



OUR FUTURE IS NOW

Tomorrow's bank is here, today.

SBM HOLDINGS LTD

Investor Meeting

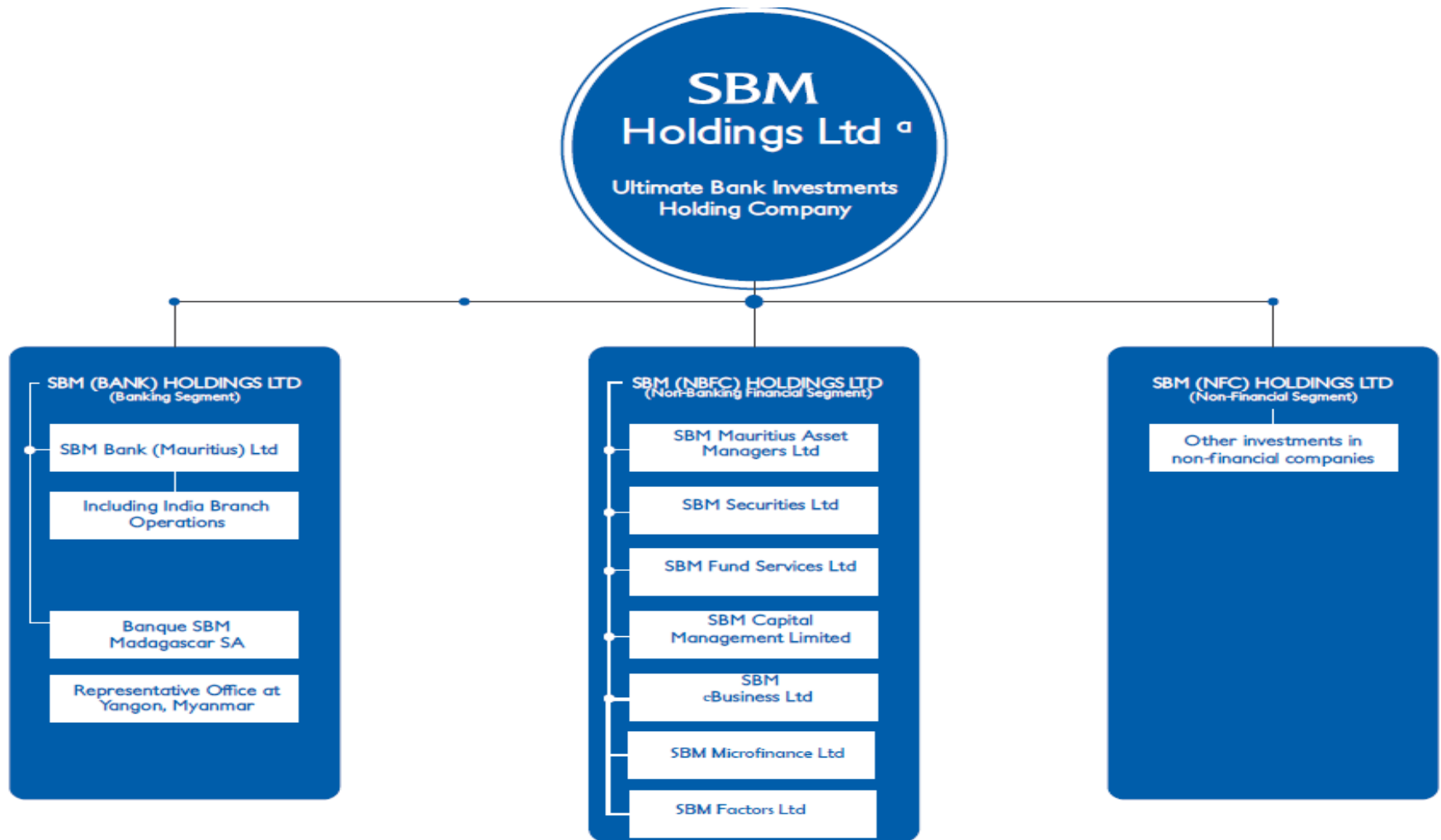
18 November 2016



Agenda

- | | |
|---|-------------------|
| 1 | Profile |
| 2 | Economy |
| 3 | Strategy |
| 4 | Financials |
| 5 | Share Information |
| 6 | Outlook |
| 7 | Q & A |

Group structure



Achievements



Best E-Commerce Bank
East Africa 2015



Most Innovative Prepaid Card
(SBM Smile Prepaid Cards)
East Africa 2015

Moody's
rating

As at 31 May 2016

Outlook: Stable

Bank Deposits: Baa3/P-3

Baseline Credit Assessment: ba1

Counterparty Risk Assessment:

Baa2(cr)/P-2(cr)

Issuer rating: Baa3



Best Innovation in Retail
Banking
Mauritius 2016



Private Bank of the year
Mauritius 2016



Best Retail Banking
Mauritius 2016

Agenda

1 Profile

2 **Economy**

3 Strategy

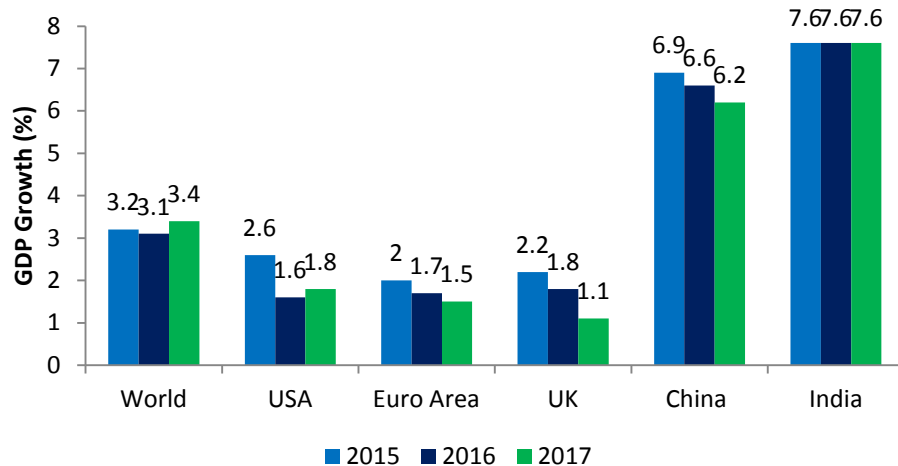
4 Financials

5 Share Information

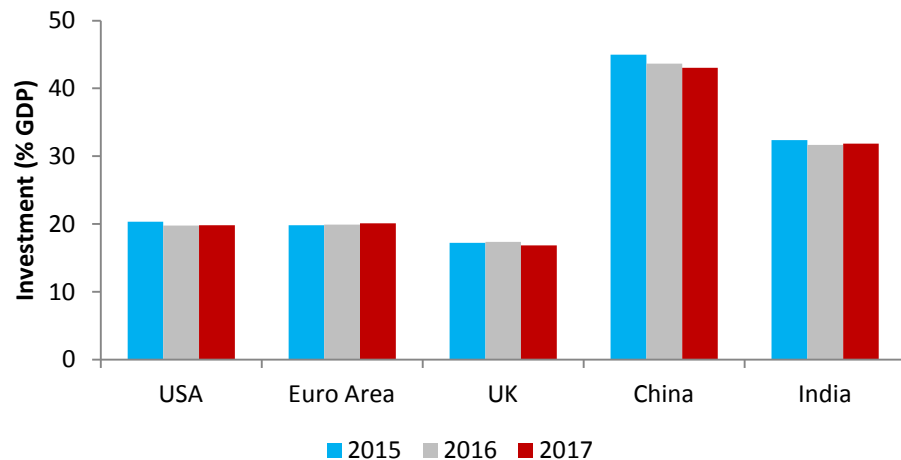
6 Outlook

7 Q & A

Global Economy

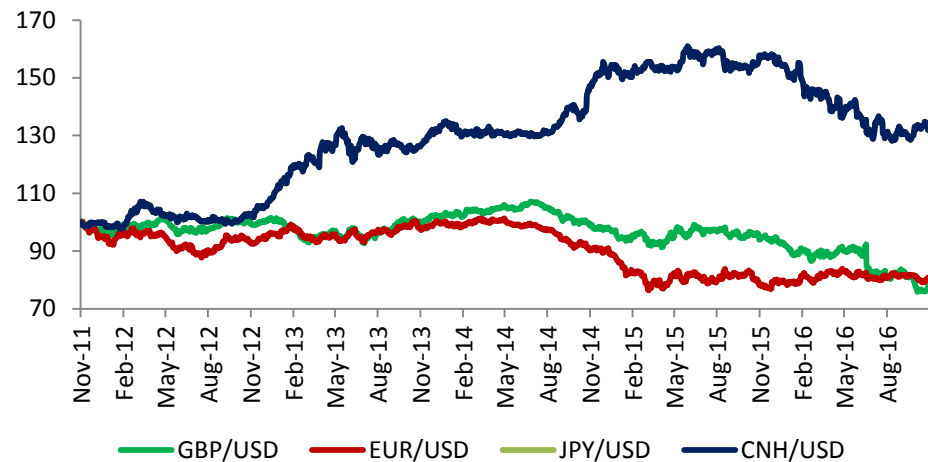
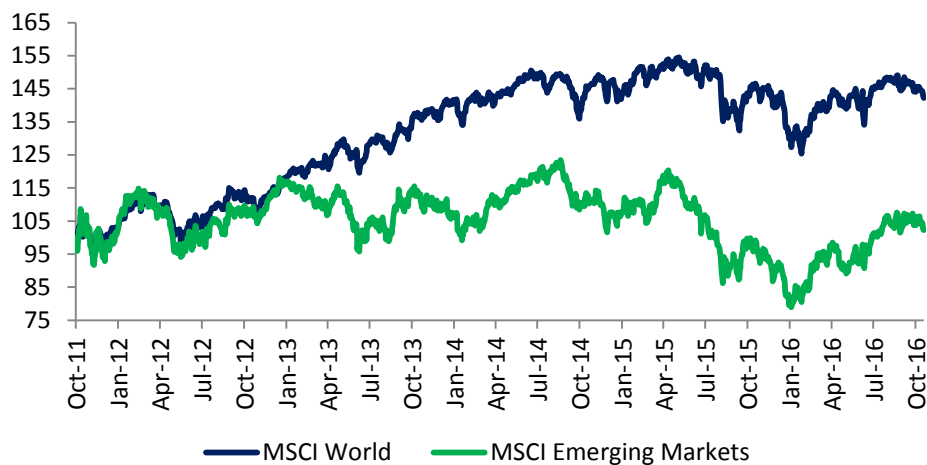


	Inflation		
	2015	2016f	2017f
USA	0.1	1.2	2.3
Euro Area	0.0	0.3	1.1
UK	0.1	0.7	2.5
China	1.4	2.1	2.3
India	4.9	5.5	5.2



- India and US are expected to have a rising/stable growth trajectory in 2016 and 2017
- UK, China and Euro Area expected to follow opposite paths
- Main reasons: Effect of Brexit and slowdown in manufacturing sector (China)
- Following years of low inflation, the latter expected to pick up as economy recovers
- Investment (% GDP) expected to continue on its trend

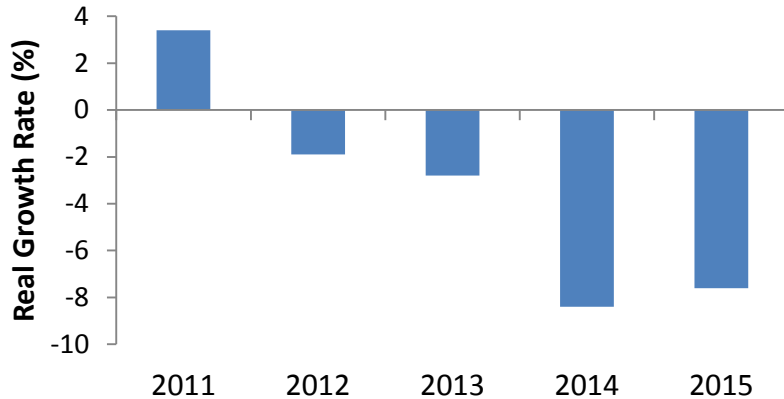
Global Markets



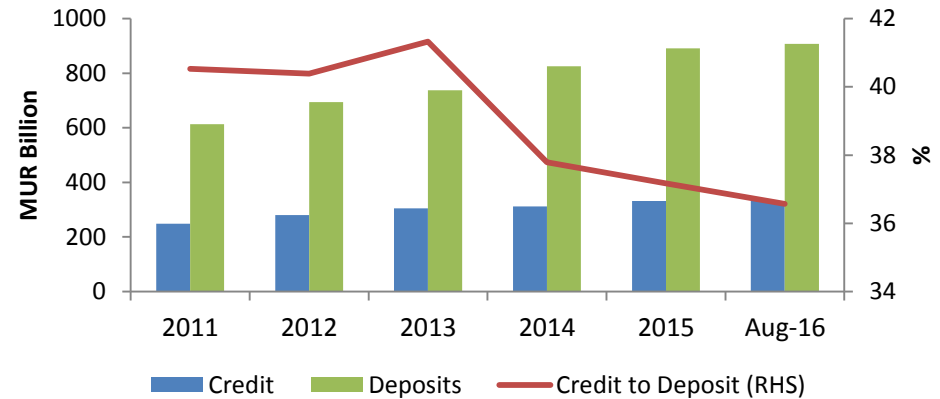
	4Q16	1Q17	2Q17	3Q17	4Q16	1Q17	2Q17	3Q17
	EUR/USD				GBP/USD			
Bloomberg Composite	1.09	1.09	1.09	1.1	1.24	1.23	1.24	1.25

