



# UNITED KINGDOM & PAPUA NEW GUINEA INVESTMENT FORUM

Robin Fleming – Group Chief Executive Officer

24 April 2018

*WE ARE* **BSP**



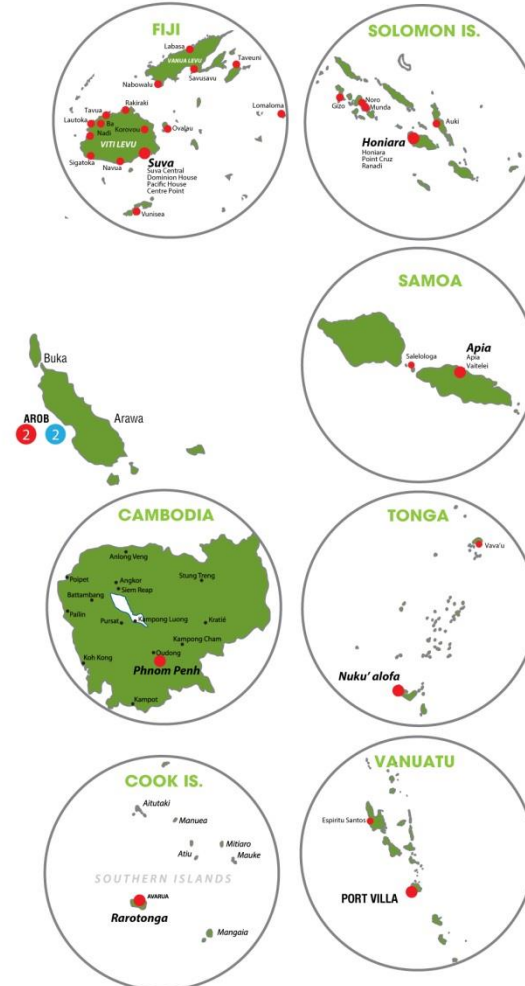
# Markets where BSP operates

BSP is to be the leading financial services provider in the markets we operate

WE ARE  
**BSP**

## BSP PNG Geographical Footprint

KEY  
Branches ●  
Sub Branches ●



# 1

Loan market share in 4 x markets

# 1

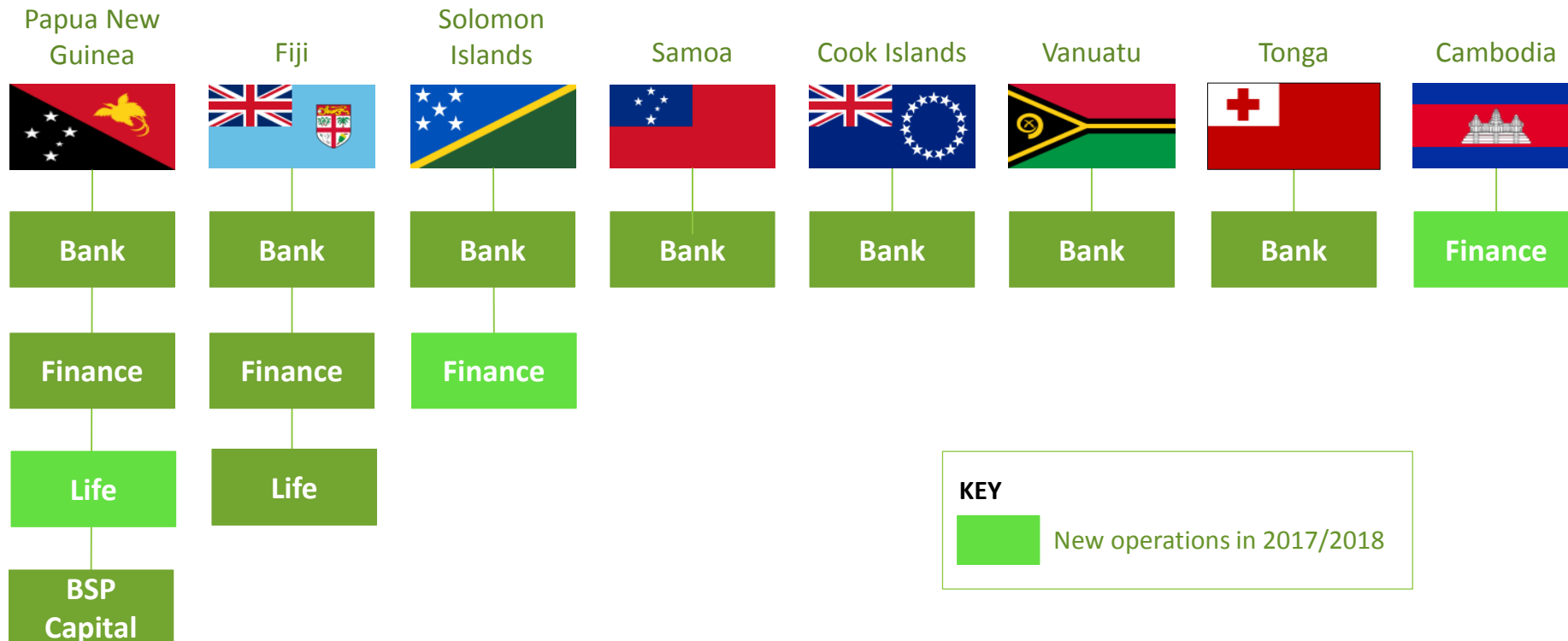
Deposit market share in 4 x markets

**POMSOX**  
Market cap of **K4.51b**  
[US\$1.35b] April 2018

# BSP's growing service offering

WE ARE  
**BSP**













In line with BSP's geographical and income diversification strategy, BSP has expanded its product / service offering into both existing and new markets



# Continued investment to improve service

WE ARE  
**BSP**

Our Digital Strategy will deliver enhanced banking services to our customers ...  
with increased uptake in electronic channel activity

	Total							
 <b>Branches</b>	<b>81</b>	45	17	8	3	2	2	4
 <b>Sub Branches</b>	<b>54</b>	44	7		1			2
 <b>ATMs</b>	<b>512</b>	315	114	26	17	11	17	12
 <b>EFTPOS</b>	<b>12,248</b>	8,825	1,658	330	365	344	385	341
 <b>Agent</b>	<b>593</b>	395	43	76	36	8	17	18

# Highlights for 2017

WE ARE  
**BSP**

BSP has again delivered a strong performance ... despite challenging business and economic environments

