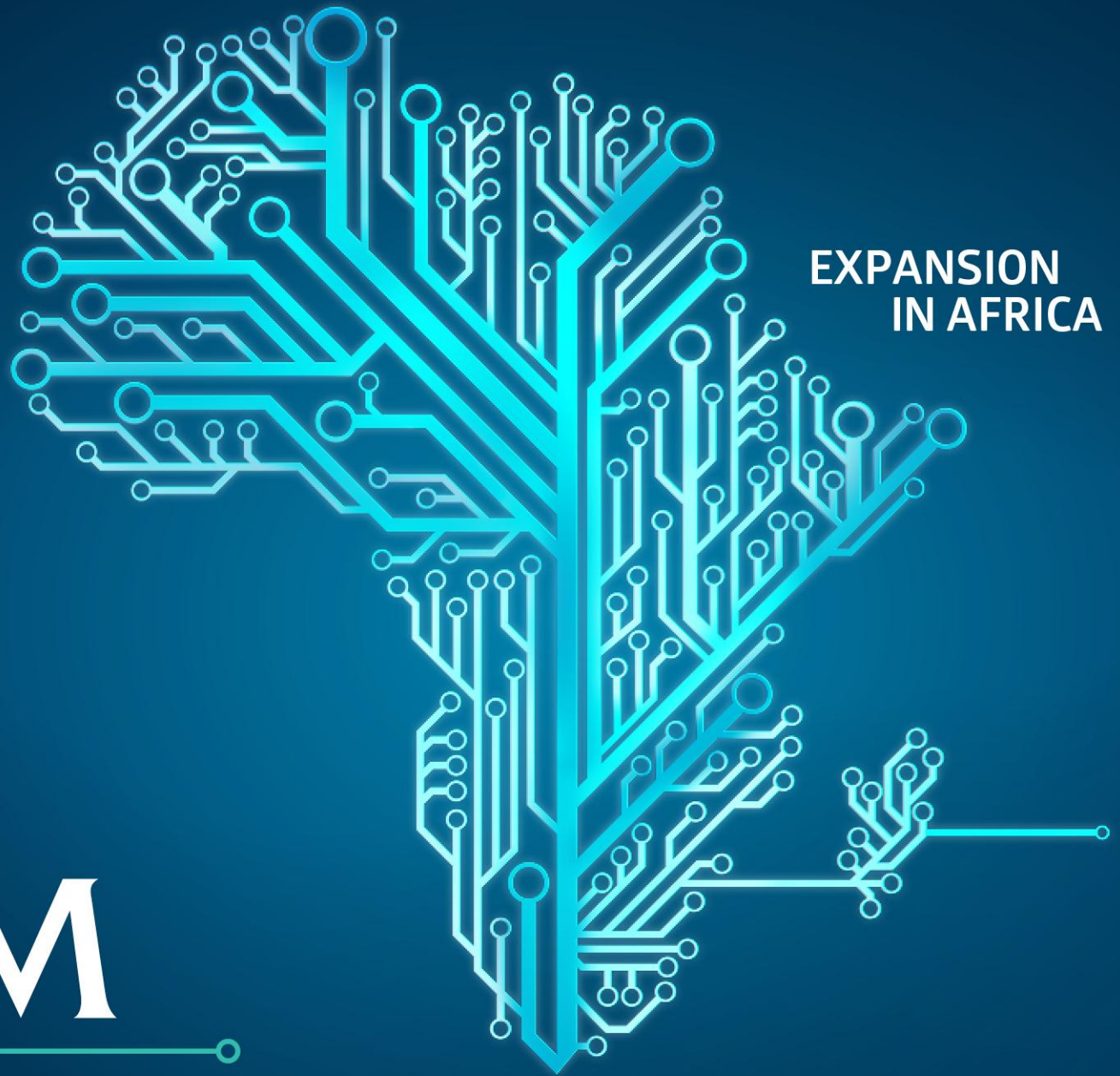


SBM



EXPANSION
IN AFRICA

The background is a solid teal color. There are three decorative elements: a light teal arc starting from the left edge and curving upwards towards the top right, ending in a solid teal dot; a second light teal arc starting from a solid teal dot below the first one, curving downwards and to the left, ending near the bottom left; and a third light teal arc starting from a solid teal dot near the center, curving downwards and to the left, ending near the bottom left.

SBM HOLDINGS LTD

Analyst Meeting

20th November 2018

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AGENDA

- Financial Highlights
- Progress on Strategy
- Q & A

The background features two large, light teal decorative arcs. The top arc starts from the left edge and curves towards the top right, ending in a solid teal circle. The bottom arc starts from the bottom left and curves towards the top right, also ending in a solid teal circle. These elements frame the central text.

