



# Barclays Africa Group

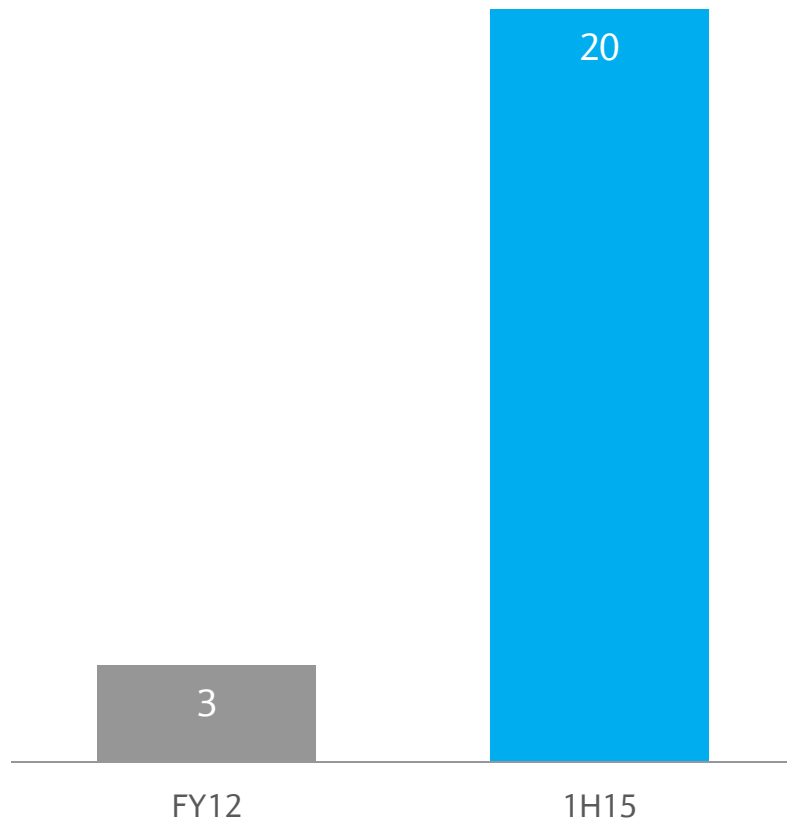
Beyond South Africa

UBS Financial Services Conference  
October 2015

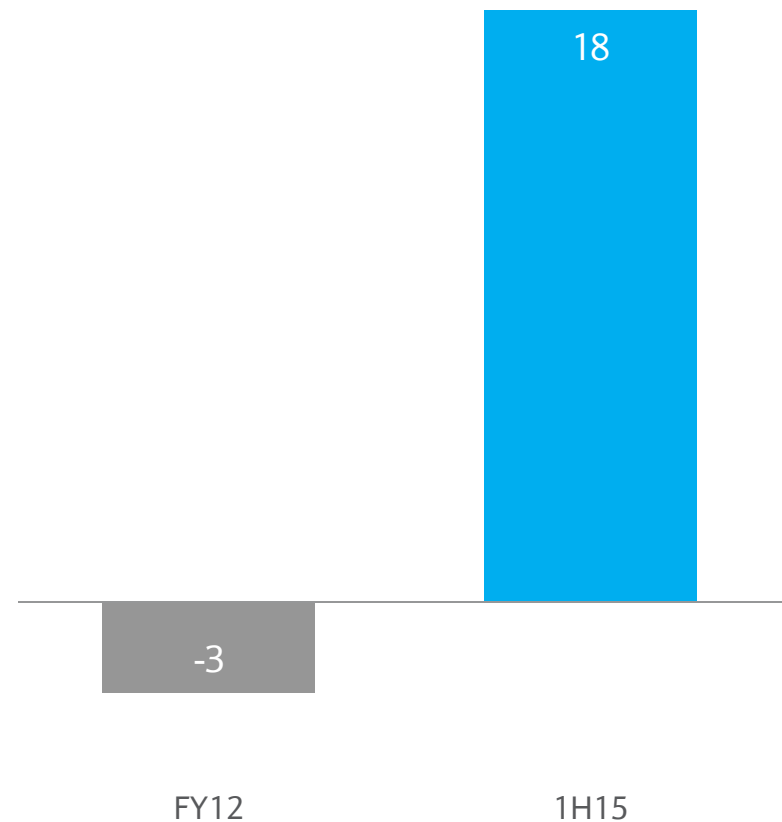


# Acquisition transformed our geographic mix ...

Rest of Africa to total revenue (%)



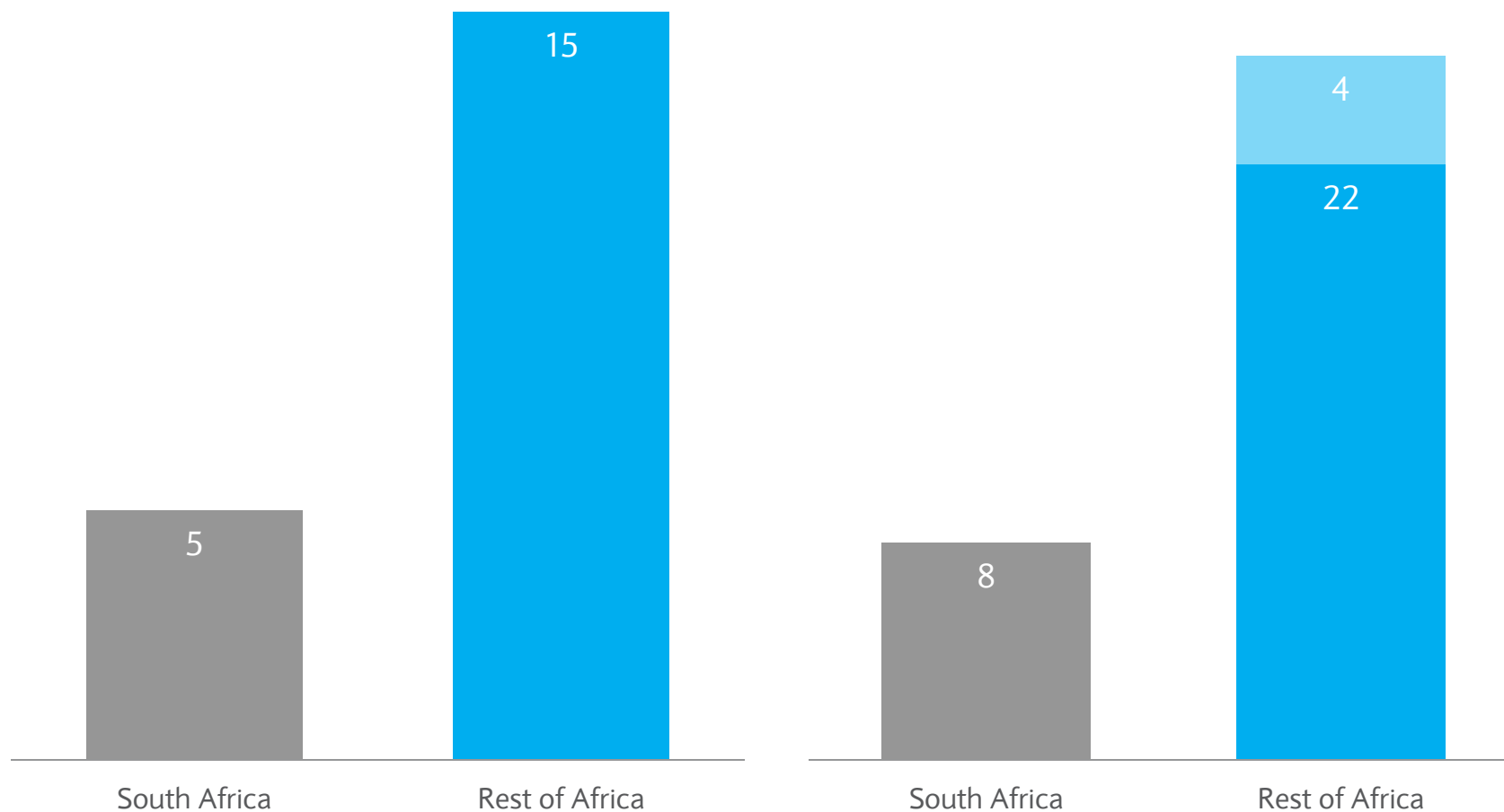
Rest of Africa to group earnings (%)



