Africa day
9 October 2012

Leading the way
in Asia, Africa and the Middle East

Standard Chartered

Leading the way
in Asia, Africa and the Middle East

Richard Meddings

Group Finance Director

Forward looking statements

This document contains or incorporates by reference ‘forward-looking statements’ regarding the belief or expectations of the Company, the Directors and other members of its senior management about the Group’s strategy, businesses, performance and the matters described in this document. Generally, words such as “may”, “could”, “will”, “expect”, “intend”, “estimate”, “anticipate”, “believe”, “plan”, “seek”, “continue” or similar expressions are intended to identify forward-looking statements.

Forward-looking statements involve inherent risks and uncertainties. They are not guarantees of future performance and actual results could differ materially from those contained in the forward-looking statements. Forward-looking statements are based on current views, estimates and assumptions and involve known and unknown risks, uncertainties and other factors, many of which are outside the control of the Group and are difficult to predict. Such risks, factors and uncertainties may cause actual results to differ materially from any future results or developments expressed or implied from the forward-looking statements. Such risks, factors and uncertainties include but are not limited to: changes in the credit quality and the recoverability of loans and amounts due from counterparties; changes in the Group’s financial models incorporating assumptions, judgments and estimates which may change over time; risks relating to capital, capital management and liquidity; risks arising out of legal and regulatory matters, investigations and proceedings; operational risks inherent in the Group’s business; risks arising out of the Group’s holding company structure; risks associated with the recruitment, retention and development of senior management and other skilled personnel; risks associated with business expansion and engaging in acquisitions; global macroeconomic risks; risks arising out of the dispersion of the Group’s operations, the locations of its businesses and the legal, political and economic environment in such jurisdictions; competition; risks associated with banking and financial services legislation, regulations policies and guidelines; changes in the credit ratings or outlook for the Group; market, interest rate, commodity prices, equity price and other market risk; foreign exchange risk; financial market volatility; systemic risk in the banking industry and other financial institutions or corporate borrowers; cross-border country risk; risks arising from operating in markets with less developed judicial and dispute resolution systems; risks arising out of regional hostilities, terrorist attacks, social unrest or natural disasters and failure to generate sufficient level of profits and cash flows to pay future dividends.

Any forward-looking statement contained in this document is based on past or current trends and/or activities of the Company and should not be taken as a representation that such trends or activities will continue in the future. No statement in this document is intended to be a profit forecast or to imply that the earnings of the Company and/or the Group for the current year or future years will necessarily match or exceed the historical or published earnings of the Company and/or the Group. Each forward-looking statement speaks only as of the date of the particular statement. Except as required by any applicable law or regulations, the Company expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statement contained herein to reflect any change in the Company’s expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based.

Agenda

12:00 – 12.30	**Registration with sandwich lunch**	**All**
12:30 – 13:10	Introduction to the West and Africa	Richard Meddings
13:10 – 13:35	Africa macro	Razia Khan
13:35 – 14:00	Africa overview/strategy	Diana Layfield
14:00 – 14:10	Nigeria overview	Bola Adesola
14:10 – 14:20	Kenya overview	Richard Etemesi
14:20 – 14:30	Q&A	Diana Layfield and team
14:30 – 14:45	Tea and coffee break	All
14:45 – 15:20	Africa Consumer Banking	Raheel Ahmed and Kariuki Ngari
15:20 – 15:55	Africa Wholesale Banking	Stephen Priestley and Rahil Taneja
15:55 – 16:25	Q&A	Diana Layfield and team
16:25 – 18:00	Drinks and canapé reception with an opportunity to network	All

Introduction to the West and Africa

Leading the way
in Asia, Africa and the Middle East

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WEST OVERVIEW

Our presence - Africa, Middle East, UK, Europe and Americas

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	MENA*	AFRICA	UK/EUROPE	AMERICAS	TOTAL
Countries	10	15	13	9	47
Staff	8,600	7,400	2,200	1,000	19,200
Branches	168	186	3	1	358
ATMs	386	338	0	0	724
Customers ('000s)	1,180	870	11	7	2,068

Note: All data as at 30 June 2012
* MENA - Middle East, North Africa and Pakistan

Financial performance 2006 – 2011

Standard Chartered

US$m	2006 (West*)	2011 (West*)	% of Group	CAGR % (West*)	CAGR % (Group)
Income	2,289	5,326	30	18	15
Expenses	(1,486)	(3,177)	32	16	16
Impairments	(47)	(351)	34	50	10
Profit before tax**	758	1,799	27	19	16
Customer deposits	29,836	80,170	23	22	19
Loans and advances to customers	25,519	59,991	22	19	14

* Africa, Americas, UK and Europe, Middle East and Other South Asia (excludes India)
** Includes profit from associates

Our footprint is a source of competitive advantage

We are at the epicentre of the world's fastest growing trade and investment corridors

Composition of global exports by region

2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011

Africa Asia CIS*

World's ten fastest growing trade corridors

Latam - CIS*	17	44

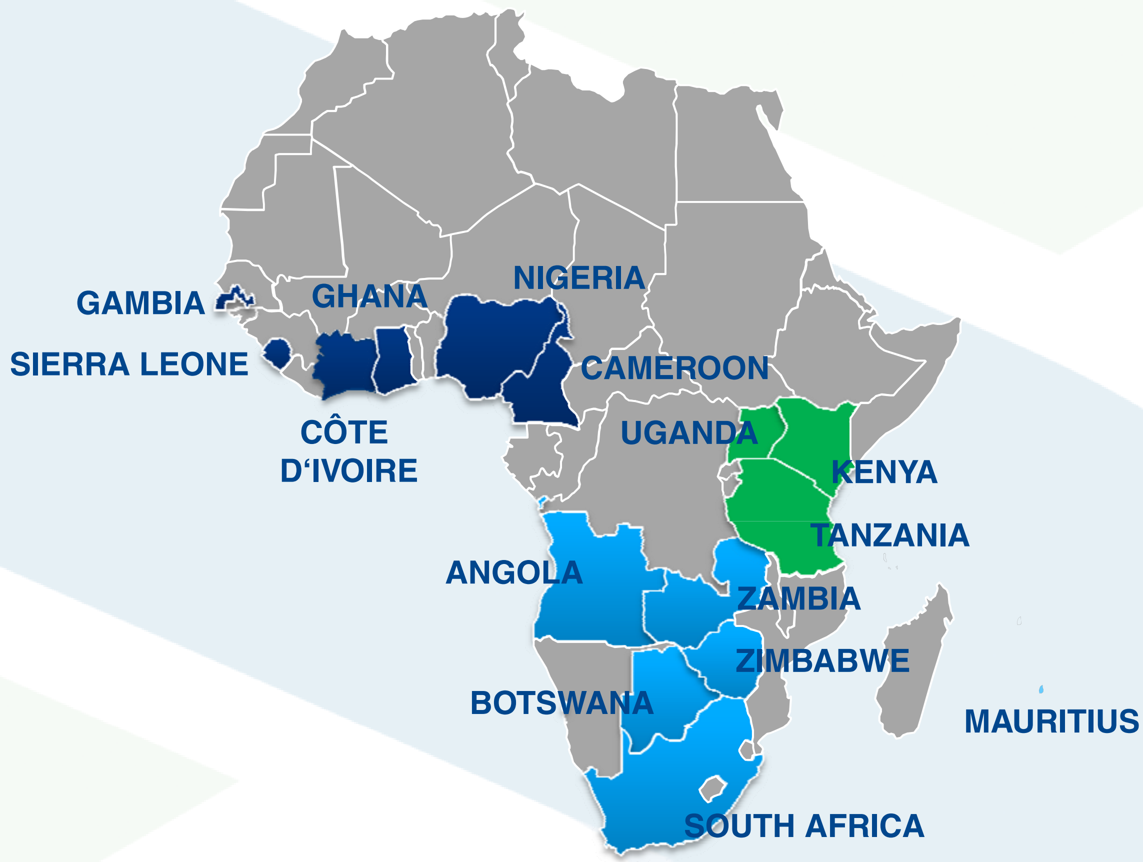
Source: Standard Chartered Research, IMF Direction of Trade Statistics * CIS – Commonwealth of Independent States

AFRICA OVERVIEW

Our African business

Standard Chartered footprint

- 15 markets
- 7,400 staff
- 186 branches
- 338 ATMs



Markets	Established
South Africa	1863
Nigeria	1894
Sierra Leone	1894
Botswana	1897
Côte d’Ivoire	2001
Angola	2010

Standard Chartered Africa - Story of growth

Standard Chartered

Financial performance

US$m	2001	2006	2011	06 - 11 CAGR %
Consumer Banking				
Income	131	257	422	10
Profit before tax	6	51	131	21
Wholesale Banking				
Income	224	383	918	19
Profit before tax	110	141	465	27
Total				
Income	355	640	1,340	16
Profit before tax	116	192	596	25
Customer deposits	2,381	4,626	8,835	14
Loans and advances to customers	969	2,536	6,068	19
Consumer Banking	171	855	1,341	9
Wholesale Banking	798	1,691	4,772	23
Offshore	*nm*	*nm*	*3,936*	

Global Finance

- Best M&A deal: Bharti Airtel's acquisition of Zain African operations

The Banker – Bank of the Year 2011

- Tanzania
- Zambia

Trade & Forfaiting Review 2011 Awards

- Best Trade Bank in Africa

Euromoney 2011 Awards for excellence

- Best Flow House in Africa
- Best Project Finance House in Africa

What a difference a decade makes

May 2000

December 2011

Perception

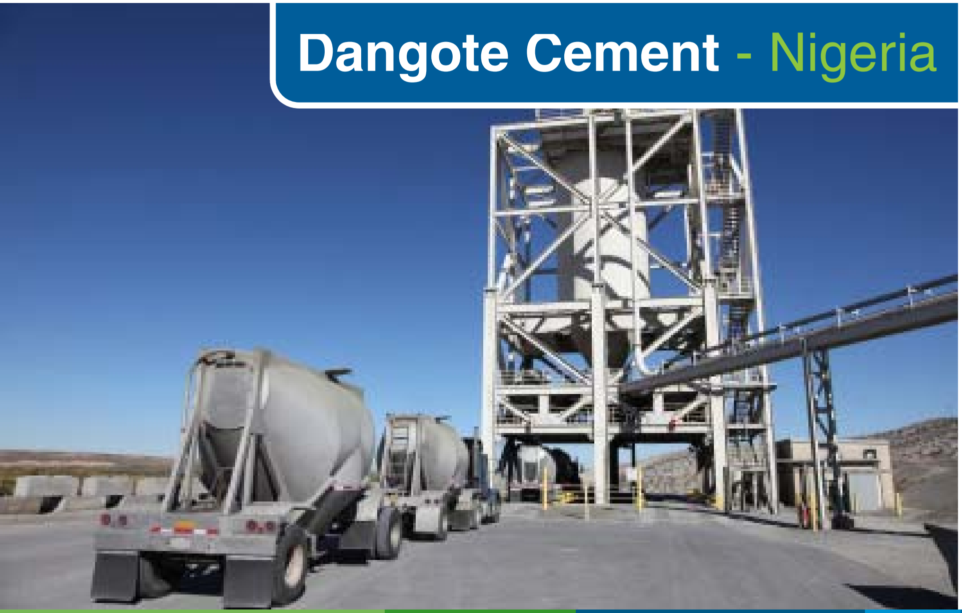
Reality

Farmsecure - South Africa

Ghana - **Tullow Oil PLC**

Dangote Cement - Nigeria

Africa - **Airtel**

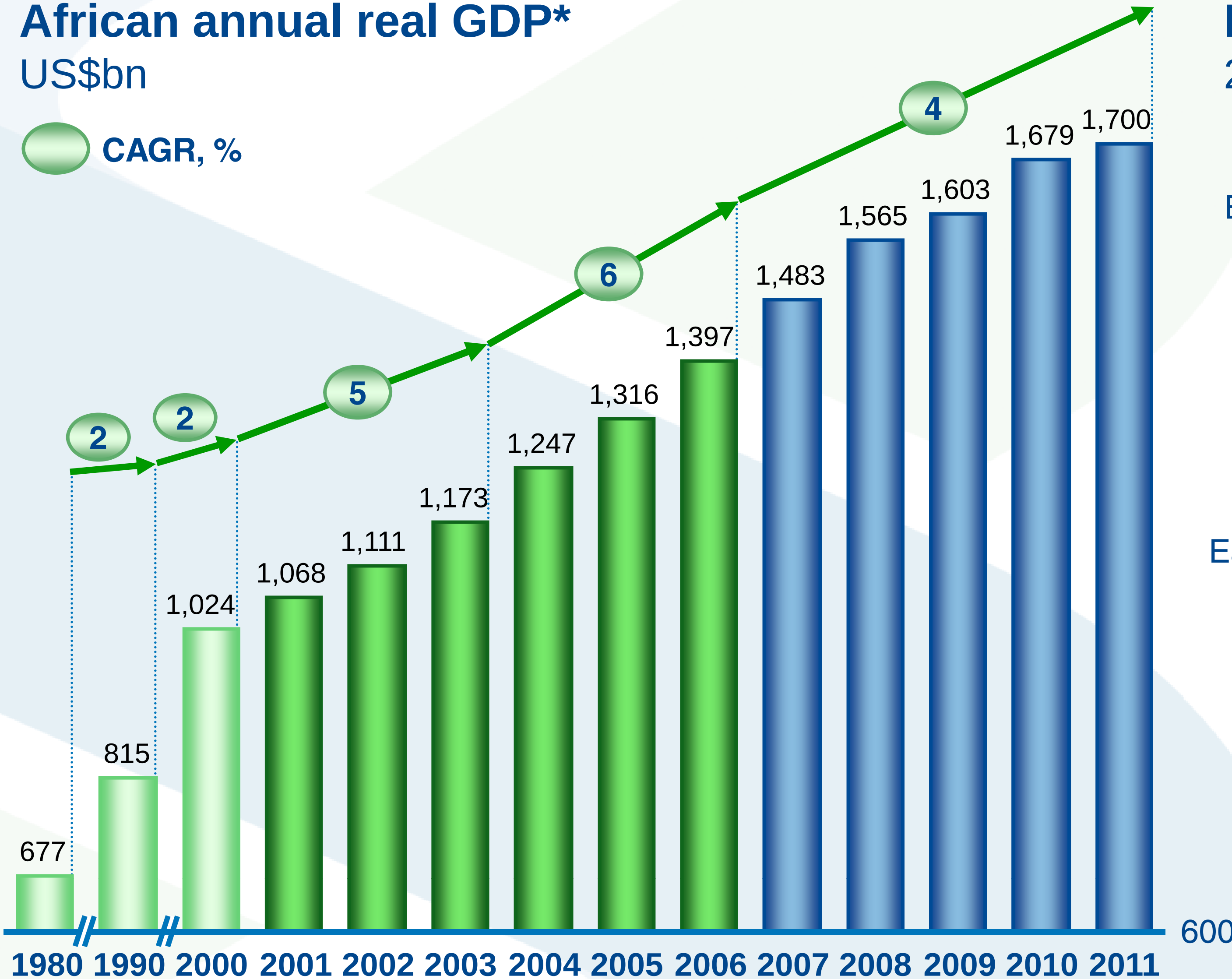


Africa's economic growth accelerated after 2000, making it the world's second-fastest growing region

Standard Chartered

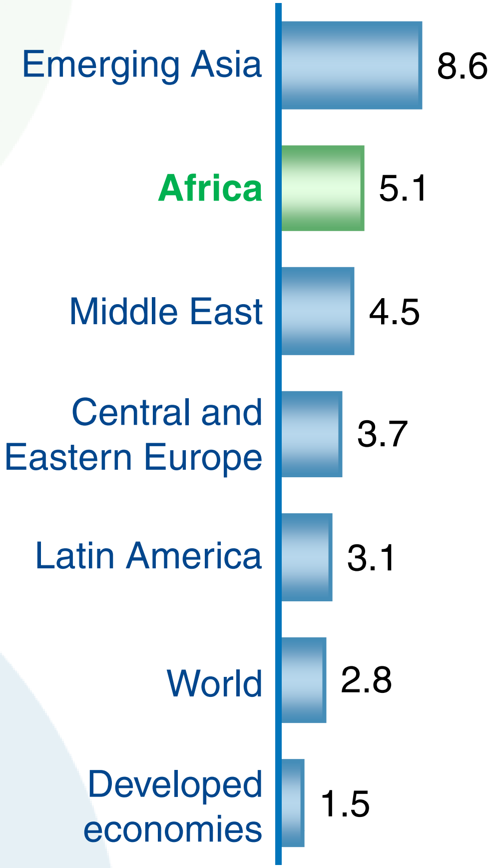
African annual real GDP*

US$bn



Real GDP* CAGR,

2000-2010 (%)



Sources: Global Insight; McKinsey Global Institute analysis * GDP - Gross Domestic Product

African governments have significantly improved macroeconomic stability

Inflation
% per annum

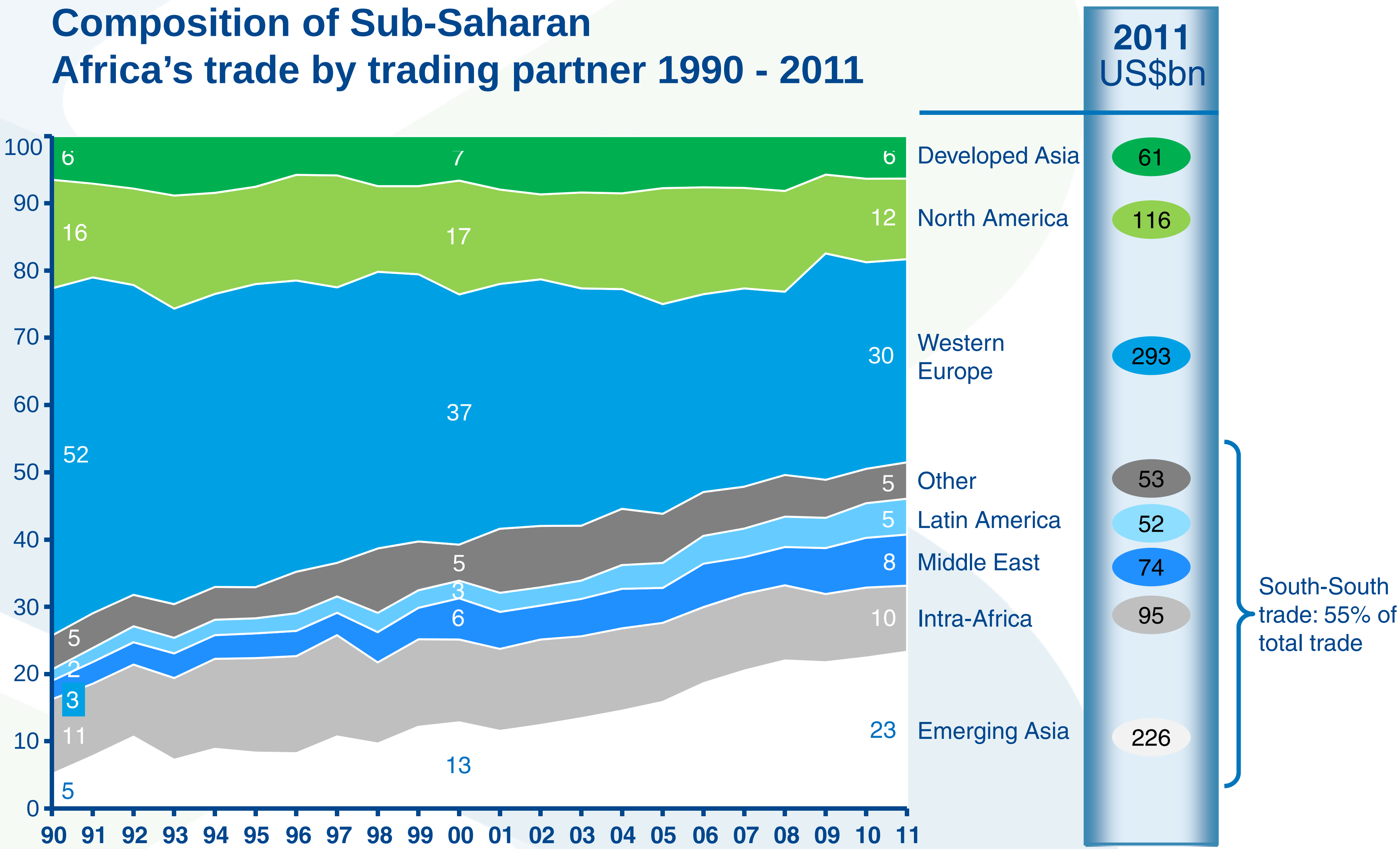
Government debt
% of GDP

Budget balance
% of GDP

Sources: World Bank World Development Indicators; Political Risk Services; McKinsey Global Institute

Trade with other developing countries accounts for more than half of Sub-Saharan Africa's trade

Composition of Sub-Saharan Africa's trade by trading partner 1990 - 2011



Sources: IMF DOTS; McKinsey Global Institute

It's more than just China - Increased 'South South' trade and investment

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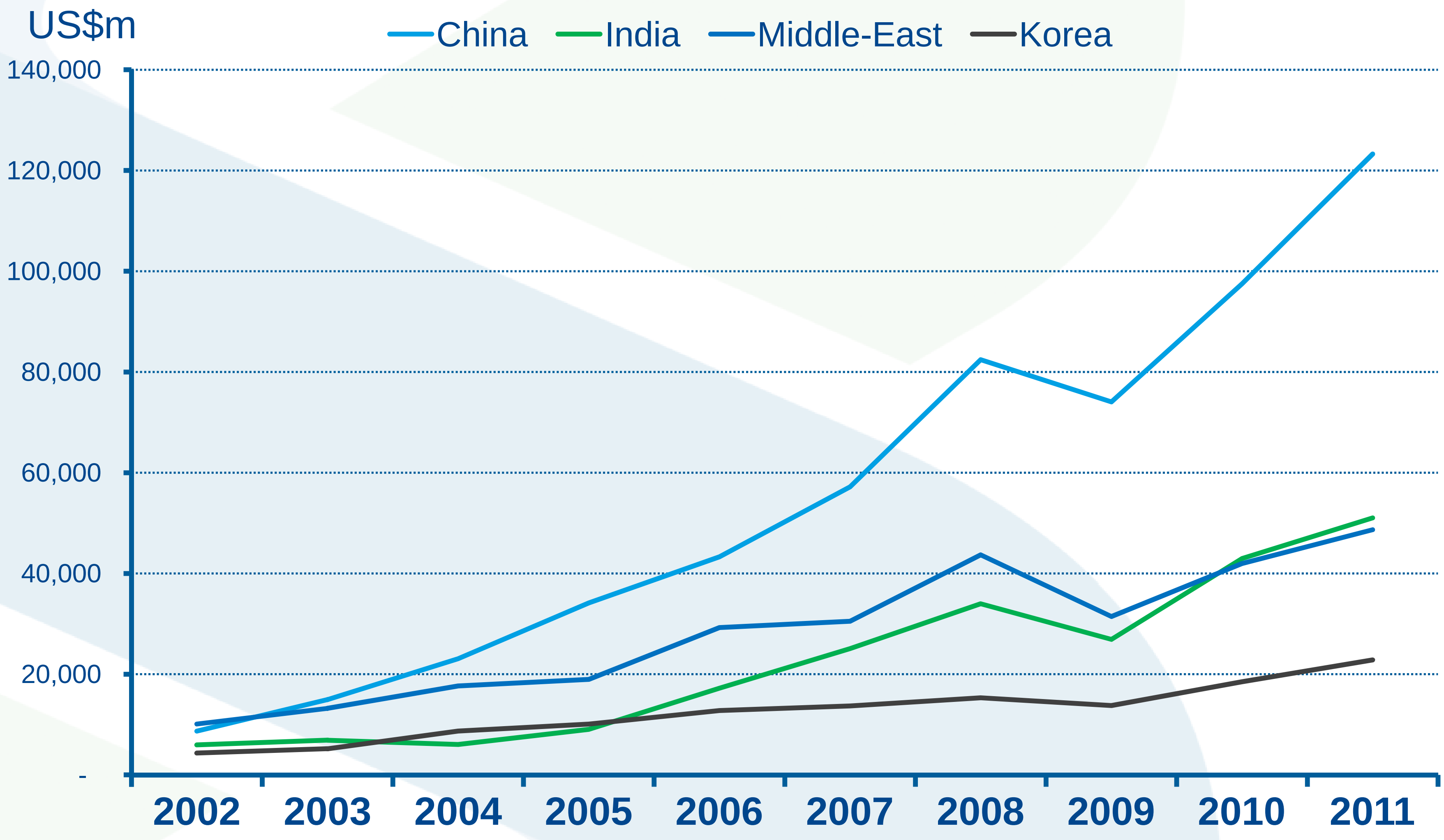
Sub-Saharan Africa's top trading partners in the South



Sources: IMF DOTS, Standard Chartered Research

Africa represents about 60% of the potentially available cropland in the world

Standard Chartered

Additional available cropland, 2009[1]

Million hectares

[1] Cropland defined as land producing output greater than 40% of maximum yield under rain-fed conditions, excluding forest areas.

