

4. AFRICA TRADE AND INVESTMENT CONTINUED

Facilitating investment in Africa

Standard Bank International is positioned in seven key financial centres outside Africa: Beijing; Dubai; The Isle of Man; Jersey; London; São Paulo and New York, making us the only African bank with a global presence. We work with our global multinational clients to develop their Africa strategies and, in collaboration with our colleagues across Africa, identify and unlock opportunities for investment, and simplify their ability to do business in Africa, thereby driving Africa's growth.



Highlights in 2019 We partnered with:

CMA CGM, a leading global transport and logistics group operating in 42 African countries, to fund their working capital needs across sub-Saharan Africa with a USD75 million (R1 billion) three-year loan facility. We also provided a €20 million (R320 million) five-year loan facility to enable CMA CGM's acquisition and development of an inland container platform in Côte d'Ivoire, to further develop their intermodal logistics strategy in West Africa. Africa is at the heart of the CMA CGM's strategic priorities, and both deals will support growth in African trade.

Majid Al Futtaim (MAF), Dubai's leading shopping mall, retail and leisure group, to support the expansion of their retail presence in Kenya. MAF currently has seven Carrefour hypermarkets in Kenya and plans to open another six by the end of 2020. Standard Bank provided MAF with a KES3 billion (R430 million) loan to support this expansion, which will stimulate economic growth in the consumer sector and help to create more jobs in Kenya.

Coca-Cola Beverages Africa (CCBA), the largest bottler in Africa and the tenth largest in the world, as the largest provider of their funding requirements. Standard Bank provides the company with unique solutions tailored to their various operations across Southern Africa, supporting their commitment to growing their business responsibly across Africa. In January 2020, we arranged and structured USD50 million in financing facilities for CCBA, to support its expansion strategy in Ethiopia over the next five years.

Neumann Coffee Group, a German company that supplies 10% of the world's green coffee demand, to enable the coordination of their banking activities across their operations in Kenya, Uganda and Tanzania. Neumann's investment in Africa involves sourcing from numerous farming cooperatives in these countries, each of which includes as many as **2 500 small-scale farmers**.



African Markets Tracker

Our clients require real time and accurate information in relation to African financial markets, to inform their business decisions. Traditional sources of such information tend to focus primarily on developed markets, while information on African markets is often patchy. Our engagements with our clients revealed that they spend substantial time each day contacting people to get accurate and up to date market information. We developed the **African Markets Tracker (AMT)** to address this gap. AMT provides our clients with real-time and accurate information about African financial markets. Clients are able to set alerts for their particular areas of interest, and the relevant information is delivered to their preferred messaging application. The application is relatively new, and we continue to track client use and experience with a view to further improving and refining it.

4. AFRICA TRADE AND INVESTMENT CONTINUED

Helping African governments and businesses access capital

Standard Bank Group partners with African governments, SOEs and businesses to raise funds on international markets, and works with them to structure appropriate financial instruments to direct this funding, including into critical public infrastructure. We work with partnering banks to distribute the exposure across various investors in America, Europe, the Middle East and Asia. In 2019 we raised in the region of USD15 billion (R217 billion) for our clients.

We helped raise over USD1 billion of equity in initial public offerings (IPOs) for regional African companies on the London Stock Exchange (LSE). For example, we acted as joint global coordinator and joint bookrunner for the Helios Towers' IPO and its listing on the premium segment on the LSE. Helios Towers is a leading sub-Saharan independent telecom towers company operating across Tanzania, the DRC, Ghana, Congo Brazzaville and South Africa, working to enhance digital infrastructure and social connectivity, providing direct employment to local people and investing in employee skills development. The IPO raised a total of £288 million (R5.5 billion) and was the largest to close on the LSE in the second ten orders, including the largest order in the book.

We also raised almost USD10 billion for African governments: South Africa (\$5 billion), Kenya (\$1.25 billion) and Ghana (\$3.25 billion).

