

# Leading the way in Asia, Africa and the Middle East





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Mervyn Davies
Chairman

# Performance highlights



Income	US\$6.99bn	33%
Operating profit before tax	US\$2.59bn	31%
Normalised EPS	120.4c	20%
Dividend (per share)	25.67c	11%

#### A different bank



Strong and sustainable business

Clear and consistent strategy

Resilient in difficult times



#### **Summary**











# Leading the way in Asia, Africa and the Middle East

Richard Meddings
Group Finance Director

# **Group performance**



US\$m	H1 2007	H2 2007	H1 2008	YOY %
Income	5,263	5,804	6,987	33
Expenses	(2,918)	(3,297)	(3,900)	34
Operating profit before provisions	2,345	2,507	3,087	32
Loan impairment	(361)	(400)	(465)	29
Other impairment	(3)	(54)	(26)	
(Loss)/profit from associates	(1)	2	(10)	
Profit before tax	1,980	2,055	2,586	31
Profit attributable to ordinary shareholders	1,370	1,443	1,785	30

# **Underlying Group performance\***



US\$m	H1 2007	H2 2007	H1 2008	YOY %
Income	5,263	5,804	6,722	28
Expenses	(2,918)	(3,297)	(3,637)	25
Operating profit before provisions	2,345	2,507	3,085	32
Loan impairment	(361)	(400)	(454)	26
Other impairment and losses	(4)	(52)	(31)	
Operating profit before tax	1,980	2,055	2,600	31
Normalised cost income ratio (%)	54.7%	57.3%	56.4%	

<sup>\*</sup>excludes American Express Bank

#### Sources of income growth





## Performance by geography



Profit before tax US\$m	H1 2007	H2 2007	H1 2008	YOY %
Hong Kong	514	679	656	28
Singapore	205	241	317	55
Malaysia	97	139	152	57
Korea	195	129	209	7
Other APR	281	291	353	26
India	320	370	606	89
MESA	289	302	386	34
Africa	111	187	157	41
Americas, UK & Group	(32)	(283)	(250)	nm
Total	1,980	2,055	2,586	31

#### **Consumer Banking performance**



US\$m	H1 2007	H1 2008	YOY %	Underlying YOY %*
Income	2,772	3,177	15	10
Expenses	(1,612)	(1,961)	22	12
Operating profit before impairment	1,160	1,216	5	7
Loan impairment	(372)	(412)	11	8
Other impairment	0	(2)		
Operating profit	788	802	2	7

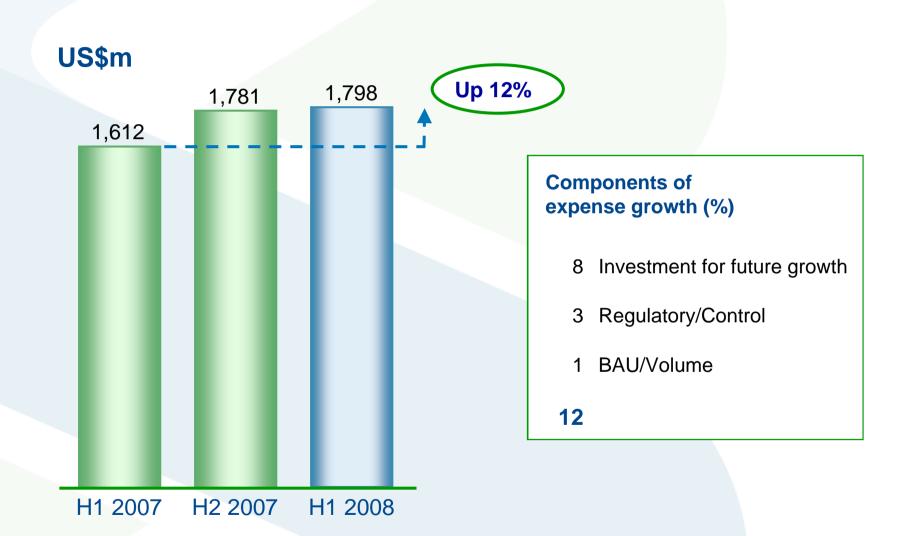
# **Consumer Banking income**



US\$m	H1 2007	H2 2007	H1 2008	YOY %
Hong Kong	545	643	628	15
Singapore	206	265	298	45
Malaysia	129	145	133	3
Korea	607	535	605	0
Other APR	564	603	611	8
India	184	224	249	35
MESA	352	399	355	1
Africa	140	170	172	23
Americas, UK & Group	45	50	126	180
Total	2,772	3,034	3,177	15

