



Stanbic Bank South Sudan Oil & Gas Sector

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INTRODUCING STANBIC BANK

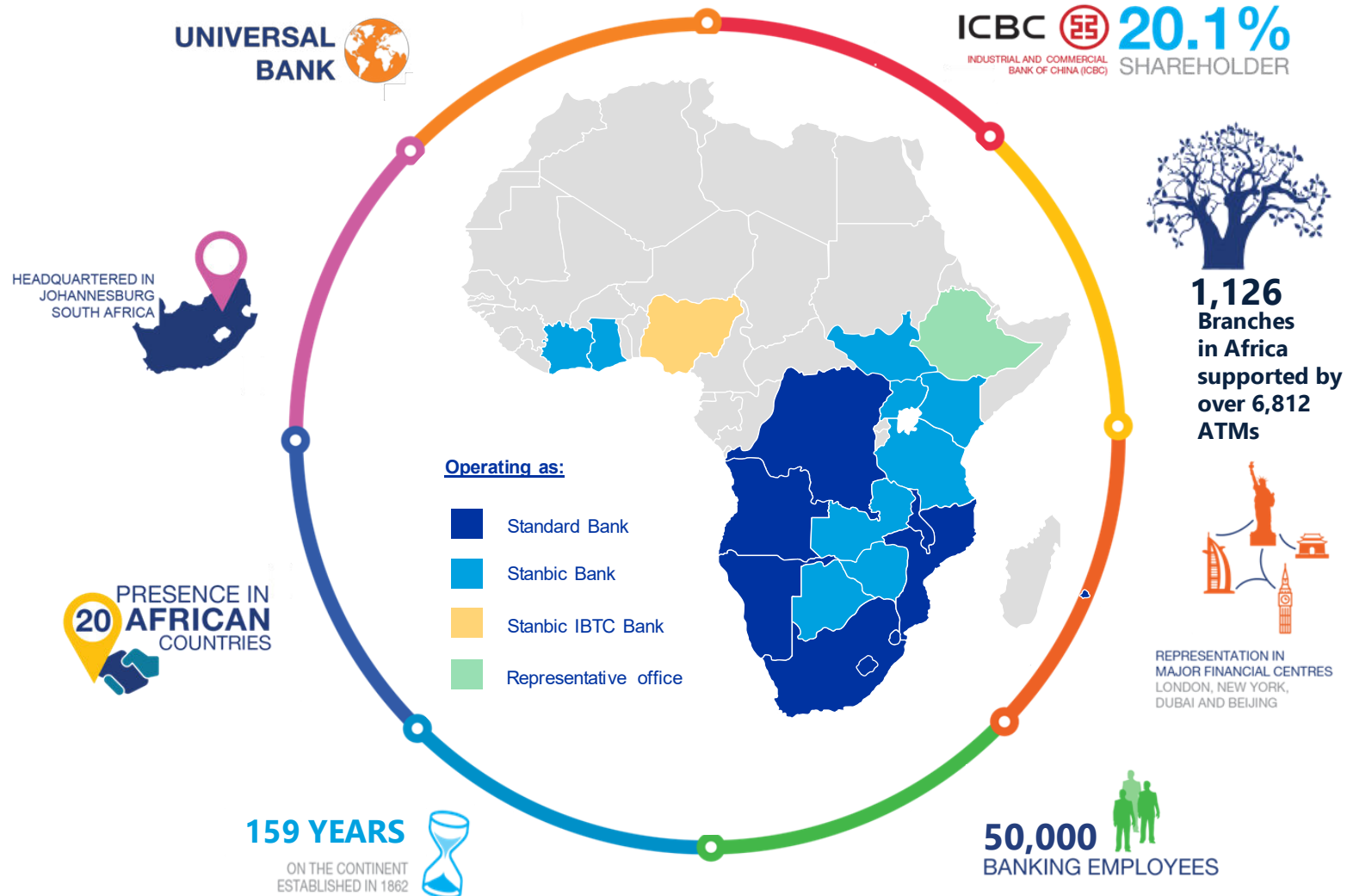
Stanbic Bank is part of Standard Bank Group
South Africa

