

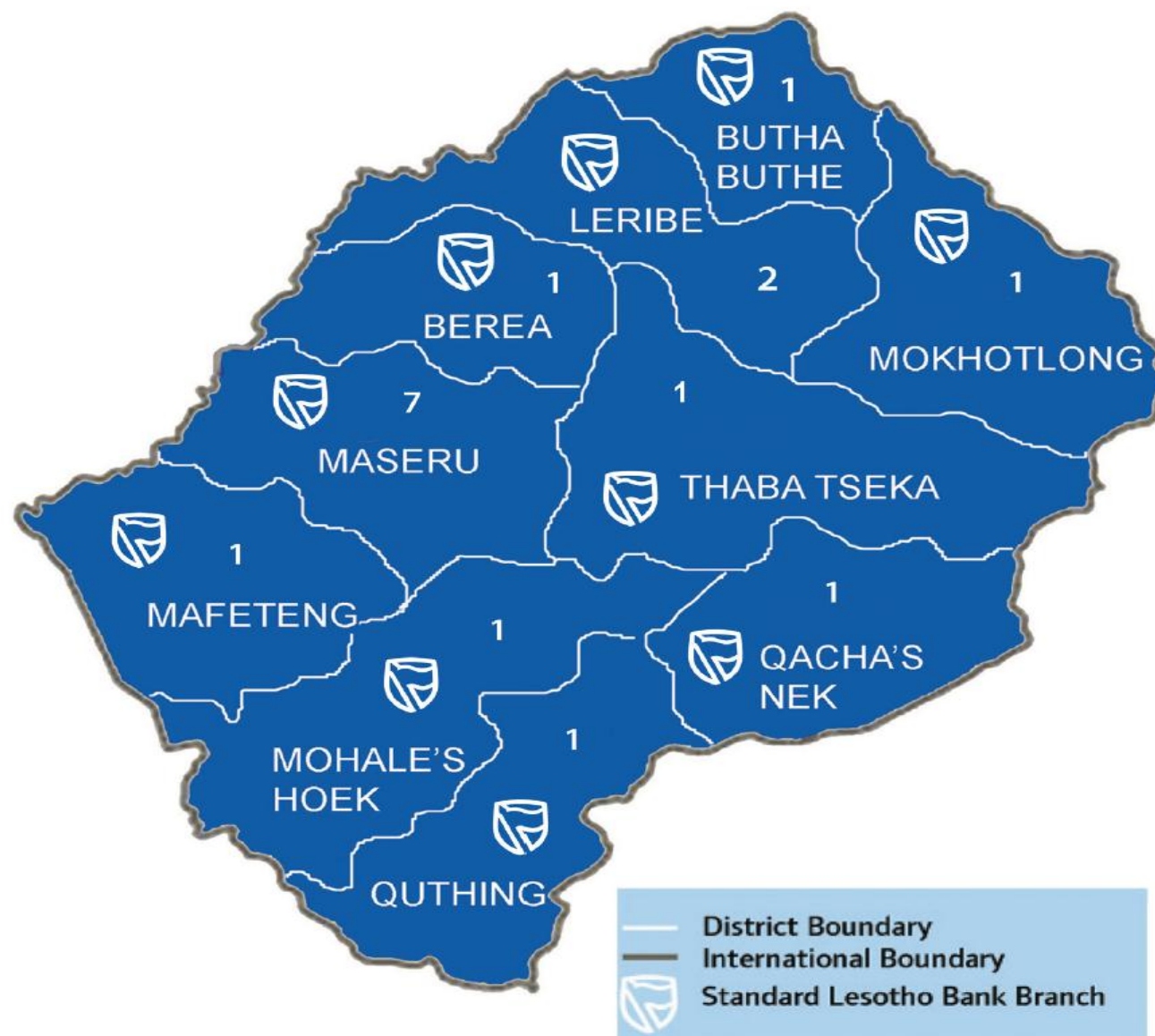
# Investment forum on Phase II of the LHWP



