



OFID

Invests USD 20 Million
in TDB Shares **PAGE 3**

Project 'WAKANDA'

TDB Adopts Lean Six
Sigma to Enhance
Processes **PAGE 11**

TDB Receives Industry-Peer Award in South Korea as Best Performing DFI in Africa

PAGE 8



INSIDE

NEWS PAGES 2 - 6

IMPACT PAGES 9 - 10

TECHNOLOGY PAGE 18 - 19

COVERAGE PAGES 7 - 8

INTERNATIONAL PAGES 13 - 17

TDB RECEIVES INDUSTRY-PEER AWARD IN SOUTH KOREA AS **BEST PERFORMING DFI** IN AFRICA

The Trade and Development Bank (TDB) received an award on May 22nd, 2018, from the Association of African Development Finance Institutions (AADFI), recognizing TDB as a top performing DFI in 2017. It was presented in Busan, South Korea on the side-lines of the African Development Bank (AfDB) Annual Meetings.

The award follows the AADFI publication of its 2017 Peer Review of African DFIs with the AADFI Prudential Standards,

Guidelines and Rating System (PSGRS). The Peer Review covered 49 institutions, which included 33 Ordinary AADFI member-institutions, five Special AADFI member-institutions and 11 non-AADFI member-institutions. The initial unveiling of the results took place in Abuja, Nigeria, and was later revised at the 87th Meeting of the AADFI Executive Committee at the 2017 CEO Forum of African DFIs. The DFIs studied were assessed in the areas of Governance, Financial, and Operational performance.



ABOUT AADFI

The AADFI was established in 1975 under the auspices of the African Development Bank (AfDB) to meet the need for continent-wide coordination and economic solidarity. Among its main objectives is the promotion of economic and social development in Africa through cooperation among banks and financial institutions.





OFID INVESTS USD 20 MILLION IN TDB SHARES

Washington, D.C. 21 April 2018 – OFID (the OPEC Fund for International Development) signed a membership and subscription agreement with the Eastern and Southern African Trade and Development Bank (TDB), subscribing to the bank's Class B shares in capital stock amounting to USD 20 million.

Admassu Tadesse, President and Chief Executive of TDB and Suleiman J Al-Herbish, Director-General of OFID, signed the agreement on the sidelines of the IMF/World Bank 2018 Spring Meetings in Washington, D.C.

"We are delighted with the expanded partnership between OFID and TDB, which has now been elevated to a strategic level. The accession of OFID to the membership of TDB is a reflection of the increased commitment of OFID to our fast growing

region and recognition of TDB as a regional development finance partner and intermediary of choice," said TDB's President

Tadesse. The deepening of our partnership will unlock more synergies as we jointly advance trade, infrastructure, agribusiness and manufacturing, toward the realization of the sustainable development goals (SDGs) in Eastern and Southern Africa."

OFID Director-General Al-Herbish said: "TDB has renewed its commitment to regional socioeconomic development in Africa and so represents a good fit for OFID. In 2017 alone, OFID approved USD 695.6 million for development operations in Africa and a total of 32 African countries shared this amount. We remain committed to the continent." This investment enhances a nine year partnership with TDB, during which OFID has approved lines of credit totaling USD 130 million to the Bank beneficiary countries in Eastern and Southern Africa.

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Al-Herbish
OFID Director-General

MADAGASCAR BECOMES TDB'S 22ND MEMBER STATE

The Bank has been proactively engaging with the Malagasy Government (GoM) over the last three years to propel Madagascar's induction as a TDB Member State. Following two meetings between H.E. Henry Rajaonarimampianina and Mr. Admassu Tadesse, President of TDB, follow-up missions were undertaken to negotiate membership with key Malagasy officials. Following those meetings, a cross-departmental task force was assembled to advance discussions. The task force included representatives from the Corporate Affairs & Investor Relations Department, the Franco-Lusophone Coverage Department, and the Credit Risk Department. The team carried out high-level discussions with the government of Madagascar, placing strong emphasis on the Bank's mandate to develop trade and infrastructure projects, and to foster regional integration in the COMESA region.

Whilst in Madagascar, the team also met with various public and private stakeholders, having identified significant investment opportunities in renewable energy, infrastructure, healthcare, and agribusiness.

In May of this year, Madagascar signed a subscription agreement, making it TDB's 22nd Member State. The Bank is pleased to count Madagascar as its fourth member among the nations in the Indian Ocean.



Mr. Admassu Tadesse with H.E. Henry Rajaonarimampianina

Agriculture, including fishing and forestry, is a mainstay of the Malagasy economy, accounting for more than one-fourth of GDP and employing roughly 80% of the population. Tourism is the third contributor to the national GDP and the sector is expected to grow by around 10% percent over the next few years. The recent discovery of oil sources has boosted the mining industry of the Red Island. After gaining duty-free access to the US market in 2000, through the African Growth Opportunity Act (AGOA), the textile industry has also gained strong momentum. Madagascar and Mauritius (where TDB's principal office is located) are embarking on a new path of bilateral cooperation and expanding the existing collaboration with the establishment of a Joint Permanent Commission Mauritius-Madagascar. This enhanced cooperation



agreement enables both parties to identify cooperation and investment opportunities in different sectors. For TDB, Madagascar showcases tremendous investment opportunities in agriculture, tourism, fisheries industries, transport and civil engineering, energy and manufacturing. The deficit in infrastructure and the need for enhanced financial instruments to empower the economy makes it an opportune ground for TDB to exercise its development mandate. The Bank's intervention would also significantly encourage regional integration. The TDB Business teams, hence, stand ready to hit the ground running regarding initiating business opportunities on the Red Island.



