



# CAPITAL MARKETS

Sagikor Investments



## Creating Solutions

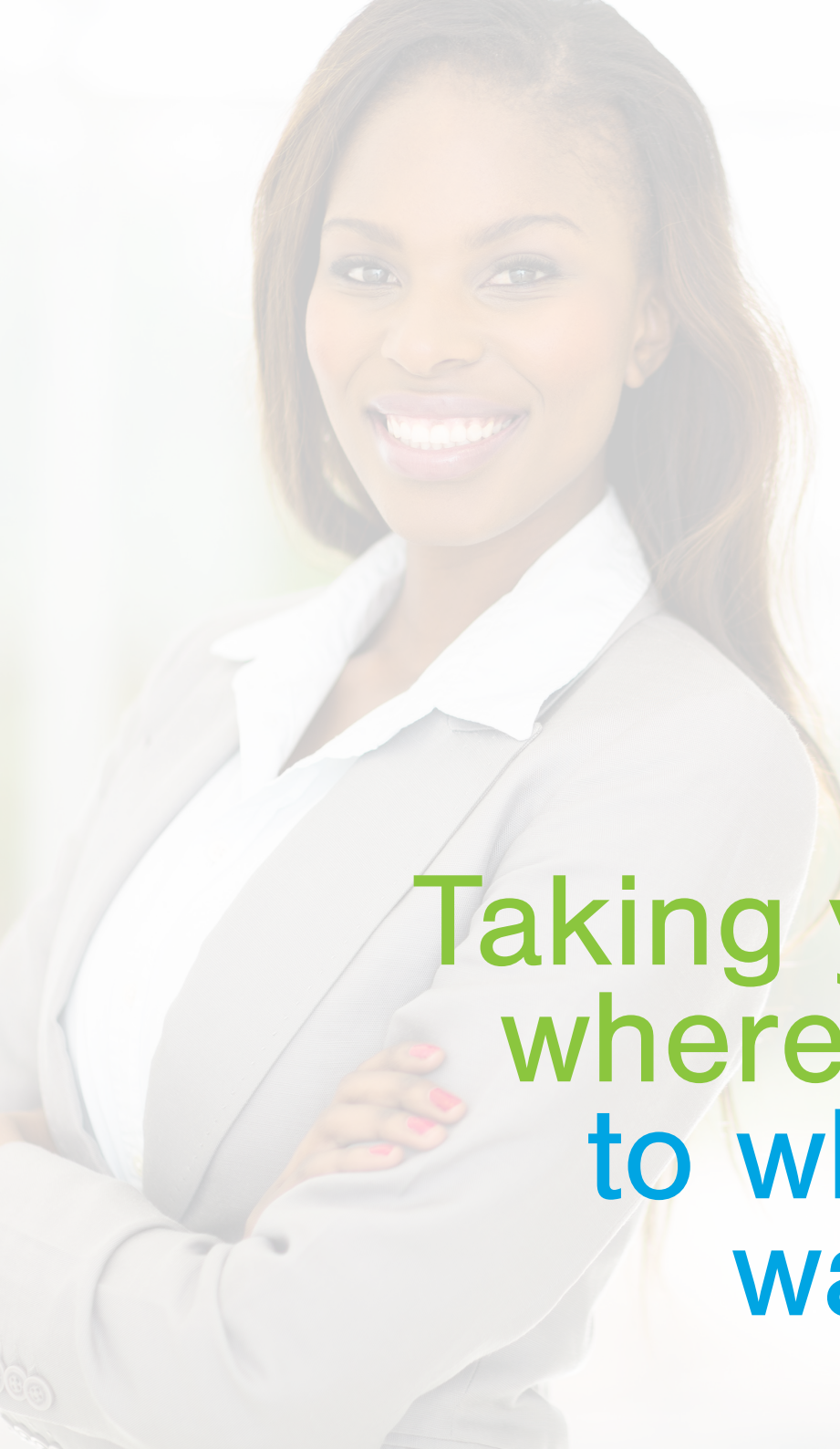
Sagicor Investments Jamaica Limited (SIJL) is a diversified financial services company and one of Jamaica's top investment services providers with nearly three decades of experience in the market.

SIJL offers a wide range of products and services in Wealth Management, Asset Management, Brokerage Services, Treasury & Trading, Research and Capital Markets.

Our Capital Markets Unit spans a variety of Investment Banking services including Debt Financing, Equity Financing, Advisory Services, Mergers and Acquisitions, Company Valuations, Sale and Leasebacks, Structured Products and Underwriting.

We are invested in growing our nation by ensuring that businesses of varying sizes can grow. Whether you are an Entrepreneur or a Corporate Conglomerate, you are focused on growth. You need a partner who knows how best to increase your access to capital so you can take your business to the next level.





## Our Expertise

Our team has a wealth of experience and will assess your business, advise you on your options and guide you through the process every step of the way.

