



First Capital

FIRST CAPITAL HOLDINGS PLC

AUGUST 2021

COMPANY PROFILE

First Capital Holdings PLC (the Company or First Capital) is a Janashakthi Group Company providing a diverse range of financial advisory services and products. Our integrated business platform comprises four specialised areas - Capital Markets Advisory, Wealth Management, Fixed Income and Equities.

We serve an array of companies, institutions, government agencies, high net worth individuals and retail clients seeking truly objective advice, innovative solutions and execution expertise.

We operate throughout Sri Lanka via offices in Colombo, Kandy, Matara, Kurunegala and Negombo.

Our global outreach continues to expand through institutional trading and investment product placement.

As a company listed on the Colombo Stock Exchange (CSE) since 1994 (Ticker: CFVF), we exemplify requisite financial transparency and governance standards.

Reflecting credit fundamentals including a robust capital structure, liquidity, risk controls and earnings profile, we have been rated “A” by ICRA Lanka Limited.

OPERATIONAL STRUCTURE

First Capital relies on the amalgam of distinct assets and capabilities of its subsidiaries to provide investment solutions. We operate under a clear structure that segregates subsidiaries by fund based and fee based services helping us align with our clients’ objectives and deliver integrated solutions.



Where required, business units are licensed to operate in their respective markets and regulated as applicable by the Securities and Exchange Commission of Sri Lanka (SEC) and the Central Bank of Sri Lanka (CBSL).

OUR SERVICE OFFERING

Our entrepreneurial roots go back to 1982, with the establishment of First Capital Treasuries PLC, Sri Lanka's first non-bank Primary Dealer.

First Capital's collaborative culture and multiple capabilities are a result of organic and inorganic growth over the years.

Harnessing over 35 years of expertise, the Company through its subsidiaries (collectively the Group) offer comprehensive solutions through an amalgamation of assets and capabilities required to facilitate capital markets solutions.

We deftly leverage on opportunities created through the dynamics of the markets in which we operate and have gained distinct competitive advantage in our core businesses.

Diversity in products and services helps reinforce our ability to navigate corporate lifecycles, individual net worth phases as well as varying economic and market cycles.

OUR OFFERING COMPRISES THE FOLLOWING AREAS OF SPECIALISATION

- CAPITAL MARKETS ADVISORY
- WEALTH MANAGEMENT
- FIXED INCOME
- EQUITIES

PRODUCT OFFERINGS

GOVERNMENT SECURITIES

TREASURY BILLS AND BONDS

Services -

- Buy primary issue and secondary-market government securities
- Place auction and secondary-market securities orders
- Trade government securities in the secondary market (with or without leverage)
- Buy US Dollar denominated Sri Lanka Development Bonds
- In-depth research on the Government Securities market including pre-policy analysis and economic overview
- Treasury advisory

A Treasury Bill (T-Bill) is a short-term (less than one year). A Treasury Bond (T-Bond) are considered to be medium and long term monetary instruments, of which the maturity period usually ranging from 2 to 20 years. Treasury Bills and Bonds are debt obligation issued through the Central Bank of Sri Lanka on behalf of the Government of Sri Lanka.

Features and Benefits –

- Interest and maturity proceeds are guaranteed by the Government
- Pre-determined fixed rate throughout the life period of the investment.
- You will be able to check your investment online through the internet, via a secured and password protected website (www.cbsl.lk/lankasec)

CORPORATE DEBT

DEBENTURES, COMMERCIAL PAPERS AND TRUST CERTIFICATES

Services (For Issuers) -

- Total service for public offers of corporate debt, acting in the capacity of managers/ financial advisors and placement agents
- Corporate debt structures featuring custom disclosure, credit enhancements, flexible payment structures and multiple maturities
- Fully-integrated distribution efforts with an expansive investor base, cost-efficient and diversified access to capital providers

Services (For Investors) –

- Buy new-issue and secondary-market corporate bonds
- Buy new-issue and secondary market investment products such as securitizations
- Trade Corporate Bonds in the secondary market

Listed Corporate Debt

○ Debentures

A debenture is a medium to long-term corporate debt instrument, issued by a company (issuer) to borrow money with the aim of fulfilling capital requirements. Debenture investments are considered a fixed income asset as it produces a fixed income to the holder(s) (lender) by paying a specified percentage of coupon payment on designated dates and repaying the principal value of the borrowing at maturity. Listed debt can also be traded in the secondary

market similar to shares. The secondary market trading of debentures are a means of transferring of asset from one lender to another. The swift transferring of debentures increases liquidity and gives lenders a way of trading debt instruments in the market.

