



## **SUPPLEMENTARY INFORMATION**



**FIRSTRAND**  
— Banking Group —

supplementary information for the six months ended 31 December 2005



**FIRSTRAND**  
— Banking Group —



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Certain companies within the FirstRand Banking Group are Authorised Financial Services Providers

This information is available on our website:

**[www.firstrand.co.za](http://www.firstrand.co.za)**

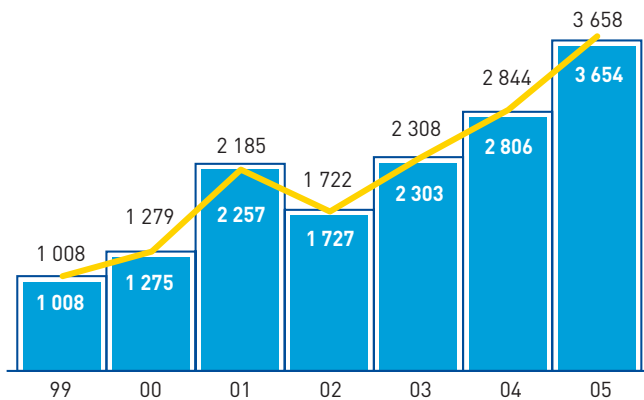
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## Highlights

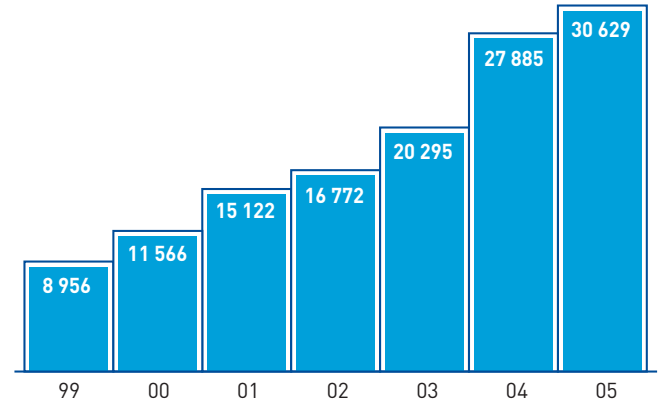
R million	Six months ended 31 December		
	2005	2004	% change
Attributable earnings to ordinary shareholders of the Banking Group	3 654	2 806	30
Headline earnings (including translation effect)	3 658	2 844	29
Total equity	30 629	27 885	10
ROE on average ordinary shareholders' equity (including translation effect) %	28.2	26.3	
ROE on average ordinary shareholders' equity (excluding translation effect) %	28.0	27.6	
Cost to income ratio (including translation gains/(losses))	53.8	55.6	
Cost to income ratio (excluding translation gains/(losses))	53.9	54.8	

Earnings performance  
(R million)



■ Attributable earnings December – CAGR: 23.9%  
— Headline earnings including translation effect – CAGR: 24.0%

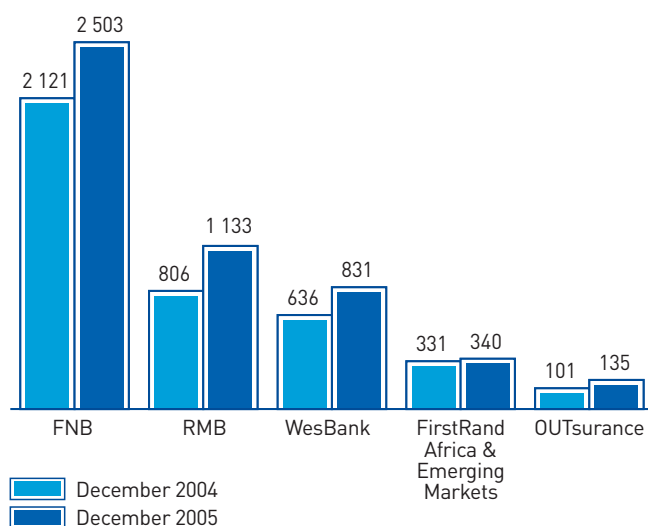
Total equity  
(R million)  
CAGR 22.7%



## Key income drivers (IFRS)

Interest income	+18%	↑
Bad debts	+41%	↑
Non-interest income	+28%	↑
Operating expenditure	+22%	↑
Income from associates	+90%	↑
Direct tax	+34%	↑

All businesses showing growth (pre-tax and pre-IFRS)  
(R million)



### TRADING CONDITIONS

- strong economic growth
- rising fixed investment
- lower than expected inflation
- stable interest rates

### MARKET CONDITIONS

- continued high consumer demand for credit
- higher levels of disposable income
- growth in transaction volumes and value
- strong equity markets

# Banking Group performance analysis (IFRS)

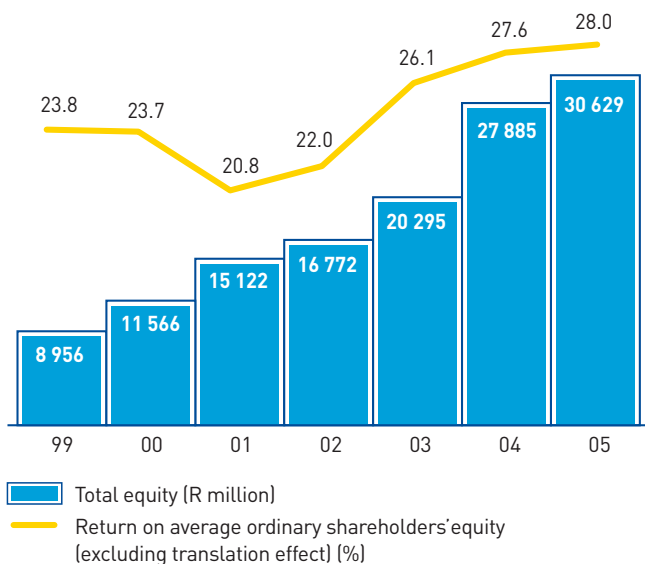
## Reconciliation between earnings attributable to ordinary shareholders and headline earnings

R million	Six months ended			Year ended
	31 December 2005	2004	% change	June 2005
Earnings attributable to ordinary shareholders	3 654	2 806	30	5 967
Loss on sale of discontinuing operations	-	17	>100	67
Loss/(Profit) on sale of property and equipment	6	(1)	>100	7
Goodwill	(9)	-	>100	-
Loss on sale of available-for-sale assets	7	22	(68)	21
<b>Headline earnings</b>	<b>3 658</b>	<b>2 844</b>	<b>29</b>	<b>6 062</b>

## Calculation of headline earnings excluding translation gains and losses

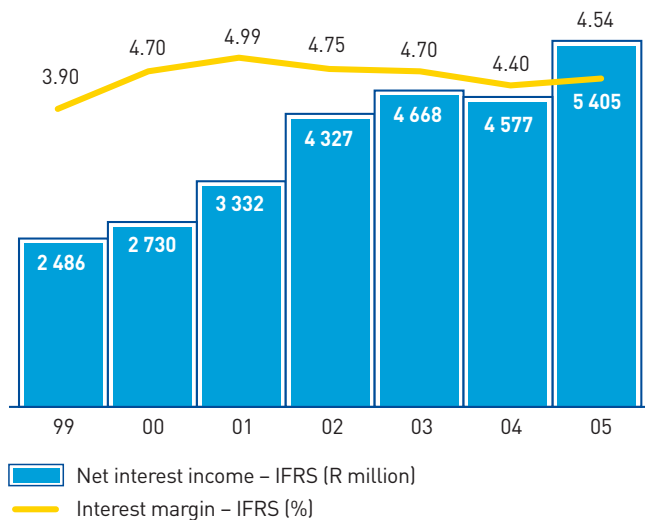
R million	Six months ended			Year ended
	31 December 2005	2004	% change	June 2005
Headline earnings	3 658	2 844	29	6 062
Adjusted for:				
Translation (gains)/losses	(22)	155	<100	51
<b>Headline earnings (excluding translation (gains)/losses)</b>	<b>3 636</b>	<b>2 999</b>	<b>21</b>	<b>6 113</b>

## Return on average ordinary shareholders' equity and total equity (December)



# Net interest income and margin analysis

Net interest income (December)



## Margin analysis

	Net interest income R million	Interest margin %
Pre-IFRS net interest income – December 2004	4 598	4.40
Volume impact	640	–
Impact of preference share funding	105	0.09
Endowment effect on capital	(93)	(0.08)
Endowment effect on deposits	(47)	(0.04)
Reduced protection provided by hedges	(207)	(0.17)
Other	212	0.18
Pre-IFRS net interest income – December 2005	5 208	4.38
IFRS adjustment	197	0.16
Post-IFRS net interest income – December 2005	5 405	4.54

## Interest margin

Positive	Negative
<ul style="list-style-type: none"> <li>• volume effect from advances growth</li> </ul>	<ul style="list-style-type: none"> <li>• impact of lower interest rates on endowment effect</li> </ul>
<ul style="list-style-type: none"> <li>• increase in average capital base following retention of earnings in the previous year</li> </ul>	<ul style="list-style-type: none"> <li>• general impact of structurally lower interest rate environment on margins</li> </ul>
<ul style="list-style-type: none"> <li>• improved mix from increase in retail advances and decrease in corporate advances</li> </ul>	<ul style="list-style-type: none"> <li>• margin squeeze on prime-linked portion of banking book (partly from competitive pressures)</li> </ul>
	<ul style="list-style-type: none"> <li>• run-off of hedges on endowment and funding portfolios</li> </ul>
	<ul style="list-style-type: none"> <li>• run-off of existing fixed-rate book</li> </ul>
	<ul style="list-style-type: none"> <li>• compression of short-term funding rates</li> </ul>

### The impact of IFRS on 2005:

- ▶ an increase of R197 million on net interest income before impairment of advances
- ▶ an increase of R147 million on net interest income after impairment of advances

### The impact of IFRS on 2004:

- ▶ a decrease of R21 million on net interest income before and after impairment of advances

