

KBW UK Day and European Financials Conference 2012

Pam Walkden
Group Treasurer

Leading the way

In Asia, Africa and the Middle East

Standard
Chartered 

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.

Who we are



Our branches and operations are in all the major centres in the world's key trade corridors. We have a heritage as deep as a local bank but with the international connections of a global bank

- Around 90% of profit from Asia, Africa and the Middle East
- Over 150 year history
- Present in 70 markets
- Top 20 in the FTSE 100 by market capitalisation
- Total Assets US\$624bn¹
- 1,700 offices¹
- Over 86,000 employees¹
- Credit Ratings AA- / AA- / A1 (Fitch / S&P / Moody's respectively)
- Listed in London, Hong Kong and Mumbai
- Lead regulated by the UK Financial Services Authority



Notes: ¹ As at 30 June 2012

Our competitive differentiation



Geographic focus

Unique network, leading the way in Asia, Africa and the Middle East

Primarily focused on organic growth supplemented by capability acquisitions

Organic growth

Customers and clients

Building deep, long-term, multi product relationships with customers and clients, offering products and capability they need and want

Operating as 'One Bank' acting consistently across multiple geographies, products and segments

Culture and values

Basics of banking

Conservative and disciplined approach to risk management, capital and liquidity, and costs

H1 2012 performance

Highlights

Income US\$9.5bn ↑ 9%

Consumer Banking US\$3.5bn ↑ 5%

Wholesale Banking US\$6.0bn ↑ 10%

Pre-impairment profit US\$4.5bn ↑ 11%

Profit before tax US\$3.9bn ↑ 9%

CCPL* 13%

Wealth Management (3%)

Deposits 14%

Mortgages and Auto (13%)

