FirstRand

results presentation

FOR THE SIX MONTHS ENDED 31 DECEMBER 2022

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overview of results

FOR THE SIX MONTHS ENDED 31 DECEMBER 2022

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Attractive growth in earnings and superior returns

Normalised earnings **R18.0bn** (Dec 21: R15.7bn) ↑15%	Deposit franchise **R1 355bn** (Dec 21: R1 212bn) ↑12%	Interim dividend per share **189 cents** (Dec 21: 157 cents) ↑20%
Return on assets **1.74%** (Dec 21: 1.64%) ↑10 bps	Return on equity **21.8%** (Dec 21: 20.1%) ↑170 bps	Net asset value **R166.4bn** (Dec 21: R162.3bn) ↑2%
Credit loss ratio* **0.74%** (Dec 21: 0.65%) ↑9 bps	Cost-to-income ratio **50.7%** (Dec 21: 52.4%) ↓170 bps	CET1 ratio **13.2%** (Dec 21: 13.6%) ↓40 bps

* As a percentage of core lending advances.

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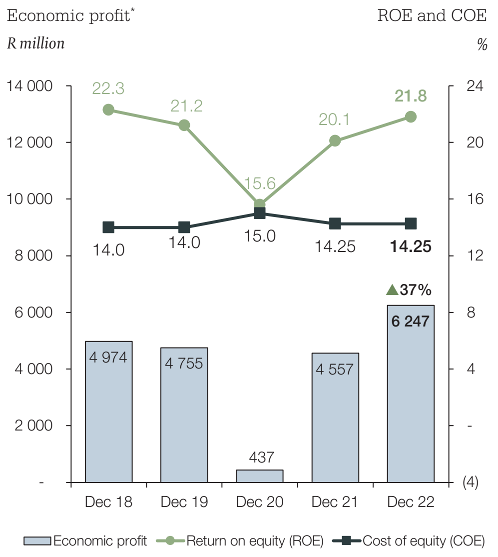
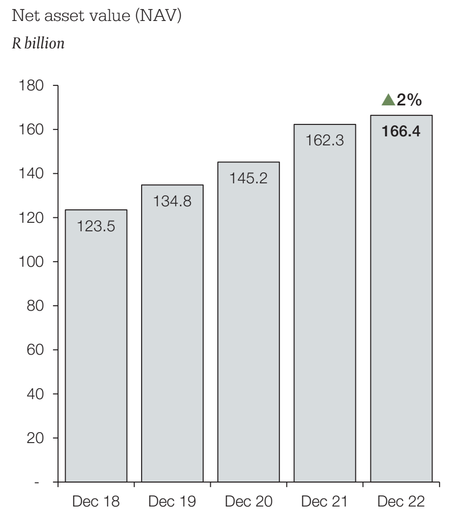
Earnings growth and capital optimisation delivered strong economic profit generation





* *Defined as net income after cost of capital (NIACC).*

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Positive outcomes for shareholders

- **Attractive growth in earnings** and **superior ROE** at the top end of the target range
- **Topline** driven by ongoing **new business origination** and **strong NIR growth** (NIR up 14% excluding the impact of the Ghana debt exposure)
- **Quality and composition of earnings** are outcomes of strategies to maximise shareholder value
  - Grow **transactional franchise** (growth in customers and volumes)
  - Focus on **deposit franchise** (up R143 billion, +12%)
  - **Judicious** and **tactical** approach to **lending**
- **Credit performance better than expected** – outcome of origination tilt emerging
- **Cost momentum too high,** remains a focus area for management

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Structural underpins ensure sustainability of superior ROE

Relative size of:

- **Transactional franchise** which contributes approximately half of gross revenue
- **Deposit franchise** and resultant lower reliance on institutional funding

Sizeable, long-standing, return-generative **private equity** franchise

Relative advances mix delivers higher **risk-adjusted margins** – credit appetite, underwriting and pricing **anchored to preserve return profile**

Strategies to **diversify sources of NIR** – scaling **insurance** and **investment management**
(already contribute c. R6 billion to NIR annually)

Underpinned by the disciplined allocation and pricing of financial resources
(capital, funding and liquidity, and risk capacity) and ALM strategies

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operating environment

FOR THE SIX MONTHS ENDED 31 DECEMBER 2022

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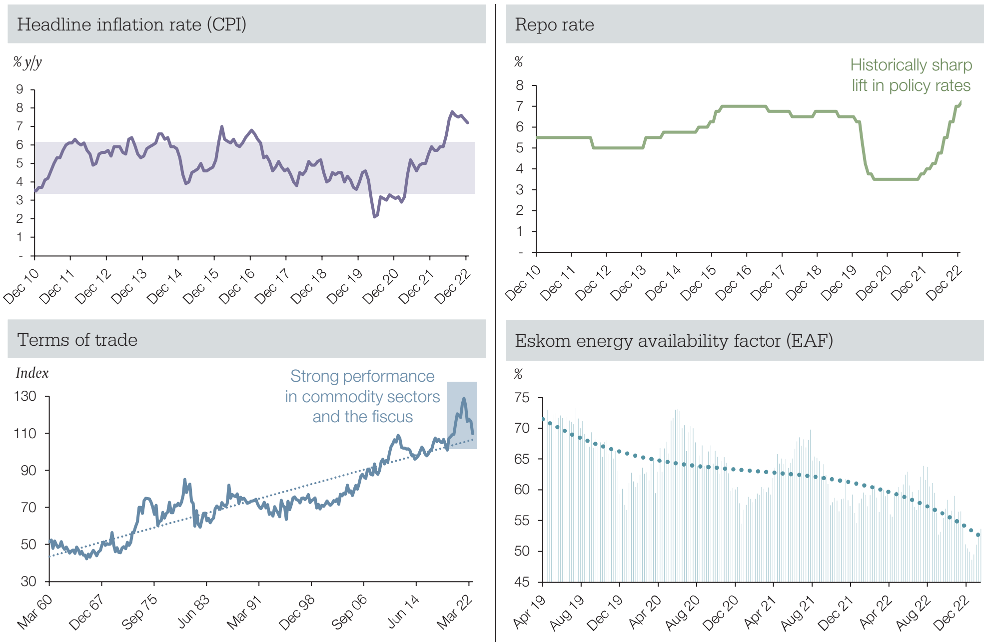
SA macros offered few tailwinds



Sources: StatsSA, SARB, Eskom, FirstRand.

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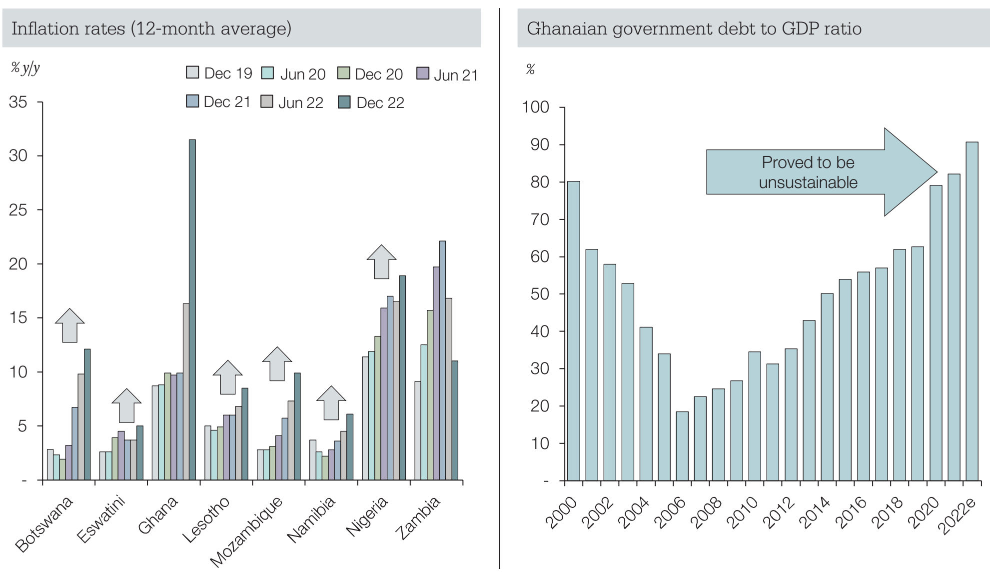
Tighter global financial conditions weighed on fiscally fragile countries in the broader Africa portfolio



Sources: IMF, FirstRand.

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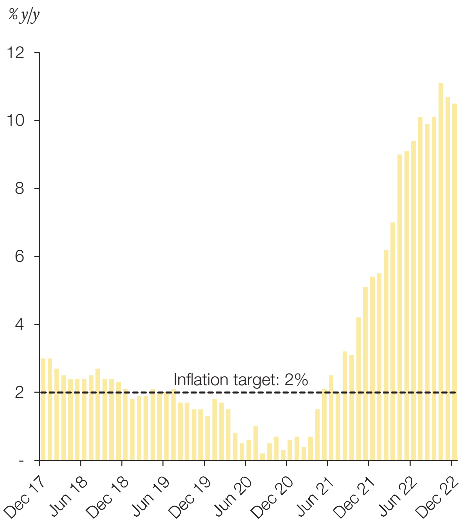
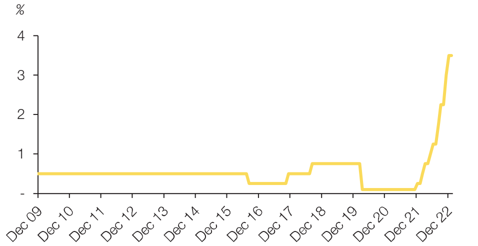
In the UK, a strong labour market provided partial relief against cost-of-living pressures

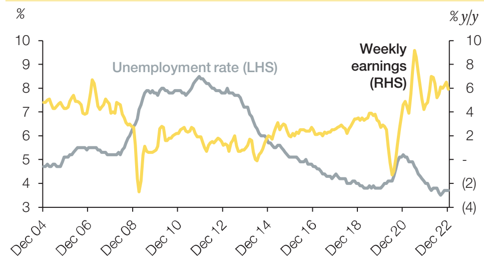
UK inflation rate



Bank of England (BoE) policy rate



Unemployment rate and average earnings growth



Sources: Bloomberg, FirstRand.

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unpacking performance against strategy

FOR THE SIX MONTHS ENDED 31 DECEMBER 2022

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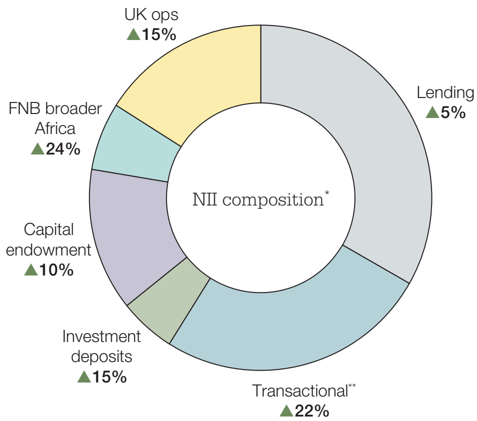
Relative balance between capital-light and lending NII



NII up 13%:

- Deposit franchise grew 12%
- Healthy advances growth of 11%
- Retail advances margin reflects origination approach, CIB front book margins remain tight
- Positive endowment benefit
- Continued benefit from ALM strategies

* *Excluding Group Treasury, Centre and other NII.*

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

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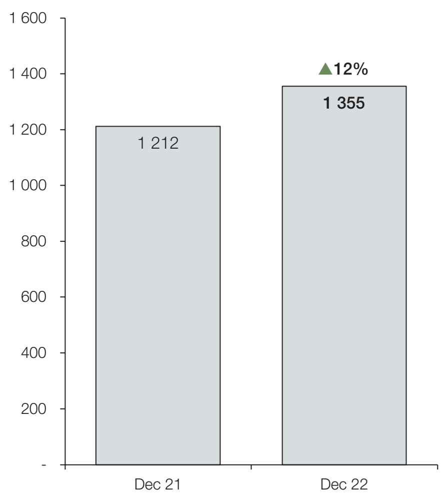
Continued outperformance from the deposit franchise…

Deposit franchise

R billion



- Continued market share gains
- Cash investment and transactional product inflows
- FNB remained the top household deposit franchise in SA by market share*
- Bank's institutional funding moderated to 26.9% of total funding (Dec 21: 27.3%)
- Liquidity buffers grew, with investments in treasury bills and government bonds

* *Source: December 2022 BA900 returns.*

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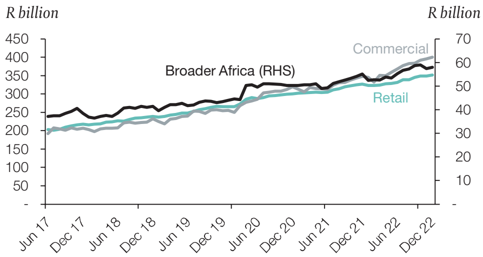
…underpinned by client acquisition and product innovation

FNB deposit franchise



FNB DEPOSIT GROWTH TRENDS

%	Period-on-period growth	5-year CAGR
Retail	8	10
Commercial	15	14
Broader Africa	5	9

RMB deposit franchise

- Average deposits grew 15%
- Strategy to grow operational balances and primary banking relationships
- Continued momentum in investment deposit products

Aldermore deposit franchise

- Customer savings grew 16% to £15.2 billion
- Now represent 81% of total liabilities (Dec 21: 79%)
- Personal savings now exceed £10 billion
- Competitively priced and award-winning products

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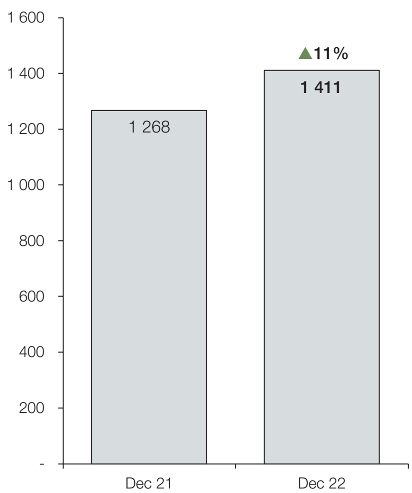
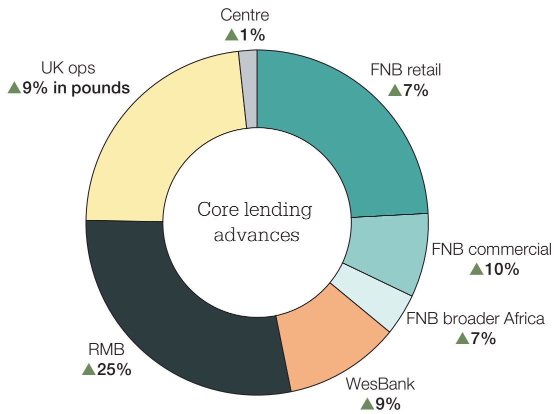
Healthy advances growth across all portfolios

Core lending advances

R billion





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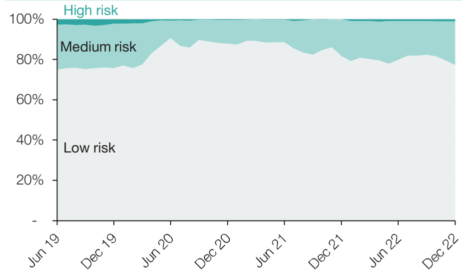
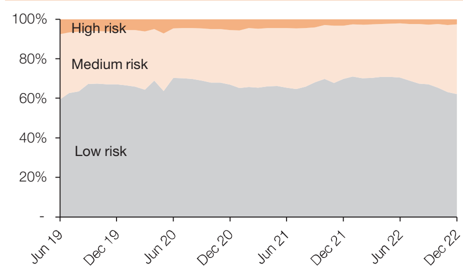
Retail lending remains focused on low and medium risk

FNB retail new business risk distribution

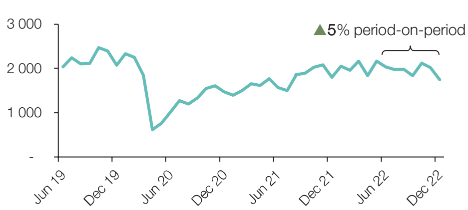


WesBank new business risk distribution



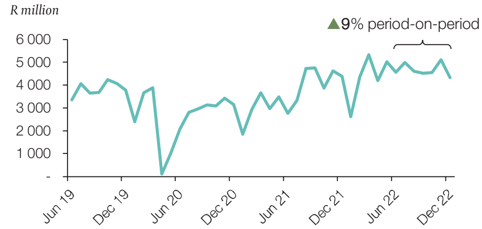
Personal loans*

Amount disbursed on new and existing business
R million



Residential mortgages

Amount disbursed on new and existing business
R million



** Exclude revolving facilities.*

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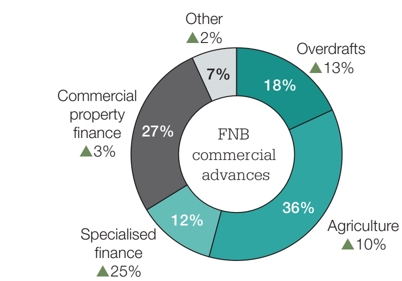
Sector-specific origination in both commercial and corporate

