

## NEDBANK GROUP LIMITED 3<sup>rd</sup> Annual Governance Roadshow

19 – 20 April 2016 Vassi Naidoo (Chairman) Malcolm Wyman (Lead Independent Director)

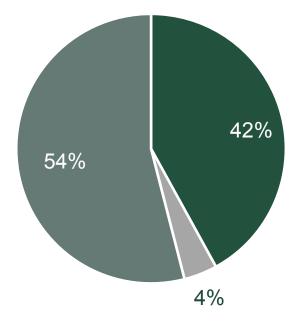


### **Objectives of the Nedbank Group's 3<sup>rd</sup> annual governance roadshow**

- Maintain strong relationships between the Nedbank Board & minority shareholders
- Proactively engage on governance matters ahead of the Nedbank Group AGM (5 May 2016)

 Obtain minority shareholder feedback & input

## Nedbank Group shareholder base



- Minority shareholders
- Nedbank related
- Old Mutual Plc

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## Key areas of discussions during 2015 governance roadshow & feedback

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#### 2015 discussions **Developments & feedback** Strengthened board independence. Minority Dec 2015: 56% independent directors (Dec 2014: 44%) & 60% at date of AGM interests & Independent board committee (chaired by LID) in place to resolve issues of conflict, oversight of **Old Mutual** collaboration & managed separation relationship Old Mutual Managed Separation announcement Philip Wessels - early retirement for personal reasons (< 2 years ahead of normal retirement) Smooth succession processes & handover of portfolios Leadership Good progress on strategy & fresh pair of eyes made positive enhancements to strategy & the changes execution thereof Various engagements of new executive members with the investment community & positive feedback received Increasingly evident that a 20% shareholding is a correct level given macroeconomic risks & regulatory risks / costs in rest of Africa - regulatory roll-up makes 50% level unattractive economically Ecobank Continued to build a strong relationship with Ecobank through board representation, strategic & shareholding & technical alliance & the joint working group on deal origination, 74 Nedbank corporate clients use influence ETI for their transactional banking Through board representation a participant in the appointment of the new CE Working well with other ETI shareholders – QNB, PIC, IFC Continued focus of the Remuneration Committee Long-term Existing CPTs to apply for awards made in 2016. Minority shareholder discussion of the 2017 incentive schemes CPT proposal during the 2016 governance roadshow No Nedbank staff rewarded in OM plc shares





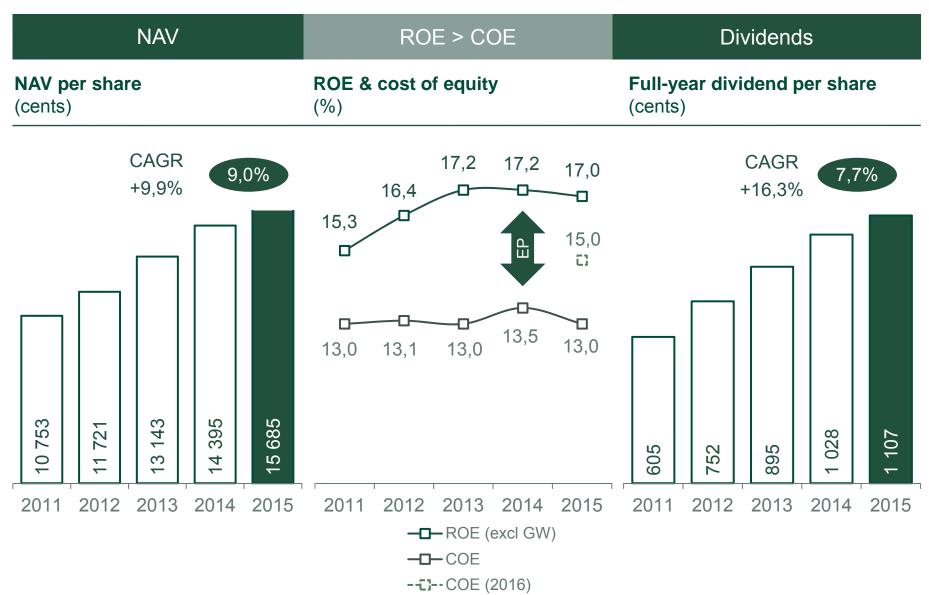
- Creating value for shareholders
- Nedbank Group strategy
- Board matters
- Relationship with shareholders incl Old Mutual plc
- Remuneration policy
- Corporate citizenship
- Resolutions to be voted on at AGM

### CREATING VALUE FOR SHAREHOLDERS

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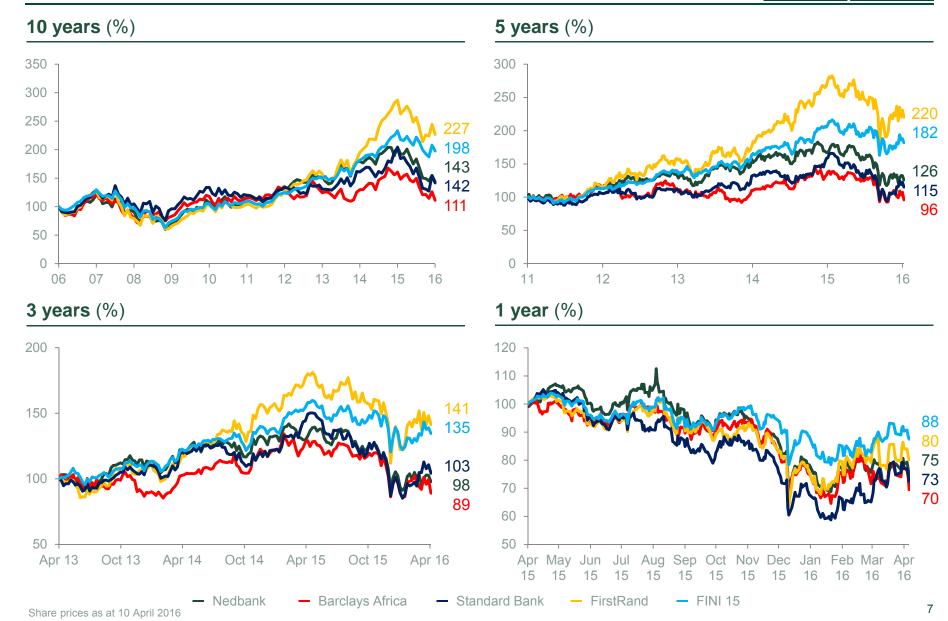
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## Continued focus on drivers of shareholder value creation

