

Standard Chartered Bank in Africa, ECOWAS

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Opportunities in Africa

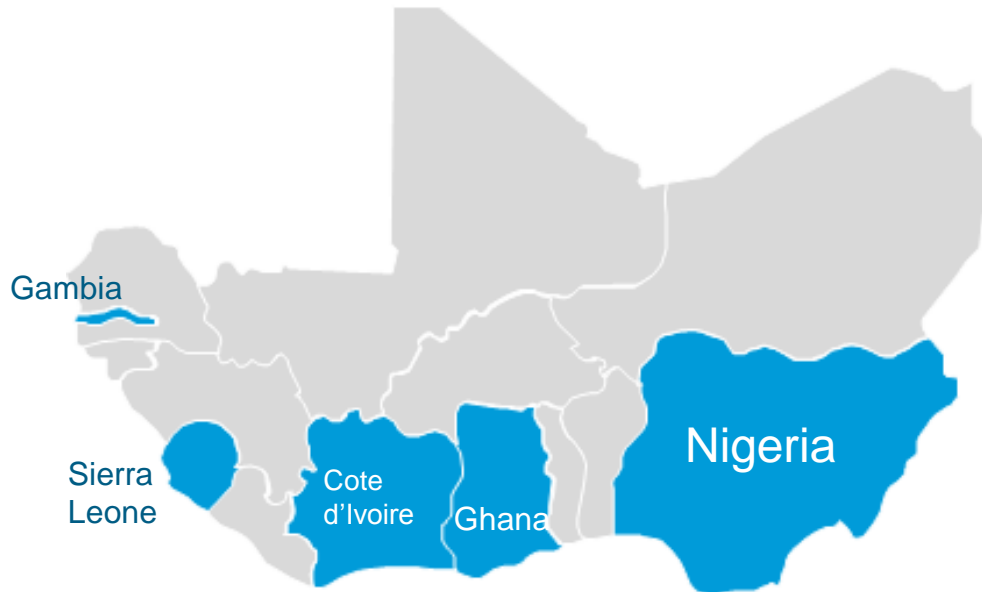
Africa ~ Promising market in late 21st century

- Rich in Natural Resources
 - Crude oil, Natural gas, Rare earth, Rare metal
 - Platinum(89%), Diamond(60%), Cobalt, Chromium
- High growth
 - 3.7%(2009~2014 average, 4.5%(2015 estimate), 5%(2016 forecast)
 - GDP per capita 6 countries exceeds US\$10,000.–
- Demographic bonus
 - Total labor force will exceed China and India by 2040
 - Increase of middle class
 - Rapid increase of household final consumption
 - Urbanization
- Cross regional economic activities (Pan India Ocean corridor ~ South Asia, Middle East and Africa)

Challenges in Africa

- Political instability
- Public security
- Risks in legal system, execution of contract
- Lack of infrastructure
- Volatility of natural resource price, commodity price
- Securing human resources and talents
- Risks of currency fluctuation
- Supply chain system
- **Securing good financial services ~ customized financial solution
service of international standard**

Standard Chartered Bank in ECOWAS



Nigeria

24 branches, 841 staff, 36 ATMs. Since 1999. Covers 1,100 locations through strategic alliance with 5 local banks. 4 M&A bankers.

Cote d'Ivoire

2 branches, 88 staff, 6 ATMs Since 2001.

Ghana

29 branches, 1,070 staff, 47 ATMs Since 1896.

The Gambia

5 branches, 151 staff, 10 ATMs. Since 1894.

Sierra Leone

2 branches, 150 staff. Since 1894.

Japanese Companies in Africa

- 363 companies – doing business in / with Africa
- 201 companies – have presence in Africa
- 1,012 offices / countries of businesses
- 613 offices present in Africa
- Covers all 54 countries in Africa

(as of July 2013)

< Regional breakdown >

South Africa	312
East Africa	236
North Africa	217
West Africa	196
Central Africa	51

Standard Chartered Bank in Africa

- More than 150 years in Africa
- Total outstanding of USD 10.5bn of loans and advances
- 217 branches + 400 ATMs + 8,000 staff
- Over 7.5K Corporate and Institutional Client relationship
- Support USD 7.2bn of Trade (1.7% imports, 0.8% exports)
- Contribute USD 10.7bn (1.2%) to Sub-Saharan Africa GDP