Maseru (Lesotho)  
14 July 2014

## About Standard Lesotho Bank

## Standard Lesotho Bank Branches



# Business Structure

## What we do

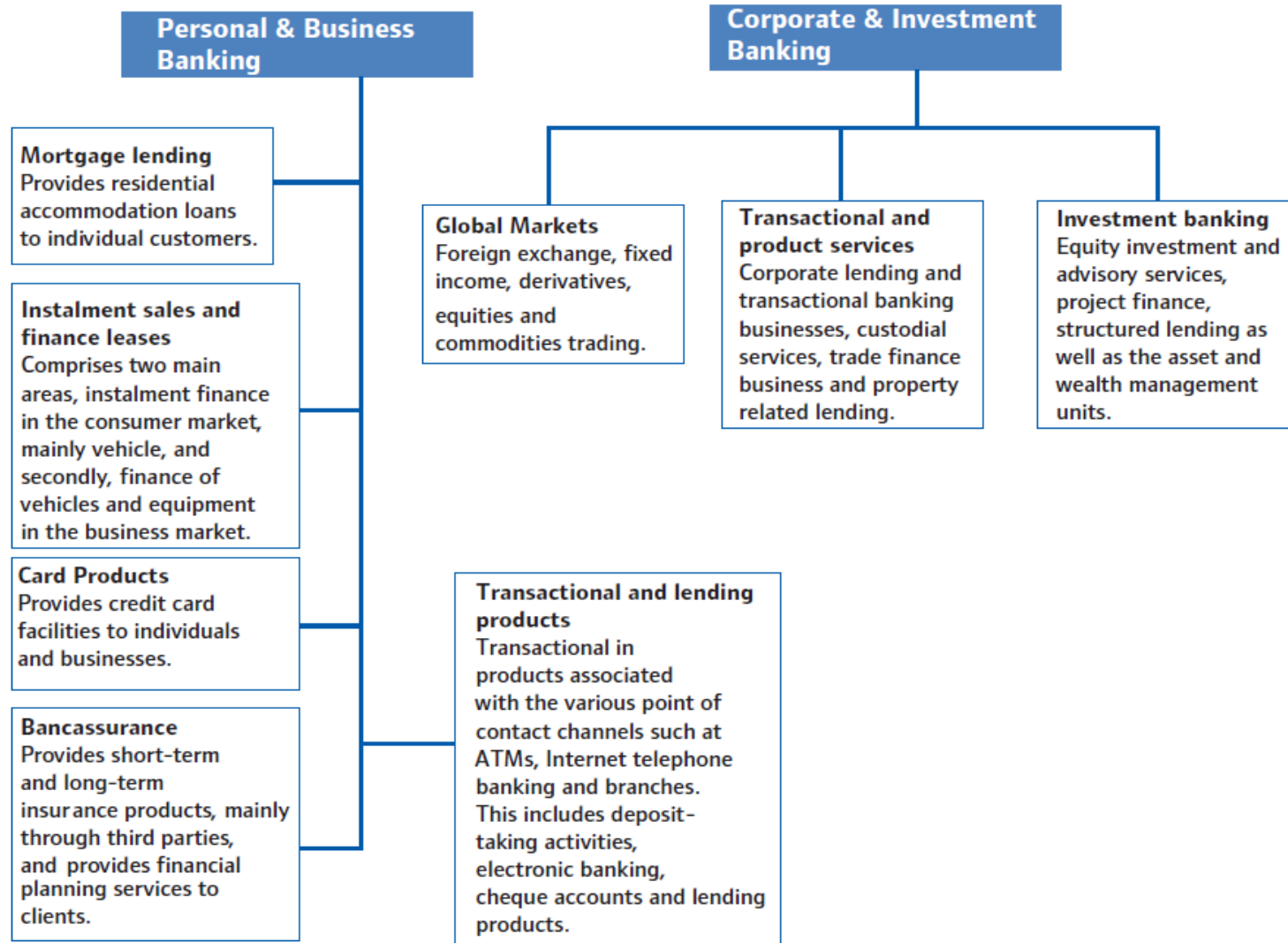
The Bank's main business segments are Personal and Business Banking and Corporate and Investment Banking. Personal and Business Banking provides banking and other financial services to individual customers and small-to-medium sized enterprises in Lesotho.

Corporate and Investment Banking provides commercial and investment banking services to large corporates, financial institutions, non-governmental organisations, public private partnerships and international counterparties.

