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33RD ANNUAL GENERAL MEETING

28TH - 31ST AUGUST, 2017
MAHÉ, SEYCHELLES



TDB Achieves New Milestone with First Investment Grade Ratings

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TDB HOSTS KEY INSTITUTIONAL INVESTOR - ROUNDTABLES IN MAURITIUS AND SEYCHELLES

The Trade and Development Bank (TDB), is at the forefront of extending long-term capital and services to advance regional growth and integration and through innovative-financing instruments. It collaborates with regional institutional investors including pension funds and insurance companies to deploy their capital into the development of the region while offering attractive and sustainable return on investments.

Two institutional investor roundtables were organized during the past few months. The first one was held in Mauritius on 13th of July 2017, while the second one was held on the eve of the 33rd Annual General Meeting of the Board of Governors held in Mahe, Seychelles on the 28th of August 2017.

The first roundtable held at Labourdonnais Hotel, Mauritius was well attended by participants including existing TDB institutional shareholders such as the National Pension Fund of Mauritius and Rwanda Social Security Board.

Honorable Marie Joseph Noël-Etienne Ghislain, Minister of Social Security, Reform Institutions and Environment and Sustainable Development was the Bank's Guest of Honour for the roundtable meeting.

TDB Board members also joined the roundtable as well as potential investors such as State Insurance Company of Mauritius as well as other Mauritian insurers, SWAN Group, La Prudence and the Bank of Mauritius.

The second roundtable held on the sidelines of the Bank's Annual General Meeting, was designed to bring a whole range of African investors together to share experiences, best practice and challenges faced by finance practitioners in the region.

Speaking at the event, TDB President and Chief Executive Officer, Admassu Tadesse stated: "Today we have been heavily engaged in an institutional investor roundtable meeting designed to bring together a whole-range of African investors, pension funds, insurance companies, sovereign wealth funds to share experiences on where they have invested successfully, where they see the opportunities ahead, what are some of the challenges and how can they strengthen their partnerships among themselves and with TDB which works closely with African financial institutions and African institutional investors."

Major pension funds from TDB Member States attended the Seychelles Investor Roundtable, including most of TDB's Class B shareholders which included the National Social Security Fund (NSSF) of Uganda and the Seychelles Pension Fund. Prospective investors such as the Public Service Pension Fund of Swaziland and African Live Zambia also joined and had an opportunity to listen and understand the benefits of Class B shares from existing TDB investors.

The Bank's Class B shares provide the opportunity for institutional investors to gain exposure to fast growing economies through a profitable development finance institution with a sound balance sheet and strong growth prospects and aims to be a preferred and leading development finance institution in the region.

NSSF UGANDA RECEIVES PRESTIGIOUS AWARD FOR ITS INVESTMENT IN TDB CLASS B SHARES

NSSF UGANDA receives prestigious award for its investment in TDB Class B shares. TDB's Class B shareholder, NSSF Uganda, received an award for the "Best Infrastructure Investment" during the Africa Investor Infrastructure Development Summit held in Durban, South Africa, May 2017.

The summit is focused on showcasing the potential of infrastructure investments for institutional investors such as pension funds. NSSF Uganda was recognized along with other global pension funds as well as leading pension fund personalities, for innovation and investments in the infrastructure space.

Our mission at TDB is to promote economic development through financing trade and infrastructure in Eastern and Southern Africa. TDB's innovative partnership with pension funds has been duly rewarded by this award as the Bank's Class B shares are an attractive opportunity for institutional investors to gain exposure to infrastructure financing through a well-managed and diversified development finance institution.

The Bank's Class B shares have been well received by regional pension funds and insurance companies as they not only offer dividends and potential for capital appreciation, but also significant positive impact on the region's economies. The Bank has sold more than USD120M of Class B shares to investors of the region.



TDB ACHIEVES NEW MILESTONE WITH FIRST INVESTMENT GRADE RATINGS

- Moody's Rating for TDB upgraded to Baa3 with outlook stable
- GCR Rating for TDB upgraded to BBB – with outlook stable
- Ratings confirm TDB's resilient business growth model and strong financial profile

Credit rating agencies, Moody's and Global Credit Ratings (GCR) have upgraded the Eastern and Southern African Trade and Development Bank's (TDB) long term international scale foreign currency rating to BBB- with the outlook stable by GCR and Baa3 with outlook stable by Moody's.

"We are very pleased that Moody's and GCR have upgraded TDB to Investment Grade. This is a reflection of the Bank's commitment to a series of reforms aimed at strengthening risk management, corporate governance and talent. We take great pride in this achievement, and in joining the small circle of investment grade rated African banks. In line with TDB's Corporate Plan

2018-2022, we will continue to build on our existing strengths and we will continue to mobilize resources to support the financing of sustainable growth and transformation of the Eastern and Southern Africa region" said Admassu Tadesse, President and Chief Executive Officer of TDB.