Lending & Portfolio Mgt. 3%

Transaction Banking 19%

Financial Markets 2%

ALM 14%

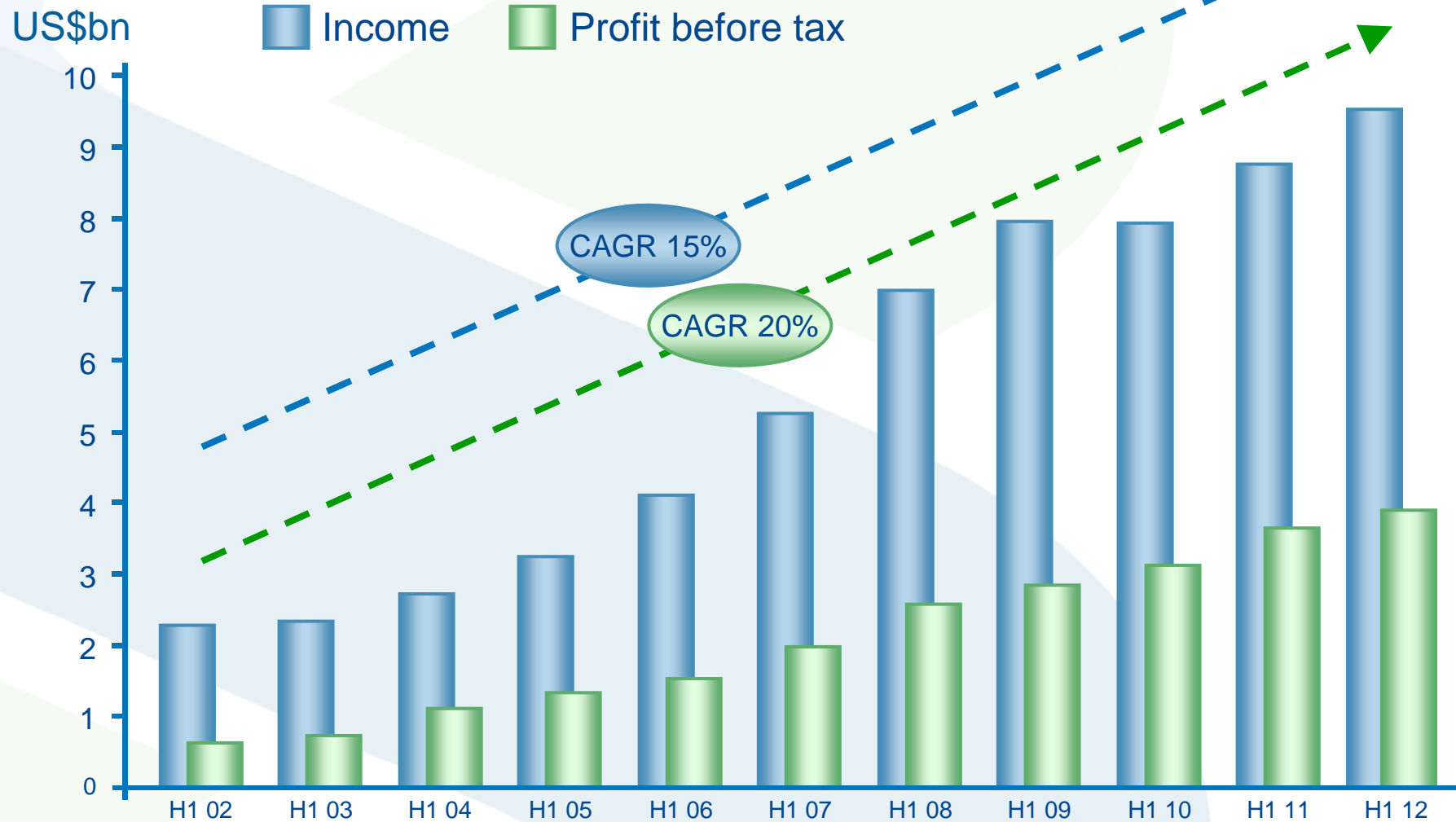
Corporate Finance 9%

Principal Finance 59%

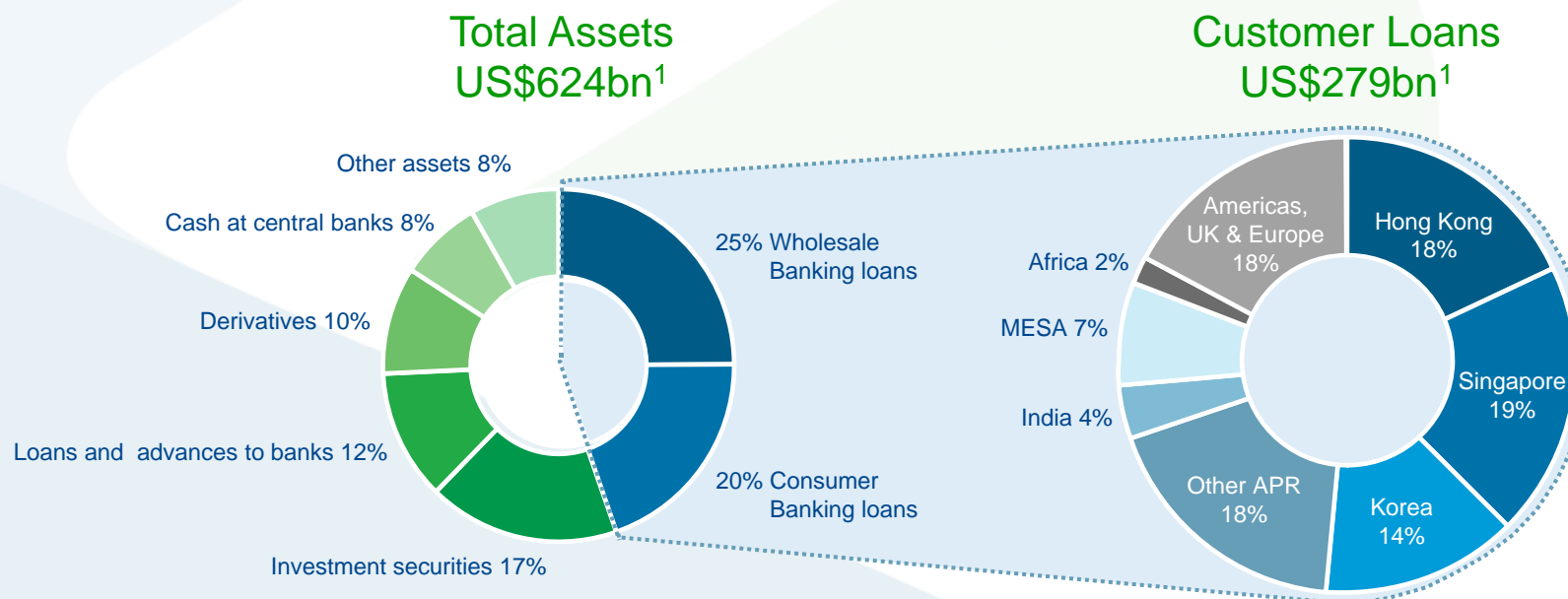
Notes: All percentages are H1 2012 on H1 2011