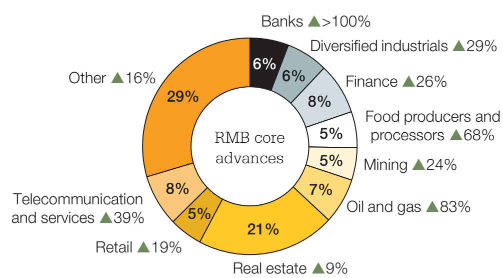
FNB commercial advances +10%

- Consistent origination strategy
- Deployed balance sheet into sectors showing above-cycle growth and expected to perform well even in high inflation and interest rate environment



RMB core advances +25%

- Sustained new business origination in investment banking
- Tilted to low- and medium-volatility sectors
- In higher-volatility industries, origination focused on better-rated counterparties



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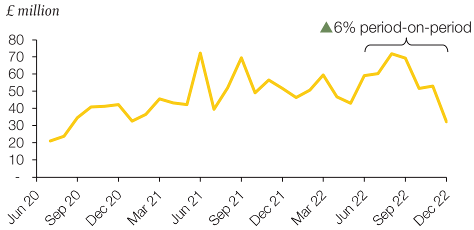
New business picked up in Q1 in all UK lending portfolios

Residential mortgages

Amount disbursed on new and existing business

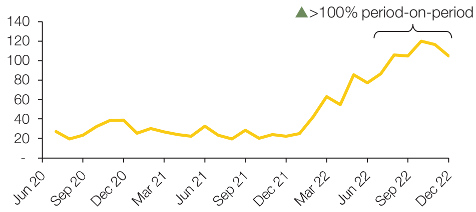
£ million



Buy-to-let mortgages

Amount disbursed on new and existing business

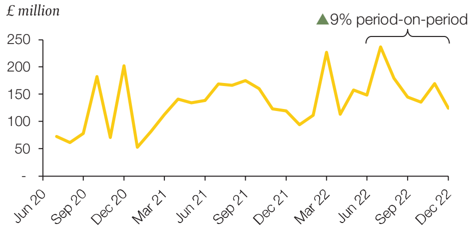
£ million



Business finance

Amount disbursed on new and existing business

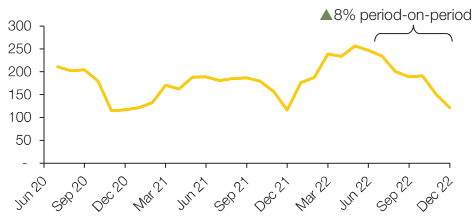
£ million



MotoNovo

Amount disbursed on new and existing business

£ million



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Aldermore's response to UK market volatility

- UK mini budget had significant impact on the mortgage market
  - Product availability fell c. 30% and mortgage rates spiked
  - Market pricing increased c. 200 bps compared to pre-mini budget
- Aldermore actions:
  - Focused on maintaining strong funding position
  - Immediately pulled certain products (e.g. fixed-rate)
  - In line with market, Aldermore withdrew retail mortgage product range on 28 September, returning to market with limited offering on 12 October
  - Some key products remain unavailable, e.g. >75% LTV on buy-to-let and >90% LTV on owner occupied
  - Materially reduced lending on other product lines
  - Focused on protecting margins in pipeline business
- Specialist buy-to-let, business finance and MotoNovo delivered resilient operational performances

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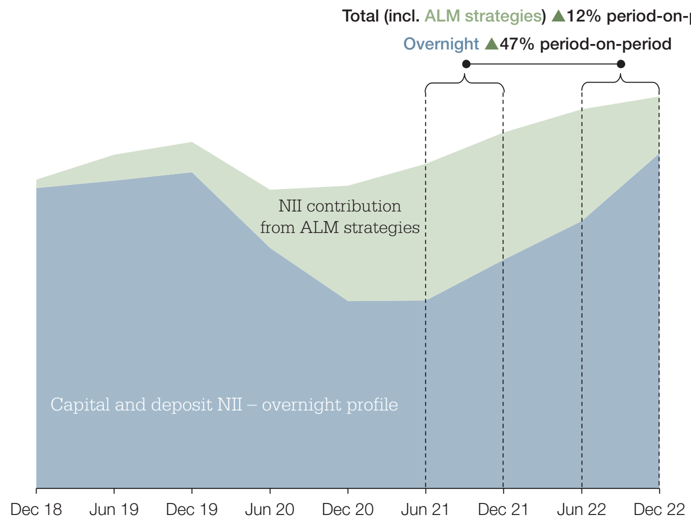
ALM strategies continued to add to NII over the period

Stylised view of the outcomes of group's ALM strategies



ALM strategy outcomes

- Earnings outperformance in FY21 and FY22
- In the same timeframe:
  - Allowed record dividend payout for the year ended June 2022
  - Supported strong NAV generation
  - Provided underpin to ROE

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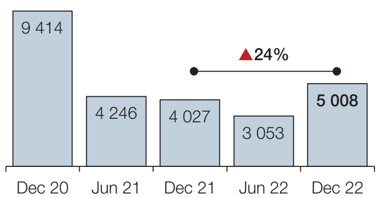
Credit performance better than anticipated, healthy coverage maintained

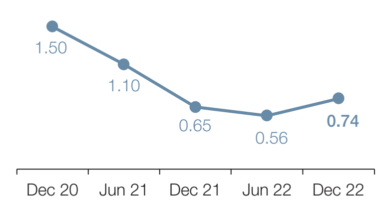
Credit impairment charge*

R million



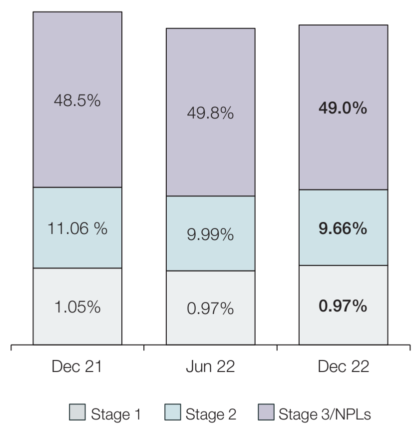
Credit loss ratio**

%



Total provisions *(R million)* and coverage *(% of core lending advances)*

Total provisions		
50 203	47 734	**48 216**



* *Rolling six-month view.*

** *As a percentage of average core lending advances (annualised).*

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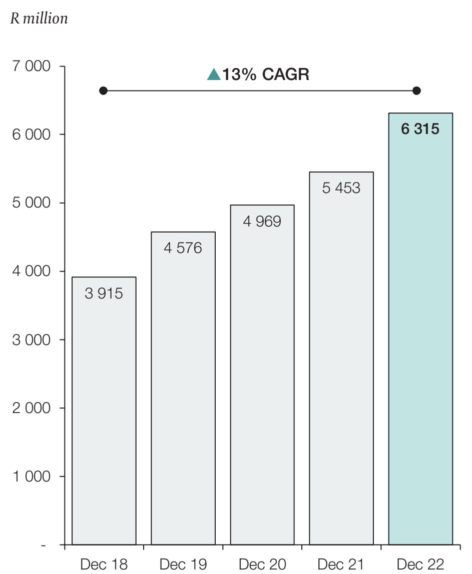
FNB customer franchise delivered strong underpin to group NIR growth

- **FNB NIR increased 13%**
  - **Active customers +5%** to 11.22 million, **SA VSI** at **2.94** (Dec 21: 2.94)
  - Transactional **volumes +15%**
  - Despite **fee reductions** of R213 million
  - **Insurance** income **+31%**
    - Solid growth across all insurance books
    - Good premium growth and 19% reduction in claims
    - **Life**
      - Premiums +16%, new business APE +22%
    - **Short-term insurance**
      - Premiums: R299m (+>100%), new business APE: R384m (+>100%)

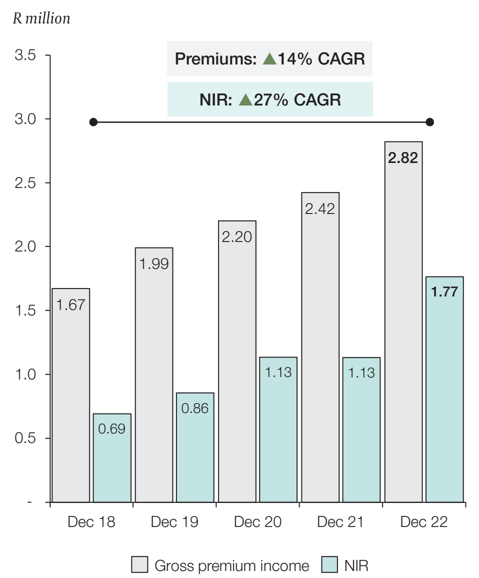
22

Successful NIR diversification – life insurance

In-force APE



Gross premium income and NIR



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Investment banking and private equity drove RMB's NIR growth

- **RMB NIR increased 14%**
- **Private equity**
  - Significant realisation coupled with strong gross annuity income growth
- **Investment banking**
  - Robust structuring and commitment fee income growth on the back of origination activities
  - Strong advisory income
- **Markets**
  - Benefited from asset class and geographical diversification
  - Performance reflects an increase in client activities in its broader Africa portfolios, offset by significant shifts in market dynamics and reduced client flows domestically

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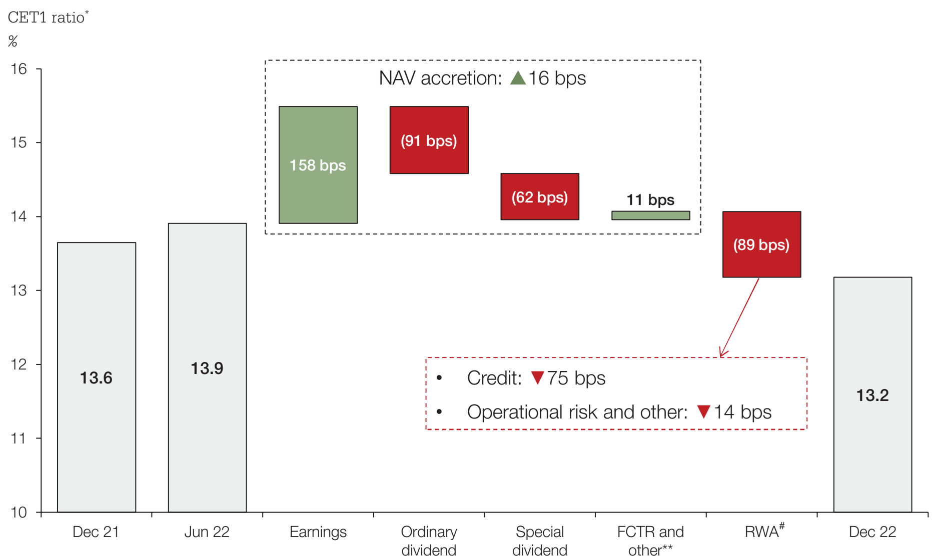
Return profile and capital management strategies result in healthy CET1



* *Includes unappropriated profits.*
** *Includes the FCTR (+10 bps), and other reserves and regulatory deductions.*
\# *Includes RWA optimisation.*

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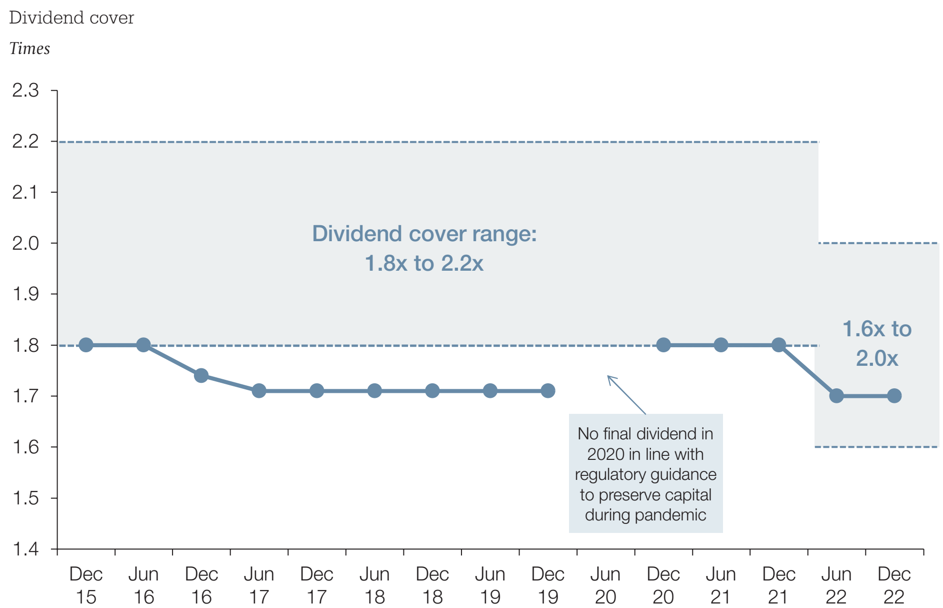
Dividend cover maintained at 1.7 times



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operating business highlights

FOR THE SIX MONTHS ENDED 31 DECEMBER 2022

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Portfolio performance reflects quality of customer-facing businesses

NORMALISED EARNINGS

R million	Dec 22	Dec 21	% change
FNB	**11 077**	9 469	17 ▲
WesBank	**929**	873	6 ▲
RMB	**4 677**	3 644	28 ▲
UK operations	**1 607**	1 506	7 ▲
UK operations (£ million)	**79**	74	7 ▲
Centre*	**(243)**	250	(>100) ▼
Total group	**18 047**	15 742	15 ▲

* *Includes Group Treasury and other equity instrument holders.*

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FNB delivered against all key performance metrics

Normalised earnings
R11.1bn
(Dec 21: R9.5bn) ↑17%

Normalised profit before tax
R15.9bn
(Dec 21: R13.7bn) ↑16%

Deposits
R810.9bn
(Dec 21: R730.4bn) ↑11%

Return on assets
4.29%
(Dec 21: 3.96%) ↑33 bps

Return on equity
42.9%
(Dec 21: 40.0%) ↑290 bps

Advances
R507.1bn
(Dec 21: R470bn) ↑8%

Credit loss ratio
1.28%
(Dec 21: 1.26%) ↑2 bps

Cost-to-income ratio
51.4%
(Dec 21: 52.2%) ↓80 bps

Active customers
11.22m
(Dec 21: 10.69m) ↑5%

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WesBank sees recovery in new business origination, costs well controlled

Normalised earnings	Normalised profit before tax	FNB main-banked customers as % of base
R929m	**R1 278m**	**63%**
(Dec 21: R873m) ↑6%	(Dec 21: R1 232m) ↑4%	(Dec 21: 61%) ↑200 bps

Return on assets	Return on equity	Advances
1.24%	**21.0%**	**R153.6bn**
(Dec 21: 1.22%) ↑2 bps	(Dec 21: 20.5%) ↑50 bps	(Dec 21: R140.8bn) ↑9%

NPLs as a % of advances	Credit loss ratio	Cost-to-income ratio
4.28%	**1.01%**	**52.9%**
(Dec 21: 5.96%) ↓168 bps	(Dec 21: 1.08%) ↓7 bps	(Dec 21: 54.3%) ↓140 bps

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RMB's performance benefited from diversified portfolio

Normalised earnings	Normalised profit before tax	Deposits
R4.7bn	**R6.5bn**	**R318.7bn**
(Dec 21: R3.6bn) ↑28%	(Dec 21: R5.2bn) ↑25%	(Dec 21: R267.4bn) ↑19%

Return on assets	Return on equity	Core lending advances
1.42%	**22.4%**	**R400.2bn**
(Dec 21: 1.17%) ↑25 bps	(Dec 21: 20.1%) ↑230 bps	(Dec 21: R319.7bn) ↑25%

Credit loss ratio*	Cost-to-income ratio	Primary-banked relationships
0.01%	**47.8%**	**924**
(Dec 21: 0.02%) ↓1 bps	(Dec 21: 50.1%) ↓230 bps	(Dec 21: 869) ↑6%

* *As a percentage of core lending advances.*

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Good operational performance from broader Africa portfolio, partly offset by Ghana sovereign default