TDB ESTABLISHES STEADY PRESENCE IN THE KINGDOM OF SWAZILAND

TDB hosted a business seminar in Swaziland on the sidelines of its 132nd Board of Directors meetings last April. The event was organized in collaboration with the Federation of Swaziland Employers and the Chamber of Commerce. Swaziland joined the Bank in 2016 as its 20th Member State, and the seminar was the first opportunity for many members of TDB's Board and management to visit the Kingdom and interact with public officials, private sector operators, associations, financial partners and the diplomatic community.

Swaziland has a population of 1.3 million, with a GDP of USD 4 billion; and the Bank expects significant business to come from Swaziland, in both Trade Finance and Project & Infrastructure Finance capacities.

In addition to the regularly scheduled Board meeting, the week's activities included a business seminar that introduced TDB and its products to the local business community. The seminar consisted of presentations by TDB representatives, the Swaziland

Public Service Pension Fund, as well as the Swaziland Investment Promotion Agency.

The initial outreach enabled the Bank to bring together key stakeholders in Swaziland, including government and private sector leaders and investors, to discuss trade & investment opportunities in the country. Also on the agenda were issues related to the challenges in managing investments and achieving development impact from a practitioner perspective.

During his address, Admassu Tadesse, President and CEO of TDB, said, "As a Member State, it means that Swaziland can access funds from the Bank to promote trade, expand business, create jobs and ultimately improve the lives of its citizens. I am confident that by the end of the Business Seminar, the Bank's team and myself will have a better understanding of the needs of the business community in the country. We want to understand how the Bank can help solve your funding challenges, and bring added value through innovation, partnership and forward-thinking solutions."



Mr. Tadesse further remarked, "In recent years, we have been giving a big boost to our financing of trade, enterprise and infrastructure, which is evidenced in the tripling of our loan assets in the past five years. Cumulatively, the Bank has provided close to USD 16 billion in financing for trade and socio-economic investment in the region"

The business seminar also coincided with TDB's ongoing rebranding campaign. The rebranding launch in Swaziland follows similar events in Malawi, Zambia and Djibouti, which also took place during the first quarter of 2018.

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Mr. Admassu Tadesse
President and CEO, TDB

THE TDB TOWER – A SEAMLESS ADDITION TO THE GROWING NAIROBI SKYLINE

The Trade and Development Bank (TDB) has plans to upgrade the current Nairobi office to new premises. The construction of the proposed commercial development will take place on the Bank's 1,052 acre plot along Lenana Road, a main route in the Kilimani neighbourhood of Nairobi. The site consists of a 23 storey (20 above ground and three below) Grade A office tower with provisions for office space, and meeting & conference facilities.

In addition, the building will feature a restaurant/café, parking spaces for over 250 vehicles, and a limited amount of retail space on the ground floor. To further support the staff in a more holistic manner, a day-care for employees with infants and a gym will be available on site. The total building area cover about 23,089 sq. meters with 9,000 sq. meters of space available for renting out.

The proposed office tower is positioned on the South West corner of the site, allowing a slip lane from Lenana Road for access, and a large plaza above the parking structure for plant and water features. The commercial office spaces are also organized around three Sky-Court Gardens within the tower, providing for natural lighting and ventilation, as well as social spaces, which will weave the landscape into the building. The sky-court gardens will also be fully

utilized by introducing Suspended Meeting Pods to create functional meeting rooms for use by multiple departments in the building.

Additional building enhancements befitting this Grade "A" office building include: automated building management systems, enhanced security systems (scanners, security cameras and sensors), fire safety, provision for African art work, and a borehole to ensure a reliable supply of water to the facility.

Demolition of the existing office structure on site has begun, and is to be followed by excavation of the three-level basement and construction of the main building. The office is expected to be completed two years from ground breaking, scheduled for July 2018.

TDB FINANCES STATE-OF- THE-ART HOSPITAL IN MORONI, COMOROS



The Eastern and Southern African Trade and Development Bank (TDB), on the 10th of July 2018, signed a 40 million Euro financing agreement for the construction of the Hospital El Maarouf, in Moroni, capital city of the Comoros. The TDB will support development efforts with its investment in the construction of a state-of-the-art 650-bed referral hospital, strategically located in the capital city. The new hospital will replace the recently demolished El-Maarouf hospital, with a capacity to hold 300 more beds. It will be built on an estimated 42,000 square meters surface and will offer 33 health services aimed to fill the existing health care gap.

