



# COMPANY PROFILE



'A company with a powerful client focus  
built on quality advice and responsiveness'

FUNDS MANAGEMENT | CAPITAL ADVISORY

## Introducing BSP Capital

BSP Capital Limited (BCap), formally Capital Stockbrokers, was acquired by the BSP Financial Group (BSP) in 2005, and since then has grown to be the capital advisory and funds management business in Papua New Guinea, accounting for approximately K7.0 billion in funds under management. BCap sold its interest in the PNG National Exchange in 2018. The decision was in line with the requirements of the PNG Capital Market's Act, 2015.

BCap also divested its stockbroking business to JMP Securities to focus on its capital advisory and funds management business following a strategic review of the business in 2018.

BCap is a wholly owned subsidiary of BSP, the largest publicly listed bank in the South Pacific Region. BCap has assisted clients with a number of capital raisings, and investment advice including the PNG Government.

BCap is also a Licensed Investment Manager, currently managing the investments of a diverse range of clients, including some of the largest Superannuation Funds, Savings & Loan Societies and Landowner Groups in PNG.

BSP Capital offers a comprehensive suite of products and services including:

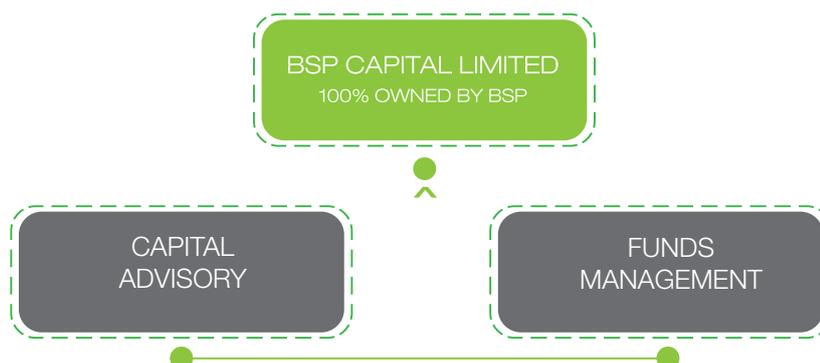
- Trade Execution
- Investment Advice
- Institutional grade research: in-depth market research on a wide range of companies listed on the local and international stock exchanges. BCap is the only organisation producing research on PNG-listed companies, for institutions and general public.
- Domestic and International Shares
- Asset Allocation and Risk Management
- Customized Portfolio Construction and Management
- Investment Management, including the administration of client investments in Treasury Bills, Treasury Bonds, Property, Shares and Term Deposits.



BSP Capital is the leading Funds Management and Capital Advisory firm providing a comprehensive offering of financial services to a diversified client base that includes individuals, institutions and the Government.

### BSP Capital Structure

BSP Capital under the transformation program undertaken by BSP, a new corporate structure was established to eliminate possible conflicts of interests. The corporate structure created Chinese walls, separating and delineating operating boundaries. BSP Capital is also supported by Australian and Global relationships.



## Capital Advisory

**BSPC's Capital Advisory division is well positioned to provide integrated financial services to our clients, including:**

- Strategic and tactical advice in relation to mergers, acquisitions, takeovers, divestments and restructurings
- Advice, management of IPO's, convertible bonds, hybrids and secondary capital raisings
- Advice and arranging of senior and subordinated debt facilities
- General corporate advice in relation to PNGX reporting requirements, stakeholder communication plans and investor road shows

The Capital Advisory division provides a comprehensive and integrated service, especially when combined with BSP Capital's leading research and distribution capabilities.

## Funds Management

BSP Capital is a leading funds management company in Papua New Guinea. It is licensed by the Bank of Papua New Guinea under the Superannuation Act 2000 and the Capital Markets Act 2015. Due to its in-house expertise, and formal relationships with leading fund managers, investment banks and other professional advisors globally, BSP Capital Funds Management is able to provide investors the full range of funds management services across all asset classes. Our services include custodial and asset consulting.