150 years in Africa



Corporate and Institutional Loans and Advances of USD 10.5bn



217 branches + 400 ATMs + 8,000 staff



Over 7.5K Corporate and Institutional Client relationships



Supports USD 7.2bn of Trade (1.7% imports, 0.8% exports)



Contribute USD 10.7bn (1.2%) to SSA's GDP



Our Network in Africa

Covers >90% of sub Saharan Africa GDP



- Angola
- Botswana
- Cameroon
- Cote d'Ivoire
- Gambia
- Ghana
- Kenya
- Mauritius
- Nigeria
- Sierra Leone
- Uganda
- South Africa
- Tanzania
- Zambia
- Zimbabwe

Direct presence in **15 countries**,
and supporting transactions in
22 more countries in Sub
Saharan Africa



Transaction Banking & Financial Markets

- **Transaction Banking Product suite** spanning **Cash, Trade and Securities Services**
- **Financial Markets solutions** covering **Rates, FX and Commodities.**
- **Straight2Bank** provides a single, **one-stop portal** for all cash, trade, custody and foreign exchange.

Awards

 <p>Best Bank for Liquidity Management in Africa 2006- 2013</p>	 <p>Best Transaction Services House in Africa 2014</p>	 <p>Best Supply Chain Provider in Africa 2009- 2014</p>	 <p>Best Custody Specialist in Africa 2013 and 2014</p>	 <p>Best Sub Custodian Bank in Kenya and Ghana 2014</p>	 <p>Best Flow house in Africa 2010-2014</p>	 <p>Best Risk Advisor in Africa 2014</p>
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Import Invoice Finance Facility

 <p>Best Regional Trade Finance Solution</p> <p>Okavango Diamond Co. Botswana (March 2014)</p>	 <p>Deal of the year</p> <p>Okavango Diamond Co. Botswana (March 2014)</p>
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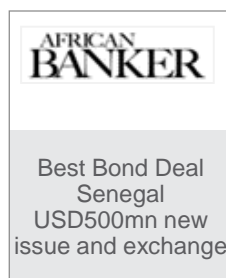
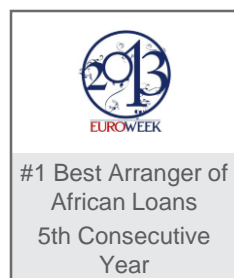
Syndicated Structured Commodity Finance Facility

 <p>Deal of the year</p> <p>Nyiombo Investments Zambia (Feb 2013)</p>	 <p>Deal of the year</p> <p>Nyiombo Investments Zambia (Feb 2013)</p>
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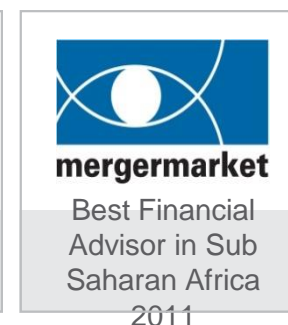
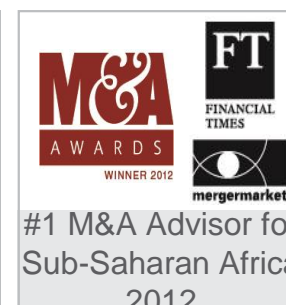
Corporate Finance

- **M&A advisory services with dedicated industry specialist teams** in Oil and Gas, Metals and Mining and TMT
- Specialist Africa based **Leveraged Finance** team
- **Project Financing capabilities** with specialized Infrastructure and Metals and Mining teams
- Deep suite of **Capital Markets solutions**, including **Bonds, Syndicated loans, Convertible Bonds, Securitization and Ratings Advisory**
- Specialized structured financing solutions for **Shipping and Aircraft**

