

# BANCTRUST & CO.

Your Partner in Emerging Markets®



**BancTrust** is a London headquartered investment bank authorised and regulated by the Financial Conduct Authority in the United Kingdom.

**BancTrust & Co. offers corporate and investment banking, securities dealing and financing, as well as investment research products and services to a diversified client base.**

Our aim is to provide in-depth local market research and expertise to international institutional investors, as well as international insight and skillset to emerging markets- based sovereigns, corporates, and financial institutions seeking access to those investors.

We bridge the gap between Institutional Investors, Financial Institutions, Corporations and Public Sector Entities located across Latin America & the Caribbean, Central & Eastern Europe, the Middle East & Africa.

**BancTrust focuses on niche markets, providing true local market intelligence with on-the-ground research, financing solutions, best execution, and liquidity provision.**

We offer access to a thorough understanding of political, economic, currency, and liquidity risks.



# PRODUCTS & SERVICES



 **Global Emerging Markets**

 **Treasury**

 **Prime Services**

 **Capital Markets**

 **Research & Strategy**



## GLOBAL EMERGING MARKETS

### Specialise in 'high beta' credits.

Regional focus on Latin America & the Caribbean, Central & Eastern Europe, CIS, the Middle East & Africa.



**The senior team** each has over 20 years of Emerging Markets experience allowing them to understand the complexities of dealing in EM credit.

**Bringing liquidity in secondary debt markets  
in Emerging Markets**

## Fixed Income

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Main hubs in London, New York, Buenos Aires, and Lagos

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Industry leading insights and analytics

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Competitive pricing

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Electronic auto-execution on major platforms

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Expertise in corporate, financial and sovereign fixed income

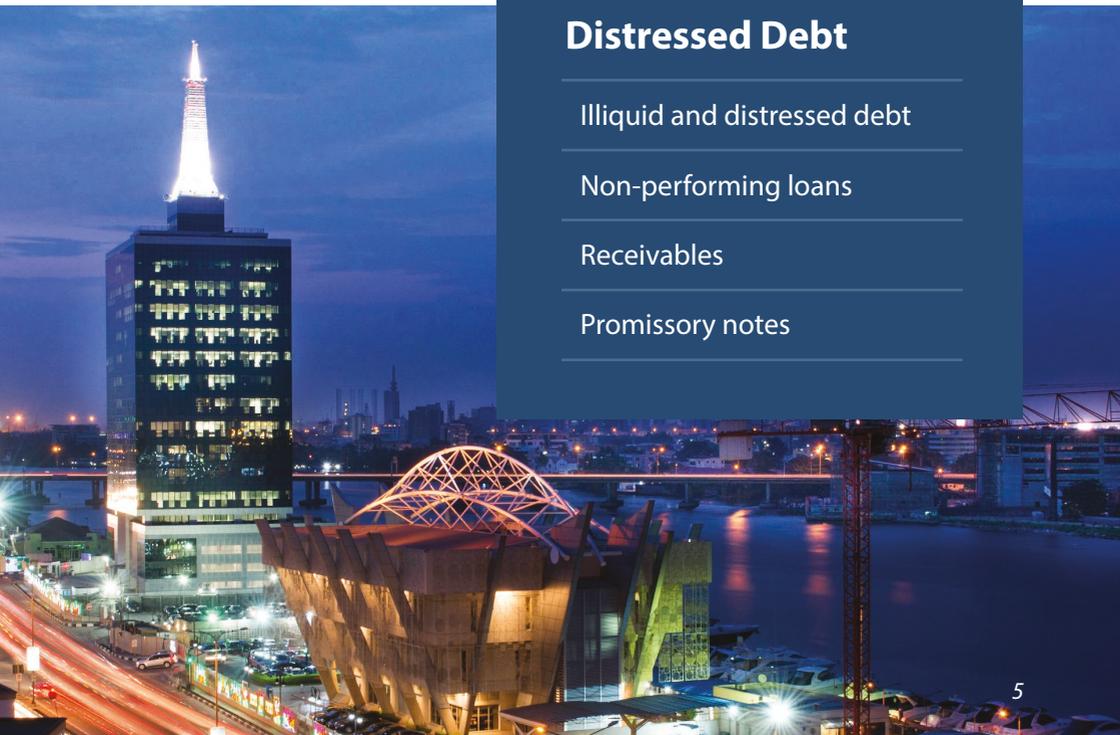
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Primary markets

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Secondary markets

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## Distressed Debt

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Illiquid and distressed debt

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Non-performing loans

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Receivables

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Promissory notes

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## TREASURY

### **We provide Liquidity in G10 FX Spot whilst also offering Outright and Forward Swap pricing.**

Our capability does not limit itself to G10, liquidity is also provided in currencies such as TRY, ZAR, AED KES, CNH, among others.

Our list of EM currency facilitation will continue to grow in the African space.



**Spot Foreign Exchange  
non-Deliverable Forwards**

**Forward FX**

**Receivables Financing**



## PRIME SERVICES

**Servicing asset managers and EM-based financial institutions by the larger prime brokers.**

### Global Custody

Arranging safekeeping and administration of global securities

Full settlement capabilities in global markets

### Securities Financing

Repo and Reverse Repo

Collateralised Financing

Short Covering

Total Return Swaps

Non-Recourse Financing

Securities Borrowing and Lending





## CAPITAL MARKETS

**The Capital Markets team advises, structures and executes bespoke financing solutions for EM-based Sovereigns, Corporates, and Financial Institutions.**

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High quality, independent advice on financing options

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Debt structuring and execution in private or public markets

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Distribution via highly specialised & focused sales team with extensive coverage of EM dedicated accounts

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Post new issue credit research

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Commitment to providing secondary market liquidity and support

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# We primarily specialise in mid-market-sized transactions ranging from US\$50m to US\$300m

**We offer an array of financing and structuring products and services for issuers including but not limited to:**

## Private Credit

We advise EM-based sovereigns, corporates, financial institutions supranational, and quasi-sovereigns on accessing private financing directly with institutional investors.