FINANCIAL HIGHLIGHTS

SBM GROUP

KEY FINANCIAL HIGHLIGHTS



TOTAL ASSETS

MUR 227.26 billion
30 Sep 2018

30 Sep 2017
MUR 193.31 billion



TOTAL DEPOSITS

MUR 164.53 billion
30 Sep 2018

30 Sep 2017
MUR 148.97 billion



NET LOANS & ADVANCES

MUR 107.17 billion
30 Sep 2018

30 Sep 2017
MUR 99.23 billion



TOTAL LIABILITIES

MUR 202.41 billion
30 Sep 2018

30 Sep 2017
MUR 168.15 billion



SHAREHOLDERS' EQUITY

MUR 24.85 billion
30 Sep 2018

30 Sep 2017
MUR 25.16 billion








CAPITAL ADEQUACY RATIO

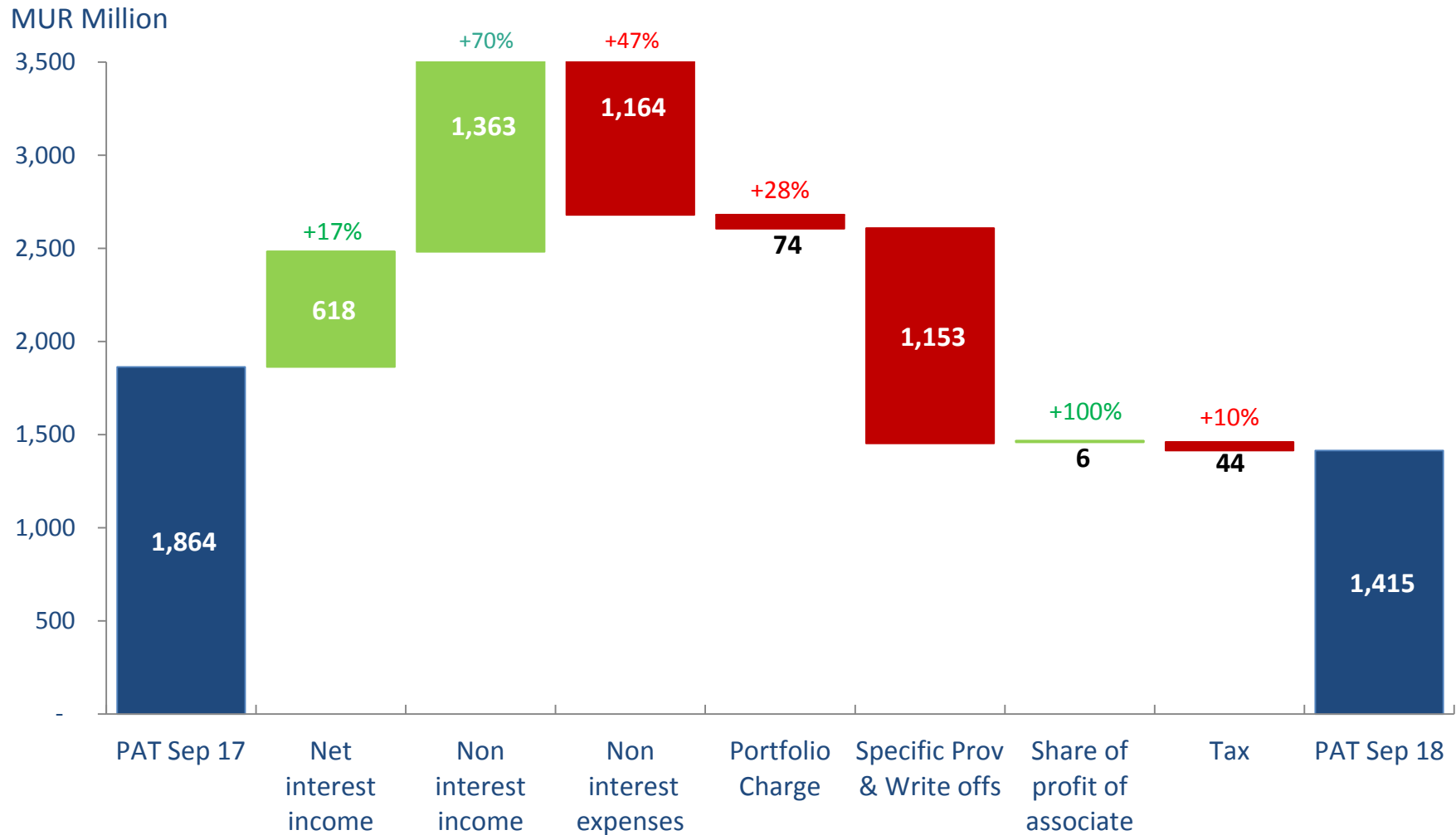
24.06%
30 Sep 2018

30 Sep 2017
20.54%

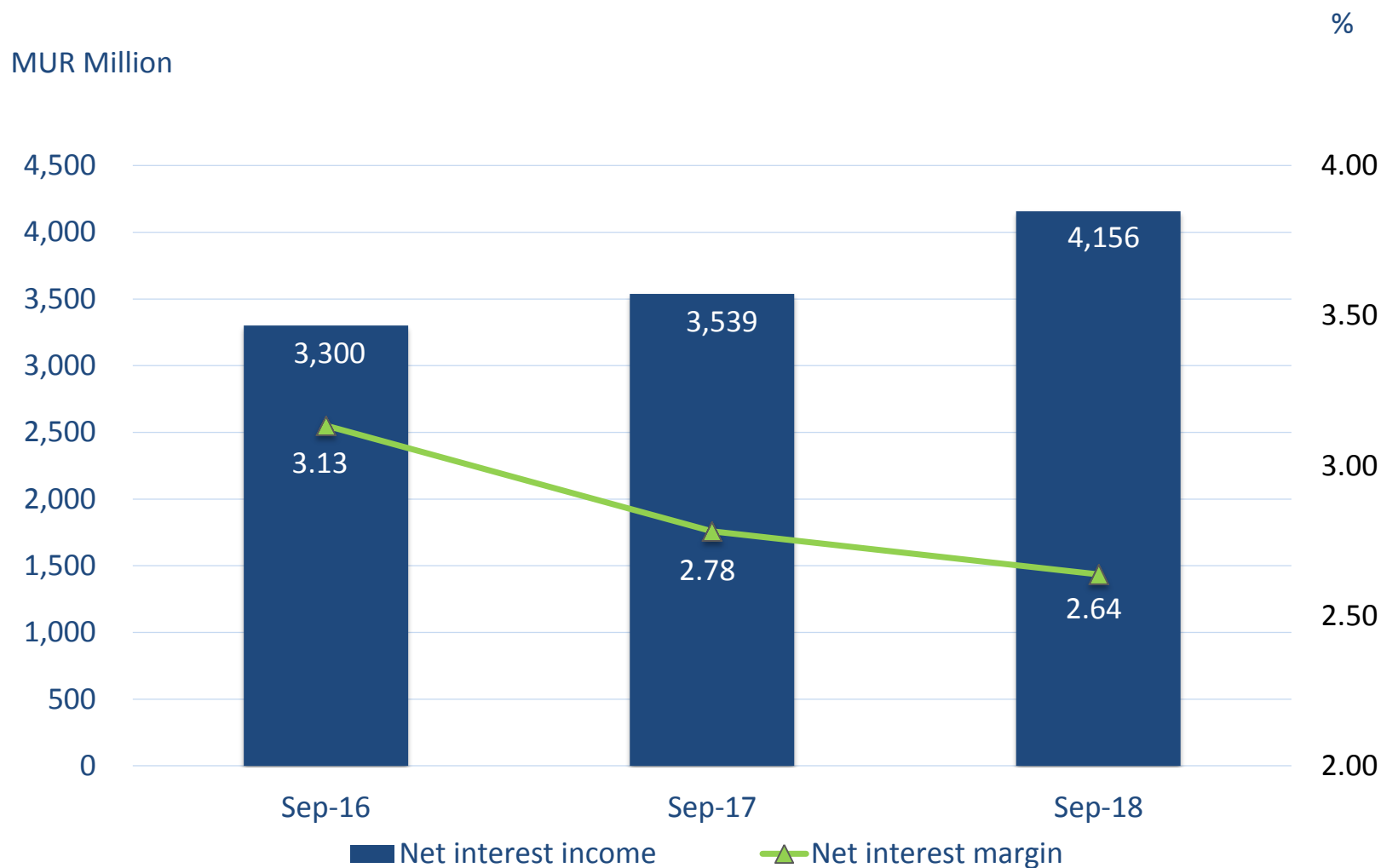


NET INTEREST INCOME	NON INTEREST INCOME	OPERATING INCOME	PRE- IMPAIRMENT PROFIT	PROFIT AFTER TAX
MUR 4,156 M	MUR 3,319 M	MUR 7,475 M	MUR 3,847 M	MUR 1,415 M
(30 Sep 2017: MUR 3,539 M)	(30 Sep 2017 : MUR 1,955 M)	(30 Sep 2017 : MUR 5,494 M)	(30 Sep 2017 : MUR 3,031 M)	(30 Sep 2017 : MUR 1,864 M)
 by 17.4%	 by 69.8%	 by 36.1%	 by 26.9%	 by 24.1%