Normalised earnings **R1 481m** (Dec 21: R1 412m) ↑5%	Normalised profit before tax **R3 111m** (Dec 21: R2 771m) ↑12%	Deposit franchise **R84.3bn** (Dec 21: R79bn) ↑7%
Return on equity **15.2%** (Dec 21: 16.4%) ↓120 bps	Cost-to-income ratio **55.1%** (Dec 21: 57.3%) ↓220 bps	Credit loss ratio* **0.72%** (Dec 21: 0.47%) ↑25 bps
Retail and commercial customers **1.98m** (Dec 21: 1.87m) ↑6%	App penetration** **40.3%** (Dec 21: 32.8%) ↑750 bps	CashPlus agents **3 071** (Dec 21: 2 260) ↑36%

* *As a percentage of core lending advances.*
** *Registered app users (with an active account) as a percentage of the total active customer base.*

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Resilient UK performance in a challenging market

Normalised earnings **£79m** (Dec 21: £74m) ↑7%	Normalised profit before tax **£110m** (Dec 21: £99m) ↑11%	Net interest margin **3.06%** (Dec 21: 2.88%) ↑18 bps
Return on assets **0.81%** (Dec 21: 0.83%) ↓2 bps	Return on equity **11.9%** (Dec 21: 11.8%) ↑10 bps	NPLs as a % of advances **2.66%** (Dec 21: 2.96%) ↓30 bps
Credit loss ratio **0.67%** (Dec 21: 0.20%) ↑47 bps	Cost-to-income ratio **46.5%** (Dec 21: 54.1%) ↓760 bps	Advances **£15 893m** (Dec 21: £14 556m) ↑9%

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financial review

FOR THE SIX MONTHS ENDED 31 DECEMBER 2022

Key performance metrics – normalised

	Dec 22	Dec 21	% change
Earnings (R million)	**18 047**	15 742	15 ▲
Diluted/basic EPS (cents)	**321.7**	280.6	15 ▲
Dividend per share (cents)	**189.0**	157.0	20 ▲
NIACC (R million)	**6 247**	4 557	37 ▲
Net asset value per share (cents)	**2 965.7**	2 893.6	2 ▲
Net interest margin (including UK operations) (%)	**4.38**	4.37	▲
Credit loss ratio (%)	**0.74**	0.65	▲
Cost-to-income ratio (%)	**50.7**	52.4	▼
Return on assets (%)	**1.74**	1.64	▲
Return on equity (%)	**21.8**	20.1	▲
CET1 ratio* (%)	**13.2**	13.6	▼
Stage 3/NPL as a % of core lending advances	**3.59**	4.30	▼
Gross advances – core lending advances (R billion)	**1 411**	1 268	11 ▲
Deposits (R billion)	**1 793**	1 645	9 ▲

* *Includes unappropriated profits.*

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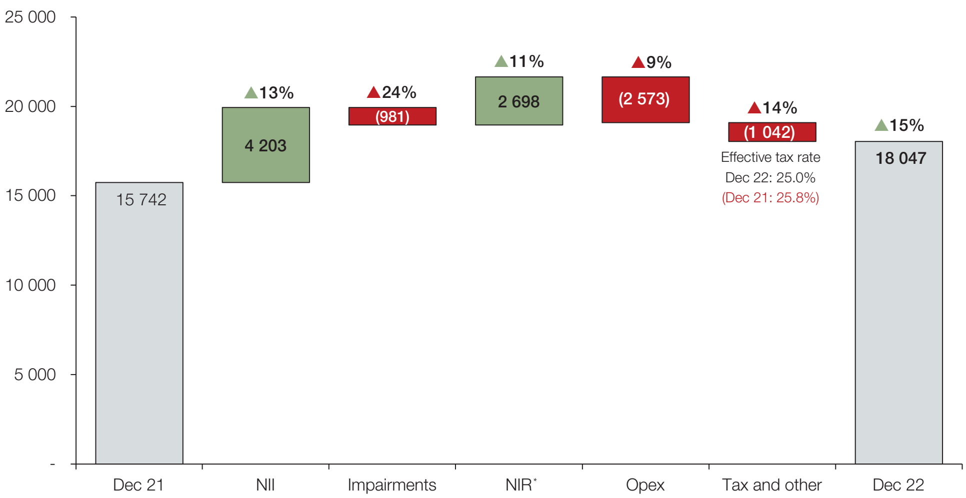
Strong topline more than offset costs and impairments to deliver 15% earnings growth

Normalised earnings

R million



* Includes share of profit from associates and joint ventures after tax.

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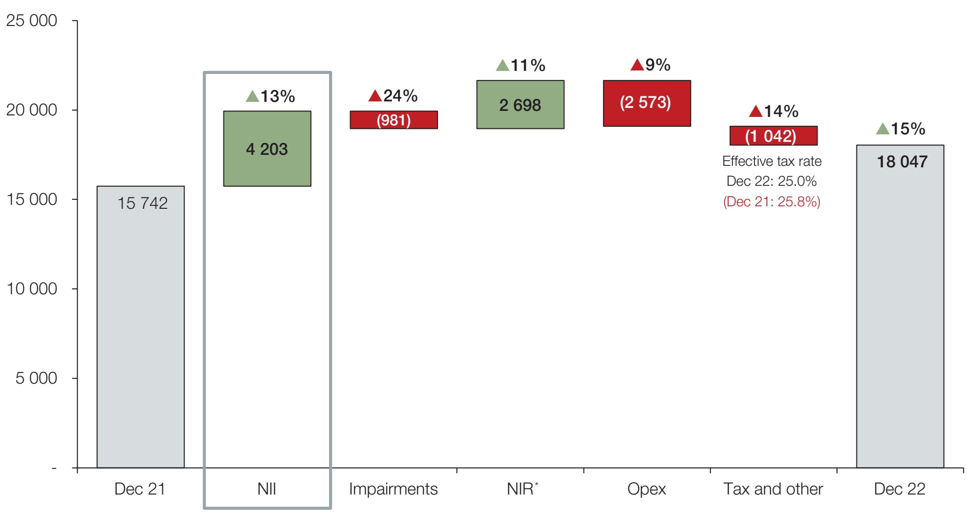
Overall increase in NII reflects balance sheet growth and endowment

Normalised earnings

R million



* Includes share of profit from associates and joint ventures after tax.

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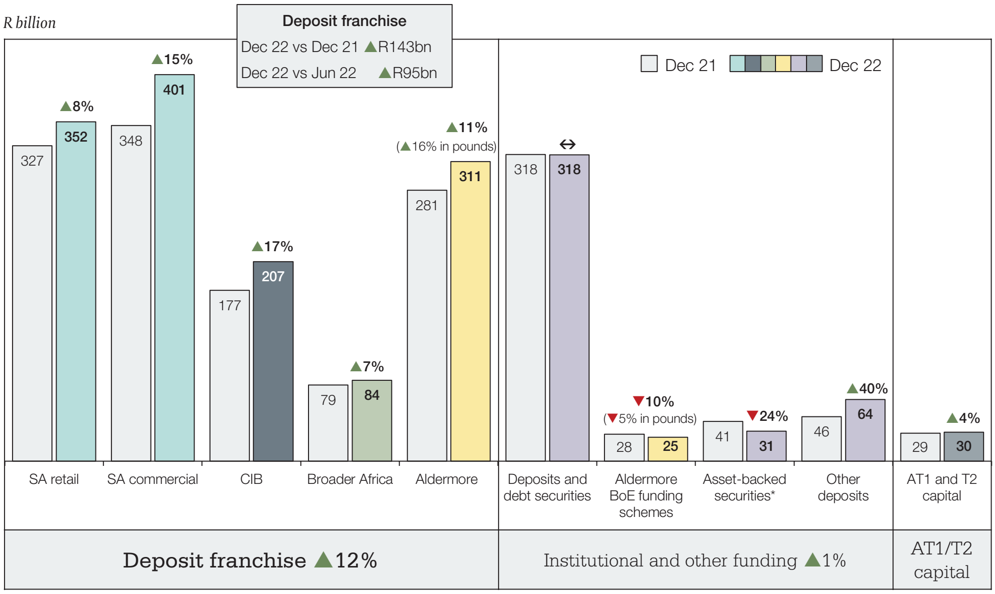
Deposit franchise outperformance continues



* Include Aldermore's securitisation transactions.

Note: Percentage growth is based on actual rather than the rounded numbers shown in the bar graphs.

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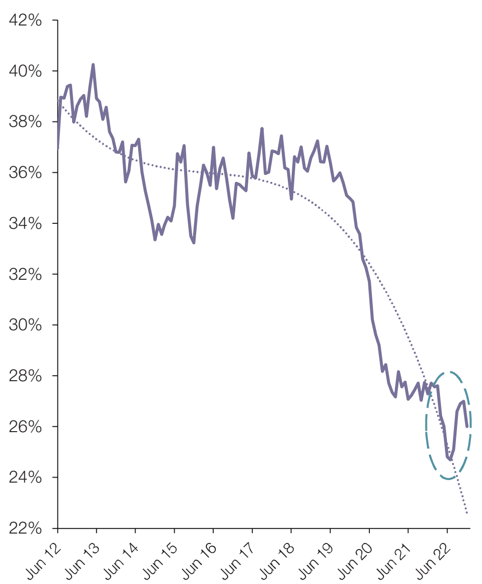
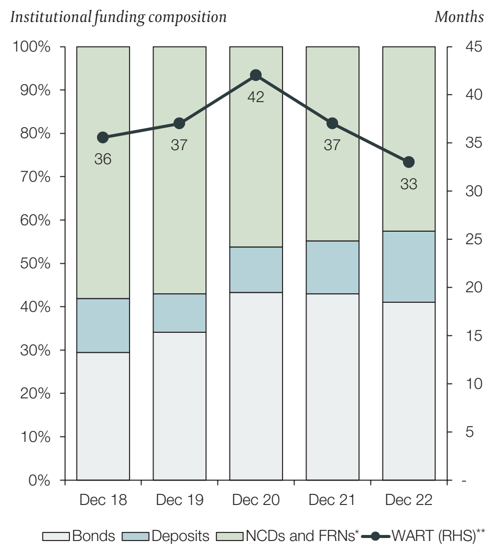
Institutional funding use remains moderate

Institutional funding as % of total funding



Diversified institutional funding mix and term profile



* Negotiable certificates of deposit (NCDs) and floating rate notes (FRNs).

** Weighted average remaining term (WART) is for institutional funding in SA.

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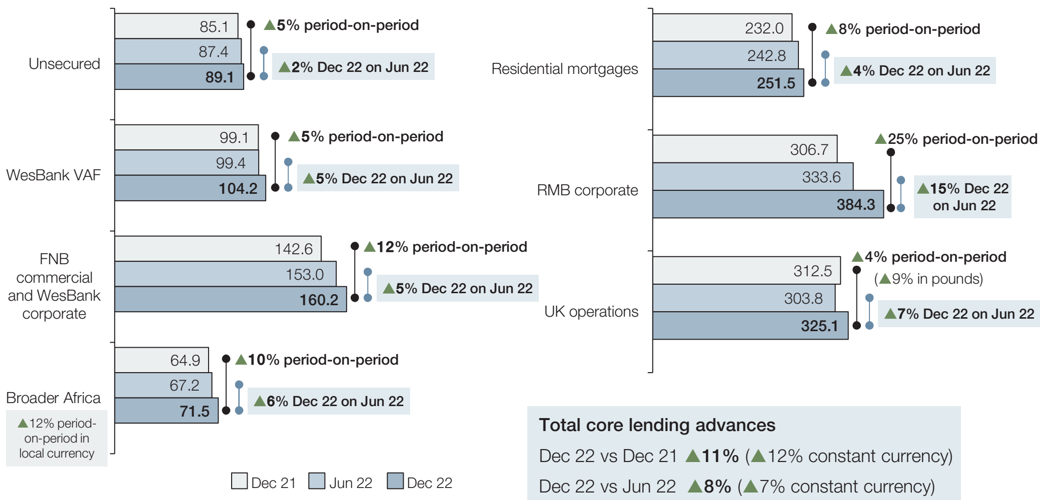
Advances growth driven by residential mortgages and corporate, momentum picked up in WesBank VAF

Core lending advances

R billion

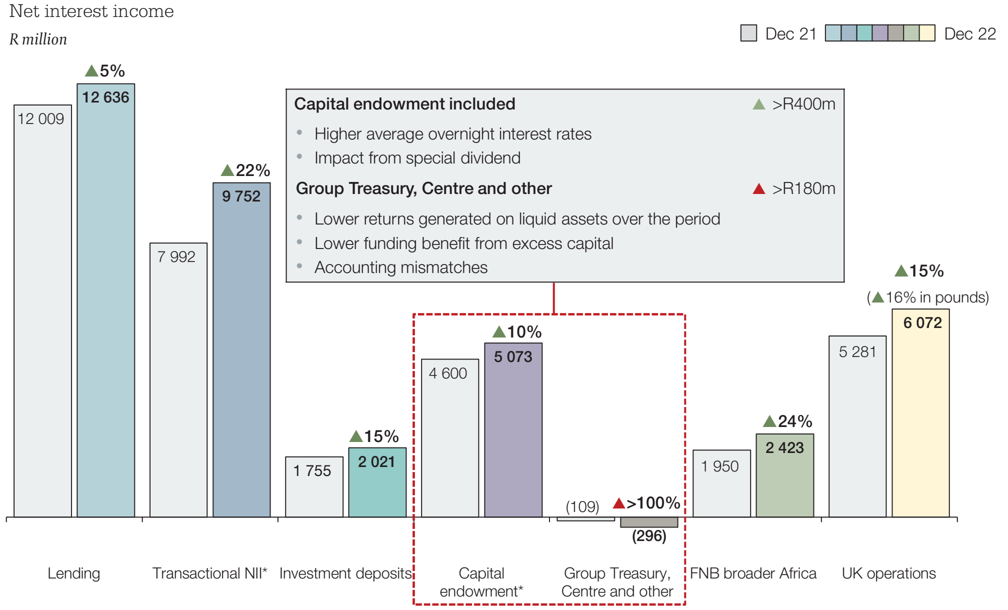


40

Transactional NII reflects health of franchise

Net interest income

R million



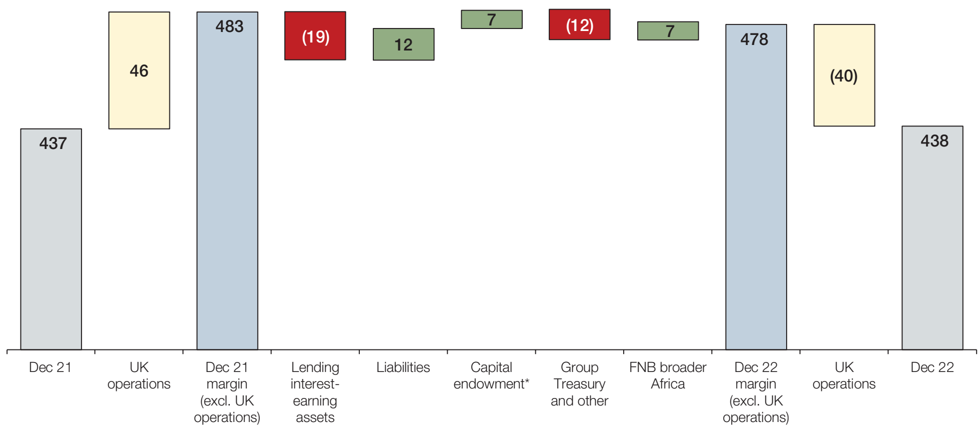
* *Including ALM strategies.*

41

Origination strategy played out in lower NIM – some offset from deposit franchise

Normalised margin

Basis points



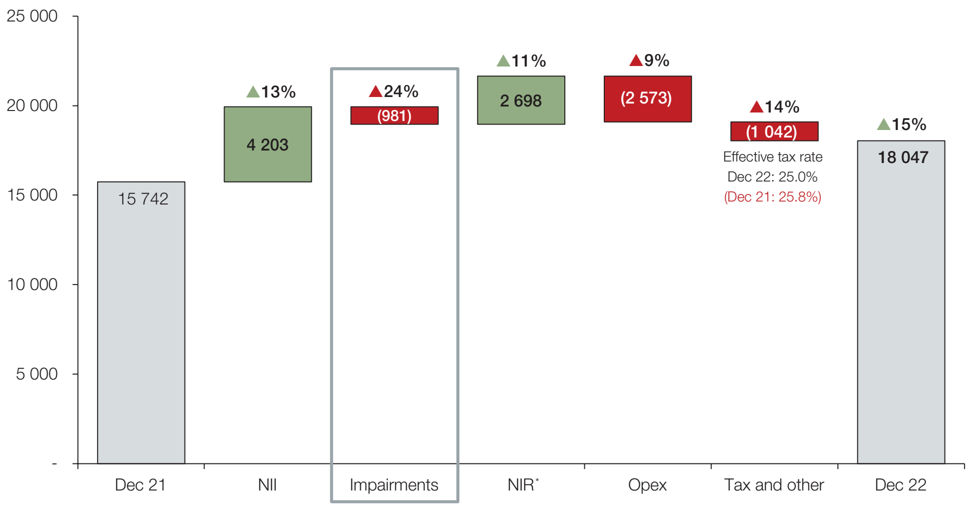
* Including ALM strategies.

