

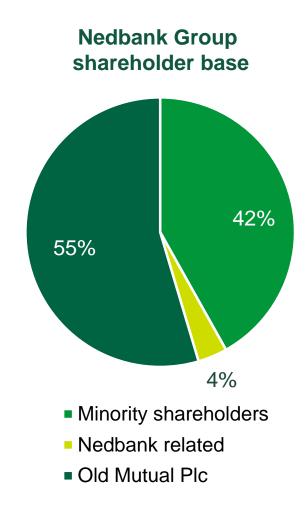
Purpose of our 4th annual governance roadshow



 Maintain strong relationships between the Nedbank Board & minority shareholders

 Proactively engage on governance matters ahead of the Nedbank Group AGM (18 May 2017)

Obtain minority shareholder feedback & input



Key topics & feedback from 2016 governance roadshow



OM managed separation

- Business-as-usual for Nedbank, independent strategy & day-to-day operations
- SA Topco listing SA & emerging market shareholder base
- OMEM retaining a strategic minority shareholding in Nedbank Group (% to be determined)
- Target date for material completion of managed separation: end of 2018
- Continued commitment to unlock R1,0bn of synergies from OM businesses in SA arm's length
- Oversight by Related Party Transaction Committee chaired by Lead Independent Director

Sovereign downgrade

- Stress testing reflects Nedbank in a stronger position relative to global financial crisis
- Cautious going into the cycle selective advances growth & proactive provisioning
- Low exposure to foreign funding

ETI related discussions

- ROA strategy Nedbank in SADC & East Africa, ETI strategic partner in Central & West Africa
- Challenges in Nigeria expected to persist in 2017 before improving in 2018
- ETI carrying value represents only ~3-4% of Nedbank Group's market capitalisation
- Strengthened ETI executive management team new CEO, CFO, CRO & Head of CIB
- Potential ETI capital raise Nedbank supportive if strategy, financial forecasts, instrument & pricing all aligned

Key topics & feedback from 2016 governance roadshow



Long-term incentives

- Introduction of malus & clawback
- Two new strategic CPTs as OM African Collaboration synergy concludes at the end of 2017
 - Benefits from Target Operating Model R1bn pre-tax by 2019
 - Growing the transactional banking franchise 15% main banked market share in retail
 & 16,5% commercial transactional deposit market share in wholesale by 2019

Leadership

- Depth of bench strength & succession planning successful handover of RBB portfolio
- Ability to attract strong leadership & board appointments well received

Transformation

- Leadership & achievements in transformation across a number of fronts acknowledged
- FSC Charter in progress
- Nedbank recognised by parliamentary committee as leader

Refined strategy to enhance & accelerate delivery



Vision

Strategic

Purpose

TO USE OUR FINANCIAL EXPERTISE TO DO GOOD FOR INDIVIDUALS, FAMILIES, BUSINESSES & SOCIETY

TO BE THE MOST ADMIRED FINANCIAL SERVICES PROVIDER IN AFRICA BY OUR STAFF, CLIENTS, SHAREHOLDERS, REGULATORS & COMMUNITIES



focus areas

Delivering innovative market-leading client experiences



Growing our transactional banking franchise faster than the market



Being operationally excellent in all we do



Managing scarce resources to optimise economic outcomes



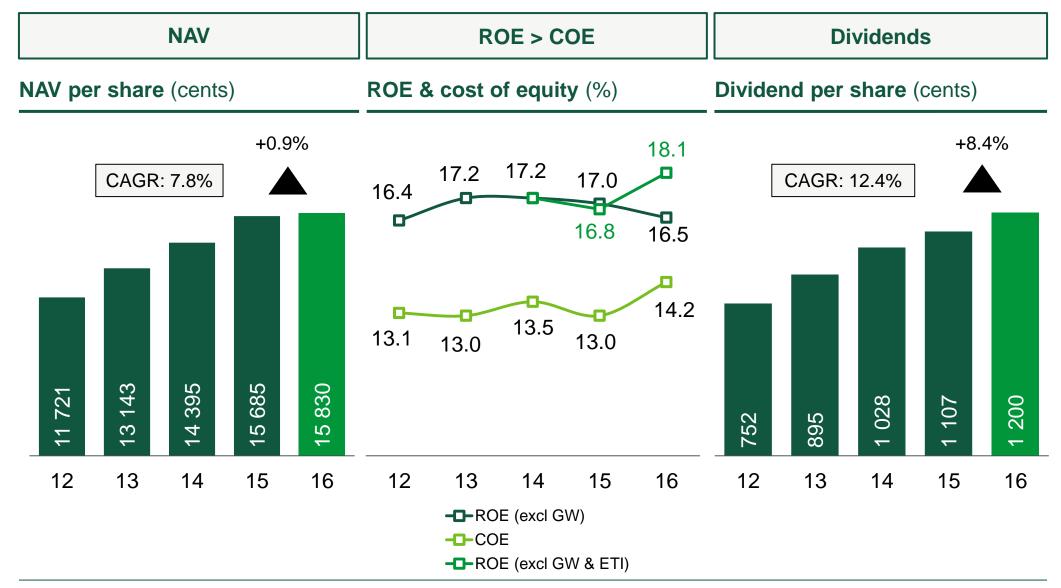
Providing our clients with access to the best financial services network in Africa

