

# Absa Group Limited

## Financial results

for the year ended 31 December 2009



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# Group performance



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## Group performance

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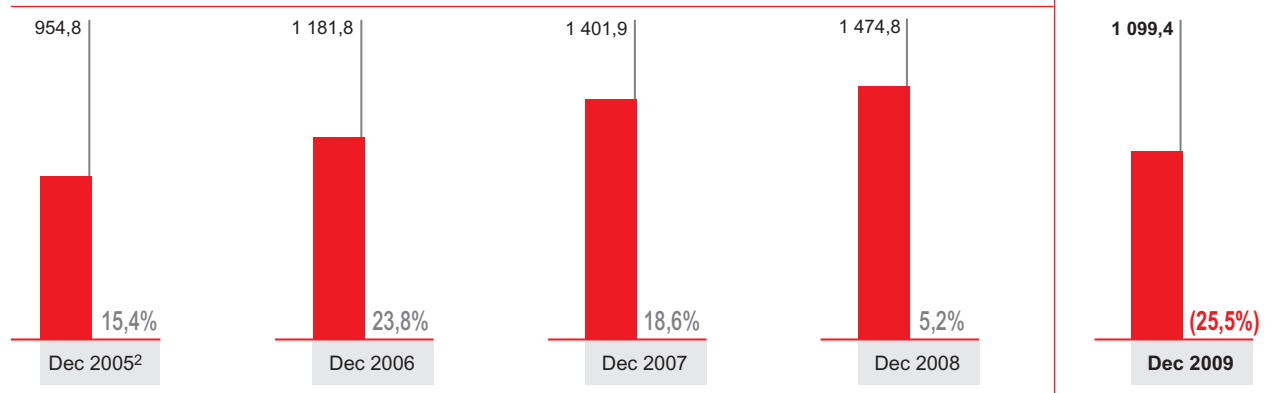
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# Financial highlights

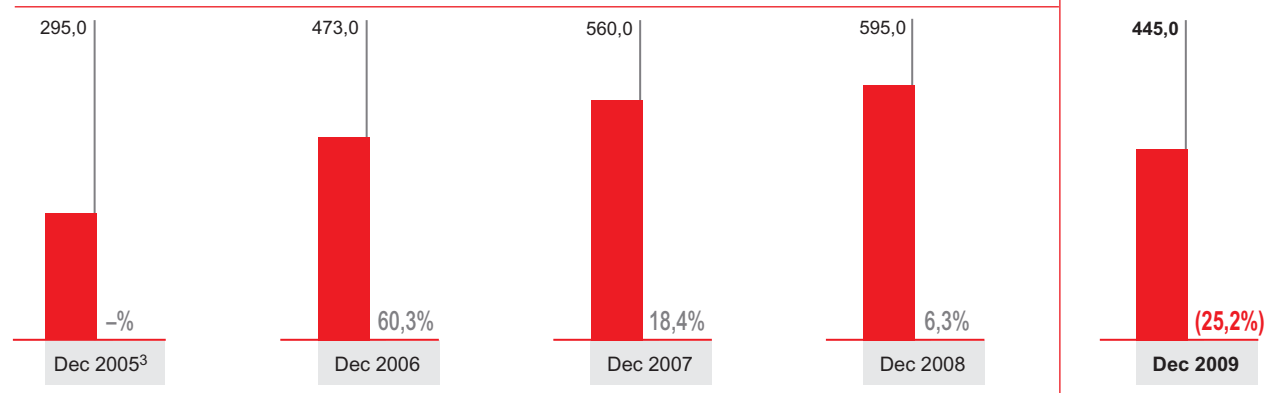
Year ended 31 December

	2009	2008
Total assets	<b>R717,7 billion</b>	R774,2 billion
Headline earnings	<b>R7 621 million</b>	R9 965 million
Market capitalisation	<b>R92,3 billion</b>	R73,6 billion
Number of customers <sup>1</sup>	<b>11,7 million</b>	10,7 million
Number of staffed outlets <sup>1</sup>	<b>1,062</b>	1,192
Number of ATMs <sup>1</sup>	<b>8,945</b>	9,104

## Headline earnings per share (cents)



## Dividends per share (cents)



### Notes

<sup>1</sup>Including African operations.

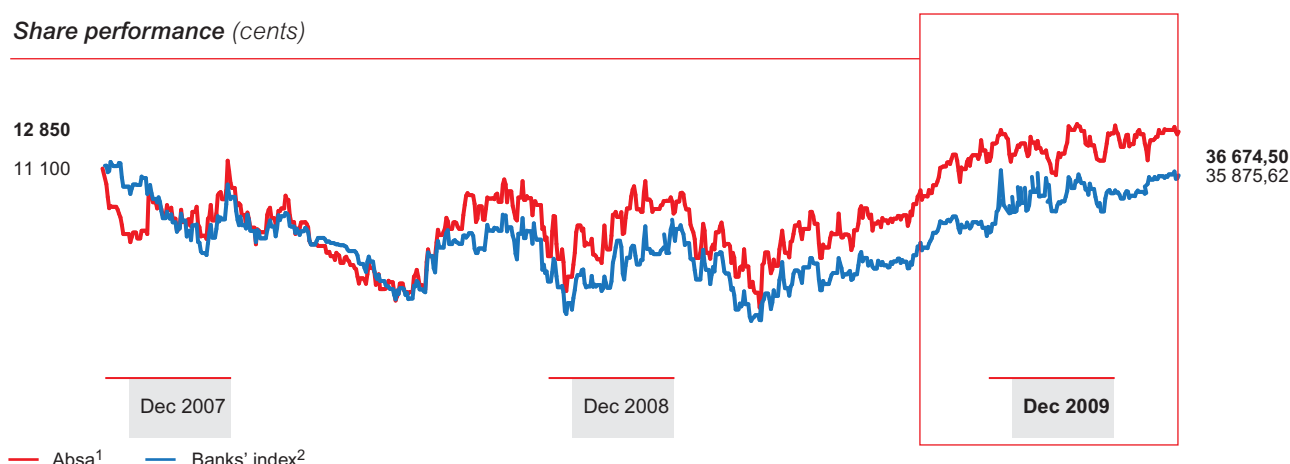
<sup>2</sup>Pro forma figures (twelve months).

<sup>3</sup>For the nine months ended 31 December 2005.

# Share performance

Year ended 31 December

## Share performance (cents)



### Notes

<sup>1</sup>Absa's annual total return for the year ended 31 December 2009 was 23,9%.

<sup>2</sup>The Banks' index outperformed Absa's share price by 7,48% during the year ended 31 December 2009. Total return was used to calculate the relative performance (calculated using the dividend yield for the year).

## Share performance on the JSE Limited

	2009	2008	Change %
Number of shares in issue <sup>1</sup>	718 210 043	680 278 301	5,6
Market prices (cents per share):			
– closing	12 850	10 815	18,8
– high	13 075	11 999	9,0
– low	7 690	7 900	(2,7)
– average	11 118	9 954	11,7
Closing price/net asset value per share (excluding preference shares)	1,83	1,55	
Price-to-earnings (P/E) ratio (closing price/headline earnings per share)	11,7	7,3	
Volume of shares traded (millions)	545,3	551,4	(1,1)
Value of shares traded (R millions)	59 151,4	54 635,7	8,3
Market capitalisation (R millions)	92 290,0	73 572,1	25,4

### Note

<sup>1</sup>Includes 1 841 624 shares held by the Absa Group Limited Share Incentive Trust (December 2008: 2 400 220), 545 111 shares held by Absa Life Limited (December 2008: 905 111) and no shares held by the Absa Group Limited Employee Share Ownership Administrative (ESOP) Trust (December 2008: 500).

## Ordinary shares

	2009 %	2008 %
<b>Major ordinary shareholders (top 10)</b>		
Barclays Bank PLC	55,5	58,6
Public Investment Corporation	8,6	8,5
Batho Bonke Capital (Proprietary) Limited	5,1	—
Old Mutual Asset Managers	3,1	2,6
Investec Asset Management	2,7	1,6
Stanlib Asset Management	1,7	2,0
Sanlam Investment Management	1,4	1,1
Absa Stockbrokers (Proprietary) Limited <sup>1</sup>	1,0	1,1
Investec Securities (Proprietary) Limited (ZA)	0,8	n/a
Foord Asset Management	0,8	1,1
AXA Financial SA (Bernstein and Alliance)	n/a	0,9
Allan Gray Limited	n/a	4,1
Other	19,3	18,4
	100,0	100,0
<b>Geographical split</b>		
England and Wales	56,5	59,1
South Africa	31,8	31,0
United States	4,7	4,1
Other countries	4,5	3,9
Below threshold	2,5	1,9
	100,0	100,0

### Note

<sup>1</sup>Represents shareholding on behalf of various private clients.

## Preference shares – unlisted

Batho Bonke Capital (Proprietary) Limited and the Absa Group Limited Employee Share Ownership Administrative (ESOP) Trust hold **no** (December 2008: 75 260 000) redeemable cumulative option-holding preference shares.

## Black economic empowerment (BEE) transaction

During the year under review shareholders approved the realisation and execution of the Batho Bonke Capital (Proprietary) Limited (Batho Bonke) transaction which was achieved by:

- A specific repurchase and cancellation by Absa of 49,9% of the Group's redeemable cumulative option-holding preference shares held by Batho Bonke on 15 June 2009, which resulted in a cash outflow of R1 062 million;
- An issue by Absa of approximately 36,6 million ordinary shares arising from the exercise by Batho Bonke of 50,1% of the options attached to the Group's redeemable cumulative option-holding preference shares held by Batho Bonke on 15 June 2009; and
- A provision by Absa of a three-month bridging funding facility (1 June 2009 to 1 September 2009), amounting to R1 686 million for the Batho Bonke option exercise, which was repaid on 1 September 2009.

Refer to page 47 for more information.

# Shareholders' diary

As at 31 December 2009

Financial year-end 31 December 2009

Annual general meeting 21 April 2010

## Announcements

Announcement of the final results 16 February 2010

Announcement of the interim results<sup>1</sup> 5 August 2010

## Dividends

Dividend	Declaration date	Last day to trade	Ex dividend date	Record date	Payment date
Final December 2009	16 February 2010	5 March 2010	8 March 2010	12 March 2010	15 March 2010
Interim June 2010 <sup>1</sup>	5 August 2010	20 August 2010	23 August 2010	27 August 2010	30 August 2010

## Note

<sup>1</sup>Subject to change.

## Group salient features

Year ended 31 December

	2009 (Audited)	2008 <sup>1</sup> (Audited)	Change %
<b>Statement of comprehensive income (Rm)</b>			
Headline earnings <sup>2</sup>	7 621	9 965	(23,5)
Profit attributable to ordinary equity holders of the Group	6 840	10 666	(35,9)
<b>Statement of financial position (Rm)</b>			
Total assets	717 740	774 157	(7,3)
Loans and advances to customers	503 630	532 144	(5,4)
Deposits due to customers	350 757	382 281	(8,2)
<b>Off-balance sheet (Rm)</b>			
Managed funds	155 114	125 100	24,0
<b>Financial performance (%)</b>			
Return on average equity	15,5	23,4	
Return on average assets	1,02	1,38	
<b>Operating performance (%)</b>			
Net interest margin on average assets	2,92	3,06	
Net interest margin on average interest-bearing assets	3,74	3,81	
Impairment losses on loans and advances as % of average loans and advances to customers	1,74	1,19	
Non-performing advances as % of loans and advances to customers <sup>1</sup>	7,0	4,1	
Non-interest income as % of total operating income	48,1	48,5	
Cost-to-income ratio	49,6	49,2	
Effective tax rate, excluding indirect taxation	23,8	26,1	
<b>Share statistics (million)</b>			
Number of shares in issue	718,2	680,3	
Weighted average number of shares	693,2	675,7	
Weighted average diluted number of shares	711,5	702,8	
<b>Share statistics (cents)</b>			
Earnings per share	986,7	1 578,5	(37,5)
Diluted earnings per share	962,2	1 519,9	(36,7)
Headline earnings per share	1 099,4	1 474,8	(25,5)
Diluted headline earnings per share	1 072,0	1 420,2	(24,5)
Dividends per ordinary share relating to income for the year	445,0	595,0	(25,2)
Dividend cover (times)	2,5	2,5	
Net asset value per share	7 038	6 998	0,6
Tangible net asset value per share	6 865	6 857	0,1
	(Unaudited)	(Unaudited)	
<b>Capital adequacy (%)<sup>3</sup></b>			
Absa Bank	14,7	14,0	
Absa Group	15,6	14,1	

### Notes

<sup>1</sup>December 2008 comparative has been restated. Refer to pages 79 to 82. The non-performing advances ratio's comparative has also been restated, refer to page 49 for the revised disclosure.

<sup>2</sup>After allowing for **R421 million** (December 2008: R457 million) profit attributable to preference equity holders of the Group.

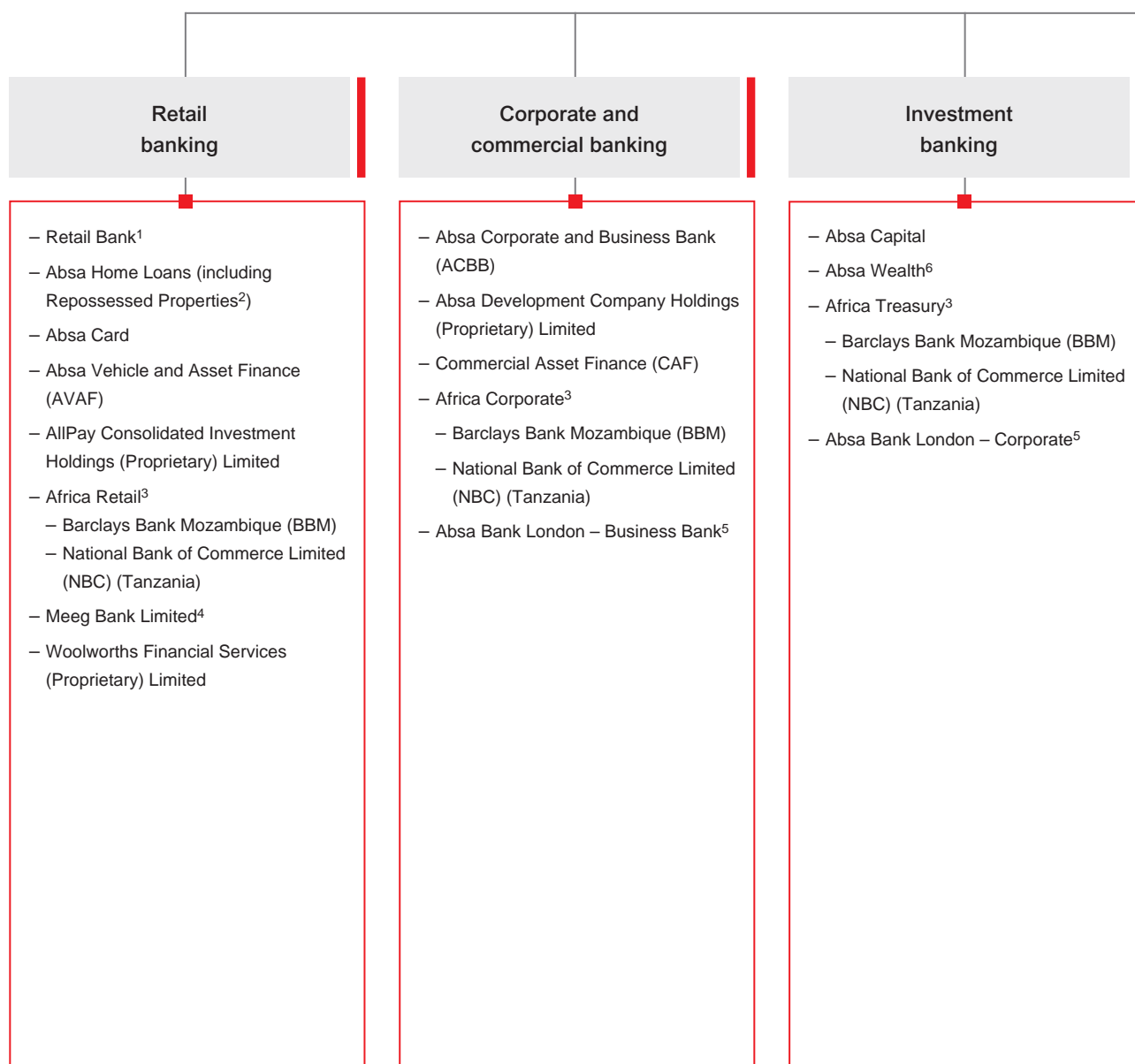
<sup>3</sup>Refer to pages 60 to 61 for the capital adequacy section reflecting the Tier I and Tier II capital ratios.



# Group financial reporting structure

As at 31 December 2009

## Absa Group Limited



### Notes

<sup>1</sup>Retail Bank caters for the needs of the Group's mass market through to affluent individuals as well as the small business market.

<sup>2</sup>Repossessed Properties was moved from Other Group activities to Retail banking during the year under review.

<sup>3</sup>The Group's African operations segment has been allocated to the various segments where those businesses are managed in terms of IFRS 8. Banco Comercial Angolano (Angola) has been disposed of during the year under review.

<sup>4</sup>The business of Meeg Bank Limited was divisionalised into Absa Bank Limited during the year under review.

<sup>5</sup>Absa Bank London's results have been allocated to Corporate and commercial, Investment banking as well as Other Group activities in terms of IFRS 8.

<sup>6</sup>Absa Wealth was moved from Retail banking to Investment banking during the year under review. Absa Wealth caters for the needs of the high net worth market.

<sup>7</sup>Absa Manx Insurance Company Limited was moved from Bancassurance to Other Group activities during the year under review.

## Bancassurance

### Insurance

Absa Life Limited

Absa Insurance Company Limited

Absa "iDirect" Limited

### Investments

Absa Asset Management (Proprietary) Limited

Absa Fund Managers Limited

Absa Investment Management Services (Proprietary) Limited

Absa Mortgage Fund Managers (Proprietary) Limited

Absa Portfolio Managers (Proprietary) Limited

Absa Stockbrokers (Proprietary) Limited

### Fiduciary

Absa Consultants and Actuaries (Proprietary) Limited

Absa Health Care Consultants (Proprietary) Limited

Absa Trust Limited

### Other

Absa Insurance and Financial Advisors (Proprietary) Limited (formerly Absa Brokers (Proprietary) Limited)

## Other Group activities

– Corporate Real Estate Services (CRES)

– Absa Manx Insurance Company Limited<sup>7</sup>

### International operations

– Absa Bank London<sup>5</sup>

# Profit and dividend announcement

## Performance highlights

- Headline earnings per share (HEPS) declined by 25,5% to 1 099,4 cents per share
- Earnings per share (EPS) declined by 37,5% to 986,7 cents per share
- Impairment charge increased by 53,6% to R8 967 million
- Return on average equity (RoE) of 15,5%
- Net asset value (NAV) per share increased by 0,6% to 7 038 cents per share
- Cost-to-income ratio at 49,6%
- Final dividend of 220 cents per share declared
- Capital adequacy ratio improved to 15,6%

## Overview

The Absa Group recorded a decline of 23,5% in headline earnings to R7 621 million for the year ended 31 December 2009. HEPS decreased by 25,5% to 1 099,4 cents per share and fully diluted HEPS decreased by 24,5% to 1 072,0 cents per share. Attributable earnings declined by 35,9% to R6 840 million.

Rising credit impairments and the effect of adverse market conditions were the primary reasons for the decline in headline earnings across the Group. In addition, the Group recorded significant impairments against the carrying value of investments acquired after a single stock futures trading default by a broker. Within the context of a demanding economic environment, total revenues reflected a resilient performance, declining only marginally, while sound cost control enabled the Group to cushion the effect of increased impairments. Customer numbers and transaction volumes continued to grow; and interest margins improved during the second half of 2009.

The Retail bank recorded a 21,1% decline in earnings with credit impairments rising by 40,8% to R7 778 million. Revenue increased by 4,9% following strong growth in net fee and commission income. Operating expenditure was limited to the level of the previous year, showing a 0,8% year-on-year increase.

The earnings of the commercial bank declined by 17,9% following a large rise in credit impairments from the low base in 2008. Revenues were stable and operating expenditure increased by only 1,1% compared to the previous year.

The earnings of Absa Capital declined sharply to R288 million as a result of the impairment of the carrying value of investments acquired after the Single Stock Futures trading default by a broker; as well as the decline in the value of the private equity portfolio.

Operating earnings were marginally down following a 1,9% growth in Markets revenue offset by subdued activity in the capital and debt markets.

Bancassurance posted a 15,2% decrease in earnings impacted by a deteriorating short-term insurance claims experience and additional investment in the distribution capacity. Revenue demonstrated robust growth following increases of 10,7% and 15,3% in net insurance premiums and net fee and commission income respectively. Absa Investments achieved strong growth in assets under management, supported by the acquisition of significant institutional mandates during 2009.

Notwithstanding the difficult environment and trading conditions, the Group maintained its healthy capital position with a Tier 1 capital ratio of 12,7% and total capital ratio of 15,6% as at 31 December 2009; both were well above the targets set by the Group board and minimum regulatory requirements.

A final dividend of 220 cents per share was declared, representing a dividend cover of 2,5 times.

## Operating environment

The beginning of the year was characterised by a sharp fall in economic activity in South Africa with growth declining by 6,4% (annualised) in the first quarter. Domestic economic activity, however, showed signs of renewed growth in the third quarter with gross domestic product (GDP) rising 0,9% (annualised). Early signs of a global recovery helped to boost South Africa's net export position during 2009, even as domestic consumption, which fell by 1,7% (annualised) during the third quarter, continued to show signs of stress. Despite continued public sector support for the economy through direct spending and infrastructure investment, lower levels of business confidence and a higher degree of uncertainty over the economic environment led to continued contraction of private sector capital formation.

Recent economic data shows that household consumption spending reduced throughout 2009, as household finances felt the impact of significant employment losses through declining household incomes. The reduction of the prime rate by 500 basis points from December 2008 to August 2009 resulted in a reduction in debt-service payments for households and corporates alike. The deleveraging of consumer and corporate balance sheets is evidenced in the significant decline in the demand for credit.

## Group performance

### Statement of financial position

The Group's asset base as at 31 December 2009 decreased by 7,3% over the year to R717,7 billion, largely due to a decline

in loans and advances to customers and in trading portfolio assets.

#### **Loans and advances to customers**

Loans and advances to customers decreased by 5,4% to R503,6 billion. The Retail bank, with 64,9% of total advances, recorded a decline of 3,1% in advances, resulting mainly from reduced demand for credit and proactive credit risk management.

The commercial bank maintained advances at the previous year's level. Risk management and reduced appetite for credit were the underlying factors affecting commercial banking advances growth during the year.

#### **Net asset value**

The Group's net asset value per share increased by 0,6% to 7 038 cents per share during the year. The net asset value was positively impacted by the successful conclusion of the Batho Bonke transaction which resulted in a net increase of R1 417 million after a reduction of R1 089 million in retained earnings due to the repurchase of the preference shares held by Batho Bonke. Net asset value was further positively impacted by the surplus capital generated from net profits after the payment of ordinary dividends amounting to R3 800 million. The higher capital level of the Group and lower attributable earnings resulted in a lower RoE of 15,5% at 31 December 2009 compared with 23,4% in the previous year.

#### **Capital to risk-weighted assets**

During the year under review, the Group improved its healthy capital adequacy position. As at 31 December 2009, the capital adequacy ratios of the Group were 11,5% (31 December 2008: 10,4%) at a Core Tier 1 level, 12,7% (31 December 2008: 11,6%) at Tier 1 level, and the total capital adequacy ratio was 15,6% (31 December 2008: 14,1%). Absa Bank's Core Tier 1 ratio, as at 31 December 2009, was 10,3% (31 December 2008: 9,7%), the Tier 1 ratio was 11,6% (31 December 2008: 11,0%) and the total capital adequacy ratio was 14,7% (31 December 2008: 14,0%).

#### **Statement of comprehensive income**

##### **Net interest income**

Net interest income decreased by 1,1% to R21 854 million, resulting from a decline in advances as well as margin pressure.

Whilst the Group was able to largely withstand the pressure on interest margins due to better pricing for liquidity and credit risk and the management of interest rate risk, the net interest margin on average interest-bearing assets contracted 7 basis points

year-on-year to 3,74%. The contraction in the margin was primarily due to:

- the extent and speed of interest rate declines during the first half of the year which resulted in a repricing mismatch between prime-linked assets and term-linked liabilities;
- the increased cost of wholesale funding as a result of the volatility in global financial markets; and
- the endowment impact on capital and selected retail and commercial deposits arising from the lower interest rate environment.

##### **Non-interest income**

Whilst non-interest income decreased by 2,8% to R20,2 billion, net fee and commission income increased 7,1% to R14,3 billion. The Retail bank grew net fee and commission income by 10,9% due to higher customer numbers and improved utilisation of the various distribution channels.

Business activity levels in the Bancassurance operations continued to grow. During the year, net premium income increased by 10,7%, fees and commissions by 15,3% and assets under management by 19,8%. However, claims and benefits paid to customers rose by 16,0% contributing to the decline of 2,0% in Bancassurance net revenue.

Trading income posted growth due to strong revenue generation by the Fixed Income desk. Foreign currency-related transactions by customers tapered off in the second half of 2009. The fair value of private equity investments held by Absa Capital declined by R623 million compared to an increase in value of R715 million during the previous year. The total return on other investments held in the Group was positive, but lower than the previous comparative year.

##### **Credit impairments**

Credit impairments, as a percentage of average advances increased to 1,74% from 1,19% in December 2008. The impairment charge to the statement of comprehensive income rose by 53,6% to R8 967 million.

Retail bank impairments increased by 40,8% to R7 778 million. This charge peaked during the third quarter and the credit impairment ratio improved from 2,52% for the first half of the year to 2,13% for the second half of the year. Non-performing advances remained high mainly due to the continued increase of legal balances as well as balances subject to debt counselling, but the level of new delinquencies were on the decline.

## Profit and dividend announcement

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Credit impairments in the commercial bank trebled to R872 million during the year under review but losses as a percentage of average advances, at 0,75%, were in line with expectations, given the economic environment.

### **Other impairments**

The Group acquired substantial shareholdings in four companies late 2008 and early 2009 following the failure of a broker client to honour its commitments in respect of Single Stock Futures transactions. An impairment of R1 364 million was raised against these investments following a significant decline in the traded price of these companies. The carrying value of these investments at 31 December 2009 was R147 million.

### **Operating expenses**

With revenue under pressure, a number of tactical cost reduction measures were implemented during the year resulting in cost decreasing by 1,2%. As a result, the cost-to-income ratio was contained at 49,6%.

Lower incentive payments and a reduction in staff numbers resulted in a drop in staff costs of 6,2% to R10 806 million. In addition, several projects were delayed and discretionary expenditure such as marketing, advertising, travelling and entertainment were substantially reduced.

## Business unit performance

### **Retail banking**

Attributable earnings for retail banking declined by 21,1% to R2 863 million in a challenging year for the retail sector. This decline in earnings was largely the result of an increase in impairments of 40,8% to R7 778 million. The retail bank was able to increase revenue by 4,9% and maintain costs at 2008 levels, thereby improving the cost-to-income ratio from 54,4% to 52,3%.

Advances declined by 3,1% following lower customer demand and lower approval rates. Secured lending products remained at 86,2% of the total advances book.

Customer deposits grew by 3,9% to R133,0 billion with growth in both the low and higher margin categories. Deposit margins declined following the lower interest rate environment coupled with the higher yielding products offered. The retail bank was able to reduce the advances-to-deposits ratio from 2,64 at December 2008 to 2,46 in December 2009, resulting in a lower wholesale funding requirement.

The overall interest margin on net assets remained flat compared to the previous year. This is attributed to a focus on higher margins

on new business, the reduction in the dependency on wholesale funding and a focus on balance sheet management.

Transaction revenue increased by 10,9% during the year and the trend for customers to move from traditional banking to electronic banking channels continued. The retail bank's digital channels registered a 112,0% growth in cellphone banking customers from December 2008. NotifyMe customers grew by 36,0% and electronic statement delivery by 76,0%. Internet banking customers increased by 11,0% during the year.

The impairments ratio increased from 1,72% in December 2008 to 2,34% in December 2009. The overall impairment charge rose by 40,8% from R5 523 million in December 2008 to R7 778 million in December 2009. This was due mainly to higher impairments from Absa Home Loans that increased by R1 396 million, while Absa Card increased by R513 million and other loan products increased by R579 million.

### **Absa Corporate and Business Bank**

The commercial bank's attributable earnings decreased by 17,9% to R2 317 million. Rising impairments in all sectors had a significant impact on profits.

Net interest income decreased by 3,6% to R5 609 million, resulting from higher funding costs, lower advances growth and downward pressure on deposit margins.

The commercial bank remained committed to growing deposits and achieved year-on-year growth of 4,6%, despite the lack of market liquidity. Competition remained high and margins consequently decreased during the year.

Transaction volume growth was underpinned by a 1,6% increase in customer numbers as well as the implementation of improved cash and electronic banking solutions for customers, which increased by 19,0% and 17,4% respectively. Transaction income on cheque and corporate overdraft accounts increased by 7,4% and electronic banking fees by 19,2% representing, in total, 65,9% of net fee and commission income. This was partly offset by a decrease in Commercial Property Finance (CPF) fees linked to lower CPF payouts, lower derivative product income, and decreased sales of development land resulting from the slowdown in the property market. The equity portfolios within this business returned to stable levels of performance compared to 2008.

### **Absa Capital**

Attributable earnings for Absa Capital declined by 87,3% to R288 million. Headline earnings declined by 44,1% to R1 272 million, from R2 276 million in the previous year. The

difference between the decline in headline and attributable earnings relates to the R987 million (after tax) impairments against the value of equity positions acquired resulting from Single Stock Future defaults in 2008.

The Markets business continued to grow, with revenue increasing by 1,9% to R3 264 million. Increased customer flows in derivative products, together with proactive risk management, generated exceptional growth in Fixed Income and Equities revenues. Foreign Exchange revenue, however, was negatively impacted by subdued client activity and lower market volatility, resulting in fewer trading opportunities. The sub-Saharan Africa franchise continued to develop, generating increased trading and client revenues.

The revenue of the Investment Banking business during the year declined by 6,2% to R1 794 million despite a strong increase in fee revenue. This was as a result of reduced margin income due to improved asset quality and higher funding costs.

The Private Equity and Infrastructure Investments business unit recorded negative revenue of R1 191 million due principally to a decline of R623 million in the value of the portfolio and funding costs of R607 million.

Absa Wealth, a business unit providing a full range of onshore and offshore wealth management services to the high and ultra-high net-worth market, was previously reported under the retail bank and is included under Absa Capital. Gross revenue showed good growth of 8,4% year-on-year. The value of client funds under advice increased, reflecting the strengthening client franchise. The business continued to invest in talent, product and infrastructure platforms to drive future growth.

#### **Bancassurance**

Bancassurance recorded a 15,2% decline in attributable earnings to R1 284 million (2008: R1 515 million), but achieved a RoE of 37,9%. The decline in attributable earnings was driven by lower operating income, which declined by 11,4% to R1 426 million for the year under review. The operating performance was particularly impacted by increases in short-term insurance claims in the second half of the year. Investment income on shareholders' funds declined by 11,5% to R317 million, reflecting a lower interest rate environment in the year under review.

Absa Life's gross premium income increased by 14,8% to R1 386 million. Continued diversification of the product range to stand-alone risk products for the Affluent segment, an improvement in penetration rates on most product lines, as well as the establishment of new distribution channels for protection solutions in the entry

level market contributed to this growth. Embedded value of new business declined by 11,2% to R294 million whilst embedded value earnings of R543 million to December 2009 represented a return on embedded value (ROEV) of 26,0%.

Absa Investments continued to develop its core competencies, and leveraged the strength of the Absa brand to grow its market share. A number of Absa unit trusts were rated in the first quartile performance over one-year and three-year periods. Absa Investments grew assets under management and administration (AUM) by 31% to R153 billion. Total net inflows amounted to R24,9 billion, supported by the acquisition of significant institutional mandates during the period under review. Operational efficiencies in Absa Investments resulted in an improvement in the profit margin from 26,0 basis points to 31,4 basis points.

Absa Insurance and Absa iDirect produced a robust performance with growth in the personal lines and commercial businesses contributing to growth in gross premium income of 10,1% to R3 042 million. The impact of adverse weather conditions, as well as increases in fire-related claims in the commercial property portfolio in the second half of the year, contributed to the deterioration of the loss ratio to 69,9% from 66,0% in 2008. Whilst the underwriting performance declined, the business remains profitable and an underwriting margin of 3,8% was achieved.

## **Prospects**

The economic outlook remains challenging both globally and on the domestic front. Whereas we expect to see a return to growth in the domestic economy supported by a modest upturn in consumption and continued investment in infrastructure spending by government, a number of risks remain. The weak employment market, high levels of existing debt and concern about the sustainability of the global recovery continue to weigh on sentiment. Business volumes are, therefore, likely to show muted growth.

## **Basis of presentation and changes in accounting policies**

The Absa Group's annual financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS).

The following amendments to published standards affected the Group during the year:

Revised *IAS 1 – Presentation of Financial Statements* separates owner and non-owner changes in equity. The statement of changes in equity includes only details of transactions with owners, with non-



## Profit and dividend announcement

owner changes in equity presented as a single line. In addition, the Standard introduces the statement of comprehensive income: it presents all items of recognised income and expense, either in one single statement, or in two linked statements. The Group has elected to present one statement.

Amended *IFRS 7 – Financial instruments: Disclosure* requires additional disclosure about fair value measurement and liquidity risk. Fair value measurements are to be disclosed by observability and significance of inputs using a three-level hierarchy for each class of financial instrument. The amendments also clarify the requirements for liquidity risk disclosures. The fair value measurement disclosures are presented in the notes to the financial statements. The liquidity risk disclosures are not significantly impacted by the amendments.

In May 2008 the International Accounting Standards Board issued its first omnibus of amendments to its standards, primarily with a view to removing inconsistencies and clarify wording. There are separate transitional provisions for each amendment. The adoption of the following amendment resulted in a change to accounting policy but did not have any impact on the financial position or performance of the Group.

*IAS 23 – Borrowing costs* has been revised to require capitalisation of borrowing costs on qualifying assets and the Group has amended its accounting policy accordingly. In accordance with the transitional requirements of the Standard, this has been adopted as a prospective change. Borrowing costs have been capitalised on qualifying assets from 1 January 2009. No changes have been made for borrowing costs incurred prior to this date that have been expensed.

The Group early adopted *AC 504 – The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their interaction in the South African Pension Fund Environment* (AC 504). This early adoption resulted in the Group recognising its defined benefit surplus as an asset retrospectively. AC 504 required the Group to assess whether it had an unconditional right to the surplus. This right specifically relates to the surplus once the scheme has run off in the normal course of business. The effective date for AC 504 is financial periods starting on or after 1 April 2009, however the Group elected early adoption as this guidance was published before the Group's year end and seeks to clarify an existing accounting pronouncement.

### Changes in accounting policies

The Group changed its accounting policy in accordance with

the allowed alternative in *IAS 19 – Employee Benefits* (IAS 19) to recognise actuarial gains and losses on the Group's defined benefit pension plan. As a result of this change in accounting policy, any adjustments to the surplus or deficit by applying the limit to the asset in accordance with IAS 19 will also be recognised in other comprehensive income. This new policy results in more relevant information on the Group's performance by removing the volatility from changes in actuarial assumptions and reserves.

### Restatements

The fair values of certain assets acquired as part of business combinations were determined provisionally in the prior year. The fair value of these assets was finalised and adjusted in the current year in terms of the Group's election to utilise a 12-month window period as allowed by *IFRS 3 – Business Combinations*.

### Reclassifications

The following reclassification has been effected to the Group's prior year disclosures:

Gains and losses from financial instruments, used as part of the Group's interest rate management, have been reclassified to net interest income from gains and losses from banking and trading activities, in line with the Group's accounting policy. This reclassification eliminates mismatches previously experienced between these two statements of comprehensive income lines.

The Group's results for the year ended 31 December 2009 have been audited by the Group's auditors, PricewaterhouseCoopers Inc. and Ernst & Young Inc. Their audit report is available for inspection at the Group's registered address, 3rd floor, Absa Towers East, 170 Main Street, Johannesburg, 2001.

