

# Interim results 2009

Leading the way in Asia, Africa and the Middle East



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# **Leading the way**

in Asia, Africa and the Middle East

**John Peace** 

Chairman

# **Performance highlights**



Income	US\$7.96bn	14%
Operating profit before tax	US\$2.84bn	10%
Normalised EPS	95.0c	(10%)
Dividend (per share)	21.23c	10%
Core tier equity	7.6%	

#### **Hong Kong**







## **Leading the way**

in Asia, Africa and the Middle East

#### **Richard Meddings**

**Group Finance Director** 

## **Key highlights**



- Record performance
- Substantial income momentum
- Demonstrable cost control
- Impairments stabilising
- Reinforcing strong capital and liquidity foundations

## **Group performance**



US\$m	H1 2008	H2 2008	H1 2009	YOY %
Income	6,987	6,981	7,960	14
Expenses	(3,900)	(3,711)	(4,027)	3
Operating profit before impairment	3,087	3,270	3,933	27
Loan impairment	(465)	(856)	(1,088)	134
Other impairment	(26)	(443)	(15)	(42)
Profit/(loss) from associates	(10)	11	8	nm
Operating Profit	2,586	1,982	2,838	10
Rights issue option		233	_	
Profit before tax			_	
including rights issue option	2,586	2,215	2,838	10
Profit attributable				
to ordinary shareholders	1,785	1,513	1,883	6

### **Performance metrics**



	H1 2008	H1 2009	YOY %
DPS (cents)	19.30*	21.23	10
Normalised EPS (cents)	105.4*	95.0	(10)
Normalised ROE (%)	17.8	17.0	

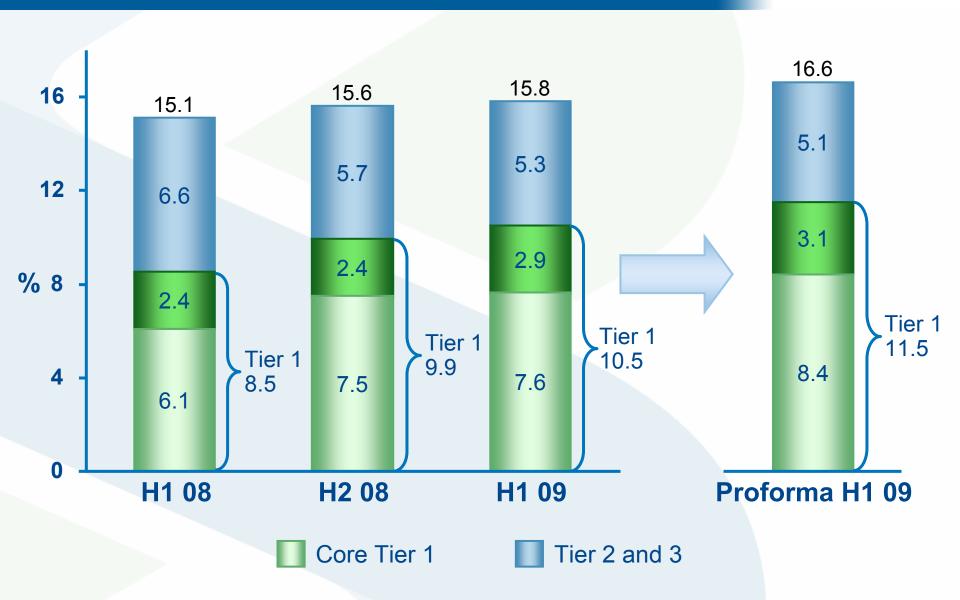
## **Group balance sheet**



	H1 2008	H2 2008	H1 2009
Customer deposits US\$bn	210.8	238.6	236.0
A/D ratio %*	84.1	74.8	78.4
Liquidity ratio %	22.8	23.1	24.1
Total assets US\$bn	396.8	435.1	411.2

#### **Proforma capital**





## Performance by geography



Profit before tax US\$m	H1 2008	H2 2008	H1 2009	H1 09 v H1 08 %	H1 09 v H2 08 %
Hong Kong	656	358	576	(12)	61
Singapore	317	427	430	36	1
Korea	209	149	81	(61)	(46)
Other APR	505	193	416	(18)	116
India	606	337	526	(13)	56
MESA	386	350	220	(43)	(37)
Africa	157	155	265	69	71
Americas, UK & Europe	(250)	13*	324	nm	nm
Total	2,586	1,982*	2,838	10	43