Our team of specialists will work with you to ensure you meet your goals. Drawing on our capital markets expertise, you will receive a tailored service benefitting from industry insight.

**Taking you from  
where you are,  
to where you  
want to be**

We are  
focused on  
your needs

### **Creating Opportunities**

We provide brilliant advice and execution excellence on all transactions based on our clients' need for capital. We strive to be a significant provider of various capital raising services whether it be an Initial Public Offering, a debt offering or advice on balance sheet optimisation. We integrate our expertise, wealth of experience and industry insight to offer our clients a tailored service while providing guidance every step of the way. We originate, structure and execute both public and private placements of a variety of securities.

# Our Products & Services



DEBT FINANCING



EQUITY FINANCING



ADVISORY SERVICES



MERGERS & ACQUISITIONS



COMPANY VALUATIONS



SALE AND LEASEBACKS



STRUCTURED PRODUCTS



UNDERWRITING

We can craft a product solution for you based on your objectives and business needs.

# Flexible. Personal. Professional.

## Equity Financing

Equity financing is the process of raising capital through the sale of shares in a company. By selling shares, a company sells ownership in their company in return for cash. Whether a private sale or a public sale, we will provide hands-on support throughout the process. For a public listing, such as an Initial Public Offering (IPO), Additional Public Offering (APO) or Rights Issue, we will manage the entire process including.:

- Company valuation
- Preparation of the offering document (Prospectus) and any other required documentation
- Marketing the offer
- Collection and collation of application forms

## Debt Financing

This type of financing represents an alternative, and often times a complement, to traditional equity sources. It usually involves a company issuing a bond in order to raise financing for a variety of reasons such as ongoing operations or business expansion. Corporate Bonds are usually sold to individuals and/or institutional investors.

## Quasi-Equity Financing

Quasi-Equity Financing fills the gap between debt and equity and aims to reflect debt-like properties and equity-like functionality. It allows both the investor and investee to share the risk and reward of the enterprise more flexibly than debt allows, and in situations in which equity financing is not possible. Such financing includes convertible debt or preference shares.

## Company Valuations

A company valuation is the general process of determining the economic value of a business. It can be used to determine the fair value of a business for a variety of reasons, including sale value, establishing partner ownership, mergers & acquisitions, selling or transferring shares, setting up an employee share scheme, tax implications or considering a market listing. We use several valuation methods but choosing the right one and the appropriate inputs are our expertise.

## Mergers & Acquisitions

Mergers and acquisitions (M&A) are defined as the consolidation of companies. M&A can facilitate the growth of your business through the acquisition of entities with complementary products, services, skills and knowledge bases that will enable enhanced performance and cost efficiencies. Additionally, entities can maintain a competitive edge while strengthening their business network and market reach.

## Structured Products

Our Structured Products provide both our retail and corporate clients with alternative investment solutions.

Structured products are financial assets which consist of various elemental components, combined to generate a specific risk-return profile. These provide the potential opportunity to earn a higher return than those offered by conventional fixed deposits. These products are uniquely tailored and have returns that can be linked to the performance of an underlying benchmark such as equity markets, commodities, corporate credits or foreign exchange markets.

### We offer two distinct classes of products:

- **Market Driven Products:** These are created based on the market demand and arbitrage opportunities uncovered through intensive research.
- **Client Driven Products:** These are created for clients (usually large companies or pension funds) based on a desired risk-return profile.

## Advisory Services

We provide comprehensive financial, economic and strategic advice to companies seeking solutions. Our substantive experience and advice includes M&A transactions, restructurings, raising capital, and balance sheet optimisation.

## Underwriting

Underwriting is the practice of covering the risk of selling the securities to the public for a fee and ensures that a company will raise the amount of capital needed. In the financial market it includes both equity and debt capital.



# The Sagicor Advantage

## **An International Conglomerate**

Sagicor Investments is a part of the Sagicor Group Jamaica, one of Jamaica's premiere financial institutions, providing highly personalized services through a variety of products and services. Across the group of companies we offer services in commercial banking, investments, life and health insurance, retirement planning, pension fund management, employee benefits services and property services.

The group is a part of an international conglomerate, with services across the Caribbean and North America.





### SAGICOR INVESTMENTS

- Wealth Management
- Asset Management
- Brokerage Services
- Research
- Capital Markets
- Treasury & Trading

### SAGICOR LIFE

- Life Insurance
- Health Insurance
- Employee Benefits
- Retirement Planning

### SAGICOR BANK

- Savings & Loans
- SME Banking
- Corporate & Commercial Banking
- Credit Cards & Merchant Services
- Retail Banking

### SAGICOR PROPERTY SERVICES

- Estate Management
- Project Management
- Commercial & Residential Real Estate Services



← Enjoy Wealth

↑ Grow Wealth



We are  
committed to  
helping you find  
solutions that  
are appropriate  
for you

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888-SAGICOR (724-4267)

sagicorjamaica.com   

**Head Office** : 85 Hope Road, Kingston 6, Jamaica W.I.



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