On behalf of the Board



**M Ramos**

Group Chief Executive



**DC Brink**

Group Chairperson

16 February 2010

Johannesburg

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## Declaration of final ordinary dividend number 47

Shareholders are advised that a final ordinary dividend of 220 cents per ordinary share was announced today, Tuesday, 16 February 2010, bringing the total dividend for the year to 445 cents per ordinary share. The final ordinary dividend is payable to shareholders recorded in the register of members of the Group at the close of business on Friday, 12 March 2010.

In compliance with the requirements of Strate, the electronic settlement and custody system used by the JSE Limited, the following salient dates for the payment of the dividend are applicable:

Last day to trade cum dividend	Friday, 5 March 2010
Shares commence trading ex dividend	Monday, 8 March 2010
Record date	Friday, 12 March 2010
Payment date	Monday, 15 March 2010

Share certificates may not be dematerialised or rematerialised between Monday, 8 March 2010, and Friday, 12 March 2010, both dates inclusive.

On Monday, 15 March 2010, the dividend will be electronically transferred to the bank accounts of certificated shareholders who use this facility. In respect of those who do not, cheques dated 15 March 2010 will be posted on or about that date. The accounts of those shareholders who have dematerialised their shares (which are held at their participant or broker) will be credited on Monday, 15 March 2010.

On behalf of the Board



**S Martin**

*Group Secretary*

16 February 2010

Johannesburg

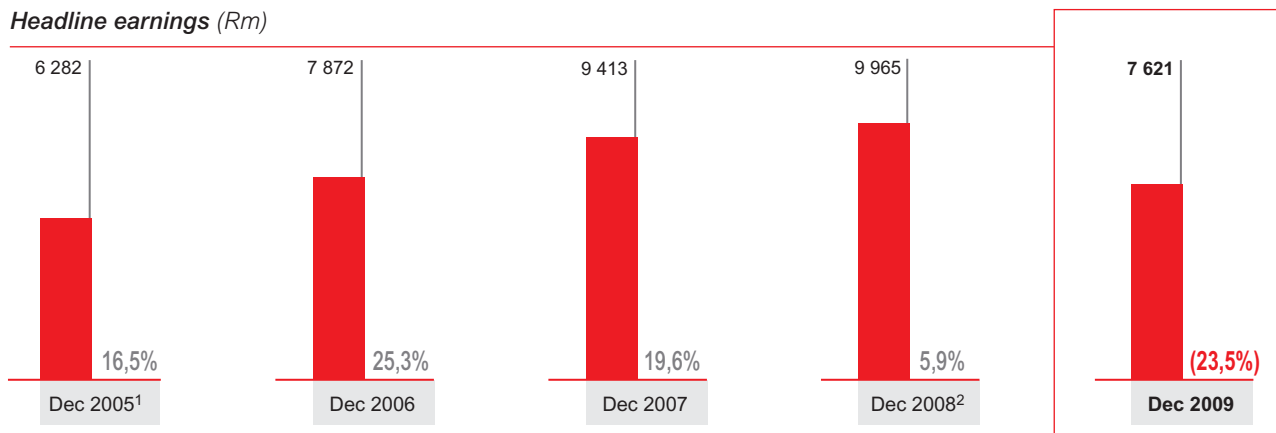


# Performance indicators

## Headline earnings

**Objective:** Compounded annual growth rate of 15% over 5 years.

**Headline earnings (Rm)**



### Notes

<sup>1</sup>Pro forma figures (twelve months).

<sup>2</sup>December 2008 comparative has been restated. Refer to pages 79 to 82.

### Performance:

The Group's headline earnings declined by 23,5%, from R9 965 million in 2008 to R7 621 million in 2009. The compounded annual growth rate over the past five years was 8,1%, compared to 18,9% for the five years ending December 2008.

Headline earnings of R7 621 million for the year exceeded attributable earnings by R781 million. The main headline earnings adjustments were:

- the impairment of equity exposures to Pinnacle Point Group (R931 million before tax), Blue Financial Services (R394 million before tax), Sekunjalo Investments (R36 million before tax) and ConvergeNet Holdings (R37 million before tax); and
- gains on the sale of the MasterCard shareholding amounting to R217 million before tax.

Some of the successes achieved in protecting the Group's earnings during the global banking and economic crisis included:

- Protection of the margin by focusing on client advances pricing and hedging strategies.

- Enabling Retail and commercial deposit growth in a difficult environment through product innovation.
- Growing Retail banking transactions, resulting in net fee and commission income growth of 10,9%.
- Growing assets under management (24,0%), mostly in the Group's Bancassurance operations.
- Managing high credit impairment levels by addressing collections capabilities coupled with the pro-active engagement of customers.
- Maintaining operational costs at 2008 levels.

Earnings were negatively impacted by:

- The impairment of equity exposures arising from Single Stock Future defaults (R1 364 million before tax). These impairments are excluded from headline earnings.
- Poor performance on equity markets, which impacted negatively on Absa Capital's private equity portfolio (revenue of R356 million in 2008 turned into a loss of R1 191 million during 2009).

## RoE decomposition<sup>1</sup>

In order to obtain a thorough understanding of factors contributing to the Group's performance, a RoE decomposition is provided below. The main components of the decomposition are discussed in the commentary that follows.

	Note	2009 %		2008 %
Net interest/interest-bearing assets		<b>3,74</b>		3,81
	<b>multiply</b>		<b>multiply</b>	
Interest-bearing assets/total assets		<b>0,78</b>		0,80
	<b>equals</b>		<b>equals</b>	
Net interest yield	2	<b>2,92</b>		3,06
	<b>plus</b>		<b>plus</b>	
Non-interest yield	3	<b>2,70</b>		2,88
	<b>equals</b>		<b>equals</b>	
Gross yield		<b>5,62</b>		5,94
	<b>less</b>		<b>less</b>	
Impairment losses	4	<b>1,20</b>		0,81
	<b>equals</b>		<b>equals</b>	
Risk-adjusted yield		<b>4,42</b>		5,13
	<b>less</b>		<b>less</b>	
Operating expenses	5	<b>2,78</b>		2,92
	<b>less</b>		<b>less</b>	
Other impairments and indirect taxation	6	<b>0,31</b>		0,10
	<b>less</b>		<b>less</b>	
Taxation expense		<b>0,31</b>		0,55
	<b>less</b>		<b>plus</b>	
Share of retained (losses)/earnings from associates and joint ventures		<b>0,01</b>		0,01
	<b>less</b>		<b>less</b>	
Minority interest		<b>0,09</b>		0,09
	<b>plus</b>		<b>less</b>	
Headline earnings adjustments		<b>0,10</b>		0,10
	<b>equals</b>		<b>equals</b>	
Return on average assets (RoA)	7	<b>1,02</b>		1,38
	<b>multiply</b>		<b>multiply</b>	
Gearing (average assets/average equity)	8	<b>15,24</b>		16,97
	<b>equals</b>		<b>equals</b>	
Return on average equity (RoE)	1	<b>15,5</b>		23,4

### Note

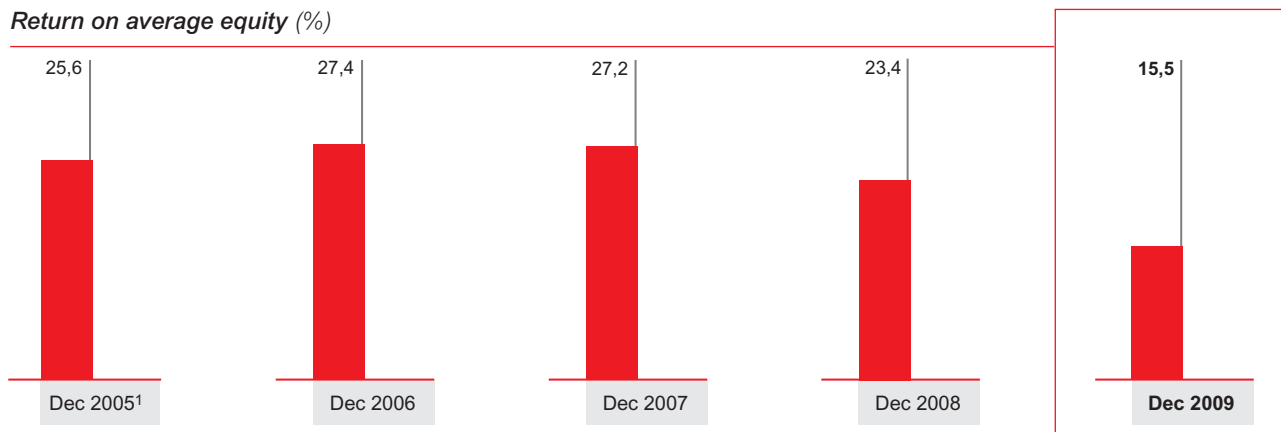
<sup>1</sup>Calculated as a % of average total assets.

# Performance indicators

## 1. Return on average equity

**Objective:** RoE of 6% above the cost of equity (CoE). Return on average economic capital (RoEC) is 8% above CoE.

### Return on average equity (%)



**Note**

<sup>1</sup>Pro forma figures (twelve months).

**Performance:**

The Group's RoE is calculated based on headline earnings, consistent with previous years. The Group's RoE was 15,5% for the year under review (2008: 23,4%), which is marginally higher than the Group's cost of equity (CoE) of 14,0%. The lower RoE is a function of a lower return on average assets (RoA) coupled with a lower gearing ratio.

Return on average economic capital (RoEC) for the year was 18,2%. The same ratio for the previous financial year was 24,0%.

Actual shareholders' equity and qualifying economic and Tier 1 regulatory capital were as follows on 31 December 2009:

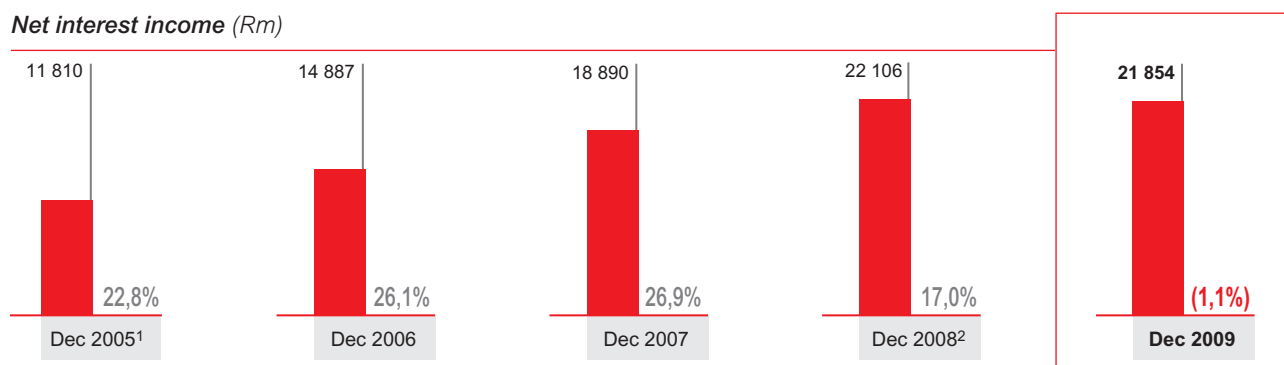
	Shareholders' equity Rm	Economic capital Rm	Tier I regulatory capital Rm
Ordinary share capital and premium	6 216	6 216	6 216
Preference share capital and premium	4 644	4 644	4 644
Other reserves	1 178	741	—
Retained earnings	43 153	42 848	40 075
Minority interest	1 299	1 299	1 299
Expected loss adjustment	—	—	(1 833)
Securitisation adjustment	—	—	(150)
Other deductions	—	(2 544)	(1 280)
<b>Total capital at 31 December 2009</b>	<b>56 490</b>	<b>53 204</b>	<b>48 971</b>
<b>Average capital for the year</b>	<b>54 892</b>	<b>44 268</b>	<b>46 560</b>

	December 2009 %	December 2008 %
<b>Return on average economic capital</b>	<b>18,2</b>	<b>24,0</b>

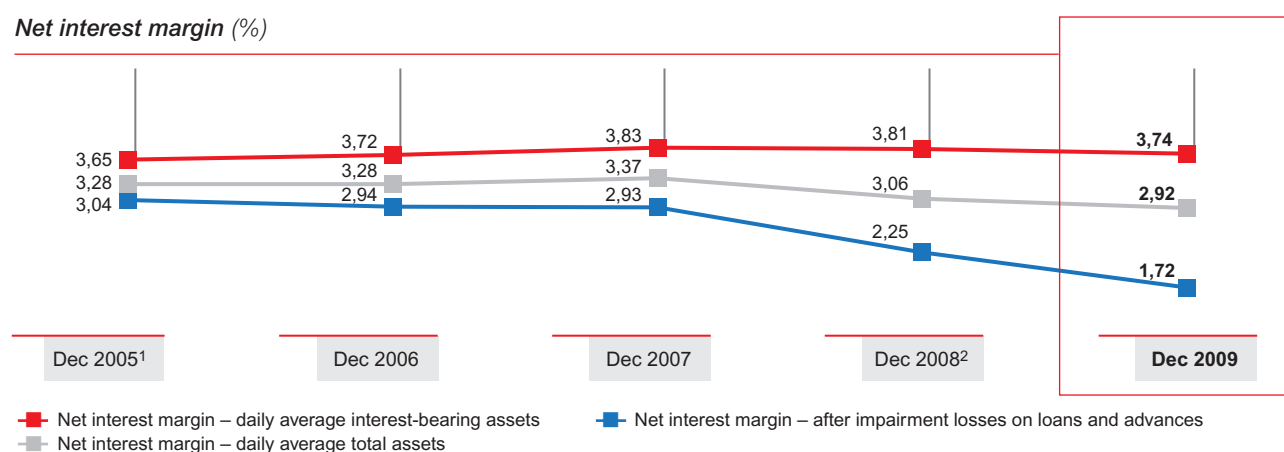
## 2. Net interest yield

### Net interest income

Net interest income (Rm)



Net interest margin (%)



#### Notes

<sup>1</sup>Pro forma figures (twelve months).

<sup>2</sup>December 2008 comparative has been restated for profits and losses from financial instruments used as part of the Group's interest rate risk management strategy. Other comparatives have not been restated accordingly.

	December 2009 (Average) %	December 2009 %	December 2008 %	December 2007 %
<b>Market information</b>				
Prime overdraft rate	13,5	10,5	15,0	14,5
House price index	355,6	371,8	352,0	353,7
Disposable income/household debt <sup>1</sup>	79,7	78,8	80,3	80,4

#### Note

<sup>1</sup>Represents the Absa estimate and has been used for comparison purposes.

#### Performance:

##### Net interest yield

Net interest income declined by 1,1% for 2009 and the Group's margin on average interest-bearing assets of 3,74% is 7 basis points lower than the margin achieved in 2008.

##### Advances margin

The average margin on advances contributed an improvement of 27 basis points in the Group's margin relative to the previous year. This change can be attributed to:

- improved client pricing (↑32 basis points);
- change in advances composition (↑14 basis points); and
- higher levels of interest suspended (↓19 basis points).

The change in the advances composition was mainly as a result of the acquisition of Woolworths Financial Services in 2008.

##### Deposit margin

Fierce competition in a relatively illiquid market, a 450 basis points

reduction in interest rates during the year under review and liquidity pressure contributed to declining deposit margins (decline of 42 basis points). This decline can be attributed to:

- pricing (↓47 basis points); and
- composition changes (↑5 basis points).

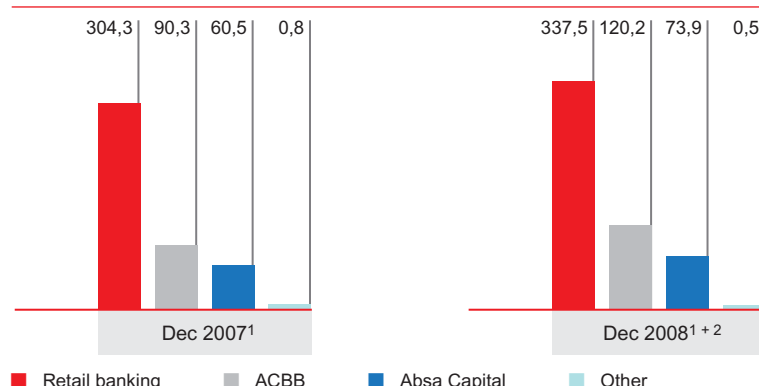
##### Wholesale funding and interest rate risk management

The cost of wholesale funding contributed a 15 basis points decline to the margin relative to 2008. The impact of the three-month repricing mismatch (after hedging) as a result of the interest rate reductions added further margin pressure of 12 basis points. The negative impact of the endowment on capital (after hedging) was 18 basis points.

# Performance indicators

## Loans and advances to customers

### Net advances (Rbn)



### Notes

Comparatives have been restated as follows:

<sup>1</sup>Restated for the move of Absa Wealth from Retail banking to Absa Capital.

<sup>2</sup>Restated to account for the fair value adjustments on acquisition of the minority share of two CPF subsidiaries in 2008.

	December 2009 %	December 2008 %	December 2007 %
<b>Loans and advances mix</b>			
Retail banking	64,9	63,4	66,7
ACBB	23,9	22,6	19,8
Absa Capital	11,1	13,9	13,3
Other	0,1	0,1	0,2
	100,0	100,0	100,0

	December 2009 Rm	December 2008 Rm	Change %	December 2007 Rm
<b>Loans and advances composition</b>				
Retail banking				
Mortgages	249 774	249 737	0,0	228 339
Instalment finance	40 872	47 756	(14,4)	47 159
Credit cards	20 076	19 522	2,8	13 831
Personal loans	12 729	11 789	8,0	10 299
Other loans	13 798	15 369	(10,2)	8 277
	337 249	344 173	(2,0)	307 905
ACBB	122 566	122 174	0,3	92 122
Absa Capital	56 315	74 141	(24,0)	60 754
Other	658	514	28,0	843
Gross advances	516 788	541 002	(4,5)	461 624
Impairment losses on loans and advances	(13 158)	(8 858)	(48,5)	(5 666)
Net advances	503 630	532 144	(5,4)	455 958

### Performance:

The Group's gross loans and advances to customers declined by 4,5% to R516,8 billion from December 2008.

The Group's Retail banking gross loans and advances to customers declined by 2,0%. ACBB's gross loans and advances remained at 2008 levels and Absa Capital experienced a decline of 24,0% in its loans and advances book.

The core drivers of the decline within the segments were as follows:

#### Retail banking (↓2,0%)

- Instalment finance loans declined by 14,4% compared to the previous year owing to declining motor vehicle sales.
- Overdrafts declined by 10,9% as a result of lower demand and more prudent affordability criteria.
- Mortgage advances remained constant for the year.

#### ACBB (↑0,3%)

- The core focus areas, namely cheque accounts and specialised finance and corporate overdrafts, grew by 10,6% and 1,2% respectively.
- Instalment finance loans decreased by 13,0%, resulting from the lower demand for commercial vehicles.

#### Absa Capital (↓24,0%)

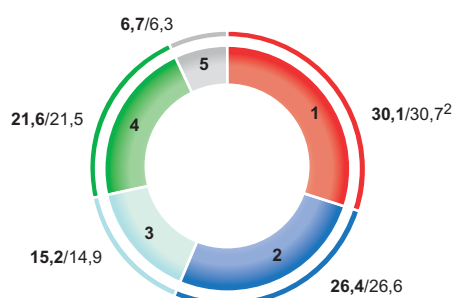
- Reduced foreign currency exposure.
- Lower Overnight finance loan levels.
- Reduction in reverse repurchase balances.

Refer to note 2 of the notes to the primary statements on page 43 for further information about the Group's loans and advances to customers.

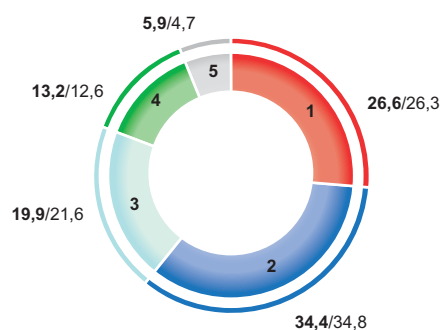
## Market share

November 2009/December 2008<sup>1</sup>

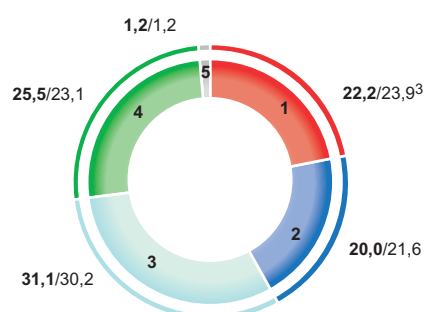
### Mortgage loans (%)



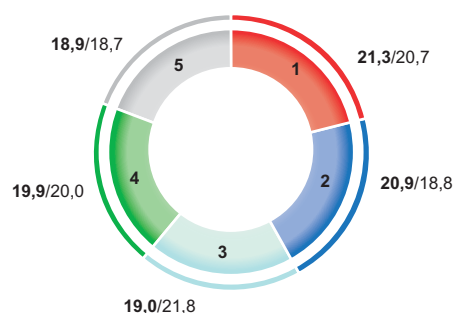
### Credit cards (%)



### Instalment finance (%)



### Overdrafts and other loans (%)



1. Absa Group    2. Standard Bank Group    3. FirstRand    4. Nedbank Group    5. Other

## Notes

<sup>1</sup>Owing to the early results announcement, the market share information for December 2009 was not available for publication.

<sup>2</sup>Securitisation of R3,2 billion – 0,3% of market share (December 2008: R3,3 billion – 0,3% of market share) has been excluded from the Absa mortgage loan book.

<sup>3</sup>Securitisation of R1,2 billion – 0,5% of market share (December 2008: R3,4 billion – 1,3% of market share) has been excluded from the Absa instalment finance book.

## Performance:

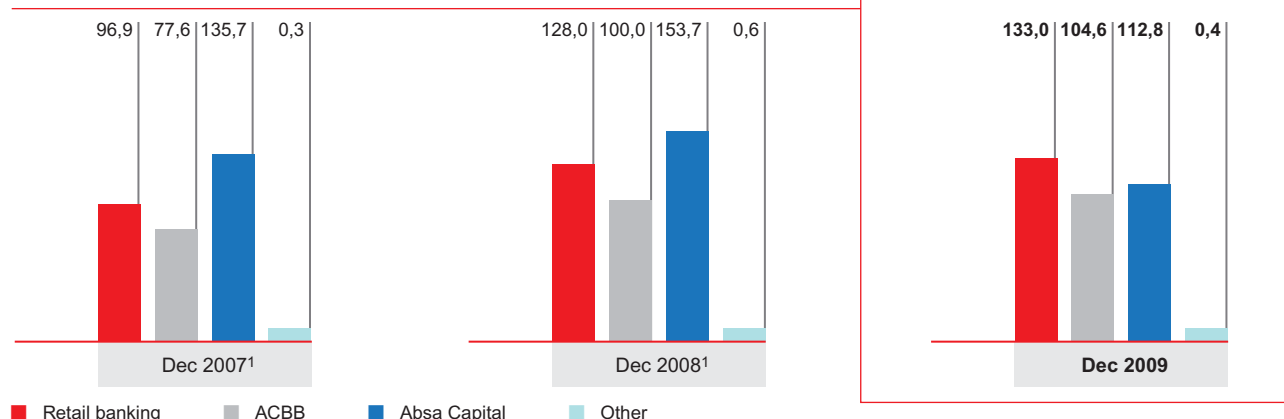
The Group reduced market share in instalment finance and mortgage loans and gained market share in overdrafts and other loans and credit cards. The loss in market share in respect of

mortgages (0,6%) are mainly due to the continued application of stringent credit criteria.

# Performance indicators

## Deposits due to customers

Total deposits (Rbn)



### Note

<sup>1</sup>Comparatives have been restated for the move of Absa Wealth from Retail banking to Absa Capital.

	December 2009 %	December 2008 %	December 2007 %
<b>Total funding</b>			
Deposits due to customers	62,5	63,4	59,1
Retail banking	23,7	21,2	18,5
ACBB	18,6	16,6	14,8
Absa Capital	20,1	25,5	25,7
Other	0,1	0,1	0,1
Deposits from banks	7,1	9,1	11,1
Debt securities in issue	30,4	27,5	29,8
	100,0	100,0	100,0

	December 2009 Rm	December 2008 Rm	Change %	December 2007 Rm
<b>Total funding composition</b>				
Retail deposits	132 967	127 953	3,9	96 923
Low margin	58 115	56 723	2,5	31 144
High margin	74 852	71 230	5,1	65 779
Commercial deposits	104 628	100 046	4,6	77 554
Institutional funding	324 154	374 815	(13,5)	350 492
	561 749	602 814	(6,8)	524 969

### Performance:

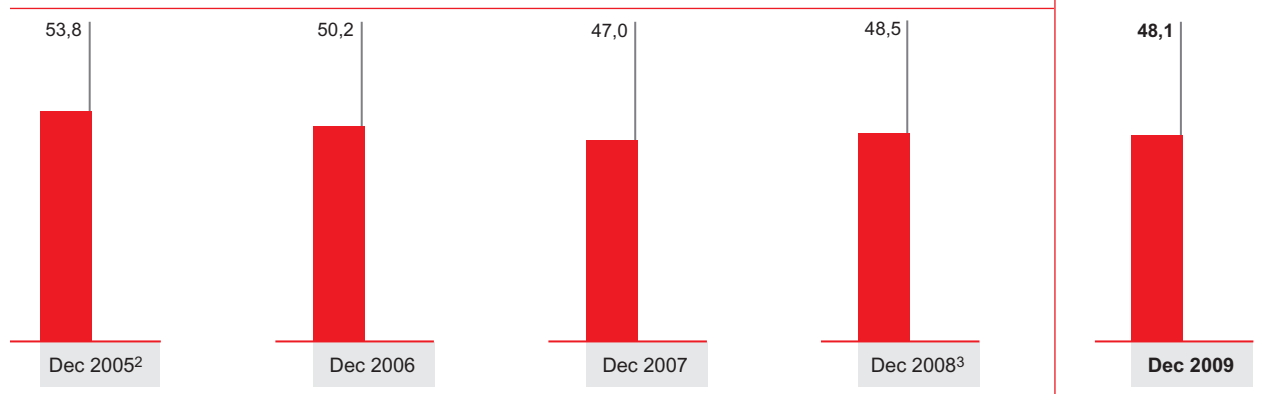
The contribution of Retail and Commercial customer deposits to the funding requirements of the Group increased from 37,8% in 2008 to 42,3% in 2009. Retail banking achieved growth in both its low (investment and fixed deposits) and high (savings and current account) portfolios. ACBB increased its cheque and call deposit products.

Customer deposits in Absa Capital declined by R40,9 billion during the year with an increase in debt securities of R6,5 billion. The decline in customer deposits in Absa Capital is driven by the Group's funding requirements, with the decrease mainly attributable to lower call deposits, fixed deposits and normal volatility in public sector cheque account balances.

### 3. Non-interest income

**Objective:** Maintain non-interest income at approximately 50% of top-line income.

**Non-interest income as % of operating income (%)<sup>1</sup>**



#### Notes

<sup>1</sup>Excluding impairment losses on loans and advances.

<sup>2</sup>Pro forma figures (twelve months).

<sup>3</sup>December 2008 comparative has been restated. Refer to pages 79 to 82.

#### Performance:

Non-interest income for the year decreased by 2,8% to R20 232 million.

#### Banking operations

Net fee and commission income increased by 7,1% during the year. Retail banking continued to grow its internet banking customer base and this contributed to growth in the net fee and commission income line of 10,9%. Fee and commission income in ACBB declined marginally by 1,1%, following lower demand by customers for foreign currency related transactions.

Net trading income accounted for in the non-interest income line of the statement of comprehensive income increased by 13,3%. Including the component of trading accounted for in the interest line, the trading results of the Group increased by 1,9%.

The banking operations of the Group have exposure to equity in Absa Capital, ACBB and the Corporate centre. The fair value movements in respect of the market values of these shares amounted to R206 million for the year, 88,6% down on the previous year.

The Visa Initial Public Offering (IPO) revenue received in 2008 is included in the comparative results under the other operating income line of the statement of comprehensive income and is the main driver of the decrease in banking non-interest income.

#### Bancassurance operations

The income from the Group's bancassurance operations declined by 2,0% from 2008. Net fee and commission income increased by 15,3% to R913 million, following strong performances of the asset management and fiduciary business units. Net insurance premiums were 10,7% higher than 2008. Net insurance claims and benefits paid to customers increased by 16,0%, with the average claims ratio in short-term insurance for the year at 69,9%, compared to the 66,0% experienced in 2008. Investment income (shareholder gains) decreased marginally, from R353 million in 2008 to R317 million in 2009, in spite of the relatively poor performance of equity markets and the additional capital released to the Group over the past three years. This performance is attributable to reduced equity exposure and the risk-mitigation actions put in place by hedging the equity exposure.

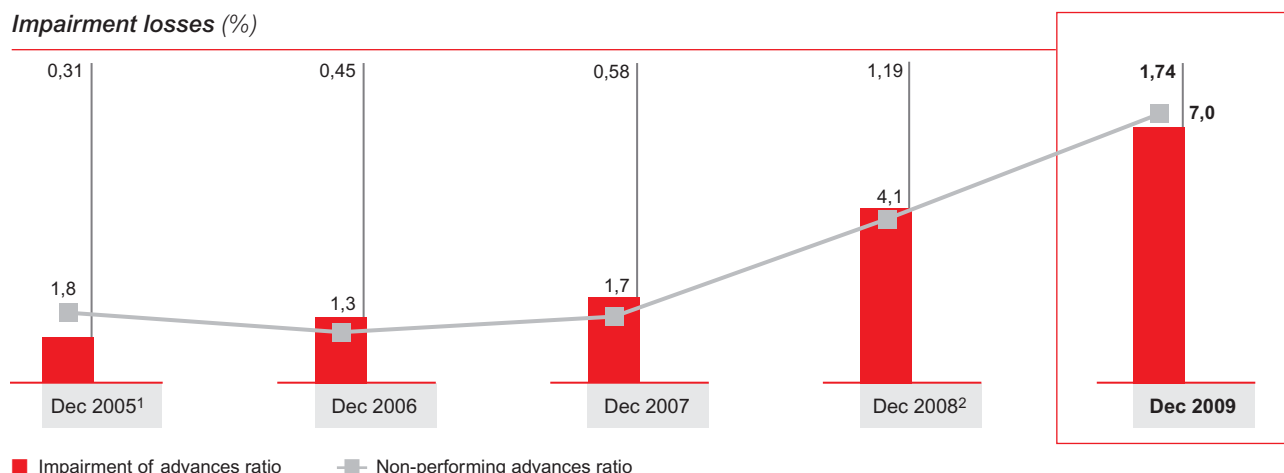
	December 2009 Rm	December 2008 Rm	Change %
<b>Performance of equity investments</b>			
Private equity	(623)	715	(187,1)
Commercial property finance	152	133	14,3
Visa Initial Public Offering (IPO)	—	740	(100,0)
Visa revaluation	272	129	110,9
MasterCard	217	—	100,0
Other	188	87	116,1
<b>Total banking operations</b>	<b>206</b>	<b>1 804</b>	<b>(88,6)</b>



# Performance indicators

## 4. Impairment losses on loans and advances

Impairment losses (%)



### Notes

<sup>1</sup>Pro forma figures (twelve months).

<sup>2</sup>The non-performing advances ratio's comparative for 2008 has been restated, refer to page 49 for the revised disclosure.

### Performance:

Absa's credit impairment ratio increased to 1,74% for 2009 (2008: 1,19%). This ratio is lower than the ratio recorded by the Group for the six months ended 30 June 2009 of 1,86%. Based on the lower ratio, it appears that the impairment cycle is stabilising as the Group experienced some reduction in impairment levels in the latter half of the year.

Retail credit impairments peaked towards the middle of 2009 and the credit impairment ratio for the second half of the year improved to 2,13%, compared to 2,52% for the first half of 2009. The most significant improvements were experienced in the card and motor vehicle financing products, although mortgages also improved.

Credit impairments in ACBB also improved during the second half of 2009, from 90 basis points in the first half of 2009 to

59 basis points in the second half of 2009. However, the risk of higher impairment levels in 2010 remains.

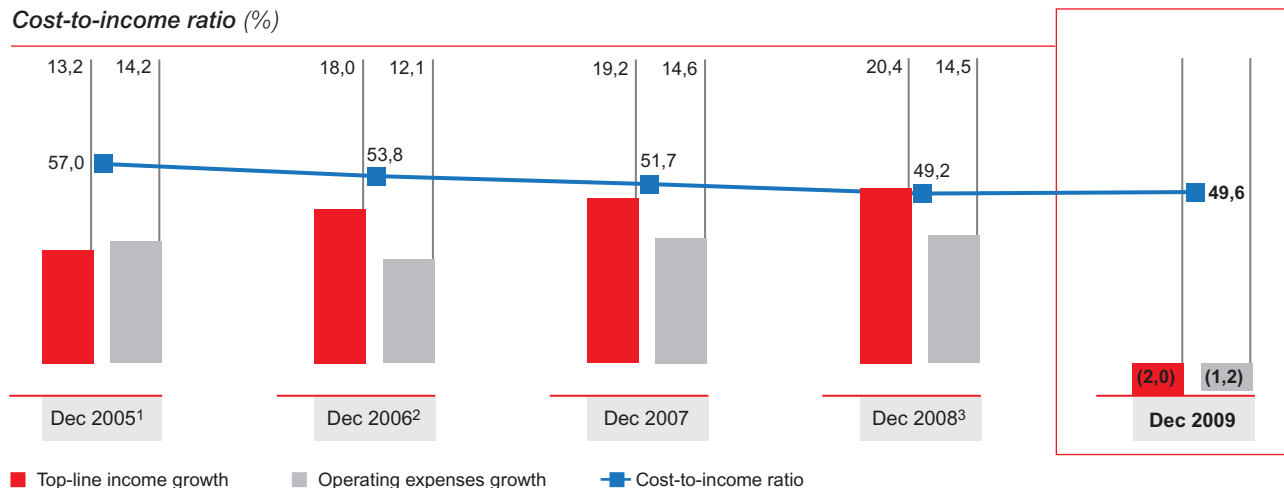
The impairment ratio of Absa Capital increased to 45 basis points during the year.

Non-performing loans (NPLs) increased from R22,1 billion in 2008 to R36,1 billion in 2009 and represents 7,0% of total loans and advances to customers. R8,1 billion (58,1%) of the increase was in respect of mortgages in the home loan portfolio and the percentage NPLs to total loans increased from 4,1% in 2008 to 7,0% in 2009. The value of collateral and expected recoveries on NPLs decreased from 74,6% in 2008 to 72,5% in 2009, mainly owing to a lower property realisation experience in a forced sale scenario during the year.

## 5. Operating expenses

**Objective:** To achieve a cost-to-income ratio lower than 50% and best in peer group.

### Cost-to-income ratio (%)



#### Notes

<sup>1</sup>Pro forma figures (twelve months).

<sup>2</sup>Growth calculated on December 2005 figures (pro forma twelve months), reclassified for IFRS 7 for comparability.

<sup>3</sup>December 2008 comparative has been restated. Refer to pages 79 to 82.

#### Performance:

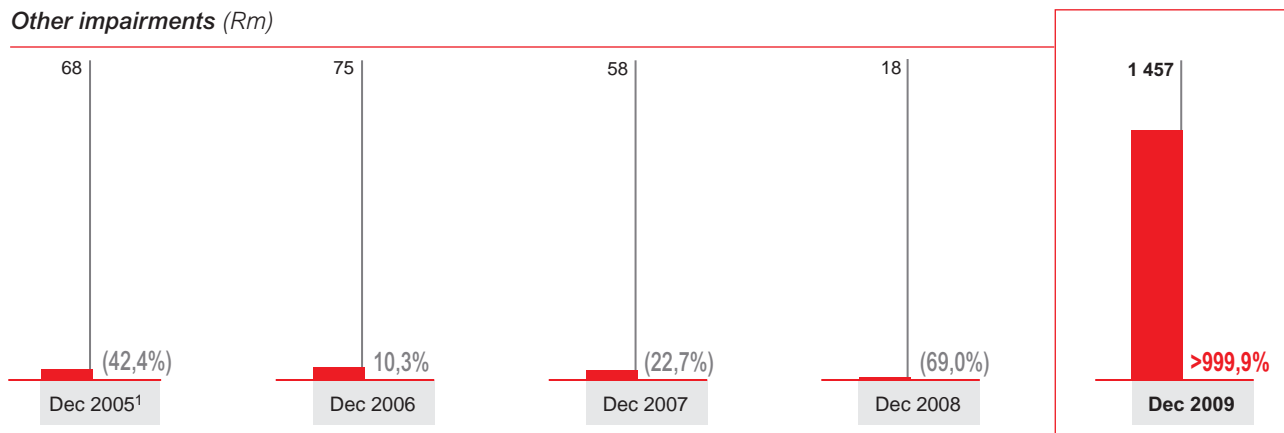
The Group's cost-to-income ratio remains below 50% in spite of the revenue pressure brought about by the challenging economic environment. Operating expenditure was 1,2% below 2008 levels as a result of a number of actions undertaken by management in 2009. Staff costs (excluding incentives) increased by 1,1%, well below the average annual increase of approximately 8,3%

awarded. This was achieved by reducing staff numbers through natural attrition and the reduction of contractors. Incentives were 48,9% lower than the previous year, on the back of the decline in earnings for the year. The spend on discretionary cost items such as travel and entertainment and marketing were below 2008 levels by 29,8% and 8,9% respectively.