01

Stanbic Bank *MUMKIN AN YAKUN*

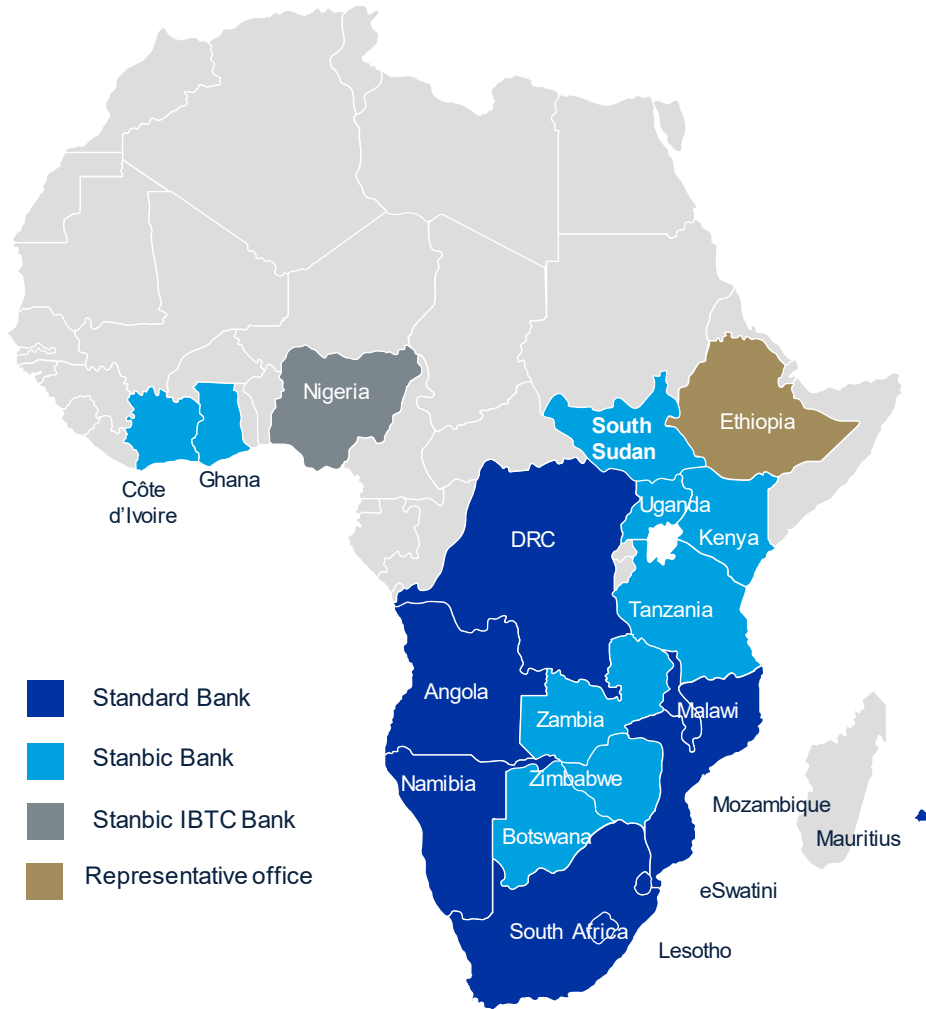


STANDARD BANK IS AFRICA'S LEADING BANK





OUR AFRICAN PRESENCE



Country	Standard Bank branches*	ATMs	Corporate banking	Retail banking	Investor services	Investment banking
South Africa	538	4,444	✓	✓	✓	✓
Angola	18	68	✓	✓	-	✓
Botswana	13	77	✓	✓	✓	✓
Côte d'Ivoire	1	-	✓	-	✓	✓
DRC	3	2	✓	-	-	✓
eSwatini	11	96	✓	✓	✓	✓
Ghana	40	132	✓	✓	✓	✓
Kenya	25	109	✓	✓	✓	✓
Lesotho	18	110	✓	✓	-	✓
Malawi	27	129	✓	✓	✓	✓
Mauritius	1	-	✓	Private clients	✓	✓
Mozambique	50	237	✓	✓	✓	✓
Namibia	63	259	✓	✓	✓	✓
Nigeria	175	804	✓	✓	✓	✓
South Sudan	3	4	✓	✓	-	-
Tanzania	13	38	✓	✓	✓	✓
Uganda	80	173	✓	✓	✓	✓
Zambia	29	101	✓	✓	✓	✓
Zimbabwe	17	28	✓	✓	✓	✓
Rep. offices	1	-	-	-	-	✓
Total	1,127	6,812				

* Includes points of representation, service centres and access banking centres



OUR CAPABILITIES

A Universal Bank Offering

02



OUR UNIVERSAL BANK OFFERING

RELATIONSHIP MANAGER

Our full range of client solutions

Transactional Products & Services	Investment Banking	Global Markets
<ul style="list-style-type: none">• Payments• Collections• Digital solutions• Reconciliation solutions• Liquidity management• Trade services• Investor services	<ul style="list-style-type: none">• Advisory• Debt primary markets• Equity capital markets• Securitization• Project finance• Structured solutions• Commodity finance	<ul style="list-style-type: none">• Foreign exchange• Commodities• Credit• Money Markets• Equities



