



Operating Revenue Report

Africa AsiaPac Europe NthAmerica SthAmerica

Region	2014	2015	2016	2017	2018	2019
Africa	1,155	1,089	1,011	974	910	875
AsiaPac	1,592	1,486	1,429	1,378	1,308	1,267
Europe	1,569	1,452	1,384	1,311	1,276	1,243
NthAmerica	1,749	1,672	1,590	1,534	1,469	1,417
SthAmerica	740	717	701	648	608	573
Group	6,805	6,417	6,105	5,846	5,570	5,375



Expenses by Region YOY



Sales v Expenses YOY & Trend



Operational Effectiveness by Department



Sales Volumes Trend CY v PY



Change in Sales Volumes FY

Desc	Trend	PY	2014-15	2015-16	2016-17	2017-18	2018-19
Commodities	▲	▲	18.0	9.0	11.0	9.0	20.0
Corporate	▲	▲	12.0	9.0	6.0	22.0	16.0
Equity	▲	▲	12.0	8.0	7.0	12.0	6.0
FOREX	▲	▲	10.0	10.0	19.0	19.0	8.0
Insurance	▲	▲	11.0	16.0	16.0	7.0	31.0
Investment	▲	▲	15.0	15.0	8.0	14.0	6.0

Sales Volumes FY Data CY v PY



Risks by Department YOY

Teir 1 Client % CY V PY Community Social Environment

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