## Performance indicators

### 6. Other impairments

*Other impairments (Rm)*



#### Note

<sup>1</sup>Pro forma figures (twelve months).

#### Performance:

The Group acquired substantial shareholdings in four companies late 2008 and early 2009 following the failure of a broker client to honour its commitments in respect of Single Stock Futures transactions. As a result of a significant decline in the traded price of these companies, the values of these investments have been fully or partially impaired.

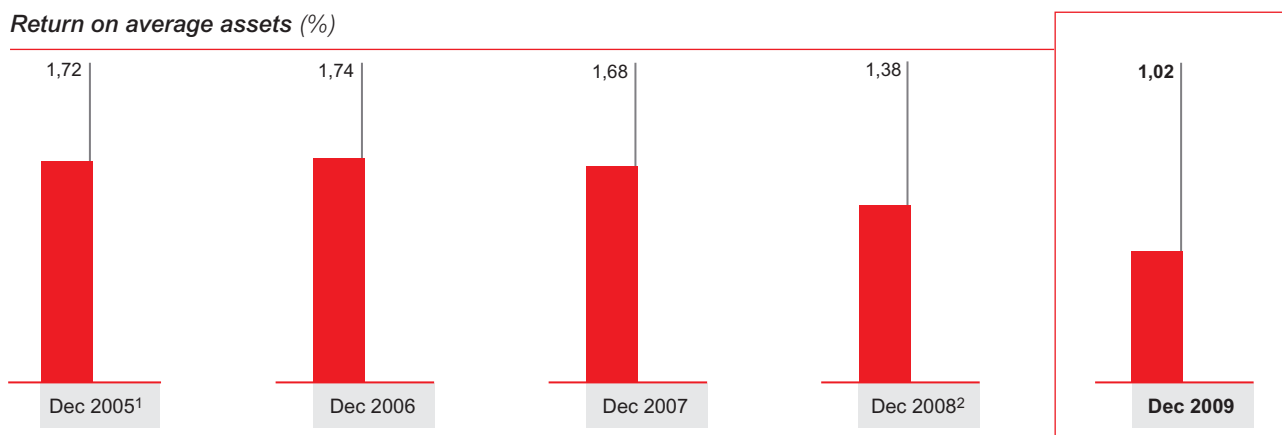
The after tax impact of these impairments has been included in the "other impairments" line of the statement of comprehensive income.

These investments have been impaired as follows:

	Impairment Jun 2009	Impairment Dec 2009	Total impairment 2009	Remaining equity exposure
Pinnacle Point Group Limited	931	—	931	—
Blue Financial Services Limited	136	258	394	58
Sekunjalo Investments Limited	—	3	3	40
ConvergeNet Holdings Limited	28	8	36	49
	1 095	269	1 364	147

## 7. Return on average assets

Return on average assets (%)



### Notes

<sup>1</sup>Pro forma figures (twelve months).

<sup>2</sup>December 2008 comparative has been restated. Refer to pages 79 to 82.

### Performance:

The Group's RoA decreased from 1,38% in 2008 to 1,02% in 2009. This decline is mainly as a result of higher credit impairments. The Group's RoA before the after-tax impact of impairments decreased from 1,96% to 1,88%. The year-on-year impact of each of the more significant statement of comprehensive income lines on the Group's RoA were as follows (all stated after the impact of tax):

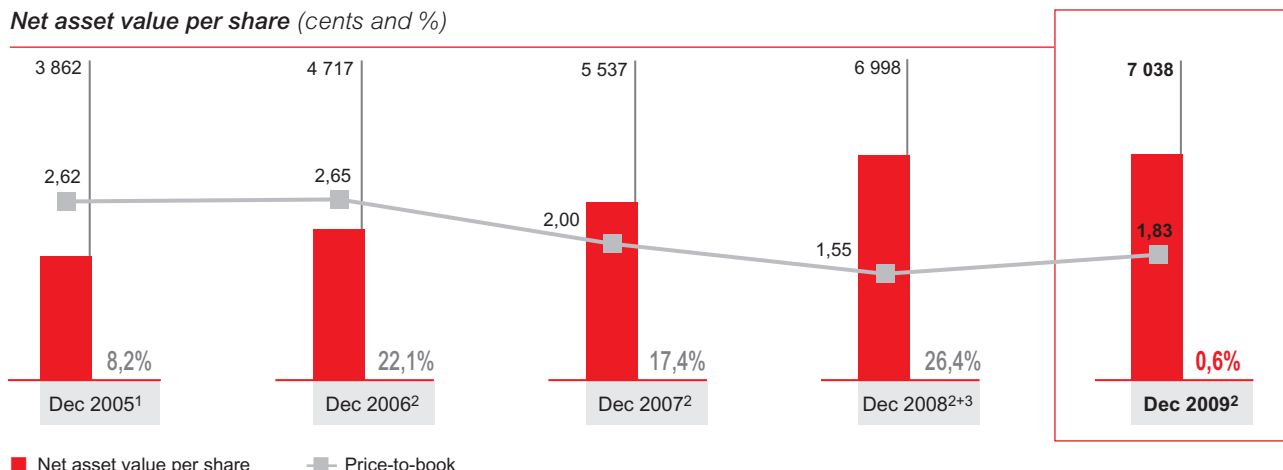
- Operating expenditure (↓8 basis points);
- Taxation (↑24 basis points);
- Net interest income (↓14 basis points);
- Non-interest income (↓18 basis points); and
- Credit impairments (↓39 basis points).

# Performance indicators

## 8. Gearing

### Net asset value

Net asset value per share (cents and %)



#### Notes

<sup>1</sup>Pro forma figures (twelve months).

<sup>2</sup>The net asset value per share figures exclude the non-cumulative, non-redeemable preference shares issued.

<sup>3</sup>December 2008 comparative has been restated. Refer to pages 79 to 82.

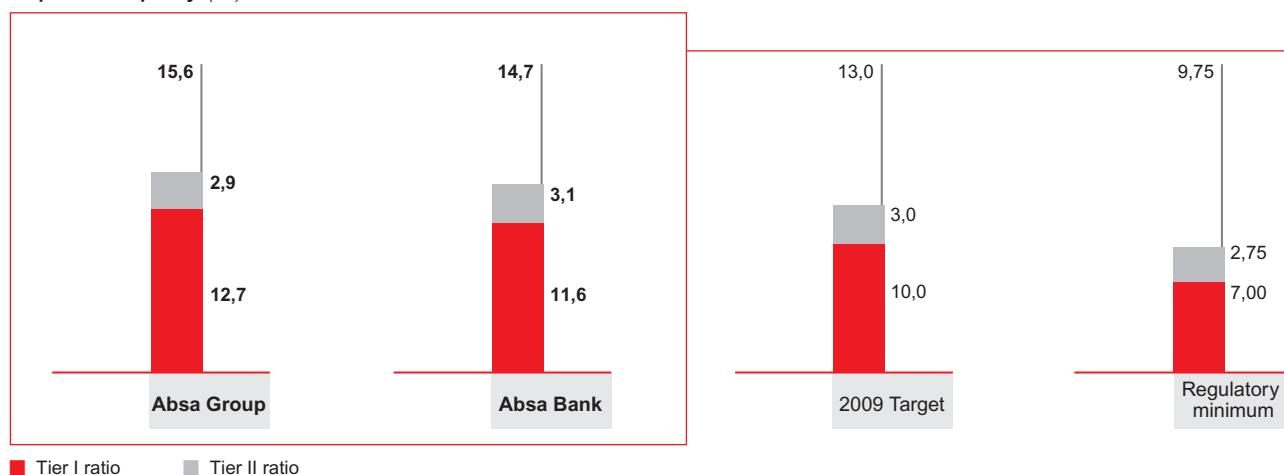
#### Performance:

The Group's net asset value per share increased by 0,6% to 7 038 cents per share during the year. The net asset value was positively impacted by the successful conclusion of the Batho Bonke Capital (Proprietary) Limited (Batho Bonke) transaction which resulted in a net increase of R1 417 million after a reduction of R1 089 million in retained earnings due to the

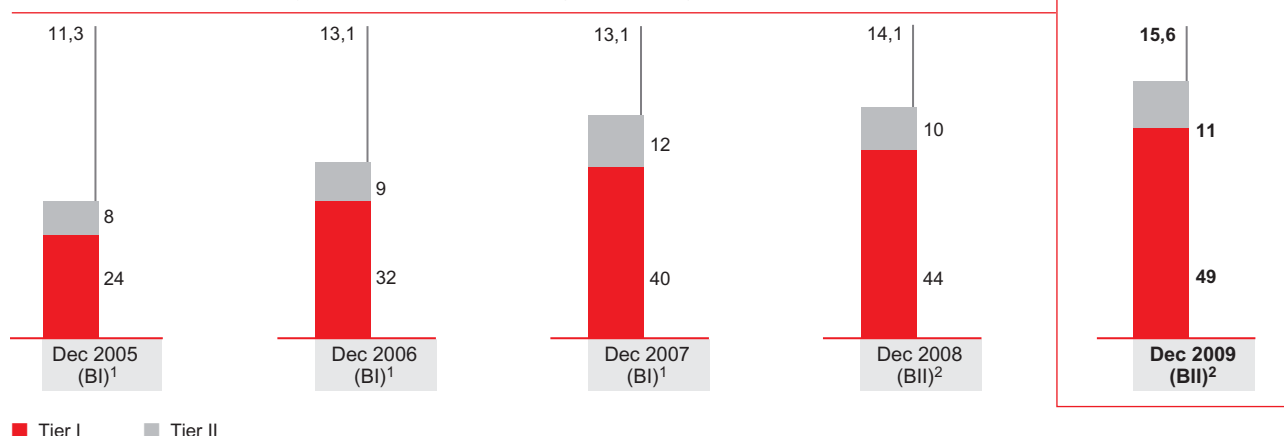
repurchase of the preference shares held by Batho Bonke. Net asset value was further positively impacted by the surplus capital generated from net profits after the payment of ordinary dividends amounting to R3 800 million. The higher capital level of the Group and lower attributable earnings, resulted in a lower RoE of 15,5% at 31 December 2009, compared with 23,4% in the previous year.

## Capital management

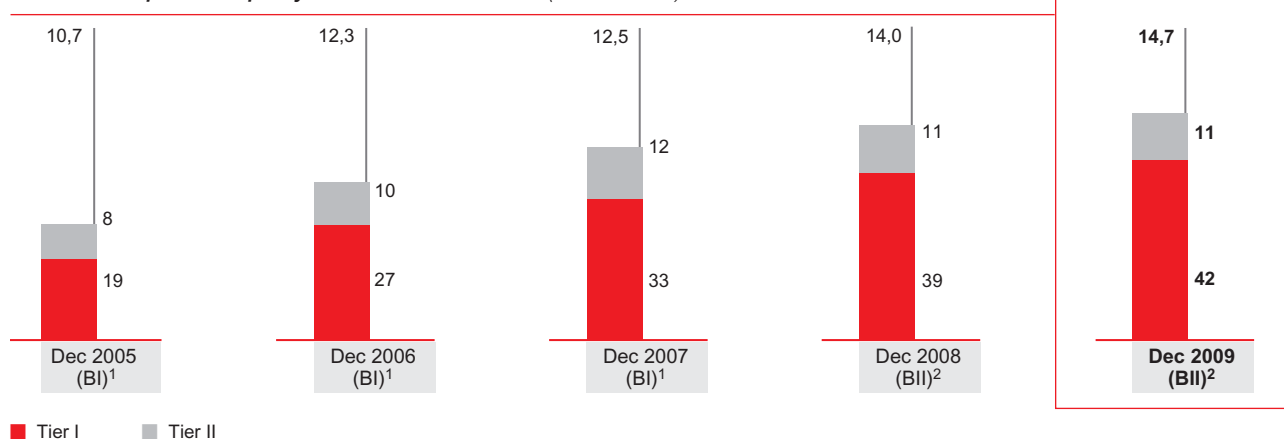
### Capital adequacy (%)



### Historical capital adequacy – Absa Group Limited (Rbn and %)



### Historical capital adequacy – Absa Bank Limited (Rbn and %)



#### Notes

<sup>1</sup>BI = Basel I

<sup>2</sup>BII = Basel II

# Performance indicators

## Performance:

Despite the difficult market conditions experienced during the year under review, Absa Group (the Group) and Absa Bank (the Bank) maintained strong capital adequacy levels throughout the year. At 31 December 2009, the capital adequacy ratios of the Group were 11,5% (31 December 2008: 10,4%) at a Core Tier I level, 12,7% (31 December 2008: 11,6%) at Tier I level, and the total capital adequacy ratio was 15,6% (31 December 2008: 14,1%). Absa Bank's Core Tier I ratio as at 31 December 2009 was 10,3% (31 December 2008: 9,7%), the Tier 1 ratio was 11,6% (31 December 2008: 11,0%) and the total capital adequacy ratio was 14,7% (31 December 2008: 14,0%).

The Group continued its focus on Risk Weighted Assets (RWA) demand management, free capital generation, and the replacement of maturing capital instruments. In this regard:

- the Group's RWA growth was curtailed due to the slowdown in credit growth during the year, growing only by R5,3 billion (1,4%). The Group placed a strong focus on RWA relief by the tightening of risk parameters and methodologies, and taking cognisance of the risk and reward profile associated with assets;
- the Group generated free capital of R3,7 billion, after provision for a dividend cover of 2,5 times headline earnings;
- Absa Bank issued inflation-linked bonds valued at R4,5 billion during the year under review, at spreads of between 260 and 325 bps above the three-month JIBAR rate. These bonds qualify as Tier II capital. The bonds were issued to replace the AB02 bond amounting to R3,1 billion that matured in March 2009; and
- Batho Bonke Capital (Proprietary) Limited (Batho Bonke) successfully concluded and raised third party funding from a consortium of financial institutions, thereby allowing Batho Bonke to exercise the redeemable option-holding preference shares resulting in a Tier I capital benefit of R1,5 billion to Absa Group.

The Group and the Bank manage its capital within the minimum regulatory/statutory requirements, economic capital requirements as well as the target levels set by the Board of directors.

## Capital management strategy

Absa's capital management strategy is focused on maximising shareholder value by optimising the level and mix of capital resources. Decisions on the allocation of capital resources, conducted as part of the strategic planning review, are based on a number of factors including return on economic and regulatory capital. This is conducted as part of the internal capital adequacy assessment process (ICAAP) and strategic planning review.

## Capital management objectives of the Group

Absa has a number of capital management objectives:

- meeting the individual capital ratios required by our regulators and the Group's board;
- maintaining an adequate level of available capital resources as cover for the EC requirements calculated at a 99,95% confidence level;
- generating sufficient capital to support asset growth; and
- maintain an investment grade credit rating.

## Importance of capital management

Capital is managed as a Board level priority in Absa which reflects the importance of capital planning. The Board is responsible for assessing and approving Absa's capital management policy, capital target levels and capital strategy. The capital ratios, together with the short-term and medium-term capital plans, are set annually and reviewed monthly at the Capital Management Committee (CMC) and are reported at least quarterly to the Absa Group Board.

## Absa Group's cost of equity

The Group's average cost of equity for the year was 14,0% (31 December 2008: 16,0%). The cost of equity is based on the Capital Asset Pricing Model (CAPM).

## Credit ratings

	Moody's November 2009 Absa Bank	Fitch Ratings November 2009 Absa Bank	Fitch Ratings November 2009 Absa Group
<b>National</b>			
Short-term	Prime-1.za	F1+ (zaf)	F1+ (zaf)
Long-term	Aa1.za	AAA (zaf)	AAA (zaf)
Outlook	Stable	Stable	Stable
<b>Local Currency</b>			
Short-term	Prime-1	—	—
Long-term	A1	A	A
Outlook	Stable	Stable	Stable
<b>Foreign Currency</b>			
Short-term	Prime-2	F1	F1
Long-term	A3	A	A
Outlook	Positive	Negative	Negative
<b>Bank Financial Strength</b>			
Outlook	C-	C	C
Support	Stable	—	—
	—	1	1

## Changes in ratings over the year

### Fitch

Fitch affirmed the National, Local and Foreign Currency ratings for the Group and the Bank but downgraded the Bank Financial Strength rating of the Group and the Bank from 'B/C' to 'C' in April 2009. This is in line with the banking industry due to the economic situation. Furthermore, the Local Currency Outlook was revised from Negative to Stable in November 2009.

### Moody's

Moody's upgraded the National, Local Currency Outlook and Bank Financial Strength Outlook of the Bank from Negative to Stable. Absa Bank's Local Currency Long-term rating was downgraded from Aa3 to A1. The Bank Financial Strength Rating of Absa Bank was downgraded from C to C-. This is in line with the banking industry due to the economic situation.

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## Basel II

The implementation of Basel II on 1 January 2008 has provided the Group with an internationally recognised framework that incorporates best practice in risk and capital management. Under Basel II, banks are expected to hold capital commensurate with the risks assumed. Basel II places emphasis on 3 Pillars:

- Pillar I – minimum capital requirement
- Pillar II – supervisory review
- Pillar III – market discipline

### Pillar I

Absa Group has received approval from the SARB to use the following approaches in order to calculate the regulatory capital requirement under Basel II:

- Retail credit risk – Advanced IRB
- Wholesale credit risk – Foundation IRB
- Operational risk – Advanced Measurement Approach
- Market risk – Internal model
- Equity investment risk – Simple risk weight Approach
- Africa – Standardised Approach

### Pillar II

With regards to Pillar II, our comprehensive EC framework ensures that all risks to capital are captured in the assessment of our capital requirement. The EC framework incorporates factors not taken into account by the Pillar I process such as business risk in the banking book (treasury and retail market risk). The assessment of Absa's capital adequacy requirement under the EC environment is both conservative and robust.

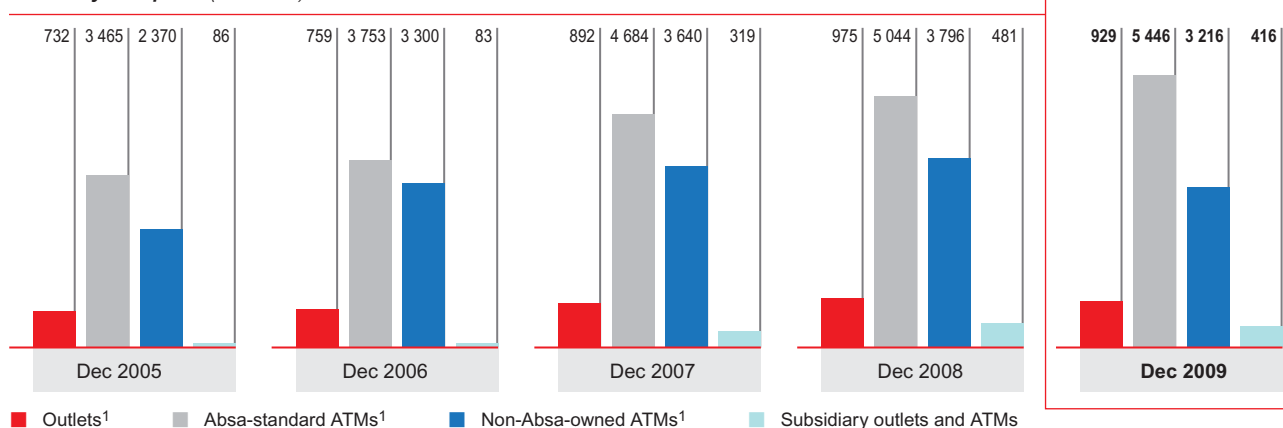
### Pillar III

Pillar III is not included in this document.



## Operational key performance indicators

### Delivery footprint (number)



#### Note

<sup>1</sup>South Africa.

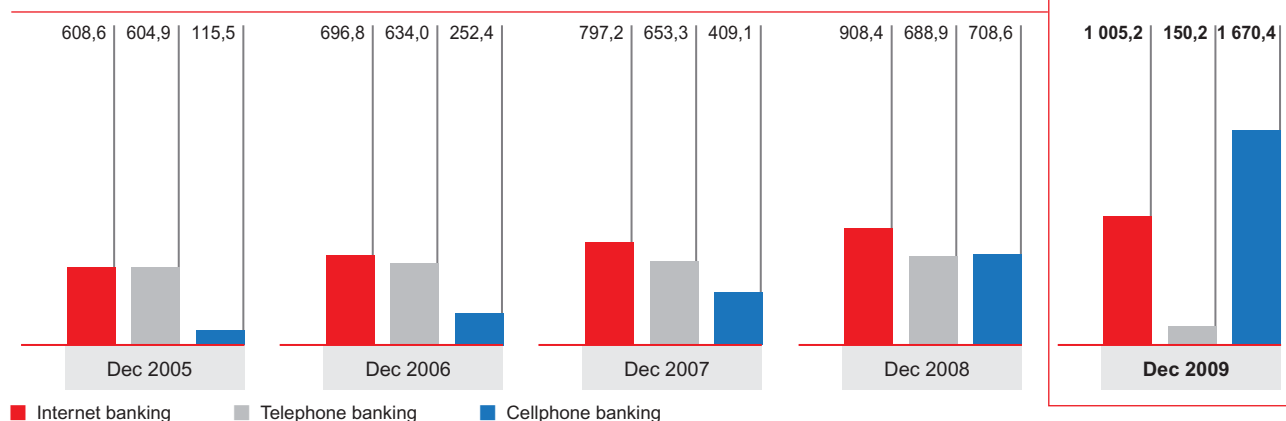
#### Performance:

Absa consolidated branch outlets during the year to improve efficiency by closing unprofitable outlets.

An additional 402 ATMs were installed to improve coverage and service delivery to clients.

	December 2009 Number	December 2008 Number
<b>ATMs</b>		
Absa-standard	5 446	5 044
Branch ATMs	1 901	1 887
Remote ATMs	2 500	2 124
Corporate ATMs	16	17
Franchise ATMs	234	286
Self-service kiosks	358	343
Internet kiosks	385	385
Cash acceptor	52	2
Absa non-standard	3 216	3 796
	8 662	8 840

**Internet, telephone and cellphone banking (number of customers ('000))**

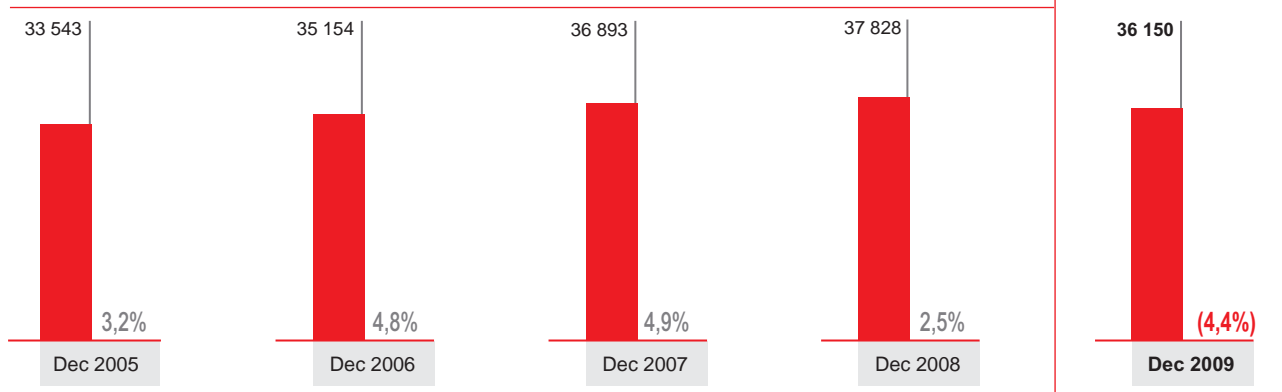


**Performance:**

Electronic banking fees increased by 15,9% as a result of the continued growth of clients using the Absa internet or/and cellphone banking offering, with a significant move from telephone to cellphone banking.

## Operational key performance indicators

### Employee complement<sup>1</sup> (number of employees)



#### Note

<sup>1</sup>The employee complement figures exclude contract workers.

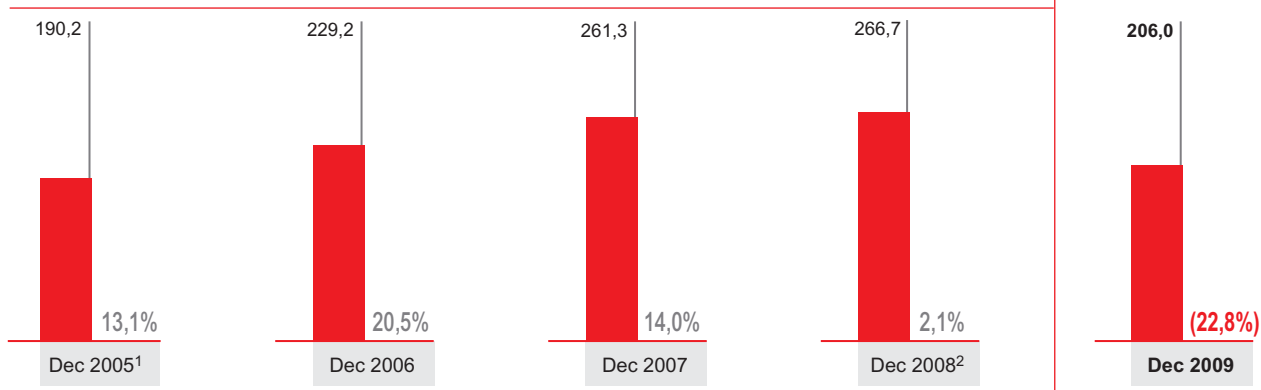
#### Performance:

Staff costs were only 1,1% higher than the comparative year in spite of the average salary increase of approximately 8,3%. Permanent staff numbers reduced by 1 678 during the past year and contractors/ temporary staff numbers also decreased. This was achieved by an enforced staff freeze on new appointments and through normal staff attrition.

The reduction in headcount was also impacted by actions taken in the second half of 2008, which included retrenchments and restructuring, where the savings only flowed through in 2009.

In spite of the overall lower staff numbers, the Group continued to invest in its collections and risk management capacity. Staff numbers in frontline customer services areas were not reduced.

### Headline earnings per employee (average) (R'000)



#### Notes

<sup>1</sup>Pro forma figures (twelve months).

<sup>2</sup>December 2008 comparative has been restated. Refer to pages 79 to 82.

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# Group statement of financial position

As at 31 December

	Note	2009 (Audited) Rm	2008 (Audited) Rm	Change %	2007 (Audited) Rm
<b>Assets</b>					
Cash, cash balances and balances with central banks		20 597	24 828	(17,0)	20 629
Statutory liquid asset portfolio		33 943	33 043	2,7	22 957
Loans and advances to banks		36 032	44 662	(19,3)	54 025
Trading portfolio assets		61 779	78 879	(21,7)	25 824
Hedging portfolio assets		2 558	3 139	(18,5)	725
Other assets		17 777	16 925	5,0	24 408
Current tax assets		234	23	917,4	185
Non-current assets held-for-sale	1	—	2 495	(100,0)	—
Loans and advances to customers	2	503 630	532 144	(5,4)	455 958
Reinsurance assets		719	903	(20,4)	485
Investments		29 564	26 980	9,6	29 792
Investments in associates and joint ventures	3	487	2 144	(77,3)	1 004
Goodwill and intangible assets		1 245	963	29,3	301
Investment property		2 195	661	232,1	—
Property and equipment		6 606	6 127	7,8	4 610
Deferred tax assets		374	241	55,2	111
<b>Total assets</b>		<b>717 740</b>	<b>774 157</b>	<b>(7,3)</b>	<b>641 014</b>
<b>Liabilities</b>					
Deposits from banks		39 616	54 633	(27,5)	58 033
Trading portfolio liabilities		53 722	72 737	(26,1)	34 919
Hedging portfolio liabilities		565	1 080	(47,7)	2 226
Other liabilities		12 212	12 618	(3,2)	9 953
Provisions		1 684	2 113	(20,3)	2 366
Current tax liabilities		59	385	(84,7)	183
Non-current liabilities held-for-sale	1	—	408	(100,0)	—
Deposits due to customers	4	350 757	382 281	(8,2)	310 512
Debt securities in issue	5	171 376	165 900	3,3	156 424
Liabilities under investment contracts		12 446	10 377	19,9	7 908
Policyholder liabilities under insurance contracts		3 136	3 076	2,0	3 318
Borrowed funds	6	13 530	12 296	10,0	9 949
Deferred tax liabilities		2 147	2 960	(27,5)	2 600
<b>Total liabilities</b>		<b>661 250</b>	<b>720 864</b>	<b>(8,3)</b>	<b>598 391</b>
<b>Equity</b>					
<b>Capital and reserves</b>					
Attributable to ordinary equity holders of the Group:					
Share capital	7	1 432	1 354	5,8	1 350
Share premium		4 784	2 251	112,5	2 292
Other reserves		1 178	3 010	(60,9)	384
Retained earnings		43 153	40 992	5,3	33 612
		<b>50 547</b>	<b>47 607</b>	<b>6,2</b>	<b>37 638</b>
Minority interest – ordinary shares		1 299	1 042	24,7	341
Minority interest – preference shares		4 644	4 644	—	4 644
<b>Total equity</b>		<b>56 490</b>	<b>53 293</b>	<b>6,0</b>	<b>42 623</b>
<b>Total equity and liabilities</b>		<b>717 740</b>	<b>774 157</b>	<b>(7,3)</b>	<b>641 014</b>

# IAS 39: Group statement of financial position classification

As at 31 December

	2009		2008	
	Assets Rm	Liabilities and equity Rm	Assets Rm	Liabilities and equity Rm
<b>Fair value through profit or loss</b>	<b>108 551</b>	<b>89 357</b>	<b>133 408</b>	<b>111 495</b>
<b>Designated at fair value</b>	<b>44 435</b>	<b>35 070</b>	<b>51 246</b>	<b>37 678</b>
Cash, cash balances and balances with central banks	2 271	—	5 182	—
Statutory liquid asset portfolio	3 636	—	8 273	—
Loans and advances to banks	2 403	—	7 169	—
Loans and advances to customers	9 374	—	7 947	—
Investments	26 751	—	22 675	—
Deposits from banks	—	7 319	—	9 002
Other liabilities	—	294	—	139
Deposits due to customers	—	12 552	—	11 419
Debt securities in issue	—	1 741	—	6 069
Liabilities under investments contracts	—	12 446	—	10 377
Borrowed funds	—	718	—	672
<b>Held-for-trading</b>	<b>61 558</b>	<b>53 722</b>	<b>79 023</b>	<b>72 737</b>
Investments	410	—	661	—
Trading portfolio assets classified as trading	61 148	—	78 362	—
Trading portfolio liabilities classified as trading	—	53 722	—	72 737
<b>Hedging instruments</b>	<b>2 558</b>	<b>565</b>	<b>3 139</b>	<b>1 080</b>
Hedging portfolio assets	2 558	—	3 139	—
Hedging portfolio liabilities	—	565	—	1 080
<b>Available-for-sale</b>	<b>32 955</b>	<b>—</b>	<b>28 332</b>	<b>—</b>
Cash, cash balances and balances with central banks	653	—	1 111	—
Statutory liquid asset portfolio	17 904	—	12 668	—
Investments	1 995	—	2 476	—
<b>Hedged items</b>	<b>12 403</b>	<b>—</b>	<b>12 077</b>	<b>—</b>
Statutory liquid asset portfolio	12 403	—	12 077	—
<b>Amortised cost</b>	<b>560 490</b>	<b>563 076</b>	<b>595 073</b>	<b>598 569</b>
<b>Designated at amortised cost</b>	<b>559 844</b>	<b>551 439</b>	<b>594 508</b>	<b>583 692</b>
Cash, cash balances and balances with central banks	16 985	—	18 479	—
Loans and advances to banks	33 629	—	37 493	—
Other assets	15 620	—	14 904	—
Loans and advances to customers	493 610	—	523 632	—
Deposits from banks	—	32 297	—	45 631
Other liabilities	—	10 127	—	10 621
Deposits due to customers	—	338 205	—	370 862
Debt securities in issue	—	163 589	—	151 509
Borrowed funds	—	7 221	—	5 069
<b>Hedged items</b>	<b>646</b>	<b>11 637</b>	<b>565</b>	<b>14 877</b>
Loans and advances to customers	646	—	565	—
Debt securities in issue	—	6 046	—	8 322
Borrowed funds	—	5 591	—	6 555
<b>Held-to-maturity</b>	<b>1 096</b>	<b>—</b>	<b>1 249</b>	<b>—</b>
Cash, cash balances and balances with central banks	688	—	56	—
Statutory liquid asset portfolio	—	—	25	—
Investments	408	—	1 168	—
<b>Non-financial assets and liabilities</b>	<b>14 648</b>	<b>8 817</b>	<b>16 095</b>	<b>10 800</b>
<b>Total equity</b>	<b>—</b>	<b>56 490</b>	<b>—</b>	<b>53 293</b>
	<b>717 740</b>	<b>717 740</b>	<b>774 157</b>	<b>774 157</b>

## Group average statement of financial position

As at 31 December

	2009			2008		
	Average balance Rm	Average rate %	Interest income/ (expense) Rm	Average balance Rm	Average rate %	Interest income/ (expense) Rm
<b>Assets</b>						
Cash, cash balances and balances with central banks	1 741	8,90	155	1 869	14,87	278
Statutory liquid asset portfolio	30 409	8,97	2 728	25 363	11,47	2 909
Loans and advances to banks and customers	537 655	11,51	61 868	536 960	13,54	72 713
Investments	14 256	3,88	553	15 437	4,41	680
Other interest <sup>1</sup>	—	—	(57)	—	—	(320)
Interest-earning assets	584 061	11,17	65 247	579 629	13,16	76 260
Non-interest-earning assets	165 431	—	—	143 760	—	—
<b>Total assets</b>	<b>749 492</b>	<b>8,71</b>	<b>65 247</b>	<b>723 389</b>	<b>10,55</b>	<b>76 260</b>
<b>Liabilities</b>						
Deposits from banks and due to customers	412 749	(6,31)	(26 065)	407 404	(8,24)	(33 588)
Debt securities in issue	174 622	(9,33)	(16 293)	158 279	(11,94)	(18 905)
Borrowed funds	12 069	(10,31)	(1 244)	11 064	(12,86)	(1 423)
Other interest <sup>1</sup>	—	—	209	—	—	(238)
Interest-bearing liabilities	599 440	(7,24)	(43 393)	576 747	(9,39)	(54 154)
Non-interest-bearing liabilities	85 667	—	—	95 142	—	—
<b>Total liabilities</b>	<b>685 107</b>	<b>(6,33)</b>	<b>(43 393)</b>	<b>671 889</b>	<b>(8,06)</b>	<b>(54 154)</b>
<b>Equity</b>						
<b>Capital and reserves</b>						
Attributable to ordinary equity holders of the Group:						
Share capital	1 280	—	—	1 381	—	—
Share premium	3 314	—	—	2 338	—	—
Other reserves	2 163	—	—	279	—	—
Retained earnings	51 774	—	—	42 324	—	—
	58 531	—	—	46 322	—	—
Minority interest – ordinary shares	1 210	—	—	539	—	—
Minority interest – preference shares	4 644	—	—	4 639	—	—
<b>Total equity</b>	<b>64 385</b>	<b>—</b>	<b>—</b>	<b>51 500</b>	<b>—</b>	<b>—</b>
<b>Total equity and liabilities</b>	<b>749 492</b>	<b>(5,79)</b>	<b>(43 393)</b>	<b>723 389</b>	<b>(7,49)</b>	<b>(54 154)</b>
Net interest margin on average interest-bearing assets		3,74			3,81	
Net interest margin on average assets		2,92			3,06	

Daily averages have been used to calculate the average balances.