42

Origination tilt emerging as credit performance better than expected

Normalised earnings

R million

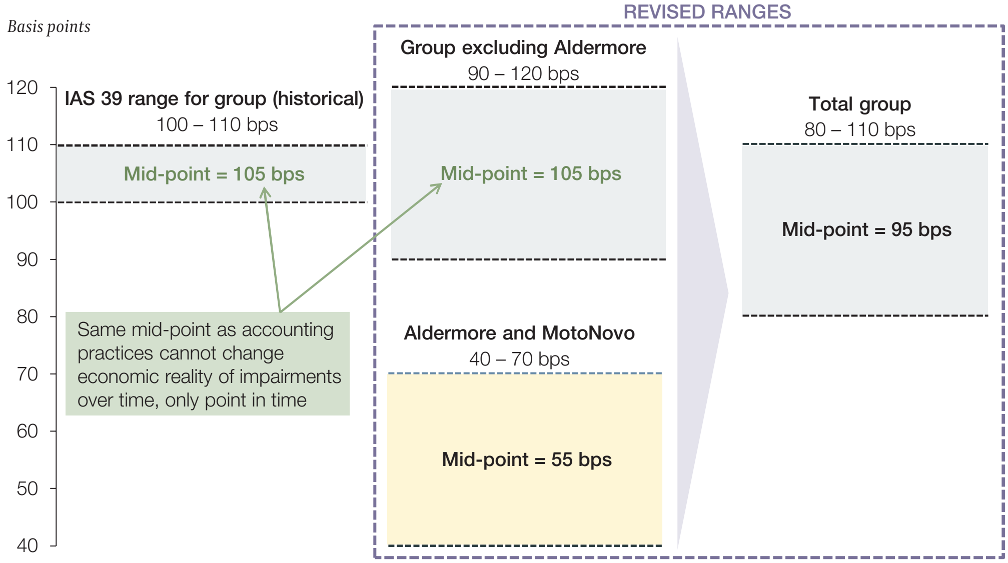


* Includes share of profit from associates and joint ventures after tax.

Revised TTC ranges under IFRS 9

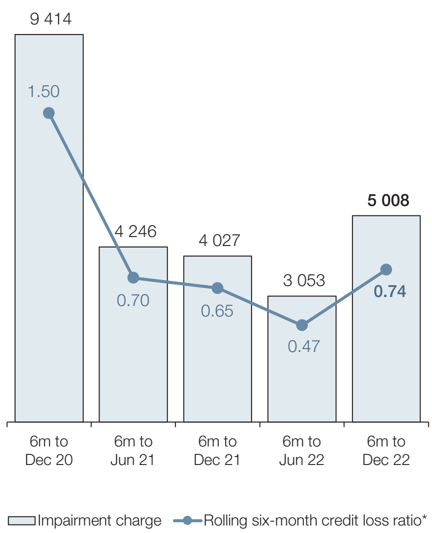
Through-the-cycle (TTC) credit loss ratio ranges

Basis points

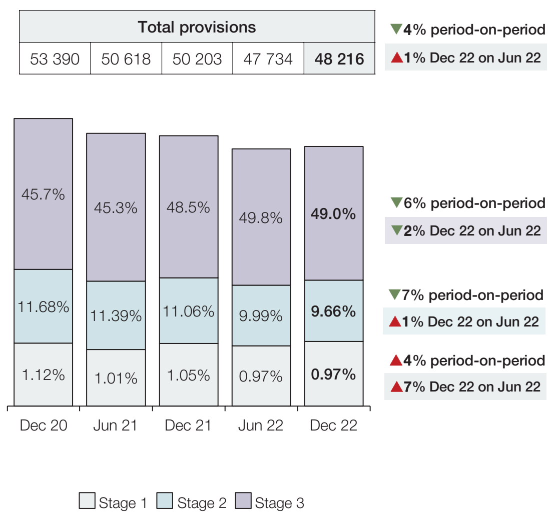


Despite challenging macros, impairment charge still benign

Impairment charge *(R million)* and credit loss ratio *(%)*



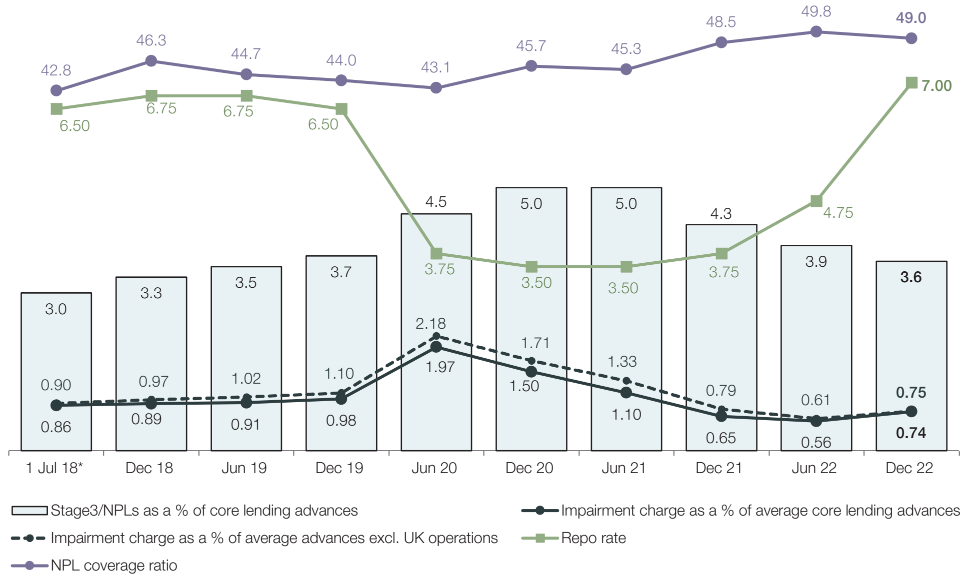
Total provisions *(R million)* and coverage *(% of core lending advances)*



* *Annualised.*

45

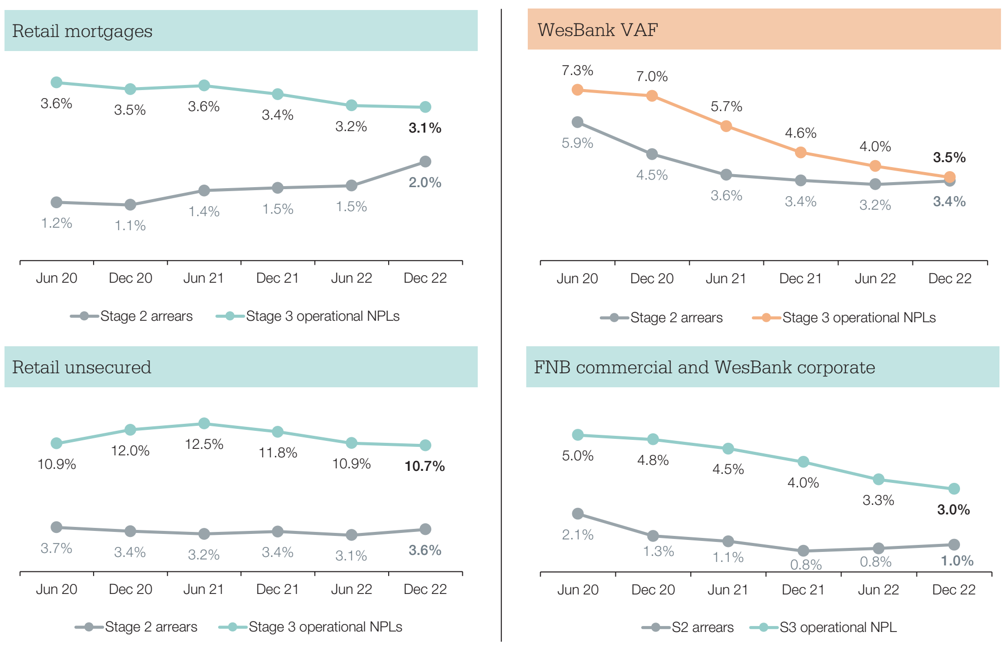
Despite steep rise in rates, NPL roll rates benefiting from origination tilt



* *NPLs as a percentage of advances and NPL coverage ratio are based on IFRS 9. Impairment charge is based on IAS 39.*

46

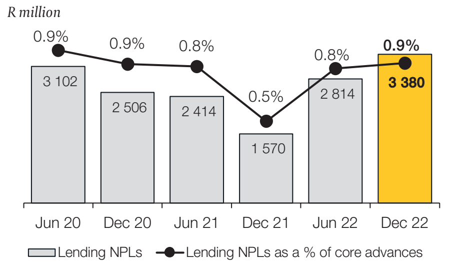
Trend in arrears early demonstration of origination approach



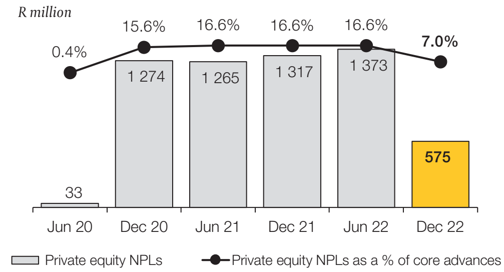
47

RMB corporate lending and private equity stage 2 and NPLs

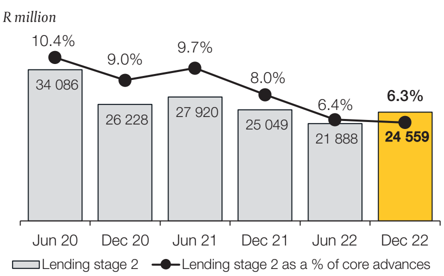
Lending NPLs



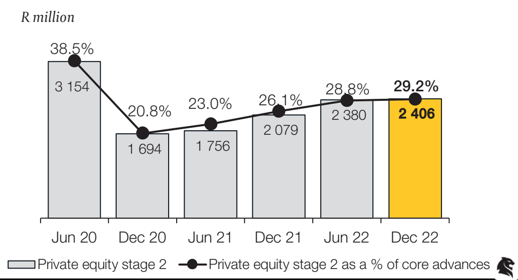
Private equity NPLs



Lending stage 2



Private equity stage 2



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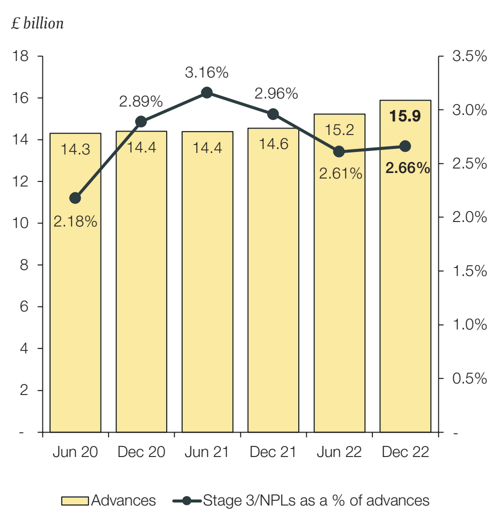
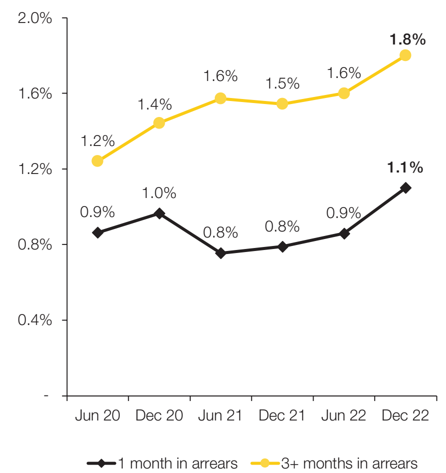
UK credit performance as anticipated

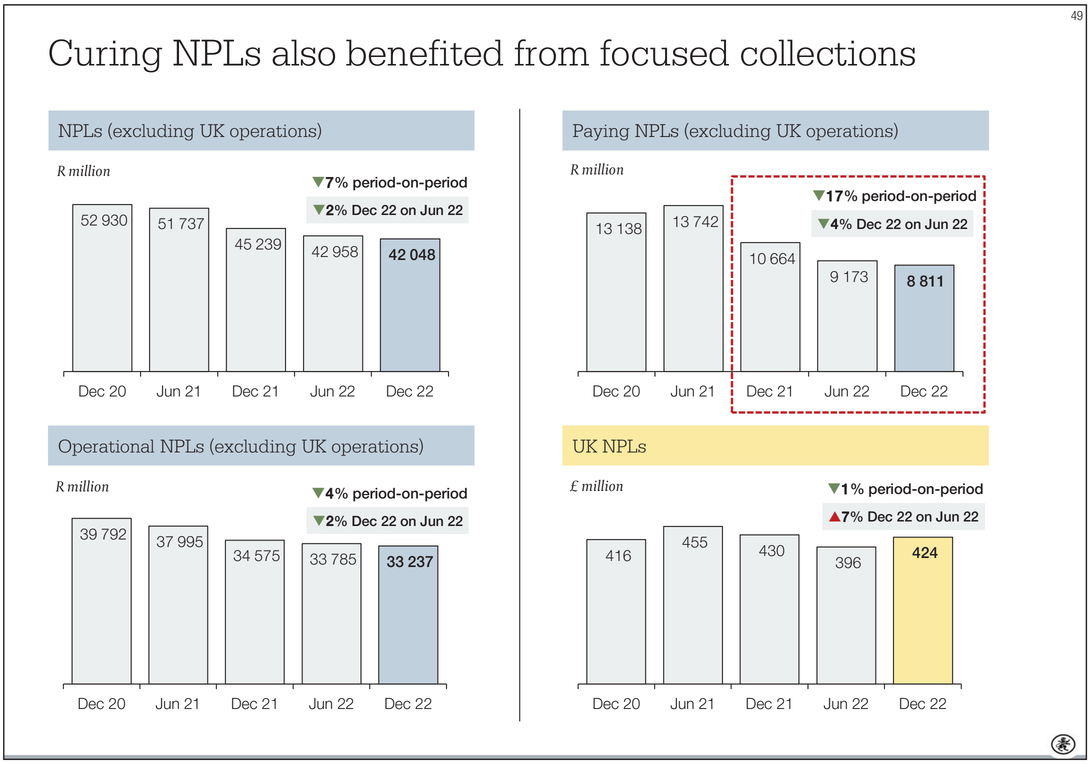
Gross advances and NPLs

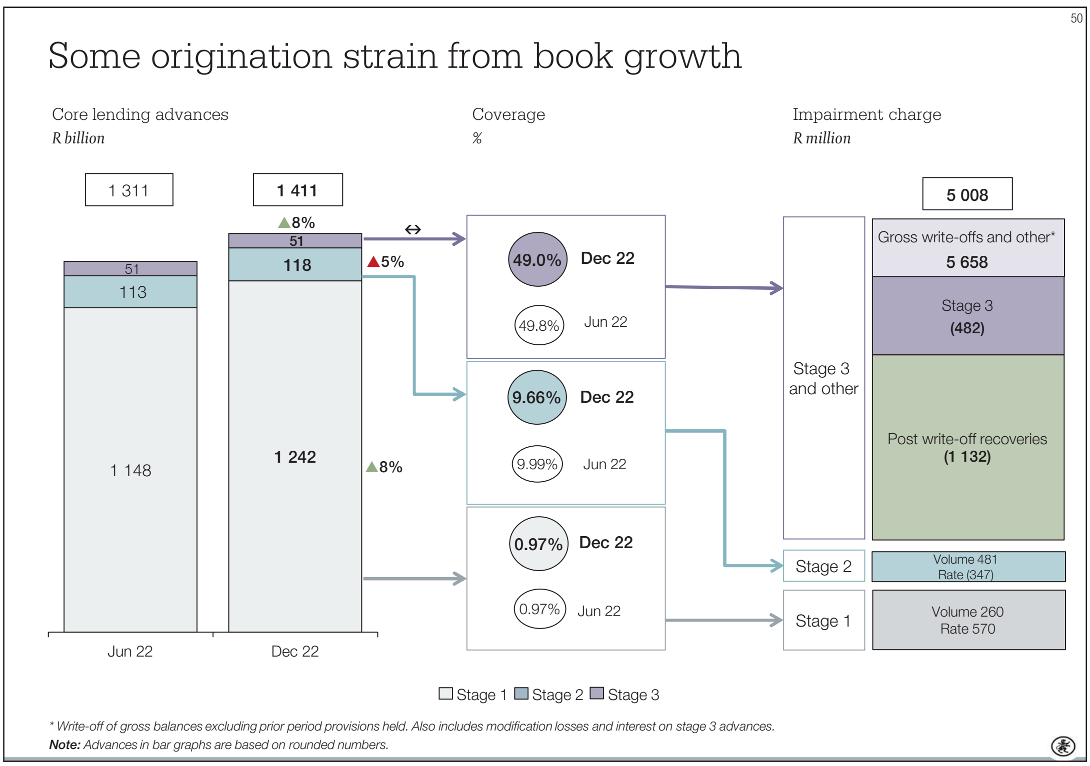


Arrears levels



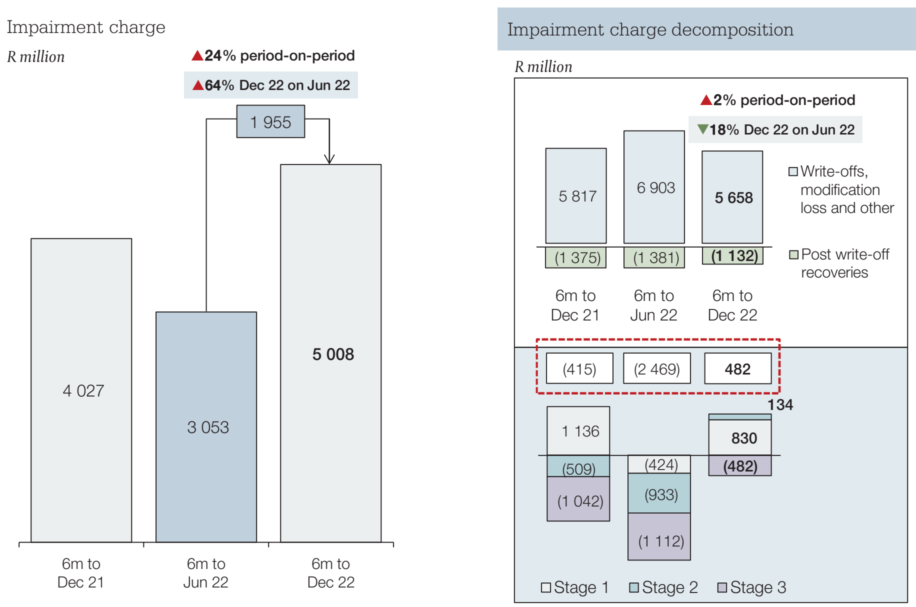
Note: *Following resumption of repayments after >6 months' relief customers are held in stage 3 for up to 12 months' probation, depending on product.*


