

# 2010 Results Presentation to shareholders

BSP Annual General Meeting, May 2011

# Presentation overview

- Recent performance to 2010
- Vision & strategy
- 2010 performance & operations
- Economic outlook
- Market share
- Credit quality
- Funding
- 2010 full year results
- Capital management & liquidity
- Profitability & key ratios
- Comparison of key Ratios
- Dividends & shares
- Conclusions

Ian Clyne, CEO

Robin Fleming, Deputy CEO

Johnson Kalo, Deputy CEO

Johnson Kalo, Deputy CEO

Ian Clyne, CEO

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# Overview of BSP

## High Level statistics

- Established, Port Moresby, 1957
- 38 branches in Papua New Guinea, 20 in Fiji, 8 in Solomon Islands, 1 in Niue

market share,	Loans	Deposits	Total Assets	Profit
PNG	>50%	>50%	> K9,000 mil	K280 mil
PNG + Fiji i+ SI	~38%	~44%	>K10,000 mil	K288 mil

- Shares publicly listed in PNG since August 2003. > 85% of shareholders are Papua New Guinean. Market Cap at end of 2010 K3.782 billion
- S&P credit rating is B+ stable
  - Strong market position
  - Good capitalisation and profitability
  - Adequate asset quality

***"the bank's size and brand recognition will continue to support our growth strategy"***

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## Recent Performance to 2010



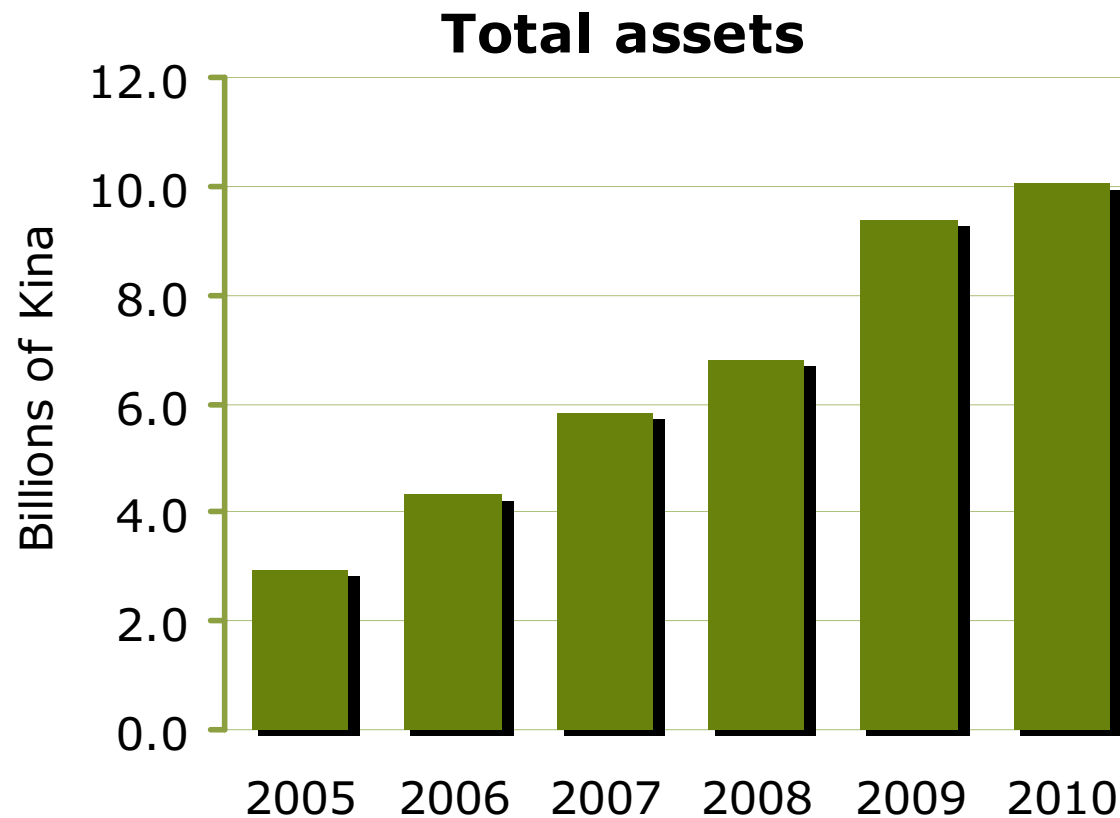
# Recent Performance



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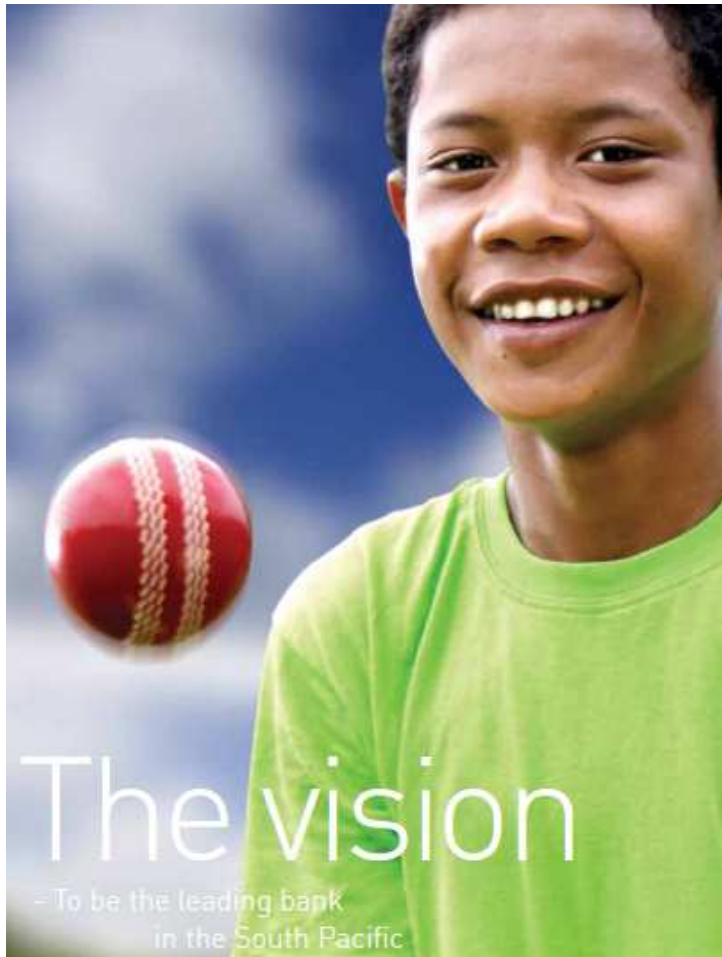
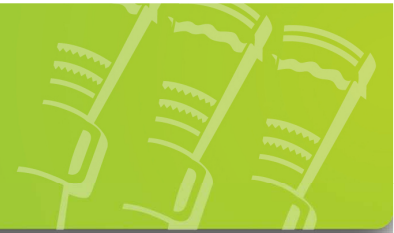


# Recent Performance



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## Vision and Strategy



# Strategy Map



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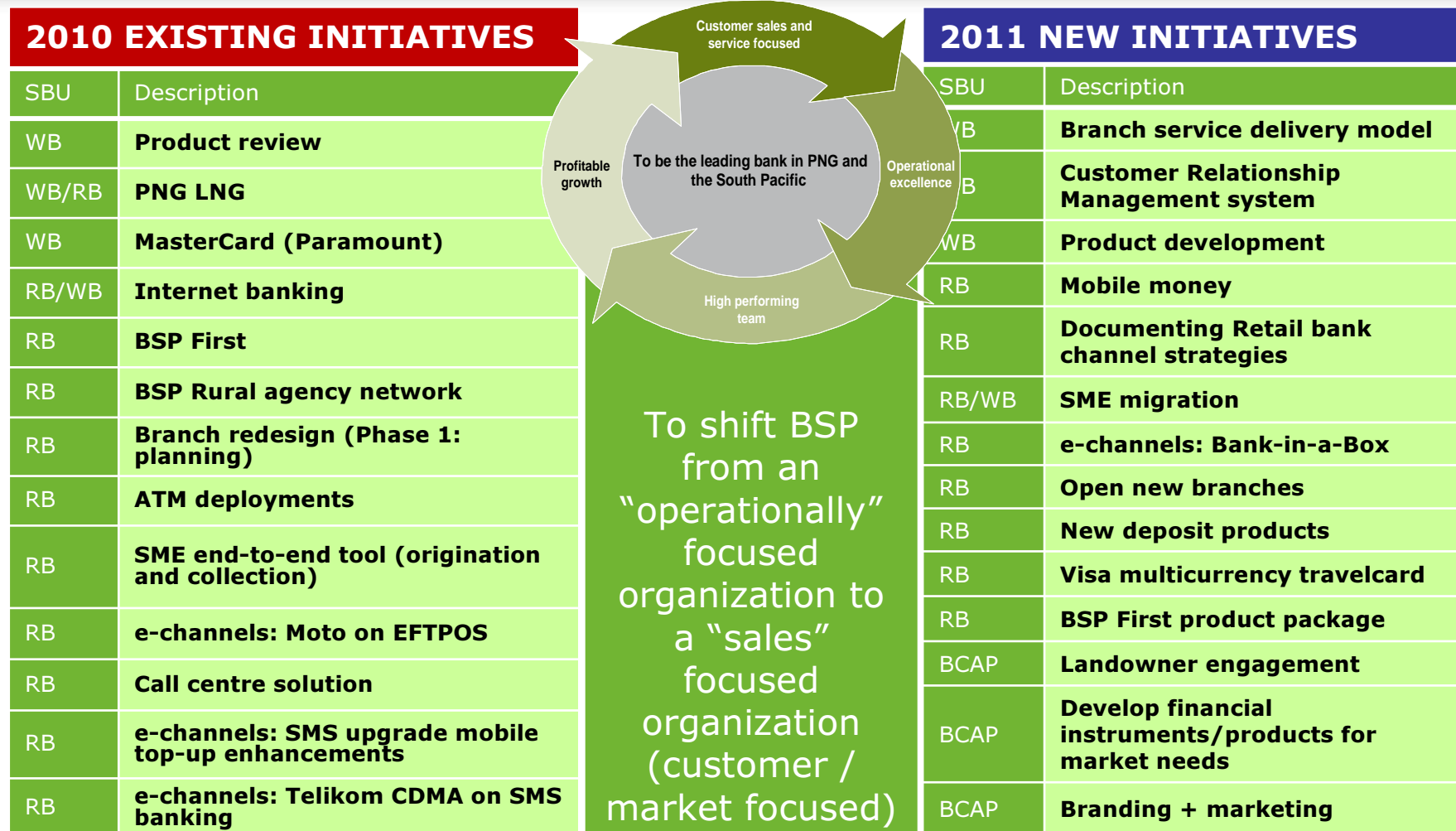


# Strategy and plans



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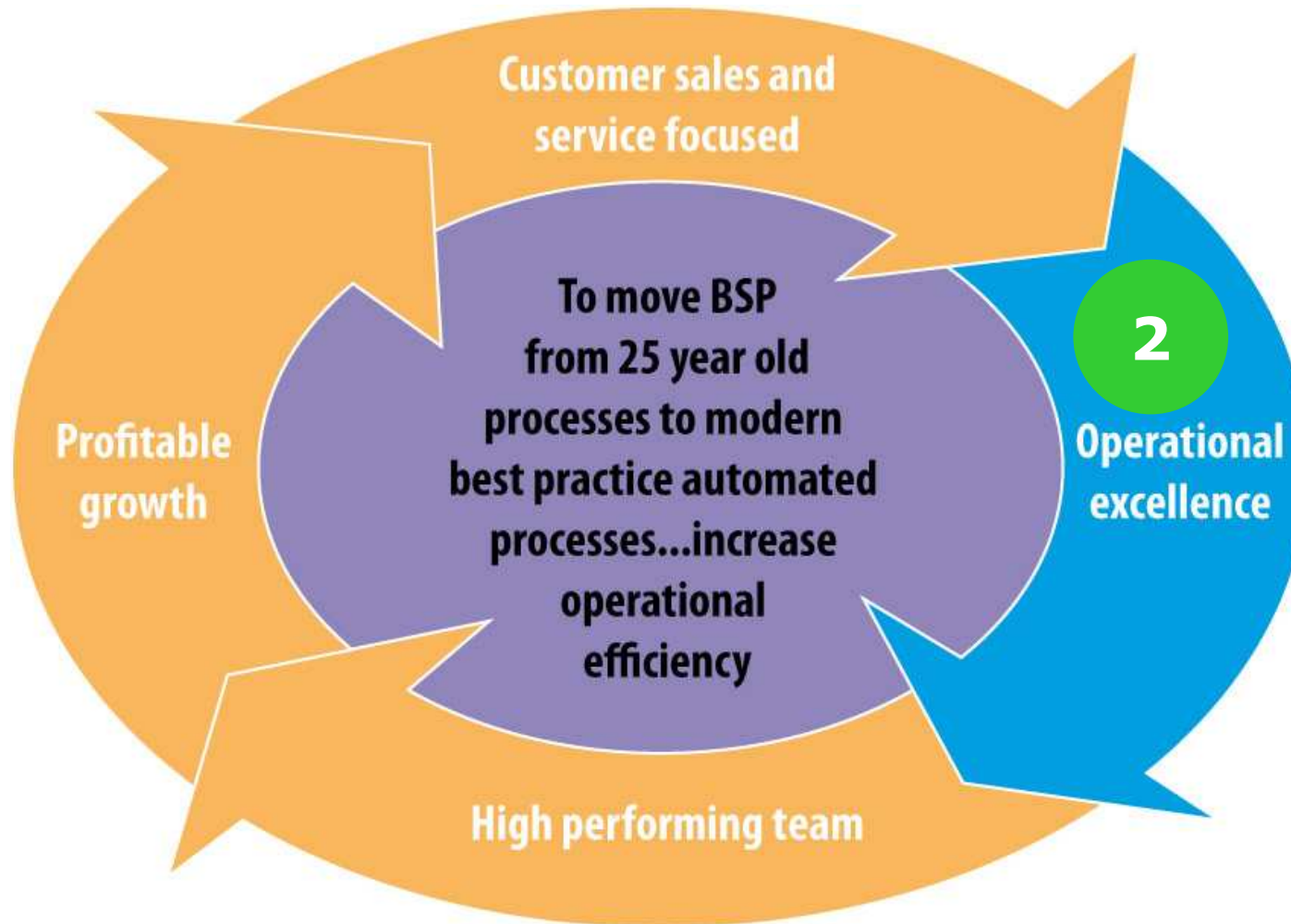
# Customer sales and service focused



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# Strategy and plans



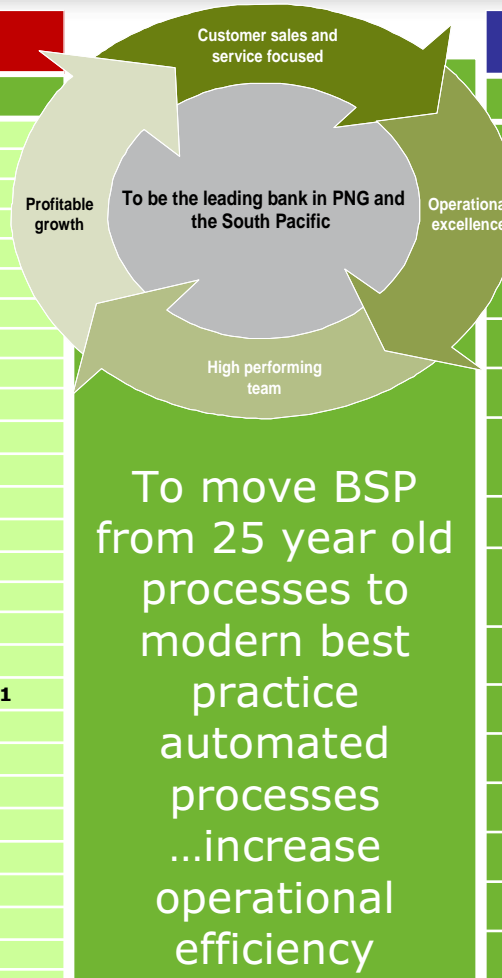
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# Operational excellence

## 2010 EXISTING INITIATIVES

SBU	Description
WB	Treasury system
RB	PhotoCard system
RB	Biometrics
RB	SME end-to-end tool (origination and collection)
OPS	BizeDocs (including new phases, eStatements)
OPS	ATM monitoring tool (Proview)
OPS	National Clearing House
OPS	ATM maintenance in-sourcing
OPS	Kundupe system enhancements / replacement
OPS	My BSP - SharePoint intranet rollout
OPS	Operation centralisation building
OPS	Collections system
IT	AS/400 upgrade
IT	Network upgrade
IT	New data centres (Prod & DR)
IT	Postillion upgrade
IT	Active directory 2008 implementation
IT	IT security & controls
IT	IT governance (ITIL) - IT implementation phase 1
FIN	Financial dashboards
FIN	INFOR PM budget & forecasting (phase 2)
FIN	Procurement review implementation
FIN	SUN GL v5 implementation
FIN	Reconciliation solution
HR	HR system replacement
C&R	Wholesale Process Modernisation
BCAP	OMS (Share Trading)
BCAP	RIMS (Middle office)
BCAP	Investier (Funds Management)



## 2011 NEW INITIATIVES

SBU	Description
WB	RM support
RB	Processes in branches
IT	Branch risk mitigation
IT	IT management facility (NOC)
IT	Project Resourcing
FIN	Investor relations strategy
FIN	Standardised financial performance reporting
C&R	Improved matters tracking record
C&R	Collateral sub-system implementation
C&R	Business Continuity Planning - PNG
C&R	Branch audit program review
C&R	IT audit program review
C&R	Admin audit program review
C&R	Establish compliance office
C&R	Personal loan charge-off
BCAP	POMSOX restructuring

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# Strategy and plans



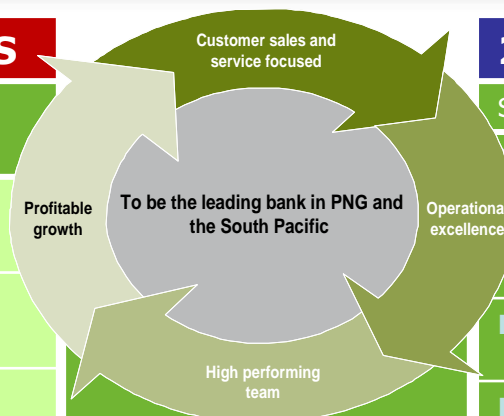
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# High performing teams

## 2010 EXISTING INITIATIVES

SB U	Description
HR	<b>Deliver account opening training</b>
HR	<b>Deliver product knowledge training</b>
HR	<b>eTraining project</b>
HR	<b>Performance management</b>
HR	<b>Rewards management</b>
HR	<b>Recruitment – BSP First</b>
HR	<b>Recruitment – New branches</b>
HR	<b>Recruitment – BSP Rural</b>