<sup>\*</sup>Excludes US\$233m rights issue option

## **Consumer Banking performance**

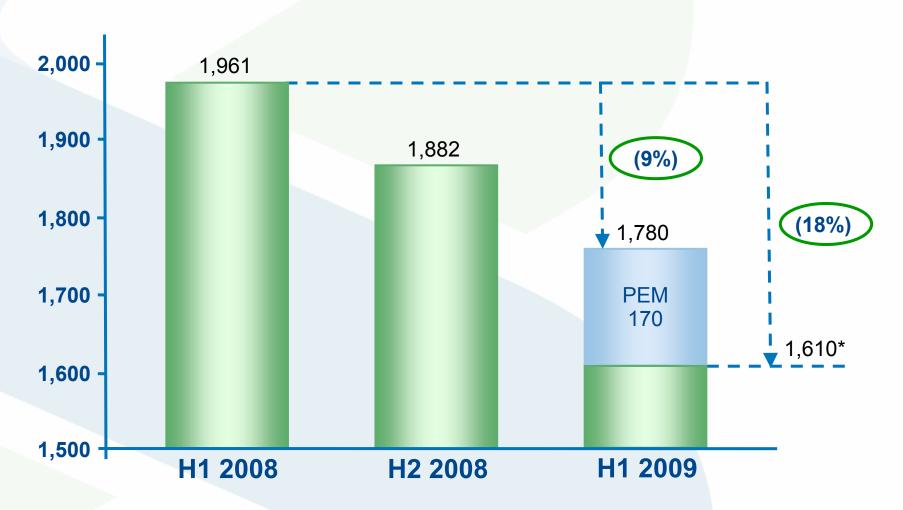


US\$m	H1 2008	H2 2008	H1 2009	H1 09 v H1 08 %	H1 09 v H2 08 %
Income	3,177	2,775	2,685	(15)	(3)
Expenses	(1,961)	(1,882)	(1,780)	(9)	(5)
Operating profit before impairment	1,216	893	905	(26)	1
Loan impairment	(412)	(525)	(563)	37	7
Other impairment	(2)	(54)	6	nm	nm
Operating profit	802	314	348	(57)	11

#### **Consumer Banking expenses**







# Consumer Banking Ioan impairment



US\$m	H1 2008	H2 2008	H1 2009	YOY %
Individual impairment provision	(416)	(482)	(515)	24
Portfolio impairment provision	4	(43)	(48)	nm
Total impairment charge	(412)	(525)	(563)	37

## **Consumer Banking Ioan impairment trend**



		Q3 08	Q4 08	Q1 09	Q2 09	H1 09
Mortgages	LI/ANR	0.00%	0.05%	0.13%	0.31%	0.22%
	30dpd/ENR	1.20%	1.34%	1.22%	1.19%	1.19%
	Loan book (US\$bn)	46	47	47	51	51
	LI (US\$m)	1	6	16	40	56
SME	LI/ANR	1.21%	2.75%	2.31%	1.96%	2.13%
	90dpd/ENR	2.06%	2.52%	2.54%	2.42%	2.42%
	Loan book (US\$bn)	12	12	11	12	12
	LI (US\$m)	39	85	60	54	114
Other Including personal loans & credit cards	LI/ANR	1.89%	4.84%	3.90%	3.21%	3.50%
	30dpd/ENR	2.95%	3.25%	3.37%	3.40%	3.40%
	Loan book (US\$bn)	22	22	21	22	22
	LI (US\$m)	130	264	185	208	393
Total	LI/ANR	0.75%	1.70%	1.34%	1.35%	1.35%
	30dpd/ENR	1.84%	2.07%	2.00%	1.92%	1.92%
	Loan book (US\$bn)	80	81	79	85	85
	LI (US\$m)	170	355	261	302	563

# Wholesale Banking performance



US\$m	H1 2008	H2 2008	H1 2009	H1 09 v H1 08 %	H1 09 v H2 08 %
Income	3,664	3,825	5,027	37	31
Expenses	(1,939)	(1,829)	(2,247)	16	23
Operating profit before impairment	1,725	1,996	2,780	61	39
Loan impairment	(53)	(331)	(525)	nm	59
Other impairment	(24)	(312)	(6)	(75)	(98)
Operating profit	1,648	1,353	2,249	36	66
Risk weighted assets (US\$bn)	147.8	136.7	153.3	4	12

#### Wholesale Banking income







#### **Diversified income streams**



Total income by product US\$m	H1 2008	H1 2009	YOY %
Lending & Portfolio Mgt	246	412	67
Transaction Banking	1,249	1,272	2
Trade	470	625	33
Cash Mgt & Custody	779	647	(17)
Global Markets	2,169	3,343	54
Financial Markets	1,213	2,036	68
ALM	514	557	8
Corporate Finance	365	615	68
Principal Finance	77	135	75
Total Wholesale Banking	3,664	5,027	37
Client income as % of total income	76	69	

