

# Business and Commercial



[africanbank.co.za](http://africanbank.co.za)

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## Inception

The vision for African Bank emerged from the 1964 NAFCOC conference in Soweto, where our founders aimed to address the systematic exclusion of black people from the economic system by **providing access to funding for black owned businesses.**

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## Foundation

Starting with just R70 seed capital the founders embarked on a decade long-funding campaign to raise an additional R1-million. **African Bank was officially established in 1975**, after meeting stringent National Party conditions, **led by figures like Dr. Sam Motsuenyane and the late Dr. Richard Maponya.**

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## Growth and Expansion

Since our start where we facilitated access to finance for disadvantaged communities, we have learned difficult entrepreneurship and business lessons that enabled us to **evolve into a diversified and sustainable business** - maintaining our ethos of **profitably helping South African entrepreneurs to succeed, on a sustainable basis.**

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## Acquisitions

The **strategic move to acquire Grindrod Bank, and the capital equipment and commercial property finance business from Sasfin**, expanded our product and service range, including specialized business banking solutions.

Our ethos is to profitably help South African entrepreneurs to succeed, on a sustainable basis. The socio-economic wellbeing of the country matters – *GDP growth and job creation*







# Our clients

Who we work with



**Our operational reach spans various industries from corporates, small and medium-sized enterprises, to emerging traders and public sector.**

Below are some of the industries we work with, across all sectors mentioned above, and how we grow together with them:

### **Automotive**

Asset finance for inventory acquisition, expansions, renovations and equipment upgrades

### **Franchising**

Financing to cover franchise fees, initial build-out expenses, and working capital

### **FMCG - Retail**

Inventory financing and credit facilities to maintain adequate stock levels during seasonal surges

### **Medical**

Financing to expand facilities for medical professionals including independent pharmacies

### **Manufacturing**

Trade finance to secure supplies and manage foreign exchange risks

### **Services**

Business credit lines to cover fluctuating expenses or invest in expansion opportunities

### **Construction**

Asset finance for heavy machinery, construction vehicles, and tools

### **Power and Energy**

Credit facility and overdraft facility to maintain adequate supplies during pricing fluctuations





# Our offering

Our client solutions



**Our Client Coverage team** – The team are product agnostic and look after the full requirements of the customer across all products and services led via our Relationship Managers.

Savings & Investment	Investment Banking	Commercial Property	Corporate Finance	Capital Equipment
<ul style="list-style-type: none"> <li>We have investment products for our depositor client base, which include attorneys, asset managers and trustees.</li> <li>Incl. Call, Prime-Time, Flexi and Fixed Notice Deposit</li> </ul>	<ul style="list-style-type: none"> <li>Our team includes corporate finance and M&amp;A teams who provide independent, objective and innovative corporate finance advice and transaction execution services including Mezzanine Finance, Empowerment Finance, Leveraged and management buy outs, Finance, Recapitalisations and Replacement Capital.</li> </ul>	<ul style="list-style-type: none"> <li>Focuses on financial solutions for development and investment opportunities.</li> <li>Funding, can extend to: Retail Centres, Office</li> <li>Buildings, Student Accommodation, Residential, Mixed -Use, Warehousing and Distribution.</li> </ul>	<ul style="list-style-type: none"> <li>Advisory &amp; Sponsor Services</li> <li>Mergers &amp; Acquisitions</li> <li>Listings / IPOs</li> <li>B-BBEE Funding &amp; Financial Structuring</li> </ul>	<ul style="list-style-type: none"> <li>Enhancing Working Capital and Empowering Business Growth.</li> <li>Finance the purchase of movable assets through financial leases, instalment sales, or rental agreements.</li> <li>Flexible periods ranging from 12 - 72 months.</li> </ul>
Lending Criteria	<ul style="list-style-type: none"> <li>Commercial viability and ability to repay</li> <li>Financial justification for the transaction</li> </ul>	<ul style="list-style-type: none"> <li>Be compliant with generally accepted industry governance regulations</li> <li>Business domicile must be based and registered in South Africa</li> </ul>	<ul style="list-style-type: none"> <li>Personal integrity and demonstrated management ability of the client</li> <li>Favourable current and future developments in the client's marketplace</li> </ul>	SME Segment
Pricing & Threshold	<ul style="list-style-type: none"> <li>Prime linked rates</li> <li>Raising Fee</li> </ul>	<ul style="list-style-type: none"> <li>Minimum loan amount of R50 000</li> </ul>	<ul style="list-style-type: none"> <li>Loan term of between 3 months to 10 years (productive life of asset)</li> </ul>	<ul style="list-style-type: none"> <li>We continue to develop products as we focus on supporting our ethos of profitably helping SA entrepreneurs to succeed.</li> <li>Products include a transactional account, digital lending and POS solutions for small business.</li> </ul>





# Why us?

Summary





## Committed to Growing Together

We differentiate ourselves through our commitment to financial inclusion, **leveraging our historic foundation by African entrepreneurs to offer unique banking solutions for business.**

We also recognise the challenge of balancing the work to be done in growing your business and the administrative load of managing the compliance of your business. Through strategic acquisitions and continuous innovation; **we commit to providing products, solutions, and expertise that serves your needs better and empowers you to focus on your business growth.**

## In addition we invest in our communities through:



## KWAZULU NATAL

Physical address

**5 Arundel Close, Kingsmead Office Park, Durban**

Postal address

**P O Box 3211, Durban, 4000**

Switchboard

**+27 (0) 31 333 6600**

## WESTERN CAPE

Physical address

**4<sup>th</sup> Floor, The Rubik, 17 Loop Street, Cape Town City Centre**

Postal address

**Private Bag x170, Midrand, 1685**

Switchboard

**+27 (0) 21 702 8363**

## GAUTENG

Physical address

**4<sup>th</sup> Floor, Grindrod Tower, 8a Protea Place, Sandton**

Postal address

**PO Box 78011, Sandton, 2146**

Switchboard

**+27 (0) 11 459 1860**

## AFRICAN BANK HEAD OFFICE

Physical address

**59, 16<sup>th</sup> Road, Midrand, Johannesburg**

Postal address

**Private Bag x170, Midrand, 1685**

Customer Contact Centre

**0861 011 111**





**Thank you**