# Business Structure

## What we do

### Standard Lesotho Bank



Key points

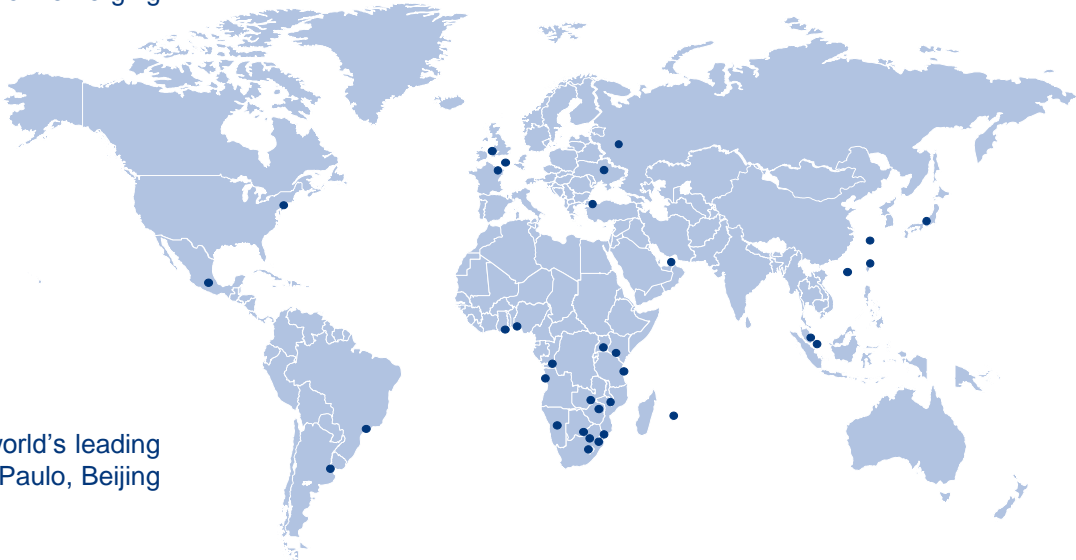
Full Service  
Corporate &  
Investment bank...

...Global reach in 34  
countries...

...Network and  
relationship with  
ICBC provides  
international reach

The Standard Bank Group is a South African-based financial services company with a global presence operating in 18 African countries and 16 countries on other continents including the key financial centres of Europe, the Americas and Asia.

- African-based financial services group focused on emerging markets on global scale
- Full service bank covering
  - Investment banking
  - Corporate banking
  - Personal and business banking
  - Investment management
  - Life assurance
- Global reach in 34 countries with capabilities in world's leading financial centers including London, Moscow, Sao Paulo, Beijing and Hong Kong
- Corporate and Investment Banking (“CIB”) provides services to corporate clients, financial institutions and international counterparties focused on emerging markets around the world
- Over 40,000 employees world wide
- Relationship with ICBC provides international reach and strengthens access to what will soon be the world's largest economy



Africa	Rest of world	Key regional offices
<ul style="list-style-type: none"><li>▪ 18 African countries</li><li>▪ 712 branches in South Africa</li><li>▪ 239 branches in the rest of Africa</li></ul>	<ul style="list-style-type: none"><li>▪ 16 countries outside Africa</li></ul>	<ul style="list-style-type: none"><li>▪ Offices in key regional financial centres including London, Moscow, Sao Paulo, Beijing, Hong Kong and Dubai</li></ul>



