

Nedbank Corporate in KZN

Nedbank Corporate's highly specialised banking teams offer local presence and local decisionmaking, right on your doorstep. A client-centric and decentralised approach allows for its office based in Kingsmead, Durban, to offer the full spectrum of corporate services and specialist knowledge in your region.



Mavric Webbstock

Head: Nedbank Corporate Banking, KwaZulu-Natal

Nedbank Corporate Banking

Nedbank Corporate Banking provides wholesale banking services to corporate clients with a turnover exceeding R400 million, as well as to public sector organisations and state-owned enterprises. The division is actively involved in funding black economic empowerment (BEE) initiatives across all sectors of the economy.

'We offer a full-spectrum, integrated wholesale banking service to large corporate clients, covering everything from transactional banking to lending, investments and cash management. Through our unique relationship model we also offer access to the full range of Nedbank products and services, from investment banking, bancassurance and card solutions, to employee schemes that provide lending, deposit and transactional facilities,' says Mavric Webbstock, Head of Corporate Banking in KwaZulu-Natal.

'Nedbank invented the concept of the corporate banker in South Africa, and our tried and tested relationship model featuring a single client contact point ensures that our corporate bankers are truly client-focused. Our corporate bankers have the time, the ability and the clear intent to understand our clients' business and offer unique solutions based on a client's individual needs,' says Webbstock.

Webbstock adds that Nedbank Corporate Banking's focus on the top tier of corporate clients with annual turnovers in excess of R400 million is what gives it its competitive edge. This allows the division to focus on fewer clients per relationship portfolio and therefore give more attention to each client, resulting in an enhanced client service experience. 'We offer a highly skilled and experienced relationship team with diverse qualifications, such as a master's degree in tax, and varied industry experience ranging from engineering to geology, as well as a highly efficient global trade centre and treasury dealing room based in Durban. All of this is backed up by a strong balance sheet and arguably the best corporate lending experience in the market, allowing us to offer a winning combination of short turnaround times and a local problemsolving ability second to none.'

For further information on Nedbank Corporate Banking please contact **Mavric Webbstock** on **031 364 1041** or at mavricw@nedbank.co.za.



Anand Joseph
Head: Nedbank Corporate Property Finance, KwaZulu-Natal

Nedbank Corporate Property Finance

Property Finance specialises in financing commercial, industrial, retail and residential development property, offering loan funding to developers, owners, occupiers and investors. Tailormade financial solutions include access to available funds, interest-only periods and fixed and floating interest rates.

The division's approach involves carefully matching the specific needs of the particular client and business with the skills and experience of professional property consultants. Working closely with clients on a hands-on basis, the consultants are able to provide financial solutions that anticipate and fulfil the requirement for growth and expansion.

The Nedbank Corporate Property Finance team in KwaZulu-Natal is headed by Anand Joseph, who has 13 years of property and finance experience. Joseph says that the key factors that have placed Property Finance in its market-leading position are its appropriately skilled and experienced team providing end-to-end solutions in property finance and equity participation, a decentralised regional business model with significant business and credit mandates that allow for timeous decisions, and first-class service supported by flexibility.

'Our objective is to bring decisionmaking closer to our clients, so as to ensure that we are solution- and service-focused as well as community-orientated,' says Joseph.

Other value-added services provided by the division include highly relevant and constantly updated market research, soundly planned deals that match market trends and financial products with client needs, and long-term relationships with key property players ensuring cutting-edge advice.

For further information on Nedbank Corporate Property Finance please contact **Anand Joseph** on **031 364 2082** or at anandj@nedbank.co.za.



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