



Europe & Americas

Bank of America Merrill Lynch
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Here for good

Forward looking statements

This document contains or incorporates by reference “forward-looking statements” regarding the belief or current expectations of Standard Chartered PLC (the “Company”), the board of the Company (the “Directors”) and other members of its senior management about the strategy, businesses and performance of the Company and its subsidiaries (the “Group”) and the other matters described in this document. Generally, words such as “may”, “could”, “will”, “expect”, “intend”, “estimate”, “anticipate”, “believe”, “plan”, “seek”, “continue” or similar expressions are intended to identify forward-looking statements.

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Important notice

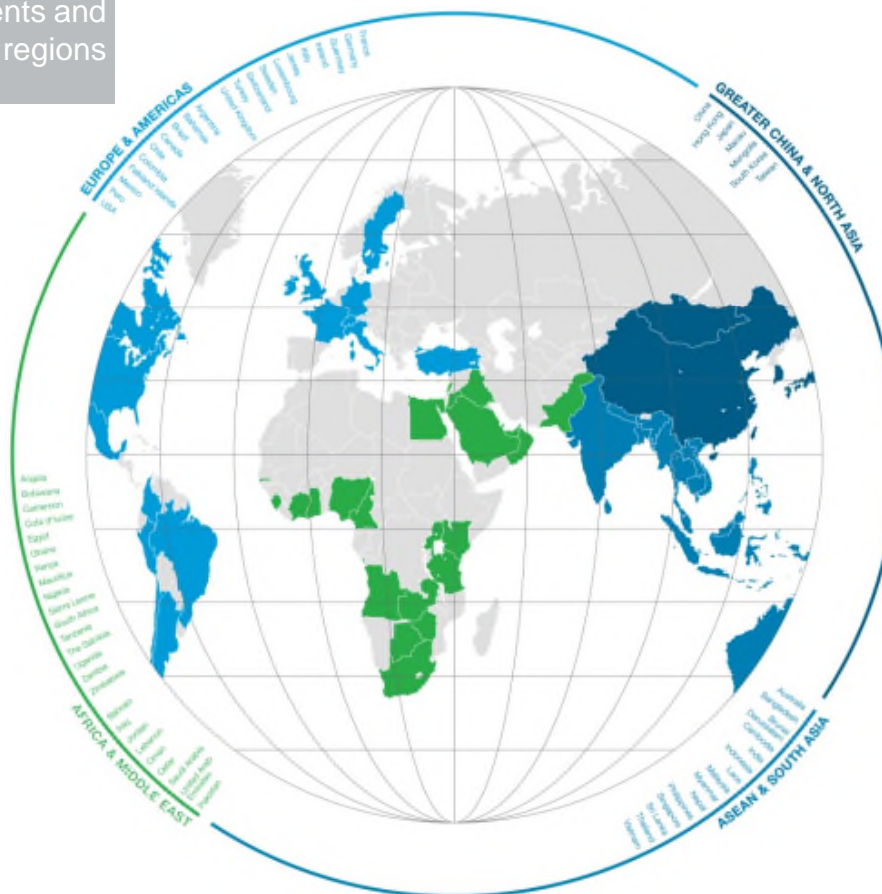
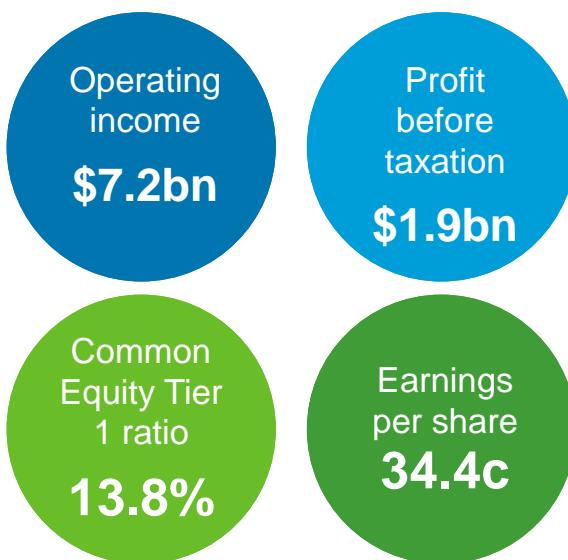
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Standard Chartered overview

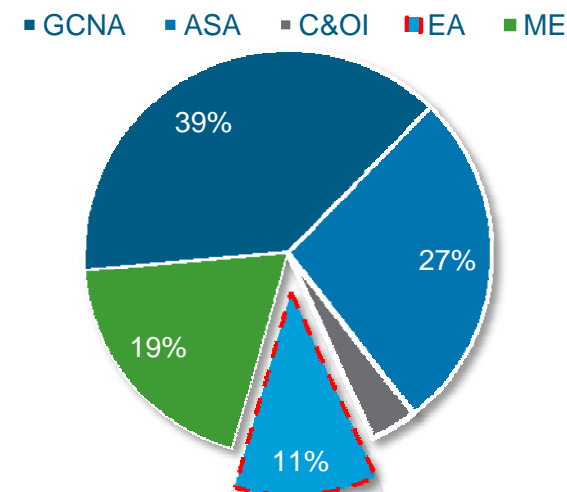
Over 150 years in some of the World's most dynamic markets