* Cards, Personal Loans and Unsecured Lending

Consistent delivery



A well diversified and conservative balance sheet



Low level of NPLs² and very low level of encumbered assets³

Consumer Banking

- Average LTV on mortgage book - 48%¹
- 82%¹ of book is secured or partially secured

Wholesale Banking

- 63%¹ of loans have a maturity of less than 1 year
- No direct sovereign exposure to GIIPS⁴
- Limited exposure to problem asset classes

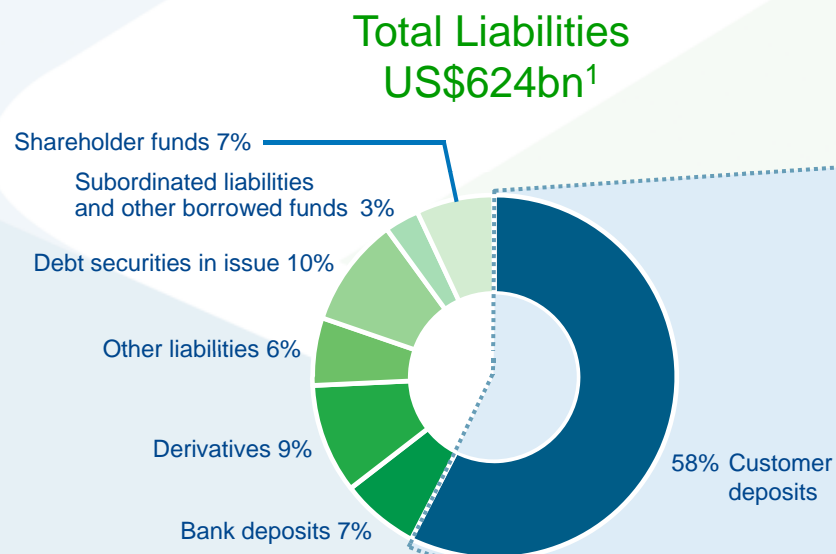
¹ As at 30 June 2012

² 1.9% of total customer loans

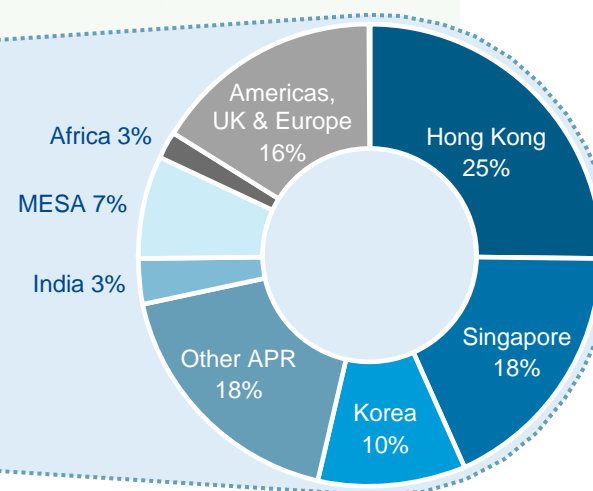
³ less than 3% of total assets

⁴ Greece, Ireland, Italy, Portugal and Spain

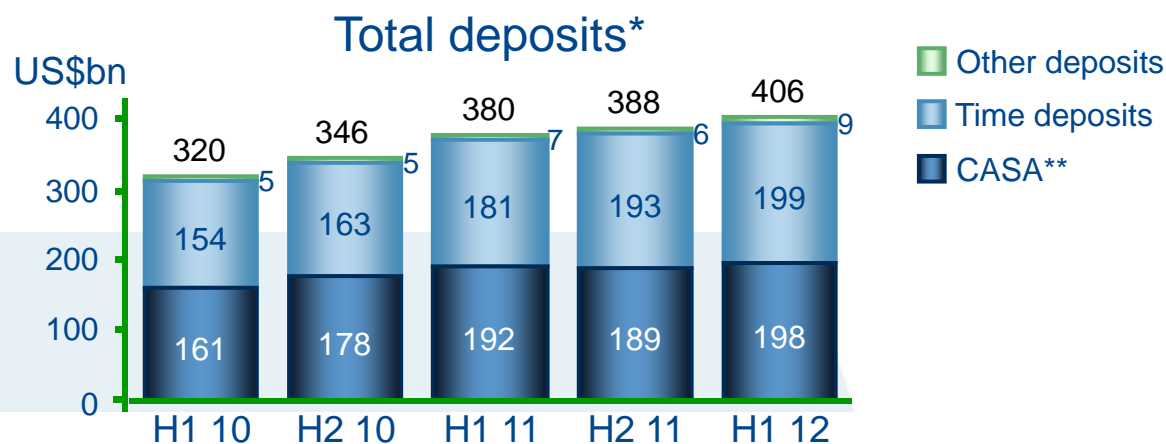
Strong and diverse funding base...