OPTIMISING THE WAY WE OPERATE

- **PEOPLE 2020** Transforming our leadership, culture & talent capability
- **BRAND 2020** Developing a distinctive brand
- MANAGED EVOLUTION & DIGITAL FAST LANE An innovative technology transformation creating an agile digital platform
- GOVERNANCE & REGULATORY CHANGE Leveraging risk management to be a strategic & competitive differentiator
- FAIR SHARE 2030 Guiding the creation of financial solutions that deliver on Nedbank's purpose
- **LEADING TRANSFORMATION** Actively promoting a globally competitive financial sector while creating a more equitable society

Delivering value to shareholders

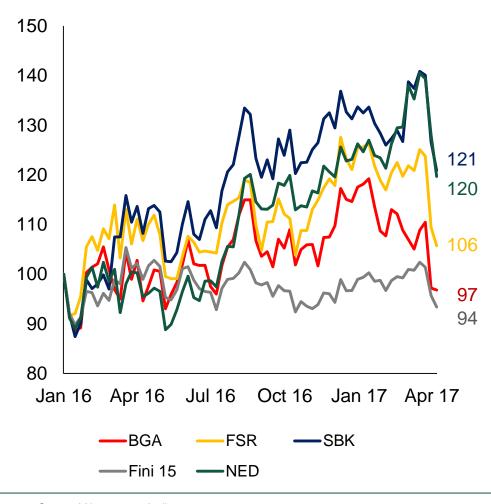




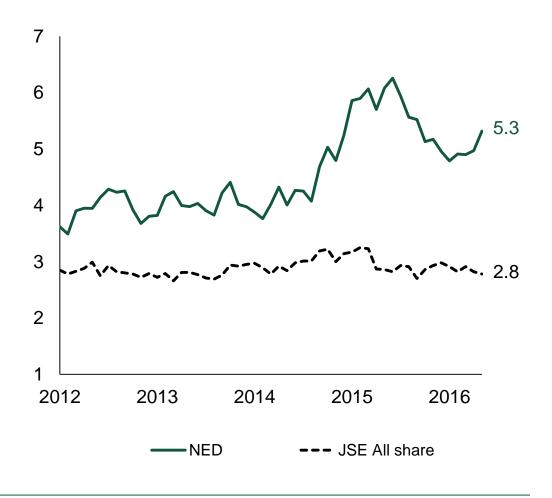
Delivering value to shareholders



Relative share price¹ (%)



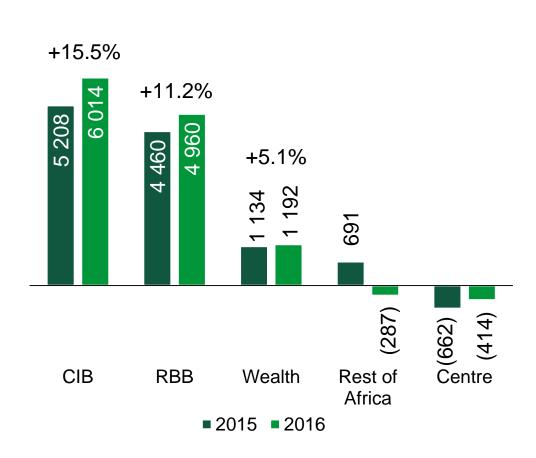
Dividend yield¹ (%)



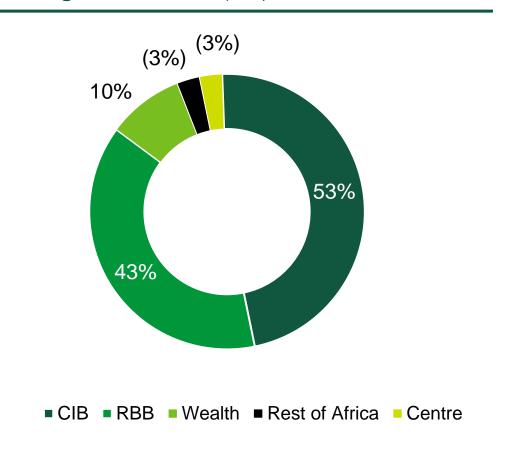
Excellent performance from our managed operations – headline earnings up 16.2%



Headline earnings (Rm)



Earnings contribution (Rm)



Nedbank Group in a strong position to manage a stressed environment

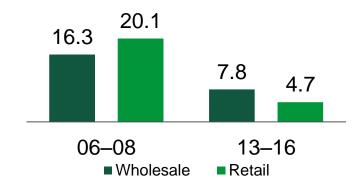




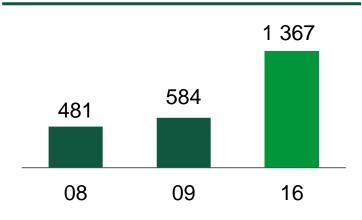




Loan growth (CAGR %)



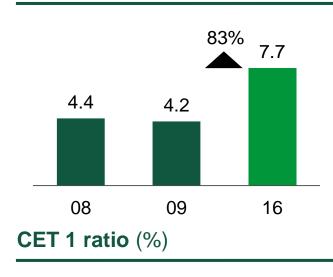
Endowment benefit for 1% change in interest rates (Rm)