# ... rest of Africa enhances group growth

Pre-provision profit growth 1H15 (%)

Earnings growth 1H15 (%)



# Refining our rest of Africa strategy



**2.8m**  
customers



**476**  
branches



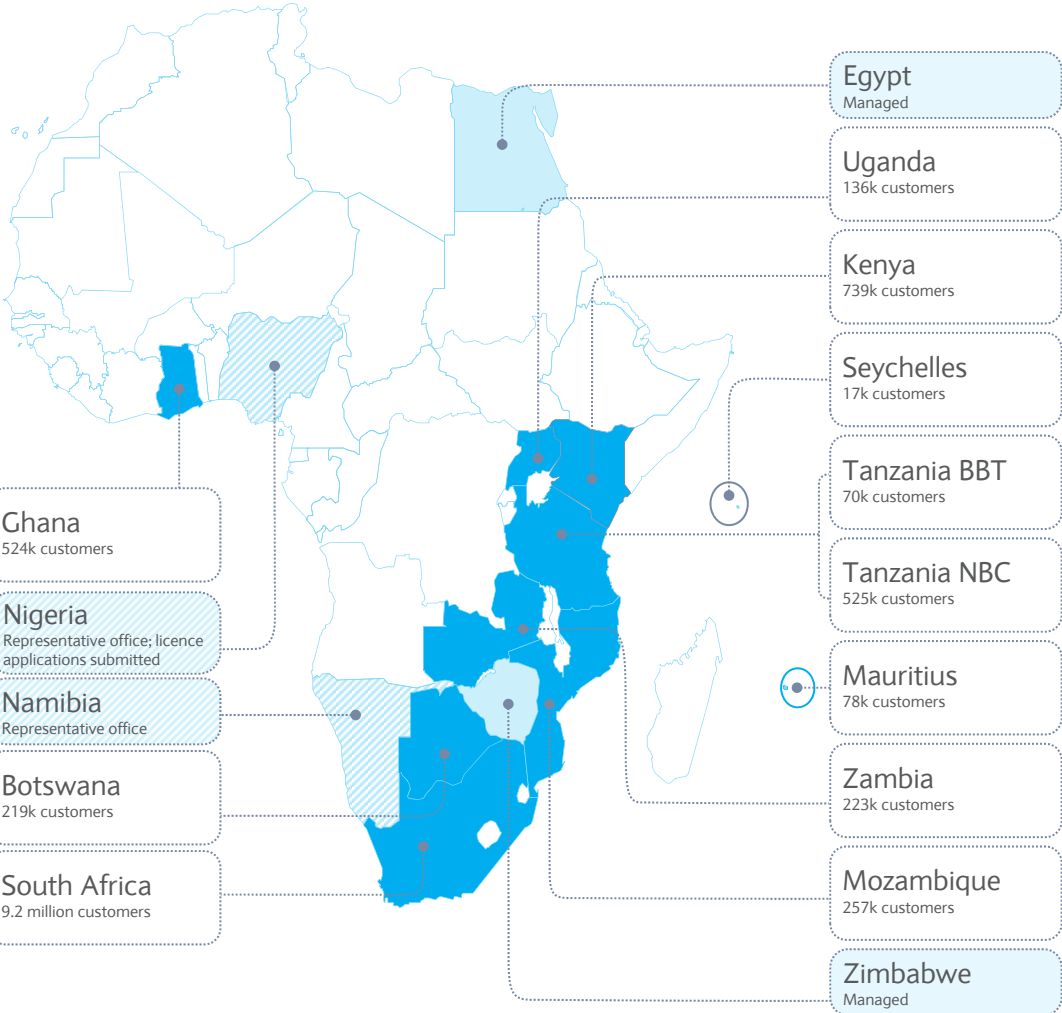
**1 137**  
ATMs



**11**  
countries

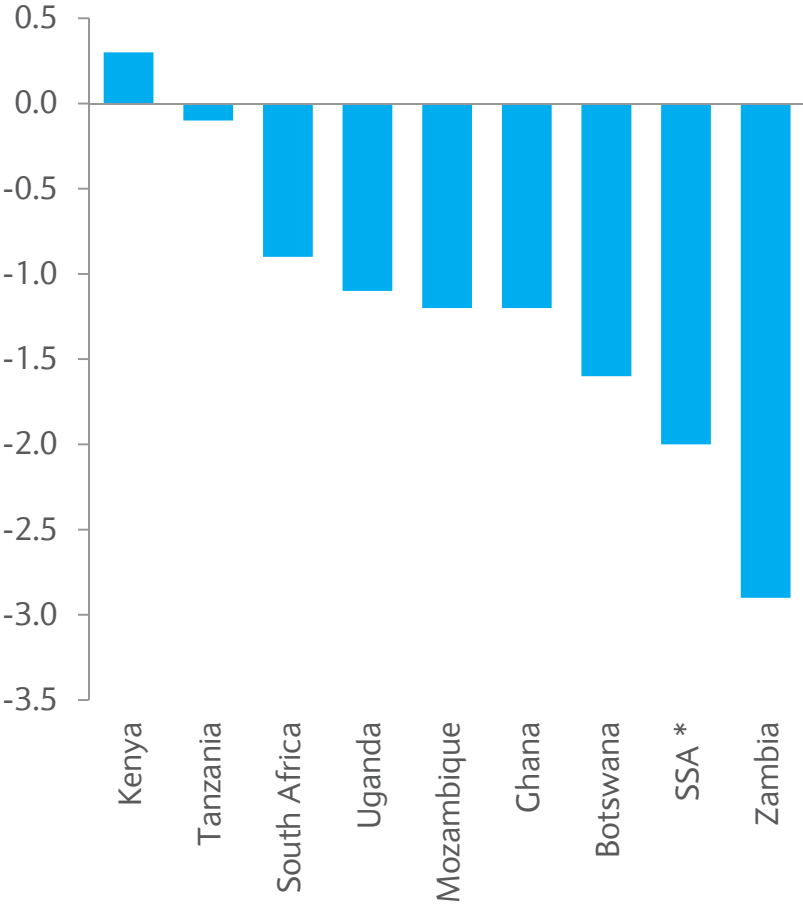


**10 538**  
employees

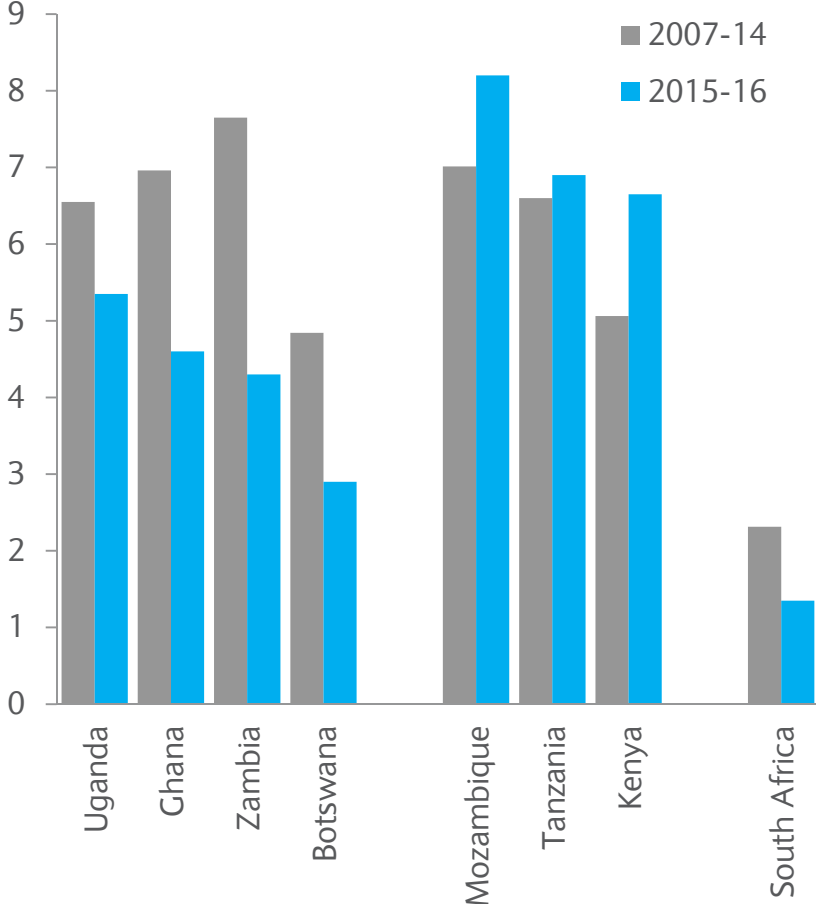