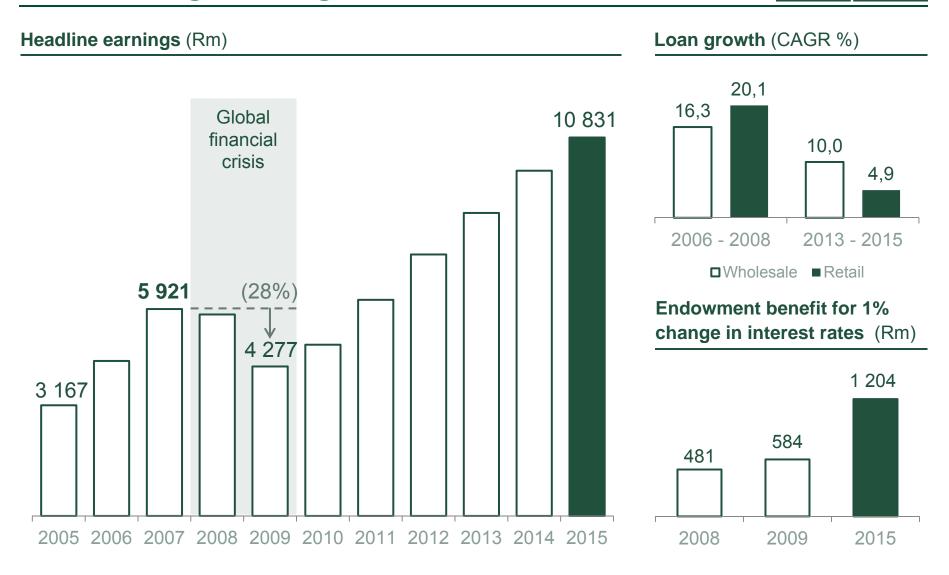


#### **Relative share performance**



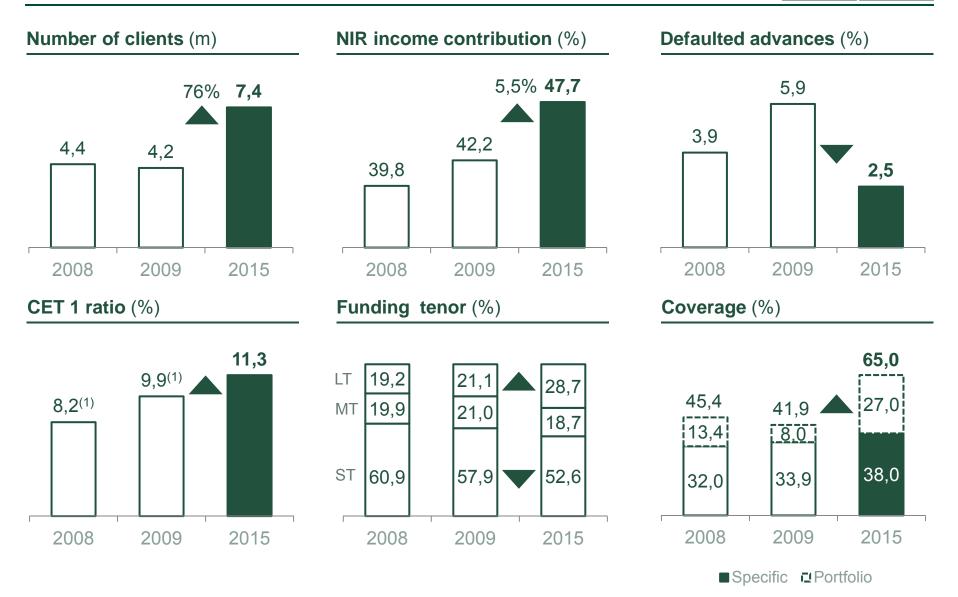


## Nedbank Group in a strong position to deal with a ratings downgrade

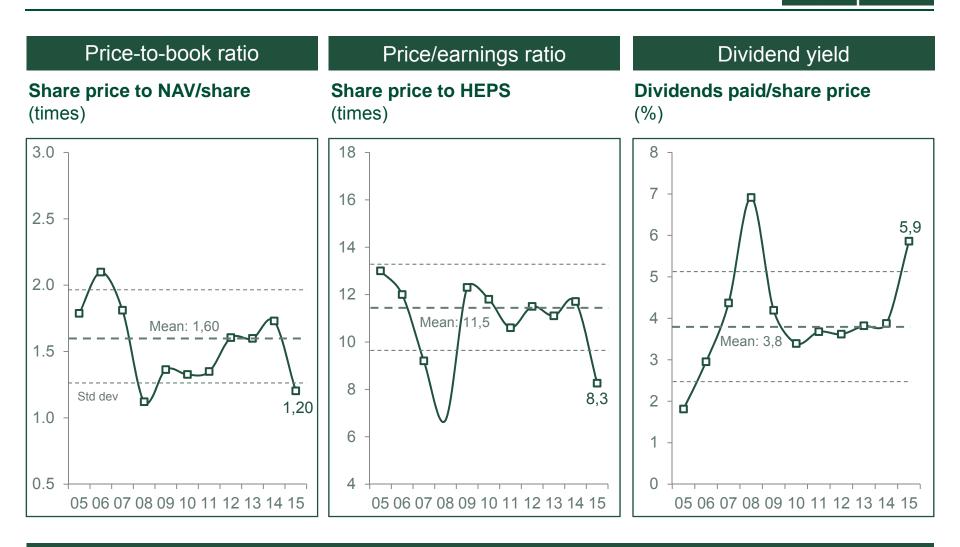


## Nedbank Group in a strong position to deal with a ratings downgrade









#### Rand undervalued by 25% on PPP basis

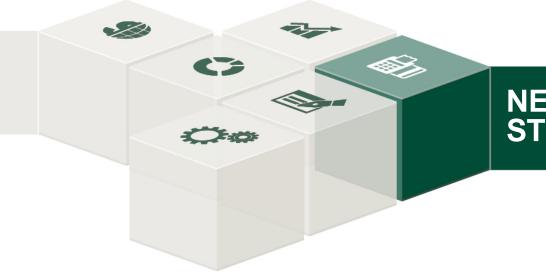
Note: Share prices at 31 December each year | 2015: R188,61.