# Margin analysis

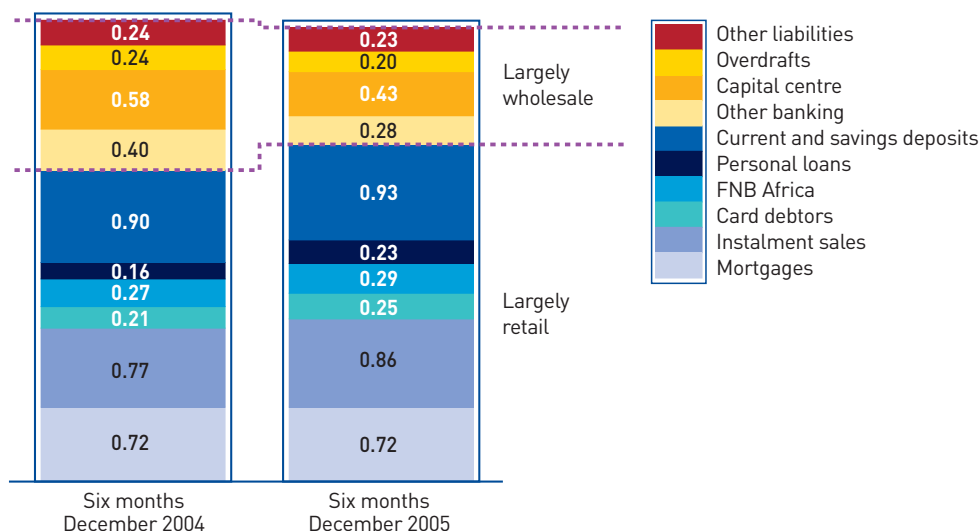
	Pre-IFRS December 2005		Pre-IFRS June 2005		Pre-IFRS December 2004	
	Average balance* R million	Average margin %	Average balance* R million	Average margin %	Average balance* R million	Average margin %
<b>Margin assets</b>						
Asset-backed mortgages (excluding Commercial Property)	73 095	2.31	63 179	2.38	55 640	2.68
Instalment sales and finance leases	54 083	3.72	47 485	3.66	41 936	3.79
Card debtors	7 101	8.33	6 037	7.79	5 354	8.00
Overdrafts and managed account debtors	10 302	4.55	10 264	4.53	10 221	4.79
Personal loans	7 143	7.51	5 966	6.47	4 942	6.62
Other banking advances	15 654	4.20	15 772	4.85	15 125	5.48
FNB Africa	10 239	6.69	9 513	6.69	8 717	6.40
Capital centre	55 494	1.79	63 679	1.70	65 061	1.85
<b>Total</b>	<b>233 111</b>	<b>3.27</b>	<b>221 894</b>	<b>3.25</b>	<b>206 997</b>	<b>3.34</b>
<b>Margin liabilities</b>						
Current and savings deposits	61 980	3.51	55 900	3.49	52 524	3.55
Call accounts	16 733	1.65	16 210	1.63	15 890	1.55
Notice deposits	12 478	1.30	12 179	1.28	11 712	1.35
Fixed deposits	12 930	0.73	12 588	0.63	12 194	0.76
FNB Africa	8 899		8 558		7 978	
Banking Group Treasury and other interest bearing liabilities	120 091		116 460		106 699	
<b>Total</b>	<b>233 111</b>	<b>1.16</b>	<b>221 894</b>	<b>1.10</b>	<b>206 997</b>	<b>1.14</b>
Margin on average aggregate interest- bearing assets and liabilities		<b>4.43</b>		<b>4.35</b>		<b>4.48</b>

\*Average balances based on twelve month rolling average

This table is based on the fully funded margin business of the Banking Group and excludes long-term funding, trading and investment activities. The margins above are actively managed by the Banking Group's Alco desk. This table therefore provides a different view from that presented on the previous page because of its product focus.

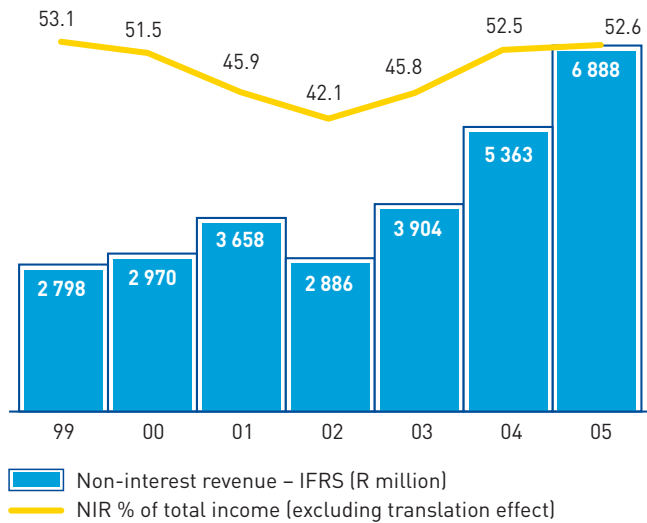
## Contribution to margin

(Change in mix)



# Non-interest revenue

Non-interest revenue (December)



	Six months ended December			Year ended June
	2005	2004	% change	2005
Fee and commission income	4 305	3 644	18	8 188
Trading income	1 016	1 155	(12)	2 238
Investment income	825	600	38	497
Other income	720	119	>100	754
Total non-interest revenue	6 866	5 518	24	11 677
Translation (losses)/gains	22	(155)	>100	(51)
<b>Non-interest revenue</b>	<b>6 888</b>	<b>5 363</b>	<b>28</b>	<b>11 626</b>

### The impact of IFRS for 2005 was:

- ▶ a decrease in fee and commission income of R280 million
- ▶ an increase in other non-interest income of R296 million
- ▶ the translation loss of R179 million converted into a gain of R22 million

### The impact of IFRS for 2004 was:

- ▶ a net increase of R29 million



# Non-interest revenue

R million	Six months ended		% change	Year ended
	December	2004		June
	2005			2005
<b>The information presented in the following sections is on a functional basis, and not on a statutory basis:</b>				
<b>Fee and commission income</b>				
<b>Bank commissions and fee income</b>	<b>2 754</b>	2 336	18	5 623
- Card commissions	426	324	32	655
- Cash deposit fees	390	344	13	686
- Commitment fees	166	163	2	354
- Acceptances, guarantees and indemnities	70	67	5	132
- Commissions on bills, drafts and cheques	255	212	20	439
- Bank charges	1 447	1 226	18	3 357
<b>Other banking fee income</b>	<b>752</b>	609	24	1 102
<b>Knowledge-based fees</b>	<b>147</b>	256	(43)	491
<b>Management fees</b>	<b>232</b>	155	50	296
<b>Insurance income</b>	<b>250</b>	151	66	467
<b>Other non-bank commissions</b>	<b>170</b>	137	24	209
<b>Total fees and commission</b>	<b>4 305</b>	3 644	18	8 188

<ul style="list-style-type: none"> <li>● FNB           <ul style="list-style-type: none"> <li>- increases in customers and transaction volumes across all segments</li> <li>- Consumer segment up more than 40% in both card and home loans books</li> <li>- Mass segment up 20% in active accounts</li> <li>- Corporate segment up from increased electronic channel use</li> <li>- Commercial segment 13% up in active accounts</li> <li>- Wealth segment showed higher transaction volumes and new business inflows</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>● WesBank           <ul style="list-style-type: none"> <li>- high new business growth, increased contribution from Auto division (fleet management) and greater penetration of insurance products</li> </ul> </li> <li>● FNB Africa           <ul style="list-style-type: none"> <li>- new account growth and higher transactional volumes</li> </ul> </li> <li>● RMB           <ul style="list-style-type: none"> <li>- increased M&amp;A, driven by BEE activity</li> <li>- Structured Finance capitalised on market leading position and market conditions to show strong earnings</li> </ul> </li> </ul>
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# Non-interest revenue

## Trading revenue

R million				Six months ended			Year ended
R million	Forex	Debt	Equity	Dec 2005	Dec 2004	% change	June 2005
<b>Annuity</b>	266	413	81	<b>760</b>	988	(23)	<b>1 702</b>
- Originated/Structuring	-	286	40	<b>326</b>	277	18	581
- Secondary market	-	69	-	<b>69</b>	102	(32)	234
- Client flow	266	58	41	<b>365</b>	609	(40)	887
<b>Risk income</b>	-	111	236	<b>346</b>	227	53	<b>479</b>
- Equities	-	-	148	<b>148</b>	82	82	226
- Commodities	-	-	88	<b>88</b>	40	123	38
- Interest rates	-	105	-	<b>105</b>	86	23	176
- Forex	-	5	-	<b>5</b>	19	(72)	39
<b>Other</b>				<b>(90)</b>	(60)	56	<b>57</b>
<b>Total</b>	<b>266</b>	<b>524</b>	<b>318</b>	<b>1 016</b>	<b>1 155</b>	<b>(12)</b>	<b>2 238</b>

- Equity Trading performed well with the agency business capitalising on the record JSE activity

- Proprietary trading and arbitrage activities performances varied in unpredictable and volatile markets

- Foreign exchange trading disappointing due to non-trending markets

# Non-interest revenue

## Investment income

R million	Six months ended		% change	Year ended June 2005
	December 2005	2004		
<b>Investment activities</b>				
<b>Income from private equity activities</b>	<b>1 127</b>	446	>100	1 046
- Profit on realisation of private equity investments	410	189	>100	414
- Profit on realisation of other investment banking assets	68	-	-	93
- Dividend received	153	122	25	175
- Private equity associates (ongoing)	352	135	>100	364
- Private equity associates (realisations)	144	-	-	-
<b>Income from operational investment activities</b>	<b>276</b>	272	1	562
- WesBank associates	48	34	41	74
- FirstRand International associates	64	42	52	117
- OUTsurance	135	101	34	212
- Listed associates	-	78	-	133
- Other operational associates	29	17	71	26
<b>Income from investments</b>	<b>194</b>	106	83	205
- (Loss) on disposal of AFS assets	(9)	(31)	71	(30)
- Profit on assets held against employee liabilities	203	137	48	235
<b>Total investment income</b>	<b>1 597</b>	824	94	1 874
<b>Less: Income from associates</b>	<b>(772)</b>	(407)	90	(987)
	<b>825</b>	417 <sup>1</sup>	98	887 <sup>2</sup>

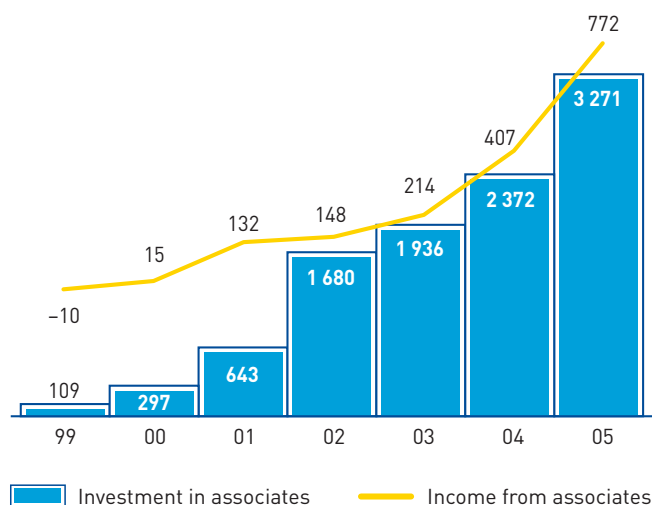
1. R183 million income from other activities is included in investment income per SA GAAP and IFRS. It has been excluded from this analysis.

2. R390 million income on the realisation of investments is included in Other non-interest revenue per SA GAAP and IFRS. It has been included in this analysis.