The signing ceremony took place on the 10th of July between His Excellency, Mr Said Ali Said Chayhane, Minister of Finance of Comoros and Mr Admassu Tadesse, President and Chief Executive of TDB. The Secretary General of the government of Comoros, Mr Hamadildaroussi was also present at the ceremony.

The Minister of Finance spoke of the vital importance of this financing phase of the project, which will “enable the construction of the largest healthcare center in the country, and which is considered as one of the key projects for the head of government”. The President of TDB, also expressed his satisfaction and stated that, “this first project is just the beginning of a strong and fruitful relationship and partnership with the Comoros islands, hoping that a vast array of new development projects will emerge in the near future”.

Currently, patients seeking specialized medical services and treatment are compelled to travel abroad, notably to Tanzania, Mayotte, La Reunion, Madagascar, Kenya, Dubai and Europe, even for minor diagnostics. This is caused by the fact that Comoros has only two CT scans and lacks MRI services, which is insufficient for the country’s population of 700,000.

Moreover, this social infrastructure is in a priority sector as part of the

social spending program, which encompasses health and education capital expenditures intended by the Government of Comoros to improve social development.

It is also part of the strategy of Comoros to attract talent (i.e. diaspora and foreigners) by offering world-class medical services meeting their expectations. Indeed, human resource is the cornerstone of the new government strategy to transform Comoros into an emerging economy by 2030.

The project is also in line with the Sustainable Development Goals (“SDGs”) of reducing morbidity and mortality related to communicable and non-communicable diseases, as well as the reduction of maternal and infant mortality.

This hospital is an example of the types of projects that will surely improve living conditions and quality of life for the citizens of Comoros.

TDB FINANCES DANGOTE TANZANIA TO PROMOTE POWER INFRASTRUCTURE

The Board of the Eastern and Southern African Trade and Development Bank (TDB) approved a 4-year facility of 25 million USD to Dangote, Tanzania in June 2018. The facility will finance the construction of a 50 MW multi fuel captive power plant for Dangote, Tanzania.

The TDB participation will be through secondary market in a 100 million USD deal jointly financed by Absa and Standard Chartered in 2017, as co-mandated Lead Arrangers, each committing 50 Million USD. The Project involves the design, acquisition, installation, commissioning and operation of a 2X25 MW (50 MW) multi-fuel thermal (coal/gas/heavy fuel oil) captive power plant. The project is located within the existing cement operations site in Mtwara.

Dangote, Tanzania is the largest integrated cement plant in Tanzania with a capacity of 2.4 metric tonnes per annum of clinker and 3 metric tonnes of cement per year. The plant was commissioned for operations in February 2016 and had a capacity utilisation of 20% in 2016, which increased to 25% in 2017.

Dangote Tanzania is currently operating in an off-grid site and relies on power generated by leased diesel generators at a cost of USD 16.38 per ton of cement. On commissioning of the captive power plant, the cost will be reduced to approximately USD 5.85 per ton of cement representing approximately 64% savings on power related costs and ultimately around 25% in operational cost savings.

The proposed Facility will contribute to socio-economic development in Tanzania through the development of much needed power infrastructure. The facility will also allow the Bank to pursue its objectives of diversifying its client base and reducing country concentration risk.

TDB TO BOOST SUSTAINABLE ENERGY PROJECTS IN TANZANIA

The Eastern and Southern African Trade and Development Bank (TDB) approved a 12 million USD loan to grow its energy finance portfolio in Tanzania.

The financing represents a share of expansion finance of a renewable energy portfolio of 7.95 MW, which is made up of 2.9 MW Luponde hydropower, 2.5 MW Luisenga hydropower and 2.55 MW Mwenga wind in the Mufindi area in Tanzania. The Investment is sponsored by Rift Valley Energy Tanzania (RVET).

The investment is aligned with TDB's strategy to increase its infrastructure and energy project portfolios. The investment is expected to:

- Directly and indirectly employ an estimated 200 individuals;
- Provide energy to schools resulting in the extended teaching hours and introduction of IT as part of the curriculum. At least 1,900 schools will be connected by RVET distribution and at least 2,400 school children will have their homes connected to electricity;
- Provide energy to health centres – RVET has connected approximately 6,000 clinics (people serviced); and
- Contribute to the grid stability with about 61.8GWh generation per year.

RVET existing hydro power plant is the first private UNFCCC (United Nations Framework Convention on Climate Change) registered CDM (Clean Development Mechanism) project in Tanzania, generating approximately 100,000 Certified Emission Reduction (CERs) over a 7-year crediting period.

The total project cost is estimated at USD 20.2 million to be funded by the TDB facility of USD 12 million and EU grant of USD 1.2 million. The rest will be equity contribution from the sponsors.



In April 2018, TDB led a consortium of international banks, including Nedbank, Société Générale, Industrial & Commercial Bank of China, and Credit Suisse, in funding a USD 750 million, 7-year syndicated facility in favor of the Government of Kenya (GoK). TDB originated and funded USD 350 million of the total facility size.

The facility was utilized to term-out a 2-year syndicated loan obligation arranged by a previous group of commercial banks. Disbursements under the short-term loan were allocated to fund key Kenyan infrastructure development projects involving roads, energy, agriculture and water supply.