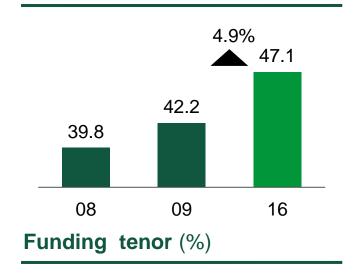
Nedbank Group in a strong position to manage a stressed environment



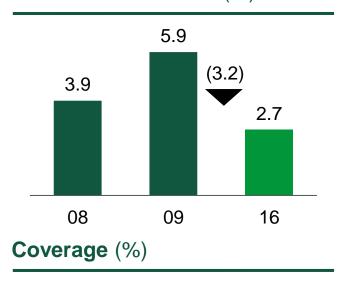


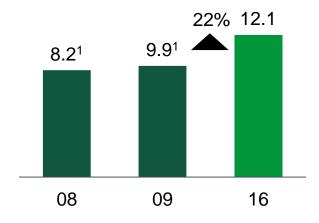


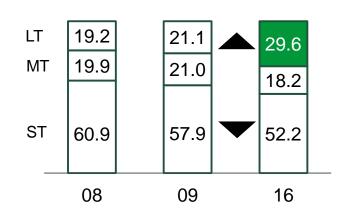
NIR income contribution (%)

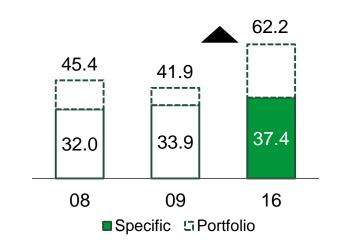


Defaulted advances (%)









¹ Core equity tier 1.

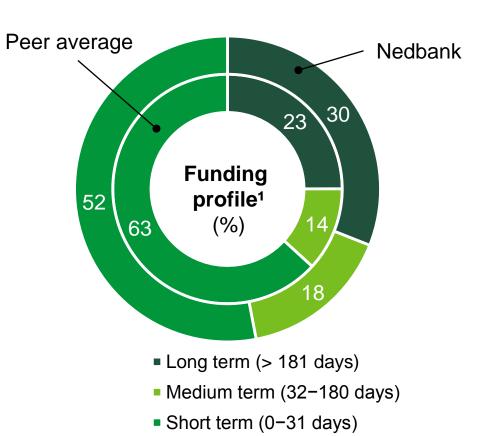
Improved funding profile in a competitive market



Funding mix & impact of possible sovereign downgrade

Funding sources	Funding base mix	
Households	19%	Limited impact - closed
Commercial	27%	domestic market
Wholesale	39%	- Reprice marginally
Capital markets	7%	Reprice on new
Foreign – asset matched	7%	Matched to US\$ - lending – no material impact
Foreign – general funding pool	1%	Reprice on contractual repricing date
Volume– weighted total	100%	

Funding duration longer than industry average (%)



Total funding (deposits + long-term debt) at 31 December 2016: R813.6bn. FCTR: Foreign currency translation reserves. QC& R: Qualifying capital & reserves 1 Funding profile: Nedbank & peer fourth quarter 2016 average funding ratio. Peers at 31 December 2016.

Medium-to-long-term targets



Metric	2016	vs MLT	Medium-to-long-term target	2017 outlook¹
ROE (excl goodwill)	16.5%	▼	5% above COE	Below target
Diluted HEPS growth	4.8%	•	≥ CPI + GDP growth + 5%	Below target
Credit loss ratio	68 bps	•	60–100 bps	Increase, but below the mid-point of target range
NIR-to-expenses ratio	82.9%	▼	> 85%	Below target
Efficiency ratio ²	56.9%	A	50–53%	Above target
CET 1 CAR Tier 1 CAR Total CAR	12.1% 13.0% 15.3%	A	Basel III basis ³ : 10.5–12.5% > 12% > 14%	Within target
Dividend cover	2.00 x	•	1.75 to 2.25 times	Within target range

^{1 2017} outlook based on current economic forecasts. 2 Efficiency ratio includes associate income 3 Tier 1 & total CAR targets were revised in 2016 from 11.5–13.0% & 14.0–15.0% respectively

ETI investment – supporting strategic review for growth



Nedbank Rest of Africa strategy in context

- SADC & East Africa own, manage & control banks
- Central & West Africa follow a partnership approach through ETI strategic investment

ETI strategic investment

- Did not foresee Nigeria recession for first time in 25 years (Nigeria 33% of ETI advances¹)
- Still bullish on the long-term growth opportunity for financial services in Central & West Africa,
 but 2017 likely to still be challenging before improving in 2018 & beyond (IMF GDP forecasts)
- ETI management changes: CEO two years into the role, new CFO, new CRO, new CIB head
- ETI investment: cost R6.3bn vs carry value R4.0bn equates to 3% of Nedbank market capitalisation (if fully written off, only c40-50bps impact on CARs) | Investment in Rest of Africa is inherently long term & needs to be assessed at least on a timeline of 2020 & beyond
- Sum of parts valuation: Ghana & Ivory Coast > ETI market capitalisation
- Potential ETI capital raise responsibility of ETI Board (capital required to grow). Nedbank likely
 to be a supportive shareholder if strategy makes sense & evident in sound financial projections,
 using an appropriate instrument that also takes cognisance of further potential naira devaluation.