TDB's investment grade rating and related stable outlook is mainly the reflection of

- the Bank's risk management policies and functions which have helped to improve asset quality.
- the diversity of the Bank's funding/support base.
- credit enhancement undertakings by the Bank with investment grade rated insurers.

The agencies concluded that TDB has a "favorable strategic position on the African continent, derived from its development mandate and broad equity participation (comprising 10 institutional investors, 20 African governments (following the entry of Swaziland in 2017), and the governments of China and Belarus from outside the region). Given the shareholder diversity and the provisions of the Bank's Charter (limiting any single shareholding to 15%), the level of sovereign interference risk is considered to be relatively low. The Bank's unique trade and development expertise and highly experienced management team underpin its leverage with governments in the region".

HIGH COURT OF KENYA RE-AFFIRM IMMUNITIES AND PRIVILEGES OF TDB

The High Court of Kenya early this year re-affirmed various immunities and privileges of TDB staff in legal proceedings brought against them or the Bank, overturning the ruling of a lower court which had sought to compel the TDB staff to submit to certain legal processes.

The judgment was delivered by the honourable Justice Joel Ngugi, on the 23rd of March 2017, in the case of Eastern and Southern African Trade and Development Bank as 1st Appellant, the Director of Legal Services as Second Appellant and the Republic of Kenya as Respondent.

The High Court, sitting as an appellate court at Nairobi, ruled that the Bank's offices and its archives are inviolable and therefore may not be the subject of search and seizure warrants. The High Court further held that the Bank's staff

enjoy the protection of immunities from legal processes, provided that the context is such that they are acting in the course, and within the performance of their duties.

The judgment effectively means that the officers of the Bank enjoy immunity from legal processes when they act in an official capacity and cannot therefore be cited for contempt of court if they plead immunity to resist a warrant of search.

The court stated that the Republic of Kenya is a signatory to the Charter of the Bank, which, as an international treaty, is by the Constitution of Kenya, a part of its domestic laws. The Constitution of the Kenya, in Article 4 (2), makes treaties part of the domestic law of Kenya.

TDB SUPPORTS TELECOMMUNICATIONS, MEDIA AND TECHNOLOGY DEVELOPMENT IN THE REGION

The Trade and Development Bank (TDB), increased its participation in a new syndicated facility co-arranged by the African Export Import Bank (Afreximbank) from USD18.75 million to USD 90.25 million by underwriting a further USD 71.5million.

Through this facility, TDB will be advancing the relationship with one of its existing clients, Econet Global Limited, a pan-African leader in telecommunications, media and technology, operating in a number of TDB Member States. The Bank has been mandated as lead arranger for this 9-year tranche, which it plans to sell down to long-term institutional investors such as pension funds and other development finance institutions.

The facility is expected to play a key role in promoting substantial development impact. Econet employs over 5,000 people directly and has created an estimated 60,000 jobs in total. The company contributes to the promotion of mobile, internet and media penetration in 18 countries in Sub-Saharan Africa.

Econet is also playing a pivotal role in driving financial inclusion, through its mobile money product "EcoCash" which was voted the best mobile money application in the world at the GSM Association Mobile World Congress

in March 2017. In Zimbabwe for example, over USD 7.1 billion was transacted using EcoCash in the financial year ending February 2017. Given the liquidity constraints in Zimbabwe, Econet is playing a crucial role in extending the reach of financial services to previously excluded people.

With the TDB facility, Econet will also be able to strengthen its position as a key contributor to the development of fibre broadband infrastructure in several TDB Member States. Through Liquid Telecom, an Econet subsidiary, the company owns and operates the largest independent open access cross border fibre broadband network in Africa, which spans over 50,000 kilometres and covers 13 TDB member states.

This fibre broadband infrastructure will deepen access to the Internet in these countries, reduce the cost of Internet access, support the growth of Small and Medium-sized Enterprises (SMEs) and large enterprises and enable regional integration.

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TDB FINANCES LANDMARK CEMENT PLANT IN OROMIYA, ETHIOPIA

On 19th March 2017, Ethiopian Prime Minister Haile Mariam Desalegn, officially opened Habesha Cement plant, hailing the contribution of the Trade and Development Bank (TDB) to both Ethiopia and the Eastern and Southern Africa region.

In 2013, TDB approved a facility which was utilized in the construction of one of the landmark establishments in Ethiopia, the Habesha Cement plant. The plant is located 35 kilometres west of Addis Ababa in the Oromiya National Regional State which is strategically located in close proximity to raw material deposits and high demand areas for cement products. The plant's planned capacity amounts to 3,000 tonnes of clinker per day which places it amongst the largest in the East African region. The plant became fully operational in April 2017.