- Private Equity
  - outstanding results
  - domestic and foreign realisations
- Increased dividend flow from underlying investments

# Analysis of income from associated companies

Analysis of income from associated companies (December)  
(R million)



R million	Six months ended		% change	Year ended June 2005
	December 2005	2004		
<b>Analysis of income from associated companies</b>				
Private equity associates				
- Private equity associates (ongoing)	352	135	>100	433
- Private equity associates (realisations)	144	-	100	6
- Less impairments	-	-	-	(75)
WesBank associates				
- Toyota Finance	26	19	37	39
- Zeda Car Leasing	13	10	30	25
- Other	9	5	80	10
FirstRand International associates	64	42	52	178
OUTsurance	135	101	34	212
Listed associates (Relyant)	-	78	(100)	133
FirstLink associates				
- Marsh	23	9	>100	(7)
Other	6	8	(25)	33
<b>Total</b>	<b>772</b>	<b>407</b>	<b>90</b>	<b>987</b>

- Income up 90%

- WesBank associate income up on strong underlying operational performance
- OUTsurance outstanding results - good organic growth and low claim ratio
- Realisation of assets of a private equity associate is shown in this income
- Income from private equity associates up from benefits from strong economic environment

The IFRS impact for 2005 was an increase of R15 million

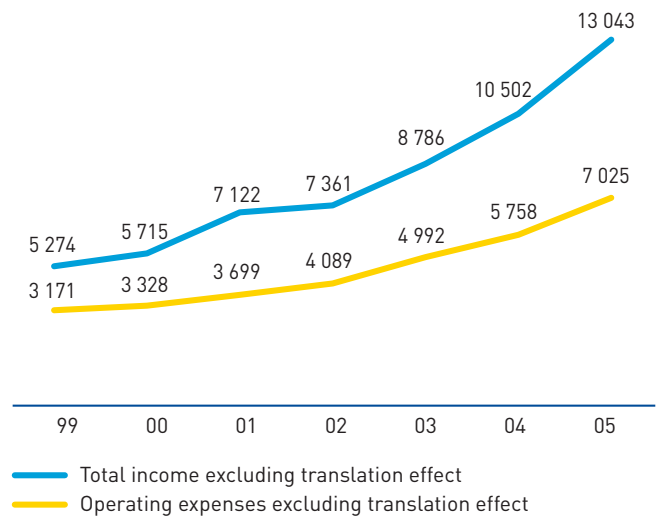
The IFRS impact for 2004 was an increase of R22 million

# Operating expenses

Cost to income ratio – IFRS (December)  
(%)



Operating “Jaws” – IFRS (December)  
(R million)



R million	Six months ended		%	Year ended
	December 2005	2004		
Staff expenditure	3 825	3 265	17	6 529
Advertising and marketing	333	252	32	618
Audit fees	33	34	(3)	50
Computer expenses	254	208	22	370
Conveyance of cash	88	42	110	127
Depreciation	357	311	15	568
eBucks rewards	96	71	35	171
HomeLoans third-party origination costs	15	128	(88)	361
Insurance	146	118	24	201
Maintenance	413	386	7	702
Professional fees	187	167	12	430
Profit share	104	63	65	188
Telecommunications	199	168	18	359
Other	975	545	79	1 824
<b>Total non-interest expenses</b>	<b>7 025</b>	<b>5 758</b>	<b>22</b>	<b>12 498</b>

- significant increase in staff costs
  - staff increased to support high current new business growth and expected future growth in FNB, WesBank and RMB
- infrastructure expansion costs in HomeLoans, WesBank and RMB
- branch enhancement costs in FNB
- advertising and marketing up by 32%

The IFRS impact for 2005 was an increase of R186 million

- an increase in staff expenditure of R191 million
- a decrease in depreciation of R25 million
- a decrease in home loan origination costs of R222 million
- an increase in other expenditure of R242 million

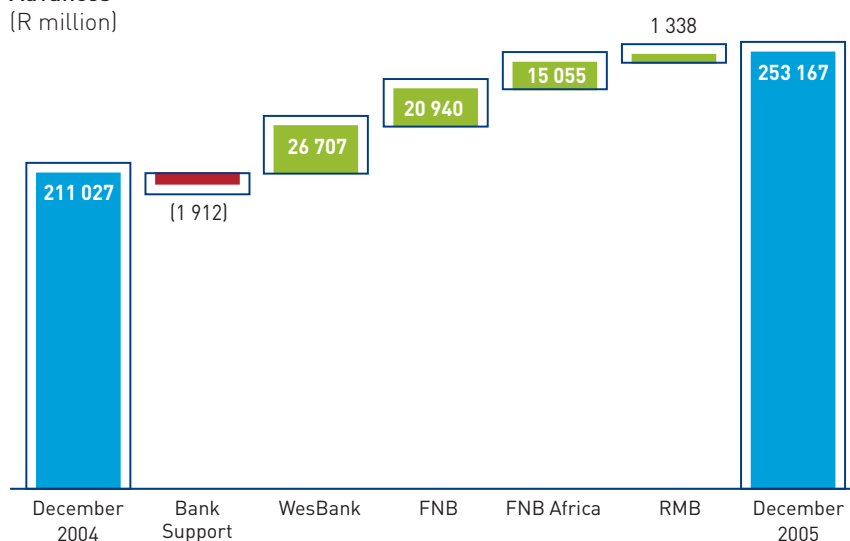
The IFRS impact for 2004 was an increase of R20 million

- an increase in staff expenditure of R23 million
- a decrease in depreciation of R3 million

The cost to income ratio improved as a result of increased net interest income and strong growth in non-interest income and associate income, compensating for the growth in operating expenses

# Gross advances

Advances  
(R million)



R million	Six months ended		%	Year ended
	December 2005	December 2004		
<b>Advances</b>				
Total advances	253 687	211 555	20	229 440
Less: Contractual interest suspended	(520)	(528)	(2)	(494)
Gross advances	253 167	211 027	20	228 946
Less: Impairments	(2 837)	(2 974)	(5)	(2 510)
Net advances	250 330	208 053	20	226 436
<b>Advances sector analysis</b>				
Agriculture	7 079	4 360	62	5 337
Banks and financial services	28 565	37 212	(23)	28 940
Building and property development	10 517	9 114	15	11 081
Government, Land Bank and Public Authorities	5 030	3 915	29	6 319
Individuals	146 405	110 686	32	125 637
Manufacturing and commerce	27 960	32 514	(14)	27 357
Mining	3 278	3 058	7	3 952
Transport and communication	7 506	3 639	>100	7 504
Other services	16 827	6 529	>100	12 819
<b>Gross advances</b>	<b>253 167</b>	<b>211 027</b>	<b>20</b>	<b>228 946</b>

- FNB
  - HomeLoans up 41%
  - Card up 42%
  - Personal loans up 29%
  - Wealth up 35%
  - Commercial up 21%
  - Large corporates decline
- WesBank growth of 26% with both new business and market share up
- FNB Africa up 13%
  - FNB Namibia home loans and WesBank up
  - FNB Botswana up 10%
  - Swaziland's advances up by 11% in overdrafts and home loans
  - Lesotho showed general volume growth
- CDO portfolio closed out

The impact of IFRS on 2004 was a decrease of R176 million due to reallocation between balance sheet lines

R million	Six months ended		%	Year ended
	December	2004		
	2005		change	2005
<b>Geographical split</b>				
SA banking operations	230 308	188 425	22	206 171
International banking operations	5 284	4 635	14	5 711
US Corporate debt (CDO advances)	-	1 011	(100)	182
African banking operations	11 425	10 229	12	12 006
SA non-banking operations	6 150	6 757	(9)	4 876
<b>Gross advances</b>	<b>253 167</b>	<b>211 027</b>	<b>20</b>	<b>228 946</b>
<b>Product split</b>				
Overdrafts and managed accounts	25 384	26 457	(4)	28 462
Loans to other financial institutions	15 347	5 505	>100	11 102
Card loans	8 951	6 331	41	7 569
Instalment finance	40 833	33 079	23	36 533
Lease payments receivable	22 337	17 612	27	19 183
Property finance	94 974	68 374	40	80 017
Home loans	89 202	64 398	39	75 802
Commercial properties	5 772	3 976	45	4 215
Personal loans	9 519	6 630	44	4 889
Preference share advances	2 041	1 634	25	1 536
Other advances	29 261	40 475	(28)	31 165
	<b>248 647</b>	<b>206 097</b>	<b>21</b>	<b>220 456</b>
Collateralised debt obligation	-	1 011	(100)	182
Assets under agreement to sell	4 520	3 919	15	8 308
<b>Gross advances</b>	<b>253 167</b>	<b>211 027</b>	<b>20</b>	<b>228 946</b>
<b>Rand and non-Rand denominated advances</b>				
All non-Rand denominated advances	1 715	3 634		1 534
@ exchange rate	6.34	5.62		668
Non-Rand denominated advances (R)	10 873	20 422	(47)	10 247
Rand denominated advances	242 294	190 605	27	218 698
<b>Gross advances</b>	<b>253 167</b>	<b>211 027</b>	<b>20</b>	<b>228 946</b>

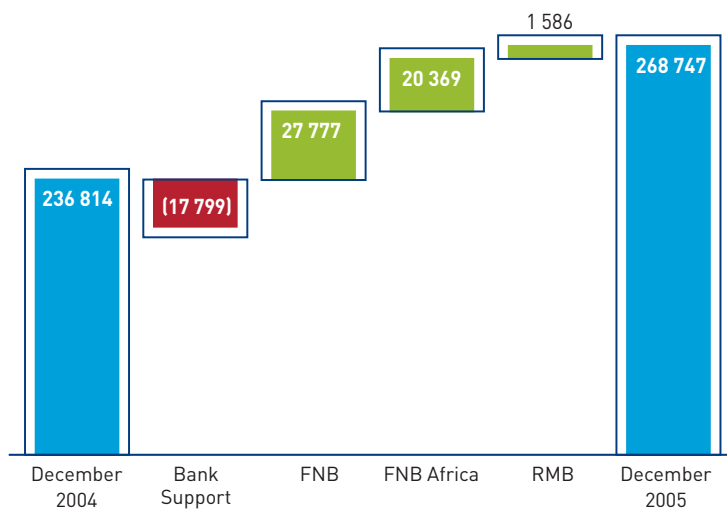
## Non-performing loans

R million	Six months ended		% change	Year ended
	December 2005	2004		June 2005
Non-performing loans	3 357	3 358	-	3 241
Add: Present value adjustment	228	358	(18)	196
Less: Recoverable amount	(348)	(145)	2	(50)
Net credit exposure	3 237	3 571	(9)	3 387
Less: Security	(971)	(952)	2	(1 013)
Less: Contractual interest suspended	(520)	(528)	(2)	(494)
Residual risk	1 746	2 091	(17)	1 880
Specific impairments/provision	1 746	2 091	(17)	1 880
Portfolio impairments/provision	1 091	883	24	630
Total impairments/provisions	2 837	2 974	(5)	2 510
Fair value impairment	-	112	100	134
Provisioning	2 837	3 086	(8)	2 644
Total advances	253 687	211 555	20	229 440
Less: Contractual interest suspended	(520)	(528)	(2)	(494)
Gross advances	253 167	211 027	20	228 946
Less: Impairments	(2 837)	(2 974)	(5)	(2 510)
<b>Net advances</b>	<b>250 330</b>	<b>208 053</b>	<b>20</b>	<b>226 436</b>
<b>Impairment of advances</b>	<b>%</b>	<b>%</b>	<b>% change</b>	<b>%</b>
Non-performing loans as a percentage of gross advances	1.3	1.6	(19)	1.4
Specific impairments as a percentage of non-performing loans	52.0	58.0	(10)	58.0
Total impairments as a percentage of non-performing loans	115.4	144.5	(20)	116.2
Total impairments as a percentage of residual risk	221.9	232.0	(4)	200.4
Specific impairments as a percentage of gross advances	0.7	1.0	30	0.8
Portfolio impairments as a percentage of gross advances	0.4	0.4	-	0.3
Fair value impairments as a percentage of gross advances	0.0	0.1	100	0.1
Total impairments as a percentage of gross advances	1.1	1.5	35	1.2
R million				
<b>Income statement charge</b>				
Specific impairments	449	311	45	755
Portfolio impairments	127	98	30	(49)
	576	409	41	706