Sources: World Bank/Food and Agriculture Organisation, Awakening Africa's sleeping giant; McKinsey Global Institute

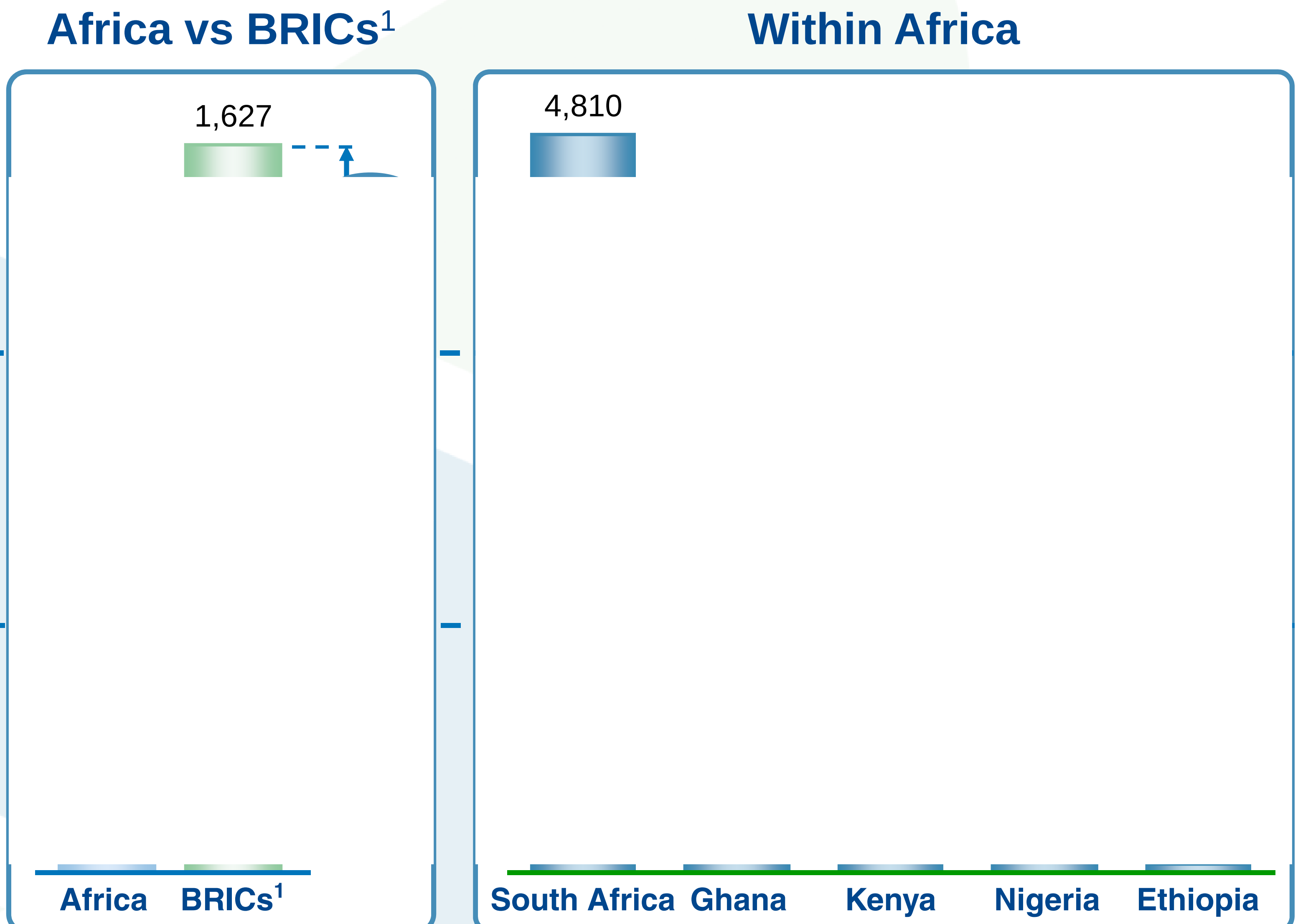
Africa's infrastructure is half to a fifth that of the BRIC countries, with wide variations across countries

Power
Kilowatt-hours per person

Road density
Kilometers per thousand square kilometers

Rail density
Kilometers per thousand square kilometers

Africa vs BRICs[1] / Within Africa



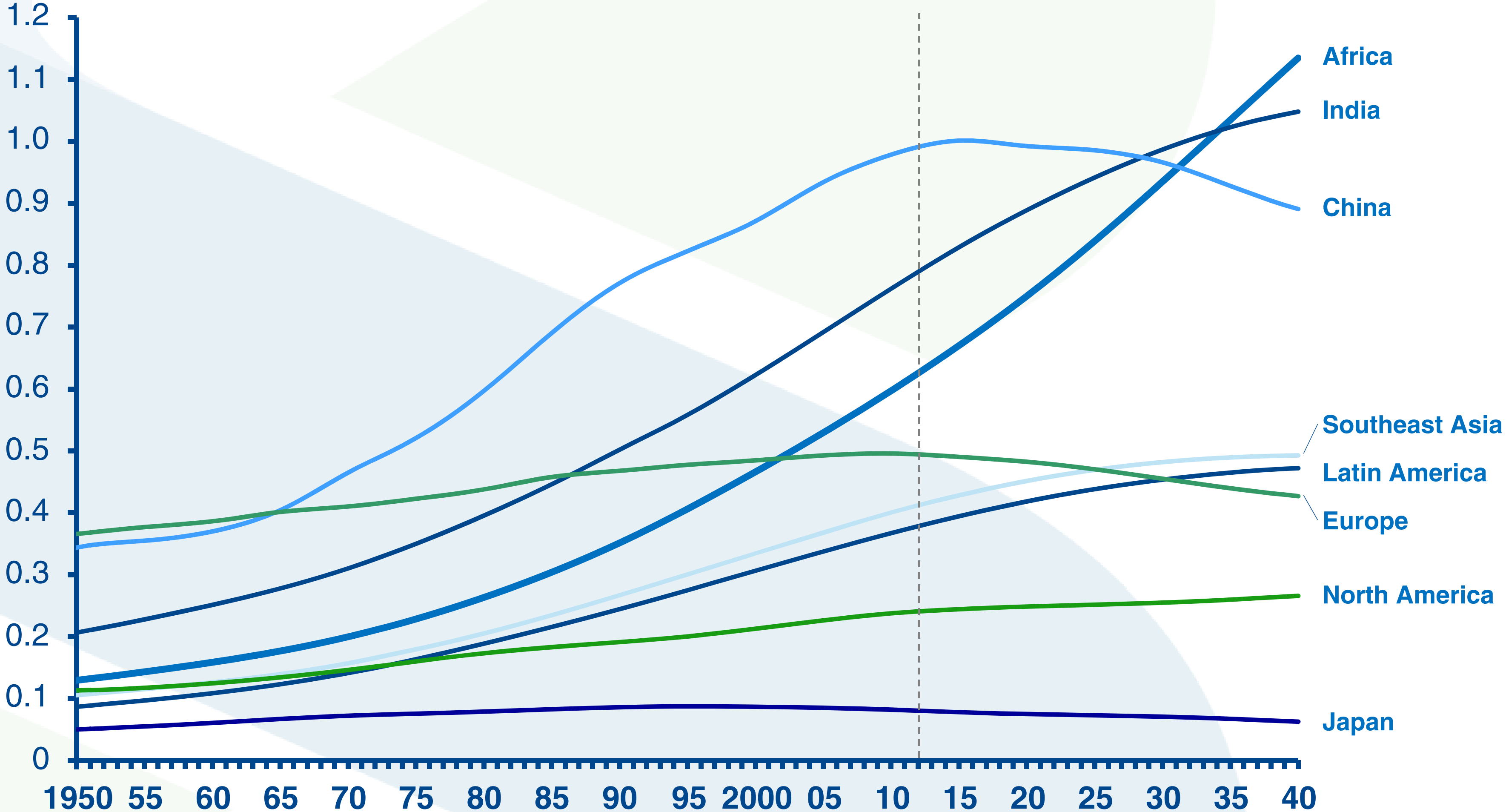
[1] BRICS: Brazil, Russia, India, China. The comparisons exclude Russia for roads and rail because Russia's land area distorts the statistics

Source: World Development Indicators, McKinsey Global Institute

Africa's workforce will become the world's largest by 2035

Size of the working-age[1] population

Billion people



[1] Population aged 15 - 64

Source: United Nations World Population Prospect; McKinsey Global Institute

Four groups of industries could have combined revenue of US$2.6tn by 2020

Standard Chartered

Estimated annual revenue, 2020 US$bn		08 - 20 Growth US$bn	08 - 20 CAGR %
Consumer	1,380	520	4
Resources	540	110	2
Agriculture[1]	500	220	5
Infrastructure[2]	200	130	9
Total	**2,620**	**~980**	**4**

[1] We took the 2030 value of US$880bn and calculated straight-line equivalent for 2020

[2] Represents investment. Assumes need remains as same share of GDP through 2020

Source: McKinsey Global Institute

The continent is experiencing structural growth in the financial services industry

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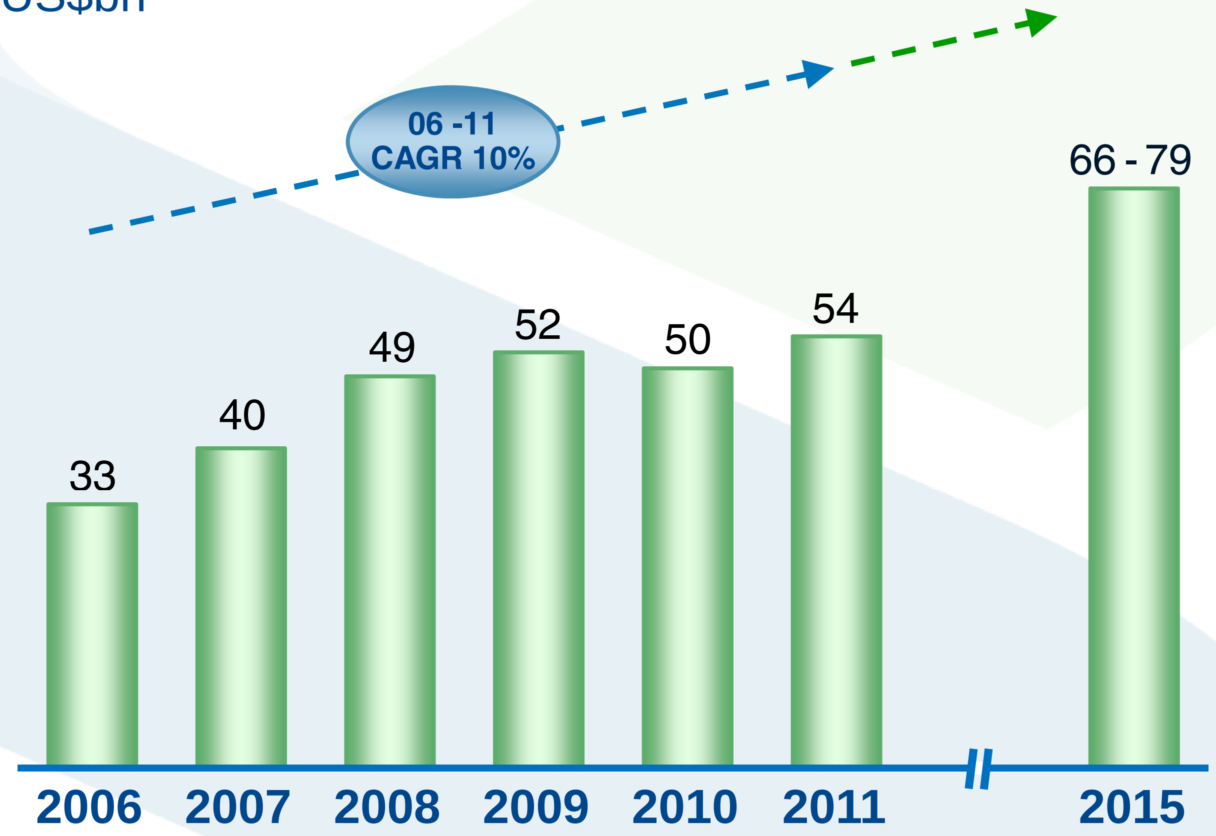
Sub-Saharan Africa banking revenue pools

US$bn



- Sub-Saharan Africa's banking market is projected to be larger than the size of the current Indian banking market by 2015
- Banking penetration at 24% is less than a half that of East Asia and less than a third of that of developed economies

Note: Banking revenue pools grew at 2x real GDP growth rates from 2006 to 2011. Sub-Saharan real GDP is projected to grow at over 5% from 2011 to 2015. Historical ratio of revenue pools growth to real GDP growth is used to estimate the upper range of future revenue pool growth.
Indian banking market revenue pool was US$67bn in 2011.
Sources: McKinsey & Company; IMF World Economic Outlook; Standard Chartered strategy analysis

Key messages for Africa

- Africa presents significant economic opportunity. However, it does have its challenges
- Standard Chartered Africa, built over 150 years, is a diverse, high return, high dividend business uniquely placed to intermediate growing ‘South-South’ flows
- Our governance and talent are key differentiators

Our people

Standard Chartered


Diana Layfield
Africa


Anil Dua
West Africa


Miguel Miguel
Angola


Moatlhodi Lekaukau
Botswana


Mathieu Mandeng
Cameroon


Serge-Philippe Bailly
Cote D'Ivoire

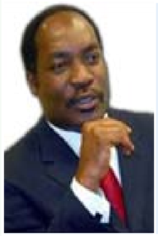

Humphrey Mukwereza
Gambia


Kweku Bedu Addo
Ghana


Richard Etemesi
Kenya & East Africa


Sridhar Nagarajan
Mauritius


Bola Adesola
Nigeria


Albert Saltson
Sierra Leone


Ebenezer Essoka
South & Southern Africa


Jeremy Awori
Tanzania


Herman Kasekende
Uganda


Mizinga Melu
Zambia


Ralph Watungwa
Zimbabwe

Macro

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Leading the way

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Razia Khan

Regional Head, Research Africa

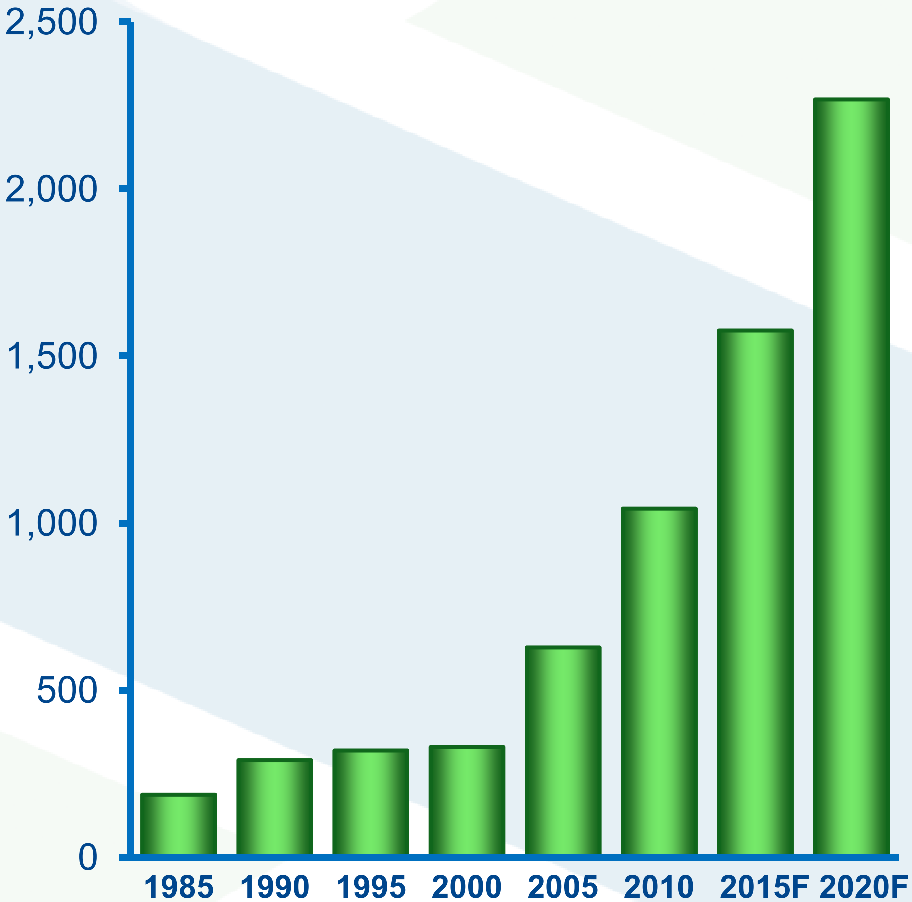
Key messages

Standard Chartered

- Significant opportunity
- Not just a resources story
- Growing trade and investment links with network
- The time is now

An African supercycle

Sub-Saharan Africa's GDP to reach US$2.3tn by 2020
US$bn



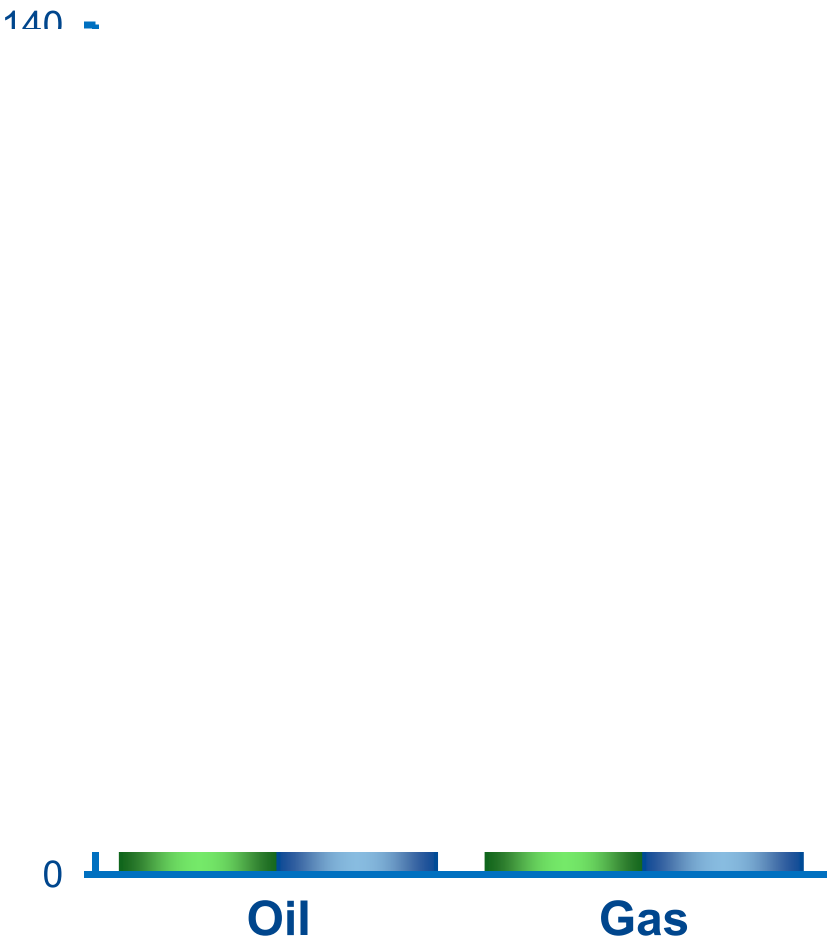
Source: IMF Regional Economic Outlook 2012

- Supercycle characteristics
- Sustained, diversified growth
- The 7% Club - doubling in size every ten years
- A 'new energy hotspot'

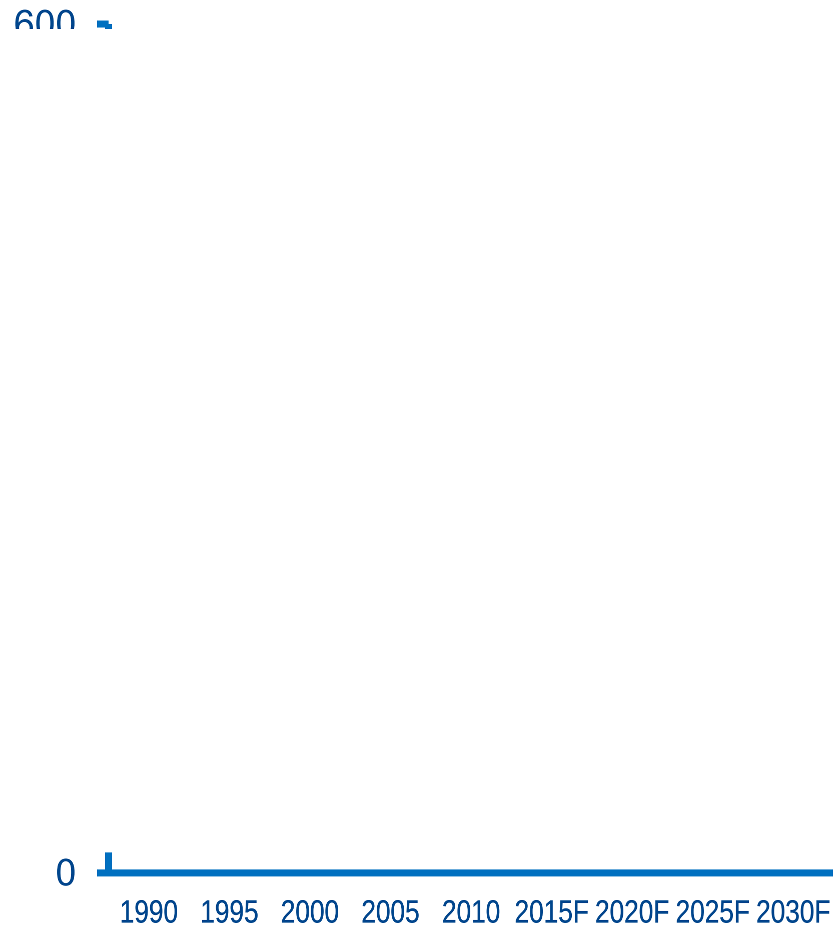
New oil and gas discoveries to drive production

Standard Chartered

Proved oil (bn barrels) and gas reserves (tn cubic metres)



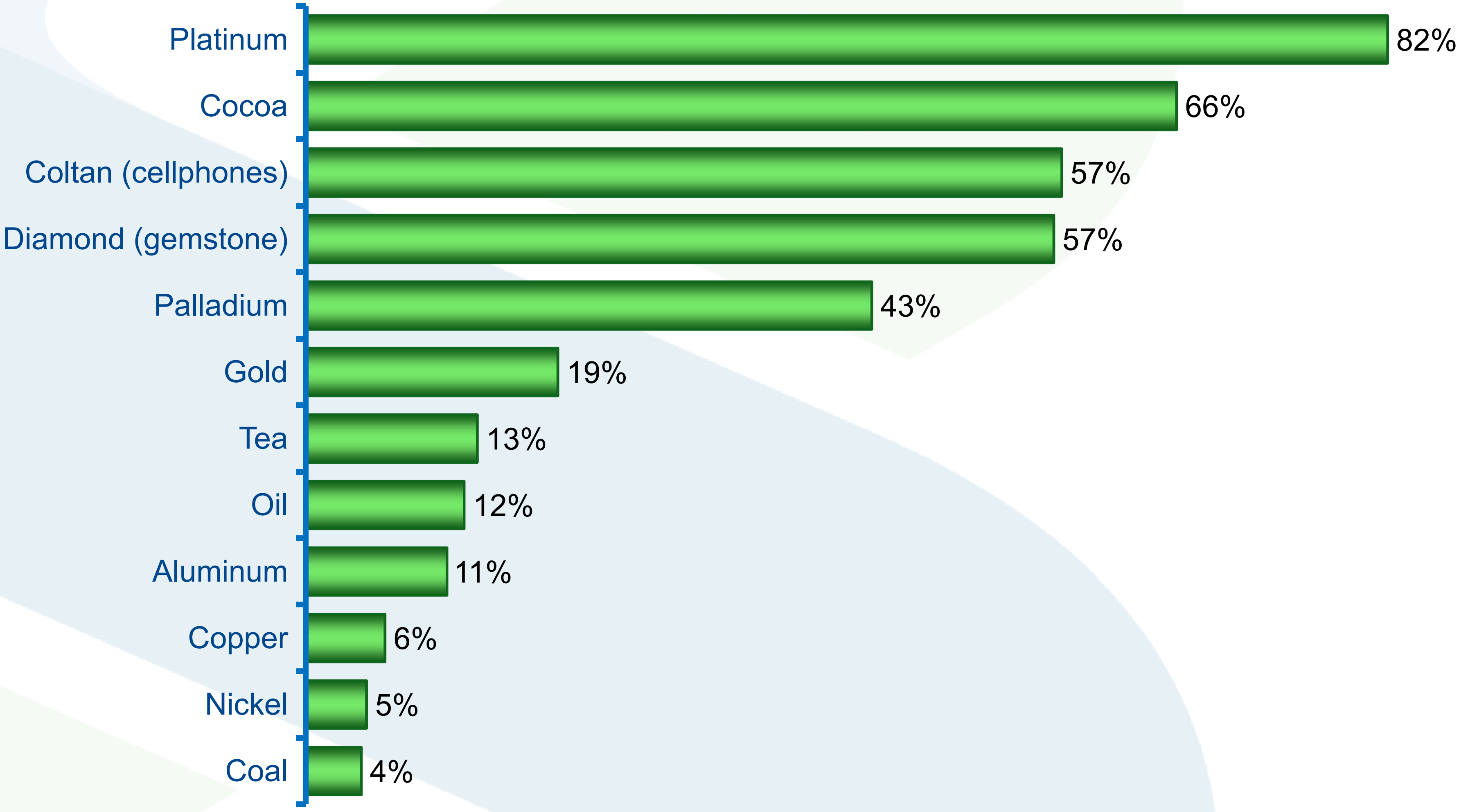
Production: Million tonnes oil equivalent



