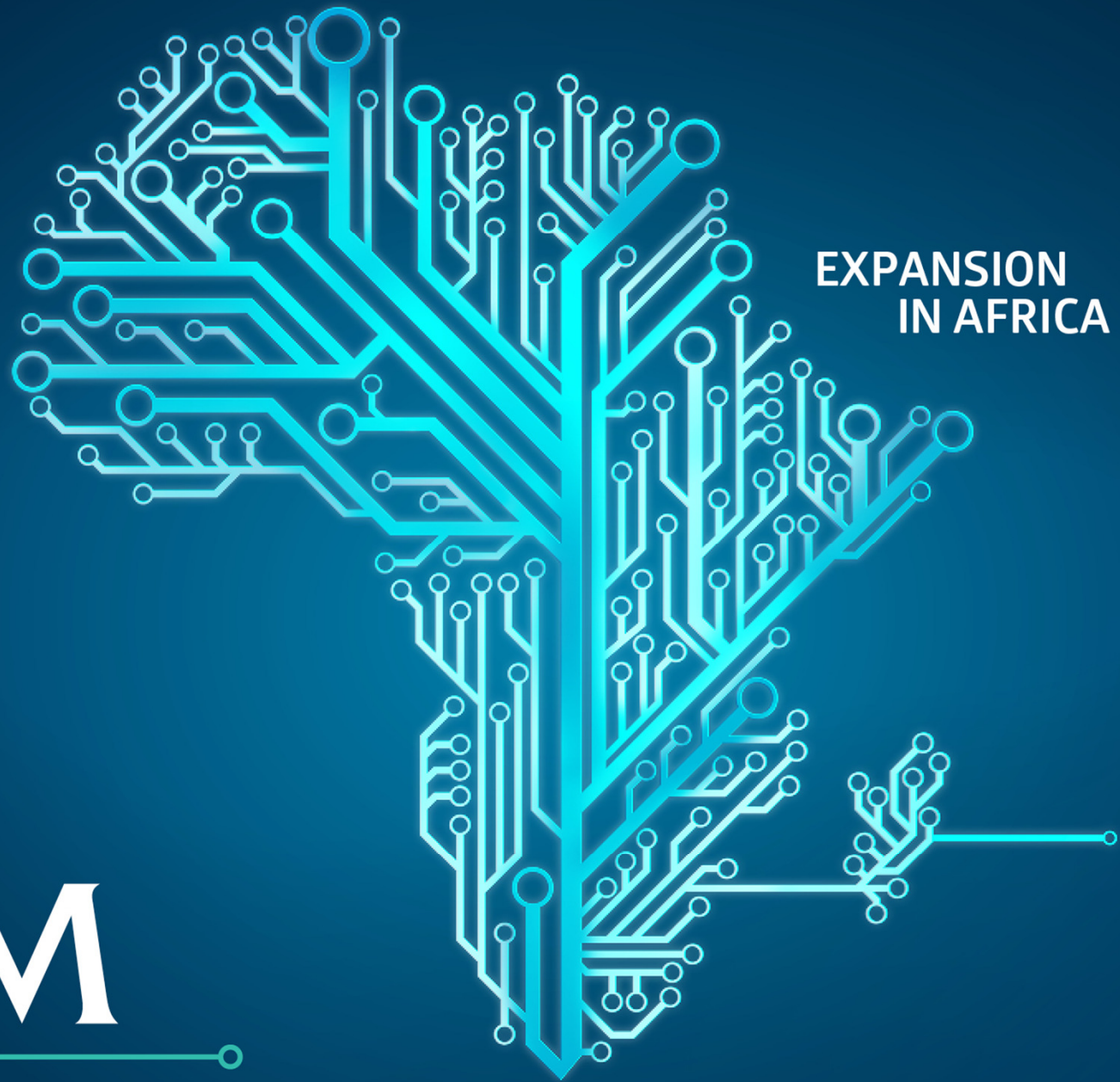


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SBM HOLDINGS LTD

Analyst Meeting

14th August 2018

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AGENDA

- **Financial Highlights**
- Progress on Strategy
- Q & A

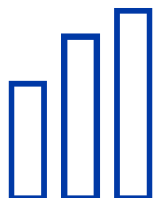


FINANCIAL HIGHLIGHTS

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CONSOLIDATED KEY FINANCIAL HIGHLIGHTS



