



8th August 2012

Stanbic Bank works to develop agriculture businesses

Or

Stanbic Bank increases commitment to agricultural industry

Or

Stanbic Bank launches Agribusiness

This week Stanbic Bank Botswana meets with members of the media to further elaborate on their new offering; Agribusiness. Agribusiness comes at a time when Stanbic Bank is enthusiastically increasing its commitment to the development of agriculture with an aim to add value to farming businesses in Botswana.

Stanbic Bank has developed Agribusiness as part of an initiative to develop the previously underserved agriculture space. This offering targets farmers, agricultural businesses, and focuses primarily on commercial agriculture. As such, commercial farmers may access Agribusiness products for farming equipment, farming vehicles, livestock purchase, and the like.

Agribusiness offers the opportunity for expansion for farmers in order to help them develop and grow their business. Moreover, taking into consideration the cyclical nature of agricultural products, the Agribusiness loan is structured in a manner that does not constrain the business, but works to support it.

The criteria for funding include the applicant's previous financial performance and current financial position. In addition, their future financial projections and requirements as well as their security position are also assessed.

Said Mr. Kenneth Makubate, Stanbic Bank Head of Agribusiness, "The agriculture industry is a vital contributor to the Botswana economy. It has, in the past, been constrained by limited financial access. Even where available through other financial institutions, Agribusiness loans are complicated and operate only at a small scale. Stanbic Bank is therefore committed to giving farmers agricultural financial solutions."

With a team of agriculture specialists including agricultural advisers and business managers in a fully fledged department, customer's farms funded through the agribusiness loan will be visited frequently to assist them with their financial needs.

"Stanbic Bank is committed to the agricultural community of Botswana. It is our hope that Agribusiness will assist in growing and developing the agriculture industry and help it to reach its full potential," concluded Mr. Makubate.

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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 full. 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 17 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's 53 000 employees across all regions 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, the London Bullion Market Association, 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 a South African called Mr. 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 brand's 1st mission 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 last changed its brand promise from "Inspired. Motivated. Involved" To "Moving Forward" in 2009
15. The first time ever the AFCON Trophy was brought to Botswana by Stanbic Bank was in 2009.
16. Stanbic Bank opened a 10th Branch in Mogoditshane in 2011.
17. The Bank also started offering Point Of Sale Service in 2011, and it currently has the machines at 100 Merchants country wide.
18. In 2011, the Business Banking unit was further segmented into Commercial Banking, SME Banking & Agri Business.
19. As at February 2012, Stanbic Bank has a total of 540 staff members from an initial staff complement of 20.
20. To date, Stanbic Bank has donated millions of Pula to communities and a total of more than P880, 000.00 in 2011.