The investment cost of the project amounted to USD 123 million which was funded based on a Debt-to-Equity ratio of 30 to 70. The Equity was raised from

several sources while the initial part of the equity portion was funded by the founding partners and through a public subscription for Ethiopians.

TDB contributed 41 percent of the total investment cost amounting to USD 55.5 million which reflects the Bank's commitment to development projects in Member States for regional integration and economic empowerment.

The project employs nearly 277 people and is expected to increase to 500 permanent and temporary employees in the next few years as production increases. Habesha's management is committed to corporate social responsibility towards Oromiya locals and farmers which is part of the socio-economic development of the project.

The project is managed by both Chinese and Indian contractors which allow for technology transfer from the largest players in the Global Cement market to Ethiopian talent and experts. Local cement with international standards will be produced to serve local and regional demand.





TDB BOARD OF GOVERNORS APPROVE NEW CORPORATE PLAN AT 33RD AGM

“We need more institutions like TDB that give confidence and keep Africa’s capital in Africa to finance our trade, our infrastructure, our industry, our agriculture, our development – all towards serving the interest of our citizens”, said H.E. Danny Faure, President of the Republic of Seychelles during the 33rd Annual General Meeting of the Eastern and Southern African Trade and Development Bank (TDB).

The international event, which gathered government and private sector leaders, investors, ministers of finance, central bank governors and other development finance partners at the Savoy Resort and Spa in Seychelles, from the 28th to 31st of August 2017, led to landmark decisions that will positively impact on the region’s economic growth and development targets.

The TDB Board of Governors approved the Corporate Plan 2018-2022, which projects USD 1.8 billion for infrastructure finance and USD 5.6 billion for trade finance loans. The 6th Corporate Plan is essentially a managed growth strategy, built on the Bank’s vision of

a world-class African development finance institution that can advance the economic development, integration and prosperity of the region. The Bank projects to grow its loan portfolio to USD 7.4 billion targeting infrastructure and trade over the next five years.

TDB President and CEO, Admassu Tadesse said: “In line with our Charter, the Bank will continue to grow trade and development financing for a range of priority sectors, notably agribusiness, energy, industry, and infrastructure, including power, with a focus on renewable energy.”

Another landmark of the AGM included the signing of an agreement between TDB, the Republic of Sudan and the Republic of South Sudan. It establishes a framework for South Sudan and Sudan to collaborate more closely in their cross-border trade and development activities (including with their neighbors such as Kenya, Uganda and Ethiopia), with the full support of TDB as their development finance partner.

The signing of the landmark agreement between TDB, represented by the

President and CEO Admassu Tadesse, the Republic of South Sudan, by the Minister of Finance Mr. Stephen Dhieu Dau Ayik, and the State Minister of Finance and Economic Planning Dr. Abdelrahman Mohamed Dirar Elameen for the Republic of Sudan, underscored TDB’s unique and strategic financial intermediation role in the region, thus taking the Bank a firm step forward in the delivery of its regional development mandate.

The planned activities that took place during the TDB 33rd AGM included the Board of Governors Meeting, Investor Round Table, the Central Bank Round Table, the Eminent Panel and a Gala Dinner.

The former President of Zambia, H.E. Rupiah Banda, a special guest to the AGM and member of the Eminent Persons Panel of TDB, noted that the Bank has supported its Member States in the areas of funding for infrastructure, trade finance and project development. “As a region, we have made great strides in regional development. However, we cannot rest on our laurels and celebrate just yet because we still have a lot of work to do,” he added.



THE 33RD

President Danny Faure was the guest of honour at the official opening session of the 33rd Annual General Meeting of the Board of Governors of the Trade and Development Bank (TDB) held on the 31st August 2017, at the Savoy Resort in Seychelles.

Distinguished guests present at the official opening ceremony included the former President of the Republic of Zambia, H.E. Rupiah Bwezani Banda, the former President of the African Development Bank, Dr. Donald Kaberuka, the Speaker of the Seychelles National Assembly, Honourable Patrick Pillay, the Seychelles Designated Minister, Mrs Macuzy Mondon, the Minister of Finance and Economic Planning for Rwanda, Honourable Claver Gatete, Seychelles' Minister for Finance, Trade, and Economic Planning Dr. Peter Larose, the Secretary General of COMESA Sindiso Nwenya, and several other dignitaries and officials from the Bank's Member States.

During his address, President Faure expressed his appreciation and honour that Seychelles has hosted the Annual Meeting of TDB this year and highlighted how Seychelles' longstanding and growing association with TDB is rapidly "rising up towards the vision of its founders".