## **Wholesale Banking Financial Markets**



Total income by product US\$m	H1 2008	H1 2009	YOY %
FX	716	831	16
Rates	334	573	72
Commodities and Equities	48	236	392
Capital Markets	118	226	92
Credit and Other	(3)	170	nm
Total Financial Markets	1,213	2,036	68

## Wholesale Banking loan impairment



US\$m	H1 2008	H2 2008	H1 2009	YOY %
Specific impairment provision	(63)	(331)	(498)	690
Recoveries	32	57	19	(41)
Portfolio impairment provision	(22)	(57)	(46)	109
Total net charge	(53)	(331)	(525)	891
Loans and advances to customers (US\$bn)*	93.4	98.5	101.2	8

## **American Express Bank**



US\$m	H1 2008	H2 2008	H1 2009	YOY %
Income	265	287	301	14
Expenses	(198)	(248)	(195)	(2)
Loan/other impairment	(16)	(57)	(16)	0
Profit pre integration expense Integration expense Profit before tax	<b>51</b> (65) (14)	(18) (92) (110)	90 (30) <b>60</b>	<b>76</b> (54) <b>nm</b>

## **Group balance sheet - liabilities**



Deposits US\$bn	H1 2008	H2 2008	H1 2009	H1 09 v H1 08%	H1 09 v H2 08%
CASA*	113.2	117.3	135.3	20	15
Time deposits	131.3	145.2	129.7	(1)	(11)
Other deposits	6.7	12.1	5.0	(25)	(59)
Total	251.2	274.6	270.0	7	(2)

### **Group balance sheet - assets**



US\$bn	H1 2008	H2 2008	H1 2009	YOY %
Consumer loans to customers	84.4	80.7	84.5	0
Wholesale loans to customers	93.4	98.5	101.2	8
Derivatives	42.8	69.7	45.8	7
Loans and advances to banks	49.2	46.6	45.4	(8)
Assets held at fair value <sup>†</sup>	20.6	11.1	14.2	(31)
Investment securities	64.3	69.3	72.6	13
Cash at central banks	10.5	24.2	12.1	15
Other	31.6	35.0	35.4	12
Total assets	396.8	435.1	411.2	4
Of which: Asset backed securities*	5.0	3.8	3.0	(40)
Commercial real estate**	5.5	6.4	6.8	24
Leveraged loans	3.6	2.2	1.7	(53)
Level 3 assets	2.6	2.3	0.6	(77)

<sup>†</sup>Excludes loans to customers held at fair value

<sup>\*</sup> Reflects balance sheet carrying value

<sup>\*\*</sup> Average loan to value of 53%

## Summary



Second half has started well

Continued focus on foundations of banking

Well positioned in the right markets



## **Leading the way**

in Asia, Africa and the Middle East

**Peter Sands** 

**Group Chief Executive** 

## Korea





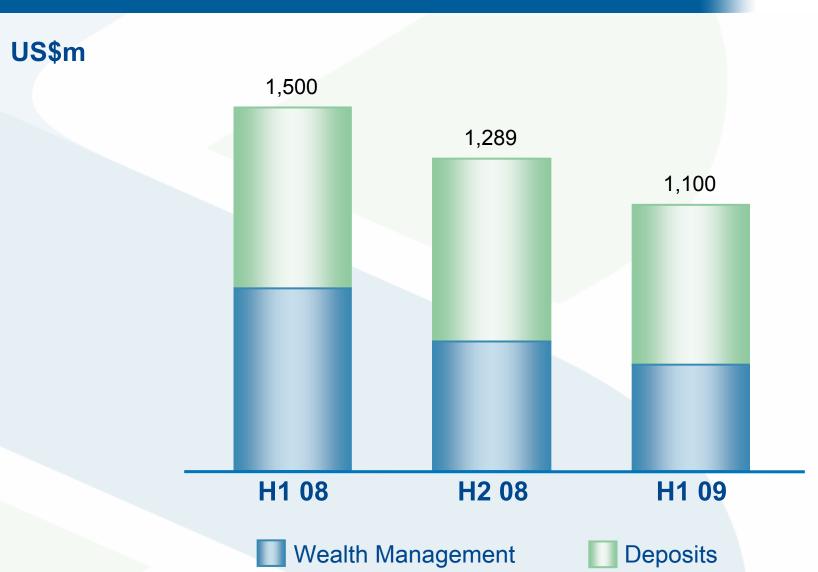
## Middle East and South Asia





## **Wealth Management and Deposits**





#### **Consumer Banking strategy**



- Customer centric, shifting focus from products to customers
- Reinforce the basics of banking, standardising the way we work
- Participation models, optimising resource and leveraging competitive strength