# Deteriorating macro backdrop

2015 GDP growth revision in past year (%)



GDP growth expectations (%)\*\*

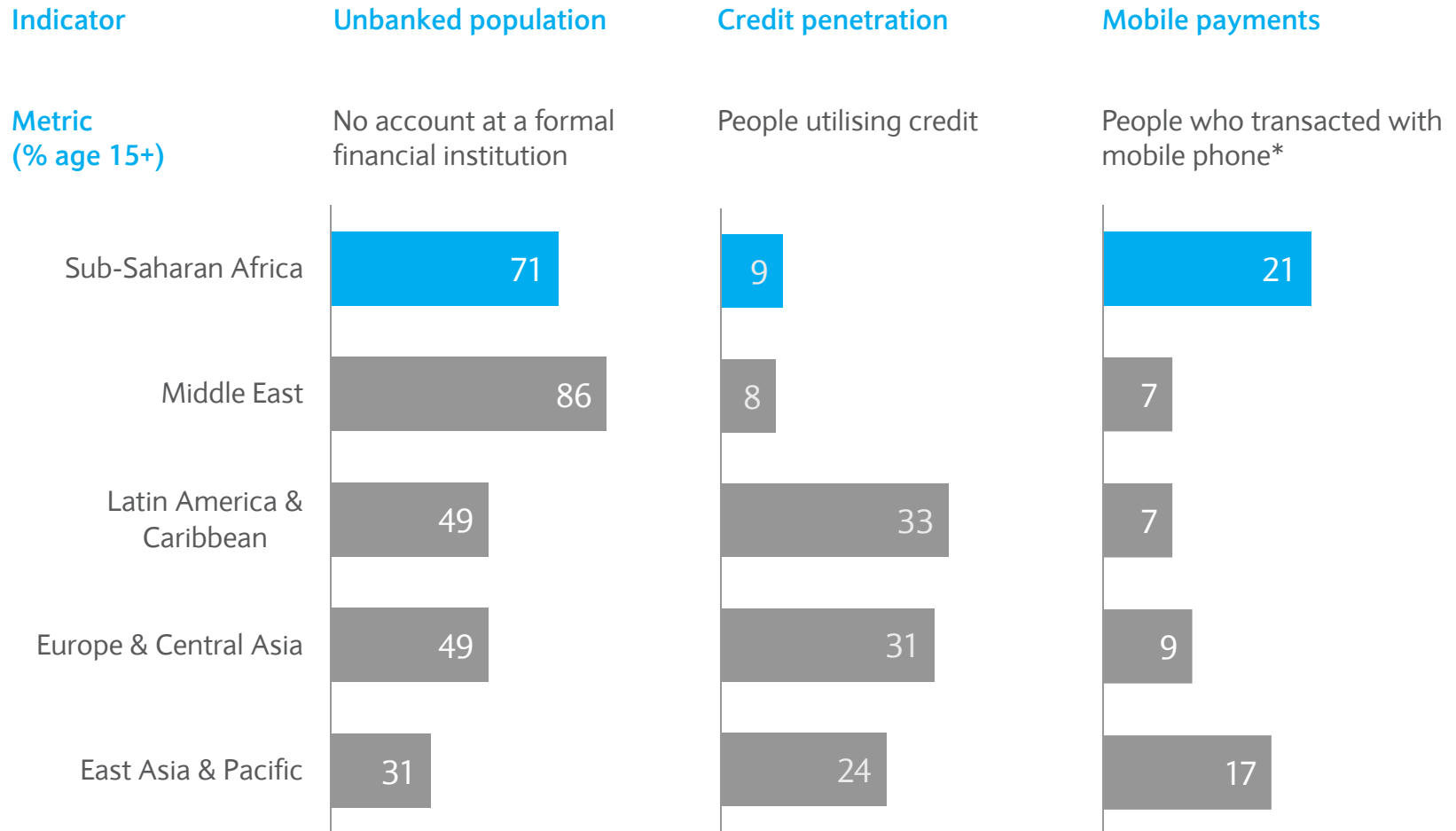


Source: IMF; Note: \* Sub-Saharan Africa, \*\* Average



# Structural growth potential remains

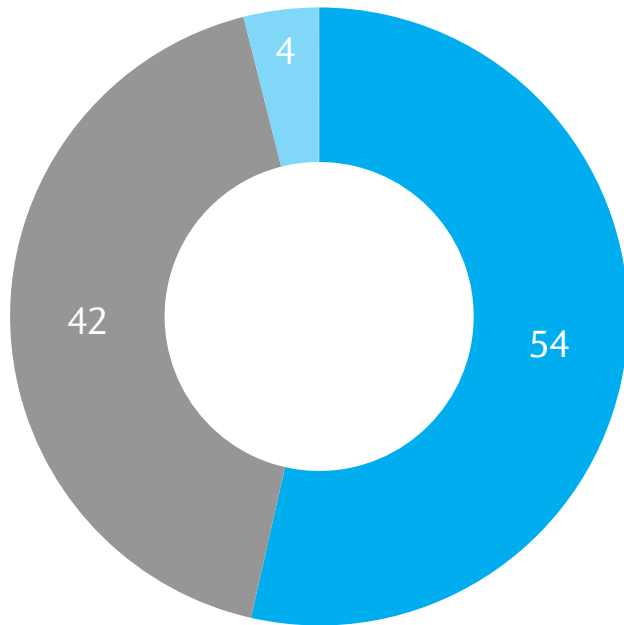
## Banking penetration is low



Source: World Bank; Note: \* utilising an account at a financial institution

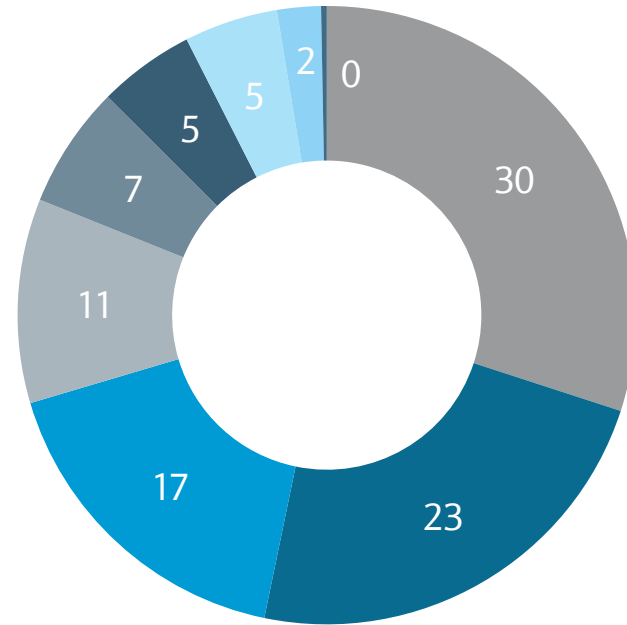