### Note

<sup>1</sup> Also include fair value adjustments on hedging instruments and hedging income.

# Group statement of comprehensive income

Year ended 31 December

	Note	2009 (Audited) Rm	2008 (Audited) Rm	Change %
Net interest income		21 854	22 106	(1,1)
Interest and similar income		65 247	76 260	(14,4)
Interest expense and similar charges		(43 393)	(54 154)	19,9
Impairment losses on loans and advances	8	(8 967)	(5 839)	(53,6)
<b>Net interest income after impairment losses on loans and advances</b>		<b>12 887</b>	16 267	(20,8)
Net fee and commission income		14 289	13 343	7,1
Fee and commission income	9.1	16 301	15 064	8,2
Fee and commission expense	9.2	(2 012)	(1 721)	(16,9)
Net insurance premium income	9.3	3 787	3 511	7,9
Net insurance claims and benefits paid	9.4	(2 215)	(1 890)	(17,2)
Changes in investment and insurance liabilities	9.5	(560)	(70)	(700,0)
Gains and losses from banking and trading activities	9.6	2 575	3 331	(22,7)
Gains and losses from investment activities	9.7	1 464	1 064	37,6
Other operating income	9.8	892	1 532	(41,8)
<b>Operating income before operating expenditure</b>		<b>33 119</b>	37 088	(10,7)
Operating expenditure		(23 227)	(21 856)	(6,3)
Operating expenses	10.1	(20 857)	(21 114)	1,2
Other impairments	10.2	(1 457)	(18)	>(999,9)
Indirect taxation		(913)	(724)	(26,1)
Share of retained (losses)/earnings from associates and joint ventures		(50)	73	(168,5)
<b>Operating profit before income tax</b>		<b>9 842</b>	15 305	(35,7)
Taxation expense		(2 340)	(3 988)	41,3
<b>Profit for the year</b>		<b>7 502</b>	11 317	(33,7)
<b>Profit attributable to:</b>				
Ordinary equity holders of the Group		6 840	10 666	(35,9)
Minority interest – ordinary shares		241	194	24,2
Minority interest – preference shares		421	457	(7,9)
		7 502	11 317	(33,7)
– basic earnings per share (cents per share)	11	986,7	1 578,5	(37,5)
– diluted earnings per share (cents per share)	11	962,2	1 519,9	(36,7)
<b>Headline earnings</b>	12	<b>7 621</b>	9 965	(23,5)
– headline earnings per share (cents per share)		1 099,4	1 474,8	(25,5)
– diluted headline earnings per share (cents per share)		1 072,0	1 420,2	(24,5)



# Group statement of comprehensive income

Year ended 31 December

	2009 (Audited) Rm	2008 (Audited) Rm	Change %
<b>Profit for the year</b>	<b>7 502</b>	11 317	(33,7)
<b>Other comprehensive income</b>			
Exchange differences on translation of foreign operations	(668)	241	(377,2)
Movement in cash flow hedging reserve:	(665)	2 660	(125,0)
Fair value (losses)/gains arising during the year	(148)	2 054	(107,2)
Amount removed from other comprehensive income and recognised in the profit and loss component of the statement of comprehensive income	(776)	1 636	(147,4)
Deferred tax	259	(1 030)	125,1
Movement in available-for-sale reserve:	(326)	(89)	(266,3)
Fair value losses arising during the year	(306)	(240)	(27,5)
Amount removed from other comprehensive income and recognised in the profit and loss component of the statement of comprehensive income	(205)	—	(100,0)
Amortisation of government bonds – release to the profit and loss component of the statement of comprehensive income	104	85	22,4
Deferred tax	81	66	22,7
Movement in retirement benefit assets and liabilities:	52	190	(72,6)
Increase in retirement benefit surplus	104	252	(58,7)
(Increase)/decrease in retirement benefit obligation	(33)	14	(335,7)
Deferred tax	(19)	(76)	75,0
<b>Total comprehensive income for the year</b>	<b>5 895</b>	14 319	(58,8)
<b>Total comprehensive income attributable to:</b>			
Ordinary equity holders of the Group	5 238	13 675	(61,7)
Minority interest – ordinary shares	236	187	26,2
Minority interest – preference shares	421	457	(7,9)
	<b>5 895</b>	14 319	(58,8)

# Group profit analysis – banking and insurance activities

Year ended 31 December

	2009 (Audited) Rm	2008 (Audited) Rm	Change %
<b>Income from banking and other activities</b>	<b>38 696</b>	39 465	(1,9)
Net interest income	21 854	22 106	(1,1)
Interest and similar income	65 247	76 260	(14,4)
Interest expense and similar charges	(43 393)	(54 154)	19,9
Non-interest income	16 842	17 359	(3,0)
Net fee and commission income	13 376	12 551	6,6
Gains and losses from banking and trading activities	2 575	3 331	(22,7)
Other income	891	1 477	(39,7)
<b>Income from bancassurance activities</b>	<b>6 029</b>	5 223	15,4
Net insurance premium income	3 845	3 473	10,7
Net gains from investment and insurance activities	1 271	958	32,7
Net fee and commission income	913	792	15,3
<b>Total operating income</b>	<b>44 725</b>	44 688	0,1
<b>Impairment losses on loans and advances</b>	<b>(8 967)</b>	(5 839)	(53,6)
<b>Benefits due to policyholders</b>	<b>(2 639)</b>	(1 761)	(49,9)
Net insurance claims and benefits paid	(2 217)	(1 911)	(16,0)
Changes in investment and insurance liabilities	(560)	(70)	(700,0)
Investment contracts	(620)	(438)	(41,6)
Insurance contracts	60	368	(83,7)
Other income	138	220	(37,3)
<b>Income after impairment losses and policyholders' benefits</b>	<b>33 119</b>	37 088	(10,7)
<b>Operating expenditure in banking activities</b>	<b>(21 580)</b>	(20 393)	(5,8)
Operating expenses	(19 308)	(19 737)	2,2
Other impairments	(1 436)	11	>(999,9)
Indirect taxation	(836)	(667)	(25,3)
<b>Operating expenditure in bancassurance activities</b>	<b>(1 647)</b>	(1 463)	(12,6)
Operating expenses	(1 549)	(1 377)	(12,5)
Other impairments	(21)	(29)	27,6
Indirect taxation	(77)	(57)	(35,1)
Share of retained (losses)/earnings from associates and joint ventures	(50)	73	(168,5)
<b>Operating profit before income tax</b>	<b>9 842</b>	15 305	(35,7)
Taxation expense	(2 340)	(3 988)	41,3
<b>Profit for the year</b>	<b>7 502</b>	11 317	(33,7)
<b>Profit attributable to:</b>			
Ordinary equity holders of the Group	6 840	10 666	(35,9)
Minority interest – ordinary shares	241	194	24,2
Minority interest – preference shares	421	457	(7,9)
	7 502	11 317	(33,7)
<b>Headline earnings</b>	<b>7 621</b>	9 965	(23,5)

# Condensed Group statement of changes in equity

Year ended 31 December

	2009 (Audited) Rm	2008 (Audited) Rm	Change %
<b>Share capital</b>	<b>1 432</b>	1 354	5,8
Opening balance	1 354	1 350	0,3
Shares issued	76	3	>999,9
Transfer from share-based payment reserve	0	0	0,0
Share buy-back in respect of Absa Group Limited Share Incentive Trust	(0)	(0)	(0,0)
Elimination of treasury shares held by Absa Group Limited Share Incentive Trust	1	1	0,0
Elimination of treasury shares held by Absa Life Limited	1	(0)	>999,9
Elimination of treasury shares held by Absa Group Limited			
Employee Share Ownership Administrative (ESOP) Trust	0	0	(0,0)
<b>Share premium</b>	<b>4 784</b>	2 251	112,5
Opening balance	2 251	2 292	(1,8)
Shares issued	2 495	72	>999,9
Repurchase of preference shares by Batho Bonke Capital (Proprietary) Limited	3	—	100,0
Costs incurred	(0)	—	(100,0)
Transfer from share-based payment reserve	67	41	63,4
Share buy-back in respect of Absa Group Limited Share Incentive Trust	(86)	(63)	(36,5)
Elimination of treasury shares held by Absa Group Limited Share Incentive Trust	15	7	114,3
Elimination of treasury shares held by Absa Life Limited	37	(6)	716,7
Elimination of treasury shares held by Absa Group Limited			
Employee Share Ownership Administrative (ESOP) Trust	0	5	(99,9)
Elimination of gains/(losses) from derivative instruments on own shares	2	(97)	102,1
<b>Other reserves</b>	<b>1 178</b>	3 010	(60,9)
Opening balance	3 010	384	683,9
Other comprehensive income	(1 654)	2 819	(158,7)
Movement in foreign currency translation reserve	(663)	248	(367,3)
Movement in cash flow hedging reserve	(665)	2 660	(125,0)
Movement in available-for-sale reserve	(326)	(89)	(266,3)
Movement in general credit risk reserve	(23)	(434)	94,7
Movement in insurance contingency reserve	25	22	13,6
Movement in associates' and joint ventures' retained earnings reserve	(50)	73	(168,5)
Disposal of associates and joint ventures – release of reserves	(109)	(3)	>(999,9)
Share-based payments for the year	47	193	(75,6)
Transfer from share-based payment reserve	(68)	(44)	(54,5)

	2009 (Audited) Rm	2008 (Audited) Rm	Change % Rm
<b>Retained earnings</b>	<b>43 153</b>	40 992	5,3
Opening balance as previously reported	40 665	33 549	21,2
Restatement of opening balance	327	63	419,0
Restated opening balance	40 992	33 612	22,0
Movement in general credit risk reserve	23	434	(94,7)
Transfer to insurance contingency reserve	(25)	(22)	(13,6)
Transfer to associates' and joint ventures' retained earnings reserve	50	(73)	168,5
Disposal of associates and joint ventures – release of reserves	109	3	>999,9
Share buy-back in respect of Absa Group Limited Share Incentive Trust	—	153	(100,0)
Repurchase of preference shares by Batho Bonke Capital (Proprietary) Limited	(1 089)	—	(100,0)
Transfer from share-based payment reserve	1	3	(66,7)
Profit attributable to ordinary equity holders of the Group	6 840	10 666	(35,9)
Other comprehensive income – movement in retirement benefit assets and liabilities	52	190	(72,6)
Ordinary dividends paid during the year	(3 800)	(3 974)	4,4
	<b>50 547</b>	47 607	6,2
<b>Minority interest – ordinary shares</b>	<b>1 299</b>	1 042	24,7
Opening balance	1 042	341	205,6
Acquisition of subsidiaries	72	548	(86,9)
Dividends declared during the year	(51)	(34)	(50,0)
Profit attributable to minority equity holders of the Group	241	194	24,2
Other comprehensive income – foreign currency translation effects	(5)	(7)	28,6
	<b>4 644</b>	4 644	—
<b>Minority interest – preference shares</b>			
Opening balance	4 644	4 644	—
Profit attributable to preference equity holders of the Group	421	457	(7,9)
Preference dividends paid during the year	(421)	(457)	7,9
	<b>56 490</b>	53 293	6,0
<b>Total equity</b>	<b>56 490</b>	53 293	6,0

# Condensed Group statement of cash flows

Year ended 31 December

	Note	2009 (Audited) Rm	2008 (Audited) Rm	Change %
Net cash generated from operating activities		5 011	3 234	54,9
Net cash utilised from investing activities		(2 218)	(1 768)	(25,5)
Net cash utilised in financing activities		(1 419)	(2 464)	42,4
<b>Net increase/(decrease) in cash and cash equivalents</b>		<b>1 374</b>	<b>(1 017)</b>	<b>237,0</b>
Cash and cash equivalents at the beginning of the year	1	5 600	6 596	(15,1)
Effect of exchange rate movements on cash and cash equivalents		2	2	—
<b>Cash and cash equivalents at the end of the year</b>	2	<b>6 976</b>	<b>5 600</b>	<b>24,6</b>
<b>Notes to the condensed Group statement of cash flows</b>				
<b>1. Cash and cash equivalents at the beginning of the year</b>				
Cash, cash balances and balances with central banks		4 726	5 091	(7,2)
Loans and advances to banks		874	1 505	(41,9)
		<b>5 600</b>	<b>6 596</b>	<b>(15,1)</b>
<b>2. Cash and cash equivalents at the end of the year</b>				
Cash, cash balances and balances with central banks		5 176	4 726	9,5
Loans and advances to banks		1 800	874	105,9
		<b>6 976</b>	<b>5 600</b>	<b>24,6</b>

# Condensed notes to the financial statements

As at 31 December

	2009 Rm	2008 Rm	Change %
<b>1. Non-current assets and liabilities held-for-sale</b>			
The Group, through the private equity division in Absa Capital, transferred investments and related liabilities into a newly formed private equity fund during the prior year.			
The Group remained exposed to some of the risks and rewards on these assets and liabilities and consequently continued to recognise these assets within "Non-current assets and liabilities held-for-sale" on the statement of financial position in 2008.			
The completion of the sale within 12 months in terms of IFRS 5 is no longer considered to be highly probable and consequently the investments and related liabilities have been classified as "Investments" and "Other liabilities" respectively on the statement of financial position in 2009.			
<b>2. Loans and advances to customers</b>			
<b>Total retail advances<sup>1</sup></b>			
Cheque accounts	4 342	4 873	(10,9)
Credit card accounts <sup>2</sup>	20 076	19 522	2,8
Instalment finance	40 872	47 756	(14,4)
Loans to associates and joint ventures	6 187	5 441	13,7
Mortgages (including commercial property finance)	249 774	249 737	0,0
Personal loans	12 729	11 789	8,0
Micro loans	2 936	4 034	(27,2)
UniFer book	155	173	(10,4)
New business	2 781	3 861	(28,0)
Other	333	1 021	(67,4)
Gross advances	337 249	344 173	(2,0)
Impairments losses on loans and advances	(10 264)	(6 655)	(54,2)
	326 985	337 518	(3,1)
<b>Total Absa Corporate and Business Bank (ACBB) advances<sup>3</sup></b>			
Cheque accounts	22 953	20 748	10,6
Foreign currency loans	2 740	2 928	(6,4)
Loans to associates and joint ventures	1 691	2 617	(35,4)
Instalment finance	17 692	20 340	(13,0)
Mortgages (including commercial property finance)	47 070	47 102	(0,1)
Overnight finance	4 898	5 138	(4,7)
Preference shares	2 193	1 241	76,7
Specialised finance and corporate overdrafts	10 366	10 239	1,2
Term loans	10 582	8 667	22,1
Other	2 381	3 154	(24,5)
Gross advances	122 566	122 174	0,3
Impairment losses on loans and advances	(2 336)	(1 921)	(21,6)
	120 230	120 253	(0,0)

## Notes

<sup>1</sup>Comparatives have been restated for the move of Absa Wealth from Retail banking to Absa Capital.

<sup>2</sup>Include a balance of R5,4 billion (December 2008: R4,5 billion) relating to Woolworths Financial Services.

<sup>3</sup>Comparatives have been restated for the fair value adjustments on acquisition of the minority share of two CPF subsidiaries in 2008.

## Condensed notes to the financial statements

As at 31 December

	2009 Rm	2008 Rm	Change %
<b>2. Loans and advances to customers (continued)</b>			
<b>Total Absa Capital advances<sup>1</sup></b>			
Cheque accounts	3 060	2 767	10,6
Foreign currency loans	4 998	9 711	(48,5)
Loans granted under resale agreements (Carries) and reverse repurchase agreements	1 988	7 072	(71,9)
Mortgages	7 495	6 368	17,7
Overnight finance	4 909	6 007	(18,3)
Preference shares	5 774	7 938	(27,3)
Corporate loans	26 621	31 671	(15,9)
Other	1 470	2 607	(43,6)
Gross advances	56 315	74 141	(24,0)
Impairment losses on loans and advances	(547)	(243)	(125,1)
	55 768	73 898	(24,5)
<b>Total Other advances</b>			
Foreign currency loans	—	107	(100,0)
Preference shares	—	200	(100,0)
Other	658	207	217,9
Gross advances	658	514	28,0
Impairment losses an loans advances	(11)	(39)	71,8
	647	475	36,2
<b>Total gross advances</b>	<b>516 788</b>	<b>541 002</b>	<b>(4,5)</b>
<b>Impairment losses an loans advances</b>	<b>(13 158)</b>	<b>(8 858)</b>	<b>(48,5)</b>
<b>Total net advances</b>	<b>503 630</b>	<b>532 144</b>	<b>(5,4)</b>
<b>3. Investments in associates and joint ventures</b>			
Blue Financial Services Limited <sup>2</sup>	58	—	100,0
Commercial property finance related – listed (ACBB) <sup>3</sup>	—	714	(100,0)
FFS Finance South Africa (Proprietary) Limited	259	300	(13,7)
MAN Financial Services (S.A.) (Proprietary) Limited	57	56	1,8
Pinnacle Point Group Limited <sup>4</sup>	—	931	(100,0)
Sekunjalo Investments Limited <sup>5</sup>	41	59	(30,5)
Other	72	84	(14,3)
	487	2 144	(77,3)

### Notes

<sup>1</sup>Comparatives have been restated for the move of Absa Wealth from Retail banking to Absa Capital.

<sup>2</sup>Classification changed from available-for-sale investment to investment in associate, as Absa now owns more than 20% in Blue Financial Services Limited as a result of an additional 2,2% acquired during the year under review. This investment was impaired during the current year to its listed share price.

<sup>3</sup>Ambit Properties Limited, a listed commercial property finance investment in associate, was disposed of in June 2009. ApexHi Properties Limited acquired the Group's 34,5% interest in Ambit Properties Limited in exchange for shares in ApexHi Properties Limited.

<sup>4</sup>Equity investment which arose as a result of client defaults on Single Stock Futures transactions in Absa Capital, which was fully impaired during 2009.

<sup>5</sup>The investment in Sekunjalo Investments Limited was impaired during the current year to its listed share price.

	2009 Rm	2008 Rm	Change %
<b>4. Deposits due to customers</b>			
<b>Total retail deposits<sup>1</sup></b>			
Call	2 380	2 501	(4,8)
Cheque accounts	26 183	26 331	(0,6)
Credit card accounts	1 864	2 048	(9,0)
Fixed	29 490	30 641	(3,8)
Investment products	27 321	23 813	14,7
Notice	9 825	6 844	43,6
Savings and transmission	34 600	33 506	3,3
Other	1 303	2 269	(42,6)
	<b>132 966</b>	<b>127 953</b>	<b>3,9</b>
<b>Total Absa Corporate and Business Bank (ACBB) deposits</b>			
Call	18 458	16 053	15,0
Cheque accounts	44 899	42 611	5,4
Fixed	32 511	33 954	(4,2)
Foreign currency	3 910	4 046	(3,4)
Other	4 850	3 382	43,4
	<b>104 628</b>	<b>100 046</b>	<b>4,6</b>
<b>Total Absa Capital deposits<sup>1</sup></b>			
Call	35 655	43 748	(18,5)
Cheque accounts	21 183	30 753	(31,1)
Fixed	44 934	60 165	(25,3)
Foreign currency	3 920	6 087	(35,6)
Repurchase agreements	1 712	2 217	(22,8)
Other	5 359	10 732	(50,1)
	<b>112 763</b>	<b>153 702</b>	<b>(26,6)</b>
<b>Total Other deposits</b>	<b>400</b>	<b>580</b>	<b>(31,0)</b>
<b>Total deposits</b>	<b>350 757</b>	<b>382 281</b>	<b>(8,2)</b>
<b>Note</b>			
<sup>1</sup> Comparatives have been restated for the move of Absa Wealth from Retail banking to Absa Capital.			
<b>5. Debt securities in issue</b>			
Abacas – commercial paper and floating rate notes	4 936	6 640	(25,7)
Credit linked notes	8 025	6 962	15,3
Floating rate notes	84 925	63 906	32,9
Liabilities arising from securitised Special Purpose Entities (SPEs)	4 810	6 858	(29,9)
Negotiable certificates of deposit	59 354	69 364	(14,4)
Promissory notes	1 855	3 823	(51,5)
Replica bonds	1 534	5 740	(73,3)
Senior notes	5 922	2 607	127,2
Other debt securities in issue	15	—	100,0
	<b>171 376</b>	<b>165 900</b>	<b>3,3</b>



# Condensed notes to the financial statements

As at 31 December

	2009 Rm	2008 Rm	Change %
<b>6. Borrowed funds</b>			
<b>Subordinated callable notes</b>	<b>13 530</b>	12 144	11,4
14,25% (AB02)	—	3 100	(100,0)
10,75% (AB03)	<b>1 100</b>	1 100	—
3-month JIBAR + 0,75% (AB04)	<b>400</b>	400	—
8,75% (AB05)	<b>1 500</b>	1 500	—
8,10% (AB06)	<b>2 000</b>	2 000	—
8,80% (AB07)	<b>1 725</b>	1 725	—
3-month JIBAR + 0,97% (3,97% Nacs)	<b>86</b>	86	—
3-month JIBAR + 0,97% (6,25% Nacs)	<b>994</b>	994	—
3-month JIBAR + 1,00% (6,25% Nacs)	<b>179</b>	179	—
3-month JIBAR + 1,09% (6,25% Nacs)	<b>361</b>	361	—
3-month JIBAR + 1,20% (6,25% Nacs)	<b>266</b>	266	—
3-month JIBAR + 3,20% (6,00% Nacs)	<b>3 000</b>	—	100,0
3-month JIBAR + 2,60% (5,50% Nacs)	<b>1 500</b>	—	100,0
Accrued interest	<b>575</b>	379	51,7
Fair value adjustment	<b>(156)</b>	54	(388,9)
<b>Redeemable cumulative option-holding preference shares</b>	<b>—</b>	152	(100,0)
Shares issued	<b>158</b>	158	—
Elimination of shares held by the Absa Group Limited Employee Share Ownership Administrative (ESOP) Trust	—	(4)	100,0
Cancellation of preference shares for the Absa Group Limited Employee Share Ownership Administrative (ESOP) Trust <sup>1</sup>	<b>(3)</b>	—	(100,0)
Redemption of preference shares held by the Absa Group Limited Employee Share Ownership Administrative (ESOP) Trust	<b>(9)</b>	(8)	(12,5)
Redemption of preference shares held by Batho Bonke Capital (Proprietary) Limited	<b>(146)</b>	—	(100,0)
Accrued dividend	—	6	(100,0)
	<b>13 530</b>	12 296	10,0

## Note

<sup>1</sup>The cancellation of the preference shares for the Absa Group Limited Employee Share Ownership Administrative (ESOP) Trust relate to employees that had left and therefore their shares were not redeemed.

	2009 Number of shares – millions	2008 Number of shares – millions	Change value
<b>7. Share capital</b>			
<b>7.1 Ordinary share capital</b>			
Issued ordinary shares of R2,00 each	718,2	680,3	37,9
Treasury shares held by Absa Group Limited Share Incentive Trust	(1,8)	(2,4)	0,6
Treasury shares held by Absa Life Limited	(0,6)	(0,9)	0,3
Treasury shares held by Absa Group Limited Employee Share Ownership Administrative (ESOP) Trust	—	(0,0)	0,0
<b>Number of shares in issue after deduction of treasury shares</b>	<b>715,8</b>	<b>677,0</b>	<b>38,8</b>
<b>Shares issued from December 2008 to December 2009</b>			
The following ordinary shares were issued during the year to meet the obligation of the Absa Group Limited Employee Share Ownership Administrative (ESOP) Trust:			
– On 17 March 2009, 93 900 shares at R64,80 per share	0,1		
– On 24 June 2009, 434 900 shares at R68,30 per share	0,4		
The following ordinary shares were issued to meet the obligation of Absa Group Limited Share Incentive Trust:			
– On 24 June 2009, 753 642 shares at R41,97 per share	0,8		
The following ordinary shares were issued to meet the obligation of Batho Bonke Capital (Proprietary) Limited exercising its options to subscribe for ordinary shares:			
– On 15 June 2009, 36 649 300 shares at R68,30 per share	36,6		
	<b>37,9</b>		
<b>Weighted average number of ordinary shares in issue (millions)</b>	<b>693,2</b>	<b>675,7</b>	<b>17,5</b>
<b>Weighted average diluted number of ordinary shares in issue (millions)</b>	<b>711,5</b>	<b>702,8</b>	<b>8,7</b>
<b>7.2 Preference share capital – unlisted</b>			
Issued redeemable cumulative option-holding preference shares of R2,00 each	—	75,3	(75,3)
<b>Shares redeemed from December 2008 to December 2009</b>			
The following options held in the Absa Group Limited Employee Share Ownership Administrative (ESOP) Trust were exercised by employees:			
– On 17 March 2009, 93 300 preference shares were redeemed and converted into ordinary share capital	(0,1)		
– On 24 June 2009, 434 900 preference shares were redeemed and converted into ordinary share capital	(0,5)		
– On 1 July 2009, 1 578 900 options were forfeited and cancelled	(1,6)		
The following options held by Batho Bonke Capital (Proprietary) Limited were exercised and cancelled:			
– On 15 June 2009, 36 649 300 preference shares were redeemed and converted into ordinary share capital	(36,6)		
– On 15 June 2009, 36 503 000 preference shares were repurchased and cancelled	(36,5)		
	<b>(75,3)</b>		

## Condensed notes to the financial statements

Year ended 31 December

	2009 Rm	2008 Rm	Change %
<b>8. Impairment losses on loans and advances</b>			
<b>Charge to the statement of comprehensive income</b>			
Impairments raised during the year	9 883	6 327	56,2
Identified impairments	9 292	5 743	61,8
Identified impairments – net present value adjustment	859	1 164	(26,2)
Unidentified impairments	(268)	(580)	53,8
Recoveries of loans and advances previously written off	(916)	(488)	(87,7)
	8 967	5 839	53,6
<b>Credit impairments per segment</b>			
<b>Retail banking</b>			
Retail Bank	1 602	1 023	56,6
Absa Home Loans	3 945	2 549	54,8
Absa Card	1 287	774	66,3
Absa Vehicle and Asset Finance	944	1 177	(19,8)
Total charge	7 778	5 523	40,8
Impairment losses ratio	2,34	1,72	
<b>Absa Corporate and Business Bank (ACBB)</b>			
Total charge	872	287	203,8
Impairment losses ratio	0,75	0,28	
<b>Absa Capital</b>			
Total charge	318	30	960,0
Impairment losses ratio	0,45	0,04	
<b>Other</b>			
Total charge	(1)	(1)	—
Impairment losses ratio	n/a	n/a	
<b>Charge to the statement of comprehensive income</b>	8 967	5 839	53,6
<b>Group impairment losses ratio</b>	1,74	1,19	

As at 31 December

	2009 Rm	2008 Rm	Change %
<b>Statement of financial position</b>			
Balance at the beginning of the year	8 858	5 666	56,3
Exchange differences	(3)	—	(100,0)
Interest on impaired assets	(945)	(529)	(78,6)
Amounts written off during the year	(4 635)	(2 606)	(77,9)
Impairments raised during the year	9 883	6 327	56,2
	13 158	8 858	48,5
<b>Comprising:</b>			
Identified impairments	11 999	7 428	61,5
Identified impairments	11 114	6 457	72,1
Identified impairments – net present value adjustment <sup>1</sup>	885	971	(8,9)
Unidentified impairments	1 159	1 430	(19,0)
	13 158	8 858	48,5

### Note

<sup>1</sup> Only includes NPV adjustments in respect of legal book. The NPV adjustment relating to pre-legal NPLs are not separated from identified impairments.

	Outstanding balance Rm	Expected recoveries and fair value of collateral Rm	Net exposure Rm	Identified impair- ments Rm	Net present value <sup>1</sup> Rm
<b>8. Impairment losses on loans and advances (continued)</b>					
<b>Non-performing advances<sup>2</sup> at 31 December 2009</b>					
Absa Home Loans	22 200	18 311	3 889	3 889	673
Absa Vehicle and Asset Finance	2 598	1 476	1 122	1 122	6
Absa Card	2 488	565	1 923	1 923	—
Absa Personal Loans	802	224	578	578	1
Affluent	1 463	1 232	231	231	53
Absa Small Business	465	362	103	103	7
Other	956	438	518	518	25
<b>Retail banking</b>	<b>30 972</b>	<b>22 608</b>	<b>8 364</b>	<b>8 364</b>	<b>765</b>
Corporate	945	845	100	100	—
Medium and Large	2 444	1 713	731	731	109
Other	923	425	498	498	5
<b>Absa Corporate and Business Bank (ACBB)</b>	<b>4 312</b>	<b>2 983</b>	<b>1 329</b>	<b>1 329</b>	<b>114</b>
<b>Absa Capital</b>	<b>805</b>	<b>562</b>	<b>243</b>	<b>243</b>	<b>6</b>
	<b>36 089</b>	<b>26 153</b>	<b>9 936</b>	<b>9 936</b>	<b>885</b>

Non-performing advances as a % of loans and  
advances to customers

7,0

<b>Non-performing advances<sup>2</sup> at 31 December 2008</b>					
Absa Home Loans	14 108	12 101	2 007	2 007	770
Absa Vehicle and Asset Finance	2 030	1 052	978	978	2
Absa Card	1 653	582	1 071	1 071	—
Absa Personal Loans	572	220	352	351	1
Affluent	904	705	199	139	60
Absa Small Business	350	240	110	103	7
Other	1 065	558	507	575	76
<b>Retail banking<sup>3</sup></b>	<b>20 682</b>	<b>15 458</b>	<b>5 224</b>	<b>5 224</b>	<b>916</b>
Corporate	—	—	—	—	—
Medium and Large	659	425	234	234	49
Other	576	416	160	160	0
<b>Absa Corporate and Business Bank (ACBB)</b>	<b>1 235</b>	<b>841</b>	<b>394</b>	<b>394</b>	<b>49</b>
<b>Absa Capital<sup>3</sup></b>	<b>222</b>	<b>207</b>	<b>15</b>	<b>15</b>	<b>6</b>
	<b>22 139</b>	<b>16 506</b>	<b>5 633</b>	<b>5 633</b>	<b>971</b>

Non-performing advances as a % of loans and  
advances to customers

4,1

#### Notes

<sup>1</sup>NPV adjustments on legal book only. The NPV adjustment relating to pre-legal NPLs are not separated from total identified impairments.

<sup>2</sup>The NPL definition was changed during the year from 4+payments down and legal to 3+payments and legal. Comparatives have been restated accordingly.

<sup>3</sup>Comparatives have been restated for the move of Absa Wealth from Retail banking to Absa Capital.

# Condensed notes to the financial statements

Year ended 31 December

	2009 Rm	2008 Rm	Change %
<b>9. Non-interest income</b>			
<b>9.1 Fee and commission income<sup>1</sup></b>			
Credit-related fees and commissions	12 494	11 359	10,0
Cheque accounts	3 231	3 027	6,7
Credit card accounts	1 860	1 624	14,5
Early redemption penalty income	105	174	(39,7)
Electronic banking	3 501	3 021	15,9
Foreign exchange fees and commissions	313	316	(0,9)
Savings accounts	2 301	2 111	9,0
Sundry	1 183	1 086	8,9
Asset management and other related fees	103	76	35,5
Consulting and administration fees	428	410	4,4
Insurance commission received	1 088	1 013	7,4
Pension fund payment services	545	526	3,6
Portfolio and other management fees <sup>2</sup>	947	735	28,8
Project finance fees	262	473	(44,6)
Trust and estate income <sup>2</sup>	235	253	(7,1)
Other	199	219	(9,1)
	16 301	15 064	8,2
<b>9.2 Fee and commission expense<sup>1</sup></b>			
Cheque processing fees	(193)	(168)	(14,9)
Commission paid	(867)	(852)	(1,8)
Debt collecting fees	(261)	(232)	(12,5)
Transaction-based legal fees	(148)	(91)	(62,6)
Valuation fees	(176)	(155)	(13,5)
Other	(367)	(223)	(64,6)
	(2 012)	(1 721)	(16,9)
<b>9.3 Net insurance premium income</b>			
Insurance premium revenue	4 390	3 896	12,7
Premiums ceded to reinsurers	(603)	(385)	(56,6)
	3 787	3 511	7,9
<b>9.4 Net insurance claims and benefits paid</b>			
Gross claims and benefits paid on insurance contracts	(2 521)	(2 124)	(18,7)
Reinsurance recoveries	306	234	30,8
	(2 215)	(1 890)	(17,2)
<b>9.5 Changes in investment and insurance liabilities</b>			
Investment contracts	(620)	(438)	(41,6)
Insurance contracts	60	368	(83,7)
	(560)	(70)	(700,0)

## Notes

<sup>1</sup>The disclosure of net fee and commission income changed from nature to function during 2009 and certain fees and commissions received, previously shown net of fees and commissions paid, have been restated to show the gross amounts received and paid. Comparatives have been restated accordingly.

<sup>2</sup>Disclosed as part of trust and other fiduciary services.

	2009 Rm	2008 Rm	Change %
<b>9. Non-interest income (continued)</b>			
<b>9.6 Gains and losses from banking and trading activities<sup>1 + 2</sup></b>			
Associates and joint ventures	(13)	—	(100,0)
Dividends received	45	—	100,0
Loss realised on disposal	(58)	—	(100,0)
Available-for-sale unwind from reserve	115	(85)	235,3
Equity instruments	219	—	100,0
Statutory liquid asset portfolio	(104)	(85)	(22,4)
Financial instruments designated at fair value through profit or loss	(63)	(925)	93,2
Debt instruments	(31)	65	(147,7)
Debt securities in issue	(125)	(765)	83,7
Deposits from banks and due to customers	(434)	(3 400)	87,2
Equity instruments	(99)	1 244	(108,0)
Loans and advances to banks and customers	614	1 937	(68,3)
Statutory liquid asset portfolio	12	(6)	300,0
Financial instruments held-for-trading			
Derivatives and trading instruments	2 555	4 252	(39,9)
Ineffective hedges	(19)	89	(121,3)
Cash flow hedges	(3)	(18)	83,3
Fair value hedges	(16)	107	(115,0)
	2 575	3 331	(22,7)
<b>9.7 Gains and losses from investment activities</b>			
Financial instruments designated at fair value through profit or loss	1 459	1 045	39,6
Net investment gains from insurance activities	1 271	958	33,7
Policyholder – investment contracts	668	492	35,8
Policyholder – insurance contracts	286	113	153,1
Shareholder funds	317	353	(10,2)
Other investment gains	188	87	116,1
Profit on disposal of and dividend income from associates and joint ventures	15	31	(51,6)
Loss on disposal of subsidiaries	(10)	(12)	16,7
	1 464	1 064	37,6
<b>9.8 Other operating income</b>			
Exchange differences	40	237	(83,1)
Income from maintenance contracts	26	48	(45,8)
Investment property income	74	22	236,4
Profit on disposal of intangible assets <sup>3</sup>	65	740	(91,2)
Profit on disposal of property and equipment	68	51	33,3
Property development profit	50	57	(12,3)
Profit on disposal of repossessed properties	8	8	—
Rental income from property subleases	218	111	96,4
Sundry income	343	258	32,9
	892	1 532	(41,8)
<b>Total non-interest income</b>	<b>20 232</b>	<b>20 821</b>	<b>(2,8)</b>

#### Notes

<sup>1</sup>Comparatives have been restated for profits and losses from financial instruments used as part of the Group's interest rate risk management.

<sup>2</sup>Refer to the segment views on pages 72 to 73 for additional disclosures.

<sup>3</sup>Comparatives include the profit of R740 million on derecognition of Visa Initial Public Offering (IPO) in March 2008.

# Condensed notes to the financial statements

Year ended 31 December

	2009 Rm	2008 Rm	Change %
<b>10. Operating expenditure</b>			
<b>10.1 Operating expenses</b>			
Property and equipment-related			
Accommodation costs	2 003	1 948	(2,8)
Amortisation	116	150	22,7
Depreciation	1 129	856	(31,9)
Equipment rental and maintenance	278	278	—
Insurance premiums	102	131	22,1
Professional fees			
Auditors' remuneration	134	110	(21,8)
Other professional fees	790	851	7,2
Staff-related			
Staff costs	9 939	9 828	(1,1)
Incentive schemes and share-based payments	867	1 697	48,9
Other			
Cash transportation costs	467	413	(13,1)
Clearing and bank charges	208	137	(51,8)
Communication and printing	1 120	1 100	(1,8)
Frauds and losses	358	290	(23,4)
Information technology costs	1 701	1 468	(15,9)
Investment property charges	4	7	42,9
Marketing and advertising costs	875	961	8,9
Research and development costs	146	114	(28,1)
Travelling and entertainment	269	383	29,8
Other operating expenses	351	392	10,5
	<b>20 857</b>	<b>21 114</b>	<b>1,2</b>
<b>10.2 Other impairments</b>			
Financial instruments	38	30	(26,7)
Amortised cost instruments	2	29	93,1
Available-for-sale instruments	36	1	>(999,9)
Other	1 419	(12)	>(999,9)
Computer software development costs	19	1	>(999,9)
Equipment	9	—	(100,0)
Goodwill	37	—	(100,0)
Investments in associates and joint ventures <sup>1</sup>	1 328	—	(100,0)
Reposessed Properties	26	(13)	(300,0)
	<b>1 457</b>	<b>18</b>	<b>&gt;(999,9)</b>

## Note

<sup>1</sup>During the year under review, indications existed that the carrying amount of the investments in associates, that arose as a result of client defaults on Single Stock Futures within Absa Capital, would not be recoverable. The recoverable amount is the fair value less cost to sell and was based on the Group's best estimate of the price the Group would achieve in a sale transaction of these investments. These investments have consequently been impaired.