TDB ANNUAL MEETING: SEYCHELLES PRESIDENT COMMENDS TDB ON REGIONAL IMPACT OF LANDMARK PROJECTS



Addressing delegates, President Faure commended the achievements of the Bank for its involvement in key projects and developments that help improve the lives of the citizens of Member States represented by TDB.

"In Seychelles, the two projects that have benefited from TDB financing – Eden Island and Ephelia Resort – have ended up creating numerous jobs both directly and indirectly, and contribute significantly to tax receipts to help the Government implement our programs. We are not alone as beneficiaries. Other Member States have also been able to use TDB financing for their development through trade, infrastructure, agribusiness and industrial development projects," the Seychelles President added.

The President added that Seychelles believes in the promise of regional integration. "Together we need to create a more competitive and attractive economic landscape for investment and job creation. Regional financial institutions are important in this context, as they can pool limited human and financial resources, create strong capabilities and build the confidence of other international investors and financiers. They reinforce the values of unity and people-centred development, essential for our continent's economic and political revival," concluded President Faure.

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TDB'S EMINENT AND DISTINGUISHED PERSONS ADVISORY PANEL MEET DURING THE 33RD AGM IN SEYCHELLES

The Trade and Development Bank (TDB), launched the Eminent and Distinguished Persons Advisory Panel in 2016 and held its inaugural meeting on the sidelines of the African Union Heads of State Summit in Addis Ababa, Ethiopia in January 2017.

The eminent advisory panel is composed of current and former Heads of State namely; Seychelles President Danny Faure, former President of Zambia Rupiah Banda as well as global development leaders such as Dr. Donald Kaberuka, former president of the African Development Bank (AfDB); Dr Abdalla Hamdok, Deputy Executive Secretary of the United Nations Economic Commission for Africa (UNECA); Mr. Erastus Mwencha, former Deputy Chairperson of the African Union; and Sindiso Ngwenya, Secretary General of the Common Market for Eastern and Southern Africa (COMESA).

Their wisdom, strategic perspective and international network will support the promotion and re-positioning of TDB, as well as

further growth and transformation with the aim of accelerating regional integration.

The advocacy and networks of the Eminent and Distinguished Persons are also intended to maintain the efforts of TDB to mobilize additional resources through the unlocking of opportunities for new partnerships. Moreover, the panel is tasked with high level targeted advocacy in order to mobilize prospective Member States' strategic funding partners and institutional investors.

The special half-day session of the advisory panel included remarks by former President Rupiah Banda, presentations by different members, and questions from observers.

The aim of the session was to reflect on the emerging corporate strategy and five-year plan of the Bank in the context of current trends and opportunities in global development finances it related to the panel's mandate.

TDB LAUNCHES NEW AND ENHANCED CORPORATE WEBSITE

TDB recently launched a new corporate website, in-line with its new name, and corporate identity. The new TDB website has been designed from scratch to align to global best practice.

The new TDB website is mobile responsive meaning that it 'responds' to different screen sizes such as smartphones and tablets. Given that Africa is a mobile-first continent, this ensures that the TDB website will be accessible to all of our stakeholders throughout the continent and beyond.

The new website also has a completely redesigned user experience. It has been designed to be user-friendly and intuitive so that it is easy to navigate content,

features and functionalities throughout the website. The website also has a visually appealing user interface that is aesthetically modern and refined. The content on the website has also been reworked to make it easier to read and more concise, where required, thereby making it 'lighter' for the end-user.

At the heart of the Bank's website is a more robust and easy to use content management system (CMS). A CMS is essential to a modern website as it makes it easy for non-technical users to make changes to the website's content as and when required in a simple manner. In addition, the CMS makes it possible to extend the features and functionalities of the website, ensuring the longevity of its usefulness to TDB.



TDB MOVES TO THE "CLOUD"

So, what is the 'Cloud'?

The cloud is a term most of us have heard of and some may not fully understand it fully. It has become an increasingly popular trend and we've all used the cloud in one way or another even though we may not realize it. Social media, email accounts like Gmail, file sharing sites like Dropbox and streaming sites like YouTube are all examples of cloud services.

In simple terms, the cloud is a network of servers that run various software services on the internet instead of running locally on your computer, with the biggest advantage being the ability to access your information from any device that has an internet connection.

A growing trend amongst software companies has been to move their "off the shelf applications" to the cloud and some have even gone as far as embracing cloud solutions entirely.

TDB and the Cloud

TDB's Information Services Unit has spent time researching and testing innovative technologies to keep in line with the Bank's growth. The unit has implemented cloud services before such as Firmex and more recently SAP Success Factors, and now, has made the move from the traditional in-house Microsoft Office suite to the cloud based Office 365 solution.

