



Trading Cross-Border
Grow your Business - 2018

Africa is our Home - We drive her Growth

 **Standard Bank**
Also trading as Stanbic Bank

 **Standard Bank**

Africa is our home – We drive her Growth

Agenda



- Introduction
- Who needs to know this?
- Expanding into Africa: Challenges and Risks
- Expanding into Africa: Barriers to Trade
- Why partner with Standard Bank?
- Standard Bank Presence in Africa
- What makes Standard Bank unique?
- Standard Bank Product Offerings
- Trade Finance
- Closure

Into Africa

Expanding into Africa – who needs to know this?

- **Businesses in SA and Rest of Africa wanting to expand into Africa**
- **International businesses wanting to expand into Africa**
- **Customers of International Banks which have no African footprint**

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Expanding into Africa: Challenges and Risks



- **Culture**
- **Localisation**
- **Regulations**
 - Company registration
 - Account-opening / KYC Requirements
 - Import and Export
 - Certificate of Capital Introduced (CCI) eg. Nigeria
 - Investment Promotion Councils:
 - Ghana Investment Promotion Council (GIPC)
 - Angola National Private Investment Agency (ANIP)
- **Access to Finance**
 - Working Capital
 - Capital Expenditure
 - Cross-Border payments

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Expanding into Africa: Barriers to Trade

Barriers to Trade

- **Availability of Forex** (probably the largest single challenge)
- **Import Procedures** - Countries have differing solutions and controls.
- **Trade Product Control** – e.g. Letters of credit, document control – proforma invoices/ contracts/ no shipment prior to approvals granted to import licence and application for forex – Form M etc.
- **Prohibited and Restricted import lists, import licences and import quotas**
- **Export licences and export quotas**
- **Marking and labelling** – in local language
- **Preferential state procurement policies** – where government favour local producers for state spending contracts
- **Domestic subsidies** – aid for domestic businesses facing financial problems e.g. subsidies for car manufacturers or loss-making airlines.
- **Documentation requirements** – varies slightly from country to country BUT if not adhered to, results in Port delays

Pre-verification of Compliance / Pre-Shipment Inspection – by Inspection Agencies

- Bureau Veritas **Verigates**
- China Certification and Inspection Group
- Intertek
- SGS
- Cotecna
- Webb Fontaine
- Maritime Experts Companies Group

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Why partner with Standard Bank?

At a Standard Bank Group level:

- We operate a **Universal Bank** in most markets of business importance
- **Africa-focused** with strong cross-border presence (18 African countries & 1000+ branches)
- **Long-term appetite for Africa**, with Africa being at the core of our Group strategy that has a high level of commitment to Africa with extensive infrastructure on the ground



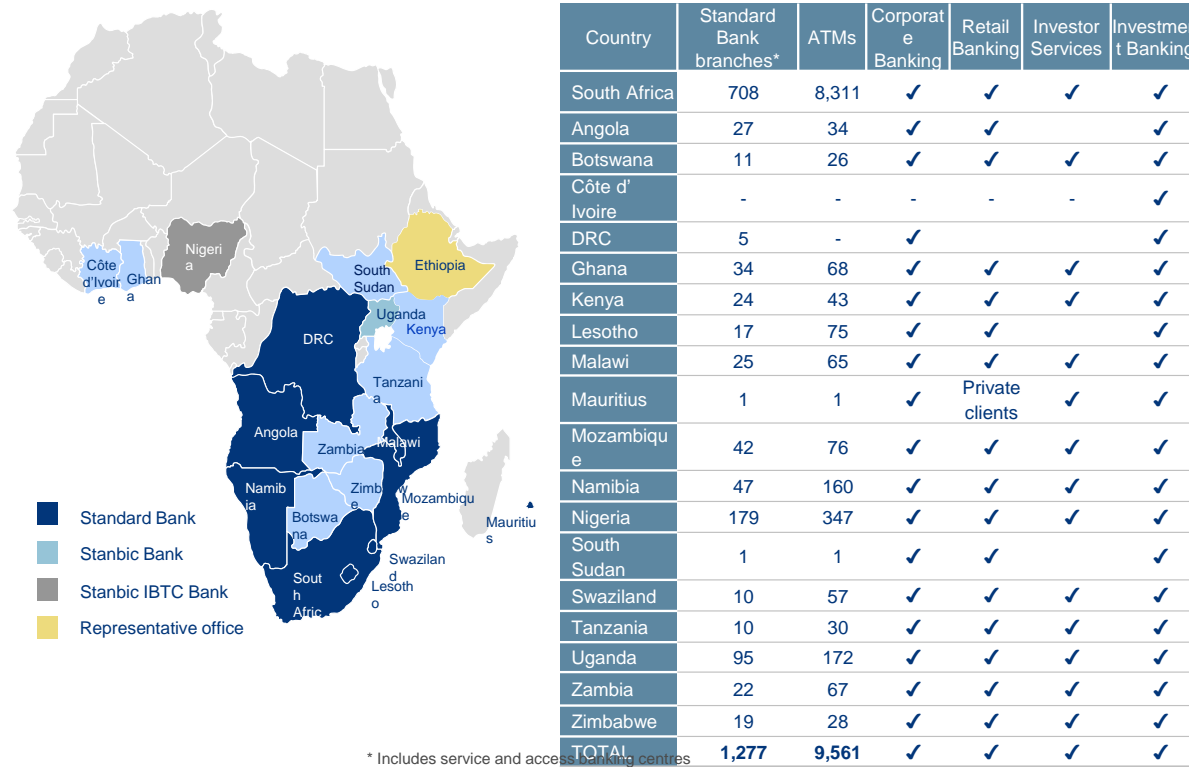
Pictured is the Nairobi, Kenya head office of CFC Stanbic Bank





Standard Bank Presence

Local on-the-ground expertise supported by a strong retail presence



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What makes Standard Bank unique?

