



**ZANACO NAMED 'BEST BANK IN ZAMBIA' BY EUROMONEY
Monday, July 18th 2011**

Zanaco has today announced the Bank's award as the 'Best Bank in Zambia'. This follows the awards presentation by Euromoney in London on July 7th at the Awards for Excellence Dinner. The award was received by Zanaco Managing Director and CEO Martyn Schouten.

Commenting on the award, at a Press Briefing held at Zanaco Head Office, Martyn Schouten said, "We are very proud to be associated with this international award. It would not have been made possible without the commitment for our staff, customers and stakeholders who are loyal to our vision and business objectives to be financially sustainable as the leading Bank in Zambia. We have laid a strong foundation for positive growth and continued success in a fast developing economy in which Zanaco is proud to play a significant role".

In recognizing Zanaco for the award, Euromoney Editor Clive Horwood highlighted how "Every year since 2007, when Zanaco went public, the Bank has seen both profits and lending increase. The Bank has also successfully developed its franchise in rural areas, increasing branches and ATMs and introducing new services such as mobile branches on trucks and mobile phone banking".

Regarded as the benchmark awards for financial services globally, the Euromoney Awards for Excellence are now in their 20th consecutive year. This year's awards process, which began in April, attracted over 600 submissions from the world's banks and brokerage houses. Euromoney's dedicated research team and awards panel then rated all the submissions on both quantitative and qualitative factors such as Key Performance Indicators (KPIs), financial ratios and innovation over the 12 month period to decide the award winners.

Notes to Editors:

About Zanaco

In April 2007, Rabobank acquired a 49 percent stake in Zambia National Commercial Bank, commonly known as Zanaco, following the Zambian Government's decision to privatize the bank. In 2008 the bank was listed on the Lusaka Stock Exchange, thus successfully concluding one of Zambia's largest privatisations. This empowered many Zambians from different walks of life, including the bank's employees, to become shareholders of their bank, and ensuring it remained "Citizen Owned".

Zanaco is currently owned 46% by Rabobank, 25% by GRZ, while 29% is held by local institutional and private investors and employees.

Today the bank boasts a client base of over 500,000 customers from 200,000 pre privatisation, supported by over 900 employees and a strong asset base of US\$650,000,000.

About Euromoney

Euromoney Magazine is the flagship title of London based financial communications company Euromoney Institutional Investor PLC. Founded in 1969 by Sir Patrick Sergeant, Euromoney Magazine is the voice of the international capital markets and for over 40 years has offered unparalleled coverage of the global bond, equity and foreign exchange markets Euromoney Institutional Investor PLC is a constituent of the FTSE-250 index and is listed on the London and Luxembourg Stock Exchanges.

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