

INVESTMENT BANKING

About

BancABC has an Investment Banking Unit that sits within its Corporate and Investment Banking Department and comprises qualified investment professionals with a cumulative 40+ years of experience in the investment banking field. The Unit originates, structures, and participates in strategic transactions for individuals, corporates, institutional and government bodies. BancABC's Investment Banking Unit leverages on its Team's knowledge of local and global financial markets, providing expert tailored financial solutions that consider the capital structure (Debt, Equity and Mezzanine financing) holistically. The Investment Banking Unit strives to provide financial solutions through becoming a strategic partner and advisor.

Products

1. CORPORATE FINANCE AND ADVISORY SERVICES

1.1. Capital Raising Services

The Unit provides capital raising services based on an analysis of our client's requirements to support growth initiatives, consummate acquisitions, address shareholder liquidity, or effectuate shareholder recapitalizations. Capital alternatives include debt financing which can take the form of a debt instrument issued and subscribed to by our existing pool of investors, equity financing that targets strategic partners implemented in various forms that may include IPOs, private placements and/or rights issues, as well as a combination of these.

1.2. Company and Business Valuations

The Unit has the expertise to value companies utilizing various methodologies as determined to be appropriate for the proposed transaction which may include mergers, acquisitions, growth analysis as well as investor assessments.

1.3. Due Diligence Analysis and Reports

Through a thorough operational, regulatory and financial analysis of a specific company, the Unit has a clear track record of providing high level as well as comprehensive due diligence reports that can be utilized in the investment decision making processes.

1.4. Distressed Company Analysis

The Unit has the capacity to carry out a due diligence of a company for purposes of proffering a financial solution by identifying the core challenge and possible remedies. These remedies include but are not limited to balance sheet restructuring, creditors schemes, debt factoring as well as assisting our clients secure strategic investors to initiate a growth strategy.

1.5. Investor Engagements

As a registered financial advisor (Registered with the Securities and Exchange Commission of Zimbabwe), the Bank is capacitated to participate in investor engagements on behalf of our clients, whilst providing guidance on the regulatory environment. Such engagements would include participating in negotiations, structuring financial plans with a view of marrying risk profile to return as well as utilizing existing products within the Bank's offerings to ensure the successful financial close of a transaction.

2. STRUCTURED TRADE FINANCE

Structured Trade Finance is an alternative form of financing offered to ensure continued trade across the supply chain for our customers. The list of products is not exhaustive as often, the Investment Banking Unit tailors such transactions in accordance to its clients requirements.

2.1. Domestic Instruments

Domestic instruments offered include:

- Order Financing
- Invoice discounting
- Debt factoring
- Collateral Management Agreement Arrangements
- Collateralized Debt Obligations
- General Structured facilities

2.2. Offshore Instruments

Offshore instruments offered include:

- Direct lines of credit
- Arrangement to secure a line of credit from a DFI and/or Construction financier (EPC+F contracts) on behalf of our clients as the local agent.

3. PROPERTY DEVELOPMENT

The Bank through the Investment Banking Unit has embarked on various property developments which offer client's an opportunity to become home-owners. These projects can either be wholly owned by the Bank or initiated through a Joint Venture with private landowners. Running developments are detailed below:

3.1. Hopelyn, Bulawayo

In a gated community located in Bulawayo, the Bank has on offer stands measuring an average 600sqm. These can be purchased on cash or through a mortgage. All compliance documents are in place and the stands are ready for title. For more information, please contact us on email contactcentre@bancabc.co.zw or call 08677008439/ 08677008666.

3.2. Pomona Phase 1

In a leafy Harare suburb, a gated community known as "Nyeredzi Ridge" encompasses stands averaging 500sqm for sale through cash or mortgage. The stands have secured

all relevant compliance documents and are ready for title. For more information, please contact us on email contactcentre@bancabc.co.zw or call 08677008439/08677008666.