Domestic Economy

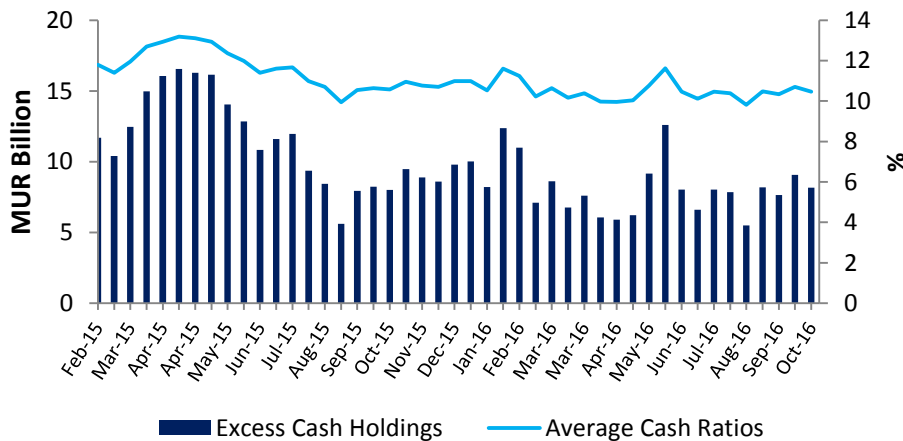
Gross Domestic Investment



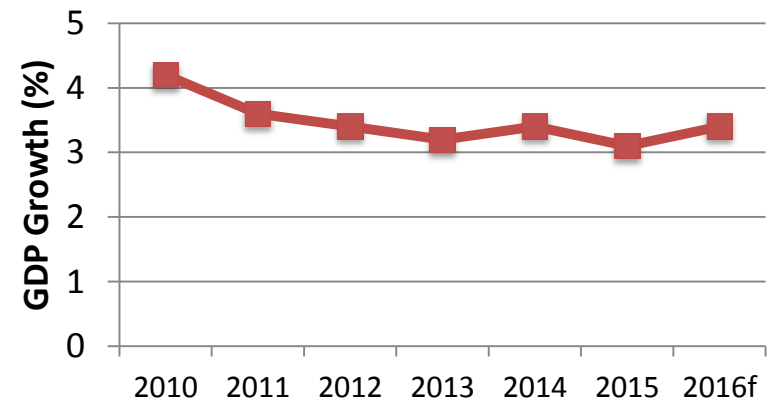
Credit and deposit



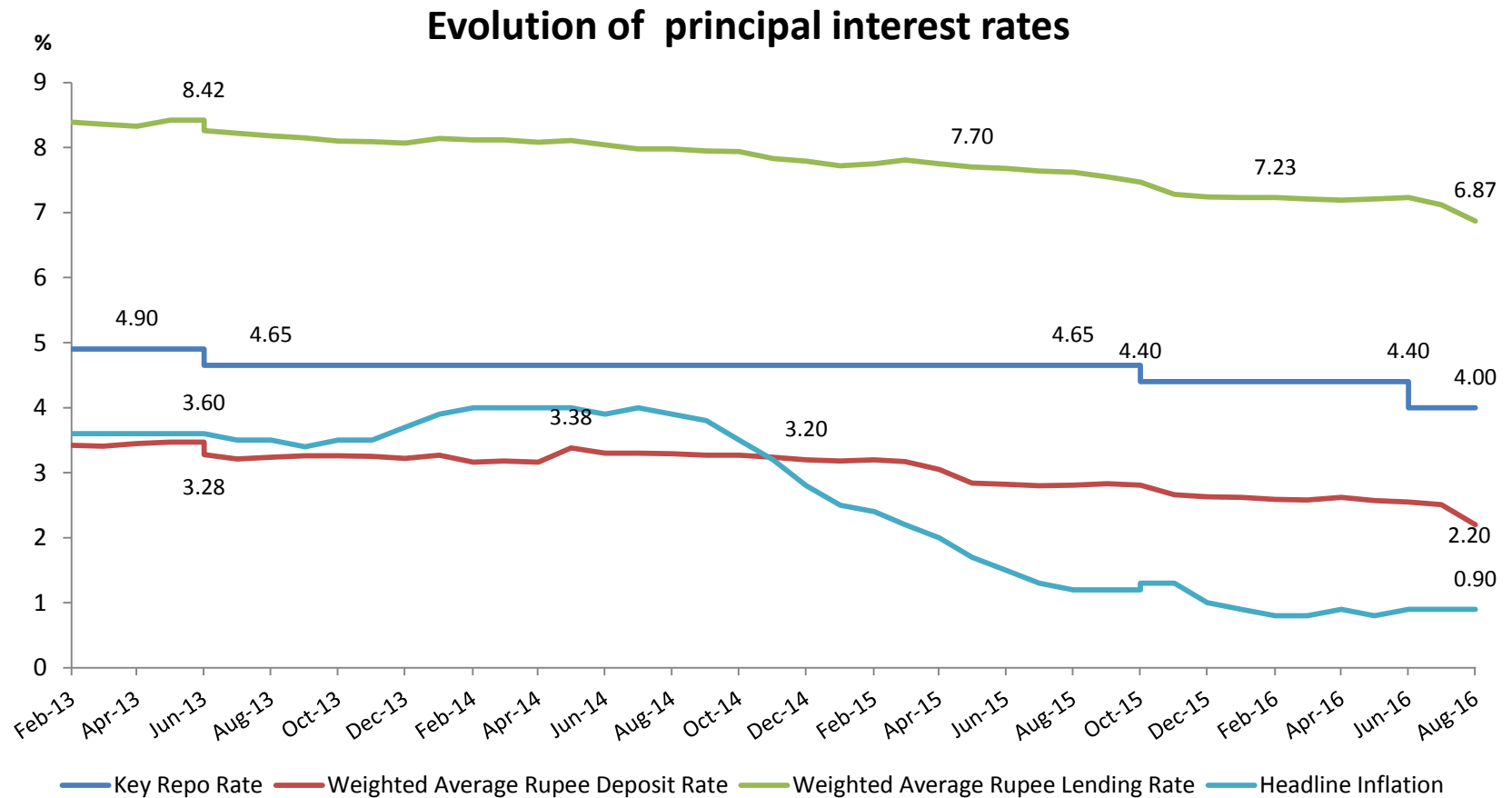
Excess Liquidity



GDP



Interest rates



Agenda

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3 **Strategy**

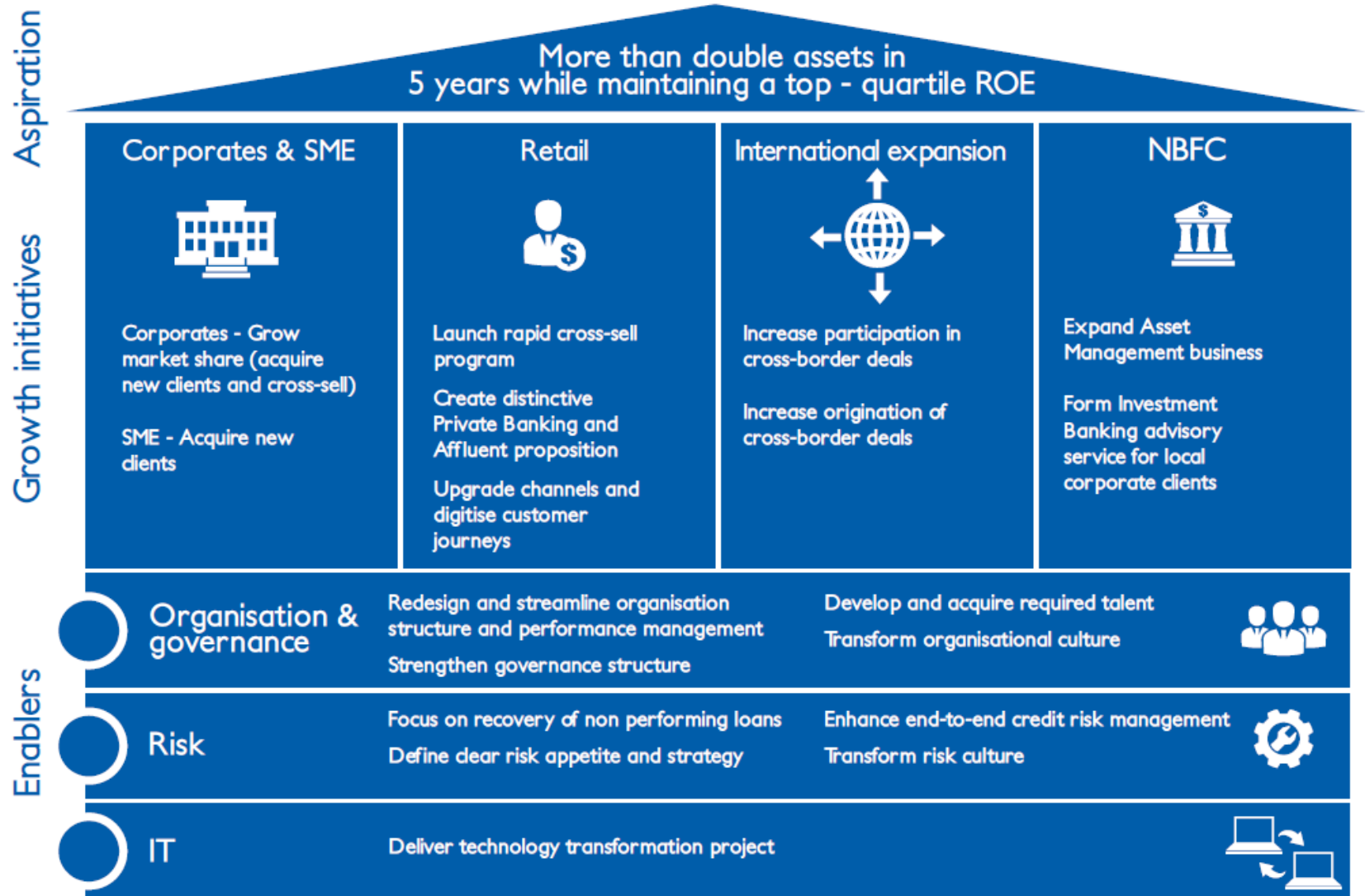
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Overview of strategy



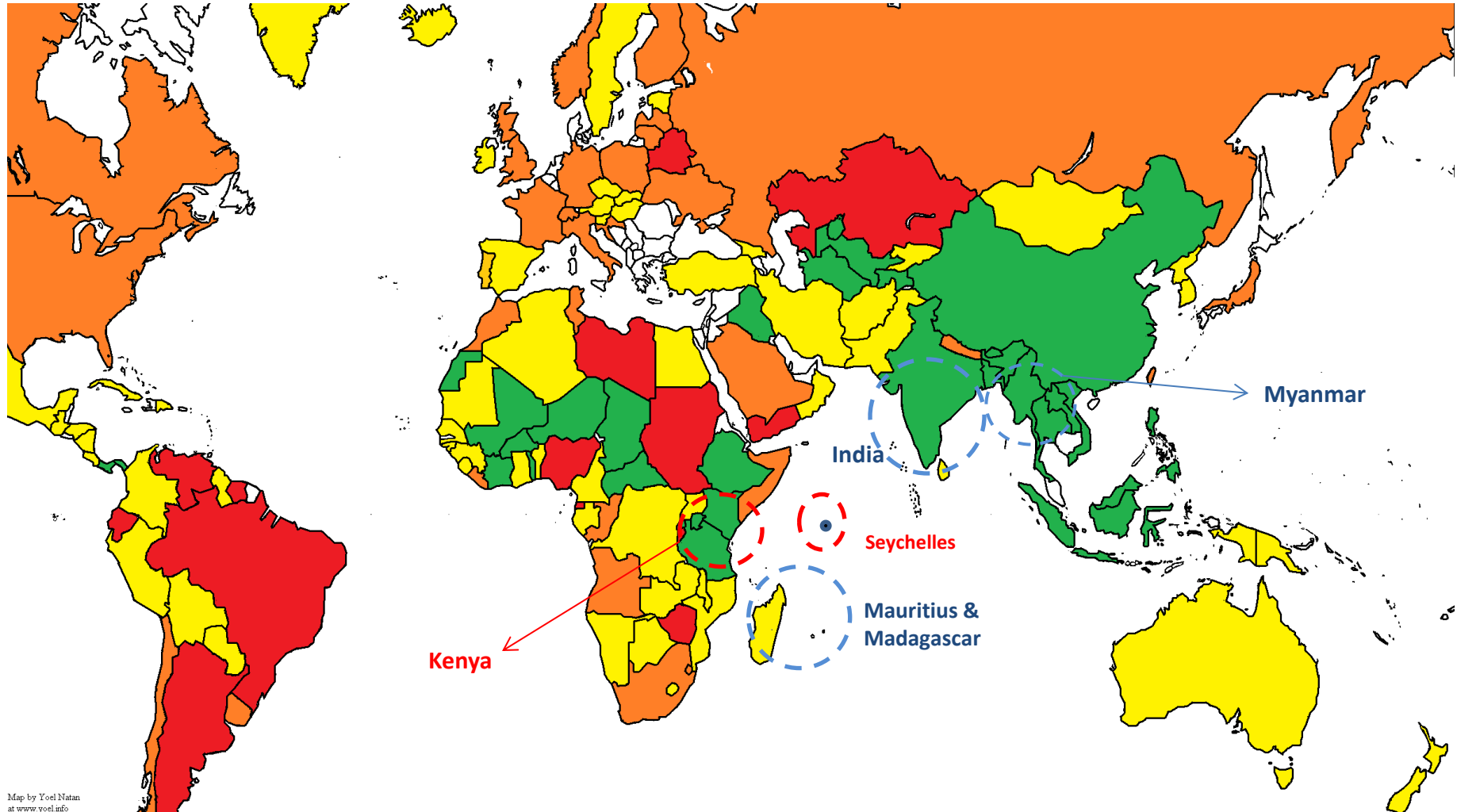
International expansion



Countries where SBM is present



Countries where SBM is considering to be present



Recent developments

SBM HOMELOAN
Update your status

Construire, rénover, refinancer

EXCLUSIVE OFFER
CASH-GIFT up to Rs 200,000*

Notifiez votre intention d'achat avec SBM HOMELOAN (dans un délai de 30 jours) à l'achat d'un appartement, d'une maison, d'un terrain, d'un local commercial, d'un terrain agricole ou d'un terrain à bâtir.

- Exceptionnel interest rate as from 5.49% p.a.
- 100% discount on legal / processing fees
- No registration fees for loan refinancing
- * Terms and conditions apply. Offer is non-cumulative.