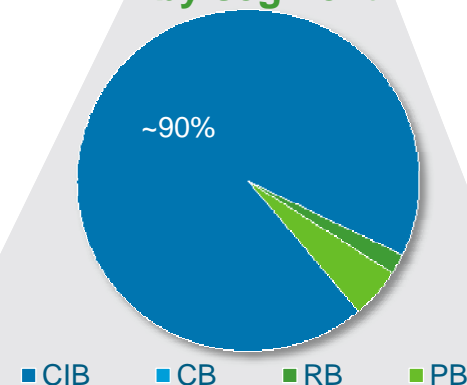
HY17 Group performance



Group income by region



EA income by segment

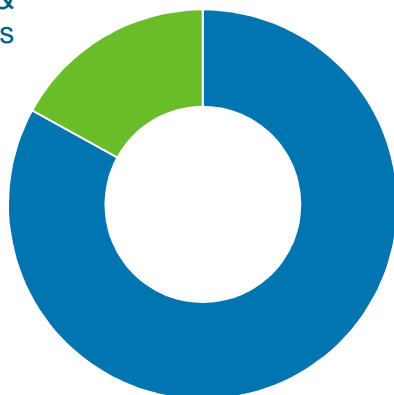


Europe & Americas key messages

- Originates more than a third of Corporate & Institutional Banking income
 - Provides clients access to a unique network across Asia, Africa and the Middle East (AAME)
- Offers AAME clients access to deep Financial Markets through region hubs in London and New York
- The World's 7th largest US dollar clearer
- An important Private Banking business in London and Jersey