# Deposits

Deposits  
(R million)



- Customer trend to shorter dated products
- Disposable income up
- Medium and large corporates cash flush
- FNB 18% up
  - Commercial (+20%), Consumer (+13%) and Corporate (+26%) segments up
  - Deposit margins in Corporate segment under pressure
- FNB Africa 13% up mostly in Botswana and Lesotho

## Staff

	Six months ended		%	Year ended
	December 2005	December 2004		
FNB	23 518	21 862	8	21 836
RMB	990	856	16	956
WesBank	3 186	3 292	(3)	3 114
Africa	2 513	2 381	6	2 450
Bank Support*	1 327	1 332	–	1 430
<b>Total</b>	<b>31 534</b>	<b>29 723</b>	<b>6</b>	<b>29 786</b>
SA Banking	29 021	27 342	6	27 336
Africa	2 513	2 381	6	2 450
<b>Total</b>	<b>31 534</b>	<b>29 723</b>	<b>6</b>	<b>29 786</b>

\*Includes BGT

- FNB, WesBank and RMB
  - Increase in staff numbers to support significant new business growth

## Operational results by business unit (pre-IFRS)

R million	Six months ended		% change	Year ended June 2005
	December 2005	2004		
<b>FNB</b>	<b>2 503</b>	2 121	18	4 147
Consumer segment	923	796	16	1 547
– Personal Banking	509	393	30	790
– HomeLoans	177	262	(32)	454
– Card Issuing	237	141	8	303
Wealth	59	42	41	97
Commercial	884	788	12	1 562
Corporate	309	218	42	515
FNB Other	328	277	18	426
RMB	1 133	806	41	1 901
WesBank	831	636	31	1 404
FirstRand Africa and Emerging Market	340	331	3	646
Ansbacher	–	(35)	–	(35)
OUTsurance	135	101	34	212
Group support*	508	425	20	741
	<b>5 450</b>	4 385	24	9 016
Profit on sale of Ansbacher	–	396	–	346
Translation (losses)/gains	(179)	(215)	17	264
Income before tax	<b>5 271</b>	4 566	15	9 626

\*Includes BGT

## Business unit reviews

Results and commentary are on a pre-IFRS basis

### FNB

	Six months ended		%	Year ended
	December			
	2005	2004	change	2005
Profit before tax (R million)	2 503	2 121	18	4 147
Advances (R million)	120 289	93 582	29	107 201
Total deposits (R million)	131 300	110 931	18	118 517
Cost to income ratio (%)	64.6	64.5	0	66.8
Non-performing loans (%)	1.6	1.9	(16)	1.8

R million	Six months ended		%	Year ended
	December			
	2005	2004	change	2005
Consumer segment	923	796	16	1 547
– Personal Banking	509	393	29	790
– HomeLoans	177	262	(32)	454
– Card Issuing	237	141	67	303
Wealth	59	42	41	97
Commercial	884	788	12	1 562
Corporate	309	218	42	515
FNB Other	328	277	18	426
Total FNB	2 503	2 121	18	4 147

During the previous financial year FNB merged FNB Corporate and FNB Retail and subsequently refocused its business along segment lines.

FNB has produced another set of excellent results with profit before taxation increasing by 18% from R2 121million to R2 503 million.

A buoyant South African economy, strong consumer demand for credit, a significant increase in customer numbers, market share gains and excellent volume growth, all contributed to this increased profitability, despite low interest rates continuing to place pressure on margins.

Interest revenue grew by 11%. This increase is attributable to both the strong balance sheet growth in the last quarter of the previous financial year as well as in the current period, offset to some extent by a reduced endowment effect.

Bad debts remain low at 0.3% (2004: 0.4%) of advances, due in the main to the continued benign interest rate environment. A R25 million provision reversal relating to a repaid corporate exposure has positively contributed to this improved ratio.

Non-interest revenue increased by 22% as a result of increased customer numbers and higher transactional volumes, particularly in Mass, Card, Consumer Segment and Commercial Banking. Average price increases were kept below inflation.

Operating expenses increased by 18%. Major contributors to this increase are HomeLoans acquisition costs which are expensed as incurred, branch and other infrastructure enhancements, investments in growth initiatives and variable costs associated with the increased transactional volumes, resulting in a base cost increase of 8%.

Deposits have increased by R20 billion or 18%, with Commercial, Corporate and Consumer segments being the major contributors.

Advances increased by R27 billion or 29%, with HomeLoans (R20 billion), Card Issuing, Wealth and Commercial being the major contributors. Corporate advances have continued to decline as a result of low credit demand and increased pricing competition.

The FNB segment view is not a “pure” indication of FNB’s penetration into each segment as certain revenue from customers within a defined segment could be recognised in a different segment depending on the product segment categorisation as well as internal service level and revenue arrangements.

## Performance commentary

### Consumer segment

*Cheque products including overdrafts*

*Investment products*

*Personal Loans (including Student Loans)*

*FirstLink Insurance Brokers*

*eBucks*

*HomeLoans*

*Card Issuing*

This segment focuses on the middle and upper income market (incomes ranging from R60 000 to R750 000 per annum) and includes HomeLoans and Card Issuing.

This segment continued to perform well with profit before taxation increasing by 16% from R796 million to R923 million. This was achieved in an operating environment characterised by low interest rates, which placed pressure on margins. During the period there was significant growth in both customer numbers and transaction volumes.

Interest income grew by 11% during the year as a result of strong growth in both advances and deposits.

Non-interest revenue grew by 30%, driven by an 11% growth in active accounts, increased transactions per customer and a 39% growth in both HomeLoans and Card Issuing. Average price increases were held below inflation for the period.

Advances grew by 41% to R79 billion as a result of focused sales activities and the strong demand for consumer credit. Whilst the bad debt charge increased by 21%, it has declined marginally from 0.43% to 0.37% of advances. Non-performing loans ("NPLs") remain low at 1.1% (2004: 1.3%) of advances.

Deposits grew by 13%. This is attributable to increased market share of the transactional banking as well as savings and investment products.

The success of the Million-a-Month Account ("MAMA"), launched during January 2005, continued during the period, increasing the customer base to 237 000.

Operating expenses have grown by 21%, driven mainly by the high growth in transaction and sales volumes which have contributed to the non-interest revenue and advances growth. A significant factor contributing to this growth is the accounting policy to expense HomeLoans acquisition costs up front, which if excluded, would reduce the cost increase to 15%. Under IFRS, these costs are capitalised and amortised against yield.

This segment has also made certain investments for growth, such as Discovery Card, the MAMA account and the appointment of additional relationship managers. Excluding these, the cost growth would decrease to 13%.

Personal Loans (including Student Loans) advances grew by 29%, while sales were up 91%. December 2005 saw Personal

Loans advances reaching R1 billion with 100 000 customers for the first time. This is primarily due to renewed focus in the area and above the line marketing activity during the period.

FirstLink, FNB's short-term insurance broker, continued to perform satisfactorily and provides a value added service to customers, especially to the Premier and Wealth segments.

Strong performance has also been seen in the Premier segment, with the investment in additional relationship managers contributing to good growth in customer numbers.

InContact, FNB's SMS and e-mail messaging service, reached over 2.5 million subscribers providing a very good mechanism for transaction and balance notification that places the customer in control of their finances.

The eBucks rewards programme continues to perform well as a strategy to acquire and retain customers and, since inception, has awarded eBucks amounting to R580 million to its members.

### FNB HomeLoans

The property market continued to show impressive growth of some 35% over the same period in the previous year. FNB HomeLoans benefited from this growth and increased new business market share to 20% from a level of 16% at December 2004. The increase in advances of 41% to R69 billion results from an 81% increase in new business written, as well as an increase in readvances payouts of 43%.

The One Account has continued to perform extremely well, increasing its loan book to R3.5 billion from R1.3 billion at June 2005.

Profit before taxation decreased by 32% (8% on an IFRS compliant basis). Although there was a significant increase in the advances, interest income grew by only 7%, due to the margin pressures as a result of the lower interest rate environment and competitive market pricing. Non-interest revenue increased by 39% driven by the increased volumes.

The results were further negatively impacted by the significant increase in new business acquisition costs, which are expensed as incurred, as well as increased staff costs relating to an enhanced sales force. Together these were the major contributors to operating costs increasing by 41%.

The run-off from the acquired NBS and Saambou books has decreased to an annualised 14% in the current period.

### Card Issuing

Card Issuing has produced another excellent performance, increasing its profit before taxation by 67% and growing advances by 42% to R8 billion. This growth results from the growth in customer numbers, success in selling balance transfers and the continued customer spending, with cardholder turnover increasing by 38%. The growth in customer numbers results from the increased sales focus and success in cross-selling to existing FNB customers and the success of the Discovery Card, all of which resulted in an increase of 34% in new customer accounts. Operating expenses have increased by 22%, due in the main to Discovery Card.

## **Wealth segment**

*RMB Private Bank*

*FNB Private Clients*

*FNB Trust Services*

*Senior Suites*

The Wealth Segment's profit before taxation grew by 41%, driven in the main by a superb performance by RMB Private Bank. This was largely as a result of a 55% growth in assets under management to R18 billion, which benefited from equity market growth, good investment selection and strong net new business inflows. A 35% growth in advances to R14 billion also contributed to the non-interest revenue growth of 28% for the segment. The operating cost increase of 28% for the segment is largely related to the overall growth focus of the business and is due to a 16% increase in headcount and a R21 million investment in respect of FNB Private Clients.

RMB Private Bank's profit before taxation increased by 113% to R62 million which significantly contributed to the above performance.

FNB Trust Services also had excellent profit growth of 41%. This was a result of good new estate inflows, continued strong equity markets and a focus on cost containment.

FNB Private Clients, which was established in the previous financial year, has started to gain momentum with advances reaching R296 million and a healthy pipeline. This represents a substantial investment by the Wealth Segment for the future, as the growth potential is significant.