PROFIT AFTER TAX DROPPED TO MUR 1,415M PRIMARILY DUE TO AN IMPAIRMENT IN SEGMENT B AND CATCH UP IN KENYA

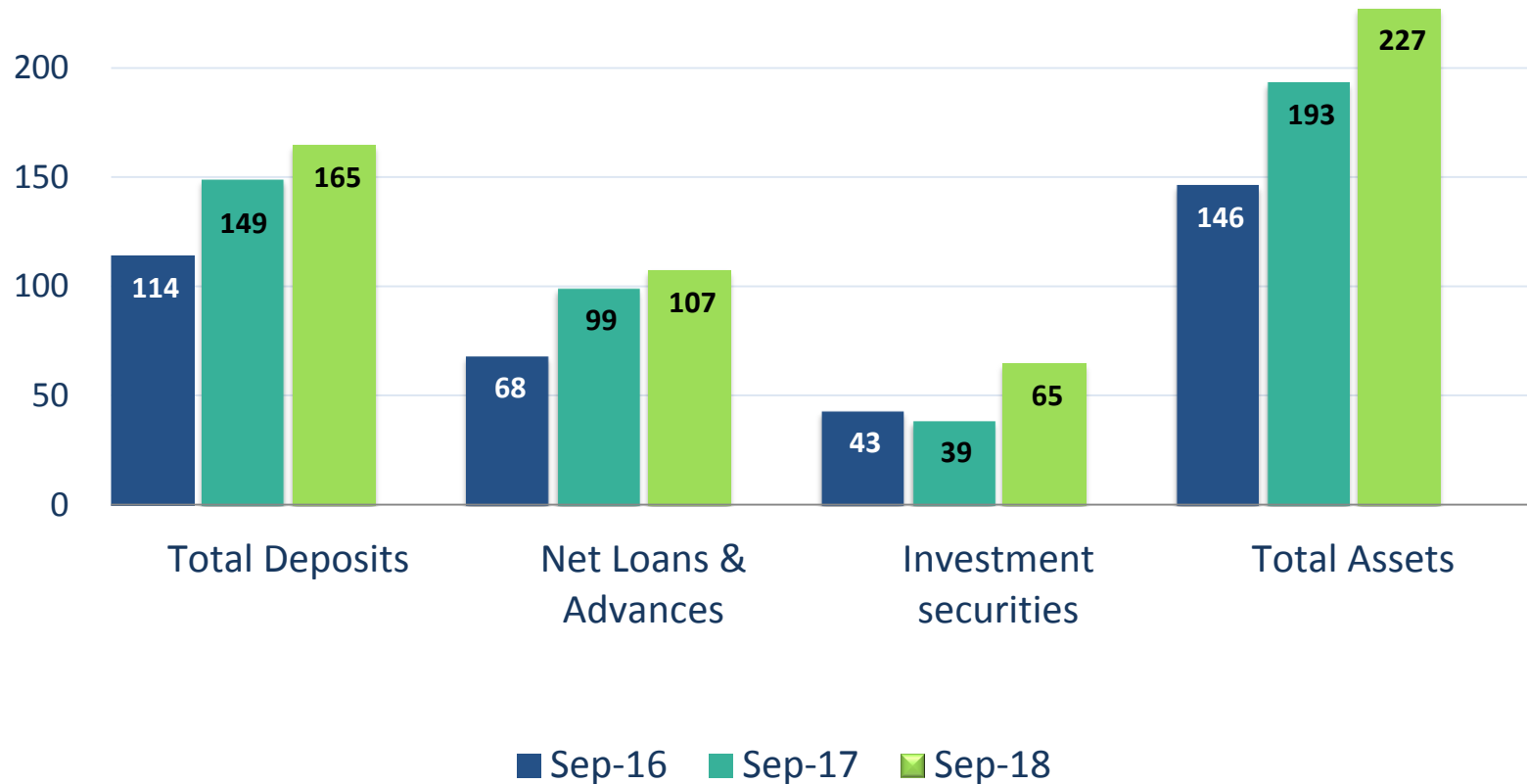


NET INTEREST INCOME UP BY 17% DRIVEN BY GROWTH OF NEARLY MUR 11BN IN GROSS LOANS & ADVANCES FROM SEP17 TO SEP18



TOTAL ASSETS GREW SUBSTANTIALLY BY 18% DRIVEN BY SIGNIFICANTLY HIGHER INVESTMENT IN SECURITIES

MUR Billion

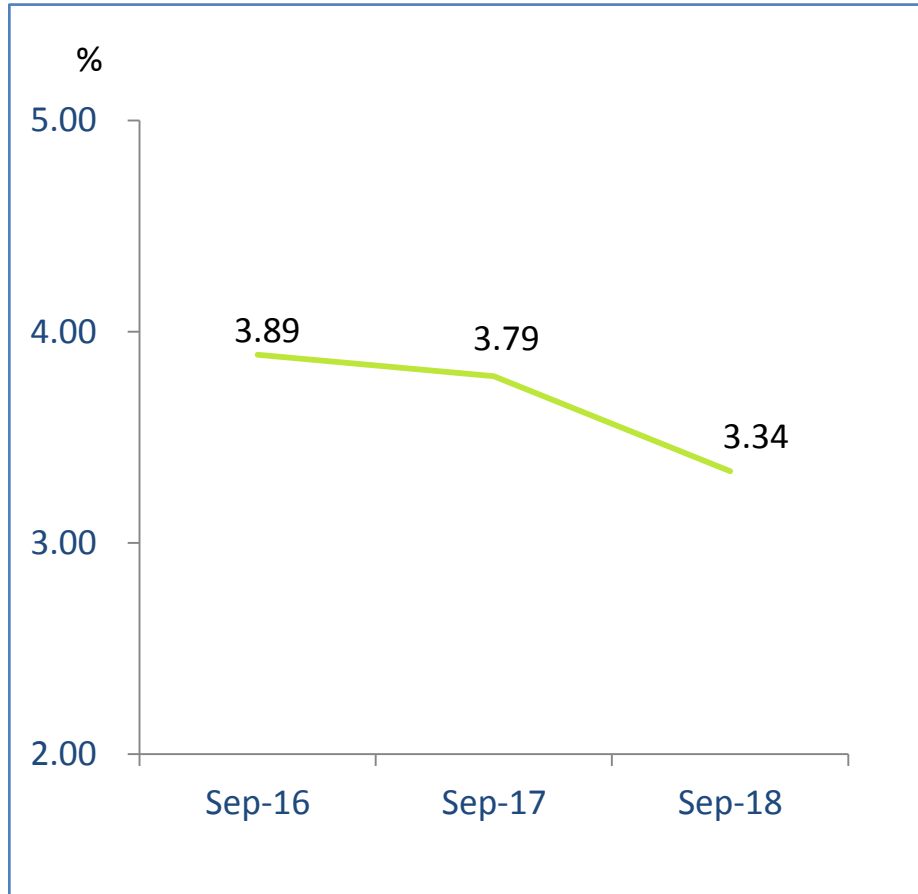


YIELDS DECLINED DUE TO (i) HIGHER MIX OF SEGMENT B/ FCY ASSETS (ii) EXCESS LIQUIDITY IN DOMESTIC MARKET AND (iii) DROP IN REPO RATE

