

for the year ended 30 June 2016



**results
presentation**



FIRSTRAND

RESULTS PRESENTATION
for the year ended 30 June 2016

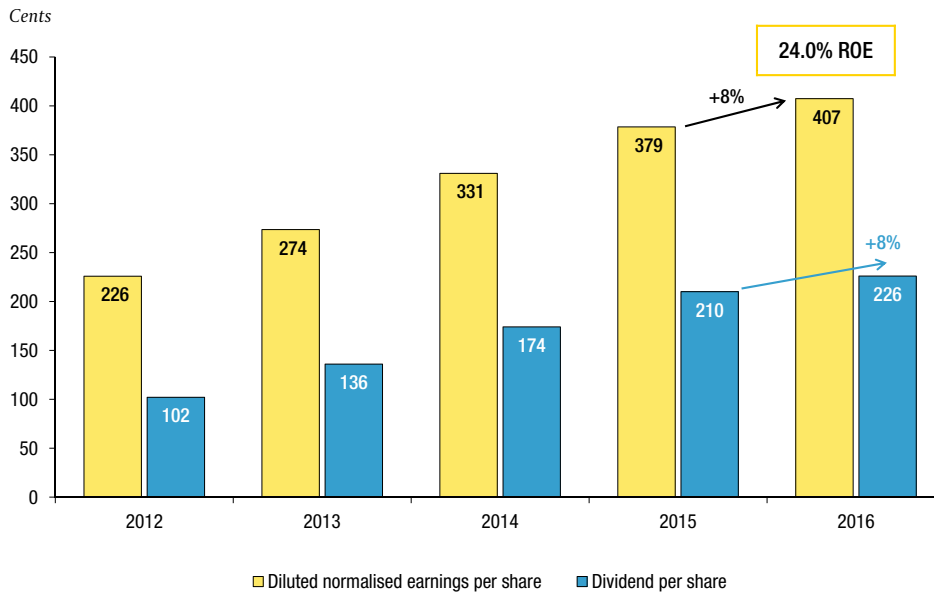


introduction

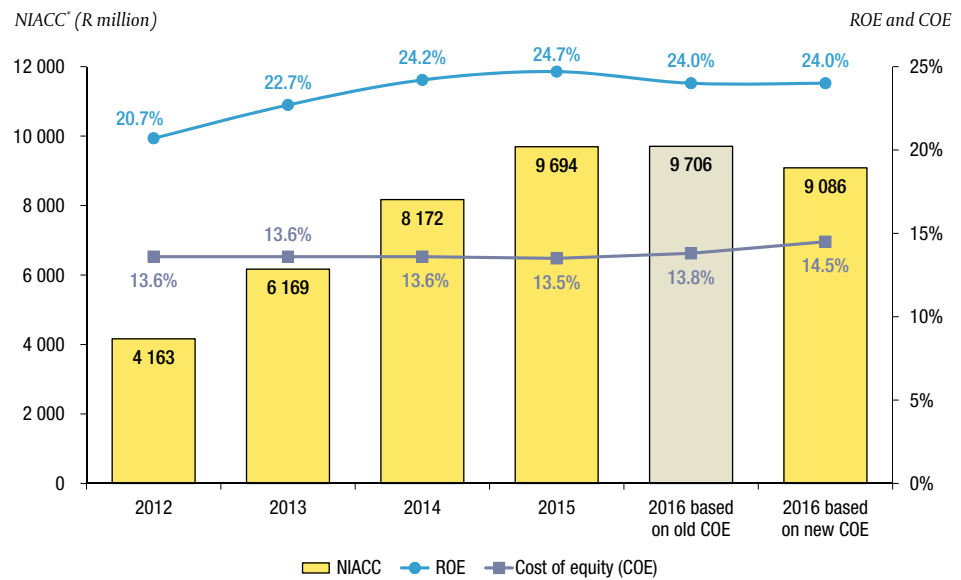


FIRSTRAND

EPS and DPS continued to grow off a high base



Strong economic profit generation despite impact of higher cost of equity



* Net income after capital charge.

Striking the appropriate balance between risk, return and growth

Credit origination/pricing vs ROE preservation

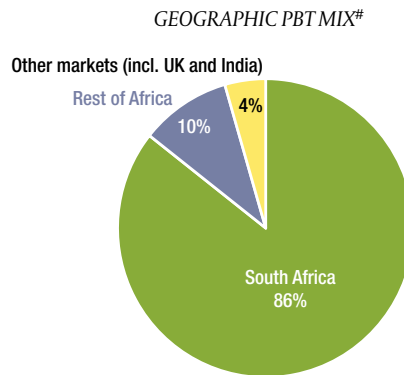
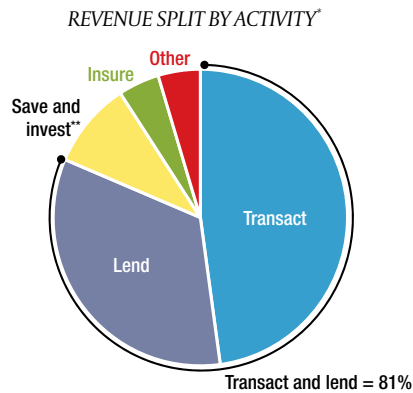
Short-term 'g' vs Long-term 'g'

Risk off → Less volatile, more sustainable earnings

Investing → Long-term growth and diversification

Anchored to NIACC-positive earnings growth

FirstRand's portfolio represents good opportunities for growth



SOUTH AFRICA

- Lending and transactional still dominate – have grown and protected these franchises
- Broaden financial services offering – starting to see traction

REST OF AFRICA

- Strategy delivering
- Build in-country franchises a priority

OTHER MARKETS (UK AND INDIA)

- Protect counterparty status and access to hard currency funding
- Diversification (grow MotoNovo business)

* Based on gross revenue, excluding consolidation adjustments.

** Includes private equity, deposit taking and investment management.

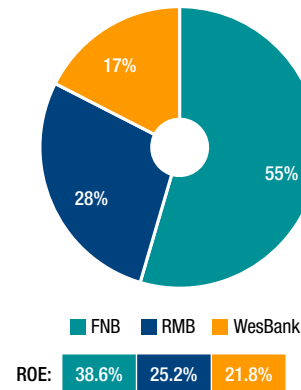
Based on PBT (incl. GTSY), excluding FCC, FirstRand company, consolidation adjustments and NCNR preference dividend.



Operating franchises performed well

NORMALISED EARNINGS (R million)	2016	2015	% change
FNB	12 282	11 385	8 ▲
RMB	6 287	5 758	9 ▲
WesBank	3 941	3 221	22 ▲

FRANCHISE SPLIT OF NORMALISED EARNINGS*



* Excludes FCC (incl. Group Treasury), FirstRand company, consolidation adjustments and NCNR preference dividend.



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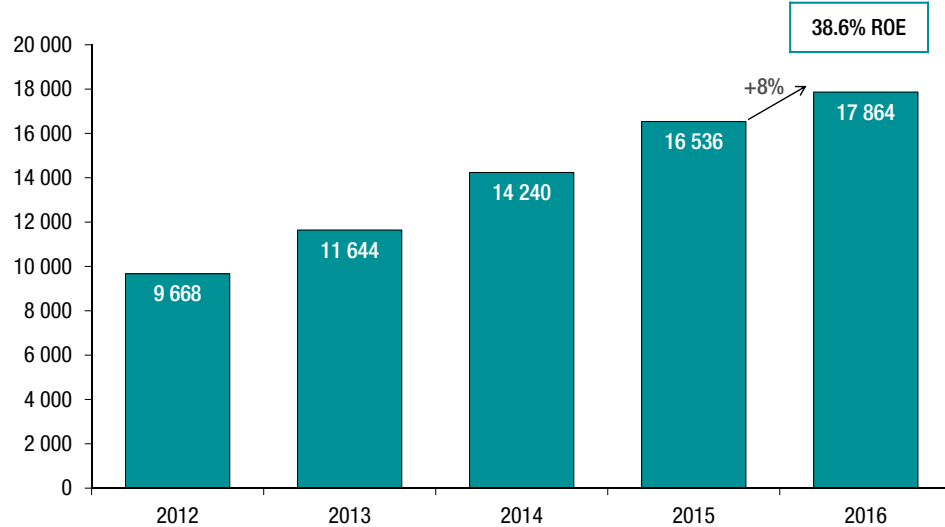


review of operations



FNB performance reflects success of consistent strategy

NORMALISED PBT (R million)

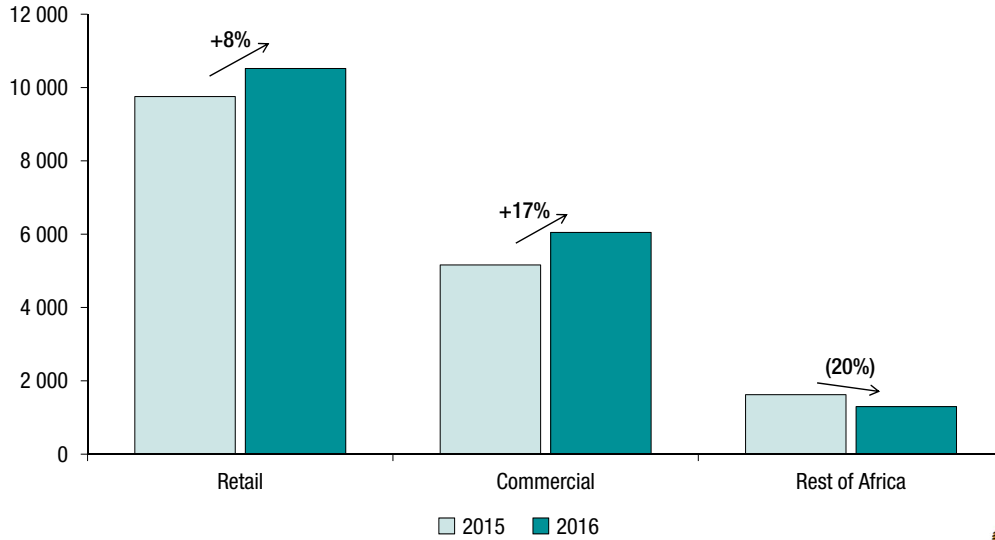


Years prior to 2015 have not been restated for refined rest of Africa segmentation. Years prior to 2014 have not been restated for allocation of FCC costs and return on capital.



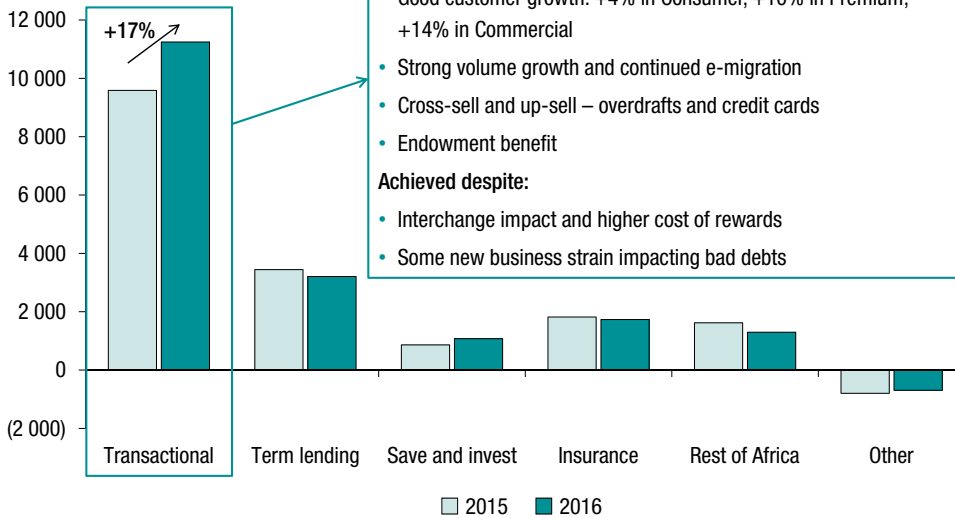
Domestic franchise performed well in tough environment

NORMALISED PBT (R million)



Transactional franchise very resilient

NORMALISED PBT (R million)



Strong growth driven by:

- Good customer growth: +4% in Consumer, +10% in Premium, +14% in Commercial
- Strong volume growth and continued e-migration
- Cross-sell and up-sell – overdrafts and credit cards
- Endowment benefit

Achieved despite:

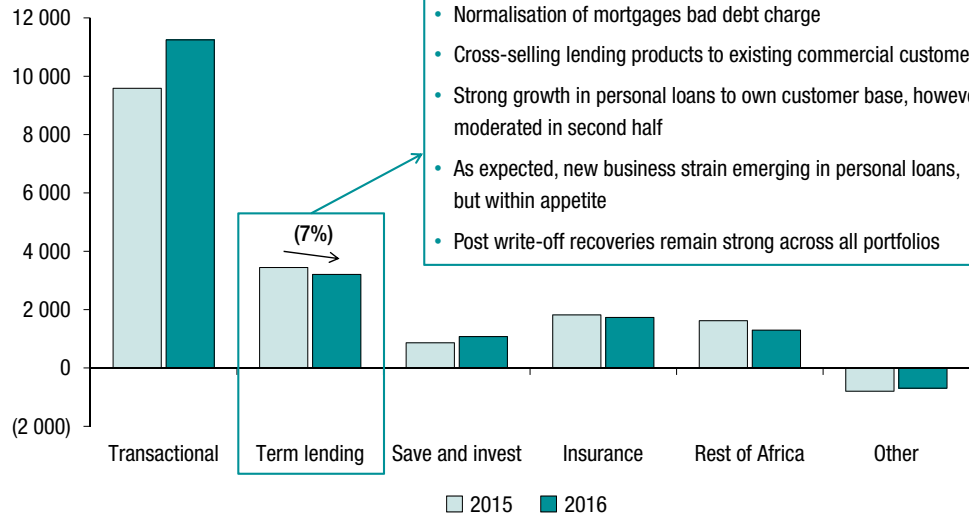
- Interchange impact and higher cost of rewards
- Some new business strain impacting bad debts

*Transactional includes transactional deposit products and deposit endowment, overdrafts and credit cards.
Insurance includes embedded credit protection.*



Term lending performance reflects credit cycle

NORMALISED PBT (R million)



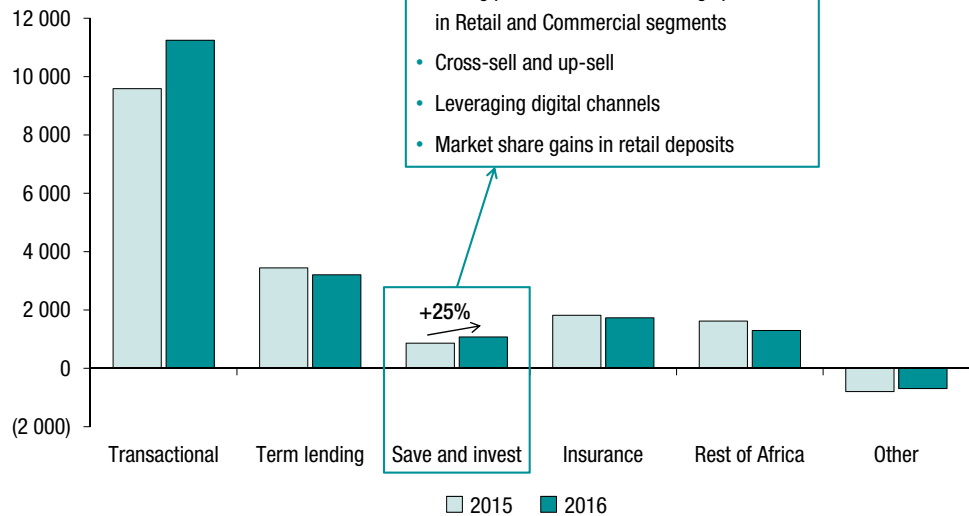
- Maintained conservative approach to mortgage lending
- Normalisation of mortgages bad debt charge
- Cross-selling lending products to existing commercial customers
- Strong growth in personal loans to own customer base, however, moderated in second half
- As expected, new business strain emerging in personal loans, but within appetite
- Post write-off recoveries remain strong across all portfolios

Transactional includes transactional deposit products and deposit endowment, overdrafts and credit cards.
 Insurance includes embedded credit protection.