Hotline: 207 0911 (jours de semaine de 9h00 à 19h00)
E: sbm@sbmgroup.mu W: www.sbmgroup.mu
Visitez notre site internet de la SBM

SBM

- **Flamingo Go-live:** Launched new technology platform
- Launched new products and revamped existing products
 - ✓ SBM MOOV
 - ✓ Sky Smiles Credit Card
 - ✓ Home Loan
 - ✓ Achiever
 - ✓ Eco-Loan

SBM MAHARAJA FUND

Give your vision for growth an Indian perspective

SBM MAHARAJA BOND FUND • A portfolio of debt and money market instruments issued primarily by banks and financial institutions

SBM MAHARAJA GROWTH FUND • A multi-cap investment strategy investing in stocks across sectors and market capitalizations with a minimum exposure to sovereign bonds

SBM MAHARAJA PROPERTY FUND • A portfolio of investments in real estate oriented business across India

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Email: sbmcapitalmanagement@sbmgroup.mu

SBM CAPITAL MANAGEMENT LTD | SBM

- **NBFC:** Launch of new products
 - ✓ SBM Growth Fund
 - ✓ SBM Africa Value Fund
 - ✓ SBM Maharaja Funds
 - ✓ SBM Capital protected notes
- Capacity-building

SBM MOOV

Easy and secure payment anytime, anywhere.

Je fais moins de versements en liquide à la banque.

MOOV by SBM

SPECIAL OFFER interest rate as from **5.99% p.a.**

SBM Eco-loan
from your eco-friendly bank

Take advantage of the CEB SSDG 2015 Net Metering Scheme

Invest in the energy of the future and derive the benefits of producing electricity for your own consumption, while becoming a "producer" and exporting energy to CEB under the SSDG Net Metering Scheme.

Get the green light for your wind or solar energy project with SBM Eco-loan and let's create a better world together. Talk to us today.

- Get 8% grant on loan amount**
- Deduct 15% from income tax
- Benefit from special interest rate of 5.99% p.a.
- Pay for 10 years & benefit from free eco-energy over 25 years
- No processing fee

With the support of

SBM BANK ASSURANCE

*NVR as from 5.25% as at December 2015.
Terms & Conditions apply.
**Subject to all conditions under the SSDG Scheme on a first come first served basis as funds are limited.
Other valid for wind & photovoltaic (PV) projects only. Excludes other conditions.

T: (230) 207 0911 E: sbm@sbmgroup.mu W: www.sbmgroup.mu

SBM

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SBM HOLDINGS LTD - CONSOLIDATED KEY FINANCIAL HIGHLIGHTS

FINANCIAL PERFORMANCE- MUR'000

NET INTEREST INCOME

MUR 3,300,336
30 SEP 2016

(30 SEP 2015:
MUR3,135,672)

NON INTEREST INCOME

MUR 1,670,415
30 SEP 2016

(30 SEP 2015:
MUR 1,396,120)

OPERATING INCOME

MUR 4,970,751
30 SEP 2016

(30 SEP 2015: MUR
4,531,792)

PROFIT AFTER TAX

MUR 1,994,803
30 SEP 2016

(30 SEP 2015: MUR
1,133,742)

SBM HOLDINGS LTD - CONSOLIDATED KEY FINANCIAL HIGHLIGHTS FINANCIAL POSITION- MUR'000

TOTAL ASSETS

MUR 146,192,638

30 Sep 2016

(31 DEC 2015-MUR 136,162,091)

LOANS & ADVANCES

MUR 68,127,149

(31 DEC 2015-MUR 68,784,195)

DEPOSITS

MUR 111,489,538

30 SEP 2016

(31 DEC 2015- MUR 104,281,103)

TOTAL LIABILITIES

MUR 122,854,730

30 SEP 2016

(31 DEC 2015- MUR 113,973,728)

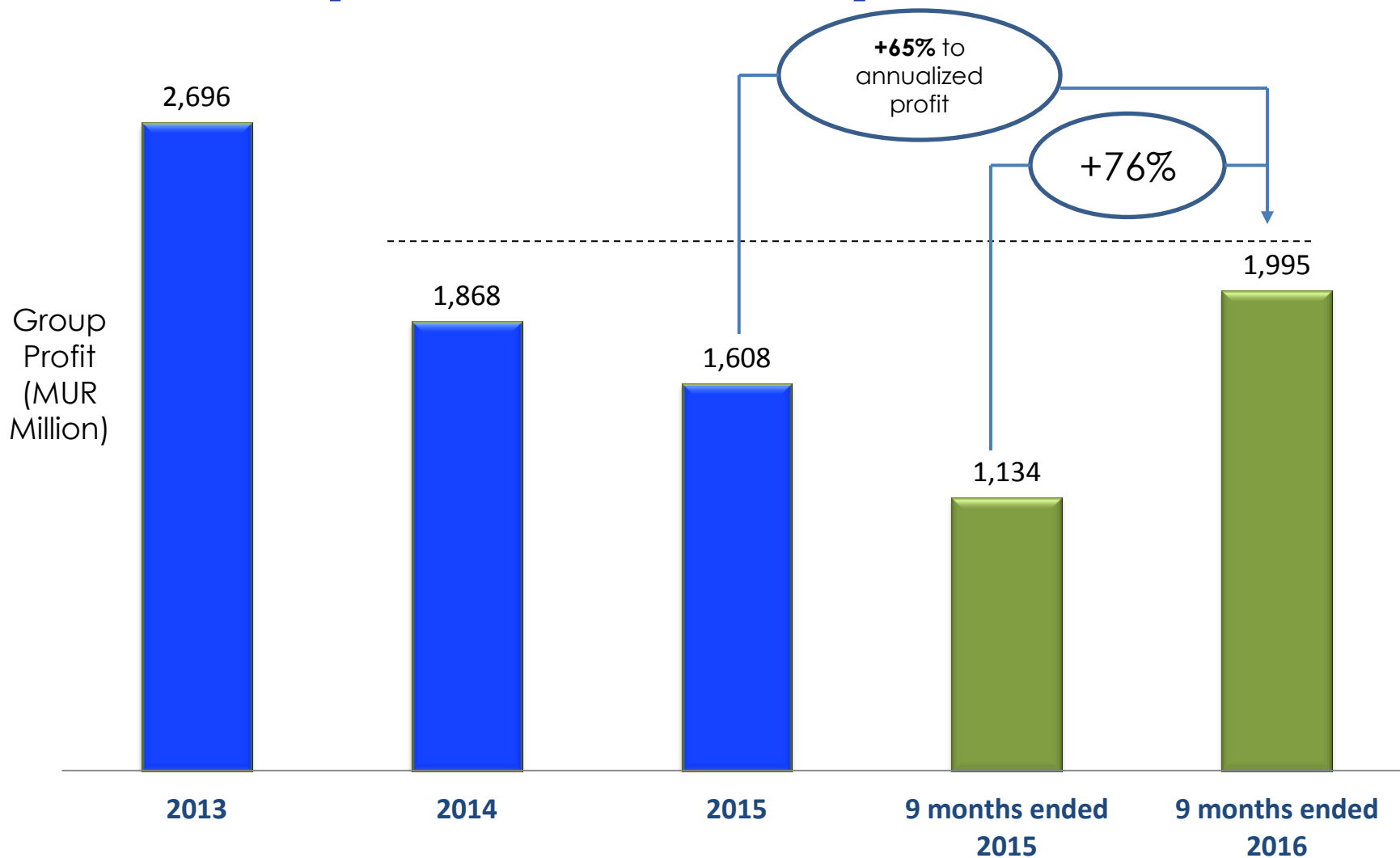
SHAREHOLDERS' EQUITY

MUR 23,337,908

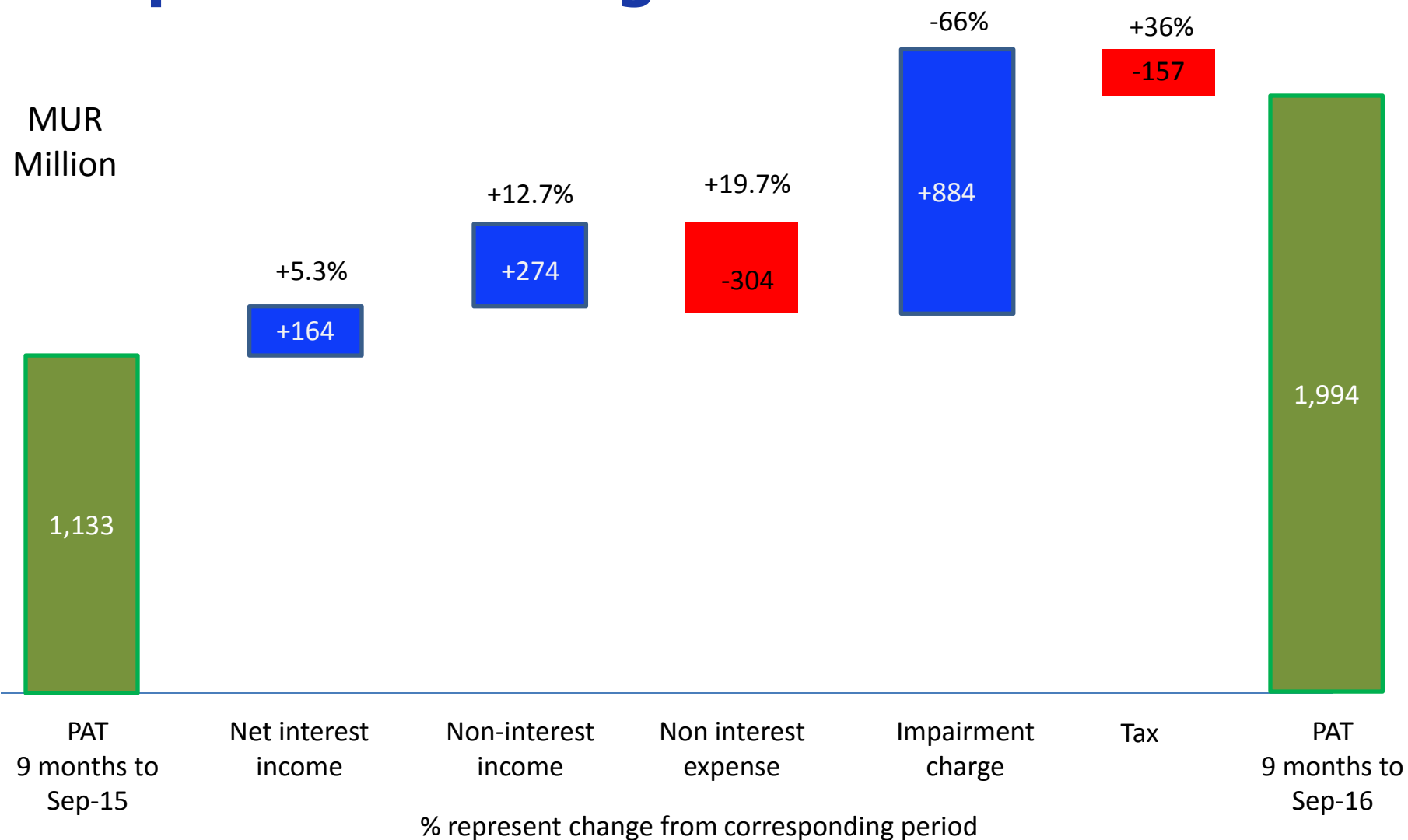
30 SEP 2016

(31 DEC 2015- MUR
22,188,363)