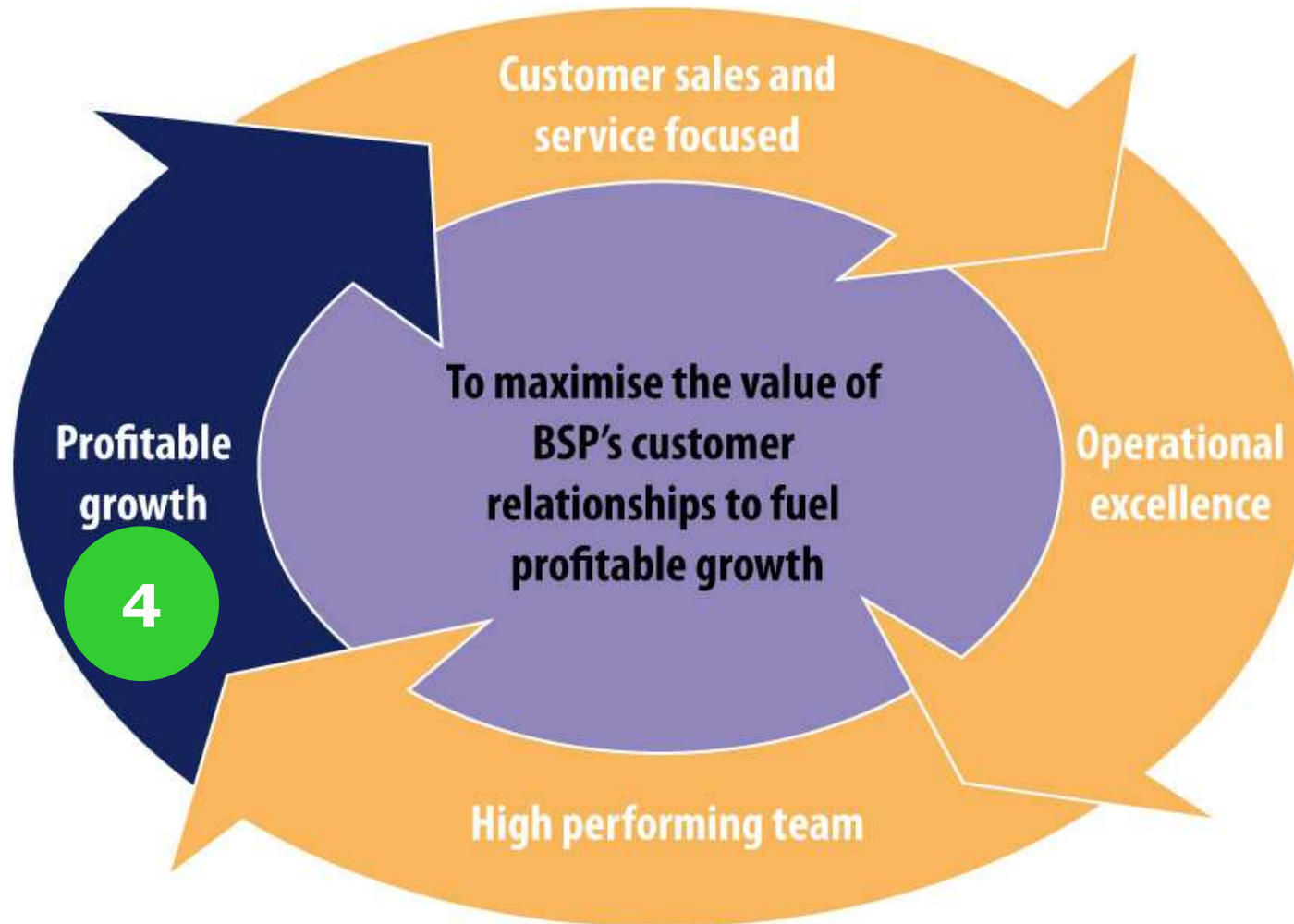
To address BSP's under-investment in its people and the current manpower and skills gap

## 2011 NEW INITIATIVES

SBU	Description
IT	<b>Processes and procedures, training</b>
HR	<b>Annual assessment of product and process knowledge</b>
HR	<b>Change management training (including sales culture)</b>
HR	<b>BSP specialist training program (BSP Academy)</b>
HR	<b>Specialist IT training and assessment</b>
HR	<b>Secondments to overseas banks</b>
HR	<b>Intercompany secondments</b>
HR	<b>Succession planning</b>
HR	<b>Employee satisfaction survey</b>
HR	<b>University program</b>
HR	<b>Develop talent pool</b>
HR	<b>Internal communication</b>
BCAP	<b>NSL Investment Manager</b>

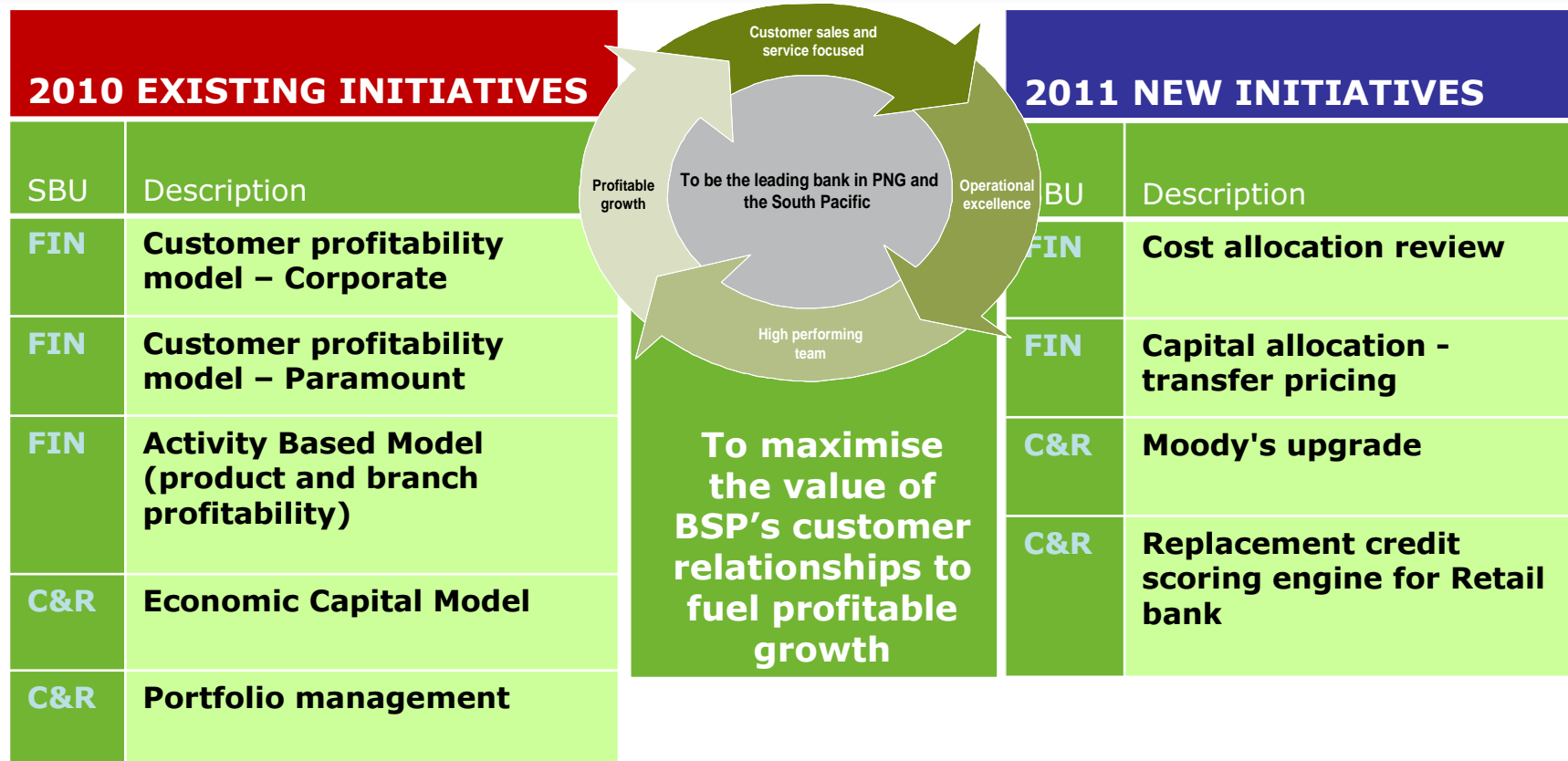
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# Strategy and plans



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# Profitable growth

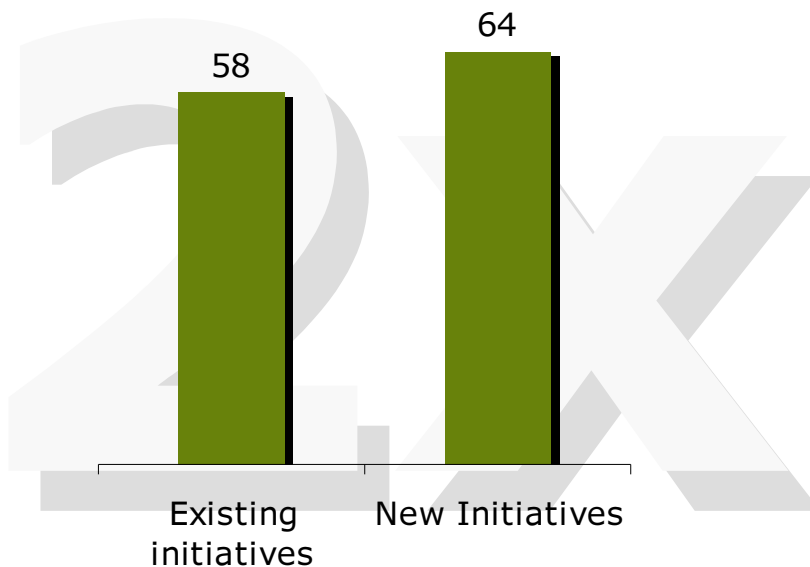


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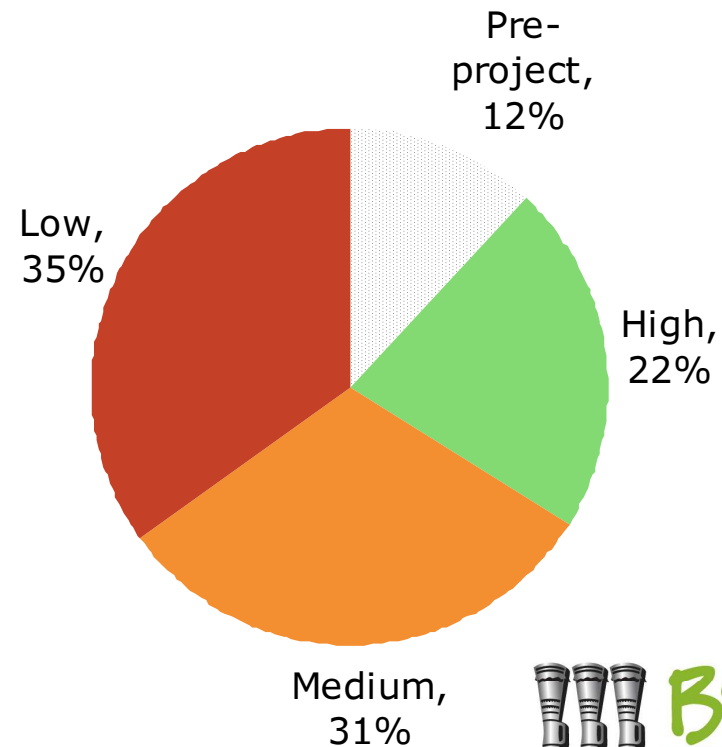


# Strategic initiatives

The number of strategic initiatives has more than doubled



- **122 strategic initiatives : “Business as Usual” (BAU) tasks and projects.**
- **64 are new.**
- **Progress slower than forecast: 47% of projects in pre-project phase due to size & complexity of some projects.**



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# Transformation Project

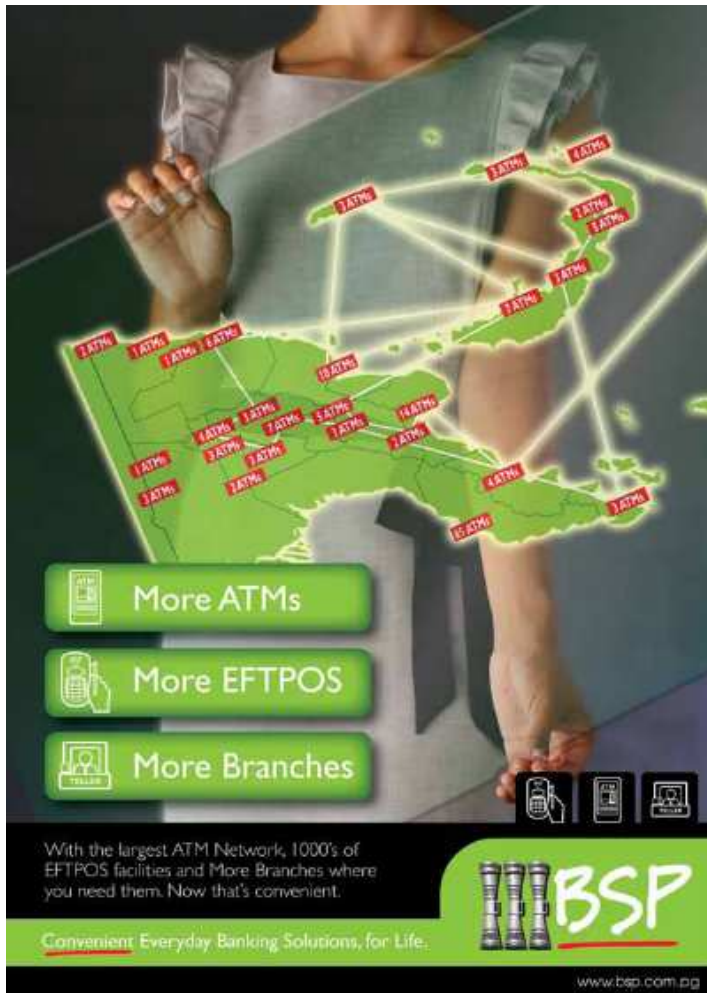
- The “Transformation Process” is already happening, and BSP’s “Vision” remains the same.

***“There is simply no turning back”***

- An enormous amount of work has been carried out by each BSP business unit in 2010, but even more needs to be delivered in 2011, in terms of timely execution & delivery of projects, commitment & accountability.
- All Commercial Businesses need to have “FAR MORE URGENCY” in focusing on New Business Generation in 2011.

# Business strategy: Retail Banking

BSP's Retail Business Strategy is now "Electronic TRANSACTION Focused".



More ATMs

More EFTPOS

More Branches

With the largest ATM Network, 1000's of EFTPOS facilities and More Branches where you need them. Now that's convenient.

Convenient Everyday Banking Solutions, for Life.

**BSP**

www.bsp.com.pg

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# Retail banking strategy: customer segmentation

## Segmentation - Retail

### Branding

BSP  
First

Invitation  
only

High  
Value  
Segment

BSP First  
Potential

Inflow account >K 30.000  
Total assets >K 500.000

BSP Priority

Upscale

Youth &  
Students

Core Customer  
Segment

Inflow account >K 10.000  
Total assets >K 20.000

BSP Kundu  
BSP Rural

'Smart' Banking/Light Mass

Cost Control  
Segment



# Retail strategy: Mass market / BSP Rural

- BSP's Retail has a "transaction focused" business model
- Kundu Card is the "Key" banking access method.



Now YOU can bank at BSP Rural

RETAIL CUSTOMER			
	2010	2011	2012
PNG	600,000	800,000+	1,000,000+
FIJI	150,000	200,000+	250,000+
S.I	50,000	75,000+	

*"1.5 million  
Retail Customers  
by Year end  
2012"*

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## Retail strategy: Client access/electronic banking

7 Days a Week, with many service points, it is cheaper for our customers & it is cheaper for BSP



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# Retail strategy: Client access/electronic banking

- BSP will continue to expand our Electronic Banking Service in 2011-2013

Electronic Banking Service 2011				
	ATM's	EFTPOS	BSP RURAL	CASH AGENT
PNG	250	6,000+	50	300
FIJI	120	1200+	-	-
S.I	12	100+	-	-



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# Retail & Branch strategy: Service improvement initiatives

- **Separated Retail Banking & Branch Network into separate Business Units.**
- **Retail is Sales & Product Development Focused, GM Retail Frans Kootte.**
- **Branch Network is at present a manual service delivery channel (operational).**
- **New GM Network Ged Allen commenced in April 2011.**
- **PWC lead Branch Process Redesign e.g.. "Fast Path".**
- **Kundu Card Issuance Process.**
- **Corporate Account Opening.**
- **"Change Management" Training.**
- **Renewed Branch Computer Programs.**
- **Branch Re-cabling & server Management Program.**
- **Built New Container Branch concept.**
- **Motukea, Tari, Arawa, Harbour City, Lae Commercial Center.**
- **Developing NEW Branch Premium Service Model Initiative.**
- **Corporate / Paramount / BSP First - Premium Service Areas.**

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# Retail & Branch strategy: Branch service upgrade

## Branch Remodeling is a multi year strategy:

### Step 1:

- **Aggressive Implementation of Kundu Card/Electronic Channels Client Acquisition. "We need to educate retail customers to use "Electronic" Channels. They are more convenient & cheaper".**

### Step 2:

- **Meaningful Establishment of BSP Rural Network, & Cash Agency Network in Rural Trade Stores, increased roll out of ATM's, Eftpos, SMS Banking.**

**"Move more clients from our Branches to our electronic channels"**

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# Retail & Branch strategy: Branch service upgrade

## Branch Remodeling is a multi year strategy:

### Step 3:

- **Simplify & Automate all major Branch Processes.**

### Step 4:

- **Remodeling of our Branches to meet:**
  - **“Actual” business potential of Towns in which we operate.**
  - **Greater focus on branches servicing our Profitable Corporate, Paramount, SME, BSP First, Retail & SME Lending, New Customer acquisition “Premium Service Centers”.**

# Retail strategy: client acquisition focus

- **Significant Increase in Retail competition from Telco's (E Wallet launch).**
- **Significant increase in Retail competition from Savings & Loan Societies, Microfinance Banks, NDB, SuperFunds & others.**
- **Retail Banking is not profitable based on our existing Branch Mass Market Manual Service Model. We need to move our Mass Market Retail Customers out of our Branches & into our Electronic Channels (ATM's, EFTPOS, SMS Banking).**
- **BSP is making significant investment in Electronic Channels which have already helped reduce crowding in Branches. We need to increase this investment & roll out.**
- **BSP earns approx K70 gross per annum 90% of Mass Market customers. Mobile operators earn nearly the same amount per month, from exactly the same customer on Mobile Phone usage.**
- **Every 100,000 new customers = K7 Million increased gross revenue pa.**
- **With new ATM, EFTPOS, SMS "Payment & Top Up Services" BSP can increase this to K100+ pa (The same applies in Fiji & SI).**

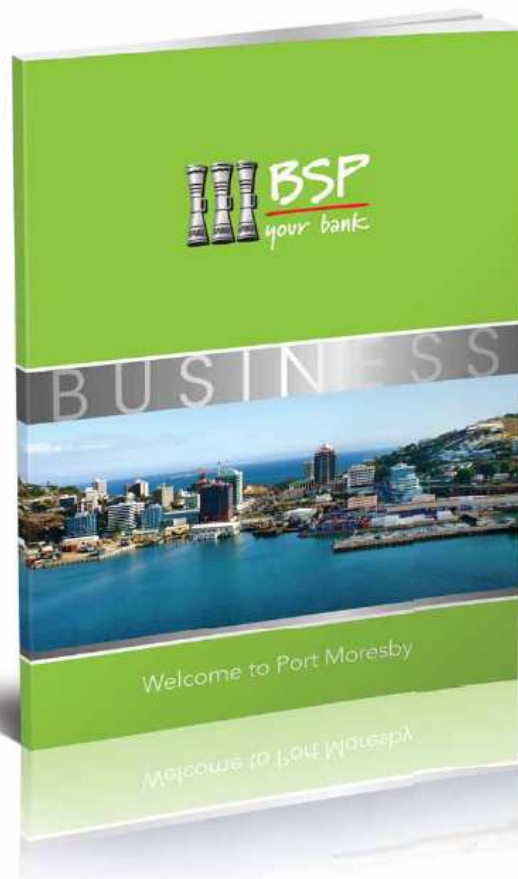
# Retail strategy

***"Our Retail Service Modernization Strategy is a multi year investment in processes, systems, people and premises".***

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# Business strategy: Corporate Banking



- Corporate Banking strategy focuses on: non interest income growth, new customer acquisition, improved product & service performance, and increased cross selling.