TRADE CAPABILITIES AND COMPETENCIES ACROSS AFRICA

Trades services capabilities



- Outward and inward telegraphic transfers
- Bank drafts
- Documentary letters of credit
- Documentary collections
- Bank guarantees and standby letters of credit
- Back-to-back letters of credit and guarantees
- Transferable letters of credit
- Avalisation
- Foreign currency account management

Trade finance capabilities



- Receivable discounting
- Supplier financing
- Invoice financing
- Escrow accounts

OUR CLIENT SERVICE MODEL

- ❑ One point of contact with the bank
 - The client coordinator provides access to products and services across the bank
 - Pan-African relationships managed through central relationship manager, supported by in-country relationship managers
- ❑ Client service supported by product specialists
 - Transactional solution managers and service advisors
 - Global markets sales managers and dealers
 - Trade finance sales managers
 - Executive and senior bankers
- ❑ Differentiated client service desks
 - High first-time resolution and escalation procedures



They call it Africa
We call it home

STANBIC BANK SOUTH SUDAN – RANGE OF CAPABILITIES



✓ Available ✗ Not available ■ On demand

POR's	3	ATMs	4
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Transactional Products and Services	Foreign current account	Foreign deposit account	Telegraphic transfers	Bulk payments (channel)	Real Time Gross Settlement (RTGS)	Card acquiring	Mobile banking	Cash handling
	✓	✓	✓	✓	✓	✗	✓	✓
	Field payments solution	Mobile payments solution	Visa enabled Debit cards	Pension solution	E-statements and alerts	Electronic clearing house	Online banking platform	
	■	■	✓	✓	✓	✗	Business Online	
	Letter of credit (LC)	Payment undertaking	Promissory note	Standby LC	Salary advances	Guarantees	Invoice discounting	
	■	✗	✗	✗	✗	■	✗	

Global Markets	Forex				Interest rates					
	Spot	Forwards	Swaps	Options	Commercial paper	Government bonds	Corporate bonds	Wholesale deposits	Call notice deposits	Cross currency interest rate swap
	✓	■	■	✗	✗	✗	✗	■	■	✗
Investment Banking	Corporate finance (equity & debt capital markets and mergers & acquisitions)				Mining, energy and infrastructure (MEI) diversified and leveraged lending (DLL)			Structured finance (team based in South Africa)		Strategic investments
	■				■			■		■

Corporate banking



Retail banking



Exchange control: The country is undergoing exchange rate reforms to unify the official exchange rates with a market-clearing rate determined in weekly forex auctions open to banks and foreign exchange bureaus. Financial Institutions are also required to report significant foreign exchange transactions to the Bank of South Sudan.

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AN OIL & GAS BANK

Stanbic's Deep Commitment to the
Oil & Gas Sector

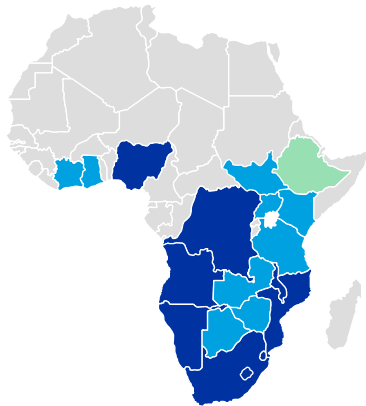
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LEADING OIL & GAS BANK

1

Unparalleled Network in Africa



2

#1 for Africa Mergers & Acquisitions⁽¹⁾

#	Advisor	Value (US\$m)	Count
1	Standard Bank	11,841	34
2	JPMorgan	6,738	5
3	Citi	5,394	8
4	Java Capital	5,254	7
5	Lazard	5,223	8
6	BAML	5,173	4
7	RMB	4,970	21
8	Goldman Sachs	4,636	7
9	UBS	3,678	4
10	Deloitte	3,624	9

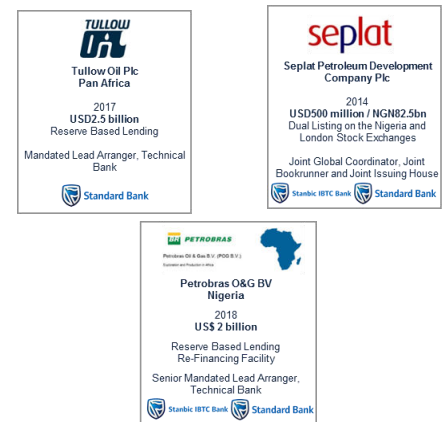
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The leading bank for Oil & Gas in Africa



