

PARATUS AND FNB RENEW CONNECTIVITY DEAL

Agreement provides reliable high-speed connectivity for branches and banking Systems

LUSAKA, ZAMBIA – First National Bank (FNB) is set to continue providing its customers with reliable high-speed electronic banking services thanks to a renewed contract signed this week with internet service provider Paratus Telecommunications Zambia.

Under the terms of the contract, Paratus enables FNB to provide a robust electronic banking platform to its customers across the bank's branches and agencies throughout the country, connecting FNB Zambia to the Bank of Zambia's Electronic Clearing House and the Zambia Revenue Authority (ZRA) as well as the MTN and Airtel mobile networks. Paratus is also connecting FNB Zambia back to the bank's head office in South Africa via a redundant Virtual Private LAN Service (VPLS).

Paratus Telecom Zambia's Country Manager, Marius van Vuuren, and FNB Zambia Chief Executive Officer, Leonard Haynes, signed the agreement at a ceremony last week, extending the companies six-year working relationship.

"This contract reaffirms our business commitment towards the partnership we have with FNB in Zambia as well as in Africa. This also confirms that we are the leader in the ISP Industry when it comes to reliable connectivity for banking services. The Paratus Telecom Group provides connectivity to more than 20 banking and financial institutions across Southern Africa. We are able to do this because we invest time, resources and money into our world-class infrastructure," said Mr van Vuuren.

"In support of our aspiration to be the leading bank in Zambia, we require systems that enable to meet the service demands our customers who, as a norm and as expected, will settle for nothing less than exceptional service, anytime and anywhere. Paratus has been a reliable partner in delivering on that service expectation. That is the reason why we are pleased with the contract renewal that will see us extend our partnership," said Mr. Haynes.

"We have been partners with Paratus Telecom for many years. Because Paratus is familiar with the operations and needs of FNB and the Banking Industry, we approached them to provide our connectivity needs. Over the years, Paratus has been providing exceptional service to us and has ensured that our network grows as required and remains scalable," said Vishern Chetty, Chief Operations Officer of FNB Zambia.

"Paratus provides not only link quality, but also the exceptional support service that has been the key success behind its offering. I do not know of any other service provider in Zambia that provides the level of service that Paratus gives to customers," added Andrew Banda, Head of IT for FNB Zambia.

For more information, contact:

FNB Zambia

Tel: +260211 366 800

Email: fnb@fnbzambia.co.zm

Gillian Langmead at Langmead & Baker Ltd;

Tel: +260 979 060705;

Email: info@langmead.com

About Paratus Telecommunications Limited Zambia

Paratus Telecom in Zambia is an internet service provider (ISP) offering bespoke connectivity and network solutions to corporate clients with an emphasis on service and network quality, and regional connectivity, through the company's own infrastructure.

Paratus Telecom in Zambia was founded as Internet Technologies Zambia in 2010 and issued with an Internet Service Provider License by the Zambia Information and Communications Technology Authority (ZICTA) in 2011.

Since inception, Paratus Telecom has established a network extending to major industrial and commercial centres throughout Zambia, with additional international points-of-presence located in Johannesburg and Cape Town (South Africa), Gaborone (Botswana), Windhoek (Namibia), Luanda (Angola), Kinshasa and Lubumbashi (DRC), Lisbon (Portugal) as well as London (UK).

<http://www.paratustelco.com/zm>

About FNB Zambia

First National Bank (FNB) Zambia Ltd is a wholly owned subsidiary of the FirstRand Group of South Africa.

Since commencement of operations in April 2009, FNB Zambia has continued to establish itself as a strong brand in the Zambian market. Of the 19 licensed commercial banks operating in Zambia, FNB posted the most sustained growth in balance sheet size during the period 2011 to 2015. In the four-year period, the bank posted a remarkable increase in market share of total assets, loans and deposits moving from eleventh to being the fifth largest bank in Zambia. The bank is now one of the leaders in agri-business financing with over 35% of its total loans and advances to the sector; and is a market leader in Vehicle and Asset Financing.

Investment in points-of-presence has seen FNB Zambia open and operate 21 branches and 10 in-store banking centres that have given it a footprint in eight of the country's ten provinces. The bank has also installed over 1,000 POS terminals and 133 ATMs across the country to provide convenient seamless service to its customers.

FNB Zambia has created over 700 direct jobs and a lot more in the various sectors that the bank supports.

In helping to create a better world, the bank is contributing to the development of Zambia's economy through its commitment to the growth and success of its customers.

For more information, visit www.fnbzambia.co.zm