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# Corporate banking strategy: customer segmentation

## Segmentation - Corporate

### Branding

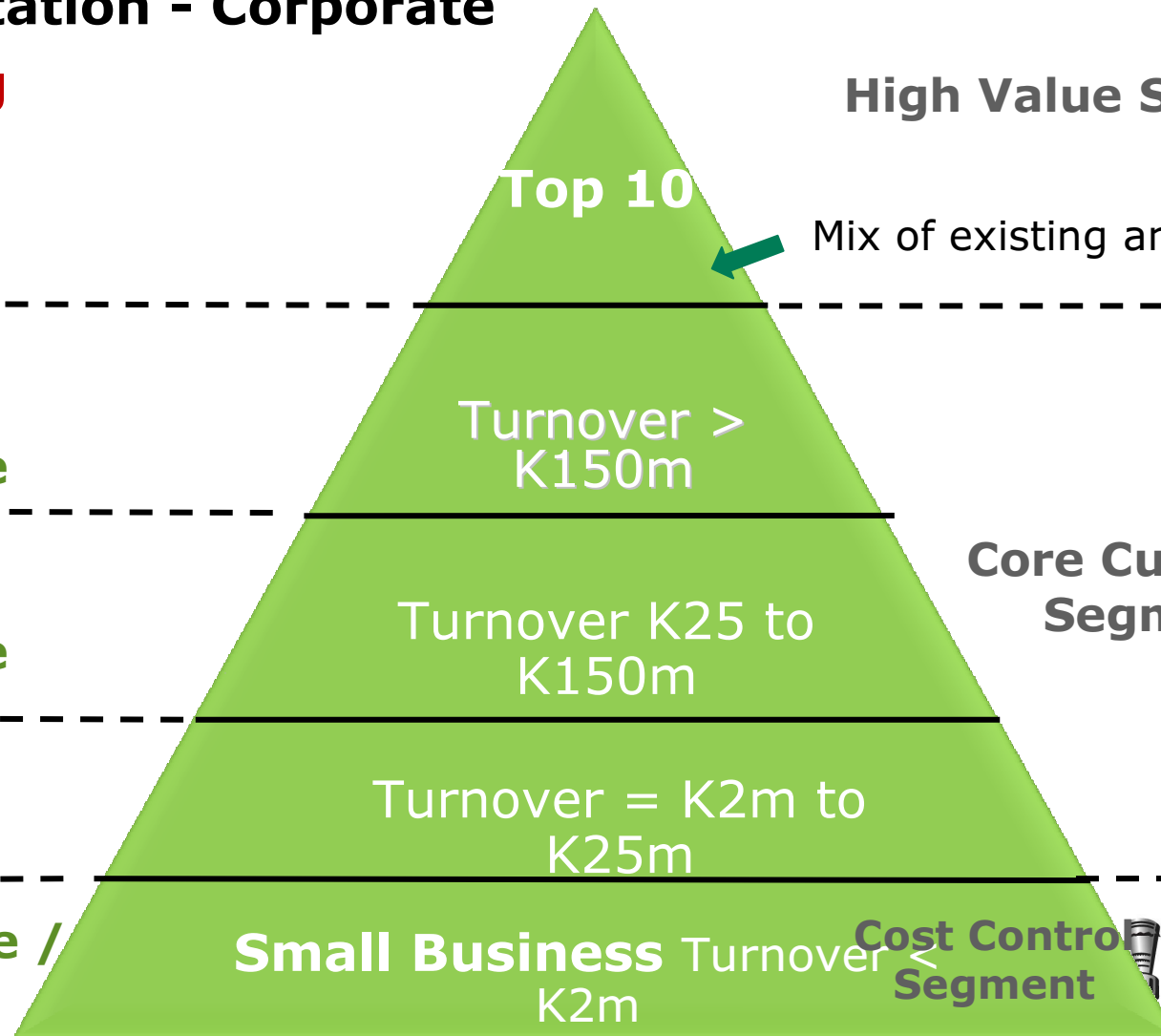
Strategic  
Clients

Large  
Corporate

Mid  
Corporate

Business

Wholesale /  
Retail



High Value Segment

Mix of existing and potential

Core Customer  
Segment

Cost Control  
Segment



# Business strategy: Corporate Banking

- **Corporate Banking & Treasury are BSP's biggest profit earners.**
- **Corporate Banking, Treasury & Paramount subsidize Retail Banking and make it possible for BSP to maintain & even expand our Retail Banking Network around PNG.**
- **In BSP Fiji we only have a 10% market share in Corporate Banking, which must be increased to a 30% market share over the next 3-5 years..**
- **BSP Corporate Banking is only now changing from being Lending Driven to Relationship & Cross Sell, non interest income driven model.**
- **Enormous New Business potential exists in PNG (LNG, Mining) & Fiji.**
- **Despite positive results BSP Corporate Banking can still improve its performance.**
- **BSP needs to modernize all aspects of our Corporate Banking service model, products, processes & people (training) across the Pacific.**
- **Non Interest Income is below that of our competitors.**
- **Our Branch Service Model for Corporate Banking clients remains below standard.**

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# Business strategy: Corporate Banking

- Co Location of CB in PNG, Treasury & Risk Management will occur in June 2011(New Harbor City Offices) anticipated 20% productivity gain.
- New General Manager Mr. Peter Beswick will commence in June.
- Recruited 6 new Relationship Managers (2 RMs have been/are being replaced). Additional RMs to focus on improved service to Corporate Customers i.e increasing our income, & New Business Development.
- KPMG have undertaken Product Review in 2010, and New Product Development is currently underway.
- Cross Selling of FX products jointly with Treasury Sales is improving.
- PNG LNG Team also making very good progress.
- New Client Acquisition needs to be a major focus in 2011.

***"Greater focus on Non Interest Income"***

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# Business strategy: Paramount Banking



- As a key liquidity provider, Paramount's strategic focus is on its service model to compete for government and landowner funds

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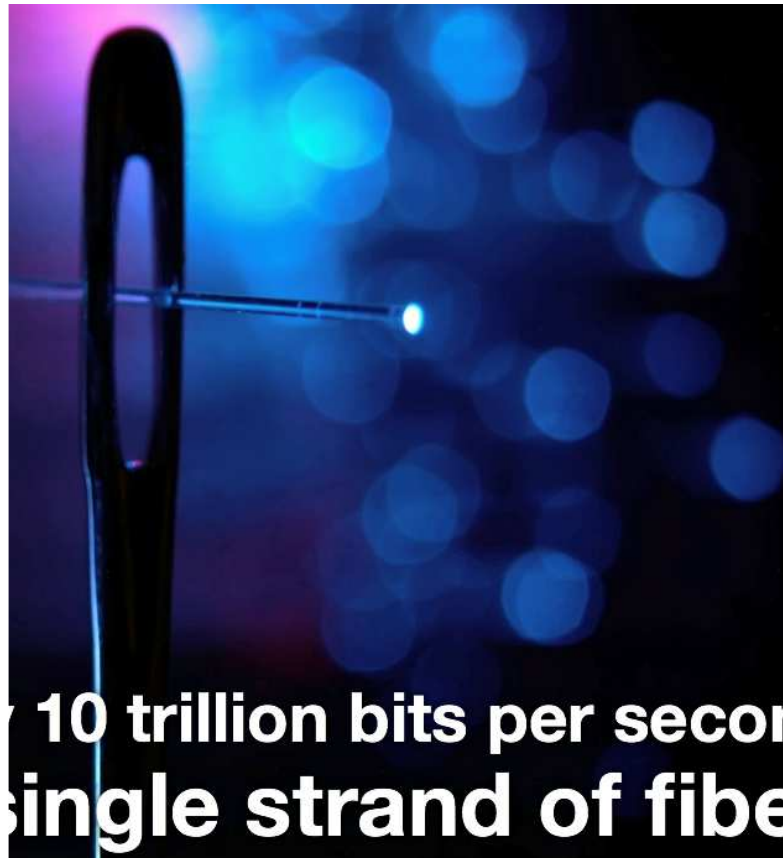


# Business strategy: Paramount Banking

- Continues to be BSP PNG's major liquidity provider.
- For that reason Paramount Banking is a Key business unit.
- 2010 deposits increased, 2010 re-investment revenues minus K92 million vs budget (thus the reason BSP needs to focus on Interest & Non Interest income in 2011, because this negative trend continues).
- Relatively small Business Unit but in 2011 needs far greater focus, team is currently being expanded.
- Increasing competition for Government Funds & Land Owner Funds.
- Increasing Legal Issues & Challenges related to Gov & Land Owner Funds.

# Operations & IT strategies

- “Always on”  
Technology  
platforms &  
infrastructure



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# Operations & IT strategies

- **The lack of Strategic thinking from the previous COO has impacted our overall operational performance in 2010.**
- **New Chief Operations Officer Robert Loggia has commenced in May 2011.**
- **New Head of IT Neil Gamble, is having a positive impact on overall technology performance.**
- **ATM Network availability & service quality is improving, however further improvements still required.**
- **Project Management Office & Transformation Team are key to the success of BSP's Vision, need to be greater commercial business unit commitment to own & drive projects.**
- **PWC are assisting BSP with the establishment of a new professional Procurement Policy & Team (1100 suppliers, K20million+ in anticipated savings).**
- **New Communications Infrastructure Strategy has been agreed & is in implementation, significant improvements in capacity anticipated.**

# Other support business strategies



- Operational Risk and Internal Audit process improvements.
- Legal expertise and resources.
- Management reporting of more relevant data for business.
- New human resource management system, processes and administration.
- Training, change management.
- Security capability improvements.

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# Other support business strategies

## Risk Management

- BSP continues to improve our overall Risk Management Framework.
- Operational Risk identified various system & process weaknesses, however positive progress is evident in addressing these risks.
- Internal/External Fraud remains a serious problem, however BSP's capacity to identify individuals involved has significantly improved.

## Audit/Legal

- PWC are undertaking a major audit improvement program.
- Legal Challenges against BSP is a thriving & growing business.
- **BSP continues to fully support the honesty & integrity of our Senior Executives & former CEO in all aspects of the Yama matters.** BSP continues to incur significant costs in the defense of these charges. BSP fully supports the recent decision to dismiss charges against John Maddison, and unlike Mr Yama is confident that the due processes of the legal system, will eventually find in favor of the BSP Executives, as we strongly believe that these charges have no basis under the criminal laws of PNG.

## Finance

- The implementation of the New General Ledger in Feb 2011 is a major accomplishment.
- Progress is being made in Management Reporting.

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# Other support business strategies

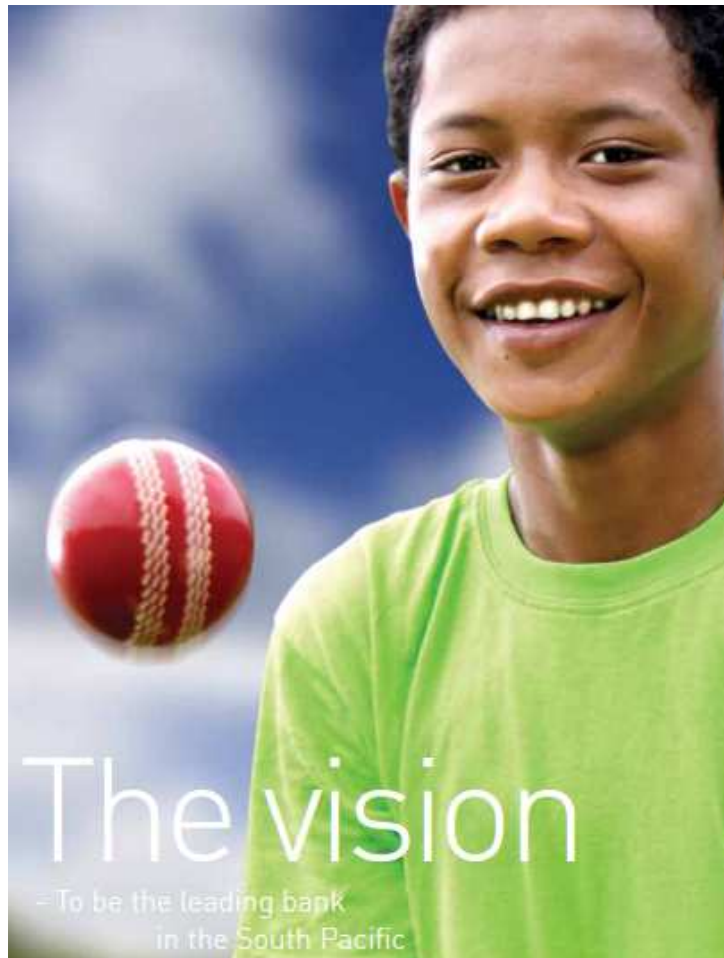
## Human Resources

- **New HR System is currently being implemented.**
- **Recruitment Processes are improving.**
- **New Performance Bonus System for PNG has been implemented.**
- **Significant Improvement in Training quality & Quantity.**
- **Change Management Training is an important Focus.**

## Security

- **BSP now has one of the most capable Security Operations in PNG.**
- **Better Trained, Better Managed, Better Motivated.**
- **Security Threats in PNG will increase in proportion to economic activity.**