Emphasis on the cloud is paramount given that TDB comprises of staff working in various locations and engages with external stakeholders, hence making Office 365's sharing and collaborating abilities a real necessity. The solution also cuts down on infrastructure and maintenance costs that come with running traditional on-premise software thus saving the Bank money.

The main applications Office 365 offers include:

- Office Suite (Word, Excel, PowerPoint, Outlook, OneNote, Publisher, Skype for Business, Access)
 - Users can access the office suite from up to 5 different devices.
- Yammer (enterprise social networking)
 - Users can socially interact with their internal peers
- OneDrive for Business (cloud file storage)
 - Users can use OneDrive to save and share their work documents with internal and external stakeholders with no worry about size limitations.

TDB BREAKS NEW GROUND WITH A BENCHMARK SIZE EUROBOND ISSUANCE

The Trade and Development Bank (TDB), has a successful track record of issuing bonds within Africa and other international markets.

TDB is a regular issuer in the global capital markets. Its previous issuances date to 2010 and 2013 in the Eurobond market. In March 2017, the Bank issued a benchmark sized transaction of USD500 million that gained entry to the JP Morgan Index of EM Bonds. The transaction was well received by the market by being oversubscribed 4.4 times that is USD 2.2 billion, at the lowest ever price in TDB's history.

The price came down to 5% against 6.3% for its 2013 issuance. The order book for TDB's bond was of high quality highlighting the Bank's strides in its credit

USD 100m
Target acceptance
amount by TDB

USD 180m
Amount tendered
by market



profile and ratings. The order book was well represented across the geographies of Europe, Asia, and the Middle East, as well as by investor types of private banks, and fund managers mostly.

Alongside the issuance of the Eurobond, TDB also embarked on a Liability Management Exercise (LME) through a Cash Tender for its Eurobond maturing December 2018. This exercise was well received since the target acceptance amount was USD 100 million, yet the market tendered USD180 million.

It is worth noting that the success of this issuance and LME comes within a context of rising interest rates, and volatility in international capital markets.

TDB closed the transaction at USD 200 million on a consolidated basis with its March Issuance, bringing its total Issuance size to USD 700 million, at an average coupon of 5.41 percent per annum.



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AFD OF FRANCE AND TDB CRYSTALIZE NEW FINANCIAL COOPERATION WITH 75M LINE OF CREDIT

The Trade and Development Bank (TDB) and the Agence Française de Développement (AFD) started their cooperation in 2012 with an initial technical assistance cooperation programme dedicated to the strengthening of TDB's operations at the start of the 5th corporate plan.

"Today, our cooperation with AFD is consolidating and expanding with the signature of these two financing agreements. This long tenor financing will support TDB in the development of its project finance activities for better regional integration and competitiveness of TDB Member States in Eastern and Southern Africa" said the President and Chief Executive Officer of TDB, Mr. Admassu Tadesse. The two agreements aim at supporting TDB, a leading regional development finance institution through a continental and Pan African approach. The credit facility of USD 75 million will be targeting infrastructure projects while the technical assistance grant aims at supporting TDB in its climate and green finance strategy development, while enhancing its infrastructure project finance activities as well as implementing internal capacity building activities.

Mr. Rémy Rioux, AFD Managing Director acknowledged "Both AFD and TDB are members of the IDFC platform and

The Agence Française de Développement (AFD) signed a credit facility of USD 75 million and a grant support of EUR 0.5 Million with the Trade and Development Bank, on 12th April 2017 in Paris, to support its financing of infrastructure projects in Africa.

we are looking forward to develop further our cooperation on green financing opportunities; we expect that AFD's support will develop joint initiatives between our two organizations for infrastructure development in Africa, in transport, energy, water, sanitation, and ICT".

This project aims at financing 4 to 6 strategic projects in the next four years in the COMESA, EAC and SADC regions, at consolidating TDB's role and position for African infrastructure projects financing, and at developing further interactions between AFD and TDB.

The infrastructure needs of Sub-Saharan Africa will exceed USD 93 billion annually over the next 10 years. To date, less than half of that amount is being provided thus leaving a financing gap of more than USD 50 billion to fill. The poor state of infrastructure in Sub-Saharan Africa – the conditions of its electricity, water, roads and

information and communications technology (ICT) – cuts national economic growth by two percent every year and reduces productivity by as much as 40 percent. To sustain economic growth and build sustainable development in Africa, building infrastructure to bridge this gap is vital.