Awards











Consistently the #1 M&A advisor in Africa



Leading M&A Advisor in Africa

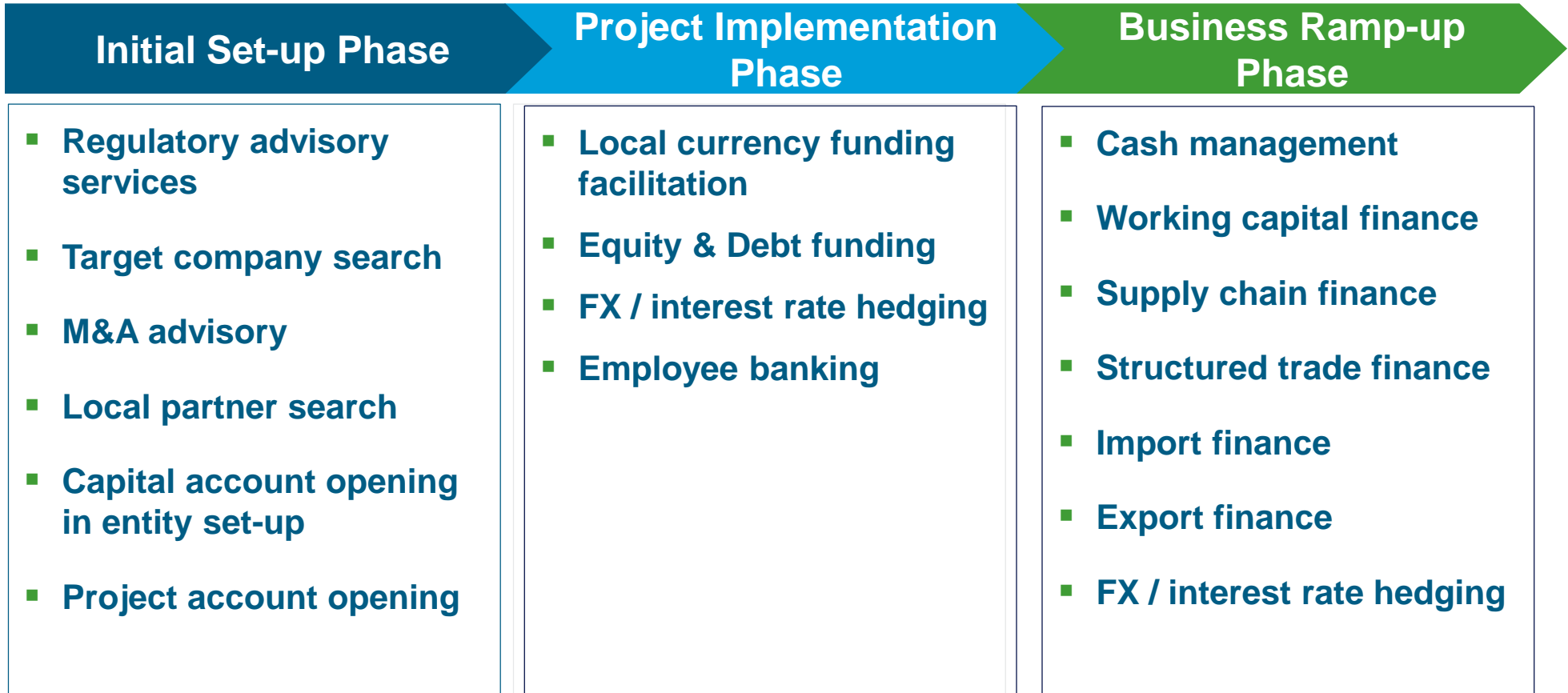
Africa M&A League Tables⁽¹⁾ 2010 – 2013⁽²⁾

Rank	Advisor	Value (USDbn)	Market share
1	 Standard Chartered	31.9	18.6%
2	 UBS	23.7	13.9%
3	Morgan Stanley	22.9	13.4%
4	 Goldman Sachs	22.6	13.2%
5	 Bank of America Merrill Lynch	22.2	13.0%
6	J.P.Morgan	19.9	11.6%
7	 BARCLAYS	15.8	9.2%
8	 Deutsche Bank	14.9	8.7%
9	 HSBC	13.2	7.7%
10	 BNP PARIBAS	13.0	7.6%

Top 10 Sub-Saharan Africa Deals⁽¹⁾ 2010 – 2013⁽²⁾

Year	Acquiror	Target	Value (USDbn)
2010	Bharti Airtel	Zain Africa	10.7
2011	Anglo American	E Oppenheimer & Sons / De Beers	5.1
2013	CNPC	Mozambique Gas Assets	4.2
2011	Total / CNOOC	Tullow Oil	2.9
2010	Gold Reef	Tsogo Sun	2.8
2010	NTT	Dimension Data	2.7
2013	ONGC	Mozambique Gas Assets	2.6
2012	SINOPEC	Oil & Gas Assets	2.5
2013	ONGC Videsh and Oil India	Oil & Gas Assets	2.5
2011	Guangdong Nuclear Power	Extract Resources	2.4

Customized End-to-End Solutions service



Japanese Corporate Coverage: Japan desk in Johannesburg

Standard Chartered,
your partner in Africa, ECOWAS



Partner in Africa and ECOWAS



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