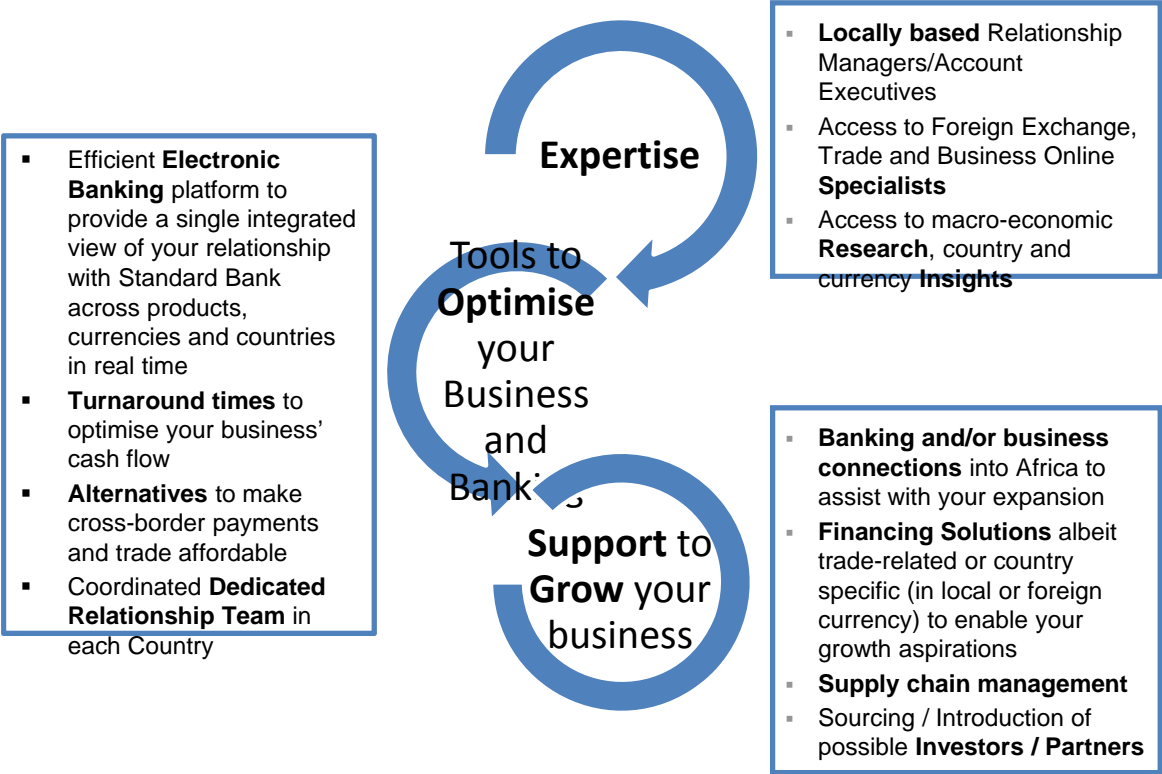
As Standard Bank, we bring:



- Country expertise
- Very strong client relationships
- Respected brand on the Continent
- Strong business networks with external bodies and good business clients
- Strong cross-border trade capabilities
- Access to deeply specialized Franchising knowledge and capabilities in our South African business
- Strong local product and channel offerings
- Strong lending capabilities with dedicated resources to Business Banking
- Business Banking Support RoA Team – covers areas like Commercial Property Finance, Vehicle Asset Finance, Trade etc.
- Our website, (*in development*) where all relevant information regarding regulatory supporting documentation, account opening requirements and other pertinent information will be available.
- **Business Development Team is an extension of both the SA and respective Country Teams**

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Our offering to SA businesses expanding into Africa



Product Offerings

Banking and other Financial Services



Transactional Products and Services

- * Payments and Collections
- * Short Term Insurance
- * Reconciliation solutions
- * Liquidity management
- * Guarantees
- * Local and International Trade



Global Markets

- * Foreign exchange
- * Money markets
- * Credit
- * Interest rates

Working Capital / Asset Finance

- * Overdraft / Trade Finance
- * Vehicle & Asset Finance
- * Commercial Property Finance



Real Estate

- * Property Finance
- * Investments in Real Estate
- * Bespoke Property Solutions in South Africa *(and selected African markets)*
- * Renewable Energy Financing *(certain Countries)*

Standard Bank taking its customers into Africa

Our Africa Desk



Dedicated, experienced teams in Johannesburg, Cape Town and Durban, in collaboration with the Africa Desk that takes ownership.

Services

- Guidance and Advisory
- Facilitation and Co-ordination
- Introduction to “local” Standard Bank team
- Deal-Making / Structuring of complex Finance Solutions
- Introduction to Supply Chains
- SA Business Forums
- Other specialised capabilities:
 - Trade
 - Franchising
 - Agriculture

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Trade Finance products and services

- **Letters of Credit- Discounting and confirmation**
- **Cash-covered Letters of Credit**
- **Supplier Finance (Accounts Receivable).**
- **Foreign Bills for Collection (avalised) funding.**
- **Risk replacement/mitigation programmes e.g. Credit Insurance**