Save and invest strategy starting to deliver

NORMALISED PBT (R million)



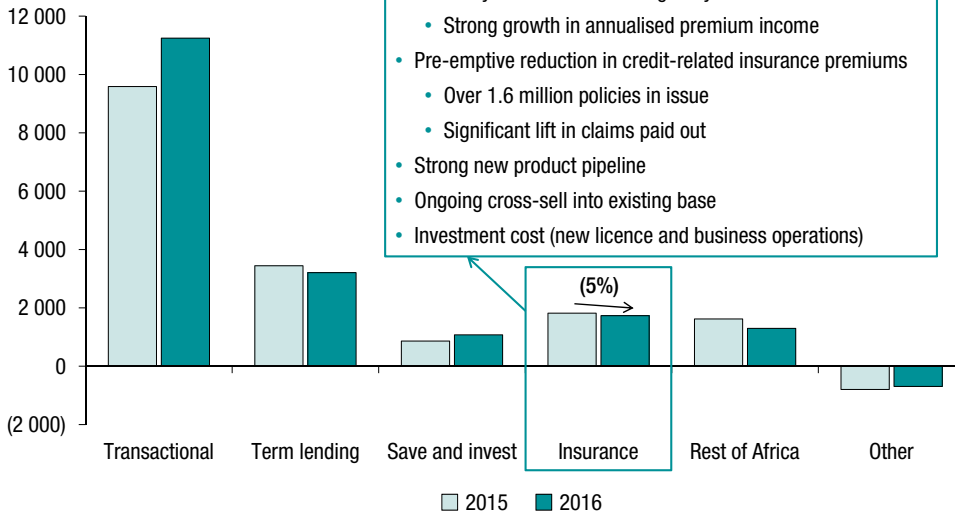
- Strong penetration of new savings products in Retail and Commercial segments
- Cross-sell and up-sell
- Leveraging digital channels
- Market share gains in retail deposits

Transactional includes transactional deposit products and deposit endowment, overdrafts and credit cards.
 Insurance includes embedded credit protection.



Good traction in insurance despite ongoing platform investment costs

NORMALISED PBT (R million)



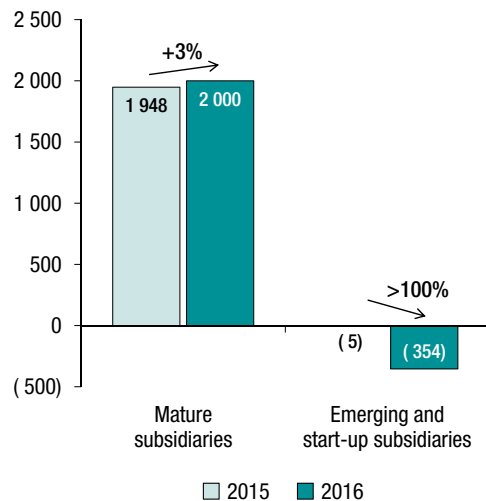
- Good traction in funeral policies, especially in Consumer
 - Policy sales doubled during the year
 - Strong growth in annualised premium income
- Pre-emptive reduction in credit-related insurance premiums
 - Over 1.6 million policies in issue
 - Significant lift in claims paid out
- Strong new product pipeline
- Ongoing cross-sell into existing base
- Investment cost (new licence and business operations)

Transactional includes transactional deposit products and deposit endowment, overdrafts and credit cards.
Insurance includes embedded credit protection.



Rest of Africa – tough macros and investment costs offset good performance from mature businesses

NORMALISED PBT (R million)



Mature subsidiaries

- Outperformed local peers
- Return profile preserved
- Increase in impairments reflects macros

Emerging and start-up subsidiaries

- Zambia and Mozambique macros extremely difficult
- Impact of bad debts in sub-scale businesses
- Asset growth constrained
- Higher cost growth
 - Expanded footprint
 - Launch of Ghana



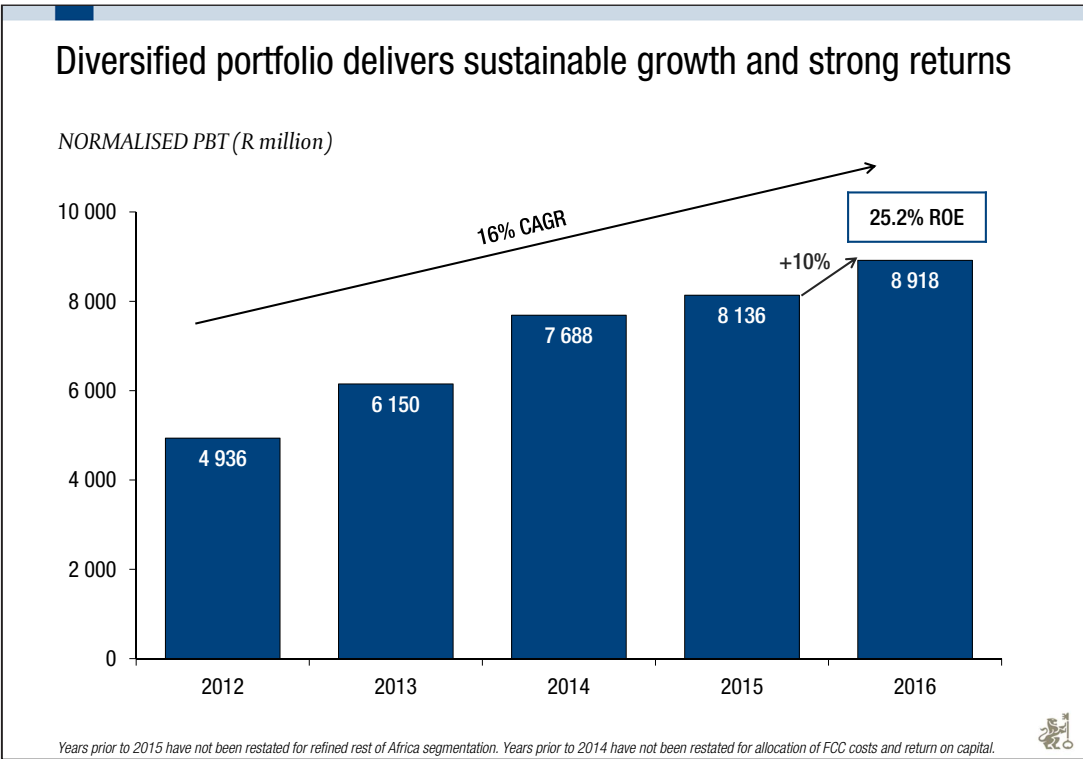
RESULTS PRESENTATION
for the year ended 30 June 2016



review of operations

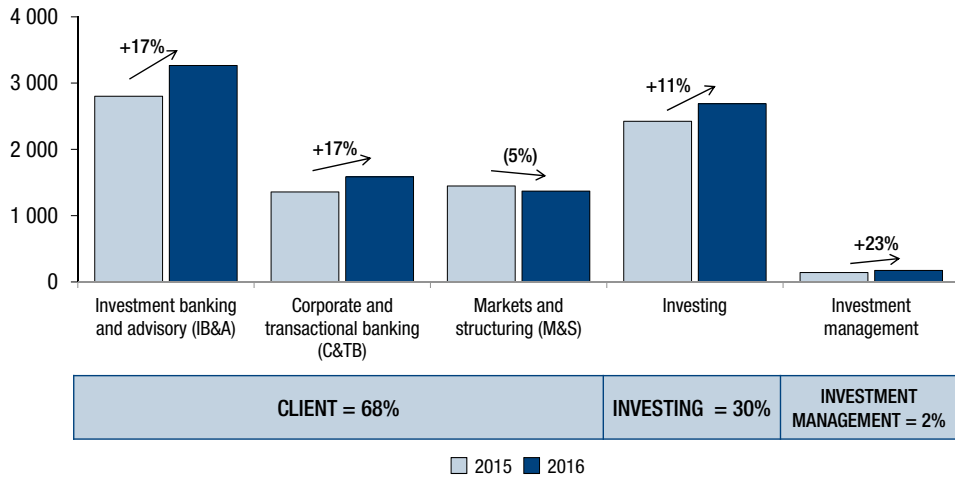


RMB



Balanced performance from an integrated, client-focused portfolio

NORMALISED PBT* (R million)

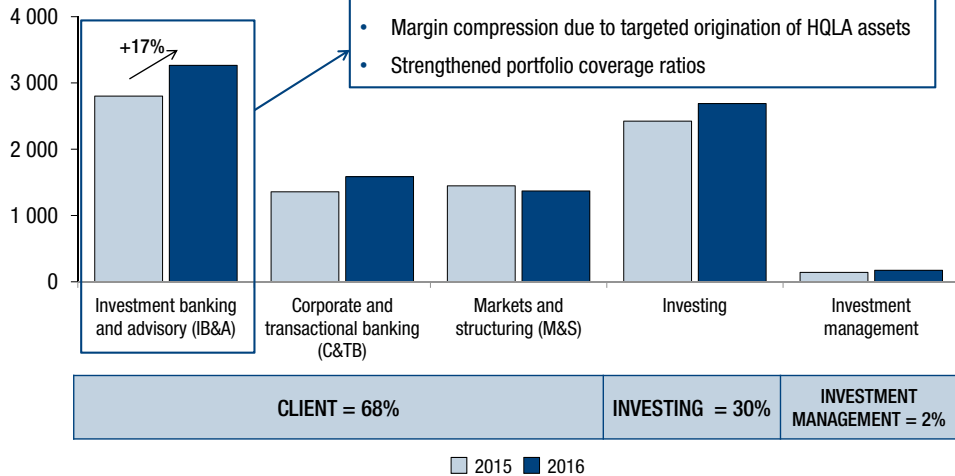


* Excludes RMB Resources, legacy and head office portfolios.



Market-leading origination franchise underpinned strong IB&A performance

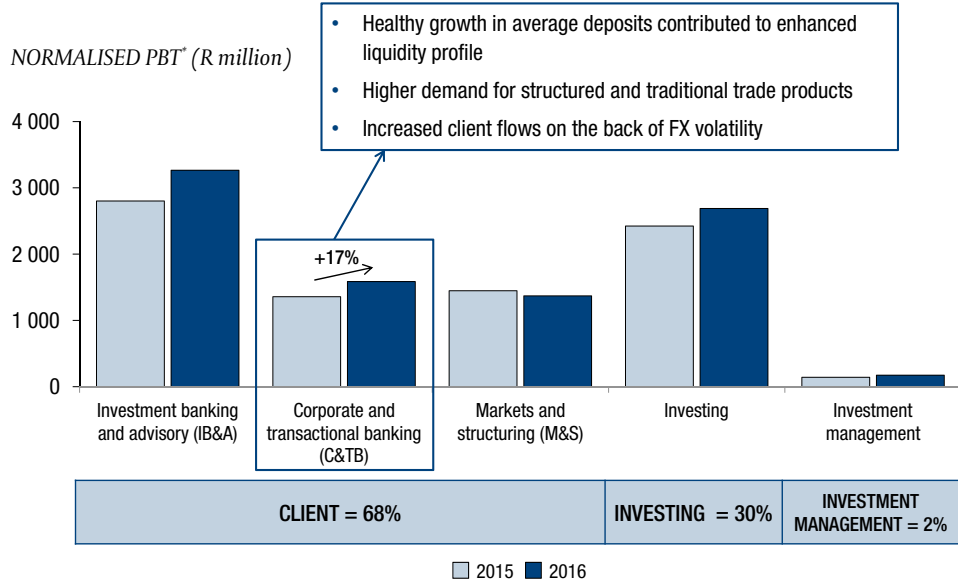
NORMALISED PBT* (R million)



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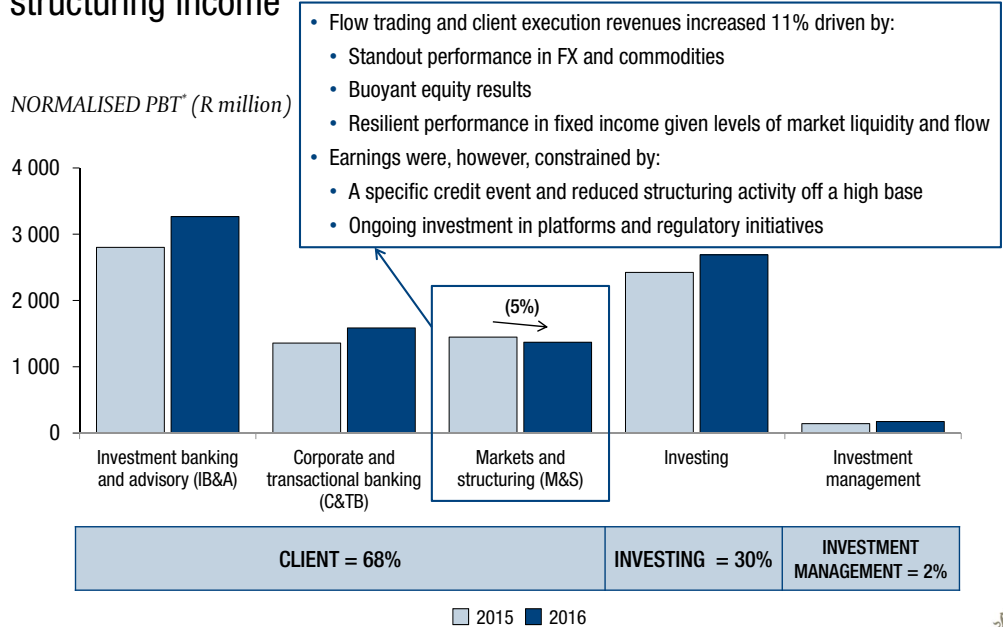
Greater leverage of platforms and client focus bolstered C&TB profits



* Excludes RMB Resources, legacy and head office portfolios.



M&S benefited from increased market volatility offset by lower structuring income

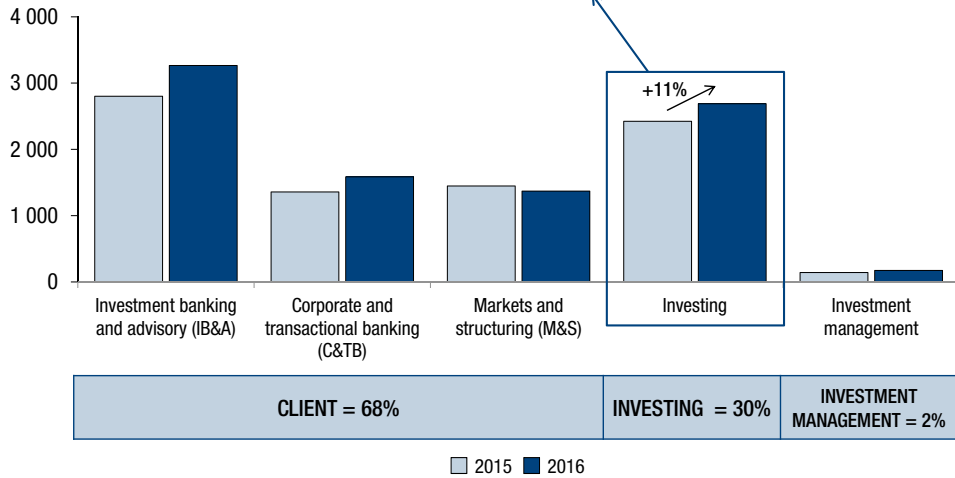


* Excludes RMB Resources, legacy and head office portfolios.



Investing activities continued to benefit from realisation cycle

NORMALISED PBT* (R million)

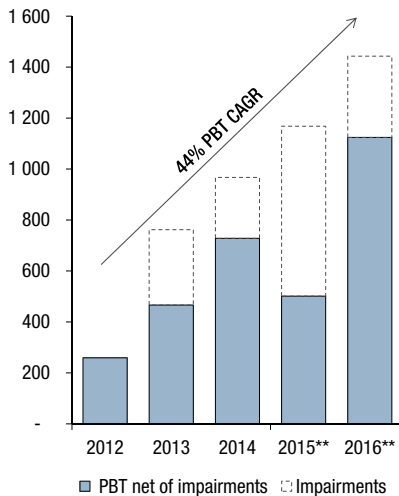


* Excludes RMB Resources, legacy and head office portfolios.



RMB's rest of Africa franchise showing ongoing traction

REST OF AFRICA NORMALISED PBT* (R million)



- Rest of Africa accounted for 13% of RMB's profit
- Lower provisioning levels coupled with higher NII from growth in advances
- Currency volatility aided increased client flows and structuring opportunities
- Growth in transactional deposits and structured trade and commodity finance activity
- Cost pressure on the back of expansion strategy and investment in platforms

* Strategy view including in-country and cross-border activity.