#### **Underlying Consumer Banking expenses\***





## **Consumer Banking Ioan impairment**



US\$m	H1 2007	H2 2007	H1 2008	YOY %
Individual impairment provision	(396)	(381)	(416)	5
Portfolio impairment provision	24	17	4	(83)
Total impairment charge	(372)	(364)	(412)	11
Loans and advances to customers (US\$bn)	79.5	82.3	84.4	6

#### **Wholesale Banking performance**

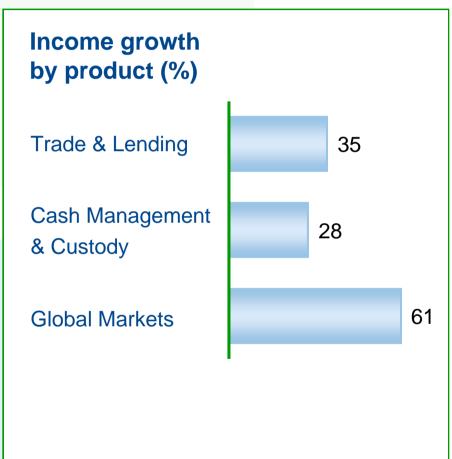


US\$m	H1 2007	H1 2008	YOY %	Underlying YOY %*
Income	2,487	3,664	47	42
Expenses	(1,298)	(1,939)	49	42
Operating profit before impairment	1,189	1,725	45	43
Loan impairment	11	(53)		
Other impairment	(3)	(24)		
Operating profit	1,197	1,648	38	35

#### **Wholesale Banking income**

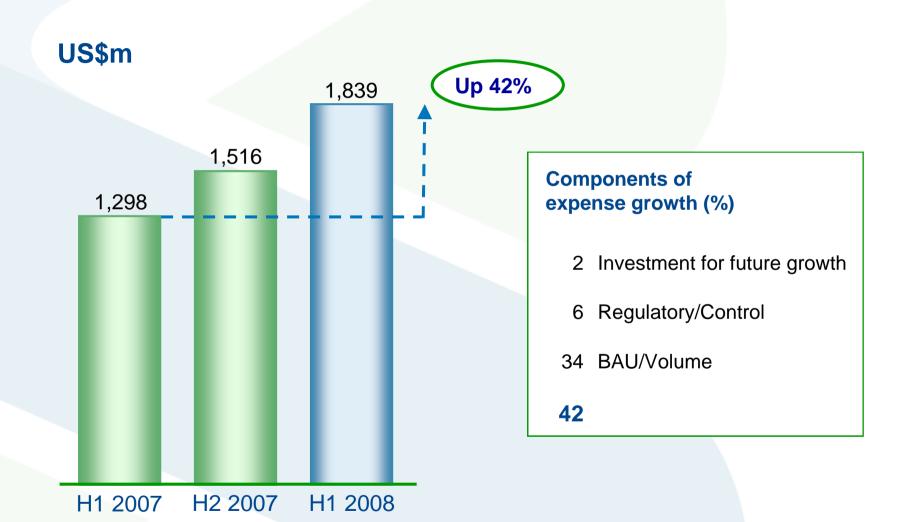






#### **Underlying Wholesale Banking expenses\***





# Wholesale Banking loan impairment



US\$m	H1 2007	H2 2007	H1 2008	YOY %
Specific impairment provisions Recoveries Portfolio impairment provisions	(38) 55 (6)	(56) 40 (20)	(63) 32 (22)	66 (42)
Total net release/(charge)  Loans and advances to customers (US\$bn)*	<b>11</b> 73.8	<b>(36)</b> 75.3	<b>(53)</b> 93.4	27

<sup>\*</sup>before portfolio impairment provision

## Korea



US\$m	H1 2007	H1 2008	YOY%	constant currency
Income	801	867	8	14
Expenses	(560)	(568)	1	7
Loan impairment	(46)	(90)	96	107
Operating profit before tax	195	209	7	13