#### **Priority Banking**





We've made seamless international

We all have different priorities. If 24-hour availability to your

money anywhere in the world is your priority, we've made it

Access your money anywhere, anytime with our international

banking services. Enjoy complimentary fund transfers,

emergency cash and free overseas cash withdrawals with

your internationally recognized ATM-cum-debit card. Your

family will receive the same benefits too. Along with access to exclusive banking centres and wealth solutions to suit to

No matter what your priorities, our exceptional service, unique benefits and expert solutions are tailored to help

you achieve them all. Speak to your Relationship Manager

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banking a priority.

their individual needs.

connected

We ensure

your money

is too

PRIORITY Banking





Your family

means the

And because we know that your family is your greatest asset, they'll receive exactly the same privileges too.

back to them

PRIORITY

Banking

#### We've made faster, simpler banking a priority.

We all have different priorities. If spending more time with the family is your priority, we'll free you up for the more important things in life. You just need to ask once and our skilled and dedicated relationship team will take care of everything.

You'll enjoy simplified account opening, express processing and exclusive banking channels to complete your banking transactions quickly and in comfort both at home and abroad.

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You want

more rewards

We give you points for

your cards, property

loans, savings and

investments too

#### We've made rewarding you a priority.

We all have different priorities. If getting the best deal is your priority, we'll reward you not only when you spend on your credit card but also for your property loan balances, deposits and investments with us. So you'll enjoy more air miles, vouchers and other rewards in the shortest possible time

Earn Reward Points On Your

SPENDS + PROPERTY LOAN + DEPOSITS + INVESTMENTS

Access Rewards With The Priority Banking VISA Infinite Card

Your total banking relationship will also be managed by a

dedicated Relationship Manager who will take a comprehensive approach to understand all your financial requirements.

unique benefits and expert solutions are tailored to help you achieve them all. Speak to your Relationship Manager today or call 1234567 for more details. Alternatively, visit priority.standardchartered.com. What's Your Priority?

PRIORITY Banking





WHAT'S YOUR PRIORITY?

#### Wholesale Banking



Deep 'core bank' client relationships

Local scale and cross-border capabilities

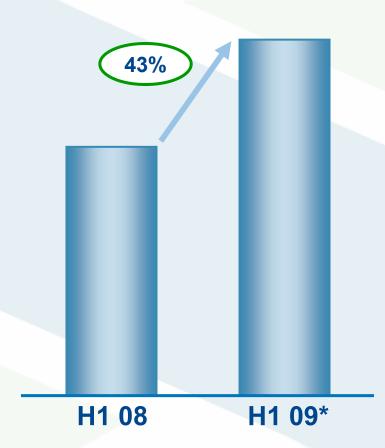
**Strategic** Value added **Transactional Basic lending** 

Origination and distribution

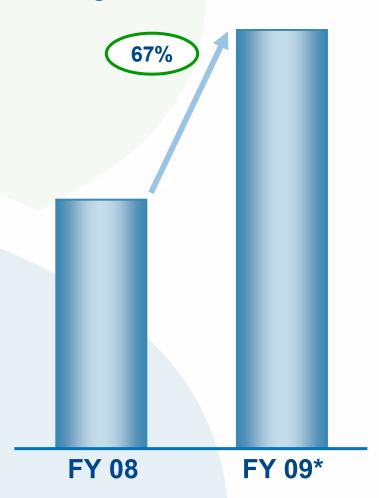
### **Client relationships**



Income from top 50 clients (in US\$)



Number of clients with income greater than US\$10m



#### **Group strategy**



Disciplined execution of strategy

Supporting clients' needs

Focused on the basics of banking

Embedded values and culture

#### Rationale for placing



Further strengthens an already strong balance sheet

Reinforces distinctiveness and competitive edge

Positions the Group to take advantage of opportunities

### Outlook



GDP %	2008	2009F*	2010F*	2011F*
China	9.0	8.5	8.9	8.1
India**	6.7	6.4	7.5	8.4
Korea	2.2	-2.5	2.6	4.1
Hong Kong	2.4	-3.4	4.0	4.5
Singapore	1.1	-4.9	4.4	5.0
Malaysia	4.6	-3.1	3.8	5.5
Indonesia	6.1	4.0	5.0	6.0
Vietnam	6.2	4.2	5.0	6.5
Taiwan	0.1	-5.0	3.1	3.5
Thailand	2.6	-3.5	1.5	4.1
Nigeria	6.4	4.2	5.9	8.5
UAE	7.4	0.5	3.0	4.0
US	1.1	-2.3	2.1	2.4
UK	0.7	-4.2	1.2	1.7
Eurozone	0.6	-4.8	1.0	2.1
Japan	-0.7	-5.8	0.6	0.8

Source: \*Standard Chartered forecasts

NOTE: \*\*For fiscal year starting April

## **Summary**