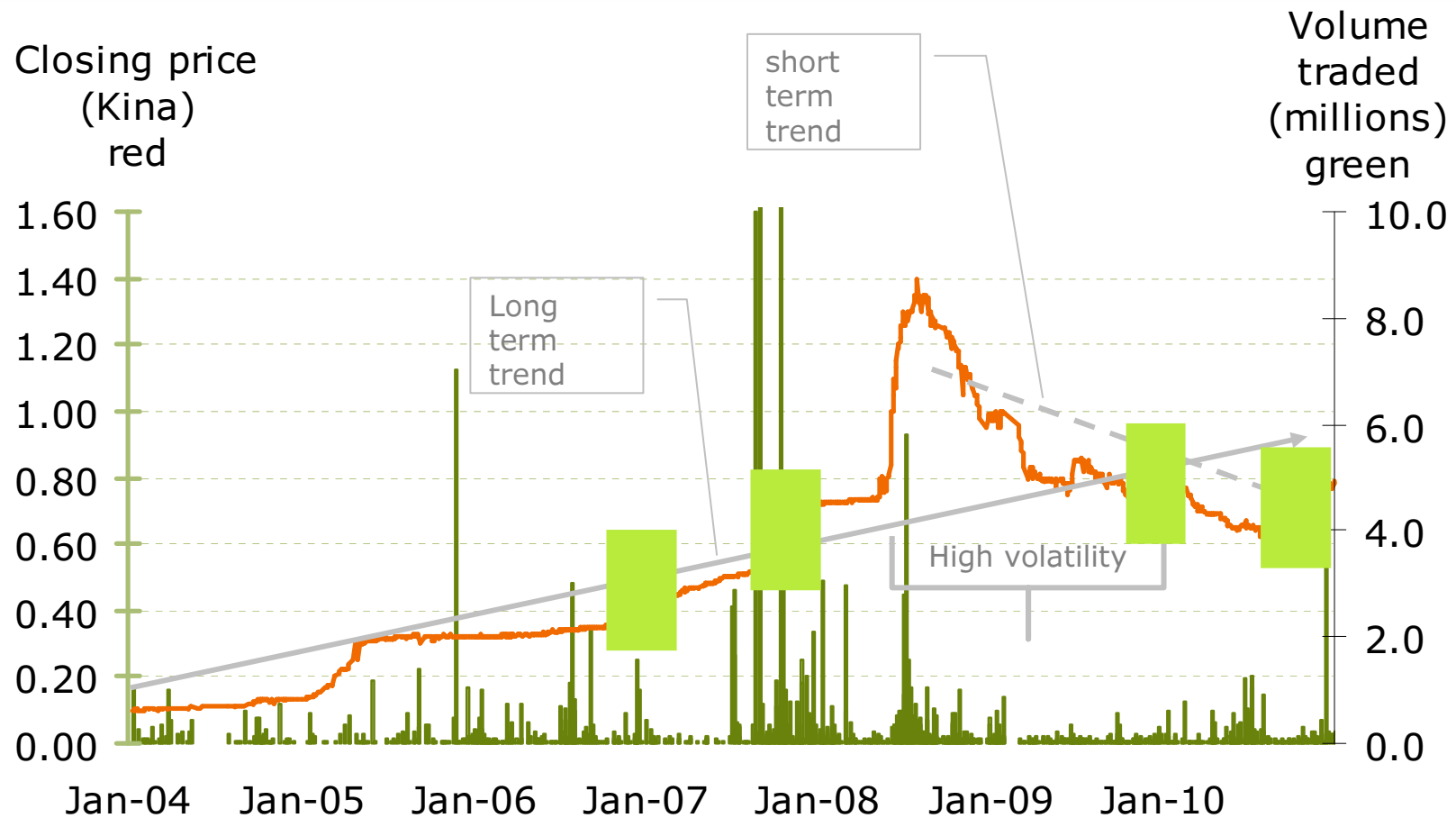


## 2010 Performance & Operations





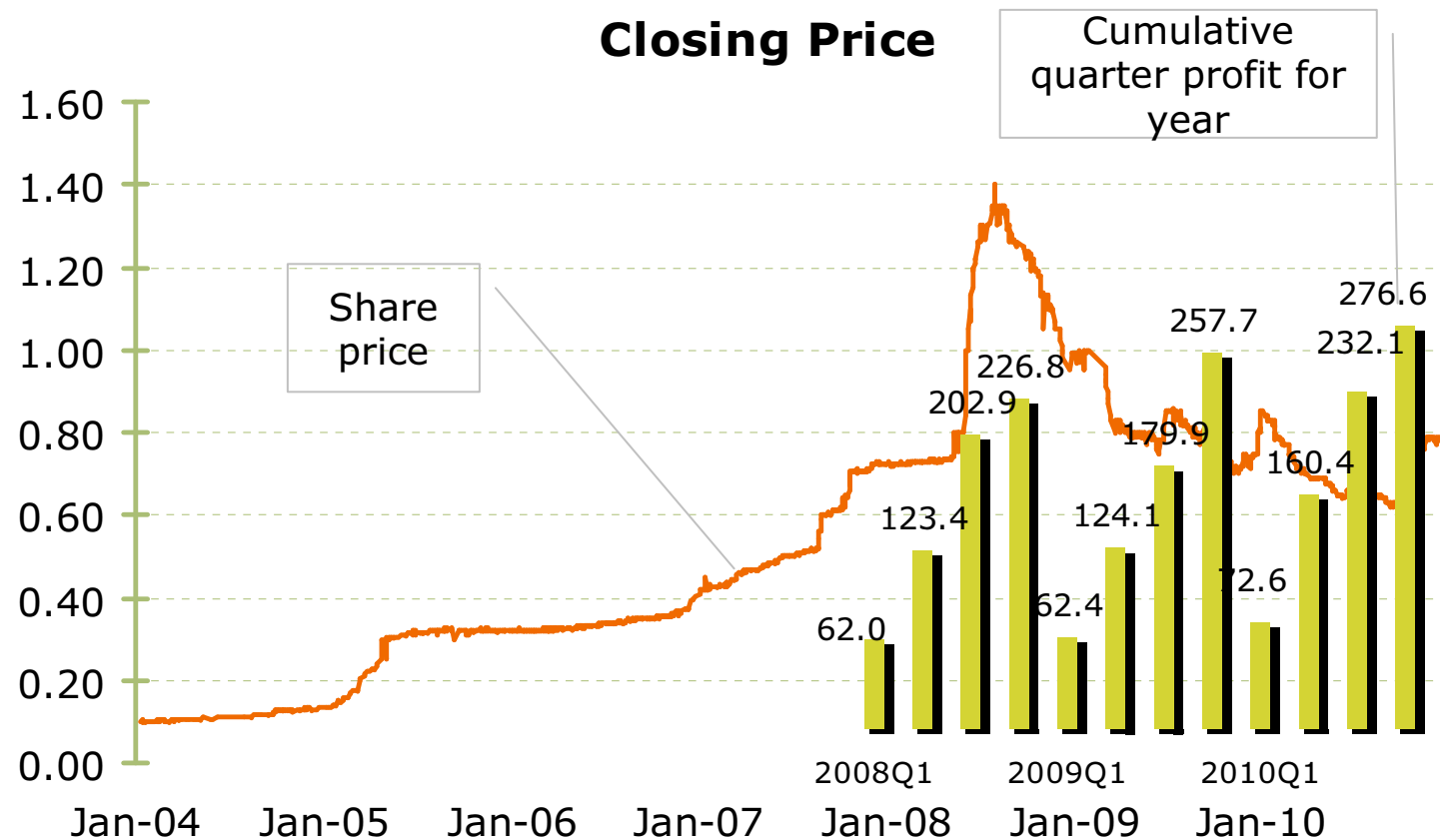
# Share Price



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# Share Price

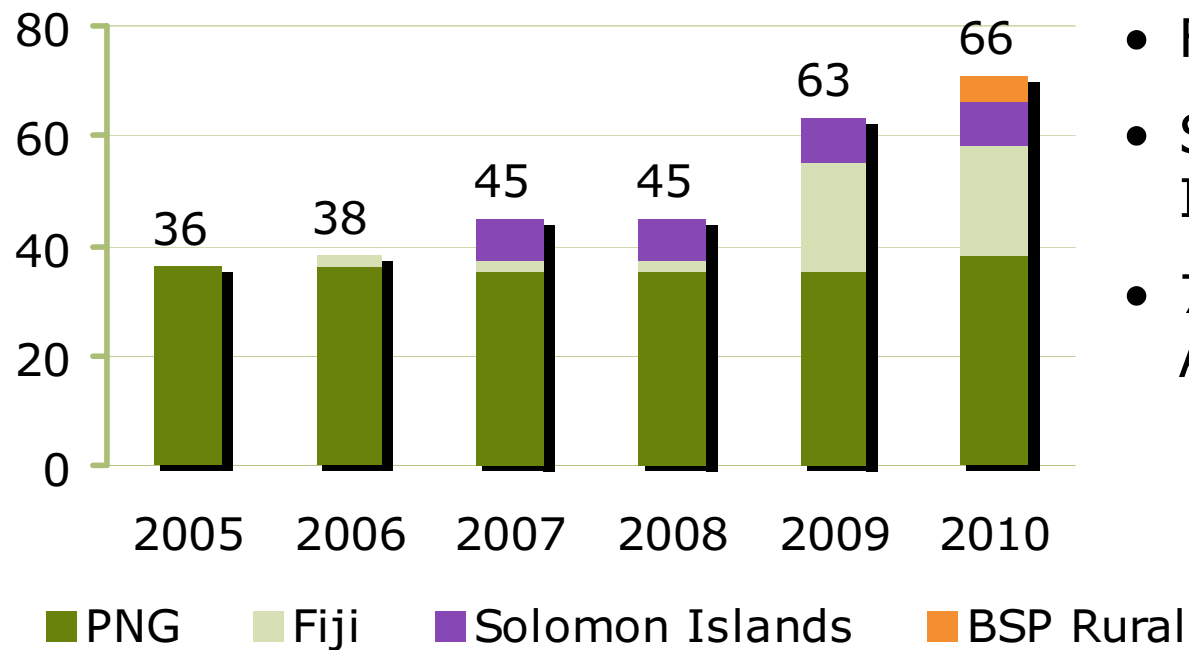


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# Branches

**Number of branches**



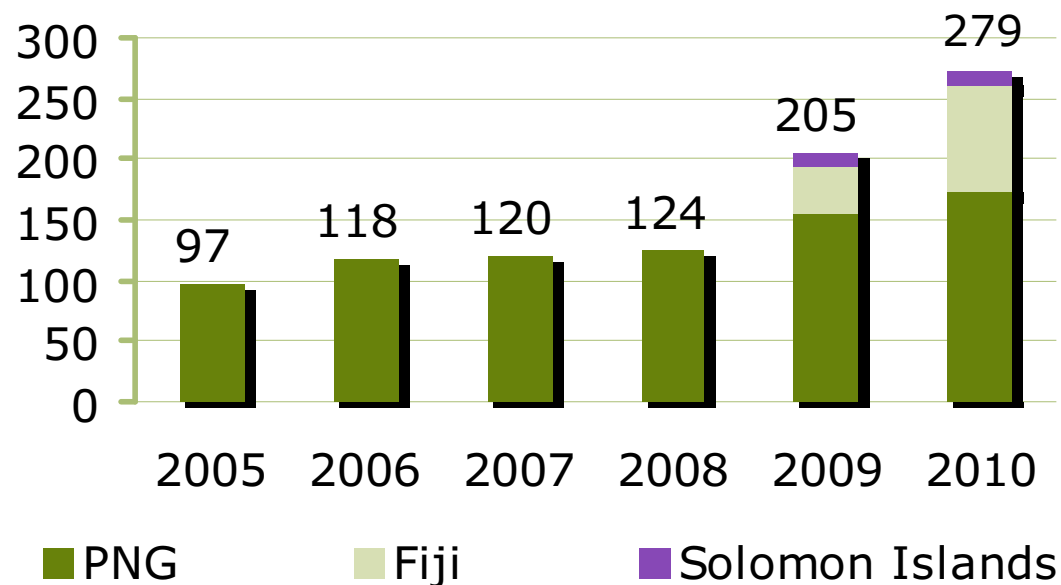
- PNG 38
- Fiji 20
- Solomon Islands 8
- 7 BSP Rural Agencies

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# ATMs

## Number of ATM machines



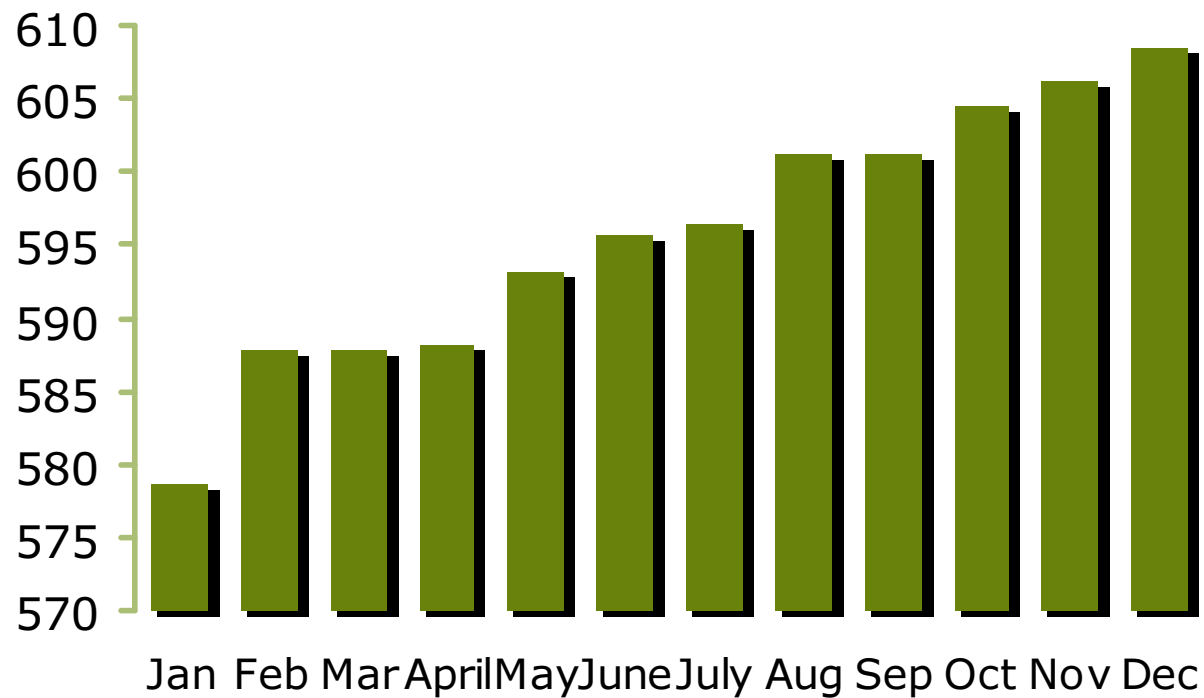
- PNG 178
- Fiji 88
- Solomon Islands 13

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# Customer accounts

## Kundu accounts in PNG -'000

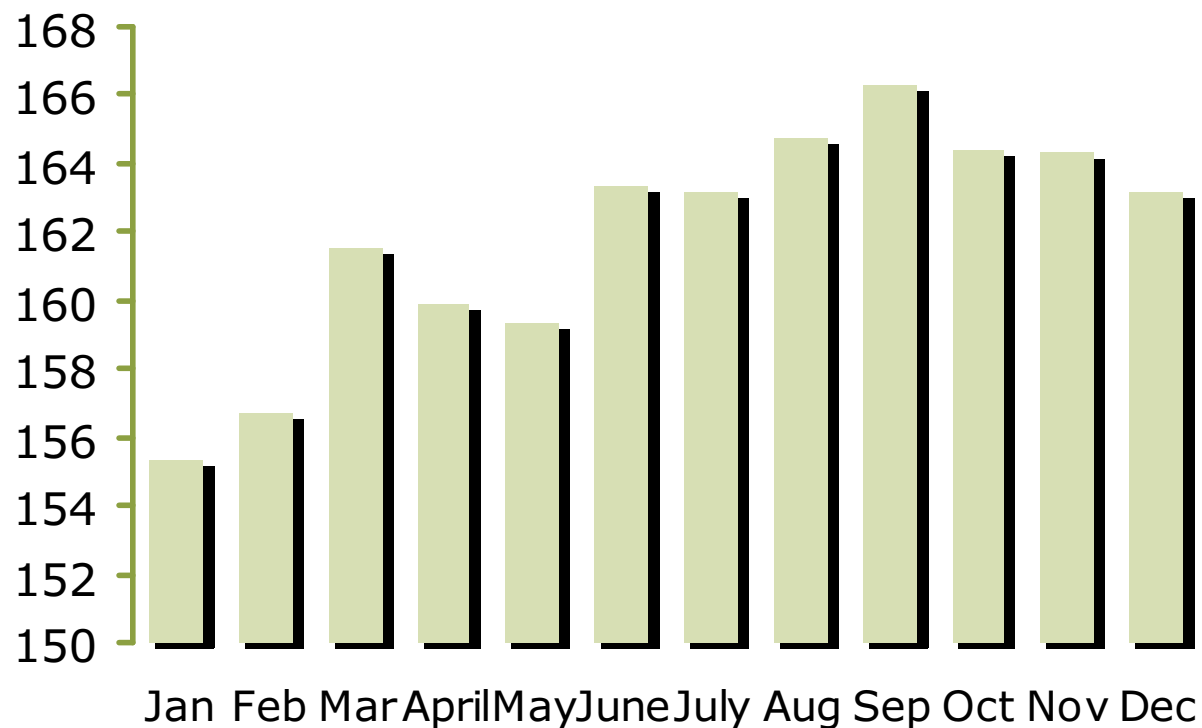


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# Customer accounts

## Deposit accounts in Fiji - '000

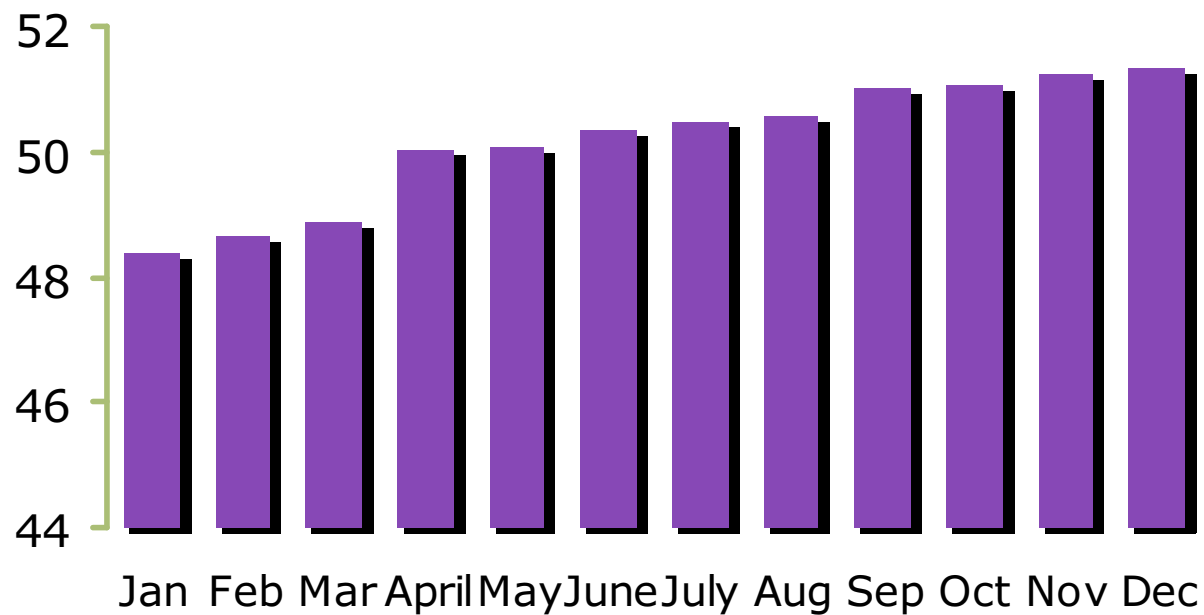


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# Customer accounts

## Deposits in Solomons - '000

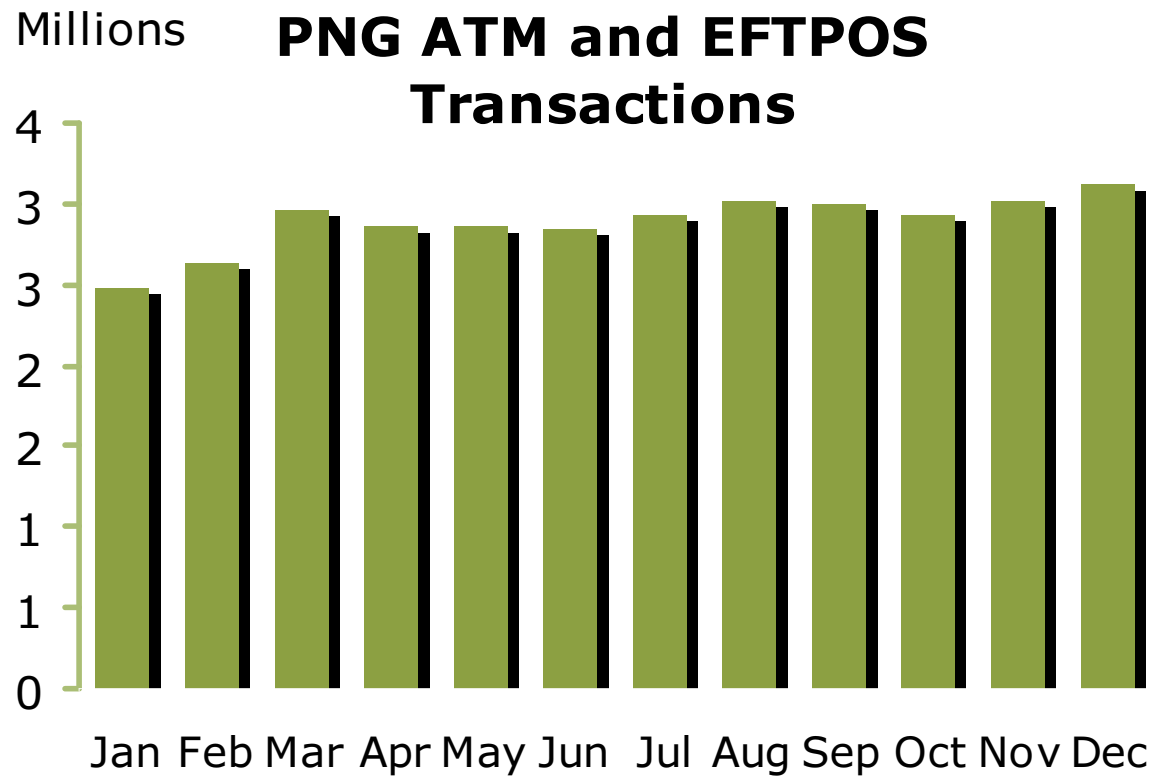


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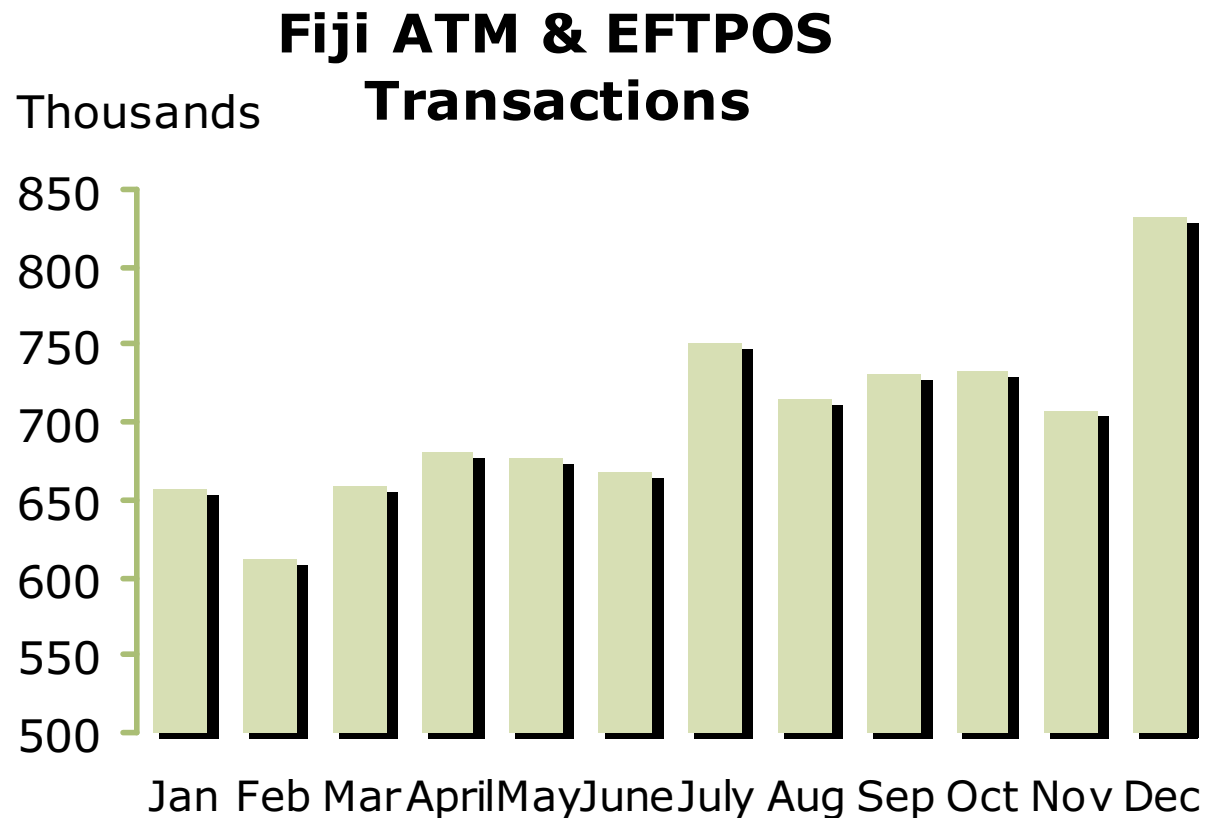
# ATM & EFTPOS transactions



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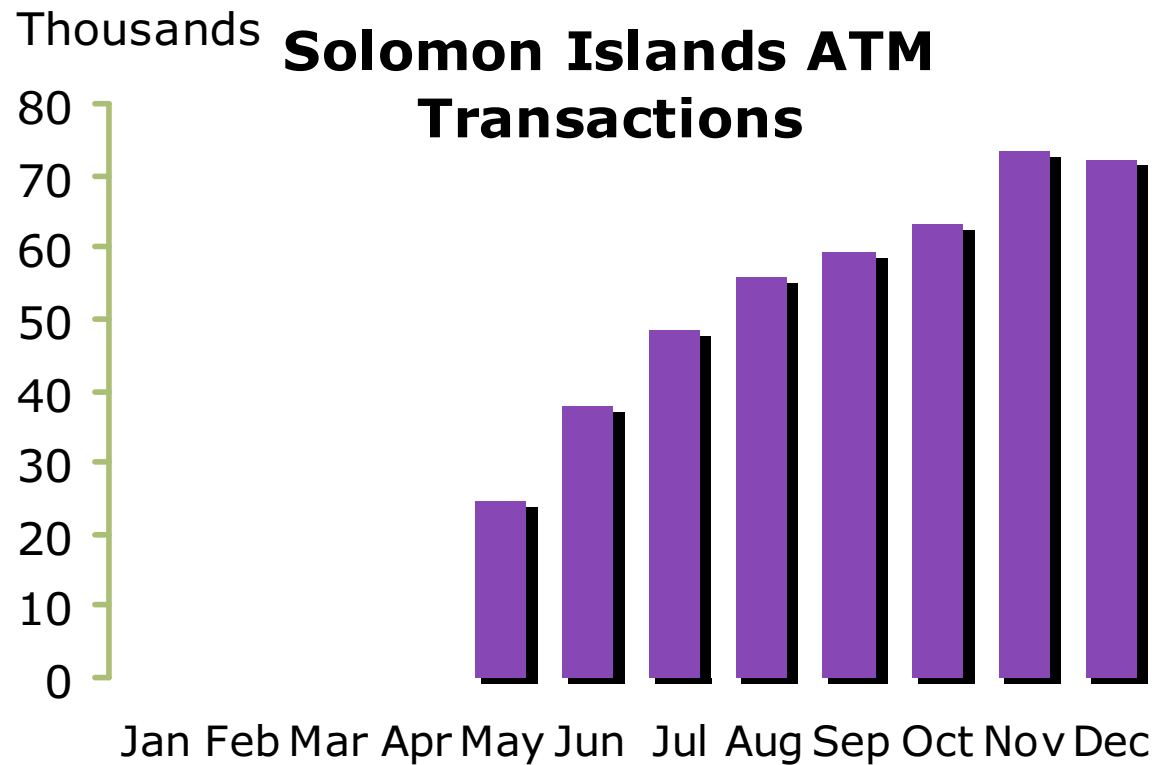
# ATM & EFTPOS transactions