49
Curing NPLs also benefited from focused collections
NPLs (excluding UK operations)
R million
▼7% period-on-period
▼2% Dec 22 on Jun 22
52 930
51 737
45 239
42 958
42 048
Dec 20
Jun 21
Dec 21
Jun 22
Dec 22
Paying NPLs (excluding UK operations)
R million
▼17% period-on-period
▼4% Dec 22 on Jun 22
13 138
13 742
10 664
9 173
8 811
Dec 20
Jun 21
Dec 21
Jun 22
Dec 22
Operational NPLs (excluding UK operations)
R million
▼4% period-on-period
▼2% Dec 22 on Jun 22
39 792
37 995
34 575
33 785
33 237
Dec 20
Jun 21
Dec 21
Jun 22
Dec 22
UK NPLs
£ million
▼1% period-on-period
▲7% Dec 22 on Jun 22
416
455
430
396
424
Dec 20
Jun 21
Dec 21
Jun 22
Dec 22


50
Some origination strain from book growth
Core lending advances
R billion
1 311
1 411
▲8%
51
113
1 148
51
118
1 242
▲5%
▲8%
Jun 22
Dec 22
Coverage
%
49.0%
Dec 22
49.8%
Jun 22
9.66%
Dec 22
9.99%
Jun 22
0.97%
Dec 22
0.97%
Jun 22
Impairment charge
R million
5 008
Gross write-offs and other*
5 658
Stage 3
(482)
Post write-off recoveries
(1 132)
Stage 3
and other
Stage 2
Volume 481
Rate (347)
Stage 1
Volume 260
Rate 570
Stage 1 Stage 2 Stage 3
* Write-off of gross balances excluding prior period provisions held. Also includes modification losses and interest on stage 3 advances.
Note: Advances in bar graphs are based on rounded numbers.

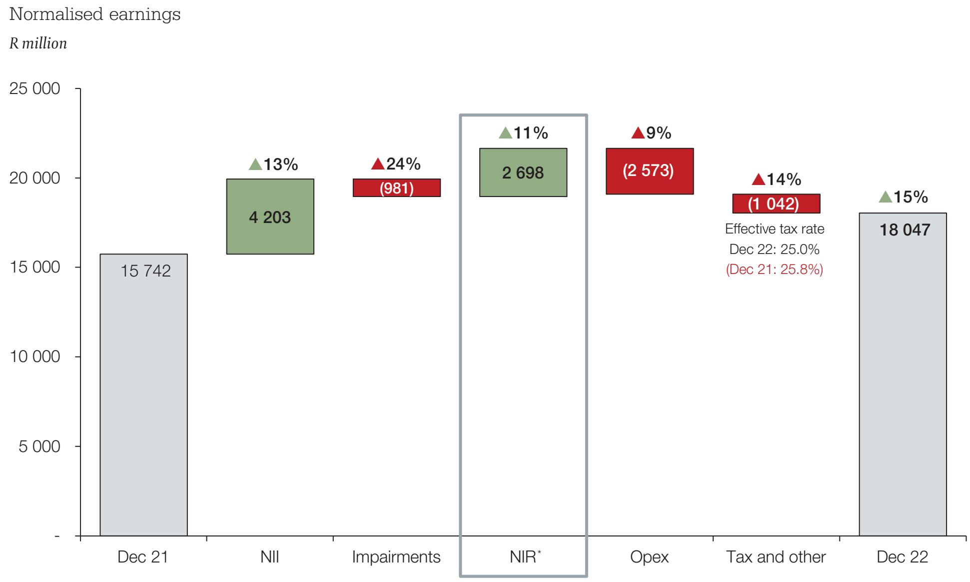
51

Increase in charge reflecting releases in prior period



52

Underlying NIR growth driven by strength of transactional franchise but impacted by Ghana provisions



* Includes share of profit from associates and joint ventures after tax.

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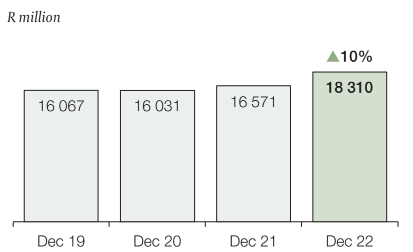
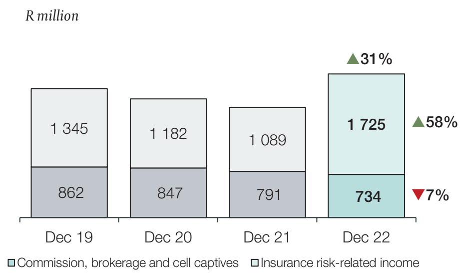
Unpack of underlying NIR performance

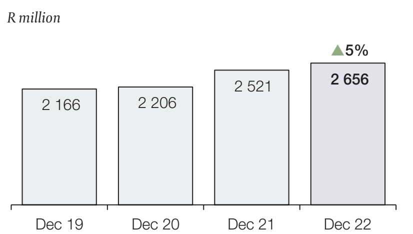
Fee and commission income



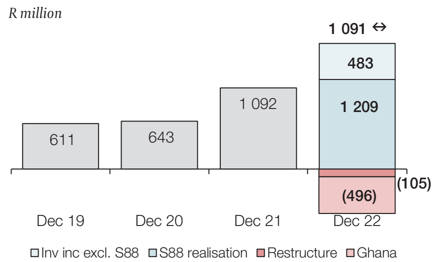
Insurance income



Trading and other fair value



Total investment income*



* Includes share of profit from associates and joint ventures after tax.

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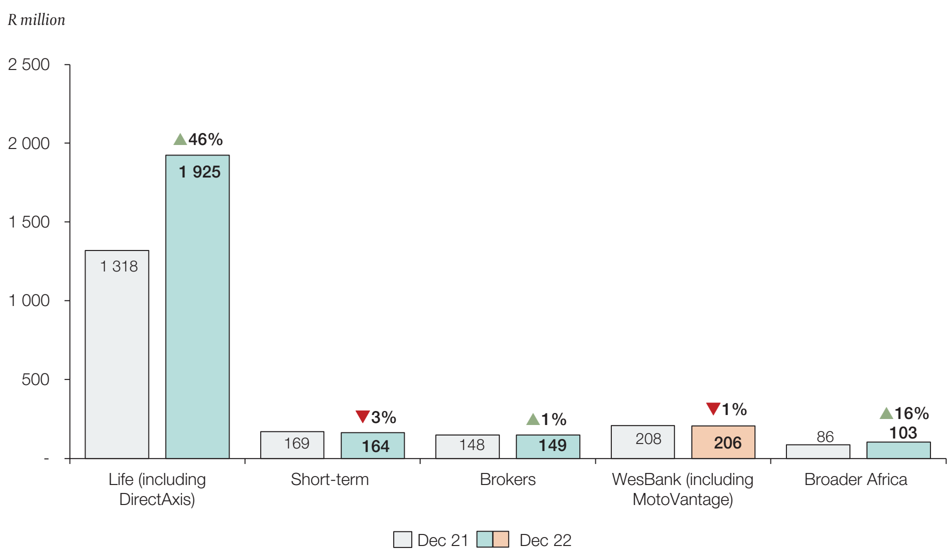
Integrated insurance strategy playing out

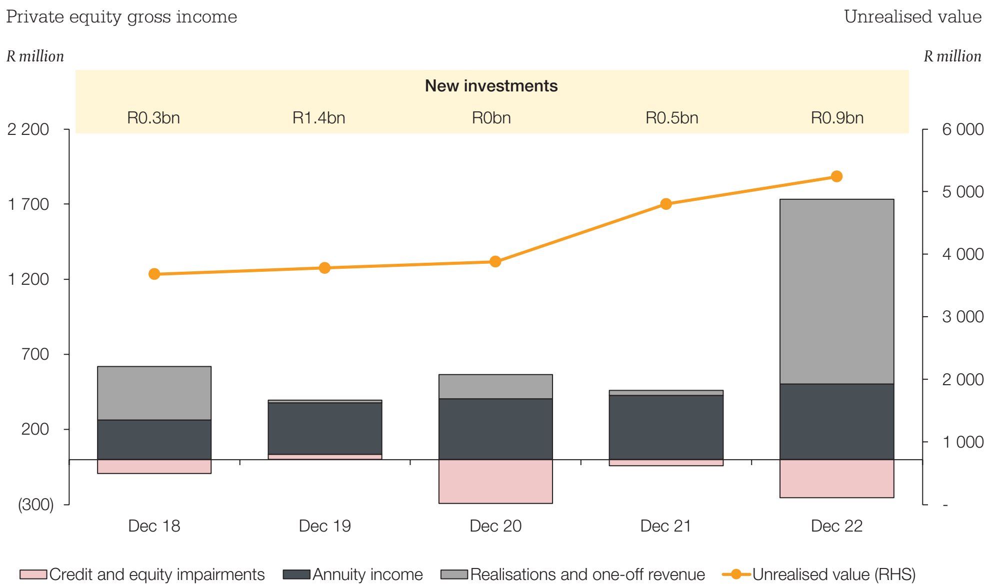
Insurance income*



* Excludes Centre and other insurance income of –R88 million (Dec 21: -R49 million).

55

Private equity delivered strong annuity and significant realisation



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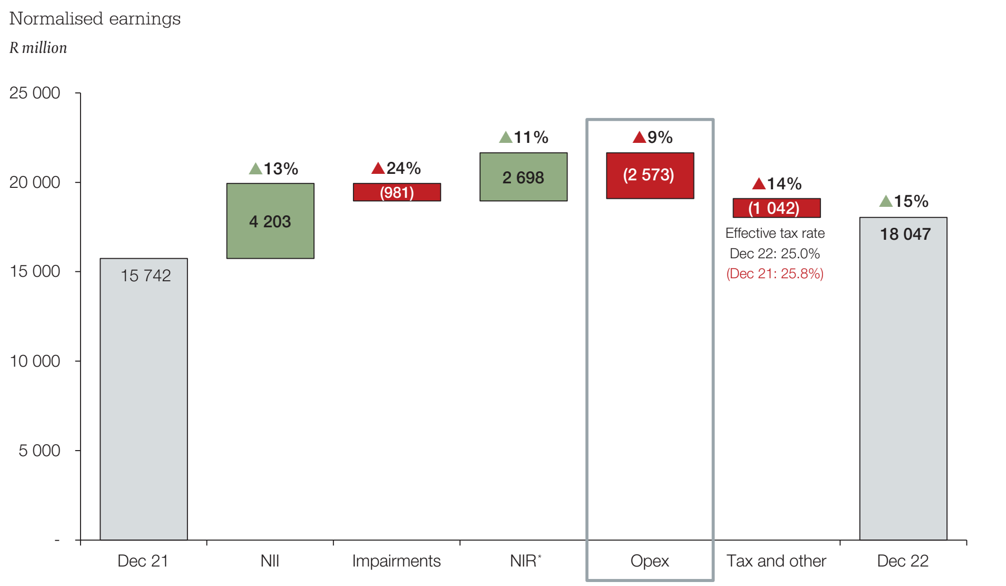
Above-inflation operating expenses growth resulted mainly from staff costs….



* Includes share of profit from associates and joint ventures after tax.

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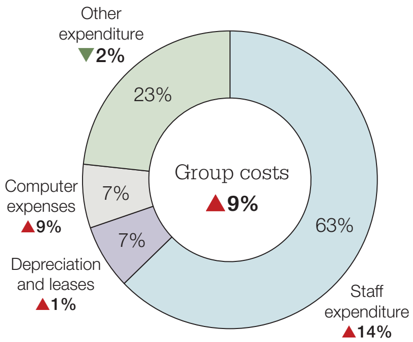
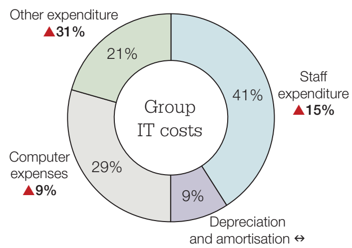
....which comprise headcount and salary increases



Staff costs ▲14%

	% change	Comment
Direct staff costs	▲13	• Annual salary increases averaged 6% (unionised staff at 6.5%) • Headcount (excluding FirstJob) growing 5% from both June 2022 and December 2021 • Repricing of technical skills
Short-term incentives	▲9	• Increased due to NIACC and earnings growth
Share-priced incentives	▲24	• Growth as non-vesting should end after three years and increase in variable remuneration since June 22

IT costs ▲15% (continued investment)



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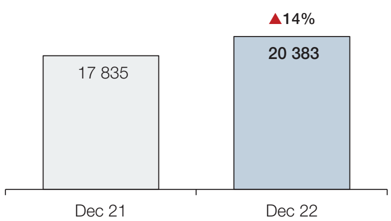
Over and above staff costs, investment spend continues

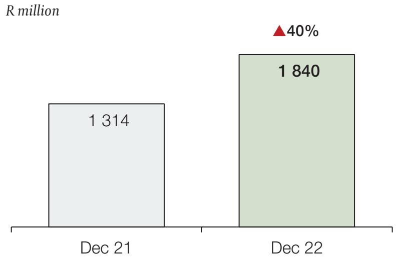
Staff expenditure

R million



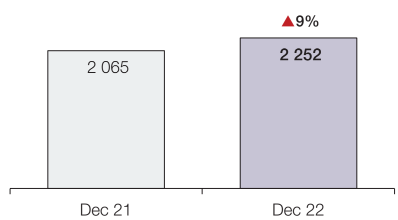
Professional fees

R million



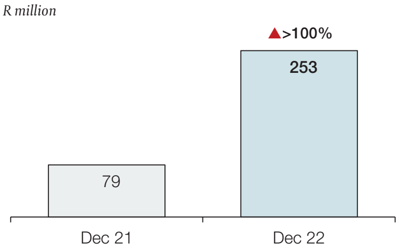
Computer costs

R million



Business travel

R million



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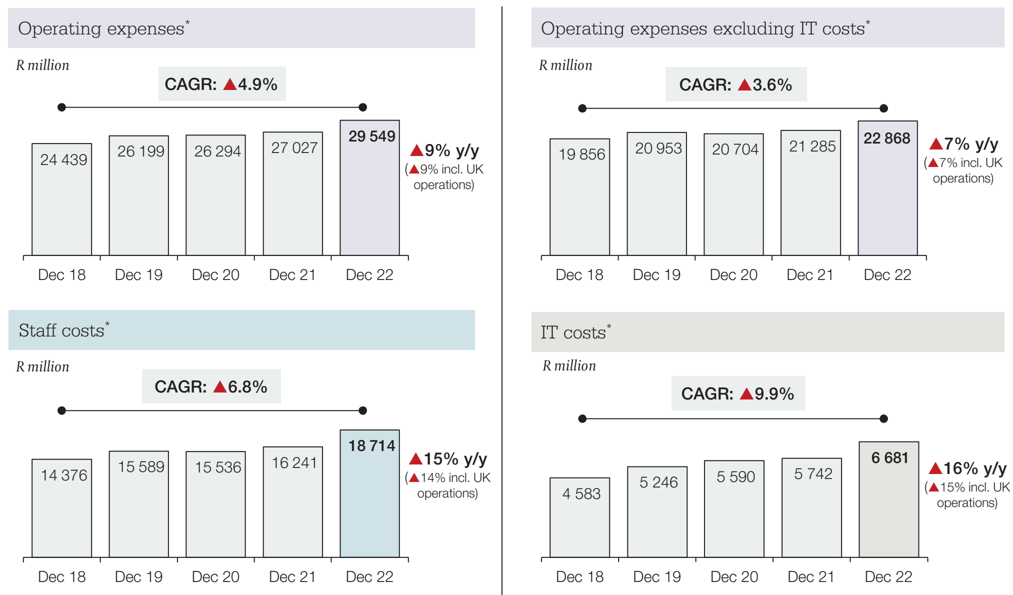
IT costs still growing in support of platform journey



