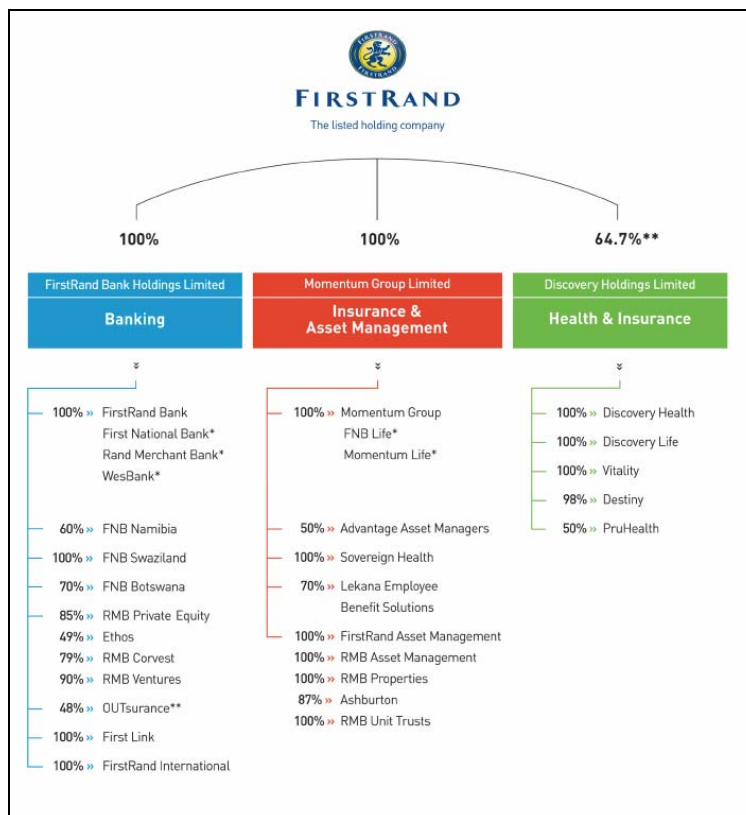




Annex 5 – Introduction to the FirstRand Group

The following serves to introduce the FirstRand Group and the retail banking divisions within the group. This will assist in reading the Group’s published Annual Report.

The FirstRand Group is an integrated financial services firm which has operations in almost every area of the financial services arena.



The FirstRand Annual Report includes the annual results for the group, as well as the three major subsidiaries which comprise the banking, insurance & asset management and health insurance arms. From the Terms of Reference we conclude that the FirstRand Banking Group is the only subsidiary of relevance to the Inquiry.

The FirstRand Banking Group operates several different divisions which include primarily:

- FirstRand Bank Limited, which includes the divisions: First National Bank (FNB), Wesbank, and Rand Merchant Bank (RMB)
- FNB African Subsidiaries
- FirstLink Insurance Brokers
- Outsurance is held as an associate company within the Banking Group.

We understand that FNB and Wesbank are the divisions under the scope of the inquiry, in that the rest of the divisions are either not South African or are Investment Banking or Insurance.

FNB restructured its financial reporting segments in the financial year ended 30 June 2006. This affected the segmentation of business customers as follows:

Year ended 30 June 2005:

- Consumer segment included the Business segment
- Corporate segment included Medium and Large Corporates

Year ended 30 June 2006:

- Consumer segment no longer includes the Business segment
- Commercial segment has been created to include Business and Medium Corporates
- Corporate segment has only Large Corporates

A breakdown of the segments as per the June 2006 Annual Report is shown below. 2005 numbers have been restated in the 2006 Annual Report for purposes of comparison:

Consumer Segment

- Personal Banking
 - Cheque products
 - Investment products
 - Personal Loans
 - FirstLink Insurance Brokers

- eBucks (reward programme)
- Homeloans
- Card Issuing

Wealth

- RMB Private Bank
- FNB Private Clients
- FNB Trust Services
- Senior Suites

Commercial

- Mid Corporate
- Business
- Agriculture
- Commercial Property Finance
- Debtor Finance
- FNB Leveraged Solutions
- Overdrafts, SpeedPoint and Electronic Banking

Corporate

- Corporate Transactional Banking
- Associate Working Capital Solution
- SpeedPoint (card acquiring)
- Bulk Cash
- Electronic Banking

FNB Other

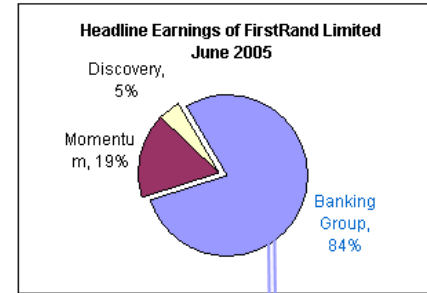
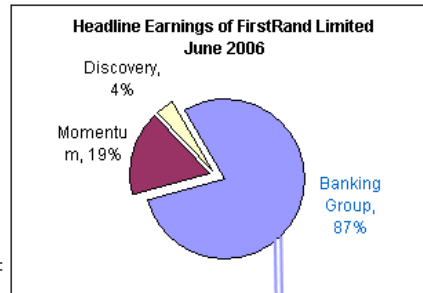
- Mass
 - Smart and Mzansi accounts
 - Microloans (SmartSpend)
 - ATMS
 - Cellphone banking and pre-paid products
 - Housing Finance (Smart Bonds)
 - FNB Life
- Public Sector Banking
- Branch Banking and Support

We understand that some of the above segments will be outside the scope or focus of the Inquiry.

The following diagram shows a divisional breakdown of headline earnings.

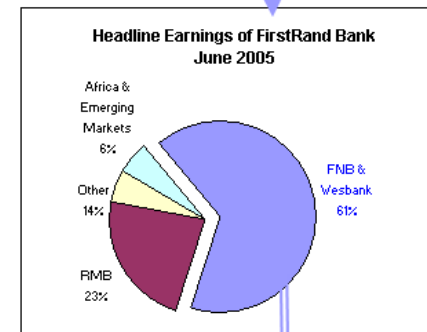
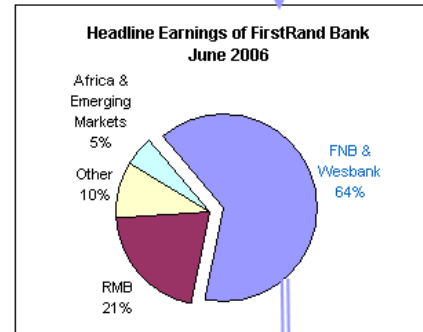
FirstRand Limited	Jun 2006	Jun 2005
ROE	29.9%	27%
Headline Earnings		
Banking Group	7049	5656
Momentum	1534	1270
Discovery	350	324
Other	-818	-527
Total	8115	6723

Other = FirstRand Limited, Pref Divs, Consolidation of Share Trust



FirstRand Bank Holdings Limited	Jun 2006	Jun 2005
ROE	28.0%	27.60%
Headline Earnings		
FNB & Wesbank	4532	3722
RMB	1454	1306
Other	686	314
Africa & Emerging Ma	377	314
Total	7049	5656

Other = group support, OUTsurance and Translation Gains



FNB & Wesbank	Jun 2006	Jun 2005
ROE	29.70%	28.30%
Headline Earnings		
Other	365	195
Consumer	1266	1164
Wesbank	1059	788
Wealth	74	57
Corporate	445	377
Commercial	1323	1141
Total	4532	3722