TDB CONDUCTS FINANCE FOR SUSTAINABLE GROWTH WORKSHOP IN ADDIS ABABA

The Addis Ababa Chamber of Commerce & Sectoral Association (AACCSA), in collaboration with the Trade and Development Bank (TDB), conducted a Workshop on “Trade & Development Finance for Sustainable Growth” at the Capital Hotel, Addis Ababa, on September 29, 2017 in Ethiopia.

The purpose of the workshop was to support local manufacturing and corporate business integration to the COMESA market by creating awareness of TDB’s product offerings and services in Ethiopia and the sub-region.

to business operators in the country. Providing information on access to finance is a worthwhile intervention to be undertaken by the Addis Chamber to serve its members. He believes that creation of awareness about financial sources and products should be one of the areas the chamber needs to engage in.

Admassu Tadesse. According to the President, these interventions by TDB will also complement the positive results achieved by ongoing operations of the formal banking system and equity funds.

AACCSA is also hosting a project to establish a COMESA Market Information Center with the financial support of European Union Regional Integration Support Mechanism (RISM). The project aims to strengthen the provision of manufacturing advisory services by bridging the gap when it comes to regional market information and advice, to local companies and foreign investors on how to develop trade under



According to Secretary General of the Chamber, Mr. Getachew Regassa, access to finance and the availability of information are critically relevant

“TDB will support the regional economy in designing new initiatives to better serve the financial needs of the business community”, said TDB President

the COMESA market.



TDB IN THE NEWS



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ZAMBIA DAILY NEWS, Tuesday, September 12, 2017

TDB fosters intergration agenda

TDB has been driving economic development, which commercial banks cannot provide as their funding



Admassu Tadesse (left) with Bank of Zambia President Henry Phiri (middle) and the Trade and Development Bank (TDB) President Admassu Tadesse (right) during the opening of the TDB Board of Governors' 2017 meeting in Harare.

Admassu Tadesse, President of the Trade and Development Bank (TDB), has been driving economic development, which commercial banks cannot provide as their funding is limited. He has been driving economic development, which commercial banks cannot provide as their funding is limited.

TDB EXTENDS USD 60 MLN FOR THREE ETHIOPIAN COMPANIES

By The Reporter Staff

The Trade and Development Bank (TDB) has extended a loan of USD 60 million to three Ethiopian companies. The companies are...

Admassu Tadesse: 'Mauritius ought to be a bigger stakeholder in COMESA's Bank'

Admassu Tadesse, President of the Trade and Development Bank (TDB), has been driving economic development, which commercial banks cannot provide as their funding is limited.

Trade and Development Bank (TDB) - formerly PTA Bank

The Trade and Development Bank (TDB) has been driving economic development, which commercial banks cannot provide as their funding is limited.

Newly Rebranded Trade And Development Bank Looks For A Stronger Presence In Ethiopia

The Trade and Development Bank (TDB) has been driving economic development, which commercial banks cannot provide as their funding is limited.

Trade and Development Bank to establish a presence in Mauritius

The Trade and Development Bank (TDB) has been driving economic development, which commercial banks cannot provide as their funding is limited.

TDB seeks more members to boost capital

Trade and Development Bank (TDB), formerly PTA Bank, is seeking more members to boost its capital. The bank has 21 members across the Common Market for Eastern and Southern Africa (COMESA) and the Southern African Development Community (SADC).

Interview with the Trade and Development Bank President Admassu Tadesse

Admassu Tadesse, President of the Trade and Development Bank (TDB), has been driving economic development, which commercial banks cannot provide as their funding is limited.

Regional states meet in Seychelles for investment talks

Regional states are meeting in Seychelles for investment talks. The meeting is part of the ongoing 33rd Eastern and Southern African Trade and Development Bank Annual General Meeting.

TDB HARARE OFFICE



ELEGANCE MEETS WORLD CLASS DELIVERY

The Bank's office presence in Zimbabwe goes back to 2008 when it opened an office in Harare with the overarching objective of getting closer to the Member States in Southern Africa. Starting as a liaison/country office, its mandate was expanded in 2014 to cover the neighbouring countries of Zambia, Malawi, Zimbabwe and in the future Swaziland, Namibia and Botswana.

Over the last couple of years, TDB has upgraded its regional office in Harare in an effort to boost its presence in Zimbabwe and the sub-region. In keeping with the primary objective, the regional office has enabled the Bank to bring its services closer to one of its key markets in the region. Further, to enhance the brand, the offices have undergone major renovations to not only provide staff with a tranquil and serene working environment, free of the hustle and bustle of city centre activity, but also to reflect the important role that the Bank continues to play in Zimbabwe and the Southern Africa region.

The Bank acquired its own premises in 2011 and moved to the current location in Newlands, some five kilometres from Harare's central business district.



