

press release

Standard Chartered Bank Uganda holds second SME Roundtable

03 May 2018, Kampala – Standard Chartered Bank has today held the second SME roundtable for over 100 of its Business Banking clients at Kampala Serena Hotel – Katonga Hall. This is part of the activities the Bank is undertaking since the launch of a Business Banking campaign in March this year with exciting offers and a proposition for SMEs.

The Business Banking roundtable discussions give the Bank an opportunity to share with SMEs knowledge, expertise, experiences, enable them network as well as deepen relationships between the Bank and its clients. The first Business Banking roundtable was successfully held for over 120 participants on Friday, 16th March 2018 at Imperial Royale Hotel.

“I encourage you to take advantage of this exciting Business Banking promotion and to let your colleagues know about it.” Said the CEO Albert Saltson while delivering his welcome remarks during the 2nd Business Banking Roundtable

The Bank revamped its Business Banking Client Value Proposition which focuses on;

1. Making Business Banking easy
2. Protecting your business
3. Offering simple solutions for your funding & expansion needs
4. Taking your business across borders and
5. Offering Expert Support

As part of this Business Banking campaign the Bank is offering a 50% discount on legal professional fees, zero fees for loan approvals on balance transfer amounts, slashed interest rates of 17.3% p.a and a maximum tenor of 20 years to any SME that banks with it.

Mr. Saltson further stated;

***“As a Bank, we understand that SMEs like yours are the backbone of Uganda’s economy contributing to over 70% of the country’s GDP and a source of livelihood to 2/3 of the population.*”**

Standard Chartered Bank's commitment to the growth of SMEs in Uganda dates back to 2004 when we started providing specialized services to SMEs in Uganda with an ambition of "Making Business Banking Easy" through; Provision of high quality services and products, Building lasting relationships and Remaining relevant to our customers in a fast growing economy. We have since consistently served our customers, providing solutions to meet their working capital, business expansion, business protection and Yield Enhancement needs." He reiterated.

To underpin the importance of the Business Banking clients over the years, the Bank has in place not only a specialized unit but also a highly skilled Business Banking team comprising of highly trained Relationship Managers (RMs) including Chinese RMs.

The Key Note Speaker Mr. Allan Katwalo an Associate professor of Strategic Management while delivering his presentation focused on the topic; "where do I find my competitiveness: Competitive Advantage, Value Creation, and Profitability".

"Building Blocks of Competitive Advantage requires you to differentiate your product offering, offer more utility to customer and lower the cost structure regardless of the industry, its products, or its services. He called upon SMEs to be more efficient and Innovative alleging that Superior efficiency helps a company attain a competitive advantage through a lower cost structure while innovation can be a major source of competitive advantage – giving a company something unique or something its competitor's lack. Katwalo Said

The Bank through this Business Banking campaign has committed to continue to support the SME businesses growth by understanding their financial needs which range from basic borrowing needs to more advanced strategic needs of Corporate finance and that it will address them in a relevant way that enables the SMEs to reduce their cost of doing business and manage their financial risks through innovative products and services.

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Note to Editors:

Standard Chartered

We are a leading international banking group, with around 86,000 employees and a 150-year history in some of the world's most dynamic markets. We bank the people and companies driving investment, trade and the creation of wealth across Asia, Africa and the Middle East, where we earn around 90 per cent of our income and profits. Our heritage and values are expressed in our brand promise, Here for good.

Standard Chartered PLC is listed on the London and Hong Kong Stock Exchanges as well as the Bombay and National Stock Exchanges in India.

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Standard Chartered Bank in Uganda

Standard Chartered Bank Uganda is a member of the Standard Chartered Group. The Bank has been operating in Uganda for over 100 years having celebrated its centenary in August 2012. As Uganda's oldest bank, established in 1912, it currently has a network of 11 branches and 30 ATMs spread across the country. The Bank employs over 600 people. Standard Chartered's offers a full range of banking products and services.

Standard Chartered is committed to the community in Uganda through various community relation programs, working closely with the Ministry of Health, Ministry of Education and Sports, Ministry of Water and the Environment, Ministry of Gender, Labour and Social Development, Sightsavers and National Forestry Authority. Some of the awards the Bank has won in the recent past include:-

- Best Consumer Digital Bank 2016 – Global Finance Magazine
- Best Digital Bank for Africa – 2016 Digital Impact Awards Africa
- Best Cybersecurity Practice by Corporate - 2016 Digital Impact Awards Africa
- Best Online Banking - 2016 Digital Impact Awards Africa
- Best Corporate Website, 2015 Digital Impact Awards Africa
- Best Cybersecurity Practise, 2015 Digital Impact Awards Africa
- Best Online Banking service, 2015 Digital Impact Awards Africa
- Best Consumer Digital Bank 2015 - Global Finance Magazine
- Recognition for outstanding partnership to ending HIV and AIDS through membership subscription and local resource contribution by The AIDS Support Organisation (TASO) in September 2014
- Best Cybersecurity Practice 2014 - Digital Impact Awards Africa
- Best in Corporate Social Responsibility 2014 - Tumaini Awards
- CSR in Health Initiative of the year 2014 – Public Health Awards