Given its strong credit and high yields, Kenya has been an attractive issuer in both the bond and loan markets compared to its peers in the region.

TDB's role in arranging a facility with long-dated maturity and an amortizing repayment is more appropriate for funding infrastructure projects. This partnership further supports the Government of Kenya's strategy to

TDB PLAYS LEAD ROLE IN USD 750M SYNDICATED LOAN FOR KENYAN GOVERNMENT

increase the maturity profile of its debt portfolio and maintain a healthy balance between amortizing and bullet repayment structures.

TDB has previously arranged and successfully syndicated three facilities on behalf of the Government of Kenya for amounts totaling USD 1.5 billion, beginning with a USD 250 million bilateral term facility in December 2016. This was followed by a USD 500 million syndicated facility in March 2017. These syndicated facilities attracted subscriptions of over 150% from financial institutions across the globe. These syndications have entrenched the Bank's reputation with the Government of Kenya as a

strong partner in successfully arranging and distributing syndicated facilities aligned to Kenya's debt management and infrastructure development strategy.





TDB JOINS KFW IPEX-BANK AND PBB TO FINANCE **TWO A330S** FOR RWANDAIR



KFW IPEX-Bank is participating in the financing of two Airbus A330s for the Rwandan airline RwandAir. Working in conjunction with Deutsche Pfandbriefbank (PBB), the loan will be passed on to the Eastern and Southern African Trade and Development Bank (TDB), RwandAir's external lender. The transaction was co-arranged by the two German financial institutions and closed in March 2018.

The two new aircrafts are the East African airline's first wide-bodied models. The airline, which is based in the Rwandan capital of Kigali, will thus become the first East African provider to have an Airbus 330 in its fleet. The Airbus A330-200 and its sister model, the A330-300, which is around 5 metres longer, can hold 244 and 277 passengers respectively and are due to be used primarily for routes to Dubai, London, New York, Mumbai and other airports in Africa.

The airline supports the country's economic and social development through the boost of the tourism and service sector, creation of employment and sourcing of tax revenue for the government. As such, it aligns with TDB's mandate of supporting economic and social development of its Member Countries.

RwandAir is part of the country's 2020 vision implemented by the Government since 2000. The 2020 vision promotes the emergence of Rwanda as a knowledge-based middle-income country in Africa. The focus is thus on poverty reduction, improvement of healthcare services, unifying the country and preserving its democracy.



TDB SUPPORTS UNDERPRIVILEGED STUDENTS IN KENYA AS PART OF ITS **CSR MANDATE**

On **Friday 11th May, 2018** TDB sponsored several members of staff to participate in the Strathmore Business Cup Charity Golf Tournament held at Karen Country Club south west of the Nairobi Central Business District in Kenya.

The tournament provided an opportunity for businesses and individuals to partner with the university to raise 2 million Kenyan shillings (US\$ 20 000), part of which was allocated towards paying tuition fees for students facing financial difficulties at Eastland College of Technology, Kenya.

TDB's sponsorship of the Charity Golf Tournament demonstrates how it is aligning business goals with best practices as part of the Bank's Corporate Social Responsibility (CSR) strategy. The strategy falls within the auspices of the broader Fifth Five Year Corporate Plan, which runs between 2013 and 2018.

The Golf Tournament saw the participation of staff from 5 of the 14 departments at the Bank - namely, Human Resources Administration, Corporate Affairs and Investor Relations, Project Infrastructure Development and Information Services.

PROJECT 'WAKANDA' - TDB ADOPTS LEAN SIX SIGMA TO ENHANCE PROCESSES

The Eastern and Southern African Trade and Development Bank (TDB) has shifted more focus towards investing further in its employees and supporting growth of the institution, by adopting the Lean Six Sigma methodology to enhance its internal and external processes. These advancements fall in line with the 2018-2022 Corporate Plan and the Bank's recent attainment of Investment Grade.

The Bank engaged the services of external consultants to train twelve members of staff from various departments as Green Belts, two of whom are designated to proceed to Black Belt certification. The project was dubbed 'Wakanda', the name having been inspired by the mythical African global super power 'Wakanda' from the blockbuster movie 'Black Panther'. As part and parcel of this training process, this team of future practitioners were assigned actual projects to work on almost immediately.

Many of these projects will result in the Bank providing superior service to clients, as well as enhancing its internal processes. Over the next quarter, customers will undoubtedly see a dramatic improvement in the turnaround times for many of these processes.

Simbarashe Chikarango, one of the participants in the Green Belt training program and Lending Operations Department project team member, said of his experience on the program, "The project has enhanced my ability to approach process challenges in a more systematic manner, and in the process helped me to improve customer service. I can even apply some of the techniques in my everyday personal life activities. It has thus far been and continues to be an amazing journey."



TDB AND NATIONAL PENSION FUND OF MAURITIUS (NPF) SHOWCASE SUCCESSFUL PARTNERSHIP AT PENSION FUNDS CONFERENCE

African pension funds, hedge funds and other institutional investors gathered in Mauritius for the **2nd Pension Funds and Alternative Investments Africa Conference (PI Africa 2018)** in Mauritius on the 15th and 16th March 2018. Several pension funds from TDB's Member States attended the conference and debated on how their assets under management could have a more positive impact on Africa's growth and economic development.