** Reflects refined rest of Africa segmentation.



RESULTS PRESENTATION
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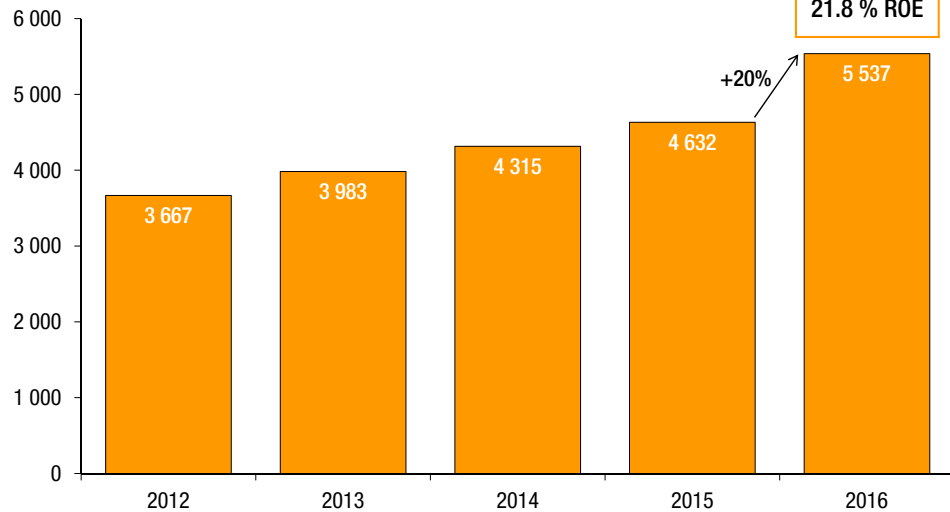


review of operations



WesBank's performance proves strength of franchise...

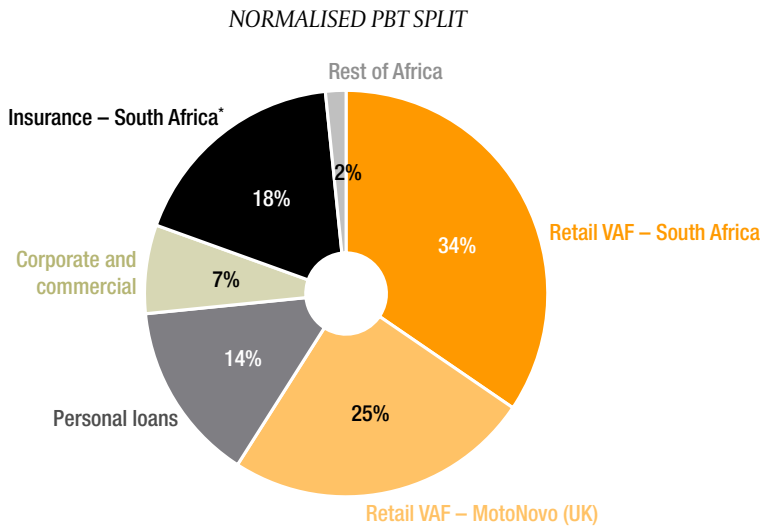
NORMALISED PBT (R million)



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...and reflects increasing diversification

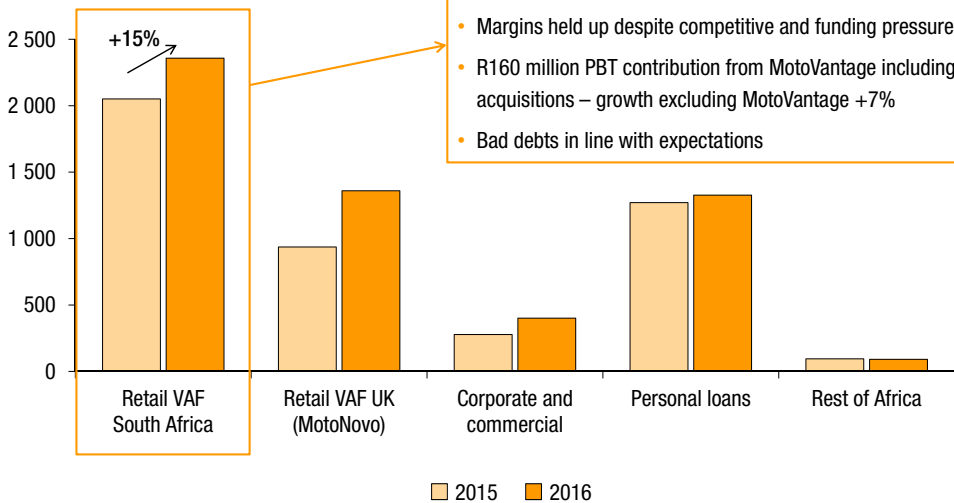


* Insurance profits are included in SA retail VAF, WesBank loans, and corporate and commercial results in the Analysis of financial results booklet and the remainder of the WesBank operating review slides.



Good performance from local VAF despite slowing vehicle sales

NORMALISED PBT (R million)

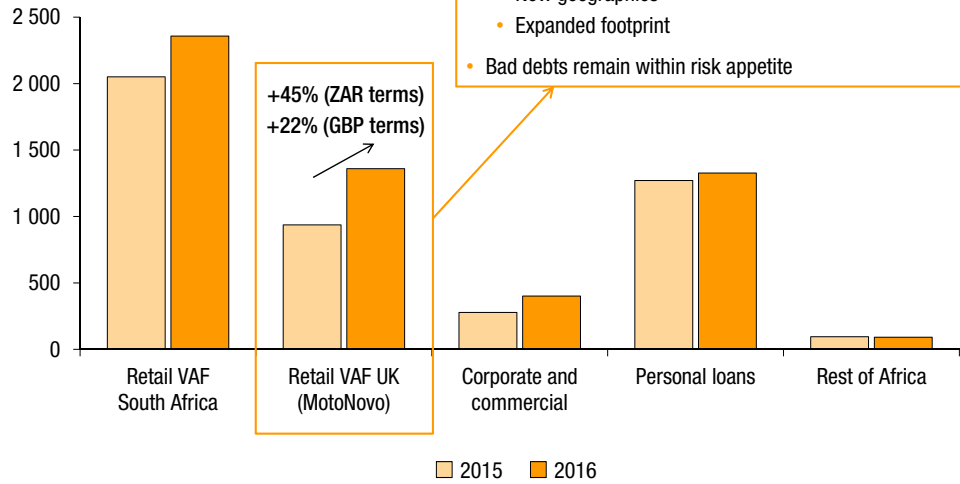


- New business production growth of 5.8% (2015: 0.5%)
- Margins held up despite competitive and funding pressures
- R160 million PBT contribution from MotoVantage including acquisitions – growth excluding MotoVantage +7%
- Bad debts in line with expectations



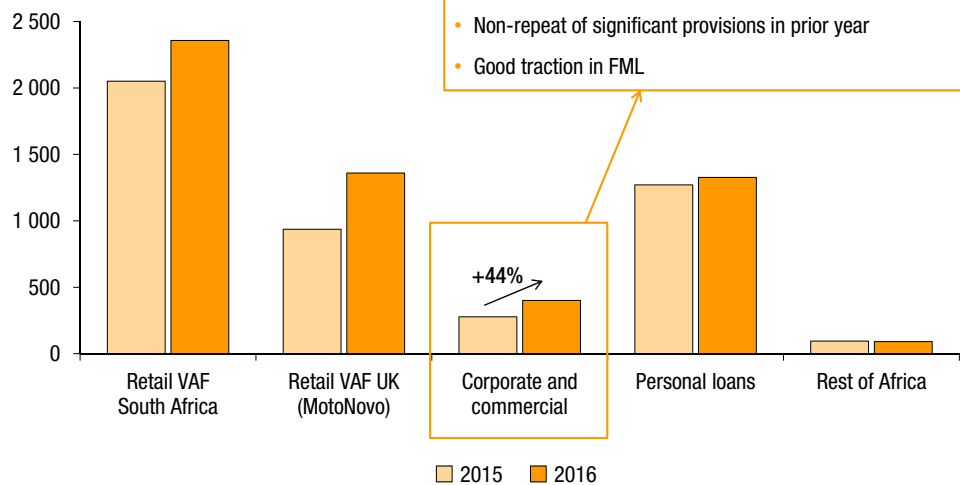
Excellent operational performance from MotoNovo

NORMALISED PBT (R million)



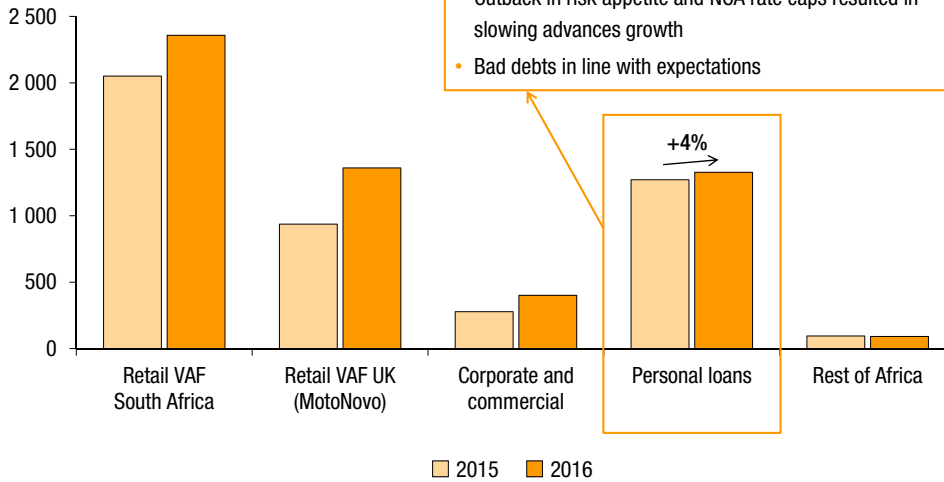
Corporate and commercial benefited from better credit performance

NORMALISED PBT (R million)



Personal loans impacted by regulatory changes and credit cycle

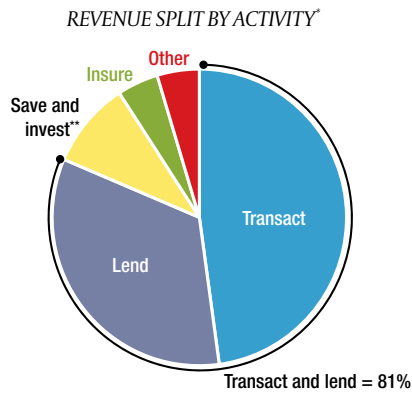
NORMALISED PBT (R million)



- Advances increased 13%, however, new business production growth slowed to 5.4% (2015: +9%)
- Cutback in risk appetite and NCA rate caps resulted in slowing advances growth
- Bad debts in line with expectations

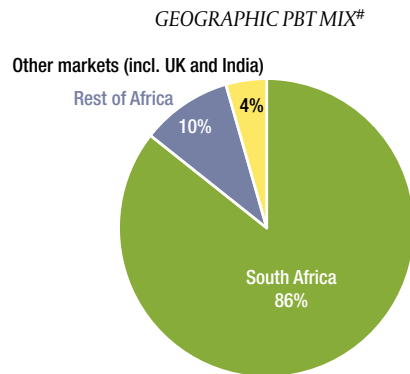


FirstRand's portfolio represents good opportunities for growth



SOUTH AFRICA

- Lending and transactional still dominate – have grown and protected these franchises
- Broaden financial services offering – starting to see traction



REST OF AFRICA

- Strategy delivering
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OTHER MARKETS (UK AND INDIA)

- Protect counterparty status and access to hard currency funding
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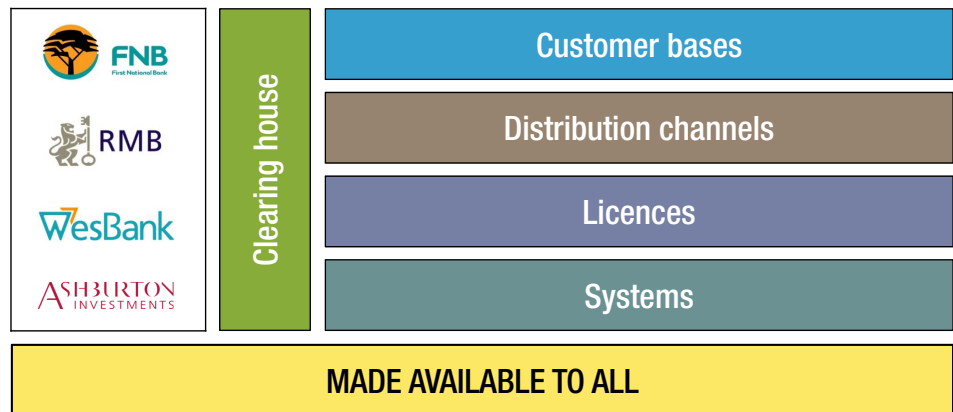


Franchises are already utilising group building blocks to execute

		ACTIVITIES				
		TRANSACTION	LEND	DEPOSIT	INSURE	INVESTMENT MANAGEMENT
PLATFORMS	BANKING LICENCE					
	SHORT-TERM INSURANCE LICENCE					
	LIFE INSURANCE LICENCE					
	ASSET MANAGEMENT LICENCE					

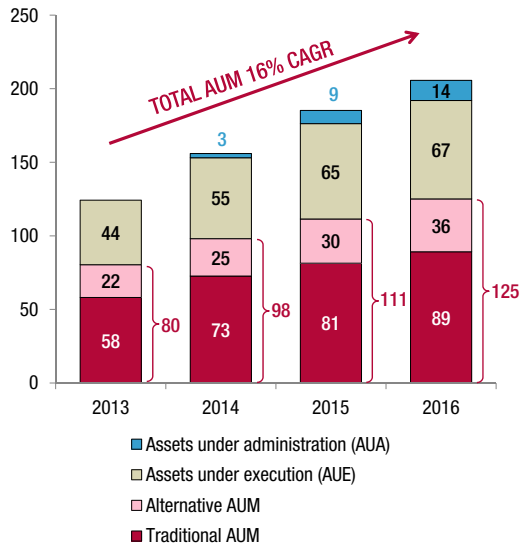


Leveraging the platform- and franchise-neutral business model



AUM growth from good penetration of institutional and retail markets

R billion



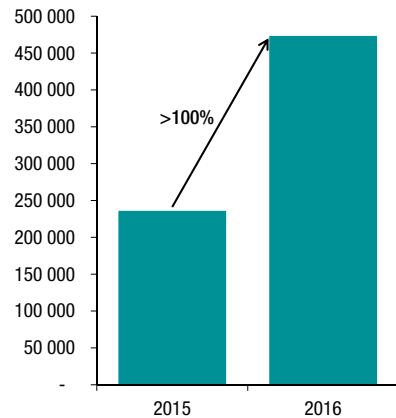
- RMB's origination franchise facilitating strategy
- Good take up in fixed income mandates of multi-asset credit from RMB
- Differentiated products and strong investment performance attracting flows from IFAs and FNB customers

AUM excludes conduits.

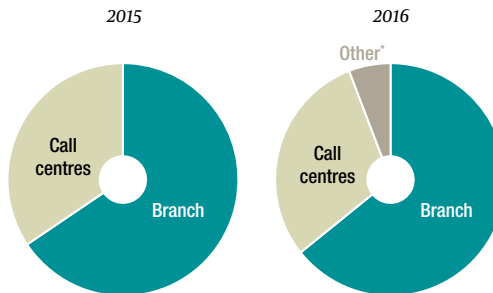
A

Strong growth in funeral product through leveraging the group's building blocks

FNB LIFE – FUNERAL PRODUCT SALES (volumes)



SALES SPLIT BY CHANNEL

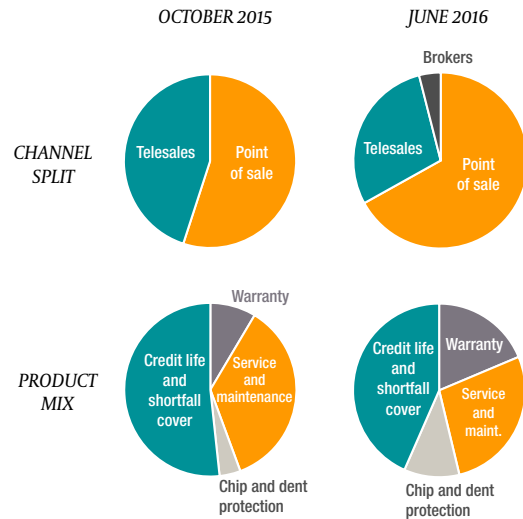
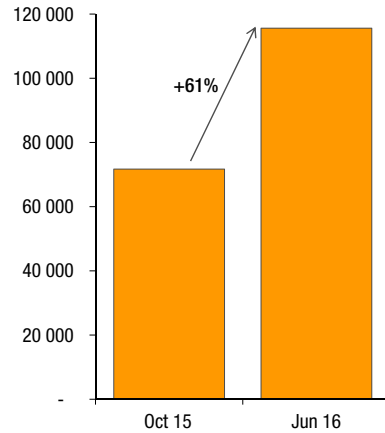


* Other includes self-service and electronic channels.



