DEBT INVESTOR UPDATE

November 2016

FIRSTRAND BANK

Presentation team

- Frikkie Kleinhans (Group Treasury – Head: Capital Management)
- Bhulesh Singh (Group Treasury – Head: Funding and Liquidity)
- Jaco van Wyk (Head: Group Finance)
- Melanie Kleinhans (Investor Relations)

OVERVIEW OF THE FIRSTRAND GROUP AND FIRSTRAND BANK (ISSUER)

FIRSTRAND BANK

Introducing the FirstRand group – financial position and track record

FINANCIAL HIGHLIGHTS for the year ended 30 June 2016	ZAR million	USD million
Total assets (normalised)	1 149 326	78 399
Normalised net asset value	99 794	6 807
Normalised earnings	22 855	1 575
Normalised ROE	24.0%	
Capital adequacy – CET1 ratio	13.9%	

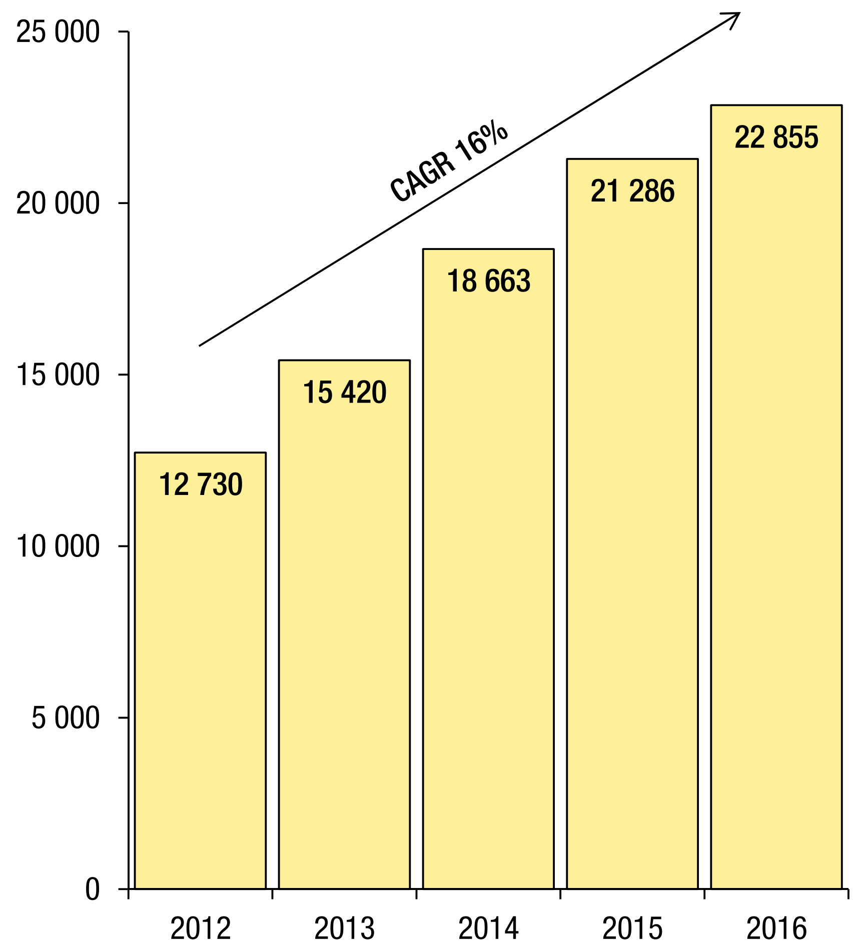
Conversion rates at 30 June 2016: Income statement: USD1 = ZAR14.51, balance sheet: USD1 = ZAR14.66.

KEY OPERATING STATISTICS for the year ended 30 June 2016	Number
Employees	45 100
Physical representation points*	829
ATMs*	7 335

** Relates to FNB's representation points and ATMs across Southern Africa.*

NORMALISED EARNINGS – YEAR ENDED 30 JUNE

ZAR million



Sources: FirstRand, I-Net.

FirstRand's statement of intent

- FirstRand's **portfolio of leading financial services** franchises:
  - provides a universal set of **transactional, lending, investment and insurance** products and services
  - seeks to **operate in markets and segments** where franchises can deliver **competitive** and **differentiated client-centric value propositions…**
  - …by **leveraging** the relevant **distribution channels, product skills, licences and operating platforms** of the wider group
- Strategy is executed on the back of **disruptive and innovative thinking** underpinned by:
  - **owner-manager culture**
  - **disciplined allocation of financial resources**
- Underpinned by the group's commitment to:

Create long-term franchise value	Deliver superior and sustainable economic returns within acceptable levels of volatility	Maintain balance sheet strength

FirstRand's portfolio of operating franchises

FIRSTRAND

LISTED HOLDING COMPANY (FIRSTRAND LIMITED, JSE: FSR)

FNB First National Bank	RMB	WesBank	ASHBURTON INVESTMENTS	FCC
Retail and commercial bank	Corporate and investment bank	Instalment finance	Investment management	Group-wide functions

Customer-facing (FNB, RMB, WesBank, Ashburton Investments)

Stakeholder management (FCC)

FirstRand Bank (FRB) is the debt issuer

FIRSTRAND

LISTED HOLDING COMPANY (FIRSTRAND LIMITED, JSE: FSR)

BOND ISSUER

100%
FirstRand Bank Limited*
BANKING

- First National Bank*
- Rand Merchant Bank*
- WesBank*
- Branches (London, Guernsey** and India)
- Representative offices (Kenya, Angola, Dubai and Shanghai)

100%
FirstRand EMA (Pty) Ltd (FREMA)
AFRICA AND EMERGING MARKETS

100%
FirstRand Investment Holdings (Pty) Ltd (FRIHL)
OTHER ACTIVITIES

100%
FirstRand Investment Management Holdings Limited
INVESTMENT MANAGEMENT

100%
FirstRand Insurance Holdings (Pty) Ltd
INSURANCE

	SOUTH AFRICA SOVEREIGN RATINGS	FIRSTRAND BANK LIMITED CREDIT RATINGS			
	FOREIGN CURRENCY	FOREIGN CURRENCY		LOCAL CURRENCY	
	Long term/ outlook	Long term/ outlook	Short term	Long term/ outlook	Short term
S&P Global	BBB-/Negative	BBB-/Negative	A-3	BBB-/Negative	A-3
Moody's	Baa2/Negative	Baa2/Negative	P-2	Baa2/Negative	P-2

* *Divisions of FirstRand Bank Limited.*

** *Trading as FNB Channel Islands.*

Sources: S&P Global Ratings and Moody's Investors Service. Credit ratings as at 4 November 2016.

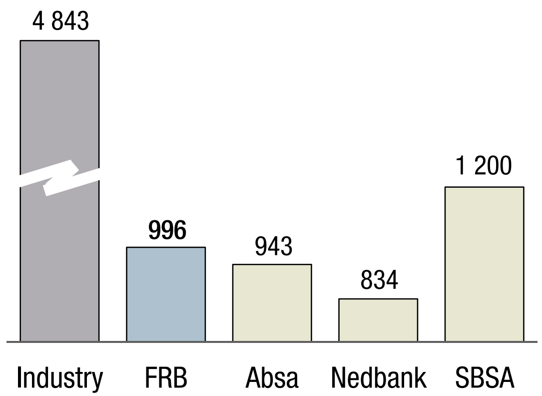
Difference between group and bank

FIRSTRAND GROUP

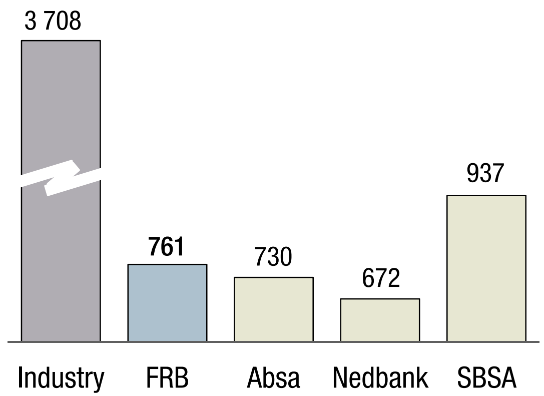
	INSIDE THE BANK	*OUTSIDE THE BANK*
GEOGRAPHICAL PRESENCE	**Branches:** • London (incl. MotoNovo Finance) • Guernsey • India **Representative offices:** • Kenya • Angola • Dubai • Shanghai	**Full service banking subsidiaries in:** • Namibia • Botswana • Swaziland • Lesotho • Zambia • Mozambique • Tanzania • Ghana **Corporate and investment banking subsidiary in:** • Nigeria
ACTIVITIES	• Banking in South Africa and in the jurisdictions outlined above • Cross-border activities booked on FRB's balance sheet • Insurance (commissions)	• Banking in the subsidiaries outlined above • RMB's private equity businesses • Insurance (life licence and MotoVantage, cell captives) • Asset management

FRB is one of South Africa's 'Big 4' banks…

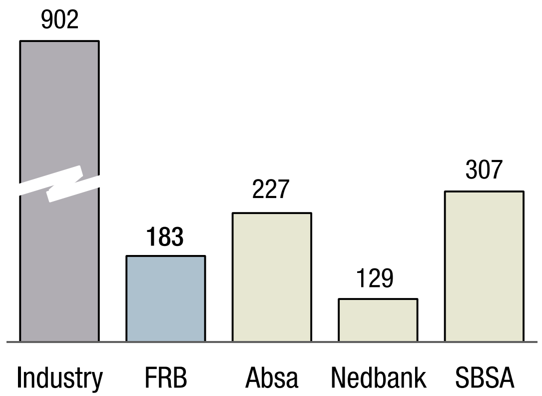
Assets* (ZAR billion)



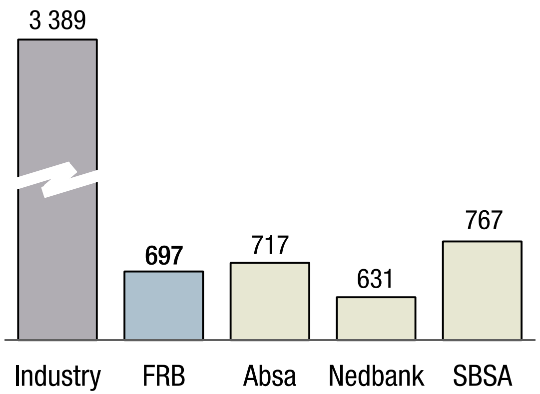
Gross advances* (ZAR billion)



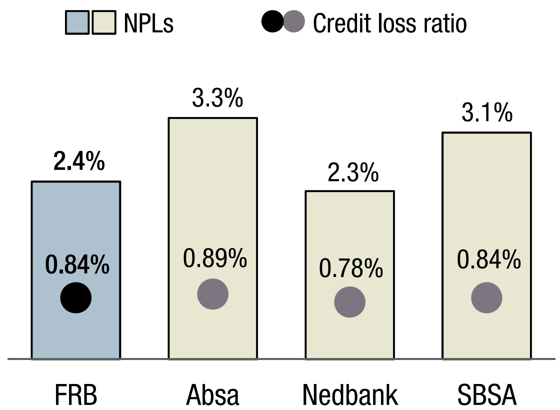
Residential mortgages* (ZAR billion)



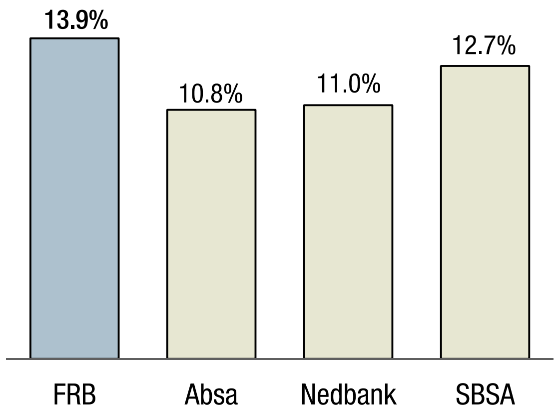
Deposits* (ZAR billion)



NPL and credit loss ratios** (%)



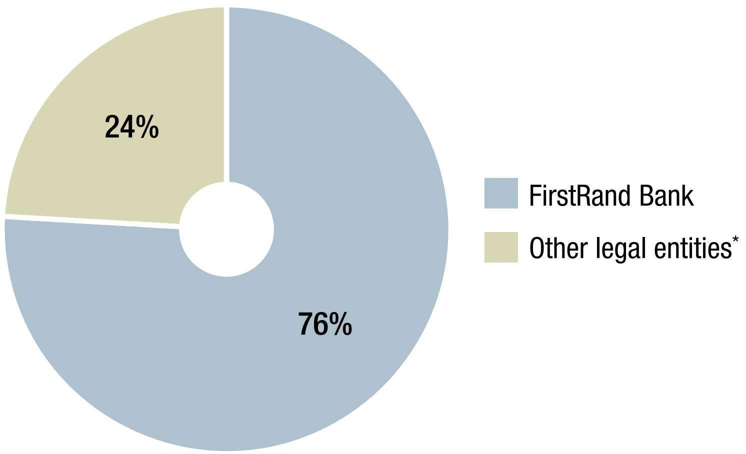
Common Equity Tier 1 ratios# (%)



