

REPUBLIC OF TOGO
International prequalification notice as part of the privatisation of the BIA-Togo, the BTCl, the BTD and the UTB

The Government of the Republic of Togo (the "Government") represented by the Privatization Commission, has decided to proceed with the pre-selection of experienced private bank investors for the privatization of the Banque Internationale pour l'Afrique au Togo ("*BIA-Togo*"), the Banque Togolaise pour le Commerce et l'Industrie ("*BTCI*"), the Banque Togolaise de Développement ("*BTD*") and the Union Togolaise de Banque ("*UTB*") as part of its withdrawal policy from the banking sector.

The BIA-Togo, the BTCl, the BTD and the UTB, with respective total balance sheets of FCFA 78 billion, FCFA 126 billion, FCFA 76 billion and FCFA 150 billion as at December 31, 2010, have extensive networks throughout the territory. They offer to their respective customers (individuals and businesses) efficient products and services, allowing them to be presented as Togolese reference banks.

The Government intends to sell a majority stake in these four banks to strategic investors with strong banking and financial experience that allows such banks to achieve their full potential and continue their ongoing development.

To this end, the Government by this notice calls for a pre-qualification from strategic investors (the "*Bidders*") who might be interested by the pre-qualification process as part of the privatization of the BIA-Togo, the BTCl, the BTD and the UTB.

The selection of Bidders will take place in two stages through a tender process. Bidders are invited, first, to pre-qualify in order to participate in the final tender process. Only pre-qualified Bidders may participate in this second stage. The list of pre-qualifying criteria, required statements and necessary documents to be provided to the Government, is included in the four pre-qualification documents to which this notice is subject to.

Candidates may obtain the pre-qualification documents which are available from July 18, 2011 from:

Mr. Issifou Okoulou-Kantchati Chairman of the Privatization Commission Ministry of Economy and Finance ICASEF Building BP 3521 Lomé Togo Tel: + 228 222 57 79 Fax: + 228 221 09 05	For the BTCl and the BTD Mr. Stéphane de Vaucelles Managing Partner Compagnie Financière CADMOS Rond Point Schuman 11 1040 Bruxelles Belgium Tél: + 32 2 256 75 57 Fax: + 32 2 256 75 03	For the BIA-Togo and the UTB Mr. Idelphonse Affogbolo Partner Africa Capital Les Cocotiers – Lot 654 L 04 BP 836 Cotonou Republic of Benin Tél: + 229 21 304 351 Fax: + 229 21 304 098
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The request shall be made by mail or by fax and shall state that it is a "*Request for Pre-qualification Documents for the BIA-Togo, and/or for the BTCl and/or for the BTD and/or for the UTB*". The documents will be sent in a sealed envelope and the sender shall in no event be liable for delays or loss suffered in its delivery.

Pre-qualification requests, to be made in a sealed envelope, must be filed or addressed no later than September 9, 2011 at 9 am (UT) to the Chairman of the Privatization Commission, with the following explicit mention: "*Request of pre-selection for the privatization of the BIA-Togo, and/or the BTCl and/or the BTD and/or the UTB*".

The Government reserves the right to accept or reject any request received after the deadline specified above.

The Bidders will be informed on the results of their application in accordance with the conditions and in the manner provided by the pre-qualification documents.