4

Unique understanding of sources of capital for Africa Energy & Power



- Largest bank in Africa by assets, capital and headcount
- Deep relationships with local and government stakeholders
- Strategic advisory and in-country support
- Multiple Sub-Saharan Africa Oil & Gas Macroeconomic Studies
- Strong record of selling African companies to investors
- Strong track record in Oil & Gas, where we have advised
 - Prudent Energy (live)
 - Africa Oil
 - Rubis
 - BP
 - Total
 - Vivo
 - Puma
 - OTI
- Standard Bank is committed to Oil & Gas as one of our key sectors
- Deep understanding of local and global sector dynamics
- Thorough understanding of value drivers for Oil & Gas in Africa together with sovereign & policy perspectives
- Privileged access to all the key sponsors to the sector in Africa
- Capabilities in financing Energy and Power sector.
- Largest balance sheet to Oil and Gas, Energy and Power as the biggest lender to the likes of Eland, Petrobras Oil and Gas B.V., Tullow and SEPLAT.
- Strategic engagement with the key sponsors

Note: (1) MergerMarket 2016-2018 Rankings for Sub-Saharan Africa

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STANDARD BANK RELATIONSHIP WITH THE O&G UNIVERSE

Global and Pan-African



West Africa



East Africa



Southern Africa





FINANCING THE AFRICAN OIL & GAS SECTOR

STANDARD BANK IS A MARKET LEADER FOR UPSTREAM FINANCING IN SSA

- Oil & Gas represents a core sector for Standard Bank and debt financing is a core product of the bank
- Strong country risk appetite in Africa
- Our “bench strength” enables us handle complex transactions with a team of experienced professionals:
 - Market leader for upstream financings in Nigeria with great success including Nigerian National Petroleum Corporation (NNPC)/Shell/Total, NNPC/Chevron, SEPLAT Petroleum Development Company, Oando Energy Resources and Premium Oil and Gas (POG) financings.
 - Closed deals in Cameroon (COTSA), Gabon (Maurel / Prom), Ghana (Tullow / Kosmos), Angola (Odebrecht), Kenya (Rubis) and elsewhere.
- Can provide reserve based lending, pre-export financing, development, project and mezzanine finance as well as other structured and unstructured lending products.

RECENT UPSTREAM ARRANGING CREDENTIALS

 Mozambique LNG 2020 US\$ 485mn Mandated Lead Arranger and Bookrunner Onshore Account Bank  Standard Bank	 Nigeria LNG Limited 2020 US\$3 billion Senior Secured Term Loan Mandated Lead Arranger and Lender  Standard Bank	 Seplat 2019 USD350 million Acquisition Finance Facility MLA/Lender  Standard Bank  Stanbic IBTC Bank
 Eland Oil and Gas Nigeria 2019 US\$ 125 million Reserve Based Lending Upsize Mandated Lead Arranger, Bookrunner, Technical Bank, Facility & Security Agent, and Onshore Bank Accounts  Standard Bank	 Petrobras O&G BV Nigeria 2019 US\$2bn Reserve Based Lending Underwrite Joint Mandated Lead Arranger, Technical Bank  Standard Bank	 Halliburton 2019 US\$3.5bn Revolving Credit Facility Lender  Standard Bank