Features and Benefits –

- The most significant benefits of investing in corporate debt is the flexibility of transferring through the secondary market.

- Additionally, debt instruments are considered less risky than investments in the stock market as the market is less volatile, and if the company is liquidated it's debtors come before the shareholders.
- It is important to remember that investors in debt instruments are subject to credit risk arising from a borrower failing to make required payments, liquidity risk limiting the transferability of your debt portfolio and interest rate risk, by which the value of instruments rise or decline based on interest rate changes.

Unlisted Corporate Debt

- **Securitized Paper**
- **First Capital Rated Commercial Paper**
- **Commercial Paper / Promissory Notes**

Features and Benefits –

- Tradable in the secondary market giving these instruments a certain level of liquidity
- Securitized paper are backed by the Assets of the lender, (usually future receivable) and could carry a tenure of 1-48 months in most cases
- Commercial paper are less than 1 year and are generally issued to meet short term funding requirements.

CORPORATE ADVISORY SERVICES

IPOS, SECONDARY OFFERINGS, MERGERS AND ACQUISITION, VALUATIONS AND RESTRUCTURING

Services –

For Issuers -

- Transformational equity financing solutions in multiple roles of financial advisor, manager and placement agent during the transaction

Corporate advisory strategies and solutions target corporate, government, institutional and high net worth clients.

Providing independent engagements, strategic and financial advice to deliver corporate and shareholder objectives.

Features and Benefits –

- Proven expertise in debt capital markets with a strong presence in the best-execution of public and private debt offers, our capabilities include due diligence, pre-offer preparation, offer management, distribution strategy, structuring and after-market advisory services.

ASSET MANAGEMENT

UNIT TRUST AND WEALTH MANAGEMENT

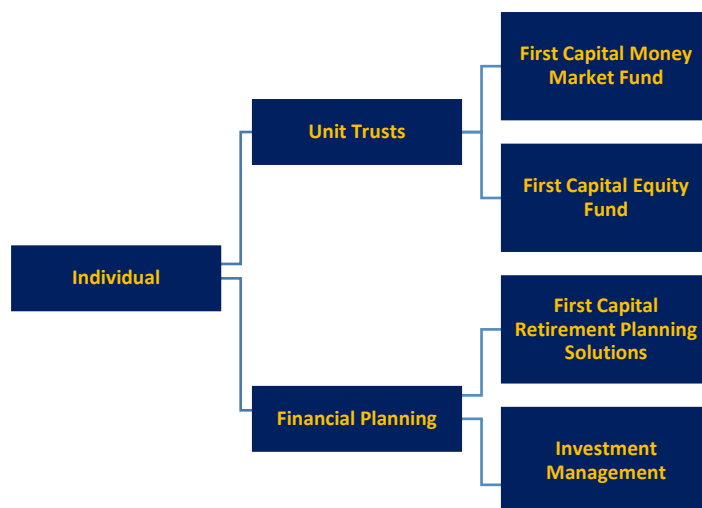
Services –

- Cost-efficient and practical way to start investing in several types of assets
- Professional guidance and superior risk-adjusted performance
- Discretionary portfolio management with a focus on performance, liquidity and risk management
- Tailor-made retirement planning solutions crafted on diversified investment offering

Providing multiple solutions for individual and corporate investors to achieve your financial aspirations. Professional fund managers, ensure that risks are diversified over a multitude of asset classes, to identify prudent investments to suit individual investment goals.