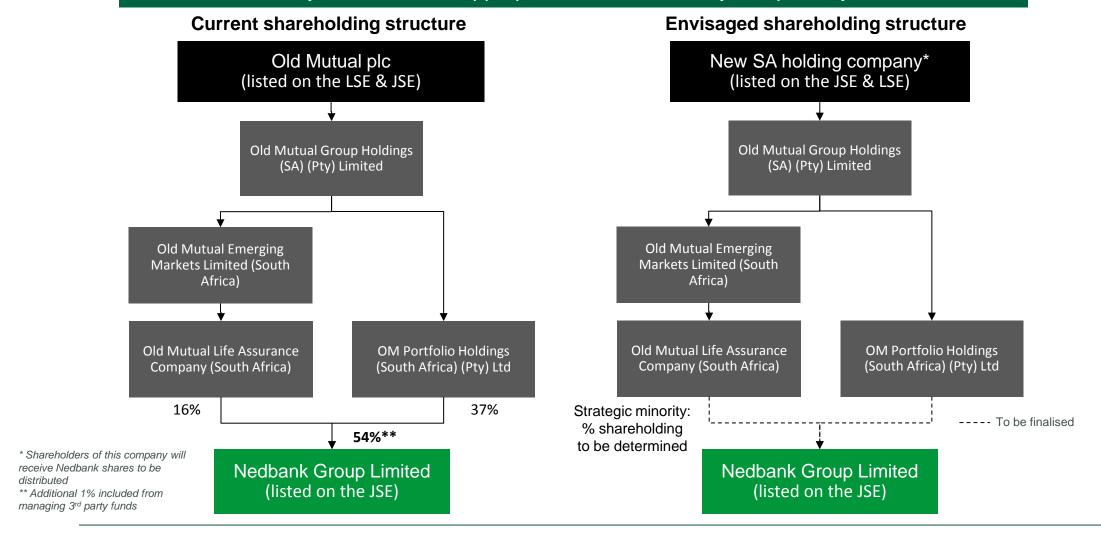


OLD MUTUAL MANAGED SEPARATION

Old Mutual managed separation update



Distribution of Nedbank shares to shareholders of New SA holding company in an orderly manner, at an appropriate time – materially complete by end 2018



Old Mutual managed separation update



Shareholding

- SA Topco listing SA & emerging market shareholder base
- OMEM retaining a strategic minority shareholding in Nedbank Group (% to be determined)

Businessas-usual

- No impact on our strategy & day-to-day management or operations
- Nedbank staff & clients not be impacted

Arm's length agreements

- Our commercial agreements at an arm's length, overseen by independent board structures
- OM operates in investment, savings & insurance industry little overlap with banking
- Technology systems, brands & our businesses have not been integrated
- We compete in the areas of wealth, asset management & personal loans

Collaboration & synergies

- Collaboration to unlock R1,0bn of synergies from the OM businesses in SA of which Nedbank has delivered >R250m to date, underpinned by OM's strategic shareholding
- We are fully committed to working with OMSA to deliver benefits from the synergies



UPDATE ON BOARD MATTERS

Nedbank Group board members



Our board is diverse in demographics, skills and experience and consists of 56% independent non-executive directors of whom 60% are Black and 19% executive directors of whom 67% are Black.

EXECUTIVE DIRECTORS



MIKE BROWN 50 Chief Executive



RAISIBE MORATHI 47 Chief Financial Officer



MFUNDO NKUHLU 50 Chief Operating Officer

NON-EXECUTIVE DIRECTORS



VASSI NAIDOO 62 Chairman



IAN GLADMAN ⁵²



BRUCE HEMPHILL ⁵³



ROB LEITH 54

INDEPENDENT NON-EXECUTIVE DIRECTORS



MALCOLM WYMAN 70 Lead Independent

Director



DAVID ADOMAKOH*



TOM **BOARDMAN***



BRIAN

DAMES 51

ERROL KRUGER 60



MPHO MAKWANA 46



MANTSIKA MATOOANE



NOMAVUSO MNXASANA



JOEL

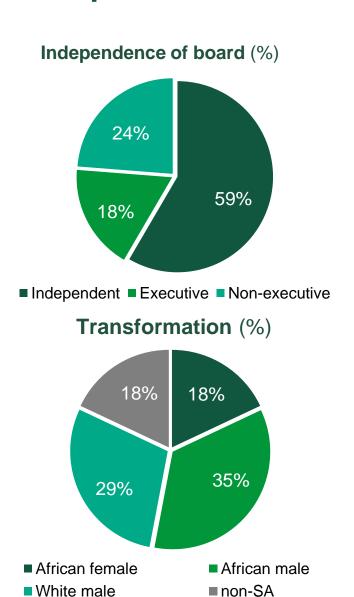


STANLEY NETSHITENZHE SUBRAMONEY

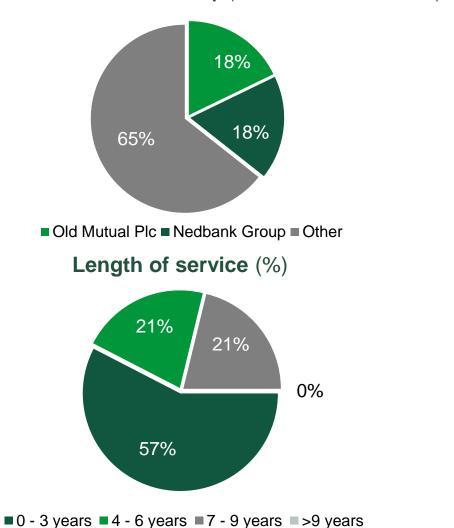
^{*} Will retire from the Board at 18 May 2017 AGM