TOTAL ASSETS

MUR **205.87 billion**
30 Jun 2018

30 Jun 2017
MUR 177.23 billion



TOTAL DEPOSITS

MUR **152.82 billion**
30 Jun 2018

30 Jun 2017
MUR 138.98 billion



NET LOANS & ADVANCES

MUR **105.76 billion**
30 Jun 2018

30 Jun 2017
MUR 89.85 billion



TOTAL LIABILITIES

MUR **181.90 billion**
30 Jun 2018

30 Jun 2017
MUR 152.37 billion



SHAREHOLDERS' EQUITY

MUR **23.97 billion**
30 Jun 2018

30 Jun 2017
MUR 24.86 billion



CAPITAL ADEQUACY RATIO

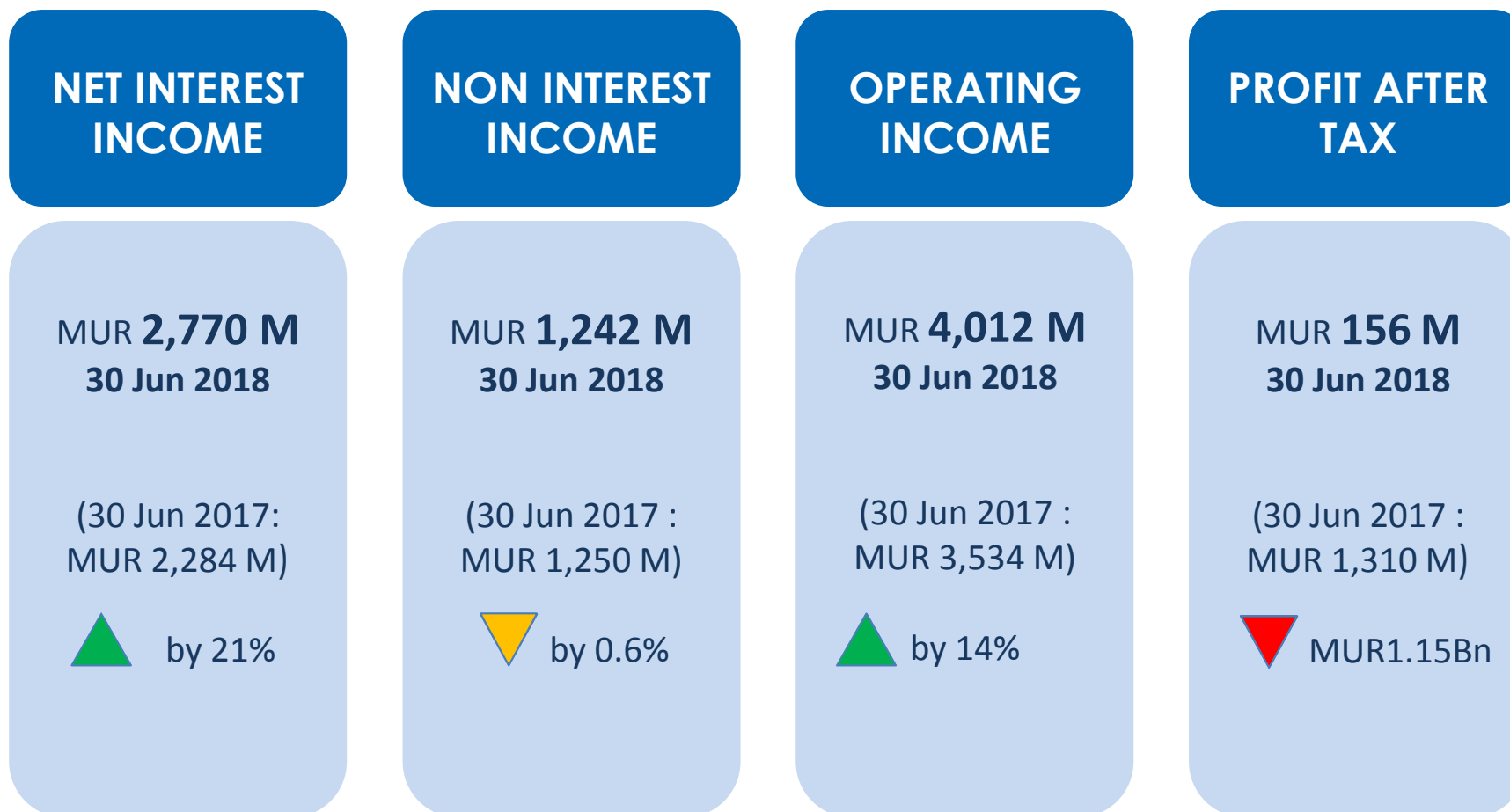