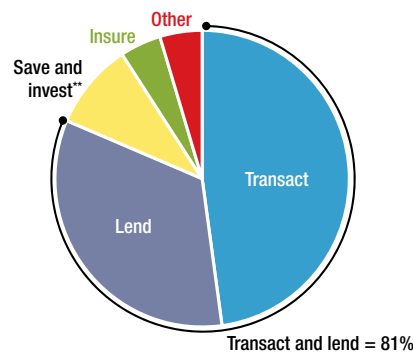
Early days, but good traction in MotoVantage (VAPS)

MONTHLY GWP ORIGINATED THROUGH WESBANK CHANNELS (R million)



FirstRand's portfolio represents good opportunities for growth

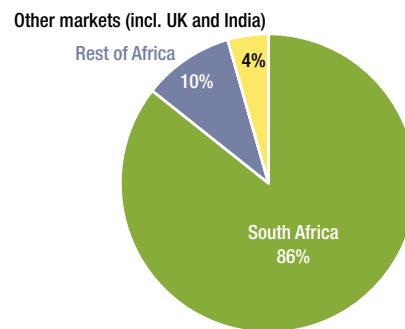
REVENUE SPLIT BY ACTIVITY*



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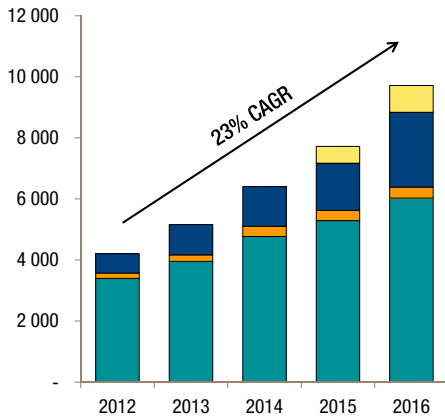
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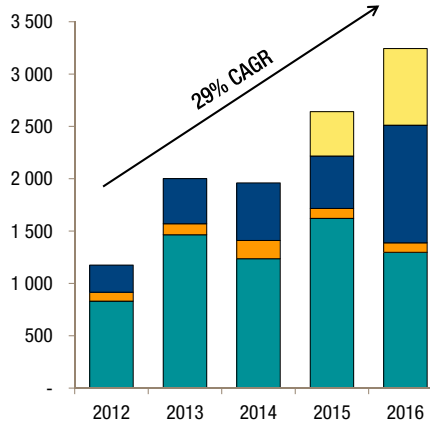


Group's franchises building track record in the rest of Africa

GROSS REVENUE* (R million)



PROFIT BEFORE TAX** (R million)



FNB RMB WesBank GTSY

Overall subsidiaries ROE** 14.2%, mature subsidiaries ROE** 26.3%

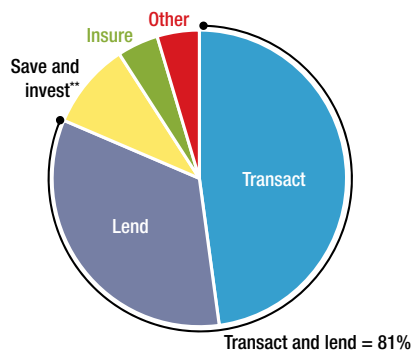
* Strategy view – include in-country and cross-border activities. Excludes FCC, FirstRand company, consolidation adjustments and NCNR preference dividend. GTSY profits were included in FNB numbers for years prior to 2015.

** ROE based on legal entity (in-country) view.



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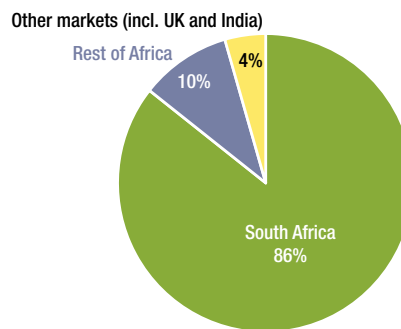
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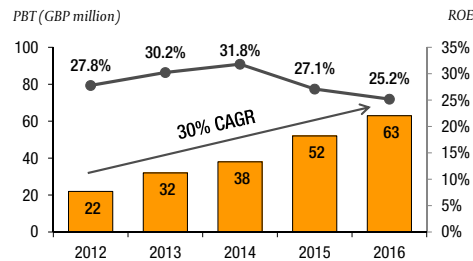
MotoNovo offers platform for growth in DM

- Initiated projects to diversify product offering and expand footprint
- Brexit impact
 - Currently industry impact is more muted than thought, but early days
 - Origination strategies adjusted – new business production growth expected to slow
 - Funding strategies and funding structures in place, however, expect marginal increase in securitisation funding costs

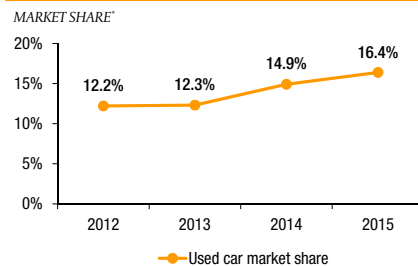


MotoNovo track record demonstrates franchise value

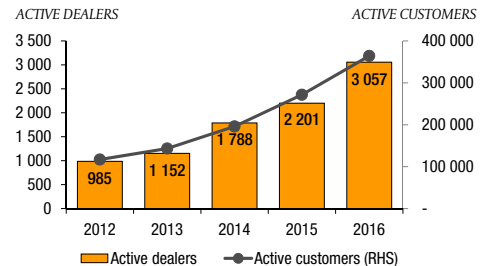
MOTONOVO PBT PERFORMANCE



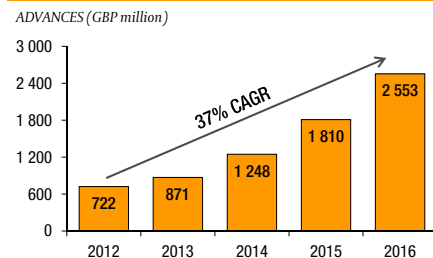
MARKET SHARE



MOTONOVO FOOTPRINT STATS



ADVANCES GROWTH



* Data is released annually in December for official industry stats. Market share stats relate to independents only and exclude OEM captives.



RESULTS PRESENTATION
 for the year ended 30 June 2016


financial review


FIRSTRAND

Performance highlights (normalised)

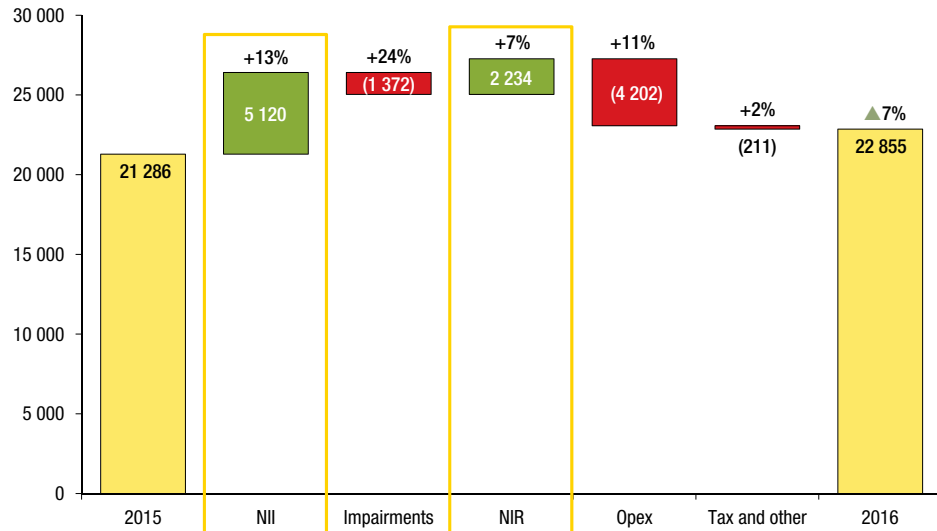
	2016	2015	% change
Diluted normalised EPS (cents)	407.4	378.5	8 ▲
Dividend per share (cents)	226	210	8 ▲
Normalised earnings (R million)	22 855	21 286	7 ▲
Normalised net asset value per share (cents)	1 779.0	1 618.3	10 ▲
Net interest margin (%)	5.28	5.16	▲
Credit loss ratio (%)	0.86	0.77	▲
Cost-to-income ratio (%)	51.1	50.5	▲
Return on assets (%)	2.07	2.12	▼
Return on equity (%)	24.0	24.7	▼
NIACC (R million) – based on new COE	9 086	9 694	(6) ▼
CET1 ratio* (%)	13.9	14.0	–

* Includes unappropriated profits.

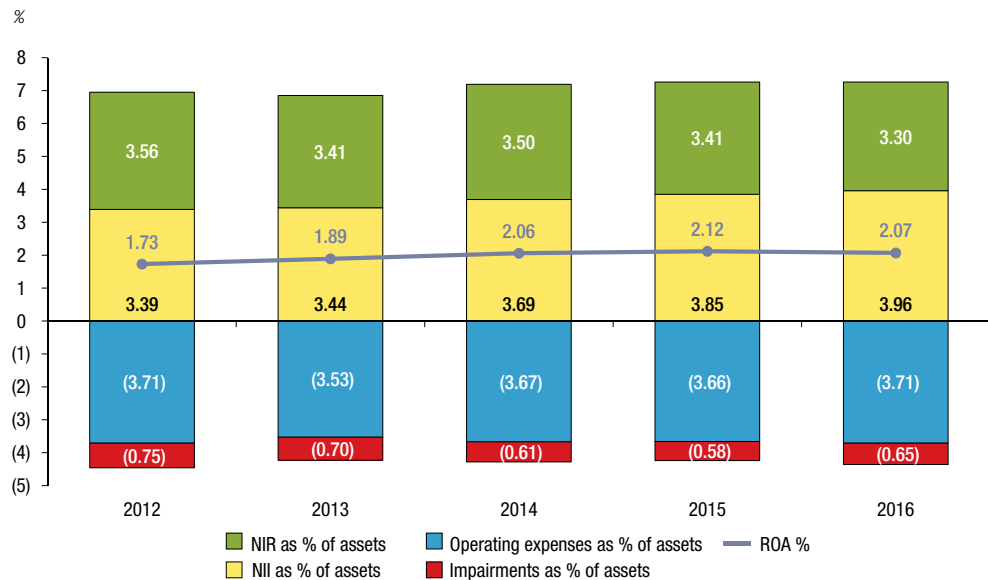


Topline growth resilient

NORMALISED EARNINGS (R million)

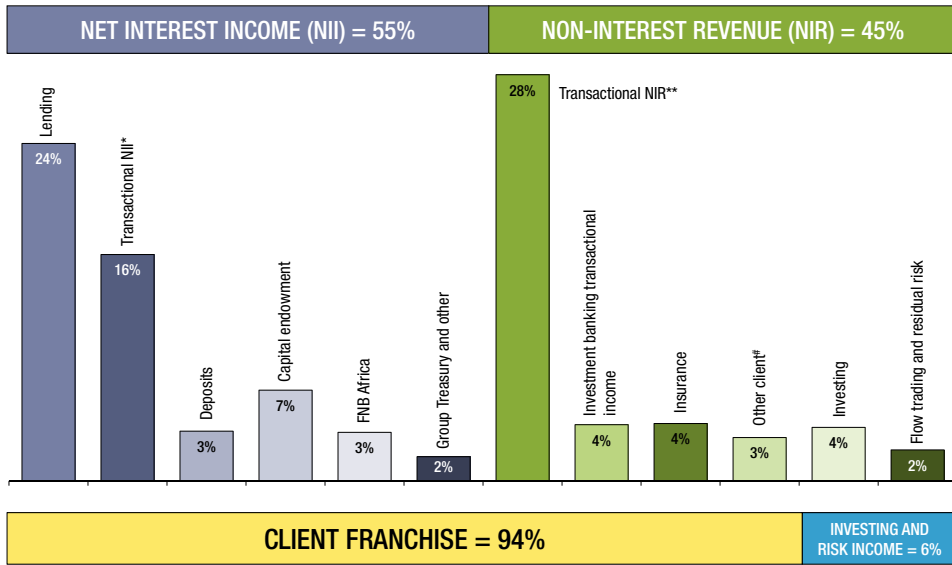


As predicted, emergence of credit cycle begins to impact ROA



The graph shows each item before taxation and non-controlling interests as a percentage of average assets. ROA reflects normalised earnings after tax and non-controlling interests as a percentage of average assets.

Revenue growth still driven by client franchise

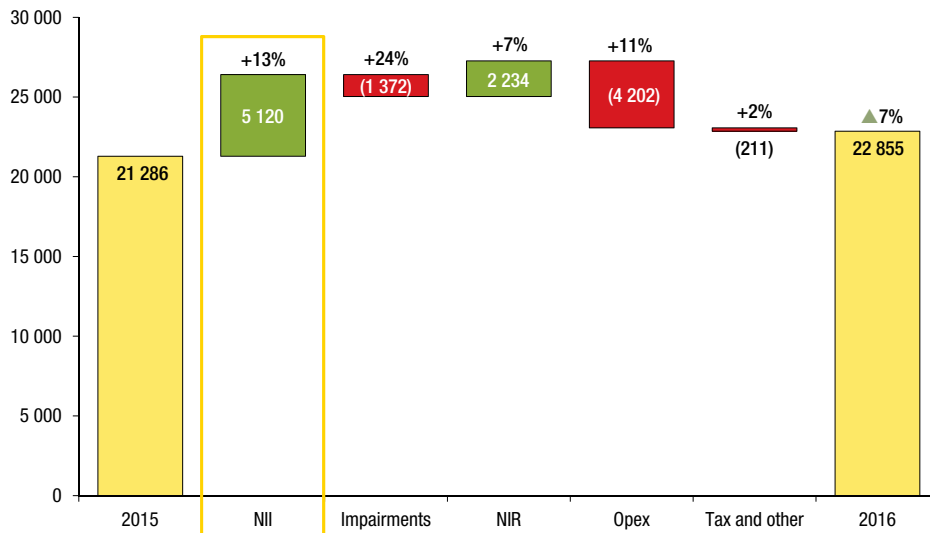


* Includes transactional accounts and related deposit endowment, overdrafts and credit card.
 ** From retail, commercial and corporate banking.
 # Includes WesBank associates.



Topline growth resilient

NORMALISED EARNINGS (R million)



NII benefits from lending, deposit strategy and endowment

NET INTEREST INCOME* (R million)	2016	2015	% change
Lending	19 002	17 461	9
Transactional NII**	12 745	10 082	26
Deposits	2 794	2 441	14
Capital endowment	5 104	3 893	31
Group Treasury	730	1 594	(54)
Rest of Africa	2 730	2 465	11
Other (non-interest earning assets, e.g. fixed assets)	625	674	(7)
Total net interest income	43 730	38 610	13

* After taking funds transfer pricing into account.