PHASE 1

The property has undergone considerable modernization and expansion strategically divided in two phases to ensure little disruption of operations. The first phase, which was completed in 2015 involved the renovation and expansion of the existing office building to provide more office space including six executive offices, a larger open-plan operational office with a capacity to accommodate up to 12 work stations and a new small gymnasium.

During this phase, the existing building complex was also partitioned and renovated to create a modern boardroom, a spacious reception and visitors lounge, a meeting room, a modern kitchen, and three small offices.

In September 2014, the Bank held its quarterly board meeting in Harare. On the sidelines of this event, the renovated and expanded offices were inaugurated on the 24th of September 2014, by the President and Chief Executive Officer of the Bank, Mr Admassu Tadesse and the Honourable Patrick Antony Chinamasa, Minister of Finance and Economic Planning of the Republic of Zimbabwe. The Bank seized the opportunity to introduce its new home to the market and announce the upgrading of the office to regional status with an expanded geographical coverage.



PHASE 2

The second phase of the renovation project commenced in October 2015 and involved the construction of a guard house, a generator and store house, building of the perimeter walls, retaining walls, drive and walkways, paving of the staff and visitors' car park and landscaping. The project also involved the installation of car shades in the staff and visitors' parking and the installation of security lights along the perimeter wall. The completion of this phase has not only enhanced the ambience of the Regional office but has also ensured that they are more secure. To complete the picture, much attention has been made to enhancement of information and communication infrastructure to ensure seamless linkages with the other TDB offices. Ideally, the completion of the renovations coincided with the launch of the Bank's new corporate identity, "TDB".



The original building was constructed in the 1980s as a residential house but was later converted into business premises. In designing the renovations, deliberate care was taken to retain the original "cape cod" style architecture of the building, featuring elaborate and distinctive details with curved asymmetrical high roof elevations and round shaped pillars at the front and back of the complex.

A total of ten officers are currently operating from HRO, representing various departments in the Bank including, Project Finance, Trade Finance, Human Resources and Administration, Portfolio Management and Legal Services. With the successful conclusion of the renovation/expansion project, the regional office is now better positioned to play its strategic role in the delivery of TDB's financial services in the Tripartite Region.

AIMING HIGHER: TDB IS TAKING PERFORMANCE MANAGEMENT TO THE NEXT LEVEL

TDB goes Live with Cloud-Based Performance Management System

One of the strategic objectives laid out in the Trade and Development Bank (TDB's) 2018-2022 Corporate Plan is to "develop the Bank's human and institutional capital, and achieve the highest level of operational excellence," said Daniel Mezgebu, Director of Human Resource and Administration at TDB.

Achieving the strategic goals of TDB requires emphasis on performance supported by a robust system and an enabling environment. SAP Success Factors provides an integrated and paperless performance management framework where staff and their supervisors can actively engage in goal setting, coaching, mid-year review, self-assessment, and year-end evaluation.

Effectively driving and managing employee performance has never been more critical now than ever. SAP Success Factors helps TDB to ensure strategy and goal alignment, continuous improvement of workforce performance through ongoing coaching and feedback, and accurately recognizing and attracting talent at the Bank.

The Human Resources and Administration Department conducted Balance Score Card Workshops and Success Factors End-User training for all staff in order to ensure consistency in the use of the new performance tool across the institution. TDB has set "Stretch-goals" in the upcoming 5-year Corporate Plan and achieving those objectives requires an "enhanced-performance-culture" added Mr. Mezgebu.

TDB IMPLEMENTS ANTI-MONEY LAUNDERING, COMBATING THE FINANCING OF TERRORISM AND SANCTIONS PROGRAM

The Trade and Development Bank (TDB)'s Compliance Unit has implemented a series of programs including the dissemination of new anti-money laundering, combating the financing of terrorism (AML/CFT) and sanctions policies across the Bank.

The unit has also carried out the implementation of an automated end to end Know Your Customer (KYC) Solution, capable of performing comprehensive AML/CFT checks in various key areas such as customer due diligence, Politically Exposed Persons (PEP) list screening, payment and sanctions screening and negative publicity disclosures.

To this end, the Bank's Worldcheck automated screening solution, which is in line with the Financial Action Task Force (FATF) Recommendations and International best practices, is fully functional with at least one dedicated officer (also known as AML Champion) assigned to it from each department.

end-to-end screen of customers is carried out right from the onboarding stage through to due diligence, approval, disbursement and monitoring up to retirement of business relationships. Screening is also carried out on our business partners, service providers and staff.

Training has been provided to staff members and the Bank's Board of Directors with further targeted specialized training for the business operations departments. This has greatly improved and refined the Bank's due diligence, approval and monitoring processes thereby enhancing control and monitoring measures deployed to manage risks that the Bank faces.

