

**SIP** *nordic*  
SOUTH AFRICA

Bridging the gap





Clients need income and capital growth, but are anxious about market volatility and market falls.

**With you, we bridge this gap by:**

1. Providing income and capital growth from local and global markets
2. Protecting capital from market falls



# Introduction

# Who we are

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## Structured Investment Products South Africa (Pty) Ltd T/A SIP Nordic South Africa

### A licensed financial services provider (FSP number 51065)

- The business originates from SIP Nordic, a Swedish privately owned licensed securities company founded in 2006 that has a presence in the Nordic countries, Europe and now South Africa
- In collaboration with BNP Paribas, we provide a carefully designed range of innovative structured products to meet investors' capital growth and income needs, and to provide protection from market falls

# How we bridge the gap



## What we offer

We offer clients a range of structured investment products that provide income or growth from exposure to local and global indices, with protection from market falls.



## Our partners

By collaborating with proven partners we provide access to world-class products and administrative support.



**itransact**  
Investment Platform

**GUARDRISK**   
TAILORED RISK SOLUTIONS



**BNP PARIBAS**

Product issuer

# Benefits of structured products

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# What makes us different

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We believe performance with protection is paramount



Our service is local and personal



We offer solutions for market volatility



We are a trusted partner



Our products are easy to understand



We are developing an academy for training



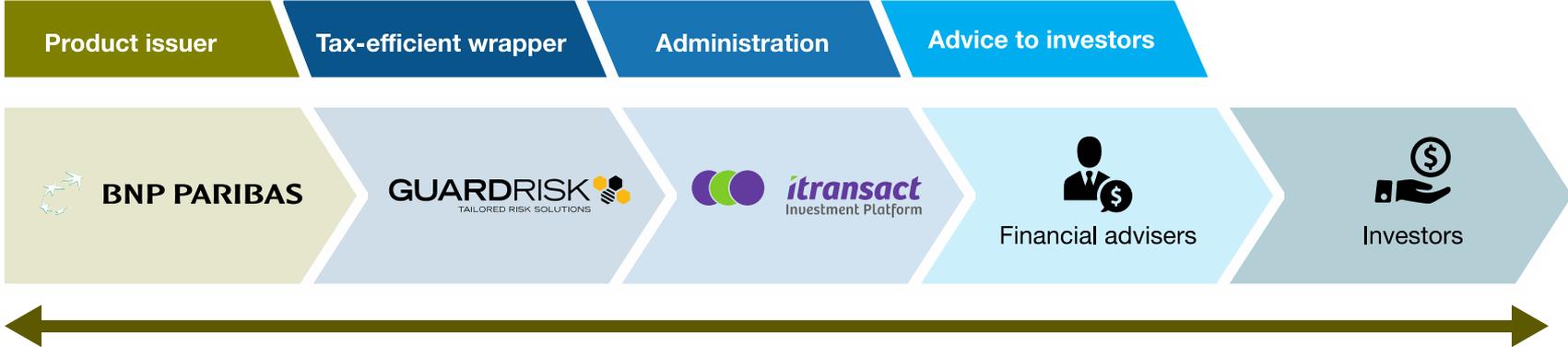
We continually develop new products



We offer global insights and expertise



# About us and our partners



Product promotion, financial adviser support and service





**Product promotion, financial adviser support and service**

**SIP nordic**  
SOUTH AFRICA

- Markets the product to advisers
- Advisers have access to dedicated, ongoing support from SIP Nordic SA

# BNP Paribas

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BNP Paribas has 30 years' experience in the equity derivatives market. They are well-known for their capabilities in providing a comprehensive product range of diverse solutions across both flow and structured products. They are focused on designing new strategies and innovative solutions to meet all their clients' needs.

## Equity derivatives

### Strengths:

- Diversified business model
- Index innovation
- Sustainable investments
- Sophisticated solutions

*“The bank for sustainability”*

# BNP Paribas – a bank for a changing world

## A leading European bank and a prominent global institution

<b>Countries</b> (APAC, EMEA, US) ( December 2021 )	68
<b>Employees globally</b> (Staff numbers as at December 2021)	193 319
<b>Fitch</b> (Dec 2021)	AA-
<b>Moody's</b> (Dec 2021)	Aa3
<b>S&amp;P</b> (Dec 2021)	A+
<b>Revenues</b> (Financial Year up till 30 September 2021)	€35bn
<b>Net income</b> (Financial Year up till 30 September 2021)	€7,182bn (attributable to equity holders, excluding exceptional items)
<b>Liquidity reserve</b>	€478bn (as at 30 September 2021)
<b>Solvency ratio</b> (surpasses the target of a basal 3 Common Equity Tier 1 Capital ratio at 9.23%)	13.0% (as at 30 September 2021) BNP Paribas is one of the most solid banks in Europe, ahead of the new Basal 3 rules as at December 2021 )