* *Excluding UK operations.*

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Summing up – solid operational performance: all key drivers in line or better than expected

Net interest income ▲13%

- Deposit franchise ▲**12%**
- Advances ▲**11%**
- Endowment benefit
- Group margin maintained

Non-interest revenue* ▲11%

- Strong growth in fee and commission income
- Private equity realisation
- Continued rebound in insurance income

Impairment charge ▲24%

- NPLs ▼**7%**
- Coverages maintained
- Origination strategies benefiting charge
- Charge normalising but still better than expected and below TTC

Operating expenses ▲9%

- Inflation impact being felt
- Investment continues
- Cost momentum will require additional focus

* *Includes share of profit from associates and joint ventures after tax.*

FirstRand

looking ahead

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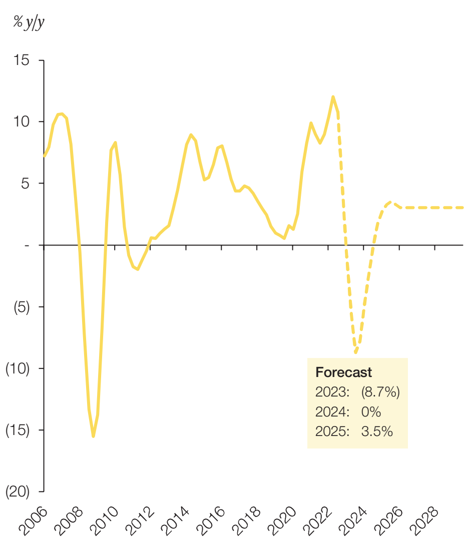
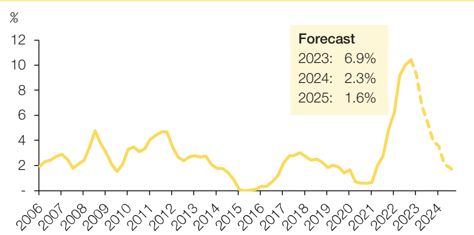
UK macros improving – some lagged impacts expected

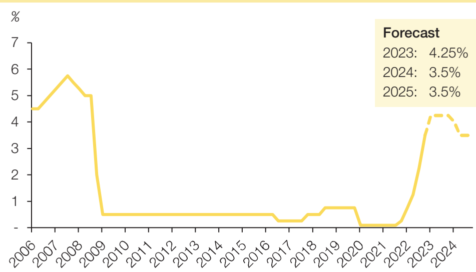
UK house price growth



UK inflation rate (CPI)



BoE policy rate



Sources: Bloomberg, Office of National Statistics (ONS), Aldermore.

A

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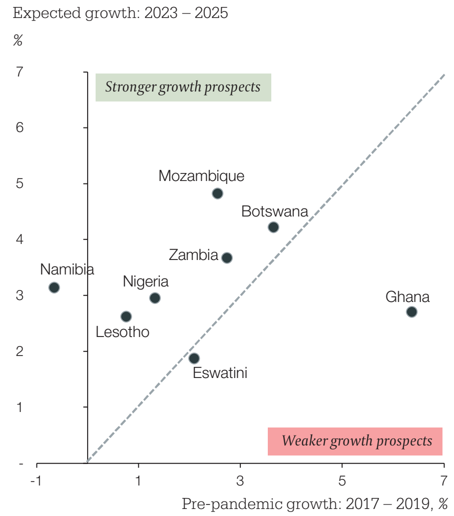
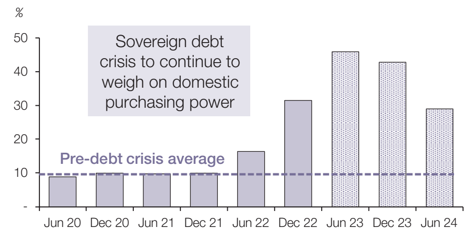
Broader Africa presents both challenges and opportunities

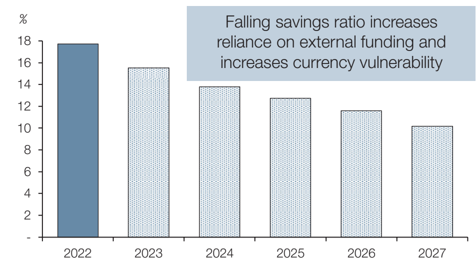
Real GDP growth: pre-pandemic vs expected



Ghana's inflation rate



Nigeria's expected gross national savings-to-GDP ratio



Sources: IMF, FirstRand.

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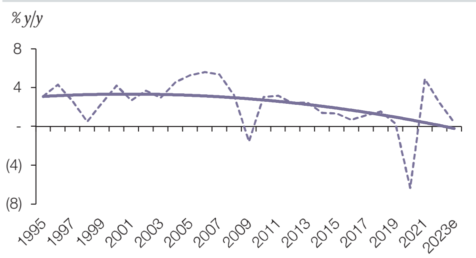
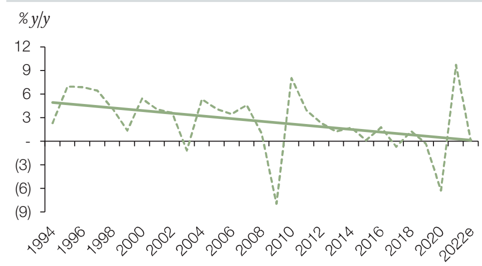
It will require a colossal effort to rebuild capacity in SA

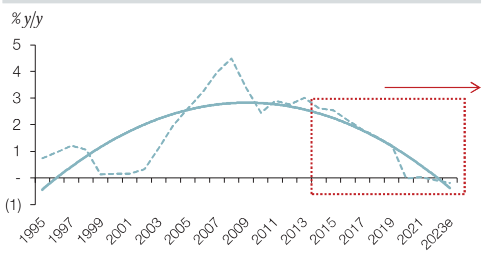
GDP growth



Labour productivity growth – manufacturing



Gross fixed-capital stock growth



Need to **lift productivity growth** through **investment into**:

- **Infrastructure** – electricity, road, rail, ports
- **Human capital** – health, skills and education
- Other **productivity-enhancing measures** – policy certainty, law and order, fighting (and winning against) crime and corruption

Sources: SARB , FirstRand.

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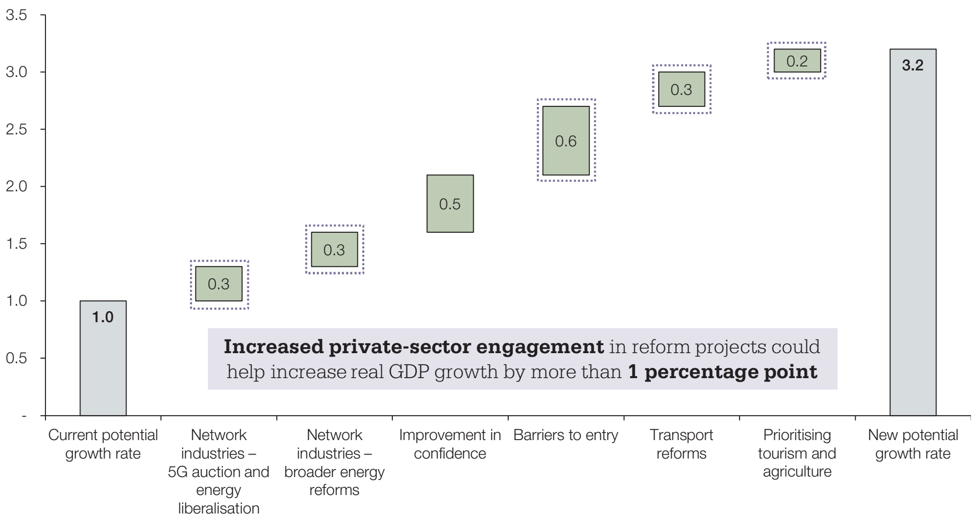
Private sector can play a meaningful role in implementing productivity-enhancing measures in SA

Measures of structural reforms and estimated impact on production capacity



Sources: National Treasury, FirstRand.

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SA country risks are worrying

FATF greylisting

- Cross-border vigilance
- Work tirelessly to get off the list as quickly as possible

Geopolitical risks

- Resolution at the US House of Representatives


WSJ

AFRICA

Janet Yellen Warns South Africa About Breaching Russia Sanctions

Treasury secretary's warning comes after U.S. officials raised concerns over the South African government's ties to Moscow

Treasury Secretary Janet Yellen with Enoch Godongwana, South Africa's finance minister, during a meeting in Pretoria, South Africa.

PHOTO: WALDO SWIEGERS/BLOOMBERG NEWS


FINANCIAL TIMES myFT

War in Ukraine + Add to myFT

Western allies warn of 'severe costs' for countries helping Russia evade sanctions

US blacklists dozens of companies from countries including China, while EU and Japan prepare fresh curbs as war enters second year

Ukrainian servicemen fire a mortar towards a Russian position near

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Looking forward to June

- Deposit growth should outpace advances growth
- Credit loss ratio to continue to normalise
- Operational run rate should deliver underlying earnings growth in the second half similar to first half:
  - Assuming non-repeat of the Ghana sovereign debt default impact and private equity realisation benefit
  - However, impairment charge may be further impacted by deteriorating forward-looking macro assumptions
- Normalised ROE expected to remain at the upper end of the group's range of 18% to 22%

FirstRand

appendix

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Group strategic framework presents distinctive investment proposition

FirstRand commits to building a future of SHARED PROSPERITY through enriching the lives of its customers, employees and the societies it serves. This is the foundation to a sustainable future and will preserve the group's enduring promise to create long-term value and superior returns for its shareholders.

DIVERSIFIED PORTFOLIO WITH UNIQUE STRATEGIES:

SOUTH AFRICA	BROADER AFRICA	UK
Platform-enabled integrated financial services providing ecosystems that create long-term value for clients and shareholders	Build competitive advantage and scale to deliver economic profit and dividends	Modernise, digitise and scale to a more valuable UK business that delivers economic profit and dividends

Enabled by digital platforms

Disciplined management of financial resources (capital, funding, liquidity and risk capacity) to deliver on financial commitments

Committed, accountable and empowered people key to delivering continued outperformance

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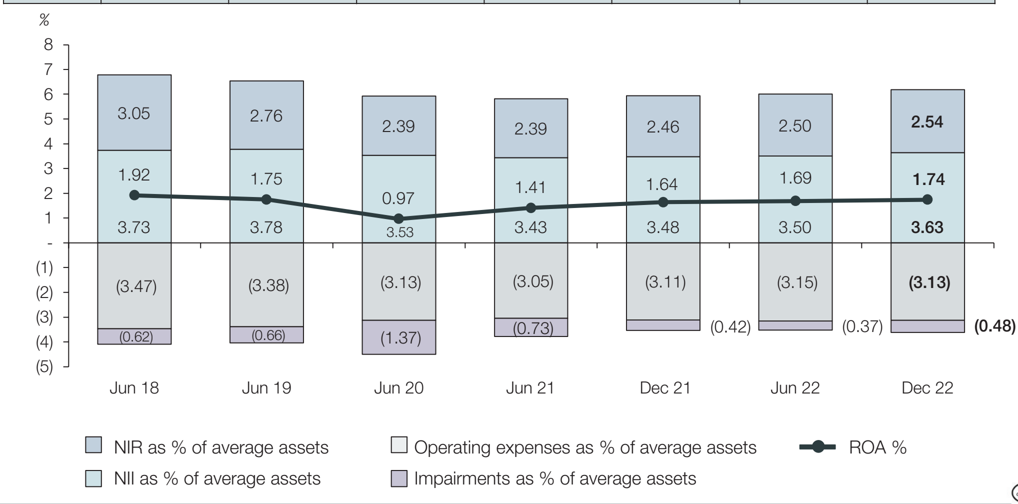
ROE decomposition unpacks drivers of operational performance

ROE (%)	23.0	22.8	12.9	18.4	20.1	20.6	**21.8**
Gearing (times)	12.0	13.0	13.3	13.0	12.3	12.2	**12.5**



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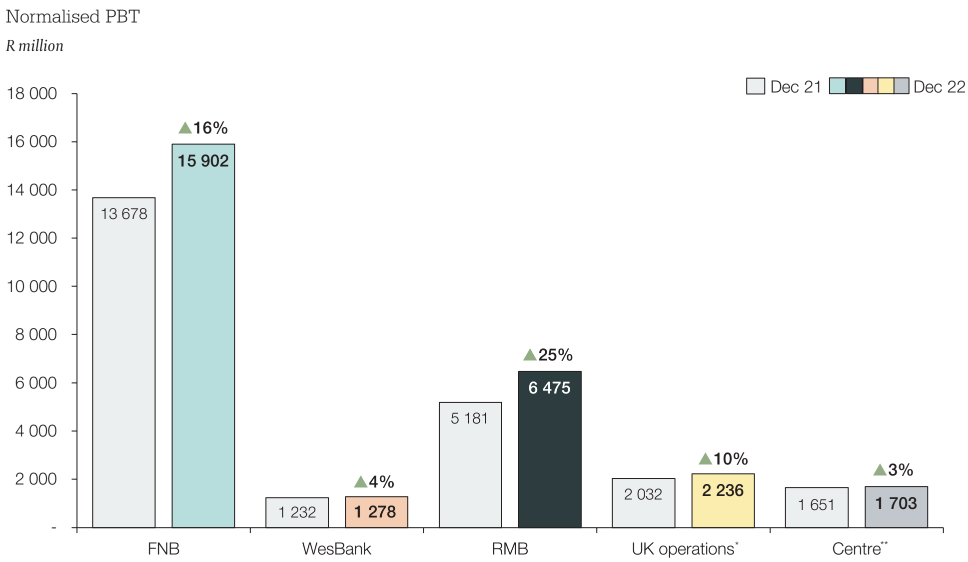
PBT demonstrates operational performance of portfolio



* Include Aldermore and total MotoNovo (front and back books).
** Excludes FirstRand company and consolidation adjustments.

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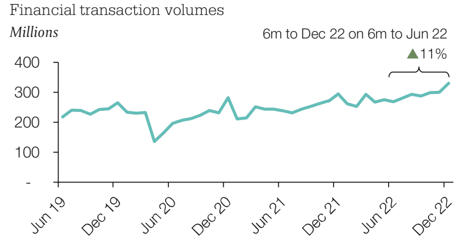
Good growth in transactional volumes continued

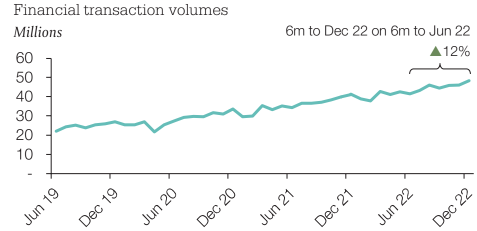
Transactional volumes* ▲15% period-on-period

Financial transaction volumes



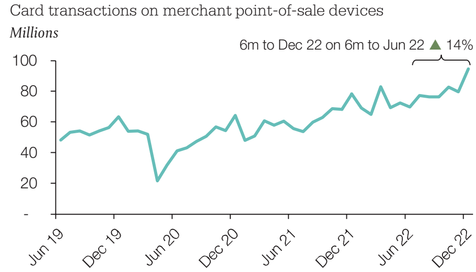
Banking app volumes ▲19% period-on-period

Financial transaction volumes

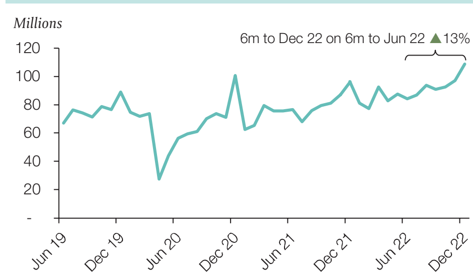


Card acquiring ▲24% period-on-period

Card transactions on merchant point-of-sale devices



Card issuing** ▲17% period-on-period



* Reflect financial volumes across all channels.
** Restated to exclude Discovery card.