PAT on path to recovery

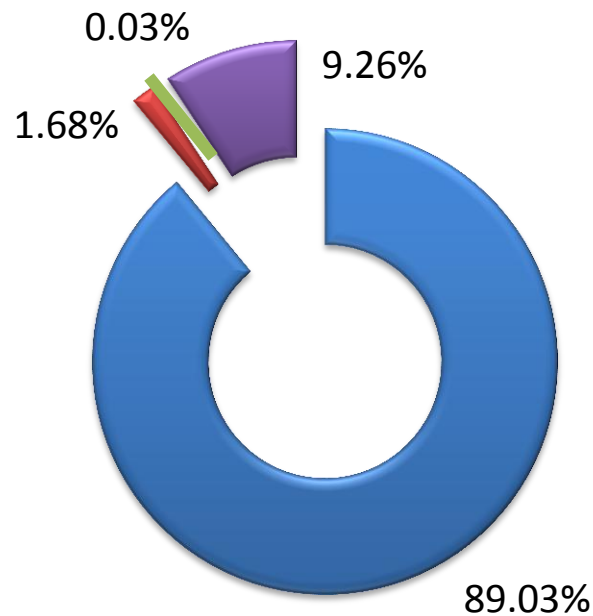


Impact on earnings

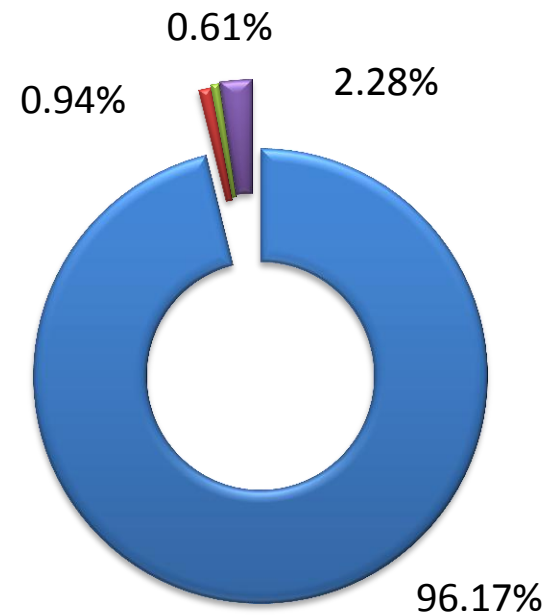


Distribution of profit by cluster

Sep 2015

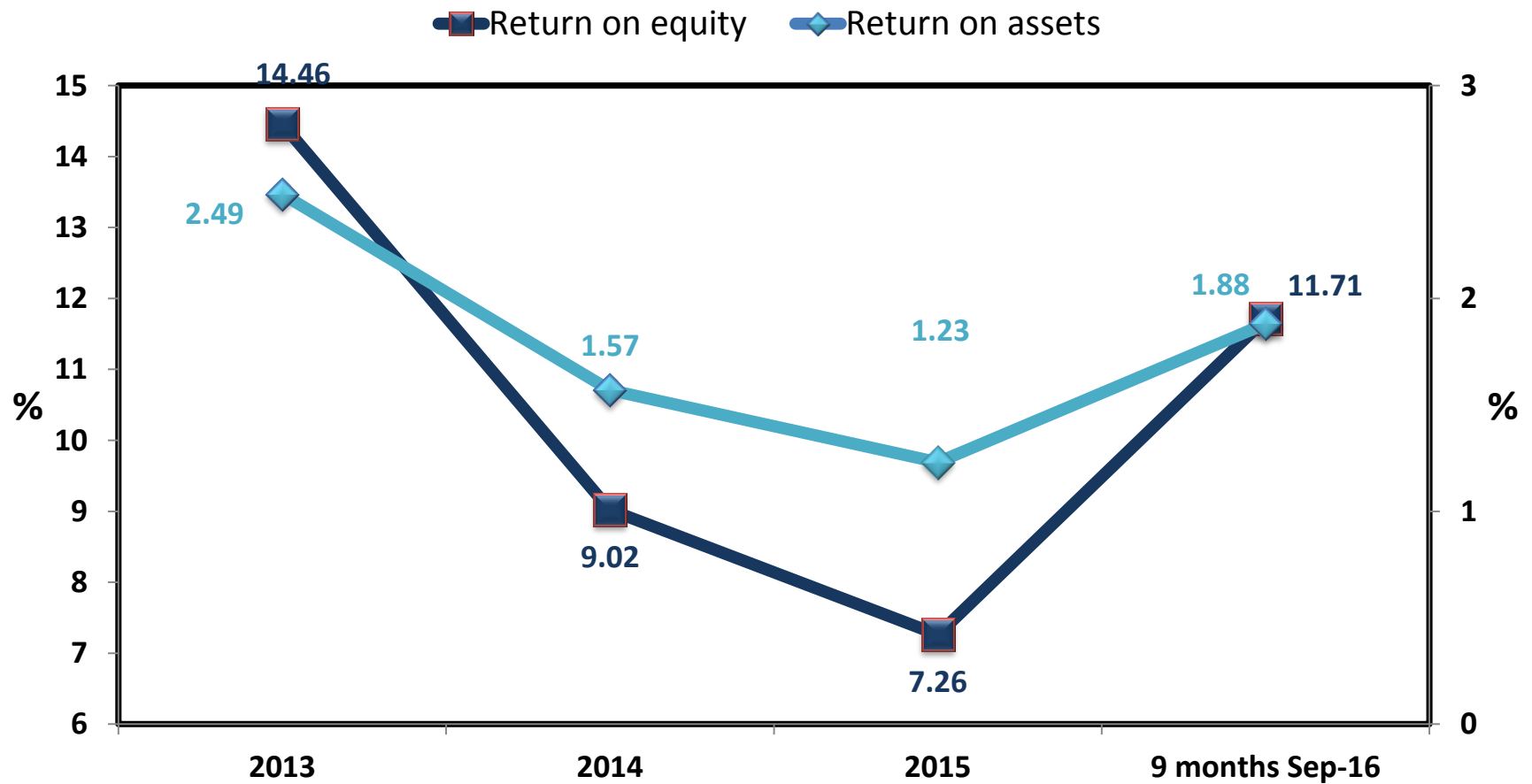


Sep 2016

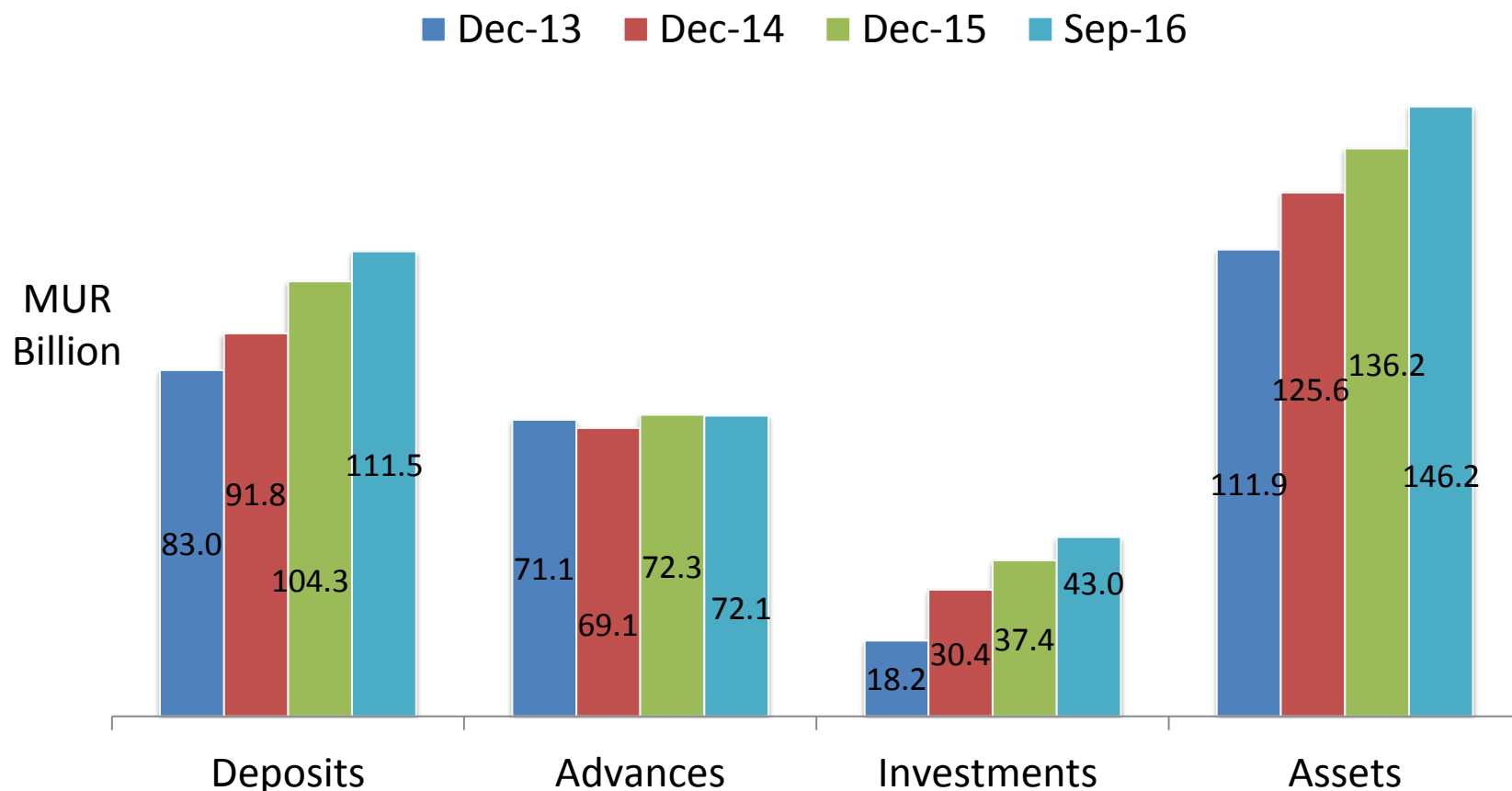


■ Banking ■ Non banking ■ Non financial ■ SBM Holdings Ltd

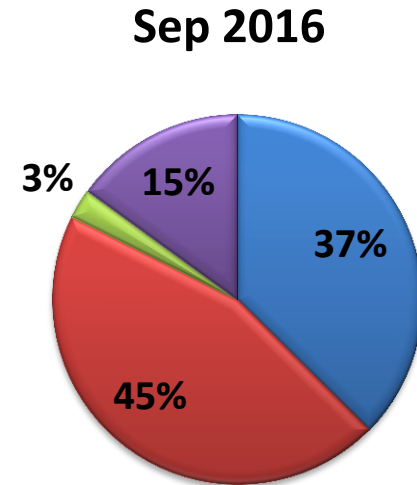
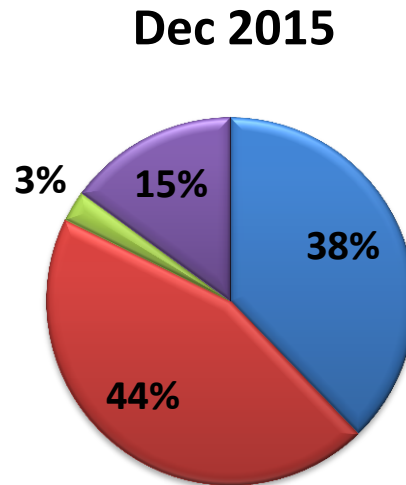
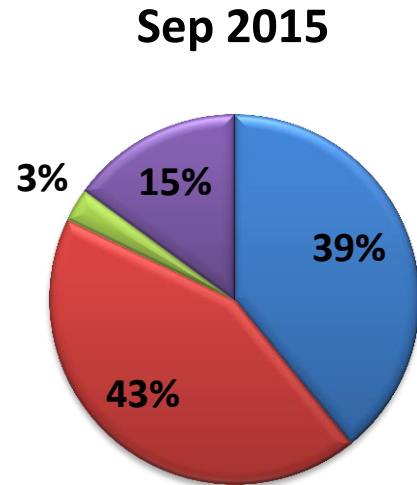
Increase in ROE and ROA on the back of higher profitability