UNLOCKING THE VALUE CHAIN





DEAL CREDENTIALS

Our Success in Debt and Advisory in the
Oil & Gas Sector

04



OIL & GAS ADVISORY CREDENTIALS

 Africa Oil Corp. 2020 USD 1.5bn Acquisition of 50% of POGBV Sole Corporate Finance Advisor 	 Kosmos Energy 2019 USD 650 million 7.125% Senior Notes due 2026 Joint Bookrunner 	 Prudent Energy 2019 USD177million Acquisition of 74.02% Shareholding in Forte Oil in Nigeria Mandated Financial Advisor, Lead Arranger and Lender  	 Rubis Engie Kenya 2019 USD 353million M&A Advisory Mandated Sole Transactional Advisor 	 Seplat Petroleum 2018 USD350 million 9.250% Senior Notes due 2023 Joint Global Coordinator 	 Tullow Oil 2018 USD800 million 7.000% Senior Notes due 2025 Joint Bookrunner Manager 	 Vivo Energy 2018 GBP 603m / USD 819m Initial Public Offering Joint Bookrunner 	 OTS 56 2018 USD 1 billion Sole Financial Advisor to OTS 56 
 OTI 2017 Not disclosed Acquisition of a 40% interest in Hass Petroleum4 Financial Advisor to OTI 	 Total 2017 Not disclosed JV Formation with Sonangol Downstream Operations in Angola Financial Advisor 	 Puma Energy 2017 USD 600 million 5.125% Senior Notes due 2024 Joint Lead Manager and Bookrunner 	 Fueltrade Ltd Ghana 2015 Confidential Transaction Financial Advisor 	 Kosmos Energy 2015 USD 225 million 7.875% Notes due 2021 (add-on) Joint Bookrunner 	 Oando Plc Nigeria 2015 N48.8bn /USD 243mn Rights issue Joint Issuing House 	 Anadarko Petroleum Corporation 2014 USD 625 million 4.5% Eurobond due 2044 Co-Manager 	 Puma Energy 2014 USD 750 million 6.750% Eurobond due 2021 Joint Bookrunner 
 Sasol South Africa 2014 ZAR 1.1 billion Preference Shares Arranger 	 Impact O&G South Africa 2014 USD 25 million Equity Raise Placement Agent 	 SEPLAT Petroleum 2014 NGN 8bn / USD 535m Initial Public Offering Joint Global Co-ordinator, Joint Bookrunner and Joint Lead Issuing House  	 Kosmos Energy 2013 USD 330 million Secondary Offering of Shares Co-Manager 	 Oryx Petroleum Corporation Ltd 2013 USD 250 million IPO Co-Manager 			



OIL & GAS DEBT CREDENTIALS

 Nigeria LNG Limited 2020 US 3bn Senior Secured Term Loan Mandated Lead Arranger, Lender 	 Gaslink 2019 NGN2bn Revolving Amortising Facility Arranger 	 Petrobras O&G BV Nigeria 2019 USD 2bn Reserve Based Lending Underwrite Joint Mandated Lead Arranger, Technical Bank 	 Seplat 2019 USD 350 million Acquisition Finance Facility MLA/Lender 	 Prudent energy 2019 NGN 39.7bn Syndicated Acquisition Facility Mandated Lender Arranger 	 eland Oil and Gas Nigeria 2019 USD 125 million Reserve Based Lending Upsize Mandated Lead Arranger, Bookrunner, Technical Bank, Facility & Security Agent, and Onshore Bank Accounts 	 Halliburton 2019 USD 3.5bn Revolving Credit Facility Lender 	 ExxonMobil 2018 USD 5bn Revolving Credit Facility Arranger
 Shell South Africa South Africa 2018 ZAR 3bn Medium Term Loan Sole Lead Arranger 	 Anadarko Petroleum 2018 USD 5bn Revolving Credit Facility Arranger 	 First Exploration and Production Nigeria 2018 USD 250 million Standby Letter of Credit (SBLC) On-going 	 2018 USD 550 million Reserve Development Project Finance Joint Mandated Lead Arranger, Joint Technical Bank, NCB Facility Agent 	 Petrobras O&G BV Nigeria 2018 USD 1.4bn Reserve Based Lending Accordion Facility Senior Mandated Lead Arranger, Technical Bank 	 Petrobras O&G BV Nigeria 2018 USD 1.825bn Reserve Based Lending Re-Financing Facility Senior Mandated Lead Arranger, Technical Bank 	 Vitol SA 2018 USD 9.4bn Revolving Credit Facility Arranger 	 Puma International Financing 2018 USD 1.4bn Revolving Credit Facility and Term Loan Mandated Lead Arranger and Bookrunner
 Indorama Eleme Fertilizer & Chemicals Nigeria 2018 USD 1bn Syndicated Term Loan Joint Mandated Lead Arranger 	 Svenska Petroleum Exploration 2018 USD 120 million Reserve Based Lending Mandated Lead Arranger and Bookrunner 	 Vivo Energy Pan Africa 2018 USD 400 million Revolving Credit Facility Mandated Lead Arranger Bookrunner 	 Kosmos Energy Ltd 2018 USD 400 million Revolving Credit Facility Mandated Lead Arranger 	 Kosmos Energy 2018 USD 1.5bn Reserve Based Lending Mandated Lead Arranger 	 eland Oil and Gas Nigeria 2018 USD 75 million Reserve Based Lending Mandated Lead Arranger, Bookrunner, Technical Bank, Facility & Security Agent, and Onshore Bank Accounts 	 Schlumberger 2018 USD 2bn Revolving Credit Facility Lead Arranger 	 Trafigura Group Pte 2018 USD 400 million Borrowing Base Mandated Lead Arranger



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