The Eastern and Southern African Trade and Development Bank (TDB) was a key sponsor and participant at the international event. The President & CEO of TDB, Admassu Tadesses, who was a panelist at the conference, shared his insight on ways to accelerate pension funds' involvement in Eastern and Southern Africa.

TDB and the National Pension Fund of Mauritius led the session on "Partnering with Pension Funds to Finance Development". Mr Vinay Rambarassah, Investment Director at the National Pension Fund (NPF) of Mauritius, and the President of TDB both

presented the achievements of the "TDB/ NPF partnership". NPF was the first pension fund to invest in TDB's Class B shares in 2013 and since then, has strongly benefited from its investment as the net asset value of its shares has risen by 74%. In addition, NPF earned dividends and achieved substantial developmental returns arising from TDB's investments in trade, projects and infrastructure in the Eastern and Southern African region.

Currently, African pension funds have around USD 379 billion in assets under management and this large pool of funding can have a significant impact in funding infrastructure and social services on the continent.

Returning to Mauritius for its second edition, PI Africa 2018 tackled the theme: **Challenges and Alternative Opportunities for Development and Growth**, with the aim of addressing how Africa can mobilize these funds to drive development and economic growth, while supporting the development of capital markets on the continent.



TDB SECURES USD250M BILATERAL LOAN FROM EXIM CHINA

The Eastern and Southern African Trade and Development Bank (TDB)

signed a USD 250 million Loan agreement with Export-Import Bank of China (EXIM China) in December 2017.

The purpose of the loan is to support TDB's general corporate, Trade Finance and Project and Infrastructure business. TDB and Exim China look to build on the growing trade between China and the Eastern part of Africa.

This agreement further solidifies the strong relationship between the two institutions. Exim China has been a strategic partner to TDB in Asia by participating in TDB fund raising efforts, and has further introduced TDB to Chinese commercial banks.



TDB ATTENDS THE EAST AFRICA TRADE & COMMODITY FINANCE CONFERENCE

Nairobi, Kenya, May 22-23, 2018. The Eastern and Southern African Trade and Development Bank (TDB) was a key sponsor of the 'East Africa Trade & Commodity Finance Conference 2018', hosted by GTR (Global Trade Review). The two-day event gathered experienced trade and finance specialists from around the globe to provide insight into operating in East Africa. Panel discussion

topics included geopolitical updates, innovations in financial technology, techniques enabling the distribution of finance throughout the manufacturing and commodity value chain, and credit and political risk insurance capacities. Over 300 traders, corporates, commodity producers and financiers attended the event, which comprised of keynote speeches, moderated forums, and opportunities for networking. The

second day of the conference featured a unique seminar, marking the 'Year of African Trade Finance' and the expansion of the ITFA's (International Trade and Forfaiting Association) membership into Sub-Saharan Africa. The workshops focused on contemporary structural issues in trade finance and allowed for meaningful engagement around the themes presented throughout the conference.

TDB RAISES USD 332 MILLION IN ITS FIRST MIDDLE EASTERN FOCUSED DUAL TRANCHE SYNDICATION MARKING ITS SUCCESSFUL DEBUT IN THE ISLAMIC FINANCE MARKET EUROBOND ISSUANCE



The Eastern and Southern African Trade and Development Bank (TDB), one of the fastest growing investment grade rated multilateral development financial institutions in Africa, has successfully completed USD 332 million eq. Dual Tranche (Conventional and Islamic) Dual Currency Syndicated Term Facilities on 20th December, 2017, making it the first ever Islamic debt borrowing for TDB.

The launch amount of the transaction was USD 200 million but the commitments

received amounted to the equivalent of USD 332 million, a 150% over-subscription level, demonstrating the strong international appetite for TDB's name.

"We are really delighted by the outcome of this debut financing in the Middle East region," commented Mr Admassu Tadesse, TDB President & CEO, following the facility signing, pointing out that the overwhelming response in the facility from Middle Eastern and international banks attests to the strong financial credibility of TDB, recently reconfirmed by the Bank's investment grade status

from Moody's. He added that it also reflects unrelenting confidence in the continued growth trajectory and promise of the economies of Eastern and Southern Africa region.

The transaction was arranged by Emirates NBD Capital Limited ("ENBD"), First Abu Dhabi Bank PJSC ("FAB"), Mashreqbank PSC ("Mashreq"), and The Bank of Tokyo-Mitsubishi UFJ, Ltd ("MUFG") as the Mandated Lead Arrangers and Bookrunners. ENBD acted at the Structuring Bank and Documentation Agent, FAB acted as the Global Agent, Conventional Facility Agent and the Investment (Islamic) Agent, and Mashreq acted as the Marketing and Roadshow Agent.



In December of 2017, TDB signed a **USD 237,000,000** Chinese, Korean and Indian investor focussed syndicated term loan facility. Standard Chartered Bank acted as sole Initial Mandated Lead Arranger and Bookrunner, Documentation Bank and Facility Agent.

