

FOR IMMEDIATE RELEASE

**Pangaea Partners Mandated to
Serve as One of Two Lead Brokers for Sale of Government Stake in
Zambia Sugar**

Madison, Wisconsin August 13, 1996 -- Pangaea Partners (Zambia) ("Pangaea") announced that it has been selected to serve as one of two lead stockbrokers for the sale of the Government of Zambia's and the Commonwealth Development Corporation's 329 million shares (6.06% of the total outstanding) in Zambia Sugar Plc (ZSUG). Registration of the issue is underway at this time and the issue will probably come to market at the in about ten days with subscriptions closing September 6th. Prospectuses are expected to be available shortly. The shares will be sold for 11 Kwacha (about \$8.43 per thousand shares). Thus, the total issue will be \$2.7 million. If there is sufficient demand, another 250 million shares will be released by the Government, making the total transaction size \$4.75 million.

50.87% owned by the multinational Tate & Lyle Plc, the local Zambian company grows sugar and refines it for local sale and export. 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 remarked that "With a P-E of about 3.94 and the prospect of vastly increased liquidity in the issue, we expect the initial public offering (IPO) to meet good demand."

Eric G. Postel, a Principal at Pangaea Partners said that "some shares in this issue will be available for purchase by offshore investors, unlike in previous Zambian IPOs. With a market capitalization exceeding \$45 million, Zambia Sugar is one of the largest companies traded on the exchange."

Pangaea Partners, Ltd. is a seven year-old investment banking and consulting firm with offices in the United Kingdom, Turkey, Zambia, South Africa and United States.

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