The funds are managed by fund managers, while the largest state bank, the Bank of Ceylon acts as an independent trustee. Investors are given further peace of mind through the stringent monitoring and regulatory control of the unit trust industry by the Securities Exchange Commission (SEC).

Product Features and Benefits –



First Capital Money Market Fund – Unit Trust

The fund acts as a pooling vehicle in which contributions from multiple investors are accumulated and invested in fixed income investments such as government securities, debentures, commercial papers, structured debt instruments, and even bank and finance company fixed deposits that mature within one year.

The income earned from these investments are shared by the respective unit holders in proportion to the number of units owned. With its moderate risk level and high liquidity, the First Capital Money Market Fund is a good substitute for savings accounts as your investment can be withdrawn at any time.

First Capital Equity Fund – Unit Trust

Utilizing funds pooled by multiple investors, the fund invests in shares of companies listed on the Colombo Stock Exchange. Investments in listed shares may yield higher returns in the medium to long term. However, it should be noted that returns are subject to change with the volatility of stock market performance. Thus, investment in equity related fund carry a higher risk in comparison to fixed income instruments, ideally suited for investors with a 5-10 year investment horizon in mind.

The First Capital Equity Fund - an ethical fund, provides an opportunity for investors who are interested in stock market investments, but are hesitant to do so directly due to lack of expertise and time etc.

Retirement Planning Solutions

At retirement, you shouldn't have to compromise the comfortable lifestyle you are now used to.

We understand that not everybody's retirement expectations are the same, therefore we carefully profile the client, looking at age, responsibilities and commitments, and help them understand what sort of risk they should be taking, to fulfil their retirement goals.

Investment Management (Discretionary Portfolio Management)

We provide innovative investment strategies across all asset classes including government securities, listed and unlisted debt securities and equities to companies and other institutional investors.

We partner with you to craft personalized solutions to enhance your investment portfolio by calculating market opportunities and your' interests, with a focus on performance, liquidity, risk management and other relevant factors.

STOCKBROKER

EQUITY AND DEBT BROKERING SERVICES

Services –

- Execution of secondary market trades for listed securities
- Buy new-issues / IPO's for new listings
- Advice on trading strategies and execution of strategic trading for high-net worth and institutional investors providing single, block and negotiated trades
- Fundamental research coverage of 62 listed securities (reflecting approximately 65% market capitalization) across 21 sectors Professional guidance and superior risk-adjusted performance

Acting as a conduit between retail and institutional clients and the listed security market, our investment advisors strive to facilitate timely and efficient execution, backed by sophisticated trading tools.

Features and Benefits –

- Online trading facility (Web and Mobile App based)
- Credit facilities and Flexible repayment terms
- Up-to-date information to facilitate timely trading decisions

MARKET POSITION

We place great emphasis on delivering profitable investment solutions through the introduction of pioneer products and landmark deals.

OUR STRENGTH

- Rated A by ICRA Lanka
- Market leader among Non-bank Primary Dealers
- Depth and reach in the Debt Capital Market
- Best performing Money Market Fund and Equity Fund based on YTD yield

INNOVATIVE SOLUTIONS

- Disrupt and revolutionize the financial services industry with a range of alternative financial products and services for corporate and retail customers alike. For example - We have a money market unit trust that is a de facto savings account.
- Breaking barriers in the non-bank financial services space with the introduction of 'digital onboarding' to facilitate non-face-to-face Account Opening for Unit Trusts and Government Securities clients for the first time in Sri Lanka.
- First primary dealer in Sri Lanka to launch a long-term, fixed-return repo investment option backed by government securities, raising in excess of LKR 1 Bn – 'Platinum Bond'
- Sri Lanka's first AAA rated debenture, the first foreign guaranteed debenture (guaranteed by GuarantCo) raising LKR 1.4 Bn
- The first insurance company guaranteed debenture (guaranteed by Janashakthi Insurance PLC)
- Revolutionary microfinance receivables- backed securitization
- Capital Markets Mobile Application, Sri Lanka's first mobile application giving detailed insights to the stock market, government securities, debentures, research and more
- First Capital Equity Fund, is an ethical fund