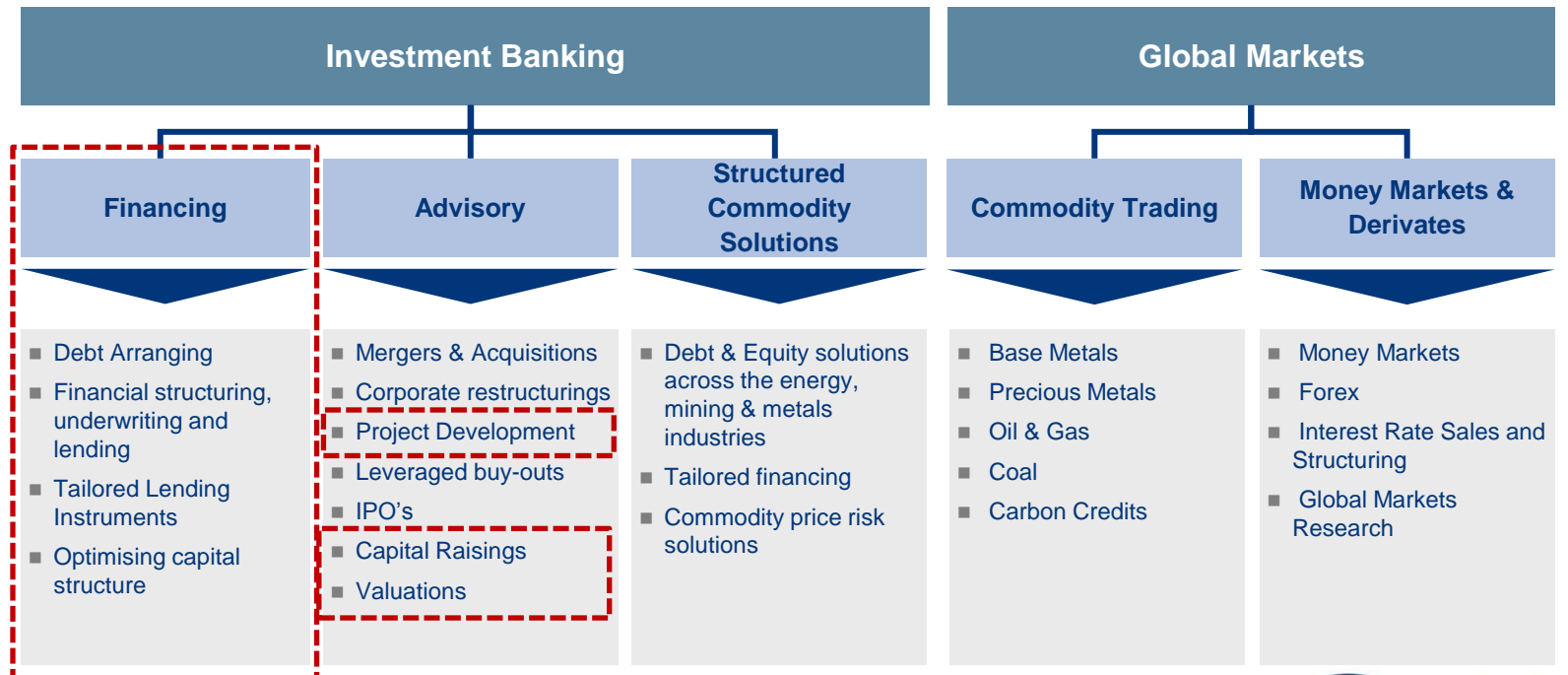
# Standard Bank – Investment Banking offering

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## Key points

*Standard Bank offers a multi-disciplinary approach to investment banking*

- Core to Standard Bank is developing strong strategic value-based relationships with its key clients
- As a global investment bank, Standard Bank looks to assist clients in executing their growth strategy, through geographic and product diversification, by focusing on solutions to clients needs
- Standard Bank has played a key role in providing strategic advice to many of its core clients with growth aspirations



# Standard Bank – Recent Accolades

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## Key points

*Global Finance:  
Best Investment  
Bank in Africa (2012)*



- Best Bank for Payments and Collections in Africa
- Best Foreign Exchange Bank and Provider in Africa
- Best Investment Bank in Africa
- Best Investment Bank in South Africa
- Best Overall Bank for Cash Management in Africa
- Best provider of Money Market Funds in Africa
- Best Sub-Custodian in Nigeria
- Best Trade Finance Bank in Africa
- Best Trade Finance Bank in South Africa
- Country awards for Best FX Provider in Nigeria (Stanbic IBTC) and South Africa

*The Banker: Top  
Bank in Africa (2012)*



- Best Bank in Nigeria (2012)
- Best Bank in Uganda (2012)
- Best Risk Advisor in Africa (2012, 2011)
- Best Debt House in Africa (2012, 2011)
- Best M&A House in South Africa (2012)
- Best Project Finance House in Africa (2012)
- Best Private Banking Services overall for Mauritius (2012)
- Deal of the Year: Namibian debut 10year bond transaction (2012)

*Project Finance -  
Deal of the Year:  
Africa Power (2011)*



- First in Corporate Banking in South Africa
- First in Foreign Exchange Trading in South Africa (peer ranking)
- First in Listings in South Africa (peer ranking)
- First in Money Markets in South Africa (peer ranking)

## Select 2012 & 2011 Accolades



- African Bond Deal of the Year: Joint Winner for restructuring of Senegal Debut Bond
- Deal of the Year: Metorex acquisition by Jinchuan



- Best Bank of the Year – South Africa
- Best Investment Bank – Africa

## TRADE FINANCE

- Accugas – African Midstream Oil & Gas Deal of the Year
- Nordstream – European Midstream Oil & Gas Deal of the Year
- Pulkovo–European Airport Deal of the Year
- PA Resources – African Upstream Oil & Gas Deal of the Year