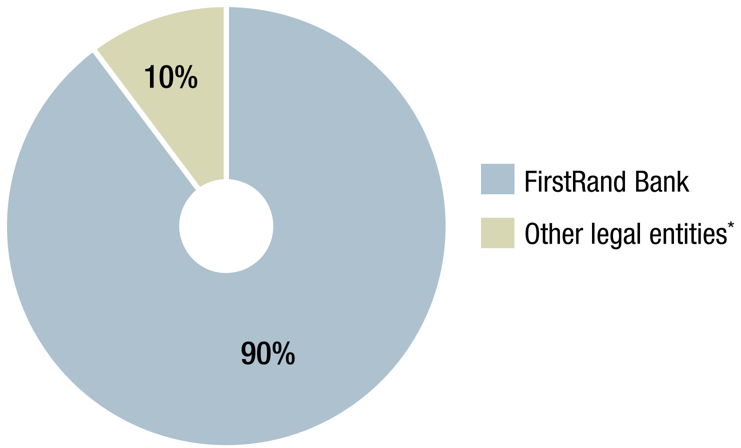
*Sources: * SARB BA900 returns (IFRS) as at June 2016. ** Company reports as at individual year ends. # Company reports as at 30 June 2016.*

… and a significant contributor to the group's financial position

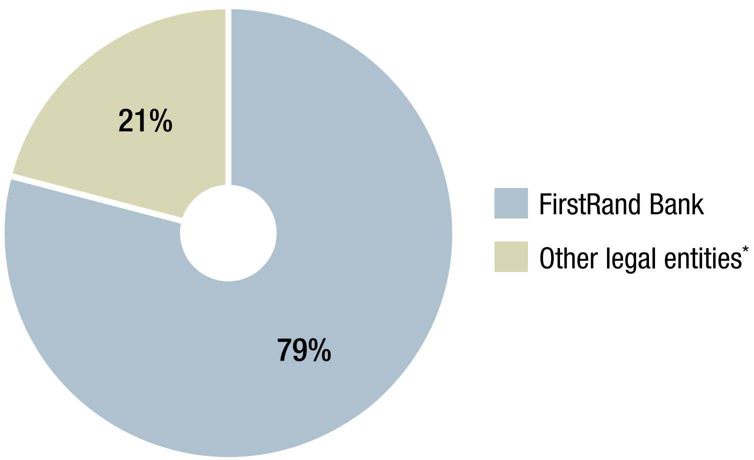
FIRSTRAND NORMALISED EARNINGS



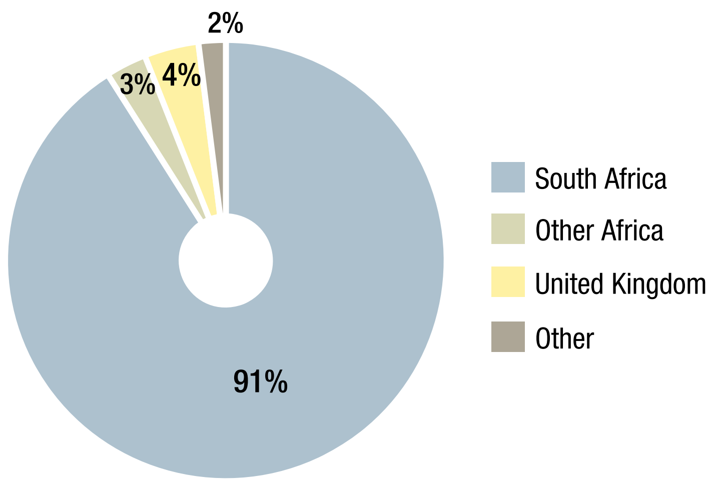
FIRSTRAND ASSETS



FIRSTRAND NORMALISED NET ASSET VALUE



FRB GEOGRAPHICAL ADVANCES SPLIT



* *Comprises FREMA, FRIHL, FirstRand Investment Management Holdings Ltd and FirstRand Insurance Holdings (Pty) Ltd.*

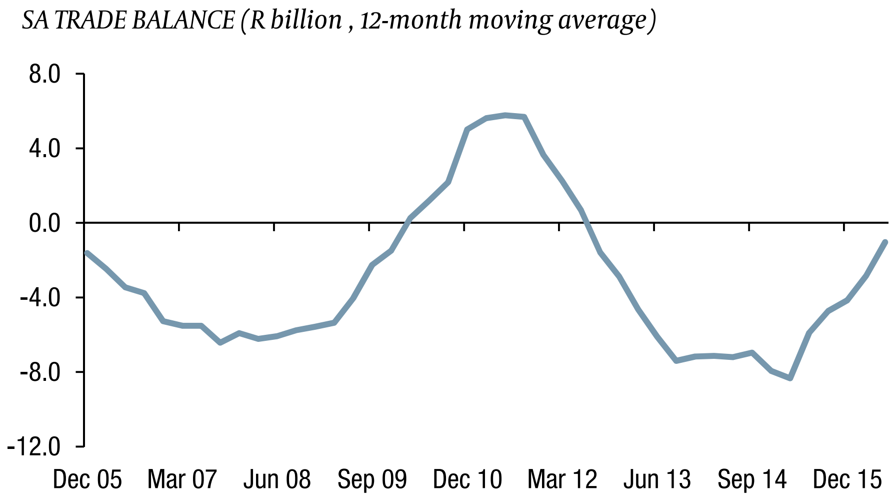
MACROECONOMIC ENVIRONMENT

FIRSTRAND BANK

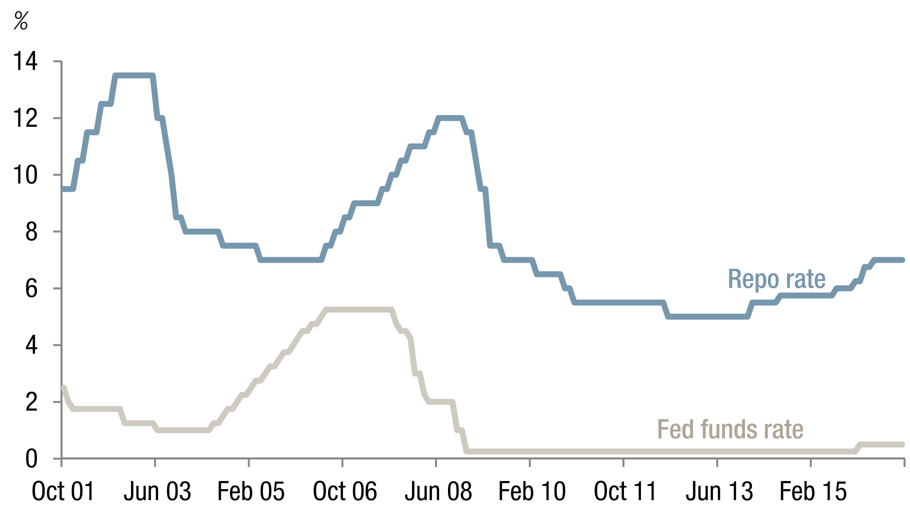
Macro rebalancing

Inflation forecast to fall back in target band next year

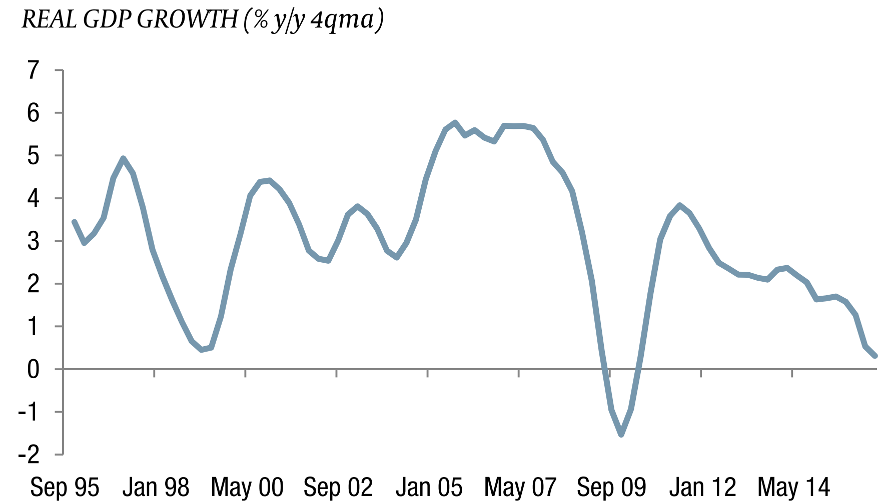
External imbalance (trade balance) continues to improve



Repo rate hiking cycle coming to an end



Macro rebalancing weighed on growth

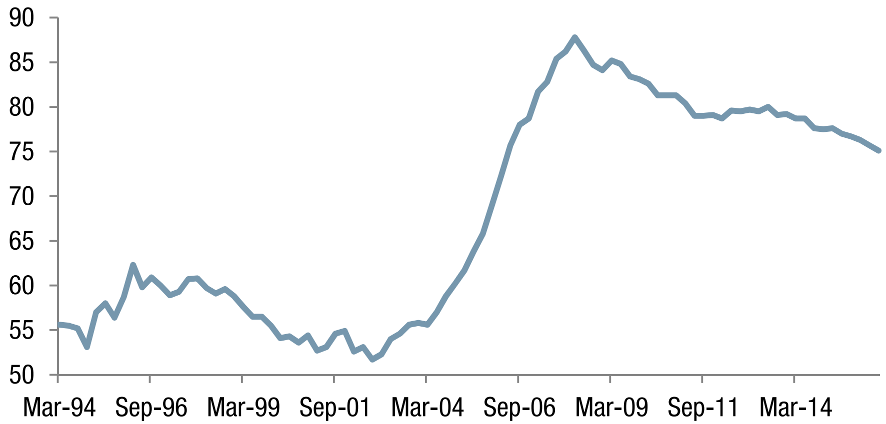


Sources: South African Reserve Bank, Bloomberg, FirstRand.

Household debt falling, government debt lifting

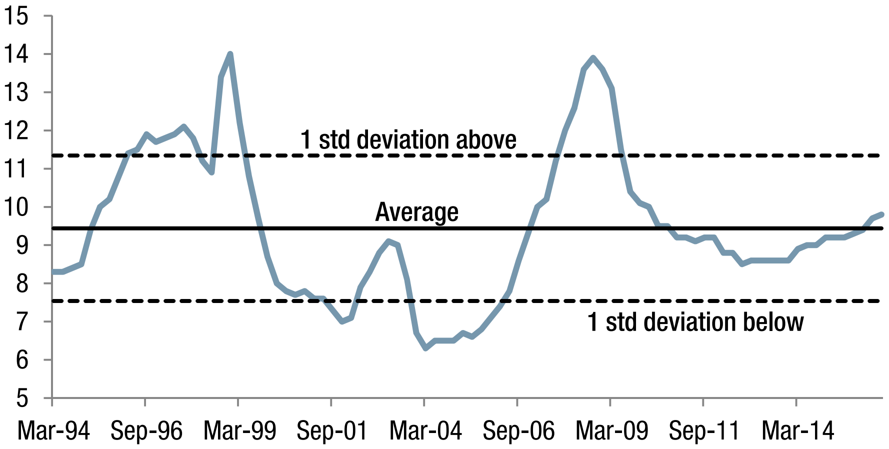
Household balance sheets improving slowly

HOUSEHOLD DEBT TO DISPOSABLE INCOME %



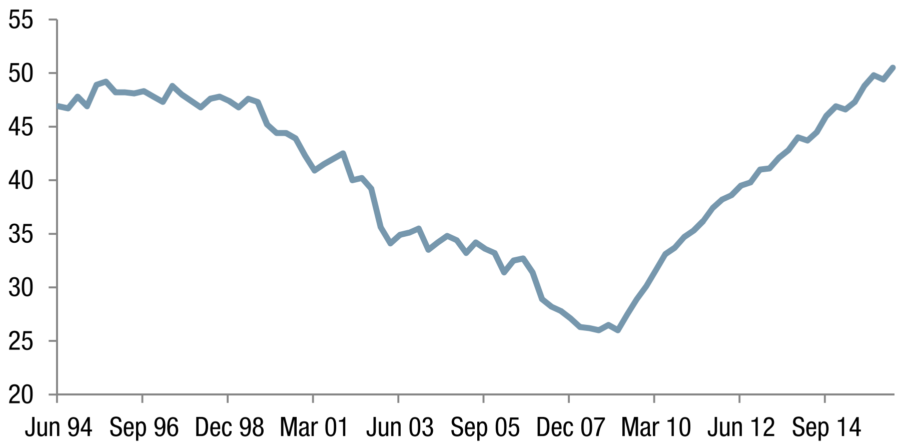
Household debt service cost remains manageable

DEBT SERVICE COST-TO-DISPOSABLE INCOME RATIO (%)



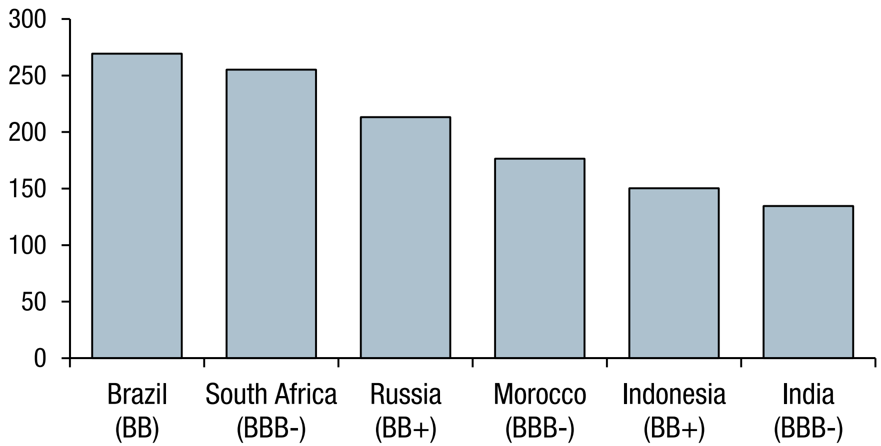
Government balance sheet deteriorating

GROSS DEBT TO GDP RATIO (%)



Market pricing in a sovereign downgrade

5-YEAR CDS (bps)



Sources: South African Reserve Bank, Bloomberg, FirstRand.