# Portfolio a hedge against volatility ...

Earnings mix 1H15 (%)



- Corporate and Investment Bank
- Retail and Business Banking
- Wealth, Investment Management and Insurance

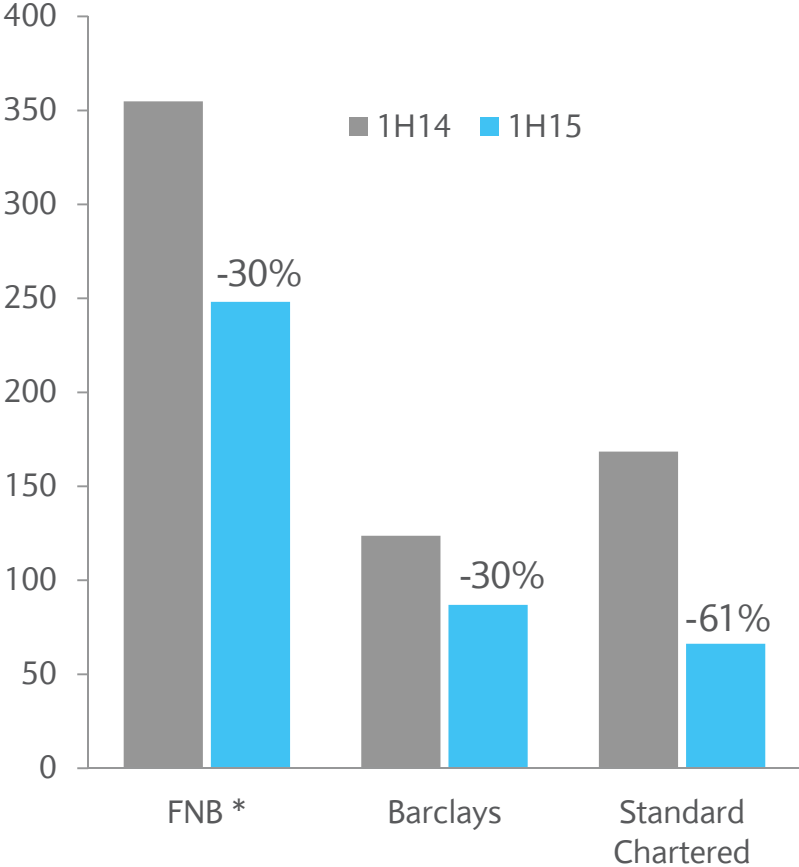
Banking earnings by country (%)



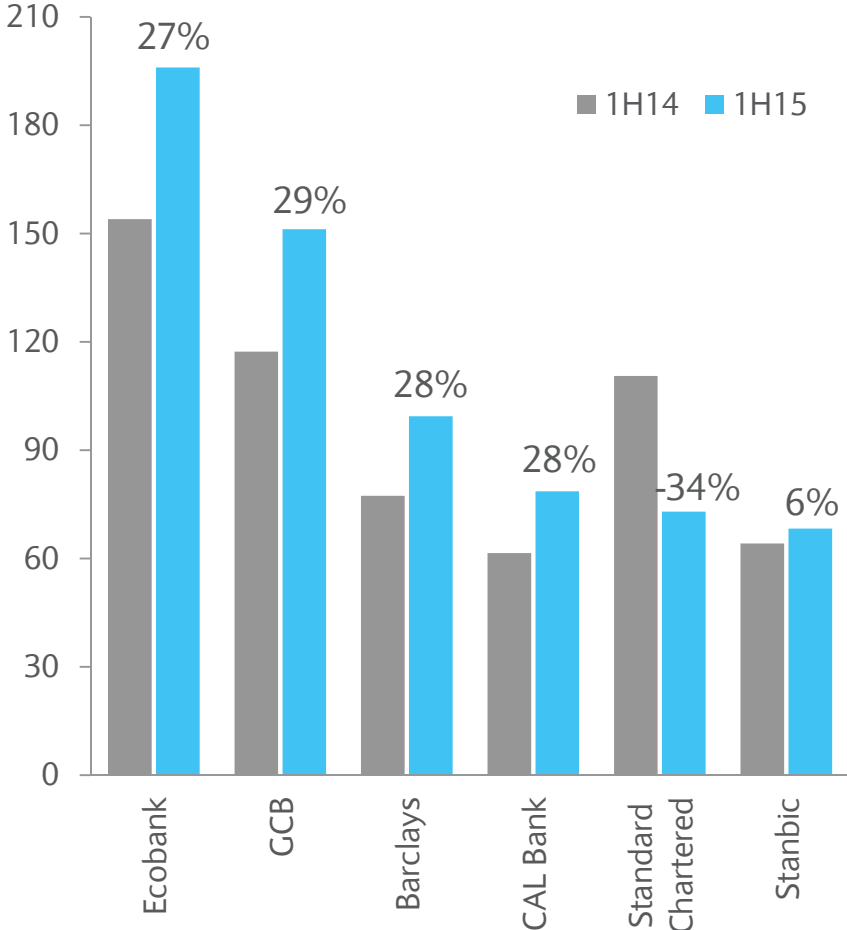
- Kenya
- Zambia
- Seychelles
- Ghana
- Uganda
- Mozambique
- Mauritius
- Botswana
- Tanzania

