



Blue The Beacon

Be Enlightened

Corporate and Investment Banking Newsletter | **Issue No.8**

Standard Bank **IT CAN BE™**

CONTENTS

03

Risk Mitigation: The Key to Unlocking Opportunities in the Mining Sector

06

Our Capabilities: Mining and Metals

07

Team Profile: Mining and Metals

09

Notice: New Brand Campaign Launch / It Can Be

09

Contact Us



Here are **five risks** that have emerged throughout 2020:



Global pandemic: COVID-19

- The mining sector has weathered periods of devastating economic conditions before, but the COVID-19 pandemic is unique. This risk is different in the sense that it is not only a health, social and economic disruptor, but also impacts world economic activity, simultaneously. The lockdowns and economic shutdowns to curb the spread of the virus have caused disruptions in global mining supply chains. The demand for commodities has dropped as a result of a reduction in economic activity, while concurrently, the supply side is hindered as a result of travel restrictions. This has impacted global commodity prices, with some prices increasing, such as uranium and gold, and other prices decreasing, such as fuel, copper and zinc.
-



Access to clean sustainable energy

- Mining operations can be highly energy intensive, with the cost of energy accounting for up to a third of the total cost base. Throughout the years, the industry has relied on conventional fossil fuel-based energy sources, such as coal, natural gas and diesel, to generate electricity. However, the sector is faced with rising electricity prices, placing a tight squeeze on margins, and unreliable power supply from the grid. Additionally, the sector is faced with a growing demand from both global and local regulatory bodies to operate in a sustainable manner. These pressures have resulted in mining companies integrating conventional fossil fuel methods with renewable sources of energy, such as wind, solar, hydropower and biodiesel. The use of renewable energy sources creates a vast stream of benefits, including cheaper mining operations in the long run, lower greenhouse gas emissions, energy efficiency on site, and sustainable development support.
-



Regulatory and fiscal stability

- With the growing demand for commodities and ore reserves depleting in first world countries, mining firms are increasingly operating in jurisdictions known for fiscal and regulatory instability, namely in Latin America, Africa and Asia. Often governments in natural resource rich countries seek to have larger returns from their natural resources beyond the normal taxation system. One of the ways they achieve this is through resource nationalism. Studies have shown that the higher commodity prices are, the more disputes and controversy surrounds the structure of mining firms within a jurisdiction. Therefore, it is crucial that both mining firms and host governments operate on a basis of transparency, with reasonable expectations of the anticipated revenue from the project.
-

4



Digitisation

➤ With the awakening of the fourth industrial revolution and industries across the globe adapting to smart technology to increase efficiency, mining companies have started adopting digital innovation. The mining landscape is being transformed by the fourth industrial revolution through data mining and analytics, automation and industrial internet. However, digital innovation goes beyond the implementation of smart technology. Adopting these technologies should be based on solving operational constraints, such as enhancing productivity and increasing margins from the pit to the port. Already, we have seen the first autonomous underground mine in Africa (Syama Mine in Mali) and we can surely expect that some of Africa's biggest open pit mines will use driverless trucks in the near future.

5



Environmental sustainability

➤ The mining industry has a reputation for its environmental concerns around emissions, water use, deforestation and community relations. It is an image that many within the industry have been working to rectify. Mining companies have started working in conjunction with a growing number of regulatory structures that govern the environmental policies and impact of the mining sector. These structures recognise and emphasise the importance of a low-carbon economy and the role of the community, challenging mining companies to find innovative ways to reduce their carbon footprint across the value chain and to demonstrate sustainability to the community.

OUR CAPABILITIES: MINING AND METALS

Leverage superior Mining and Metals sector expertise

Partner with Standard Bank Namibia for unrivalled expertise in the Mining and Metals industry. With a well-established presence across Namibia's mining industry, we can provide you with the specialist technical expertise required to operate in the mining and commodities industry.