Metric	2015	vs MLT	Medium-to-long-term target	2016 outlook <sup>1</sup>
ROE (excl goodwill)	17,0%	×	5% above COE (to be reviewed during 2016)	Below target
Diluted HEPS growth	8,5%	×	≥ CPI + GDP growth + 5%	Below 2015 growth & below target
Credit loss ratio	77bps	√	60–100 bps (revised from 80–120bps)	Within target range
NIR-to-expenses ratio	83,3%	×	> 85%	Below target
Efficiency ratio <sup>2</sup>	56,2%	×	50%-53%	Above target
CET 1 CAR Tier 1 CAR Total CAR	B III 11,3% 12,0% 14,1%	~	Basel III basis: 10,5% - 12,5% 11,5% - 13,0% 14,0% - 15,0%	Within target range
Dividend cover	2,06	~	1,75 to 2,25 times	Within target range

1 2016 outlook based on current economic forecasts.

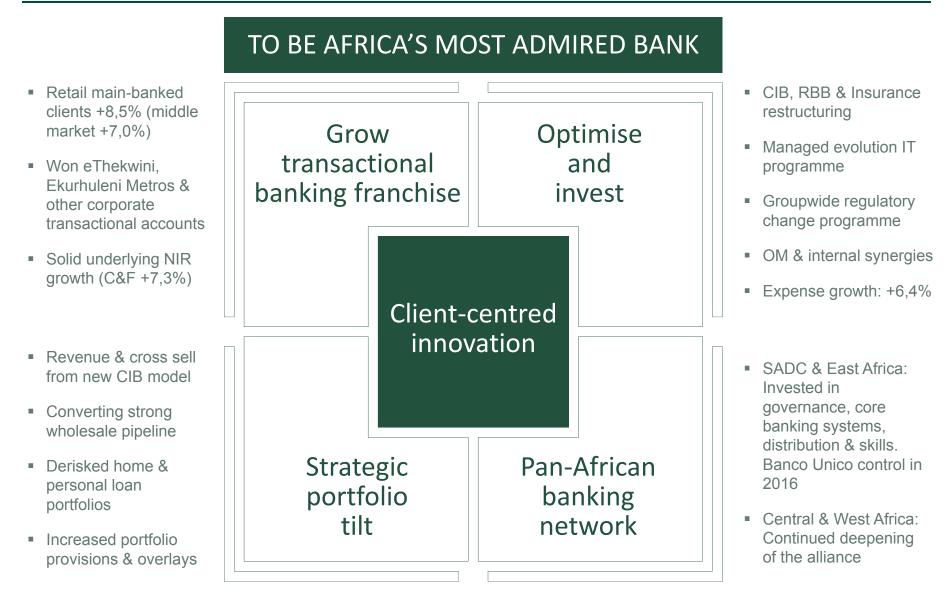
2 Efficiency ratio includes associate income.



#### NEDBANK GROUP STRATEGY

### **Strategic focus areas**

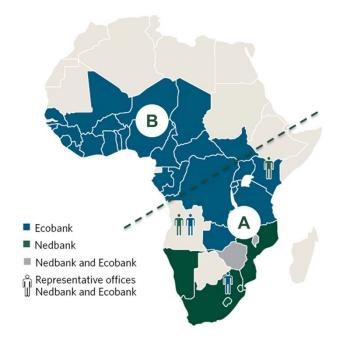




### **Building a pan-African banking network**



#### A client-centred, capital-efficient, risk-mitigated, long-term strategy



#### SADC & East Africa (A)

- Grow presence from 6 to 10 countries in the medium term
- Standardised business, operating model & IT system
- Banco Único (Mozambique): 38,3% shareholding (with pathway to control in 2016)
- Coverage bankers in East & West Africa

#### West & Central Africa (B)

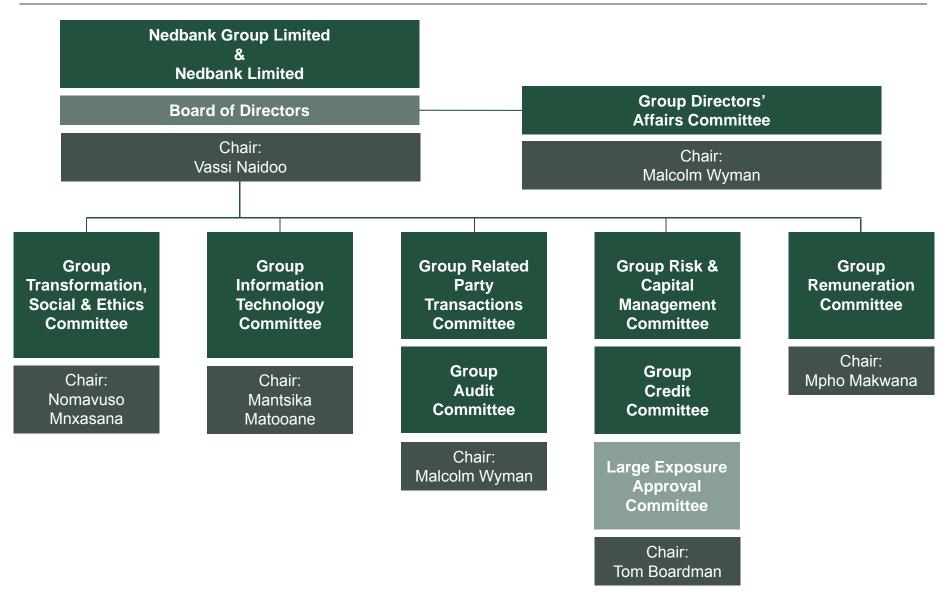
- Partnership approach
- ETI: c20% shareholding, board representation, new CEO, strategic & technical banking alliance
- Ecobank strengthening its franchise
  - #1 in 6 countries | Top 3 in 14 countries
- Rest of Africa ~10% of group capital in 2015
  Expect lower & more volatile earnings in 2016 (ETI)