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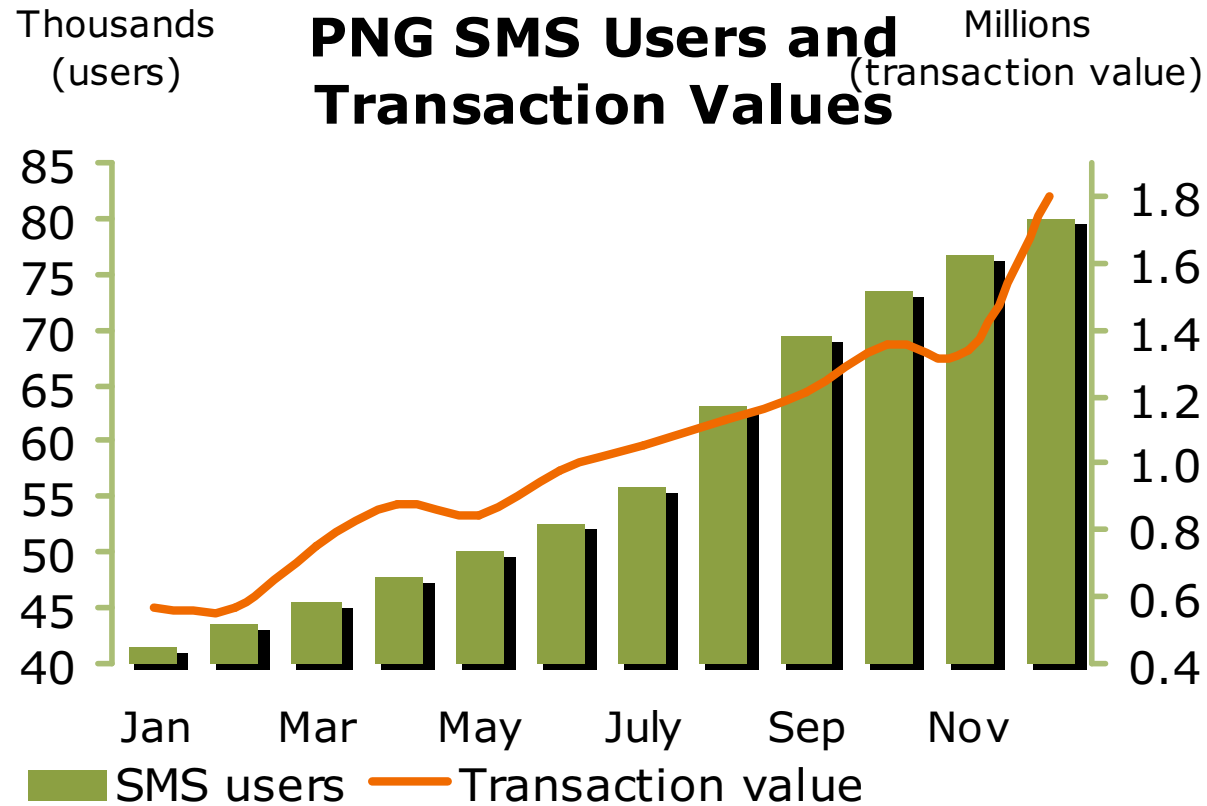
# ATM & EFTPOS transactions



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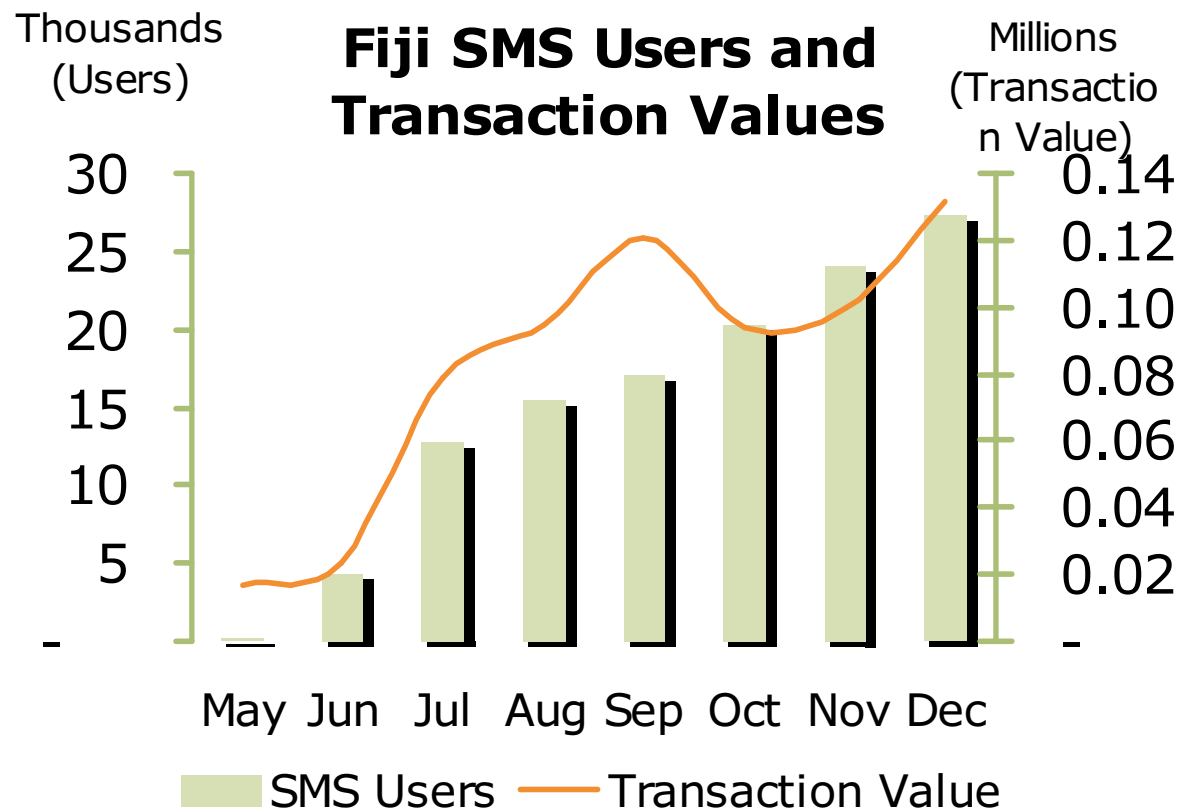
# SMS banking



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# SMS banking



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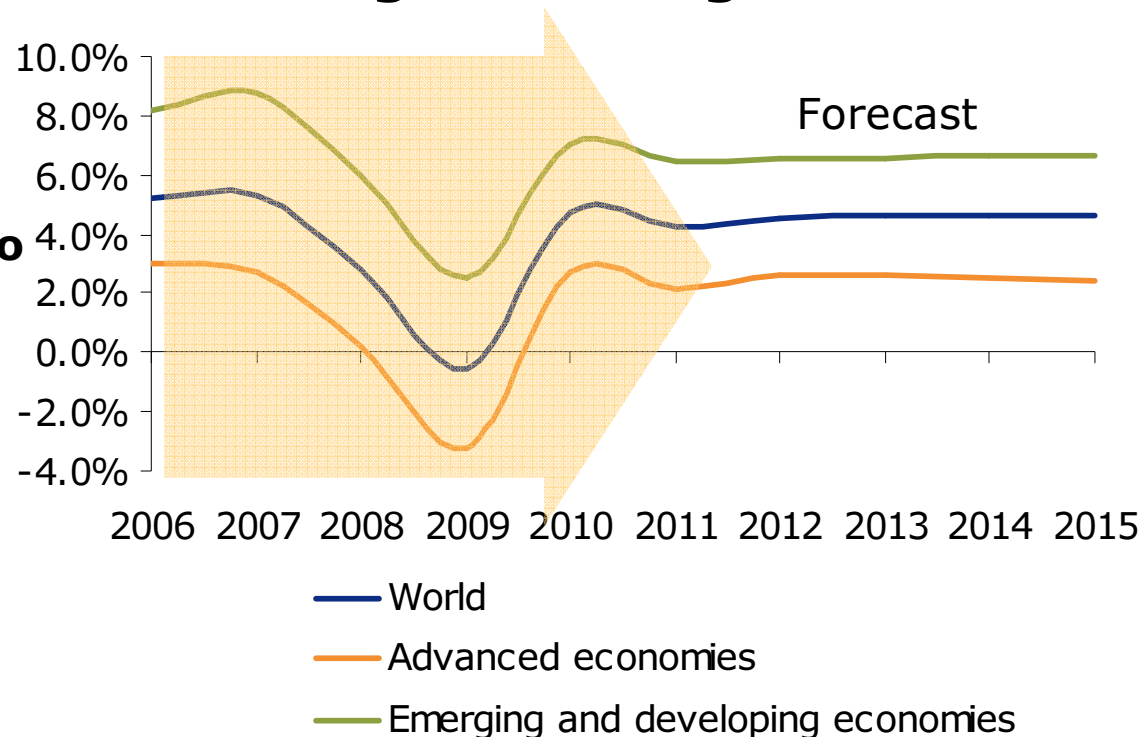
# Economic Outlook



# Global economic outlook

- growth in 2011, at slightly slower rate than 2010
- stable, slow growth in medium term
- Emerging economies to perform above global average

## IMF global GDP growth



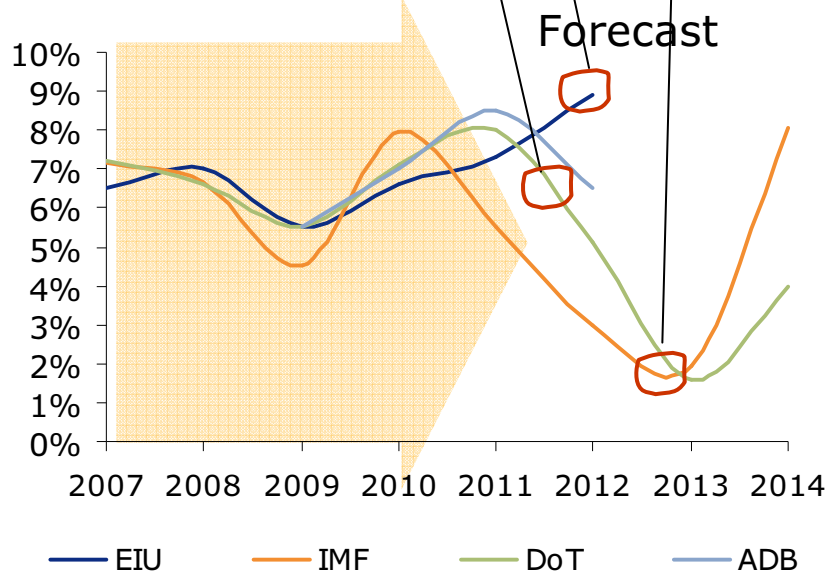


# PNG economic outlook

The EIU expects the pace of growth in PNG to accelerate over the next years reaching 8.9% in 2012.

The PNG Department of Treasury (DoT) is forecasting GDP growth to decline after 2011.

The IMF is projecting slowing GDP growth between 2010 and 2013.



- **2011 growth projections range: 5.5% - 8.0%**
- **will exceed global average**
- **These growth projections do not include the impacts of the PNG LNG project**

## LNG's impact on PNG economic Growth



ACIL Tasman estimates that the PNG LNG project will:

- Deliver real GDP growth of **96.6%** (short run impact – 0 to 5 years)
- Deliver real GDP growth of **99.1%** (long run impact – 5 to 10 years)

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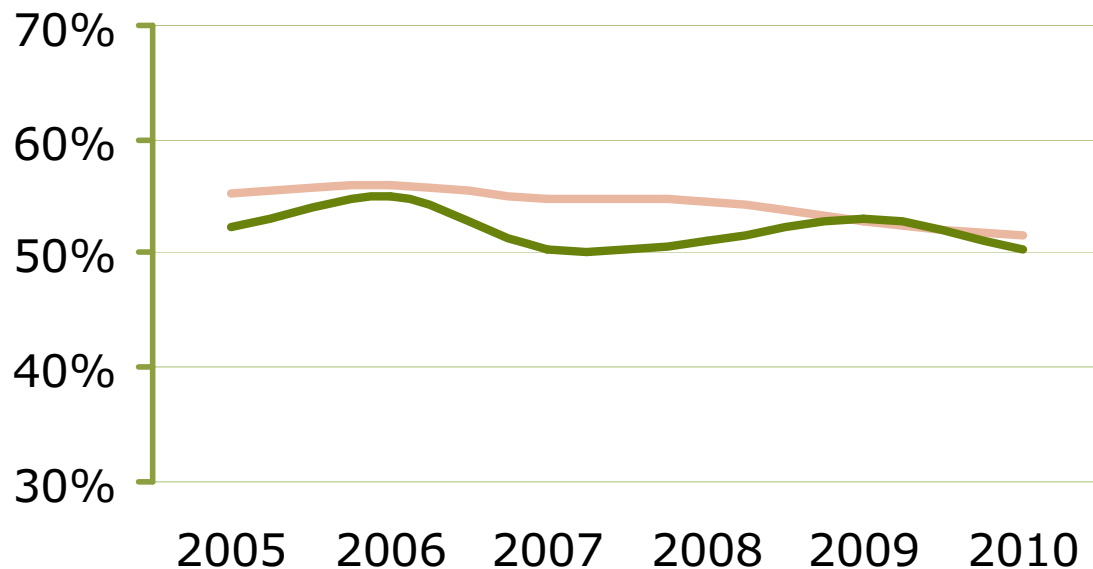


## Market Share



# Market share

## BSP market share in PNG



- BSP market share of PNG deposits
- BSP market share of all Kina lending in PNG

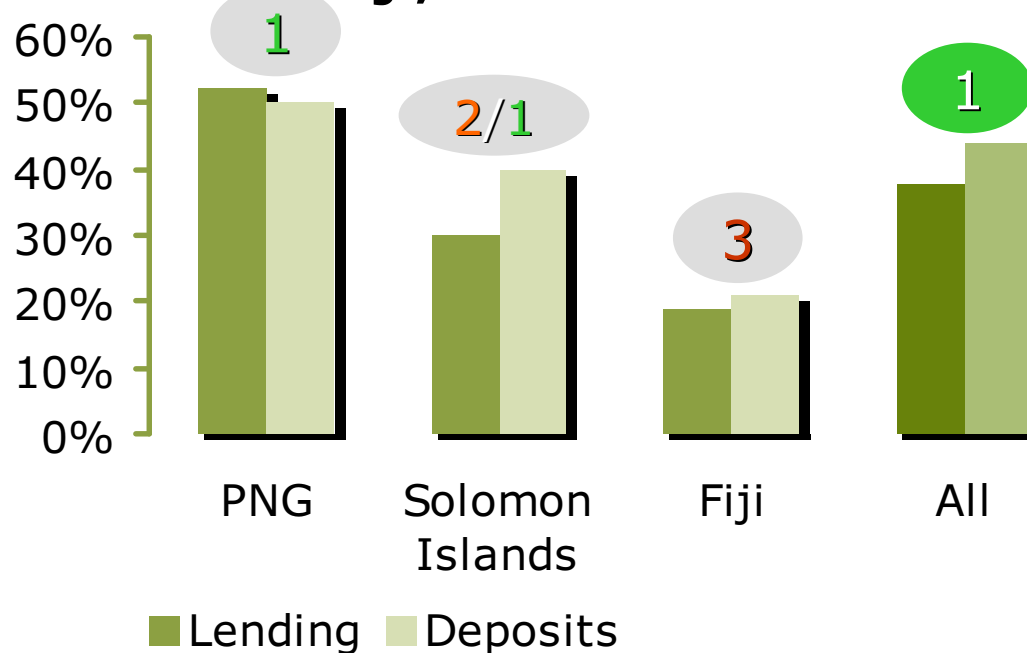
- BSP's market share in PNG deposits 51.6% and lending is at 50.3%

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# Market share

## BSP Market Share in PNG, Fiji, Solomons



- All countries aggregate:
  - Deposits 44%
  - Lending 38%
  - #1 Ranking
    - Total assets
    - Total liabilities
    - Net assets

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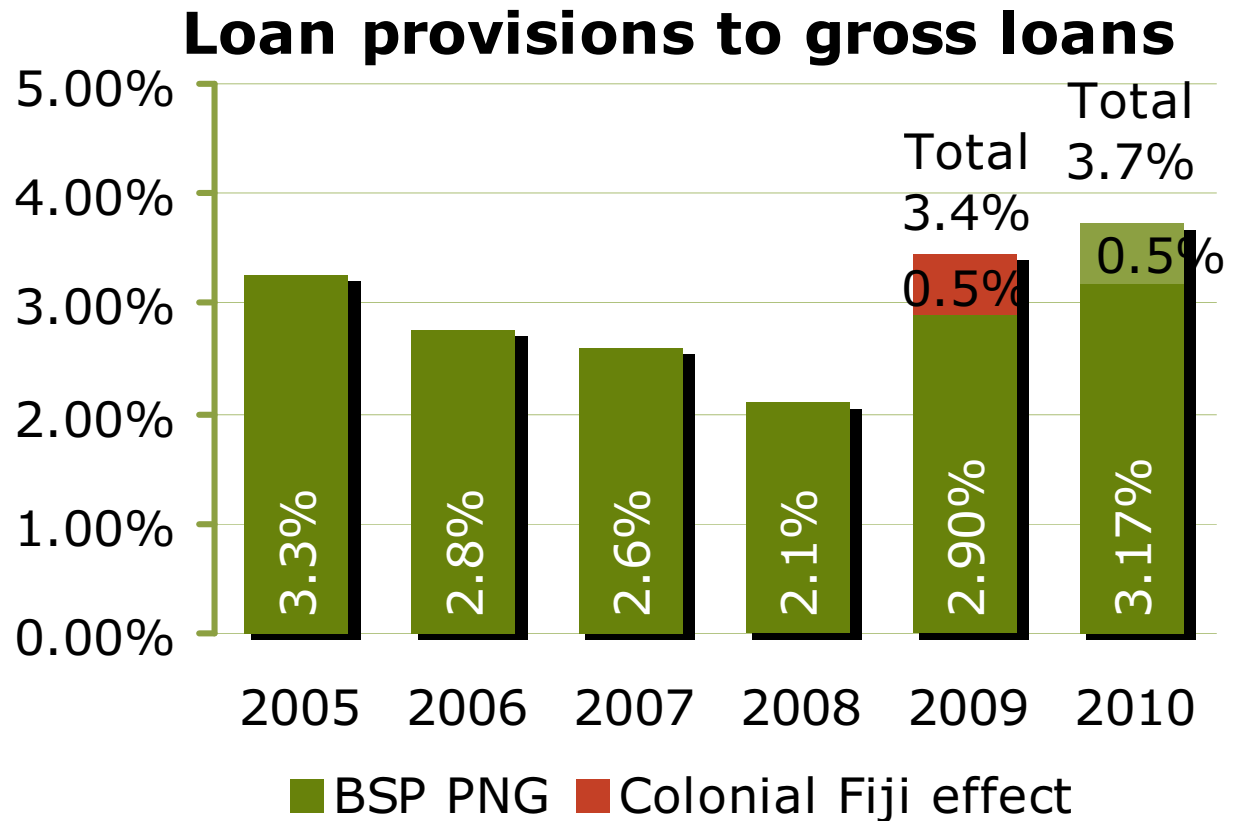


## Credit Quality



# Credit quality

- Disciplined reduction in loan provision % to 2008.
- Conservative approach – increase in general provisioning %.



