

About Atlas Mara/BancABC

Who we are

Atlas Mara is a London-listed financial services group focused entirely on **sub-Saharan Africa**. Our goal is to become sub-Saharan Africa's premier financial institution by building an innovative, customer-centric Group that provides wholesale and retail finance services to corporations, small- and medium-sized enterprises ('SMEs') and individuals. We have raised more than \$900 million of equity and debt financing, have announced six acquisitions during the past 24 months and have hired a highly-talented team of passionate, motivated professionals with extensive experience in African banking. We support economic growth and strengthen the financial systems in the countries in which we operate. We aim to be present in 10–15 countries with attractive fundamentals where we can be a scale participant. We are focused on creating value for our shareholders.

What we do

We have a three-phase business model for executing our strategy: Buy (executing acquisitions), Protect (safeguarding our assets and ensuring the platform is 'fit for growth'), Grow (leveraging talent, technology and capital across our asset base). Atlas Mara maintains a high operational tempo – these phases run in parallel across our operating banks. We are continually focused on sharing best practices and driving synergies across the Group. We concentrate on serving our customers' financial services needs and exceeding their expectations. We are focused on specific segments of the corporate and retail markets where we can offer differentiated products and services, particularly for 'national champions' and the retail 'mass' segment. We want to be a 'positively disruptive force' in the markets in which we operate by harnessing technology and our collective experience running first-tier financial institutions. We invest significant time, effort and capital in credit processes, compliance, and information technology to ensure that we grow our business in a responsible and sustainable manner.

Where we operate

We currently have either operations or investments in seven sub-Saharan African countries (**Botswana, Mozambique, Nigeria, Rwanda, Tanzania, Zambia and Zimbabwe**) and in the three leading trading blocs (Southern African Development Community ('SADC'), Economic Community of West African States ('ECOWAS') and the East African Community ('EAC')).

BancABC

BancABC has a proud heritage dating back to 1956. The group was formed as a result of a series of mergers and acquisitions of financial institutions operating in South Central Africa and offering an extensive range of complementary services. Creating synergies from the respective strengths of these institutions resulted in a group with a solid geographic footprint in Southern Africa, an established client base and sound understanding of the diverse financial markets in the region, important business and regulatory contacts and intellectual capacity in various financial disciplines.

BancABC was acquired by Atlas Mara, a rapidly growing financial group that was listed on the London Stock Exchange in 2015. Embracing the principles of positive disruption as a means of reshaping African banking, Atlas Mara is deliberately ambitious and bold in its determination to become the premier financial institution in sub-Saharan Africa.

BancABC Zimbabwe has a branch network of 19 branches widely spread across the country and a team comprising of highly qualified and experienced bankers with a wealth of experience. We have a growing client base, including large industrial corporations, multi-nationals, Parastatals, private and institutional investors and high net-worth individuals and publicly traded companies in need of additional financing.

“Zimbabwe is open for Business”

The new dispensation issued by Government at the beginning of the year, marks a new era in the Zimbabwean economy, wherein the Public Procurement and Disposal of Public Assets Act provides investors with an opportunity to acquire public and private assets in order to target foreign investment which will help to capacitate and rebuild Zimbabwe’s industries.

- Investors will benefit high quality assets, with discounted value in comparison to regional assets.
- In terms of exit mechanisms, and repatriation of returns, the Zimbabwean Government will ensure that laws are harmonised to create a holistic and investor-friendly environment.
- The Government will also work out an incentive scheme system that will help mobilise and retain FDI in the country
- The existence of established capital markets and in particular the Zimbabwe Stock Exchange will give and guarantee investors in the country with exit mechanisms whenever they decide to disinvest.
- Zimbabwe still holds an attractive class of relatively wealthy consumers.
- **Consumer-facing businesses:** Any company that enters the market offering lifestyle and consumer goods products could benefit from demand that has been unmet for years, which resulted in South Africa benefiting from Zimbabwe’s consumer tourism, which contributes 2% of SA’s GDP.
- The country’s mineral potential is vast and can be unlocked and provide adequate return for investment
- There a spectrum of high grade minerals, including Platinum group of metals, Gold, Nickel, Coal, Lithium, Methane gas, chrome grade concentrates, Diamonds, iron ore, which cutting across the full length of green field projects to brown field projects, providing opportunities for engineering, prospective and exploration industries.

Zimbabwe Livestock Overview

Type	Background	Finance Requirements	Products	Comments
Poultry	Chicken meat and eggs have become the main cheapest form of protein in Zimbabwe, compared to beef, pork and fish. The rising of food outlets e.g. Chicken Inn, Chicken Slice and KFC has resulted in an increase in demand for broiler chicken. Up to 2014, the country has been importing chicken meat from as far as Brazil. There is therefore room to increase production of broilers and layers/eggs.	We are looking at financing the whole process chain-from fowl runs, hatchery, broiler and layers production, including stock feed and transport.	Term Loans for Infrastructure development. VAF for transport and Equipment. Working capital finance. Bid to Performance Bonds. Guarantees and Letters of Credit.	There are few major suppliers of chicken and eggs, namely Irvines, Cresta, etc, although they have outgrower farmers. There is great room to finance both the small scale and commercial farmers. Some farms still have the main infrastructure which needs revamping. There is also room to bring latest technology from the Western Countries.
Beef	Beef continues to be the preferred main relish food in Zimbabwe. However due to the depleted herd, the price has continued to rise to prohibitive levels. The Govt of Zimbabwe has come up with a finance structure under	We are looking at assisting in bringing the breeds with the right genes, especially from RSA, Botswana and Namibia. We can also assist in establishing the right pastures.	Term Loan for infrastructure. Letters of Credit and Bank Guarantees to assist importation of breeds.	Zimbabwe is on a sub-tropical climate and the right breeds that can sustain the conditions should be looked at. Zimbabwe used to export beef to Europe, earning \$50m in foreign currency.

	Command farming to help farmers rebuild the country herd.	A lot of abattoirs are lying idle and need revamping. Revamping tinned beef production should be looked at as well.	Working capital finance. VAF for equipment.	There is also space to bring latest technology, feed and chemicals.
Dairy	Zimbabwe still imports milk from neighbouring countries, e.g. RSA, Botswana & Namibia. DZL is still the major producer of milk products, followed by Nestle, Alfa and Omega, Dendairy etc. There is therefore room for more players.	The whole value chain, from bringing right breeds, pasture development, dairy plants, transportation, packaging, and beneficiation to yoghurt, ice cream, cheese.	Term Loan for infrastructure. Letters of Credit and Bank Guarantees. Working Capital Finance. VAF for Equipment.	As Above.
Pork	Although consumption of pork is increasing, it continues to be limited due religious beliefs. Pork competes with both beef and poultry, with prices being very elastic. The main producer is Triple C, who supplies Colcom, the main processor. Although there are other small players, they either supply Colcom or other Butcheries e.g. Koala and Carswell Meats.	Expansion in this industry has to be looked immensely due to price elasticity and competition.	Term Loan for Infrastructure. Working Capital Finance. VAF for equipment.	There is very little room for expansion, as country appears to be self-sufficient from existing production.
Fish	With a major campaign on white meat consumption, there is room to improve on current consumption levels. In terms of protein, fish is write at the bottom. Of late prices have been very competitive. However, low value imports e.g. mackerel from Namibia has seen huge market for the low income earners.	We are looking at the establishment of production infrastructure, bringing write technology. Research and Development is also critical.	Term Loan for Infrastructure. Working capital Finance.	Great room for expansion with major marketing campaign on health benefits.