Stanbic Bank
Private

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THE PRIVATE **LENS**

Year-to-Date Highlights
Wealth. Wellness. Recognition

A Note from Head, Private Banking

Private Banking in Motion

The year so far has been shaped by purposeful engagements, powerful conversations and meaningful moments that reflect the essence of Private Banking.

From award-winning recognition to wellness experiences, wealth empowerment, lifestyle-led campaigns and solutions designed around our clients' financial journeys, we continue to bring our value proposition to life in ways that are personal, relevant and client-focused.

As Stanbic Bank celebrates 30 years of banking in Tanzania, Private Banking remains committed to delivering more than financial solutions. We are focused on building trusted relationships, creating memorable experiences and supporting clients as they build, protect and enjoy their wealth.

Shangwe Kisanji

Wealth Perspective

Wealth Built with Purpose

Across Africa, wealth is increasingly viewed not only as a measure of success, but as a tool for security, freedom, continuity and impact. For today's wealth builders, the focus has shifted from accumulation alone to creating options, protecting what has been built and ensuring it continues to serve families, businesses and future generations.

The numbers make the case. Africa's investable wealth stands at an estimated US$2.5 trillion, held by over 122,000-dollar millionaires, with that population set to grow 65% over the next decade. Yet 90% of Africa's wealthy believe stronger succession planning could save their families millions during a transfer and most have not put that planning in place. The gap between intention and structure is where legacies are lost.

A strong wealth journey requires both growth and protection: the discipline to save and invest and the foresight to safeguard assets, lifestyle and legacy. In practice, this means formalising succession and governance early, separating business wealth from family wealth and building cross-border capacity where relevant treated as a living plan, not a one-off document.

At Stanbic Private Banking, we support this directly. Through our partnership with Noesis Strategic Institute, we bring dedicated succession and governance planning to our clients, alongside structured wealth and investment solutions helping them build wealth with purpose, protect what they have built and preserve it for those it is meant to serve.

Market Insights

Economic Outlook | Tanzania FY2026/27 Budget: A Foundation for Sustainable Growth

Tanzania's FY2026/27 National Budget presents a reassuring picture of an economy focused on balancing fiscal discipline with long-term growth. Against a backdrop of evolving global economic conditions, the government's policy direction reinforces confidence in Tanzania's macroeconomic stability while creating new opportunities for investors, businesses and private wealth holders.

Key Highlights
Maintaining Fiscal Discipline
The government has reaffirmed its commitment to prudent fiscal management by targeting a fiscal deficit of 3.1% of GDP, down from approximately 3.4% in the previous financial year. At the same time, efforts to strengthen domestic revenue mobilisation are expected to lift domestic revenue to 17.1% of GDP, providing greater fiscal resilience while reducing reliance on external borrowing.

Strong Debt Position Supports Stability
Tanzania continues to maintain a healthy sovereign debt profile, with public debt remaining comfortably within sustainability thresholds. Improved debt servicing capacity and declining debt-service-to-revenue ratios enhance the country's credit outlook, providing confidence that future growth initiatives can be financed without compromising macroeconomic stability.

Infrastructure Investment Remains a Growth Engine
Development spending remains a central priority, with approximately 7.7% of GDP allocated to strategic infrastructure projects. Continued investment in initiatives such as the Standard Gauge Railway (SGR), TAZARA revitalisation, alongside investments across transport, energy, mining and industrial development, is expected to improve productivity, enhance regional connectivity and support long-term economic expansion.

Business-Friendly Reforms to Encourage Investment
Several policy measures introduced in this year's budget are designed to improve the operating environment for businesses and investors. These include:

- A mandatory 30-day VAT refund processing period, improving business liquidity and working capital management.
- A reduction in the deemed distributed profits tax from 30% to 15%, encouraging earnings retention and reinvestment.
- Targeted tax incentives to stimulate local manufacturing, agricultural value addition and industrialisation.

Collectively, these reforms strengthen Tanzania's attractiveness as an investment destination.

Greater Focus on Private Sector Growth
The government continues to reinforce its partnership with the private sector through structured engagement platforms, including the Tanzania National Business Council and CEO forums. Simultaneously, increased adoption of technologies such as Artificial Intelligence, Big Data analytics and enhanced electronic fiscal systems is expected to improve tax administration, increase efficiency and reduce revenue leakages.

Supporting Agriculture and Food Security
Recognising the importance of agriculture to the economy, the budget allocates TZS 2.79 trillion towards subsidy programmes, including expanded fertiliser support. These measures aim to strengthen food security while cushioning producers against higher global input costs arising from geopolitical developments.