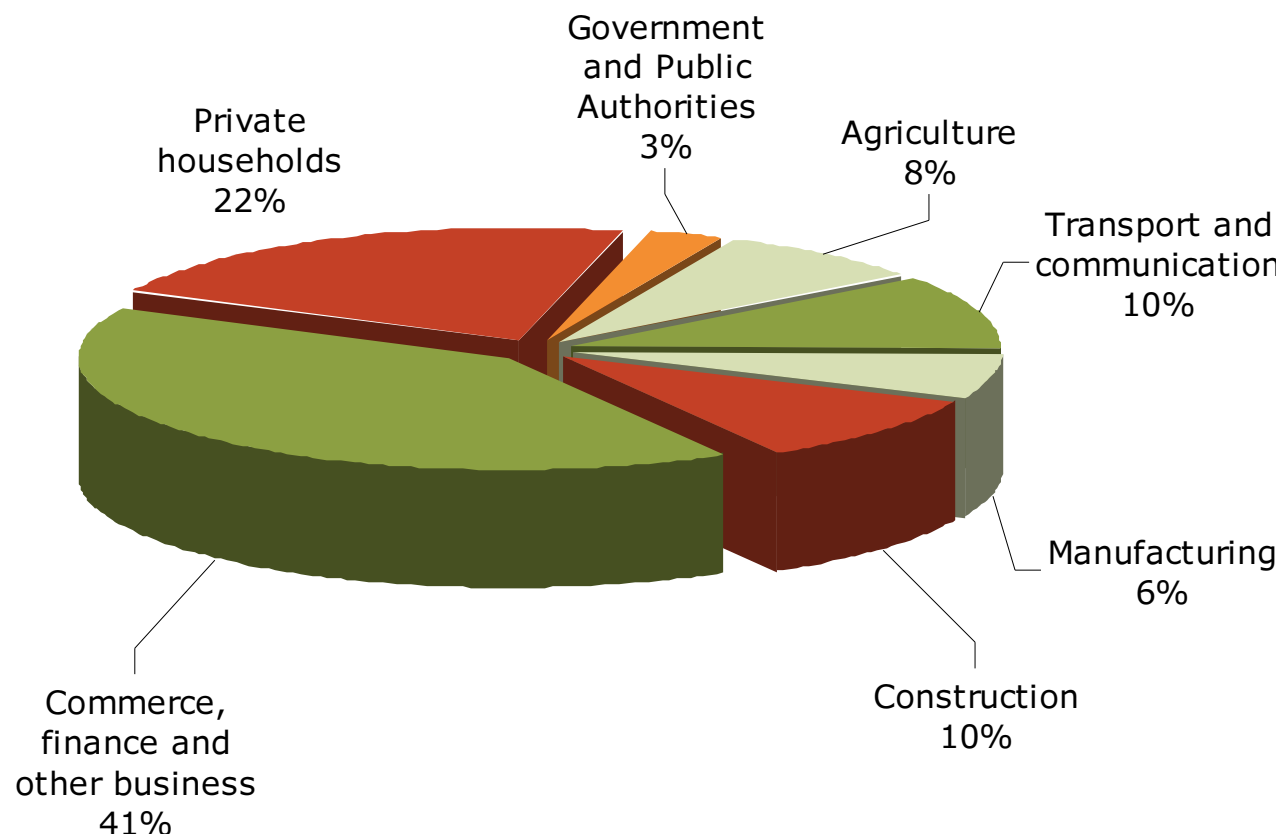
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# Economic sector risk concentration

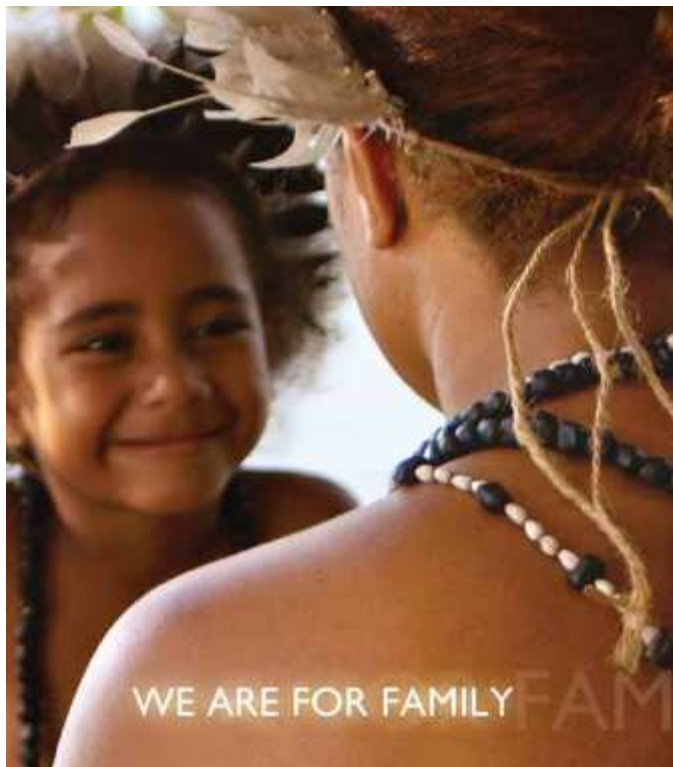
- **Lending is diversified across sectors.**
- **Commerce, finance and other business includes various business types.**
- **Stable distribution from prior year.**



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# Funding



# Deposit mix

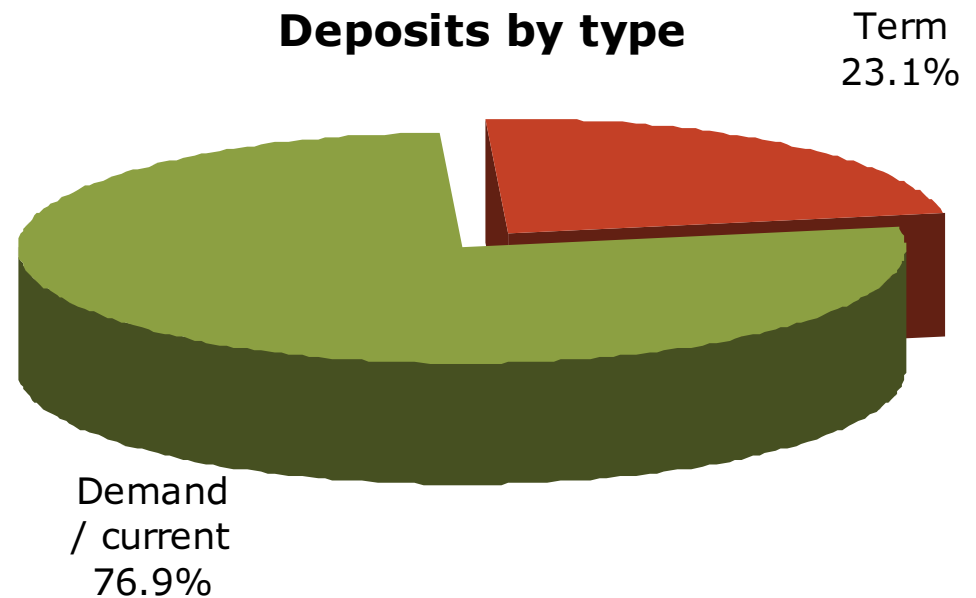
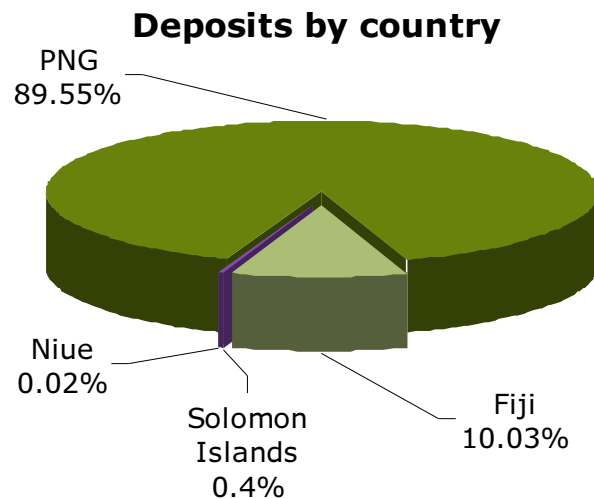
- Wholesale deposits still represent the majority of the portfolio.



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# Deposits by type & country

- **Demand deposits include savings account funds.**
- **Term deposits range from 30 days to 2 years**
  - **Average duration is < 12 months.**



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# 2010 Full Year Results



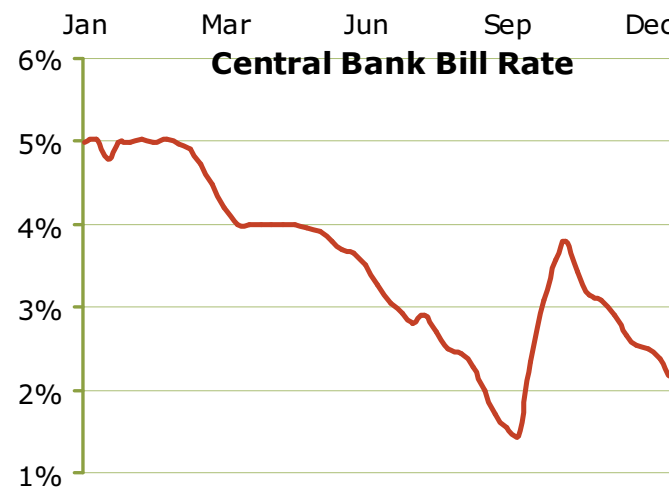
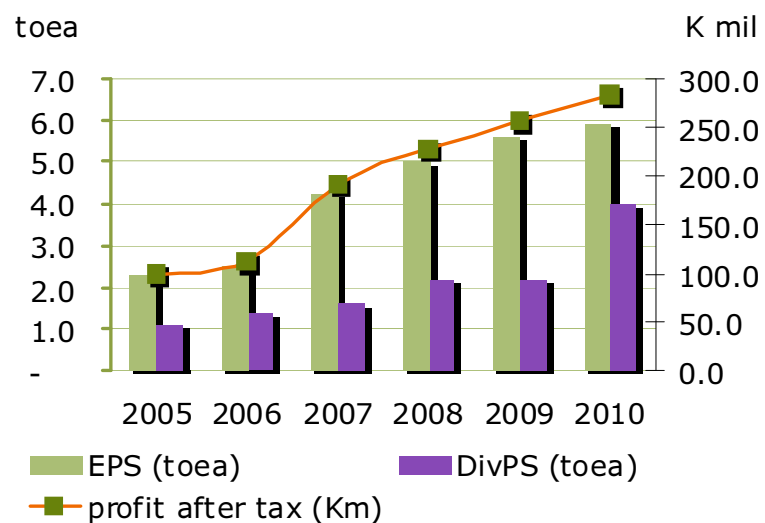
# 2010 results overview

	2010	Growth 2010 vs. 2009
Profit after tax	K 283.1m	10.1%
Revenue	K 954.9m	31.6%
Expenses	K 522.8m	56.0%
Bad and doubtful debt expense	K 20.6m	37.0%
Earnings per Share	5.9 toea	5.4%
Customer deposits	K 7.984b	6.6%
Net loans and advances	K 4.091b	12.4%

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# 2010 results overview



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# Highlights

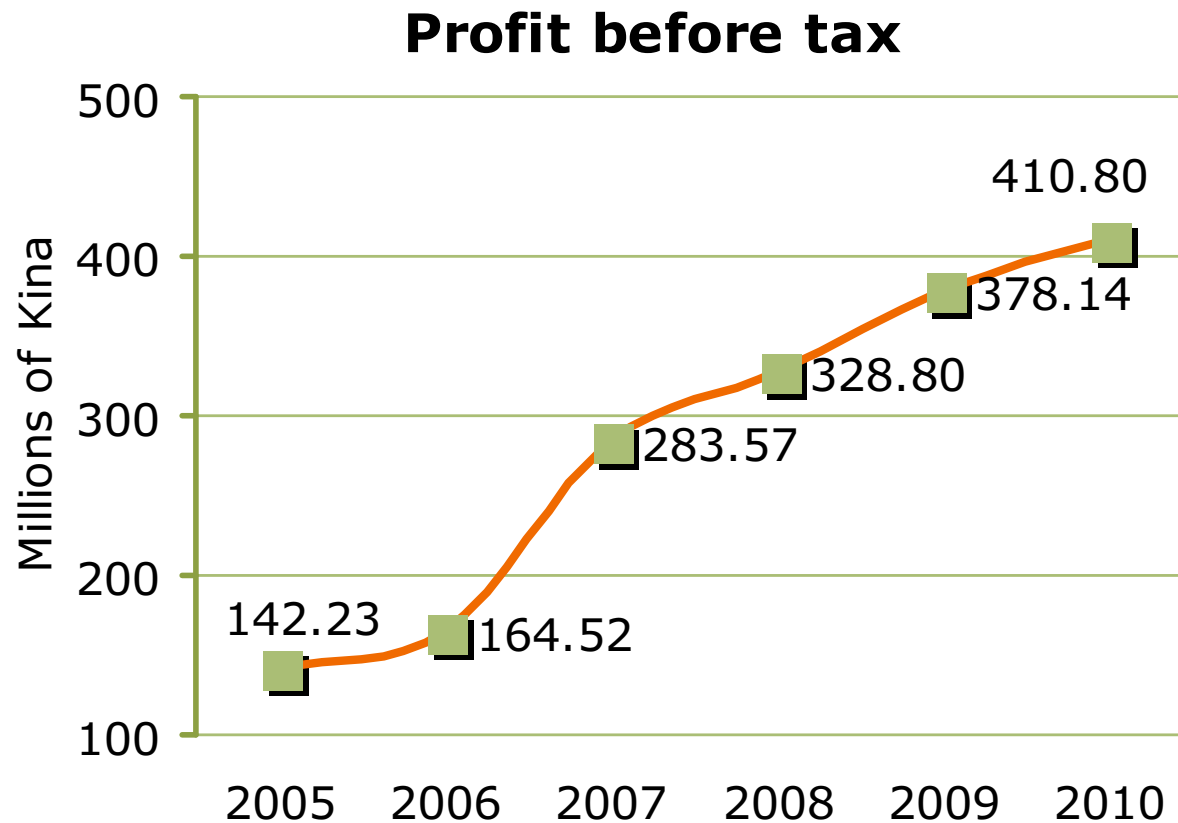
- **BSP maintained its market share at above 50%, in deposits and lending in PNG.**
- **Because of Interest rate declines in PNG, - net interest income in PNG increased by only 5.5%.**
- **Non-lending fee income increased by 47%.**
- **Transformation activity intensified in 2010.**
- **Profit after tax grew from K257m in 2009 to K283m in 2010 – supported by corporate lending, fee revenue and foreign exchange income.**
- **K143.6 million equity capital transaction with IFC.**
- **Total assets increased from K9,397.8 million in 2009 to K10,027.3 million in 2010 - liquidity and capital growth.**

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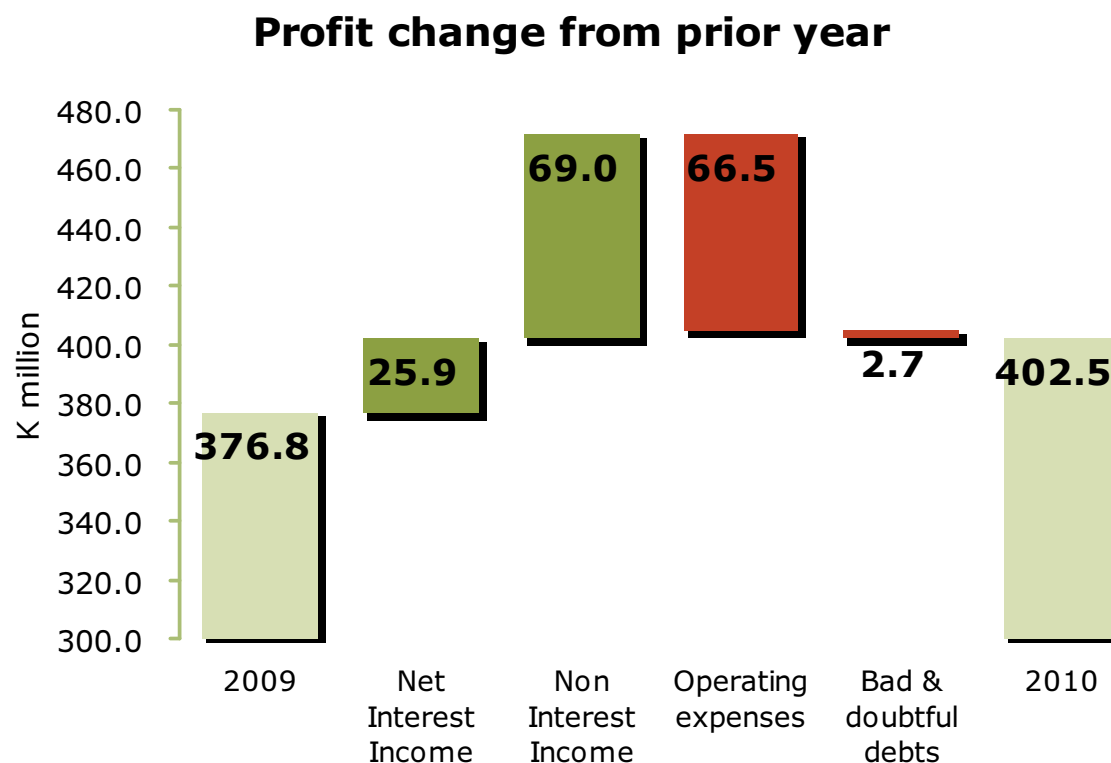
# Profit before tax



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# 2009-2010 profit movement

- **Group profit**
  - Up K26.0 million or 10% after tax
  - Up K32.7 million or 9% before tax
- **K25.7 million or 7% increase in profit before tax from 2009, for PNG bank**