Board composition as at 1 April 2017





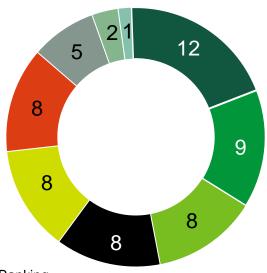
OM Pic & Nedbank Group (nominees as % of board)



Board succession planning



Board skills & expertise (%)



- Banking
- Financial services/Insurance/Asset management
- HR/Strategic planning/Stakeholder management
- Accounting & auditing
- Large coporate/industrial
- Doing business in Africa/India
- Economics/Public policy/Macro policy
- Innovation/IT
- Mining & resources/Infrastructure

Changes to board 2016 / 2017

- New appointments:
 - Errol Kruger: Financial Services & Regulation (Independent Non-Executive)
 - Rob Leith: Financial Services & Banking (Non-Executive)
 - Others awaiting regulatory approval
- Resigning with effect, 18 May 2017:
 - David Adomakoh (Independent Non-Executive)
 - Tom Boardman (Independent Non-Executive)
- Retiring with effect, May 2018:
 - Nomavuso Mnxasana (Independent Non-Executive)



REMUNERATION

Elements of the Nedbank remuneration framework



PERFORMANCE MANAGEMENT



Short-term focus, day-today orientation Short-to-medium-term focus, performance orientation

Long-term focus, ownership orientation

Guaranteed package

Short-term incentives (including deferral and forfeiture)

Specialpurpose short-term arrangements

Long-term incentives

Employee ownership plan

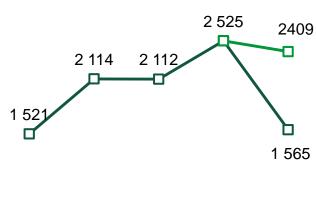
STIs – linking performance & reward



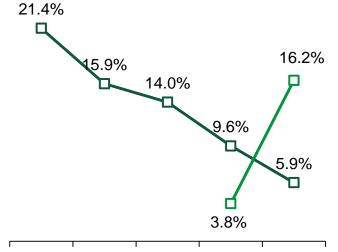
Economic Profit (Rm)

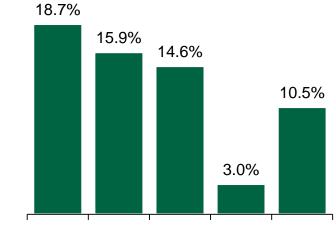
Headline earnings growth (%)

Change in STI pool (%)









- Economic ProfitEconomic Profit at 2015 COE
- 12 13 14 15 16

- ──Headline earnings
- -□-Headline earnings excl ETI
- 12 13 14 15 16
- 12 13 14
 - 4

15

LTIs – corporate performance targets



Ongoing

Vesting ratios based on ROE (excluding goodwill):

ROE performance above COE	+0% or worse	+1,25%	+2,5%	+3,75%	+5%	+6%	+7%	+8% or better
Vesting ratio	0%	25%	50%	75%	100%	110%	120%	130%

Vesting ratios based on share price relative to the FINI 15 Index:

Share price performance against FINI15	-20% or worse	-15%	-10%	-5%	0%	+10%	+20%	+30% or better	
Vesting ratio	0%	25%	50%	75%	100%	110%	120%	130%	Ongoing

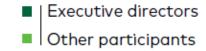
Total benefits realisedMinimumTargetMaximumAfrican Collaboration synergy target (Rm)60010001200Vesting ratio0%100%130%

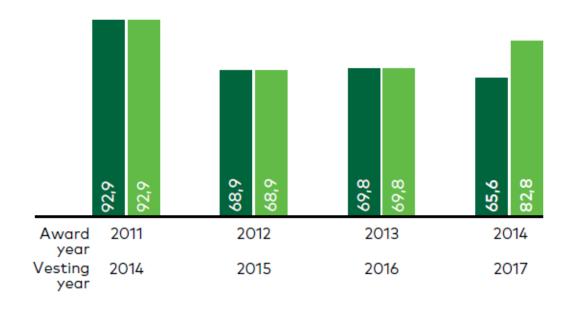
Ends in 2017

LTIs – vesting outcomes



Overall vesting outcomes

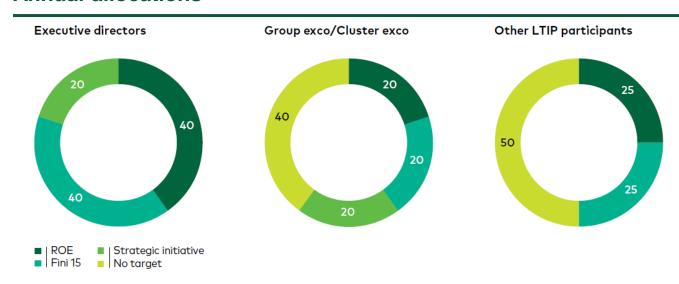




LTIs – 2017 allocations



Annual allocations



The weighting of the respective performance vesting conditions for awards made in 2017 are set out below:

LTI performance condition	Executive director %	Group and cluster exco members %	All other Nedbank LTI participants %
ROE (excluding goodwill) vs COE	40	20	25
Share price vs Fini15	40	20	25
Strategic Initiative: Benefits from Target Operating Model	10	10	_
Strategic Initiative: Growing the transactional banking franchise	10	10	_
Award issued with vesting conditions	100	60	50
Award issued without vesting conditions	_	40	50
Total	100	100	100

LTIs – new 2017 strategic corporate performance targets aligned to strategy



BENEFITS FROM CHANGES TO THE TARGET OPERATING MODEL

Net benefits (both revenue and costs) resulting from the changes to the TOM measured at 31 December 2019 relative to a baseline set for 31 December 2016	Minimum	Target	Maximum
			R1,2bn or
Net benefits realised	R600m	R1,0bn	more

0%

100%

130%

Straight-line vesting will apply between the points in the above table.

Vesting ratio

GROWING THE TRANSACTIONAL BANKING FRANCHISE

Grow household transactional accounts by client numbers at 31 December 2019	Minimum	Target	Maximum
Market share	13% or less	15%	17% or more
Vesting ratio	0%	100%	130%

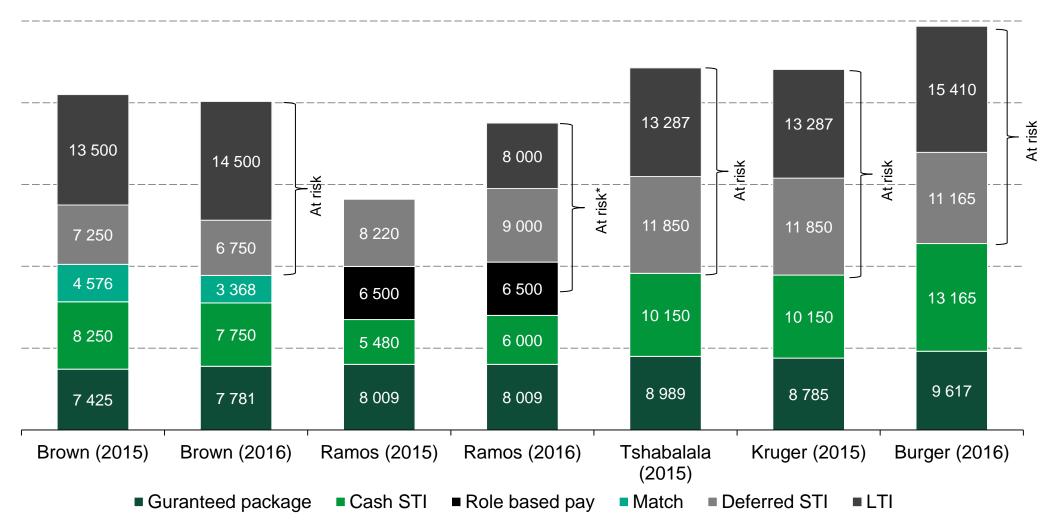
Straight-line vesting will apply between the points in the above table.

Grow commercial transactional deposit market share by value at 31 December 2019	Minimum	Target	Maximum
Market share	15% or less	16.5%	18% or more
Vesting ratio	0%	100%	130%

Straight-line vesting will apply between the points in the above table.

Chief Executive remuneration





Note: The Standard Bank 2016 Remuneration Report not released at the time this document was prepared. 2015 figures used *50% of Ramos' role based pay is at risk



CORPORATE CITIZENSHIP

Stakeholder value delivery





STAFF

- Paid R15.5bn in salaries & benefits to support our 32 401 staffmembers & their families
- Facilitated transfer of R3.5bn payroll taxes on behalf of staff to government
- Created almost 4 000 new jobs since 2010
- Transforming our workforce towards SA demographics (> 78% black employees)
- Leadership in transformation acknowledged at 15th Oliver Empowerment Awards

CL R

CLIENTS

- R162bn loan payouts to enable clients to finance their homes, vehicles, education & grow their business, including R26bn loan payouts to SME & BB clients & R3.9bn for affordable housing
- Infrastructure financing over R50bn drawn & committed
- Safeguarded R762bn deposits at competitive interest rates
- Processed over 15bn transactions to enable clients to pay for their goods & services
- Top 3 SA asset manager for eight consecutive years managing our clients' investments

TO BE THE
MOST ADMIRED
FINANCIAL SERVICES
PROVIDER IN AFRICA
BY OUR
STAKEHOLDERS





- Achieved a 32.3% total shareholder return
- Paid R5.6bn dividends
- ... to shareholders who represent pension funds & investments of all South Africans (incl GEPF, a 6.0% shareholder in Nedbank)
- Unlocked R8.2bn in value for our more than 500 000 BBBEE shareholders¹

REGULATORS



- Maintained a strong balance sheet to support a safe & stable banking system
- Paid R5.2bn direct & indirect taxes
- Invested more than R100bn in government & public sector bonds to support the funding needs of government