#### **American Express Bank**



H1 2008 Performance* US\$m	СВ	WB	Total
Income	135	130	265
Expenses	(123)	(75)	(198)
Loan/other impairment	(13)	(3)	(16)
Profit pre integration expense	(1)	52	51
Integration Expense	(40)	(25)	(65)
Profit before tax	(41)	27	(14)

<sup>\*</sup>Performance reflects ownership of American Express Bank from 29 February 2008

# **Group balance sheet**



US\$bn	H1 2007	H2 2007	H1 2008	YOY %
Customer loans	151.9	154.3	174.7	15
Customer deposits	160.2	179.8	205.5	28
Customer loans to deposits %	95	86	85	

#### **Exposure to Asset Backed Securities**

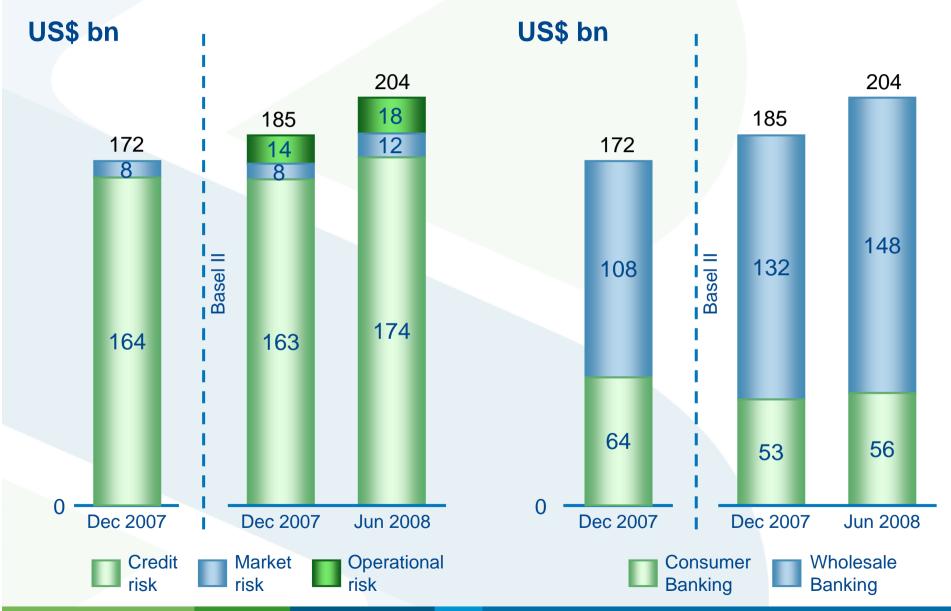


US\$ m	Notional Dec 2007	Notional Jun 2008	Carrying Value Jun 2008
RMBS	_		_
US Sub-prime	0	0	0
US Alt A	96	89	59
US Prime	2	2	2
UK/Other	1,825	1,562	1,499
CDOs			
ABS	291	264	79
Other CDOs	418	394	335
CMBS			
US CMBS	159	150	132
Other CMBS	980	904	796
Other ABS	2,085	2,221	2,059
Total	5,856	5,586	4,961
Charge to AFS reserve	83	186	
Charge to P&L	282*	130	•

<sup>\*</sup>Includes US\$116m loss incurred on the exchange of capital notes held Whistlejacket