SA is progressing on G20 reforms and alignment

FSB FINANCIAL STABILITY BOARD

Table on implementation of reforms in priority areas by FSB jurisdictions (as of 31 August 2016)

The table provides a snapshot of the status of implementation progress by FSB jurisdiction across priority reform areas, based on information collected by FSB and standard-setting bodies' (SSBs) monitoring mechanisms. The colours and symbols in the table indicate the timeliness of implementation, while the letters indicate the extent to which implementation is consistent with the international standard (Basel III) or its effectiveness is hampered by identified obstacles (trade reporting).

	Basel III^						Compen-sation	Over-the-counter (OTC) derivatives				Resolution			Shadow banking+	
Reform Area	Risk-based capital	Liquidity coverage ratio (LCR)	Higher loss absorbency for G-SIBs (home jurisdictions)	Require-ments for D-SIBs	Leverage ratio	Net Stable Funding Ratio (NSFR)		Trade reporting	Central clearing	Platform trading	Margin (as of 1 Sep 2016)	Transfer / bail-in / temporary stay powers for banks	Recovery and resolution planning for systemic banks	Transfer / bridge / run-off powers for insurers	Money market funds (MMFs)	Securi-tisation
Agreed phase-in (completed) date	*2013 (2019)*	*2015 (2019)*	*2016 (2019)*	*2016*	*2018*	*2018*		*end-2012*	*end-2012*	*end-2012*	*Sep 2016 (2019)*					
Argentina							△							na	**	**
Australia	C														*	
Brazil	C						△									**
Canada	C, △							D, F							**	
China	C, △		C				△	R, D, F								
France	MNC	△	C												**	*
Germany	MNC	△	C												**	
Hong Kong	C	C													**	
India	C	LC					△	D, F								
Indonesia							△	R							**	
Italy	MNC	△	C													*
Japan	C		C					D								
Mexico	C	C		&				D							**	*
Netherlands	MNC	△	C												**	*
Rep. of Korea								D							**	
Russia	C	C					△								**	
Saudi Arabia	C	LC						R, D							**	
Singapore	C														**	
South Africa	C	C					△	D, F							**	
Spain	MNC	△	C													*
Switzerland	C		C				△								**	
Turkey	C	C						D, F							**	
United Kingdom	MNC	△	C												**	*
United States	LC	△	C			&	△									

Source: FSB.

Further strengthening the SA financial system

- SA is adopting the Twin Peaks model of financial sector regulation
  - Prudential Authority with the SARB
  - Financial Sector Conduct Authority
- Regulation and legislative frameworks
  - South Africa aims to adopt G20 and FSB recommendations in line with global standards, and is well underway

REGULATION	LEGISLATION
Prudential	• Financial Markets Bill 2012
• Basel III	• Financial Services General Laws Amendment Act, 2013
• Solvency assessment and management (Solvency II)	• Banks Act Amendment Bill (B17 2014)
Market conduct	• Financial Markets Act
• JIBAR code of conduct	• Credit Ratings Services Bill
• Code of conduct for OTC market	• Resolution policy framework (2015)
• Treating customers fairly	• Deposit insurance policy framework (TBA 2016)

Market developments

- Strate and Clearstream collateral management JV has gone live in SA, enables:
  - Efficient collateralisation
  - A secured square-off between clearing banks
- Improving domestic market liquidity conditions and liquidity of National Treasury TBs
  - Proposals with workgroup including SARB, National Treasury and the banking sector
- National Treasury's funding models for SA Inc. workgroup (NT, Banking Association, JSE, ASISA)
  - Securitisation task group to update exemption notice
  - Updates to commercial paper regulations
  - Proposals on introduction of covered bond regulations

FIRSTRAND BANK
FINANCIAL PERFORMANCE

FIRSTRAND BANK

FRB normalised performance highlights

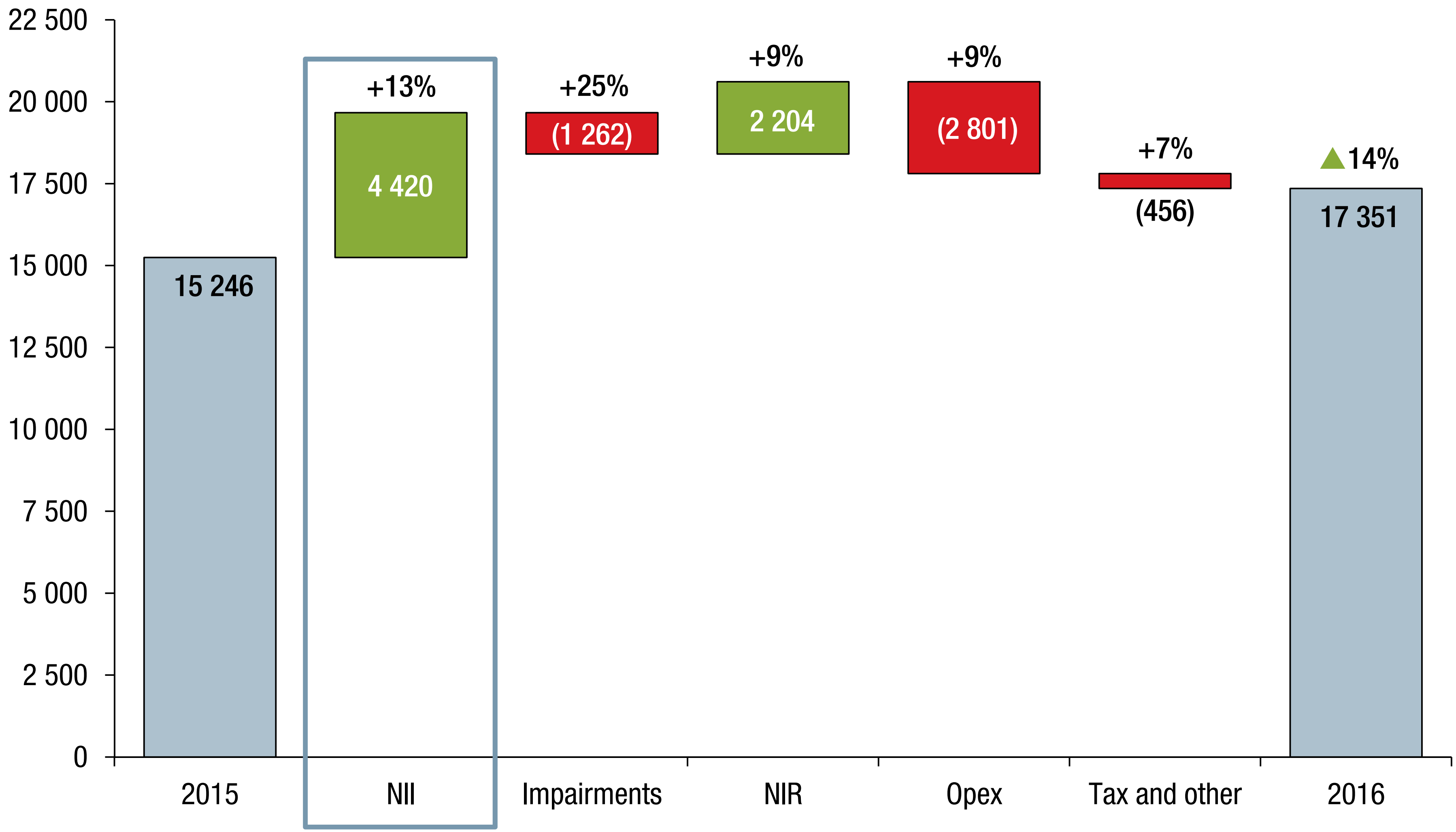
	2016	2015	% change
Profit before tax (ZAR million)	23 184	20 635	12% ▲
Earnings (ZAR million)	17 351	15 246	14% ▲
Return on equity (%)	23.0	22.9	▲
Return on assets (%)	1.75	1.69	▲
Credit loss ratio (%)*	0.84	0.73	▲
Cost-to-income ratio (%)	54.0	55.3	▼
Tier 1 ratio (%)**	14.2	14.6	▼
Common Equity Tier 1 ratio (%)**	13.9	14.2	▼
Net interest margin (%)	5.17	5.02	▲
Average gross loan-to-deposit ratio (%)	93.2	92.7	▲
Gross advances (ZAR billion)	779	719	8% ▲

* *Credit loss ratio = impairments/average gross advances.*

** *Reflects FRB including foreign branches. Ratios include unappropriated profits.*

Topline growth resilient

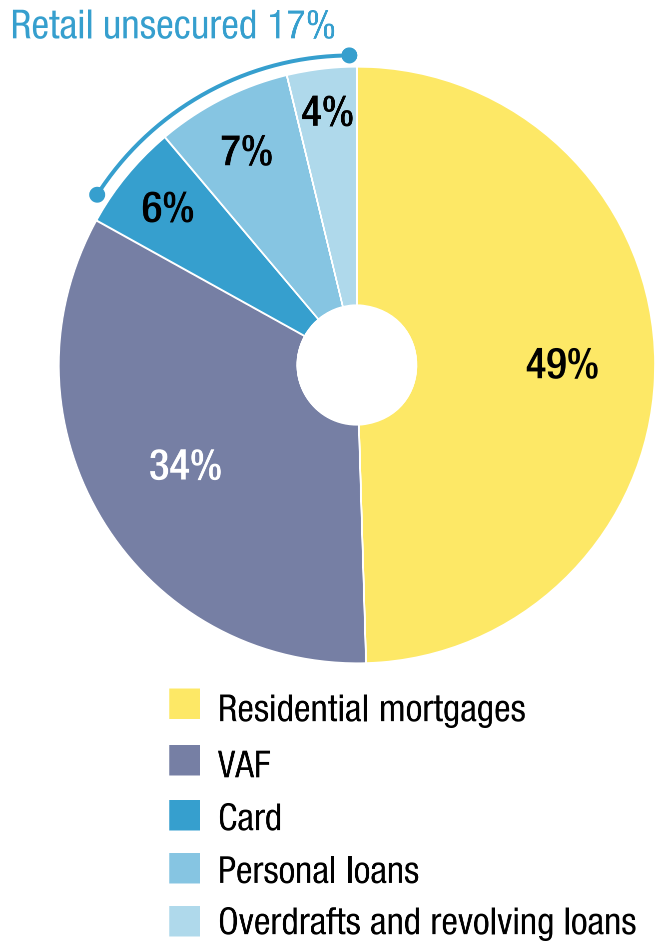
NORMALISED EARNINGS (R million)



Retail advances reflect both macros and specific origination strategies

R million	2016	2015	% change
Residential mortgages	187 806	180 208	4
VAF	127 243	116 682	9
- SA	98 377	95 759	3
- MotoNovo (UK)*	28 866	20 923	38
Card	21 968	19 488	13
Personal loans	27 960	24 328	15
- FNB	16 090	13 856	16
- WesBank	11 870	10 472	13
Transactional account-linked overdrafts and revolving term loans	14 343	12 315	16
Retail advances	379 320	353 021	7