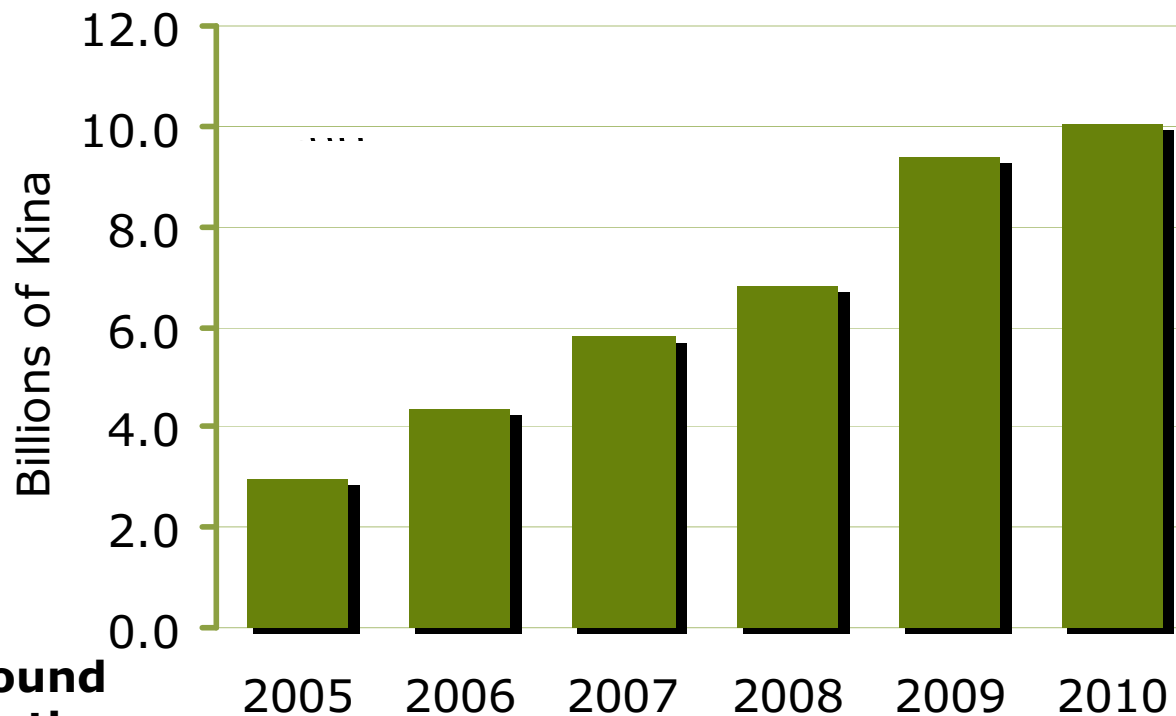


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# Total assets

## Growth in total assets



**28% compound  
annual growth  
since 2005**

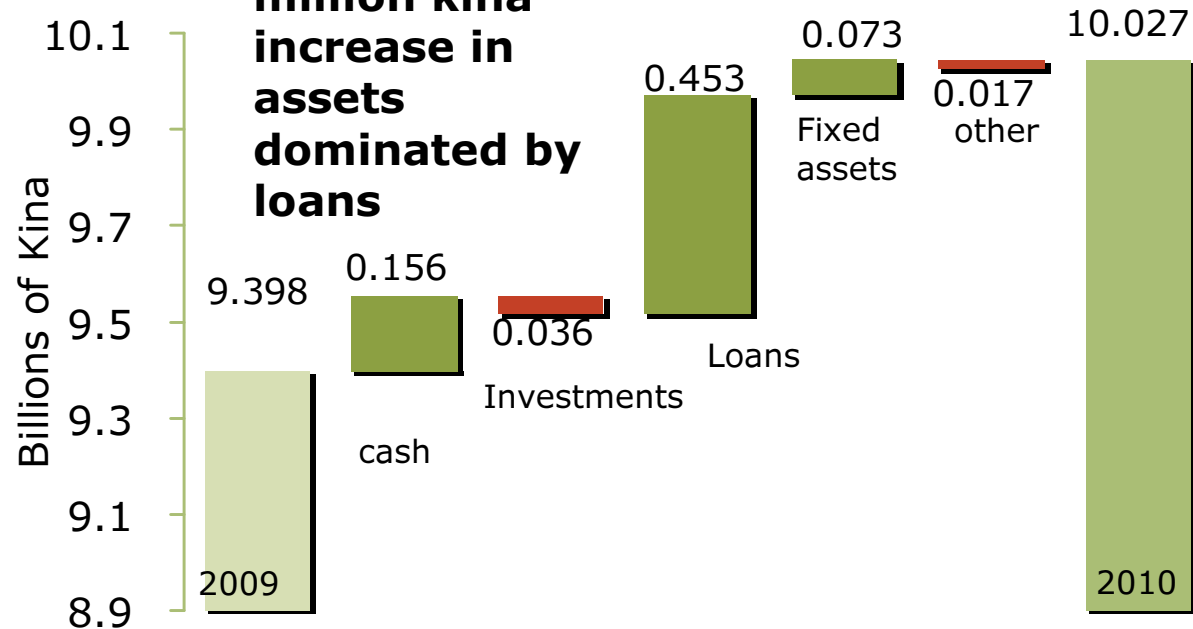
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# 2009-2010 asset movement

## Asset change from prior year

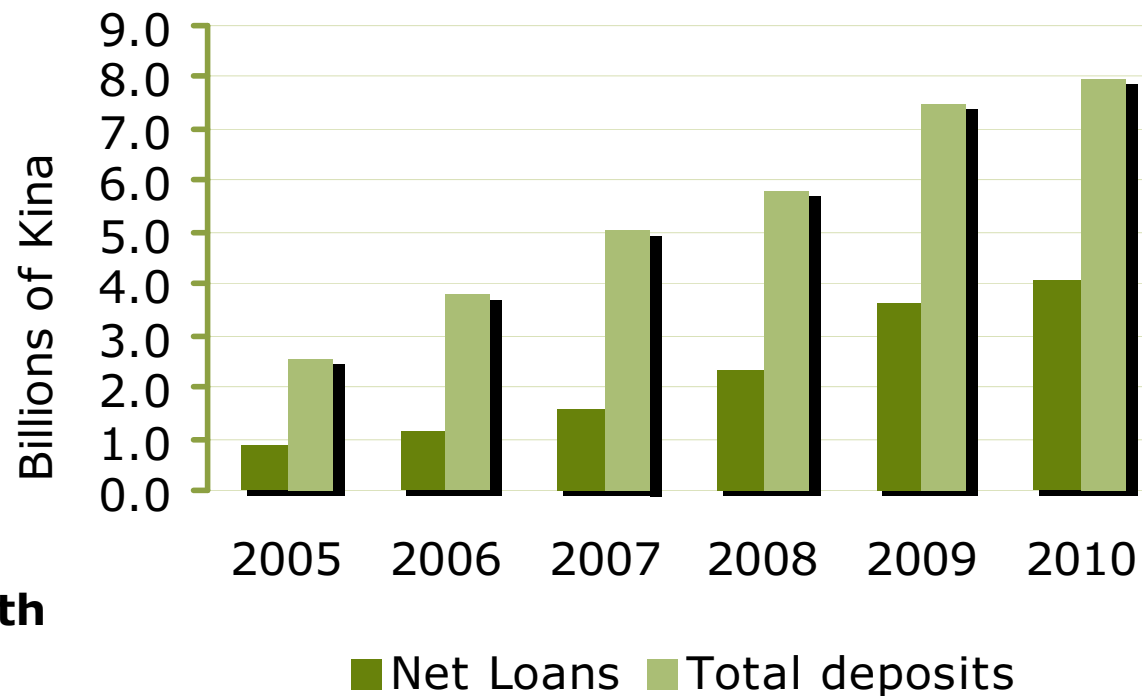
- **K629.5 million kina increase in assets dominated by loans**



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# Loans & deposits

## Growth in deposits and loans



**compound  
annual growth  
since 2005:**

- loans 36%
- deposits 26%

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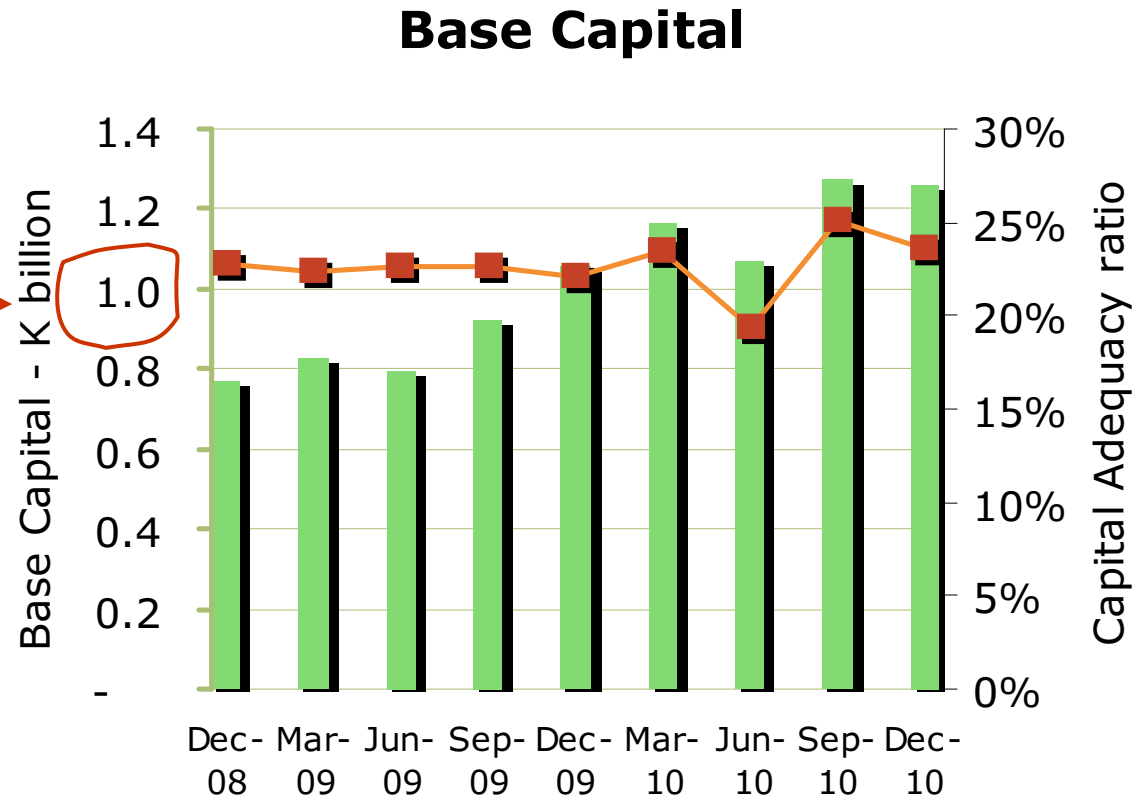


# Capital Management and Liquidity



# Capital Adequacy

- Base capital target for 2010 achieved during the year



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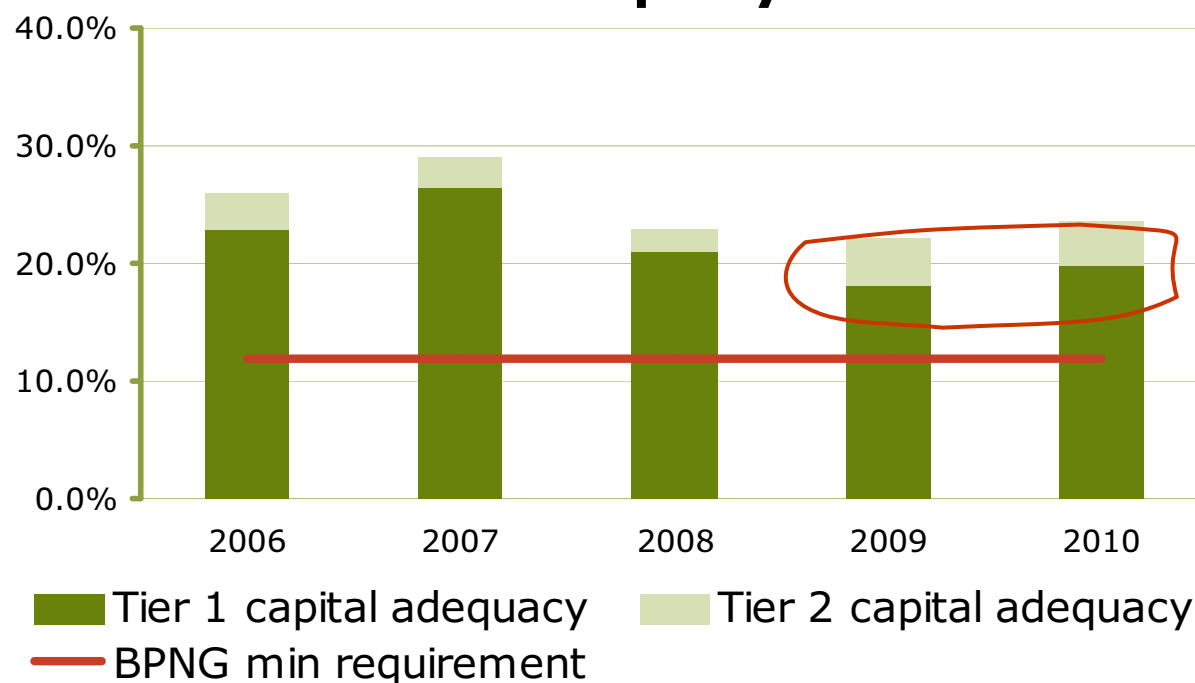




# Prudential management

- **Strong capital adequacy position**
  - **Tier 1 19.7%**
  - **Tier 2 3.9%**
  - **Total 23.6%**
- **Within the range of Basel II and III requirements**

## Tier 1 Capital and Total Capital Adequacy



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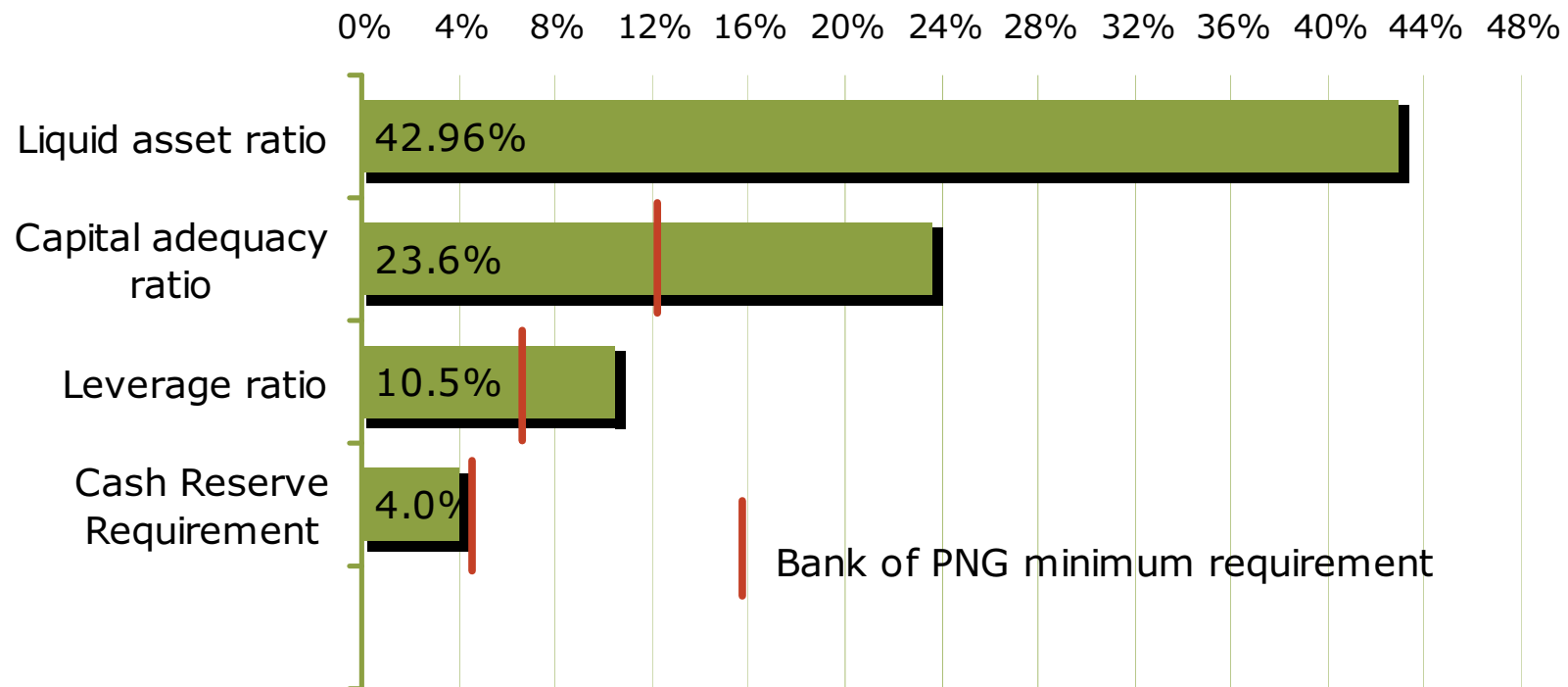
# Capital planning

- **Benchmark capital adequacy 18%**
- **Currently 22%**
- **Need for capital is moderate for the most likely base scenario – can be addressed in medium term.**
- **A short term response would be required under more aggressive growth scenarios or dramatically changed regulations.**

## *scenarios*

- 1. Base: current growth trends*
- 2. Margins < current trend*
- 3. Significant loan losses*
- 4. Exceptional Asset growth*
- 5. Capital adequacy ratio > than 18%*

# Key prudential ratios



- **BPNG prudential definitions met or exceeded.**
- **Minimum liquid asset ratio removed, Oct 2010 (25% up to October 2010).**

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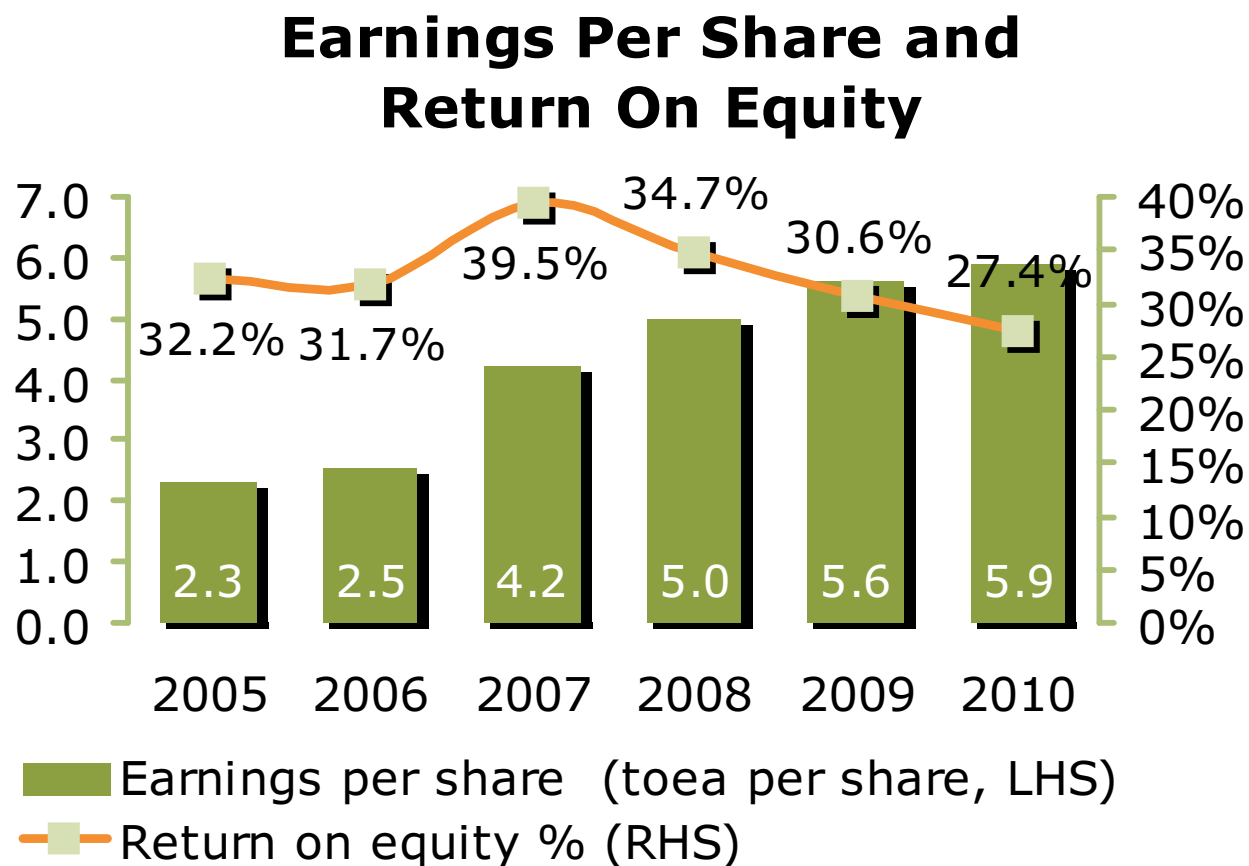


## Profitability and Key Ratios



# Earnings per share and return on equity

- **156% increase in earnings per share since 2005.**
- **33% Average ROE over the 6 year period.**