Profit (NPAT)  
up 17.6% to  
**K757m**



Total Income  
up 11.5% to  
**K1.99bn**



Total Assets  
up 7.4% to  
**K22.4bn**



Cost to Income  
ratio improves  
to  
**42.6%**



Capital  
Adequacy  
improved to  
**24.5%**



Loan Provisions  
maintained at  
**4.9%**



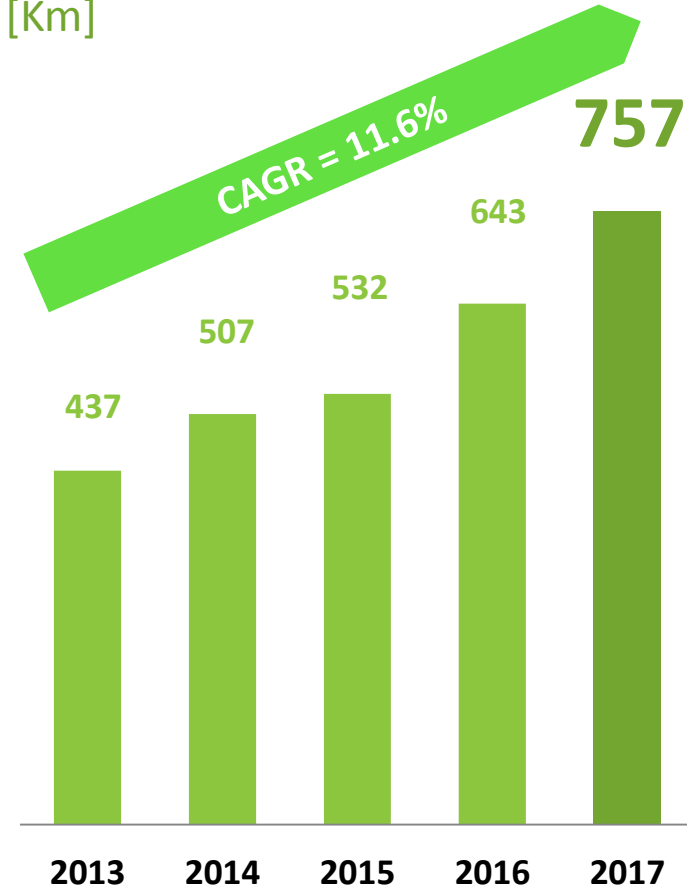
ROE up 1%  
to  
**30.6%**



Dividend  
Yield of  
**11.6%**



GROUP NPAT TREND  
[Km]

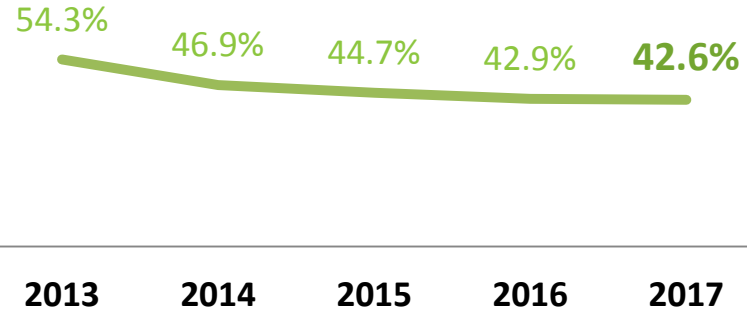


# Group key ratios

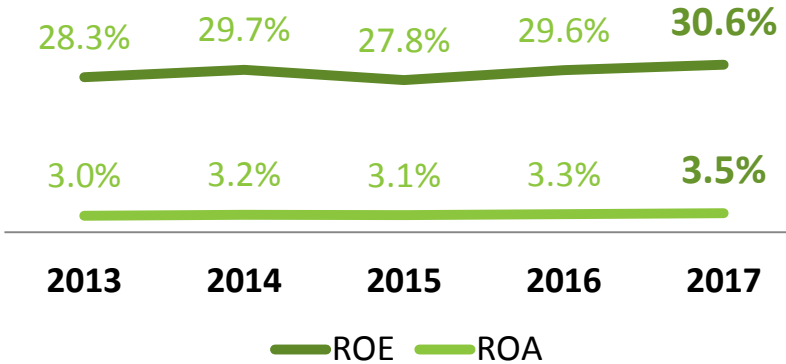
WE ARE  
**BSP**

Our key ratios are trending favourably ... a clear picture of our corporate health