RESEARCH RECOMMENDATIONS

- Fundamental research coverage of 54 listed securities (reflecting approximately 72% market capitalization) across 15 sectors
- Our Research has the largest share of voice amongst local and international business media covering the Sri Lankan Capital Market

INTERNATIONAL PARTNERSHIPS

- Global reach through US-based Global Finance Company LXM Group
- Strategic alliance with a well-placed Asian brokering house
- Collaborative partnership with Netherlands based The Currency Exchange Fund (TCX), FMO – Entrepreneurial Development Bank, Frontclear and UK-based GuarantCo

BOARD OF DIRECTORS

NISHAN FERNANDO – CHAIRMAN

Nishan Fernando is a Fellow Chartered Accountant and a Chartered Global Management Accountant with Associate Membership of the Chartered Institute of Management Accountants, UK. He holds a Master's Degree in Business Administration from the Postgraduate Institute of Management, University of Sri Jayewardenepura, and is a Graduate of the Sri Lanka Institute of Directors.

He counts over 30 years of experience, during which period he has held the position of CFO/ Head of Finance at leading corporates in Sri Lanka. Nishan is a Past President of the Institute of Chartered Accountants of Sri Lanka.

He has served on the International Accounting Education Standards Board of the International Federation of Accountants, and its Consultative Advisory Board. He has also served on the Board of South Asian Federation of Accountants. He is currently serving as the Vice Chair of the Asia Oceanian Standards Setters' Group and is the Chair Elect for 2022-2023.

He had been a Commission Member of the Securities and Exchange Commission of Sri Lanka and also served on the Accounting and Auditing Standards Monitoring Board, Governing Boards of Postgraduate Institute of Management and of National Institute of Business Management. He has been serving on the Sri Lanka Accounting Standards

Committee for over sixteen years and chaired it in 2009-2013 during which period Sri Lanka fully converged with IFRS. He has also been chairing the SLFRS Implementation and Interpretation Committee of CA Sri Lanka.

Other principal appointments Managing Director: BDO Consulting (Pvt) Limited

DINESH SCHAFFTER – MANAGING DIRECTOR

Dinesh Schaffter currently serves as the Managing Director of First Capital Holdings PLC and its subsidiaries. He has a background in finance, and substantial experience and expertise of over 25 years, during which he has executed a range of transactions including M&A, restructuring and business valuations.

With professional qualifications in Finance as a Member of the Chartered Institute of Management Accountants (CIMA), UK, a Bachelor's Degree in Law (LL.B.) and an Executive Master's Degree in Business Administration (MBA) from INSEAD, France, his insights are valuable to the company in developing strategies for expansion, acquisitions and business collaboration.

He was formerly the Managing Director of Kelsey Developments PLC and Dunamis Capital PLC.

Other principal appointments Director: Janashakthi Limited, Janashakthi Insurance PLC and Kelsey Developments PLC

DILSHAN WIRASEKARA –
DIRECTOR / CHIEF EXECUTIVE
OFFICER

Dilshan Wirasekara, Director/Chief Executive Officer of First Capital Holdings PLC is an experienced professional with a career spanning over 25 years, comprising diversified expertise in financial services including, banking, treasury and investment management, capital market strategy and corporate finance advisory services.

Having joined First Capital in 2013, Wirasekara steered the Company, a full service investment institution holding licenses as a primary dealer in government securities, stock brokering as a full trading member of the CSE, unit trust management and wealth management licensed by SEC and debt structuring, trading and corporate finance advisory in addition to its fully fledged research unit covering macro fundamentals, equity and fixed income, to establish itself as a significant contributor to the local capital market industry.

He spearheaded the formation of key debt structuring deals with internationally based development Financial Institutions as well the signing of strategic partnerships with foreign institutions focusing on emerging markets such as Sri Lanka.

He was the former General Manager of Softlogic Capital PLC guiding investment and trading portfolio management across subsidiaries inclusive of the Group's Licensed Finance Company, Composite Insurer and Equity Brokerage; prior to which he was Head of Treasury at Nations Trust Bank PLC.