Source: BP Statistical Yearbook

Africa is resource-rich

Share of world production



Source: Standard Chartered Research, World Bank, BP

…but consumption, not commodities, drives growth

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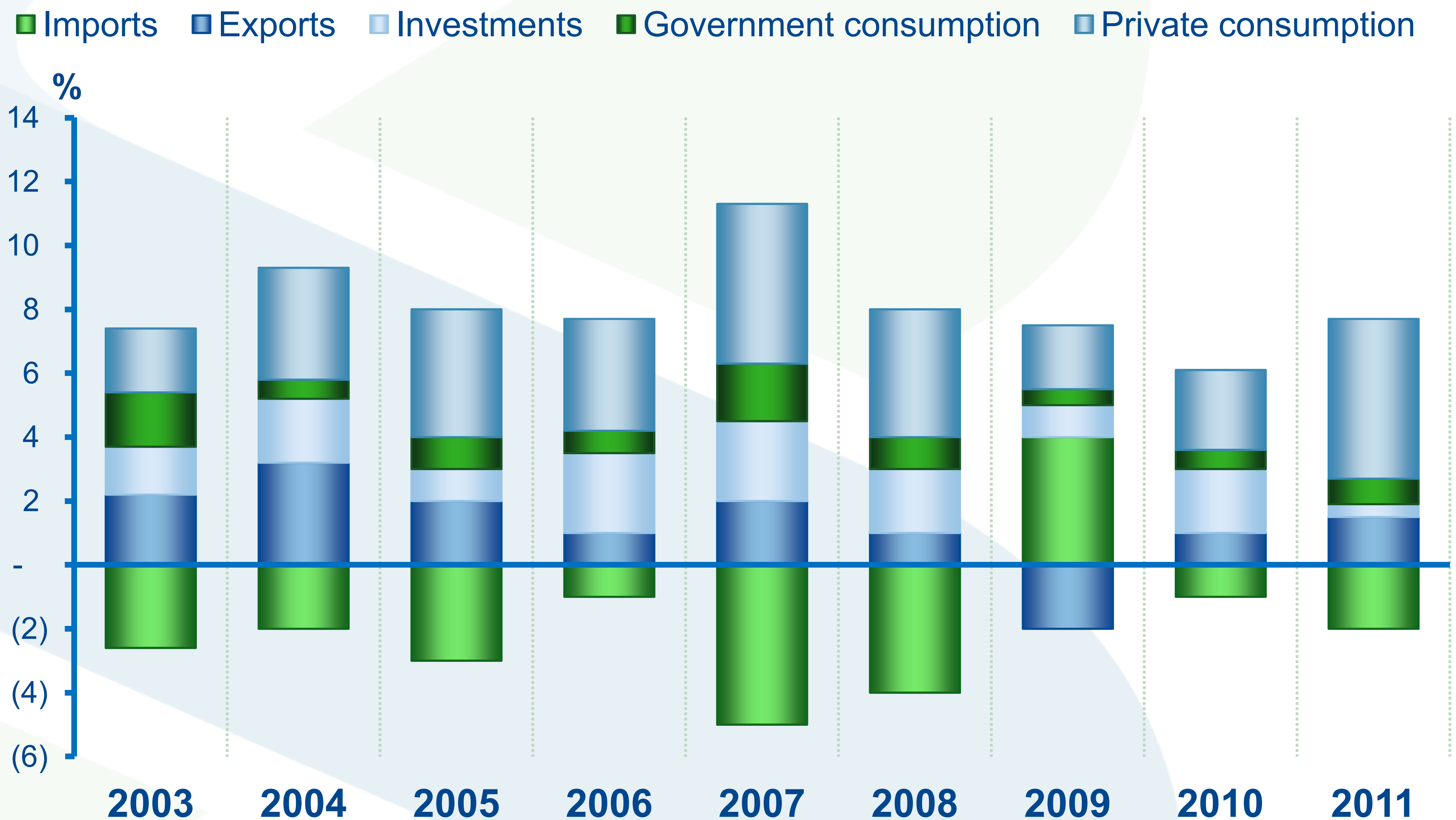
African GDP disaggregated



Source: IMF Regional Economic Outlook 2011

Structural drivers of African growth - the demographic dividend

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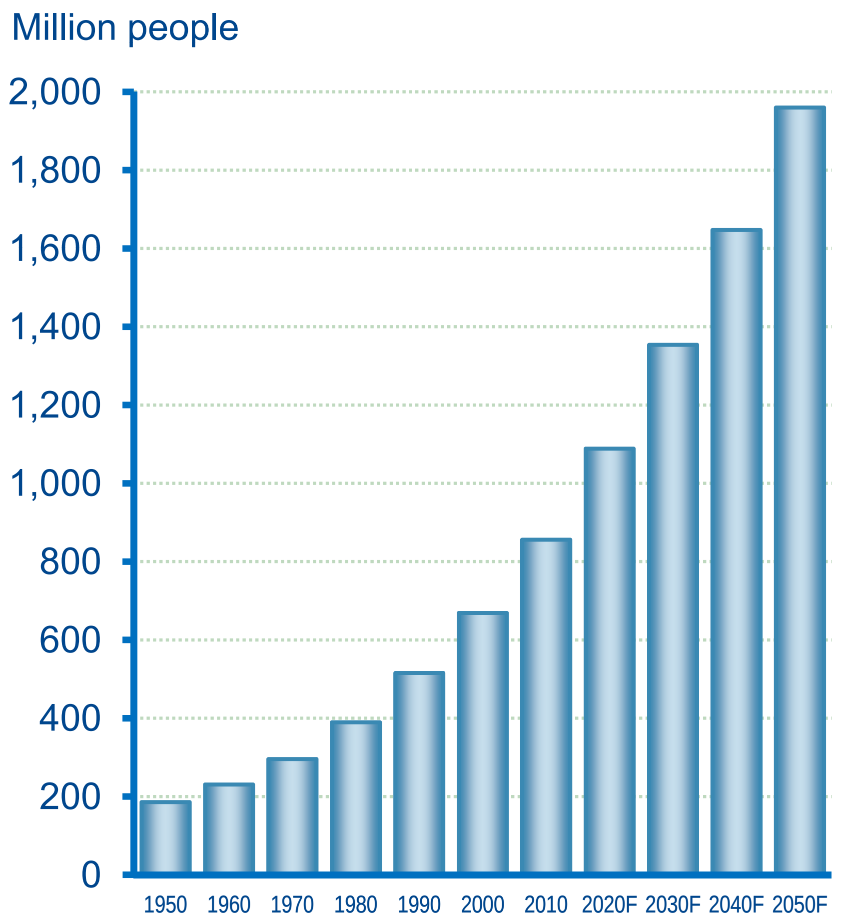
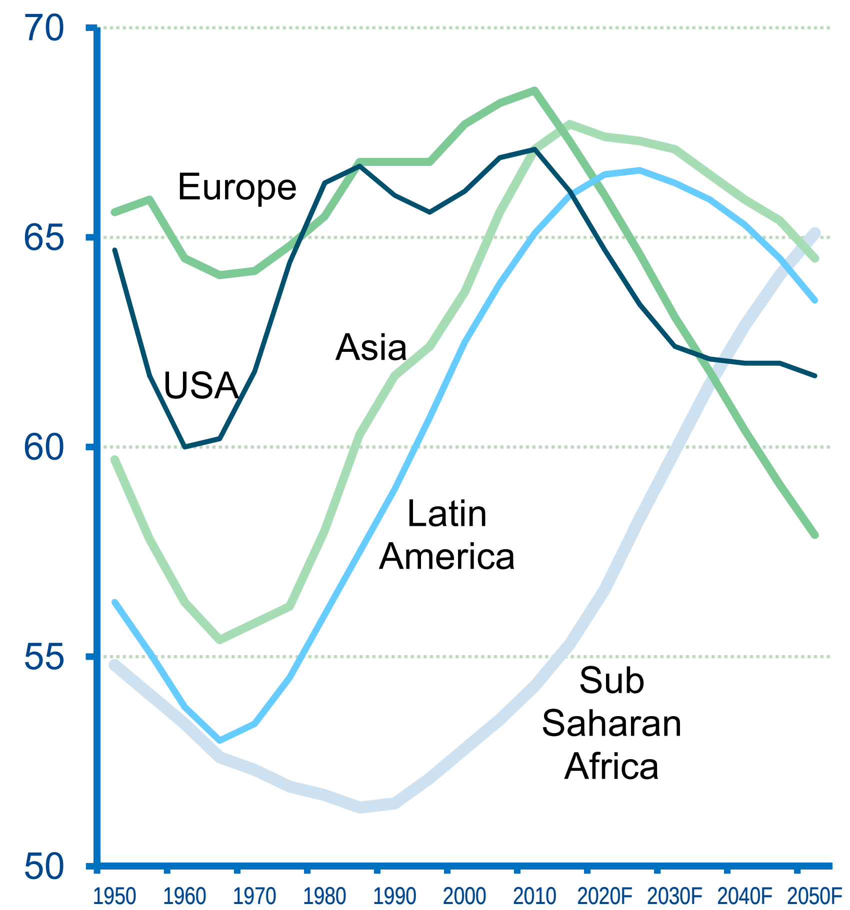
Sub-Saharan Africa - more than 1bn people by 2020



Africa has the demographic advantage - working age population *(% of total)*



Source: UN population statistics

Nigeria - fourth most populous country in 2035, third globally by 2055

Top 10 most populous countries in 2010

Top 10 most populous countries in 2035

Top 10 most populous countries in 2055

Source: UN Population Division 2010 Revision (medium fertility estimates)

Half of the world's most populous countries will be in Africa

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Rank	2010		2050		2100	
1	China	1,341	India	1,692	India	2,570
2	India	1,225	China	1,296	China	1,587
3	USA	310	USA	403	**Nigeria**	**1,025**
4	Indonesia	240	**Nigeria**	**390**	USA	706
5	Brazil	195	Indonesia	294	**Tanzania**	**450**
6	Pakistan	174	Pakistan	275	Indonesia	422
7	**Nigeria**	**159**	Brazil	223	Pakistan	418
8	Bangladesh	149	Bangladesh	195	**Congo (DRC)**	**314**
9	Russian Federation	143	Philippines	155	Brazil	314
10	Japan	127	**Congo (DRC)**	**149**	Philippines	278
11	Mexico	113	**Ethiopia**	**146**	Bangladesh	275
12	Philippines	93	Mexico	144	**Uganda**	**247**
13	Vietnam	88	**Tanzania**	**138**	**Kenya**	**238**
14	**Ethiopia**	**83**	Russian Federation	126	**Ethiopia**	**237**
15	Germany	82	Egypt	124	Mexico	216
16	Egypt	81	Japan	109	Iraq	209
17	Iran	74	Vietnam	104	Egypt	199
18	Turkey	73	**Kenya**	**97**	**Zambia**	**190**
19	Thailand	69	**Uganda**	**94**	**Sudan**	**189**
20	**Congo (DRC)**	**66**	Turkey	92	**Niger**	**188**

Source: UNDP 2010 and 2011 revisions, population in millions, 'high fertility case'

Africa is urbanising faster, creating scale economies

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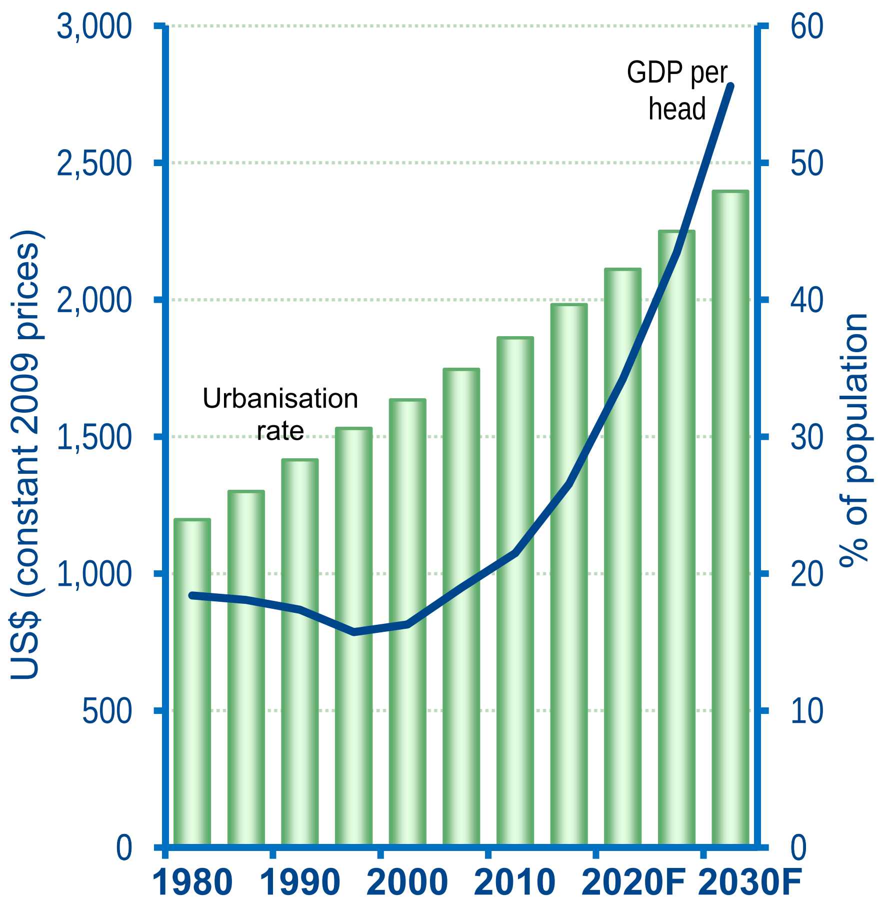
Urbanisation and rising income



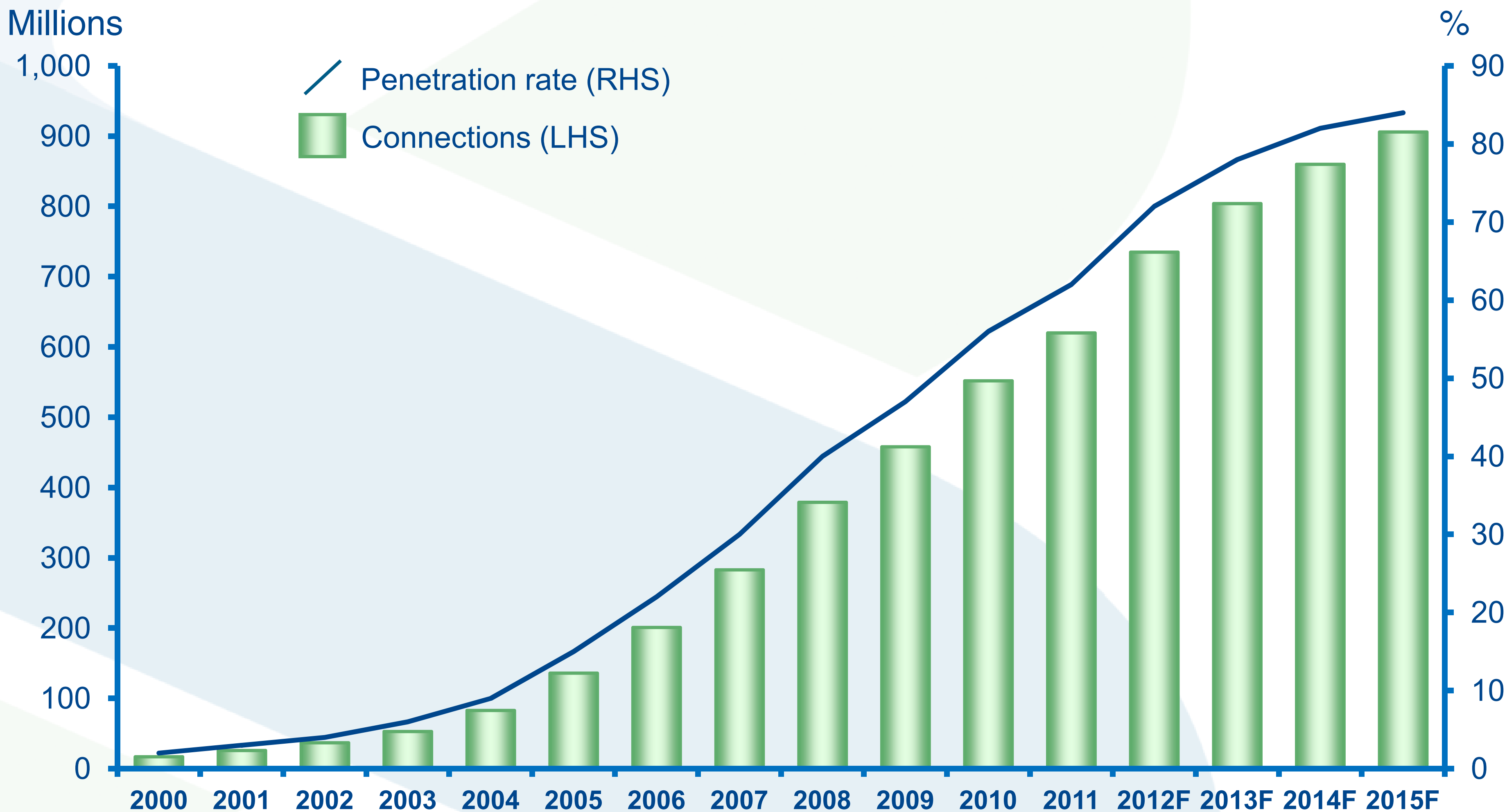
Making infrastructure investment more affordable

Source: UN Population Prospects, AfDB, OECD, African Economic Outlook 2006

Unlocking growth - Africa's mobile phone revolution

Standard Chartered

African mobile connections have grown at 30% CAGR



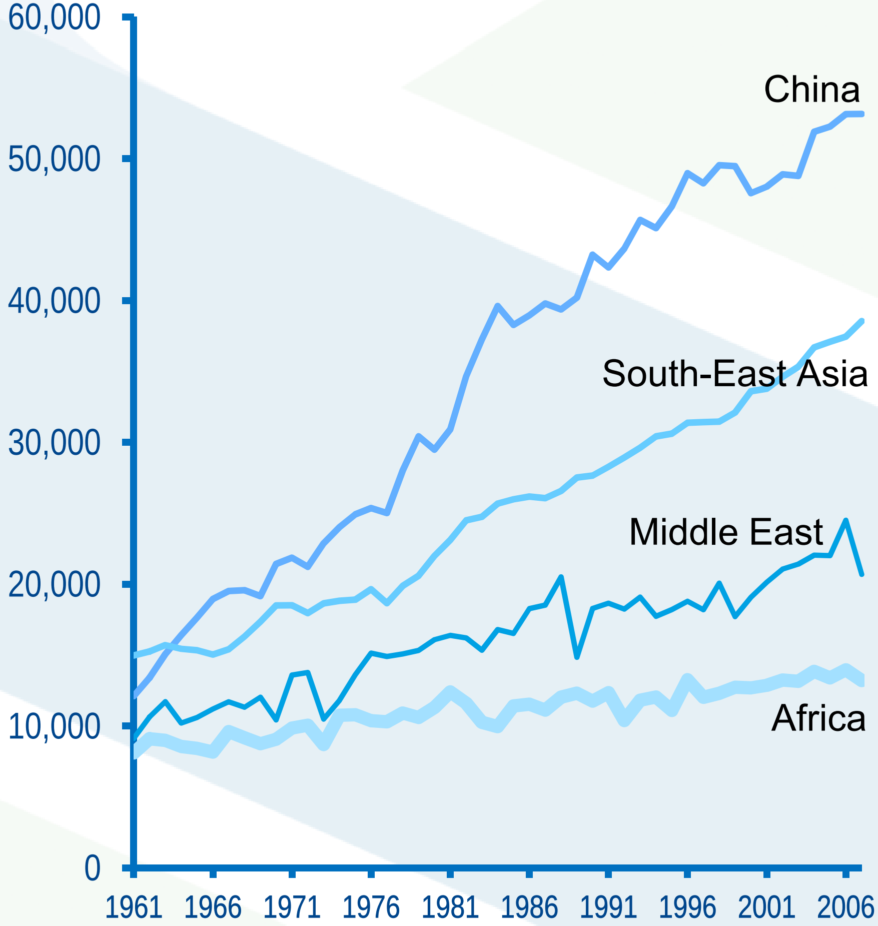
GSM African Mobile Observatory 2011, Standard Chartered Research

Unlocking growth - agricultural potential

Standard Chartered

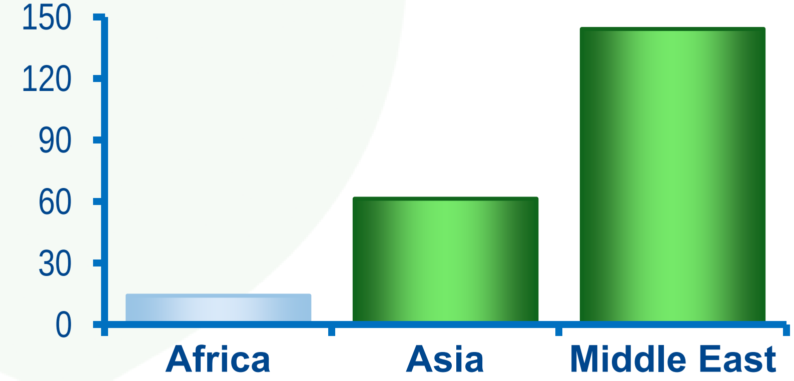
The Green revolution has yet to reach Africa

Agricultural yields per hectare in emerging markets



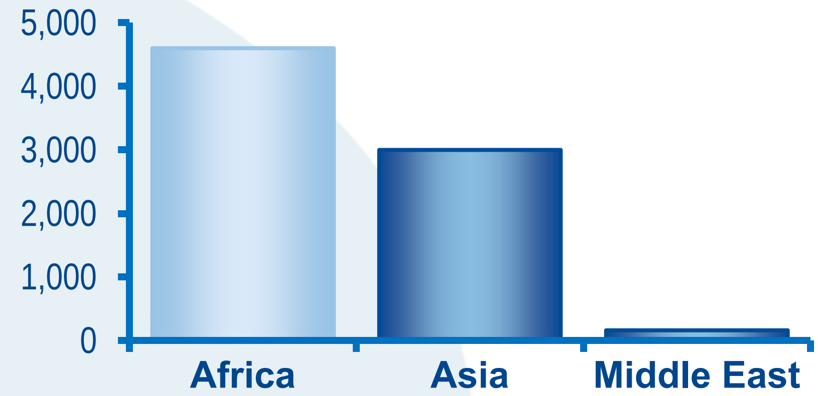
Africa has vast available land

% of potential arable* land in use



….and water resources

Water per capita in m^3



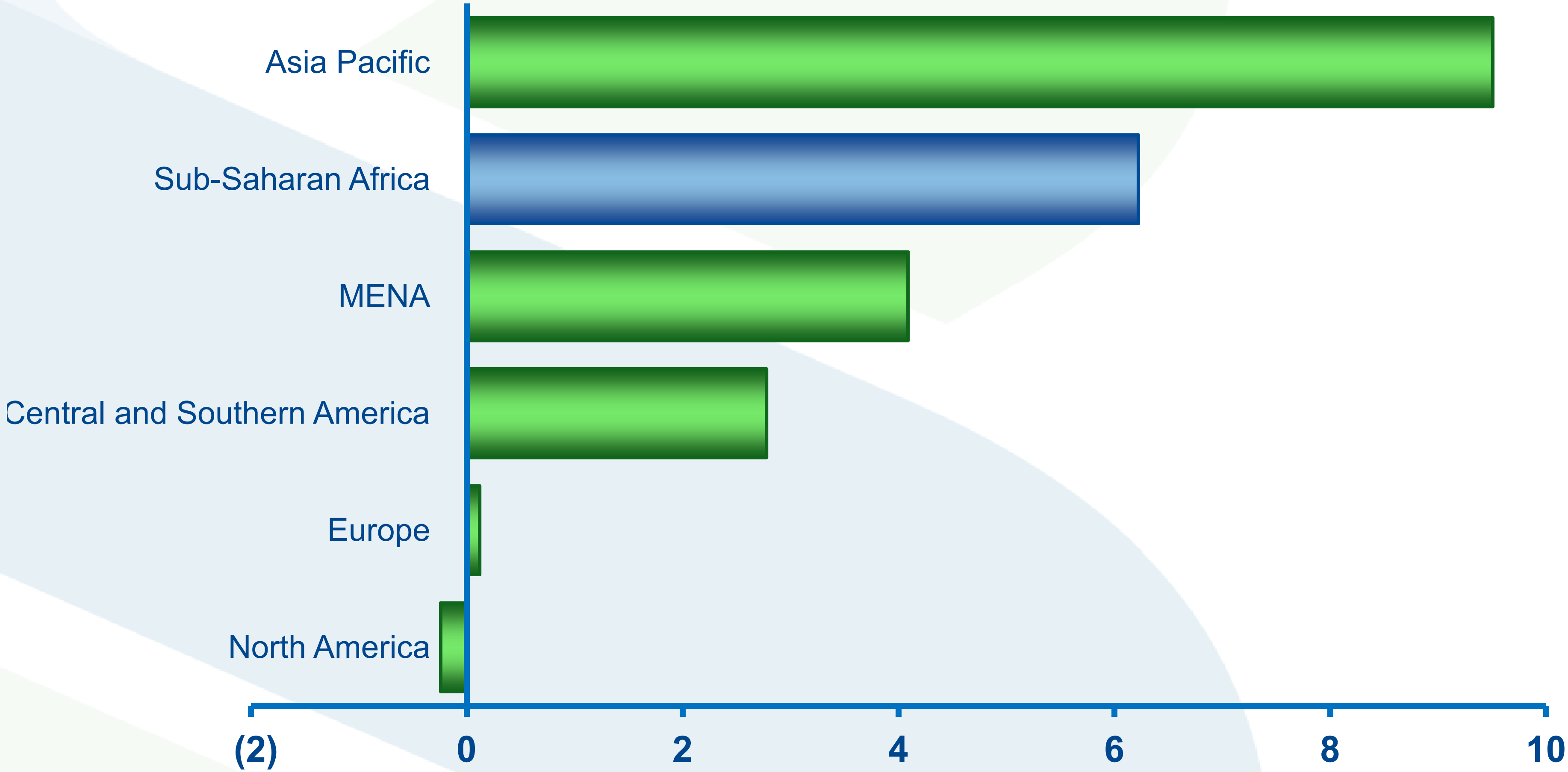
*Note: The proportion of potential arable land presently in use may exceed 100% in (semi) arid regions where irrigation practices are common

