



FIRSTLINE SECURITIES LIMITED
Creating Wealth for The People

COMPANY PROFILE

Who We Are

- Firstline Securities Limited is a specialist financial services company based in the Republic of Trinidad & Tobago
- We are licensed by the Trinidad and Tobago Securities and Exchange Commission as a Broker-Dealer.
- Our executive management team has well over 100 years of experience in the financial services industry.
- We have an extensive international and local network which can be leveraged to deliver high value results oriented solutions to clients.
- We celebrated our 12-year anniversary in 2017.
- Over those ten years and into the present, we have developed a reputation for the highest levels of professionalism, competence, dedication, creativity and integrity.

What We Do – Our Key Services

Firstline Securities Limited provides the following services:

- Arrangement of financing for local and regional corporates and regional sovereigns.
- Wealth management services to both companies and high net worth individuals.
- Financing solutions that are structured to meet the needs of our clients.
- Origination of structured investment products and financing arrangements for project capital.
- Real estate and energy industry financing.
- Eurobond trading for US domestic issuers as well as local, international, Caribbean, Latin American and Emerging Markets bonds.
- Financial Advisory.

Our Mission

To create, grow and retain capital through tailor made solutions for our key stakeholders, built on core values of trust, integrity and transparency.

Our Vision

To deliver progressive investment solutions through:

- Incisive industry knowledge
- Sharper process efficiency
- Focus on creativity
- An inclusive outlook
- Customer driven, customized initiatives

Our Proprietary Investment Products

Firstline Oil Notes Limited (FONL) and Firstline Multi-Sector Notes Limited (FMNL) are investment products secured by energy-related and cross-sector notes and bonds and respectively.



Firstline In Action

- **GOVERNMENT OF ST. VINCENT & THE GRENADINES**
 - Arranger of Euroclear and RGSM bond issues in 2008 and 2016
- **NEW HORIZON EXPLORATION**
 - Arranger for the financing of oil field development, production programmes as well as oil field acquisitions for an independent oil producer operating in Texas, Colombia and Trinidad and Tobago.
- **HOTEL BATELIERE | THE MONPLAISIR GROUP**
 - Financial Advisor to the largest Trinidad and Tobago based financing of a hotel project in Martinique.
- **DWELLINGS LILIPLUM**
 - Arranger for financing of expansion of premium flagship store in Barbados, and market entry to Trinidad and Tobago.
- **C. KERSTEN & CO. N.V.**
 - Financial Advisor in the largest-ever transaction for a local conglomerate in Suriname.
- **OPERATIONAL SUPPORT SERVICES COMPANY**
 - Arranger for debt financing for capital expenditure and working capital needs of the company.
- **SUN-BEV INVESTMENT CORPORATION**
 - Financial Advisory to a regional bottling company involving business model and prospectus creation and sourcing of finance.
- **POWERGEN FLANGE PROJECT**
 - Financial Advisory services to assist in the evaluation of financing solutions for a capital expenditure project of the Power Generation Company of Trinidad and Tobago.

- **CHEVRON & EXXON BID ACQUISITION**

Financial advisory, capital raising & valuation services inclusive due diligence and data room management in client bids to acquire Exxon and Chevron assets across the Caribbean, South and Central America

- **FURNITURE COMPANY DIVESTITURE**

- Financial advisory, structuring & negotiation services for the sale of client assets

- **REAL ESTATE PROJECT FINANCING**

- Arranger of financing for several real estate development projects in Trinidad and Tobago.

- **ASSET MANAGEMENT & TRADING**

- Management of assets in excess of TT\$200 million and Eurobond trade activity in excess of US\$75 million per annum.

Key Team Members

Keith M. King **Chairman**

Keith is well-known in the Caribbean merchant banking community as a driver of industry growth and profit generation. He has over 35 years of international banking experience at C-suite, MD and board levels specialising in start-ups, acquisitions, policy, operations, financing restructuring, insolvency and advisory services to governments and corporations.

Dalia King **Chief Executive Officer**

Dalia is an attorney-at-law with 15 years of experience in corporate governance and securities transactions specialisations. She is part of Firstline's founding team, a national scholar, and honours graduate of the London School of Economics and Political Science.

Phillip Lewis **Chief Operating Officer**

Phillip's professional career spans 35 years in Petroleum Refining and Finance. His experience covers International Marketing, Hedging Price Risk, and Corporate and Investment Banking. He is a Chemical Engineer with post-graduate training in Mathematical Finance

Maxine King **Head, Wealth Management**

Maxine has over 30 years' experience in the field of accounting and finance, having worked in senior management and executive positions within the Banking, Aviation and Credit Union sectors. Maxine holds a BSc in Management Studies, an M.Sc in Accounting and an MBA. She is a member of the Institute of Chartered Accountants of Trinidad and Tobago.

Cole Patrick **Head, Distribution**

Cole has over 30 years' experience managing commercial and personal loan portfolios. His professional career has spanned senior executive positions, directorships and consultancy services in the banking and credit union sectors. He holds an MBA from the University of Manitoba and has served as the moderator for Commercial Lending with the Trinidad and Tobago Institute of Banking and Finance.



Winston Gordon**Executive Manager, Business Development**

Winston is a commercial banker with over 50 years of storied experience in Branch Management, Retail Banking and Business Consultancy. Outside of the financial sector, he is a man of the business and cultural communities who has provided leadership and direction as the musical director of several steel orchestras and chorales, and a director of many national cultural programmes.

Alicia Hernandez**Executive Manager, Business Development**

Alicia is an experienced Finance and Marketing Professional with core competencies in Project Management, Enterprise Risk Management and Finance. She has 27 years' experience in delivering client solutions in the banking, strategic management and project management sectors in T&T and the wider Caribbean and holds an International MBA.

Thomas Verguet**Portfolio & Trading Manager**

With a Masters in Financial Engineering and Capital Markets, Thomas possesses over 10 years' professional experience in financial modelling, conducting macro and microeconomic as well as fundamental and technical analyses, and taking investment positions on international equity, debt and commodity securities and derivative products such as collateralised securities, mutual funds and ETFs.

Michael D. Sims**Manager, Risk**

Michael has over 25 years' experience providing financial advisory services on mergers and acquisitions, systems and internal control development, investment planning, corporate restructuring and tax planning to public and private sector organisations in the United Kingdom and Trinidad & Tobago. He has been a member of the Institute of Chartered Accountants in England and Wales since 1993.

Ahamad Hosein**Manager, Internal Audit**

Ahamad is a UK certified Chartered Accountant and a Certified Anti-Money Laundering Specialist with over 28 years' experience working with SMEs and large international companies across several industries, including financial and insurance services, construction, real estate and manufacturing. He is a trained auditor and his professional experience includes forensic investigations and internal controls and compliance.



Natalie Crawford

Manager, Finance and Treasury

Natalie has over 10 years of experience in the commercial banking sector, specialising in Finance and Treasury Management. She holds a Bachelors in Business Administration with a Finance concentration and a Master of Science in International Finance.

Kurt Lange

Non-Executive Director

Kurt is an international IT Specialist and Management Consultant in the financial and manufacturing spheres. Kurt currently serves as the Group IT Executive for a Caribbean Conglomerate.

Deborah King

Non-Executive Director

Deborah is an Insurance Executive with over 30 years' experience in Insurance and Underwriting at the senior management level.

HOW CAN WE HELP YOU?

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