** Includes NII relating to transactional deposit products and related deposit endowment, overdrafts and credit cards.



Unpacking Group Treasury and capital endowment

Return on capital investment benefited from higher levels of interest rates and capital

Accounting volatility in Group Treasury NII

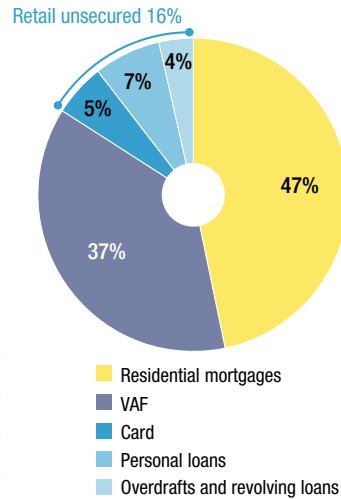
- Increased liquidity costs recovered from franchises in the prior period, now incurred in rollover and new funding – (R361 million)
- Accounting asymmetries related to economic hedges
 - Fair value of interest rate risk hedges +R123 million
 - MTM on fair value term funding (R282 million)
 - London branch FX funding (R321million) – partially offset in NIR
- USD funding (lower carry) +R74 million
 - Pre-funded hard currency funding last year settled in H1



Retail advances reflect both macros and specific origination strategies

R million	2016	2015	% change
Residential mortgages	187 806	180 208	4
VAF	149 925	132 743	13
- SA	99 702	98 131	2
- MotoNovo (UK)*	50 223	34 612	45
Card	21 968	19 488	13
Personal loans	27 960	24 333	15
- FNB	16 090	13 856	16
- WesBank	11 870	10 477	13
Transactional account-linked overdrafts and revolving term loans	14 344	12 314	16
Retail advances	402 003	369 086	9
Retail VAF securitisation notes	14 641	7 301	>100
FNB and WesBank rest of Africa advances**	51 901	43 728	19%

RETAIL ADVANCES BREAKDOWN



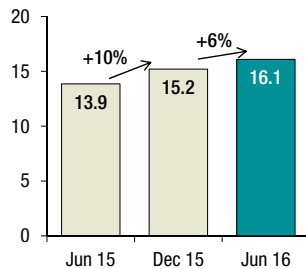
* 41% advances growth in GBP terms.

** Includes in-country advances of FNB and WesBank as well as FNB's activities in India.

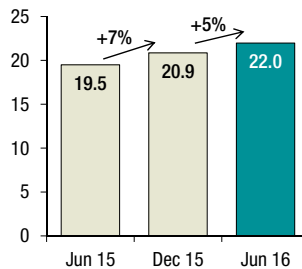


FNB unsecured advances growth linked to transactional strategy but risk appetite moderating

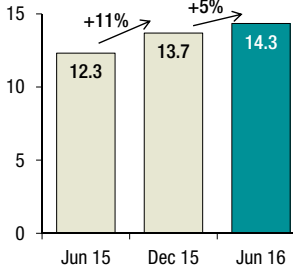
FNB PERSONAL LOANS (R billion)



FNB CARD (R billion)



OTHER RETAIL* (R billion)



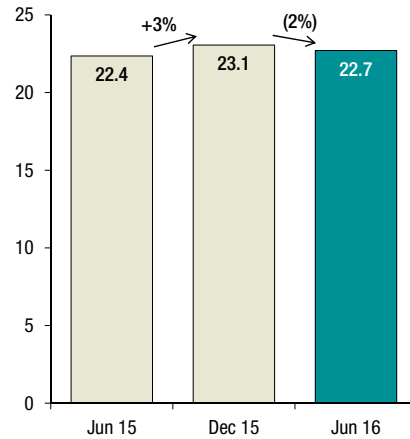
- Continued focus on cross-selling into existing customer base
 - 96% of new FNB loans and 76% of new card limits to main transactional-banked FNB customers
 - Focused on middle-upper income segments
- Client migration and up-sell also driving growth
- Pre-scoring of clients ensures targeted product growth
- Growth moderating in line with risk cutbacks, expect acquisition strain as book matures

* Transactional account-linked overdrafts and revolving term loans.

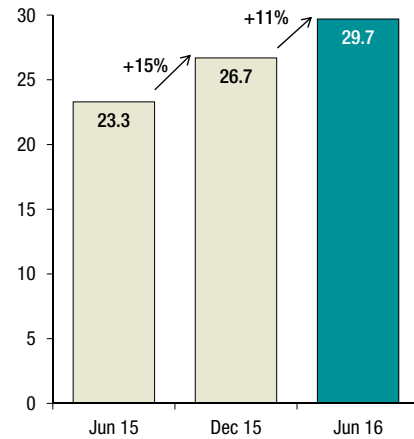


Growth in FNB retail unsecured advances mainly in Premium segment

CONSUMER UNSECURED (R billion)

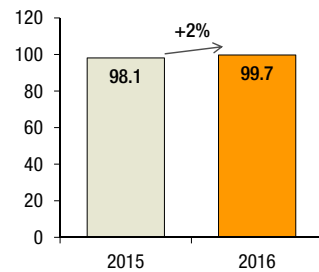


PREMIUM UNSECURED (R billion)



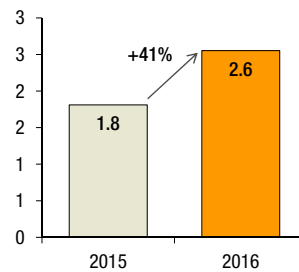
WesBank advances growth reflects geographic diversification

SA RETAIL VAF ADVANCES (R billion)



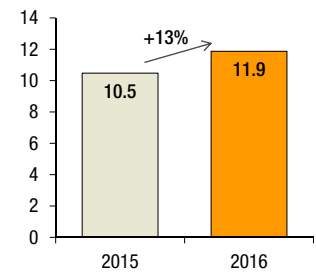
- Reflects slowing vehicle sales
- Shift from new to used
 - 53% used (2015: 48%)
- Maintained risk profile

MOTONOVO (UK) ADVANCES (£ billion)



- New products
- Geographical expansion
- New business opportunities
 - Supporting dealers 3 057 (2015: 2 201)
- Risk profile reflecting product diversification

PERSONAL LOANS ADVANCES (R billion)



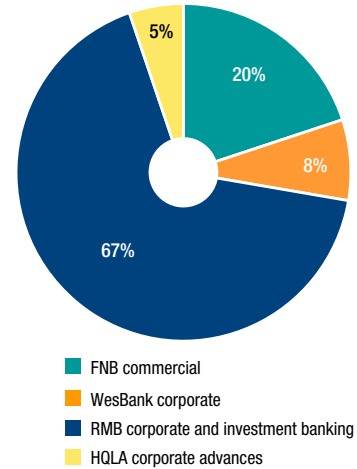
- New business production growth slowed year-on-year due to cutbacks in high risk buckets and implementation of NCA amendments
- Risk profile remains conservative



Muted growth from domestic corporate book but commercial remains robust

R million	2016	2015	% change
RMB IB core South Africa	162 098	166 260	(3)
HQLA corporate advances	20 297	9 494	>100
Investment banking-related corporate adv.	182 395	175 754	4
RMB cross-border	32 556	24 319	34*
RMB CB core South Africa	24 189	23 924	1
WesBank corporate	29 928	30 881	(3)
FNB commercial	77 239	67 166	15
RMB repurchase agreements	40 818	35 600	15
Total corporate and commercial advances	387 125	357 644	8
RMB rest of Africa in-country advances	5 742	5 537	4

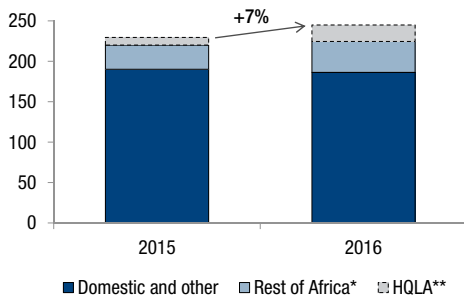
CORPORATE ADVANCES BREAKDOWN



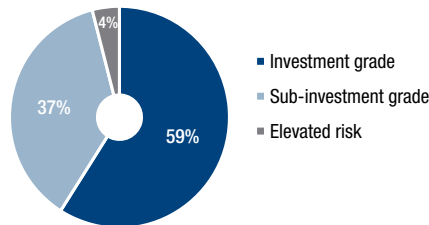
* Cross-border advances increased 11% in USD terms.

ROE discipline reflected in corporate advances growth

RMB CORE ADVANCES (R billion)



RMB PERFORMING BOOK#



- Selective origination resulted in muted balance sheet growth
- Rest of Africa advances growth moderated to 6%[†]
- Assisted the FirstRand LCR strategy by originating HQLA assets
- Elevated risk exposures in the resources and oil and gas sector remain at 1.5% of the performing book
- Additional portfolio overlays strengthened coverage ratios in weaker credit environment

* Includes cross-border and in-country.

** HQLA included in Group Treasury, but originated in RMB. Included for illustrative purposes.

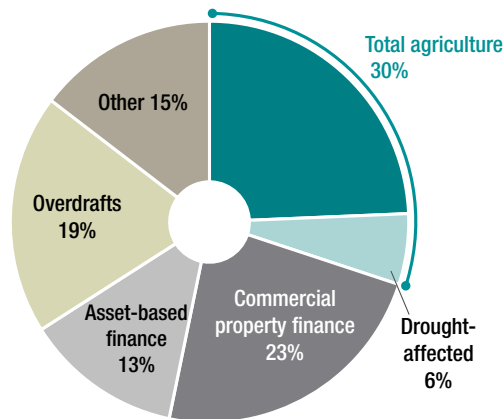
International scale EAD.

[†] On a constant-currency basis.



FNB commercial portfolio is well diversified

FNB COMMERCIAL ADVANCES BREAKDOWN

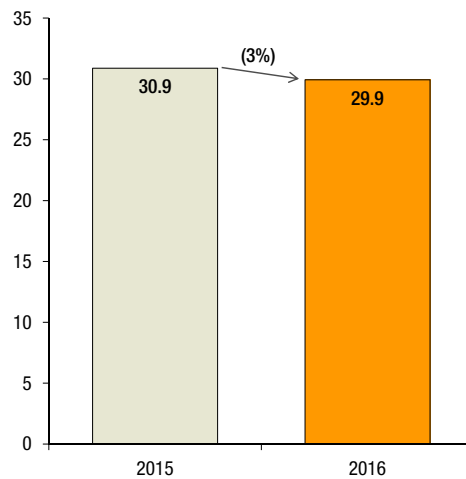


- Expanded term-lending product offering to existing client base
 - Commercial property finance +15%
 - Leverage finance +10%
- Drought-affected agricultural exposures represent 6% of total commercial portfolio
- Agricultural book well diversified in terms of both geography and commodities
- Targeted growth in scored credit



Challenging environment for WesBank corporate and commercial

CORPORATE AND COMMERCIAL ADVANCES (R billion)

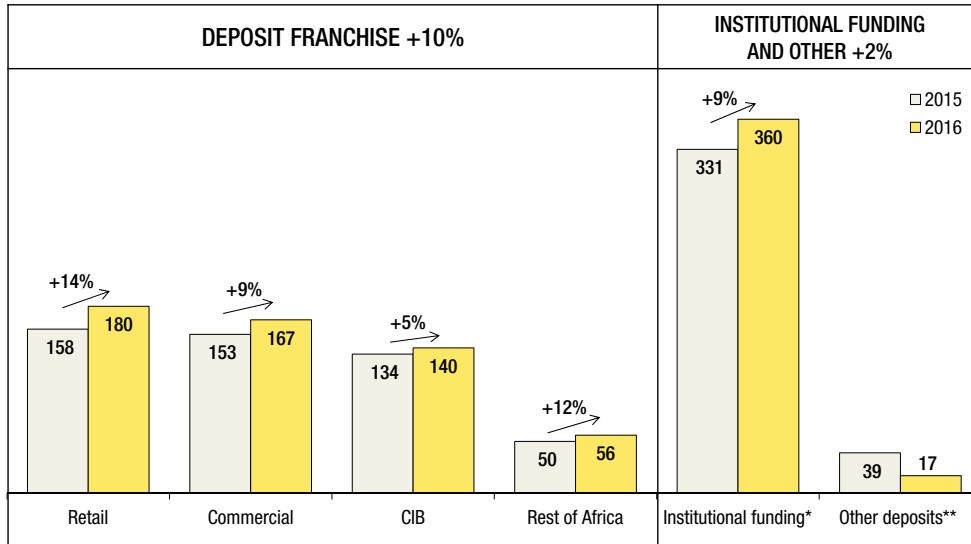


- Deliberate strategy to balance risk/reward trade-offs
- Competitive pressures and increased funding costs
- Low demand
 - Especially in mining and manufacturing sectors
 - Corporates lengthening replacement cycles and delaying investment
- Tightened credit policy



Liability franchise continues to grow in all segments

LIABILITIES (R billion)

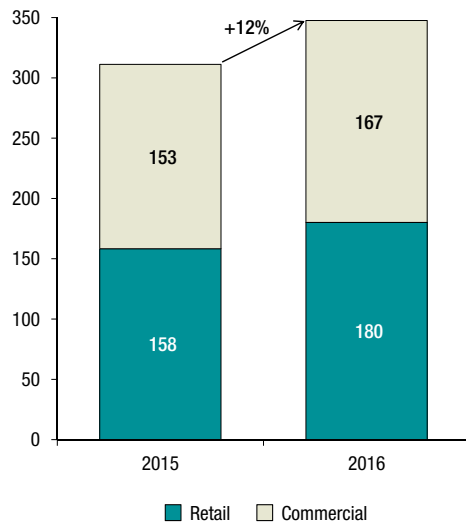


* Excludes operational deposits from financial institutions, but includes London branch and Turbo securitisations.
 ** Includes deposits in FRILH and group adjustments.



Continued product innovation delivered strong growth in deposits

FNB DEPOSITS (R billion)



- Growth in upper end of retail and in commercial
- Above market growth in retail deposits
- Current and savings deposits tracking inflation and reflecting more active cashflow management
- Cross-sell into existing base
- Focus on process efficiency and migration to digital platforms

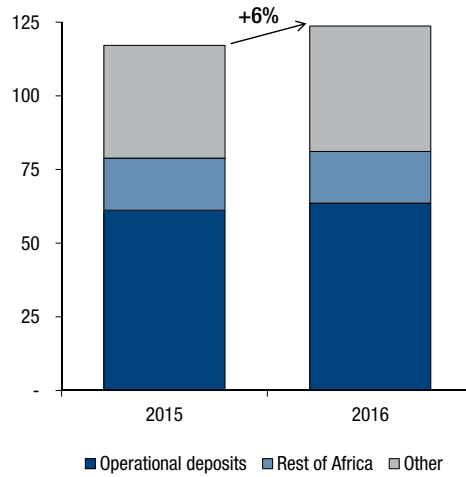
NOTICE DEPOSIT FUNCTIONALITY TAKE-UP	2016	2015
Digital	71%	27%
Physical	29%	73%

- Rest of Africa deposits increased 19%
 - Strong deposit growth in most countries



RMB's liability-raising strategy yielding positive results

CORPORATE BANKING DEPOSITS (R billion)

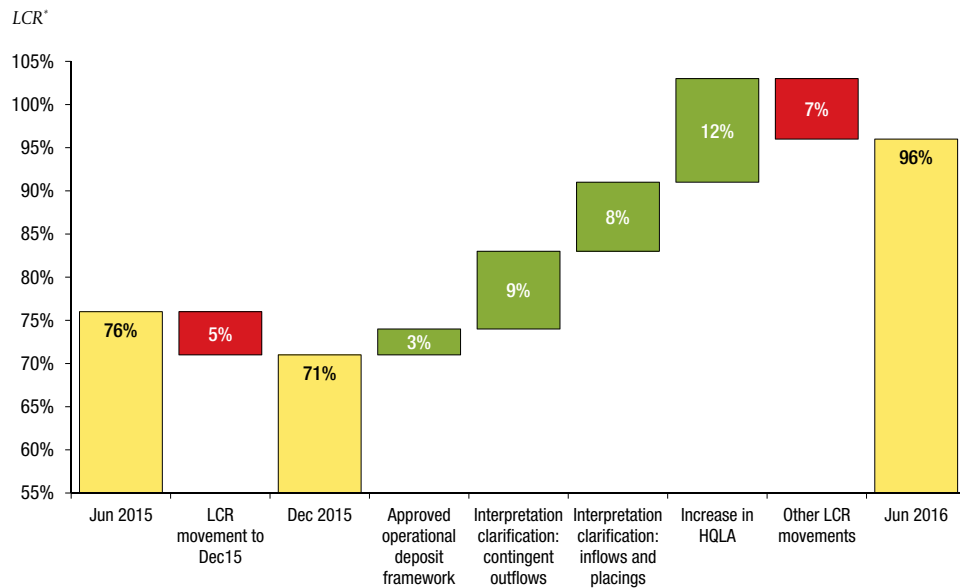


NII benefited from a 16% increase in average operational deposits and an enhanced liquidity profile with focus on:

- Transactional banking relationships
- Product innovation



Improvement in LCR from regulatory clarification and...