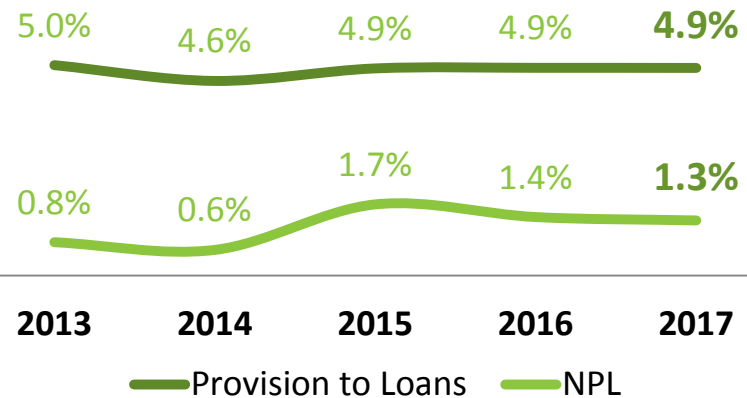
## COST TO INCOME TREND



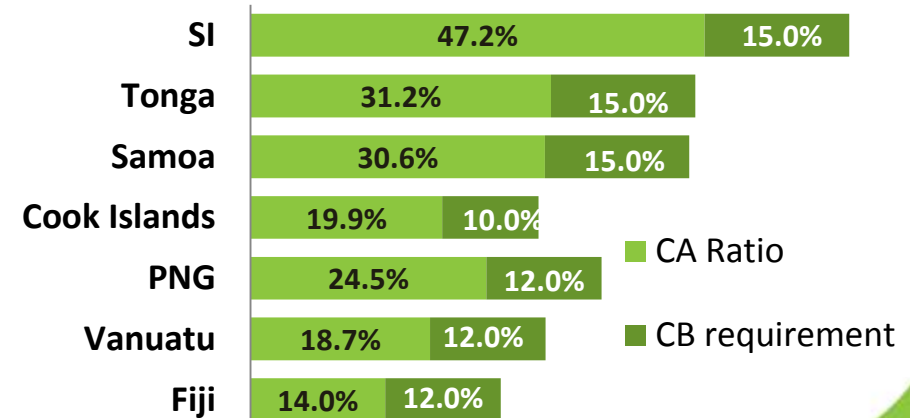
## ROE AND ROA TRENDS



## PROVISION TO LOANS AND NPL



## CAPITAL ADEQUACY



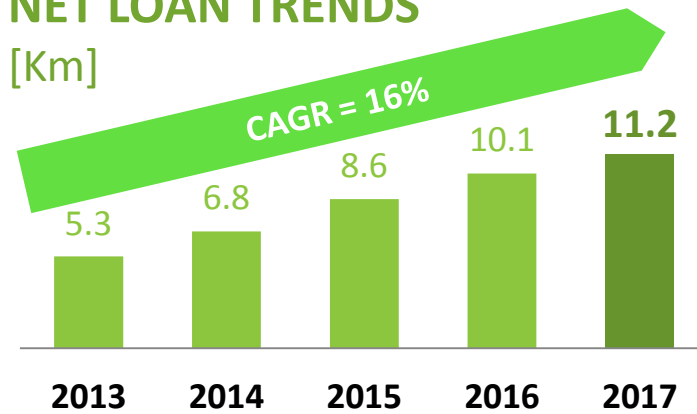
# Group key performance indicator trends

WE ARE  
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BSP's growth trajectory has been consistent ... particularly in recent years

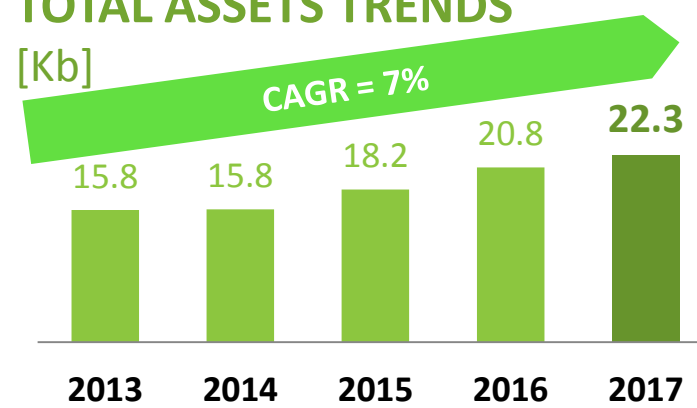
## NET LOAN TRENDS

[Km]



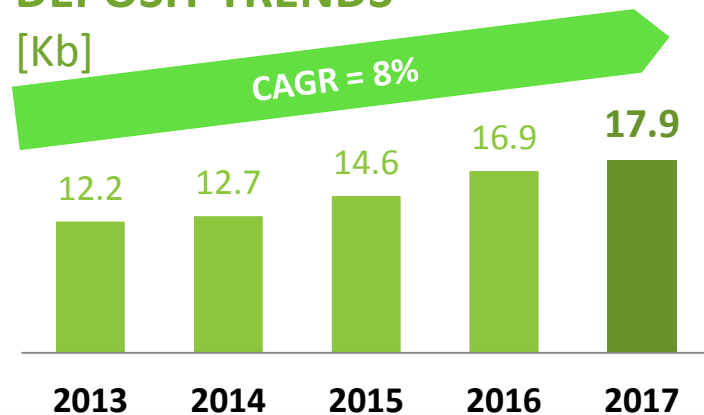
## TOTAL ASSETS TRENDS

[Kb]