Growth in balance sheet followed trend with sizeable rise in deposits

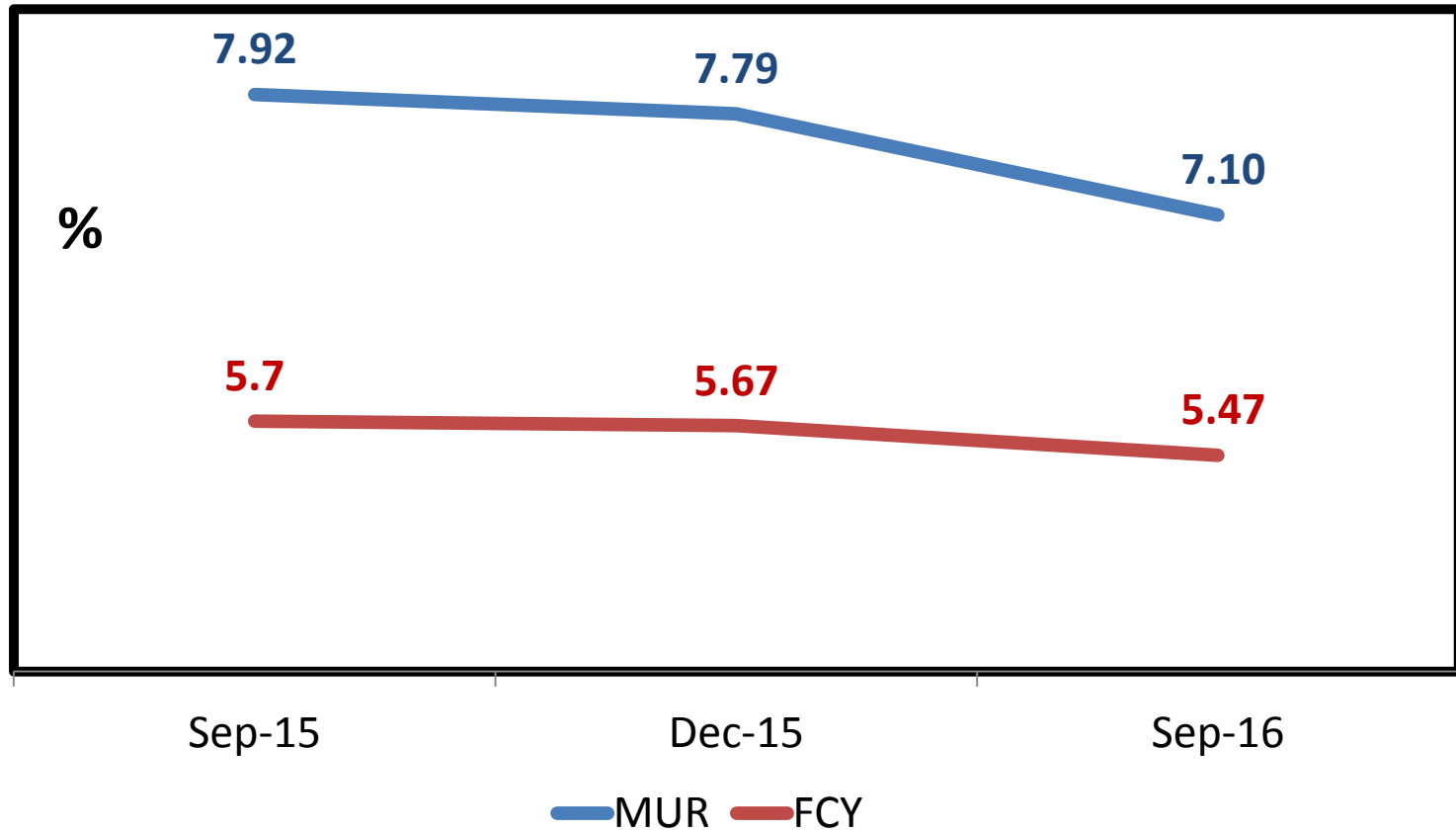


Advances



■ Retail ■ Corporate ■ SME ■ International

Yield on advances



Investment book

Dec 2015

Total: MUR 37.4 bn

MUR 22.6 bn

35.8%



MUR 14.7 bn

64.2%

■ Government bonds and T-bills

MUR 15.4 bn

39.4%



Total: MUR 43.0 bn

MUR 27.6 bn

60.6%

■ Bank bonds

MUR 23.0 bn

61.6%



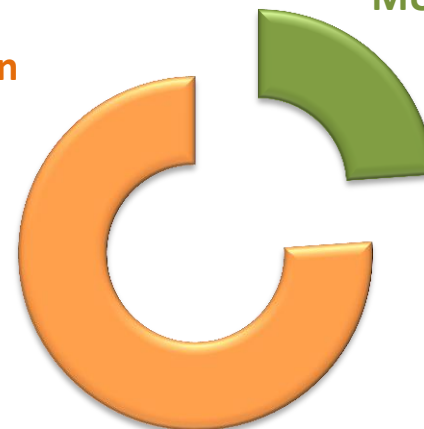
MUR 14.3

38.4%

■ FCY ■ MUR

MUR 32.7 bn

76.1%

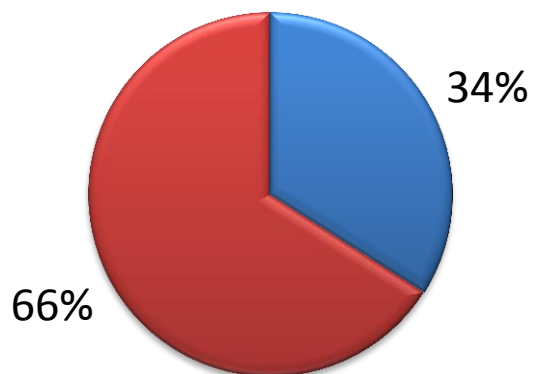


MUR 10.3 bn

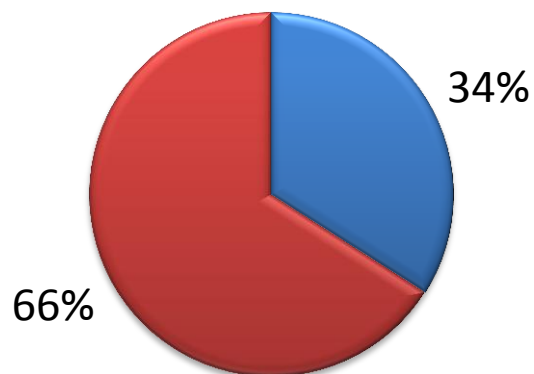
23.9%

Deposits

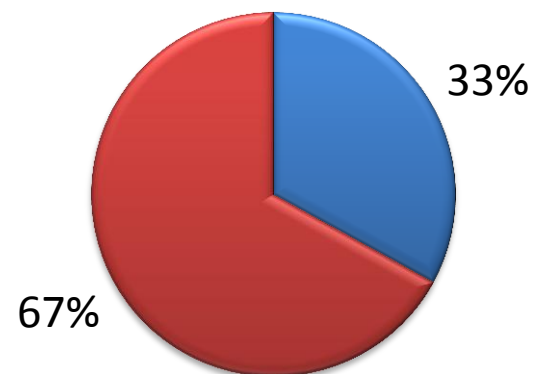
Sep 2015



Dec 2015

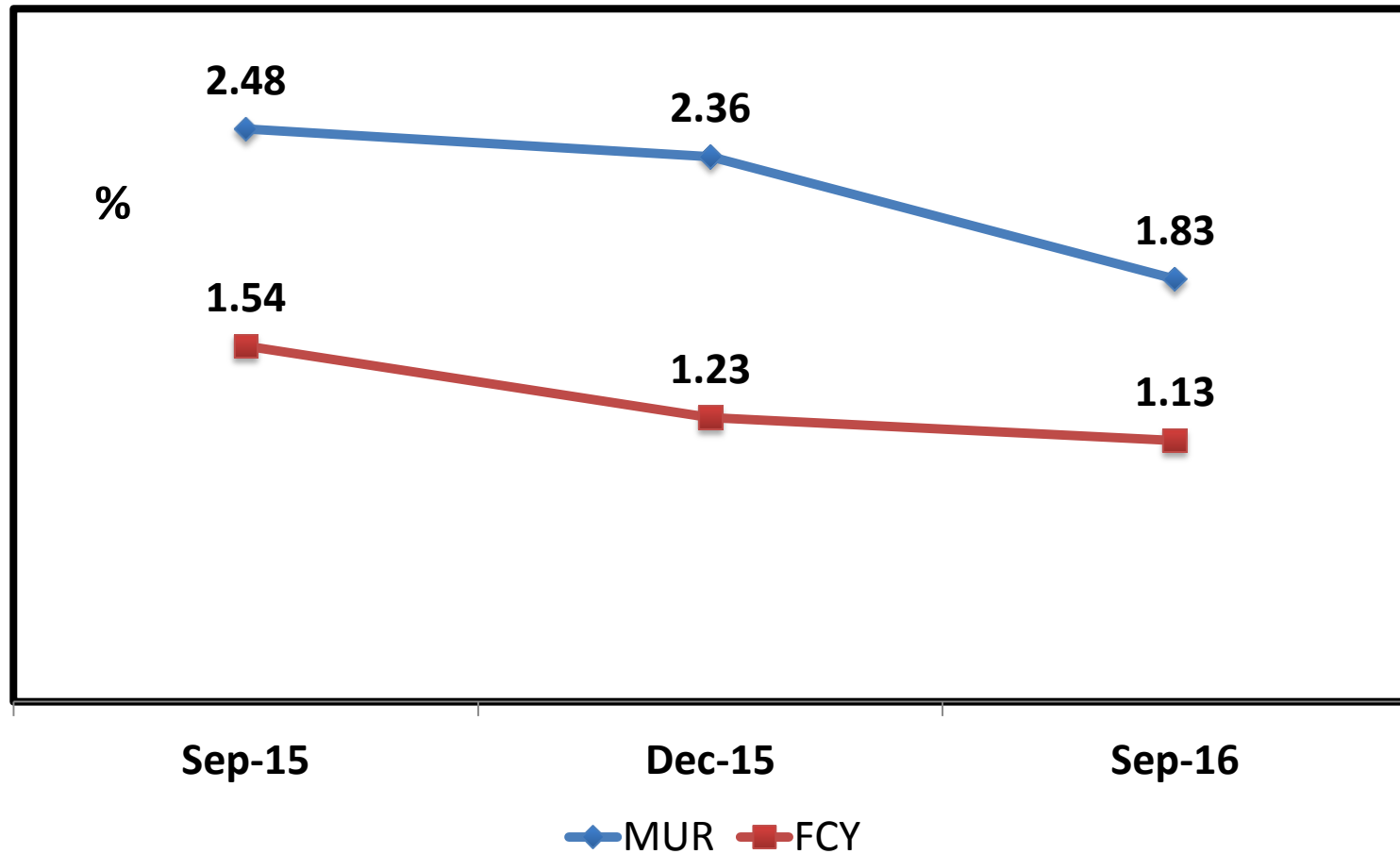


Sep 2016

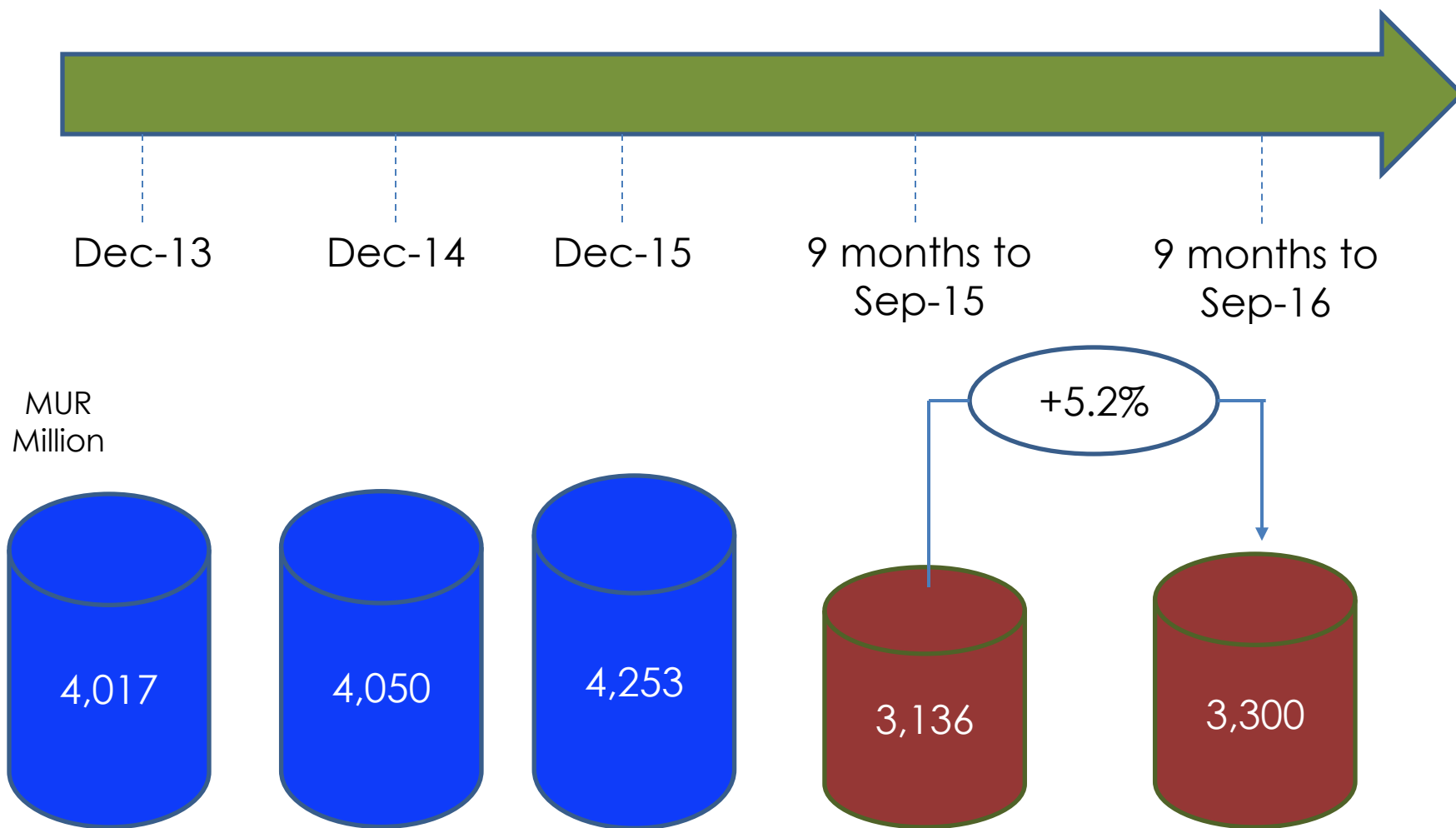


■ Non interest bearing