## **BOARD MATTERS**

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#### **Nedbank Board structures & governance**



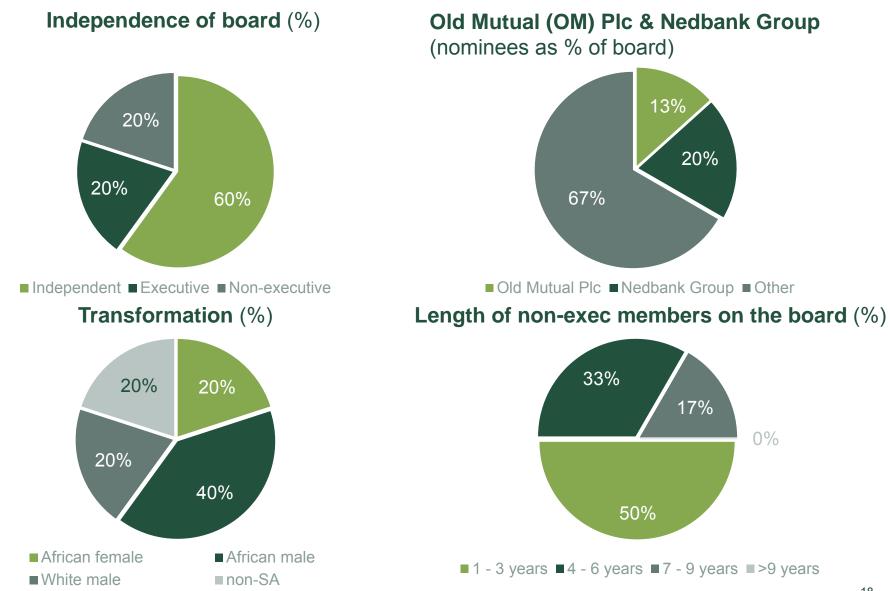
## How the Nedbank Board engages with management

- Board & membership & meeting participation
  - Executive directors: Mike Brown, Mfundo Nkuhlu, Raisibe Morathi
  - Other management are invitees to present & talk to their relevant businesses
  - Management are recused from meetings when board members wish to hold closed sessions
  - Chief Risk Officer & Chief Governance & Compliance Officer attend all board & board committee meetings

#### Annual strategic planning process

- Two-day Group Exco / Board strategy meeting in June & approval of strategic framework in July
- Approval of strategy, risk appetite & three-year business plan, presented by Group Exco in November
- Management provide regular strategic updates to board
- Other
  - Board onsite visits to various bank operations & business units
  - One-to-one meetings may be requested by individual directors
  - CEO Report prepared monthly provides a comprehensive feedback to the board
  - Increased interaction between Board & the bank's clients board members are invitees to client functions

#### **Board composition as at 5 May 2016**



### **Board succession planning**

- Board members who resigned / retired in 2015/6
  - Julian Roberts (Non-Independent Non-Executive Director)
  - Paul Hanratty (Non-Independent Non-Executive Director)
- Board members appointed since 2015 governance roadshow
  - Vassi Naidoo (Non-Executive Director & Chairman)
  - Stanley Subramoney (Independent Non-Executive Director)
  - Bruce Hemphill (Non-Independent Non-Executive Director)
  - Errol Kruger (Independent Non-Executive Director) wef 1 Aug '16

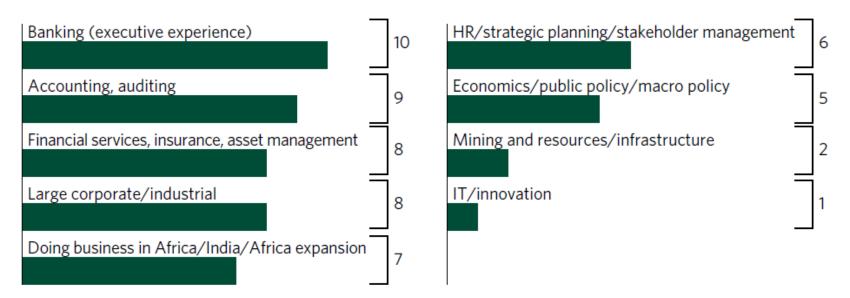
#### Formal board continuity programme

- Focus on composition: expertise, diversity, retirement dates
- Oversight from Group Directors' Affairs Committee & Board meetings
- Board members due to retire in next three years
  - Malcolm Wyman (May 2017)
  - Nomavuso Mnxasana (May 2018)
  - Tom Boardman (May 2019)



## **Board succession planning** (continued)

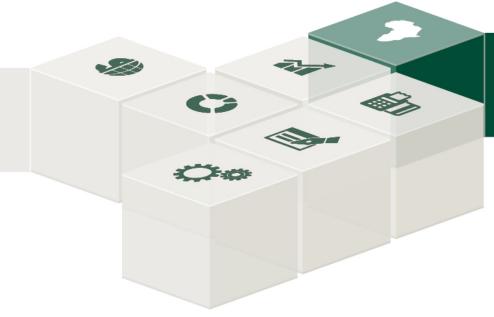
Board of directors – skills & expertise (31 Dec 2015)



- Added to the skillset in 2015/6 to complement incumbent board members
  - Vassi Naidoo Financial Services, Rest of Africa & India / Global experience
  - Stanley Subramoney Financial Services, Accounting & Auditing, Rest of Africa
  - Bruce Hemphill Financial Services, Banking
  - Errol Kruger Financial Services & Regulation



- Changes to Group Exco since 2015 governance roadshow
  - Dave Macready (Managing Executive: Nedbank Wealth) appointed CEO of Old Mutual SA, replaced by Iolanda Ruggiero: 13 years service (wef 1 May 2015)
  - Philip Wessels (Managing Executive: Retail & Business Banking) early retirement for personal reasons, replaced by Ciko Thomas: 6 years service (wef 1 April 2016)