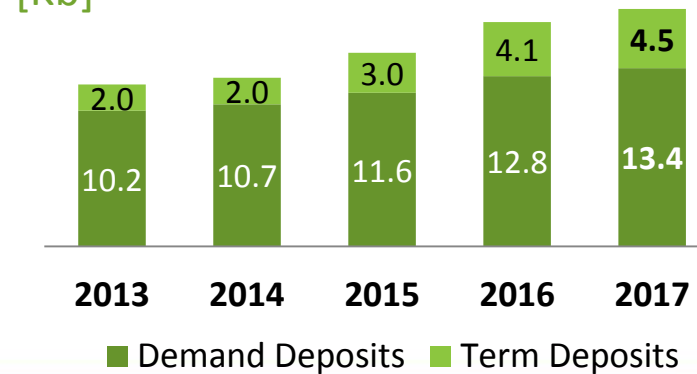
## DEPOSIT TRENDS

[Kb]



## DEPOSIT MIX TRENDS

[Kb]





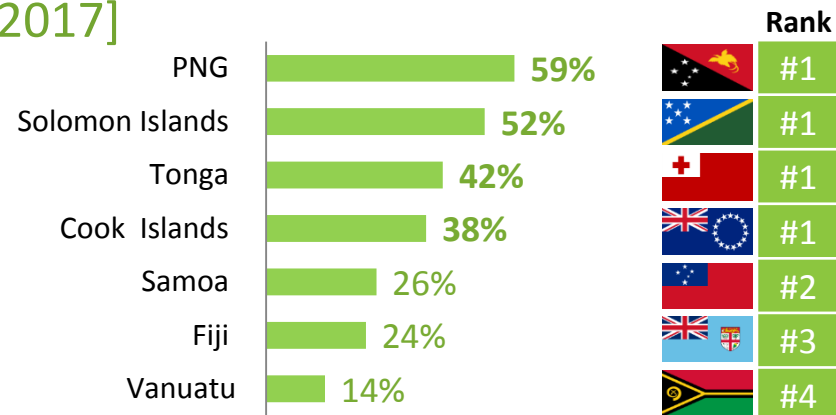
# Market strength

WE ARE  
BSP

BSP dominates in many of its markets. BSP's loan and deposit portfolios are largely PNG domiciled

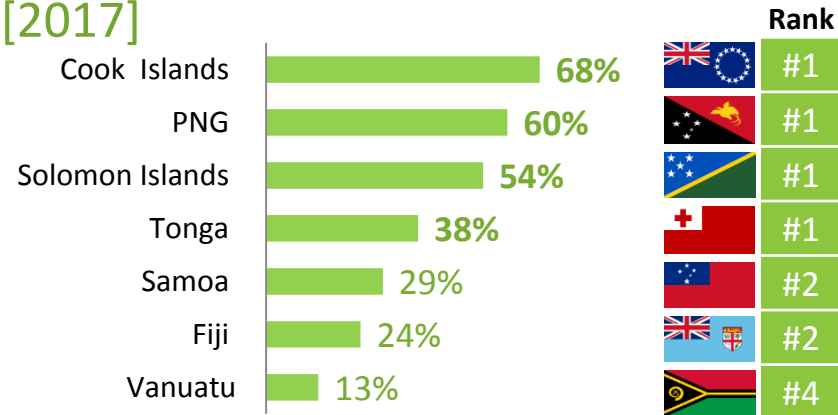
## LOANS MARKET SHARE

[2017]