# ... evident in 1H15

### Botswana profit after tax (Pm)



### Ghana profit after tax (Cm)

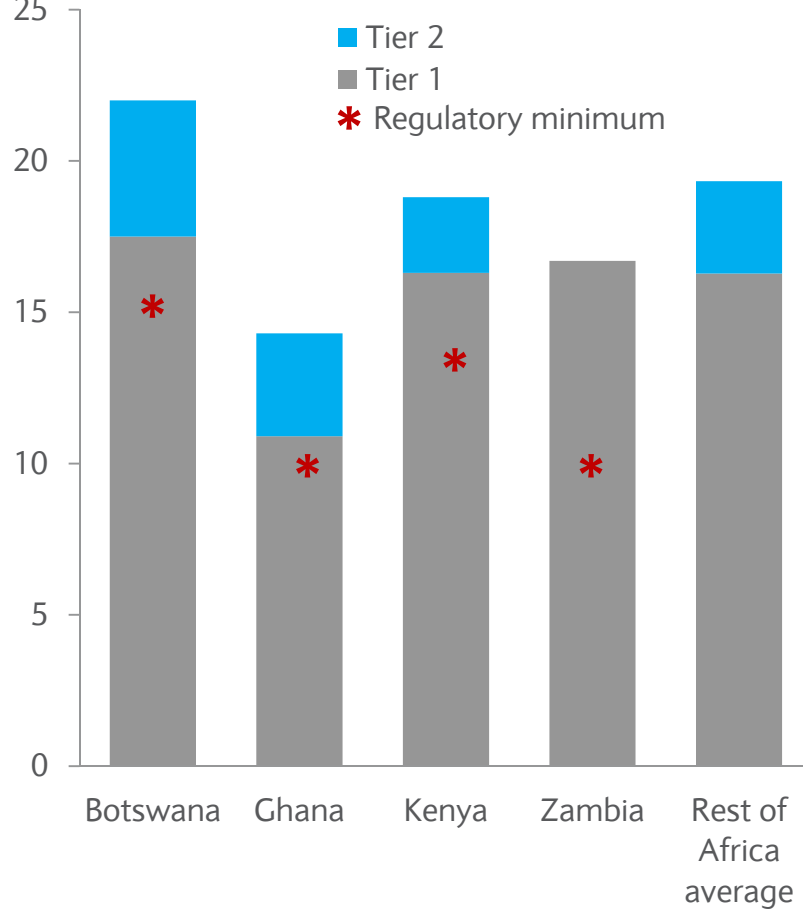


Source: Company reports. Note: \* 2H to be comparable

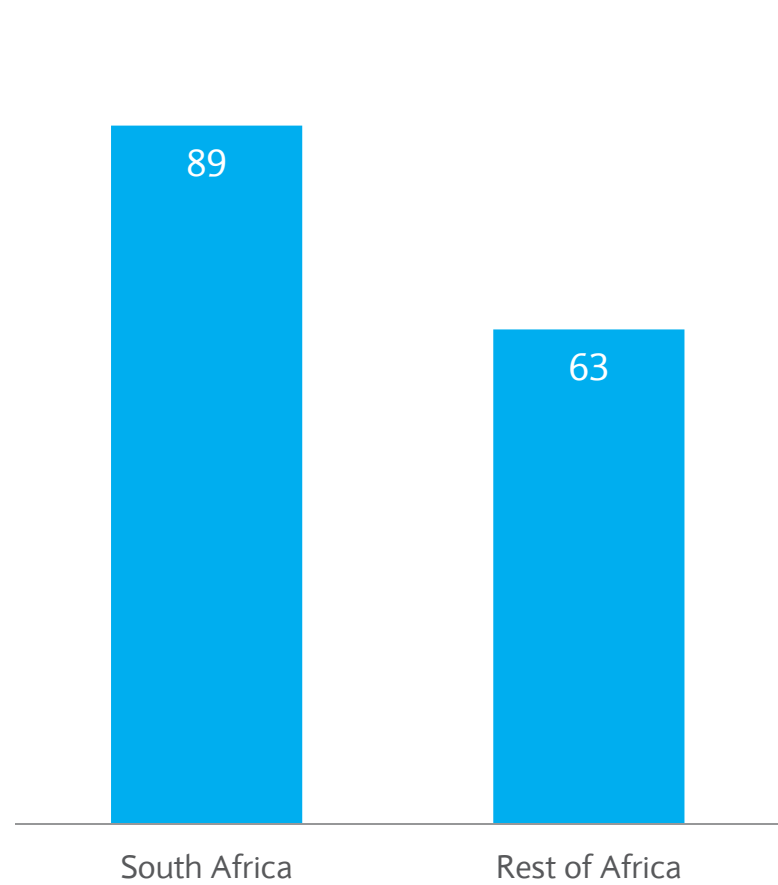


# Benefit of a strong balance sheet

Capital well above regulatory targets (%)

