



14th May 2013

Stanbic Bank Botswana appoints Bongani Kraai as Head of Client Access Southern Africa

GABORONE - Stanbic Bank Botswana have announced the appointment of Mr. Bongani Kraai as Head of Client Access Southern Africa.

Kraai's core responsibilities include articulation of a sub-regional client access strategy and execution thereof across Client Implementation, Network Management and Channel Access functions. He is tasked with exploring the dynamics of Client Access with a view to assess market trends, and to identify new business opportunities across the region, including Botswana, DRC, Lesotho, Malawi and Swaziland. He will also devise strategies to capture business opportunities and grow revenues.

Kraai holds a BA in Marketing from the University of Botswana and boasts a professional career that has spanned a period of 11 years across 3 key industries. He has a wealth of experience within the banking industry in particular, 6 years of which are within Stanbic Bank.

"Bongani's vast experience in this industry will without a doubt be a great asset to Stanbic Bank. His experience within the Bank, in particular, ensures he is armed with the necessary tools, knowledge, and experience of the Stanbic Bank culture to see him excel in this new role. We have no doubt he will play an instrumental part in continuing to take Stanbic Bank Botswana from good to great and continue to move Botswana and Batswana forward." said Stanbic Bank Head of Corporate and Investment Banking, Mr. Tasha Ferreira.

Kraai previously served as a Senior Relationship Manager in the Bank's Corporate and Investment Banking Division. This saw Kraai manage and grow an asset portfolio base consisting of Multinationals and Tier 1 clientele within the Standard Bank Group.

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Notes to Editors:

Stanbic Bank Botswana is a member of Standard Bank Group. Standard Bank Group is the largest African bank by assets and earnings. We aim to build the leading African financial services organisation using all our competitive advantages to the fullest extent. We will focus on delivering superior sustainable shareholder value by serving the needs of our customers through first-class, on-the-ground operations in chosen countries in Africa. We will also connect other selected emerging markets to Africa and to each other, applying our sector expertise, particularly in natural resources, globally. We operate in 18 countries on the African continent, including South Africa, and 13 countries outside Africa with an emerging market focus.

Standard Bank has a 150 year history in South Africa and started building a franchise outside southern Africa in the early 1990s. In recent years, Standard Bank has concluded key acquisitions on the African continent in Kenya and Nigeria. Africa is at our core and we will continue to build first-class on-the-ground banks.

The Group has more than 1,000 branches on the African continent and representation in key global financial centres.

The Group boasts an excellent team of 53,000 employees across all regions. We deliver a complete range of services across Personal and Business Banking, Corporate and Investment Banking and Wealth Management. Standard Bank's Corporate & Investment Banking division offers its clients banking, trading, investment, risk management and advisory services to connect selected emerging markets to Africa and to each other. It has specific global sectoral expertise, particularly in natural resources, with value propositions in: mining and metals; oil and gas; power and infrastructure; and telecoms and media.

Standard Bank Group had total assets of over ZAR1 379-billion (about US\$203 billion) at 30 June 2011. Standard Bank's market capitalisation at 30 June 2011 was ZAR159 billion (about US\$23 billion).

The Group's largest shareholder is Industrial and Commercial Bank of China (ICBC), the world's largest bank, with a 20.1% shareholding. In addition, Standard Bank Group and ICBC share a strategic partnership that facilitates trade and deal flow between Africa, China and select emerging markets.

Standard Bank Plc in London is authorised and regulated by the Financial Services Authority, and is a member of the London Stock Exchange and the London Bullion Market Association. It

is also a member of the London Metal Exchange, the London Platinum and Palladium Market and the New York Mercantile Exchange (COMEX Division).

20 Facts about Stanbic Bank

1. Stanbic Bank, trading as Union Bank, opened in Botswana on March 2, 1992.
2. The bank's first Managing Director was South African, Dave Brown.
3. The bank's Head Office and first branch was at Broadhurst Industrial on Kubu Road, near the railway line.
4. Standard Bank acquired ANZ Grindlays operations across Africa including Botswana in 1992. It later merged the two banks; ANZ & Union Bank and rebranded them to Stanbic Bank
5. Stanbic Bank's message in 1992 was "To be the best bank in Botswana with the most satisfied customers".
6. Stanbic Bank Botswana started offering Retail Banking services in 1994 when it opened the Francistown Branch at Blue Jacket Street.
7. Stanbic Bank Head office relocated from Travaglini House in Old Lobatse Road to Stanbic House at Fairgrounds in 2001.
8. Stanbic Bank acquired Investec Private Banking book in 2003.
9. In 2008, the Gaborone West Branch was relocated from Gaborone West Industrial, near the fly over to Game City Mall and renamed Kgale Branch.
10. In 2008, the Broadhurst Branch was also relocated from Kubu Road to Nelson Mandela Road.
11. The Bank rebranded Executive Banking to Private Banking in 2009 and relocated the unit to Kgale Branch at Game City Mall.
12. Stanbic Bank to date has, had 5 Managing Directors including the current Managing Director who is a Motswana, Leina Gabaraane. He was appointed in September 2008.
13. Tapela Mpuchane was the first Motswana to be appointed Business Banking Head in 2010.
14. Stanbic Bank changed its brand promise from "Inspired. Motivated. Involved" To "Moving Forward" in 2009
15. In 2009, the Africa Cup of Nations Trophy was was brought to Botswana for the first time ever by Stanbic Bank The Bank has 590 Point Of Sale Machines country wide.
16. In 2011, Commercial Banking, SME Banking & Agri Business.were established withing the Business Banking unit of Stanbic
17. As at February 2012, Stanbic Bank has a total of 578 staff members from an initial staff complement of 20.
18. Stanbic Bank opened an 11th Branch in Selebi Phikwe in 2012.
19. To date, Stanbic Bank has donated millions of Pula to communities and a total of more than P1,600, 000.00 in 2012.