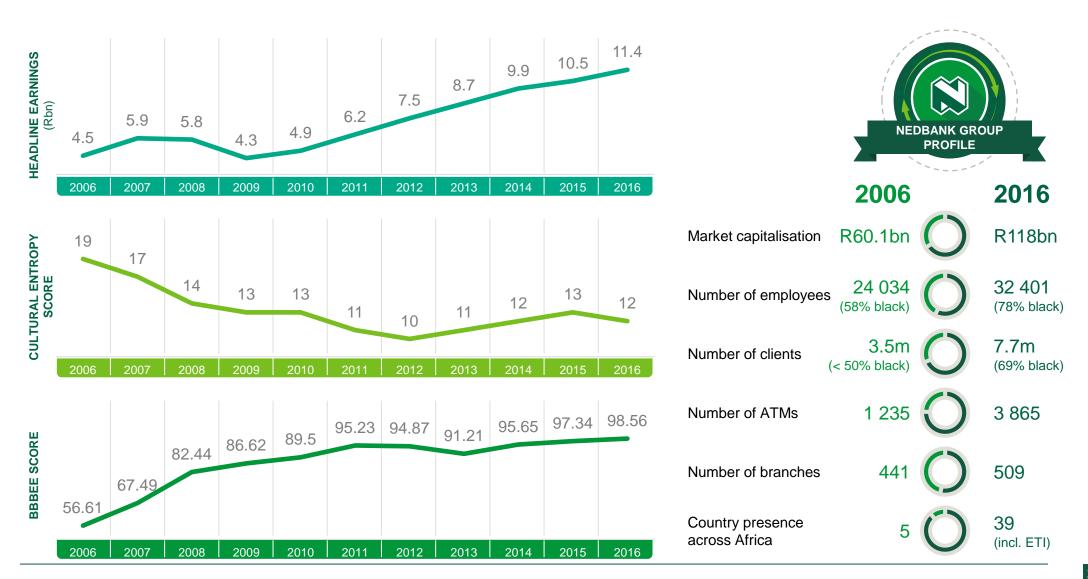
COMMUNITIES



- Provided consumer finance education to 180 000 people
- Procured 75% of our goods & services locally
- Education & black student support:
 - Nedbank Mogale Empowerment Trust R100m investment
 - R11m contribution to issues around Fees Must Fall
 - R141m to socioeconomic development (50% spent on education)
- Invested R20m in the government SME Fund
- Maintained level 2 BBBEE status for eight consecutive years

Progress on transformation since 2006





Financial sector codes (FSC) B-BBEE ratings



Company name	Al	osa	First	Rand	Ned	bank	Standa	rd Bank
Element (Maximum available points)	2015	2016	2015	2016	2015	2016	2015	2016
Ownership (14+3 bonus)	8.66	9.94	16.77	2 16.86	17.00	17.00	16.73	3 16.61
Management Control (8+1 bonus)	3.63	4.96	6.26	2 6.98	8.05	8.27	5.22	3 5.55
Employment Equity (15+3 bonus)	10.22	3 11.72	10.43	4 10.90	11.52	12.74	11.78	2 11.95
Skills Development (10)	9.68	10.00	9.04	9.60	8.68	4 8.19	8.18	3 9.05
Preferential Procurement (16)	16.00	16.00	16.00	16.00	15.74	16.00	16.00	16.00
Empowerment Financing (15)	15.00	15.00	15.00	15.00	15.00	15.00	15.00	1 15.00
Enterprise Development (5)	5.00	5.00	5.00	1 5.00	5.00	5.00	5.00	2 4.80
Socio-Economic Development (3)	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00
Access to Financial Services (14)	10.00	2 12.94	13.67	3 12.61	13.35	13.36	12.51	4 12.60
Overall Score (100+7 bonus points)	81.19	88.56	95.17	95.95	97.34	98.56	93.42	94.56
B-BBEE Status (Level)	3	2	2	2	2	2	2	2
Variance Position	1	+7.37	1	+0.78	1	+1.22	1	+1.14
			6	2	6		6	3