*“We put you at the centre of our world, innovate on your behalf, and support you through changing times.”*

# BNP Paribas – global awards



## RISK AWARDS 2021

Currency Derivatives House of the Year

## CENTRAL BANKING AWARDS 2021

Global Markets Award

## ENVIRONMENTAL FINANCE AWARDS 2021

Lead Manager of the Year, Social Bonds – Bank  
Lead Manager of the Year, Sustainability Bonds – Sovereign  
Loan Structurer/Arranger/Coordinator of the Year

## ENERGY RISK AWARDS 2021

Base Metals House of the Year  
OTC Trading Platform of the Year – Cortex CD  
Environmental Products House of the Year

## FX MARKET'S E-FX AWARDS 2021

Best Prime Broker of the Year  
Best Algo Provider of the Year – Cortex iX

## THE BANKER INNOVATION IN DIGITAL BANKING AWARDS 2021

AI and Robotics – ALIX

## SRP EUROPE AWARDS 2021

Best ESG House  
Best Issuance Platform, Smart Derivatives  
Best Performance, Netherlands

## ENERGY RISK ASIA AWARDS 2021

Precious Metals House of the Year

## ASIA RISK AWARDS 2021

Equity Derivatives House of the Year



## EUROMONEY 2021

World's Best Bank for Sustainable Finance  
World's Best Bank for ESG Data and Technology  
World's Best Bank for Public Sector  
Western Europe Best Bank  
Western Europe Best Bank for Financing  
Western Europe Best Bank for Sustainable Finance  
Best Bank France  
Best Investment Bank France  
Best Investment Bank Belgium  
Best Bank Luxembourg

## GLOBAL CAPITAL BOND AWARDS 2021

Most Impressive Corporate Bond House in Euros  
Most Impressive SSA House in Euros  
Most Impressive FIG House in Euros  
Most Impressive Investment Bank for Green/SRI Capital Markets  
Most Impressive Investment Bank for CEEMEA Green/SRI Capital Markets  
Most Impressive Bank for CEE Bonds  
Most Impressive Corporate Coverage Team

## GLOBAL CAPITAL DERIVATIVES AWARDS 2021

Research & Strategy House of the Year  
Credit Derivatives House of the Year  
Commodity Derivatives Bank of the Year  
Structured Products House of the Year

## THE BANKER INVESTMENT BANKING AWARDS 2021

Investment Bank of the Year for Sustainable SSA Financing  
Investment Bank of the Year for Syndicated Loans



## THE BANKER – DEALS OF THE YEAR 2021

Bonds: corporates – Asia-Pacific  
Bonds: corporates – Europe  
Bonds: corporates – Middle East  
Bonds: sovereigns, supras and agencies – Middle East  
FIG: capital raising/restructuring – Europe  
Sustainable finance (green, social and sustainable finance deals) – Americas  
Sustainable finance (green, social and sustainable finance deals) – Europe  
Islamic finance – Asia Pacific  
Leveraged finance (including high yield bonds) – Asia-Pacific  
Leveraged finance (including high yield bonds) – Americas  
Loans – Americas  
Infrastructure and project finance – Europe  
Infrastructure and project finance – Middle East

## FX MARKETS ASIA FX AWARDS 2021

Best FX Swaps and Forwards House

## GLOBAL CAPITAL EUROPEAN SECURITISATION AWARDS 2021

Best Securitization Bank of the Year  
Corporate Securitization Arranger of the Year  
Trade Receivables Financier of the Year  
Securitized Derivatives House of the Year  
Secondary ABS/RMBS Trading House of the Year  
RMBS Deal of the Year – Harmony French Home Loans 2020-1

## IFR AWARDS 2020

Bond House of the Year  
Loan House of the Year  
Bank for Sustainable Finance of the Year  
Euro Bond House of the Year  
Europe IG Corporate Bond House of the Year  
EMEA Loan House of the Year  
ESG House Asia of the Year

# Itransact

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1. Itransact is a **leading independent investment product platform** (Category III LISP), established in 2012 to service the growing market demand for low cost, index-based investment products by combating hidden, high and unfair investment costs and fees
2. Itransact has established a reputation in the financial services market as a disruptor brand by offering **innovative, cost effective and highly differentiated products** that are regulated by the FSCA, via independent Category I financial services providers
3. Itransact is owned and operated **by Automated Outsourcing Services (Pty) Ltd**, an authorised financial services provider established in 1997 (FSP 650), with AUM of R42bn as at December 2021

