

FNB Zambia opens branch in Solwezi

First National Bank (FNB) Zambia recently launched their Solwezi branch in a ceremony attended by the Minister of North Western Province, Nathaniel Mubukwanu, who officiated as the guest of honour.

Also in attendance was the Deputy Governor-Administration at the Bank of Zambia, Dr Tukiya Kankasa-Mabula, senior Chief Mumena of the Kaonde people, senior provincial Government officials and the Mayor of Solwezi. The new branch, which commenced trading in May 2013, is located at the newly completed Kaonde House, along the main thoroughfare in Solwezi.

The FNB Solwezi branch is a full service branch that features two FNB ATMs, two tellers, two business bankers, four customer sales and service consultants, a personal relationship banker, a back office and a head of branch.

Since commencing their Zambian operations in April 2009, FNB has steadily increased their branch, ATM network and employee numbers. Over the years, FNB Zambia has also introduced a number of innovative products, illustrating the sound investment and business opportunities provided in the country.

To date, the bank has successfully opened ten branches in Zambia, with an additional two more branches and fifteen ATMs expected to be opened before the end of the year. The bank will next month open its eleventh branch in Chingola and another branch in Chipata in August 2013. The bank's expansion plans will be set to continue over the coming years until full national representation is achieved by 2016.

In his opening remarks, Renatus Mushingi, chairman of FNB Zambia commented that that FNB had identified Zambia as a prime market to do business and was positive about the future, thus the heightened efforts to grow their business. Mushingi further went on to say: "We are committed as a bank to make outstanding service central to our offering and we are counting on you our customers present and future to help us deliver on that promise".

In the keynote address, the Guest of Honour, Honourable Nathaniel Mubukwanu, who expressed pleasure FNB operating in Zambia, said: "The North Western Province is very steadily becoming the new mining frontier and copperbelt of Zambia and it is gratifying that FNB is cognisant of this development as exemplified by its decision to open a branch in Solwezi". He further added: "...the opening of FNB Solwezi branch is most welcome as it is synchronized with the growing need for banking services in this district".

The Deputy Governor, Dr Kankasa-Mabula, commented: "This new branch will no doubt reach out to more the unbanked in our country. This will not only grow the deposit base but also enhance the Government's goal of financial inclusion for all Zambians".

Sarel van Zyl, the CEO of FNB Zambia gave the Vote of Thanks. He commented that Zambia is a key growth market for the FNB banking group and he sees a bright future for further investment and expansion in the country.

"We consider ourselves to be a market leader in introducing new and innovative products that are aimed at making the banking experience more efficient, more so for the unbanked, and we will be tapping into the

systems and expertise of the FirstRand group to ensure the smooth roll-out of these products in Zambia", van Zyl added.

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