RETAIL ADVANCES BREAKDOWN

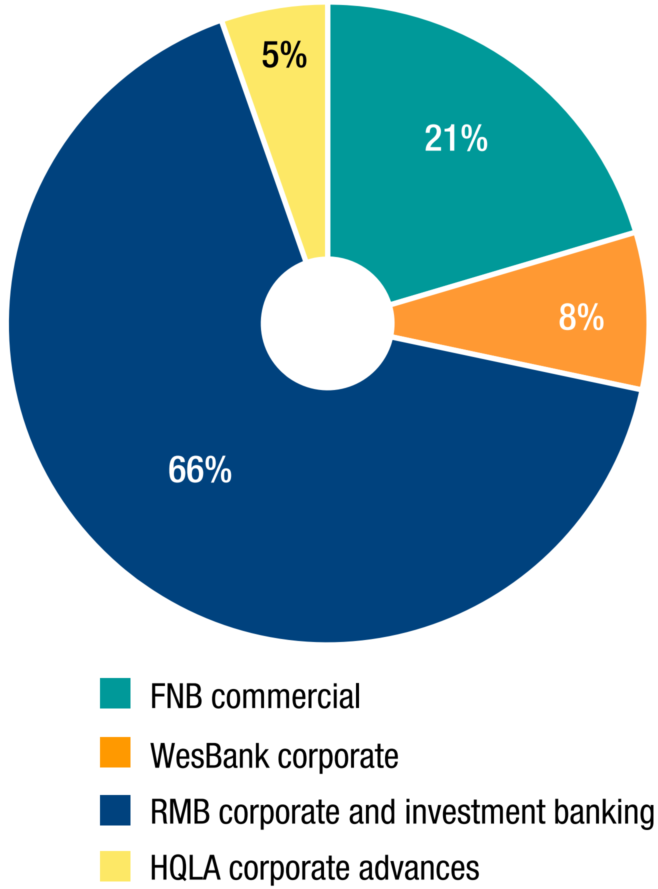


** GBP 1.47 billion (+34%).*

Muted growth from domestic corporate book but commercial remains robust

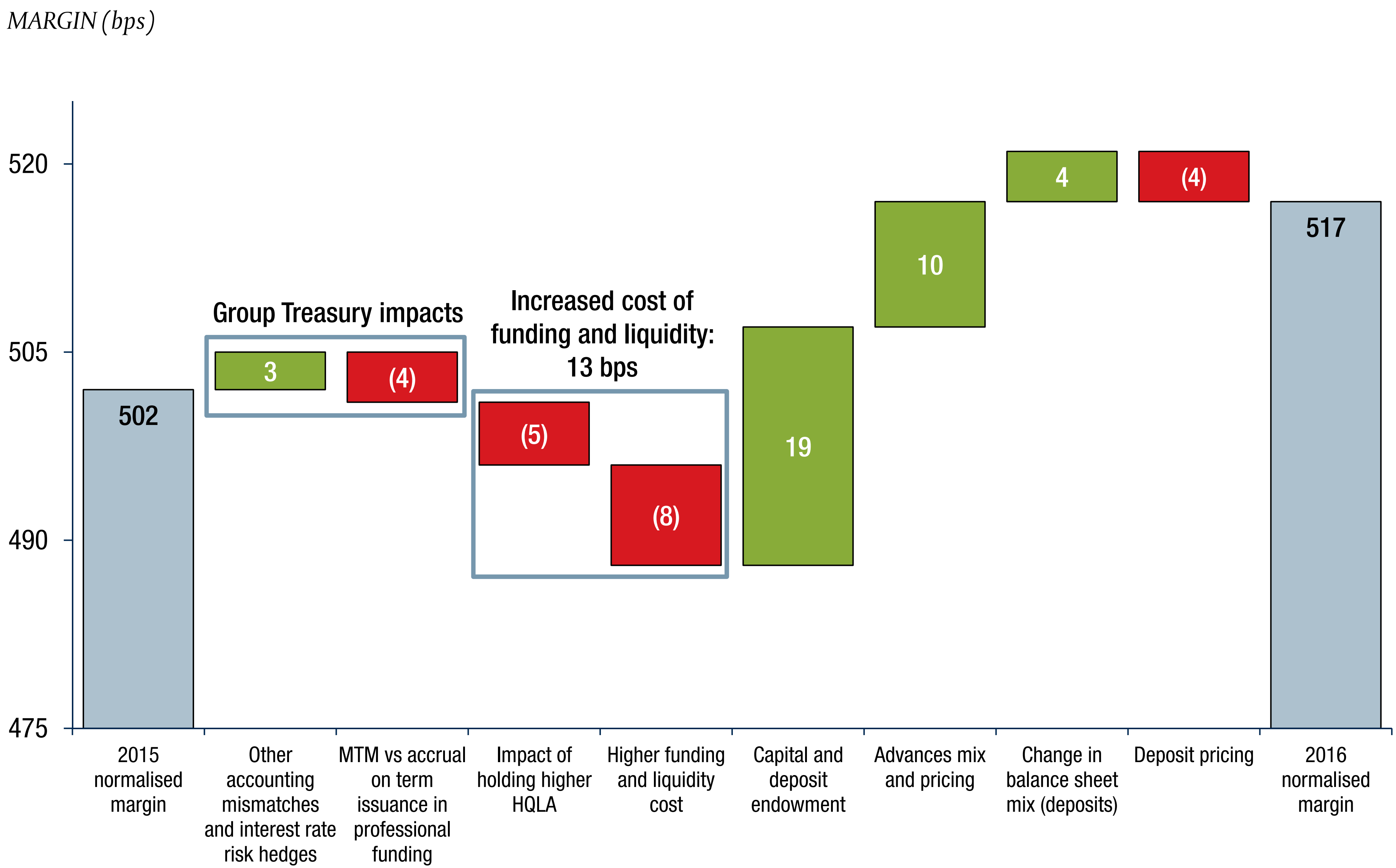
R million	2016	2015	% change
RMB IB core South Africa	153 262	158 177	(3)
HQLA corporate advances	20 297	9 494	>100
Investment banking-related corporate adv.	173 559	167 671	4
RMB cross-border	32 556	24 319	34
RMB CB core South Africa	24 189	23 720	2
WesBank corporate	29 879	30 828	(3)
FNB commercial	77 224	67 147	15
RMB repurchase agreements	40 818	35 600	15
Total corporate and commercial advances	378 225	349 285	8

CORPORATE ADVANCES BREAKDOWN



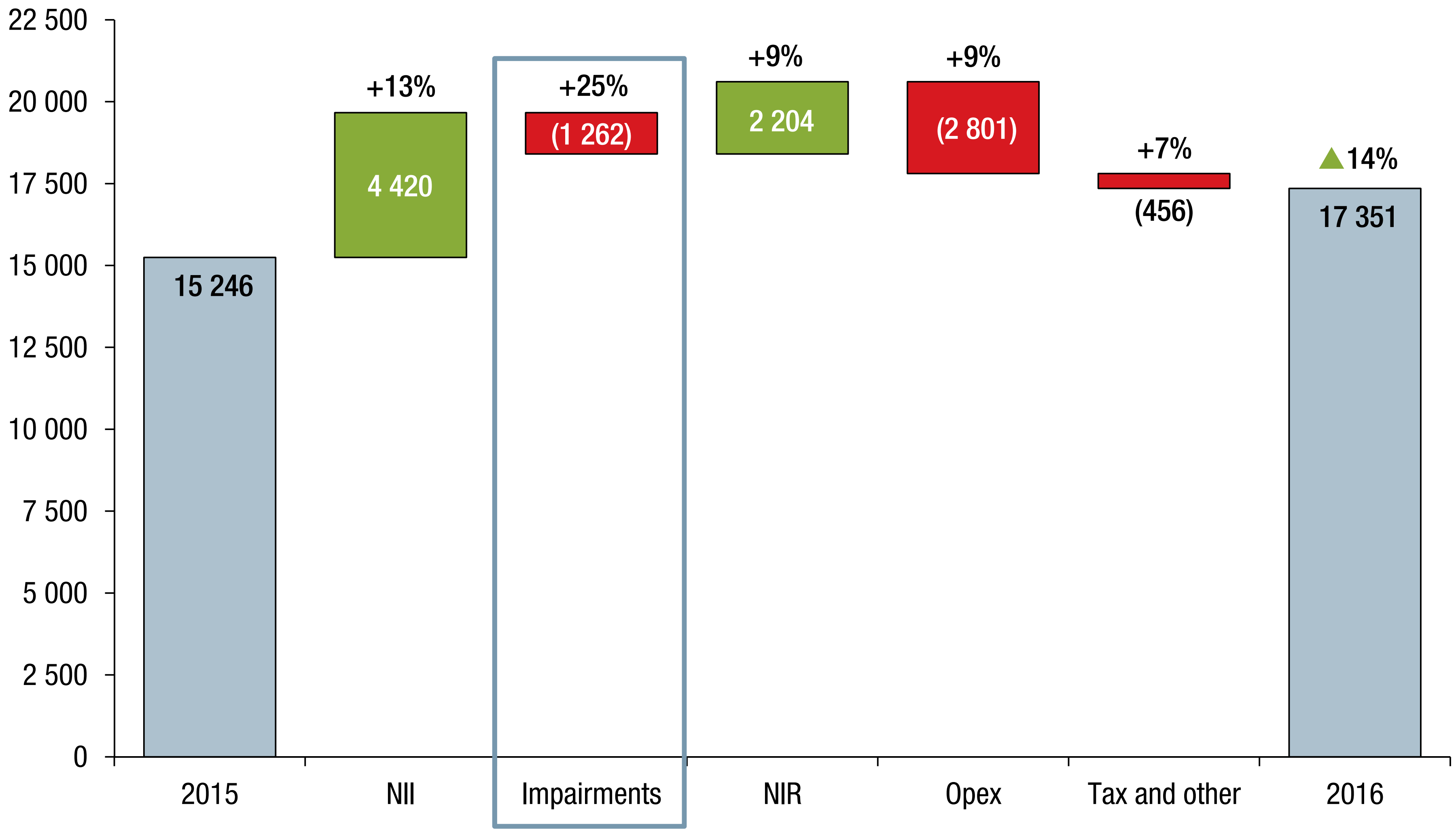
* *Cross-border advances increased 11% in USD terms.*

Margin benefited from positive endowment

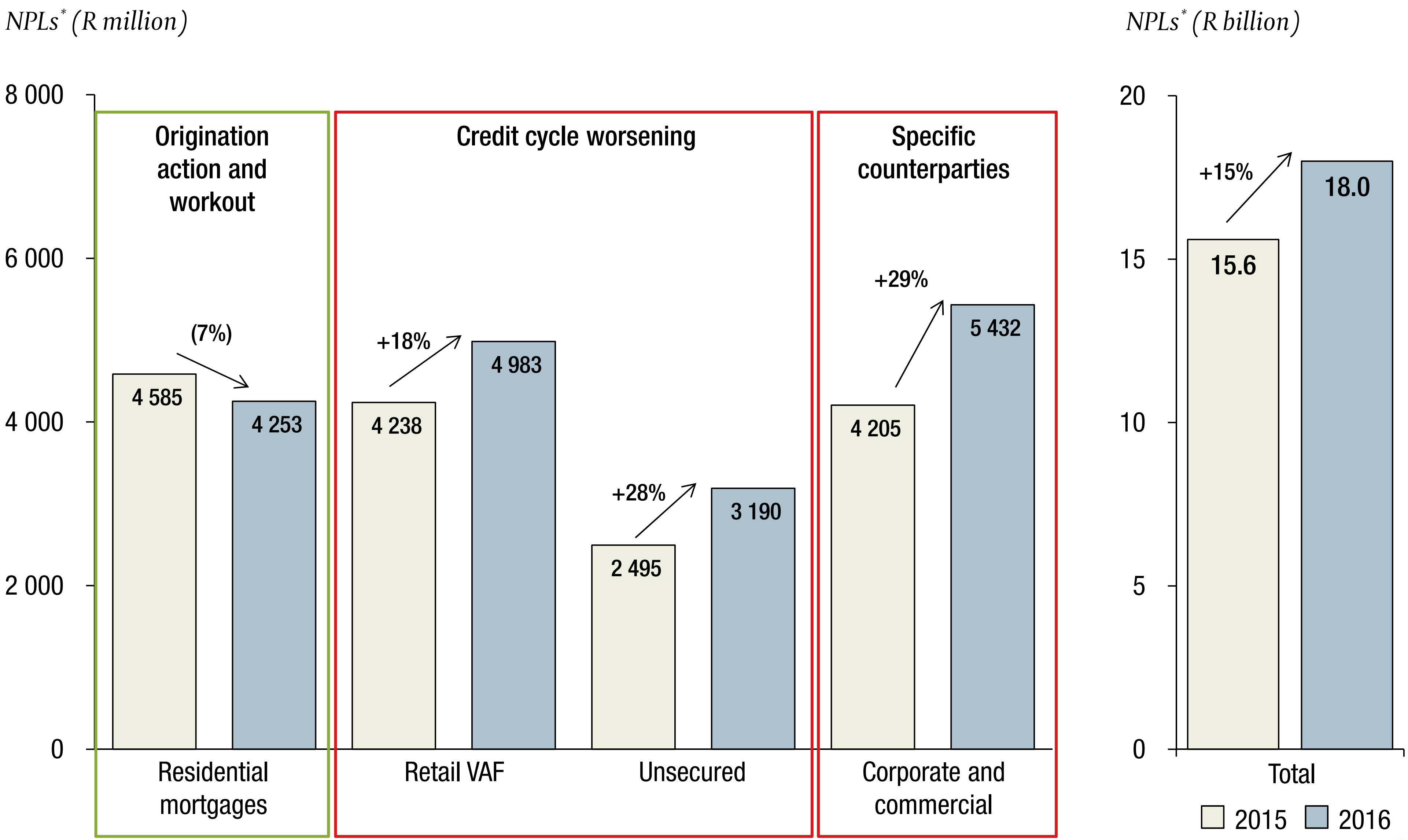


Topline growth resilient

NORMALISED EARNINGS (R million)



Operational NPL trend reflects macros and cycle



* Operational NPLs – excludes the impact of the distressed debt reclassification in FNB (R953 million – this increased NPLs by 5%).