This transaction follows TDB's successful 2016 maiden Asian Focussed syndicated loan, which raised **USD 340,000,000** - also arranged by Standard Chartered Bank.

This transaction expanded the target lender group to also include Indian investors, helping TDB further expand its syndicated lender group. The transaction closed significantly oversubscribed, having originally launched at **USD 125,000,000**. Due to the significant interest from investors, TDB elected to upsize the facility to **USD 237,000,000**. The success of the transaction highlights TDB's strong investor relationships and Standard Chartered Bank's lead arranging and distribution capabilities.

The facility has a 3-year bullet repayment and pays an interest rate of Libor, plus 2.40% per annum. The loan will be used by TDB for trade financing, project and infrastructure financing, and the Bank's general corporate purposes.

TDB SECURES USD 237,000,000 TERM LOAN FACILITY FROM ASIA SYNDICATION

TDB AND CDC GROUP PLC SIGN USD 50 MILLION LOAN AGREEMENT

Eastern and Southern African Trade and Development Bank (TDB) and CDC Group PLC, signed a USD 50 million loan agreement on the 22nd May 2018. The Purpose of the loan is to support TDB's general corporate, Trade Finance and Project and Infrastructure business. The Signature of the Loan agreement between the President of TDB, Admassu Tadesse and Mr. Holger Rothenbusch, Managing Director, Debt was done in Busan, South Korea on the sidelines of the African Development Bank Annual General Meeting.



TDB participates in the PIC Together for Africa Investment Summit

The Public Investment Corporation (PIC) invited TDB to the inaugural Together for Africa Investment Summit that took place on Friday, May 4, 2018 in Pretoria. The summit's focus was to generate discussions on investment opportunities and growth for Africa through relationships forged between various financing institutions. A TDB delegation from the Corporate Affairs and Investor Relations Department showcased TDB's products and services, Fund Management and Class B future opportunities during the conference.

The Public Investment Cooperation and TDB had established a partnership through an MOU that was signed in 2013.

The Public Investment Corporation (PIC) is a state-owned asset management firm that invests across various sectors of the economy. PIC's clients are mostly public-sector entities. It has exposure to such asset classes as listed equities, bonds, real estate, private equity and developmental investments. Most of its investments are in South Africa, but PIC now has a mandate to invest within the rest of the African continent and globally. The PIC's objective focus is to invest for inclusive growth, for the benefit of all its stakeholders.





TDB AND DEVELOPMENT BANK OF BELARUS SIGN **USD 70 MILLION** LOAN TO SUPPORT COMESA REGION

The Eastern and Southern African Trade and Development Bank (TDB) concluded a USD 70 Million uncommitted umbrella loan agreement (ULA) targeted at export finance with the Development Bank of the Republic of Belarus (DBRB). Senior management and key strategic partners from both institutions marked this momentous occasion with a signing ceremony at the TDB Offices in Nairobi, Kenya, on 15 May 2018.

The ULA sets out the general terms and conditions whereby the DBRB, through the credit facility with TDB, is prepared to make export finance (ECA) loans available to support exporters by financing the purchase of goods and services with Belarusian content into COMESA.

The Chairman of the Board of the DBRB, Sergei Rumas, commented on the agreement, **“Africa is a continent of vast economic potential, the region is of special attention to the world’s leading exporters. With the support of our partners from TDB, we will offer favourable terms to African companies that show interest in buying goods and services from Belarus. This will no**

doubt raise the interest in cooperation with Belarus. We need to maintain and strengthen this interest in order to keep our footing in the market”

Belarus has a well-developed industrial base, buoyed by its agricultural base, and recognised amongst global industrial leaders. With this competitive advantage and the support of the Belarussian Government, agricultural equipment suppliers can develop new markets in Africa, leveraged by TDB’s unique positioning in COMESA, its market presence and dynamism, and its pedigree and expertise in both Trade and Project Finance.

Initial beneficiaries of the ULA between TDB and DBRB will be the Reserve Bank of Malawi and the Reserve Bank of Zimbabwe, where the export credit facilities will avail much needed term funding to revitalize key sectors of the economies in both countries. The facility will be accessed by qualifying pre-approved local companies and institutions in the COMESA region. Disbursements made through the ULA intend to benefit vetted exporters, further unlocking members’ regional and international trade capabilities in the agricultural sector.



Communication, as simplistic as it may sound can be the most challenging aspect of service delivery within IT. In many work cultures, it is the norm to make a phone call, send a WhatsApp message or simply walk to an IT colleague's desk and ask for the help you need.

Although this may seem like the easier option, it is counterproductive and leads to repetitive piles of pending issues in the long run.

At TDB, IT day-to-day duties involve a great deal of multi-tasking on various projects and systems, in addition to tending to users' needs, which at times come in scores. To avoid potentially missed issues or delayed resolutions, users can submit issues easily and have tech problems fixed faster, allowing everyone to spend more time being productive. SysAid is TDB's go-to helpdesk ticketing system and

includes a user portal that provides a single place for users to create tickets and view the status of their open and closed issues.

Helpdesk systems also allow IT to easily categorize and prioritize issues, allowing the team to better order which issues to work on.