	2009 Rm	2008 Rm	Change %
<b>11. Earnings per share</b>			
<b>Earnings</b>	<b>6 840</b>	10 666	(35,9)
Interest expense on convertible debt (net of tax)	6	16	(62,5)
<b>Diluted earnings</b>	<b>6 846</b>	10 682	(35,9)

	2009 Number of shares – millions	2008 Number of shares – millions	Change value/%
Issued shares at the beginning of the year	680,2	678,5	1,7
Effect of shares issued during the year	15,5	0,8	14,7
Treasury shares held by Absa Group Limited Employee Share Ownership Administrative (ESOP) Trust	(0,0)	(0,0)	—
Treasury shares held by Absa Group Limited Share Incentive Trust	(2,1)	(2,7)	0,6
Treasury shares held by Absa Life Limited	(0,4)	(0,9)	0,5
<b>Weighted average number of ordinary shares in issue (millions)</b>	<b>693,2</b>	675,7	17,5
<b>Basic earnings per share (cents)</b>	<b>986,7</b>	1 578,5	(37,5)
Weighted average number of ordinary shares in issue	693,2	675,7	17,5
Adjustments for:			
options linked to ordinary shares	3,0	3,8	(0,8)
options linked to redeemable cumulative option-holding preference shares	15,3	23,3	(8,0)
<b>Weighted average diluted number of ordinary shares in issue (millions)</b>	<b>711,5</b>	702,8	8,7
<b>Diluted earnings per share (cents)</b>	<b>962,2</b>	1 519,9	(36,7)

	2009 Rm	2008 Rm	Change %
<b>12. Headline earnings</b>			
Headline earnings <sup>1</sup> is determined as follows:			
Profit attributable to ordinary equity holders of the Group	6 840	10 666	(35,9)
Adjustments for:			
IFRS 3 business combinations – goodwill	37	(17)	258,8
IAS 16 net profit on disposal of property and equipment	(58)	(37)	(56,8)
IAS 21 recycled foreign currency translation reserve, disposal of investments in foreign operations	(23)	(38)	65,8
IAS 27 net loss on disposal of subsidiaries	10	17	(41,2)
IAS 28 net loss/(profit) on disposal of associates	35	(29)	220,7
IAS 28 impairment of investments in associates	956	—	100,0
IAS 28 headline earnings component of associates' earnings	11	(54)	120,4
IAS 36 impairment of assets	6	—	100,0
IAS 38 net profit on disposal of and impairment of intangible assets	(42)	(636)	93,4
IAS 39 release of available-for-sale reserves	(115)	61	(288,5)
IAS 39 impairment of and net profit on disposal of available-for-sale assets	16	32	(50,0)
IAS 40 change in fair value of investment properties	(52)	—	(100,0)
	<b>7 621</b>	9 965	(23,5)

**Note**

<sup>1</sup>The net amount is reflected after taxation and minority interest.



# Condensed notes to the financial statements

As at 31 December

	2009 Rm	2008 Rm	Change %
<b>13. Related parties</b>			
The Group's ultimate parent company is Barclays PLC (incorporated in the United Kingdom), which owns 55,5% (2008: 58,8%) of the ordinary shares. The remaining 44,5% (2008: 41,2%) of the shares are widely held on the JSE. The following are defined as related parties of the Group:			
– Key management personnel.			
– The ultimate parent company, Barclays Bank PLC.			
– Subsidiaries.			
– Associates, joint ventures and retirement benefit funds.			
– An entity controlled/jointly controlled or significantly influenced by any individual referred to above.			
– Post-employment benefit plan for the benefit of employees or any entity that is a related party of the Group.			
– Children or dependants of the individuals referred to above or the spouse of the individual referred to above.			
<b>Transactions<sup>1</sup> with key management personnel and entities controlled by key management</b>			
Loans outstanding at the end of the year	21	77	(72,7)
Interest income earned	4	3	33,3
Deposits at the end of the year	24	17	41,2
Interest expense on deposits	2	2	—
Guarantees issued by the Group	57	40	42,5
Other investments at the end of the year	126	185	(31,9)
Key management personnel compensation			
Directors	99	69	43,5
Other key management personnel	59	54	9,3
<b>Transactions<sup>2</sup> with parent company</b>			
The following are balances with, and transactions entered into with, the parent company:			
<b>Balances</b>			
Assets	18 094	30 231	(40,1)
Liabilities	16 983	31 529	(46,1)
<b>Transactions</b>			
Income	252	1 229	(79,5)
Expenses	54	259	(79,2)
Dividends paid	2 213	2 333	(5,1)
<b>14. Managed funds</b>			
Estates	2 247	2 545	(11,7)
Portfolio management	17 770	6 399	177,7
Trusts	5 803	5 019	15,6
Participation bond schemes	2 105	2 125	(0,9)
Unit trusts	69 949	69 111	1,2
Linked investments	45 683	29 462	55,1
Other	11 557	10 439	10,7
	155 114	125 100	24,0
<b>15. Commitments</b>			
<b>Authorised capital expenditure</b>			
Contracted but not provided for <sup>3</sup>	928	703	32,0

## Notes

<sup>1</sup>These transactions are entered into in the normal course of business, under terms that are no more favourable than those arranged with third parties.

<sup>2</sup>All transactions entered into are on the same commercial terms and conditions as in the normal course of business.

<sup>3</sup>The Group has capital commitments in respect of construction of buildings, computer equipment and property purchases. Management is confident that future net revenues and funding will be sufficient to cover these commitments.

	2009 Rm	2008 Rm	Change %
<b>16. Contingencies</b>			
<b>Financial guarantee contracts</b>			
Financial guarantee contracts	1 007	1 001	0,6
<b>Contingencies</b>			
Guarantees <sup>1</sup>	10 484	9 484	10,5
Irrevocable facilities <sup>2</sup>	54 517	29 753	83,2
Letters of credit	5 007	6 429	(22,1)
Other contingencies	5	25	(80,0)
	<b>71 020</b>	<b>46 692</b>	<b>52,1</b>

**Notes**

<sup>1</sup>Guarantees include performance guarantee contracts and payment guarantee contracts.

<sup>2</sup>Irrevocable facilities are commitments to extend credit where the Group does not have the right to terminate the facilities by written notice. Commitments generally have fixed expiry dates. Since commitments may expire without being drawn upon, the total contract amounts do not necessarily represent future cash requirements.

**17. Share-based payments**

**Absa Group Limited Share Incentive Trust (Share Incentive Trust)**

In terms of the rules of the Share Incentive Trust, the maximum number of shares of the Group that may be issued or transferred and/or in respect of which options may be granted to the participants, shall be limited to shares representing 10% of the total number of issued shares from time to time. This scheme is an equity-settled share-based payment arrangement and options are allocated to employees according to the normal human resources talent management processes. The options issued up to August 2005 (issue 192) had no performance criteria linked to them

and vested in equal tranches after three, four and five years respectively. No dividends accrue to the option holder over the vesting period. The options expire after a period of ten years from the issuing date. Options issued since August 2005 (issue 193) have performance criteria associated with them, which require headline earnings per share to exceed an agreed benchmark over a three-year period from the grant date for the options to vest. Participants need to be in the employment of the Group to the vesting date in order to be entitled to the options.

	2009	2008	Change %
	Number of shares		
Outstanding at the beginning of the year	9 967 474	13 618 314	(26,8)
Exercised during the year	(3 568 819)	(3 252 141)	(9,7)
Forfeited during the year	(100 164)	(398 699)	74,9
Outstanding at the end of the year	6 298 491	9 967 474	(36,8)
<b>Of which are exercisable</b>	<b>5 016 155</b>	<b>5 943 962</b>	<b>(15,6)</b>

Details regarding the options granted and still outstanding at 31 December 2009 are as follows:

	Number of options	Average option price R
<b>Expiry date<sup>1</sup></b>		
Year to 31 March 2010	8 635	27,68
Year to 31 March 2011	135 971	26,59
Year to 31 March 2012	417 314	36,64
Year to 31 March 2013	513 889	33,69
Year to 31 March 2014	469 905	35,83
Year to 31 March 2015	1 715 602	50,48
Year to 31 December 2015	2 298 341	91,18
Year to 31 December 2016	738 834	107,11
	<b>6 298 491</b>	

**Note**

<sup>1</sup>Options are exercisable at least five years before expiry date.

# Condensed notes to the financial statements

As at 31 December

## 17. Share-based payments (continued)

### Batho Bonke Capital (Proprietary) Limited

The Group entered into a black economic empowerment (BEE) transaction with Batho Bonke Capital (Proprietary) Limited in July 2004. The shares issued in terms of the transaction vested immediately. Due to the shares issued vesting immediately and also as a result of the issue being before 1 January 2005, the provisions of IFRS 2 Share-based payments were not applicable. In the current year 49,9% of the options were repurchased from Batho Bonke (Proprietary) Limited at a discount to their fair value. Batho Bonke utilised the proceeds to exercise 11 970 536 options.

The Group provided bridging finance for the remaining 24 678 764 options. The life of the remaining was effectively extended for three months, effective 1 June 2009. The modification does not result in an increase in the fair value of these options and therefore, in terms of the provisions of IFRS 2, no cost is recognised in the statement of comprehensive income in the current year.

The bridging finance was redeemed on 1 September 2009 and Batho Bonke Capital (Proprietary) Limited exercised the balance of the options outstanding.

	Number of shares		Change
	2009	2008	%
Outstanding at the beginning of the year	73 152 300	73 152 300	—
Exercised during the year	(36 649 300)	—	(100,0)
Repurchased during the year	(36 503 000)	—	(100,0)
Outstanding at the end of the year	—	73 152 300	(100,0)
<b>Of which are exercisable</b>	<b>—</b>	<b>73 152 300</b>	<b>(100,0)</b>

There are no outstanding options at 31 December 2009. The options outstanding at 31 December 2008 had an exercise

price range of R48,00 to R69,00 and a weighted average contractual life of 0,5 years.

### Absa Group Limited Employee Share Ownership Administrative (ESOP) Trust

As of the implementation date (1 July 2004), all employees of South African wholly owned subsidiaries (excluding executive directors of Absa Group Limited and Absa Bank Limited), were eligible to participate in this one-off equity-settled share-based payment scheme. Each employee who elected to participate was issued and allocated 200 compulsory redeemable cumulative option-holding preference shares against a receipt of the R400,00 subscription price. A maximum of 7 315 200 preference shares were available for allocation to the trust.

On 1 July 2004, 6 085 200 preference shares were issued. The preference shares receive a dividend calculated on

the par value of the preference shares at a rate of 72% of the prime overdraft rate. These dividends are compounded and paid semi-annually in arrears on 30 September and 31 March of each year. The Group will redeem the preference shares on exercise of the options by the employee or on forfeiture of the options on the final option exercise date. Options vest after three years from the date of issue and are forfeited after five years from the date of issue. Options can be exercised on 1 March, 1 June, 1 September or 1 December each year. Exercise may occur in lots of 100 only and on payment of the option strike price, which will vary between R48,00 and R69,00 dependent on the 30-day volume weighted trading price on the JSE.

	Number of shares		Change
	2009	2008	%
Outstanding at the beginning of the year	559 400	946 100	(40,9)
Exercised during the year	(539 200)	(367 500)	(46,7)
Forfeited during the year	(20 200)	(19 200)	(5,2)
Outstanding at the end of the year	—	559 400	(100,0)
<b>Of which are exercisable</b>	<b>—</b>	<b>559 400</b>	<b>(100,0)</b>

## 17. Share-based payments (continued)

### Absa Group Phantom Preference Share Plan (Phantom PSP)

The Phantom PSP is a cash-settled plan and payments made to participants in respect of their awards are in the form of cash. The Phantom PSP shares (and any associated notional dividend shares) are awarded at no cost to the participants. The amount that is ultimately paid to the participants is equal to the market value of a number of ordinary shares, as determined after a three-year vesting period. The vesting

of the Phantom PSP awards will be subject to non-market performance conditions which will be measured over a three-year period, starting on the first day of the financial year in which the award is made. The awards will vest after three years to the extent that the performance conditions are satisfied. These awards are forfeited in total if the Group performance fails to meet the minimum performance criteria.

	Number of shares		Change %
	2009	2008	
Outstanding at the beginning of the year	2 201 242	2 322 883	(5,2)
Granted during the year	—	17 415	(100,0)
Forfeited during the year	(33 368)	(139 056)	76,0
Exercised during the year	(981 926)	—	(100,0)
Outstanding at the end of the year	1 185 948	2 201 242	(46,1)

The options outstanding have no exercise price and a weighted average contractual life of 0,2 years (31 December 2008: 1,1 years). As the terms and conditions of this share

scheme dictate that options be exercised immediately on vesting, at any given time there are no options which have vested but have not yet been exercised.

### The Absa Group Executive Share Award Scheme (ESAS)

The ESAS is an equity-settled share-based payment arrangement, where the participant's notional bonus comprises a number of restricted nil-cost options, based on the allocation price of ordinary shares. There is an initial three-year vesting period, after which, the participant will receive their initial allocation as well as 20% matched options. If the participant remains in the employ of the Group and in the ESAS for a further two years, the participant receives another 10% matched options. Dividend shares

are paid to participants on the ordinary shares as if the shares were held from inception. The number of dividend shares awarded is therefore calculated on the initial share allocation and on the 20% and/or 10% matched shares, over the three- or five-year period. Employees that received a performance bonus in excess of a predetermined amount were compelled to place a set percentage of the bonus award into the ESAS. Employees also had the option of utilising more of their bonus award for voluntary ESAS options.

	Number of shares		Change %
	2009	2008	
Outstanding at the beginning of the year	1 015 218	37 059	>999,9
Exercised during the year	—	1 019 114	(100,0)
Forfeited during the year	(155 110)	(40 955)	(278,7)
Granted during the year	1 324 178	—	100,0
Outstanding at the end of the year	2 184 286	1 015 218	115,2

The options outstanding have no exercise price and a weighted average contractual life of 3,7 years (31 December

2008: 3,1 years). None of these options were exercisable at the statement of financial position date.

# Condensed notes to the financial statements

As at 31 December

## 17. Share-based payments (continued)

### Absa Group Phantom Joiners Share Awards Plan (JSAP)

The JSAP is a cash-settled share-based payment arrangement that enables the Group to attract and motivate new employees by buying out the "in the money" portion of a participant's shares or options under their previous employers' share scheme by offering the employees Absa

Group Limited phantom shares. There is no consideration payable for the grant of an award and the vesting of the awards is not subject to performance conditions. Dividends accrue to the participant over the vesting period which can be over two, three, five or six years.

	Number of shares		Change
	2009	2008	%
Outstanding at the beginning of the year	953 745	312 375	205,3
Granted during the year	305 745	787 996	(61,2)
Exercised during the year	(245 954)	(127 387)	(93,1)
Forfeited during the year	(90 047)	(19 239)	(368,0)
Outstanding at the end of the year	923 489	953 745	(3,2)

The options outstanding have no exercise price and a weighted average contractual life of 2,4 years (31 December 2008: 2,9 years). As the terms and conditions

of this share scheme dictate that options be exercised immediately on vesting, at any given time there are no options which have vested but have not yet been exercised.

### The Absa Group Phantom Executive Share Award Scheme (Phantom ESAS)

The Phantom ESAS is a cash-settled share-based payment arrangement, where the participant's notional bonus comprises a number of restricted nil-cost options, based on the allocation price of ordinary shares. If the participant is in the employ of the Group after the three-year vesting period, the participant will receive their initial allocation and 20% bonus phantom shares. If the participant remains in the employ of the Group and in the Phantom ESAS scheme for a further two years, the participant receives an additional 10% bonus phantom shares. Dividend phantom shares are

paid to participants on the ordinary phantom shares as if the shares were held from inception. The number of dividend phantom shares awarded is therefore calculated on the initial allocation and on the 20% and/or 10% bonus phantom shares, over the three- or five-year period. Employees that received performance bonuses in excess of a predetermined amount were compelled to place a set percentage of the bonus award into the Phantom ESAS. Employees also had the option of utilising more of their bonus award for voluntary Phantom ESAS shares.

	Number of shares		Change
	2009	2008	%
Outstanding at the beginning of the year	554 148	456 066	21,5
Granted during the year	24 705	123 526	(80,0)
Exercised during the year	(110 731)	—	(100,0)
Forfeited during the year	(12 651)	(25 444)	50,3
Outstanding at the end of the year	455 471	554 148	(17,8)
<b>Of which are exercisable</b>	<b>37 500</b>	<b>—</b>	<b>100,0</b>

The options outstanding have no exercise price and a weighted average contractual life of 2,1 years (31 December 2008: 3,0 years).

## 17. Share-based payments (continued)

### Absa Group Performance Share Plan (PSP)

The PSP is an equity-settled share-based payment arrangement. Participants are awarded a number of nil cost options. These options will then be converted into Absa Group Limited shares after a three-year vesting period and on achieving performance conditions attached to the award. The vesting of the PSP awards will be subject to non-market and market-related performance conditions which will be

measured over a three-year period, starting on the first day of the financial year in which the award is made. The awards will vest after three years to the extent that the performance conditions are satisfied. These awards are forfeited in total if the Group performance fails to meet the minimum performance criteria.

	Number of shares		
	2009	2008	Change %
Outstanding at the beginning of the year	2 007 730	—	100,0
Granted during the year	1 589 866	2 133 707	(25,5)
Forfeited during the year	(180 108)	(125 977)	(43,0)
Outstanding at the end of the year	3 417 488	2 007 730	70,2

The options outstanding have no exercise price and a weighted average contractual life of 1,8 years

(31 December 2008: 2,2 years). None of these options are exercisable at the statement of financial position date.

## 18. Acquisitions and disposals of subsidiaries and associates

### 18.1 Disposal of investment in Banco Comercial Angolano S.A.R.L. (BCA)

The Group disposed of its 50% equity investment in BCA during June 2009. The profit on sale amounted to R15 million.

### 18.2 Disposal of investment in associate – Ambit Properties Limited and subsidiary's management rights – Ambit Management Services (Proprietary) Limited

Absa Corporate and Business Bank held 34,5% of Ambit Properties' equity, these shares were exchanged for ApexHi shares<sup>1</sup>. This resulted in a loss of R58 million on disposal of the investment in Ambit Properties Limited (previously recognised as an investment in associate). In addition ApexHi acquired the management rights to Ambit Properties from Absa.

### 18.3 Acquisition of a listed associate

The Group acquired additional shares in Blue Financial Services Limited during the year increasing the total shareholding in Blue Financial Services Limited to over 20% in May 2009 at a cost of R62 million.

### 18.4 Acquisition of additional shares in CPF venture capital organisations

– The Group acquired an additional 50% in the development company Ngwenya River Estate (Proprietary) Limited, increasing its shareholding to 100% on 1 October 2008 (subject to South African Reserve Bank approval).

As at December 2008, the investment was fully consolidated and minority interest of 50% was provided for. The acquisition became effective from April 2009 after receiving Reserve Bank and Competition Commission approval. The impact on the Group's results were minimal.

– On 31 January 2009, the Group acquired an additional 35,2% interest in Abseq Properties (Proprietary) Limited, at a cost of R166 million, increasing the Group's shareholding to 85,0%. Abseq Properties (Proprietary) Limited was previously recognised as an associate designated at fair value through profit or loss. On consolidation of Abseq, the two joint ventures of Abseq namely Kilkishen Investments (Proprietary) Limited and Stand 1135 (Proprietary) Limited became joint ventures of the Group.

– On 1 January 2009 the Group acquired a 50% interest in Meadowood Investments 8 (Proprietary) Limited for R1.

– On 1 June 2009 the Group acquired a 100% interest in Blue Age Properties 60 (Proprietary) Limited for R100.

– On 1 November 2009 the Group acquired a 50% interest in Tembisa Mall (Proprietary) Limited at a cost of R29,1 million.

#### Note

<sup>1</sup>In terms of a scheme proposed by ApexHi whereby ApexHi would acquire the entire shareholding of Ambit Properties Limited.

# Capital adequacy

As at 31 December

	2009		2008	
	Risk-weighted assets Rm		Risk-weighted assets Rm	
<b>Absa Bank Limited</b>				
<b>Risk-weighted assets</b>				
Credit risk	256 995		252 839	
Operational risk	47 030		39 098	
Market risk	9 662		5 088	
Equity investment risk	32 194		41 079	
Other risk	13 193		14 767	
	<b>359 074</b>		<b>352 871</b>	
<b>Qualifying capital</b>	<b>Rm</b>	<b>%<sup>1</sup></b>	<b>Rm</b>	<b>%<sup>1</sup></b>
<b>Primary capital</b>				
Ordinary share capital	303	0,1	303	0,1
Ordinary share premium	10 465	2,9	9 415	2,7
Preference share capital and premium	4 644	1,3	4 644	1,3
Reserves <sup>2</sup>	28 757	8,0	26 003	7,4
Deductions	(2 430)	(0,7)	(1 511)	(0,5)
50% of amount by which expected loss exceeds eligible provisions	(1 968)	(0,6)	(1 472)	(0,5)
50% of first loss enhancement provided in respect of a securitisation scheme	(95)	(0,0)	(39)	(0,0)
Other deductions	(367)	(0,1)	—	—
	<b>41 739</b>	<b>11,6</b>	<b>38 854</b>	<b>11,0</b>
<b>Secondary capital</b>				
Subordinated redeemable debt	13 111	3,7	12 210	3,5
Deductions	(2 063)	(0,6)	(1 521)	(0,5)
50% of amount by which expected loss exceeds eligible provisions	(1 968)	(0,6)	(1 472)	(0,5)
50% of first loss credit enhancement provided in respect of a securitisation scheme	(95)	(0,0)	(39)	(0,0)
Other deductions	—	—	(10)	(0,0)
	<b>11 048</b>	<b>3,1</b>	<b>10 689</b>	<b>3,0</b>
<b>Total qualifying capital</b>	<b>52 787</b>	<b>14,7</b>	<b>49 543</b>	<b>14,0</b>

## Notes

<sup>1</sup>Percentage of capital to risk-weighted assets.

<sup>2</sup>Reserves include unappropriated banking profits.

	2009		2008	
	Risk-weighted assets Rm		Risk-weighted assets Rm	
<b>Absa Group Limited</b>				
<b>Risk-weighted assets</b>				
Credit risk	276 172		276 706	
Operational risk	53 032		44 689	
Market risk	9 662		5 088	
Equity investment risk	28 657		37 266	
Other risk	18 741		17 248	
	386 264		380 997	
<b>Qualifying capital</b>				
	Rm	% <sup>1</sup>	Rm	% <sup>1</sup>
<b>Primary capital</b>				
Ordinary share capital	1 432	0,4	1 180	0,4
Ordinary share premium	4 784	1,2	2 251	0,6
Preference share capital and premium	4 644	1,2	4 644	1,2
Reserves <sup>2</sup>	40 075	10,4	37 747	9,9
Minority interest	1 299	0,3	1 042	0,3
Deductions	(3 263)	(0,8)	(2 715)	(0,8)
Goodwill	(572)	(0,1)	(577)	(0,2)
Financial and insurance entities not consolidated	(120)	(0,0)	(446)	(0,1)
50% of amount by which expected loss exceeds eligible provisions	(1 833)	(0,5)	(1 624)	(0,4)
50% of first loss credit enhancement provided in respect of securitisation scheme	(150)	(0,0)	(68)	(0,1)
Other deductions	(588)	(0,2)	—	—
	48 971	12,7	44 149	11,6
<b>Secondary capital</b>				
Subordinated redeemable debt	13 111	3,4	11 711	3,1
General allowance for credit impairment, after deferred tax – standardised approach	73	0,0	37	0,0
Deductions	(2 103)	(0,5)	(2 148)	(0,6)
Financial and insurance entities not consolidated	(120)	(0,0)	(446)	(0,1)
50% of amount by which expected loss exceeds eligible provisions	(1 833)	(0,5)	(1 624)	(0,4)
50% of first loss credit enhancement provided in respect of securitisation scheme	(150)	(0,0)	(68)	(0,1)
Other deductions	—	—	(10)	(0,0)
	11 081	2,9	9 600	2,5
<b>Total qualifying capital</b>	<b>60 052</b>	<b>15,6</b>	<b>53 749</b>	<b>14,1</b>

#### Notes

<sup>1</sup>Percentage of capital to risk-weighted assets.

<sup>2</sup>Reserves include unappropriated banking profits.



# Definitions

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## Price-to-earnings (P/E) ratio

The closing price of ordinary shares divided by headline earnings per share for the year.

## Market capitalisation

The Group's closing share price times the number of shares in issue.

## Headline earnings

Headline earnings is not a measure of sustainable earnings. Headline earnings reflect the operating performance of the Group separated from remeasurements (an amount recognised in the statement of comprehensive income relating to any change (realised or unrealised) in the carrying amount of an asset/liability that arose after the initial recognition of such asset or liability) as well as minority interest – preference shares.

## Economic capital

Economic capital is defined as the minimum capital needed to maintain an AA investment rating under an extreme stress scenario.

## Net interest margin on average assets

Net interest income for the year divided by total average assets (calculated on a daily weighted average basis), expressed as a percentage of total average assets.

## Net interest margin on average interest-bearing assets

Net interest income for the year divided by average interest-bearing assets (calculated on a daily weighted average basis), expressed as a percentage of average interest-bearing assets. Average interest-bearing assets consist of cash, cash balances and balances with central banks, statutory liquid asset portfolio, loans and advances to banks and customers and investments. (It includes cash and short-term assets, money market assets and capital market assets.)

## Impairment losses on loans and advances as percentage of average loans and advances to customers

Impairments on loans and advances are made where there is objective evidence that the Group will not be able to collect all amounts due. The impairment is the difference between the carrying and recoverable amount. The estimated recoverable amount is the present value of expected future cash flows which may result from restructuring, liquidation or collateral held. Impairment losses on loans and advances for the year divided by total average advances (calculated on a daily weighted average basis), expressed as a percentage.

## Non-performing advances

A loan is typically considered non-performing once its delinquency reaches a trigger point, this is typically when interest is suspended (in accordance with Absa policy) or is moved to the legal environment for recovery. As a consequence, a loan that has defaulted is not necessarily non-performing (unless certain criteria are met).

## Non-interest income as percentage of total operating income

Non-interest income as a percentage of income from operations. Income consists of net interest income and non-interest income.

## Cost-to-income ratio

Operating expenses as a percentage of income from operations. Income consists of net interest income and non-interest income.

## Cost-to-asset ratio

Operating expenses for the year divided by total average assets (calculated on a daily weighted average basis) expressed as a percentage of total average assets.

## Weighted average number of shares

The number of shares in issue at the beginning of the year increased by shares issued during the year, weighted on a time basis for the period during which they participated in the income of the Group, less treasury shares held by entities in the Group, weighted on a time basis for the period during which the entities held these shares.

## Earnings per share

### Profit attributable to ordinary equity holders of the Group

Net profit for the year less attributable to minorities divided by the weighted average number of ordinary shares in issue during the year.

### Headline earnings basis

Headline earnings for the year divided by the weighted average number of shares in issue during the year.

### Fully diluted basis

The amount of profit for the year that is attributable to ordinary equity holders of the Group divided by the weighted average number of ordinary shares outstanding during the year, both adjusted for the effects of all dilutive potential ordinary shares, assuming they had been in issue for the year.

### Dividends per ordinary share relating to income for the year

Dividends per ordinary share for the year is the actual interim dividends paid and the final dividends declared for the year under consideration, expressed as cents per share. Dividends per share for the interim period is the interim dividends declared for the period.

### Dividend cover

Headline earnings per share divided by dividends per share.

### Net asset value per share

Total equity attributable to ordinary equity holders divided by the number of shares in issue. The net asset value per share figure excludes the non-cumulative, non-redeemable preference shares issued.

### Price-to-book

The closing share price relative to the net asset value.

### Capital adequacy ratio

The capital adequacy of South African banks is measured in terms of the South African Banks Act requirements. The ratio is calculated by dividing the primary (Tier I), secondary (Tier II) and tertiary (Tier III) capital by the risk-weighted assets. The minimum South African total capital adequacy ratio for banks is now 9,75% of risk-weighted assets. Non-South African banks within the Group have similar capital adequacy methodology requirements.

### **Risk-weighted assets**

Risk-weighted assets are determined by applying the following:

- advanced Internal Ratings Based (IRB) approach for retail credit;
- foundation IRB approach for wholesale and corporate credit;
- Advanced Measurement Approach for operational risk;
- Internal Models Approach for market risk;
- IRB market-based simple risk weight approach for equity investment risk in the banking book; and
- standardised approach for all African entities for both credit and operational risk.

### **Primary (Tier I) capital**

Primary capital consists of issued ordinary share capital, non-cumulative non-redeemable preference share capital, retained earnings, hybrid debt instruments (in terms of Basel II) and certain accounting reserves. This amount excludes surplus capital from insurance entities. This amount is reduced with 50% of the amount that expected losses exceed eligible provisions and 50% of first loss credit enhancement provided in respect of securitisation schemes. Further deductions against Tier I capital include goodwill and certain investments.

### **Secondary (Tier II) capital**

Secondary capital includes cumulative preference shares and subordinated debt (prescribed debt instruments). This amount is reduced with 50% of the amount that expected losses exceed eligible provisions and 50% of first loss credit enhancement provided in respect of securitisation schemes.

### **Tertiary (Tier III) capital**

Tertiary capital comprises prescribed unsecured subordinated debt with a minimum original maturity of two years.

### **Non-current assets and liabilities held-for-sale**

Assets and liabilities held-for-sale are those non-current assets and liabilities where it is highly probable that the carrying amount will be recovered principally through a sale transaction within 12 months from the date of classification. For the sale to be considered highly probable, Board approval is required for the plan to sell the assets and liabilities, and an active program to locate a buyer and complete the plan must have been initiated.

Assets held-for-sale are valued at the lower of its carrying amount and fair value less costs to sell.

### **Debt securities in issue**

Comprised primarily of short-to-medium-term instruments issued by the Group and includes promissory notes, bonds, negotiable certificates of deposits and commercial paper.

### **Borrowed funds**

Borrowed funds represents subordinated callable notes qualifying as long-term Tier II capital issued by Absa Bank in terms of section 1 of the Banks Act, 1990. The subordinated callable notes are listed on the Bond Exchange of South Africa. It also includes preference shares classified as debt in terms of IAS 32 and 39.

### **Non-interest income**

Non-interest income consists of the following statement of comprehensive income line items: net fee and commission income, net insurance premium income, net insurance claims and benefits paid, changes in investment and insurance liabilities, gains and losses from banking and trading activities, gains and losses from investment activities as well as other operating income.

### **Gains and losses from banking and trading activities**

Comprises banking and trading portfolios and includes:

- realised gains on financial instruments held at amortised cost, held-to-maturity or available-for-sale.
- realised gains on the disposal of associates, joint ventures and subsidiaries, within the banking portfolios.
- realised and unrealised gains and losses on fair value through profit or loss designated instruments; and
- interest, dividends and fair value movements on certain financial instruments held-for-trading or at fair value through profit or loss.

### **Net trading income**

Net trading income includes the profits and losses on Absa Capital's desks classified as "trading desks" arising from both the purchase and sale of trading instruments and the revaluation to market value, as well as Absa Capital's hedge ineffectiveness. This includes the interest income and interest expense from these instruments and the related funding cost. This also includes similar activities from the African operations.

### **Gains and losses from investment activities**

Comprises insurance and strategic investment portfolios and includes:

- realised gains on financial instruments held at amortised cost, held-to-maturity or available-for-sale;
- realised gains on the disposal of associates, joint ventures and subsidiaries; and
- interest, dividends and fair value movements on certain financial instruments held-for-trading or at fair value through profit or loss.

### **IFRS 2 costs**

In a share-based payment transaction an entity receives goods or services and pays for those goods or services either in shares or in other equity instruments. A transaction also is considered to be a share-based payment if the entity incurs a liability whose amount is based on the price or value of an entity's share or other equity instrument of the entity.

**These definitions should be read in conjunction with the Group's accounting policies, which also clarify certain terms used.**

# Business unit

performance

# Contents

## Business unit performance

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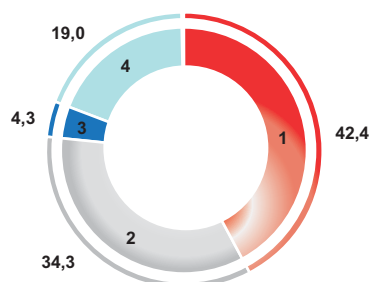
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# Profit contribution by business area

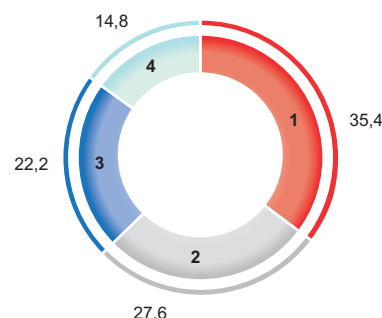
Year ended 31 December

## Attributable earnings (%)

2009<sup>1</sup>



2008<sup>1</sup>



1. Retail banking    2. Absa Corporate and Business Bank    3. Absa Capital<sup>2</sup>    4. Bancassurance

### Notes

<sup>1</sup> Calculated after the allocation of capital, funding and corporate centre.

<sup>2</sup> If calculated based on headline earnings, Absa Capital's contribution would be 16,9% (December 2008: 23,9%).

	2009 (Audited) Rm	2008 <sup>1</sup> (Audited) Rm	Change %
<b>Banking operations</b>			
Retail banking	2 863	3 628	(21,1)
Retail Bank	3 086	2 635	17,1
Absa Home Loans	(1 299)	140	>(999,9)
Absa Card	811	554	46,4
Absa Vehicle and Asset Finance	265	299	(11,4)
Absa Corporate and Business Bank (ACBB)	2 317	2 823	(17,9)
Absa Capital	288	2 276	(87,3)
Underlying performance	1 275	2 276	(44,0)
Single Stock Futures impairment	(987)	—	(100,0)
Corporate centre <sup>2</sup>	544	877	(38,0)
Capital and funding centre	(35)	4	(975,0)
Minority interest – preference shares	(421)	(457)	7,9
<b>Total banking</b>	<b>5 556</b>	<b>9 151</b>	<b>(39,3)</b>
Bancassurance	1 284	1 515	(15,2)
<b>Profit attributable to ordinary equity holders of the Group</b>	<b>6 840</b>	<b>10 666</b>	<b>(35,9)</b>
Headline earnings adjustments	781	(701)	211,4
<b>Total headline earnings</b>	<b>7 621</b>	<b>9 965</b>	<b>(23,5)</b>

### Notes

<sup>1</sup> The comparatives have been restated for:

- Repossessed Properties was moved from Corporate centre to Retail banking during the year under review.
- ACBB, to account for the fair value adjustments on acquisition of the minority share of two CPF subsidiaries in 2008.
- Absa Wealth was moved from Retail banking to Absa Capital during the year under review.
- Absa Manx Insurance Company Limited was moved from Bancassurance to Corporate centre during the year under review.
- The change in accounting policy regarding the retirement benefit assets and liabilities.

<sup>2</sup> Corporate centre's comparatives include the profit on Visa Initial Public Offering (IPO) shares.