Sources: FAO (Terrastat, Aquastat)

The rise of the African consumer

Growth in the middle-class*

2009 - 2030 CAGR %

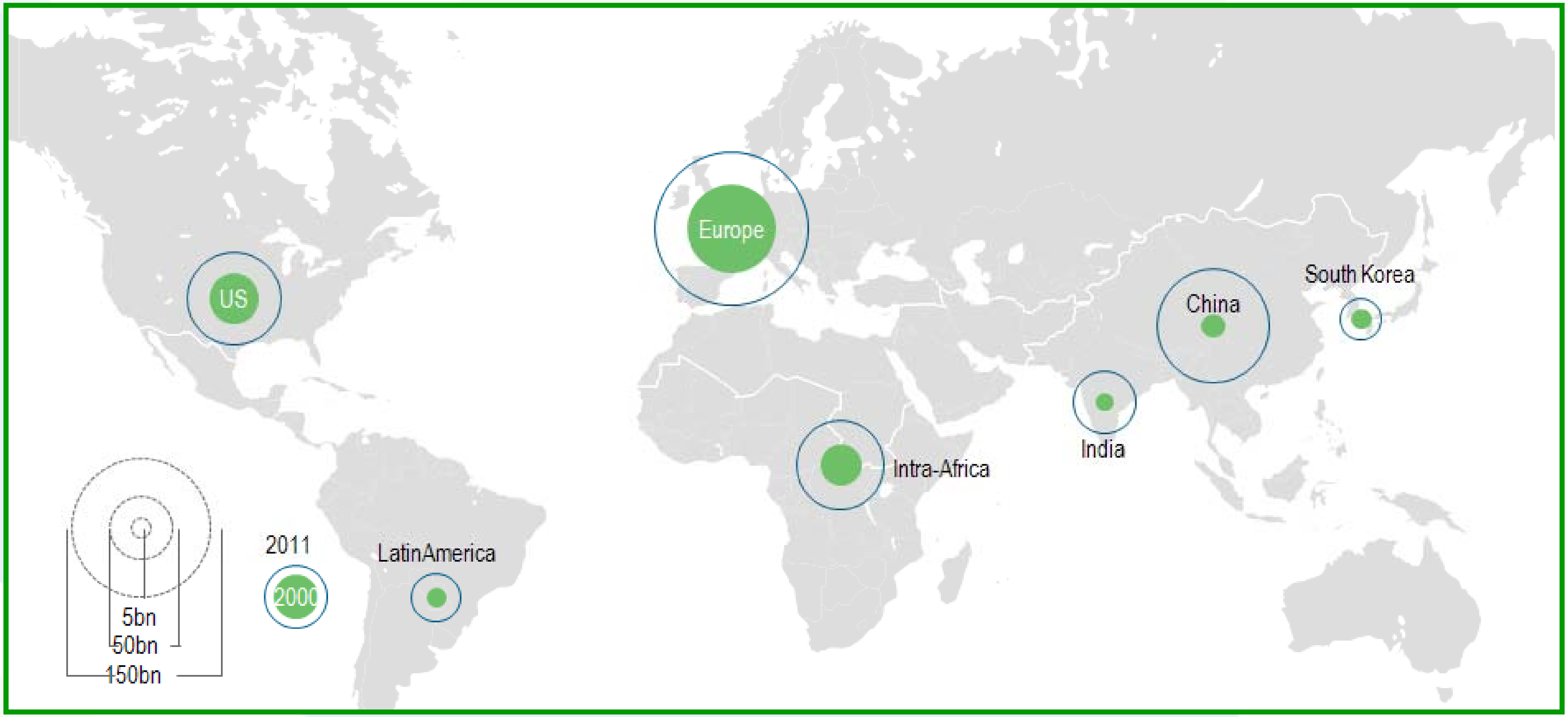


* Defined by OECD as households with daily expenditures between US$10 and US$100 per person in purchasing power parity terms

Sources: OECD, United Nations, Standard Chartered Research

Emerging markets increase share of African trade

Africa's bilateral trade



Sources: Reuters, IMF DOTS, Xinhua. Standard Chartered Research

China-Africa trade - A dramatic increase

Comparison of China-Africa trade in 2004 vs 2011 (US$)

Sources: Xinhua, Standard Chartered Research

Political risk is still a factor

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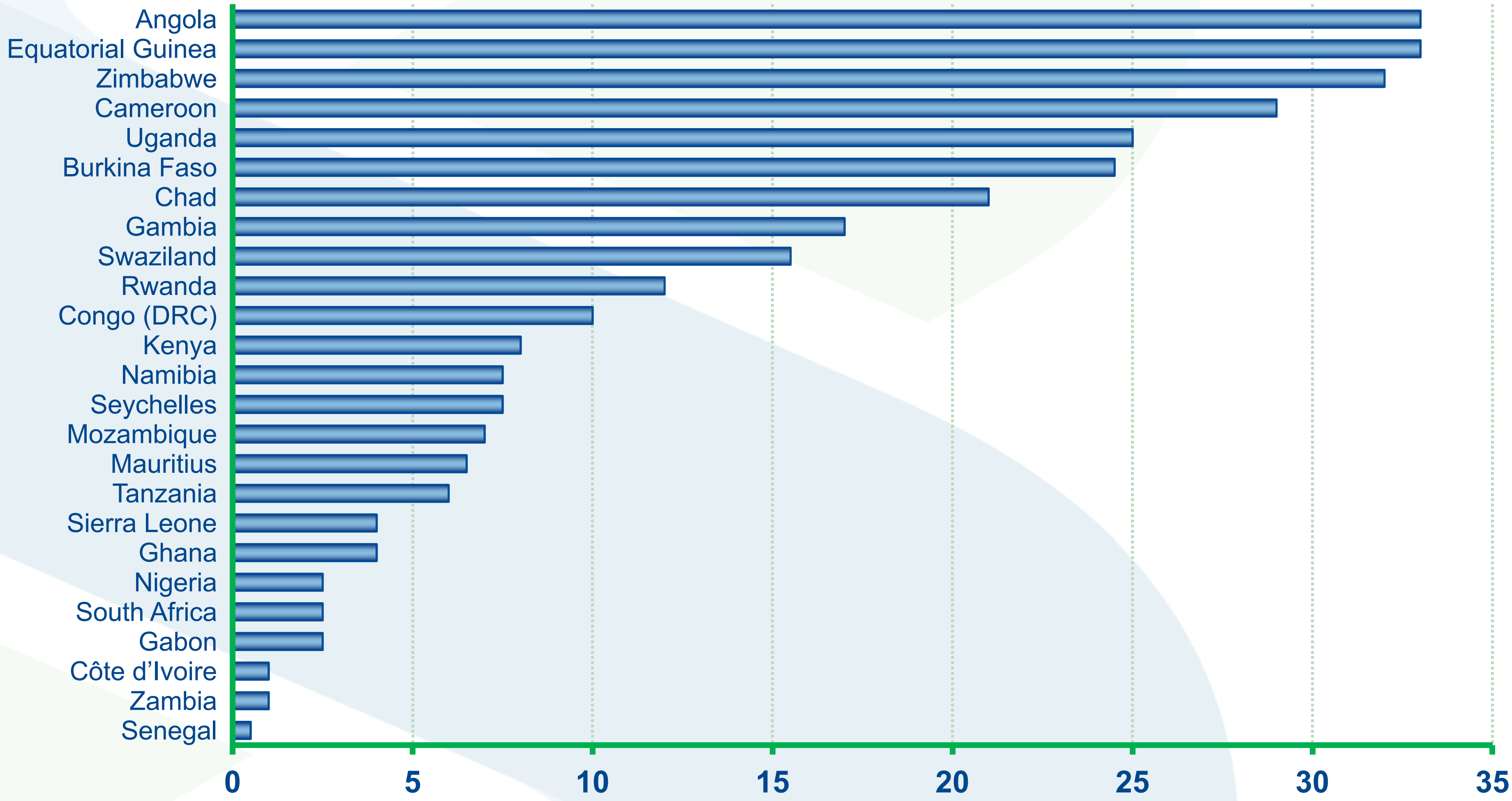
A diversity of political risk

Years current government is in power



Sources: Africa Progress Report 2012, USIP 2010,Standard Chartered Research

African countries have better fundamentals

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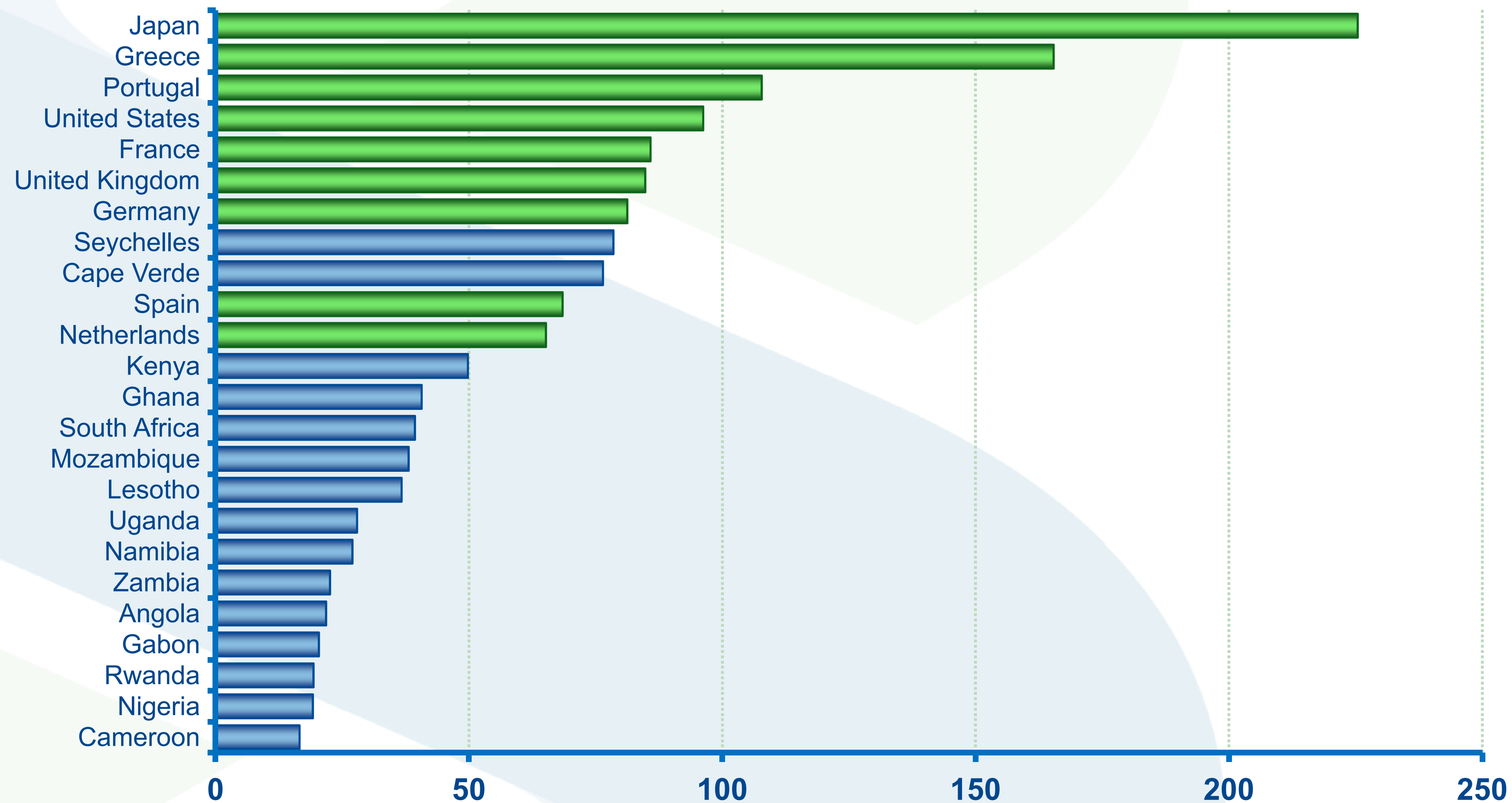
Debt ratios in rated sovereigns compare favorably to mature economies

General government debt, % of GDP (2011)

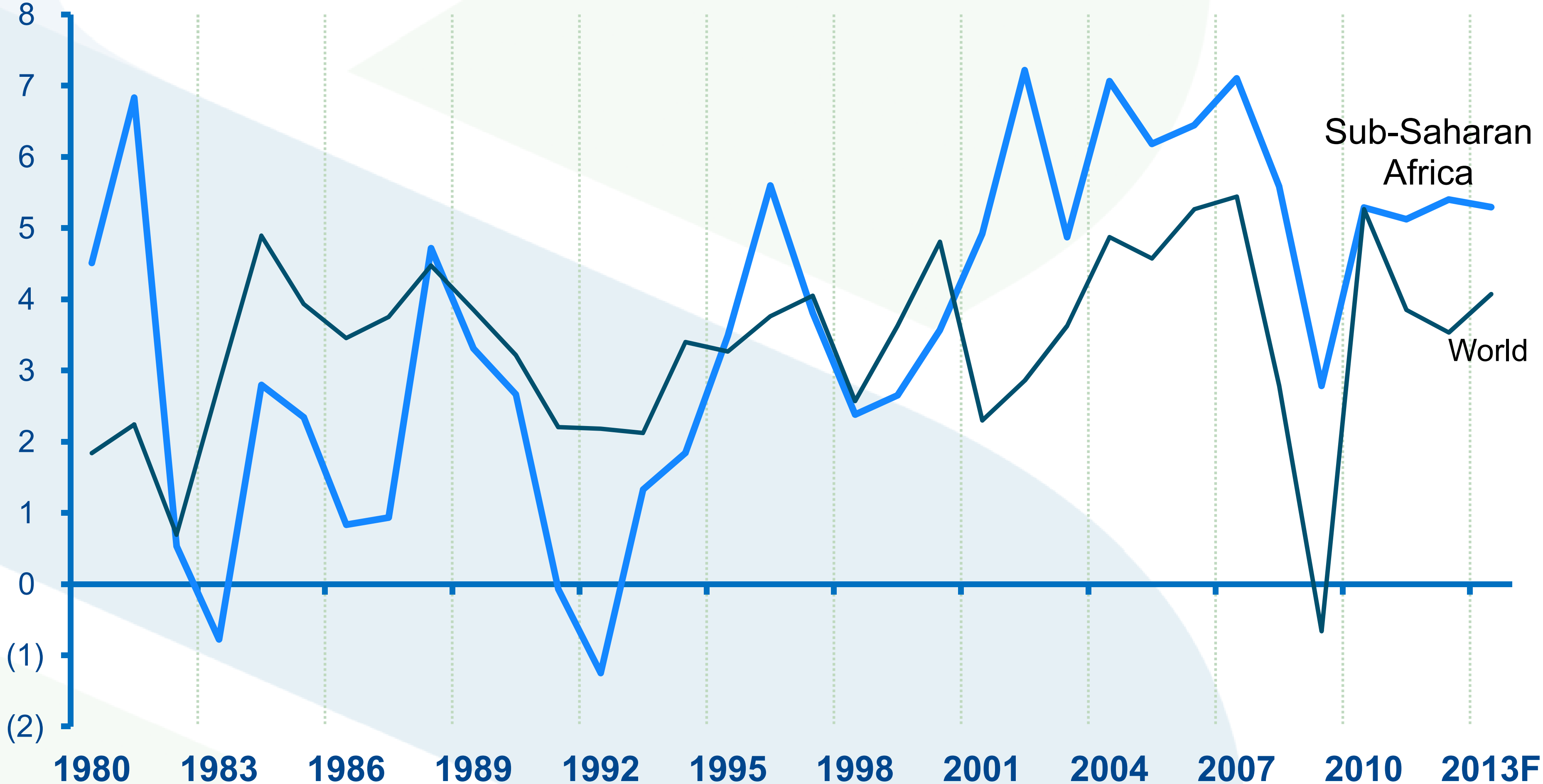


Source: Fitch Ratings

Africa seen as more resilient to the downturn

Despite risks to global growth, Africa's prospects are still viewed positively

Real GDP growth % YoY



Sources: IMF WEO April 12 & July 2012 IMF forecast updates

African economies set to grow significantly

Standard Chartered

Size of African economies - today vs future US$bn

Results of growth simulation based on current GDP trends

	2011 GDP		2030 GDP
1. South Africa	422	X 1.8	740
2. Nigeria	247	X 4.0	977
3. Angola	99	X 2.5	251
4. Ghana	39	X 4.3	167
5. Kenya	36	X 3.0	109
6. Ethiopia	31	X 3.0	92
7. Cameroon	26	X 2.3	60
8. Côte d'Ivoire	24	X 2.3	55
9. Tanzania	23	X 3.7	84
10. Equatorial Guinea	19	X 2.0	41

Sources: IMF WEO, April 2012 Standard Chartered Research

Key messages

Standard Chartered

- Significant opportunity
- Not just a resources story
- Growing trade and investment links with network
- The time is now

Africa overview / strategy

Leading the way
in Asia, Africa and the Middle East

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Leading the way

in Asia, Africa and the Middle East

Diana Layfield

Chief Executive Officer, Africa Region

Key messages

- Our footprint, focus, capabilities and people leave us well positioned to capture the banking opportunity Sub-Saharan Africa offers
- We have performed well, sustaining fast growth and high returns
- Conservative risk and balance sheet management have helped underpin this success
- We are significantly accelerating investment to support our ambitious aspirations for the business

We operate as a broad-based bank across the region

Strategic intent

Africa's leading international bank

Consumer Banking

Full retail banking business focused on the top of the market, in particular in High Value Segments

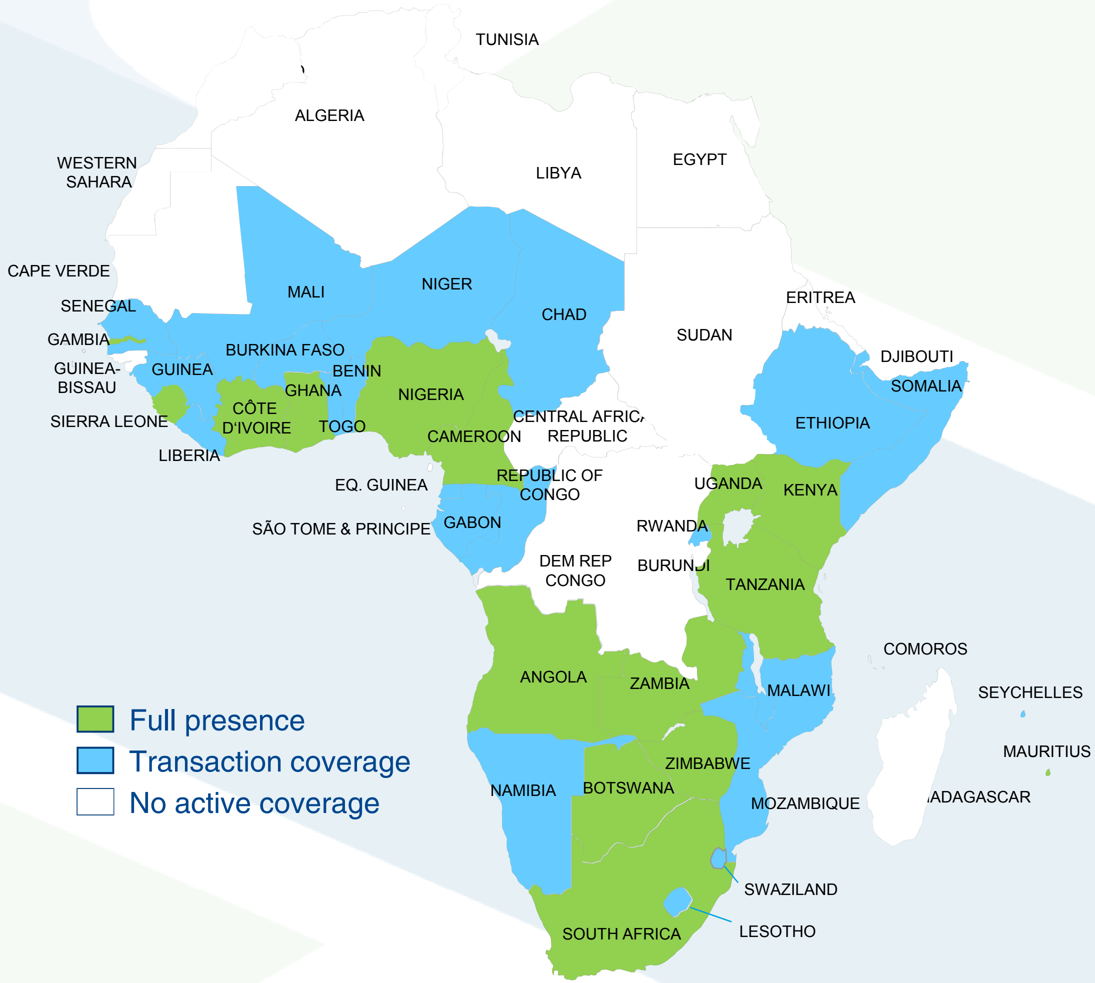
Wholesale Banking

Broad Wholesale Banking business, providing a full range of services including Commercial Banking, Financial Markets and Corporate Finance

Standard Chartered's footprint addresses 92% of Sub-Saharan Africa GDP

Standard Chartered

Standard Chartered Africa footprint



2011 SSA* GDP addressed via Standard

Full presence

Source: IMF World Economic Outlook

*SSA – Sub-Saharan Africa

We run Africa as three regions

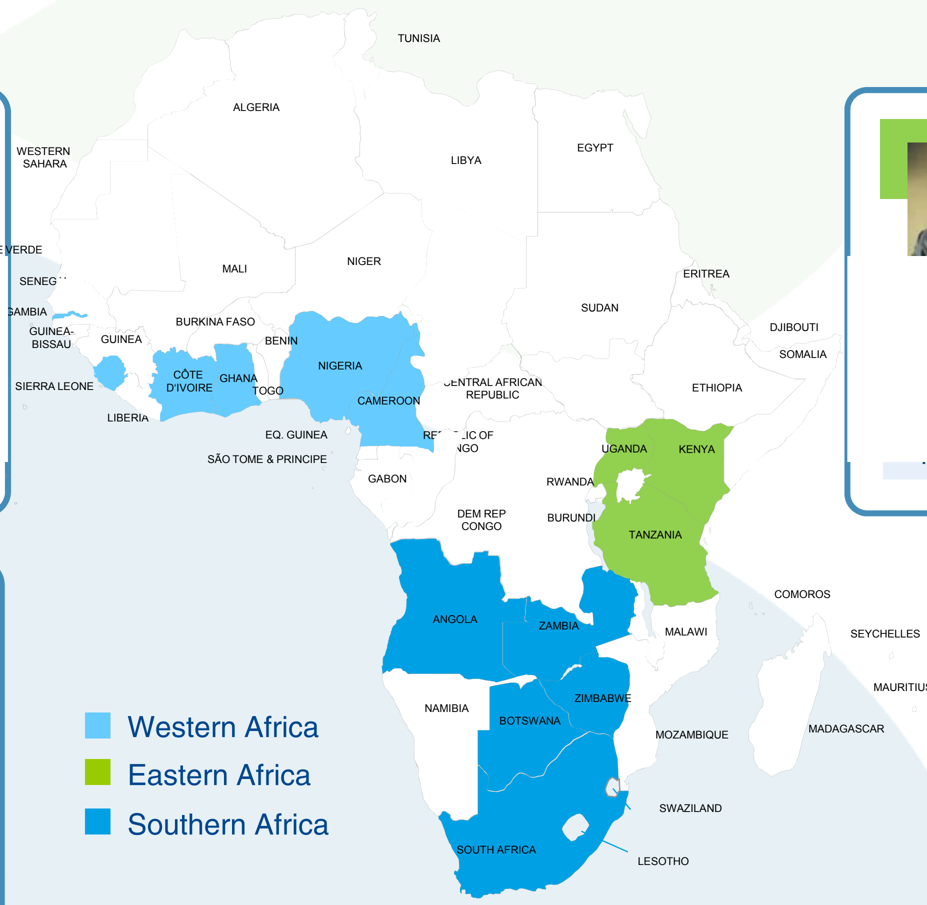
Standard Chartered Africa footprint

Anil Dua
CEO West Africa

Richard Etemesi
CEO Kenya & East Africa

Ebenezer Essoka
CEO South & Southern Africa

	2011
Income (US$m)	412
Number of Staff	2,500

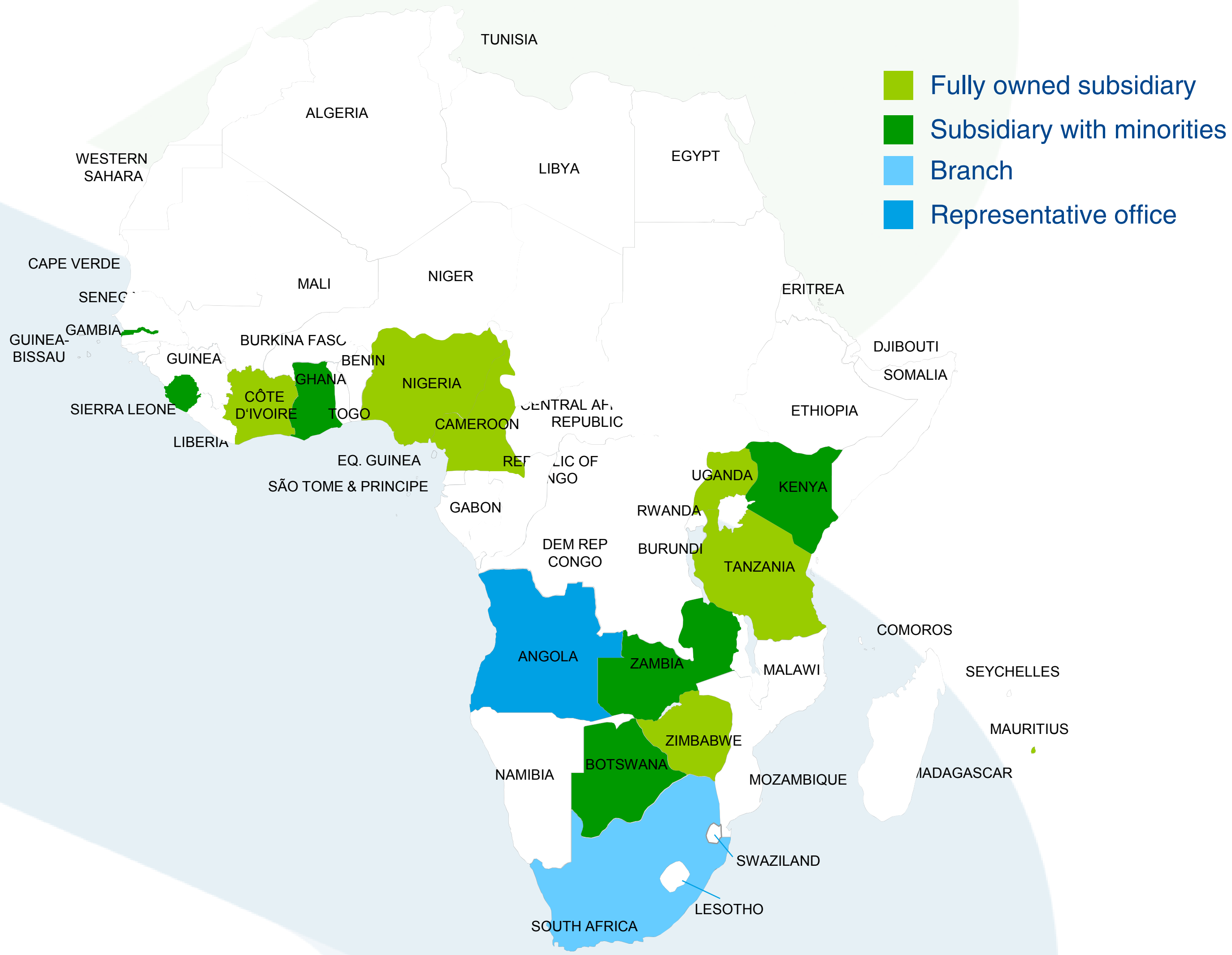


- Western Africa
- Eastern Africa
- Southern Africa

Note: only includes income from full presence markets

Other than South Africa and Angola, all of our African businesses are subsidiaries