Paying debt review customers require lower coverage

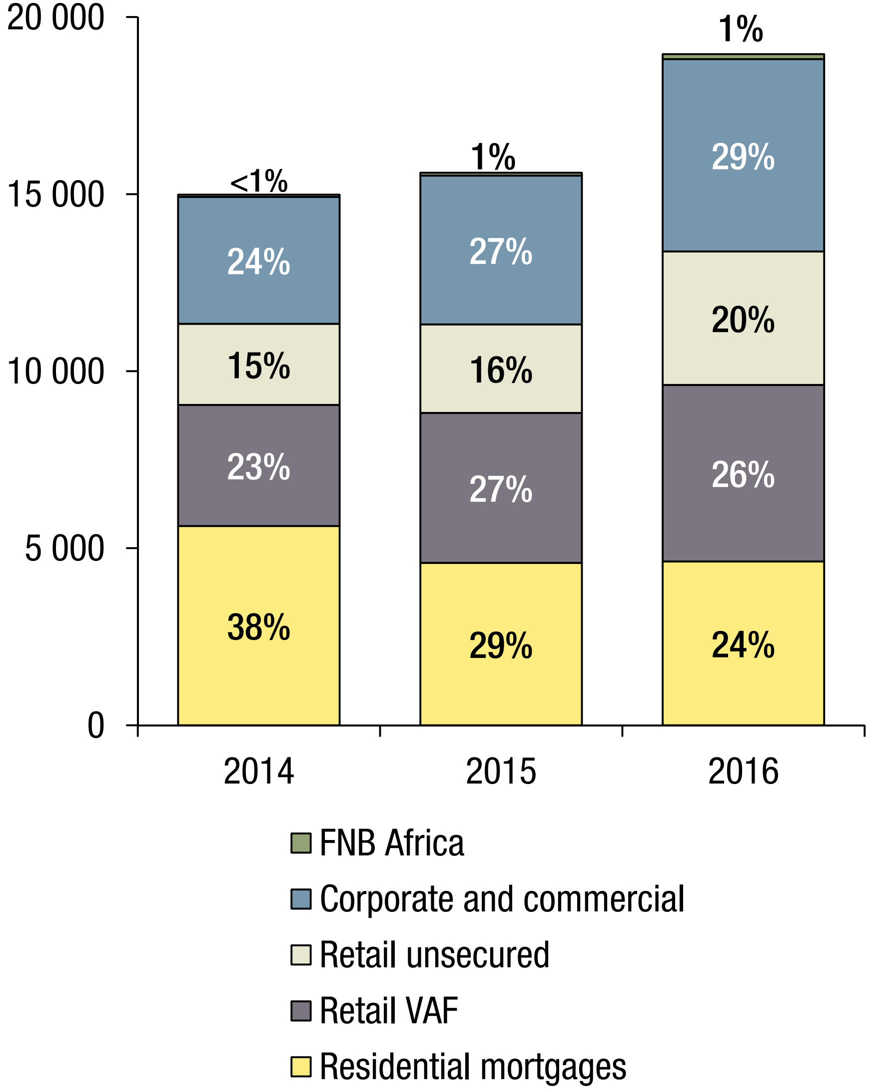
COVERAGE RATIOS (%)	DEBT REVIEW COVERAGE		NON-DEBT REVIEW		TOTAL NPL COVERAGE	
	2016	2015*	2016	2015	2016	2015
FNB credit card	43.0	–	76.0	72.7	67.3	72.7 ▼
FNB retail other	43.0	–	75.6	77.6	70.4	77.4 ▼
FNB loans	66.7	–	70.1	74.3	69.3	74.3 ▼
WesBank loans	32.6	46.6	70.2	67.7	41.2	52.8 ▼
SA retail VAF	18.3	25.2	40.5	38.4	29.5	31.9 ▼

Coverage appropriate given higher payment profile of reclassified NPLs

** 2015 not restated for FNB and coverage not calculated.*

Overall coverage remains appropriate

NPLs (R million)



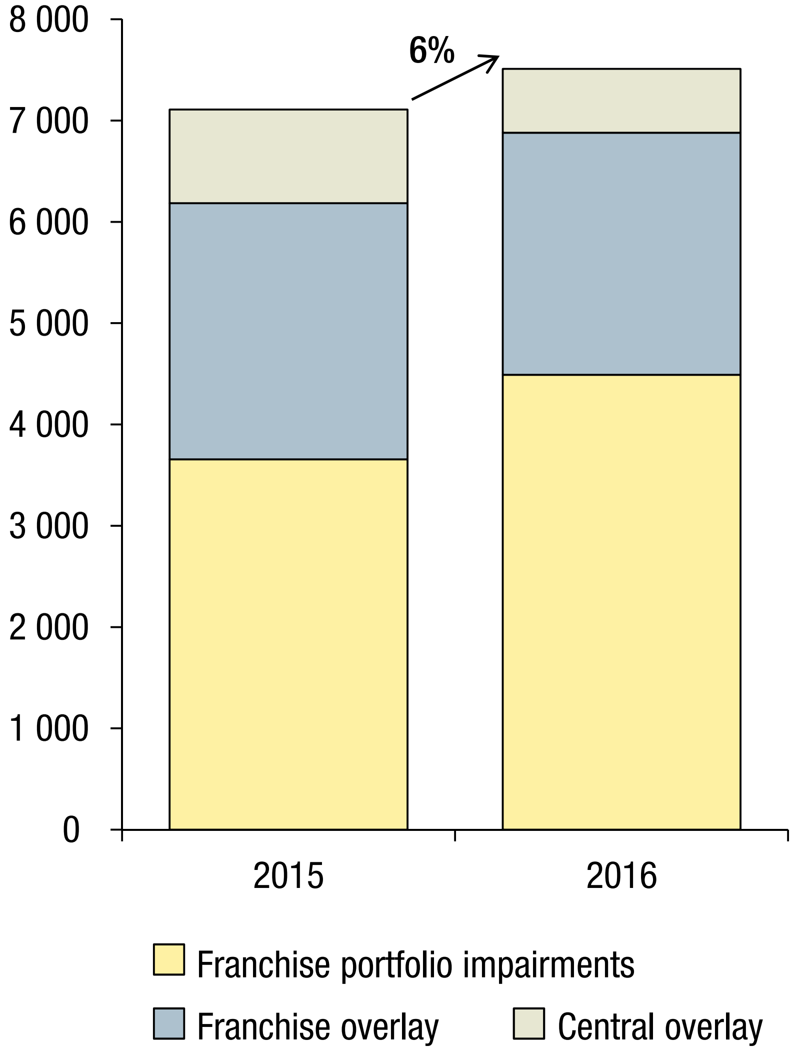
COVERAGE RATIOS (%)	2016	2015
Retail – secured	26.3	26.1
Residential mortgages	21.9	20.1
VAF	30.3	32.5
SA	29.5	31.9
UK (MotoNovo)	61.1	62.7
Retail – unsecured	60.7	66.9
Credit card	67.3	72.7
Personal loans*	55.1	62.0
Retail – other	70.4	77.4
Corporate and commercial	44.1	56.5
FNB Africa	67.6	77.5
Specific impairments	38.6	41.0
Portfolio impairments**	39.6	45.6
Total coverage ratio	78.2	86.6

* *Includes FNB and WesBank loans.*

** *Includes portfolio overlays.*

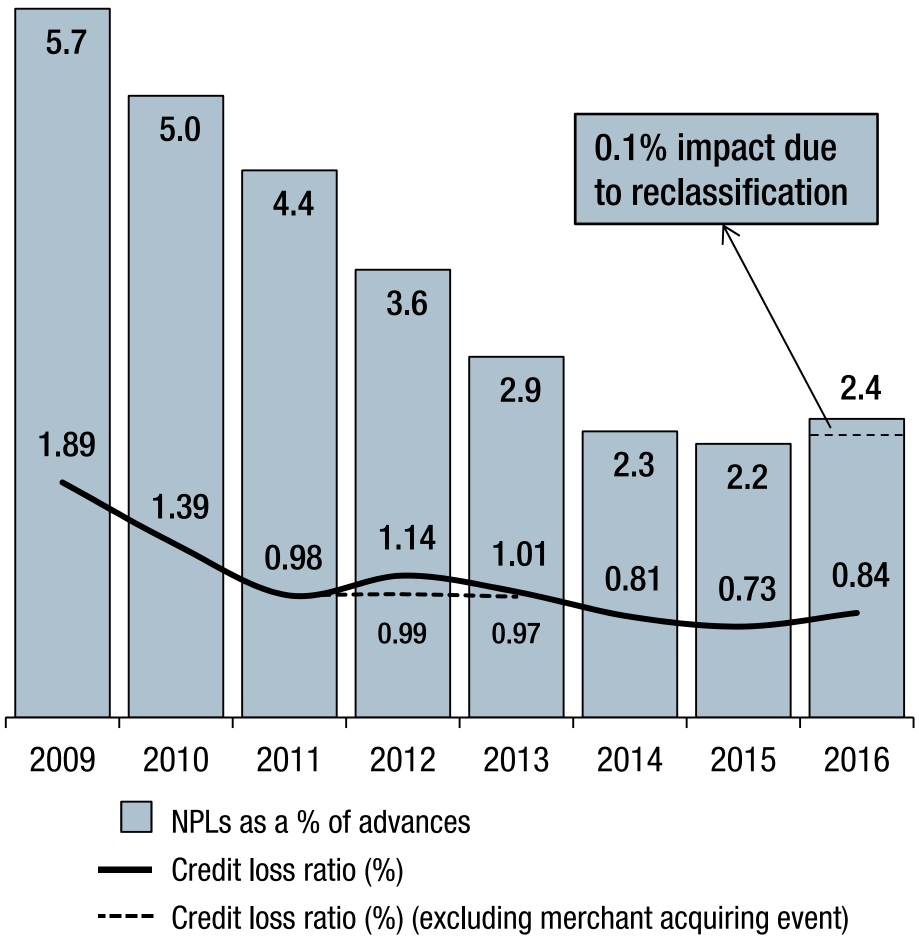
Total portfolio provisions increased with franchise overlays maintained

PORTFOLIO IMPAIRMENTS (R million)



	2016	2015
Portfolio impairments as % of performing book	**0.99**	1.01
Credit loss ratio (%)	**0.84**	0.73
Portfolio impairments (R million)	**7 510**	7 109

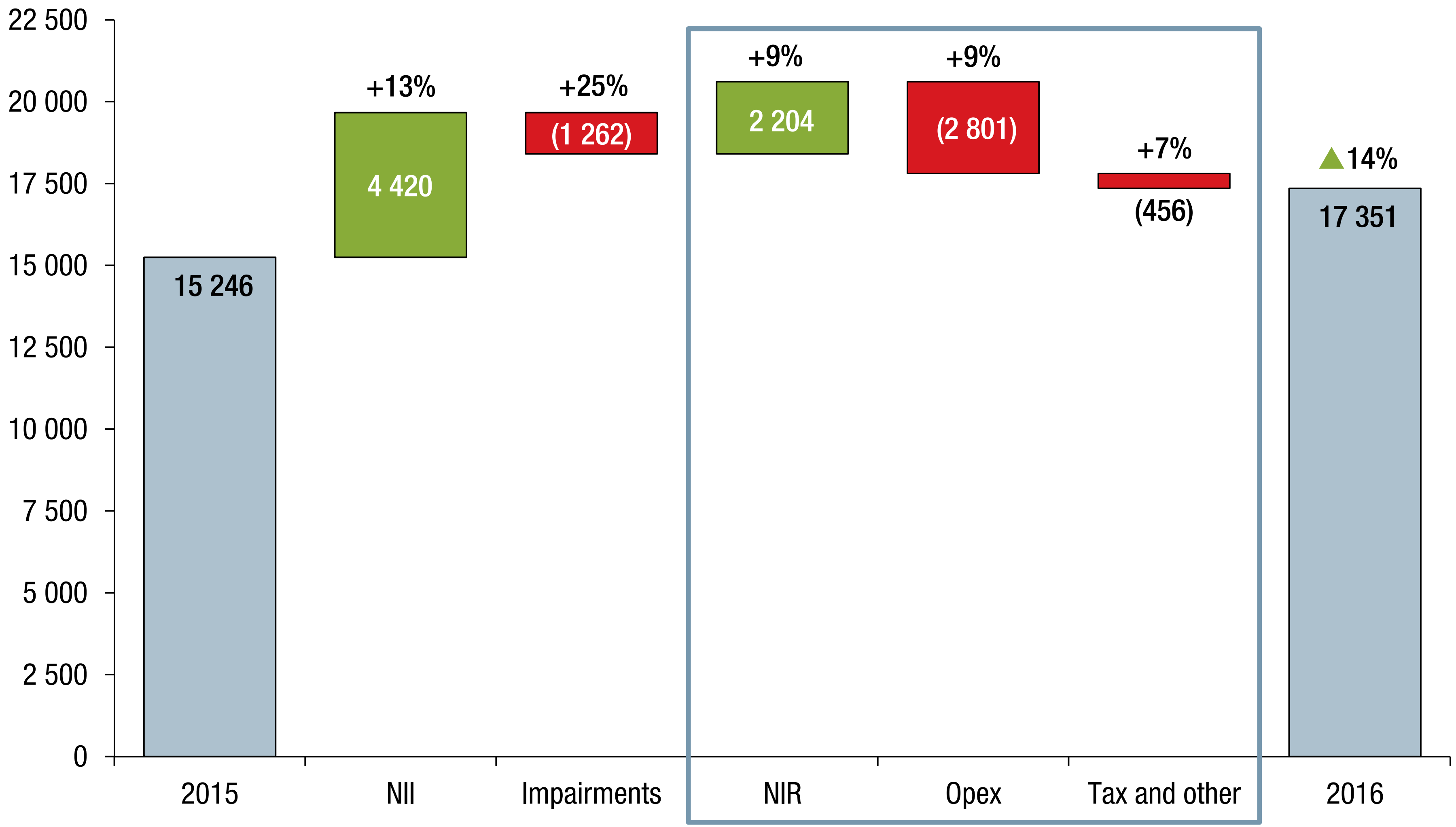
Cycle emergence now reflecting in credit performance