## OUR RELATIONSHIP WITH OUR SHAREHOLDERS

### **Existing relationship with Old Mutual Plc**

- Old Mutual plc a 54,1% majority shareholder of Nedbank Group
- Board members on both OM plc & Nedbank Group Boards
  - Nedbank Group board members on OM plc Board/ Exco:
    - Vassi Naidoo (Chairman of Nedbank Group) on OM plc Board
    - Mike Brown (Chief Executive) on OM plc Exco
  - OM plc Board/ Exco members on Nedbank Group Board:
    - Bruce Hemphill (OM plc Chief Executive)
    - Ian Gladman (OM plc Exco member)

#### Nedbank Group engages with Old Mututal plc group on inter alia:

- Planning & reporting e.g. Annual strategic & business planning; Financial reporting (OM announced it will cease quarterly reporting in 2016)
- Business opportunities & synergies e.g. Joint funding; Collaboration across asset management, insurance & wealth; Procurement etc
- Learning & development e.g. OM plc Group annual global executive leadership conference
- Existing relationship agreement: http://www.nedbankgroup.co.za/aboutOldmutual.asp

#### **Old Mutual Plc Managed Separation**



- Old Mutual & Nedbank worked collaboratively on the Old Mutual Strategic review, insofar it impacts Nedbank
- The review concluded that:
  - the **OM Group has 4 strong businesses**, but
  - the current OM Group structure adds regulatory burdens, cost & complexity that result in the value of the group being less than the sum of the parts.
- As part of the Managed Separation, the OMGH SA shareholding in Nedbank will, in time, reduce to a strategic minority (Nedbank Group is currently 54,1% owned by OMGH South Africa: 16% - Old Mutual Life Assurance Co Ltd & 38% - Old Mutual Portfolio Holdings SA)
  - No intention to sell down, but a distribution of Nedbank shares to Old Mutual shareholders at an appropriate time in an orderly manner
  - No intention to sell any shares to a strategic investor
  - The commercial relationship & collaboration between Nedbank & OMEM will continue
  - Remain committed to R1bn pre-tax synergy run rate in 2017 all arms length with no scrambling between businesses

- No impact on our strategy, operations, staff or clients
  - It is business as usual for Nedbank
  - We are in a strong position capital, liquidity & an attractive strategy
  - We are independently listed & independent board
- Regulators are supportive of Old Mutual's strategic review

# REMUNERATION

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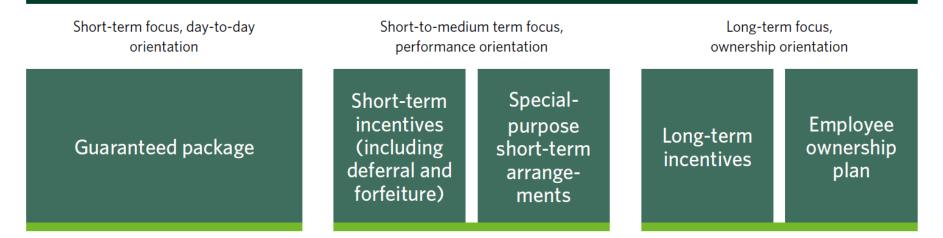
## **Remuneration framework**



#### Components of Nedbank's total remuneration framework

Nedbank's total remuneration framework is made up as follows:





#### **Objectives of the Nedbank Group remuneration policy**

- Attract, motivate, retain people with right experience, skills & knowledge
- Support & reinforce desired culture & values
- Ensure balance & alignment to stakeholder needs, expectations & risk exposures
- Incentivise high levels of performance, execution of strategy within risk parameters
- Transparent, equitable remuneration
- Enable the group to remain competitive

- End-to-end benchmarking conducted with Mercer South Africa:
  - Executive director & Prescribed officer roles re-evaluated together with detailed role size benchmarking
  - Independent validation of evaluation outcomes against international & local firms
  - Quantitative benchmarking against peer group (5 financial, 5 non-financial), relative to market median
  - Qualitative review of competitiveness relative to peer group of financial services firms
- GP increases based on:
  - Relative size of Group Executive roles
  - Position relative to median & earnings range (spread about median)
  - Growth scope inherent in specific roles (newer incumbents may be lower in market range relative to longer serving individuals, subject to performance relative to role requirements)
- GP at executive level must be competitive, but a "hygiene factor", STI & LTI larger proportion of pay mix

## **Short-term incentives (STIs)**

#### STI POOL ALLOCATION PROCESS

**QUANTITATIVE APPROACH** 

**QUALITATIVE APPROACH** 

Total group pool Headline earnings and economic profit performance Balanced scorecard Bonus pool adjustment Individual bonus proposal

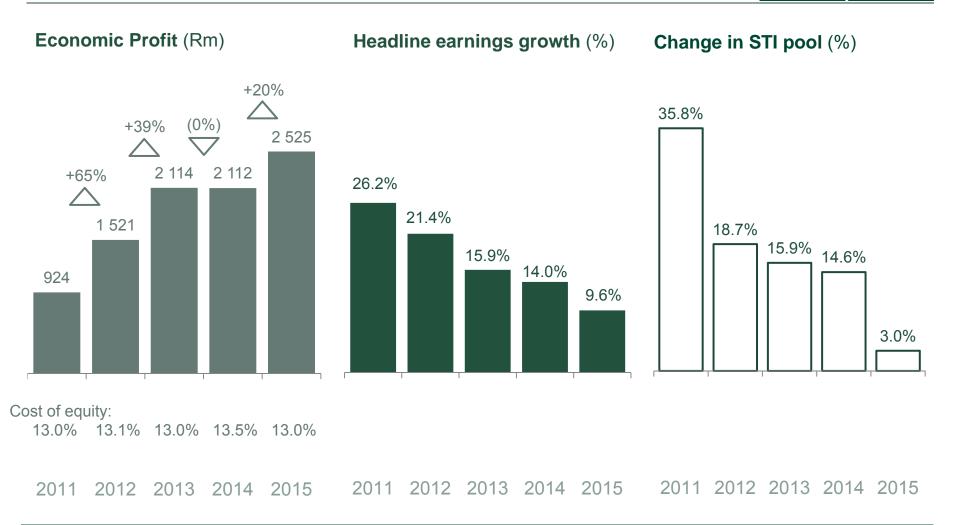
- This is approved by Group Remco relative to benchmarks. The allocation of the Group Remco-approved group pool to each cluster for the ontarget performance is done by the CE, with input from Group Exco.
- 50% of the year-end cluster pools is determined based on year-end EP performance relative to target. 50% of the year-end cluster pools is determined based on year-end HE performance relative to target.
- There is a 10% limit set for the bottomup cluster pools relative to the overall group pool.
- The financially determined pools (topdown to bottomup) are adjusted by a maximum of approximately 15% based on the nonfinancial elements of relevant Group Exco members' scorecard. Risk metrics are included in the relevant scorecards and aligned with the group's three-year plan and risk framework.
- The CE makes discretionary adjustments to quantitatively determined cluster pools based on judgements and non-quantifiable metrics. Group Remco makes discretionary adjustments to the group pool to effect any required corrections based on non-quantifiable metrics, including risk assessment.
- Individual bonus proposals are discretionary and no fixed formulaic approach is used by the bank. All cluster executive bonus proposals are analysed by Group Exco and the necessary adjustment made to ensure appropriate consistency across the bank.
- The Group Exco bonuses are individually motivated and recommended by Group Remco to the board.
- The CE bonus requires Nedbank board approval and approval by the Old Mutual plc Remco.
- All senior functional bonuses (including risk and finance) are reviewed and ratified by the relevant Group Exco member.
- All proposed bonuses in excess of 200% of GP require motivation and Group Remco approval.

