

This announcement has been approved by the Capital Markets and Securities Authority (CMSA)

# Investors' trust on NMB Bank result in a record breaking NMB Bond Subscription level of 333%

**N**MB Bank is a key stakeholder that supports the development of a strong and deep financial market in the country. NMB bonds have been amongst the few corporate bonds issued at the Dar es Salaam Stock Exchange (DSE), opening investment opportunity to all Tanzanians. Through the branch network of over 220 branches and customer base of 3 Million, the bank has managed to extend this opportunity to the most remote parts of the country and to individuals from different walks of life.

NMB Bond sought to raise at least TZS 25 Billion as approved by the Capital Markets and Securities Authority (CMSA).

**With the offer now closed, how much have you raised?**

We have managed to raise TZS 83.3 Billion. This is equivalent to 333% subscription level of the initial requested amount of TZS 25 Billion. We are very happy with this record breaking performance in the history of our capital markets as the largest Corporate Bond.



**Treasurer at NMB Bank**  
**Aziz Chacha**

shares detailed insights of NMB Retail Bond and its performance in the market and what it means to NMB Bank and the Capital Markets in Tanzania.

## What does it mean to NMB?

It is an overwhelming vote of confidence on NMB by the bond investors as a preferred, safe and trusted Bank in the country. It also means we need to do a lot more to provide alternative savings and investment products especially in the capital markets space. We received a huge response with 2,264 applications received due to our wide branch network. 2,250 applications were received through our branches while the rest came through the brokers. This remarkable response demonstrates NMB Bank as the most preferred financial institution, the best bank in Tanzania with a strong financial position. **We say Smart Money Smart Choice with NMB Bond.**

**Amount raised**  
**TZS 83.3 Billion**



## How is the performance of the Medium Term Note (MTN) programme thus far?

In May 2016, We received an approval from CMSA and a letter of no objection from the Bank of Tanzania for a TZS 200 Billion MTN programme. The bank has so far issued three tranches of bonds amounting to TZS 148 Billion.

**Trusted us again**  
**246 investors**  
**Reinvested**

The first tranche of the MTN program (NMB Retail Bond) was issued to the public in June 2016. A total of TZS 41.4 Billion was applied representing a 207% subscription level from the initial approval of TZS 20 Billion. This bond was listed at the DSE and has since matured in June 2019. All bond holders were successfully paid their coupon semi-annually throughout the 3 years and the principal note amount at maturity.

## 30.2% Investor base growth

**2016** **1739** investors  
**2019** **2264** investors

TZS 23.3 Billion was issued in December 2017 as a restricted offer to institutions which forms part of the second tranche. This bond matures in December 2020.

In July 2019, the third tranche (NMB Bond) was publicly issued for TZS 25 Billion targeted towards bond investors paying coupon quarterly.

**Applicants who applied through NMB Branches**



**2250**

Applicants who applied through Brokerage community

**14**

## How were the bond applications done?

Application forms were publicly available physically and online. Over 60% of these applicants were also assisted with the CDS account opening. This account will enable Tanzanians to participate in future Capital Markets activities beyond NMB Bond.

We made it easier for anyone interested to buy this Bond through various payment channels including NMB Branches, NMB Wakala, NMB KliK and Mobile wallets.

## How is NMB playing a role in the Capital Market development?

**2239** Individuals &  
**25** Institutional Investors  
**99%** Local Investors

NMB continues to be a key player in our Capital Markets. This started back in 2005 with our Initial Public offering of our shares and post that, in 2016 with our retail bond. In particular for the bond market we ran awareness campaigns both in English and Swahili to ensure maximum coverage of this investment instrument. We accepted minimum notes at TZS 500,000 and offered quarterly coupon payments to encourage saving culture. Furthermore extended this service through our branches to the most remote parts of the country where most stockbrokers do not have presence.

**New CDS**  
**accounts opened**



**1500+**