Gain access to innovative solutions

We offer a holistic suite of solutions, tailored to your specific needs. These include:

- Transactional solutions and services
- **Advisory services**
- Equity capital markets
- **Debt primary markets**
- Project and export finance
- **Securitisation**
- Structured debt solutions
- **Structured trade and commodity finance**
- Global Markets solutions and services



Our Mining and Metals Team



Access our multi-disciplinary team of experts, who can assist you with identifying opportunities in the Mining and Metals industry and help you navigate risks and challenges:



Gaby Horne

Head: Client Coverage /
Relationship Manager:
Mining & Metals



Kerikora Kavari

Client Analyst



Pius Alweendo

Investment Banking
Manager



Riaan Beukes

Global Markets
Sales Manager



Ndatota Hangula

Transactional Solutions
Manager



Pichard Aderam

Credit Manager



Sharon Beukes

Client Service Manager



“How do banks assist in
clean energy transition?”

“We dig deeper
to find alternative
funding options.”

The mining industry is in transition, with conventional mining techniques and minerals making way for a **lower-carbon economy**.

The way banks finance the industry is in transition too, with alternative funding solutions now required for **water treatment plants, renewable energy units** and the like.

Our **multi-disciplinary teams** can assist with identifying opportunities, and navigating risks and challenges. With our **well-established presence** in the industry, we provide the specialist expertise required for your mining operation to transition with confidence.

For more information, contact Gaby Horne on 061 294 2689,
Gaby.Horne@standardbank.com.na

Corporate and Investment Banking

Standard Bank™



NOTICE

NEW BRAND CAMPAIGN LAUNCH / IT CAN BE

Standard Bank recently launched a repositioned brand and changed its tagline, adopting one that epitomises how we see our role in Namibia today. The change reflects the evolution of the lives and experiences of our customers and indeed all Namibians.

It gives me great pleasure to invite you, our esteemed client, to join us as we embark on this exciting journey of writing a new narrative of hope, belief and optimism.

Our clients often ask themselves if their dreams can be. Can it be that I will one day own my dream home? Can it be that I will be able to build enough wealth to take care of my children? Can it be that I can turn a local business into a global player? As their financial partner, it is our responsibility and privilege to answer these questions. And we do so proudly, with a resounding **“It Can Be”** – our new tagline.

It Can Be is a celebration of the human spirit, of the belief in our dreams. There is no better time to introduce this new positive message to encourage us all to keep going, especially during these challenging economic times exacerbated by the COVID-19 pandemic.

At Standard Bank, we believe that dreams matter. They fuel our growth. Together with you, our valued client, we need to take new uncharted paths to realise them.

Our research shows that individuals and businesses are looking for a brand that believes in them, inspires them, and journeys with them. They want a bank that

can help them realise their ambitions – personally or as businesses – and which always puts them at the centre of the discussion. **It Can Be** allows us to do just that, because it is about finding new ways to make your dreams possible.

The refreshed position is about inspiring belief in Namibia’s future, while showcasing Standard Bank’s client-centric and innovative solutions. It is about being bold changemakers who are curious and responsive.

While our tagline has changed, our purpose remains the same: “Namibia is our home. We drive her growth.” By adopting a new positioning and tagline, we are changing how we bring the purpose to life in all our markets across the continent. Our new brand positioning and tagline spurs us on and heightens our resolve to make your dreams and aspirations come true. This is the essence of **It Can Be**.

As I invite you to celebrate this milestone with us, may I also take this opportunity to thank you for your continued support. We look forward to delivering excellent banking services and to walking this path of renewed hope and optimism together. We indeed believe that **It Can Be**.

Nelson Lucas

Head of Corporate and Investment Banking



Contact us:

Head: Corporate & Investment Banking

Nelson.Lucas@standardbank.com.na

Head: Client Coverage

Gaby.Horne@standardbank.com.na

CIB Business Manager

Shambekela.Matheus@standardbank.com.na

Head: Global Markets

Yolande.Fourie@standardbank.com.na

Head: Investment Banking

Marco.Triebner@standardbank.com.na

Head: Sales

Corny.Zaaruka@standardbank.com.na

Head: Transactional Products and Services

IreneJ.Venter@standardbank.com.na

Comments & Feedback

CIBComms@standardbank.com.na

+264 61 294 2878

www.standardbank.com.na