Structure of main business entities



The bank is well positioned in its markets

Standard Chartered

Market position by profit in 2011*

markets

Business size by income in 2011*

3
markets

Note: Market position is based on internal estimates * In our 15 full presence markets

Africa income and profits have grown rapidly

Income by business*

US$m

% of Group	7	7	7	7	8	8	8

Profit before tax by business*

US$m

% of Group	6	7	7	9	9	9	8

* Excludes Mauritius

Our performance has been underpinned by multiple engines of growth

Standard Chartered

2006 income - top 8 markets*

2011 income - top 8 markets*

10 Botswana

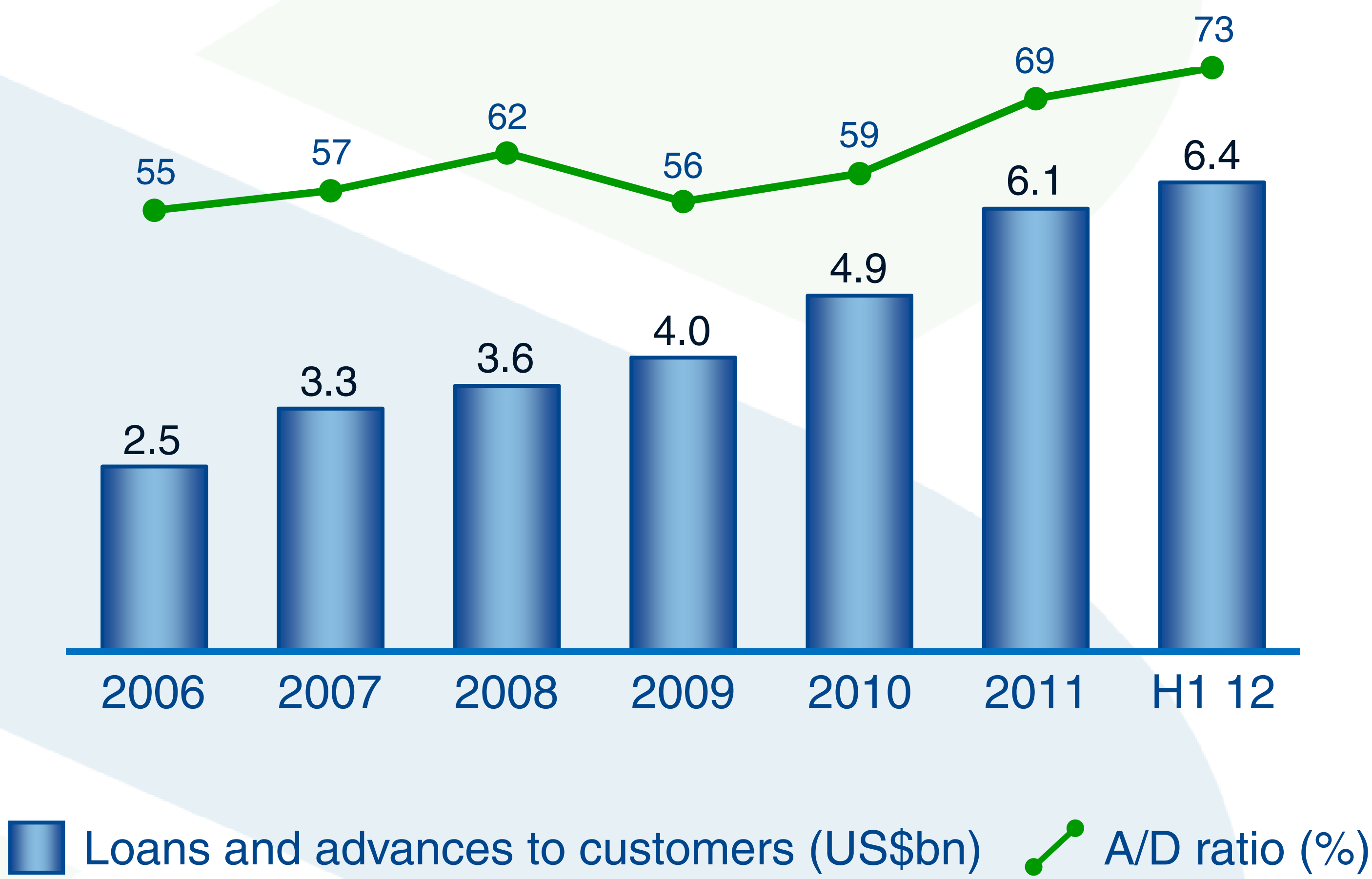
* Excludes Mauritius

Note: 'Other' in 2006 refers to Cameroon, South Africa, Gambia, Cote d'Ivoire, and Sierra Leone
'Other' in 2011 refers to Zimbabwe, Cote d'Ivoire, Cameroon, Sierra Leone, and Gambia

Our loan growth has been strong and our funding position continues to be sustainable

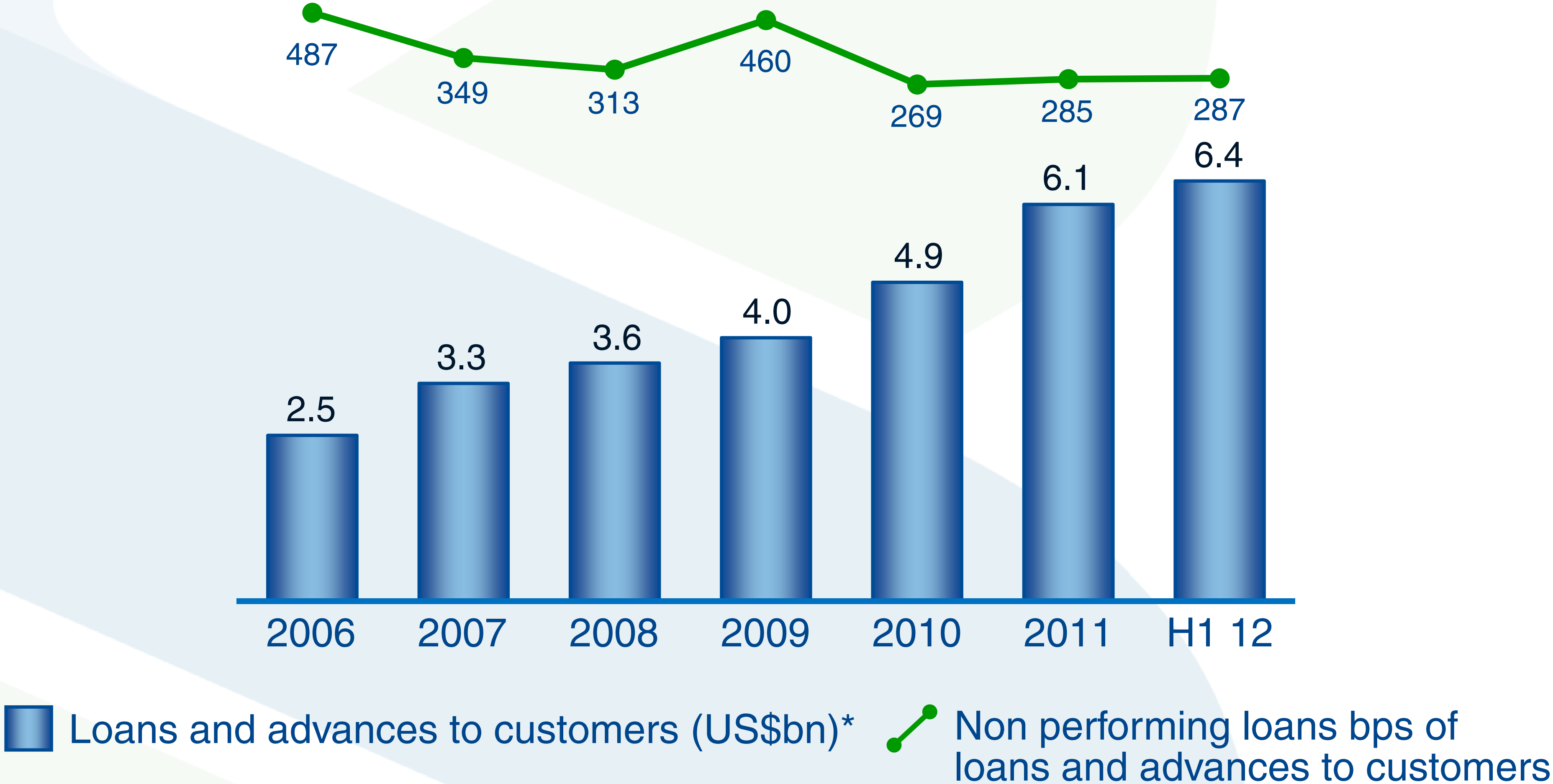
Standard Chartered

Africa loans and advances to customers and A/D ratio*



* Excludes Mauritius and offshore assets

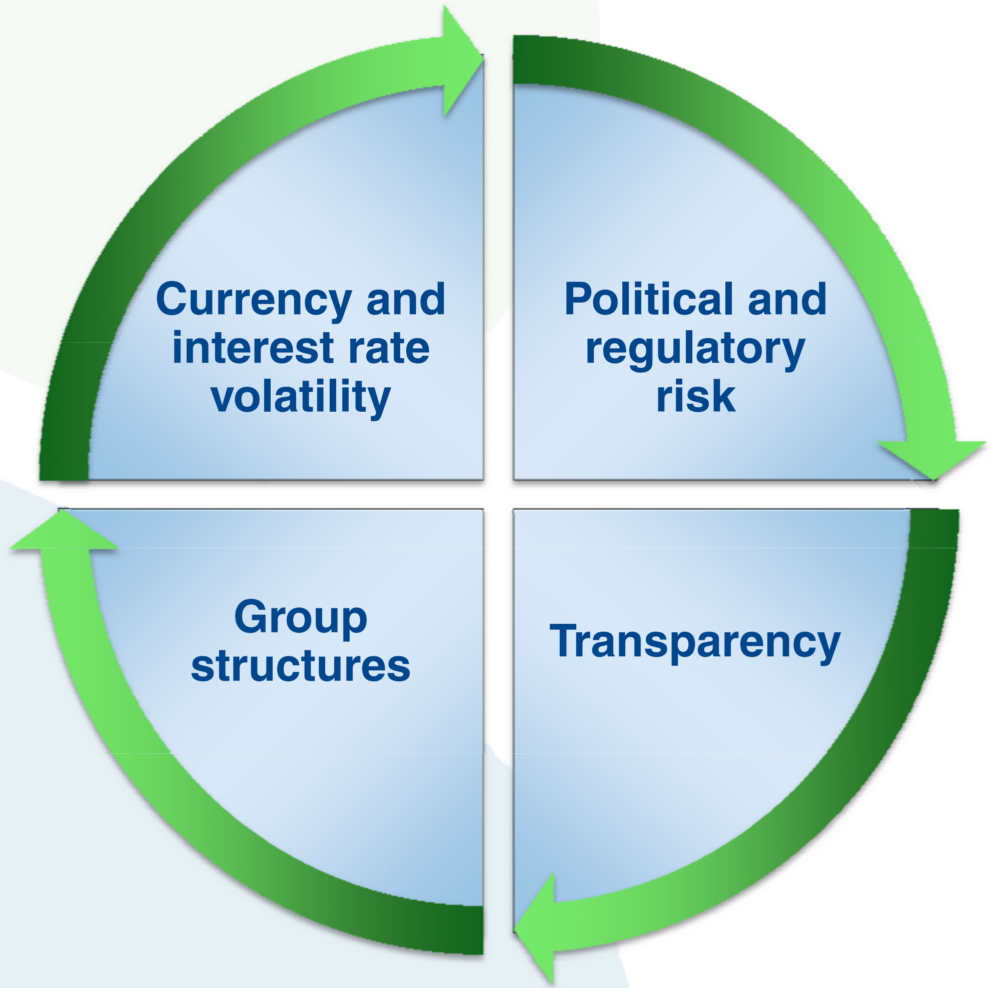
Our asset quality remains healthy



* Excludes Mauritius and offshore assets

A balanced approach to risk management

- Risk appetite is growing but in a measured and cautious manner
- We stick to our core strategy of cautiously growing new relationships and deepening existing relationships
- No dilution of our global credit risk policies and processes
- Risk mitigating structures in place for higher risk counterparties



Across Africa as a whole, the sector continues to face a number of challenges

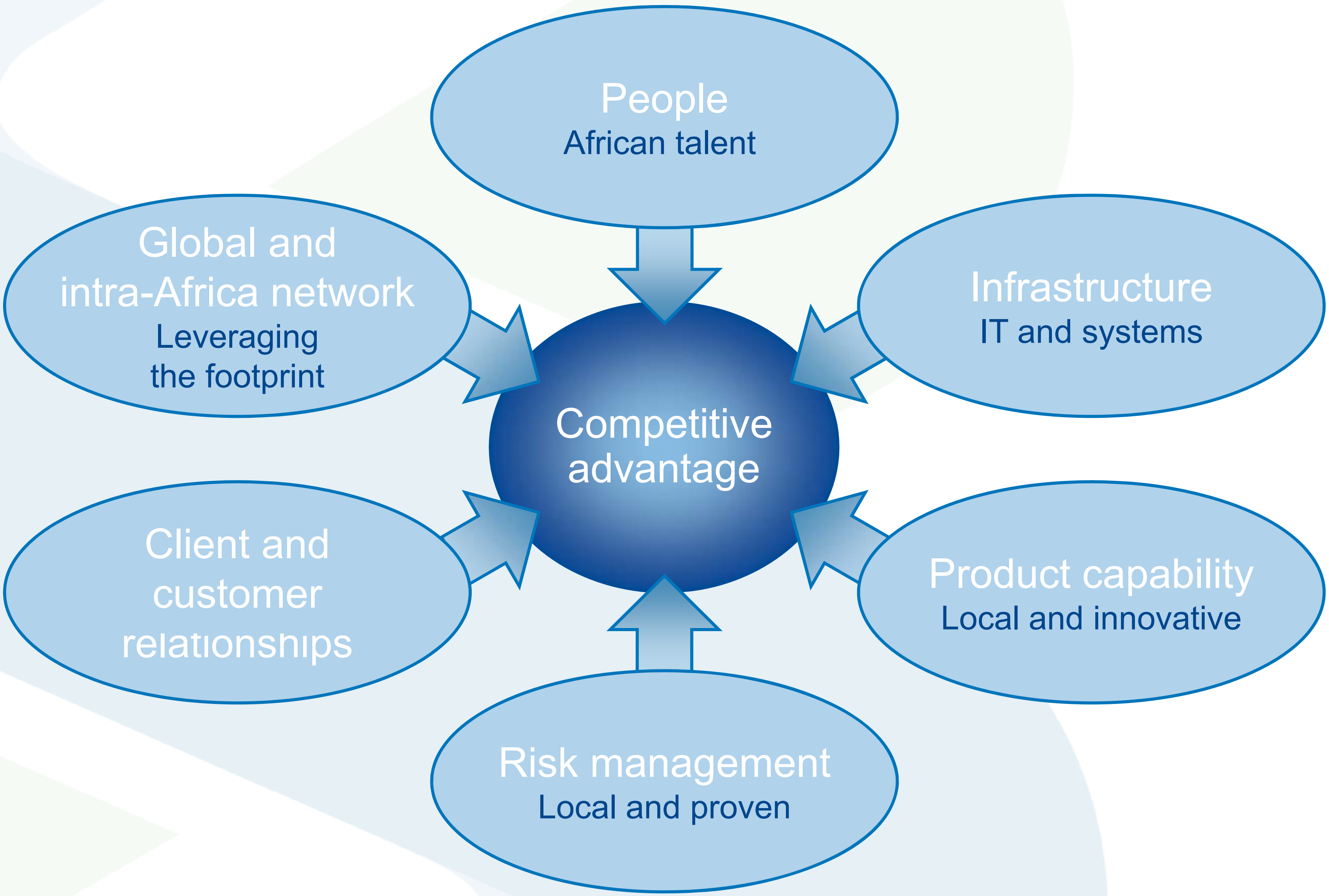
Standard Chartered

- Governance and corruption
- Infrastructure
- Education, employment and poverty
- Short term volatility
- Politics and pressure for greater local content
- Competition

Competition is increasing

Traditional International	Investment banks / New international	Regional	Chinese entrants	Local
	JPMorgan	FirstRand	ICBC	FirstBank
	Morgan Stanley	Eco Bank		KCB
	Goldman Sachs	Standard Bank		China Commercial Bank LTD
	Society Generale			GT Bank

Our position is difficult to replicate



We have already invested over the last two years to strengthen our position

Standard Chartered

Consumer Banking investment 2010 - 2011	Wholesale Banking investment 2010 - 2011
Opened or refurbished 58 branches	Acquired Barclays custody business and First Africa
Automated systems for insurance	Opened new Wholesale Banking focused branches and touchpoints
West Africa call centres hub to India	Expanded specialist teams and recruited senior resources to extend capabilities

We have ambitious investment plans for the next three years

Branch footprint	■ Invest over US$100m in opening over 110 new branches ■ Open new Wholesale Banking office locations in South Africa
People	■ Recruit over 950 Consumer Banking sales staff ■ Invest in increased Wholesale Banking client coverage headcount
Technology and new channels	■ Strengthening Transaction Banking and Financial Markets platforms ■ Enhanced client management system to drive productivity ■ Kenya call centre hub for East Africa, Zambia and Zimbabwe
New products	■ Islamic banking ■ Expand Wealth Management and Mortgages
New markets	■ Deepen coverage of non-presence markets ■ Expand existing markets and develop selected new presences

We have ambitious aspirations for the business over the next 5 years

- Strong double digit income growth at least in line with historic trends
- Costs to grow broadly in line with income
- Returns to remain above Group average

Reinforce our position as Africa's leading international bank

Key messages

- Our footprint, focus, capabilities and people leave us well positioned to capture the banking opportunity Sub-Saharan Africa offers
- We have performed well, sustaining fast growth and high returns
- Conservative risk and balance sheet management have helped underpin this success
- We are significantly accelerating investment to support our ambitious aspirations for the business

Nigeria overview

Leading the way
in Asia, Africa and the Middle East

Standard Chartered

Standard Chartered

Leading the way
in Asia, Africa and the Middle East

Bola Adesola

Chief Executive Officer, Nigeria

Nigeria is one of the fastest growing economies

Standard Chartered

Huge potential…

- World's **7th** most populous country and Africa's most populous country
- Crude oil and gas reserves: **10th** and **8th** largest in the world, respectively
- Included in Standard Chartered's "7% Club" and Goldman Sachs' 'Next 11'

…and opportunities

- Electricity generation capacity is less than half of Singapore's capacity
- Oil reserves and domestic crude oil demand is 1.5x and 1.6x that of Qatar, respectively but refinery capacity is 1.3x that of Qatar's refinery capacity

Nigeria has the potential of becoming Africa's biggest economy by 2023

Sources: IMF World Economic Database (April 2012), UN World Population Prospects

In 13 years, Nigeria has grown to become Standard Chartered's biggest franchise in Africa

Standard Chartered

Standard Chartered leverages its unique position as an international bank with extensive experience on the ground in Nigeria

Energy advisory/Financing

Sovereign ratings advisor

Financial Markets

Debt Capital Markets

Unique Consumer Banking value proposition

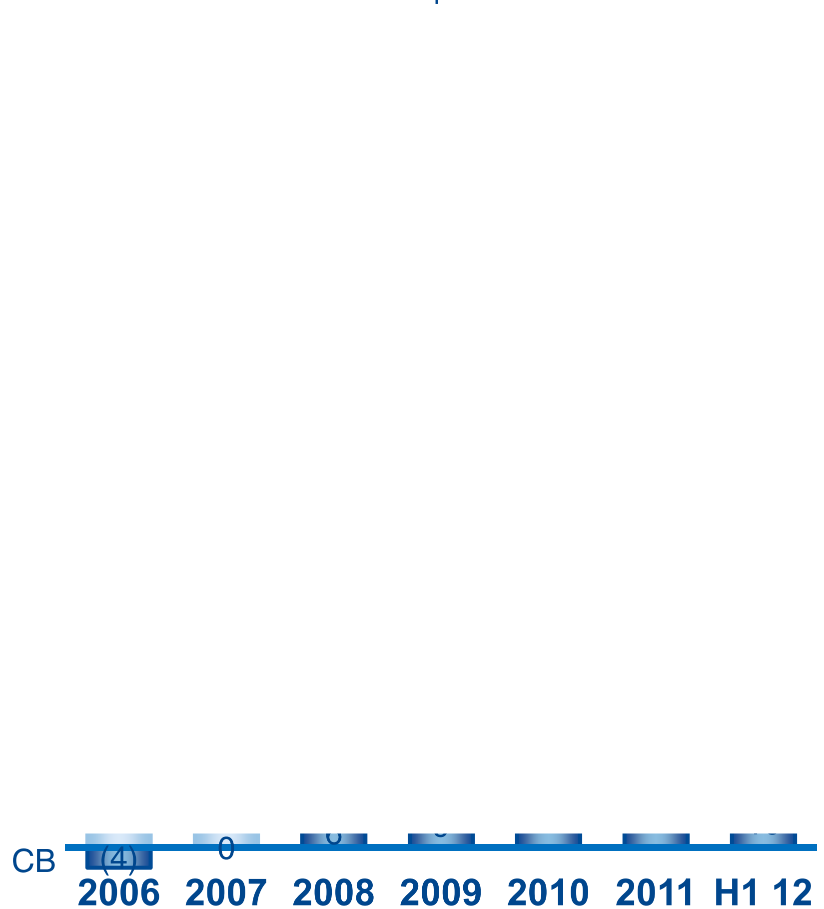
Nigeria has performed strongly

Income by business

US$m

Profit before tax by business

US$m



Looking forward, we are investing to drive future growth

Standard Chartered

- Expanding footprint and infrastructure
- Attracting top talent
- Expanding client coverage
- Leveraging enablers

Kenya overview

Leading the way
in Asia, Africa and the Middle East

Richard Etemesi

Chief Executive Officer Kenya and

General Manager, East Africa

The Kenyan opportunity

GDP comparison US$bn 2011

- Recent oil and gas discoveries offer new growth opportunities

Regional economy

- Rich in natural resources - oil, minerals, arable land

Sources: IMF, World Economic Outlook Database, April 2012

Strong financial performance

Income by business

2006 2007 2008 2009 2010 2011 H1 12

Profit before tax by business

2006 2007 2008 2009 2010 2011 H1 12

We have ambitious investment plans for the next three years

Areas of focus going forward	Investment to support strategy
Branch footprint	Realign our distribution network to better support our High Value Segments proposition
Technology and new channels	Alternate delivery channels e.g. agency banking
Investment in infrastructure	Build onshore Corporate Finance capabilities in our key markets and non present countries
People	Acquire new skills and develop existing talent

