



For all the Dynamic, Driven, Discerning, Daring, Determined, Dreamers,

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Anakadzi is here for you.

Who Are We?

A Rooted Partner for Growth



30

Branches in Zambia

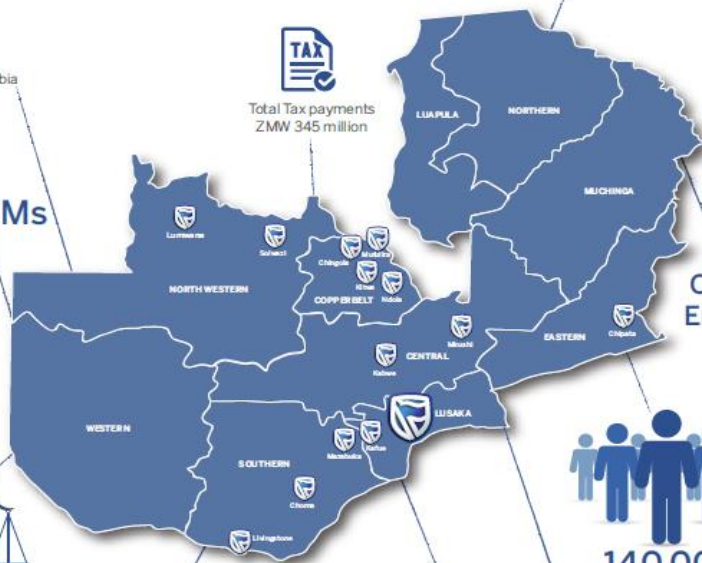


ICBC stake in Standard Bank Group since 2008



Total Tax payments
ZMW 345 million

Over 100 ATMs



Over 800
Employees



140,000

Retail Banking Customers



ZMW 70 Billion (US\$ 7 Billion)
in economic growth sectors



Total Assets as at 31st December
ZMW 10.4 Billion

61 years

61 Years in Zambia



Who we are?

- Biggest Bank in Zambia by
 - Profits
 - Balance Sheet
- Member of Standard Bank Group
- Member of ICBC
- Best Bank in Zambia by;
 - Global Finance
 - Euromoney
 - Financial Times
 - The Banker

Opportunities – Why Women’s Market?

7th National Development Plan, financial inclusion, population for women and incomes



7th NDP

7th National Development Plan

Zambia’s strategy aims to see 70 percent of adults using formal financial services by 2022. This includes women



Large Population of Women

50.5% of urban population are women

40.7% financially excluded population - 53.3% are women



Access to Finance

Only 1 out of 5 women are using financial services

3 out of 5 Men are using banking services



Income

26.7% of clients across all segments are women.

These hold higher bank balances & lower NPL



Access To Finance

- Access to Financial Support
- Access to Savings
- Access to Insurance
- Tailor made discounts and benefits through a variety of Partners across Health , Lifestyle, Entertainment and Security
- Access to all regular banking products and services

Access To Knowledge

- Anakadzi Women's Website
- Access to Quarterly Anakadzi Events:-
 - Mentoring Programme
 - Entrepreneurial Training and Capacity building
 - Business Power sessions
- Access to Legal Advice and Support

Access To Convenient Banking

- Access to Service Excellence – focus on Alternative delivery channels:
- Smart ATMS in a wide range of locations across the country
- Internet Banking & Mobile Banking
-
- Access to Manager Anakadzi Banking

Objectives

Bank of Choice for Women, Align Staff and ensure they know that this is part of #One21



Become the Bank of Choice for Women

To be the “TO GO TO” bank for women both internally (staff) and externally (Anakadzi Banking)

Ensure all staff are aligned

Position leaders, unit heads , sales team and all staff as drivers and enablers of the growth of Anakadzi Banking and embed the positive impact of its growth on our profitability. Executive Buy-In

Align to Bank Strategy

Build confidence in the proposition across staff , and placing the women’s market with Zambia strategy alignment



Entrepreneurs Training Session

- Partnership with Dutch Bank – FMO & Babson College
- Trained 100 female entrepreneurs in 2017/8
- Train the trainer session for Bank staff to ensure sustainability in a cost effective manner
- Networking sessions
- Tracking of Entrepreneurs growth through the Enterprise Banking Department
 - Trainees are required to submit quarterly management statements/They have a dedicated Relationship Manager

Entrepreneurs Curriculum Includes

- Entrepreneurial Growth
- Opportunity Plan
- Financial Statements and Analysis
- Leadership Styles
- Negotiating
- Building Networks
- Feasibility Assessment
- Diagnostics and Metrics



EMPOWERING ANAKADZI ENTREPRENEURS

ACCESS TO FINANCE

ACCESS TO KNOWLEDGE

ACCESS TO CONVENIENT BANKING

Stanbic Bank MovingForward™

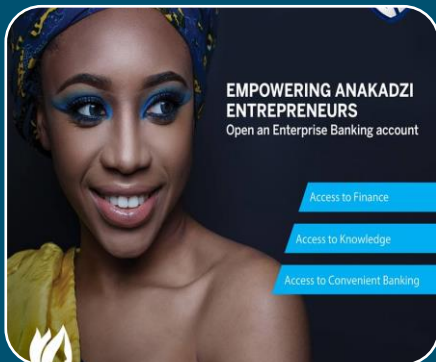


Anakadzi Banking Business Trip of the Year

- Partnership with Zambia Development Agency, Ministry of Commerce & the Ministry of Foreign Affairs
- To Expose 30 Female Entrepreneurs to peers in other markets
- To have entrepreneurship training sessions with the selected 30 before the trip

Business Trip Educational Benefits

- Training Sessions on international trade opportunities between the 2 countries
- To have networking events for the entrepreneurs
- To have the entrepreneurs pitch to potential financiers in the country being visited
- To have an opportunity to meet with the Government departments handling commerce and trade.



Anakadzi Banking Entrepreneur Award of the Year

- Award ceremony for Female Entrepreneurs
- First of its kind in Zambia
- Focusing on the success stories of entrepreneurs in different sectors of the Zambian economy and how these entrepreneurs have made a difference not only to the Zambian economy but also to the communities in which they operate in.



Variety of Local Partners offering discounts and benefits to the Entrepreneurs:-

Health:

- Bump, Baby & Beyond
- PsychHealth

Lifestyle:

- SBM
- ShopZed

Entertainment/Business:

- Radison Blu

Communication to the Women

Social Media / Website / Emailer



Anakadzi Banking
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Anakadzi Banking

Yesterday at 10:27am · 6

This Valentine's give her a gift that will build her dreams. Anakadzi Banking will enhance that drive and ambition and set her on the path to success. Go on, sign her up today! #ForWomenByWomen #AnakadziBanking



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2



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Send Message

5.0 ★★★★★



Anakadzi Banking

Anakadzi Banking is all about serving the unique and sadly, often unrecognised financial service...

See More

What's New

Website is now www.anakadzibanking.com.

Community

See All

Invite your friends to like this Page

10,047 people like this

10,052 people follow this

Rose Sibisi and 34 other friends like this

About

See All

Typically replies instantly
Send Message

Educational Benefits

- Ability to share information with other entrepreneurs
- Website has educational pieces
- Partners blogging
- Client interaction and direct interface



WINNER
**'BEST WOMEN'S
BANKING
PROPOSITION'**
&
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Questions??



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