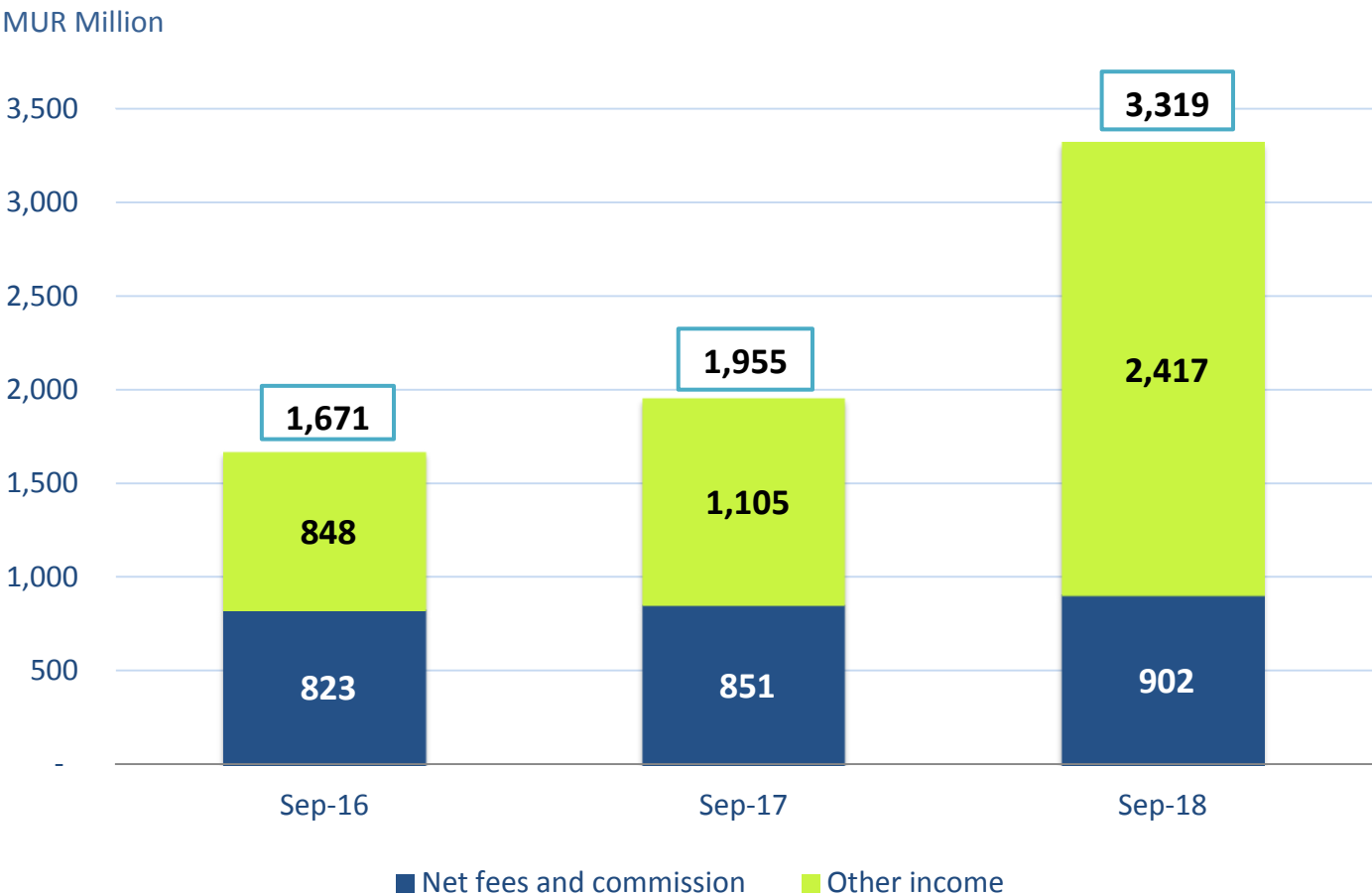
Yield on advances



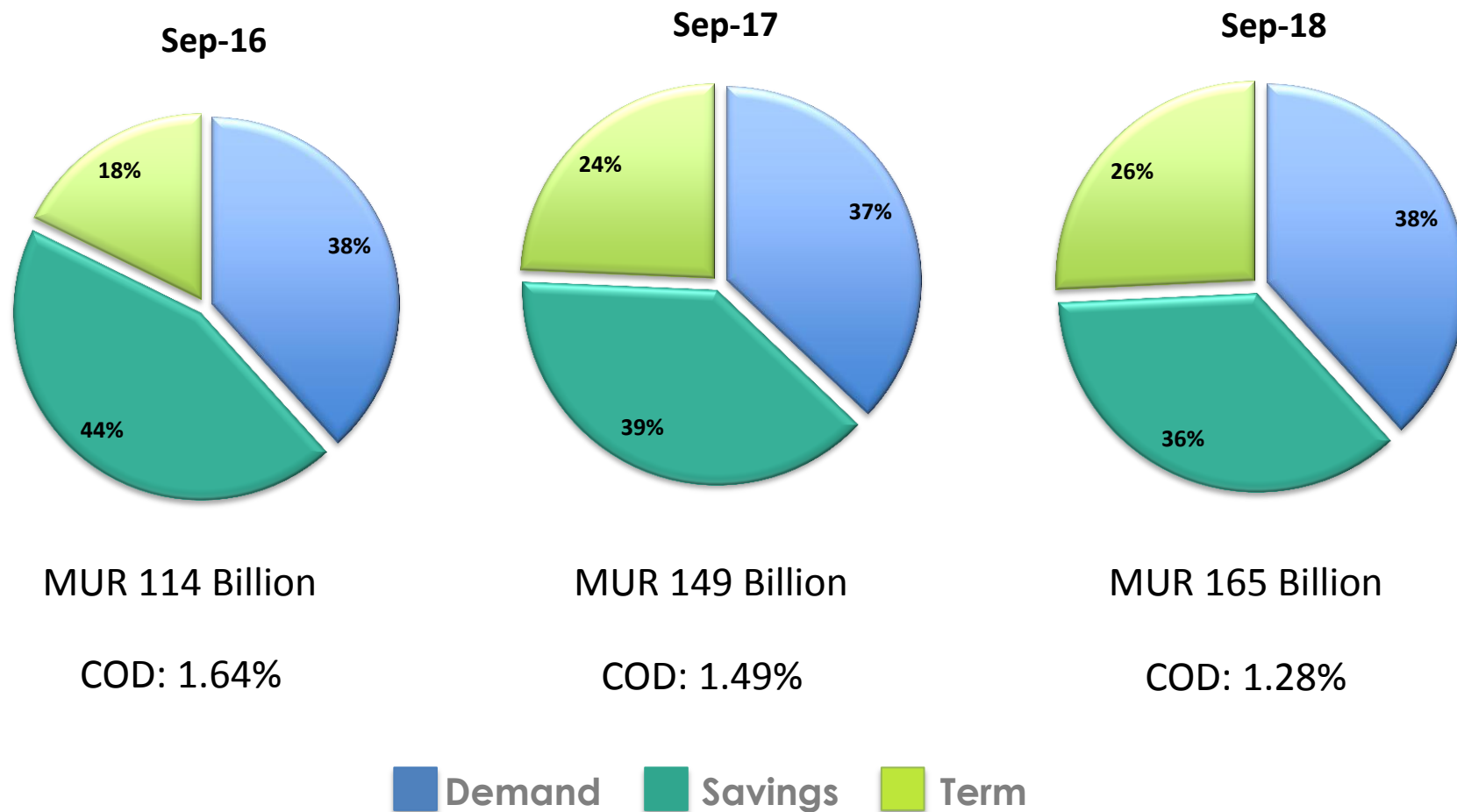
Yield on investment



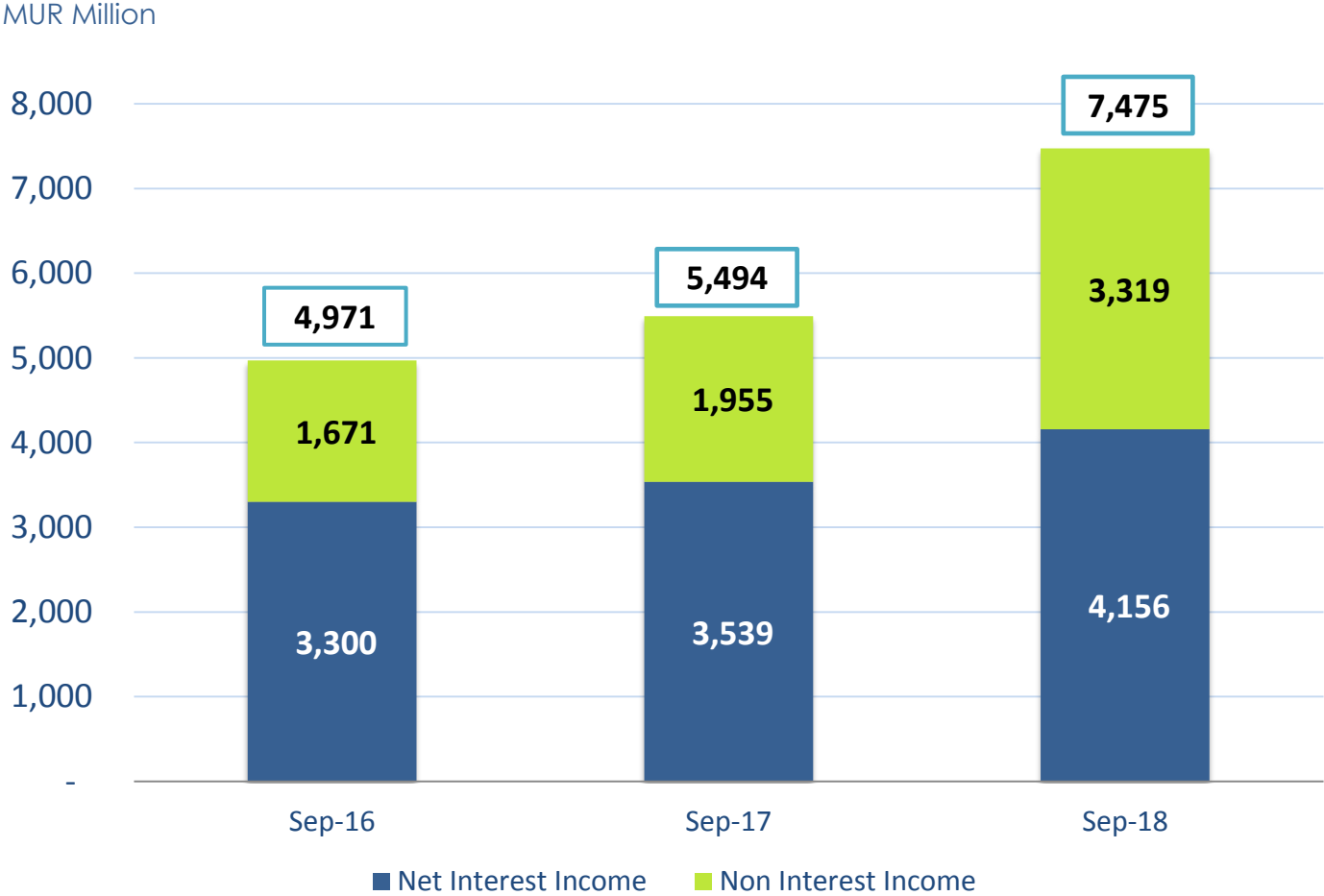
NON-INTEREST INCOME INCREASED SUBSTANTIALLY MOSTLY IN OTHER INCOME DUE TO GAIN ON FAIR VALUE OF ASSETS & LIABILITIES TAKEN OVER