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Quality of FNB transactional franchise supported by platform strategy and unique customer propositions

Customers		
Retail	8.04m	+5%
Commercial	1.20m	+5%
Broader Africa	1.98m	+6%
Total active customers	**11.22m**	**+5%**
eWallets*	6.36m	+7%
Total platform users	**17.58m**	**+6%**

72% of customers using **platform unassisted**

Representation points**		
Branches	741	+1%
ATMs (incl. ADTs)	5 719	↔
CashPlus (agents)	3 071	+36%

Digital (app, online and USSD)	
Volumes	+12%
Logins	878m
Digital transactions	370m
Smart device payments (up >100%)	>R16bn
Virtual cards on app	3.9m

Sales **>4 500 transactional accounts daily**

Customer solutions engine (offers on platform)		
Loaded	656m	+>100%
Taken up	6.5m	+21%

Best SME Bank
South Africa
2023 Global Finance Awards

eBucks	
Rewards earned	R1.1bn
Rewards earned since inception	R18.9bn
eB travel sales (+87%)	R450m

FNB Connect		
Active MVNO SIMs	879k	+4%
Data used (MB)	4.4bn	+12%
Lotto, electricity, airtime sales	R9.2bn	+1%

STRONGEST BANKING BRAND IN THE WORLD
2023 Banking 500 report

Best Employer Brand on LinkedIn
LinkedIn Talent Awards

* Represent all SA eWallets without another FNB relationship/product that had at least one transaction in the past six months. Total eWallets including other FNB relationships = 8.2 million.
** Include broader Africa (exclude Tanzania).

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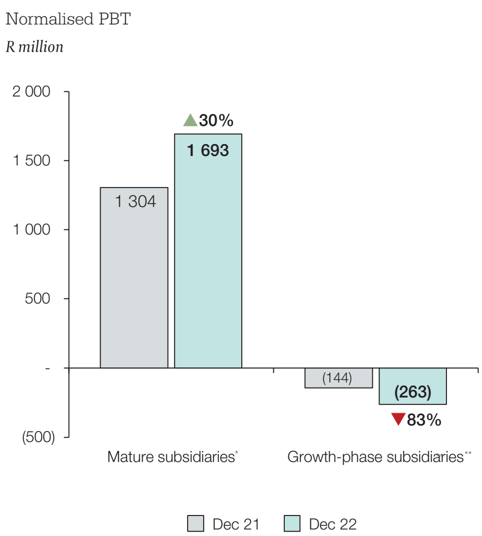
Strong performance from FNB broader Africa



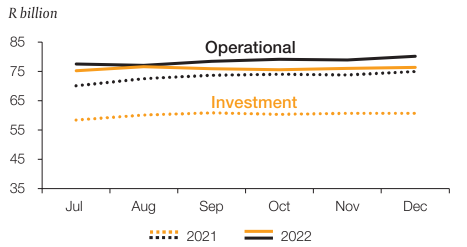
- **FNB broader Africa** PBT increased **23%**
  - Endowment NII benefit on high rates
  - Increase in customer base and transactional volumes drive NIR growth
  - Cost increase on high inflation, exchange rate and platform build-out
- Marginal increase in impairments:
  - Decline in NPLs
  - Higher impairments in Ghana
  - Lower recoveries
- Continued growth in advances and deposits

* Mature subsidiaries: Botswana, Namibia, Eswatini (mature subsidiaries' performance shown gross of minority interests.
** Growth-phase subsidiaries: Lesotho, Mozambique, Zambia, Ghana and support.

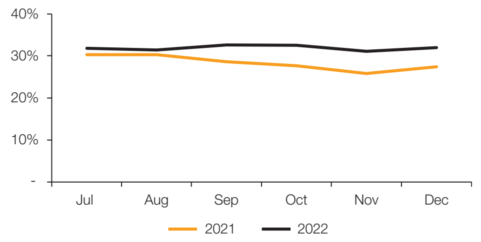
75

RMB corporate and transactional banking's deposit growth and volumes supported by client acquisition

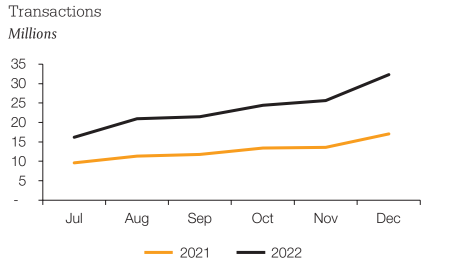
Average deposits



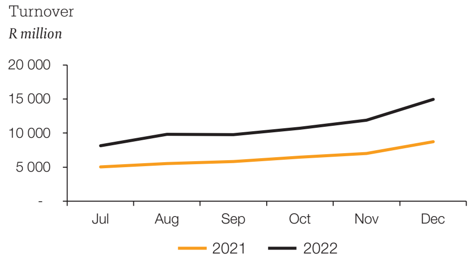
Rand general banking facility utilisation



Merchant services volumes (SA)



Merchant services turnover (SA)



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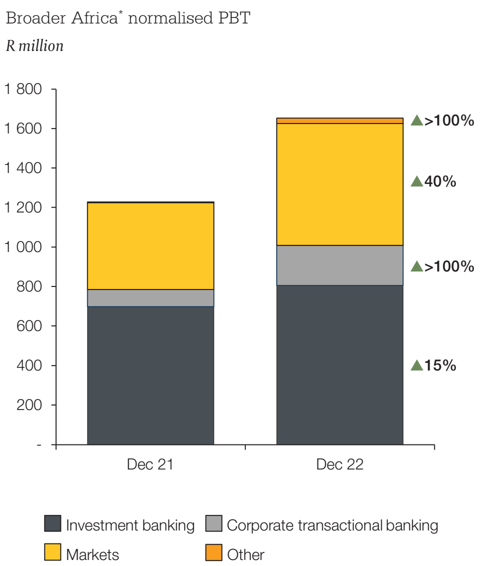
RMB broader Africa PBT increased 34%



Banking

- Strong cross-border advances growth with increased momentum seen towards end of H1
- Good in-country advances growth across the portfolio with Nigeria, Botswana and Namibia largely contributing to the increase
- Decrease in advances margin, impacted by high-yielding deals rolling off and pricing pressures across the various jurisdictions
- Deposit margins benefited from a rising rate cycle across multiple jurisdictions
- Results negatively impacted by increased cross-border provisions, particularly in Ghana

Markets

- Good performance on the back of increased client flow, notably in Nigeria, Mozambique and Namibia
- Cross-border revenue growth benefiting from:
  - Favourable fixed-income and foreign exchange positioning, particularly in Ghana, Nigeria and Zambia
  - Increased volumes on FX swaps and secured financing on the back of increased limits

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

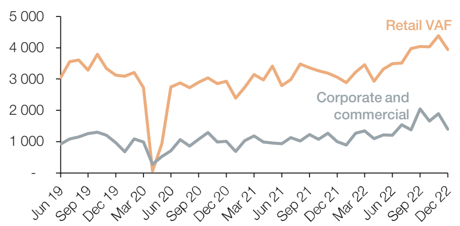
77

WesBank – operational trends

Good growth in production

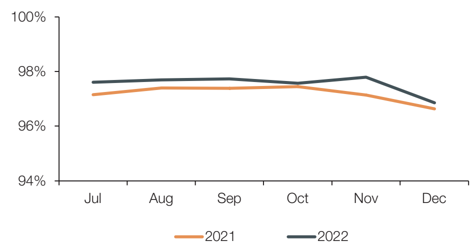
Amount disbursed on new and existing business

R million



Retail collection trends

Overall debit order success rate



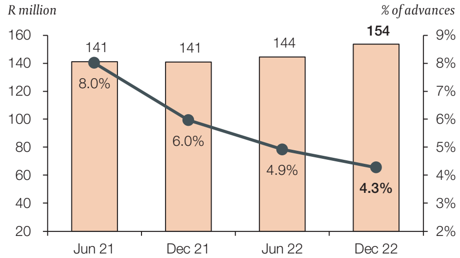
Positive NPL trends

Advances

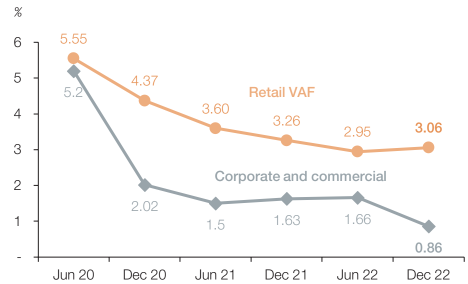
R million

NPLs

% of advances



Early arrears



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Aldermore acquisition – value accretive

	£ million	R million (rand equivalent)
Investment at acquisition (March 2018) @ spot rate (£1 = R16.68)	**1 098**	**18 311**
Aldermore excluding MotoNovo: earnings for the three months ended 30 June 2018	16	
June 2018 adjusted NAV @ spot rate (£1 = R18.18)	**1 114**	**20 253**
Aldermore excluding MotoNovo: earnings for the year ended 30 June 2019	95	
June 2019 adjusted NAV @ spot rate (£1 = R17.98)	**1 209**	**21 738**
Aldermore excluding MotoNovo: earnings for the year ended 30 June 2020	52	
June 2020 adjusted NAV @ spot rate (£1 = R21.43)	**1 261**	**27 023**
Aldermore excluding MotoNovo: earnings for the year ended 30 June 2021	85	
June 2021 adjusted NAV @ spot rate (£1 = R19.72)	**1 346**	**26 543**
Aldermore excluding MotoNovo: earnings for the year ended 30 June 2022	125	
June 2022 adjusted NAV @ spot rate (£1 = R19.95)	**1 471**	**29 347**
Aldermore excluding MotoNovo: earnings for the six months to 31 December 2022	67	
December 2022 adjusted NAV @ spot rate (£1 = R20.46)	**1 538**	**31 467**
Aldermore excluding MotoNovo return on investment over 57 months	**40.1%**	**71.9%**
Compound annual growth rate (CAGR)	**7.4%**	**12.1%**

FirstRand excess capital could have been invested at 3-month JIBAR: 5.65% (FY18 – FY22 average) and 6.24% (1H23)

79

Group has strengthened its balance sheet

	ACTUAL	TREND
Assets in marketable format	**>R536 billion**	Marketable liquid assets remained stable
Liquid assets as % of total assets	**25.1%***	Marginally lower following balance sheet growth
LCR and NSFR	**LCR: 121% (group), 124% (bank)** **NSFR: 120% (group), 117% (bank)**	The group's liquidity position remains healthy, with prudential ratios well above regulatory minimums.
Credit quality of assets	**BB-/B+**	Stable
Institutional funding term**	**33 months**	Lower due to institutional funding run-off combined with marginally lower long-dated senior issuance
Deposit franchise**	**74% core deposit funding**	Funding strategy favours client deposits, creating an improved liquidity risk profile coupled with deeper client engagement
RWA risk density	**56.6%**	Marginally higher
CET1 ratio	**13.2% (group), 12.6% (bank)**	Well above internal target range
Standalone bank credit rating	**Highest in SA**	Maintained

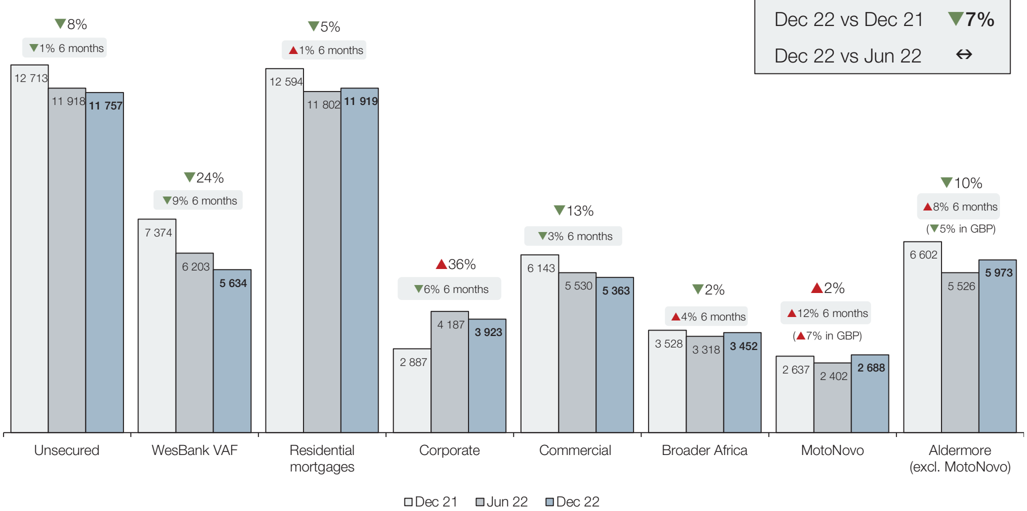
* *Reflects internal economic view.*
** *For South African operations only.*

80

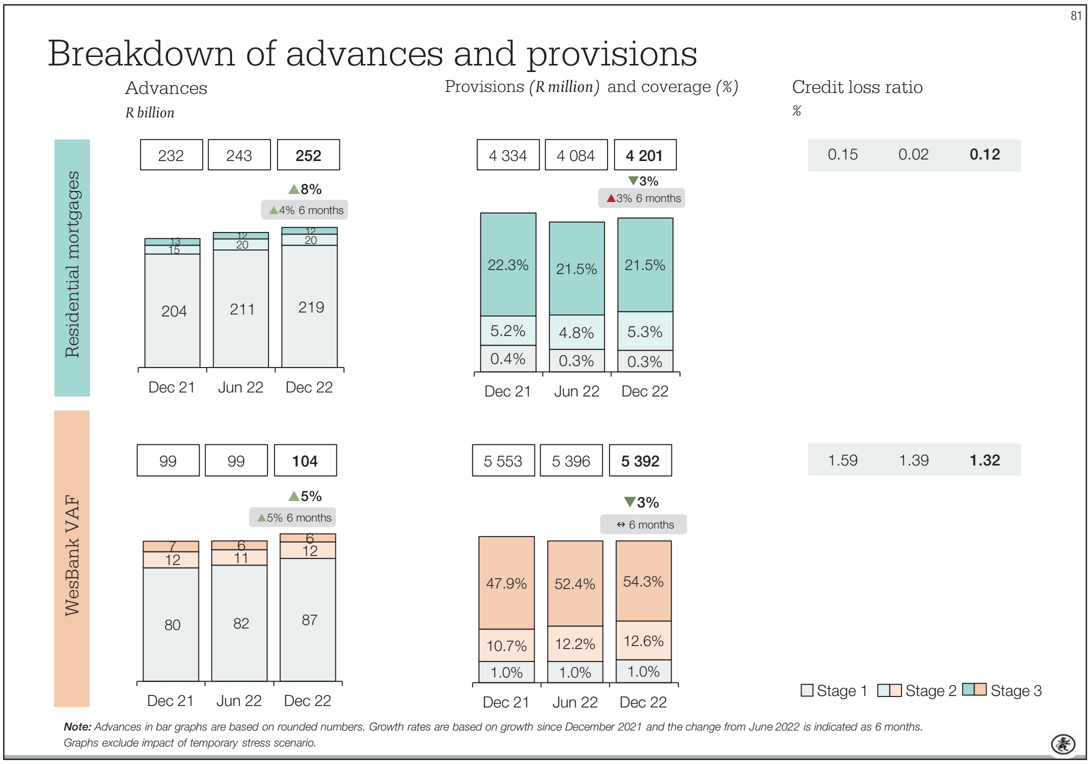
NPL formation supported by cures, slower inflows and focused collections, UK ops reflecting macros