## **Commercial segment**

*Mid Corporate*

*Business*

*Agriculture*

*Commercial Property Finance*

*Debtor Finance*

*FNB Enterprise Solutions*

*Overdrafts, SpeedPoint and Electronic Banking*

FNB Commercial Banking is the provider of loans, transactional banking and other services to the Mid Corporates, Business and Agriculture sub segments.

This segment showed encouraging results for the first half of 2006 with profit before taxation increasing by 12%.

Deposits grew by 20% largely due to a buoyant South African economy resulting in cash flush businesses. Advances grew by 21% driven in the main by Commercial Property Finance growth of 75% and FNB Enterprise Solutions growth in excess of 200% (both, however, coming off a very low base). Agriculture term loans grew by 41%.

Interest income increased by 8% as a result of growth in advances and deposits. However, this growth has been substantially reduced by the run-off of the endowment hedge.

Commercial non-interest revenue grew 16% with a 20% growth in the Business segment. The strong Business segment growth was driven mainly by a 13% growth in active transacting accounts.

Operating expenses increased by 14%, largely due to the cost involved in creating new growth initiatives, such as Personal Business Banking and enhanced Franchise Capability. The revenue impact of these initiatives, however, will only be seen in the medium term. Further, the realignment of the Business and Agriculture sub segments with the service model of the Mid Corporate also contributed to the growth in costs.

Bad debts as a percentage of advances declined from 0.4% to 0.1% as a result of corporate recoveries in the Business and Mid Corporate segments and a continued improvement in credit quality across the Commercial Banking book. NPLs as a percentage of advances declined from 3.7% to 2.9%.

International Banking's non-interest revenue showed a 3% decline as a result of significant margin pressure. Transaction volumes were up 22% year-on-year in Mid Corporate but this was offset by lower margins. Margins with Mid Corporates' are under pressure due to reduced Rand volatility and increased competition in the market place from small outsourcing players, disintermediating banks.

The initial focus for 2006 financial year has been on the alignment of the Business and Agriculture sub segments with the client service model that continues to be successful in the Mid Corporate segment. As a result of this renewed focus, the Commercial segment's overall main bank market share has increased from 21% at November 2004 to 24% at November 2005 (Tracker Survey).

## **Mid Corporate**

The Mid Corporate business model continues to generate superior growth with profit before taxation increasing by 40%. The bulk of the strong growth has come from growth with existing customers and good cross-sell of products. Mid Corporate continues to enjoy deep product penetration into its customer base with collaborations performing strongly. WesBank Corporate's collaboration growing by 26% and the RMB Structured Finance's by over 400%.

## **Business**

The focus on customer relationships has resulted in an unprecedented growth of 13% in active accounts across the Business sub segment. This significant growth is an encouraging sign that the new focus on the Business sub segment and the specific initiatives are paying dividends.

## **Agriculture**

Agriculture has retained its 31% market share, but profits were flat. This sub segment is characterised by an asset hungry customer base with low product penetration. The focus has been on the growth of the term loan book and on larger, more profitable relationships. The alignment of the relationship model

within the Agriculture sub segment is still in progress and once this is completed, similar profitable growth to that of the Business sub segment is expected.

### **Corporate segment**

*Corporate Transactional Banking*

*Associated Working Capital Solution*

*SpeedPoint (Card Acquiring)*

*Cash*

*Electronic Banking*

This segment is the provider of transactional banking and other services to large corporates, financial institutions and state-owned enterprises in terms of Schedule 2 of the PFMA Act.

Profit before taxation increased by 42%. Growth in non-interest revenue of 10% was driven by growth in the utilisation of electronic channels, with large corporates' Electronic Banking experiencing an overall 20% growth in volumes. SpeedPoint, the merchant acquiring business, performed well with transaction volumes increasing by 25%, due in part to new client acquisition and organic growth.

Deposit volumes increased by 26% within the segment, reflecting the overall condition of the South African large corporate environment and the cash surpluses that exist. However, actual deposit margins dropped by 10 basis points ("bps") from the comparative period and remain under pressure. Given these market conditions, advances have shrunk by 23% with low credit demand and increased pricing competition being a major factor.

The bad debt charge has declined sharply as a result of a R25 million bad debt provision reversal relating to a Corporate exposure that was repaid during the period, reducing the bad debt charge to negligible levels.

International Banking remains a significant contributor to the segment's profitability. Notwithstanding the reduced volatility of the Rand and margin pressures, the overall volumes in the international and crossborder businesses for large corporates increased, resulting in a 7% growth in profits.

Operating expenses increased by 4%, with existing infrastructure growing marginally in SpeedPoint and Electronic Banking to accommodate volume growth.

Corporate's collaboration with WesBank remains strong, with payouts increasing in excess of 40% in comparison to December 2004.

Internet Banking achieved significant growth in customer numbers, volumes and values during the period with 391 000 customers registered at December 2005. Transactions to the value of R74 billion were processed for the period (2004: R55 billion), an increase of 35%.

### **FNB Other**

Included in FNB Other is Mass, Public Sector Banking, Branch Banking and Support.

### **Mass (Smart Solutions)**

*Smart and Mzansi accounts*

*Microloans (SmartSpend)*

*ATMs (including Mini-ATMs)*

*Cellphone Banking and Pre-paid products*

*Housing Finance (Smart Bonds)*

*FNB Life*

This segment focuses on individuals earning less than R60 000 per annum and is principally serviced by the FNB Smart branded products and services. In addition, this segment focuses on innovation, particularly where technology can provide convenience and cost efficiency to the customer, as this segment requires cheaper delivery channels to operate profitably. The segment performed exceptionally during the period under review.

The main driver of this segment's performance was the strong growth in non-interest revenue, which increased by 25%. This was driven by a 20% growth in transacting accounts, debit card transaction growth in excess of 100%, with 18% and 21% growth in the ATM and Saswitch transactions respectively, as well as the growth in prepaid airtime turnover in excess of 100%.

FNB is pursuing a strategy of increased customer product holding, with focus on lending and assurance in this segment, where profitability is strongly correlated to process efficiency and customer "share of wallet". The segment achieved advances growth of 38% in this period. The advances growth relates to the SmartSpend and SmartBond products, which sales have increased by more than 100%. In addition, sales of Law-on-Call increased by 42%.

The ongoing roll-out of the mini-ATMs, now 100% on GPRS, and process efficiency, contributed to an increase in market share of Saswitch transactions, and the continuous migration of customers to more cost efficient channels. The number of ATMs increased by 8% to 4 026.

By December 2005, Cellphone Banking had over 160 000 registered customers. This initiative remains in a startup phase and required a significant investment in the period under review, with the benefits only expected to materialise in the medium-term. The use of this channel provides convenience and cost efficiencies and in tandem with InContact is expected to contribute to good market share growth.

The increase in operating costs includes the cost relating to the Cellphone Banking business which only commenced operations in the second half of the previous financial year and also the variable costs relating to the increased transactional volumes.

FNB Life achieved significant growth due to its strategy of adding value and enhancing insurance features to existing products. At December 2005, 1.8 million lives were insured, a growth of 28% against December 2004.

### **Public Sector Banking**

The focus of Public Sector Banking is on the three spheres of government; namely, national, provincial and local. Customers also include universities and schools.

FNB's increased focus on this segment resulted in a number of tenders being won.

### Branch Banking

During the period, Branch Banking continued its branch infrastructure improvement programme. A total of 105 branches have been converted into the new retail design that makes navigation easy for customers and this negatively impacted the operating cost increase for this period. It also includes alternate channels such as Internet and telephone banking in the branches for customer convenience. The ongoing network repositioning, which takes into consideration demographic shifts, as well as the new nodes that are emerging, has seen an increase in the number of branches from 667 (June 2005) to 680. Most of the new branches are in designated Financial Services Charter areas.

Branch Banking has invested in increasing its sales capacity by employing approximately 600 dedicated sales people. The full benefit of this increased capacity will, however, only be realised in the medium-term.

The next 18 months will see a major upgrade of the front line system in all of the branches. This will lead to improved processes and customer service.

Infrastructure table	2005	2004	% change
Branches	680	646	5.3
ATMs	4 026	3 718	8.3

## WESBANK

	Six months ended		%	Year ended
	December 2005	2004		June 2005
Profit before tax (R million)	831	636	31	1 404
Advances (R million)	72 767	57 712	26	63 318
Cost to income ratio (%)	45.5	47.5	4	46.8
Non-performing loans (%)	1.0	1.0	(12)	0.85

WesBank had an exceptionally good six months with earnings increasing by 30.7%, continuing the sustained profit growth of prior years. Increases in new business volumes and market share were the main drivers of this growth. New business written amounted to R25 billion, an increase of 33.5% over the previous period.

Advances increased by R15.1 billion, 26.1%, as result of the new business growth and increase in market share.

Car sales continue at record highs with the number of new units sold for the six-month period increasing by 24% over the corresponding prior period. This trend is expected to continue into the next financial periods.

Bad debts were 0.65% and non-performing loans 1.0% of gross advances compared to the comparable period of 0.60% and 1.0% respectively. This marginal increase is not an indication of any deterioration in the quality of the book, as provision and arrear levels remain at historically acceptable levels.

Margins declined to 3.50% from 3.65% due to competitive pressure on customer rates, the run-off of existing fixed-rate advances and the compression of short-term funding rates.

Non-interest revenue increased by 30.5%. This growth is as a result of the high new business volumes, greater penetration of insurance products and an increase in the contribution from WesBank Auto.

Expenses increased by 22.9% (against business growth of 33.5%). The main reason behind this increase is the investment in capacity and staff required for the current new business volumes as well as the expected future growth in the industry. In spite of the increase in expenses, internal efficiency initiatives have led to improved cost ratios, with cost to income and cost to asset ratios both showing positive trends (reducing from 47.5% to 45.5%, and from 2.56% to 2.38% respectively).

On a divisional basis, Motor, Corporate, Fleet and Personal Loans increased new business by 29.5%, 46.4%, 15% and 72% respectively. Increases in capital investment and continued consumer spending are reflected in Corporate and Personal growth.

MotorOne Finance, the startup retail finance operation in Australia, wrote R156 million new business in the period under review and the consolidated Australian WesBank businesses contributed R18 million to pre-tax profit.

Associate income increased significantly, as a result of the performances of Toyota Financial Services, DirectAxis (the personal loans business) and the Australian operations.



## RMB

	Six months ended		%	Year ended
	December 2005	2004		June 2005
RMB – profit before tax (R million)	1 133	806	41	1 901
Total assets (R million)	128 591	105 346	22	101 346
Cost to income ratio %	31.8	25.8*	11	25.2

\*RMB has not historically included detailed income statements for foreign operations in its management account analysis. These subsidiaries have been reported per segment on a net basis. The adjusted cost to income ratio on an equivalent basis for December 2004 would be 29.0.