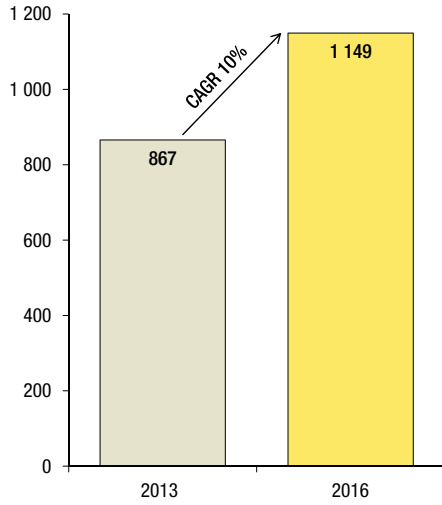
* Includes CLF.

Note: FirstRand group LCR = 96%, FirstRand Bank LCR = 102%.

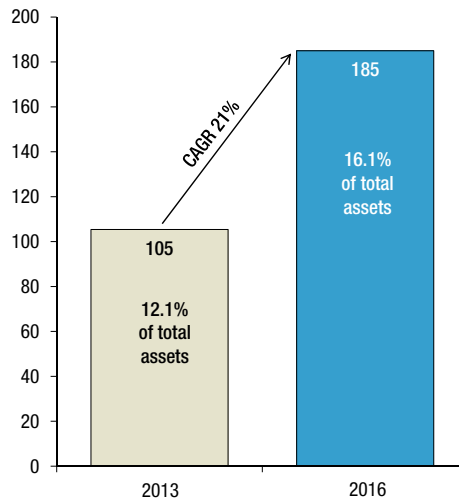


... more liquid balance sheet

TOTAL ASSETS (R billion)



CASH AND AVAILABLE LIQUIDITY* (R billion)

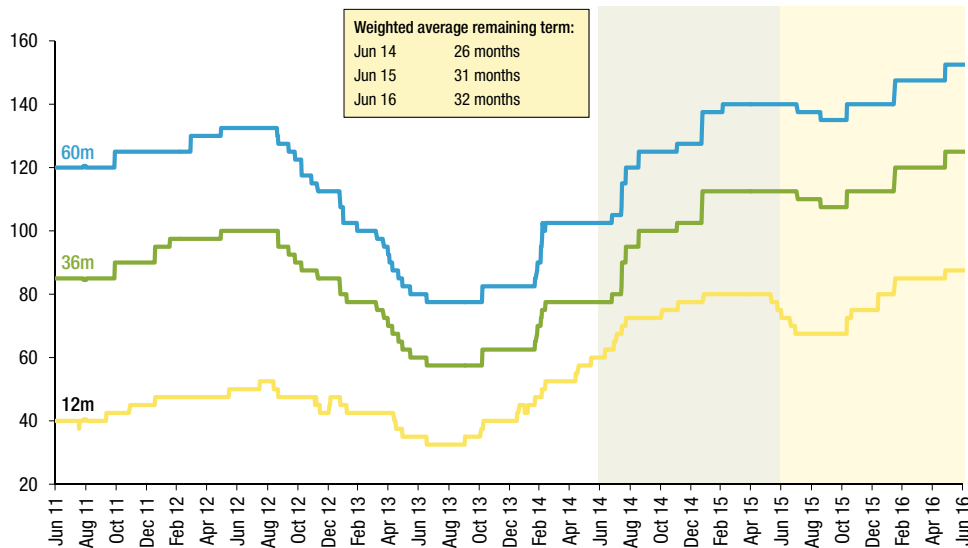


* Includes cash and liquid assets, HQLA, and central bank eligible collateral.



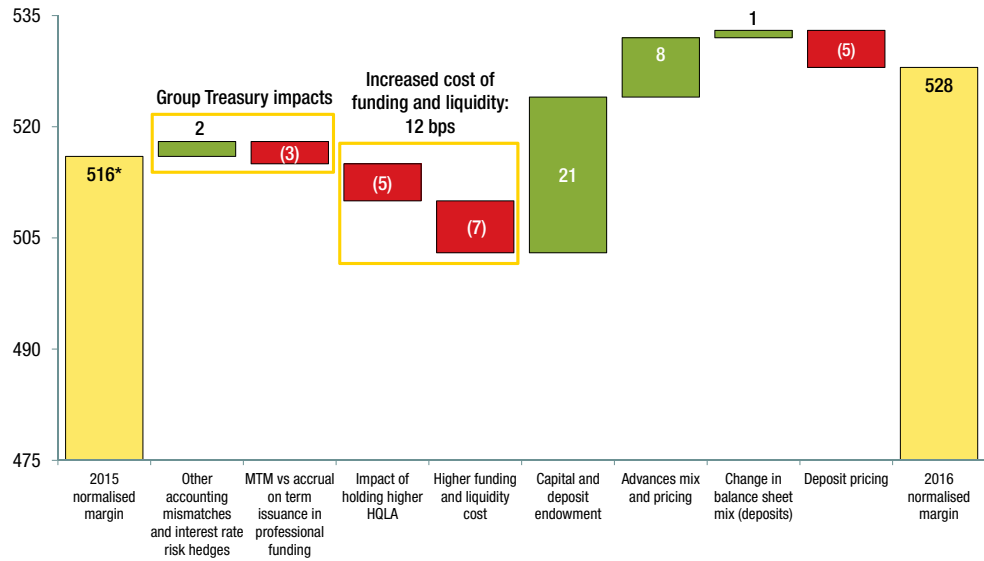
Significant pricing pressures remain in funding markets...

FUNDING SPREADS (bps)



...but offset by endowment benefit

MARGIN (bps)

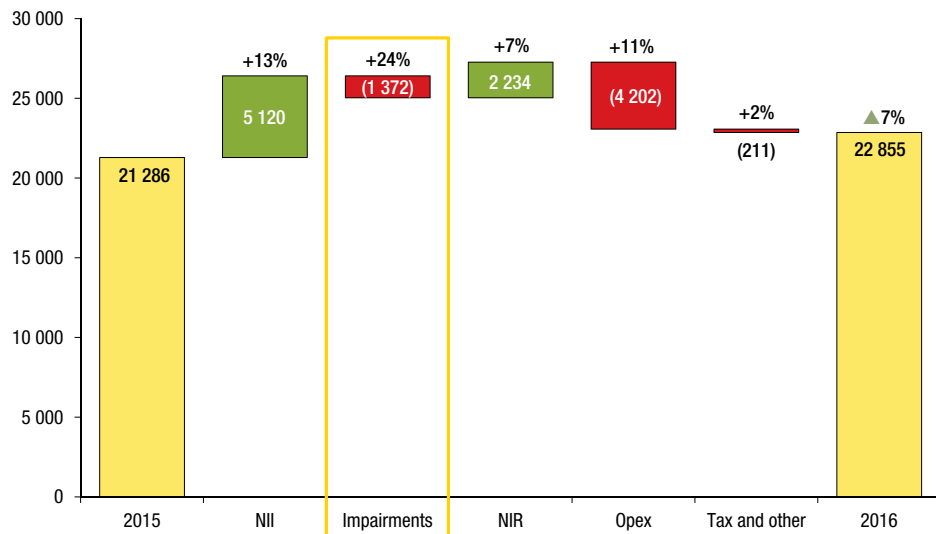


* Restated.

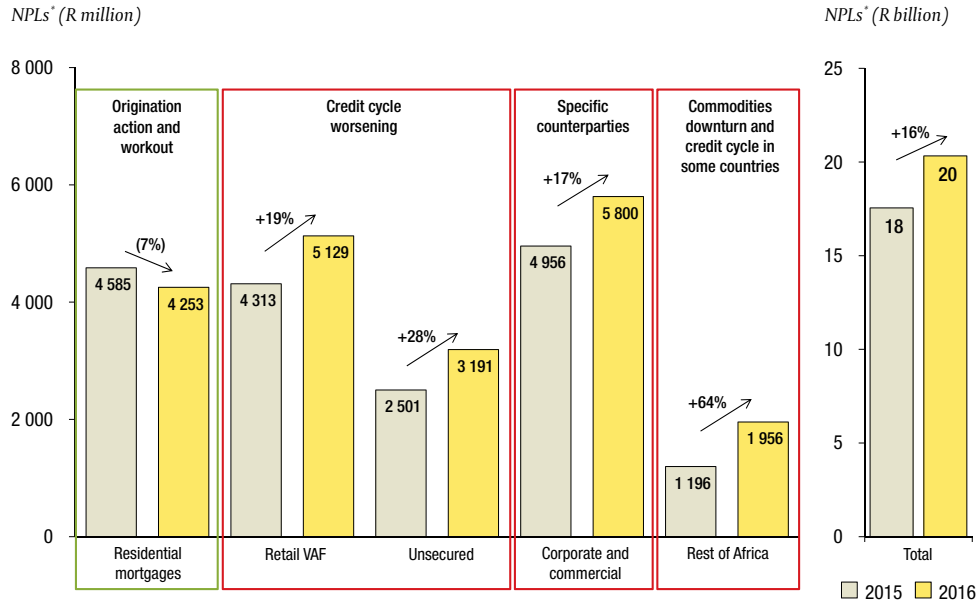


Topline growth resilient

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

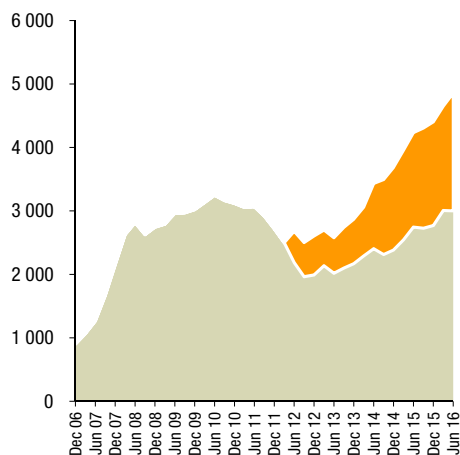
COVERAGE RATIOS (%)	DEBT REVIEW COVERAGE		NON-DEBT REVIEW		TOTAL NPL COVERAGE	
	2016	2015*	2016	2015	2016	2015
FNB credit card	43.0	–	76.0	72.7	67.3	72.7 ▼
FNB retail other	43.0	–	75.6	77.6	70.4	77.6 ▼
FNB loans	66.7	–	70.1	74.3	69.3	74.3 ▼
WesBank loans	32.6	46.6	70.2	67.7	41.2	53.0 ▼
SA retail VAF	18.3	25.2	40.5	38.4	29.5	32.0 ▼

Coverage appropriate given higher payment profile of reclassified NPLs

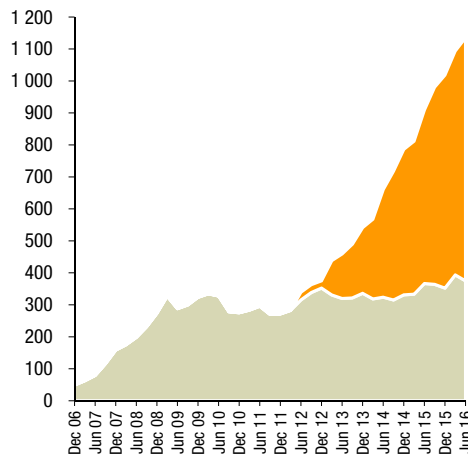
* 2015 not restated for FNB and coverage not calculated.

WesBank coverage reflects higher proportion of debt review customers

SA RETAIL VAF NPLs (R million)



WESBANK PERSONAL LOANS NPLs (R million)



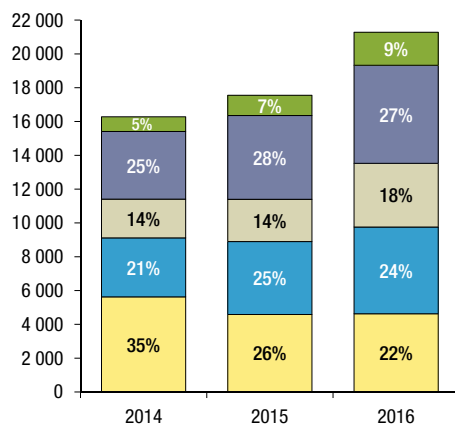
■ NPLs ■ Debt review restructured NPLs

Paying debt review customers result in lower coverage ratio



Overall coverage remains appropriate

NPLs (R million)



■ Rest of Africa
 ■ Corporate and commercial
 ■ Retail unsecured
 ■ Retail VAF
 ■ Residential mortgages

COVERAGE RATIOS (%)

	2016	2015
Retail – secured	26.7	26.3
Residential mortgages	21.9	20.1
VAF	31.0	32.9
SA	29.5	32.0
UK (MotoNovo)	60.7	60.3
Retail – unsecured	60.7	67.0
Credit card	67.3	72.7
Personal loans*	55.1	62.1
Retail – other	70.4	77.6
Corporate and commercial	45.1	52.3
Rest of Africa	36.1	35.5
Specific impairments	38.6	40.1
Portfolio impairments**	39.3	44.2
Total coverage ratio	77.9	84.3

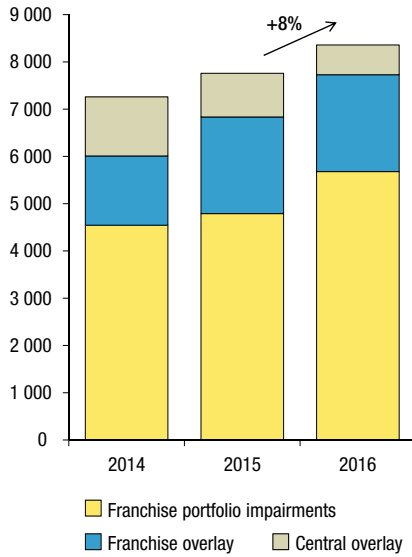
* Includes FNB and WesBank loans.

** Includes portfolio overlays.



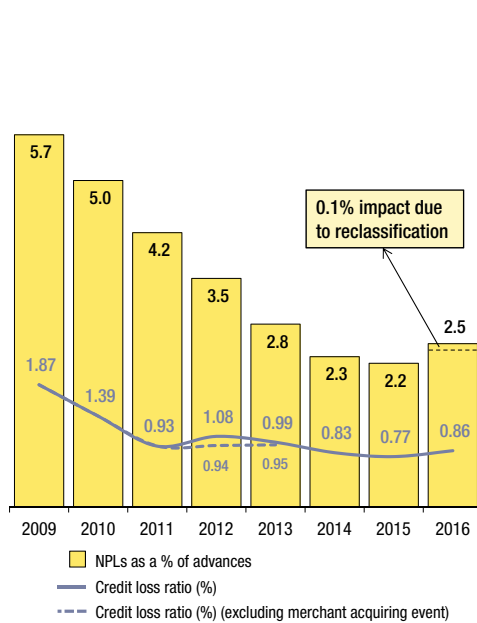
Total portfolio provisions increased with franchise overlays maintained

PORTFOLIO IMPAIRMENTS (R million)



	Jun 2016	Dec 2015	Jun 2015
Portfolio impairments as % of performing book	0.99	0.97	1.00
Credit loss ratio (%)	0.86	0.77	0.77
Portfolio impairments (R million)	8 359	7 988	7 760

Cycle emergence now reflecting in credit performance



CREDIT LOSS RATIO (%)	2016	2015
Retail – secured	0.72	0.53
Residential mortgages	0.21	0.06
SA	1.39	1.25
UK	1.35	0.97
Retail – unsecured	5.60	4.82
Credit card	2.73	1.08
Personal loans	7.85	6.73
FNB	7.20	5.42
WesBank	8.73	8.49
Retail – other	5.66	6.81
Total retail	1.48	1.16
Corporate and commercial	0.30	0.45
Rest of Africa	1.17	0.90
FCC (including Group Treasury)	(0.04)	(0.04)
Total credit loss ratio	0.86	0.77

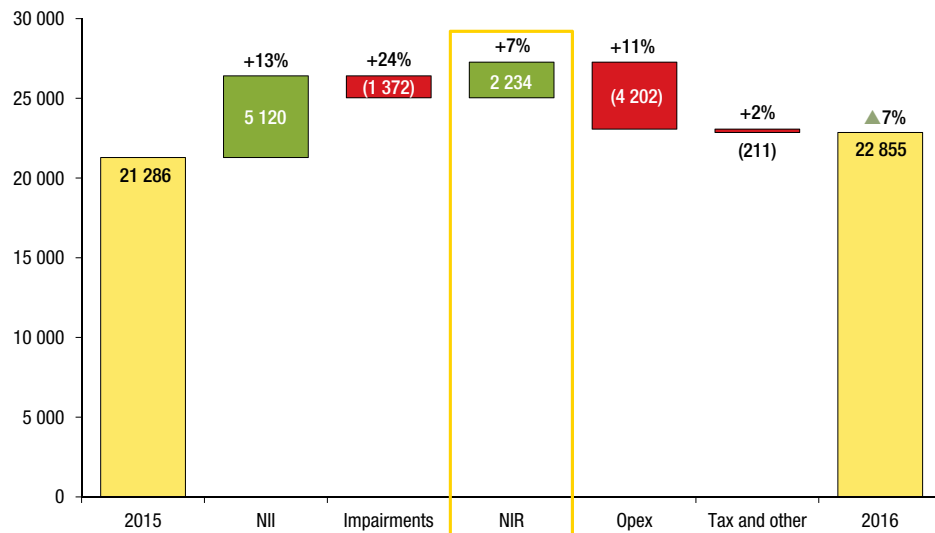
Despite reclassifications, credit metrics in line with risk appetite and cycle