# Segmental reporting per market segment

Year ended 31 December

	Retail banking		
	2009	2008 <sup>1</sup>	Change %
<b>Statement of comprehensive income (Rm)</b>			
Net interest income	14 150	14 407	(1,8)
Net interest income – external	32 236	39 144	(17,6)
Net interest income – internal	(18 086)	(24 737)	26,9
Impairment losses on loans and advances	(7 778)	(5 523)	(40,8)
Non-interest income	11 615	10 164	14,3
Non-interest income – external	11 215	9 767	14,8
Non-interest income – internal	400	397	0,8
Depreciation and amortisation	(376)	(348)	(8,0)
Operating expenses	(13 089)	(13 008)	(0,6)
Other impairments	(25)	13	(292,3)
Indirect taxation	(320)	(358)	10,6
Share of retained (losses)/earnings from associates and joint ventures	(49)	18	(372,2)
<b>Operating profit before income tax</b>	<b>4 128</b>	<b>5 365</b>	<b>(23,1)</b>
Taxation expense	(1 102)	(1 619)	31,9
<b>Profit for the year</b>	<b>3 026</b>	<b>3 746</b>	<b>(19,2)</b>
<b>Profit attributable to:</b>			
Ordinary equity holders of the Group	2 863	3 628	(21,1)
Minority interest – ordinary shares	163	118	38,1
Minority interest – preference shares	—	—	—
	3 026	3 746	(19,2)
<b>Headline earnings</b>	<b>2 666</b>	<b>3 600</b>	<b>(25,9)</b>
<b>Operating performance (%)</b>			
Net interest margin on average assets	3,05	3,34	
Net interest margin on average interest-bearing assets	4,12	4,38	
Impairment losses on loans and advances as % of average loans and advances to customers	2,34	1,72	
Non-interest income as % of total operating income	45,1	41,4	
Top-line growth <sup>1</sup>	4,9	15,2	
Cost growth <sup>1</sup>	0,8	14,1	
Cost-to-income ratio	52,3	54,4	
Cost-to-assets ratio	2,9	3,1	

## Note

<sup>1</sup>December 2008 comparative has been restated. Refer to pages 79 to 82. December 2007 comparatives have not been restated.

Absa Corporate and Business Bank			Absa Capital			Bancassurance			Other			Head office and intersegment eliminations			Absa Group		
2009	2008 <sup>1</sup>	Change %	2009	2008 <sup>1</sup>	Change %	2009	2008 <sup>1</sup>	Change %	2009	2008 <sup>1</sup>	Change %	2009	2008 <sup>1</sup>	Change %	2009	2008 <sup>1</sup>	Change %
5 609	5 819	(3,6)	2 042	2 427	(15,9)	21	10	110,0	45	(578)	107,8	(13)	21	(161,9)	21 854	22 106	(1,1)
6 878	7 210	(4,6)	(18 132)	(24 326)	25,5	12	8	50,0	945	152	521,7	(85)	(82)	(3,7)	21 854	22 106	(1,1)
(1 269)	(1 391)	8,8	20 174	26 753	(24,6)	9	2	350,0	(900)	(730)	(23,3)	72	103	(30,1)	—	—	—
(872)	(287)	(203,8)	(318)	(30)	(960,0)	(3)	1	(400,0)	1	—	100,0	3	—	100,0	(8 967)	(5 839)	(53,6)
3 100	2 898	7,0	2 404	3 230	(25,6)	3 372	3 452	(2,3)	(289)	434	(166,6)	30	643	(95,3)	20 232	20 821	(2,8)
2 734	2 481	10,2	2 080	3 741	(44,4)	3 653	3 746	(2,5)	(370)	336	(210,1)	920	750	22,7	20 232	20 821	(2,8)
366	417	(12,2)	324	(511)	163,4	(281)	(294)	4,4	81	98	(17,3)	(890)	(107)	(731,8)	—	—	—
(37)	(30)	(23,3)	(152)	(32)	(375,0)	(25)	(24)	(4,2)	(85)	(88)	3,4	(570)	(484)	(17,8)	(1 245)	(1 006)	(23,8)
(4 347)	(4 306)	(1,0)	(2 157)	(2 397)	10,0	(1 524)	(1 353)	(12,6)	66	126	(47,6)	1 439	830	73,4	(19 612)	(20 108)	2,5
(52)	—	(100,0)	(1 371)	(1)	>(999,9)	(21)	(29)	27,6	88	12	633,3	(76)	(13)	(484,6)	(1 457)	(18)	>(999,9)
(47)	(107)	56,1	(79)	(65)	(21,5)	(77)	(57)	(35,1)	(76)	(61)	(24,6)	(314)	(76)	(313,2)	(913)	(724)	(26,1)
4	41	(90,2)	—	—	—	—	—	—	—	—	—	(5)	14	(135,7)	(50)	73	(168,5)
3 358	4 028	(16,6)	369	3 132	(88,2)	1 743	2 000	(12,9)	(250)	(155)	(61,3)	494	935	(47,2)	9 842	15 305	(35,7)
(1 002)	(1 168)	14,2	(41)	(856)	95,2	(459)	(485)	5,4	434	147	195,2	(170)	(7)	>(999,9)	(2 340)	(3 988)	41,3
2 356	2 860	(17,6)	328	2 276	(85,6)	1 284	1 515	(15,2)	184	(8)	>999,9	324	928	(65,1)	7 502	11 317	(33,7)
2 317	2 823	(17,9)	288	2 276	(87,3)	1 284	1 515	(15,2)	(237)	(466)	49,1	325	890	(63,5)	6 840	10 666	(35,9)
38	36	5,6	40	—	100,0	—	—	—	—	1	(100,0)	—	39	(100,0)	241	194	24,2
1	1	—	—	—	—	—	—	—	421	457	(7,9)	(1)	(1)	—	421	457	(7,9)
2 356	2 860	(17,6)	328	2 276	(85,6)	1 284	1 515	(15,2)	184	(8)	>999,9	324	928	(65,1)	7 502	11 317	(33,7)
2 289	2 749	(16,7)	1 272	2 276	(44,1)	1 300	1 474	(11,8)	(282)	(377)	25,2	376	243	54,7	7 621	9 965	(23,5)
4,06	4,33		n/a	n/a		n/a	n/a		n/a	n/a		n/a	n/a		2,92	3,06	
4,77	5,49		n/a	n/a		n/a	n/a		n/a	n/a		n/a	n/a		3,74	3,81	
0,75	0,28		0,45	0,04		n/a	n/a		n/a	n/a		n/a	n/a		1,74	1,19	
35,6	33,2		54,1	57,1		99,4	99,7		n/a	n/a		n/a	n/a		48,1	48,5	
(0,1)	20,7		(21,4)	37,5		(2,0)	10,8		n/a	n/a		n/a	n/a		(2,0)	20,4	
1,1	15,8		(5,0)	59,8		12,5	19,9		n/a	n/a		n/a	n/a		(1,2)	14,5	
50,3	49,7		51,9	42,9		45,7	39,8		n/a	n/a		n/a	n/a		49,6	49,2	
3,2	3,2		0,5	0,6		4,5	4,1		n/a	n/a		n/a	n/a		2,8	2,9	

Segmental reporting per market segment

As at 31 December

	Retail banking			Absa Corporate and Business Bank			Absa Capital			Bancassurance		
	2009	2008 <sup>1</sup>	Change %	2009	2008 <sup>1</sup>	Change %	2009	2008 <sup>1</sup>	Change %	2009	2008 <sup>1</sup>	Change %
Statement of financial position (Rm)												
Loans and advances to customers	326 985	337 518	(3,1)	120 230	120 253	(0,0)	55 768	73 898	(24,5)	268	—	100,0
Investments	0	920	(99,9)	2 355	2 479	(5,0)	14 403	13 104	9,9	12 016	10 306	16,6
Investments in associates and joint ventures	259	318	(18,6)	123	801	(84,6)	85	970	(91,2)	—	—	—
Other assets	146 212	127 698	14,5	17 827	15 681	13,7	292 790	357 770	(18,2)	31 146	21 963	41,8
Other assets – external	7 204	9 333	(22,8)	7 020	4 535	54,8	97 184	137 394	(29,3)	30 289	19 269	57,2
Other assets – internal <sup>2</sup>	139 008	118 365	17,4	10 807	11 146	(3,0)	195 606	220 376	(11,2)	857	2 694	(68,2)
Total assets	473 456	466 454	1,5	140 535	139 214	0,9	363 046	445 742	(18,6)	43 430	32 269	34,6
Deposits due to customers	132 966	127 953	3,9	104 628	100 046	4,6	112 763	153 702	(26,6)	—	—	—
Other liabilities	336 663	334 577	0,6	33 401	36 678	(8,9)	247 495	287 714	(14,0)	40 002	28 830	38,8
Other liabilities – external	8 597	10 491	(18,1)	6 275	6 010	4,4	236 912	275 415	(14,0)	33 382	21 474	55,5
Other liabilities – internal <sup>2</sup>	328 066	324 086	1,2	27 126	30 668	(11,5)	10 583	12 299	(14,0)	6 620	7 356	(10,0)
Total liabilities	469 629	462 530	1,5	138 029	136 724	1,0	360 258	441 416	(18,4)	40 002	28 830	38,8
Financial performance (%)												
Return on average economic capital <sup>3 + 4</sup>	14,2	19,8		18,2	24,8		14,9	20,1		n/a	n/a	
Return on average assets	0,58	0,83		1,66	2,04		0,30	0,52		3,74	4,88	
Other <sup>4</sup>												
Banking customer base per segment (millions) <sup>5</sup>	11,4	10,4	9,6	0,3	0,3	0,0	0,0	0,0	0,0	—	—	—
Attributable income from the rest of Africa (Rm)	49	54	(9,3)	20	20	—	192	219	(12,3)	0	—	100,0

Notes

<sup>1</sup>December 2008 comparative has been restated. Refer to pages 79 to 82. December 2007 comparatives have not been restated.

<sup>2</sup>Internal assets and liabilities include all interdivisional and intragroup asset and liability balances. Internal assets and liabilities for the Group are eliminated in "Head office and other intersegment eliminations".

<sup>3</sup>Bancassurance return on average equity is 37,9% (December 2008: 42,4%) and Absa Group return on average equity is 15,5% (December 2008: 23,4%).

<sup>4</sup>Unaudited.

<sup>5</sup>Includes African operations.



Other			Head office and intersegment eliminations			Absa Group		
2009	2008 <sup>1</sup>	Change %	2009	2008 <sup>1</sup>	Change %	2009	2008 <sup>1</sup>	Change %
131	428	(69,4)	248	47	427,7	503 630	532 144	(5,4)
151	27	459,3	639	144	343,8	29 564	26 980	9,6
—	—	—	20	55	(63,6)	487	2 144	(77,3)
72 119	68 336	5,5	(375 504)	(378 559)	0,8	184 059	212 889	(13,3)
38 531	37 354	3,2	3 831	5 004	(23,4)	184 059	212 889	(13,3)
33 588	30 982	8,4	(379 866)	(383 563)	1,0	—	—	—
72 401	68 791	5,2	(375 128)	(378 313)	0,8	717 740	774 157	(7,3)
—	11	(100,0)	400	569	(29,7)	350 757	382 281	(8,2)
31 747	32 443	(2,1)	(378 815)	(381 659)	0,7	310 493	338 583	(8,3)
27 587	30 695	(10,1)	(2 260)	(5 502)	58,9	310 493	338 583	(8,3)
4 160	1 748	138,0	(376 555)	(376 157)	(0,1)	—	—	—
31 747	32 454	(2,2)	(378 415)	(381 090)	0,7	661 250	720 864	(8,3)
n/a	n/a		n/a	n/a		18,2	24,0	
n/a	n/a		n/a	n/a		1,02	1,38	
—	—	—	—	—	—	11,7	10,7	9,3
24	(42)	156,0	—	—	—	285	251	(13,5)

# Retail banking

Year ended 31 December

	Retail Bank		Absa Home Loans		Absa Card	
	2009	2008	2009	2008	2009	2008
Total revenue – external (Rm)	8 959	8 404	22 870	28 396	5 465	4 429
Net interest income – external	159	537	22 766	28 322	3 473	2 856
Non-interest income – external	8 800	7 867	104	74	1 992	1 573
Total revenue – internal (Rm)	7 133	6 382	(19 737)	(24 246)	(1 204)	(1 372)
Net interest income – internal	6 886	6 165	(19 906)	(24 426)	(1 189)	(1 373)
Non-interest income – internal	247	217	169	180	(15)	1
Attributable earnings (Rm) <sup>1</sup>	3 086	2 635	(1 299)	140	811	554
Headline earnings (Rm)	2 889	2 607	(1 299)	140	811	554
Impairment losses on loans and advances as a % of average loans and advances to customers (%) <sup>2</sup>	3,60	2,47	1,76	1,19	7,13	5,65
Cost-to-income ratio (%)	62,0	65,2	32,1	32,1	38,6	46,4
Loans and advances to customers (Rm)	42 663	44 413	222 905	223 870	17 574	18 069
Total assets (Rm)	157 310	142 698	241 457	241 042	24 146	24 812
Deposits due to customers (Rm)	131 248	126 049	—	—	1 711	1 888
Total liabilities (Rm)	154 580	140 346	242 171	241 053	23 044	23 933
Return on average economic capital (%)	54,9	48,5	(18,3)	2,0	28,1	25,1

	Absa Vehicle and Asset Finance		Total		Change %
	2009	2008	2009	2008	
Total revenue – external (Rm)	6 157	7 682	43 451	48 911	(11,2)
Net interest income – external	5 838	7 429	32 236	39 144	(17,6)
Non-interest income – external	319	253	11 215	9 767	14,8
Total revenue – internal (Rm)	(3 878)	(5 104)	(17 686)	(24 340)	27,3
Net interest income – internal	(3 877)	(5 103)	(18 086)	(24 737)	26,9
Non-interest income – internal	(1)	(1)	400	397	0,8
Attributable earnings (Rm) <sup>1</sup>	265	299	2 863	3 628	(21,1)
Headline earnings (Rm)	265	299	2 666	3 600	(25,9)
Impairment losses on loans and advances as a % of average loans and advances to customers (%) <sup>2</sup>	2,05	2,31	2,34	1,72	
Cost-to-income ratio (%)	37,0	37,6	52,3	54,4	
Loans and advances to customers (Rm)	43 843	51 166	326 985	337 518	(3,1)
Total assets (Rm)	50 543	57 902	473 456	466 454	1,5
Deposits due to customers (Rm)	7	16	132 966	127 953	3,9
Total liabilities (Rm)	49 834	57 198	469 629	462 530	1,5
Return on average economic capital (%)	7,4	8,6	14,2	19,8	

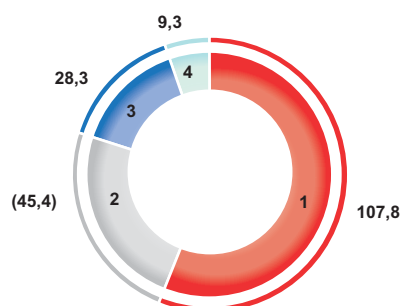
## Notes

<sup>1</sup> These results are after the allocation of head office and support charges.

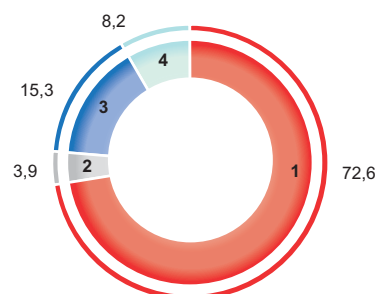
<sup>2</sup> Refer to note 8 for the impairment charge to the statement of comprehensive income.

## Attributable earnings (%)

2009



2008



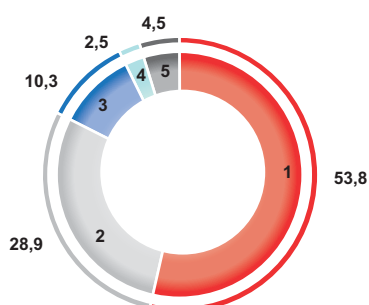
1. Retail Bank    2. Absa Home Loans    3. Absa Card    4. Absa Vehicle and Asset Finance

	2009		2008		Change	Change
	Rm	Excluding CPF equities Rm	Rm	Excluding CPF equities Rm	%	Excluding CPF equities %
<b>Statement of comprehensive income</b>						
Net interest income	5 609	5 609	5 819	5 819	(3,6)	(3,6)
Impairment losses on loans and advances	(872)	(872)	(287)	(287)	(203,8)	(203,8)
Non-interest income	3 100	2 948	2 898	2 765	7,0	6,6
Net fee and commission income	2 296	2 296	2 321	2 321	(1,1)	(1,1)
Gains and losses from banking and trading activities	303	151	327	194	(7,3)	(22,2)
Gains and losses from investment activities	13	13	7	7	85,7	85,7
Other operating income	488	488	243	243	100,8	100,8
Operating expenses	(4 384)	(4 384)	(4 336)	(4 336)	(1,1)	(1,1)
Other	(95)	(95)	(66)	(66)	(43,9)	(43,9)
<b>Operating profit before income tax</b>	<b>3 358</b>	<b>3 206</b>	<b>4 028</b>	<b>3 895</b>	<b>(16,6)</b>	<b>(17,7)</b>
Taxation expense	(1 002)	(957)	(1 168)	(1 129)	14,2	15,2
<b>Profit for the year</b>	<b>2 356</b>	<b>2 249</b>	<b>2 860</b>	<b>2 766</b>	<b>(17,6)</b>	<b>(18,7)</b>
<b>Profit attributable to:</b>						
Ordinary equity holders of the Group	2 317	2 210	2 823	2 729	(17,9)	(19,0)
Minority interest – ordinary shares	38	38	36	36	5,6	5,6
Minority interest – preference shares	1	1	1	1	—	—
	2 356	2 249	2 860	2 766	(17,6)	(18,7)
<b>Headline earnings</b>	<b>2 289</b>	<b>2 182</b>	<b>2 749</b>	<b>2 655</b>	<b>(16,7)</b>	<b>(17,8)</b>

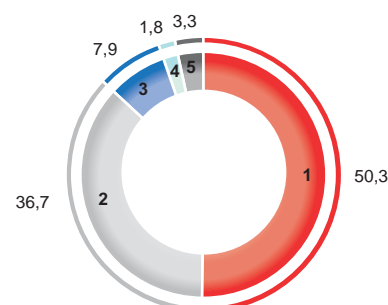
	2009 Rm	2008 Rm	Change %
<b>Operating profit before income tax by business area</b>			
Large	1 808	2,025	(10,7)
Medium	971	1,477	(34,3)
Corporate	345	317	8,8
Africa	82	76	7,9
CPF equity portfolio <sup>1</sup>	152	133	14,3
– Listed	84	(98)	>999,9
– Unlisted	68	231	(70,6)
	3 358	4 028	(16,6)

**Profit before tax (%)**

2009



2008



1. Large 2. Medium 3. Corporate 4. Africa 5. CPF equity portfolio<sup>1</sup>

## Note

<sup>1</sup> Includes realised and unrealised profits on CPF, this however excludes Absa wholly-owned subsidiaries.

# Absa Capital

Year ended 31 December

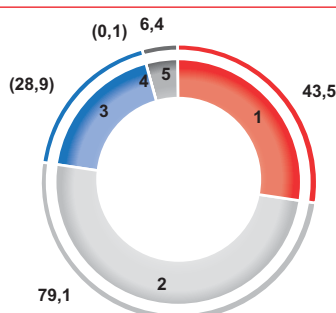
	Note	2009 Rm	2008 Rm	Change %
<b>Statement of comprehensive income</b>				
Net interest income	1	2 042	2 427	(15,9)
Impairment losses on loans and advances	1	(318)	(30)	(960,0)
Non-interest income	1 + 2	2 404	3 230	(25,6)
Operating expenses		(2 309)	(2 429)	4,9
Other		(1 450)	(66)	>(999,9)
<b>Operating profit before income tax</b>		<b>369</b>	<b>3 132</b>	<b>(88,2)</b>
Taxation expense		(41)	(856)	95,2
<b>Profit for the year</b>		<b>328</b>	<b>2 276</b>	<b>(85,6)</b>
<b>Profit attributable to:</b>				
Ordinary equity holders of the Group		288	2 276	(87,3)
Minority interest – ordinary shares		40	—	100,0
		328	2 276	(85,6)
<b>Headline earnings</b>		<b>1 272</b>	<b>2 276</b>	<b>(44,1)</b>
<b>Statement of financial position</b>				
Loans and advances to customers		55 768	73 898	(24,5)
Total assets		363 046	445 742	(18,6)
Deposits due to customers		112 763	153 702	(26,6)
Total liabilities		360 258	441 416	(18,4)
<b>Notes</b>				
<b>1. Revenue contribution<sup>1</sup></b>				
Investment banking		1 794	1 912	(6,2)
Markets		3 264	3 204	1,9
Private Equity and Infrastructure Investments		(1 191)	356	(434,6)
Single Stock Futures and Other		(2)	(126)	98,4
Total Absa Capital revenue		3 865	5 346	(27,7)
Private Banking and Investment Management		263	281	(6,4)
		4 128	5 627	(26,6)
<b>2. Gains and losses from banking and trading activities</b>				
Net gains on investments		(619)	868	(171,3)
Financial instruments designated at fair value through profit or loss		(621)	868	(171,5)
Debt instruments		(31)	65	(147,7)
Equity instruments		(590)	803	(173,5)
Available-for-sale unwind from reserve		2	—	100,0
Net trading result		2 340	2 066	13,3
Net trading income excluding impact of hedge accounting		2 349	2 078	13,0
Ineffective portion of fair value hedges		(10)	1	>(999,9)
Ineffective portion of cash flow hedges		1	(13)	107,7
Other		(166)	(82)	(102,4)
		1 555	2 852	(45,5)

## Note

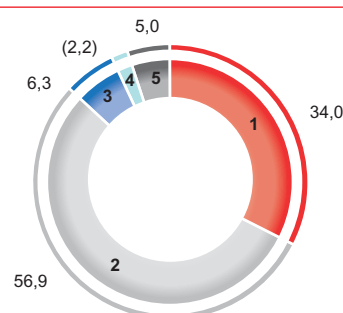
<sup>1</sup> Net revenue includes net interest income and non-interest income, after deducting impairment losses on loans and advances.

## Revenue contribution (%)

2009



2008



1. Investment banking   2. Markets   3. Private Equity and Infrastructure Investments   4. Single Stock Futures and Other  
5. Private Banking and Investment Management

# Bancassurance operations

As at 31 December

	Note	2009 Rm	2008 <sup>1</sup> Rm	Change %
<b>Statement of financial position</b>				
<b>Assets</b>				
Cash balances and money market assets		5 975	7 752	(22,9)
Insurance operations	1	5 241	5 544	(5,5)
Other subsidiaries		734	2 208	(66,8)
Other assets <sup>2</sup>		24 437	13 114	86,3
Financial assets backing investment and insurance liabilities		12 970	11 332	14,5
Investments		12 016	10 306	16,6
Insurance operations		11 899	10 288	15,7
Other subsidiaries		117	18	550,0
Other assets backing shareholder investments and policyholder liabilities				
Insurance operations	1	954	1 026	(7,0)
Property and equipment		48	71	(32,4)
<b>Total assets</b>		<b>43 430</b>	<b>32 269</b>	<b>34,6</b>
<b>Liabilities</b>				
Liabilities under investment contracts		12 446	10 377	19,9
Policyholder liabilities under insurance contracts <sup>3</sup>		2 898	2 871	0,9
Other liabilities <sup>2</sup>		24 627	15 521	58,7
Deferred tax liabilities		31	61	(49,2)
<b>Total liabilities</b>		<b>40 002</b>	<b>28 830</b>	<b>38,8</b>
<b>Total equity</b>		<b>3 428</b>	<b>3 439</b>	<b>(0,3)</b>
<b>Total equity and liabilities</b>		<b>43 430</b>	<b>32 269</b>	<b>34,6</b>

## Notes

<sup>1</sup>Absa Manx Insurance Company Limited was moved from Bancassurance to Corporate centre during the year under review. Comparatives have been restated accordingly.

<sup>2</sup>Other assets and liabilities include settlement account balances in Stockbrokers (Proprietary) Limited.

<sup>3</sup>In managing the policyholder liability, certain assets have been allocated specifically for the purpose of backing this liability. The above disclosure reflects this split of assets between policyholders and shareholders.

# Bancassurance operations

As at 31 December

## Notes

### 1. Financial assets backing investment and insurance liabilities

	2009					Total Rm
	Listed equity Rm	Unlisted equity Rm	Capital market assets Rm	Other Rm	Cash balances and loans and advances to banks Rm	
<b>Shareholder investments</b>	898	364	870	6	517	2 655
Life	789	6	240	6	161	1 202
Non-Life	109	358	630	—	356	1 453
<b>Policyholder investments</b>	7 623	1 607	537	948	4 724	15 439
Investment contracts <sup>1</sup>	7 623	739	4	511	3 582	12 459
Insurance contracts <sup>1</sup>	—	868	533	437	1 142	2 980
<b>Total</b>	<b>8 521</b>	<b>1 971</b>	<b>1 407</b>	<b>954</b>	<b>5 241</b>	<b>18 094</b>
	2008					Total Rm
	Listed equity Rm	Unlisted equity Rm	Capital market assets Rm	Other Rm	Cash balances and loans and advances to banks Rm	
<b>Shareholder investments</b>	832	179	1 322	98	454	2 885
Life	472	77	246	40	126	961
Non-Life	360	102	1 076	58	328	1 924
<b>Policyholder investments</b>	6 032	1 176	747	928	5 090	13 973
Investment contracts <sup>1</sup>	6 032	478	6	481	3 450	10 447
Insurance contracts <sup>1</sup>	—	698	741	447	1 640	3 526
<b>Total</b>	<b>6 864</b>	<b>1 355</b>	<b>2 069</b>	<b>1 026</b>	<b>5 544</b>	<b>16 858</b>
	2009	2008	Change %			
<b>2. Financial performance</b>						
Assets under management (Rbn)	254	212	19,8			
Return on average equity (%)	37,9	42,4				
Solvency margin (%)	55,5	79,6				

## Note

<sup>1</sup>Includes R725 million (Dec 2008: R607 million) in unlisted insurance contracts representing Absa Life Limited's investment in the Absa General Fund. This fund is consolidated as an investment contract at an Absa Group level and disclosed as such in the consolidated financial statements.

# Bancassurance operations

Year ended 31 December

Note	Life			Insurance			Investments			Other			Total bancassurance		
	2009 Rm	2008 Rm	Change %	2009 Rm	2008 Rm	Change %	2009 Rm	2008 Rm	Change %	2009 Rm	2008 <sup>1</sup> Rm	Change %	2009 Rm	2008 <sup>1</sup> Rm	Change %
<b>Statement of comprehensive income</b>															
Net earned premium	1 291	1 155	11,8	2 554	2 318	10,2	—	—	—	—	—	—	3 845	3 473	10,7
Net insurance claims	(430)	(390)	(10,3)	(1 787)	(1 531)	(16,7)	—	—	—	—	10	(100,0)	(2 217)	(1 911)	(16,0)
Investment income	1														
– policyholder investment contracts	537	653	(17,8)	—	—	—	—	—	—	131	(161)	181,4	668	492	35,8
– policyholder insurance contracts	184	(14)	>999,9	102	127	(19,7)	—	—	—	—	—	—	286	113	153,1
Changes in investment and insurance liabilities															
– policyholder investment contracts	(508)	(620)	18,1	—	—	—	—	—	—	(112)	182	(161,5)	(620)	(438)	(41,6)
– policyholder insurance contracts	60	368	(83,7)	—	—	—	—	—	—	—	—	—	60	368	(83,7)
Other income	(27)	(7)	(285,7)	27	4	575,0	725	680	6,6	933	827	12,8	1 658	1 504	10,2
<b>Gross operating income</b>	<b>1 107</b>	<b>1 145</b>	<b>(3,3)</b>	<b>896</b>	<b>918</b>	<b>(2,4)</b>	<b>725</b>	<b>680</b>	<b>6,6</b>	<b>952</b>	<b>858</b>	<b>11,0</b>	<b>3 680</b>	<b>3 601</b>	<b>2,2</b>
Net commission paid by insurance companies <sup>2</sup>	(207)	(186)	(11,3)	(400)	(342)	17,0	—	—	—	—	—	—	(607)	(528)	(15,0)
Operating expenses	(175)	(171)	(2,3)	(269)	(210)	28,1	(311)	(355)	(12,4)	(794)	(641)	(23,9)	(1 549)	(1 377)	(12,5)
Other impairments and indirect taxation	(81)	(42)	(92,9)	(2)	(1)	(100,0)	(6)	(35)	82,9	(9)	(8)	(12,5)	(98)	(86)	(14,0)
<b>Net operating income</b>	<b>644</b>	<b>746</b>	<b>(13,7)</b>	<b>225</b>	<b>365</b>	<b>(38,4)</b>	<b>408</b>	<b>290</b>	<b>40,7</b>	<b>149</b>	<b>209</b>	<b>(28,7)</b>	<b>1 426</b>	<b>1 610</b>	<b>(11,4)</b>
Investment income on shareholder funds	1														
Net profit on disposal of subsidiary <sup>3</sup>	149	102	46,1	127	211	(39,8)	16	14	14,3	25	31	(19,4)	317	358	(11,5)
Taxation expense	—	—	—	—	—	—	—	—	—	—	32	(100,0)	—	32	(100,0)
	(206)	(217)	5,1	(87)	(78)	(11,5)	(121)	(99)	(22,2)	(45)	(91)	(50,5)	(459)	(485)	5,4
<b>Profit attributable to ordinary equity holders</b>	<b>587</b>	<b>631</b>	<b>(7,0)</b>	<b>265</b>	<b>498</b>	<b>(46,8)</b>	<b>303</b>	<b>205</b>	<b>47,8</b>	<b>129</b>	<b>181</b>	<b>(28,7)</b>	<b>1 284</b>	<b>1 515</b>	<b>(15,2)</b>
<b>Notes</b>															
<b>1. Investment income</b>															
<b>Policyholder – investment contracts</b>	<b>537</b>	<b>653</b>	<b>(17,8)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>131</b>	<b>(161)</b>	<b>181,4</b>	<b>668</b>	<b>492</b>	<b>35,8</b>
Net interest income	228	257	(11,3)	—	—	—	—	—	—	1	4	(75,0)	229	261	(12,3)
Dividend income	42	20	110,0	—	—	—	—	—	—	13	78	(83,3)	55	98	(43,9)
Fair value gains	267	376	(29,0)	—	—	—	—	—	—	117	(243)	148,1	384	133	188,7
<b>Policyholder – insurance contracts</b>	<b>184</b>	<b>(14)</b>	<b>&gt;999,9</b>	<b>102</b>	<b>127</b>	<b>(19,7)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>286</b>	<b>113</b>	<b>153,1</b>
Net interest income	70	105	(33,3)	102	127	(19,7)	—	—	—	—	—	—	172	232	(25,9)
Dividend income	44	15	193,3	—	—	—	—	—	—	—	—	—	44	15	193,3
Fair value gains	70	(134)	152,2	—	—	—	—	—	—	—	—	—	70	(134)	152,2
<b>Shareholder funds</b>	<b>149</b>	<b>102</b>	<b>46,1</b>	<b>127</b>	<b>211</b>	<b>(39,8)</b>	<b>16</b>	<b>14</b>	<b>14,3</b>	<b>25</b>	<b>31</b>	<b>(19,4)</b>	<b>317</b>	<b>358</b>	<b>(11,5)</b>
Net interest income	26	12	116,7	124	61	103,3	16	14	14,3	1	34	(97,1)	167	121	38,0
Dividend income	17	27	(37,0)	58	83	(30,1)	—	—	—	1	2	(50,0)	76	112	(32,1)
Fair value gains	106	63	68,3	(55)	67	(182,1)	—	—	—	23	(5)	560,0	74	125	(40,8)
<b>Total</b>	<b>870</b>	<b>741</b>	<b>17,4</b>	<b>229</b>	<b>338</b>	<b>(32,2)</b>	<b>16</b>	<b>14</b>	<b>14,3</b>	<b>156</b>	<b>(130)</b>	<b>220,0</b>	<b>1 271</b>	<b>963</b>	<b>32,0</b>
Net interest income	324	375	(13,6)	226	188	20,2	16	14	14,3	2	38	(94,7)	568	615	(7,6)
Dividend income	103	61	68,9	58	83	(30,1)	—	—	—	14	80	(82,5)	175	224	(21,9)
Fair value gains	443	305	45,2	(55)	67	(182,1)	—	—	—	140	(248)	156,5	528	124	325,8
<b>2. Operating performance</b>															
Underwriting surplus (Rm)	n/a	n/a		130	258		n/a	n/a		n/a	n/a		n/a	n/a	
Underwriting margin (%)	n/a	n/a		3,8	10,2		n/a	n/a		n/a	n/a		n/a	n/a	
Loss ratio (%)	n/a	n/a		69,9	66,0		n/a	n/a		n/a	n/a		n/a	n/a	
Total net inflows (Rbn)	n/a	n/a		n/a	n/a		25	6		6	5		n/a	n/a	

## Notes

<sup>1</sup>Absa Manx Insurance Company Limited was moved from Bancassurance to Corporate centre during the year under review. Comparatives have been restated accordingly.

<sup>2</sup>Net commission paid includes internal commission, eliminated on consolidation of Absa Group's results.

<sup>3</sup>R37 million was accounted for as "Exchange differences" in "Other operating income" and R5 million loss was accounted for as part of "Investment income on shareholder funds".