■ Interest bearing

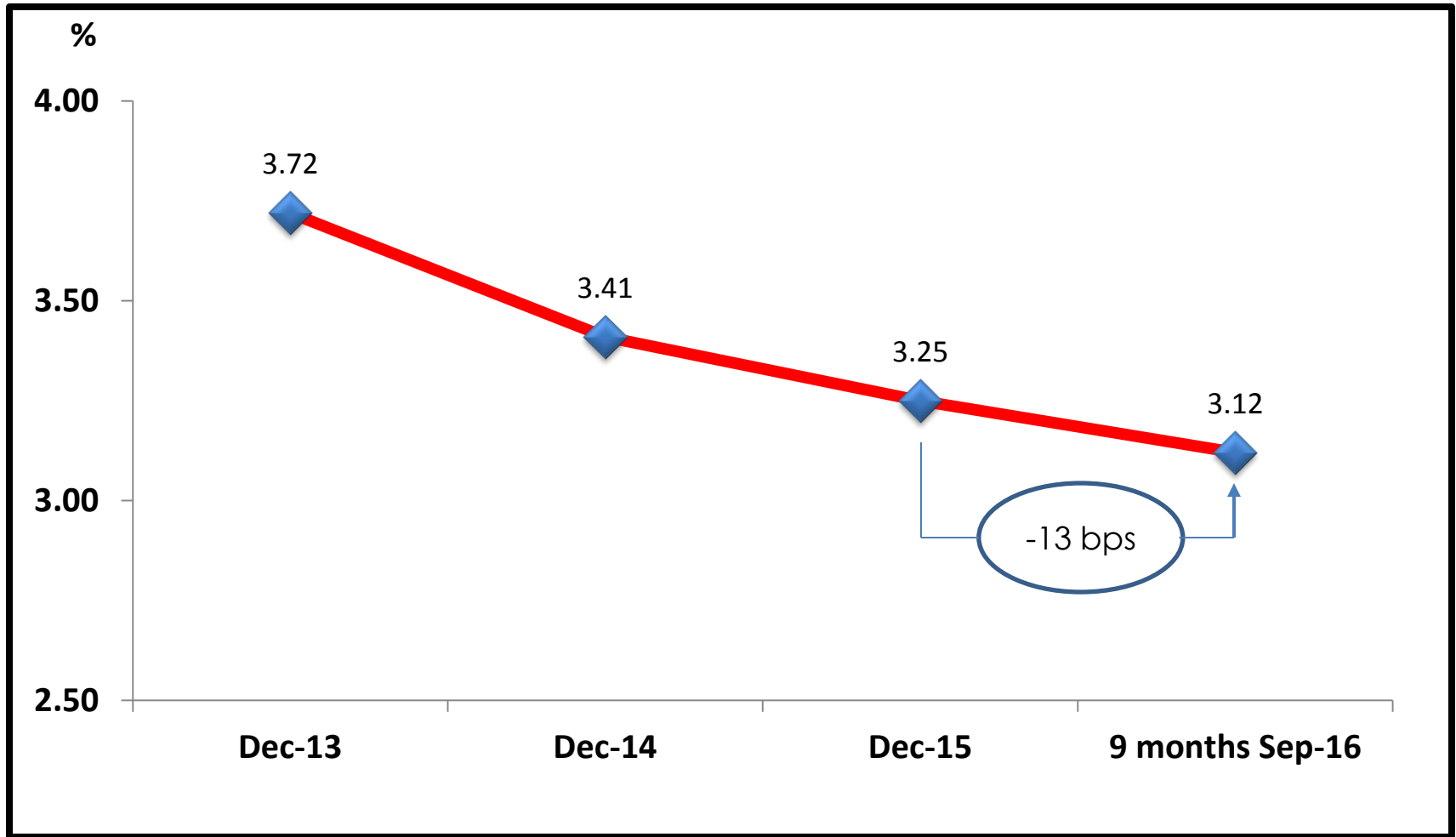
Cost of deposits



Increase in net interest income compared to last year



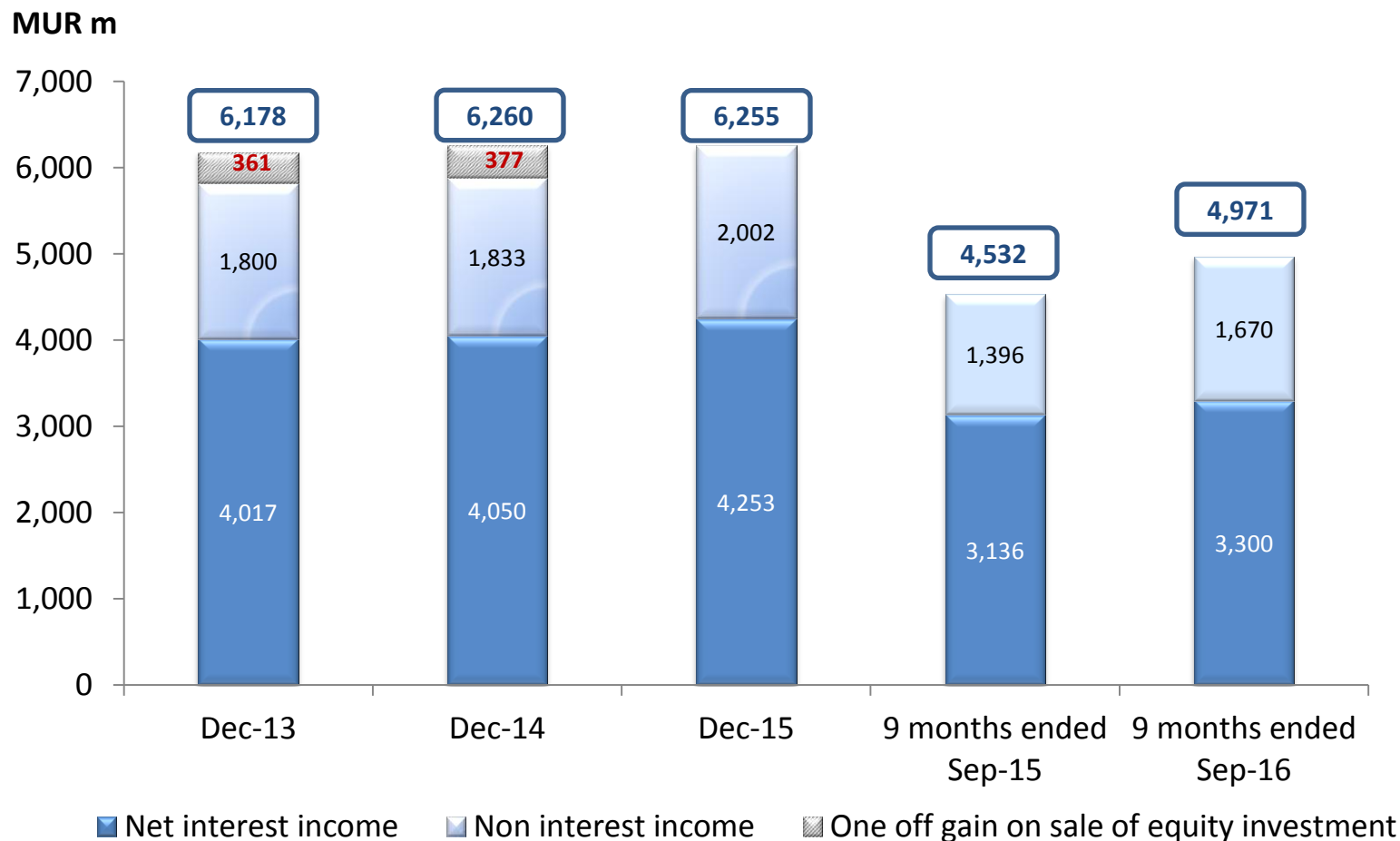
Fall in NIM- Lower interest spread and gross impaired advances



Appreciable rise in NII owing to substantial increase in fees & commission and other income

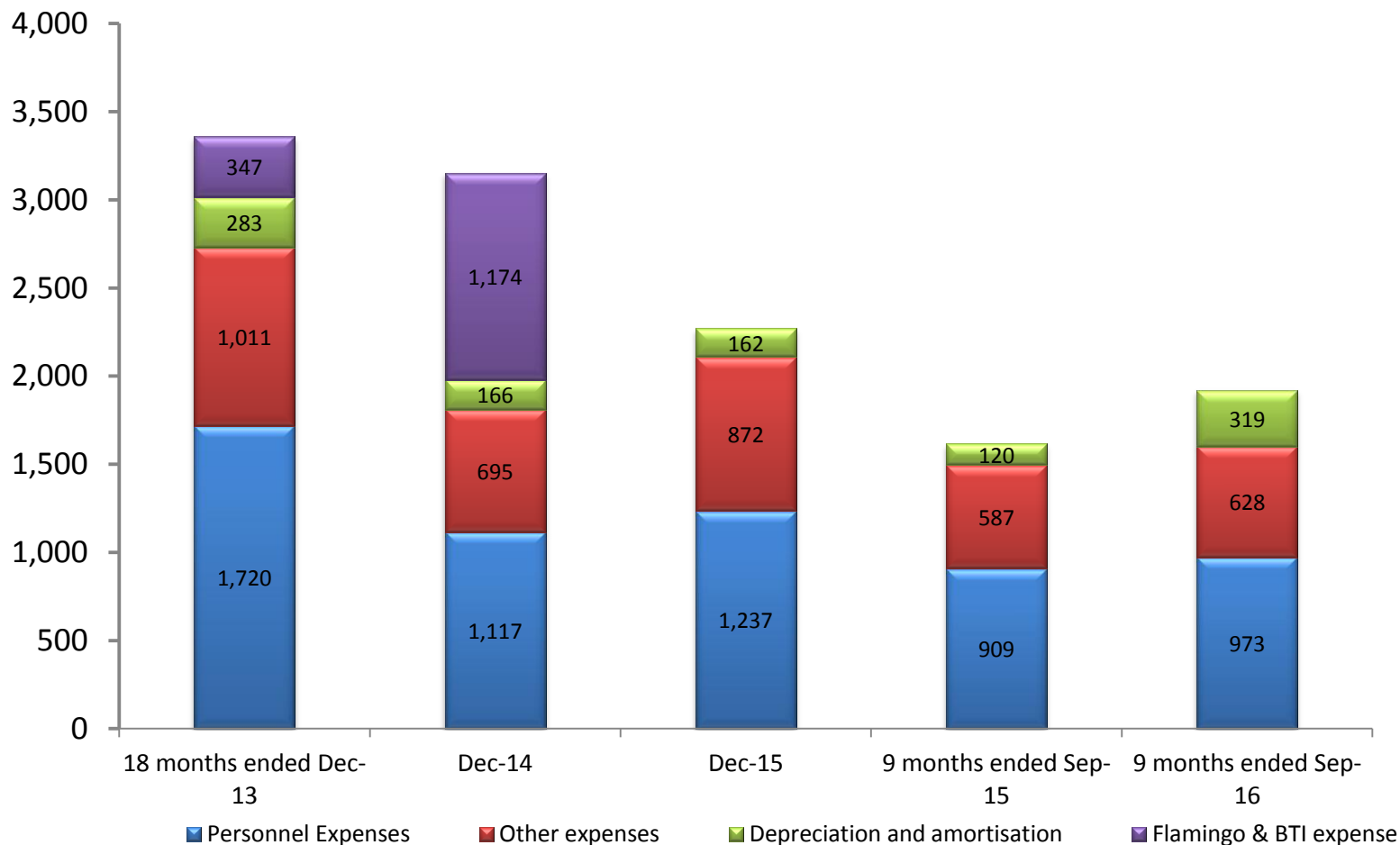
MUR Million	Dec-15	9 months to Sept-15		9 months to Sept-16
Net Fees & Commission	1,029	730	+14%	833
Dividend Income	157	30	-80%	6
Net trading income	528	397	+11%	439
Other income (e-business, etc.)	289	239	+68%	401
	2,003	1,396		1,679

Leading to a growth of 9.6% in operating income

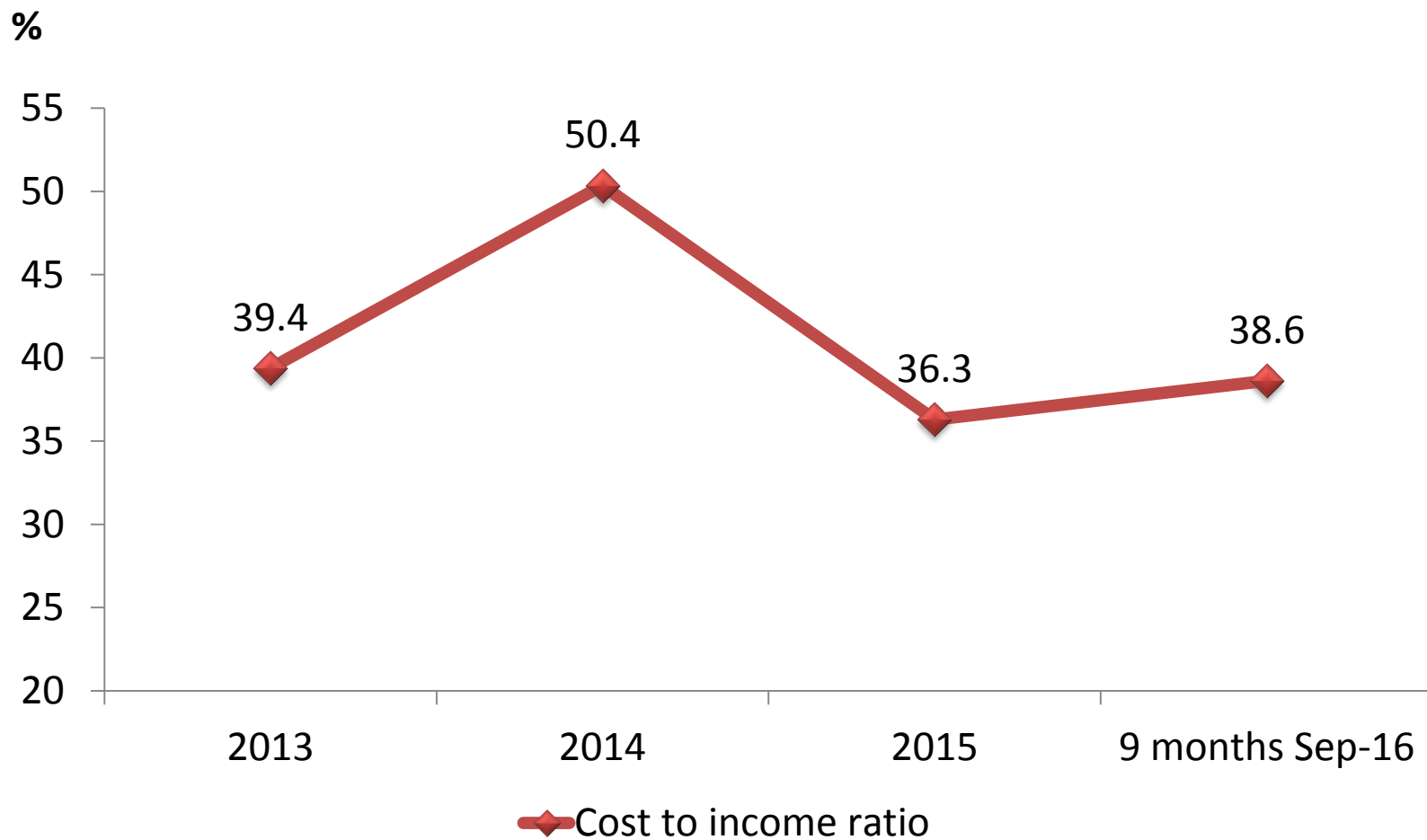


Increase in operating expenses on back of IT cost & capacity building initiatives