Q&A

Africa
Consumer Banking

Leading the way
in Asia, Africa and the Middle East

Raheel Ahmed

Head of Consumer Banking, Africa

Key messages

Standard Chartered

- Landscape is attractive
- We are uniquely positioned
- Delivering strong performance while remaining vigilant against headwinds
- Strategy is clearly defined…
- …and we are investing heavily to capture growth opportunities

Deep roots in Africa

Standard Chartered

East Africa

101 years

- Kenya
- Uganda
- Tanzania

West Africa

118 years

- Nigeria
- Ghana
- The Gambia
- Sierra Leone

Southern Africa

120 years

- Zambia
- Zimbabwe
- Botswana

- 186 branches
- 338 ATMs
- 864k customers
- 4,096 staff
- US$5.1bn loans and advances to customers and deposits
- US$422m income

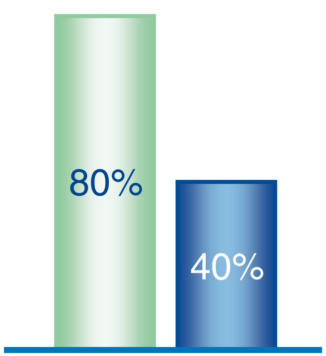
Note: All data as of H1 2012, except for income - FY 2011

Our business in Africa is unique

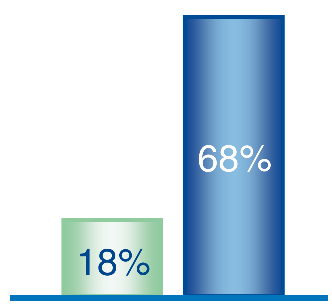
Strong market position

≥10% market share in 8 out of 10 markets

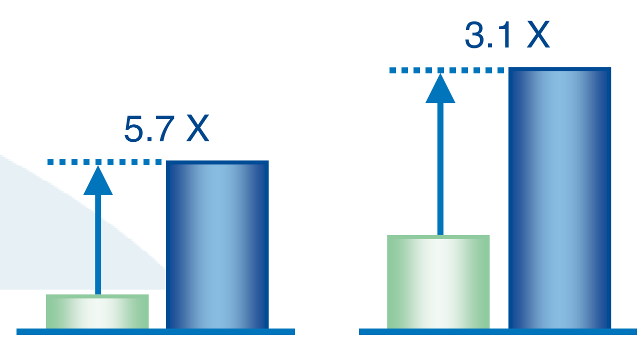
Deposit-led strategy
A/D ratio



Assets driven by unsecured lending



High margins on both sides of the balance sheet



Consumer Banking total

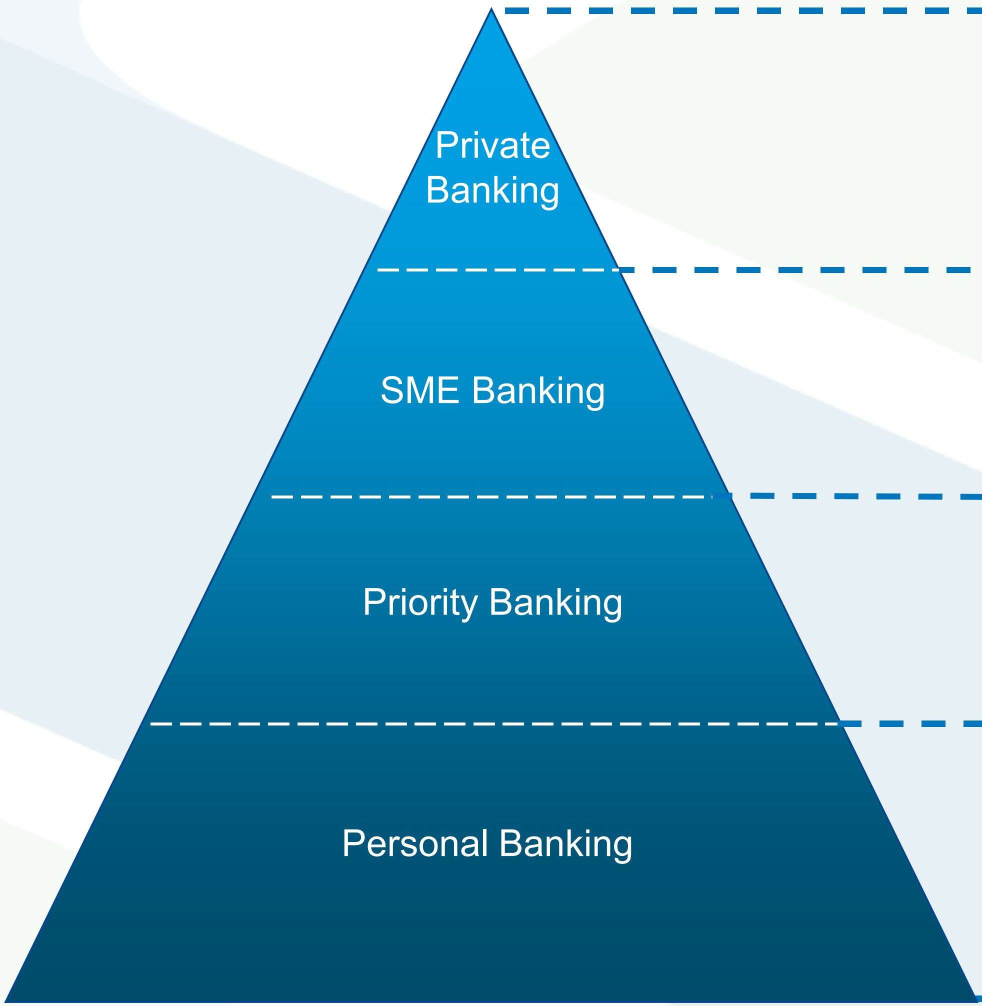
Consumer Banking Africa

Note: All data as of H1 2012

...and customer focused

Standard Chartered

Program criteria*



High net worth with AUM ≥ US$2m

SME with turnover ≤ US$25m
(Global criteria ≤ US$37.5m)

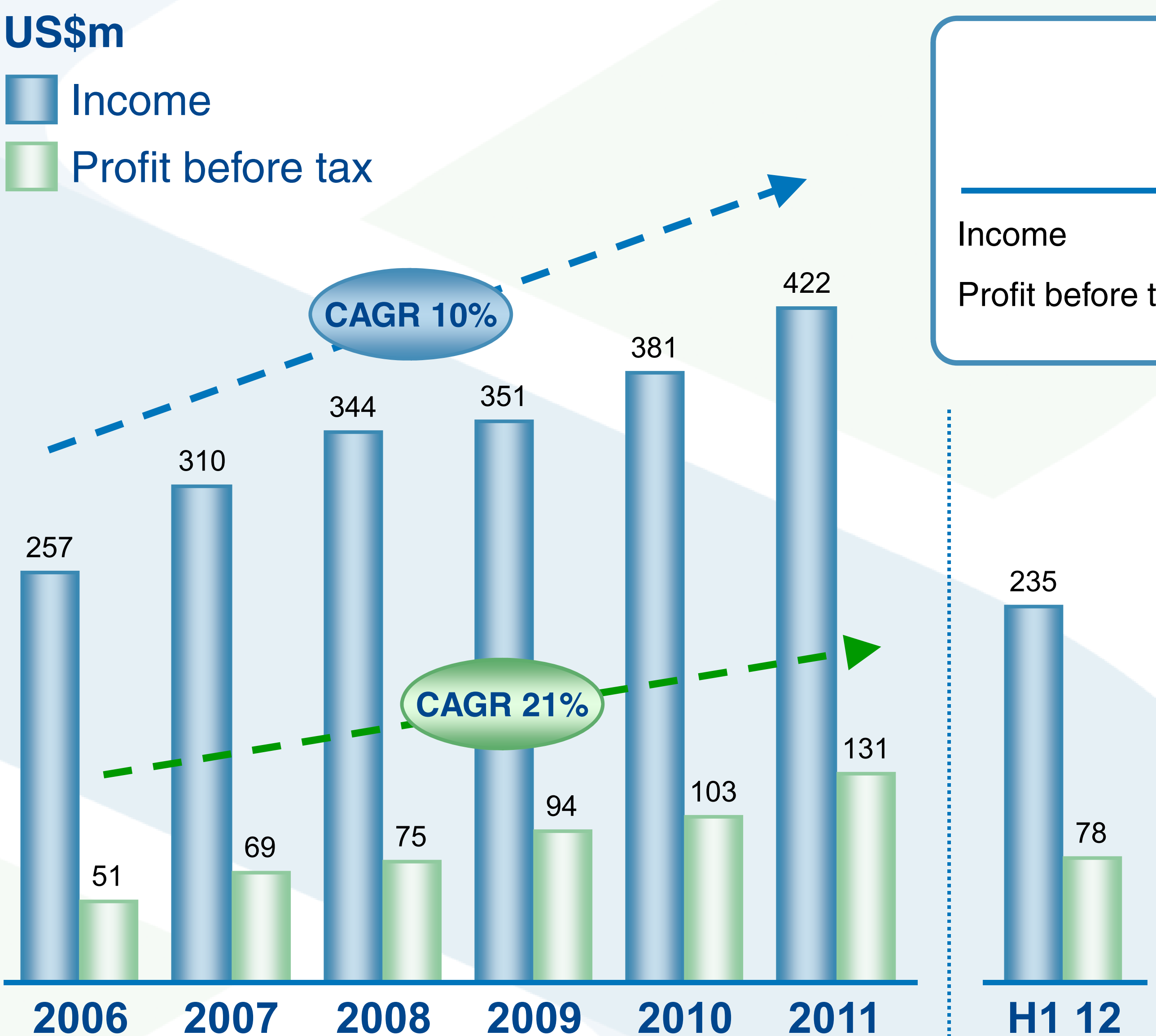
Affluent with AUM ≥ US$50k
(Global criteria > US$100k)

Mass market and emerging affluent with AUM < US$50k
(Global criteria ≤ US$100k)

Not to scale

*Program criteria are indicative and vary by countries based on local market environment

Strong financial performance…



	YoY growth (H1 12 vs H1 11)	CB Africa / Total CB (H1 12)
Income	16%	7%
Profit before tax	34%	9%

…driven by balance sheet momentum

Deposits
US$

H106 - H112
CAGR %

CASA*
Time deposits
Other

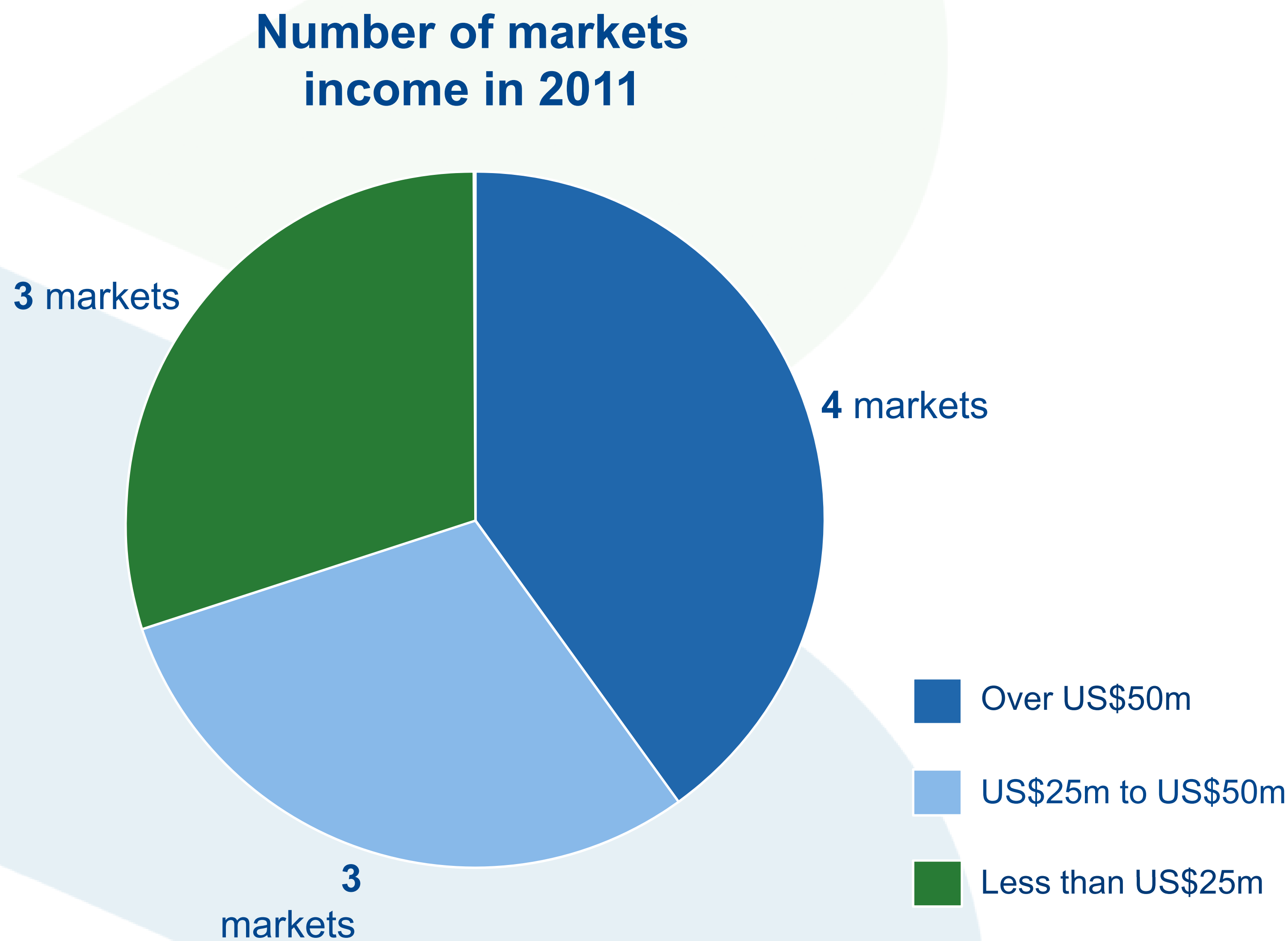
Loans and advances
US$m

H106 - H112
CAGR %

SME
Secured
Unsecured

*CASA – Current and savings accounts

Broad based growth across markets…



…and across segments and products

Segment income

H1 10 H1 12

High Value

Personal Banking

Income mix by product

H1 12

*Cards, Personal Loans and Unsecured Lending

Competition is intensifying

Standard Chartered

	International banks	Regional banks	Local banks
East Africa	Barclays	Stanbic	DTB KCB cba
West Africa	Barclays Ghana only	UBA Stanbic EcoBank Zenith	FCMB GTBank Diamond Bank
Southern Africa	Barclays	Stanbic FNB	zanaco FBZ

We are proactively managing headwinds

Standard Chartered

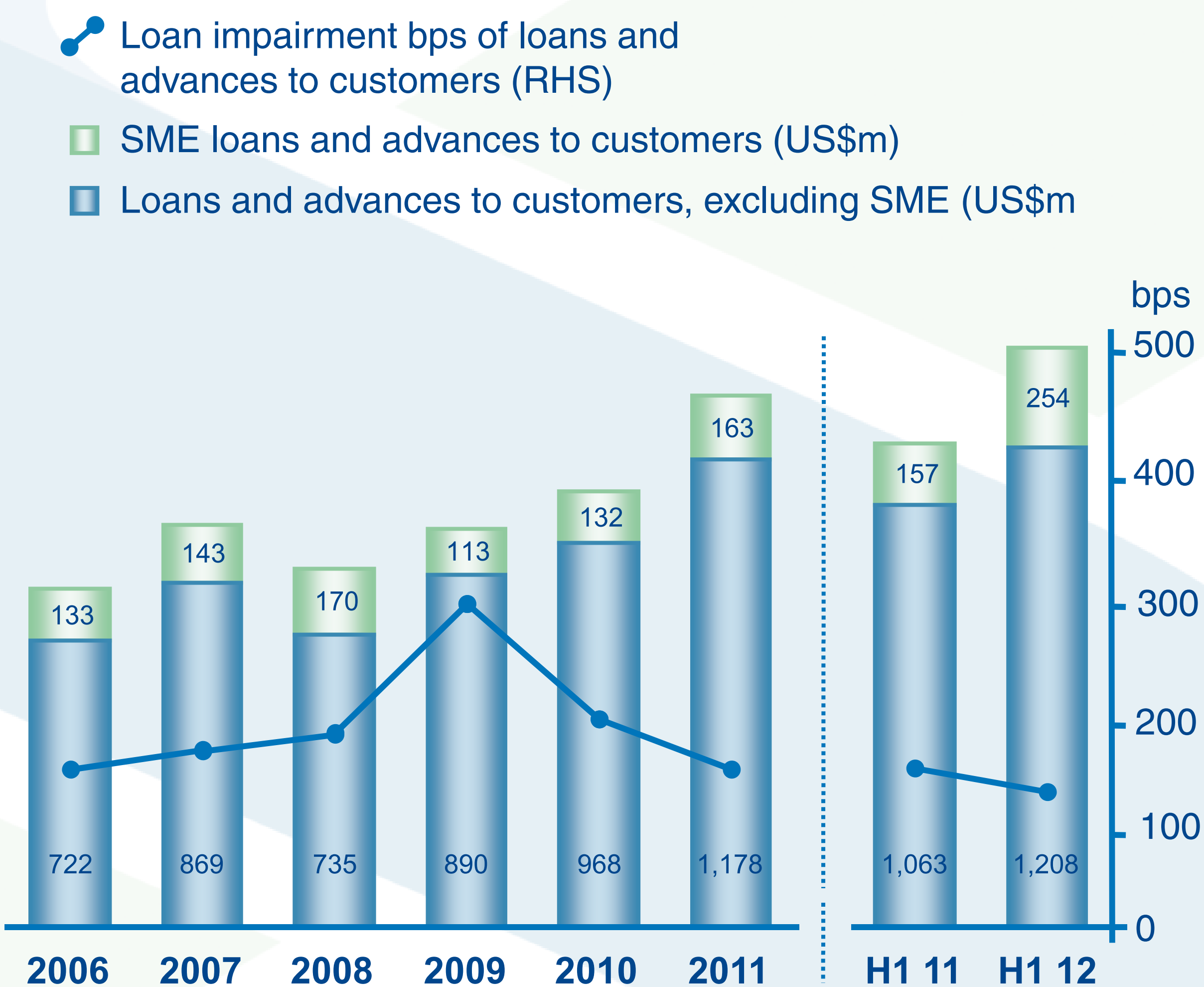
Challenges	Standard Chartered differentiators
Margin compression	■ Digitization and automation ■ Risk based pricing ■ Participation models and sales productivity
Pace of regulatory changes	■ Experience in other jurisdictions ■ Systems and expertise
Fraud compliance risks	■ Negligible operational losses ■ Global standards ■ Automated AML / KYC* systems
Skilled talent	■ 92 out of top 100 managers are African ■ Low attrition rate of 11% ■ 4 man days training per staff per year

*AML/KYC – Anti-money laundering and know your client

...and our portfolio quality is healthy

Standard Chartered

Loan impairment trend



- Over 90% consumer loans are either payroll or deduction at source
- Over 80% of SME assets are secured or partially secured
- 50% of SME assets less than one year maturity

Clearly defined Africa strategy

Standard Chartered

The world's best International Consumer Bank in each of our chosen markets and segments

Participation model

- Focus on High Value Segments - Priority and SME
- Personal Banking driven by payroll
- Prioritized investments - branches and digital main bank

Customer focus

- Distinctive Customer Value Propositions and world class relationship managers
- Main bank relationship and payroll driven
- Needs based bundling
- External service guarantees

'Back to basics'

- Re-engineering and centres of excellence
- Liquidity and secured lending
- Strong risk and cost discipline
- Performance management

Leveraging local knowledge and international expertise

Deep rooted local knowledge…

- Funeral insurance
- Diva account for women
- Mobile money payments
- Care 4 Ladies

…and international expertise

- Employee banking bundles
- International Trade Account
- RMB account
- Virtual Card

"Africa 100": adding more branches…

Standard Chartered

Cluster	2011	2012	2013-2015	2015 Total
		Africa 100 investment		
East Africa	51	+10	+22	83
Southern Africa	62	+7	+13	82
West Africa	69	+14	+52	135
Total	**182**	**+31**	**+87**	**300**

…and transforming existing ones

Standard Chartered

		2010	2012
Space	Square feet per branch		↓ 17%
	Square feet per staff		↓ 31%
Sales Efficiency*	Sales intensity per branch		↑ 47%
	Operating hours		↑ 13%
Format / fit out	Number of formats	4	7
	Branches as per global standards	39%	72%

* Sales efficiency data based on Nigeria, Ghana, Zambia and Kenya

Digitising and automating

Standard Chartered

		2010	Current
Digital capability	Mobile banking markets	7	8
	Online banking markets	5	5
Expanding usage	E-statements	50%	71%
	SMS alerts (per month)	76k	265k
	Active digital users	21k	95k
Partnerships	Mobile wallet	-	3
	Bill-pay	10	47

Safaricom MasterCard orange airtel

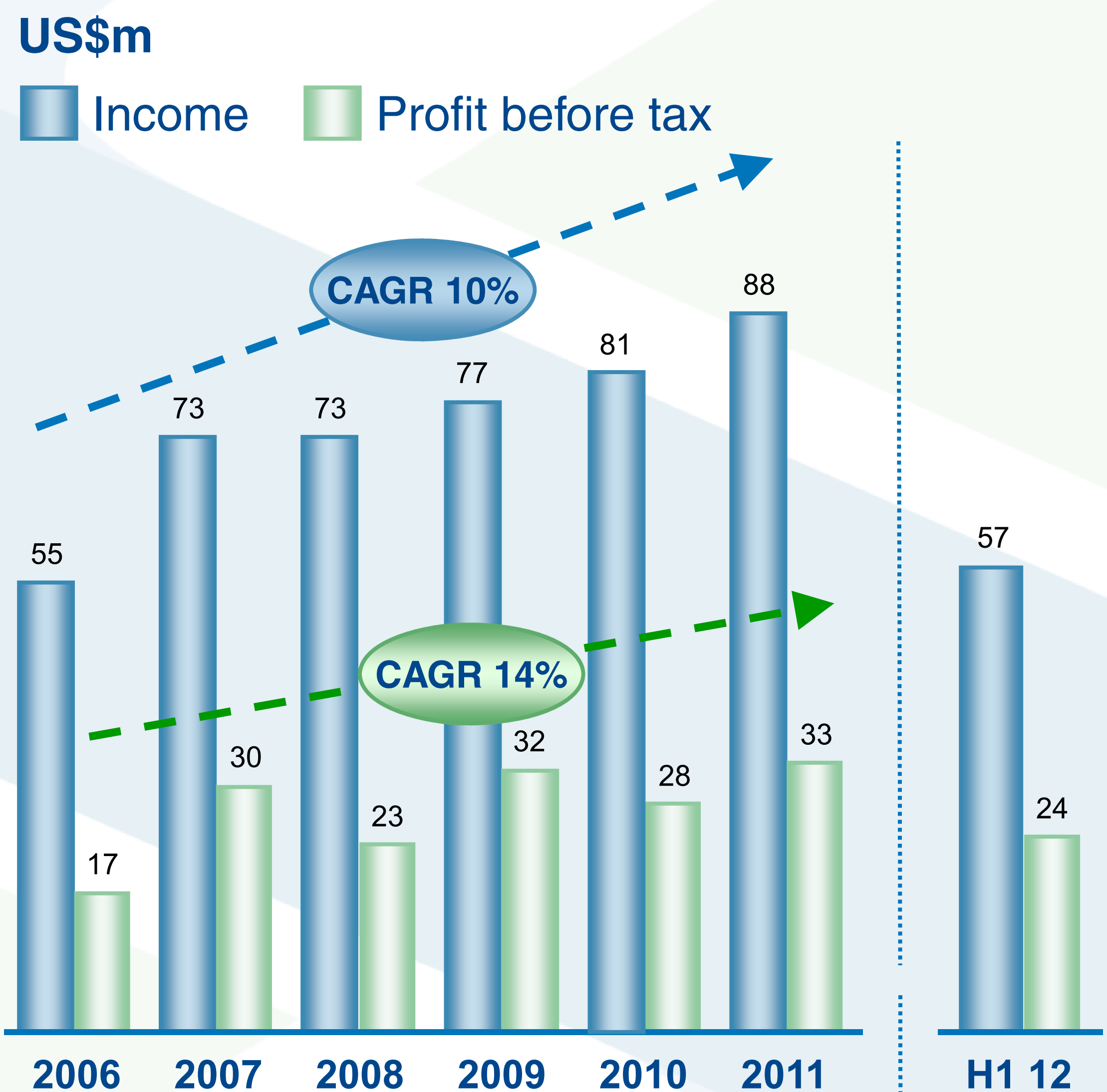
Strategy in Action

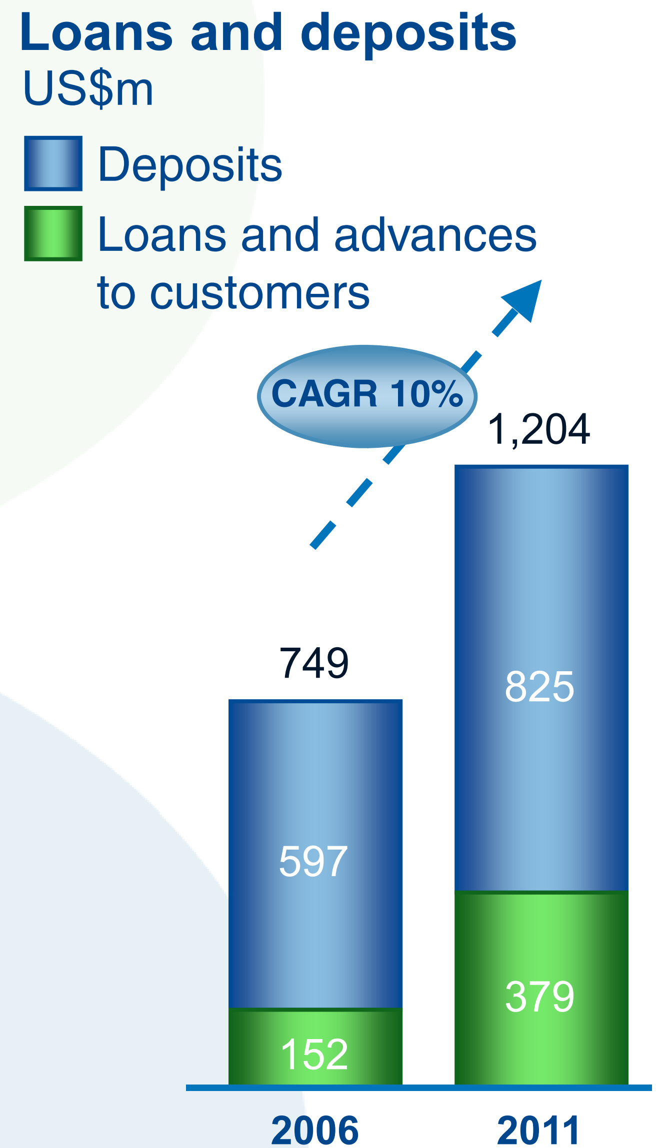
The Kenya Story

Kariuki Ngari

Executive Director, Consumer Banking, East Africa

Kenya's strong financial performance



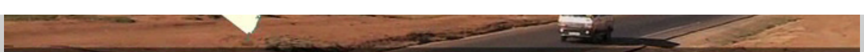


SME case study - Lobelia Farm

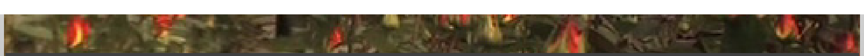
Leveraging global expertise and local knowledge