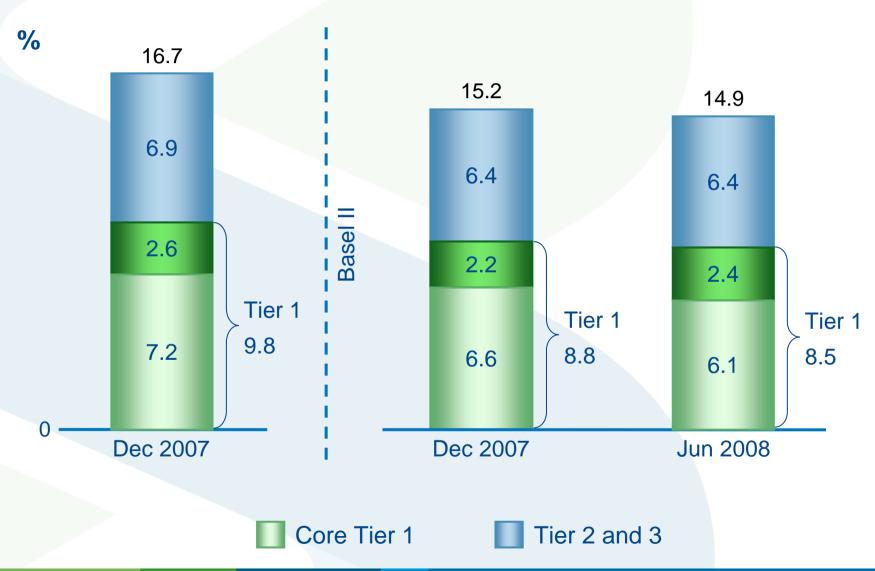
#### **Risk Weighted Assets**





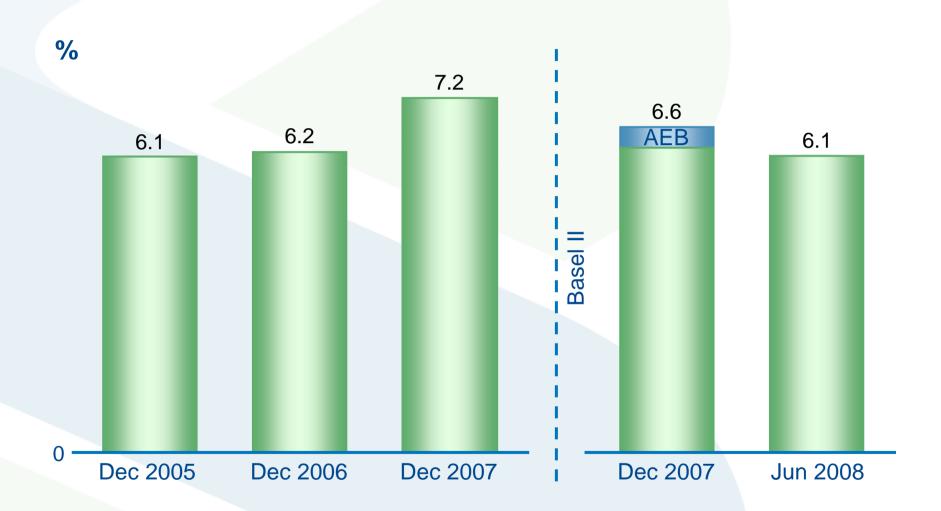
#### Capital management





#### **Core Tier 1**





#### **Outlook for 2008**



 Excellent momentum across multiple businesses and geographies

Outlook remains uncertain

Well positioned to capture opportunities



# **Leading the way**

in Asia, Africa and the Middle East

**Peter Sands** 

**Group Chief Executive** 

#### **Growth foundations**



Clear consistent strategy

 Focus on the basics liquidity, capital, risks and costs

Distinctive culture and values



#### **External environment**



Inflation %	2008F*	2009F*
China	6.5	3.0
India	10.9	3.6
Korea	4.7	3.1
Hong Kong	5.2	2.9
Singapore	6.2	4.0
Malaysia	4.5	4.0
Indonesia	9.3	7.8
Vietnam	23.0	9.5
Taiwan	2.9	2.5
Thailand	6.4	3.8
US	2.0	1.8
UK	3.1	2.3
Eurozone	3.4	2.4
Japan	1.2	0.9





Source: \*Standard Chartered forecasts July 2008

## **Asian growth forecast**



GDP %	2007	2008F*	2009F*	
China	11.9	9.9	8.6	
India	9.0	7.4	8.5	
Korea	5.0	4.5	5.0	
Hong Kong	6.4	4.6	5.0	
Singapore	7.7	3.5	4.0	
Malaysia	6.3	4.8	4.0	
Indonesia	6.3	6.0	6.2	
Vietnam	8.5	6.7	6.0	
Taiwan	5.7	3.5	4.8	
Thailand	4.8	4.7	4.5	
UAE	7.4	6.5	6.0	
Nigeria	6.5	9.5	10.0	
US	2.2	1.2	1.0	
UK	3.0	1.2	0.8	
Eurozone	2.6	1.8	1.4	

Source: \*Standard Chartered forecasts July 2008

#### **Investment**



Investing for future growth

Reinvesting returns, accelerating revenue growth

Pacing investment in line with income growth



#### Wholesale Banking





#### **The Private Bank**











# The Standard Chartered Private Bank



#### China





#### **Summary**