RESOLUTIONS FOR 2017 AGM

Voting results of 2016 AGM



Resolution	For* (%)	Against* (%)	Abstained** (%)
Ordinary Resolution 1, item 3.1: Election as a director of Mr JB Hemphill, who was appointed as a director since the previous annual general meeting of shareholders	99.76	0.24	0.05
Ordinary Resolution 1, item 3.2 : Election as a director of Mr S Subramoney, who was appointed as a director since the previous annual general meeting of shareholders	99.78	0.22	0.05
Ordinary Resolution 2, item 4.1: Re-election as a director of Mr DKT Adomakoh, who is retiring by rotation	99.80	0.20	0.05
Ordinary Resolution 2, item 4.2: Re-election as a director of Mr ID Gladman, who is retiring by rotation	99.78	0.22	0.05
Ordinary Resolution 2, item 4.3: Re-election as a director of Mr MI Wyman, who is retiring by rotation	99.76	0.24	0.05
Ordinary Resolution 3, item 5.1 : Reappointment of Deloitte & Touche as external auditors	99.74	0.26	0.05
Ordinary Resolution 3, item 5.2: Reappointment of KPMG Inc as external auditors	99.72	0.28	0.05
Ordinary Resolution 4, item 6: Placing of unissued ordinary shares under the control of the directors	93.74	6.26	0.05
Ordinary Resolution 5, item 7: Placing of unissued preference shares under the control of the directors	91.60	8.40	0.46
Item 8: Advisory endorsement on a non-binding basis of the company's Remuneration Policy	94.12	5.88	1.52
Special resolution 1, item 9.1.: Remuneration of non-executive directors – non-executive chairman	99.98	0.022	0.05
Special resolution 1, item 9.2.: Lead independent director premium	100.00	0.00	0.05
Special resolution 1, item 9.3.: Remuneration of non-executive directors – Nedbank Group board member	99.74	0.26	0.05
Special resolution 1, item 9.4.1.: Remuneration of non-executive directors – Nedbank Group Audit Committee – Chair	99.74	0.26	0.05
Special resolution 1, item 9.4.2.: Remuneration of non-executive directors – Nedbank Group Audit Committee – Member	99.74	0.26	0.05
Special resolution 1, item 9.5.1.: Remuneration of non-executive directors – Nedbank Group Credit Committee – Chair	100.00	0.00	0.05
Special resolution 1, item 9.5.2.: Remuneration of non-executive directors – Nedbank Group Credit Committee – Member	100.00	0.00	0.05

Voting results of 2016 AGM



Resolution	For* (%)	Against* (%)	Abstained** (%)
Special resolution 1, item 9.6.1.: Remuneration of non-executive directors – Nedbank Group Directors' Affairs Committee – Chair	99.54	0.46	0.05
Special resolution 1, item 9.6.2.: Remuneration of non-executive directors – Nedbank Group Directors' Affairs Committee – Member	99.74	0.26	0.05
Special resolution 1, item 9.7.1.: Remuneration of non-executive directors – Nedbank Group Information Technology Committee – Chair	99.54	0.46	0.05
Special resolution 1, item 9.7.2.: Remuneration of non-executive directors – Nedbank Group Information Technology Committee – Member	99.74	0.26	0.05
Special resolution 1, item 9.8.1.: Remuneration of non-executive directors – Nedbank Group Related-party Transactions Committee – Chair	99.76	0.24	0.05
Special resolution 1, item 9.8.2.: Remuneration of non-executive directors – Nedbank Group Related-party Transactions Committee – Member	99.97	0.03	0.05
Special resolution 1, item 9.9.1.: Remuneration of non-executive directors – Nedbank Group Remuneration Committee – Chair	99.74	0.26	0.05
Special resolution 1, item 9.9.2.: Remuneration of non-executive directors – Nedbank Group Remuneration Committee – Member	99.74	0.26	0.05
Special resolution 1, item 9.10.1.: Remuneration of non-executive directors – Nedbank Group Risk and Capital Management Committee – Chair	99.74	0.26	0.05
Special resolution 1, item 9.10.2.: Remuneration of non-executive directors – Nedbank Group Risk and Capital Management Committee – Member	99.74	0.26	0.05
Special resolution 1, item 9.11.1.: Remuneration of non-executive directors – Nedbank Group Transformation, Social and Ethics Committee – Chair	99.54	0.46	0.05
Special resolution 1, item 9.11.2.: Remuneration of non-executive directors – Nedbank Group Transformation, Social and Ethics Committee – Member	99.74	0.26	0.05
Special resolution 2, item 10: General authority to repurchase shares	99.03	0.97	0.05
Special resolution 3, item 11: General authority to provide financial assistance to related and interrelated companies	99.42	0.58	0.05
Special resolution 4, item 12: Amendment to the memorandum of incorporation regarding the retirement age of executive directors	100.00	0.00	0.05
Special resolution 5, item 13: Amendments to the rules of the Nedbank Group (2005) Share Option, Matched Share and Restricted Share Scheme	99.32	0.68	0.07

NEDBANK GROUP LIMITED – Annual Results '16

Resolutions to be voted on at 18 May 2017 AGM



Ordinary Resolution 1.1 & 1.2

Election of directors of the company appointed during the year: Item 1.1 Messrs EM Kruger and item 1.2 RAG Leith

Ordinary resolution 2.1, 2.2, 2.3 and 2.4

Re-election of directors retiring by rotation: Item 2.1 Mr MWT Brown, item 2.2 Mr BA Dames, item 2.3 Dr MA Matooane and item 2.4 Mr JK Netshitenzhe

Ordinary resolution 3.1 and 3.2

Reappointment of external auditors: Item 3.1 Deloitte & Touche and item 3.2 KPMG

Ordinary resolution 4

Placing the authorised but unissued ordinary shares under the control of directors

Ordinary resolution 5

Placing the authorised but unissued, cumulative redeemable non-participating preference shares ('preference shares') under the control of directors

Advisory endorsement on a non-binding basis of remuneration policy

Special resolution 1.1 to 1.11.2

Remuneration of Non-executive directors

Special resolution 2

General authority to repurchase ordinary shares

Special resolution 3

General authority to provide financial assistance to related and interrelated companies

Special resolution 4

Amendment to clause 10 of the memorandum of incorporation in relation to the treatment of fractions

Special resolution 5

NedNamibia Stakeholder Schemes repurchase

Special resolution 6

NedNamibia Stakeholder Schemes: Re-approval and ratification of the grant of a call option for the issue of securities

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