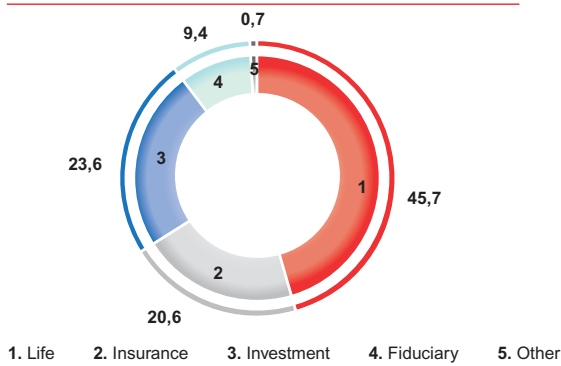
# Bancassurance operations

As at 31 December

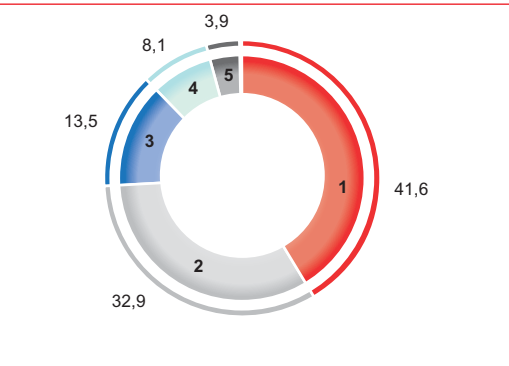
	2009	2008	Change %
<b>Embedded value and value of new business of Absa Life Limited (Rm)</b>			
Shareholders' net assets	1 321	1 006	31,3
Cost of solvency capital	(184)	(45)	(308,9)
Value of business in force	1 202	1 131	6,3
	2 339	2 092	11,8
Embedded value earnings (Rm)	543	747	(27,3)
Return on embedded value (%)	26,0	35,7	
Embedded value of new business (Rm)	294	331	(11,2)
Value of new business as a % of the present value of future premiums	6,8	7,4	
<b>Net asset value of short-term insurance companies (Rm)</b>			
	1 396	1 838	(24,0)
<b>Net fee and commission income</b>			
Employee benefit related fees	281	207	35,7
Investment management and related fees	617	560	10,2
Net commission from advisor business	372	291	27,8
Net fee and commission paid by insurance companies	(608)	(518)	(17,4)
Trust and estate income	251	252	(0,4)
	913	792	15,3

Attributable earnings (%)

2009



2008





# Restatement of prior **year figures**

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## Restatement of prior year figures

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# Group statement of financial position

As at 31 December 2008

		(Audited) As previously reported Rm	Reclassi- fications and restatements Rm	(Audited) Reclassified and restated Rm
	Note			
<b>Assets</b>				
Cash, cash balances and balances with central banks	1	24 847	(19)	24 828
Statutory liquid asset portfolio		33 043	—	33 043
Loans and advances to banks		44 662	—	44 662
Trading portfolio assets		78 879	—	78 879
Hedging portfolio assets		3 139	—	3 139
Other assets	1 + 2	16 397	528	16 925
Current tax assets		23	—	23
Non-current assets held-for-sale		2 495	—	2 495
Loans and advances to customers	1	532 171	(27)	532 144
Reinsurance assets		903	—	903
Investments		26 980	—	26 980
Investments in associates and joint ventures		2 144	—	2 144
Goodwill and intangible assets	1	957	6	963
Investment property	1	667	(6)	661
Property and equipment	1	6 208	(81)	6 127
Deferred tax assets	1	243	(2)	241
<b>Total assets</b>		<b>773 758</b>	<b>399</b>	<b>774 157</b>
<b>Liabilities</b>				
Deposits from banks		54 633	—	54 633
Trading portfolio liabilities		72 737	—	72 737
Hedging portfolio liabilities		1 080	—	1 080
Other liabilities and sundry provisions	4	14 785	(14 785)	—
Other liabilities	1 + 2 + 4	—	12 618	12 618
Provisions	4	—	2 113	2 113
Current tax liabilities		385	—	385
Non-current liabilities held-for-sale		408	—	408
Deposits due to customers		382 281	—	382 281
Debt securities in issue		165 900	—	165 900
Liabilities under investment contracts		10 377	—	10 377
Policyholder liabilities under insurance contracts		3 076	—	3 076
Borrowed funds		12 296	—	12 296
Deferred tax liabilities	1 + 2	2 834	126	2 960
<b>Total liabilities</b>		<b>720 792</b>	<b>72</b>	<b>720 864</b>
<b>Equity</b>				
<b>Capital and reserves</b>				
Attributable to ordinary equity holders of the Group:				
Share capital		1 354	—	1 354
Share premium		2 251	—	2 251
Other reserves		3 010	—	3 010
Retained earnings	1 + 2	40 665	327	40 992
		47 280	327	47 607
Minority interest – ordinary shares		1 042	—	1 042
Minority interest – preference shares		4 644	—	4 644
<b>Total equity</b>		<b>52 966</b>	<b>327</b>	<b>53 293</b>
<b>Total equity and liabilities</b>		<b>773 758</b>	<b>399</b>	<b>774 157</b>

# Group statement of comprehensive income

Year ended 31 December 2008

		(Audited) As previously reported Rm	Reclassi- fications and restatements Rm	(Audited) Reclassified and restated Rm
	Note			
Net interest income		21 795	311	22 106
Interest and similar income	3	75 949	311	76 260
Interest expense and similar charges		(54 154)	—	(54 154)
Impairment losses on loans and advances		(5 839)	—	(5 839)
<b>Net interest income after impairment losses on loans and advances</b>		15 956	311	16 267
Net fee and commission income		13 343	—	13 343
Fee and commission income	5	14 804	260	15 064
Fee and commission expense	5	(1 461)	(260)	(1 721)
Net insurance premium income		3 511	—	3 511
Net insurance claims and benefits paid		(1 890)	—	(1 890)
Changes in investment and insurance liabilities		(70)	—	(70)
Gains and losses from banking and trading activities	3	3 642	(311)	3 331
Gains and losses from investment activities		1 064	—	1 064
Other operating income	1	1 515	17	1 532
<b>Operating income before operating expenditure</b>		37 071	17	37 088
Operating expenditure		(21 935)	79	(21 856)
Operating expenses	2	(21 193)	79	(21 114)
Other impairments		(18)	—	(18)
Indirect taxation		(724)	—	(724)
Share of retained earnings from associates and joint ventures		73	—	73
<b>Operating profit before income tax</b>		15 209	96	15 305
Taxation expense	2	(3 966)	(22)	(3 988)
<b>Profit for the year</b>		11 243	74	11 317
<b>Profit attributable to:</b>				
Ordinary equity holders of the Group		10 592	74	10 666
Minority interest – ordinary shares		194	—	194
Minority interest – preference shares		457	—	457
		11 243	74	11 317
<b>Headline earnings</b>		9 908	57	9 965

# Group statement of financial position

As at 31 December 2007

	Note	(Audited) As previously reported Rm	Restate- ments Rm	(Audited) Restated Rm
<b>Assets</b>				
Cash, cash balances and balances with central banks		20 629	—	20 629
Statutory liquid asset portfolio		22 957	—	22 957
Loans and advances to banks		54 025	—	54 025
Trading portfolio assets		25 824	—	25 824
Hedging portfolio assets		725	—	725
Other assets	2	24 303	105	24 408
Current tax assets		185	—	185
Non-current assets held-for-sale		—	—	—
Loans and advances to customers		455 958	—	455 958
Reinsurance assets		485	—	485
Investments		29 792	—	29 792
Investments in associates and joint ventures		1 004	—	1 004
Goodwill and intangible assets		301	—	301
Property and equipment		4 610	—	4 610
Deferred tax assets		111	—	111
<b>Total assets</b>		<b>640 909</b>	<b>105</b>	<b>641 014</b>
<b>Liabilities</b>				
Deposits from banks		58 033	—	58 033
Trading portfolio liabilities		34 919	—	34 919
Hedging portfolio liabilities		2 226	—	2 226
Other liabilities and sundry provisions	4	12 301	(12 301)	—
Other liabilities	2 + 4	—	9 953	9 953
Provisions	4	—	2 366	2 366
Current tax liabilities		183	—	183
Deposits due to customers		310 512	—	310 512
Debt securities in issue		156 424	—	156 424
Liabilities under investment contracts		7 908	—	7 908
Policyholder liabilities under insurance contracts		3 318	—	3 318
Borrowed funds		9 949	—	9 949
Deferred tax liabilities	2	2 576	24	2 600
<b>Total liabilities</b>		<b>598 349</b>	<b>42</b>	<b>598 391</b>
<b>Equity</b>				
<b>Capital and reserves</b>				
Attributable to ordinary equity holders of the Group:				
Share capital		1 350	—	1 350
Share premium		2 292	—	2 292
Other reserves		384	—	384
Retained earnings	2	33 549	63	33 612
		37 575	63	37 638
Minority interest – ordinary shares		341	—	341
Minority interest – preference shares		4 644	—	4 644
<b>Total equity</b>		<b>42 560</b>	<b>63</b>	<b>42 623</b>
<b>Total equity and liabilities</b>		<b>640 909</b>	<b>105</b>	<b>641 014</b>

### 1. IFRS 3 – Business Combinations fair value adjustments

The acquisition of the majority interest in Balito Junction Development (Proprietary) Limited and Ngwenya River Estate (Proprietary) Limited was accounted for provisionally in the 2008 financial year in accordance with *IFRS 3 – Business Combinations*.

The Group finalised the fair values of the assets and liabilities on acquisition within the 12 month window period as allowed by IFRS3. This resulted in a decrease in total assets of R36 million which includes additional goodwill of R6 million being recognised, a decrease in total liabilities of R53 million as well as R17 million negative goodwill recognised in the statement of comprehensive income.

### 2. Retirement benefit fund

The Group early adopted AC 504 *The Limit On A Defined Benefit Asset, Minimum Funding Requirements and their interaction in the South African Pension Fund Environment*. This early adoption resulted in the Group recognising its defined benefit surplus as an asset, retrospectively. AC504 required the Group to assess whether it had an unconditional right to the surplus. This right specifically relates to the surplus once the scheme has run off in the normal course of business. The effective date for AC504 is financial periods starting on or after 1 April 2009, however the Group elected the early adoption as this guidance was published before the Group's year-end and seeks to clarify an existing accounting pronouncement.

In addition the Group changed its accounting policy in accordance with the allowed alternative in *IAS 19 Employee Benefits* to

recognise actuarial gains and losses on the Group's defined benefit pension plan. As a result of this change in accounting policy, any adjustments to the surplus or deficit by applying the limit to the asset in accordance with *IAS 19 Employee Benefits* will also be recognised in other comprehensive income. This new policy results in more relevant information on the Group's performance by removing the volatility from changes in actuarial assumptions and reserves.

### 3. Profits and losses from derivatives

Gains and losses from financial instruments, used as part of the Group's interest rate management, have been reclassified to net interest income from gains and losses from banking and trading activities, in line with the Group's accounting policy. This reclassification eliminates mismatches previously experienced between these two statements of comprehensive income lines.

### 4. Provisions

Provisions were previously disclosed as part of other liabilities and sundry provisions and are now disclosed separately on the statement of financial position.

### 5. Net fee and commission income

The disclosure of net fee and commission income changed from nature to function during 2009, and certain fees and commissions received, previously disclosed net of fees and commissions paid, have been restated to indicate the gross amounts received and paid. Comparatives have been restated.

Segmental reporting per market segment

As at 31 December 2008

	Retail banking			Absa Corporate and Business Bank			Absa Capital			Bancassurance			Other			Head office and intersegment eliminations			Absa Group		
	As previously reported	Reclassi- fications	Restated	As previously reported	Reclassi- fications and restatements	Restated	As previously reported	Reclassi- fications	Restated	As previously reported	Reclassi- fications	Restated	As previously reported	Reclassi- fications	Restated	As previously reported	Reclassi- fications and restatements	Restated	As previously reported	Reclassi- fications and restatements	Restated
Statement of comprehensive income (Rm)																					
Net interest income	14 647	(240)	14 407	5 937	(118)	5 819	2 098	329	2 427	10	—	10	(918)	340	(578)	21	—	21	21 795	311	22 106
Net interest income – external	39 652	(508)	39 144	7 210	—	7 210	(24 835)	509	(24 326)	8	—	8	(158)	310	152	(82)	—	(82)	21 795	311	22 106
Net interest income – internal	(25 005)	268	(24 737)	(1 273)	(118)	(1 391)	26 933	(180)	26 753	2	—	2	(760)	30	(730)	103	—	103	—	—	—
Impairment losses on loans and advances	(5 551)	28	(5 523)	(287)	—	(287)	(2)	(28)	(30)	1	—	1	—	—	—	—	—	—	(5 839)	—	(5 839)
Non-interest income	10 262	(98)	10 164	2 763	135	2 898	3 250	(20)	3 230	3 566	(114)	3 452	631	(197)	434	643	—	643	21 115	(294)	20 821
Non-interest income – external	9 851	(84)	9 767	2 464	17	2 481	3 657	84	3 741	3 860	(114)	3 746	533	(197)	336	750	—	750	21 115	(294)	20 821
Non-interest income – internal	411	(14)	397	299	118	417	(407)	(104)	(511)	(294)	—	(294)	98	—	98	(107)	—	(107)	—	—	—
Depreciation and amortisation	(356)	8	(348)	(30)	—	(30)	(24)	(8)	(32)	(24)	—	(24)	(88)	—	(88)	(484)	—	(484)	(1 006)	—	(1 006)
Operating expenses	(13 182)	174	(13 008)	(4 306)	—	(4 306)	(2 169)	(228)	(2 397)	(1 354)	1	(1 353)	73	53	126	751	79	830	(20 187)	79	(20 108)
Other impairments	—	13	13	—	—	—	(1)	—	(1)	(29)	—	(29)	25	(13)	12	(13)	—	(13)	(18)	—	(18)
Indirect taxation	(362)	4	(358)	(107)	—	(107)	(60)	(5)	(65)	(57)	—	(57)	(62)	1	(61)	(76)	—	(76)	(724)	—	(724)
Share of retained earnings from associates and joint ventures	18	—	18	41	—	41	—	—	—	—	—	—	—	—	—	14	—	14	73	—	73
Operating profit before income tax	5 476	(111)	5 365	4 011	17	4 028	3 092	40	3 132	2 113	(113)	2 000	(339)	184	(155)	856	79	935	15 209	96	15 305
Taxation expense	(1 652)	33	(1 619)	(1 168)	—	(1 168)	(843)	(13)	(856)	(516)	31	(485)	198	(51)	147	15	(22)	(7)	(3 966)	(22)	(3 988)
Profit for the year	3 824	(78)	3 746	2 843	17	2 860	2 249	27	2 276	1 597	(82)	1 515	(141)	133	(8)	871	57	928	11 243	74	11 317
Profit attributable to:																					
Ordinary equity holders of the Group	3 706	(78)	3 628	2 806	17	2 823	2 249	27	2 276	1 597	(82)	1 515	(599)	133	(466)	833	57	890	10 592	74	10 666
Minority interest – ordinary shares	118	—	118	36	—	36	—	—	—	—	—	—	1	—	1	39	—	39	194	—	194
Minority interest – preference shares	—	—	—	1	—	1	—	—	—	—	—	—	457	—	457	(1)	—	(1)	457	—	457
	3 824	(78)	3 746	2 843	17	2 860	2 249	27	2 276	1 597	(82)	1 515	(141)	133	(8)	871	57	928	11 243	74	11 317
Headline earnings	3 678	(78)	3 600	2 749	—	2 749				1 556	(82)	1 474	(510)	133	(377)	186	57	243	9 908	57	9 965
Operating performance (%)																					
Net interest margin on average assets	3,33	0,01	3,34	4,42	(0,09)	4,33	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	3,02	(0,04)	3,06
Net interest margin on average interest-bearing assets	n/a	n/a	4,38	n/a	n/a	5,49	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	3,81
Impairment losses on loans and advances as % of average loans and advances to customers	1,68	0,04	1,72	0,28	0,00	0,28	0,00	0,04	0,04	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	1,19	0,0	1,19
Non-interest income as % of total operating income	41,2	0,2	41,4	31,8	1,4	33,2	60,8	(3,7)	57,1	99,7	(0,0)	99,7	n/a	n/a	n/a	n/a	n/a	n/a	49,2	(0,7)	48,5
Top-line growth	15,5	(0,3)	15,2	20,4	0,3	20,7	38,2	(0,7)	37,5	11,7	(0,9)	10,8	n/a	n/a	n/a	n/a	n/a	n/a	20,4	0,0	20,4
Cost growth	14,7	(0,6)	14,1	15,8	—	15,8	60,4	(0,6)	59,8	19,8	0,1	19,9	n/a	n/a	n/a	n/a	n/a	n/a	14,9	(0,4)	14,5
Cost-to-income ratio	54,3	0,1	54,4	49,8	(0,1)	49,7	41,0	1,9	42,9	38,5	1,3	39,8	n/a	n/a	n/a	n/a	n/a	n/a	49,4	(0,2)	49,2
Cost-to-assets ratio	3,1	(0,0)	3,1	3,2	0,0	3,2	0,5	0,1	0,6	4,0	0,1	4,1	n/a	n/a	n/a	n/a	n/a	n/a	3,0	(0,1)	2,9

Notes

<sup>1</sup>Structure changes: Absa Wealth, Repossessed Properties and Absa Manx Insurance Company.  
<sup>2</sup>Reclassifications: Profits and losses from financial instruments to interest and similar income.  
<sup>3</sup>Restatements: IFRS 3 fair value adjustments on acquisition of the minority share of two CPF subsidiaries in 2008 as well as the change in accounting policy relating to the retirement benefit assets and liabilities.

Segmental reporting per market segment

As at 31 December 2008

	Retail banking			Absa Corporate and Business Bank			Absa Capital			Bancassurance			Other			Head office and intersegment eliminations			Absa Group		
	As previously reported	Reclassi- fications	Restated	As previously reported	Reclassi- fications and restate- ments	Restated	As previously reported	Reclassi- fications	Restated	As previously reported	Reclassi- fications	Restated	As previously reported	Reclassi- fications	Restated	As previously reported	Reclassi- fications and restate- ments	Restated	As previously reported	Reclassi- fications and restate- ments	Restated
Statement of financial position (Rm)																					
Loans and advances to customers	347 084	(9 566)	337 518	120 280	(27)	120 253	64 332	9 566	73 898	—	—	—	428	—	428	47	—	47	532 171	(27)	532 144
Investments	—	920	920	—	2 479	2 479	—	13 104	13 104	—	10 306	10 306	—	27	27	—	144	144	—	26 980	26 980
Investments in associates and joint ventures	318	—	318	801	—	801	970	—	970	—	—	—	—	—	—	55	—	55	2 144	—	2 144
Other assets	128 984	(1 286)	127 698	18 169	(2 488)	15 681	370 083	(12 313)	357 770	33 015	(11 052)	21 963	21 906	46 430	68 336	(332 714)	(45 845)	(378 559)	239 443	(26 554)	212 889
Other assets – external	9 982	(649)	9 333	7 023	(2 488)	4 535	150 424	(13 030)	137 394	29 805	(10 536)	19 269	37 496	(142)	37 354	4 713	291	5 004	239 443	(26 554)	212 889
Other assets – internal	119 002	(637)	118 365	11 146	—	11 146	219 659	717	220 376	3 210	(516)	2 694	(15 590)	46 572	30 982	(337 427)	(46 136)	(383 563)	—	—	—
Total assets	476 386	(9 932)	466 454	139 250	(36)	139 214	435 385	10 357	445 742	33 015	(746)	32 269	22 334	46 457	68 791	(332 612)	(45 701)	(378 313)	773 758	399	774 157
Deposits due to customers	134 985	(7 032)	127 953	100 046	—	100 046	146 670	7 032	153 702	—	—	—	11	—	11	569	—	569	382 281	—	382 281
Other liabilities	337 410	(2 833)	334 577	36 731	(53)	36 678	284 405	3 309	287 714	29 106	(276)	28 830	(13 493)	45 936	32 443	(335 648)	(46 011)	(381 659)	338 511	72	338 583
Other liabilities – external	10 574	(83)	10 491	6 063	(53)	6 010	275 342	73	275 415	21 747	(273)	21 474	30 412	283	30 695	(5 627)	125	(5 502)	338 511	72	338 583
Other liabilities – internal	326 836	(2 750)	324 086	30 668	—	30 668	9 063	3 236	12 299	7 359	(3)	7 356	(43 905)	45 653	1 748	(330 021)	(46 136)	(376 157)	—	—	—
Total liabilities	472 395	(9 865)	462 530	136 777	(53)	136 724	431 075	10 341	441 416	29 106	(276)	28 830	(13 482)	45 936	32 454	(335 079)	(46 011)	(381 090)	720 792	72	720 864
Financial performance (%)																					
Return on average economic capital <sup>4</sup> + <sup>5</sup>	19,5	0,3	19,8	24,8	—	24,8	21,3	(1,2)	20,1	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	23,9	0,1	24,0
Return on average assets	0,84	(0,01)	0,83	2,04	0,00	2,04	0,52	(0,00)	0,52	4,57	0,31	4,88	n/a	n/a	n/a	n/a	n/a	n/a	1,37	0,1	1,38

Notes

<sup>1</sup>Structure changes: Absa Wealth, Repossessed Properties and Absa Manx Insurance Company.  
<sup>2</sup>Reclassifications: Profits and losses from financial instruments to interest and similar income.  
<sup>3</sup>Restatements: IFRS 3 fair value adjustments on acquisition of the minority share of two CPF subsidiaries in 2008 as well as the change in accounting policy relating to the retirement benefit assets and liabilities.  
<sup>4</sup>Bancassurance return on average equity is 42,4% and Absa Group's return on average equity is 23,4%.  
<sup>5</sup>Unaudited.



# Presentation

to the IAS

## Presentation to the IAS

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## The year under review

### Strong underlying growth

- Improved **quality** of the **advances** book
- **Growing customer numbers** and primary banking relationships
- Growth of **assets under management**
- **Costs** well **controlled**

### Improved risk management

- Dealt with **specific** risk **events**
- Continue to **improve control** environment
- Ensure **focus** on **core** businesses

### Positioned for future growth

- **Capital position** further improved
- Improved **liquidity**
- Continued **investment** in **talent**

## Performance highlights

Headline earnings of R 7,6 bn (↓24%)

Attributable earnings of R 6,8 bn (↓36%)

Headline earnings per share of 1 099 cents (↓26%)

Dividends per share of 445 cents

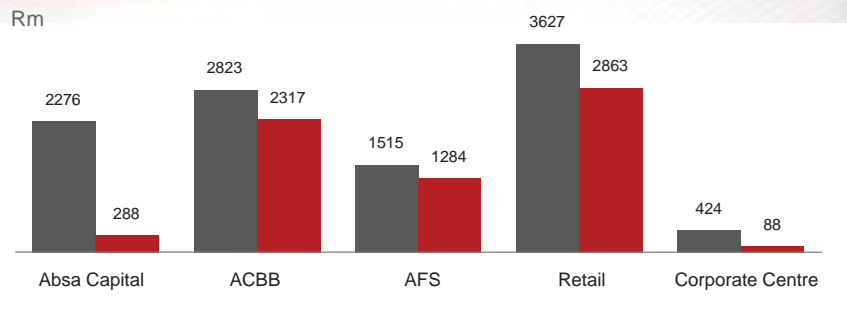
Net asset value per share of 7 038 cents (↑1%)

Return on equity of 16%

Tier 1 capital ratio of 12,7%

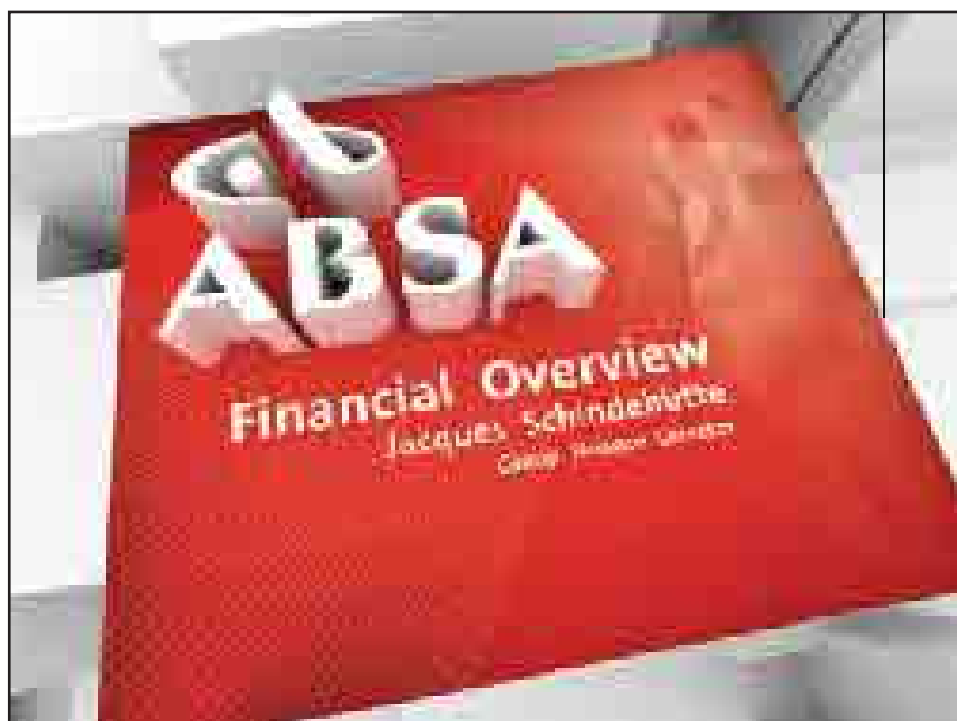
## Business Performance

Rm

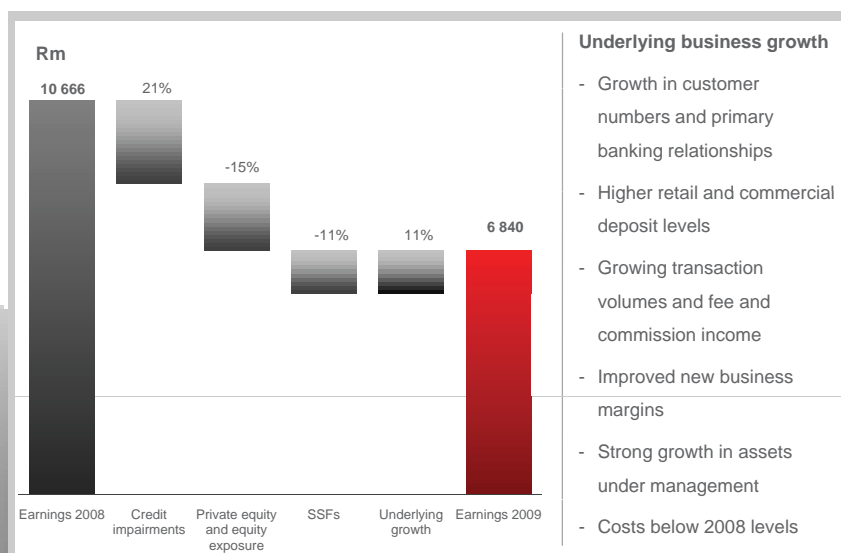


Composition				
4%	34%	19%	42%	1%
RoE				
15%	18%	38%	14%	n/a

Attributable earnings ■ 2008 ■ 2009



## Earnings drivers



## Headline earnings overview

	2009 Rm	2008 Rm	Change %
Operational revenue	38 097	37 302	2
Investment revenue	383	1 840	(79)
Trading revenue	3 264	3 204	2
Top line income	41 744	42 346	(1)
Operating expenditure	(21 770)	(21 838)	-
Credit impairment charge	(8 967)	(5 839)	(54)
Taxation (on headline earnings)	(2 724)	(4 052)	33
Headline earnings	7 621	9 965	(24)
Non-headline earnings (after taxation)	(781)	701	-
Attributable earnings	6 840	10 666	(36)

## Margins held up

	Group (bps)
Advances	27
- Change in client rates	32
- Change in composition	14
- Interest suspended	(19)
Deposits	(42)
- Client pricing	(47)
- Change in composition	5
Wholesale funding	(15)
Capital	(18)
Interest rate management	41
Change in margin on interest-bearing assets	(7)

## Growing annuity income

	2009 Rm	Growth %	Composition %
Net fee and commission income	14 289	↑ 7	71
- Cheque accounts	3 231	↑ 7	16
- Credit card	1 860	↑ 15	9
- Electronic banking	3 501	↑ 16	17
- Savings accounts	2 301	↑ 9	12
- Insurance and other income	913	↑ 15	5
- Other fees and commissions paid	2 483	↓ 4	12
Other non-interest income	5 943	↓ 21	29
Total non-interest income	20 232	↓ 3	100

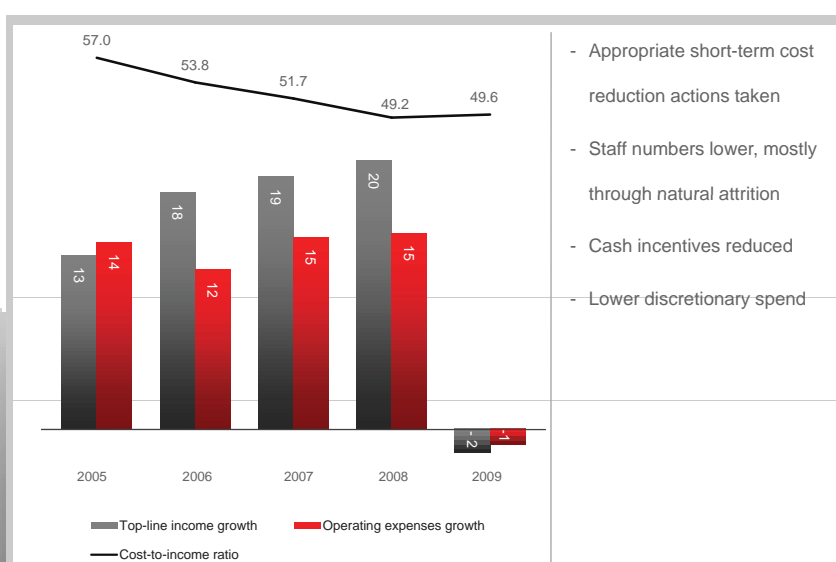
## Credit impairments **stabilising**

Impairment charge	Dec 2009 Rm	Change Dec 2008 %	Change Jun 2009 %
Retail banking	7 778	↑ 41	↓15
Commercial banking	872	↑ 204	↓34
Investment banking	318	↑ 960	↑65
Total	8 967	↑ 54	↓15

	NPL ratio		Loss ratio	
	2009 %	2008 %	2009 %	2008 %
Retail banking	9.2	6.0	2.34	1.72
Commercial banking	3.5	1.0	0.75	0.28
Investment banking	1.4	2.3	0.45	0.04
Total	7.0	4.1	1.74	1.19

## Flat cost growth



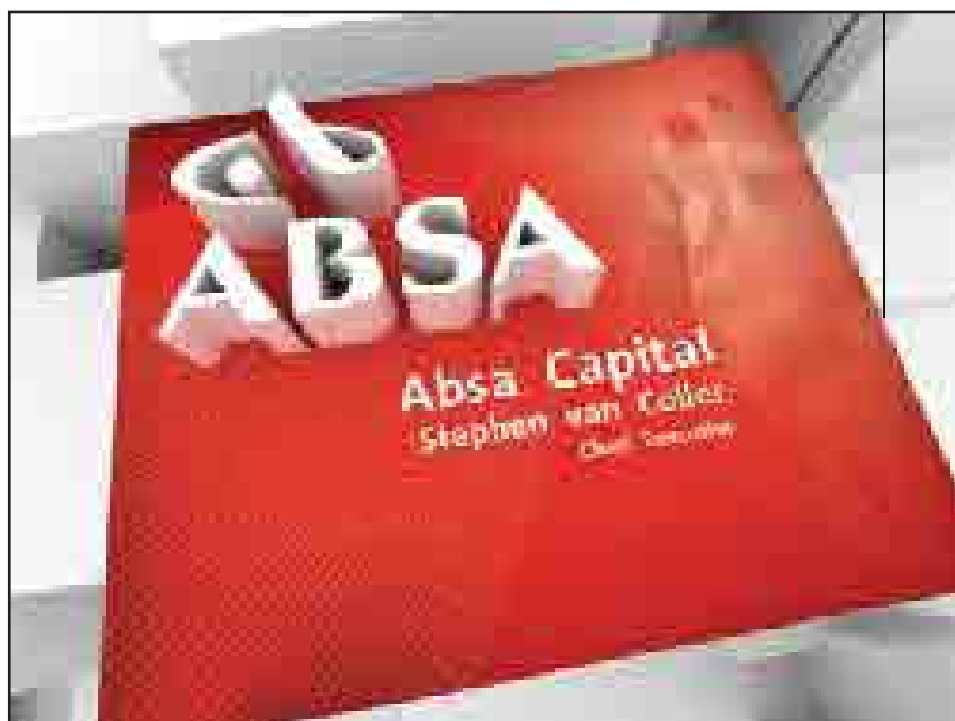


## Capital position as at **December 2009**

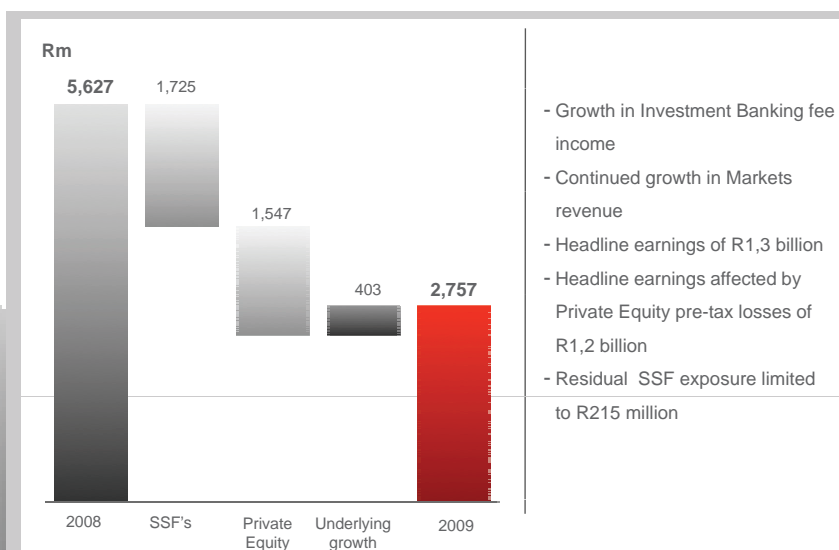
Capital demand	RWA Rbn	Economic capital Rbn	Capital adequacy	Bank %	Group %	Target %
Credit risk	276	31	Core Tier I	10.3	11.5	8.0
- Retail	129	18	Tier I	11.6	12.7	10.0
- ACBB	85	10	Tier II	3.1	2.9	-
- Absa Capital	62	3	Total	14.7	15.6	13.0
Operational risk	53	4				
Market risk	10	1				
Equity risk	29	5				
Insurance risk	-	1				
Other	18	-				
Total	386	42				

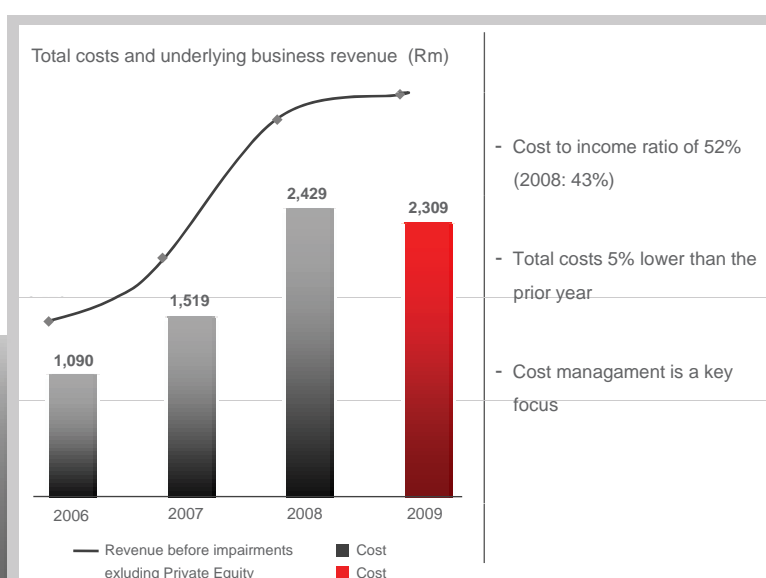
Deposit growth	2009 Rbn	Growth %
Retail	133	↑ 4
Commercial	105	↑ 5
Absa Capital	113	↓ 27
Total customer deposits	351	↓ 8



## Revenue after impairments



## Strong cost containment



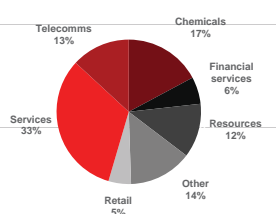
## Difficult conditions for Equity Investments

Revenue breakdown (Rm)

	2008	2009
Revaluations	715	(623)
Realisations, dividends, interest and other	223	39
Funding	(582)	(607)
Total revenue	356	(1,191)

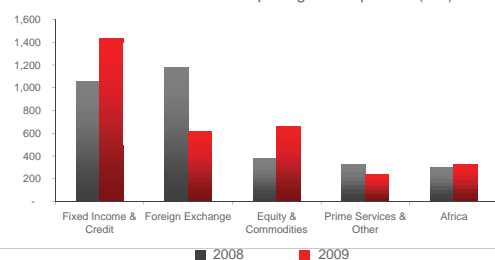
- Private Equity revenue loss of R1,2 billion
- Negative impact of the global recession
- Well diversified portfolio
- Total exposure of R6,7 billion

Portfolio exposure by industry (%)



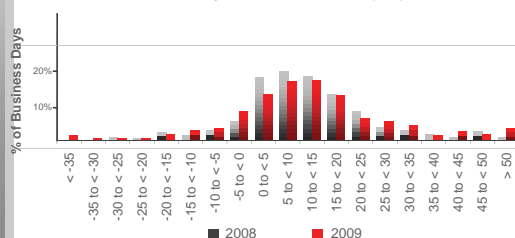
## Markets continued to grow revenue

Revenue distribution per significant product (Rm)

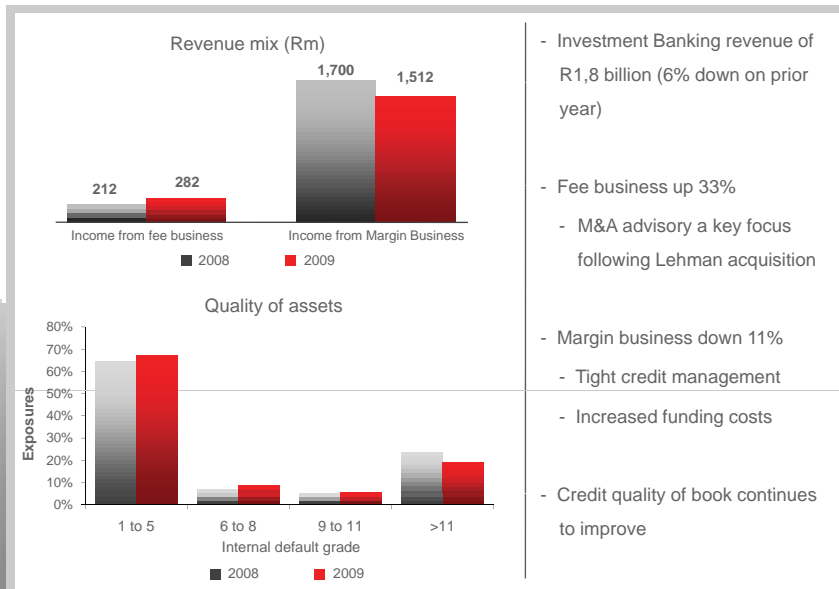


- Markets revenue of R3,3 billion (2% up on prior year)
- Good growth in client activity in Fixed Income & Credit and Equities & Commodities
- Drop in Foreign Exchange flows due to reduced client activity
- Daily revenue distribution continued to shift to the right