#### Key features

- Quantitative & qualitative factors applied
- Pool size benchmarked to industry practice
- Remco has absolute discretion in final pool size approval
- HE & EP performance vs target primary drivers of cluster pool size
- Chief Executive discretion applied to cluster pool allocation, based on financial & non-financial considerations
- Individual approval by Group Exco and Group Remco for awards above 200% of GP



## **Short-term incentives** – linking performance reward



STI discretionary | Remco: 3 independent directors & 1 non-exec

## Long-term incentive (LTI) schemes – key principles

Corporate Performance Targets:	Metric				Executive director		exco	All other Nedbank LTIP participants
	% of award vesting with CPTs	ROE	ROE (excl goodwill) vs COE		40%	, 0	20%	25%
			Share price vs Fini 15		40%		20%	25%
			tegic initiativ	/e	20%		20%	-
	% of award vesting with no targ	jet				-	40%	50%
	Vesting ratios based on ROE (ex	cluding good	dwill):					
ROE (Internal measure):	COE	COE	COE	COE	COE	COE	COE	COE
	+0% or worse	+1,25%	+2,5%	+3,75%	+5%	+6%	+7%	+8% or better
	0%	25%	50%	75%	100%	110%	120%	130%
	Vesting ratios based on share p	rice relative t	o the Fini 15	Index:				
FINI 15 (External measure):	Fini 15	Fini 15	Fini 15	Fini 15	Fini 15	Fini 15	Fini 15	5 Fini 15
	-20% or worse	-15%	-10%	-5%		+10%	+20%	+30% or better
	0%	25%	50%	75%	100%	110%	120%	130%
					2045			
Strategic initiatives (new):	Total Africa Collaboration syner Total benefits realised	gy benefit (a	pplicable to	LTT awards in		n 2018) Ainimum	Targat	Maximum
otrategic initiatives (new).	Africa Collaboration synergy tar		600	Target				
	% of this portion of the award v		0%	1000				
	Linear interpolation will apply between t	-	above table			070	10070	10070

At least R170m of the benefits accrue to Nedbank

- Time based vesting
  - Executive directors: 0%
  - Group exco & cluster exco members: 40%
  - Other staff: 50%
  - Ensures a balance between retention imperative & "pay at risk", whilst still being inherently risk adjusted due to link to Nedbank share price

#### Matched share scheme (MSS)

- Matching available on compulsory & voluntary deferral of STI payments
- 0.5:1 match based on remaining in scheme for 36 months; 0.5:1 match based on an ROE (excl. goodwill) 
   COE+2%, subject to 36 month retention period in scheme
- Creates a longer term focus for participants, with ongoing underlying exposure to Nedbank share price
- MSS has potential to increase pre-tax STI by ~15% or ~30% depending on time-based & performance based condition of RoE (ex goodwill more than 2% above CoE avg over 3 years), before any changes in share price

## Long-term incentive (LTI) schemes – key changes

#### Changes proposed for awards made from 2016

- Introduction of Malus & Clawback provisions on all awards made from 2016 onwards
  - Malus: the ability of the employer to reduce or remove completely an incentive that may be paid or may vest, prior to the payment or vesting date
  - Clawback: the ability of the employer to recover payments or vested share awards after the employee's entitlement to receive them has already arisen
- Subject to shareholder approval at the May 2016 AGM
- All awards made in March 2016 were conditional on the changes being approved

Rationale: Strengthen risk adjustment in remuneration programme & alignment to best practice

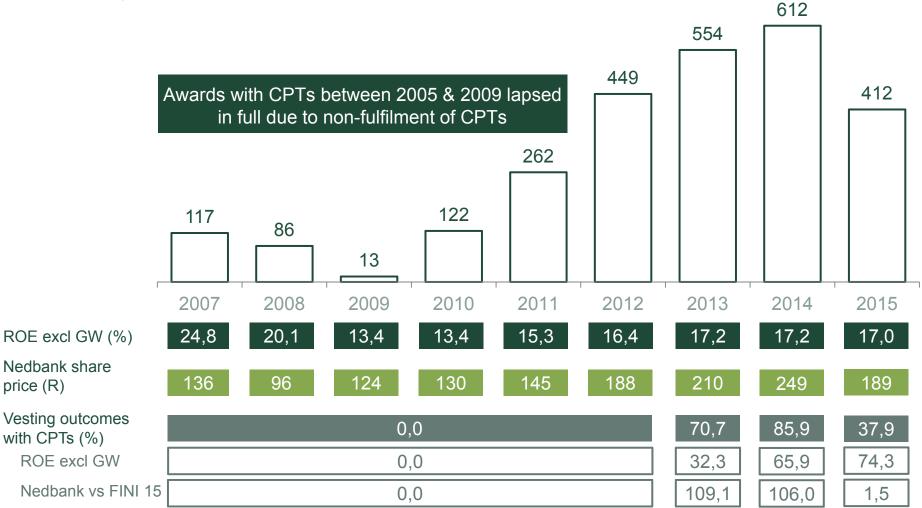
#### Review of Corporate Performance Targets for awards made from 2017