MUR million

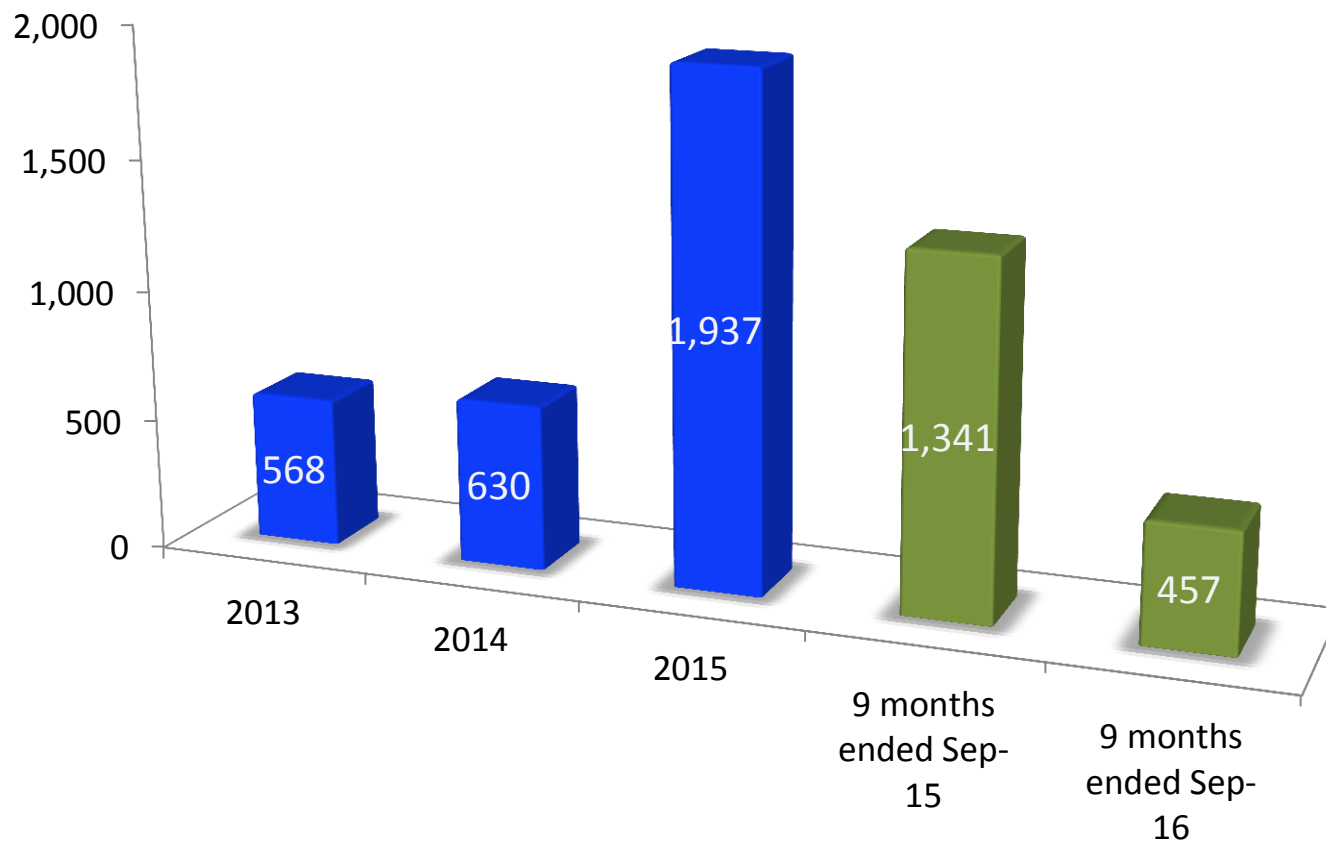


Cost to income ratio

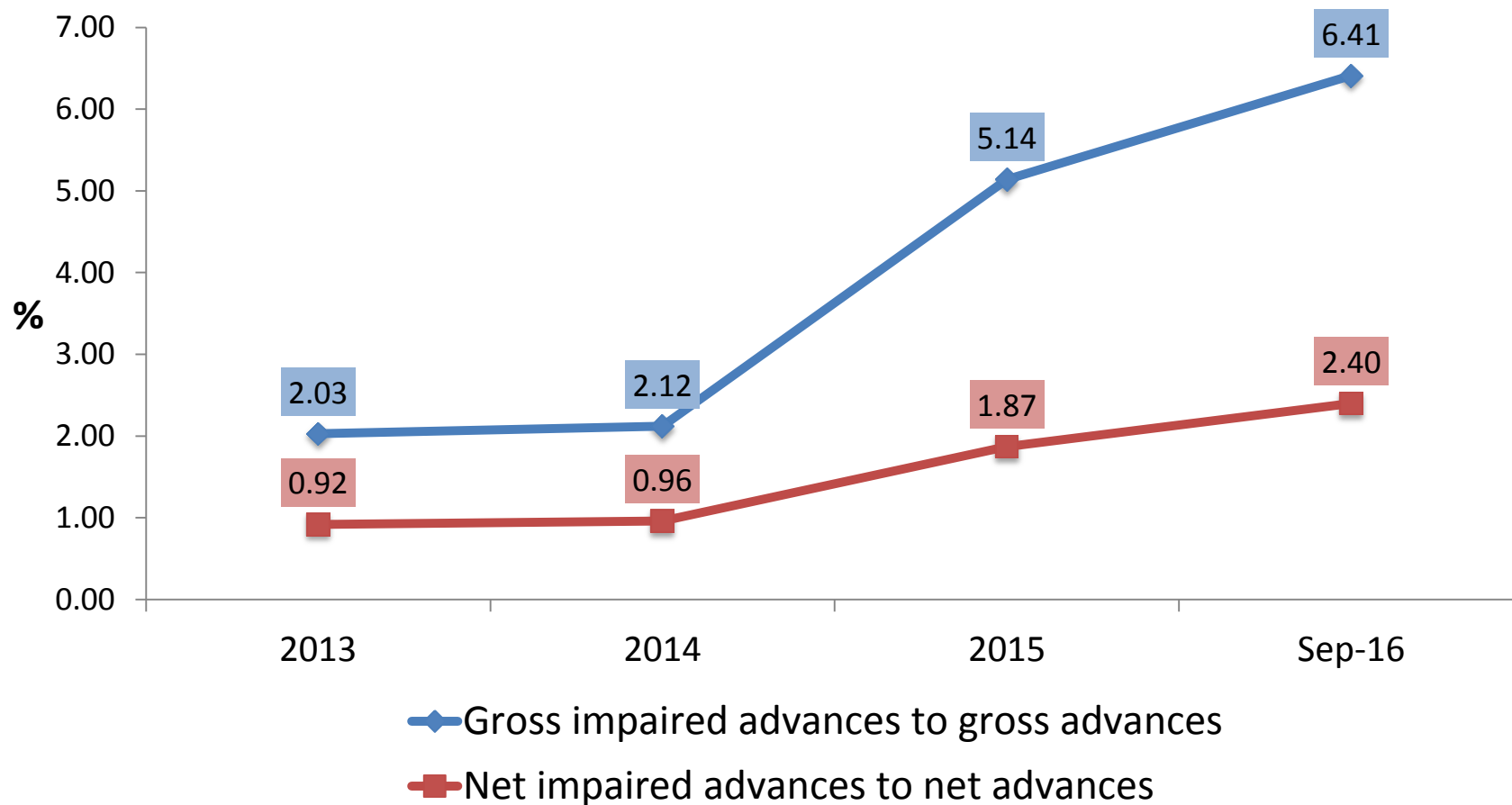


Cost of credit

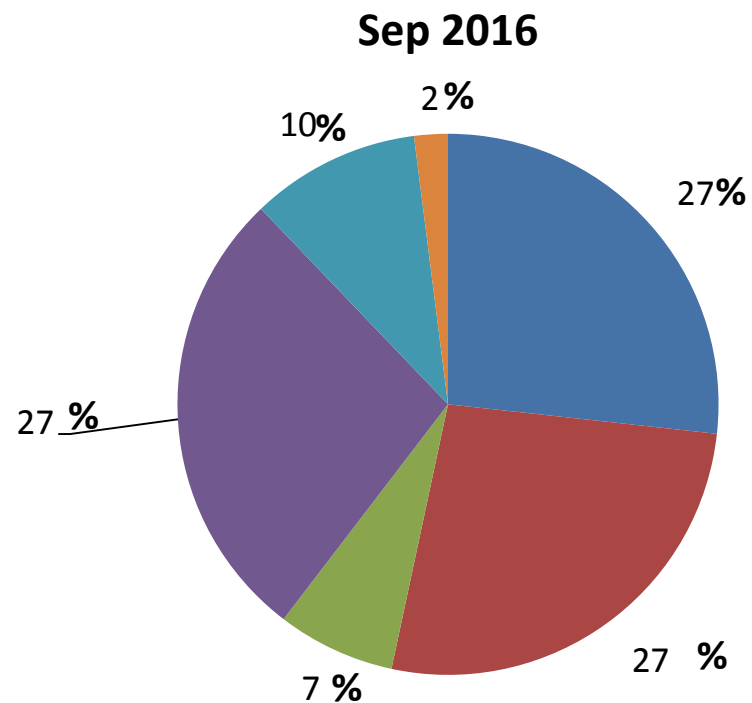
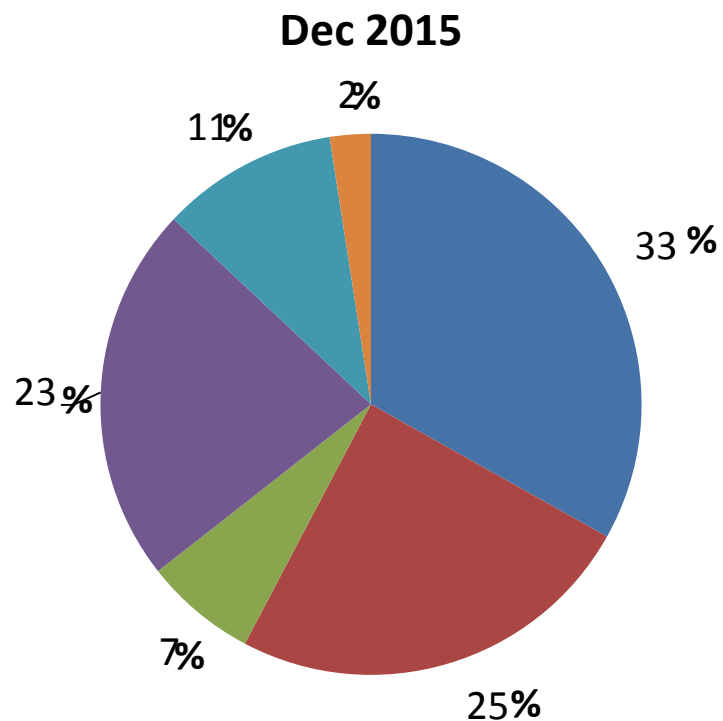
MUR m



Asset quality

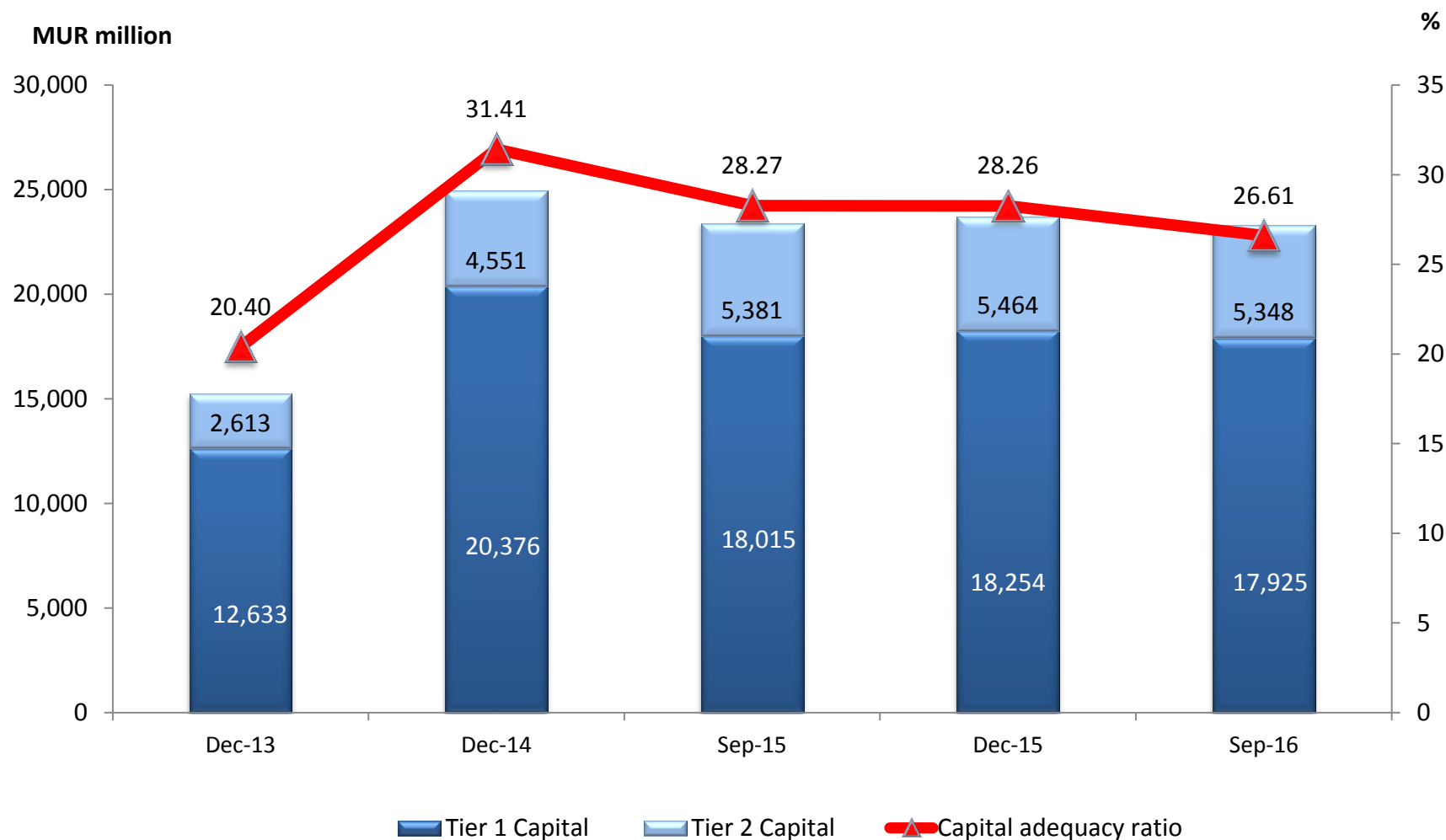


Asset quality by LOB



■ Corp Seg A ■ Corp Seg B ■ SME ■ Retail ■ India ■ Madagascar

Capital position above regulatory requirements (Basel III)