PORTFOLIO IMPAIRMENTS	+8% to R8.4 billion	Still prudent
SPECIFIC IMPAIRMENTS	+17% to R8.2 billion	Appropriate
INCOME STATEMENT CHARGE	86 bps (still below TTC)	In line with expectations



Topline growth resilient

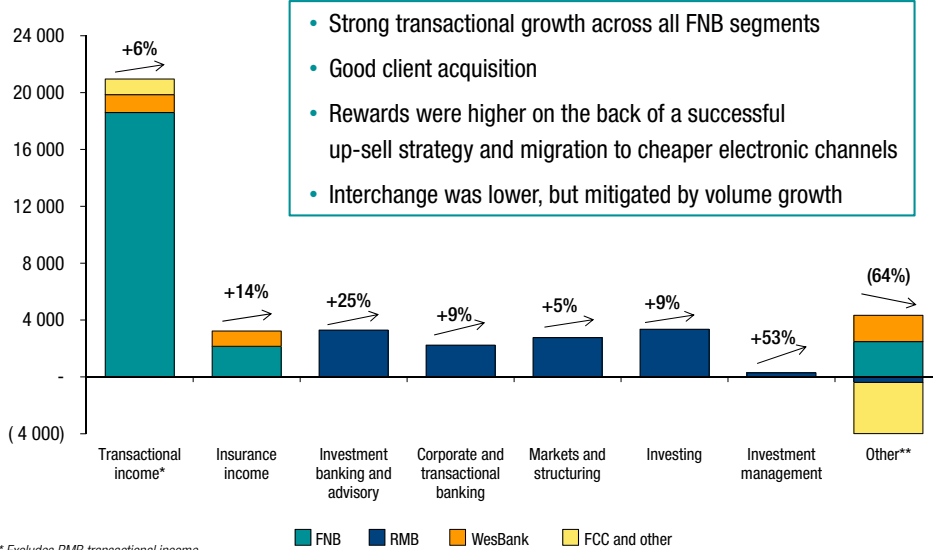
NORMALISED EARNINGS (R million)



FNB's NIR growth a good outcome given macro and regulatory pressure

NON-INTEREST REVENUE (R million)

FNB NIR +7%



- Strong transactional growth across all FNB segments
- Good client acquisition
- Rewards were higher on the back of a successful up-sell strategy and migration to cheaper electronic channels
- Interchange was lower, but mitigated by volume growth

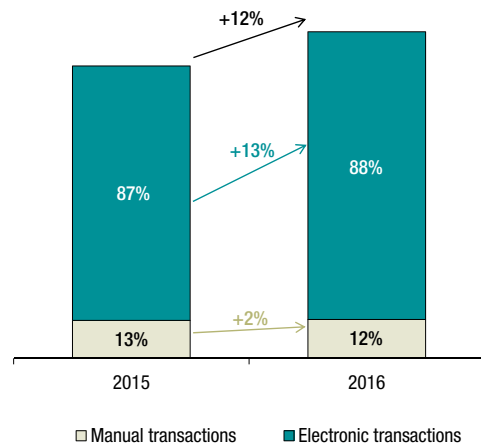
* Excludes RMB transactional income.

** Other includes FCC (including Group Treasury) and other.



Channel migration strategy continues to drive growth in volumes

NUMBER OF TRANSACTIONS PROCESSED



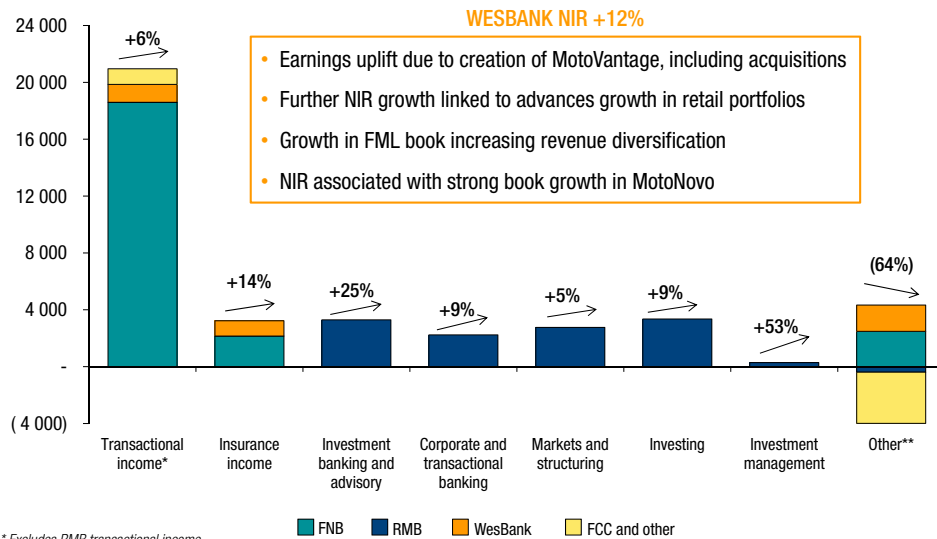
	Change in transaction volumes %
Mobile	21
Point-of-sale volumes	12
Banking app	76
ADT/ATM cash deposits	24
Branch	
– Withdrawals	(12)
– Deposits	(31)

Manual transactions – cash, cheques, ATMs. Electronic transactions – online, card, mobile, etc.



WesBank NIR benefited from insurance/VAPS initiatives

NON-INTEREST REVENUE (R million)



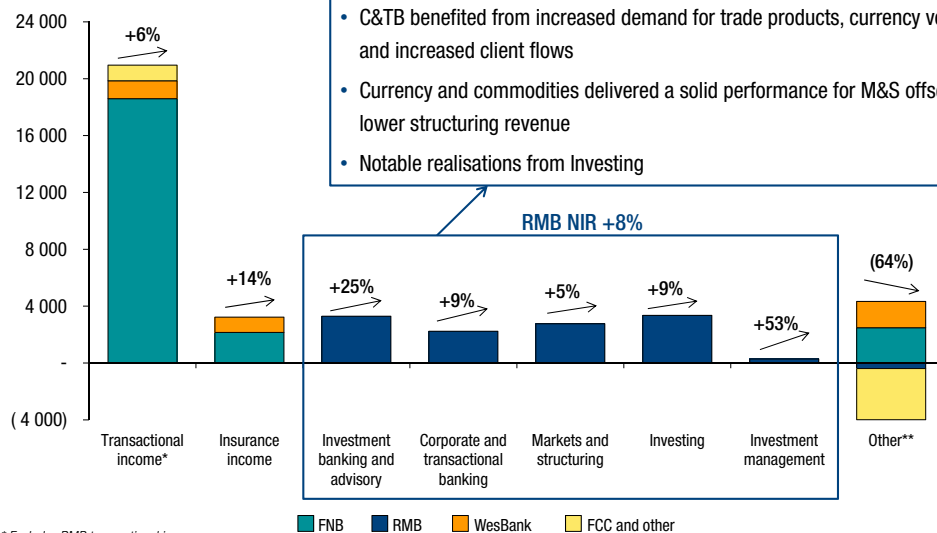
* Excludes RMB transactional income.

** Other includes FCC (including Group Treasury) and other.



RMB remains a significant contributor to NIR across all activities

NON-INTEREST REVENUE (R million)



* Excludes RMB transactional income.

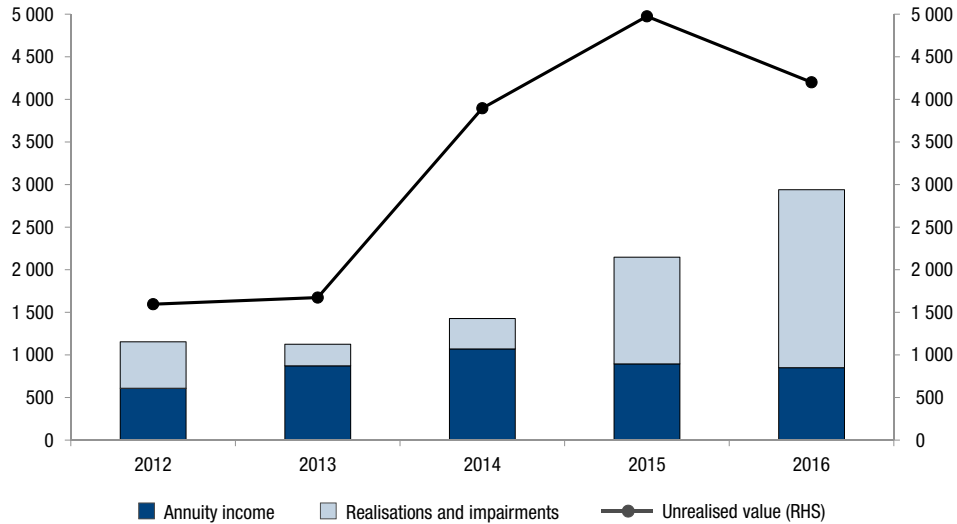
** Other includes FCC (including Group Treasury) and other.



Unrealised value in Private Equity remains robust despite large realisations

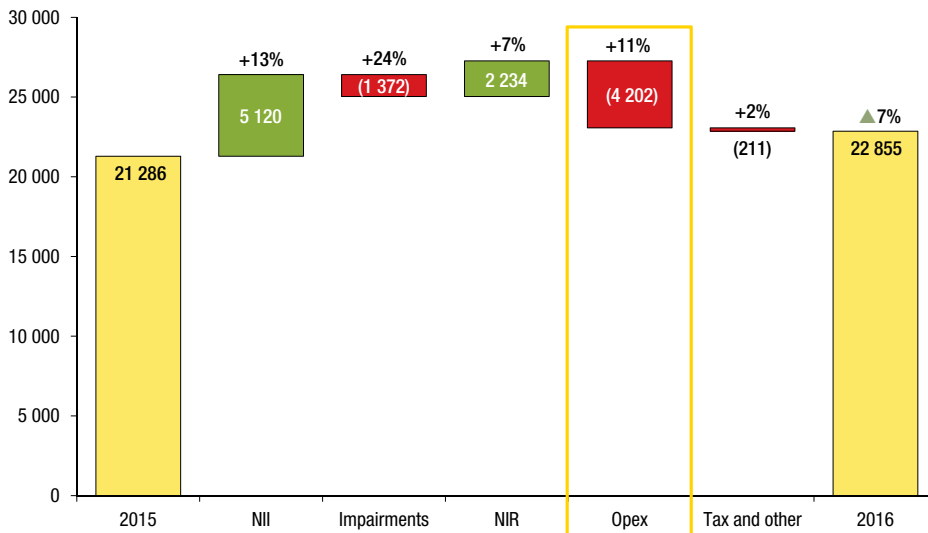
GROSS INCOME (R million)

UNREALISED VALUE (R million)



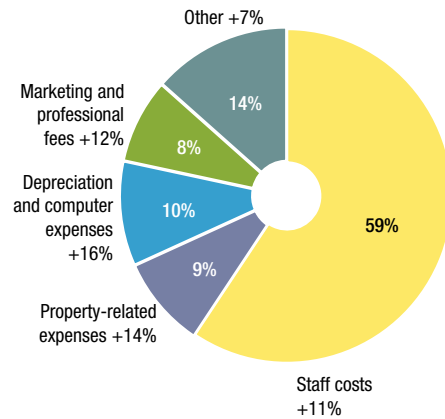
Topline growth resilient

NORMALISED EARNINGS (R million)

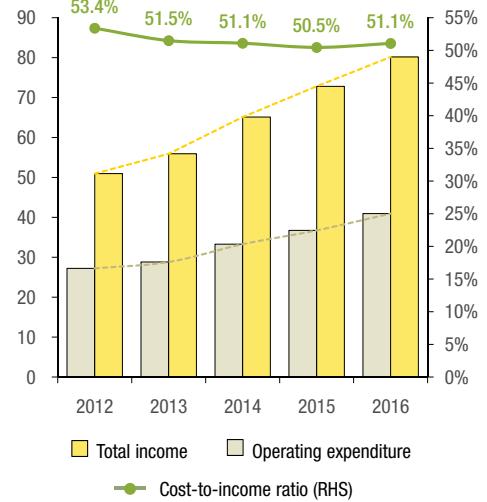


Cost-to-income ratio impacted by investment cycle

BREAKDOWN OF OPERATING EXPENSES

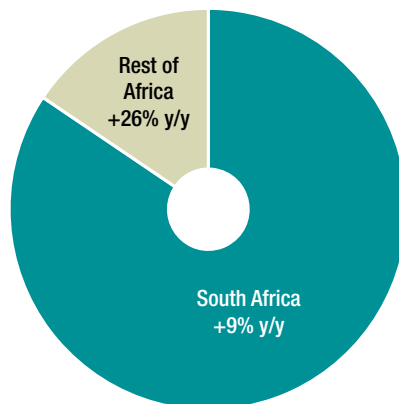


R billion COST-TO-INCOME RATIO



FNB operating expenses reflect ongoing investment for future growth

FNB COST MIX

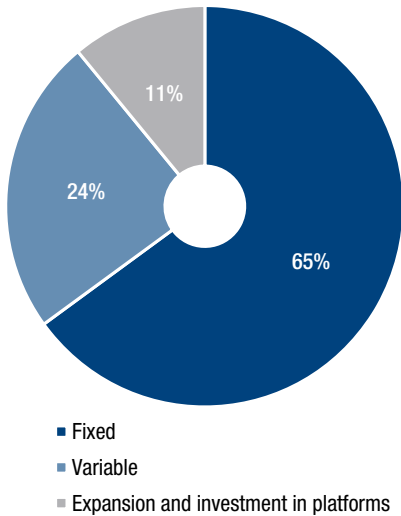


- Overall cost growth of 11%
- Cost-to-income ratio improved to 54.0% (2015: 54.5%)
- Funded domestic growth initiatives in:
 - Insurance
 - Investment businesses
 - Innovation
- Continued investment in expanding physical presence and platform in the rest of Africa



RMB operating costs impacted by investment in platforms

RMB COST MIX

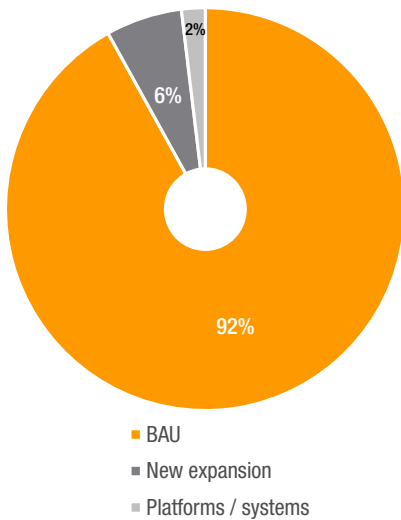


- Overall cost growth of 11%
- Cost-to-income ratio of 45.1% (2015: 43.9%), impacted by:
 - Expansion in the rest of Africa
 - Increased regulatory and compliance spend
 - Adverse forex movements
 - Ongoing investment in systems