Standard Chartered

Our foreign exchange hedging solutions have benefited this client,



Lobelia Farms Limited is a rose farm situated on the northern slopes of Mount Kenya



Our relationship with Lobelia Farm has deepened having helped to grow the farm from 1 hectare to 20 hectares

Expanding distribution reach

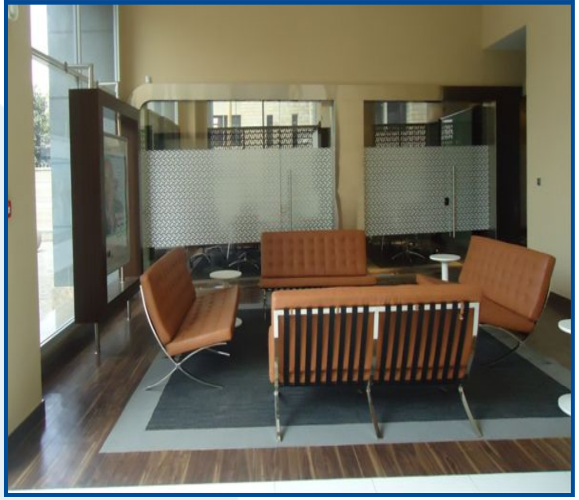
Where the stepped-up investments are being deployed

	2006	H1 12	Africa 100
Branches	29	33	~ 50
Relationship managers	44	65	~ 130
Priority Banking Centres	3	7	~ 10

Greenspan Mall branch

Relationship managers

Modern Priority Centers



Our aspiration

- Scale-up Wealth Management and Mortgages
- Become digital main bank
- Expand customer reach through branches and strategic alliances
- Double-digit income and balance sheet growth

Key messages

Standard Chartered

- Landscape is attractive
- We are uniquely positioned
- Delivering strong performance while remaining vigilant against headwinds
- Strategy is clearly defined…
- …and we are investing heavily to capture growth opportunities

Africa
Wholesale Banking

Leading the way
in Asia, Africa and the Middle East

Stephen Priestley and Rahil Taneja

Wholesale Banking Regional Co-Heads, Africa

Key messages

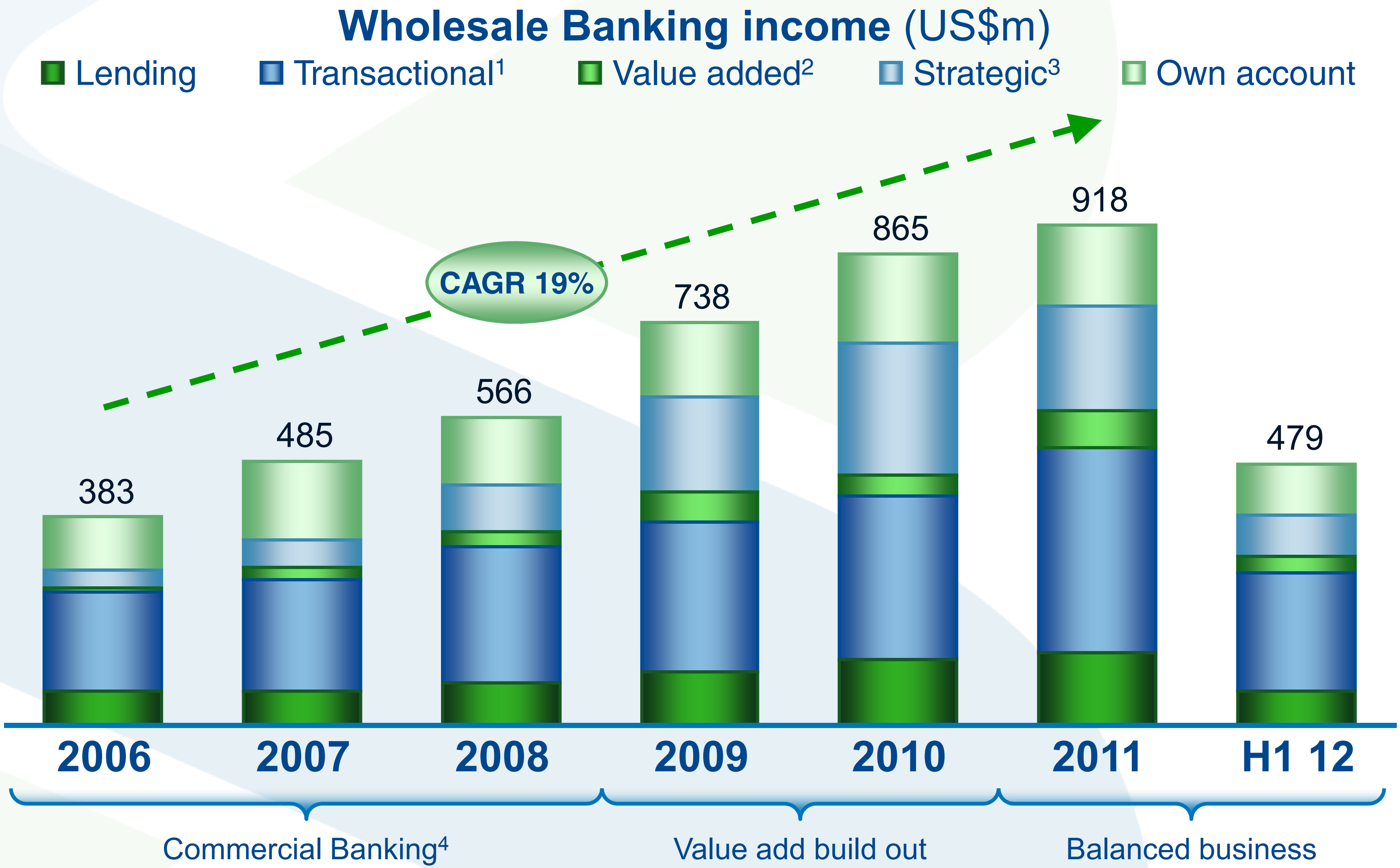
- Financial results reflect sustained and disciplined execution of strategy
- Clear and consistent client-centric strategy with Commercial Banking remaining core
- Differentiated competitive positioning with increasing leverage of the network
- Investing for growth in people, infrastructure and technology

150 years of Wholesale Banking in Africa

- Full service bank with a market leading brand
- Over 1,500 staff across the continent
- More than 6,000 client relationships
- Diversified portfolio of businesses
- Total loans and advances to customers in excess of US$5bn

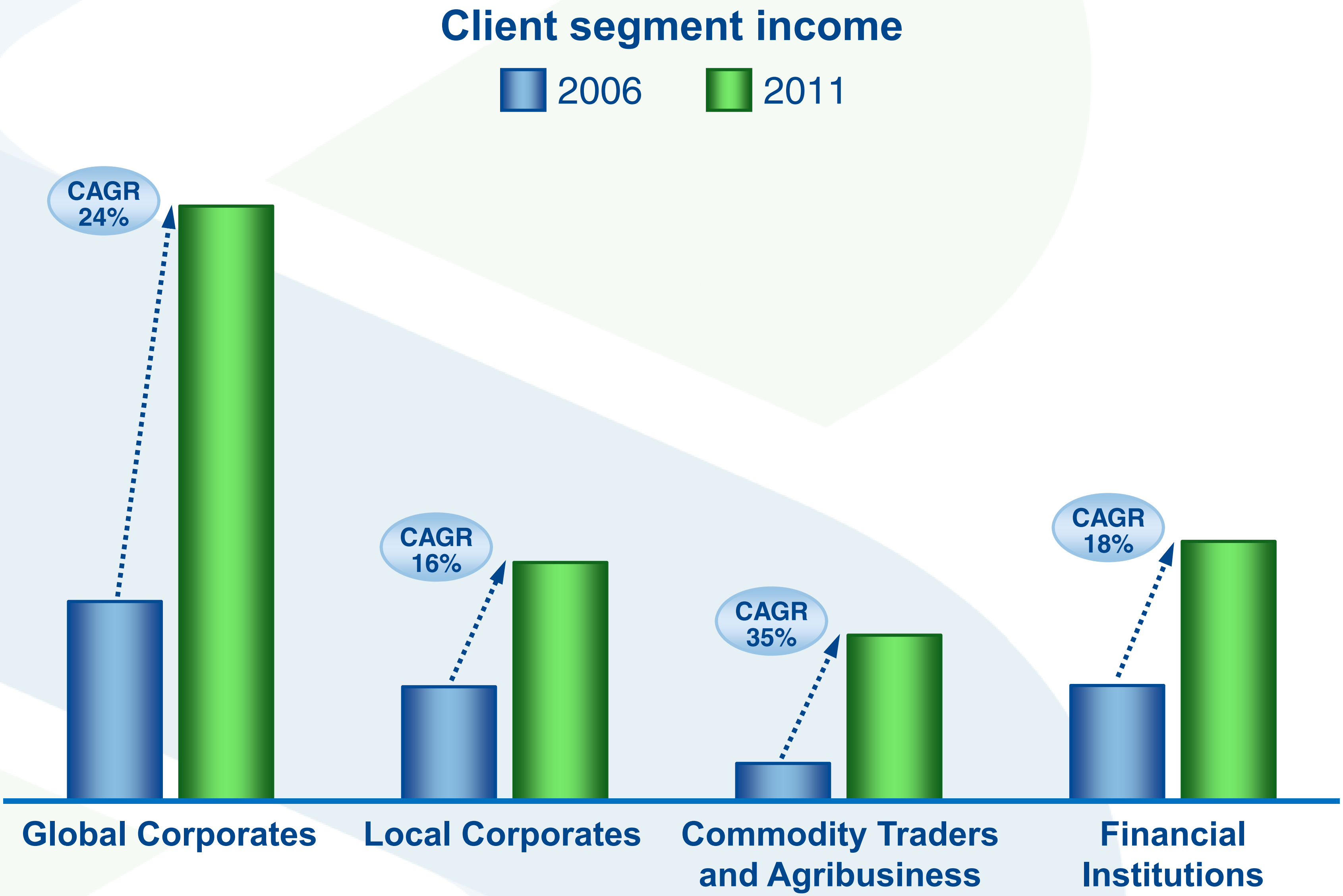
Note: All data as at 30 June 2012

Income growth has been robust

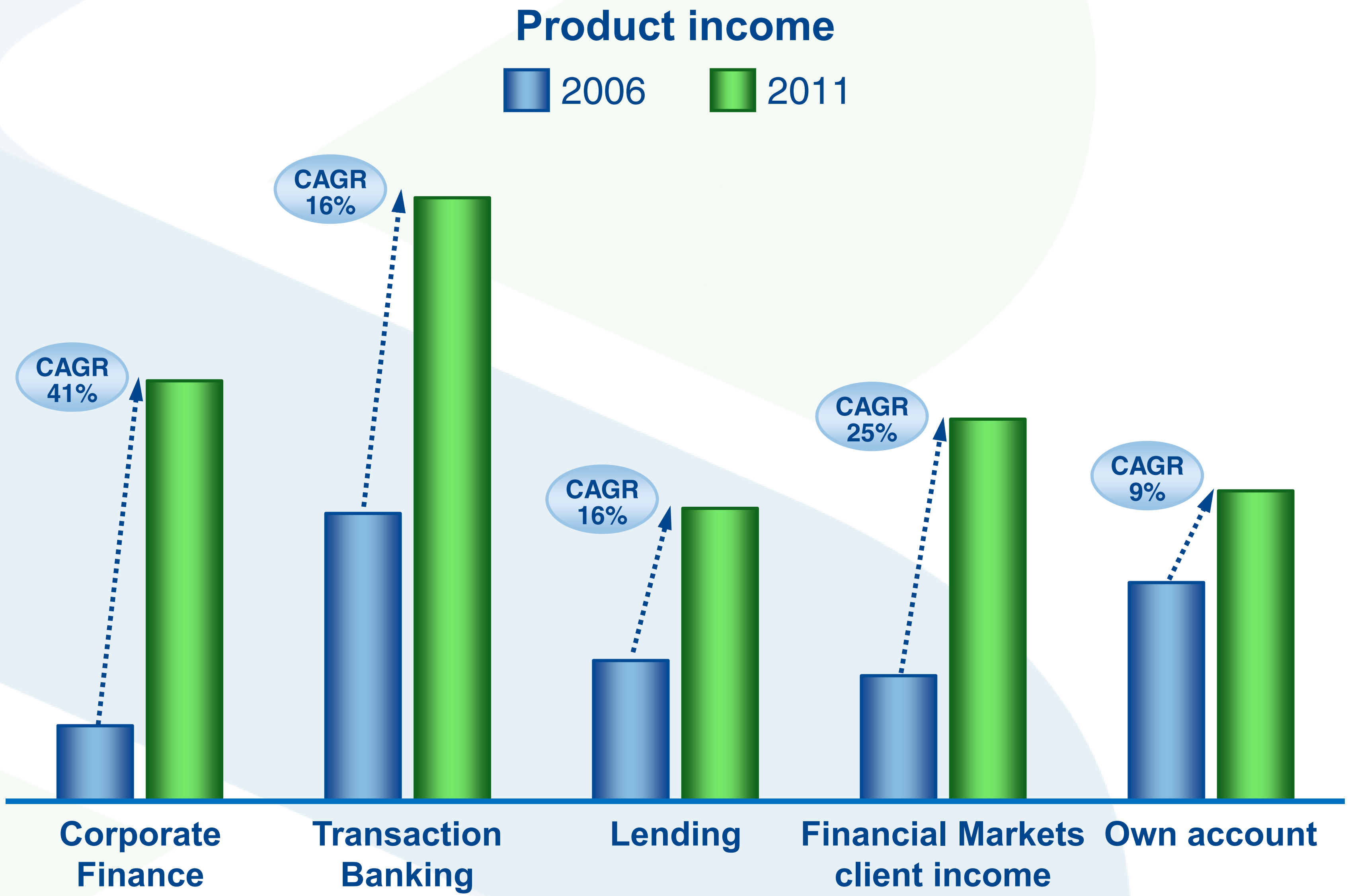


[1] Transactional defined as Transaction Banking + flow Foreign Exchange, [2] Value Added defined as Financial Markets - Flow Foreign Exchange.
[3] Strategic defined as Corporate Finance + Principal Finance, [4] Commercial Banking defined as Lending + Transactional

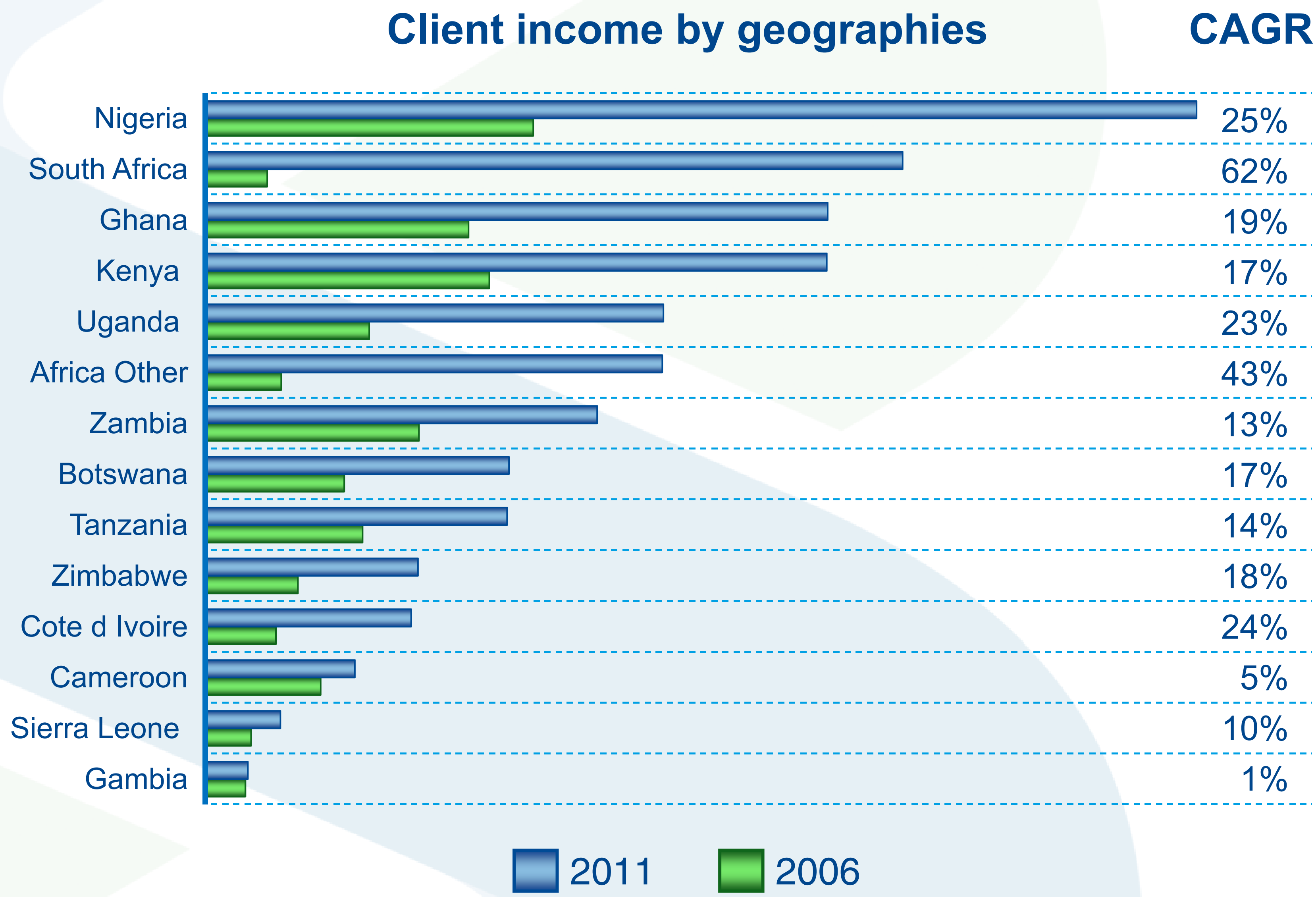
Growth has been broad based across all client segments



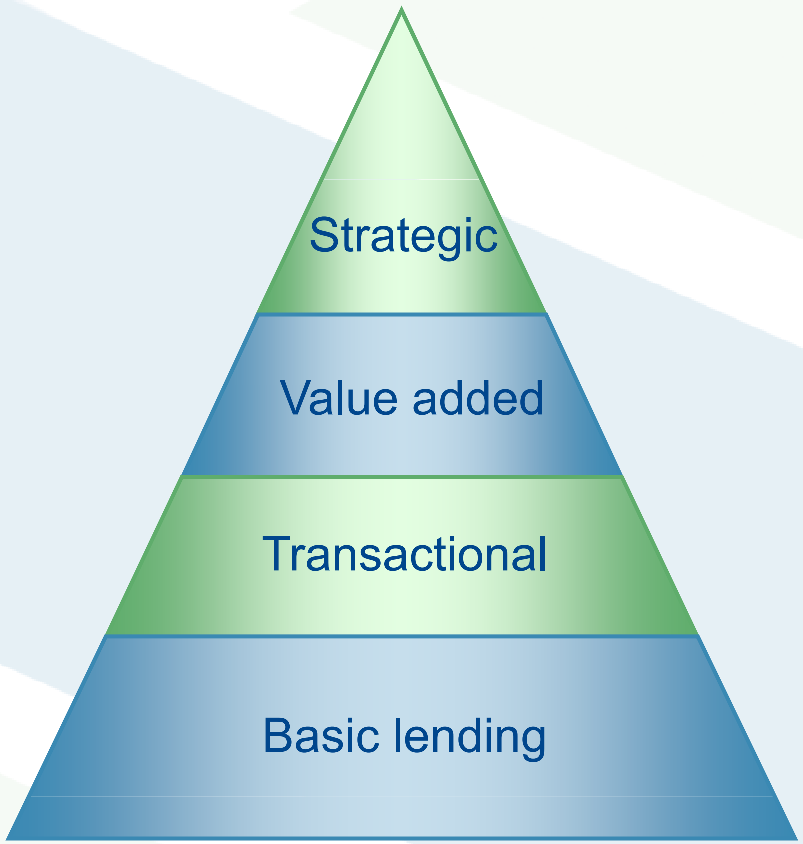
Across all products

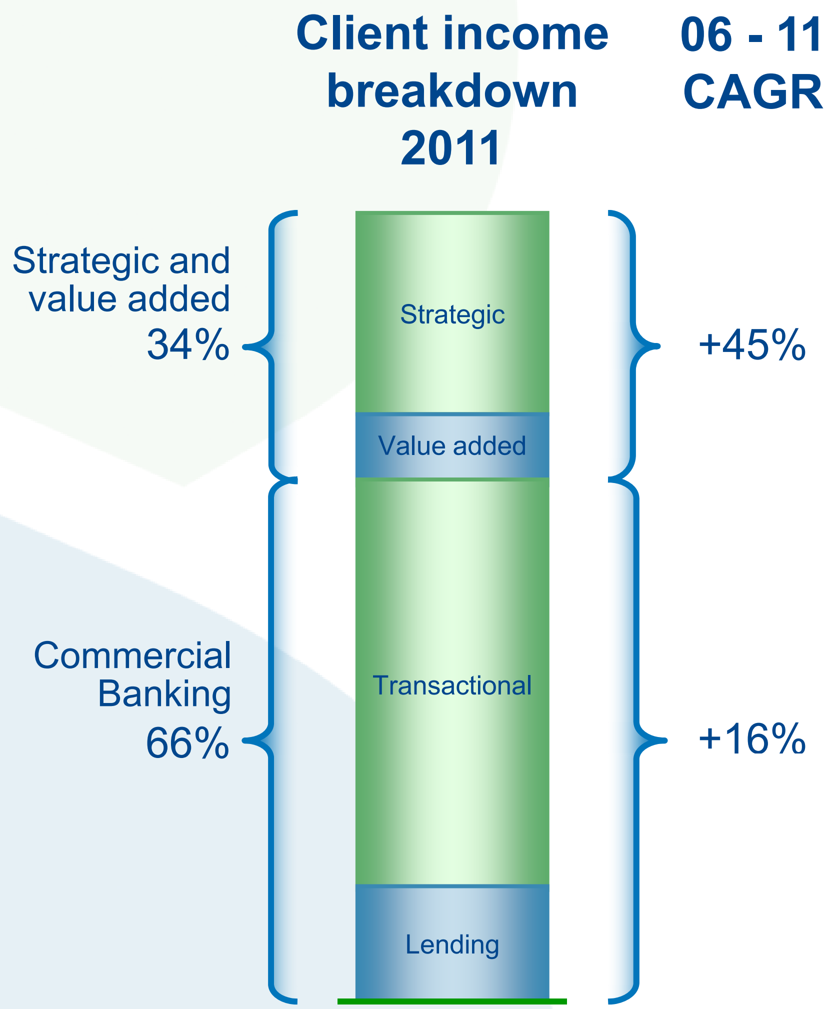


And across geographies



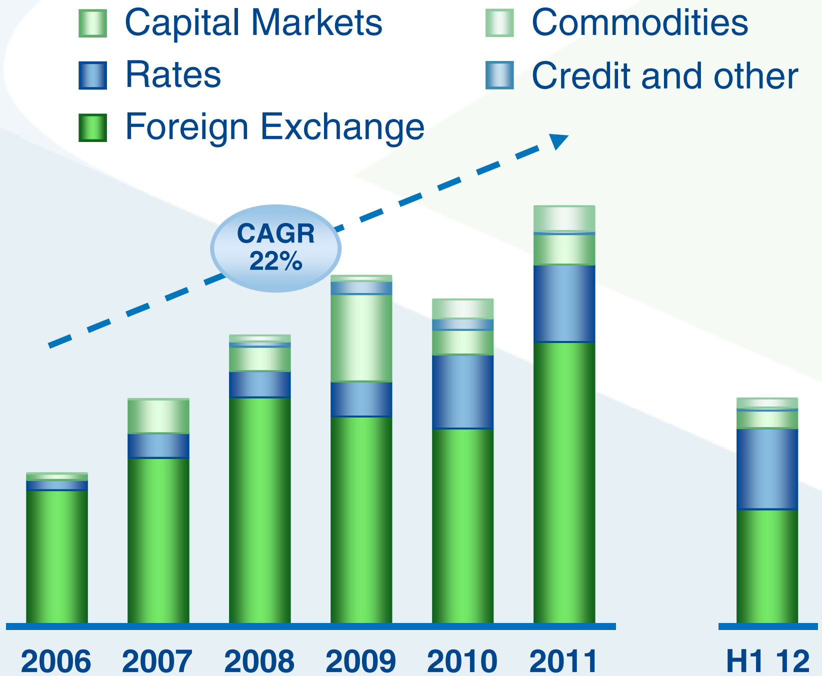
We have a consistent strategy underpinned by our Commercial Banking business