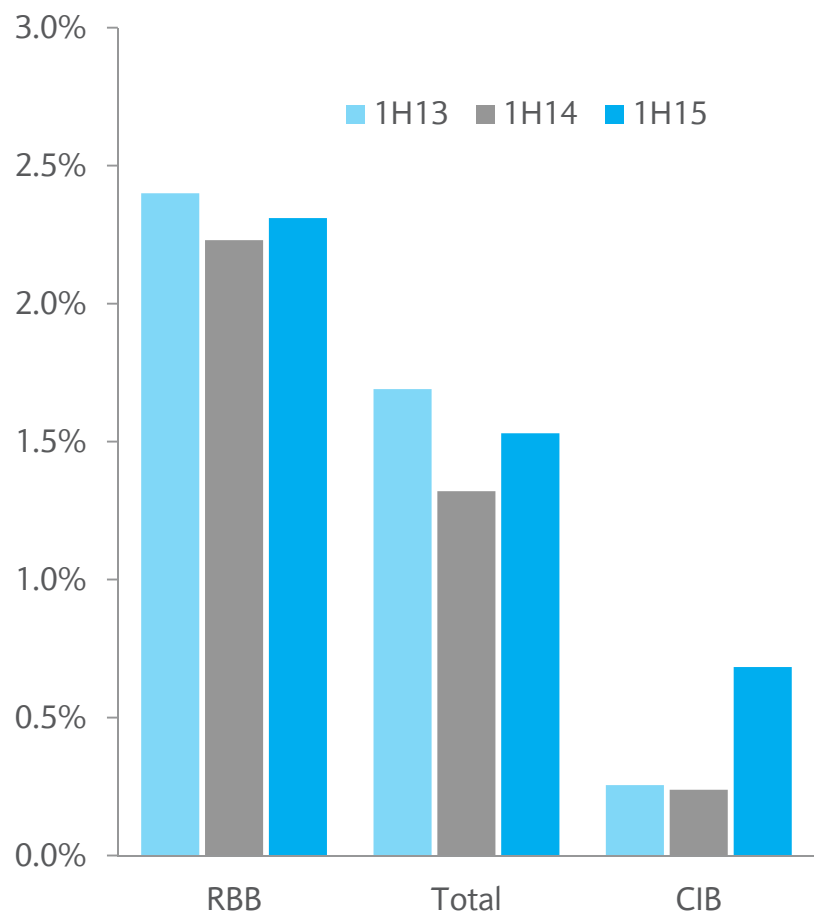


Loan to deposit ratio 1H15 (%)

