

# Investment Teaser

## Pacific Island Banking Opportunity

### Business Overview

This is the only domestically incorporated and licensed commercial bank in a strategically located Pacific Island nation. Established in 2014, the bank plays a vital role in enabling financial inclusion, managing key government accounts, and delivering retail, corporate, and digital banking solutions. With consistent profitability, strong regulatory standing, and a national mandate, it serves as both a critical financial institution and a scalable platform for regional growth.

### Value Proposition

- ❑ Sole domestic bank among four licensed institutions
- ❑ Deep trust with the government and public sector
- ❑ 9.4% Net Interest Margin and 21% ROE in FY2024
- ❑ Embedded in national financial ecosystem, managing key government accounts
- ❑ First-mover in digital and inclusive banking for underserved populations

### Market Opportunity

- ❑ Underserved population with growing financial inclusion agenda
- ❑ Strategic potential to expand remittances, agri-finance, and green financing
- ❑ Opportunities to offer bundled insurance, green bonds, and digital wallets
- ❑ Government support for retaining funds locally and strengthening domestic banks

### Growth Strategy

- ❑ ATM and branch expansion to increase reach
- ❑ Insurance services for trade-related and personal coverage
- ❑ Green bond issuance and ESG-aligned lending
- ❑ Expand management of government accounts and institutional partnerships



### Business Model & product Suit

- ❑ Retail Banking: General savings, capital savings, minor savings
- ❑ Corporate Banking: Corporate general and capital savings, special business accounts
- ❑ Digital Banking: Mobile wallet ("purse"), internet banking
- ❑ Lending Services: Personal loans, home loans, overdrafts, microfinance

### Financial Highlights

- ❑ Profit After Tax: SBD 35M (USD 4.3M)
- ❑ Total Assets: SBD 590M (USD 72M)
- ❑ Total Equity: SBD 169M (USD 21M)
- ❑ ROE: 21% | ROA: 7% | NIM: 9.4%
- ❑ Cost-to-Income Ratio: 47%
- ❑ Deposits: SBD 400M (USD 49M) | Gross Lending: SBD 275M (USD 34M)

### The Offer

- ❑ USD 50 million for 100% equity stake in a profitable, well-capitalized local bank
- ❑ Shareholders (foreign individuals) seeking exit due to succession planning
- ❑ Clean ownership structure with strategic positioning for growth in the Pacific

### Exit Strategy

- ❑ Ideal acquisition target for regional banks, DFIs, or strategic PE funds
- ❑ Long-term play on Pacific development and financial inclusion
- ❑ Growth via digital services, trade financing, and regional expansion