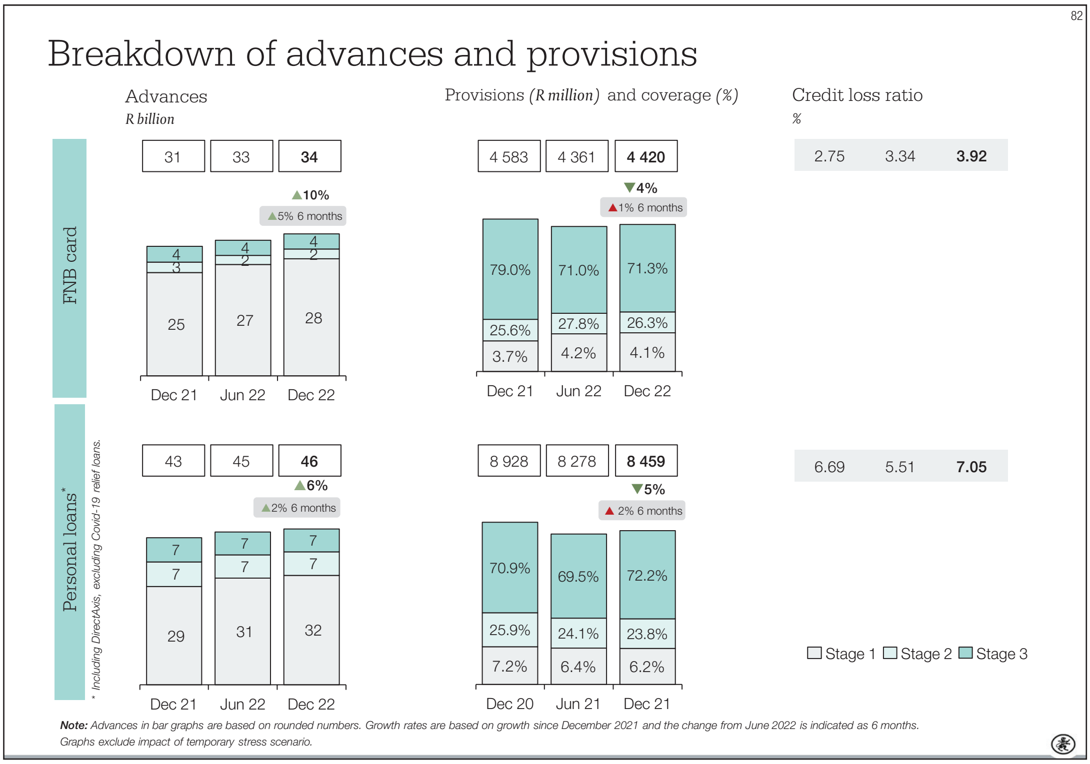
NPLs
R million

Total NPLs	
Dec 22 vs Dec 21	▼7%
Dec 22 vs Jun 22	↔



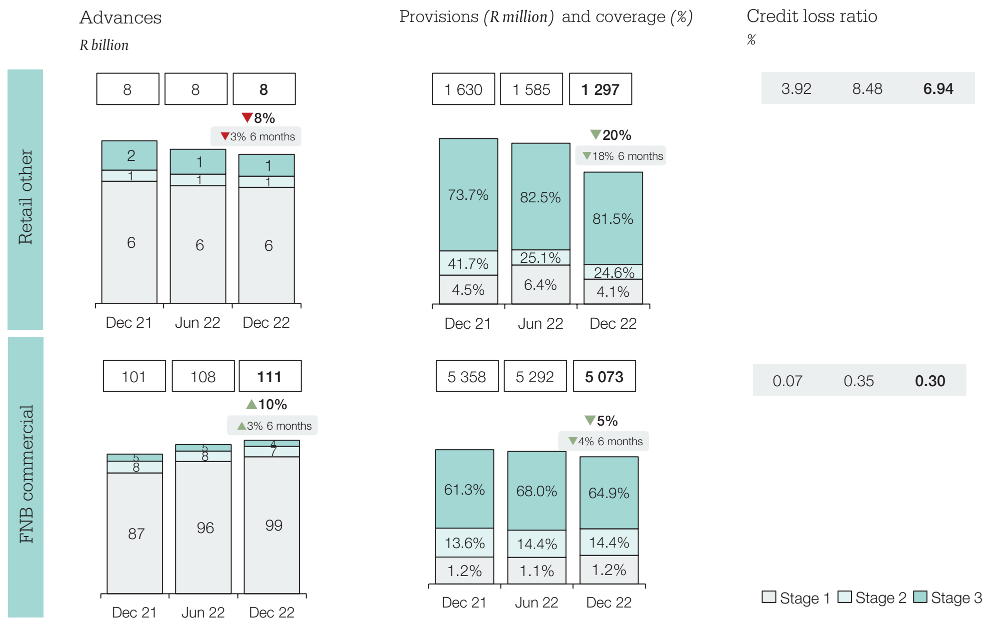
Note: *Growth rates are based on growth since December 2021 and the change from June 2022 is indicated as 6 months.*


81
Breakdown of advances and provisions
Advances
R billion
Provisions (R million) and coverage (%)
Credit loss ratio
%
Residential mortgages
232 243 252
▲8%
▲4% 6 months
204 211 219
Dec 21 Jun 22 Dec 22
4 334 4 084 4 201
▼3%
▲3% 6 months
22.3% 21.5% 21.5%
5.2% 4.8% 5.3%
0.4% 0.3% 0.3%
Dec 21 Jun 22 Dec 22
0.15 0.02 0.12
WesBank VAF
99 99 104
▲5%
▲5% 6 months
80 82 87
Dec 21 Jun 22 Dec 22
5 553 5 396 5 392
▼3%
↔ 6 months
47.9% 52.4% 54.3%
10.7% 12.2% 12.6%
1.0% 1.0% 1.0%
Dec 21 Jun 22 Dec 22
1.59 1.39 1.32
Stage 1 Stage 2 Stage 3
Note: Advances in bar graphs are based on rounded numbers. Growth rates are based on growth since December 2021 and the change from June 2022 is indicated as 6 months.
Graphs exclude impact of temporary stress scenario.


82
Breakdown of advances and provisions
Advances
R billion
Provisions (R million) and coverage (%)
Credit loss ratio
%
FNB card
31 33 34
▲10%
▲5% 6 months
25 27 28
Dec 21 Jun 22 Dec 22
4 583 4 361 4 420
▼4%
▲1% 6 months
79.0% 71.0% 71.3%
25.6% 27.8% 26.3%
3.7% 4.2% 4.1%
Dec 21 Jun 22 Dec 22
2.75 3.34 3.92
Personal loans*
43 45 46
▲6%
▲2% 6 months
7 7 7
7 7 7
29 31 32
Dec 21 Jun 22 Dec 22
8 928 8 278 8 459
▼5%
▲ 2% 6 months
70.9% 69.5% 72.2%
25.9% 24.1% 23.8%
7.2% 6.4% 6.2%
Dec 20 Jun 21 Dec 21
6.69 5.51 7.05
Stage 1 Stage 2 Stage 3
* Including DirectAxis, excluding Covid-19 relief loans.
Note: Advances in bar graphs are based on rounded numbers. Growth rates are based on growth since December 2021 and the change from June 2022 is indicated as 6 months.
Graphs exclude impact of temporary stress scenario.

83

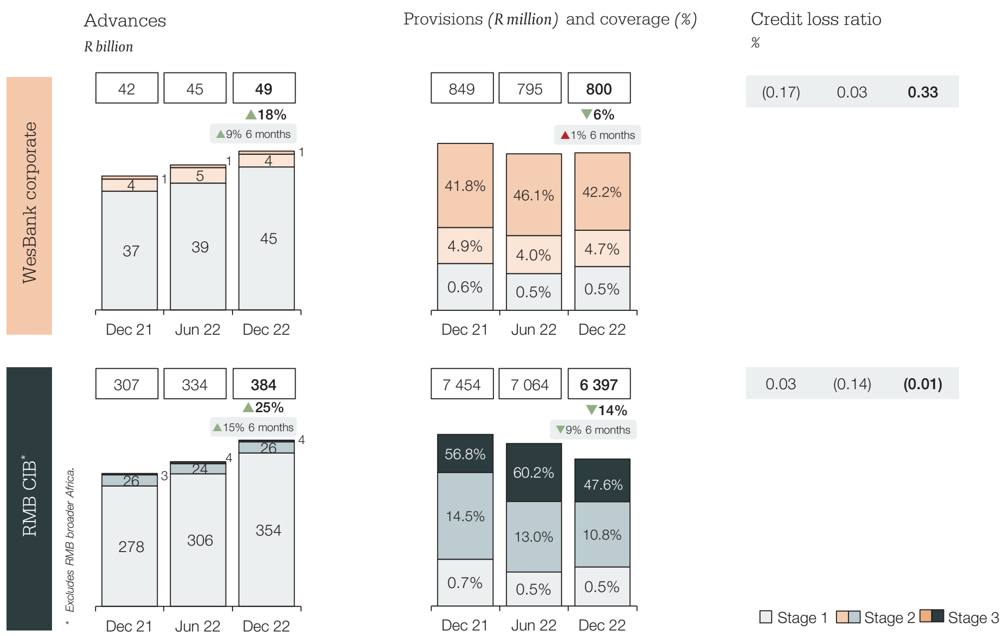
Breakdown of advances and provisions



***Note:** Advances in bar graphs are based on rounded numbers. Growth rates are based on growth since December 2021 and the change from June 2022 is indicated as 6 months. Graphs exclude impact of temporary stress scenario.*

84

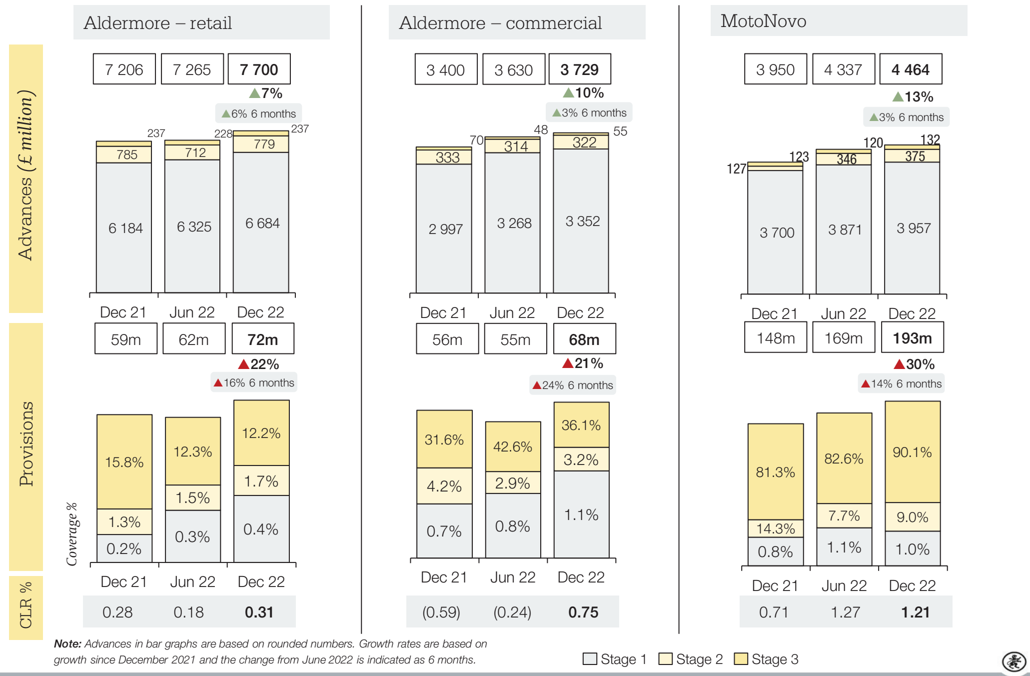
Breakdown of advances and provisions



***Note:** Advances in bar graphs are based on rounded numbers. Growth rates are based on growth since December 2021 and the change from June 2022 is indicated as 6 months.*

85

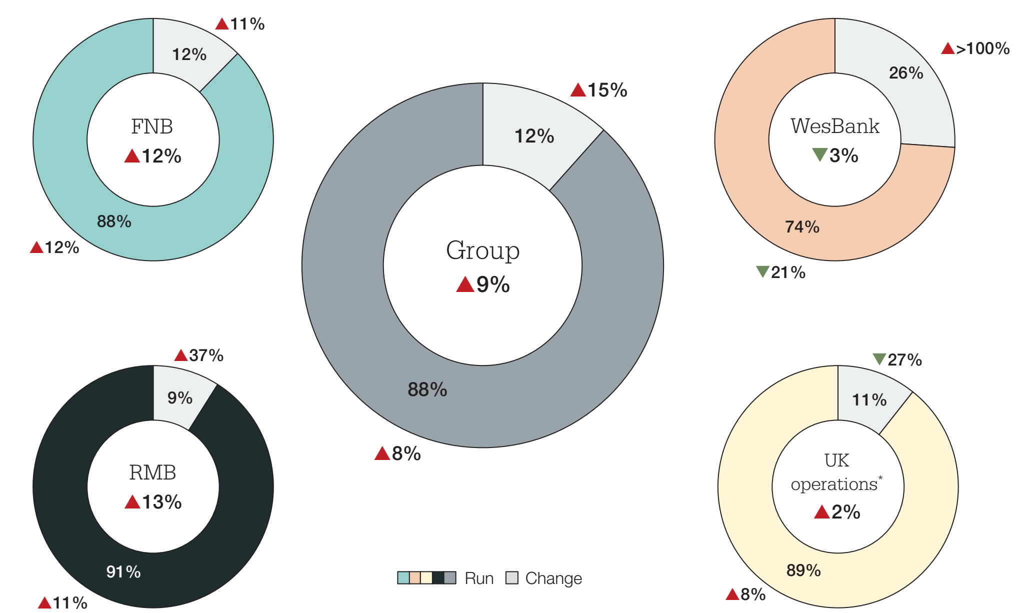
Breakdown of advances and provisions



Note: *Advances in bar graphs are based on rounded numbers. Growth rates are based on growth since December 2021 and the change from June 2022 is indicated as 6 months.*

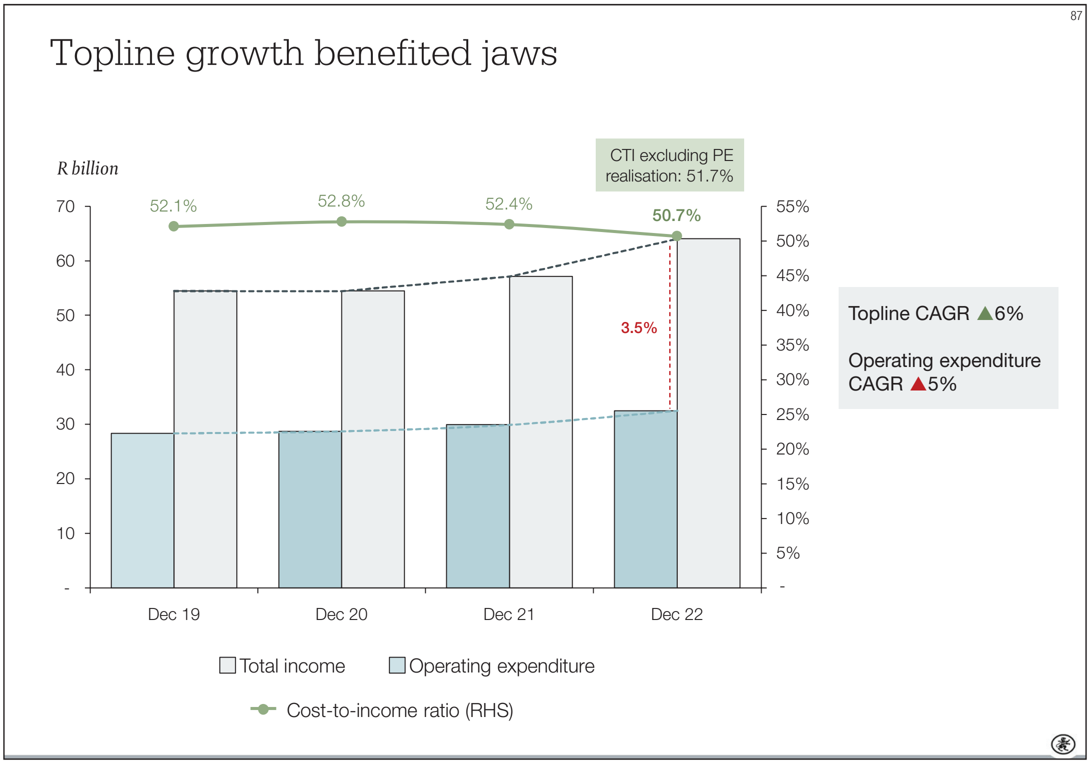
86

Cost growth driven by staff costs and investment spend



Note: Run costs include fixed, variable and prior year investment spend which has transitioned into run.

* Calculated in pound terms.


87
Topline growth benefited jaws
R billion
CTI excluding PE realisation: 51.7%
70
60
50
40
30
20
10
-
52.1%
52.8%
52.4%
50.7%
3.5%
55%
50%
45%
40%
35%
30%
25%
20%
15%
10%
5%
-
Dec 19
Dec 20
Dec 21
Dec 22
Total income
Operating expenditure
Cost-to-income ratio (RHS)
Topline CAGR ▲6%
Operating expenditure CAGR ▲5%

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