CREDIT LOSS RATIO (%)	2016	2015
Retail – secured	**0.68**	0.52
Residential mortgages	**0.21**	0.06
VAF	**1.40**	1.22
SA	**1.41**	1.27
UK	**1.36**	0.96
Retail – unsecured	**5.60**	4.81
Credit card	**2.73**	1.08
Personal loans	**7.85**	6.71
FNB	**7.20**	5.42
WesBank	**8.73**	8.45
Retail – other	**5.66**	6.82
Total retail	**1.49**	1.17
Corporate and commercial	**0.30**	0.39
FNB Africa	**(0.33)**	0.88
FCC (including Group Treasury)	**(0.04)**	(0.04)
Total credit loss ratio	**0.84**	0.73

Topline growth resilient

NORMALISED EARNINGS (R million)



NIR driven by strong client franchise; costs up on the back of investment strategy

- Non-interest revenue (NIR) +9%:
  - Fee and commission income +6% (represents 78% of NIR)
    - FNB grew NIR 6%, despite year-on-year reduction of c.R300 million in interchange fees and 14% increase in allocated rewards, in line with strategy to migrate clients to electronic transaction channels
    - WesBank's 11% NIR growth underpinned by 18% growth in new business volumes and strong MotoNovo (UK) performance
    - Robust knowledge-based fee income underpinned by high levels of advisory and structuring fees
- Operating expenses +9%:
  - Staff costs increased 8% (direct staff costs +15% and other staff related expenditure -2%)
  - Ongoing investment in capacity and expansion initiatives, and was also negatively impacted by the rand depreciating against international currencies year-on-year
- Direct taxation +8%:
  - Effective tax rate reduced marginally from 25.1% to 24.2%, impacted by slower growth in standard-rated NII and NIR, e.g. fee and commission income

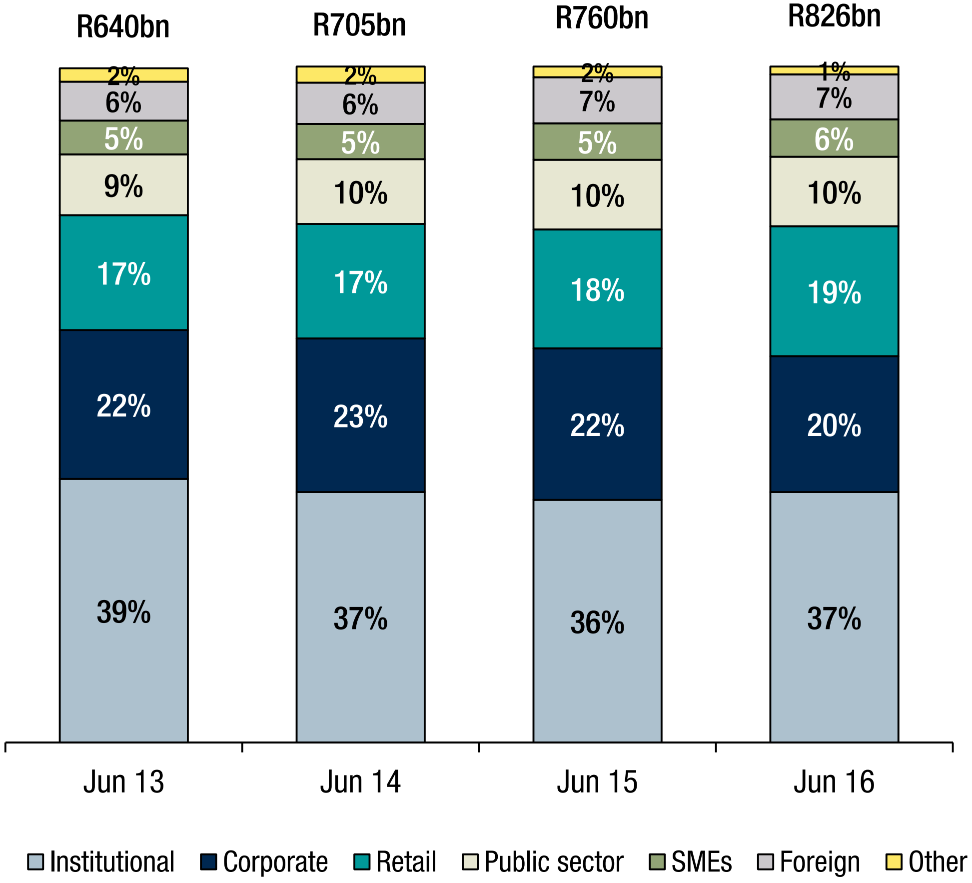
FUNDING AND LIQUIDITY

(incl. update to regulatory framework)

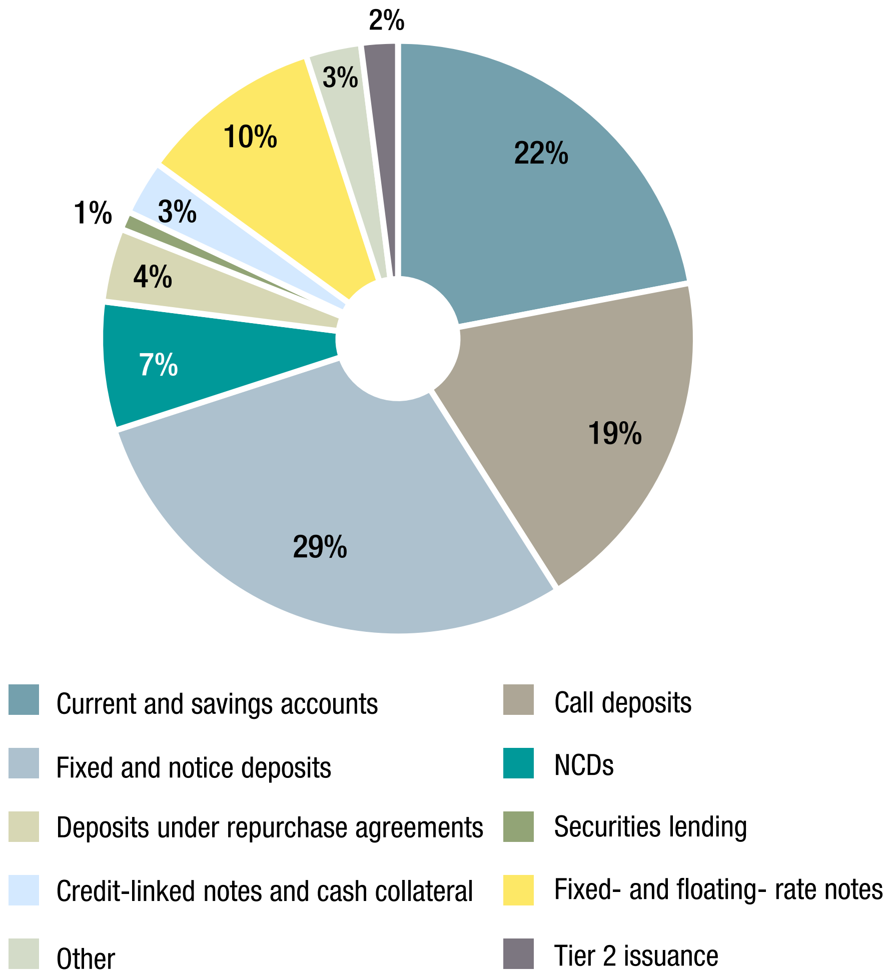
FIRSTRAND BANK

Strong focus on building a diversified funding base

SOURCES OF FUNDING



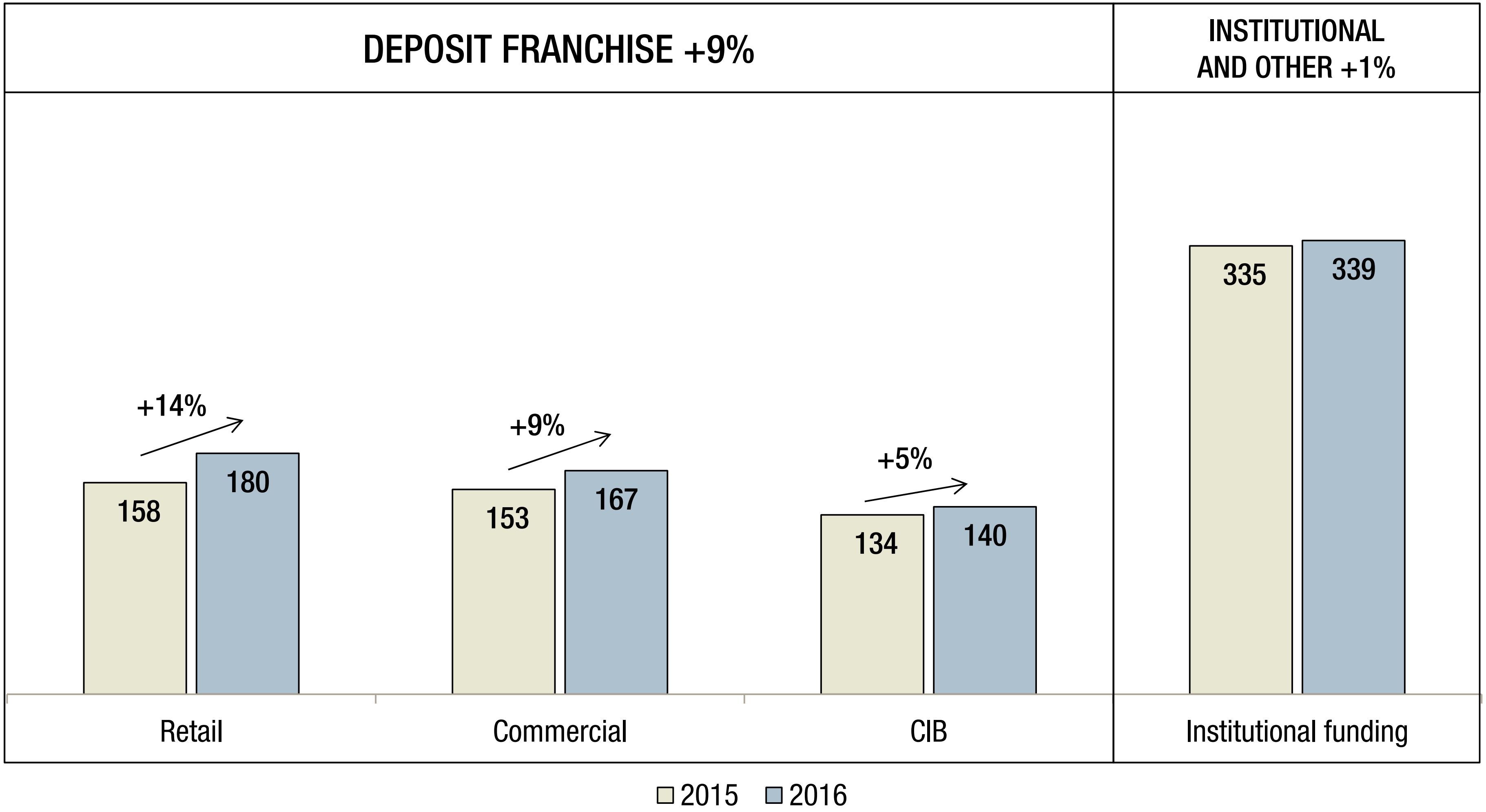
FUNDING INSTRUMENTS



Source: FRB SARB BA900, BA100, June 2016.

FRB funding strategy continues to be anchored in the deposit franchise

SOURCES OF FUNDING AS AT 30 JUNE 2016



Source: FRB analysis of financial results for the year ended 30 June 2016.