- ROE: Retain the ROE (excluding Goodwill) vs COE target
- Nedbank vs FINI15:
  - Discontinue the NED vs FINI15 condition
  - Replace with a 3 year average DHEPS growth metric aligned to the group's mediumto-long-term target (DHEPS growth <u>></u> CPI+GDP growth + 5%)
- Strategic initiatives:
  - Change from the Old Mutual Collaboration metric (although historic issuances will still track against the R1bn joint synergy target)
  - To a metric related to Growth in Transactional Banking Franchise

Rationale: Incorporating minority shareholder feedback & evolution of strategic initiatives

# Historically LTI driven by ROE (internal measure) & Nedbank share performance relative to Fini 15 (external measure).

Long-term incentive charges (Rm) IFRS 2 charge



## **Chief Executive remuneration comparisons**

**Chief Executives' Remuneration** 

(R '000)



Note: The Standard Bank 2015 Remuneration Report not released at the time this document was prepared. 2014 figures used \* Some of Ramos' role based pay may be at risk

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#### Non-executive directors' remuneration

Termination date	Board fees (ROOO)	Committee fees (ROOO)	2015 (R000)	2014 (R000)
David Adomakoh	121	393	514	360
Tom Boardman	1840	393	2 233	1766
Brian Dames	270	393	663	301
Mustaq Enus-Brey	136	137	273	910
lan Gladman	339	393	732	682
Paul Hanratty	207	393	600	168
Bruce Hemphill	19	40	59	
Reuel Khoza	1623		1623	4 350
Mpho Makwana	747	393	1140	1006
Mantsika Matooane	230	393	623	286
Nomavuso Mnxasana	685	393	1 078	784
Vassi Naidoo	3 014	29	3 0 4 3	
Joel Netshitenzhe	235	393	628	561
Julian Roberts	151	325	476	519
Gloria Serobe	98	137	235	746
Stanley Subramoney	95	110	205	
Malcolm Wyman	1088	393	1 4 8 1	1 276
Total	10 898	4 708	15 606	13 715

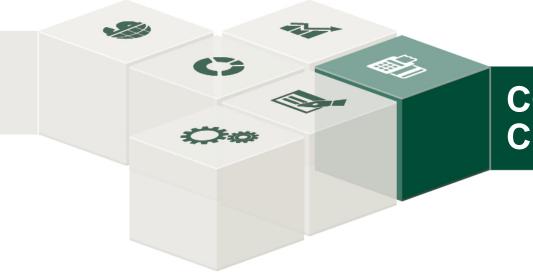
## **Non-executive remuneration** – 10,6% increase in overall board fees

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	2016 (R) Proposed	2015 (R)	%
Boards			
Chairman of the board	5 000 000	4 750 000	5,3
Lead Independent Director premium	40% of board fee	40% of board fee	
Nedbank Group Ltd	245 000	220 555	11,1
Nedbank Ltd	205 000	184 525	11,1
Committees			
Group Audit Committee			
Chair	650 000	562 500	15,6
Member	260 000	225 000	15,6
Group Finance and Oversight Committee <sup>1</sup>			
Chair	-	55 000	
Member	-	27 500	
Group Remuneration Committee			
Chair	350 000	312 500	12,0
Member	140 000	125 000	12,0
Group Risk and Capital Management Committee			
Chair	450 000	387 500	16,1
Member	180 000	155 000	16,1
Group Credit Committee			
Chair	500 000	475 500	5,3
Member	200 000	190 000	5,3
Group Directors' Affairs Committee <sup>3</sup>			
Chair	196 250	140 000	40,2
Member	78 500	70 000	12,1
Group IT Committee <sup>3</sup>			
Chair	250 000	180 000	38,9
Member	100 000	90 000	11,1
Group Transformation, Social and Ethics Committee <sup>3</sup>			
Chair	250 000	180 000	38,9
Member	100 000	90 0 00	11,1
Group Related Party Transactions Committee <sup>2,3</sup>			
Chair	75 000	55 000	36,4
Member	30 000	27 500	9,1

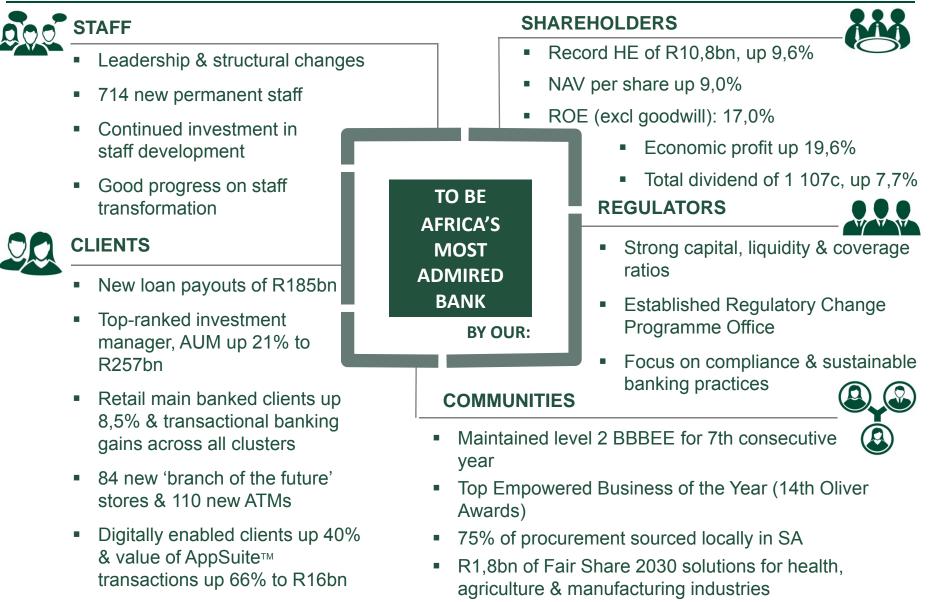
The proposed non-executive director fees were evaluated by a board committee consisting of Mike Brown and Bruce Hemphill with advice from independent experts.