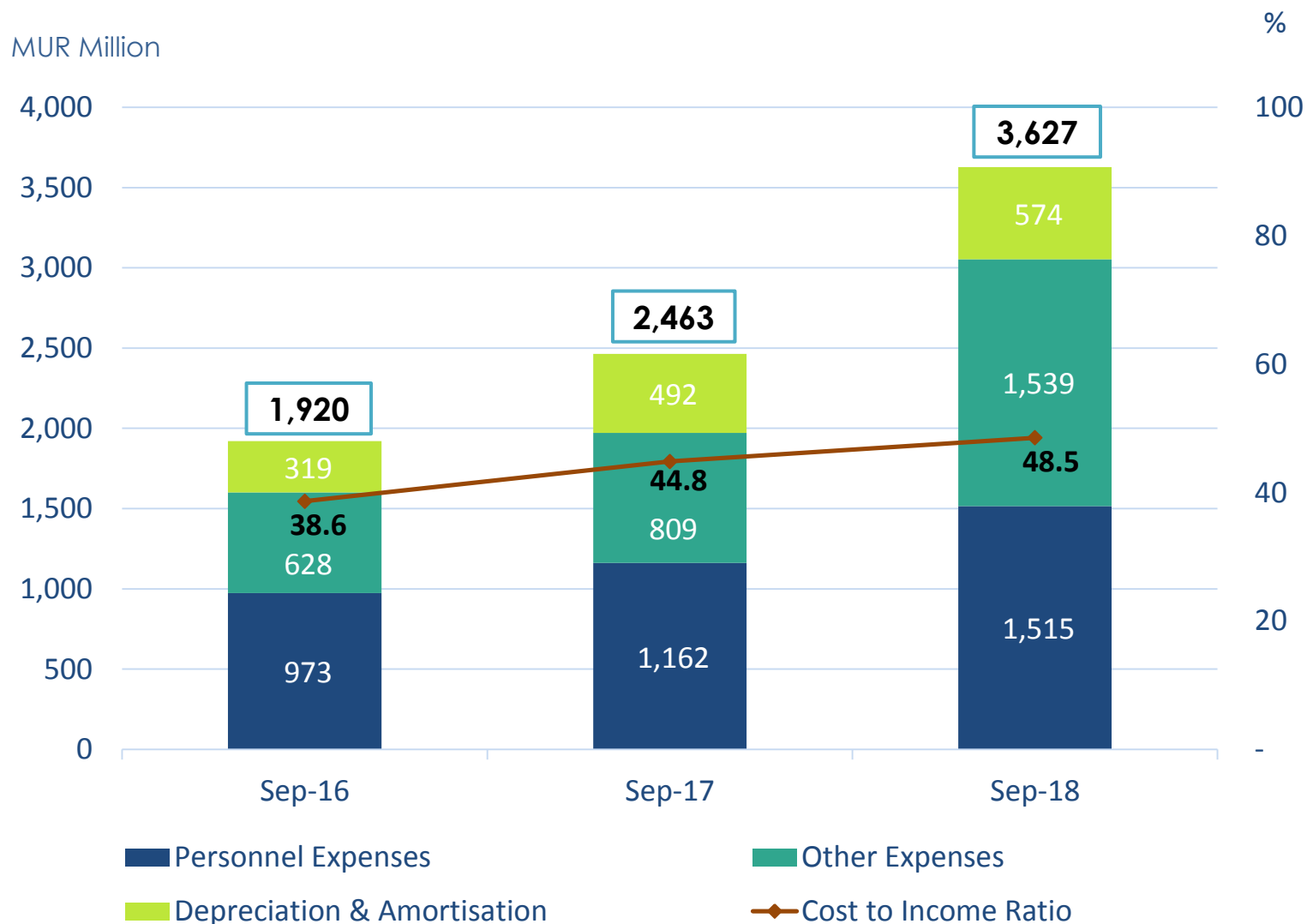
DEPOSIT MIX REMAINED WELL BALANCED AND COST OF DEPOSITS IMPROVED AMIDST HIGH LIQUIDITY AND HIGHER MIX OF FCY DEPOSITS