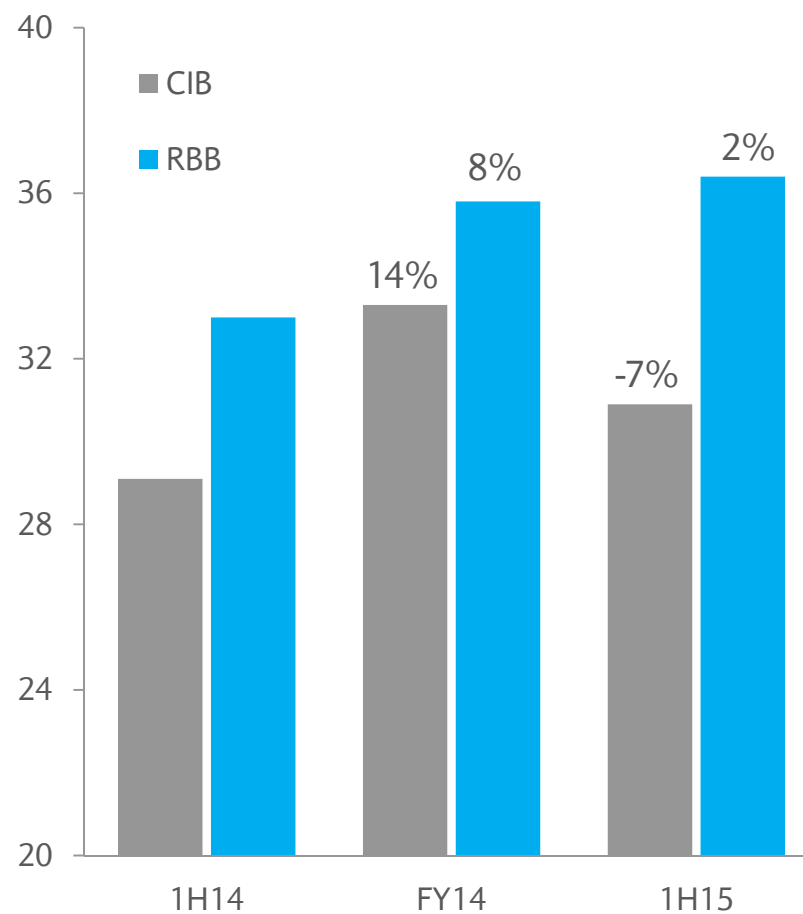


# Watching credit quality closely

## Rest of Africa credit loss ratios (%)

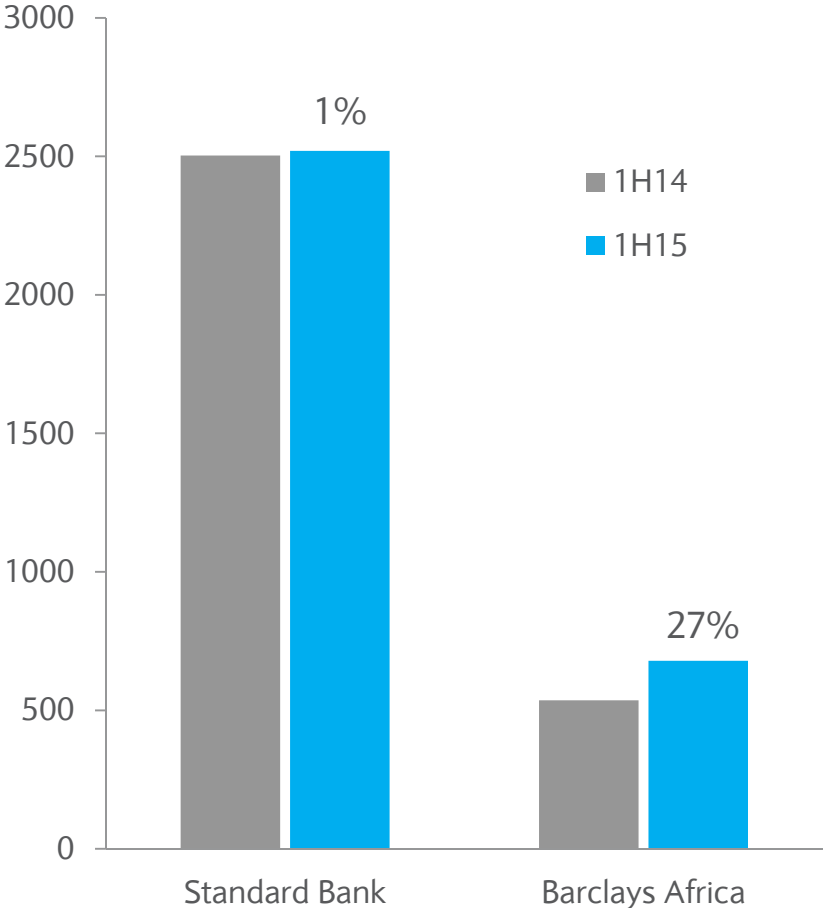


## Rest of Africa loans (Rbn, HoH)

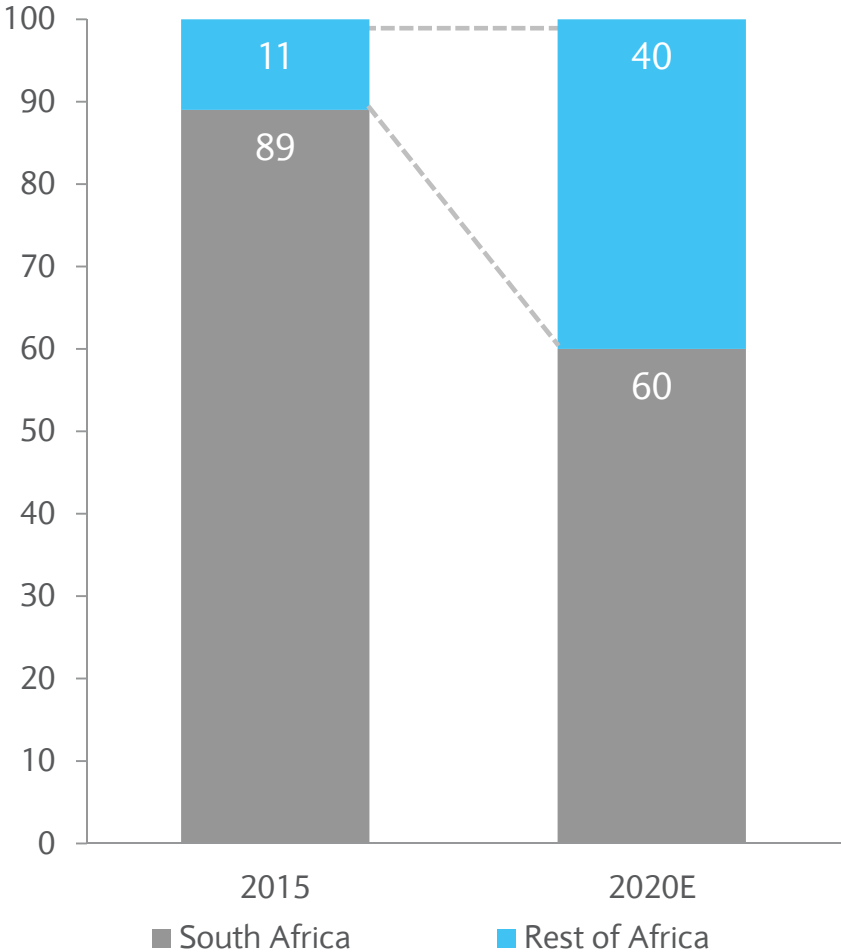


# Deploying expertise in under-represented areas

Rest of Africa trading revenue (Rm)



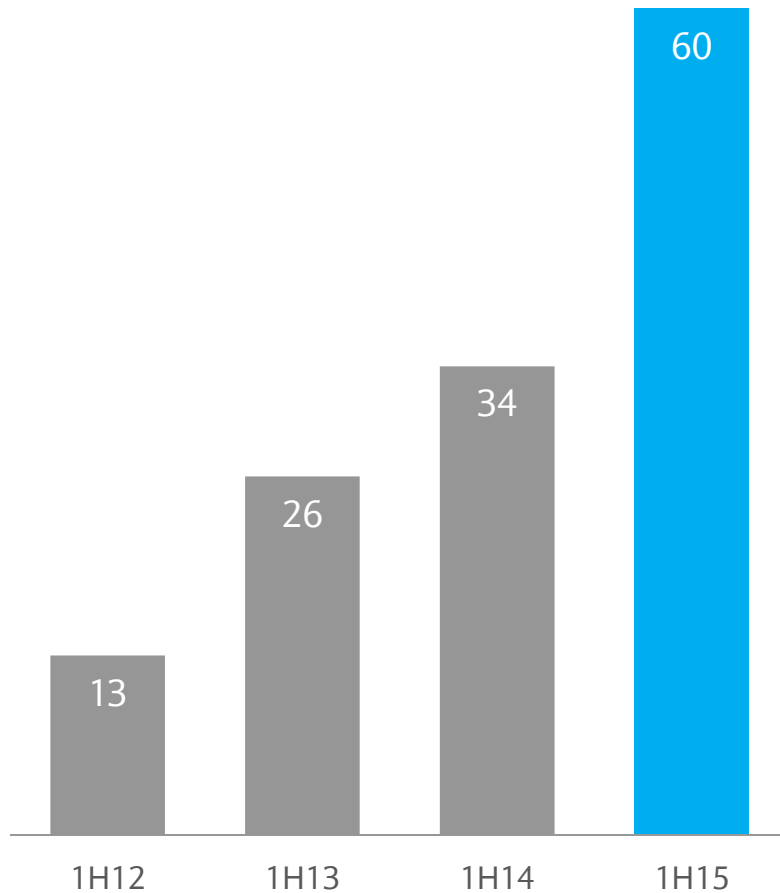
Split of our Agri book (%)



Source: company reports

# WIMI maintaining growth trajectory

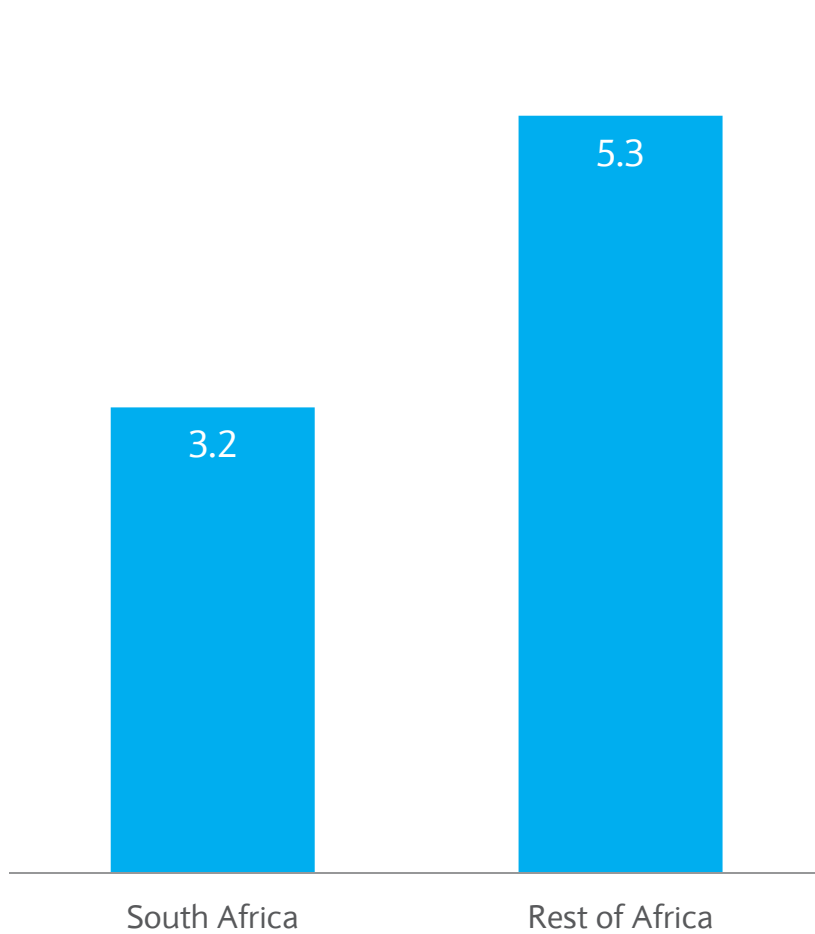
WIMI Rest of Africa earnings (Rm)