### Divisional contribution

2005

Equity Trading	8.5%
Structured Finance	18.3%
Project, Trade and Commodity Finance	3.2%
SPJ International	2.4%
Corporate Finance	6.9%
Private Equity	47.5%
Offshore Division	5.3%
Treasury Trading	8.0%



RMB produced an exceptionally strong performance in the first half of 2006. The equity businesses dominated the half year's performance, capitalising on buoyant equity markets and sustained low interest rates. The robust economic environment and strong BEE activity were also conducive to good originated debt and advisory performances. The proprietary trading and arbitrage businesses enjoyed varied success in the volatile and often unpredictable forex, debt, credit and commodity markets. The strategic focus on equity businesses in prior years has yielded a more balanced portfolio of diversified debt and equity related business.

Private Equity produced an exceptional performance, generating 90% growth on the prior year comparative. The continued favourable trading environment was conducive to realisations both locally and abroad. Despite some large realisations, strong growth in equity accounted earnings and a number of new investments, contributed to an increase in the carrying value of the portfolio. The robust market conditions and strong earnings projections also boosted unrealised profits in the remainder of the portfolio.

Corporate Finance took advantage of favourable market conditions to outperform the prior year result. M&A fees and investment activities were significant contributors, driven by high levels of BEE activity and strong equity markets.

Equity Trading performed in line with expectation, with the agency businesses (stockbroking, futures clearing and scrip lending) capitalising on record JSE trading activity. The proprietary trading and arbitrage activities performances were varied in the unpredictable and volatile markets. The growth of the Corporate

Arbitrage desks offshore exceeded expectation and are well poised to attain critical mass and diversification growth.

Structured Finance capitalised on its market leading position and robust market conditions to post strong earnings growth over the prior period. In particular, the restructuring of the property business in the prior year paid off as the business was well positioned for the continued property boom and recorded excellent results.

Although the "explosion" of infrastructure development projects locally and regionally has not yet materialised, Project Trade and Commodity Finance focus on Africa contributed substantially to a strong half year performance. The V Mobile transaction in Nigeria, for which RMB was joint lead arranger, was voted Africa Emerging Telecom Deal of the Year by Euromoney. Benefits from the merger in the prior year of the hard and soft commodities businesses with Project Finance were evident but the trading environment proved challenging in the period, in particular the extremely volatile precious and base metal commodity markets.

Treasury Trading posted lower earnings than the prior period as the foreign exchange and interest rate markets proved unpredictable and illiquid.

SPJ International's performance was below that of the comparable period having run down the remainder of the high yield corporate positions and reduced its exposures to emerging markets in the current environment of extremely tight credit spreads.

## FIRSTRAND AFRICA AND EMERGING MARKETS

	Six months ended		%	Year ended
	December 2005	2004		June 2005
Profit before tax of operating activities (R million)	347	333	4	653
Profit before tax of expansion (R million)	(7)	(2)	>100	(7)
Profit before tax (R million)	340	331	3	646
Attributable earnings (R million)	165	163	1	313
Gross advances (R million)	11 567	10 229	16	10 671
Total deposits (R million)	11 359	9 771	13	9 920
Cost to income ratio (%)	49.0	48.7	(1)	48.5
Non-performing loans as a % of gross advances	2.9	3.2	(9)	2.7

FirstRand Africa and Emerging Markets comprises FNB Africa (FNB Botswana, FNB Lesotho, FNB Namibia and FNB Swaziland) as well as a division mandated for the development of a growth strategy into Africa and emerging markets, which is pursued in conjunction with the various product houses in the Banking Group.

### FNB AFRICA

#### Performance

The growth in profitability was driven mainly by the largest subsidiaries, FNB Botswana and FNB Namibia.

#### FNB BOTSWANA

The business continued to perform well with profit before tax increasing by 15.4% to P141.6 million (31 December 2004: P122.6 million). In Rand terms, profit growth was 2.1%, negatively influenced by the continued weakening of the Pula against the Rand with inflation continuing its upward spiral.

Gross advances have grown by 9.8% which is in line with the current average credit growth in the economy. Assets increased by 15.5% due to growth in deposits and raising of fixed-term funding. Non-interest revenue grew by 18% on the back of increased product offering and transaction volumes.

Net interest income, before impairment of advances grew by 12.8% on the back of good asset growth.

Bad debts increased due to one large debt exposure on the back of positive trends in the previous period. The bad debt figure is still within the target range.

Operating costs increased by 9.4% which is below the country's current inflation rate of 11%. The cost to income ratio of 36% from 38% (comparable period) is the lowest in the industry.

#### FNB NAMIBIA

Income before tax grew by 7% to N\$160.0 million (9% at headline earnings level).

Net interest income, before impairment of advances, grew by 19%. This is attributable mainly to the growth in advances of 15%, predominantly driven by HomeLoans and WesBank, both of which are market leaders in Namibia.

Non-interest revenue grew by 17% as a result of higher volumes from new accounts and exchange earnings.

Operating costs increased by 17% as a result of additional expenses in the launching of new products, the new industry-driven Namibia clearing system and the investment in the upgrade of branches. Despite this large increase, cost to income is within industry norms at 50.5%.

#### FNB SWAZILAND

Business conditions remained challenging as a result of the depressed state of the economy but there is sound growth in the business under difficult circumstances.

Gross advances grew by 10.9% as a result of growth in overdrafts and home loans. Net interest income grew by 13% as a result of the growth in advances.

In the local economic climate interest earning investments options remain limited and investment in crossborder assets is expected to continue.

Non-interest revenue grew by 29.6% as a result of the new business growth and increased transactional volumes.

Operational costs grew by 12.5%, which is above inflation, due to a restructuring process currently underway.

#### FNB LESOTHO

Lesotho commenced operations in October 2004. The business has performed well and achieved a small maiden profit for the month of December on the back of high volumes. It is running close to breakeven on a monthly basis and these trends are likely to improve in the future.

Although there has been good growth in advances, the main drivers of the business have been growth in the deposit base, the number of accounts, as well as transactional banking revenue. This has resulted in a substantial growth in non-interest revenue.

A cash service centre is in the process of being built and is due to be opened in late February 2006. This is aimed at improving efficiencies by moving high volume cash transactions away from the branch thereby facilitating better retail customer service.

## INTERNATIONAL INITIATIVES

### AIFH

FirstRand had committed US\$30 million to AIFH, a private equity fund which had the mandate to invest in retail bank privatisations in Sub-Saharan Africa. The US\$30 million was not drawn down and FirstRand, together with the other shareholders, voted to dissolve the fund on 27 January 2006.

### Celpay

Celpay, which operates a cellphone payments enabling platform in the Democratic Republic of Congo ("DRC") and Zambia, was acquired from Celtel during the period under review. A new chief executive officer has been appointed and the focus has been on reducing costs and refining the business model. Cellphone banking is regarded as an alternative retail banking strategy.

### Africa and Emerging Markets

Expansion opportunities are being explored in Africa and other emerging markets with the newly established FirstRand Africa and Emerging Markets unit acting as a catalyst across all FirstRand business units.

## OUTSURANCE

	Six months ended		% change	Year ended
	December 2005	2004		June 2005
Gross premiums (R million)	1 110	881	26	1 901
Operating profit (R million)	217.0	172.6	26	373
Headline earnings (R million)	188	132	43	298
Expense/cost to income ratio (%)	16.5	16.6	(1)	16.2
Claims and OUTbonus ratio (%)	57.4	57.8	(1)	57.6
Banking Group attributable profit before tax (R million)	135	101	34	204

## PERFORMANCE

The increase in gross premium income was driven by good organic growth in both Personal and Business OUTsurance. Business OUTsurance gained real traction during the period, increasing gross premium income by 144%. Essential OUTsurance, aimed at the large population of older, uninsured cars was successfully launched in May 2005.

The increase in operating profit of 25.7% is as a result of the organic growth and continued gains in efficiencies. The claims ratio of 57.4% (including OUTbonus costs) was similar to that experienced in the previous year. Expenses as a percentage of net premium revenue improved slightly from 16.6% to 16.5%.

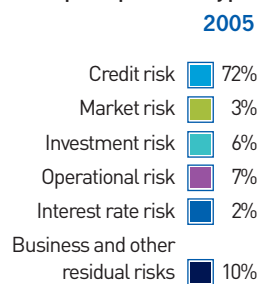
# Capital management

The optimisation of capital management in the Banking Group is a key focus area. This function focuses on three pillars, being the management of the level of capital, the investment of capital and the allocation of capital. The objectives are to maximise shareholders' value and to manage the requirements of stakeholders such as regulators and rating agencies.

A fundamental part of the capital management process is the allocation of capital based on the economic capital allocation methodology. This key measurement tool constitutes a link between the levels of risk taken in the Banking Group and the capital base that protects the Banking Group against unexpected losses.

The economic capital can be analysed into the different major risk type categories as follows:

## Economic capital per risk type



## RETURN ON EQUITY ("ROE")

The economic capital allocated, as described above, serves as a key input into the level of capital used to calculate segmental return on equity. The ordinary shareholders' funds are attributed to business units based on the higher of the units' regulatory capital or economic capital utilisation. Regulatory capital (which includes the targeted regulatory capital buffers) is calculated using the regulatory capital rules currently applied by the South African Reserve Bank and other regulators. Economic capital is calculated for all entities, including non-bank entities based on the risk taking activities of the unit.

The tables below provide a summary of the ROEs for the main business units, based on headline earnings (excluding translation gains and losses):

## Return on equity – IFRS

For the six months ended 31 December 2005

R million	Headline earnings	ROE %
FNB	1 798	42.8
RMB	830	33.8
WesBank	538	14.7
FirstRand Africa and Emerging Markets	166	29.5
OUTsurance	103	58.8
Group Support Services*	201	-
<b>Total – IFRS</b>	<b>3 636</b>	
<b>Preference share dividends</b>	<b>(142)</b>	
<b>Total – IFRS</b>	<b>3 494</b>	<b>28.0</b>
<b>IFRS adjustments</b>	<b>4</b>	
<b>Group ROE as reflected in the CFO report – SA GAAP</b>	<b>3 498</b>	<b>28.1</b>

## Return on equity – IFRS

For the six months ended 31 December 2004

R million	Headline earnings	ROE %
FNB	1 547	40.0
RMB	601	29.1
WesBank	478	19.3
FirstRand Africa and Emerging Markets	165	23.5
OUTsurance	79	54.8
Group Support Services*	129	-
<b>Total – IFRS</b>	<b>2 999</b>	
<b>Preference share dividends</b>	<b>(22)</b>	
<b>Total – IFRS</b>	<b>2 977</b>	<b>27.5</b>
<b>IFRS adjustments</b>	<b>47</b>	
<b>Group ROE as reflected in the CFO report – SA GAAP</b>	<b>3 024</b>	<b>28.0</b>

## Return on equity

For the year ended 30 June 2005

R million	Headline earnings	ROE %
FNB	2 930	35.5
RMB	1 317	31.5
WesBank	1 008	17.8
FirstRand Africa and Emerging Markets	313	28.6
OUTsurance	154	42.0
Group Support Services*	506	-
IFRS adjustment	(115)	-
<b>Total – IFRS</b>	<b>6 113</b>	<b>27.6</b>
<b>Preference share dividends</b>	<b>(111)</b>	
<b>Total – IFRS</b>	<b>6 002</b>	<b>26.6</b>
<b>IFRS adjustment</b>	<b>115</b>	
<b>Group ROE as reflected in the CFO report – SA GAAP</b>	<b>6 117</b>	<b>27.1</b>

### Note:

\*Group Support Services includes the income and expenses on capital transactions. Capital held in Group Support Services includes Group balance sheet management transactions such as the Black Economic Empowerment deal, discontinued businesses' capital, excess capital above targeted regulatory buffers and capital not available for gearing such as AC 133 reserves.