- Evaluation conducted from a number of perspectives, including peer group comparisons, effective rates per committee and year-onyear increases.
- Increases to the Chairman's fee, board fees and several committees have been proposed at between 5,3% and 16,1%.
- We have also aligned all committee chair premiums to 2,5 times the member fee.



## CORPORATE CITIZENSHIP

## **Delivering value to all stakeholders**



## **Financial Sector Code (FSC) B-BBEE ratings**

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Company name	Ab	Absa FirstRand		Rand	Nedbank		Standard Bank	
Element (Maximum available points)	2014	2015	2014	2015	2014	2015	2014	2015
Ownership (14+3 bonus)	8.73	4 8.66	16.53	2 16.77	17.00	1 17.00	17.00	3 16.73
Management Control (8+1 bonus)	3.24	4 3.63	6.33	2 6.26	6.97	1 8.05	5.60	3 5.22
Employment Equity (15+3 bonus)	9.87	4 10.22	10.23	3 10.43	11.38	2 11.52	11.66	1 11.78
Skills Development (10)	9.12	9.68	8.88	2 9.04	9.23	3 8.68	8.36	4 8.18
Preferential Procurement (16)	15.28	1 16.00	15.43	1 16.00	14.75	2 15.74	16.00	1 16.00
Empowerment Financing (15)	14.80	1 15.00	15.00	1 15.00	15.00	1 15.00	15.00	1 15.00
Enterprise Development (5)	5.00	<b>1</b> 5.00	5.00	<b>1</b> 5.00	5.00	1 5.00	5.00	1 5.00
Socio-Economic Development (3)	3.00	<b>1</b> 3.00	3.00	1 3.00	3.00	<b>1</b> 3.00	3.00	1 3.00
Access to Financial Services (14)	10.40	4 10.00	12.40	1 13.67	13.32	2 13.35	12.63	3 12.51
Overall Score (100+7 bonus points)	79.44	81.19	92.80	95.17	95.65	97.34	94.25	93.42
B-BBEE Status (Level)	3	3	2	2	2	2	2	2
Variance	1	+1.75	1	+2.37	1	+1.69	1	-0.83
Position		4		2		1		3

## **RESOLUTIONS TO BE VOTED ON AT 2016 AGM**

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### Voting results of 2015 AGM

Resolution	For* (%)	Against* (%)	Abstained** (%)
Ordinary Resolution 1.1: re-election as a director of Mr PM Makwana who is retiring by rotation	99.11	0.89	0.15
Ordinary Resolution 1.2: re-election as a director of Mrs NP Mnxasana, who is retiring by rotation	99.09	0.91	0.15
Ordinary Resolution 1.3: re-election as a director of Mrs RK Morathi, who is retiring by rotation	99.71	0.29	0.15
Ordinary Resolution 1.4: re-election as a director of Mr JVF Roberts, who is retiring by rotation	98.85	1.15	0.15
Ordinary Resolution 1.5: election of Mr PB Hanratty, who was appointed as a non-executive director during the year	99.72	0.28	0.09
Ordinary Resolution 1.6: election of Mr V Naidoo, who was appointed as a non-executive director during the year	99.13	0.87	0.15
Ordinary Resolution 1.7: election of Mr MC Nkuhlu, who was appointed as a non-executive director during the year	99.71	0.29	0.15
Ordinary Resolution 2 1: Reappointment of Deloitte & Touche as external auditors	100.00	0.00	0.15
Ordinary Resolution 2.2: Reappointment of KPMG Inc as external auditors	99.99	0.01	0.15
Ordinary Resolution 3: Determination of the remuneration of external auditors	99.98	0.02	0.15
Ordinary Resolution 4: Placing of unissued ordinary shares under the control of the directors	97.69	2.31	0.15
Ordinary Resolution 5: Placing of unissued preference shares under the control of the directors	97.53	2.47	0.15
Advisory endorsement on a non-binding basis of company's remuneration policy	99.79	0.21	0.15
Special Resolution 1: Approval of the non-executive directors' remuneration	99.99	0.01	0.15
Special Resolution 2: General authority to repurchase shares	97.39	2.61	0.15
Special Resolution 3: General authority to provide financial assistance to related and interrelated companies	94.52	5.48	0.15

### Resolutions to be voted on at 5 May 2016 AGM

- Ordinary Resolution 1 & 2
   Election of directors of the company: item 3.1 Bruce Hemphill, item 3.2 Stanley Subramoney
   Re-election of directors of the company: item 4.1 David Adomakoh, item 4.2 Ian Gladman, item 4.3 Malcolm Wyman
- Ordinary resolution 3 Reappointment of external auditors: item 5.1 Deloitte & Touche and item 5.2 KPMG
- Ordinary resolution 4

Control of authorised, but unissued, ordinary shares (issuing of shares granted under this authority will be limited to 5% of the number of Nedbank Group ordinary shares in issue as at 1 January 2016 and restricted to existing contractual obligations to issue shares)

- Ordinary resolution 5
   Control of authorised, but unissued, cumulative redeemable non-participating preference shares ('preference shares') (none issued to date)
- Advisory endorsement of remuneration policy
- Special resolution 1 Remuneration of Non-executive directors
- Special resolution 2 General authority to repurchase shares
- Special resolution 3
   General authority to provide financial assistance to related and interrelated companies
- Special resolution 4
   Amendment to MOI: retirement age of executive directors
- Special resolution 5 Amendments to share schemes – Malus & Clawback

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#### Disclaimer

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Forward-looking statements may be identified by words such as 'believe', 'anticipate', 'expect', 'plan', 'estimate', 'intend', 'project', 'target', 'predict' and 'hope'.

Forward-looking statements are not statements of fact, but statements by the management of Nedbank Group based on its current estimates, projections, expectations, beliefs and assumptions regarding the group's future performance.

No assurance can be given that forward-looking statements will prove to be correct and undue reliance should not be placed on such statements.

The risks and uncertainties inherent in the forward-looking statements contained in this document include, but are not limited to: changes to IFRS and the interpretations, applications and practices subject thereto as they apply to past, present and future periods; domestic and international business and market conditions such as exchange rate and interest rate movements; changes in the domestic and international regulatory and legislative environments; changes to domestic and international operational, social, economic and political risks; and the effects of both current and future litigation.

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