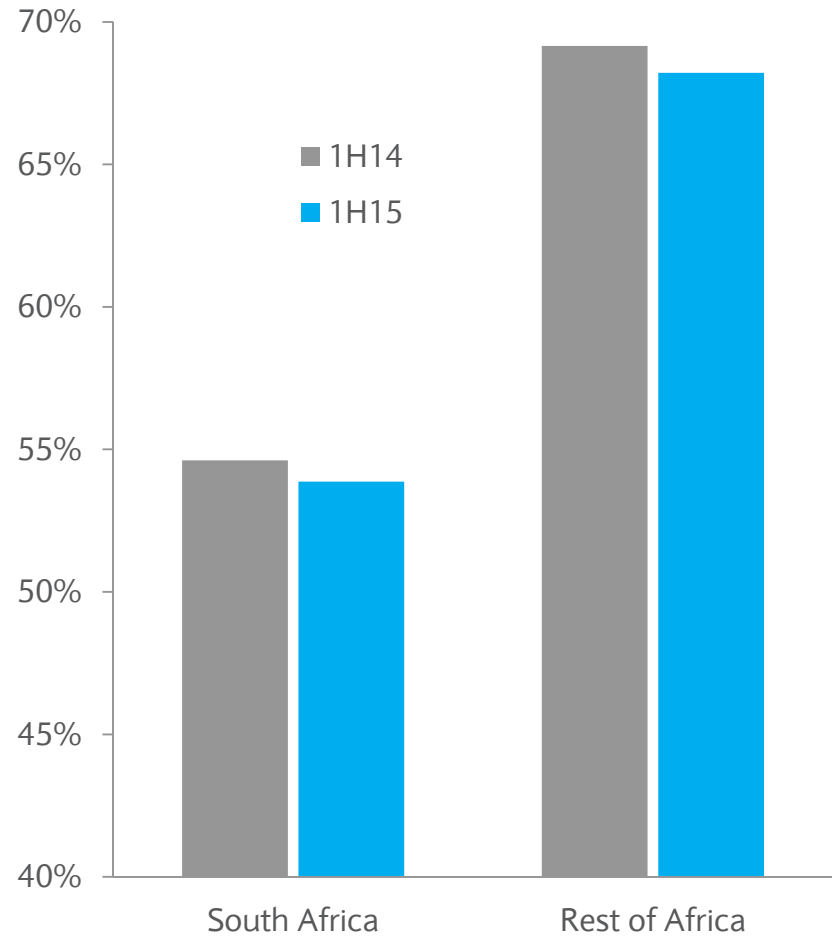
- First Assurance acquisition
- Expand into new markets
- Extend product range
- Enter external partnerships

# Scope to improve efficiency

## 1H15 cost to asset ratio (%)



## RBB cost to income ratio (%)


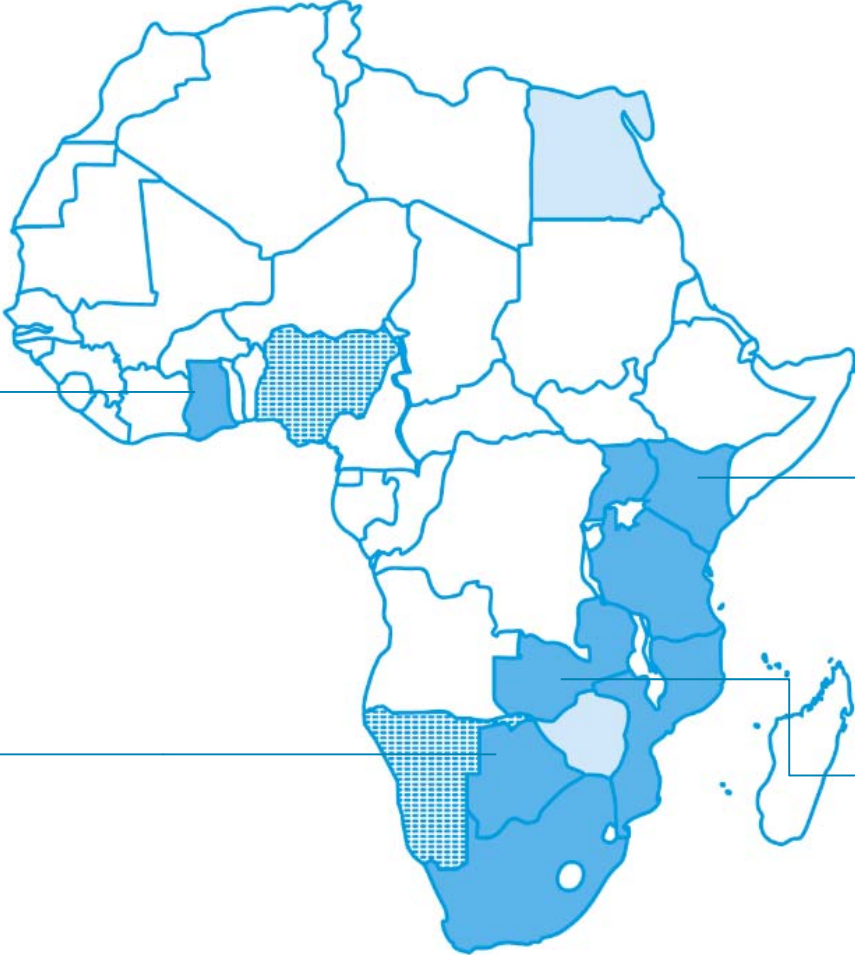


# Update on key markets


## Country revenue rankings 1H15



**Ghana**  
3<sup>rd</sup>



**Kenya**  
4<sup>th</sup>



**Botswana**  
2<sup>nd</sup>



**Zambia**  
4<sup>th</sup>

# Need to improve rest of Africa RoE



- Deliver on revenue opportunities
- Reduce RBB cost to income
- Two obvious 'technical' levers
- Turn around underperformers

Note: \* RoRC

# Disclaimer

## Forward-looking statements

Certain statements (words such as ‘anticipates’, ‘estimates’, ‘expects’, ‘projects’, ‘believes’, ‘intends’, ‘plans’, ‘may’, ‘will’ and ‘should’ and similar expressions in this document are forward looking. These relate to, among other things, the plans, objectives, goals, strategies, future operations and performance of Barclays Africa Group Limited and its subsidiaries (‘Barclays Africa’). These statements are not guarantees of future operating, financial or other results and involve certain risks, uncertainties and assumptions and so actual results and outcomes may differ materially from these expressed or implied by such statements. We make no express or implied representation or warranty that the results we anticipated by such forward-looking statements will be achieved. These statements represent one of many possible scenarios and should not be viewed as the most likely or standard scenario. We are not obligated to update the historical information or forward looking statements in this document.