WesBank remains a highly efficient business

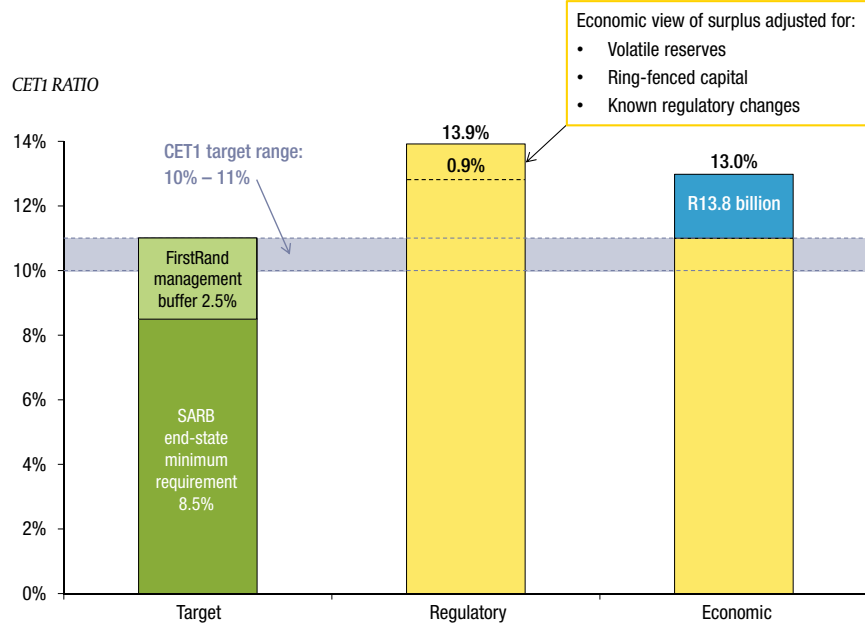
WESBANK COST MIX



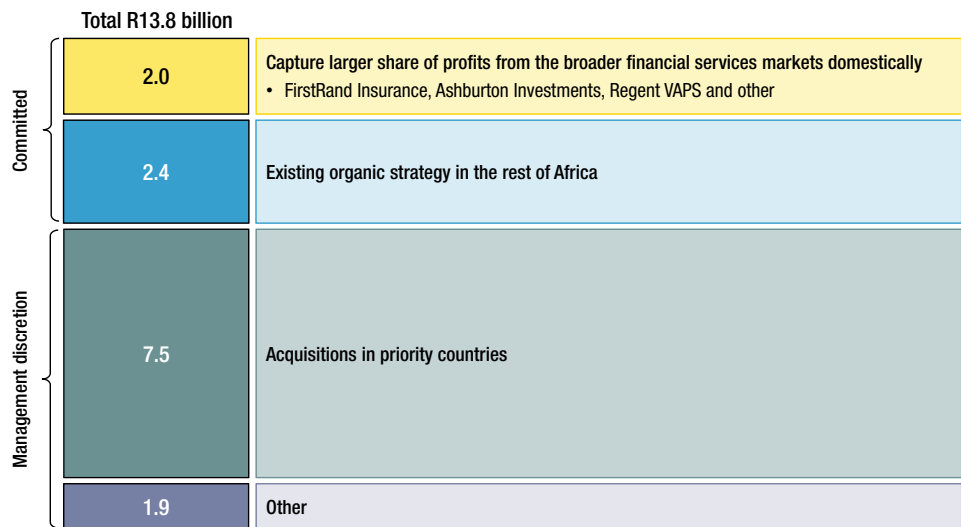
- Operating expenses increased 10%
 - Business-as-usual costs up 5%
- Cost-to-income ratio decreased to 39.7% (2015: 41.5%)
- Operating efficiencies achieved locally due to cost containment focus
- Balance between strategic initiatives and cost efficiencies



Strong capital position maintained

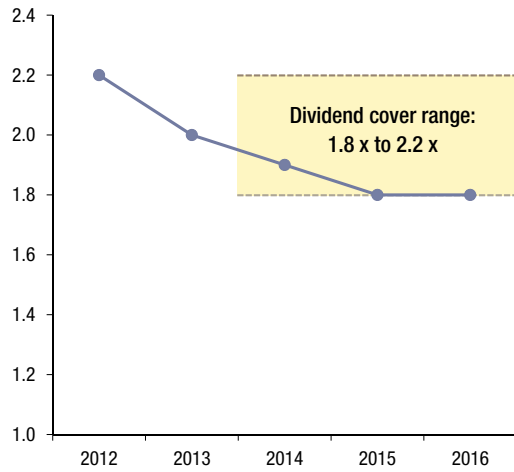


Surplus appropriate for growth strategies



Dividend cover range remains appropriate

DIVIDEND COVER (times)



- Capital deployment plans
- Elevated risk in macros
- Regulatory and accounting requirements



RESULTS PRESENTATION
for the year ended 30 June 2016



prospects



FIRSTRAND

Global and SA growth constraints remain, however, the group is:

- Confident that operating franchises will effectively navigate through this challenging environment and deliver growth
- Committed to investing for growth
- Committed to allocating financial resources to maximise economic profits
- Committed to maintaining a strong and prudently positioned balance sheet

Committed to continue to deliver superior returns



RESULTS PRESENTATION
for the year ended 30 June 2016



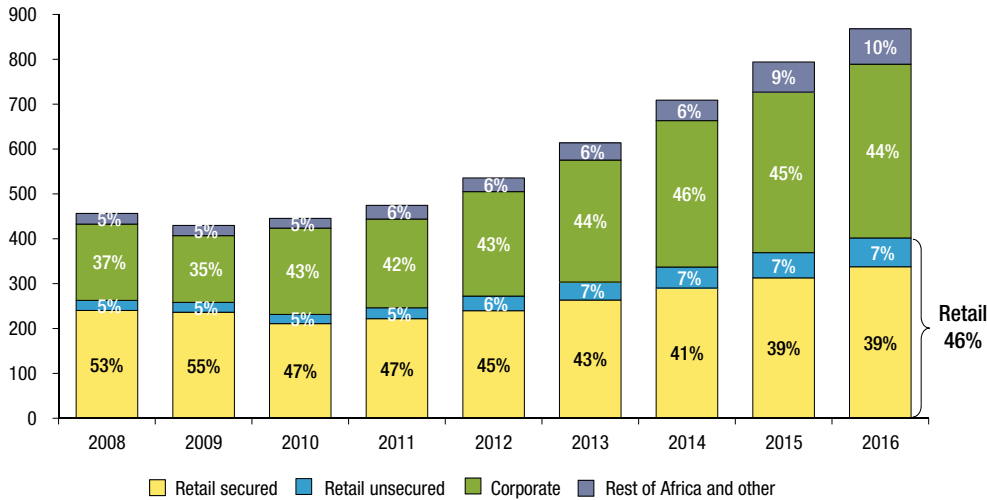
appendix



FIRSTRAND

Advances portfolio mix between corporate and retail remains appropriate

GROSS ADVANCES (R billion)



* Years prior to 2015 have not been restated for refined rest of Africa segmentation.

Retail advances growth reflects appropriate origination strategies

RETAIL ADVANCES			
Mortgages	Affordable housing	SA VAF	UK VAF (MotoNovo)
<p>Continued focus on low-risk FNB customers.</p>	<p>Credit demand and performance remains strong.</p>	<p>Volumes declining with vehicle sales and appetite reduced for higher-risk customers.</p>	<p>Market position and performance remains strong.</p>
Card	Personal loans	Rest of Africa	Transactional facilities
<p>Growth following FNB customer cross-sell strategy and transactional spend growth, but appetite reduced.</p>	<p>Automated processes and customer cross-sell driving growth, but appetite reduced.</p>	<p>Moderating growth and appetite with focus on FNB-banked customers.</p>	<p>Ongoing cross-sell and lending activation, but growth moderating and appetite reduced.</p>

Targeted lending strategies in corporate and commercial

COMMERCIAL ADVANCES					
Working capital	Commercial property finance	Agri finance	Asset-backed finance	Small businesses (SMEs)	Rest of Africa and India
➔	➔	➔	➔	➔	➔
Organic growth to existing clients with increasing utilisation levels. Selective acquisition of new clients.	Remain focused on banked owner-occupied. Selective acquisition of multi-tenanted deals.	Continue to diversify exposure across commodities and geographically. Proactive drought impact management.	Growth focus on customers across targeted industries. Cross-sell to banked clients.	Continue to cross-sell to relationship base with some tightening on new-to-bank and higher risk business.	Continue to target Africa-India corridor clients and introduce specialised product offerings.

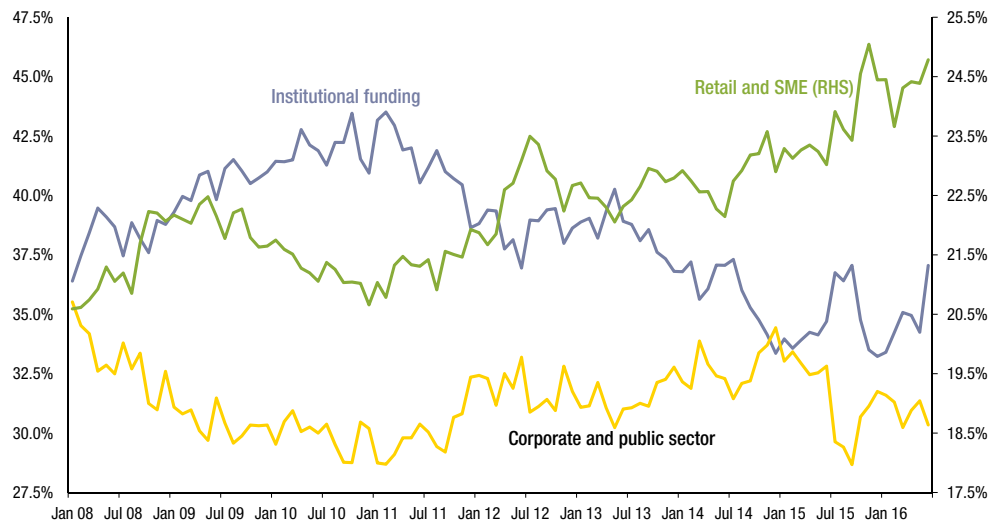
CORPORATE ADVANCES			
Domestic working capital and term lending	Domestic and rest of Africa infrastructure finance	Cross-border rest of Africa (excl. ZAR depreciation impact)	Acquisition finance to strategic SA corporates
➔	➔	➔	➔
Tracking nominal SA GDP.	Projects drawing down.	Moderated appetite and activity.	Lead arranger to a number of larger foreign acquisitions by SA corporates.

Commercial includes all advances to commercial clients across FNB and WesBank. Corporate includes advances to corporate and public sector customers across RMB, FNB and WesBank.



Continue to improve funding profile and mix

% OF TOTAL FUNDING



Coverage breakdown: residential mortgages

<i>TYPE</i>	R million	Specific coverage ratio
Sold property awaiting registration	116	24.6%
Deceased	240	23.0%
Debt review – mostly paying per agreement	762	20.0%
Insolvencies and litigation	1 342	21.6%
Non-debt review – payments being made	1 008	20.7%
Other	1 160	21.0%
Total	4 628	21.9%



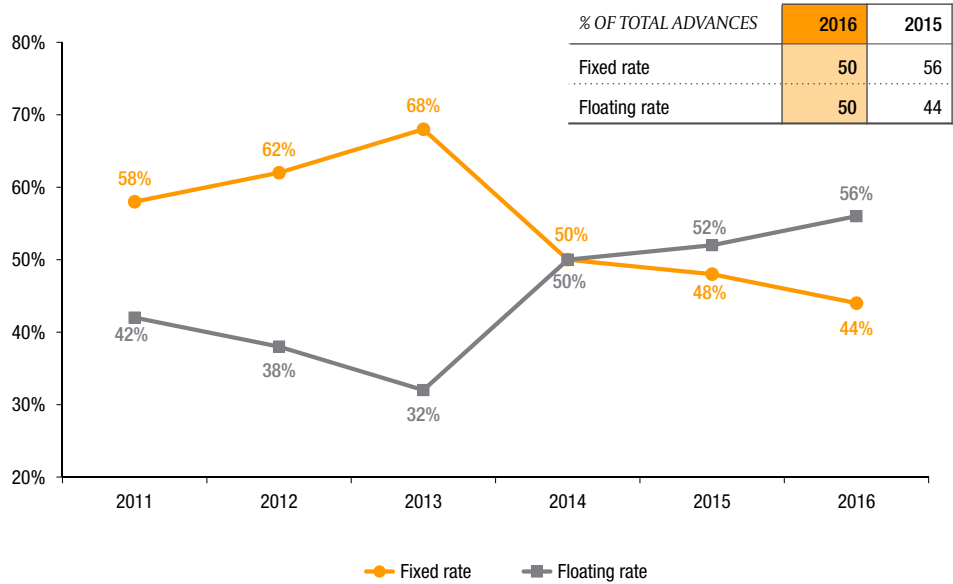
Coverage breakdown: retail VAF (SA and UK)

<i>TYPE</i>	R million	Specific coverage ratio
Other (includes absconded, insurance and alienations)	377	58.4%
Repossession	275	53.0%
Legal action for repossession	583	40.9%
Not restructured debt review	696	38.2%
Arrears 3+ months	1 418	37.7%
Restructured debt review	1 780	10.6%
Total	5 129	31.0%



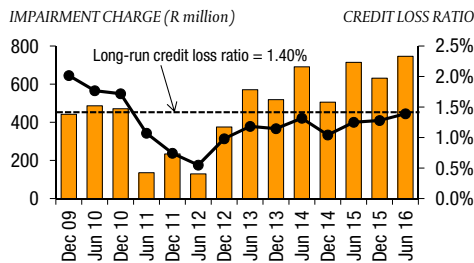
Margin pressure from shift in rate mix in WesBank's VAF book

PROPORTION OF SA RETAIL VAF NEW BUSINESS

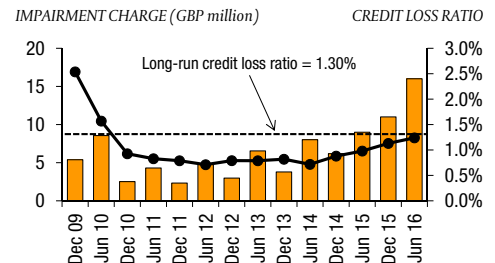


WesBank credit – all portfolios trending in line with expectations

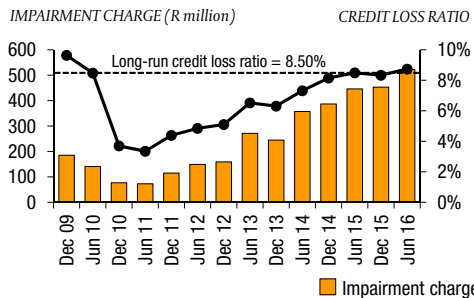
DOMESTIC RETAIL VAF



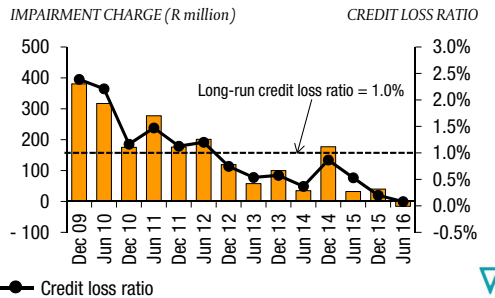
MOTONOVO (UK RETAIL VAF)



PERSONAL LOANS

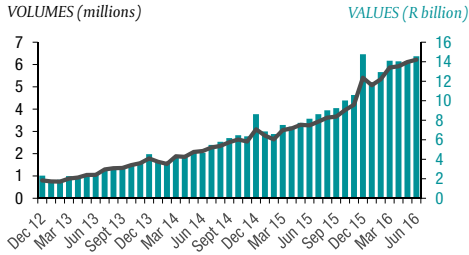


CORPORATE AND COMMERCIAL

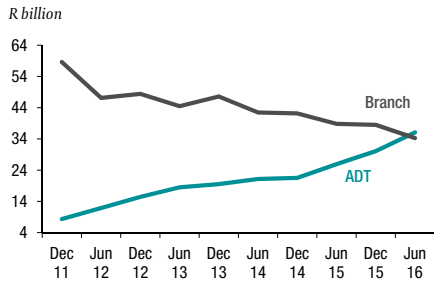


Innovation driving growth in volumes and value

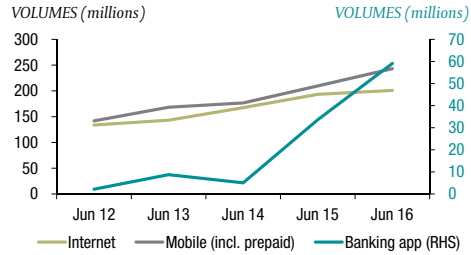
FNB banking app transactions



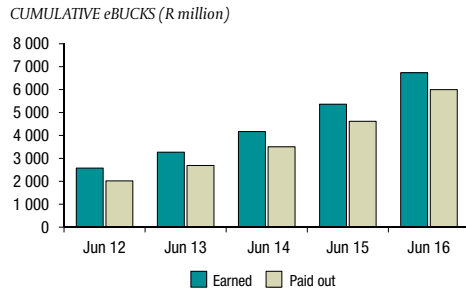
Deposit values (excl. cheques) – branches vs ADTs



Digital platforms



eBucks spend





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