The unit intends to implement the next phase of the compliance program which will include a review of the AML/CFT and Sanctions Policies for updates in line with recent global developments, and to further include a risk scoring model.



Moving towards a more strategic and responsive compliance function

The Unit with the support of Management and the Board of Directors has strengthened the Bank's compliance culture at all levels by migrating and transitioning the compliance function to a more strategic, and responsive unit function through:

- Embedding a culture of integrity to ensure appropriate prevention and detection of any "red flags" by all members of staff.
- Engaging with business and coming up with solutions within permissible guidelines. Compliance Unit is therefore seen to move "hand in hand" with business and other departments from on boarding of a customer/supplier/partner to monitoring transactions and finally discharge of the business relationship. This way, the Compliance Unit is part of the transaction team as an enabler, collaborator, strategist and internal consultant.

The Unit is building on collaboration with other organizations through information sharing by using social media and other forums, which information is in turn shared within the Bank. The Unit is closely monitoring the progress of the African Customer Due Diligence Platform that is being spearheaded by one of our funding partners to enable it to consider the opportunity to subscribe to the said platform.

The Unit further intends to grow its compliance capacity to cope with the growing business demands of the organization and

the volatile and complex national and international regulatory environment, that directly and indirectly affects the Bank's operations through enhanced and targeted training programs.

The Unit, in consultation with the Information Technology Unit, is working on automation of various reports such as compliance with Lines of Credit Covenants, and compliance by the Bank's Customers with the terms and conditions of the facilities provided. This is intended to be done through the creation of a centralized contract monitoring system.

TDB IN PICTURES



NEW ADDITIONS TO THE TDB FAMILY

In line with the Trade and Development Bank (TDB's) Corporate Plan 2018 – 2022, the Bank is continuously expanding its reach and regional footprint. Hence building a strong pool of young and talented African professionals is key to achieving the bank's strategic objectives. The following staff have been hired during the second and third quarter of 2017.

David Mumbere Bamlango, *Senior Director, Legal Services*

Mr. Bamlango has over 15 years of extensive experience as a corporate lawyer in leveraged finance, project finance, debt capital markets, structured finance and derivatives. Prior to his appointment, Mr. Bamlango was Partner, Finance Practice Group at DLA Piper LLP and was Associate, Finance and Banking Group at Mayer Brown LLP in Chicago. Mr. Bamlango holds Juris Doctor from Kent College of Law, Chicago University; Master of Business Law from Université Paris Panthéon-Sorbonne; Licence in Law from Université Lille and Graduate in Law (LLB) from Université Libre des Pays des Grands Lacs. He is a Member of the State Bar of Illinois and is bilingual in English and French.



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Gloria Mamba *Director, Asset Management*

Ms. Mamba has over 20 years' experience in financial services in Southern Africa with focus on strategy development and execution, business development, due diligence, financial analysis and structuring, negotiation and legal and risk management. Prior to her appointment, Ms. Mamba was Associate Director at Deloitte Development Africa based in Johannesburg, SA. She has served in management roles at Global Environment Fund, Development Bank of Southern Africa, Blue Catalyst and United States Agency for International Development (USAID). Ms. Mamba holds Master of International Management Degree from the American Graduate School of International Management and Bachelor of Arts Degree from Columbia University.

Dawit Amare Gebrehana *Head, Compensation and Benefits*

Neema Siwingwa *Head, Syndications*

Joseph Mate *Head, Advisory Operations*

Josephat Waichungo *Head, Credit Risk*

Ricardo Bernard *Senior Legal Officer*

Fredrick Olende *Specialist, Deal Structuring & Financial Modeling*

Mabouba Diagne, *Director, Deal Structuring & Financial Modelling*

Dr. Diagne has over 18 years of International (European & Pan African) Corporate & Investment Banking experience in senior management responsibilities. Prior to his appointment, Dr. Diagne was Regional Managing Director, Group Head of Corporate Coverage & Investment Banking at Banc ABC/Atlas Mara based in Johannesburg. He has served in management roles at leading global banks including Barclays Bank, Standard Bank, Credit Suisse and Commerzbank. Dr. Diagne holds a PhD in Financial Risk Management and Portfolio Optimization and Master of Financial Mathematics from University of Kaiserslautern, Germany. He also holds Master of Applied Mathematics and Computer Sciences Degree and Bachelor of Applied Mathematics and Computer Science Degree from the University of Gaston Berger in Senegal. He is fluent in English, German, Italian, French and Wolof.

Robert Shaza *Deal Structuring & Financial Modeling Officer*

Alex Area *ECA Finance & Partnerships Officer*

Cyril Mpumwire *Trade Finance Documentary Credit Specialist*

Ulla Dronyi *Investor Relations Officer*