23.94 %
30 Jun 2018

30 Jun 2017
21.79 %



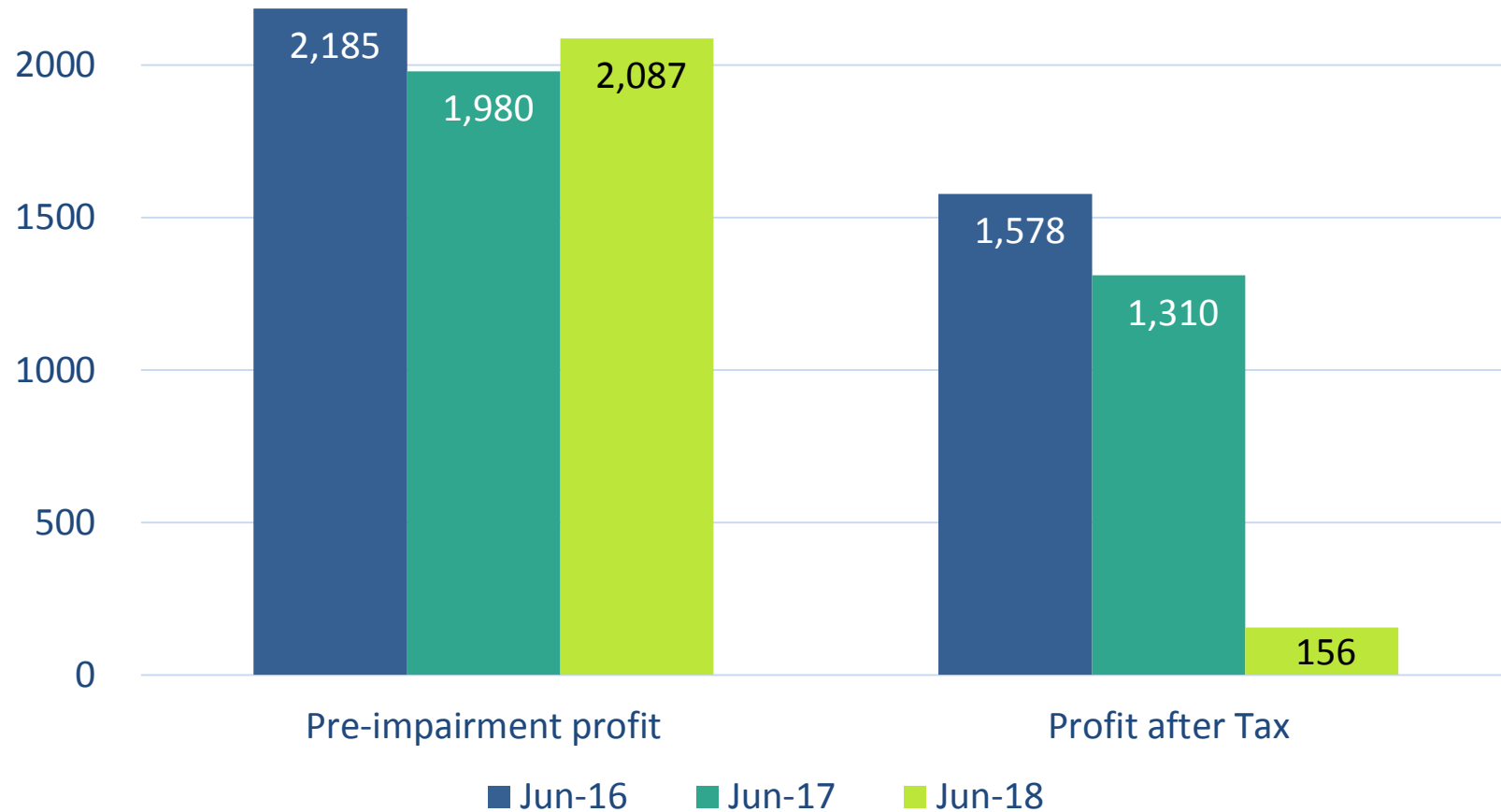
SBM HOLDINGS LTD

CONSOLIDATED KEY FINANCIAL HIGHLIGHTS

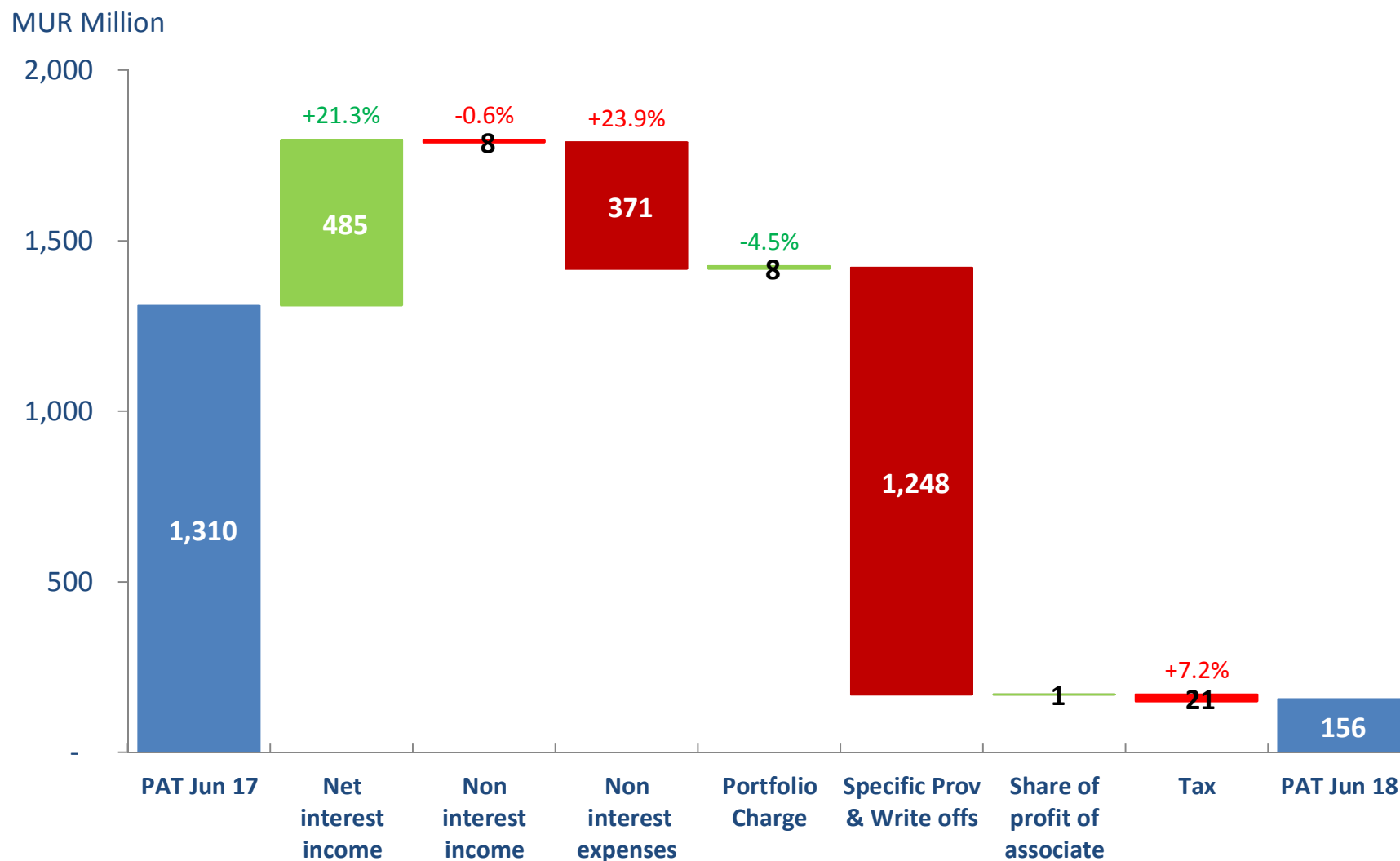


PRE IMPAIRMENT PROFIT INCREASED BY 5.4% BUT PROFIT AFTER TAX DROPPED TO MUR156M

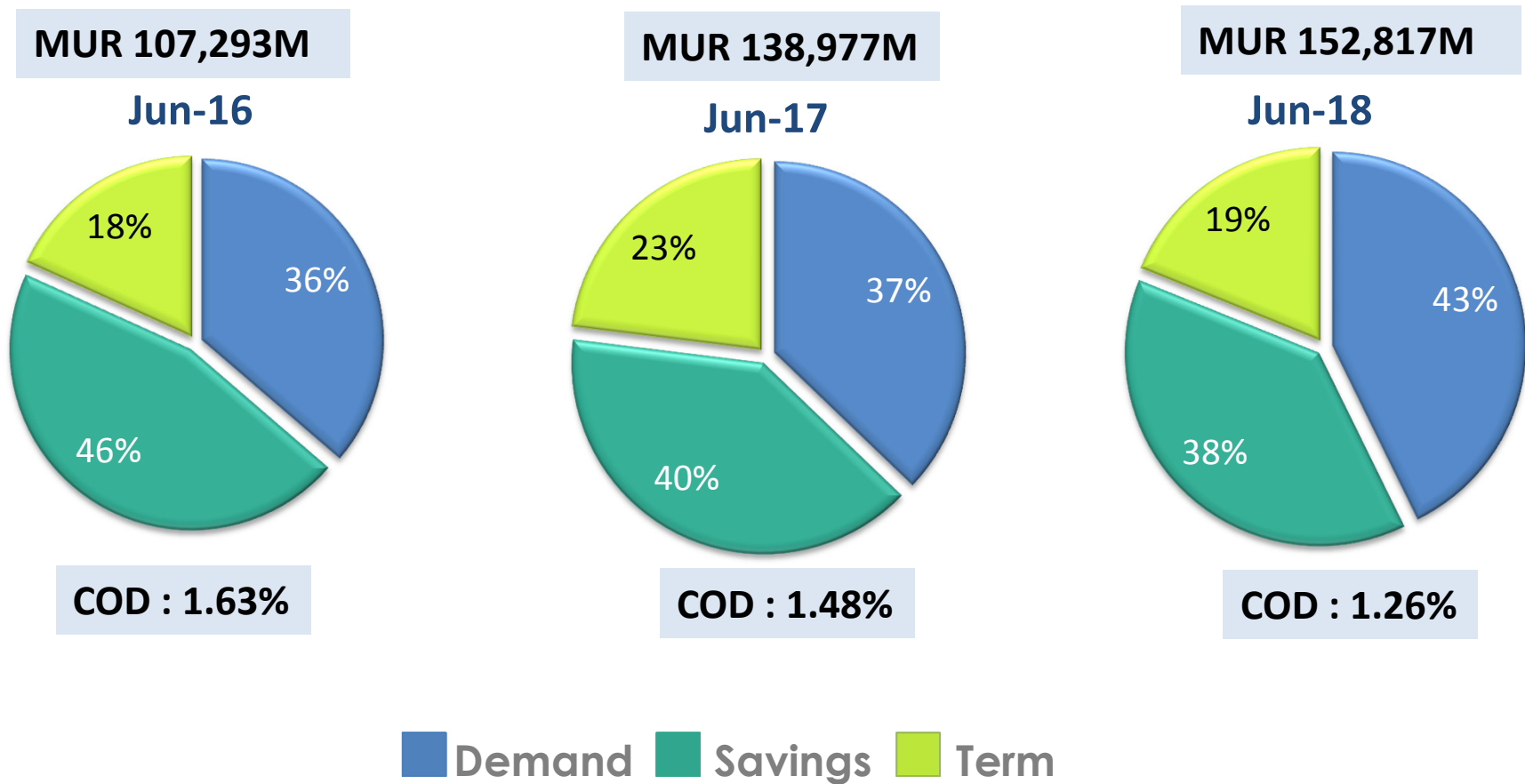
MUR Million



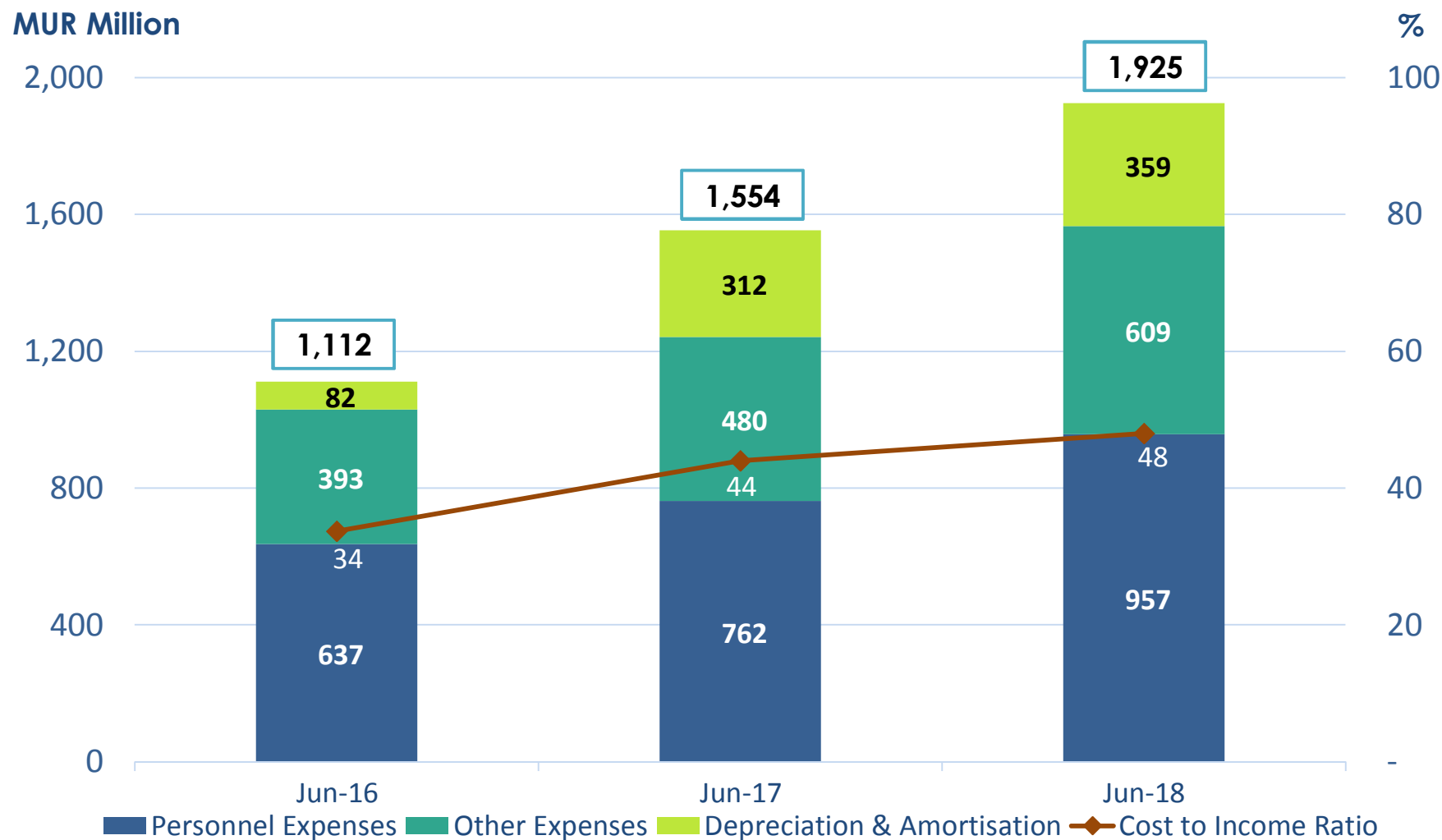
PROFIT AFTER TAX DROPPED TO MUR156 M DUE TO AN EXCEPTIONAL IMPAIRMENT CHARGE



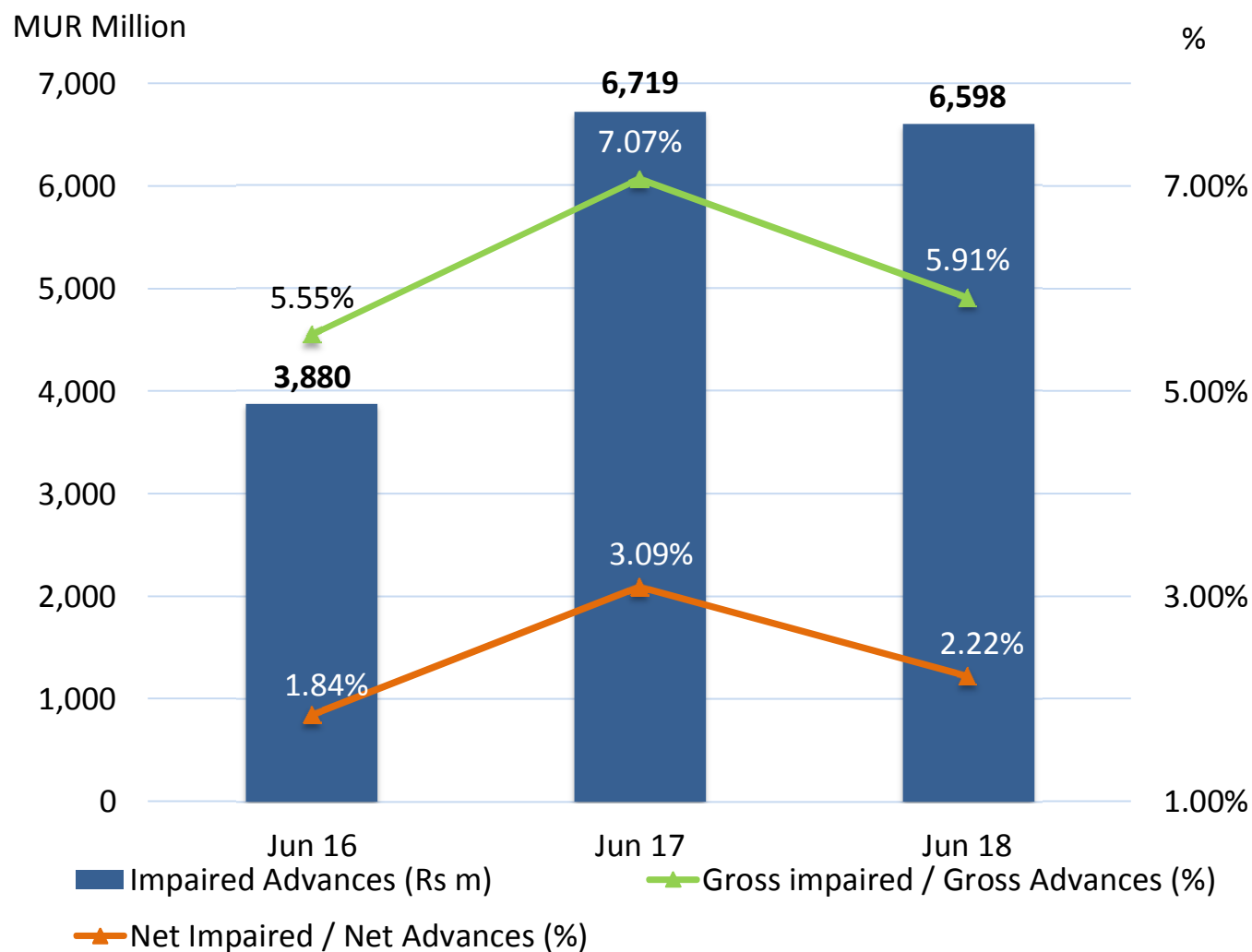