Agenda

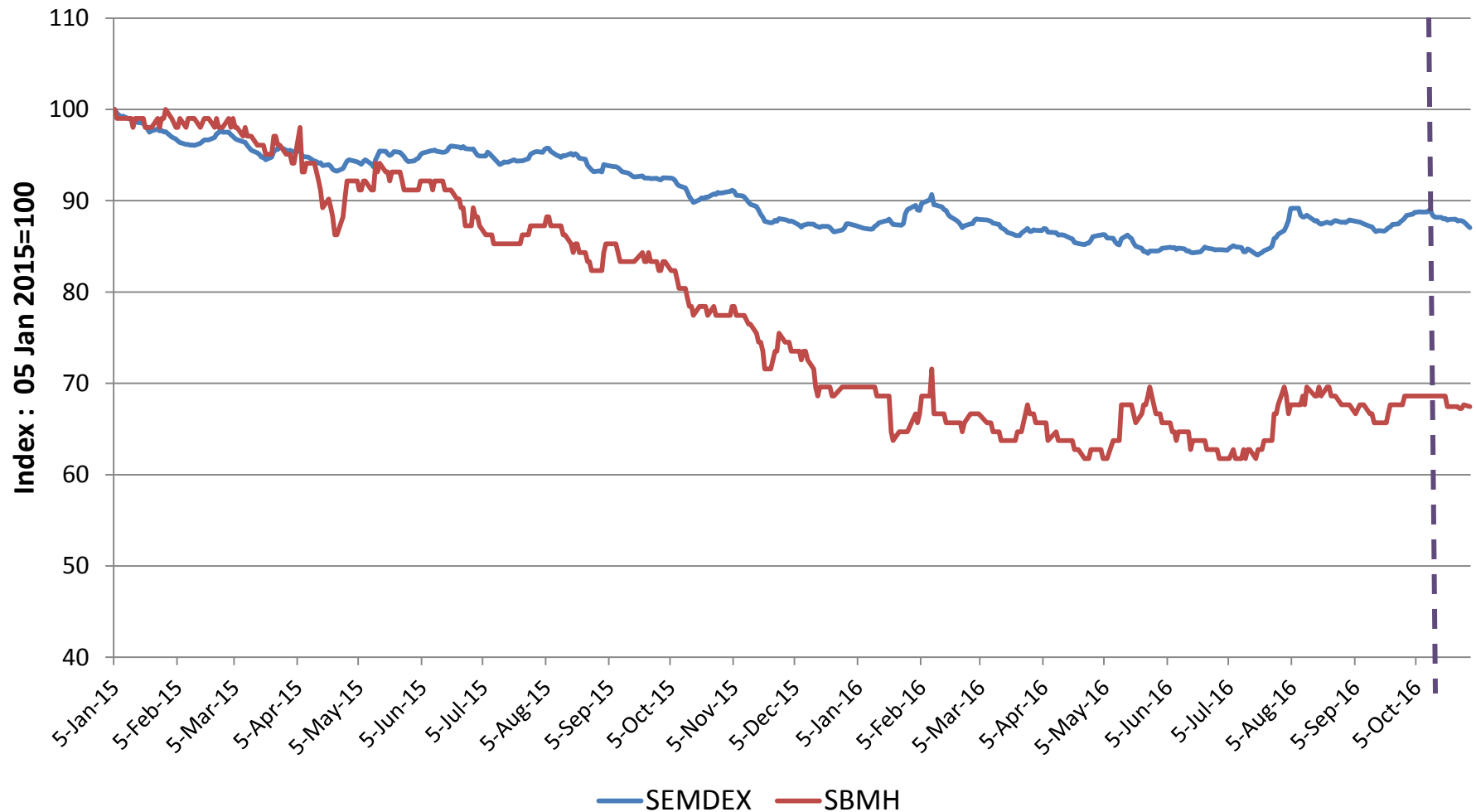
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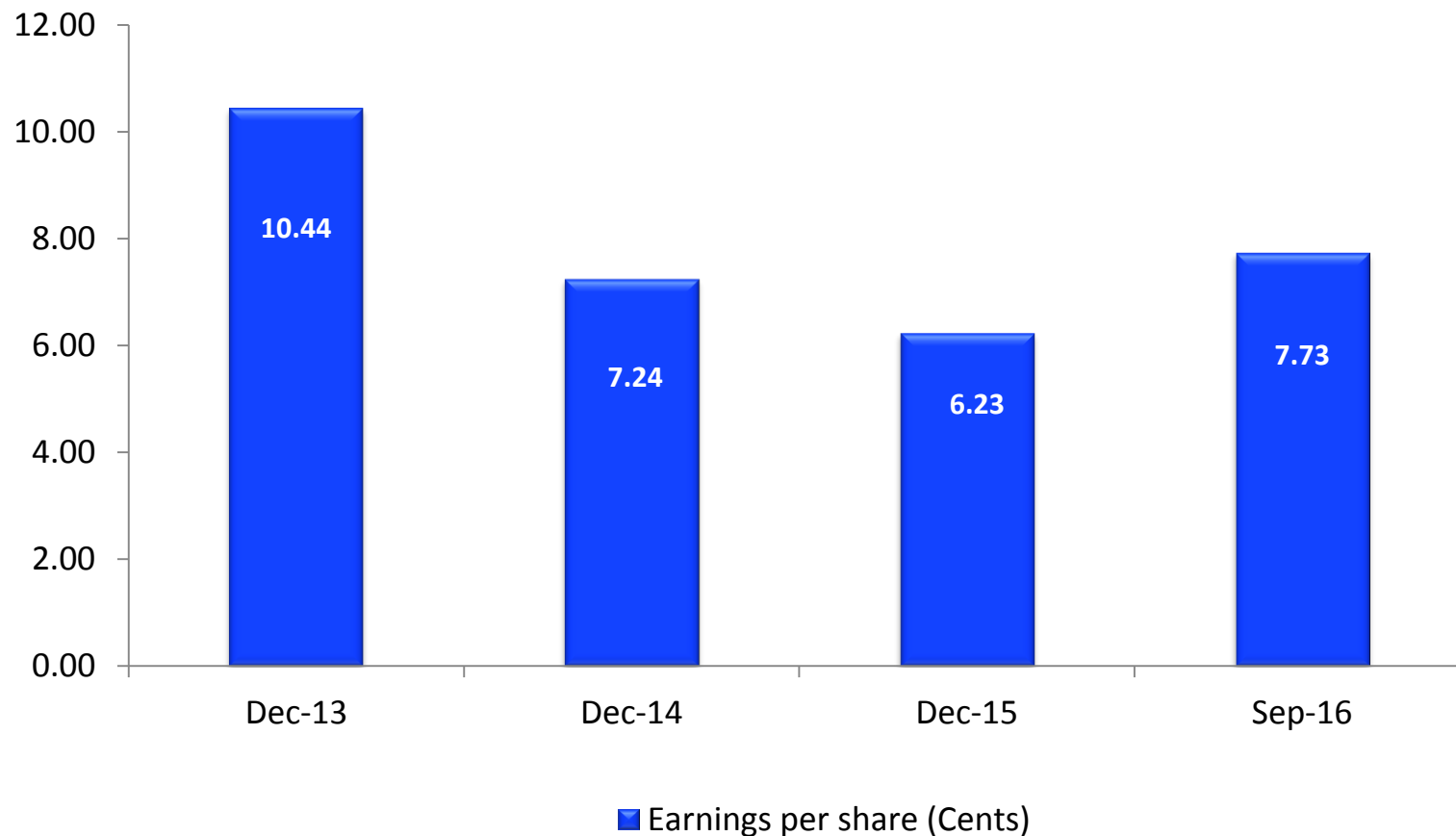
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Share price

Reverse share split

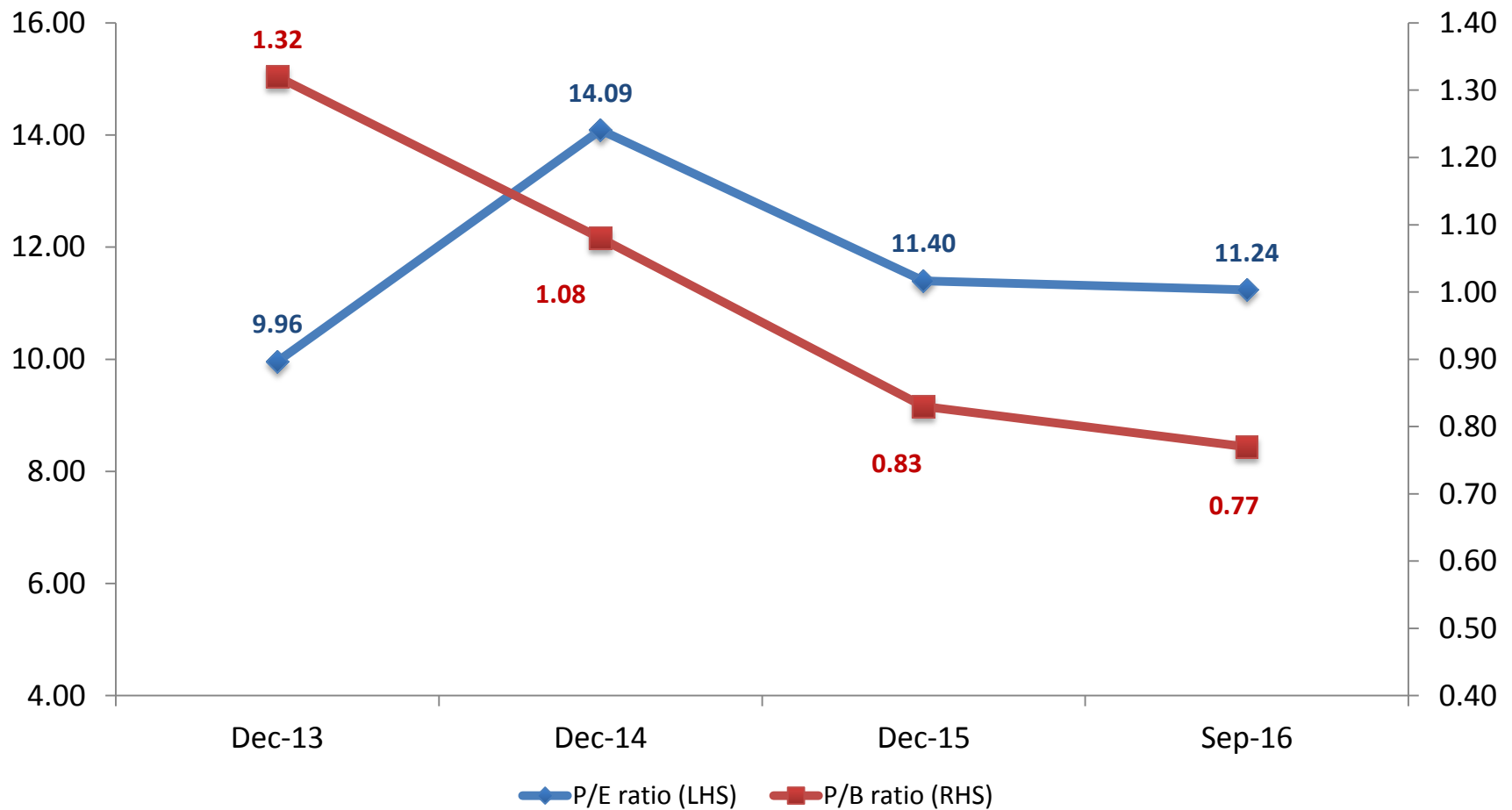


Earnings per share

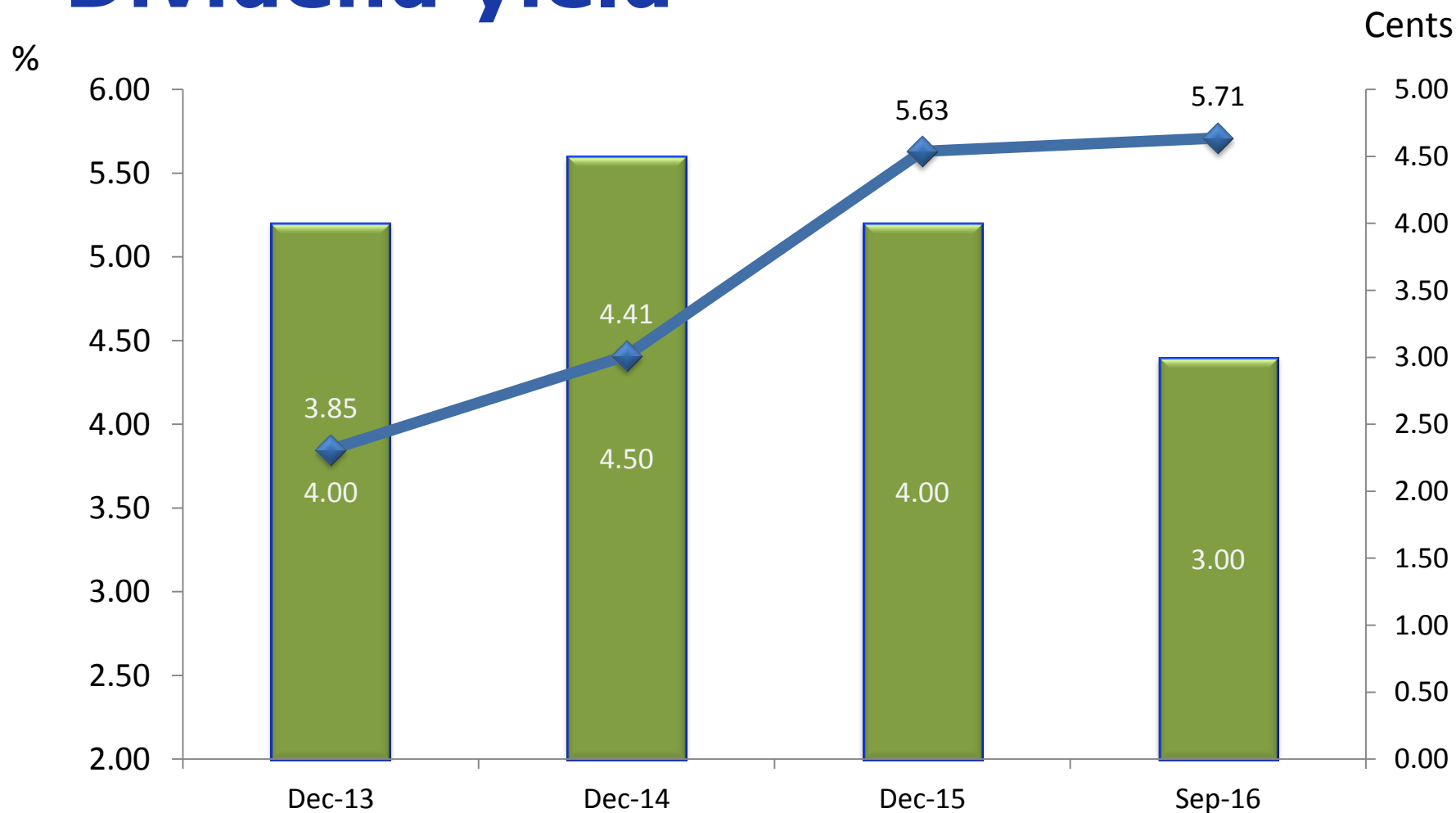


Note: Reverse share split of 10:1 done on 17 October 2016

P/E and P/B ratio



Dividend yield



Declared as at 30 Sep 2016

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Outlook for Q4

Strong pipeline for Segment B advances

Full quarter IT cost

Additional impairment- Segment B

Performance for FY 2016 in line with 9-month trend

SBM EMPOWER
Steadily Building Mauritius



Education

Sports, Leisure & Arts

Empowerment

Health & Wellness

Environnement

Appel A Projets CSR

L'éducation est un enjeu essentiel dans le développement de l'individu et d'un pays. Elle donne les moyens permettant d'affronter la vie, d'évoluer dans la société et de devenir un citoyen responsable.

A travers notre programme de Responsabilité Sociale tourné vers les groupes vulnérables, nous tenons à soutenir les projets comportant une dimension éducative dans les domaines de l'éducation, de l'empowerment, de la santé, des arts, des loisirs et des sports.

Le but ultime est de combattre les fléaux sociaux et la pauvreté en donnant l'opportunité aux groupes vulnérables d'acquiescer les compétences pour être indépendants économiquement. Parce que votre développement compte à nos yeux.

La SBM invite les ONG d'ici et étrangères et partageant notre philosophie de responsabilité sociale à nous contacter ou nous envoyer leurs projets et documents relatifs incluant un budget détaillé à l'adresse mail suivante: csr@sbm.intnet.mu au plus tard le 15 octobre 2010.


Morline : 207 0111 (hors de semaine de 0900hrs à 1600hrs)
E: don@sbm.intnet.mu | www.dononline.com

SBM

- Supporting projects with an overarching educational dimension in the fields of:
 - Education
 - Empowerment of vulnerable populations
 - Environment
 - Health & Wellness
 - Sport, leisure and arts

SBM EDUCATION FUND
scholarship scheme

Empowerment through Education
Supporting bright and needy young people



We at SBM firmly believe that education is the key to achievement, personal growth and nation-building. Our clients, our staff and indeed our stakeholders are vivid examples of empowerment through education.

How to apply
Details of the scheme, including eligibility criteria and application form can be downloaded from www.dononline.com/sbmeducationfund


Closing date
14 August 2015

Phone & Customer Care
Morline: 207 0111 (weekdays from 09:00hrs to 16:00hrs) | E: scholarship@sbm.mu
Web: www.dononline.com/sbmeducationfund

SBM



SBM CSR - IT
Steadily Building Mauritius



SBM

Bridging the digital divide

in collaboration with E-Inclusion Foundation

SBM

THANK YOU



Questions & Answers

