

press release

StanChart is 'Best Bank in Zambia' – launches Grand Mortgage Sale

17th July 2014, Lusaka - Standard Chartered Zambia PLC has been named '**Best Bank in Zambia**' by the prestigious **2014 Euromoney Awards**. The bank has won this award for two consecutive years for exemplary leadership in financial performance and delivery of high quality innovative products and services. At the same briefing, the bank launched two innovative products - the Grand Mortgage Sale and the Cheque Deposit Kiosks.

Standard Chartered has won this prestigious Award in light of its strong presence across Zambia, and the breadth of flagship projects that it has undertaken to broaden its product offering and service quality. These flagship projects include: the Bank's innovative Electronic Banking Centres (EBCs) across Lusaka; introduction of the SME Business Debit Card; Fixed Income Bonds for retail clients; extension of the Bancassurance Partnership with Sanlam (African Life) for another 5 years; and holding the first-ever Derivatives Symposium for Central Bank and Ministry of Finance officials.

Furthermore, the Euromoney Award recognised Standard Chartered's continued commitment to the communities where it operates, including efforts to curb deforestation through tree-planting; efforts to tackle preventative blindness through its investment of some USD2m into the flagship 'Seeing is Believing' initiative in Zambia; financial literacy training and women's empowerment programmes.

CEO, Andrew Okai, said, *"For two consecutive years, Euromoney has named Standard Chartered as the Best Bank in Zambia. This is fantastic news for the bank, including the board, management staff and our customers. It demonstrates that our strategy to bank the people and companies driving investment, trade and wealth creation across Africa, Asia and the Middle East has ensured that we continue to lead the market. Zambia remains an important market for us and the growth prospects look promising – as a bank we remain committed to this country."*

He added, *"Today we are also announcing two initiatives, which we believe will continue to set the pace for banking in Zambia – and particularly to meet the evolving needs of our customers. Our grand mortgage sale and our new cheque deposit kiosks demonstrate our continued efforts to innovate and deliver superior products for our customers."*

With 108 years of on-the-ground presence and expertise, Standard Chartered Bank consistently delivers convenient and innovative banking products and services to clients operating in Zambia. Pioneering services, such as Priority Banking, and award-winning channel technologies, like Internet and mobile banking, have strengthened the Bank's franchise considerably.

In addition to the 'Best Bank in Zambia' award, Standard Chartered Africa has won 3 other Euromoney Awards, bringing the total to 4 Euromoney Awards that Standard Chartered has scooped in Africa.

The other 3 Euromoney awards won by the bank include:

Best Risk Advisor in Africa

Best Transaction Services House in Africa

Best Flow House in Africa

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For further information please contact:

Christine Matambo – Head of Corporate Affairs, Standard Chartered Bank Zambia

Email: Christine.Matambo@sc.com

Tel: 227616 (Lusaka, Zambia)

Standard Chartered Bank in Zambia

- Zambia is a core part of the Standard Chartered Bank's Africa strategic footprint and has consistently been among the top five revenue contributors for the region.
- In Zambia, the Bank was established in 1906 and has since grown to be one of the most profitable banks in the country primarily as a result of organic growth.
- The Bank services both wholesale and retail banking customers
- Standard Chartered Bank Zambia (SCBZ) accounts for 19% of the market share.
- The Bank is consistently among the top 3 banks in profitability and balance sheet size.
- The Bank is a leader in providing access to finance for the mining, agriculture, telecommunications and SME sectors.