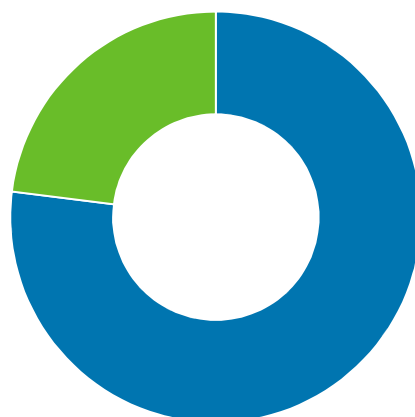
Group loans and advances to customers

Europe & Americas
17%

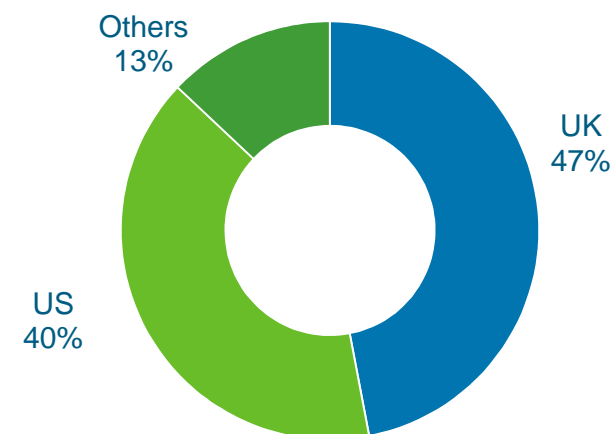


Group customer accounts

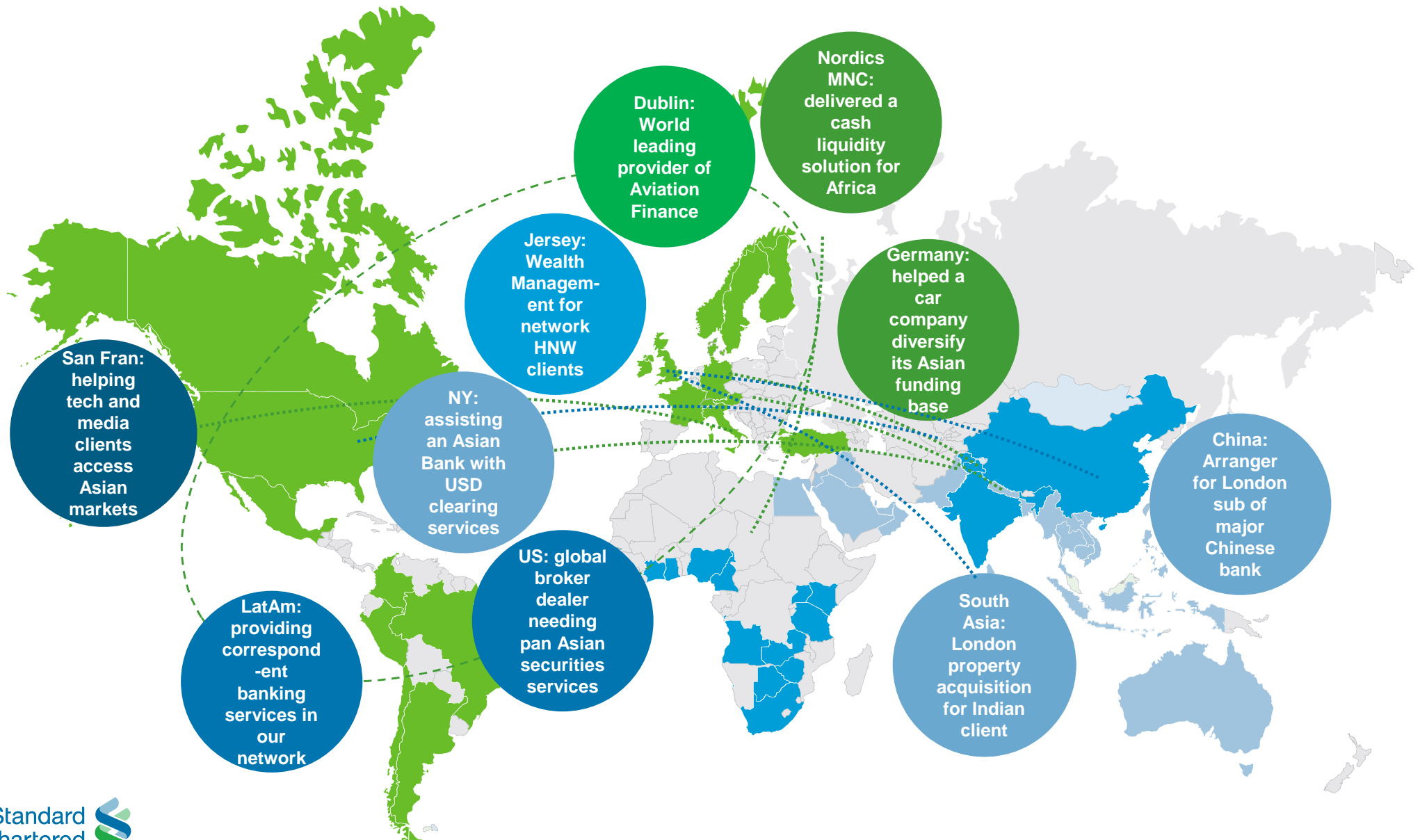
Europe & Americas
23%



Europe & Americas income split by country



Bringing the value of our network to our clients



Selected client case studies

Corporate: Leading European consumer goods company

- Relationships at a central, regional and local level
- Has operations in nearly all our footprint countries
- Full range of products including Rates, FX, corporate lending, Debt Capital Markets (DCM)
- Provide alternative sources of funding to the client's supplier and distributor network

Financial Institution: *Major NY HQ bank*

- Relationship grew from single product to multiple over 4 years
- We are the client's primary Asian bank, and its custodian in most Asian markets
- Focus on FX, subscription facilities, hedging and liabilities

Investor: *US insurance and investment provider*

- Relationship grew nearly 50% in 2016
- First choice lead arranger for DCM issuances in Asia
- Focus on DCM, custody and cash management

Progress on strategic priorities

Attract new clients and deepen relationships with existing ones

- 80 new clients on-boarded or in the process of being on-boarded
- 40% of 'next 100' clients based in EA
- 35% of Bank's 'top 100' based in EA
- Senior sponsors assigned to help improve client engagement

Serve our clients better in the network

- Sharpened focus on operational excellence: e.g. improved on boarding and credit turn around times
- Upgrades to Relationship Managers (RMs) in the Network
- Targeted investment in operations capability

Enhance capital efficiency, maintain strong risk oversight and improve the quality of our funding base

- Return on risk-weighted assets up year-on-year
- Risk management actions delivering lower impairment
- The EA loan book is predominantly investment grade
- Higher proportion of non-financing revenue

Grow our Private Banking franchise in London and Jersey

- Adding RMs to provide further scale with clients from Africa, Middle East and South Asia
- Launched our UK Resident Non-Domiciled proposition

Deliver our conduct and financial crime risk programmes

- Good progress made in regulatory compliance and remediation programmes
- Enhanced country specific conduct programmes

Europe & Americas summary

- The region will play a vital role in delivering the Group's strategic priorities
 - Originates over a third of Corporate & Institutional Banking income
 - Improving returns with focus on quality of income
 - Delivering our strong product capabilities and unique network to our clients
 - Delivering financial crime risk remediation programmes
- Clear set of priorities to drive sustainably profitable growth

Q&A

Appendix

Europe & Americas financial performance

Underlying performance

(\$m)	HY 17	HY 16	HY17 vs HY16% ¹
Income	809	817	(1)
Expenses	(680)	(669)	(2)
Pre-provision operating profit	129	148	(13%)
Loan impairment	(63)	(124)	49
Other impairment	-	-	n.m.
Underlying profit before tax	66	24	175
Statutory profit before tax	51	46	11
Risk-weighted assets	40,365	54,611	(26)

- Significant improvement in underlying profit before taxation resulted from a substantial decline in impairment following earlier actions to reduce exposure to higher risk sectors
- Broadly stable income performance was supported by higher transaction volumes, offset by continued downward pressure on margins and spreads in Lending, Trade Finance and Financial Markets
- Good progress was made in attracting new clients and broadening relationships with existing clients across a suite of products
- Continued progress made in regulatory compliance and remediation programmes

Income by Key Markets & by Product (US\$m)