Customer Deposits US\$360bn¹



Current and Savings Accounts (CASA) are an important part of the Group's total deposit base



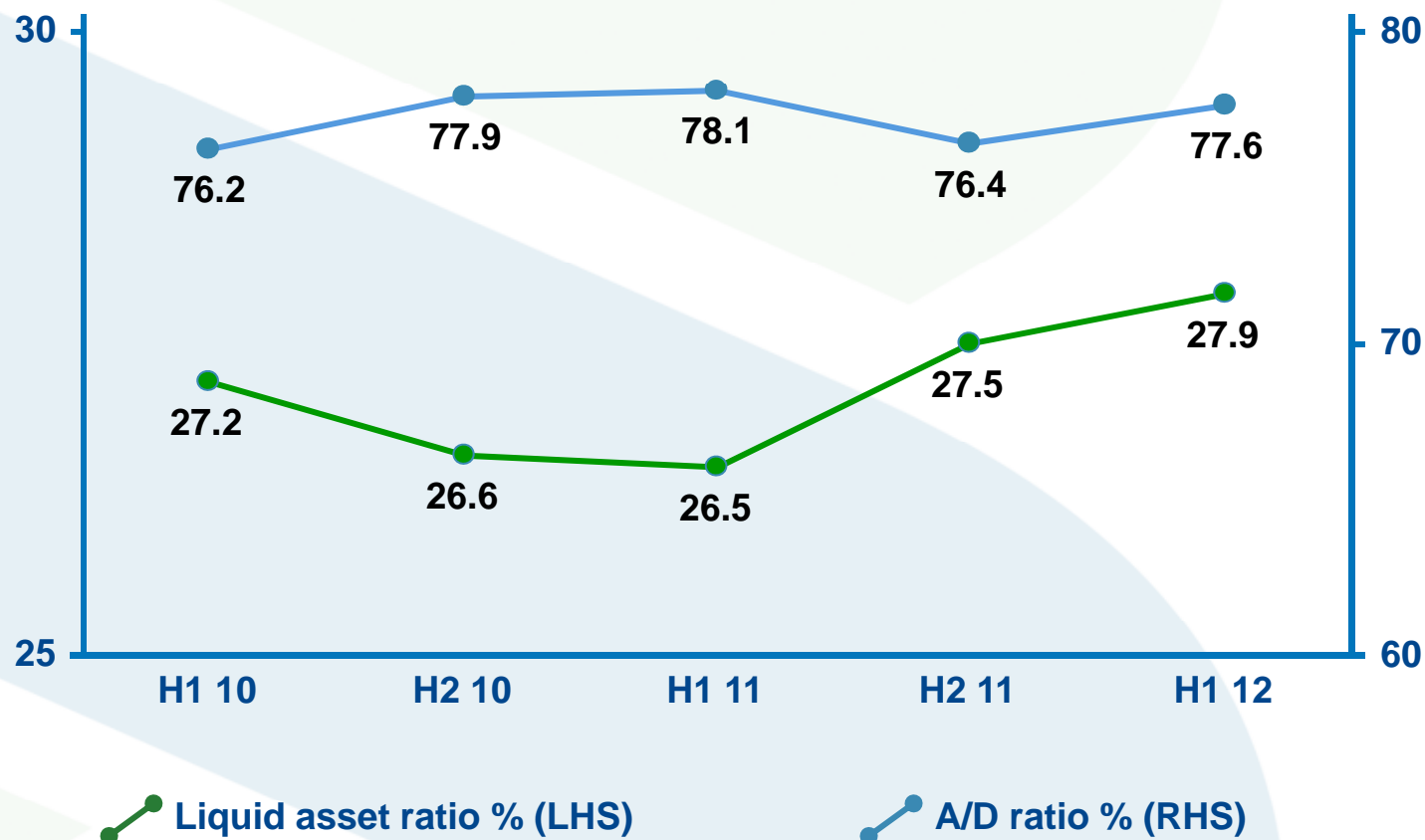
¹As at 30 June 2012

* Total deposits includes deposits by banks