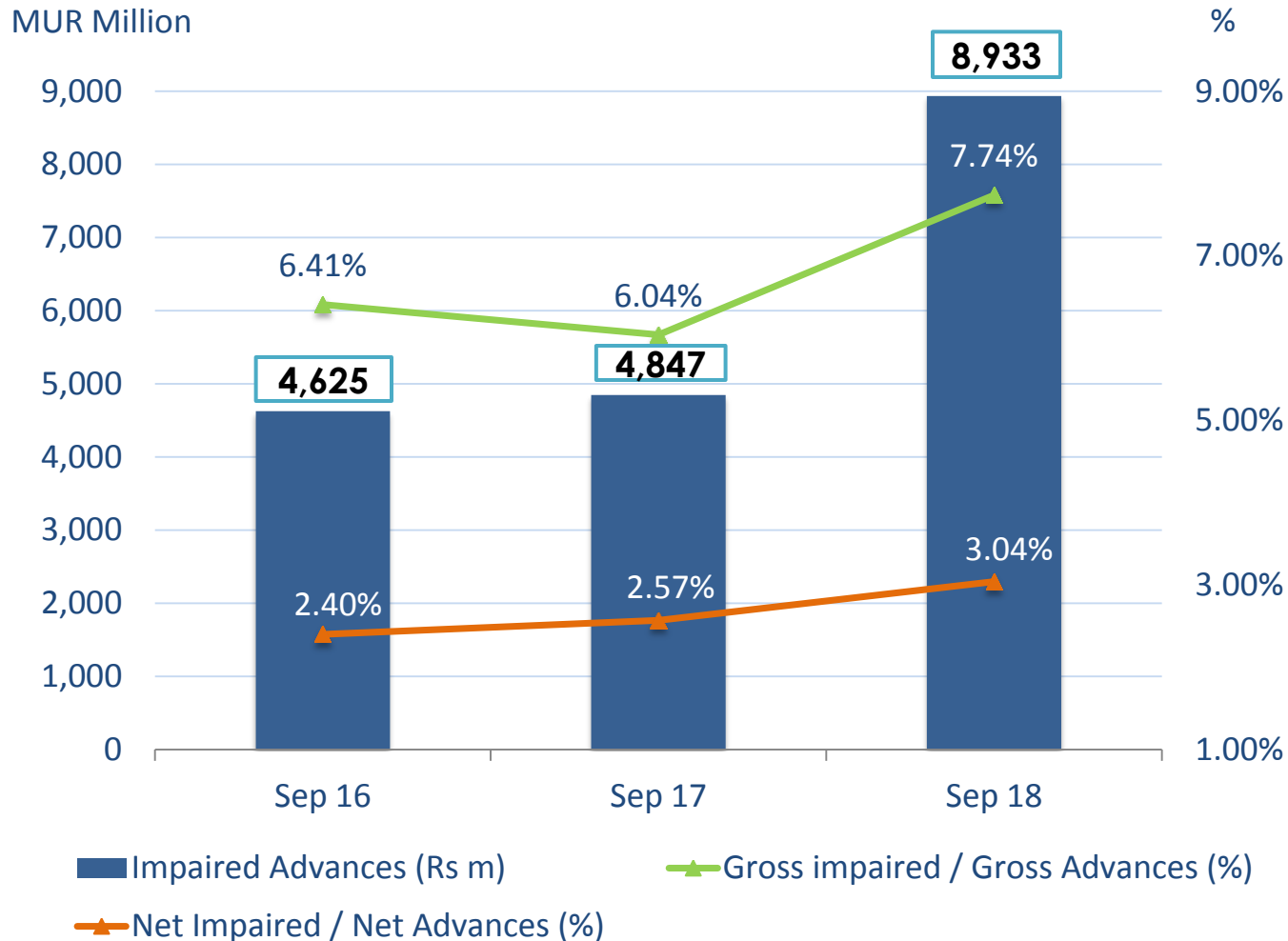
HENCE, GROSS OPERATING INCOME GREW BY 36%



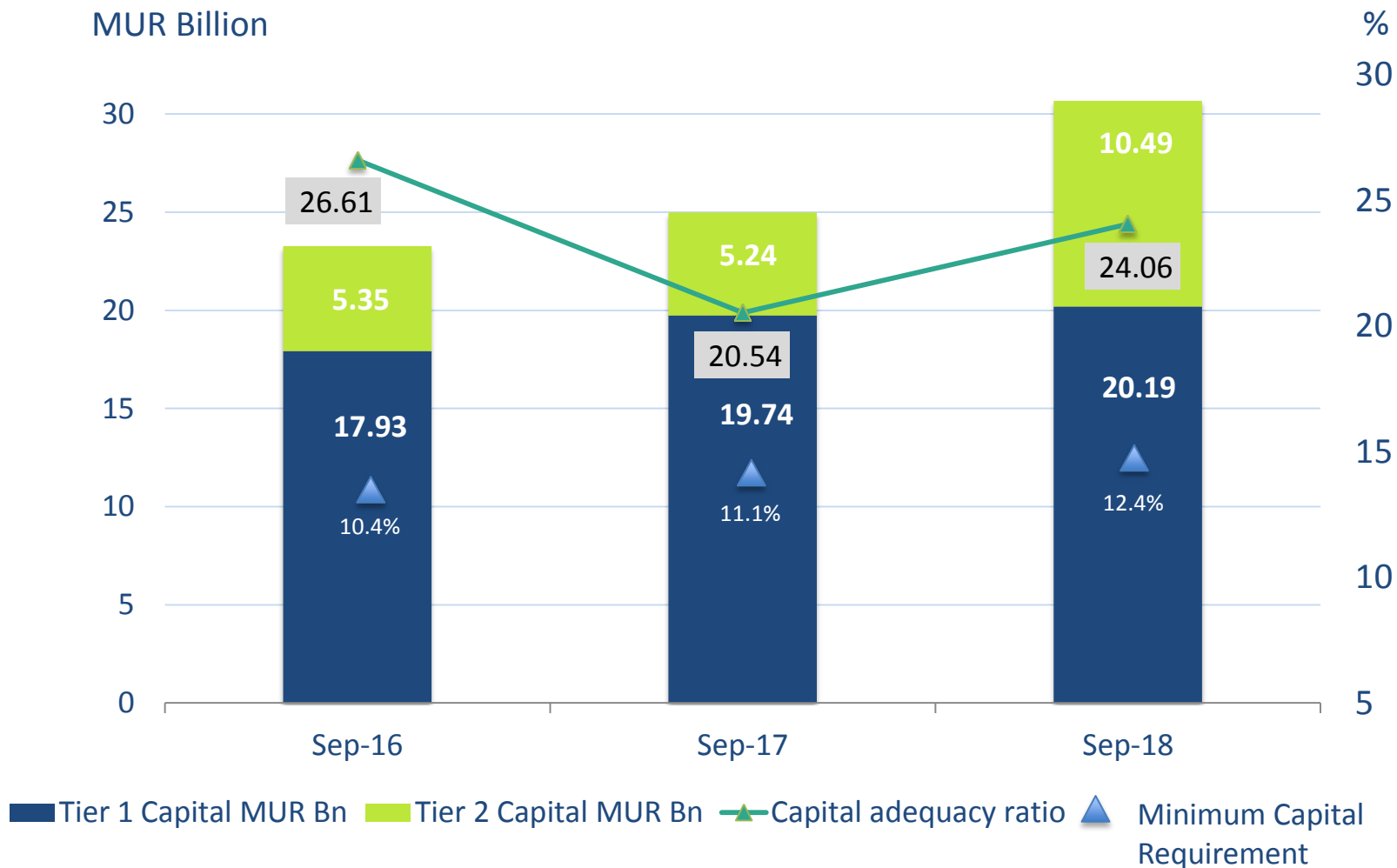
OPERATING COSTS INCREASED BY 47% MOSTLY IN OTHER EXPENSES ARISING FROM BOOKING OF WRITE OFF OF GOODWILL, OPERATIONAL LOSS FROM SBM INDIA & ADD ON FROM ENLARGED OPERATIONS IN KENYA