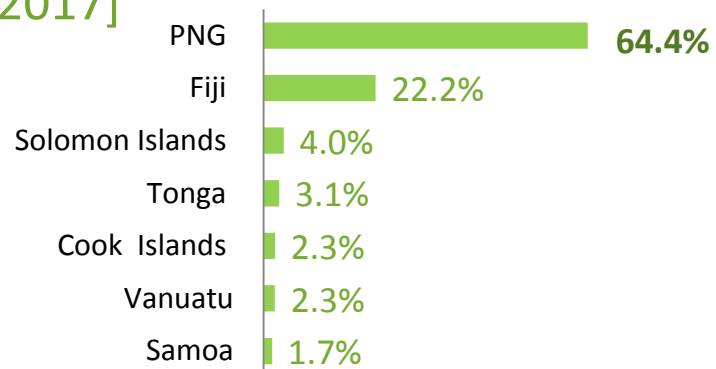
## DEPOSIT MARKET SHARE

[2017]



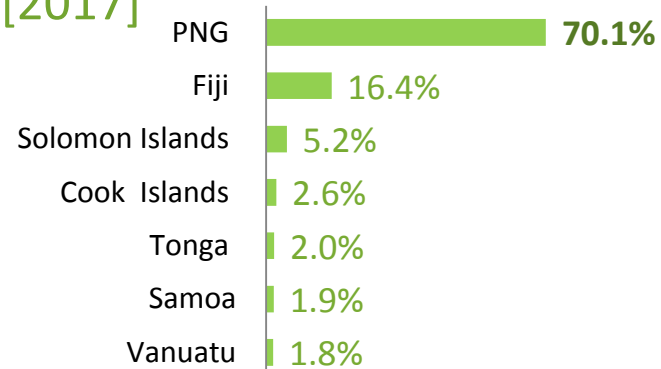
## LOANS PORTFOLIO COMPOSITION

[2017]



## DEPOSIT PORTFOLIO COMPOSITION

[2017]





# Financial inclusion

WE ARE  
BSP

We will continue to improve access to banking services in the markets we operate



## GROWING DEPOSITS THROUGH TECHNOLOGY

BSP signs up new customers everyday using state of the art technology to grow its customer base.

~2.9m deposit accounts (region)

~116m transactions annually (PNG)

Average balance of ~K2k



## AGENCIES AND SUB BRANCHES

BSP agents reach the unbanked in rural areas and provide access to basic banking services both in PNG and Pacific counterparts



Agencies

• 598 Agents across the group



Sub branches

• 56 Sub-branches across the group

# Partnering with corporate customers



BSP has a proven track record in supporting PNG's energy and minerals sectors. We offer "whole of BSP" solutions [banking and financial services] ... whereby our teams in Corporate, Retail, Paramount and Treasury are able to provide tailored solutions to our customers

## Strategic Partnership



BSP staff who were involved with the set up of Kikori branch, pose with BSP CEO Robin Fleming, GM Retail Paul Thornton and DGM Retail Kili Tambua (back) during the launch.

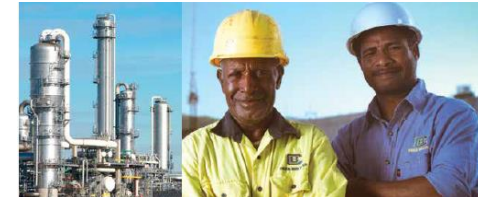
The establishment of Kerema and Kikori sub-branch together with the allocation of BSP Agents is a testimony of our commitment to the work and relationship between BSP and InterOil.

With strong focus on customer

service, BSP provides innovative banking technology that will support InterOil operations.

By creating an ecosystem that covers all aspects of InterOil's business from InterOil's lending facilities with our corporate team

to Landowner payments with our Paramount team We are committed to ensuring all your banking requirements are met.



As the only nationwide full service bank in PNG, we offer a comprehensive range of banking and financial solutions to meet every aspect of our customers and their stakeholder needs.

Our 'Whole of BSP' solution incorporating dedicated relationship management, extensive product suite, digital solutions and access to the largest retail branch network, means BSP is your leading business partner in PNG and across the South Pacific.

For example, no other financial institution has the ability to deliver digital solutions to facilitate rural account opening and landowner royalty payments in remote areas.