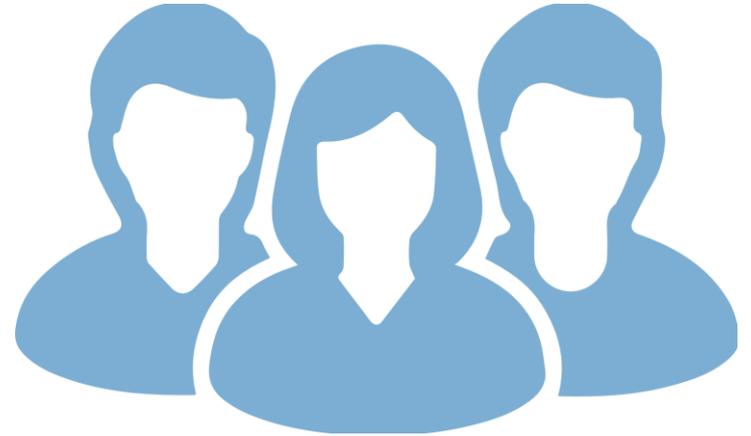


## Meet the team

# Our team

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1. Peter Steele  
*Managing Director*
2. Leanne Weiss  
*Head of Sales SA & BDM KZN*
3. Mariam Mathews  
*Operations Manager*



# Meet the team

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**Peter Steele**  
*Managing Director*

- As MD, Peter's goal is to establish SIP Nordic SA as the provider of choice for structured products in South Africa. Unlike traditional investments, structured products provide market exposure and capital protection, which makes them very appealing in times of uncertainty.
- Peter's career in the financial services industries in both South Africa and Zimbabwe spans more than 30 years. Most of this time he spent in sales management, establishing distribution channels for some of the leading asset managers. These include TMA, Absa Investment Management Services, Cadiz Asset Management, Sasfin, and Northstar Asset Management.

# Meet the team

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## **Leanne Weiss**

*Head of Sales SA & Business Development Manager - KwaZulu-Natal*

- Leanne's focused efficiency, people-centred approach and contagious enthusiasm is key to her building strong relationships with adviser investment businesses.
- She has 33 years experience in financial services, including over 22 years in the investment industry during which time she acquired extensive knowledge of both local and international markets. She holds a marketing degree and a Higher Diploma in Financial Management.
- She has held distribution and business development management positions at UAL Merchant Bank, Ovation Global Investments, Franklin Templeton USA, a joint venture between Franklin Templeton and Nedbank Investment Bank (FTNIB) and Discovery Invest.

# Meet the team

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**Mariam Mathews**  
*Operations Manager*

- Mariam's role as operations manager is to develop a culture of top performance and high morale within the SIP Nordic SA team.
- Mariam has more than 20 years' experience in the financial services industry and has a reputation for client service excellence. During this time, she has filled various roles including sales support, client service consultant and more recently, that of client relationship manager. Mariam has worked at some of South Africa's leading asset management companies, including Sanlam, Cadiz Asset Management and Metropolitan.
- Mariam has a BA degree in psychology.

# 5 reasons to partner with us



## Solutions for market volatility

Get the best of both worlds, with potential upside from global and local indices and protection from some or all of the downside risk.



## Innovative but easy-to-understand products

A simple range of products that meet clearly defined investor income or capital growth needs.



## A network of best-in-class partners

Access to international, specialist expertise, systems and technology.



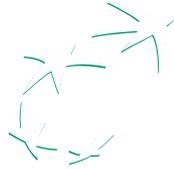
## Personal service and a well-known South African team

A dedicated team who is committed to your success.



## Comprehensive support

We will be launching an academy that will be the first of its kind in South Africa to provide training on structured products.



# BNP PARIBAS

## **DISCLAIMER:**

- Potential investors should note that in purchasing any product described in this document, you will be purchasing from Itransact as principal and not as agent for BNP Paribas or any of its affiliates.
- You therefore will not have any contract with, or recourse to, BNP Paribas or its affiliates.
- Potential investors should also note that this document is the sole responsibility of SIP Nordic South Africa and that BNP Paribas and its affiliates take no responsibility for the reliability, accuracy or completeness of its contents, any representations made herein, the performance of the product or the marketing of the product including compliance with any applicable marketing or promotion laws, rules or regulations.
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# SIP *nordic*

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## SOUTH AFRICA

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- No warranty, expressed or implied, as to the accuracy or fitness for any particular purpose of any information is given or made, and each user must appoint its own financial or other advisers to assist in any decision made.
- Past performance is not indicative of future performance.
- Structured Investment Products South Africa (Pty) Ltd T/A SIP Nordic South Africa (Registration number 2016/218894/07), is an authorised financial services provider (FSP number 51065).