He specialises in Asset and Liability Risk Management having secured the accolade of leading and representing two Sri Lankan companies in winning the International Bank Asset and Liability competition organised annually by the Netherlands Development Finance Company (FMO), German Investment Corporation (DEG) and Proparco – a subsidiary of the Agence Française de Development (AFD).

Dilshan Wirasekara is an Alumnus of INSEAD having successfully completed his Executive Professional Education at INSEAD Business School in Fontainebleau, France. He is also an Alumnus of AOTS, Tokyo, Japan.

Other principal appointments Director: Colombo Stock Exchange

RAMESH SCHAFFTER -
INDEPENDENT NON-EXECUTIVE
DIRECTOR

Ramesh Schaffter was appointed as a Non-Independent, Non-Executive Director on 21 December 2018. He serves as Managing Director/Group Chief Executive Officer of Janashakthi Limited. Counting over three decades of experience in Finance and Marketing, he is a Fellow Member and former Council Member of the Chartered Institute of

Management Accountants, Sri Lanka, and an Associate Member of the Chartered Institute of Marketing.

He has served on the Boards of several public listed and unlisted companies. A social entrepreneur and life coach, he is an accomplished public speaker and a multiple award winner at national and international level Toastmasters' contests. He is the former President of Habitat for Humanity Sri Lanka and a former Board Member of World Vision for Sri Lanka. He is a Co-Founder of cable television channel Swarga TV, as well as the Christian Arts Foundation (Chraft), an organisation that promotes music and drama in Sri Lanka.

Ramesh also serves on the Council of the Colombo Theological Seminary, a graduate and postgraduate educational institute, and is the former Chairman of the Incorporated Trustees of the Church of Ceylon.

Other principal appointments Managing Director/ Group Chief Executive Officer : Janashakthi Limited Director : Janashakthi Insurance PLC, Kelsey Developments PLC, Orient Finance PLC, Serendib Land PLC.

EARDLEY PERERA - INDEPENDENT
NON-EXECUTIVE DIRECTOR

Eardley Perera is a senior member (Honorary Fellow) and graduate of The Chartered Institute of Marketing, UK, with over 45 years of experience in Management.

He has undergone Management training in the UK, Sweden, South Korea, India, Philippines and Singapore.

He retired from active executive positions in 2005. Since 1997 he was a member on the Board of Study of the Postgraduate Institute of Management (PIM), University of Sri Jayewardenepura, until he stepped down in January 2021.

He is also on the Advisory Boards of Aquinas University College and the Benedict XVI Catholic Institute of Higher Education. Mr. Perera continues to be actively engaged in Management education and consultancy.

Other principal appointments Chairman: Kelsey Developments PLC Director: Janashakthi Limited, Janashakthi Insurance PLC, Sting Consultants (Pvt) Limited and Brand Finance Lanka (Pvt) Limited.

MINETTE PERERA - INDEPENDENT
NON-EXECUTIVE DIRECTOR

Minette Perera was the Group Finance Director of the MJF Group, which comprises several tea growing, packing and exporting companies, supplying the "Dilmah Tea" brand around the world, from September 2000 till March 2013. During the period of her employment with the MJF Group, she was appointed a Director of the MJF Group of Companies, including MJF Holdings Limited, She continues to hold Board positions in some Companies of the MJF Group. She has also held board positions before joining the MJF Group.

Minette is a Fellow Member of the Institute of Chartered Accountants of Sri Lanka, the Chartered Institute of Management Accountants of UK and the Association of Chartered Certified Accountants of UK.

She has over 40 years working experience as a qualified accountant having worked in leading local and international companies as an Executive Director.

Other principal appointments Non-Executive Director: Orient Finance PLC, Dilmah Ceylon Tea Company PLC (formerly Ceylon Tea Services PLC), Kahawatte Plantations PLC, Talawakelle Tea Estates PLC and Forbes & Walker (Pvt) Limited.