Financial Markets product set supports a resilient income stream

Total Financial Markets income (US$m)



The Republic of Senegal

USD 500,000,000

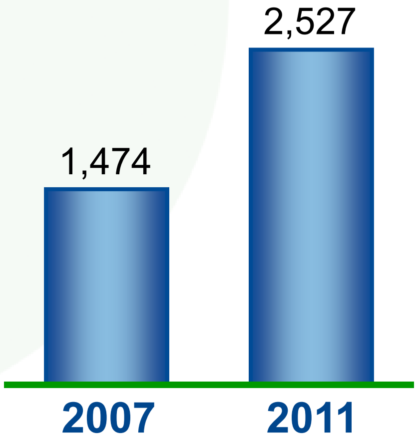
8.75% Fixed Rate Notes due 2021

Joint Arranger and Joint Bookrunner

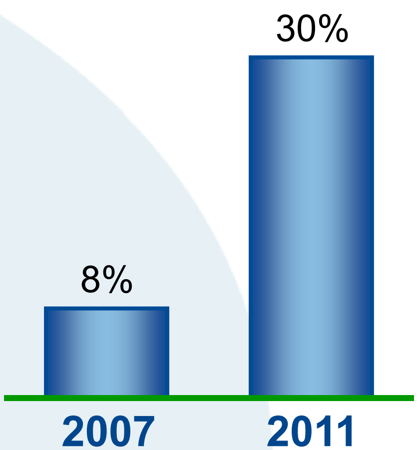
Standard Chartered 2011

Best Flow House in Africa

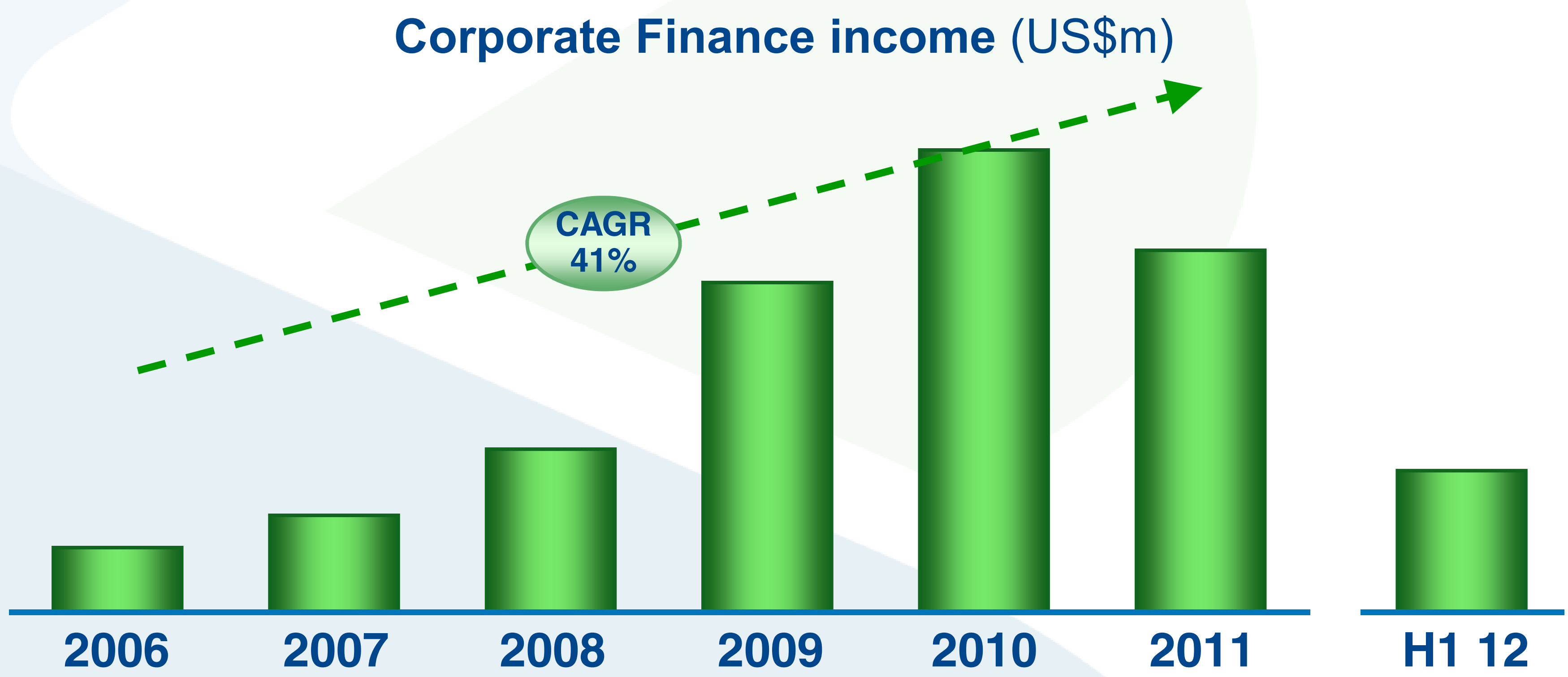
Number of clients dealing in Foreign Exchange



Value added share of Financial Markets sales



Corporate Finance is now well established and delivering



E Oppenheimer & Son
USD 5,1000,000,000
Sole Financial Advisor on the disposal of its 40% interest in De Beers to Anglo American
Standard Chartered 2011

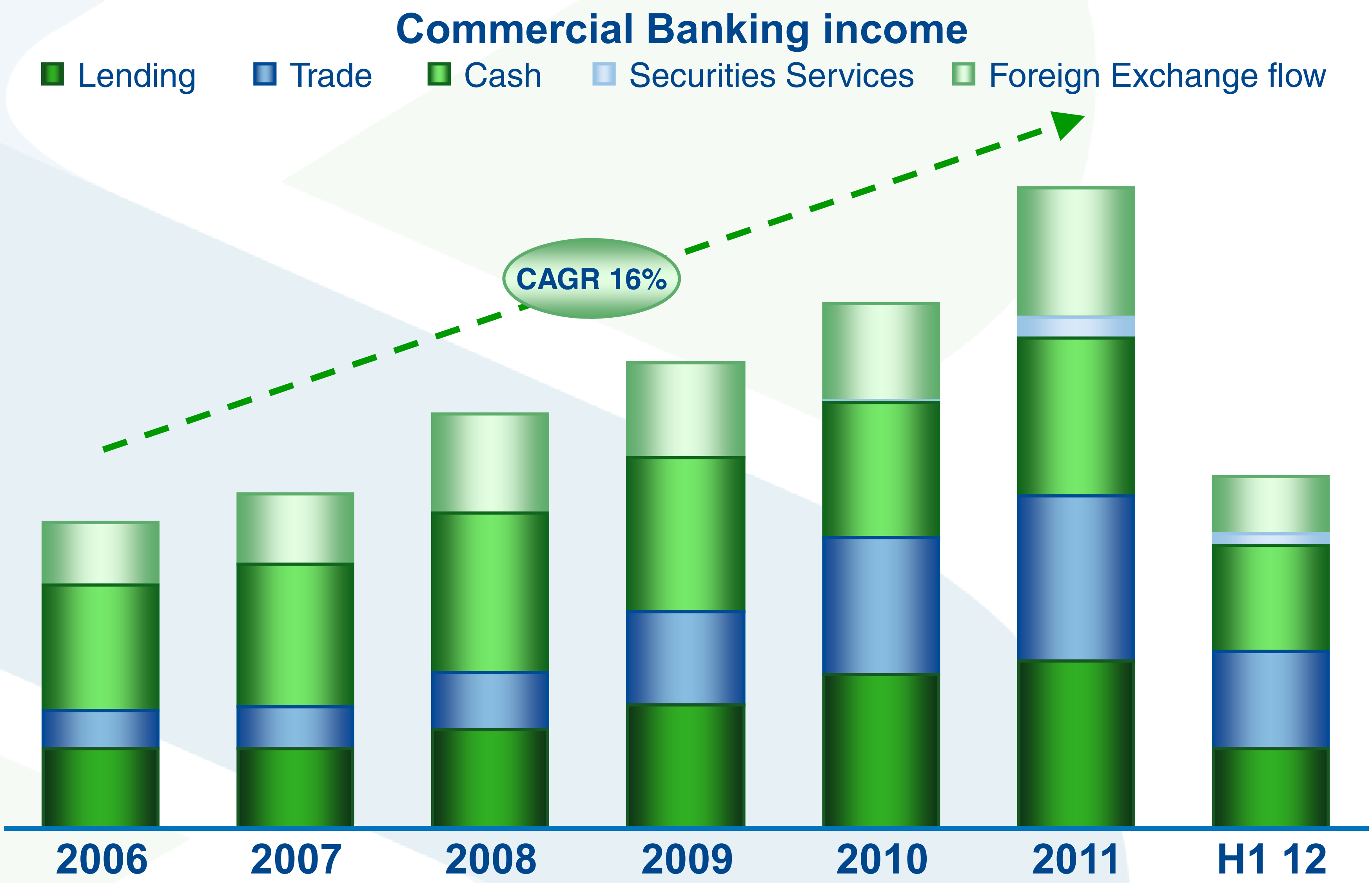
موانئ دبي العالمية DP WORLD
EUR 95,000,000
Dakar Port Project Financing Financial Advisor, Underwriter, Lead Arranger
Standard Chartered 2010

ETG
USD 74,000,000
Standard Chartered Private Equity Growth Capital
Standard Chartered 2012

EUROMONEY 2011 Awards for excellence
Best Investment Bank

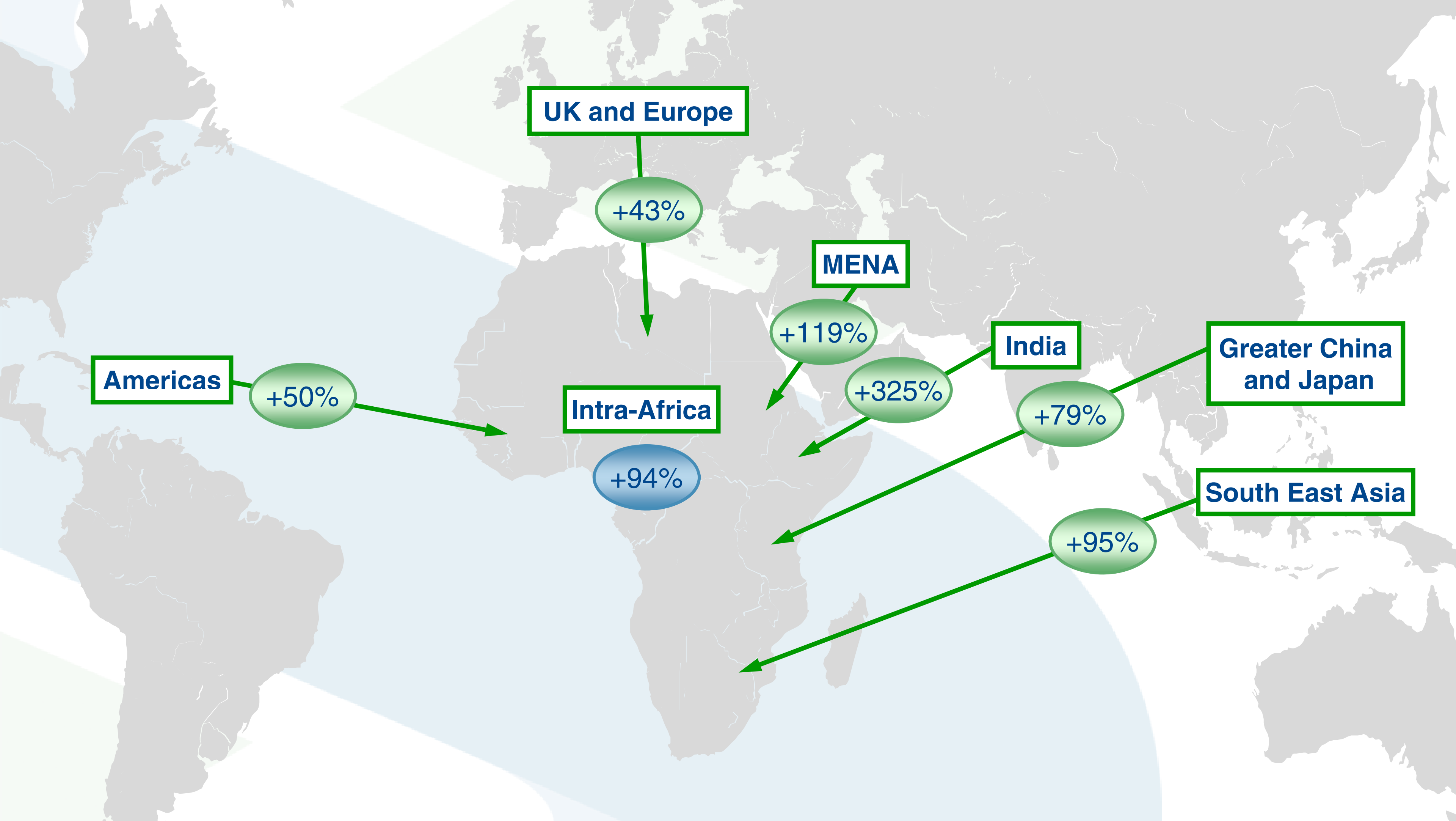
EUROMONEY 2011 Awards for excellence
Best Project Finance House

Commercial Banking is set to be the driver of future income growth



The network is delivering

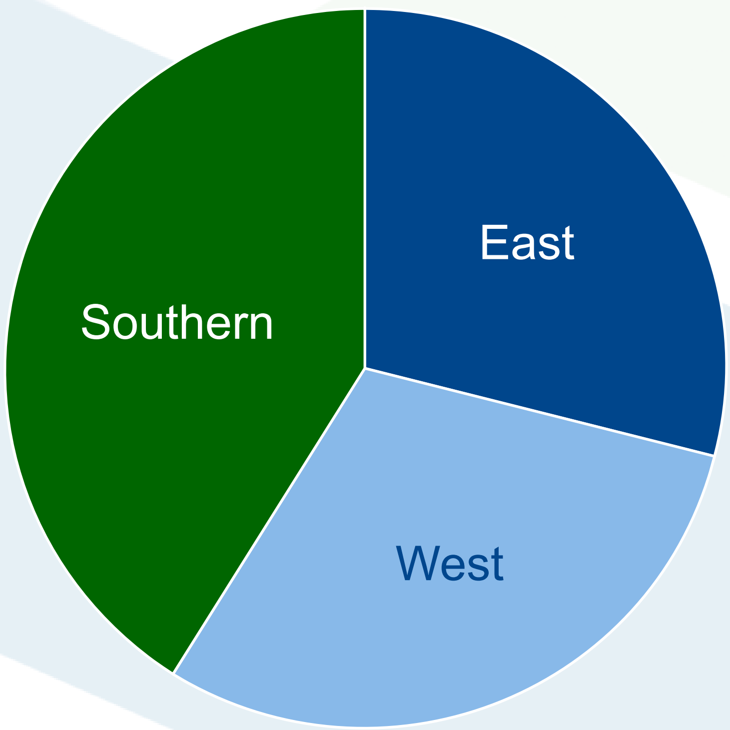
CAGR in inbound corridor income 2006 - 2011



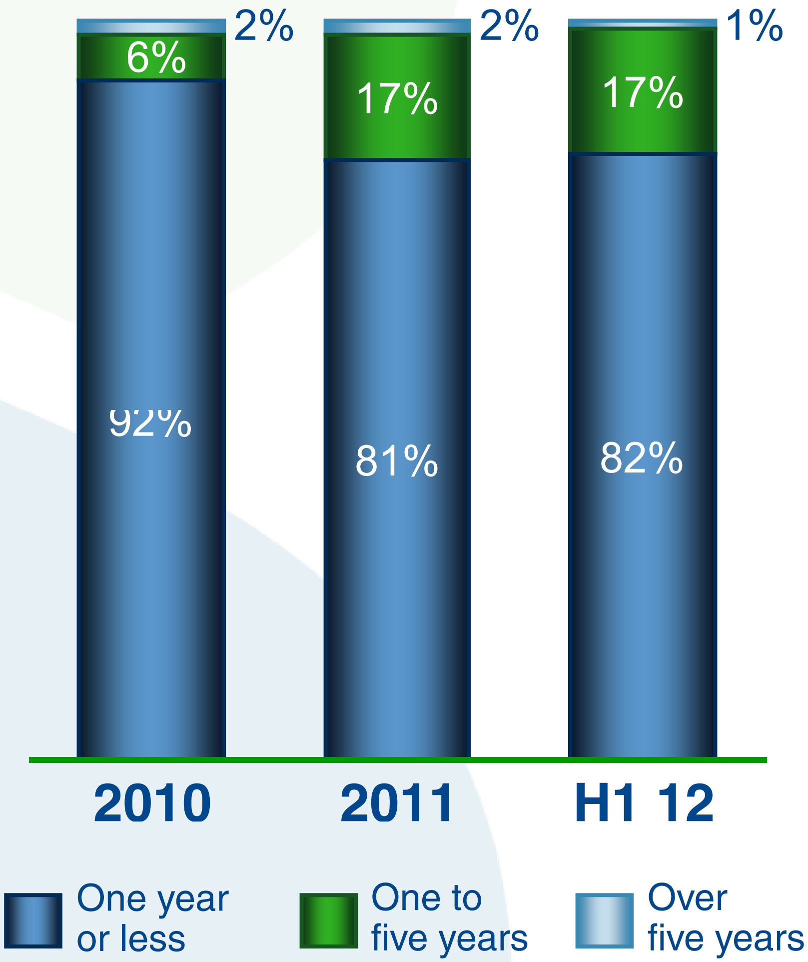
Credit portfolio quality remains strong and diversified

Standard Chartered

Onshore loans and advances to customers by region



Onshore loans and advances to customers by tenor

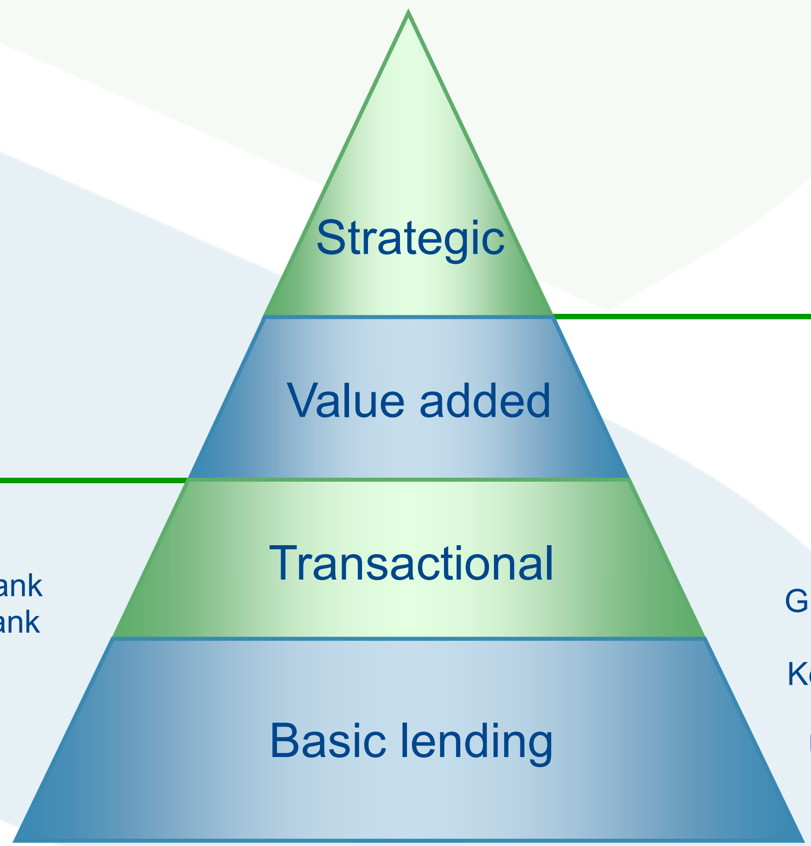


Non performing loans are at low levels

The landscape is competitive throughout the hierarchy of client needs

Standard Chartered

2000 → **2011**



2000

BNP Paribas
Citibank
Deutsche Bank
JP Morgan
Societe Generale
Standard Bank

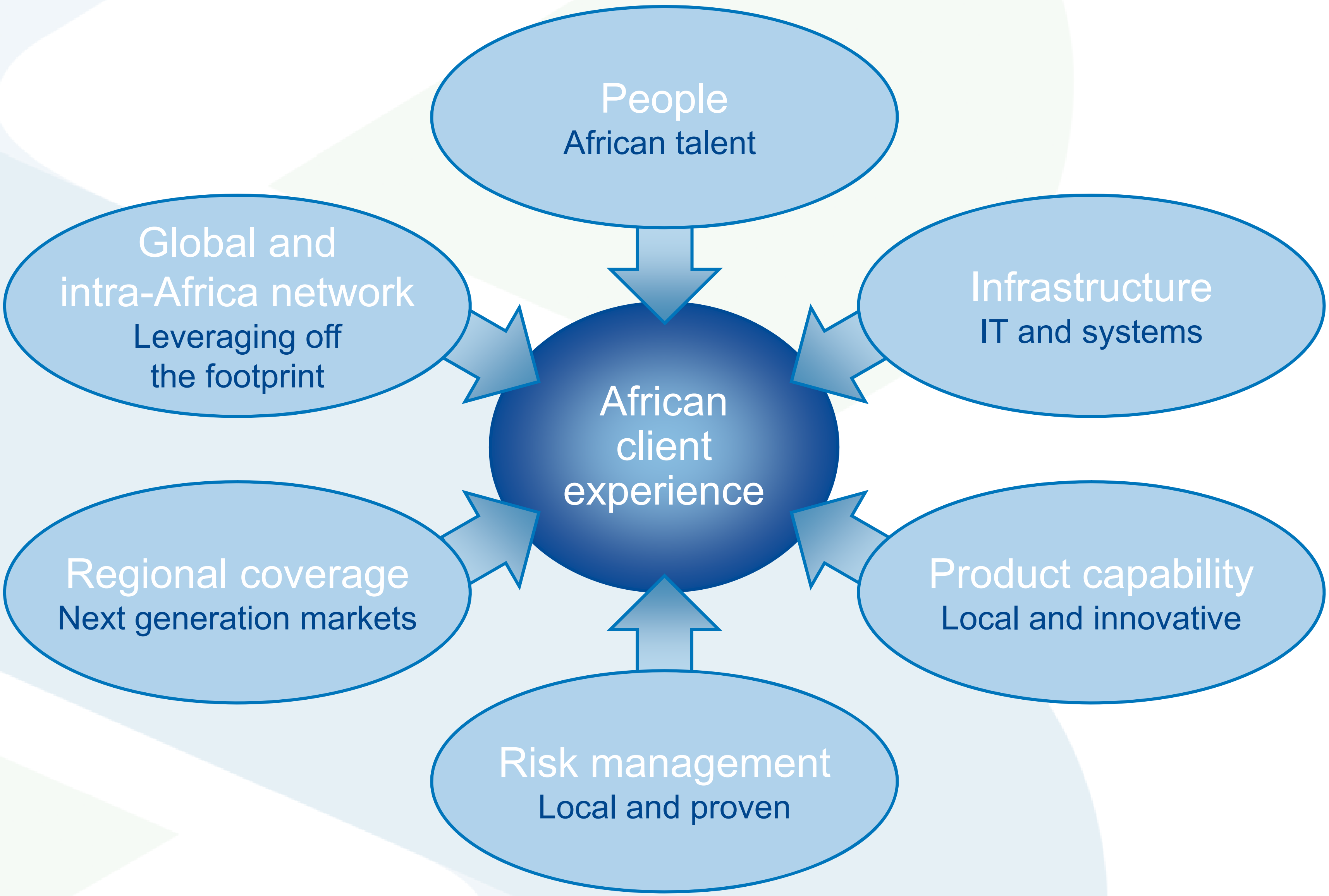
Ghana Commercial Bank
Kenya Commercial Bank
Standard Bank
Zenith Bank

2011

Barclays
BNP Paribas
Citibank
Deutsche Bank
Goldman Sachs
HSBC
JP Morgan
Morgan Stanley
Societe Generale
Standard Bank

Barclays
Citibank
Ecobank
Firstrand
First National Bank
FBN Bank
Ghana Commercial Bank
GT Bank
Kenya Commercial Bank
Standard Bank
United Bank for Africa
Zenith Bank

Our competitive advantage is difficult to replicate



Key messages

- Financial results reflect sustained and disciplined execution of strategy
- Clear and consistent client-centric strategy with Commercial Banking remaining core
- Differentiated competitive positioning with increasing leverage of the network
- Investing for growth in people, infrastructure and technology

Q&A