GROSS IMPAIRED RATIO AND NET IMPAIRED RATIO INCREASED DUE TO TAKE-OVER OF THE CARVED-OUT ASSETS AND SELECTED LIABILITIES OF CBLR



CAPITAL ADEQUACY RATIO REMAINED WELL ABOVE REGULATORY REQUIREMENTS, WHICH PROVIDES RESILIENCE



The background features two large, light teal arcs. One arc starts from the left edge and curves upwards and to the right, ending with a solid teal dot. The other arc starts from the bottom left and curves upwards and to the right, also ending with a solid teal dot. These elements frame the central text.

PROGRESS ON STRATEGY

PROGRESS ON STRATEGY: MAURITIUS



- ✓ Established a remediation plan for Segment B where clear timelines and accountability have been assigned.
- ✓ Some key activities completed:
 - New country risk appetite structure
 - Enhanced compliance procedures
 - Strengthened segregation of duties and authorities
 - Tighter credit standards and thresholds introduced



Customers

- ✓ Launched ShopNCash to enhance customer experience and reduce waiting time at ATMs.
- ✓ 19 new Intelligent ATMs deployed across the country, with instant cash deposit feature.

PROGRESS ON STRATEGY: EXPANSION



- ✓ Acquisition of the carved out assets and assumption of the specific liabilities of CBLR through SBM Bank (Kenya) Ltd
- ✓ Appointment of New CEO in October 2018
- ✓ Currently integrating and stabilising the combined entity
- ✓ Focus on IT integration, change management, customer engagement, risk and compliance



- ✓ WOS Go-Live: by end of 2018
- ✓ New CEO appointed for SBM India
- ✓ New Internet Banking platform launched in India on 15 November
- ✓ Mobile Banking to be launched subject to RBI approval

- ✓ Seychelles Go-Live planned in 2019 Q1



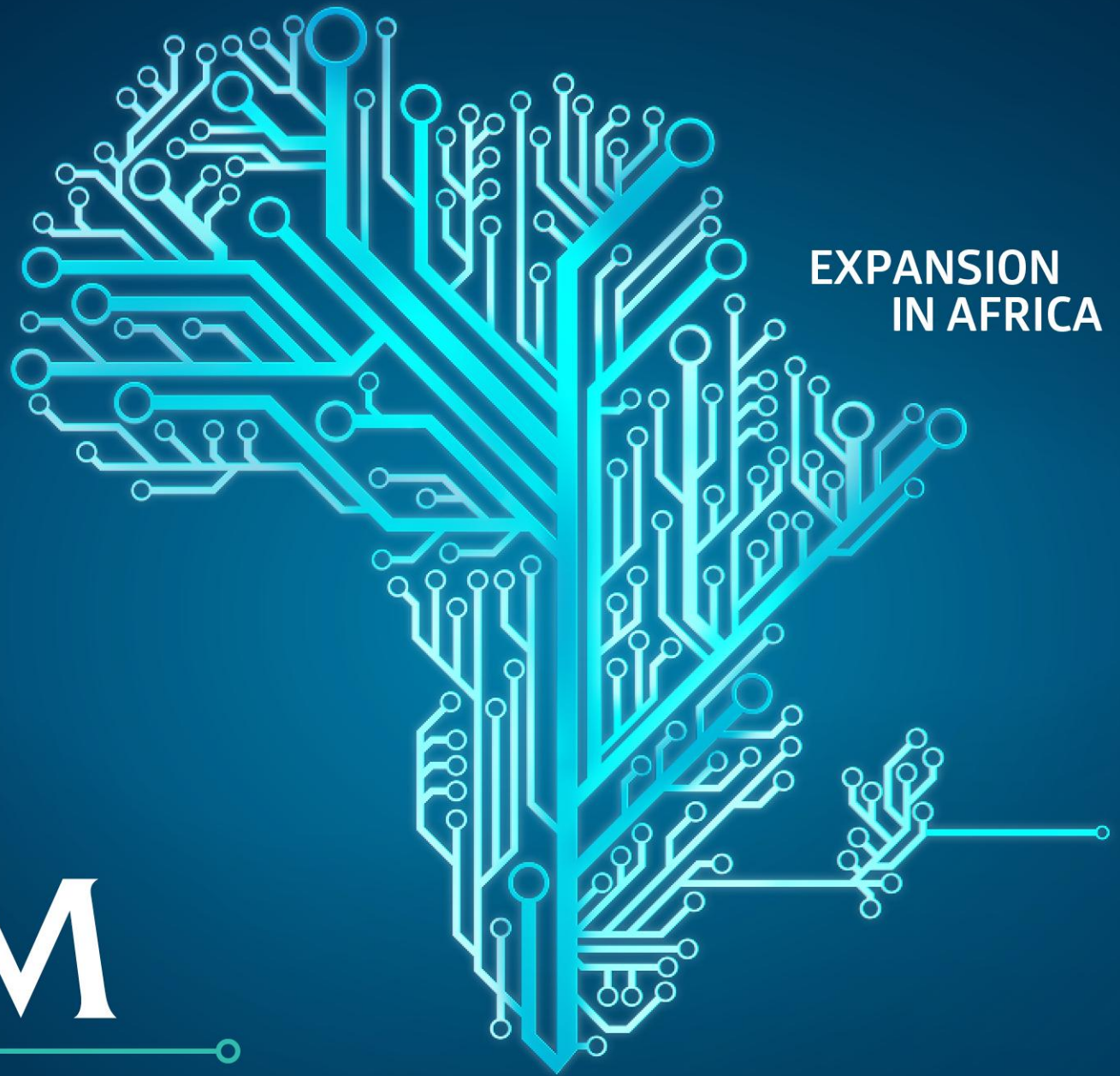


Q&A



THANK YOU

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