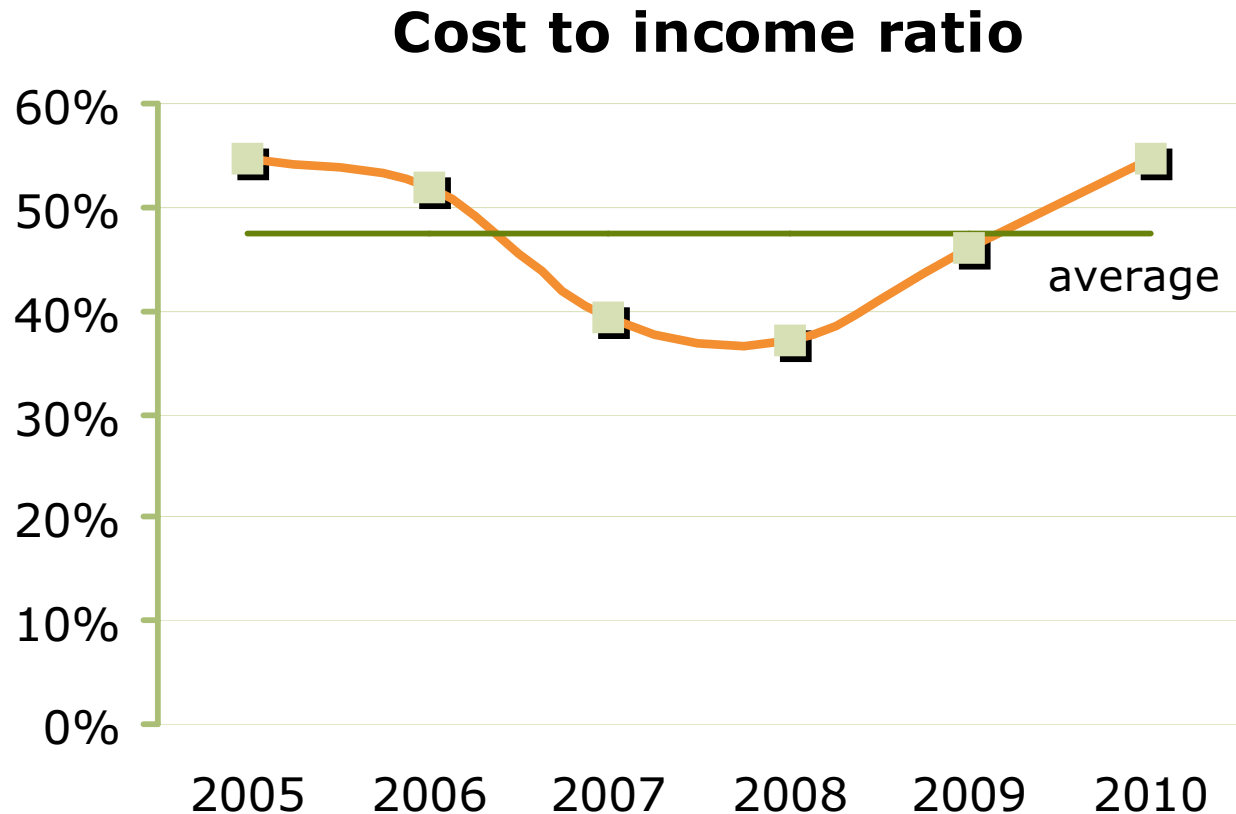


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# Cost to income ratio

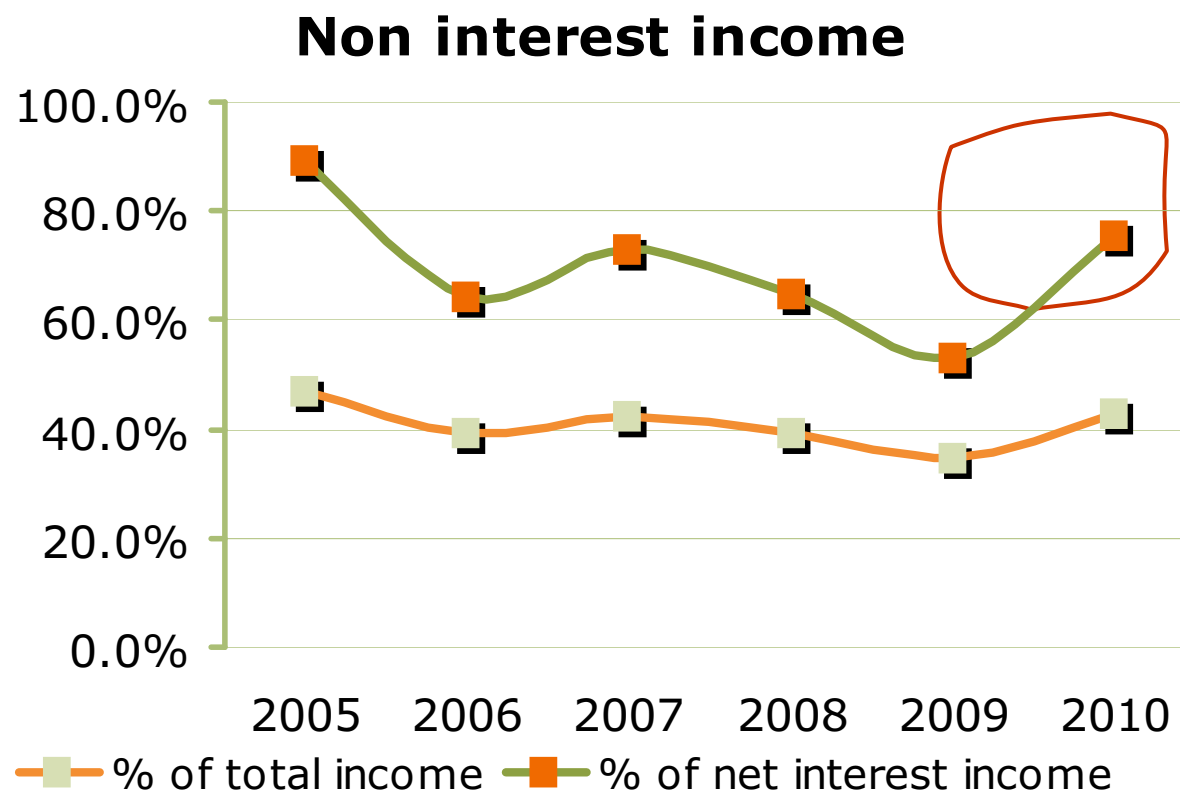
- **55% Cost to income ratio is at 2005 levels.**
- **47% Average over the 6 year period.**
- **3% of 2010 ratio is for transformation costs.**



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# Non interest income

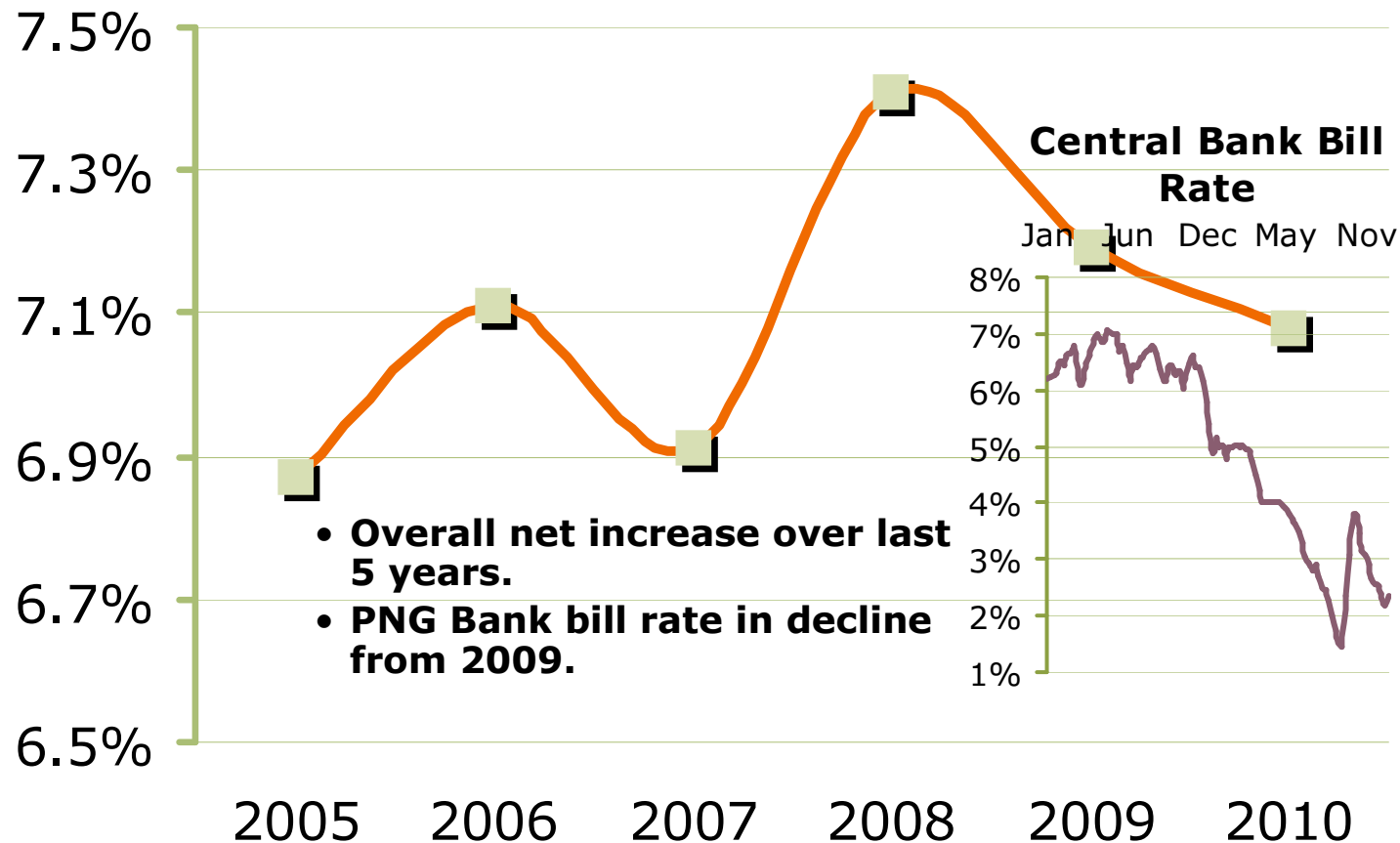
- **43% of total income - up from 35% in 2009.**
- **75% of net interest income – up from 53% in 2009.**
- **Long term target is to equalise revenue streams.**



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# Net interest margin

## Net interest margin



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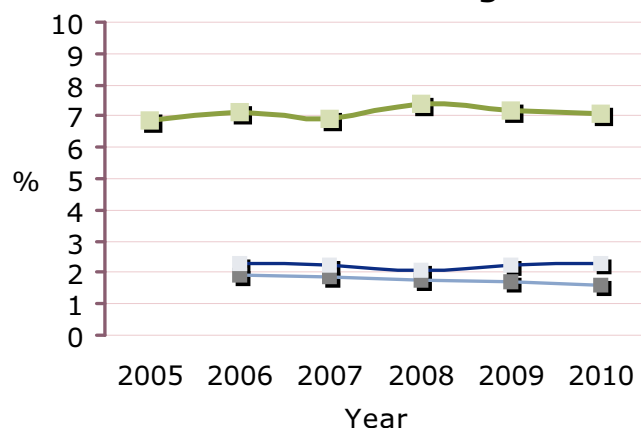


# Comparison of Key Ratios



# Performance comparisons

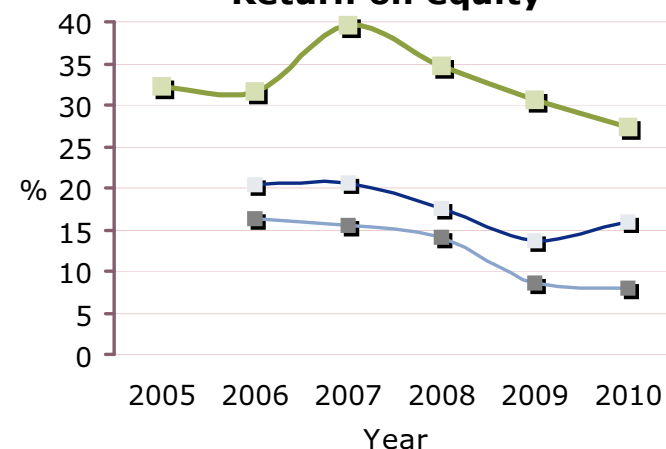
## Net interest margin



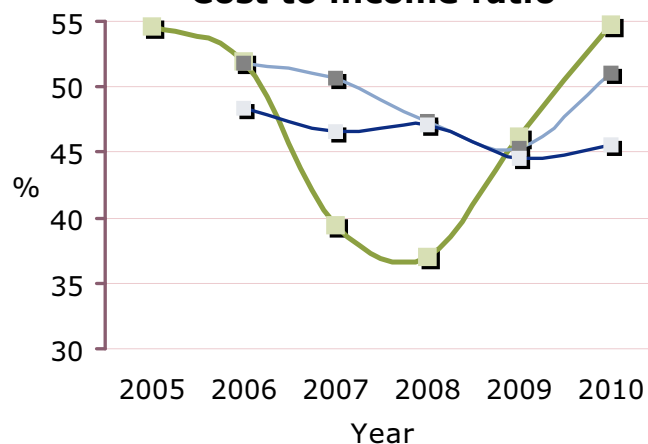
**BSP's performance is strong, when compared to the Australian banks.**

— BSP  
— Aust major banks (average)  
— Aust regional banks (average)

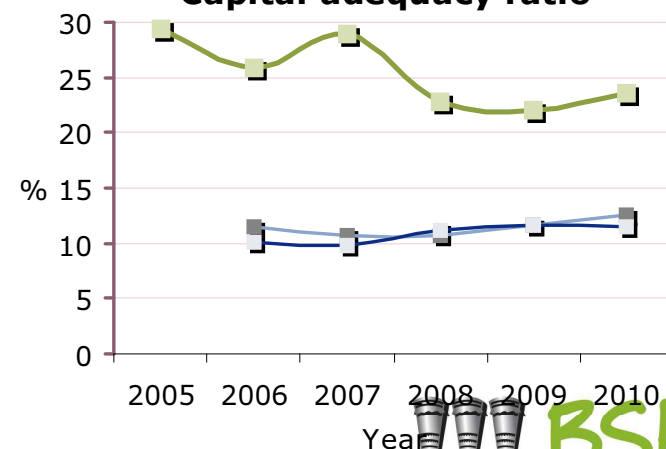
## Return on equity



## Cost to income ratio



## Capital adequacy ratio



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## Dividend and Shares

# Dividends

- the Directors have declared a **final dividend for 2010** of

**3.13 toea** per share

(Payable in June 2011 – final date to be announced).

- Interim paid in Nov 2010:

**1.37 toea** per share

- full dividend for the year ending 31<sup>st</sup> Dec 2010

**4.50 toea** per share

- Yield at current price: **6.6%**

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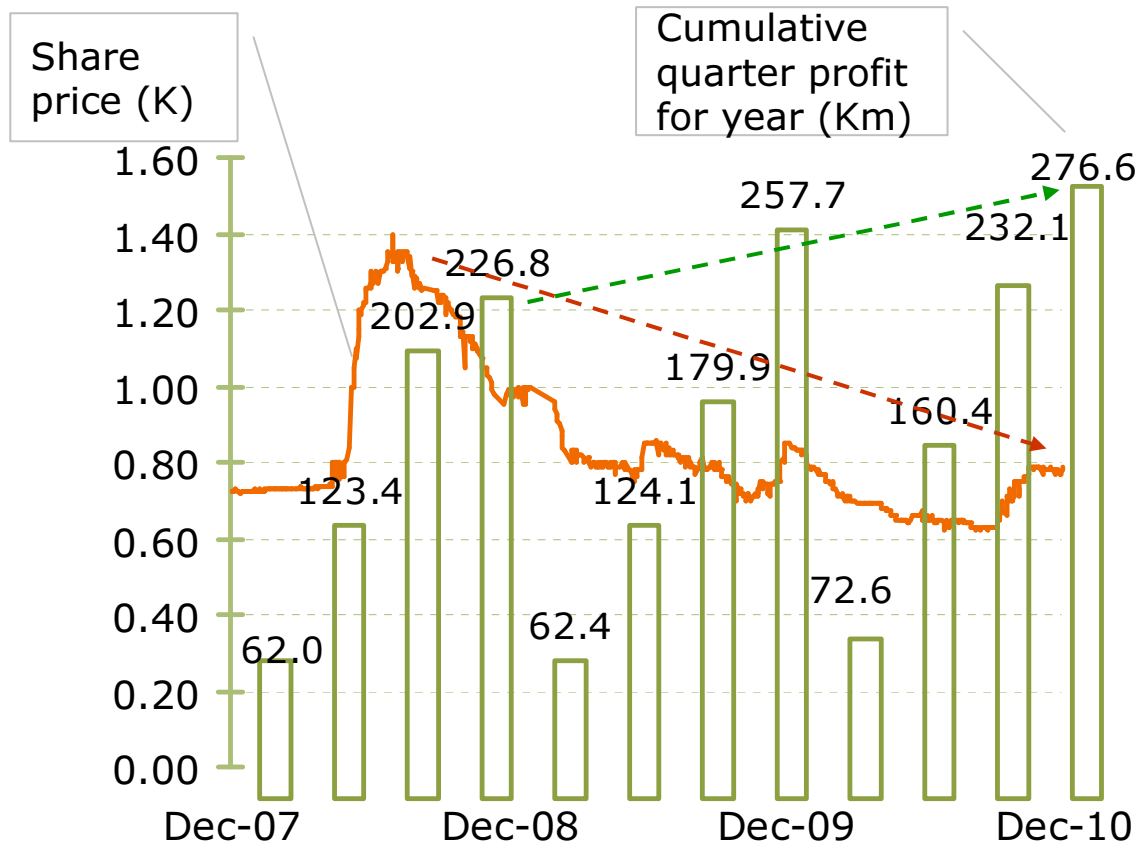


# Share Price

## A fundamental problem

- **BSP performance has been increasing quarter on quarter**
- **Share price has been on a downward trend since about Q3-2008.**

- Sep-08: 135 toea
- Dec-08: 98 toea
- Dec-09: 80 toea
- Sep-10: 63 toea
- April-11: 68 toea



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# Share Price

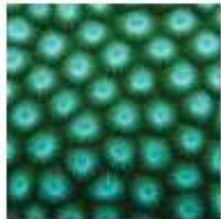
## Solutions:



- Share Consolidation
- Share buyback

- Also list on another exchange in South Pacific?
- Convert some equity capital to debt capital?

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# Conclusion



# Conclusion

- **There were many “positives” in 2010:**
  - **10% YOY Growth in Profitability.**
  - **Balance Sheet now exceeds K10 Billion.**
  - **Continued Loan & Deposit Growth.**
  - **Very strong Capital & Liquidity position.**
  - **Significant expansion of our Electronic Banking Platform (ATM', Eftpos, SMS Banking, Internet). Largest Networks in PNG & Fiji.**
  - **All of BSP's key performance indicators remain sound.**
  - **Introduced semi annual dividend payments to shareholders.**
  - **Paid BSP's highest ever dividend payments to shareholders.**
- **IFC acquired an approx. 10% equity participation in BSP investing US\$110 mln.**
  - **Enhanced the international reputation of BSP.**
  - **in excess of US\$2.5 mln in technical support.**

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# Conclusion

- **Organizational split between BSP Fiji & BSP Life businesses, and initiated a strategic review of both businesses (Under implementation).**
- **First ever Fiji Dollar Convertible Note Issue was successfully concluded.**
- **Launched BSP Rural a rural agency banking network using Electronic Banking Solutions – currently 7 agencies opened.**
- **Implemented a New Customer Segmentation Methodology which allows BSP to have a more efficient & appropriate service model aimed at significantly improving the way BSP services our customers, improving profitability & reducing costs.**
- **A number of major Transformation Projects were initiated & positive progress achieved.**
- **Developed “Container Branch” solution that will allow BSP to open new banking branches quickly as a 1<sup>st</sup> step to a permanent solution. e.g. Arawa.**

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# Conclusion

- **183 Projects are currently ongoing.**
- **BSP's "Social & Community" Projects have achieved major milestones:**
  - **"Go Green" Environmental Initiative (international recognition).**
  - **BSP School Kriket won " 2010 ICC Global School Cricket Award" (85 countries. 52,000 children).**
  - **70 local community projects carried out in PNG, SI & Fiji.**

**The Transformation Process is already happening & BSP's "Vision" remains the same.**

***"There is simply no turning back"***

**An enormous amount of work has been carried out by each BSP business unit in 2010. However this is a multi year Project.**

# Conclusion

***"BSP's Vision to be the Leading Bank in the South Pacific is very much achievable!"***

**Thank You**

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