

# Nedbank Business Banking

Partnering for growth for a  
greater South Africa



MAKE THINGS HAPPEN

**NEDBANK**

BUSINESS BANKING

## Overview

Business Banking focuses on medium-sized businesses with a turnover of between R7 million and R400 million, and provides these businesses with a full-spectrum banking offering, including lending, deposit-taking, transactional banking and other value-added solutions.

Our specialised finance offering is unique in assisting you with medium- and short-term funding when acquiring a new business or expanding an existing one. Our electronic banking platform is highly rated in the market – with key features being outstanding security and value for money. Our Corporate Saver solution is an example of our innovative investment solutions.

## Our core philosophy: Long-term relationship banking

In South Africa Nedbank pioneered the concept of developing long-term relationship-based banking. An in-depth understanding of your business and the local environment in which you operate means we are well positioned to offer relevant financial advice, translating into sustainable growth for your business.

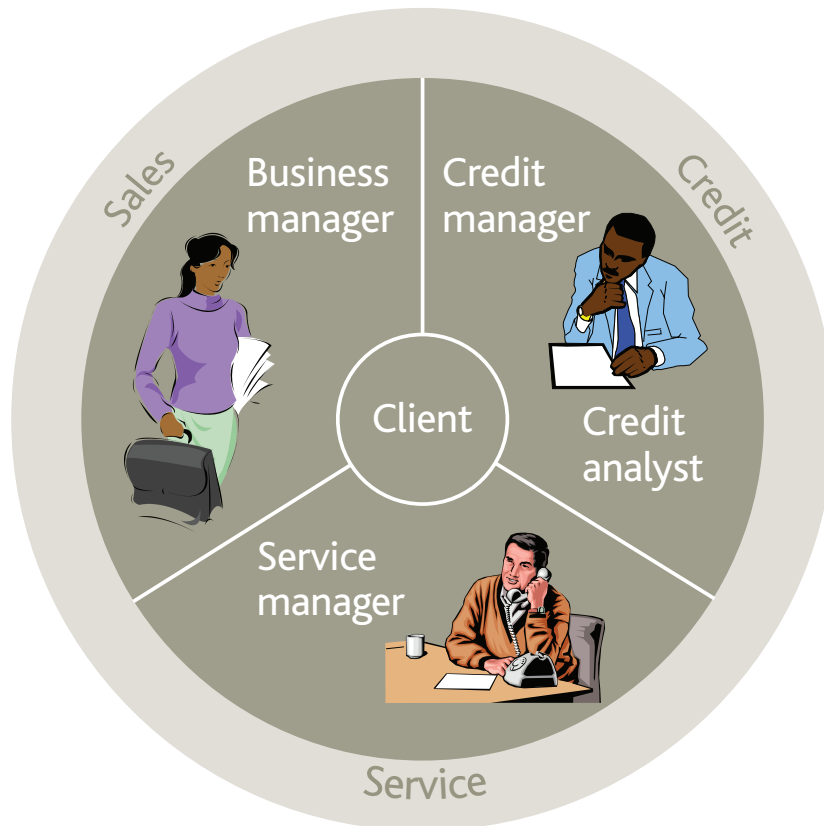
## Our unique business model: Empowered local teams

With a presence in over 65 area offices, we offer direct access to decisionmakers located in your area. All our clients have access to a dedicated client service team led by a skilled banker empowered to make decisions. This results in quick turnaround solutions based on localised knowledge.

## Our specialist support

Our client service teams are backed by a range of product and industry experts who will ensure that your specific needs are addressed. While we have a strong presence across the full range of industries, we consider ourselves specialists in key sectors such as franchising, tourism, agriculture, diamonds, printing, legal and financial practices and the emerging-business market (through enterprise development).

## The client service team – always there to assist



Your dedicated business manager is the interface between you and Nedbank and will act as your primary point of contact for all your personal and business banking needs, providing you with relevant solutions, which reflect our indepth understanding of you and your business.

The service manager serves as your secondary contact point and has oversight of the product and service delivery and is available to support you with your day-to-day requirements.

Your credit manager and credit analyst will work closely with your business manager to find solutions that are tailored to your needs, as well as managing all credit aspects of your portfolio.

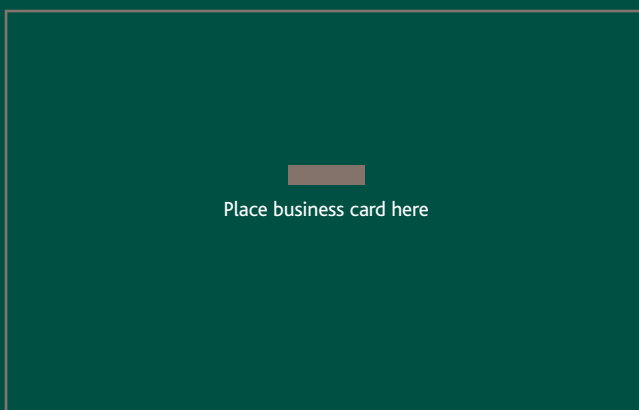
## Make things happen with Nedbank Business Banking

We offer:

- a dedicated business manager in your area;
- support from your dedicated client service team to ensure continuity if your business manager is not available;
- local decisionmaking for quick turnaround times;
- superior electronic banking capabilities;
- an extensive range of financial products tailored for the medium-sized business market;
- access to sector and industry specialist resources; and
- long-term relationship-based banking dedicated to your business's sustainable growth, and your contribution to the South African economy.

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## Contact details

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Website: [www.nedbank.co.za](http://www.nedbank.co.za)

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