## Liability Management

We offer bespoke liability management strategies aimed at reprofiling or restructuring private and public debt.

We advise issuers interested in debt buybacks, tenders, exchanges, and restructurings.

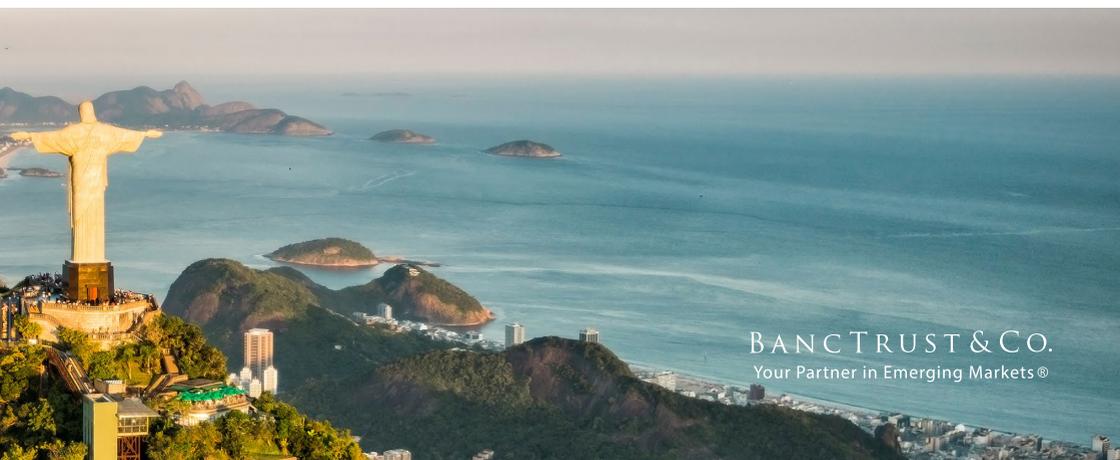
## Public Debt Markets

We advise and arrange primary syndicated market transactions for EM issuers in seeking hard currency term financing.

## Structured Finance

We advise and arrange structured financing on projects throughout emerging and frontier markets, in a variety of sectors ranging from infrastructure, power generation, and renewable energy.

We also specialise in re-packaging illiquid assets into tradeable securities through a special purpose vehicle.





PRODUCTS & SERVICES

## RESEARCH & STRATEGY

**Fundamental and  
quantitative research**

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**True local market colour**

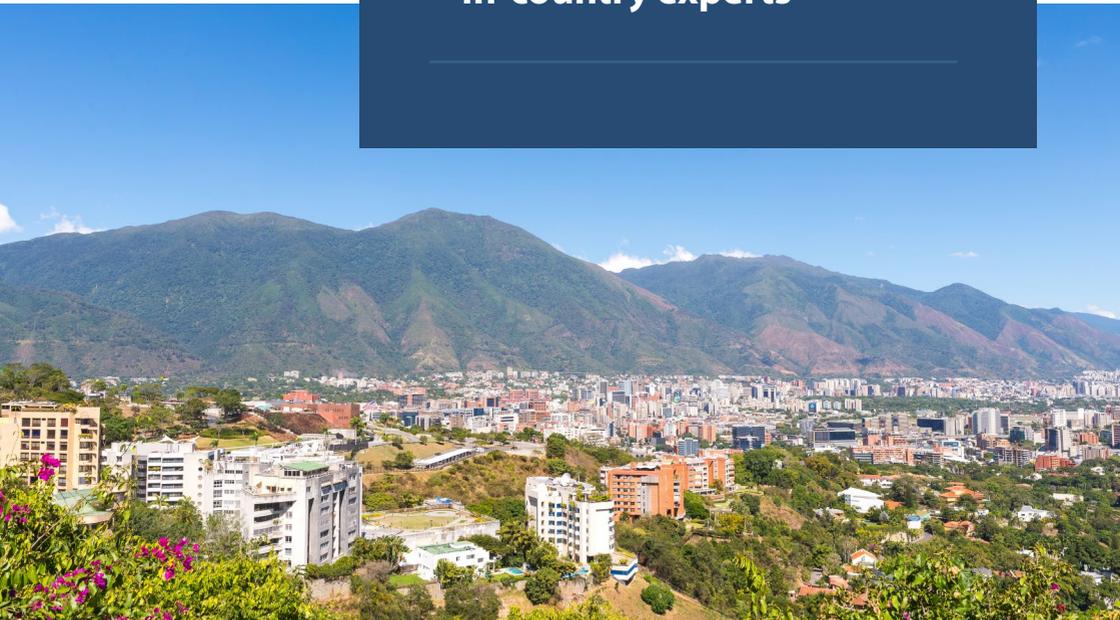
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**Proprietary models**

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**In-country experts**

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Our investment research product suite is offered to EEA-based asset managers in compliance with MiFID II Regulation. For more information on our products and services please get in touch via: <https://banctrust.com/contact>



## CLIENTS

**Emerging and frontier markets-based financial institutions, corporates, sovereigns, and parastatals**

**Global institutions with EM flows**

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Asset managers

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Pension funds

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Alternatives/Hedge funds

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Private banks

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Insurance companies

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# FUTURE PLANS

**Prudential Regulation Authority  
Application**

**Wholesale Deposits**

**Money Market Products**

**Trade Finance**

**Asia Office**

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## **BancTrust Investment Bank Limited**

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