DEPOSIT GROWTH MAINTAINED MOMENTUM WITH A WELL BALANCED MIX



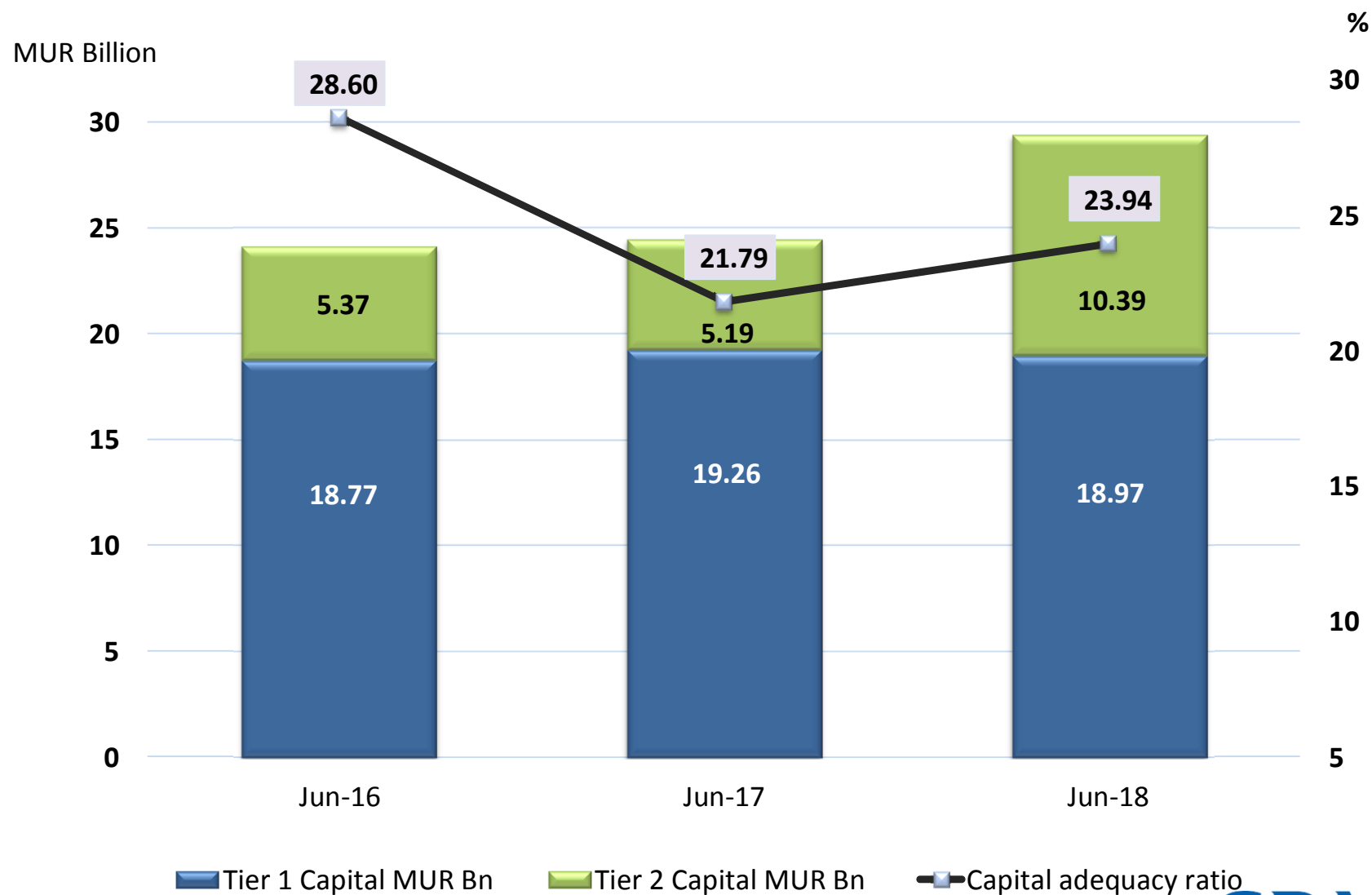
OPERATING COSTS INCREASED BY 24% DUE TO CAPACITY BUILDING INITIATIVES & INCLUSION OF SBM KENYA FOR FULL SIX MONTHS



BOTH GROSS IMPAIRED RATIO AND NET IMPAIRED RATIO IMPROVED COMPARED TO JUNE 2017



CAPITAL ADEQUACY RATIO REMAINED WELL ABOVE REGULATORY REQUIREMENTS





PROGRESS ON STRATEGY

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OUR FOCUS AREAS: MAURITIUS

- Strong domestic franchise