Update on liquidity ratios

Liquidity coverage ratio (LCR)

- LCR phase-in requirements continue with minimum requirement (2016: 70% and 2017: 80%)
- Exceed minimum requirements – incorporating a management range
- Expected volatility in LCR ratio due to seasonal factors and flows of government finances
- Level playing fields work continues
- Important to enable a fair and efficient market
- Industry work group with BASA, SAICA and SARB to try improve consistency

Net stable funding ratio (NSFR)

- Welcome the change to the ASF for FI deposits <6m to 35%, considering regulatory and economic barriers that prevent liquidity from flowing out of the domestic economy
- In addressing the LCR FirstRand adopted strategies that improve structural liquidity risk thereby also assisting with NSFR compliance
- FRB estimates that we exceed minimum requirements on a pro forma basis
- CLF has been excluded from NSFR
- NSFR treatment of derivatives retains an asymmetry

FRB on track to comply with end-state requirements

FRB requires a sustainable, efficient diversified funding strategy for international market access

- Group has adopted a conservative approach to external financing risk
  - Considering the external debt of all South African entities
  - Considering all claims on SA Inc's repayment capacity
  - Confidence and export receipt
  - Taken an approach to not add to the natural risk position of SA Inc
- FRB has maintained hard currency LCR and NSFR in excess of 100%
  - Stable funding against assets limits refinancing risk
- Evolving the operating structure
  - Need to employ a structure and funding strategy that allows counterparties closer to assets, ring-fenced from SA operating entity
  - Creates flexibility, should enhance availability, efficiency and more diversified foreign currency funding

Proactive funding strategies

EMTN programme

- USD 500 million 5-year bond due 2020

CHF programme (Six Swiss Exchange)

MotoNovo Finance

- Turbo ABS securitisation programme
  - 6 successful issues
- Committed secured financing

Bilateral facilities

Syndicated loans

DFI facilities

Trade finance facilities

- USA, Europe
- Middle East and Asia

Secured financing facilities

Bespoke structured financing

Protect and enhance market access

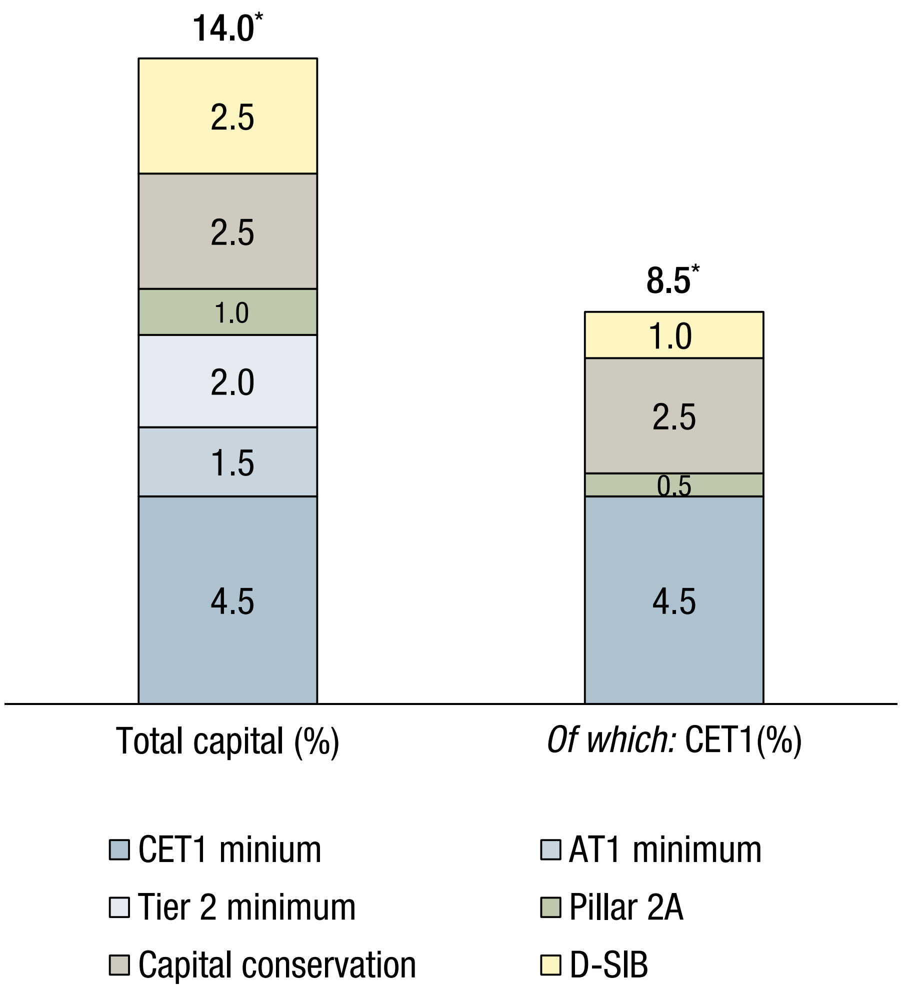
- Within our external balance sheet consider both liquidity risk and business risks
- Possible rating downgrade reflected in stress testing, credit origination and balance sheet strength
- FRB is now an operating CLS member
- FRB is a euroclear and clearstream member
- FRB is an LCH member via FirstRand Securities Limited (UK entity)
- To provide sustainable funding access for MotoNovo we are exploring alternative funding options

CAPITAL

(incl. update to regulatory framework)

FIRSTRAND BANK

Final capital framework for South Africa fully aligned to Basel III



Individual capital requirement or Pillar 2B

- Bank-specific individual capital requirement
- Not disclosed externally
- Met with all components of capital

D-SIB

- Systemic importance of banks
- Reflects higher loss absorbency requirements
- Met with all components of capital

Capital conservation

- Restrictions on dividends and other discretionary payments
- Met solely with CET1 capital

Pillar 2A

- Systemic risk capital requirement
- Met with all components of capital

** Excludes bank-specific individual capital requirement or Pillar 2B.*

Capital position as at 30 June 2016 – targets aligned to end state

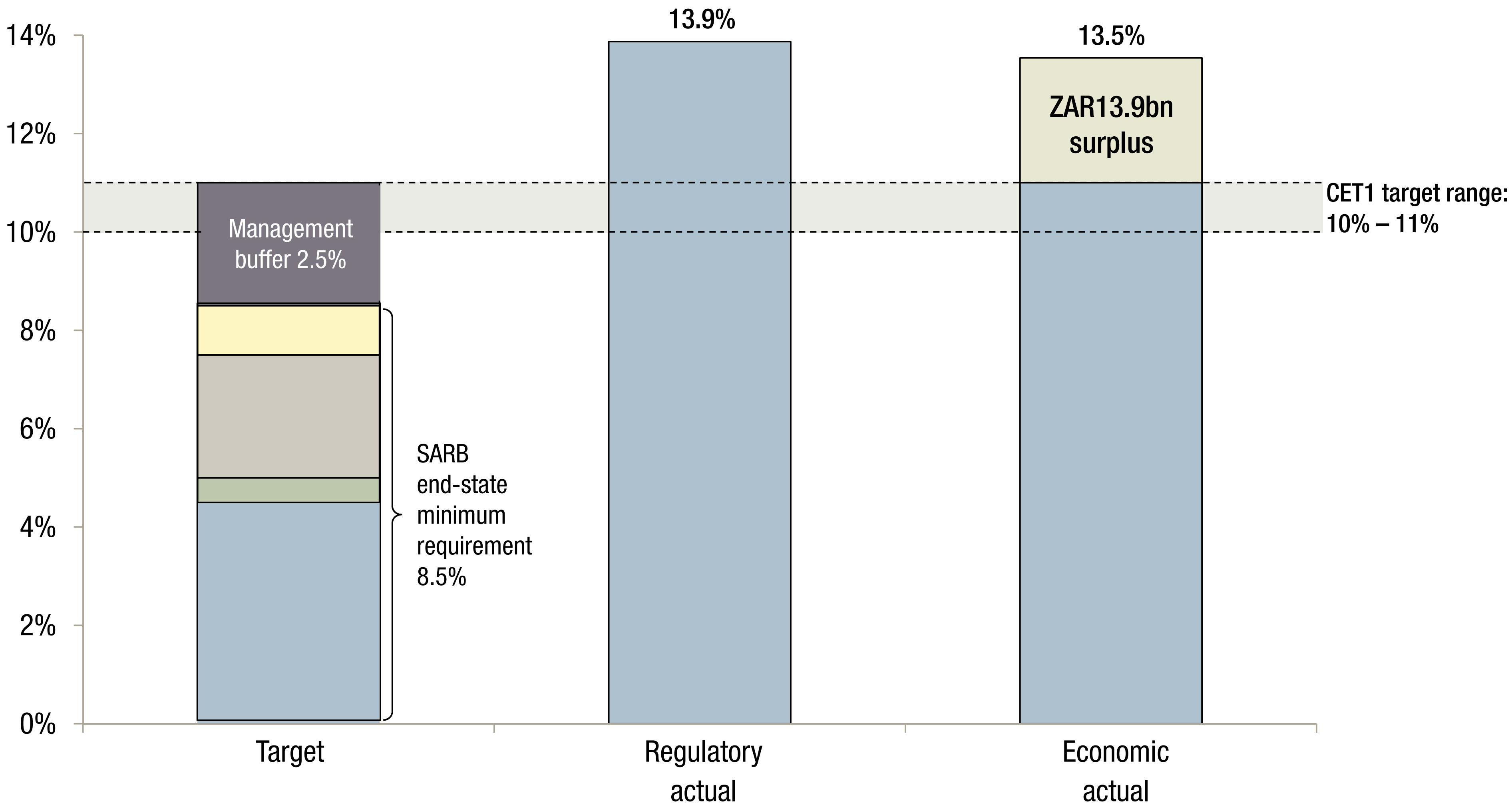
%	June 2016	Targets
CET1	13.9	10.0 – 11.0
Tier 1	14.2	>12.0
Total	17.1	>14.0
Of which:		
Tier 2	2.9	>2.0
- Basel III	2.1	
- Old style	0.8	

- Target and maintain optimal level and composition of capital
- Raise capital in good times, not when needed (all capital types)

Comfortably exceeds internal targets and regulatory minimum

Solid CET1 ratio as at 30 June 2016

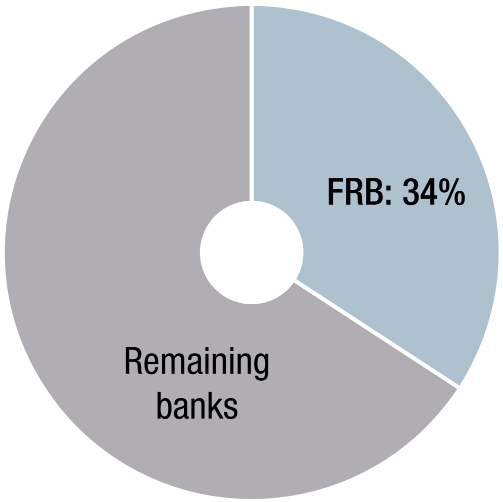
CET1 RATIO



Note: Economic capital excludes volatile reserves, i.e. available-for-sale and foreign currency translation reserves.