## Segment information

2005	Consumer Segment				FNB			
	Personal Banking	Home-Loans	Card Issuing	Consumer Segment	Wealth	Commercial	Corporate	FNB Other
R million								
<b>Net interest income before impairment of advances</b>	593	704	326	1 623	136	973	225	153
Impairment of advances	(24)	(27)	(96)	(147)	(4)	(5)	-	(28)
<b>Net interest income after impairment of advances</b>	569	677	230	1 476	132	968	225	125
Non-interest revenue	911	110	480	1 501	178	1 181	601	1 002
<b>Net income from operations</b>	1 480	787	710	2 977	310	2 149	826	1 127
Operating expenditure	(985)	(610)	(473)	(2 068)	(251)	(1 265)	(517)	(803)
Income from operations	495	177	237	909	59	884	309	324
Share of income from associates	14	-	-	14	-	-	-	4
OUTsurance	-	-	-	-	-	-	-	-
Other	14	-	-	14	-	-	-	4
<b>Income before discontinuing operations</b>	509	177	237	923	59	884	309	328
Discontinuing operations	-	-	-	-	-	-	-	-
<b>Income before taxation</b>	509	177	237	923	59	884	309	328
Indirect taxation	(36)	(31)	(9)	(76)	(8)	(6)	(6)	(64)
<b>Income before direct taxation</b>	473	146	228	847	51	878	303	264
<b>IFRS – adjustments</b>	(14)	141	(35)	92	(7)	(17)	-	(49)
<b>Income before direct taxation</b>	459	287	193	939	44	861	303	215
Direct taxation	(108)	(68)	(45)	(221)	(10)	(202)	(71)	(51)
<b>Income after taxation</b>	351	219	148	718	34	659	232	164
<b>Attributable to:</b>								
Equity holders of FirstRand Banking Group	351	219	148	718	34	659	232	164
Minority interests	-	-	-	-	-	-	-	-
	351	219	148	718	34	659	232	164
Cost to income (%)	64.9	74.9	58.7	65.9	79.9	58.7	62.6	69.3
Diversity ratio (%)	60.0	13.5	59.6	47.8	56.7	54.8	72.8	86.5
Bad debt charge as a percentage of advances (%)	2.0	0.1	2.3	0.4	0.1	0.1	0.0	2.8
NPLs as a percentage of advances (%)	3.1	0.7	4.3	1.1	1.2	2.9	3.2	2.4
<b>Income statement includes</b>								
Depreciation	(56)	(10)	(2)	(69)	(6)	(13)	(28)	(137)
Amortisation	(1)	-	-	(1)	-	-	5	-
Impairment charges	-	-	-	-	-	-	-	-
<b>Balance sheet includes</b>								
Advances (after ISP – before provisions)	2 345	68 562	8 285	79 192	13 960	14 923	10 221	1 993
Non-performing loans	72	469	357	899	166	430	326	47
Investment in associated companies	30	-	-	30	-	-	-	-
Total deposits (ex non-recourse deposits)	41 039	-	1 188	42 228	2 944	49 394	30 820	5 914
Total assets	2 863	68 480	8 028	79 371	14 076	14 647	10 283	5 997
<b>Capital expenditure</b>	85	2	3	90	9	3	50	340
<b>Headline earnings</b>	342	219	148	709	34	659	232	164
<b>Number of employees</b>								

The segmental analysis is based on the management accounts for the respective segments. All consolidation adjustments have been recorded in the Group Support\*.

Total FNB	RMB	Africa & Emerging Markets	WesBank	Group Support*	Sub-total	Currency translation losses	Total	IFRS	Total post-IFRS
3 110 (184)	- -	439 (48)	1 222 (222)	437 (72)	5 208 (526)	- -	5 208 (526)	197 (50)	5 405 (576)
2 926 4 463	- 1 378	391 322	1 000 616	365 71	4 682 6 850	- (179)	4 682 6 671	147 217	4 829 6 888
7 389 (4 904)	1 378 (528)	713 (373)	1 616 (878)	936 (156)	11 532 (6 839)	(179) -	11 353 (6 839)	364 (186)	11 717 (7 025)
2 485 18	850 283	340 -	738 93	280 363	4 693 757	(179) -	4 514 757	178 15	4 692 772
- 18	- 283	- -	- 93	135 228	135 622	- -	135 622	- 15	135 637
2 503 -	1 133 -	340 -	831 -	643 -	5 450 -	(179) -	5 271 -	193 -	5 464 -
2 503 (160)	1 133 (16)	340 (9)	831 (43)	643 (92)	5 450 (320)	(179) -	5 271 (320)	193 2	5 464 (318)
2 343 19	1 117 27	331 7	788 (84)	551 25	5 130 (6)	(179) 201	4 951 195	195 (195)	5 146 -
2 362 (555)	1 144 (269)	338 (85)	704 (166)	576 (137)	5 124 (1 212)	22 -	5 146 (1 212)	- -	5 146 (1 212)
1 807	875	253	538	439	3 912	22	3 934	-	3 934
1 807 -	830 45	166 87	538 -	291 148	3 632 280	22 -	3 654 280	- -	3 654 280
1 807	875	253	538	439	3 912	22	3 934	-	3 934
64.6 58.8	40.8 85.2	49.0 42.3	45.5 31.9	(15.7) (29.5)	53.4 53.5	- -	54.1 52.8	- -	53.8 52.7
0.3 1.6	0.0 1.0	0.8 2.9	0.6 1.0	0.0 0.0	0.4 1.3	- -	0.4 1.3	- -	0.5 1.3
(252) 4 -	(24) - (2)	(17) (4) -	(34) - -	(37) (27) 2	(364) (27) -	- - -	(364) (27) -	7 2 -	(357) (25) -
120 289 1 868 30	53 463 444 1 778	11 567 335 3	72 767 710 152	(4 670) - 1 293	253 416 3 357 3 256	- - -	253 416 3 357 3 256	(249) - 15	253 167 3 357 3 271
131 300 124 374	46 524 128 591	11 357 14 557	99 73 558	79 467 28 663	268 747 369 743	- -	268 747 369 743	- 5 080	268 747 374 823
492 1 798 23 518	30 830 990	- 166 2 513	52 538 3 186	- 304 1 327	574 3 636 31 534	- 22 -	574 3 658 31 534	- - -	574 3 658 31 534

## Segment information

2004	Consumer Segment				FNB			
	Personal Banking	Home-Loans	Card Issuing	Consumer Segment	Wealth	Commercial	Corporate	FNB Other
<b>R million</b>								
<b>Net interest income before impairment of advances</b>	563	660	241	1 464	101	902	180	145
Impairment of advances	(18)	(45)	(59)	(122)	(5)	(26)	(13)	(8)
<b>Net interest income after impairment of advances</b>	545	615	182	1 342	96	876	167	137
Non-interest revenue	727	79	346	1 152	142	1 021	547	793
<b>Net income from operations</b>	1 272	694	528	2 494	238	1 897	714	930
Operating expenditure	(890)	(432)	(387)	(1 709)	(196)	(1 109)	(496)	(655)
<b>Income from operations</b>	382	262	141	785	42	788	218	275
Share of income from associates	11	-	-	11	-	-	-	2
OUTsurance	-	-	-	-	-	-	-	-
Other	11	-	-	11	-	-	-	2
<b>Income before discontinuing operations</b>	393	262	141	796	42	788	218	277
Discontinuing operations	-	-	-	-	-	-	-	-
<b>Income before taxation</b>	393	262	141	796	42	788	218	277
Indirect taxation	(30)	(23)	(7)	(60)	(6)	(8)	(6)	(55)
<b>Income before direct taxation</b>	363	239	134	736	36	780	212	222
<b>IFRS – adjustments</b>	(2)	-	-	(2)	-	-	-	(10)
<b>Income before direct taxation</b>	361	239	134	734	36	780	212	212
Direct taxation	(79)	(52)	(29)	(160)	(8)	(169)	(46)	(45)
<b>Income after taxation</b>	282	187	105	574	28	611	166	167
<b>Attributable to:</b>								
Equity holders of FirstRand Banking Group	282	187	105	574	28	611	166	167
Minority interests	-	-	-	-	-	-	-	-
	282	187	105	574	28	611	166	167
Cost to income (%)	68.4	58.5	65.9	65.1	80.7	57.7	68.2	69.7
Diversity ratio (%)	55.9	10.7	58.9	43.9	58.4	53.1	75.2	84.4
Bad debt charge as a percentage of advances (%)	2.0	0.2	2.0	0.4	0.1	0.4	0.2	1.2
NPLs as a percentage of advances (%)	3.1	0.9	4.2	1.3	1.5	3.7	3.2	2.9
<b>Income statement includes</b>								
Depreciation	(37)	(3)	(2)	(42)	(5)	(10)	(25)	(107)
Amortisation	(2)	-	-	(2)	-	-	-	-
Impairment charges	-	-	-	-	-	-	-	-
<b>Balance sheet includes</b>								
Advances (after ISP – before provisions)	1 816	48 700	5 847	56 363	10 331	12 381	13 222	1 285
Non-performing loans	56	429	243	728	157	460	423	37
Investment in associated companies	10	-	-	10	-	-	-	-
Total deposits (ex non-recourse deposits)	36 386	-	1 068	37 454	2 847	41 104	24 418	5 108
Total assets	2 129	48 432	5 708	56 269	10 778	12 144	13 748	4 857
<b>Capital expenditure</b>	112	1	2	115	7	3	25	203
<b>Headline earnings</b>	282	187	105	574	28	611	166	168
<b>Number of employees</b>								

The segmental analysis is based on the management accounts for the respective segments. All consolidation adjustments have been recorded in the Group Support\*.



