CLR (%)		<b>0,53</b>	0,47	0,49
Efficiency ratio (%)		<b>55,8</b>	59,3	58,6

## 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 of SA, we operate in six countries in the Southern African Development Community (SADC), through subsidiaries and banks in Lesotho, Malawi, Mozambique, Namibia, Swaziland 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\* (*Chief Executive*), HR Brody, BA Dames, NP Dongwana, ID Gladman (*British*), EM Kruger, RAG Leith, PM Makwana, L Manzini, Dr MA Matooane, RK Morathi\* (*Chief Financial Officer*), MP Moyo, JK Netshitenzhe, MC Nkuhlu\* (*Chief Operating Officer*), S Subramoney, MI Wyman\*\* (*British*).

\* Executive \*\* Lead independent director

### GROUP EXECUTIVE

Mike Brown (CE), Mfundo Nkuhlu (COO), Raisibe Morathi (CFO), Brian Kennedy (ME: Nedbank Corporate and Investment Banking), Iolanda Ruggiero (ME: Nedbank Wealth), Ciko Thomas (ME: Nedbank Retail and Business Banking), Thabani Jali (GE: Enterprise Governance and Compliance, Group Company Secretary), 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)

GE: Group Executive ME: Managing Executive

### INVESTOR RELATIONS

**Alfred Visagie**  
+27 (0) 11 295 6249  
alfredv@nedbank.co.za

### MARKET INFORMATION

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

### DEPUTY GROUP COMPANY

#### SECRETARY

**Jacqueline Katzin**  
+27 (0) 11 294 9107  
jackiek@nedbank.co.za

# OUR BUSINESSES



HE: R3 296m  
ROE: 20,1%  
Advances: R 345,8bn  
Assets: R 497,8bn

## Nedbank Corporate and Investment Banking

### OUR CLIENTS

Corporates, institutions and parastatals with a turnover of over R750m per annum.  
> 600 large corporate clients.

## 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.
- Markets business maintaining a strong presence in interest rates and further building presence in the consumer price index, equities and structured rates.



HE: R2 581bn  
ROE: 18,6%  
Advances: R 315,5bn  
Assets: R 337,5bn

## Nedbank Retail and Business Banking

### OUR CLIENTS

Individual clients, as well as businesses  
> 7,7m retail and small-business clients of which 2,8m are main-banked clients.  
> 20 900 business-banking client groups.



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 platforms-based solutions.

- A leader in business banking, underpinned by an accountable, empowered, decentralised business service model.
- Leader in Corporate Saver deposits and debtor management.
- Increasing our share of lending in home loans, vehicle finance, personal loans and credit cards.
- 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).



HE: R519m  
ROE: 25,4%  
AUM: R314,2bn

## Nedbank Wealth

### OUR CLIENTS

High-net-worth individuals as well as other retail, business and corporate clients.  
> 16 400 high-net-worth clients locally and internationally.



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

- Integrated international high-net-worth proposition.
- Nedbank Private Wealth – Locally, first place for philanthropic advice in SA. Internationally, Best UK Private Bank and one of The Sunday Times 100 Best Companies to Work for. Nedbank Private Wealth app rated sixth 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.



HE: R245m  
ROE: 7,6%  
Advances: R22,1bn

## Nedbank Rest of Africa

### OUR CLIENTS

Retail, small and medium enterprises, and business and corporate clients across the countries we operate in.  
> 334 000 clients.



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 39 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 > 90 Nedbank wholesale clients.

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