What This Means for Investors
The FY2026/27 Budget reinforces Tanzania's reputation as one of East Africa's more stable and investment-oriented economies. Continued fiscal prudence, sustainable debt management, significant infrastructure investment and pro-business reforms provide a favourable environment for long-term capital deployment.

For private investors, business owners and corporates, the outlook remains constructive. Opportunities are expected to continue emerging across infrastructure-linked industries, manufacturing, agriculture, financial services and private enterprise, supported by a policy environment that encourages investment while safeguarding macroeconomic stability.

As always, we encourage clients to engage with their Relationship Manager to understand how evolving market conditions and policy developments may influence their investment and wealth management strategies.

By Zainul Chandoo, Head, Treasury & Capital Management

Save Smarter with Contract Save

Earn 7% p.a. while building towards your goals

Contract Save is designed to support short- to medium-term financial planning with structure, discipline and control.

With a competitive return of **7% per annum**, clients can save towards specific goals while enjoying the certainty of fixed returns, flexible tenure and no monthly maintenance fees.

Whether preparing for an investment, building reserves or planning ahead, Contract Save offers a simple and structured way to grow wealth with purpose.

Key benefits include:

- Fixed return of **7% per annum**
- Flexible tenure from **1 to 36 months**
- No monthly maintenance fees
- Standing order capability for disciplined saving
- Multiple accounts for different financial goals
- Deposits may be used as eligible collateral for an overdraft facility

This gives clients the ability to continue earning returns while maintaining access to liquidity when opportunities or short-term needs arise.

Campaign valid until 30 September 2026.
Eligibility and terms and conditions apply.

Protect better with Insurance Premium Financing

Protect what matters, without disrupting your cash flow

Building wealth is important. Protecting it is essential.

With Insurance Premium Financing, clients can access immediate insurance cover while paying premiums in manageable instalments instead of one upfront lump sum.

This solution supports protection across key areas such as:

- Motor insurance
- Household insurance
- Medical cover
- Life cover
- Business and asset-related insurance solutions

With repayment of up to **10 months**, no loan processing fee and premiums paid directly to the insurer upon approval, Insurance Premium Financing offers a convenient way to stay protected while keeping cash flow intact.

Protecting wealth should not interrupt liquidity. With the right structure, clients can stay covered while maintaining financial flexibility.

Build with intention. Protect with confidence.

Women’s Wellness at Medinova

Because True Wealth Includes Wellbeing

Private Banking hosted a Women’s Wellness Session at Medinova, creating a meaningful space for women to focus on health, wellbeing and lifestyle.

The session reinforced a simple but powerful message: wealth is not only measured by financial success, but also by quality of life, confidence, wellness and peace of mind.

It was an opportunity to engage clients beyond banking and support conversations that matter to their overall wellbeing.

Women Shaping the Future: Building Wealth, Building Power

In partnership with SRC, Private Banking hosted a wealth session under the theme Women Shaping the Future: Building Wealth, Building Power.

The session brought together women for an empowering conversation on financial confidence, wealth creation, influence and long-term prosperity.

It celebrated women as decision-makers, wealth builders, business leaders, family anchors and future shapers. The conversation encouraged women to take charge of their financial journeys, build with intention and turn influence into lasting impact.

Because when women build wealth, they shape more than their own future. They shape families, communities and generations.

The Journey Continues

More Value. More Experiences. More Possibilities.

The year so far has shown that Private Banking is not defined by products alone. It is defined by the depth of our relationships, the quality of our conversations and the relevance of the experiences we create.

As we continue through the year, our focus remains on delivering value-led engagements, wealth conversations, lifestyle experiences and solutions designed around the personal and financial journeys of our clients.

Together, we continue to build more than wealth.
We build confidence.
We build relationships.
We build futures.

Private Banking — designed around you.

Award-Winning Private Banking

Recognition that speaks to our promise

Stanbic Private Banking continues to be recognised for excellence, receiving three prestigious Euromoney awards:

PRIVATE BANKING
Best International Private Bank
2026

PRIVATE BANKING
Best Bank for Next-Gen
2026

PRIVATE BANKING
Best Bank for Client Service
2026

These awards reflect the strength of our Private Banking proposition and the standards we continue to uphold across wealth, service, legacy planning and client relationships.

For our clients, this recognition is more than a milestone. It is a commitment to keep delivering banking that is personal, forward-looking and built around the evolving needs of individuals, families and future generations.

Thank You!