	Total FNB	Total RMB	Africa & Emerging Markets	WesBank	Ansbacher UK	Group Support*	Sub-Total	Currency translation losses	Total	IFRS	Total post-IFRS
	2 792 (174)	- -	382 (10)	993 (163)	57 (1)	374 (61)	4 598 (409)	- -	4 598 (409)	(21) -	4 577 (409)
	2 618 3 655	- 951	372 283	830 492	56 115	313 53	4 189 5 549	- (215)	4 189 5 334	(21) 29	4 168 5 363
	6 273 (4 165)	951 (280)	655 (324)	1 322 (724)	171 (206)	366 (39)	9 738 (5 738)	(215)	9 523 (5 738)	8 (20)	9 531 (5 758)
	2 108 13	671 135	331 -	598 38	(35) -	327 199	4 000 385	(215) -	3 785 385	(12) 22	3 773 407
	- 13	- 135	- -	- 38	- -	101 98	101 284	- -	101 284	- 22	101 306
	2 121 -	806 -	331 -	636 -	(35) -	526 396	4 385 396	(215)	4 170 396	10 (413)	4 180 (17)
	2 121 (135)	806 (8)	331 (7)	636 (32)	(35) -	922 (94)	4 781 (276)	(215)	4 566 (276)	(403) -	4 163 (276)
	1 986 (12)	798 (28)	324 -	604 6	(35) -	828 (429)	4 505 (463)	(215) 60	4 290 (403)	(403) 403	3 887 -
	1 974 (428)	770 (172)	324 (77)	610 (130)	(35) 2	399 (102)	4 042 (907)	(155)	3 887 (907)	-	3 887 (907)
	1 546	598	247	480	(33)	297	3 135	(155)	2 980	-	2 980
	1 546 -	582 16	166 81	480 -	(33) -	220 77	2 961 174	(155) -	2 806 174	- -	2 806 174
	1 546	598	247	480	(33)	297	3 135	(155)	2 980	-	2 980
	64.5 56.6	25.8 87.6	48.7 42.6	47.5 32.3	119.8 66.9	6.2 8.5	54.5 52.7	- -	55.6 51.7	- -	55.6 51.8
	0.4 1.9	0.0 0.0	0.2 3.2	0.6 1.0	0.0 0.0	0.7 3.8	0.4 1.6	- -	0.4 1.6	- -	0.4 1.6
	(189) (2)	(22) (7)	(14) (8)	(27) -	- -	(37) (5)	(289) (22)	- -	(289) (22)	(12) 22	(301) -
	-	-	-	-	-	-	-	-	-	-	-
	93 582 1 805 10	32 523 600 6	10 229 330 5	57 712 563 152	- - -	17 157 - 2 103	211 203 3 358 2 276	- - -	211 203 3 358 2 276	(176) - 96	211 027 3 358 2 372
	110 931 97 796	18 747 105 346	9 771 13 033	106 58 137	- -	97 259 62 903	236 814 337 215	- -	236 814 337 215	- 3 968	236 814 341 183
	353 1 547 21 862	10 601 856	18 165 2 381	48 478 3 292	- (33) -	- 241 1 332	429 2 999 29 723	- (155) -	429 2 844 29 723	- - -	429 2 844 29 723

# Capital adequacy

## BANKING GROUP

The registered banks within the Banking Group are subject to regulatory capital requirements. The capital adequacy of the Group is measured in terms of the Banks' Act 1990. The Banks' Act requires the Banking Group to maintain a minimum level of capital based on the Banking Group's risk weighted assets and off-balance sheet exposures.

R million	Six months ended		Year ended
	December		June
	2005	2004	2005
<b>Regulatory capital</b>			
<b>Tier 1</b>	<b>19 895</b>	<b>18 762</b>	<b>16 842</b>
Share capital*	493	457	523
Share premium	3 372	2 527	2 612
Non-redeemable non-cumulative preference shares	3 000	3 000	3 000
Reserves	14 558	13 325	13 722
Less: Impairments**	(1 528)	(547)	(3 015)
<b>Tier 2</b>	<b>7 057</b>	<b>5 501</b>	<b>5 737</b>
Subordinated debt instruments and preference shares	4 740	3 721	3 712
Qualifying provisions	2 317	1 780	2 025
<b>Total regulatory capital</b>	<b>26 952</b>	<b>24 263</b>	<b>22 579</b>
<b>Capital adequacy ratios – Group banking operations</b>			
Tier 1 (%)	9.2	11.1	8.8
Tier 2 (%)	3.3	3.3	3.0
<b>Total (%)</b>	<b>12.5</b>	<b>14.4</b>	<b>11.8</b>

\*The decrease in share capital from December 2004 to June 2005 is due to the exclusion of Ansbacher capital and risk weighted assets in 2005.

\*\*The impairments reduced from June 2005 to December 2005 due to the restructuring of the vendor finance element of the BEE transaction.

## CALCULATION OF RISK WEIGHTED ASSETS

	Six months ended		Risk weighting	Year ended		
	December			June		
	2005	2004	2005	2004	2005	
	On-balance sheet and off-balance sheet exposures		Risk weighted assets			
<b>Banking book</b>	<b>638 624</b>	<b>482 422</b>		<b>206 469</b>	<b>164 788</b>	<b>183 556</b>
Cash, own bank and central government advances	104 945	73 635	0%	–	–	–
Central Securities Depository Participation	262 536	182 135	0%	–	–	–
Public sector body advances and letters of credit	5 133	1 134	5% – 10%	505	113	220
Other bank advances and letters of credit	24 206	34 602	20%	4 841	6 920	6 285
Mortgage advances, remittances in transit and performance related guarantees	81 362	66 322	50%	40 681	33 161	35 818
Other advances and lending related guarantees	152 136	116 210	100%	152 136	116 210	133 408
Counterparty risk exposure	6 813	5 802	100%	6 813	5 802	4 880
Large exposures	1 493	2 582	100%	1 493	2 582	2 945
<b>Trading book</b>	<b>9 076</b>	<b>4 106</b>		<b>9 076</b>	<b>4 106</b>	<b>8 010</b>
Position risk	7 880	3 491	100%	7 880	3 491	6 798
Counterparty risk exposure	1 050	550	100%	1 050	550	1 144
Large exposures	146	65	100%	146	65	68
	<b>647 700</b>	<b>486 528</b>		<b>215 545</b>	<b>168 894</b>	<b>191 566</b>

## FIRSTRAND BANK LIMITED

R million	Six months ended		Year ended
	December		June
	2005	2004	2005
<b>Regulatory capital</b>			
<b>Tier 1</b>	<b>15 698</b>	<b>15 614</b>	<b>12 956</b>
Share capital	4	4	4
Share premium	3 372	2 527	2 612
Non-redeemable non-cumulative preference shares	3 000	3 000	3 000
Reserves	10 455	10 173	9 961
Less: Impairments*	(1 133)	(90)	(2 621)
<b>Tier 2</b>	<b>6 663</b>	<b>5 213</b>	<b>5 323</b>
Subordinated debt instruments	4 584	3 589	3 503
Qualifying provisions	2 079	1 624	1 820
<b>Total regulatory capital</b>	<b>22 361</b>	<b>20 827</b>	<b>18 279</b>
<b>Capital adequacy ratios</b>			
Tier 1 (%)	8.3	10.7	7.9
Tier 2 (%)	3.5	3.6	3.2
<b>Total (%)</b>	<b>11.8</b>	<b>14.3</b>	<b>11.1</b>

\*The impairments reduced from June 2005 to December 2005 due to the restructuring of the vendor finance element of the BEE transaction.

## CALCULATION OF RISK WEIGHTED ASSETS

	Six months ended		Risk weighting	Year ended	
	December			June	
	2005	2004	2005	2004	2005
	On-balance sheet and off-balance sheet exposures		Risk weighted assets		
<b>Banking book</b>	<b>596 287</b>	<b>444 660</b>	<b>184 888</b>	142 057	160 924
Cash, own bank and central government advances	90 205	63 519	0%	-	-
Central Securities Depository Participation	262 536	182 135	0%	-	-
Public sector body advances and letters of credit	4 042	847	5% – 10%	396	204
Other bank advances and letters of credit	21 176	31 383	20%	4 235	5 487
Mortgage advances, remittances in transit and performance related guarantees	76 141	62 160	50%	38 070	33 399
Other advances and lending related guarantees	135 550	98 974	100%	135 550	117 175
Counterparty risk exposure	6 637	5 642	100%	6 637	4 659
Large exposures	-	-	100%	-	-
<b>Trading book</b>	<b>4 047</b>	<b>3 917</b>		3 917	3 385
Position risk	3 218	3 303	100%	3 218	2 400
Counterparty risk exposure	775	549	100%	775	972
Large exposures	54	65	100%	54	13
	<b>600 334</b>	<b>448 577</b>		<b>188 935</b>	<b>164 309</b>

## Group capital adequacy

The consolidated capital adequacy position of the Banking Group is set out below:

	Six months ended 31 December 2005		Six months ended 31 December 2004		Year ended June 2004	
	Risk weighted assets (R million)	Capital adequacy %	Risk weighted assets (R million)	Capital adequacy %	Risk weighted assets (R million)	Capital adequacy %
<b>Banking operations</b>						
FirstRand Bank Limited	188 935	11.8	145 974	14.3	164 309	11.1
FNB (Botswana) Limited	3 183	18.3	3 242	17.5	3 251	15.8
FNB (Namibia) Limited	5 825	17.7	5 118	12.2	5 357	19.0
FNB (Swaziland) Limited	735	16.0	590	19.1	632	17.5
FNB (Lesotho)	18	49.7	0	24.1	10	35.0
RMB International (Dublin) Limited	13 678	16.4	11 554	15.4	14 654	14.0
RMB Australia Holdings Limited	2 474	11.0	1 926	10.0	2 688	11.3
RMB Mauritius Limited	697	48.0	490	49.7	665	44.3
<b>Total FirstRand Banking Group regulated bank entities</b>	<b>215 545</b>	<b>12.5</b>	<b>168 894</b>	<b>14.4</b>	<b>191 566</b>	<b>11.8</b>
<b>FirstRand Banking Group (regulated bank and non-bank entities)</b>	<b>228 089</b>	<b>13.5</b>	<b>185 036</b>	<b>14.7</b>	<b>191 022</b>	<b>13.8</b>

All the banking operations are subject to a 10% minimum capital requirement, except for FNB (Botswana) Limited, where the minimum capital requirement is 15%.

## Restatement of prior year numbers

In addition to the adoption of IFRS, the following line items on the face of the balance sheet have been restated for better disclosure.

R million	As previously reported	As restated	Reason for restatement
<b>Balance sheet</b>			
Cumulative redeemable preference shares	–	1 301	Reclassifying cumulative redeemable preference shares from long-term liabilities to equity

## Formulaes used in this document

1. Return on equity  $\text{Headline earnings} / \text{Average ordinary shareholders' equity}$
2. Cost to income  $\text{Operating expenses} / (\text{Interest income before impairment of advances} + \text{non-interest revenue} + \text{income from associates})$
3. Impairment charge percentage  $\text{Impairment charge} / \text{Average gross advances}$
4. Non-performing loan percentage  $\text{Gross non-performing loan} / \text{Gross advances}$
5. Provisioning levels  $\text{Specific and portfolio impairments} / \text{Gross advances}$
6. Margin  $\text{Interest income before impairment of advances} / \text{Average of (gross advances} - \text{non-performing loans)}$
7. Average tax rate  $\text{Direct tax} / \text{Net income before direct tax adjusted for translation gains or losses}$



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