Some tech problems reoccur regularly and with a help desk system, the team can record relevant statistics on any ticket and even upload files necessary to help solve the problem. Additionally, any helpdesk tech officers can search through old tickets for help to find solutions for similar issues. In turn, the team is also able to create a knowledge base or FAQ section, where users can find solutions to prevalent requests they can fix on their own.

Using a dedicated helpdesk ticketing system is imperative in all organizations for increased productivity, accountability and order through better communication.



Do you have an IT Issue?

SysAid

DON'T WALK TO HELPDESK GO TO SYSAID





TDB targets ISO 27001 and 27002 Information Security Framework Standards

Information has become the de facto currency in today's corporate world, driving business and trade across the globe. It's a sure contender to become one of TDB's most important and valuable assets, and so demands proper protection.

The potential risks around information are often overlooked in many entities and

the belief that only huge multinational organisations suffer data breach attacks, coupled with an 'it'll never happen attitude' is a recipe for disaster. Any organization that utilizes e-mail, a website or social media is a potential target, regardless of size, wealth or reputation. Apart from the commonplace data breaches such as attacks and hacking of an IT network, there are other breaches which are just as damaging but often overlooked by many corporates. Physical security (i.e. office buildings, data centres), use of portable electronic devices such as smartphones, laptops, tablets and handling of work-related documents all play a part in the protection of Information. An organisation's reputation, brand and business continuity are at stake if proper measures aren't put in place to reduce potential breaches.

Information Technology is important to TDB functions as part of the Bank's operations and as an enabler for the business. Information security initiatives provide assurance to management that business requirements shall be achieved, and that potential risks have been mitigated. To demonstrate our commitment in this area, the Information

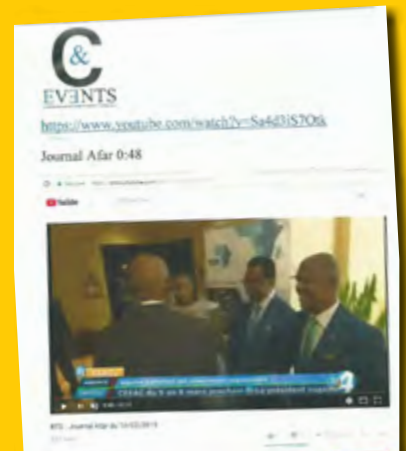
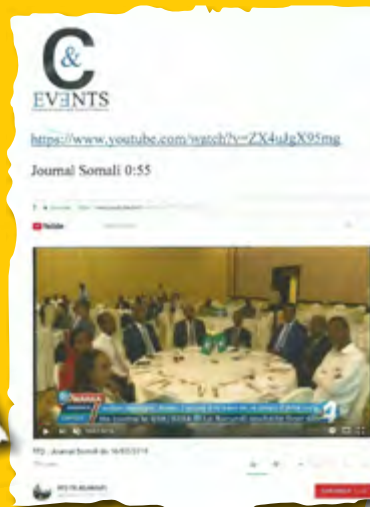
Services Unit has this year adopted ISO 27001 and 27002 which focus primarily on establishing and implementing an information security management system (ISMS). From these standards came the creation of the TDB Information Security Policy to ensure future and existing information assets are ISO compliant and protected. This will ensure that TDB follows an internationally recognized best practice approach to securing information.

The ISO 27001 framework presents a structured approach to the management of information security in the form of 'what to do' and ISO 27002 presents a 'how to' guide to implementing the controls defined in TDBs Information Security Policy. The policy functions as a baseline to ensure that the appropriate measures are in place to protect all TDB staff, corporate information and technology deployed to support business processes. The policy is also used as a security baseline check in all projects as part of the IT risk assessment exercise and during reviews to provide assurance that control objectives set forth by TDB management to meet the Banks expectations.

In addition to the adopted ISO standards, TDB has a robust back-up and disaster recovery strategy aligned with the requirements of the Bank's Business Continuity Plan (BCP). All these initiatives are aimed at ensuring that the Availability, Integrity and Confidentiality (AIC) of information is preserved.

It is our commitment to continually incorporate information security aspects into all TDB activity and thus make it visible within our corporate strategy, objectives and most importantly, our organizational culture.

TDB IN THE NEWS



TDB TO LAUNCH A WORLD CLASS TRAINING ACADEMY

In efforts to improve the Bank's stock of trained and qualified manpower and to assist staff members in realising their full potential, TDB is set to launch the Trade & Development Bank Academy (TDB Academy) by the 3rd quarter of 2018.