- Pursue digitalisation strategy and migration to lower cost channels
- Cross-selling across Group entities
- Improve level of customer service
- Disciplined Segment B growth



OUR FOCUS AREAS: INDIA

- Awaiting final approval from RBI to start the WOS transition
- Exploit India/Mauritius/Kenya/Madagascar linkages to grow both funded and non-funded business
- Tap into synergistic opportunities with other entities of the Group through cross-selling
- Grow presence and capability, based on customer value proposition
- Manage impaired assets and recovery from written-off/provisioned assets

OUR FOCUS AREAS: KENYA

- Changeover on 18 August 2018
- Stabilisation and integration
- Take advantage of the combined strength to grow business in the target segments
- Tap into synergetic opportunities with other entities of the Group
- Align policies to Group policies, particularly in areas of risk and compliance

OUR FOCUS AREAS: MADAGASCAR & SEYCHELLES

MADAGASCAR

- Expanding branch network
- Low-risk business focus
- Accompany Mauritian customers doing business in Madagascar
- Cross-sell HNWIs and Corporates to Mauritius banking and non-banking

SEYCHELLES

- Start of operations planned for early 2019

OUR FOCUS AREAS: KEY ENABLERS

HR

- Improve capabilities in selected growth areas
- Enhance organisational culture
- Recruit, retain and reward top talent

Technology

- Pursue digitalisation agenda
- Manage IT costs and cost of change
- Optimise distribution channels

Organisation and Governance Framework

- Revamp group organisation and governance structures to enhance accountability and synergy

OUR FOCUS AREAS: KEY ENABLERS

Risk Management enhancement

- Align risk appetite to strategy
- Improve risk culture
- Strengthen country risk framework
- End to end credit process review
- Revamp risk organisation structure



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THANK YOU

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EXPANSION
IN AFRICA

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