## The Banker

- Africa's top bank in The Banker magazine's annual ranking of the world's top banks. Standard Bank was ranked 112 out of the world's top 1000 banks (2012)
- Deal of the Year: Bonds: Joint bookrunner for Namibia's debut USD500 million 10 year 5.50% Eurobond (2012)
- Deal of the Year: Loans: Sole Lead Arranger and Bookrunner for Helios Towers Tanzania USD85 million financing (2012)
- Most Innovative Bank from Africa (2012)



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- Best cash management services in Africa
- Best Investment Bank in Africa
- Best Bank Malawi
- Best Investment Bank in Angola
- Best Investment Bank in Namibia
- Best Investment Bank in Nigeria (awarded to Stanbic IBTC Bank)
- Best Investment Bank in Zambia
- Best Local Investment Bank in South Africa

## ProjectFinance

- Accugas – African Midstream Oil & Gas Deal of the Year (2011)
- Deal of the Year: Africa Mining (2011)
- Deal of the Year: Africa Oil & Gas (2011)
- Deal of the Year: Africa Power (2011)
- Deal of the Year: Africa Renewables (2011)
- Nordstream – European Midstream Oil & Gas Deal of the Year (2011)
- PA Resources – African Upstream Oil & Gas Deal of the Year (2011)





## Our Offering

# What can Standard Lesotho Bank offer?

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1

## Leading advisory team

- Standard Bank is a leading financial advisor to corporate entities and institutional investors on transactions across Africa.
- Our footprint, expertise and experience of our on-the-ground teams globally, enables us to manage and execute our clients' strategic financing and banking requirements within and across continents through often challenging and complicated financial and regulatory environments.
- The advisory team possesses the core competencies required to advise on transactions including:
  - financial modelling and valuations (underlying asset valuation, enterprise valuation, market analysis, merger ratios, etc);
  - strategy (negotiations);
  - documentation (alongside legal counsel); and
  - regulation

2

## Africa's leading energy advisor and financier

- Standard Bank is currently advising on several energy sector projects in Africa, encompassing all key technologies, including:
  - thermal (coal, gas); and
  - non-thermal (nuclear, wind, PV, CSP, hydro)
- For instance, in South Africa, Standard Bank is mandated to advise around 40 energy sector client transactions.

3

## Expertise in optimal capital structure

- Standard Bank has extensive expertise in optimal capital structure development.
- The key to successful development of a sustainable capital structure, is a firm understanding of key business drivers as it relates to our clients, including utilities and metals and mining companies.

4

## Sector expertise

- Mining & Metals and Power & Infrastructure are the core sectors for Standard Bank. As such, the specialist and advisory teams bring together complementary skills from specialist practitioners and sector specialists with the requisite industry experience, relationships and access.
- Our presence in the region allows us to carry out in-depth analyses of commodity trends and remain side by side of all the latest developments in the industry.
- Standard Bank plays a leading role in arranging facilities for many of the most significant energy projects currently underway in South Africa, Nigeria, Kenya, Zambia etc.
- Our African teams have adequate access to the global sector knowledge and client base of our global Mining & Metals and Power & Infrastructure teams.
- Therefore we have a vast understanding and knowledge of all the global investor pools active in the space, applicable global sector, valuation and risk allocation benchmarks.

# What can Standard Lesotho Bank offer? (Contd...)

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5	Short term working capital	<p>Short term funding solution normally repayable within one year</p> <p>Renewable</p> <p>Must be deployed to cover working capital gaps and not be tied up longer</p>
6	Long term funding solution	<ul style="list-style-type: none"><li>■ Asset Finance - for plant and machinery to be deployed at PII projects</li><li>■ Property Finance – financing of commercial or residential property</li><li>■ Business Terms loan – other business requirements where underlying cash flows span over a year</li></ul>
7	Guarantees	<ul style="list-style-type: none"><li>■ Bid, Advance, Performance</li><li>■ Normally underpinned by cash</li><li>■ Hence reason to consider deposit accounts as part of the build up for future opportunities</li></ul>
8	Transactional and Investment accounts	<ul style="list-style-type: none"><li>■ Current</li><li>■ Call</li><li>■ Term deposits</li></ul>
9	Transactional products	<ul style="list-style-type: none"><li>■ New Business Online – electronic banking platform</li><li>■ Staff Banking</li></ul>