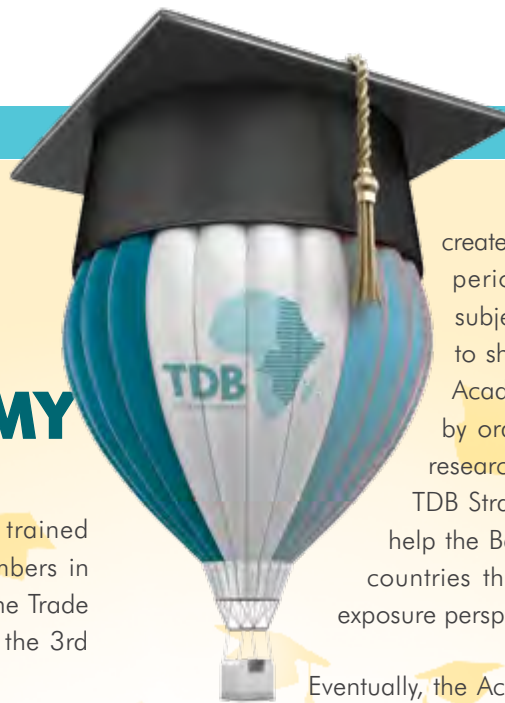
The ultimate purpose of the TDB Academy is to build a solid training and capacity building platform where the Bank breeds and nurtures its own talent. The Academy will offer a varied training program that offers a blend of technical, soft and business skills. It will feature a detailed and very comprehensive curriculum developed in conjunction with the Senior Management of the Bank. At this stage, the initial set of priority courses has been identified and will be designed to address the critical knowledge gaps at the Bank.

In addition, the Academy will offer training in partnership with external training providers where required. When fully functional, the TDB Academy will also use internal talent to

create a research platform and organize periodic industry seminars where subject matter experts will be invited to share their expert knowledge. The Academy will further support business by organizing workshops, conducting research, and working closely with the TDB Strategy team, with the objective to help the Bank better understand the target countries through balance sheets and risk exposure perspectives.

Eventually, the Academy will develop its own self-supporting academic programs and generate its own revenue through fees levied on participants from other clients or institutions attending workshops and seminars.

The financial industry is becoming increasingly complex and deeply competitive and the next frontier in the competition environment will be specialization and proficiency in knowledge management. In this regard, the Bank has invested heavily in IT and human talent. As a regional leader, keeping at the head of the pack is key in the years to come. The TDB Academy will ensure that the Bank uses the professional experience embodied in the internal team to build an intelligent organization but also shares its expertise appropriately across the region through well-tailored and relevant training courses.



TDB STAFF EARN ACC'S IN-HOUSE COUNSEL (ICC) DESIGNATION



Three of TDB's lawyers - Ms. Lillian S. Ikiring, Mr. Patrick N. Nzirabatinyi and Mr. James Wambugu have successfully completed the requirements of the Association of Corporate Counsel (ACC) In-house Counsel Certification Program. The staff members participated in the inaugural course held in Dubai from April 30th to May 3rd, which provided intensive training on global best practices and core competencies essential to successful practice as an in-house lawyer. The ACC is a legal association representing more than 44,000 in-house counsel in the United States of America, and around the world.

Learn more at www.acc.com/certified.

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 last quarter of 2017 and the first half 2018.

Michael Awori

Executive, Lending Operations (ad. Int)

Mr. Awori has over 16 years of experience in investment banking, mergers & acquisitions, leverage finance and corporate banking. He was most recently Regional Head of Debt Finance, East Africa at Barclays. He has previously held positions of Investment Banking Associate, Mergers & Acquisitions / Global Industrials at Citigroup Chicago and Vice President, Asset Based Lending and Corporate Banking Officer at JPMorgan Chase, Chicago. He possesses a Master of Business Administration from the University of Chicago, Booth School of Business and Bachelor of Arts in Economics, Accounting Minor from Goshen College.

Antoine John Esther

Coverage Executive, North-East Africa & Representative

Mr. Esther holds 20 years of experience in corporate banking and insurance. He was most recently employed as Chief Executive Officer at SACOS Insurance Group in Seychelles. Prior to this, he held senior management roles at Barclays Bank Seychelles Ltd. and Barclays Bank Uganda. He was Director, Business Development at Seychelles International Business Authority (now Financial Services Authority). He possesses a Master of Business Administration from Durham University Business School, Bachelor of Laws from University of London, Post Graduate Certificate in Education and BSc. Physics from Victoria University of Manchester.

Eyob Easwaran

Lender Transaction Advisor

Mr. Easwaran has over 30 years of experience in energy infrastructure development and investment. His most recent experience was as Director of Development at Rhino Development Group (subsidiary of Blackstone). He has extensive exposure of the energy sector in the sub-Saharan region and worked as a senior advisor, business executive, and managing partner in North America, Latin America, and Africa. He holds an MSc Business (Finance) from Johns Hopkins University, Baltimore, Post-Graduate Diploma in Geothermal Energy Technology from University of Auckland, New Zealand, and a Bachelor of Mechanical Engineering in Heat and Power from Jose Antonio Echeverria Polytechnic Institute in Cuba.



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Paralegal

Munyana Daisy

Paralegal

Miora Tsitoarivony

Communications Coordinator

TDB IN PICTURES





3,9 BILLION



INVESTED IN TRADE AND
PROJECTS FINANCE IN 2017

1,1 MILLION



JOB CREATED IN 2017

TRANSFORMING AND INTEGRATING THE REGION'S ECONOMIES

By providing different types of financing, TDB fosters **trade**, **sustainable development** and **economic integration**, prioritizing projects with cross-border impact that support community mobilization.

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