Domestic market already embracing new generation instruments

TIER 2 ISSUANCE IN SA



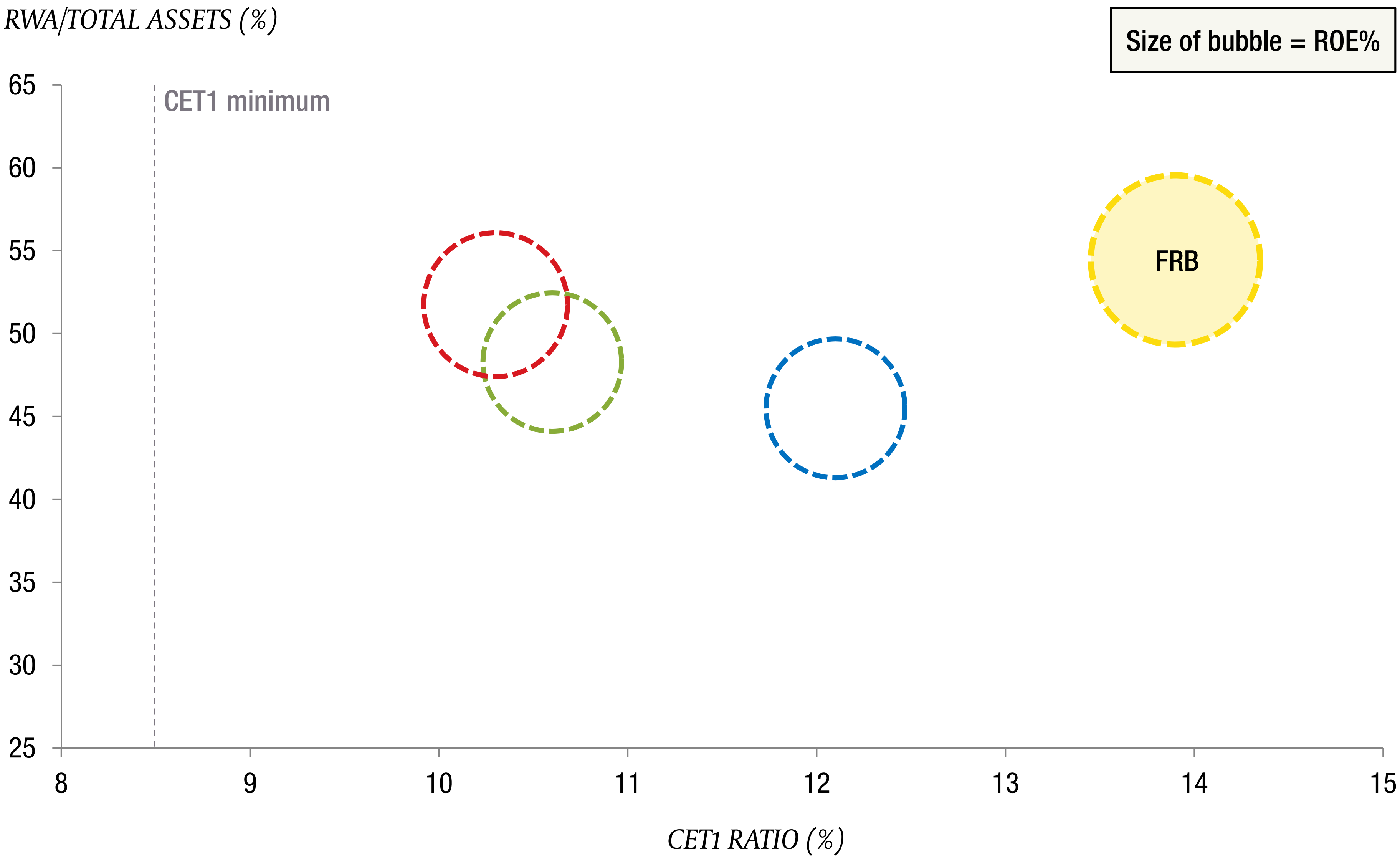
FRB TIER 2 ISSUANCE

	R billion
2014	4.7
2015	4.4
2016	2.6
Total	**11.7**
= 2.1% of RWA	

- Issuance since 2014: language aligned to Basel III
- Well understood by investor base in South Africa
- Frequent issuer, managing roll-over profile

First issuance of AT1 by competitor bank in 2016

SA banks well capitalised despite conservative approach to RWA



Sources: FRB analysis of financial results as at 30 June 2016; peer bank annual reports as at 31 December 2015.

Leverage is supplementary to risk-based capital ratio

2013	2015	2017	2018
Basel III implementation	Disclosure requirements	Final recalibrations and adjustments to definitions	Migrate to Pillar 1 requirement
Monitoring phase			Final

%	June 2016
Actual	7.2
SARB minimum requirement	4.0
BIS minimum requirement	3.0
Internal target	>5.0

Comfortably exceeds SARB leverage requirement of 4%

Loss absorbency requirements for capital instruments

- Basel III framework has redefined bank capital instruments, globally
  - SARB requirements fully aligned
- Principal loss absorbency requirements applicable to Additional Tier 1 and Tier 2
  - Statutory or contractual requirement
  - Statutory legislation expected in South Africa
    - Currently contractual with option to switch to statutory subject to regulatory approval
- Loss absorbency mechanisms
  - Write-off or conversion permitted in South Africa

Europe	Statutory
Turkey, Brazil, Singapore, Russia, Australia	Contractual
South Africa	Contractual

Basel Guidelines on non-viability 12 Jan 2011

The trigger event is the earlier of:

(i) A decision that write-off, without which the bank would become non-viable, is necessary, as determined by the relevant authority; or

(ii) the decision to make a public sector injection of capital, or equivalent support, without which the bank would become non-viable as determined by the relevant authority.

FRB documentation fully aligns with Basel III

In accordance with the Capital Regulations, Tier 2 notes issued under and pursuant to this applicable pricing supplement will be subject to write-off if a trigger event occurs in relation to the issuer.

“Trigger event” means the trigger event specified in the Registrar of Bank’s Trigger Event Notice by the Registrar of Banks as contemplated in Regulation 38(14)(a)(i) of the Regulations relating to Banks, provided that the minimum trigger event shall be the earlier of:

(i) A decision that write-off, without which the bank would become non-viable, is necessary as determined and notified by the Registrar of Banks; or

(ii) A decision to make a public sector injection of capital without which the bank would become non-viable as determined and notified by the Registrar of Banks.

South Africa evolving resolution regime

- Broadly in line with FSB's *Key Attributes of Effective Resolution Regimes for Financial Institutions*
- White paper jointly released in September 2015, *Strengthening South Africa's Resolution Framework for Financial Institutions*
    - Concept of point of resolution (POR) and related criteria
    - No creditor worse off (NCWO)
    - Total loss absorbing capacity (TLAC) – requirement, definition and composition
- Finalisation of paper will form the basis of a Special Resolution Bill (SRB)
- To date various workshops and industry initiatives held
- Draft framework expected by the end of 2016

CONCLUSION

FIRSTRAND BANK

In summary, FirstRand Bank is well positioned for the cycle

- Strong financial position
  - Proactively provided for credit cycle
  - Strong capital position
  - Integrated funding and liquidity management
- Earnings should remain resilient
  - Quality and diversification underpin earnings resilience
  - Bad debts likely to increase but in line with cycle and portfolio expectations

Important notice

THIS PRESENTATION IS NOT AN OFFER OR SOLICITATION OF AN OFFER TO BUY OR SELL SECURITIES. IT IS SOLELY FOR USE AT AN INVESTOR MEETING AND IS PROVIDED FOR INFORMATION ONLY.

THIS PRESENTATION IS NOT FOR PUBLICATION, RELEASE OR DISTRIBUTION, DIRECTLY OR INDIRECTLY, INTO AUSTRALIA, CANADA, JAPAN OR THE UNITED STATES OR ANY OTHER JURISDICTION IN WHICH IT WOULD BE UNLAWFUL TO DO SO.

By electing to view this presentation, you agree to be bound by the following limitations:

The information in this presentation has been prepared by FirstRand Bank Limited (**FRB**) for the purposes of information only. This presentation may not be relied upon for the purpose of entering into any transaction.

The information herein has not been independently verified and no representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained herein. The information set out herein may be subject to updating, revision, verification and amendment and such information may change materially. FRB is under no obligation to update or keep current the information contained in this presentation and any opinions expressed herein are subject to change without notice. None of FRB and any of its respective affiliates, subsidiaries, advisers or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss whatsoever arising from any use of this presentation or its contents, or otherwise arising in connection with this presentation.

FRB makes no representation or warranty, express or implied, that its future operating, financial or other results will be consistent with results implied, directly or indirectly, by such information or with FRB's past operating, financial or other results. Any information herein is as of the date of this presentation and may change without notice. FRB undertakes no obligation to update the information in this presentation. In addition, information in this presentation may be condensed or incomplete, and this presentation may not contain all material information in respect of FRB.

This presentation is the sole responsibility of FRB and has not been approved by any regulatory authority. The information contained in this presentation has not been independently verified. To the extent available, the industry, market and competitive position data contained in this presentation come from official or third-party sources. Third-party industry publications, studies and surveys generally state that the data contained therein have been obtained from sources believed to be reliable, but that there is no guarantee of the accuracy or completeness of such data. Accordingly, undue reliance should not be placed on any of the industry, market or competitive position data contained in this presentation. The information and opinions contained in this presentation are provided as at the date of this presentation and are subject to change without notice.

No representation, warranty or undertaking, expressed or implied, is or will be made by FRB and no reliance should be placed on, the truth, fairness, accuracy, completeness or correctness of the information or the opinions contained herein (and whether any information has been omitted from the presentation). To the extent permitted by law, FRB and each of their respective directors, officers, employees, affiliates, advisors and representatives disclaims all liability whatsoever (in negligence or otherwise) for any loss however arising, directly or indirectly, from any use of this presentation or its contents or otherwise arising in connection with this presentation.

Important notice (continued)

This presentation does not constitute an offer for sale or subscription of, or solicitation of any offer to buy or subscribe for, any securities of FRB nor should it or any part of it form the basis of, or be relied on in connection with, any contract or commitment whatsoever. This presentation does not constitute a recommendation regarding any securities of FRB.

Neither this document nor any copy of it may be taken or transmitted into the United States of America, its territories or possessions or distributed, directly or indirectly, in the United States of America, its territories or possessions or to any U.S. person (as defined in Rule 902 of Regulation S under the U.S. Securities Act of 1993, as amended (the "Securities Act")).

Neither this document nor any copy of it may be taken or transmitted into Australia, Canada or Japan or to persons or to any securities analyst or other person in any of those jurisdictions. Any failure to comply with these restrictions may constitute a violation of Australian, Canadian or Japanese securities law. The distribution of this document in other jurisdictions may be restricted by law and persons into whose possession this document comes should inform themselves about, and observe, any such restrictions.

This document is only being distributed to, and is only directed at, (1) persons who are outside the United Kingdom or (2) investment professionals falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the "Order") or (3) high net worth companies, and other persons to whom it may lawfully be communicated, falling within Article 49(2)(a) to (d) of the Order (all such persons together being referred to as "Relevant Persons").

In any European Economic Area Member State that has implemented Directive 2003/71/EC (together with any applicable implementing measures in any Member State, the "Prospectus Directive"), this document is only addressed to Qualified Investors in that Member State within the meaning of the Prospectus Directive.

The information in this presentation is given in confidence and the recipients of this presentation should not engage in any behaviour in relation to qualifying investments or related investments (as defined in the Financial Services and Markets Act 2000 (FSMA) and the Code of Market Conduct (or equivalent) made pursuant to FSMA) which would or might amount to market abuse for the purposes of FSMA.

This presentation does not disclose all the risks and other significant issues related to an investment in any securities/transaction.

This presentation includes FRB figures presented on a normalised basis to take into account certain non-operational items and accounting anomalies. A detailed description of the differences between FRB's normalised and IFRS information is provided in FRB's analysis of financial results for the year ended 30 June 2016.

Certain analysis is presented herein and is solely for purposes of indicating a range of outcomes that may result from changes in market parameters. It is not intended to suggest that any outcome is more likely than another, and it does not include all possible outcomes or the range of possible outcomes, one of which may be that the investment value declines to zero. This presentation may include forward-looking statements that reflect FRB's intentions, beliefs or current expectations. Forward-looking statements involve all matters that are not historical by using the words "aim", "continue", "plan", "may", "will", "would", "should", "expect", "intend", "estimate", "anticipate", "believe" and similar expressions or their negatives. Such statements are made on the basis of assumptions and expectations that FRB currently believes are reasonable, but could prove to be wrong or differ materially from actual results.

By accepting the presentation you will be taken to have represented, warranted and undertaken that (i) you are a Relevant Person (as defined above); (ii) you have read and agree to comply with the contents of this notice; and (iii) you will treat and safeguard as strictly private and confidential this document and its contents and any comments made during the meeting and take all reasonable steps to preserve such confidentiality.

ANNEXURES

FIRSTRAND BANK

Summary features of AT1 capital under Basel III

FEATURES	BASEL III	SARB
Ranking	Subordinated to Tier 2	✓
Maturity	Perpetual	✓
Optional redemption	Callable only after 5 years	✓
Early redemption	Tax and regulatory only	✓
Incentives to redeem	Step-ups not allowed	✓
Coupon reset	Permitted	✓
Deferral	• Full discretion to cancel distributions • Distributions must be paid only out of distributable items • Distributions restricted once issuer is within capital conservation and other buffers	✓
Accumulation	Deferred distributions must be canceled	✓
Dividend stopper	Permitted for limited period (must not hinder recapitalization)	✓
Dividend pusher	Not permitted	✓
Non-viability loss absorption	Required (statutory or contractual)	Contractual approach
CET1 loss absorption trigger level	• Liability-accounted instruments require 5.125% CET1 trigger • Not required for equity-accounted instruments	• Liability-accounted instruments require 5.875% CET1 trigger • Not required for equity-accounted instruments

Summary features of Tier 2 capital under Basel III

FEATURES	BASEL III	SARB
Ranking	Subordinated to senior unsecured obligations	✓
Maturity	Dated (minimum 5 year maturity)	✓
Optional redemption	Callable only after 5 years	✓
Early redemption	Tax and regulatory only	✓
Incentives to redeem	Step-ups not allowed	✓
Coupon reset	Permitted	✓
Deferral	Not required (Tier 2 can be must-pay securities)	✓
Accumulation	Not applicable	✓
Dividend stopper	Not applicable	✓
Dividend pusher	Not applicable	✓
Non-viability loss absorption	Required (contractual or statutory)	Contractual approach
CET1 loss absorption trigger level	Not required	✓

Future developments under review

- Credit risk
  - Constraints on internal models
  - Revisions to standardised approach
- Capital floors (based on standardised approaches)
- Sovereign risk
- Expected loss/IFRS 9
- Operational risk
- Market risk – fundamental review of the trading book
- Interest rate risk in the banking book
- TLAC holdings
- Leverage