

FOR IMMEDIATE RELEASE

**Pangaea and Barclays Bank Mandated to
Handle Sale of Government's Stake in Rothmans Zambia**

Madison, Wisconsin October 9, 1995 -- Barclays Bank Zambia (Barclays) and Pangaea Partners (Zambia) ("Pangaea") announced that they are handling the sale of the Government of Zambia's 30.2 million shares (18.75% of the total outstanding) in Rothmans of Pall Mall (Zambia). Valuation and registration of the issue is underway at this time and the issue will probably come to market before the end of the year. Prospectuses are expected to be available in late October.

50% owned by the multinational Rothmans Group, the local Zambian company grows tobacco and manufactures cigarettes for local sale, raises and sells cattle, grows and sells maize, and makes property investments in Zambia. Shares of the company are already traded at the Lusaka Stock Exchange (LuSE), albeit thinly until now. Mebelo Mutukwa, Managing Director of Pangaea Partners Zambia (the Lead Sponsoring Broker) remarked that "With a current P-E of about 4.3 and the prospect of vastly increased liquidity in the issue, we expect the initial public offering (IPO) to meet good demand."

All of Zambia's stock brokers as well as three of its largest banks (Barclays, Zambia Commercial and Finance) will be involved in local distribution. Pangaea is handling offshore contacts. Dolika Banda, Head of Merchant Banking at Barclays (the Lead Merchant Bank) said that "it is very important that distribution be as wide as possible to enable Zambians from all walks of life to participate in this IPO, only Zambia's second. Having recently created a modern capital market (including centralised depository for share certificates and T+3 settlement), greatly increased the pace of privatisation this year and stabilised inflation and the Kwacha, Zambia is ready to issue securities to the investing public."

Barclays is the Zambian subsidiary of Barclays Bank PLC, the U.K. clearing bank. Pangaea Partners, Ltd. is a six year-old investment banking and consulting firm with offices in the United States, Turkey, Zambia and South Africa.

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