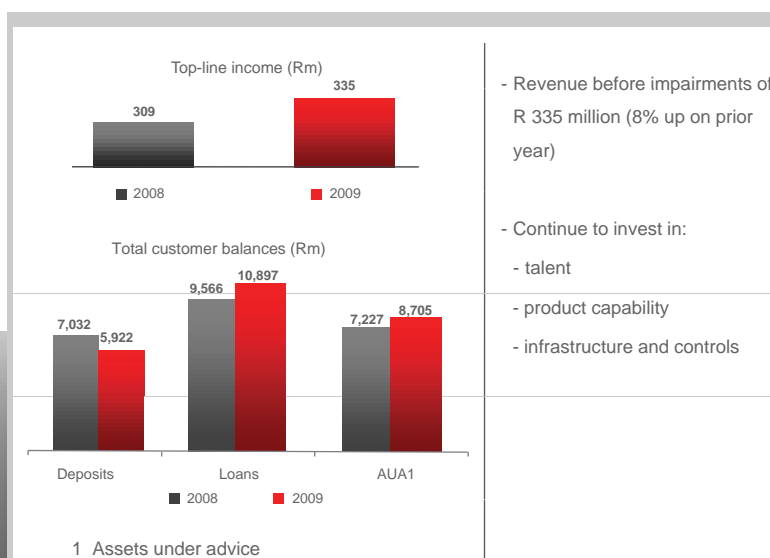
Daily revenue distribution (Rm)

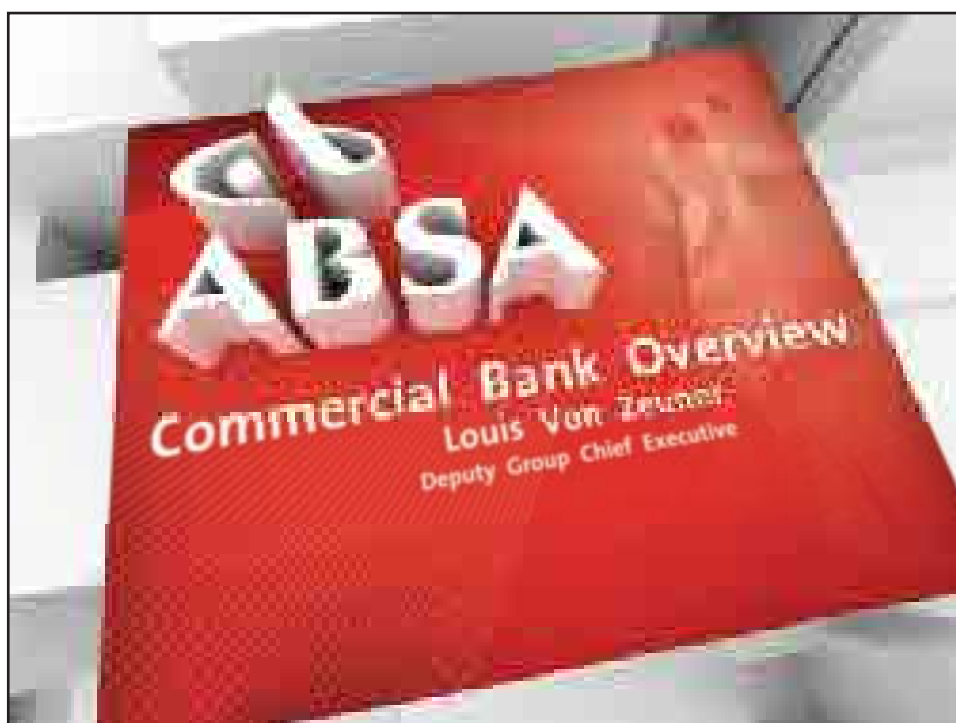


## Investment Banking fees delivered a **strong performance**

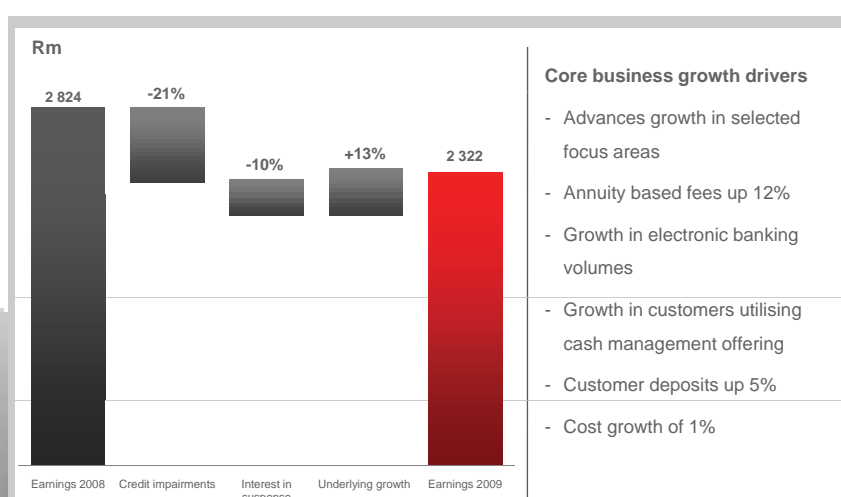


## Absa Wealth continuing to **grow**

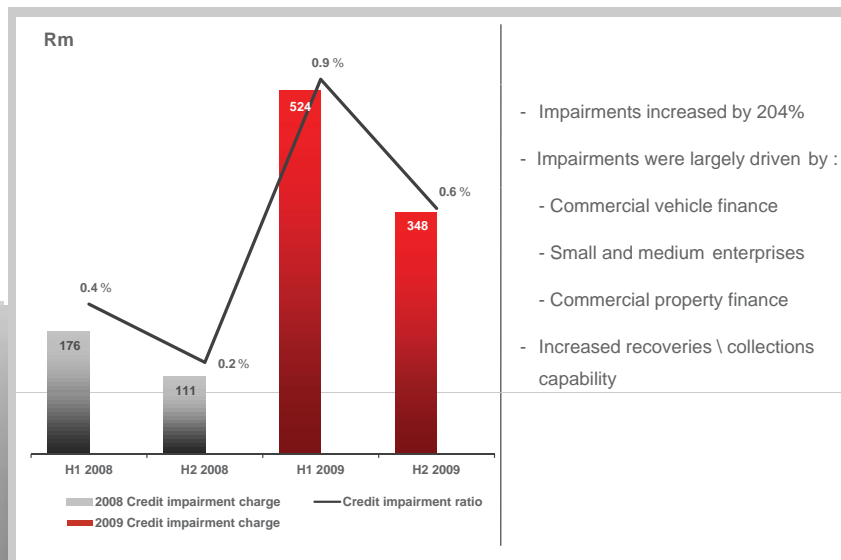




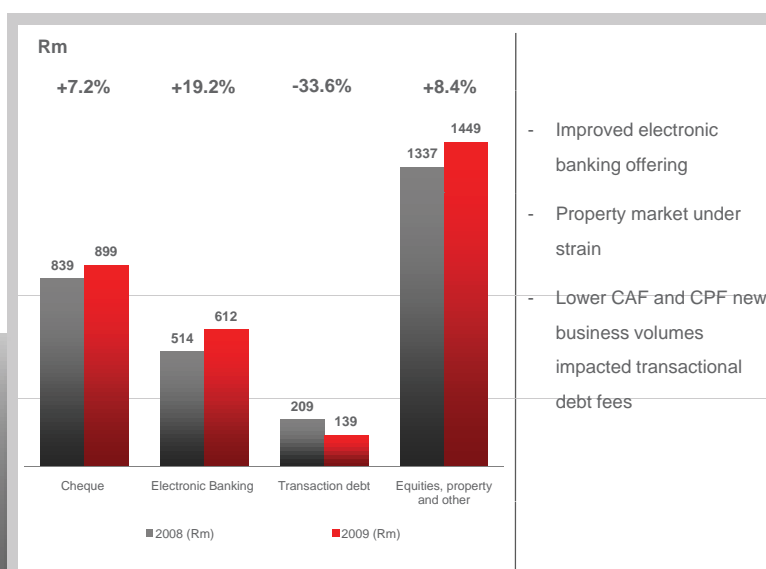
## Earnings drivers



## Impairment risk remains



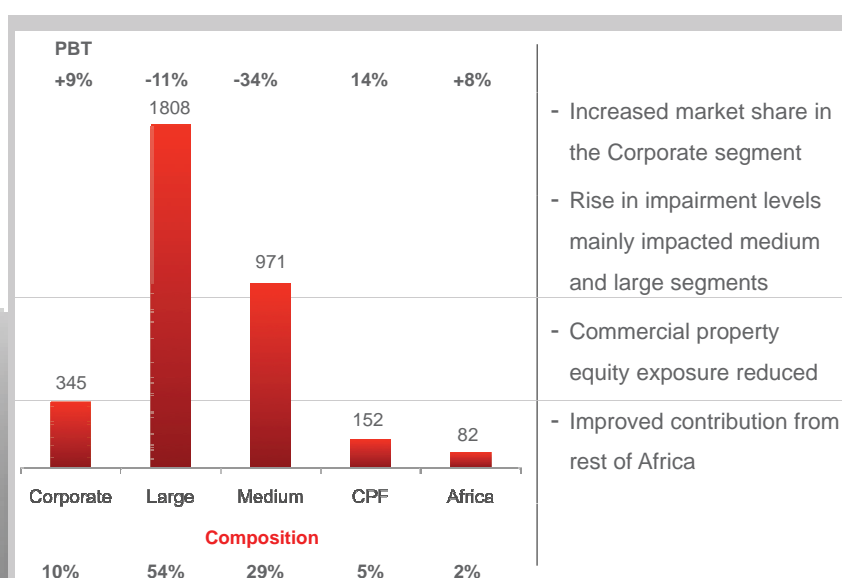
## Strong growth in annuity based fees

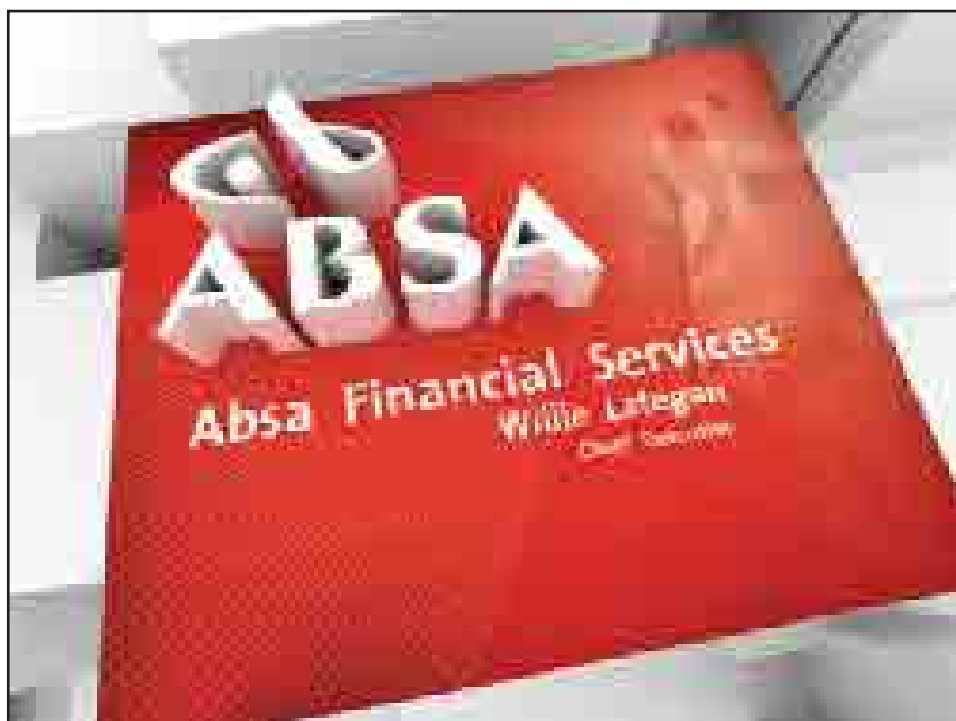


## Balance sheet growth in core focus areas

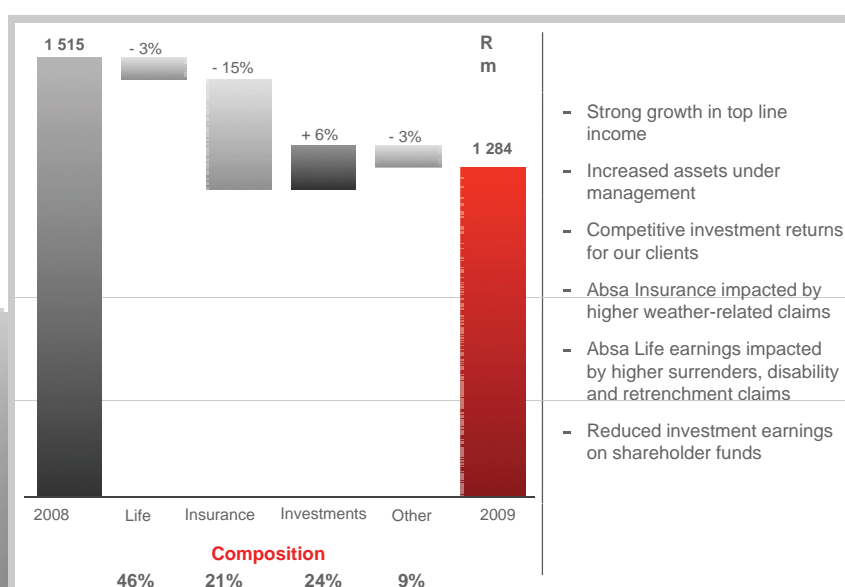
	2009 Rm	2008 Rm	Change %
Cheque accounts	22 953	20 748	↑11
Term loans and other	23 141	20 147	↑15
Installment finance	17 692	20 340	↓13
Mortgage loans	47 070	47 102	-
Other	11 710	13 837	↓15
Gross loans and advances	122 566	122 174	-
Customer deposits	104 628	100 046	↑5

## Growing the corporate franchise





## Bancassurance **earnings** composition

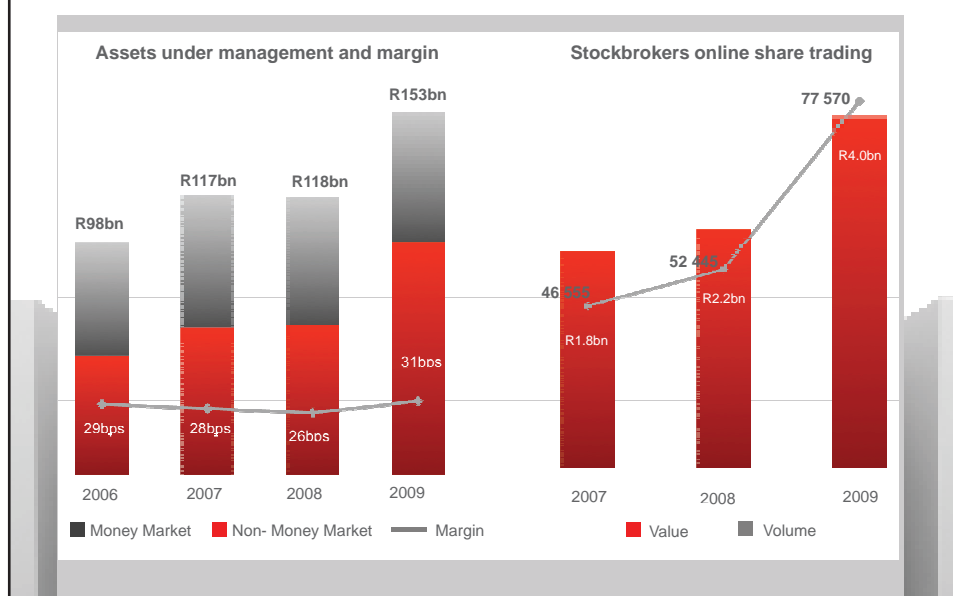




## Breakthrough year for Absa Investments

Investments	Rbn	2009	2008	Change Rbn	<ul style="list-style-type: none"> <li>- Total net inflows amounted to R25 bn</li> <li>- Operating income up 41%</li> <li>- Net margin increased by 5.4 bps to 31.4 bps</li> <li>- Superior investment performance maintained</li> </ul>
Net Inflows ex MM		23.1	8.9	↑14	
Retail		1.9	1.2	↑ 1	
Institutional		21.2	7.7	↑14	
Money market		1.8	(2.5)	↑ 4	
Total net inflows		24.9	6.4	↑18.5	
Net operating income Rm		408	290	↑ 41%	
Cost-to-income ratio %		42.7	53.3		

## Absa Investments market share continues to grow



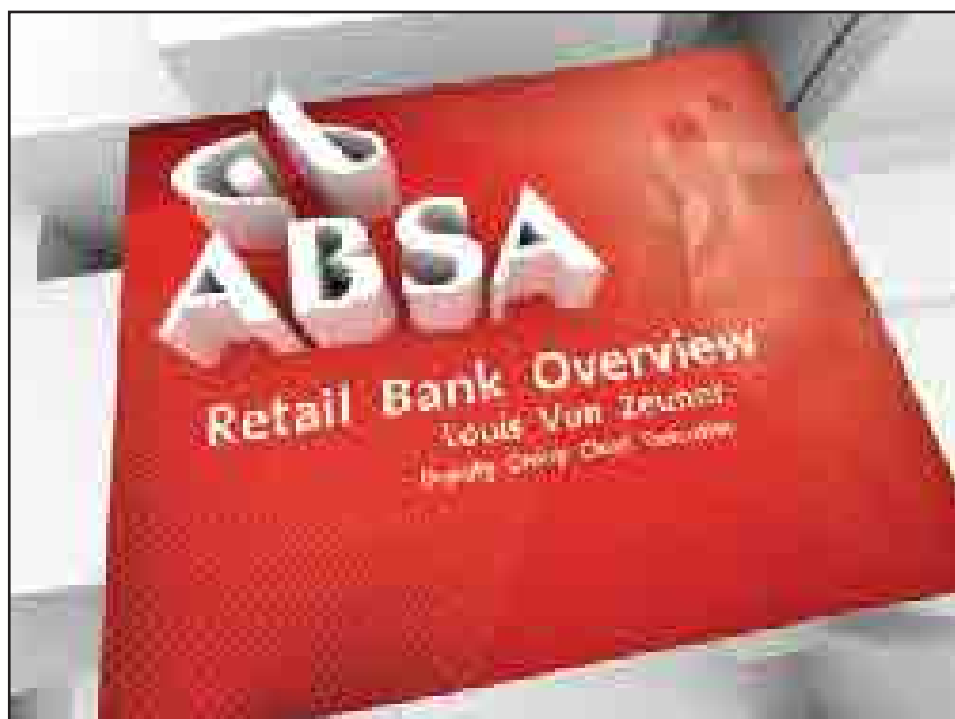
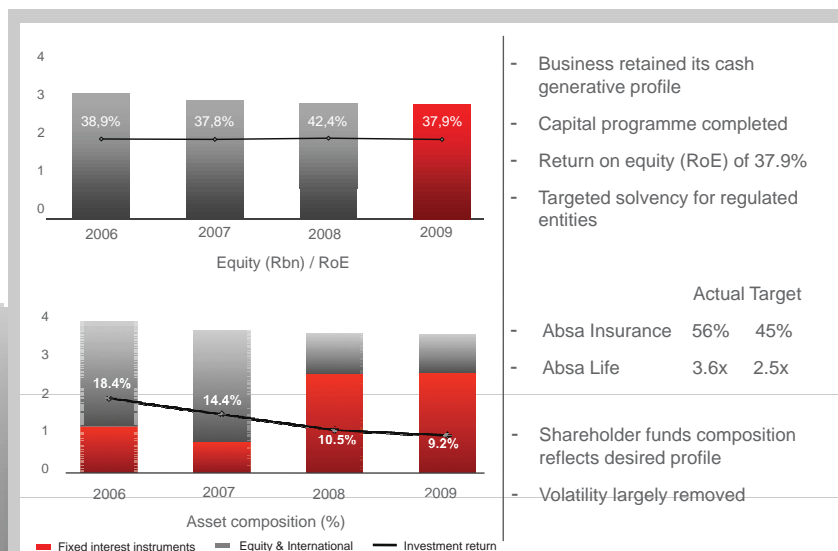
## Absa Life top-line **growth resilient**

Life insurance	2009	2008	Change %	<ul style="list-style-type: none"> <li>- Continued diversification of the product range to stand alone risk products</li> <li>- Improved penetration rates on most product lines</li> <li>- Increase in Absa Financial Adviser market share</li> <li>- Higher surrenders, disability and retrenchment claims</li> <li>- Embedded value earnings of R543 million</li> </ul>
Gross premium income Rm	1 386	1 207	↑15	
Annual premium equivalent (APE) Rm	761	717	↑ 6	
Net income after tax Rm	587	631	↓ 7	
Embedded value of new business Rm	294	331	↓11	
Return on embedded value %	26.0	35.7		

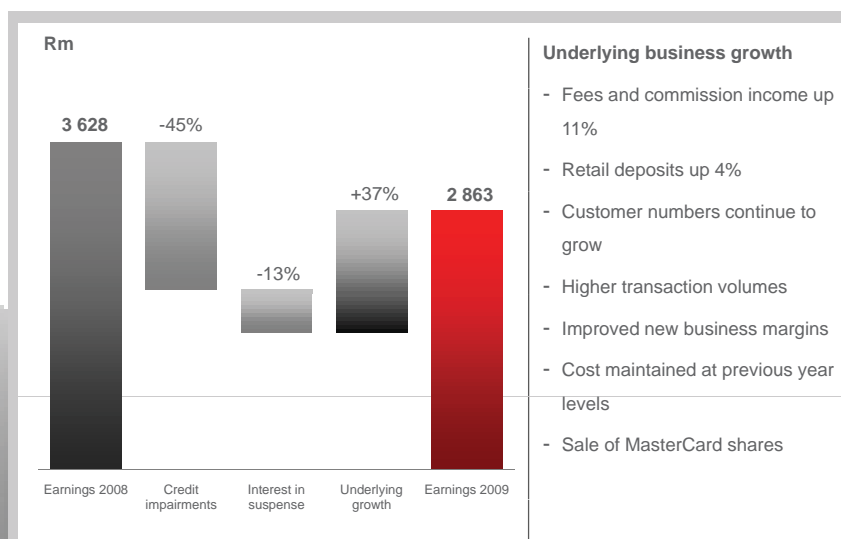
## Absa Insurance **profitable** in tough conditions

Short-term Insurance	2009	2008	Change %	<ul style="list-style-type: none"> <li>- Gross premium income increased 10%</li> <li>- Direct achieved scale-gross premium contribution of R88m</li> <li>- Challenging claims environment. Claims ratio up from 66% to 70%</li> <li>- Home owners (HOC) loss ratio increased from 54% to 67%</li> <li>- Commercial and industrial underwriting performance turned around</li> </ul>
Gross premium income Rm	3 042	2 764	↑10	
Gross claims Rm	2 045	1 684	↑21	
Underwriting profit Rm	136	263	↓ 48	
Underwriting margin %	3.8	10.2	↓6.4	

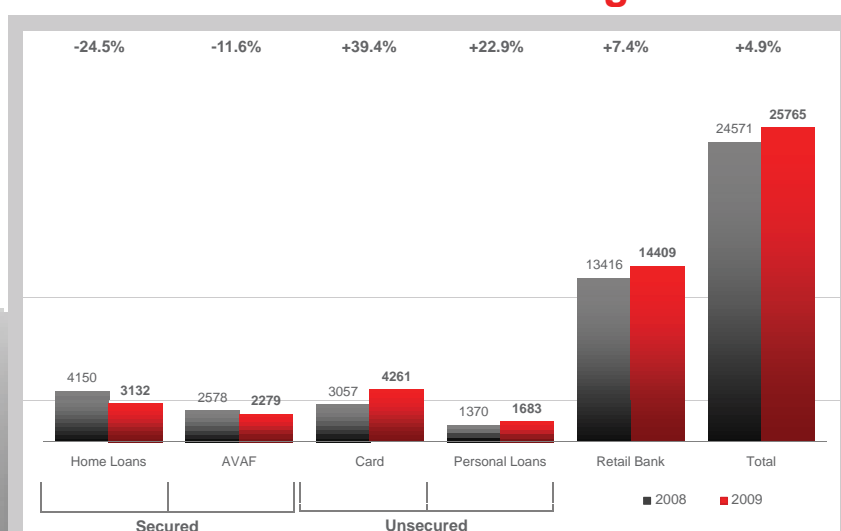
## Healthy Balance Sheet



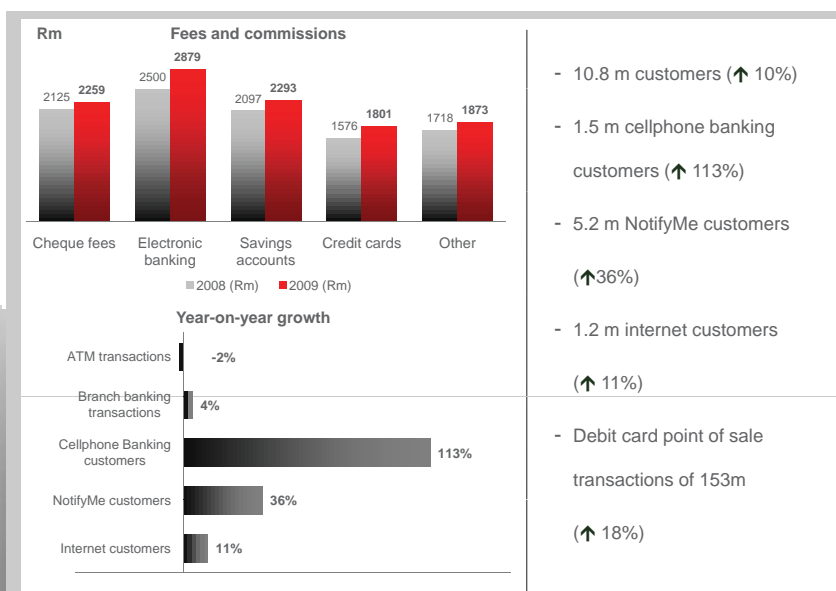
## Retail earnings drivers



## Top-line income growth from unsecured lending



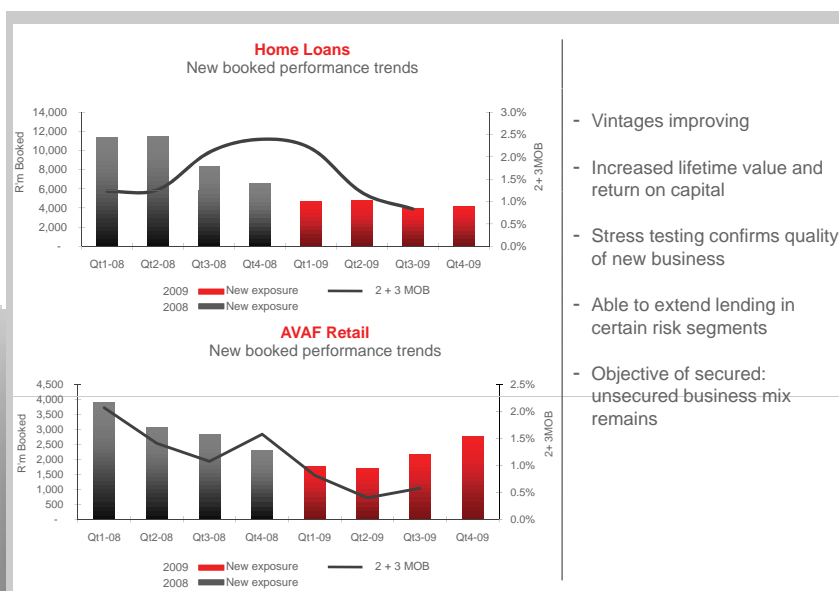
## Growth in customer numbers and transaction volumes



## Strong balance sheet

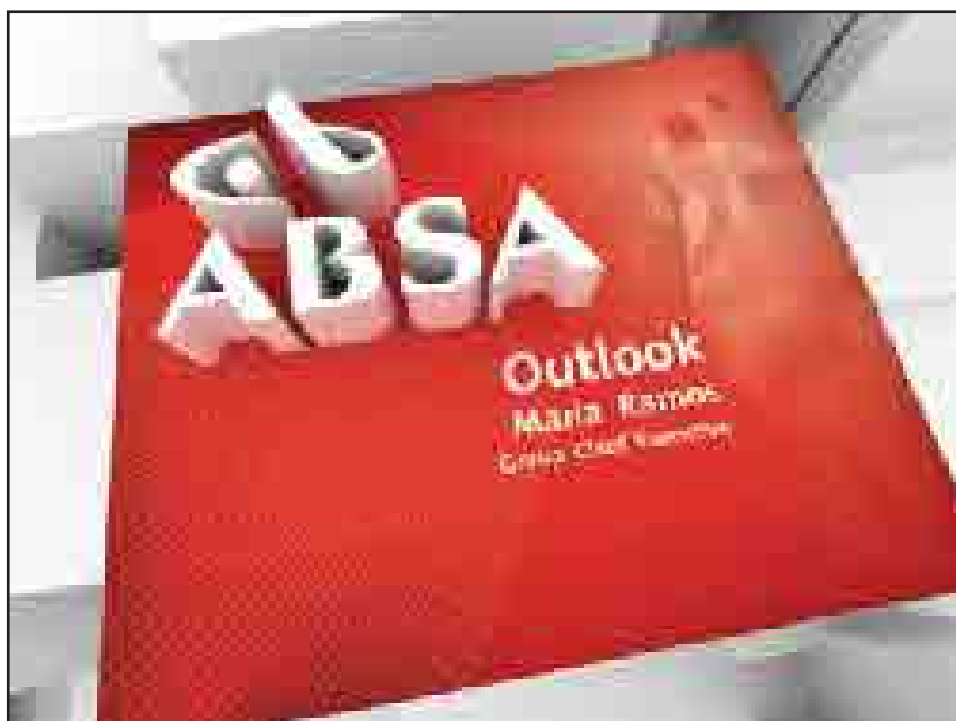
	Dec 2009 Rm	Dec 2008 Rm	Change %
Gross loans and advances			
Mortgage loans	249 774	249 737	↑0
Vehicle finance	40 872	47 756	↓14
Card advances	20 076	19 522	↑3
Personal loans	15 665	15 823	↓1
Total net loans and advances	326 985	337 518	↓3
Deposits due to customers	132 957	127 953	↑4

## Quality of new business



## Impairment trend **improving**

Impairment charge	Dec 2009 RM	Dec 2008 RM	Loss ratio %				NPL ratio %	NPL coverage ratio %
			Dec 2009	June 2009	Dec 2008	June 2008		
Secured								
- Home loans	3 945	2 549	1.76	1.86	1.19	0.81	9.8	18.4
- AVAF	944	1 177	2.03	2.88	2.31	1.57	5.7	43.2
Unsecured								
- Card	1 287	774	7.13	8.41	5.65	4.46	16.3	77.6
- Personal loans	939	990	10.86	12.41	36.76	33.67	8.5	71.7
Retail Bank	663	32	1.85	3.09	2.47	2.36	6.7	18.7
Total	7 778	5 523	2.34	2.52	1.72	1.27	9.2	28.4



## Underlying operations delivered resilient performance

- Healthy **balance sheet**
- **Strong** underlying **growth**
- Pro-active **risk management**
- **Franchise health** remains robust
- **Attractive growth** opportunities

## There is a clear and focused strategy

### Corporate

- Establish a **CorporateBank**
- Fully **integrated** CIB offering
- **Broader suite** of **investment banking** solutions
- **Growth in Africa**

### Commercial

- Increase number of primary banking **relationships**
- **Penetration** through best **investment banking** solutions, **forex** and **electronic** banking
- **Greater** cross sell with **bancassurance** products
- **Leverage agricultural** expertise **elsewhere in Africa**

## There is a clear and focused strategy

### Entry-level customers

- **Decrease cost of delivery**
- **Competitive** offering to **retain** customers
- **Package offering** of transactional products, insurance, savings and lending

### Wealth

- Offer the **best of Absa and Barclays**
- **Invest** in **front line** capacity
- **Client solutioning** improved to attract more assets under advice
- **Inorganic** opportunities



## There is a clear and focused strategy

### Core Middle Market

- **Extract** more **value** by **cross** selling and innovative products
- **Differentiate** through **service**
- Channels: **footprint** and **electronic**
- **Insurance** opportunities **outside SA**

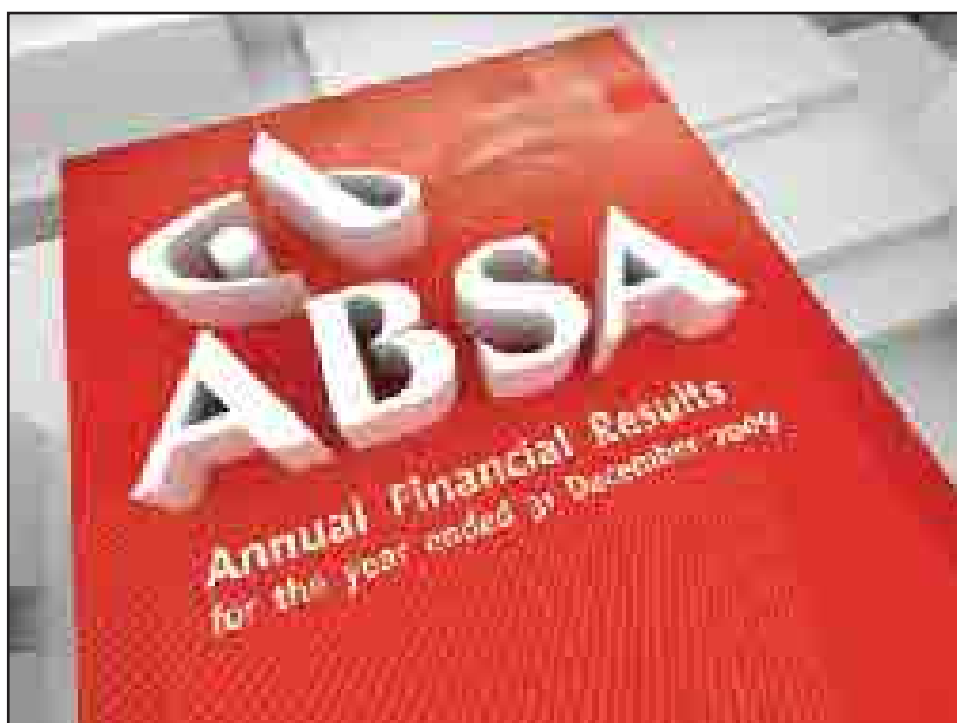
## What we have already achieved

- **Changes** to **business** and **governance** structure to ensure **integration**
- **Increased** corporate **coverage**
- Improved **electronic banking offering**
- Bancassurance product **strike rate improving**
- **Skilled** client facing **staff** employed in **Wealth**
- **Continued growth** in **Retail** customers and footprint
- Growth in **merchant** and **acquiring business**

## In conclusion

- **Strong** capital position with **usage** aligned to **growth strategies**
- **Driving** top line income **growth**
- **Quality** and well **diversified** earnings
- **Integrated** financial services group with **customers** at the **centre**
- **Risk** and **governance** at the **heart** of what we do
- **Responsible corporate citizen** taking cognisance of all stakeholders





Administrative information

Controlling company

**Absa Group Limited**  
Authorised financial services and registered credit provider (NCRCP7)  
Incorporated in the Republic of South Africa  
Registration number: 1986/003934/06  
ISIN: ZAE000067237  
JSE share code: ASA  
Issuer code: AMAGB

Registered office

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Telephone: (+27 11) 350 4000  
Telefax: (+27 11) 350 4009  
e-mail: groupsec@absa.co.za

Sponsor

**JP Morgan Equities Limited**  
Registration number: 1995/011815/06  
1 Fricker Road, Illovo, 2196  
Postal address: Private Bag X9936, Sandton, 2146  
Telephone: (+27 11) 507 0300

Transfer secretaries

**South Africa**  
**Computershare Investor Services**  
**(Proprietary) Limited**  
Registration number: 2004/003647/07  
70 Marshall Street, Johannesburg, 2001  
Postal address: PO Box 61051, Marshalltown, Johannesburg, 2107

**ADR depositary**  
**The Bank of New York Mellon**  
101 Barclay Street, 22W, New York, NY10286, USA

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