**Investment Management includes the administration of client investments in:**

- Treasury Bills,
- Government Inscribed Stocks (Bonds),
- Property,
- Shares and;
- Term Deposits.
- International Assets

## Potential Conflicts of Interest

Due to BSP Capital being 100% owned by Bank of South Pacific. The issue of conflict of interest may arise from time to time. Both BSP and BSP Capital understand these conflicts, and there are protocols in place to manage any situation as and when they arise. BSP Capital's core activities are separated.

Funds Management operates totally independently of Capital Advisory. Client confidentiality is maintained as BSPCL does not provide any client information to BSP.

All investment decisions remain within BSPCL. BSP Capital as a Funds Manager earns its fees from delivering the best returns possible to the client, whilst operating within the agreed mandates. Therefore, our interests are aligned. For example, in the Cash and Fixed Interest asset sector, BSPCL produces a Weekly Interest Rate report, which surveys all the local Banks cash and fixed interest products.

Consequently, BSPCL has the advantage of understanding the market and can source the best rate for clients. The funds are placed with the financial institutions offering the best rate. Through consultation with you, BSPCL will chart the planned investment objectives, investment horizon, risk tolerance and expected returns. BSPCL translates the criteria into an investment strategy. Your portfolio will be monitored regularly to ensure that it remains consistent with your investment strategy. BSPCL will provide comprehensive reporting on the investment portfolio on a regular basis.



Asset Planning Cycle

## Vision & Mission

To become the premier financial services institution in the South Pacific Region by providing services of the highest order in Investment Management and Client Advisory.

### BSP Capital aims to:

- Build the most competitive Investment Management and Client Advisory service in the South Pacific
- Offer value to clients for all products delivered
- Maintain a culture of professional client service at all levels of the organization
- Be the industry leader
- Offer a degree of technological expertise and support indicative of a major industry player

## Key Staff Contact Details

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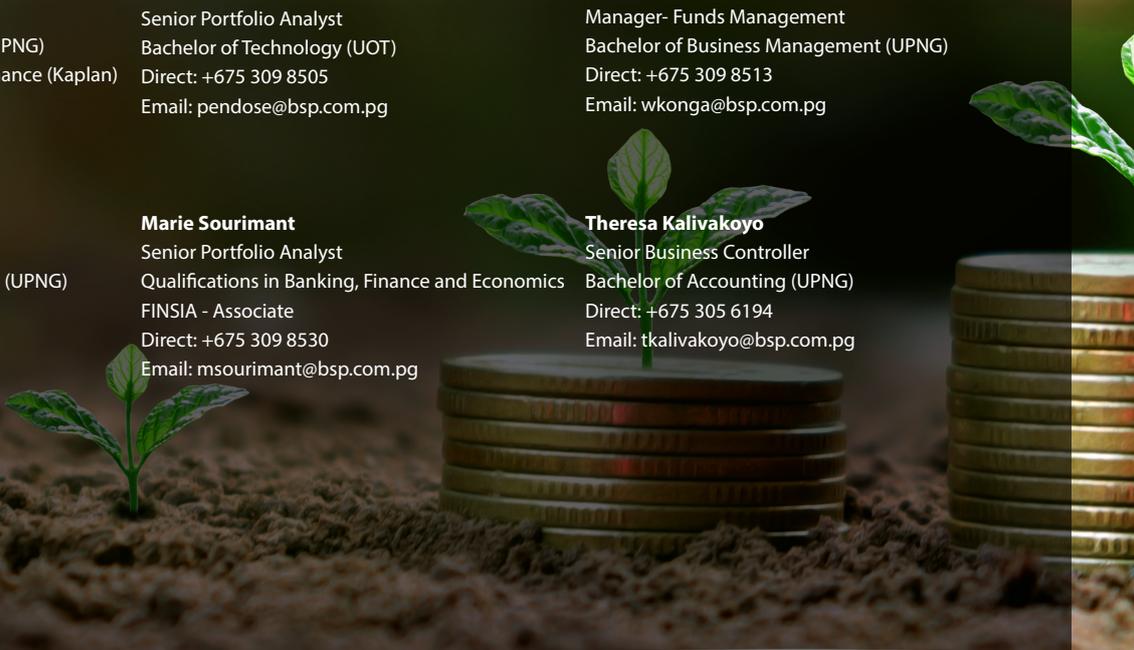
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