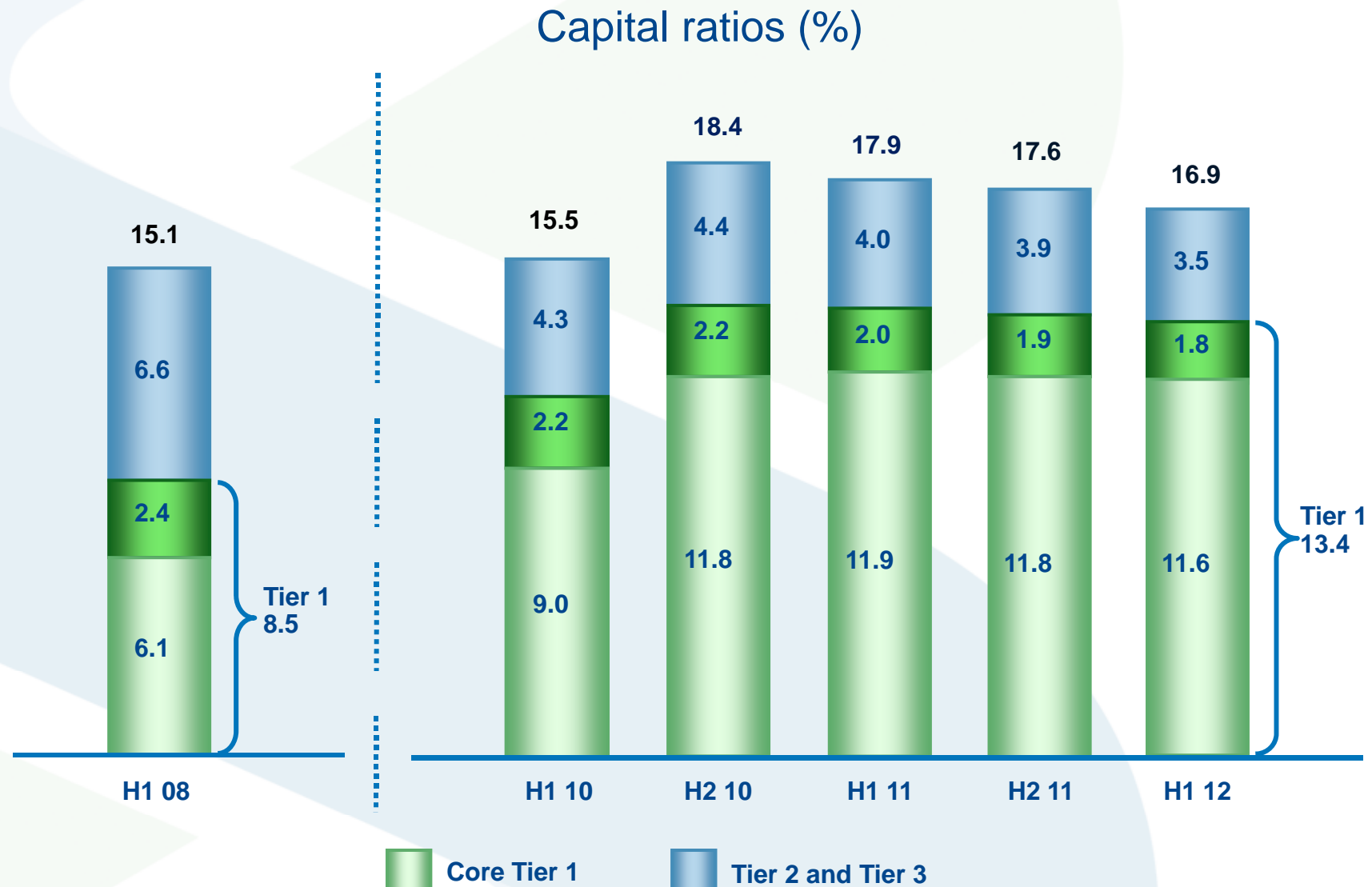
** CASA - Current and savings accounts

...and a strong liquidity position

Strong liquidity position and a low customer asset to deposit ratio have been maintained throughout the crisis