CHANDANA DE SILVA -
INDEPENDENT NON-EXECUTIVE
DIRECTOR

Chandana de Silva, who has 32 years of managerial and financial experience acquired in Sri Lanka and the United Kingdom, held several senior management positions including that of Chief Financial Officer of a Nasdaq quoted data communication services company during his 23 years of work experience in the UK.

Since moving back to Sri Lanka in 2002 he worked at MAS Holdings in a variety of roles and established its Supply Chain Management function, set up the MAS training centre and was the Chief Executive Officer of the MAS Investments Division.

Chandana is a Fellow of the Institute of Chartered Accountants in England and

Wales and in Sri Lanka. He holds a Bachelor of Science in Mathematics and Management from the University of London, UK. He now serves as a Non-Executive Board member and as a consultant.

Other principal appointments Chairman: Janashakthi Limited Director: Kelsey Developments PLC, Eureka Technologies (Pvt) Limited, 24/7 Techies (Pvt) Limited, Reap Digital (Pvt) Limited and Bairaha Farms PLC.

NISHAN DE MEL - INDEPENDENT
NON-EXECUTIVE DIRECTOR

Nishan de Mel is the Executive Director of Verité Research (Pvt) Limited, a think tank providing analytical research and advisory services on economic, political and legal issues in Sri Lanka and Asia.

He is an economist with extensive academic, policy and private sector experience. In Sri Lanka, he has been a Member of the Presidential Task Force on Health Sector Reform, Presidential Committee on Tobacco, Alcohol and Dangerous Drug Regulation and the National Steering Committee on Social Security. He has also served as the Executive Director of the International Centre for Ethnic Studies and on the Board of the Sri Lanka Foundation. Internationally, Nishan has held several governing, teaching and research positions, including as Lecturer in Economics at Oxford University.

He holds Masters and Doctoral degrees in Economics from the University of Oxford, UK and a Bachelor of Arts degree

in Economics from Harvard University,
USA.

Other principal appointments Director :
Eureka Technology Partners (Pvt)
Limited and Bartleet & Company Limited

MANAGEMENT TEAM

DINESH SCHAFFTER

MANAGING DIRECTOR

Please refer Directors' Profile

DILSHAN WIRASEKARA

DIRECTOR / CHIEF EXECUTIVE OFFICER

+ 94 11 2 639 815 | dilshan@firstcapital.lk

JALIYA WIJERATNE

CHIEF EXECUTIVE OFFICER - FIRST CAPITAL EQUITIES

+ 94 11 2 2639801 | jaliya@firstcapital.lk

THARUSHA EKANAYAKE

CHIEF OPERATING OFFICER

+ 94 11 2 639 855 | tharusha@firstcapital.lk

MANGALA JAYASHANTHA

CHIEF FINANCIAL OFFICER

+ 94 11 2 639 826 | mangala@firstcapital.lk

DIMANTHA MATHEW

HEAD OF RESEARCH

+ 94 11 2 639 853 | dimantha@firstcapital.lk

ANJELO SIMMONS

CHIEF DEALER – TREASURIES

+ 94 11 2 639 889 | anjelo@firstcapital.lk

KAVIN KARUNAMOORTHY

AGM – ASSET MANAGEMENT

+ 94 11 2 639 831 | kavin@firstcapital.lk

ROHANA JAYAKODY

SENIOR MANAGER - BRANCH SALES MATARA BRANCH

+94 777 572 279 | rohana@firstcapital.lk

SALINDA SAMARAKOON

SENIOR MANAGER – KANDY BRANCH

+94 777 590 521 | salinda@firstcapital.lk

DINUKA DASANAYAKE

NEGOMBO BRANCH

+94 776 154578 | dinuka@firstcapital.lk

THASHMINDA KARUNATHILAKE

KURUNEGALA BRANCH

+94 777 704 565| thasminda@firstcapital.lk



First Capital

No: 02, Deal Place, Colombo 00300

+94 11 2 639 898 | +94 11 2 576 878

info@firstcapital.lk | www.firstcapital.lk

Branch Network

Matara 041 2 222 988 | Kandy 081 2 236 010

Kurunegala 037 2 222 930 | Negombo 031 4937 072