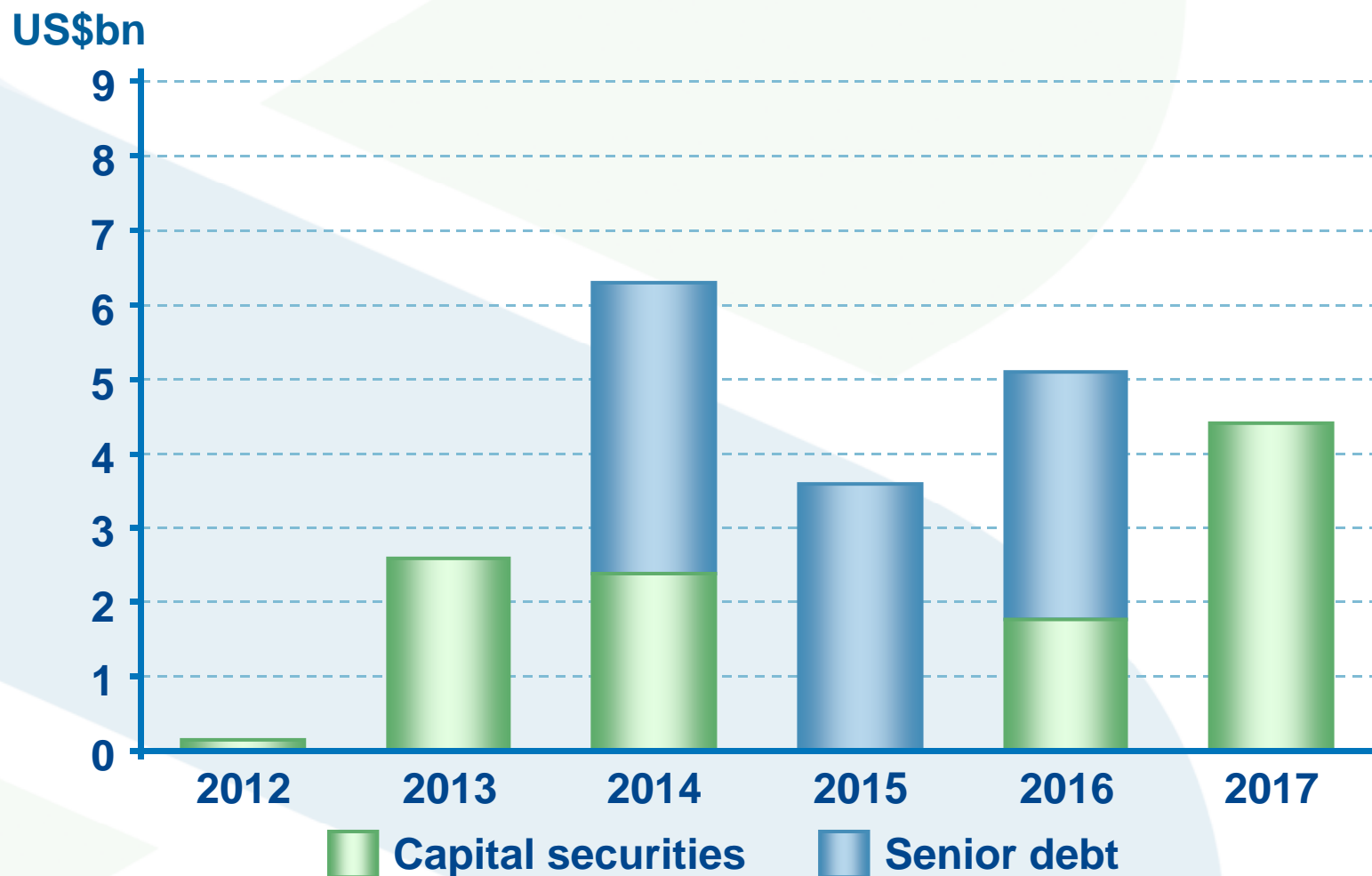


Strong capital ratios



Limited refinancing*

Maturity profile of senior debt and capital securities



Notes: * Capital refinancing has been modeled based on first call date

Conclusion

- We continue to focus on the basics of banking
- Our balance sheet remains a key differentiator
 - Diversified assets and liabilities
 - Conservative capital and liquidity management

Q & A