

## THE NATIONAL INSURANCE PROPERTY DEVELOPMENT COMPANY LIMITED **TT\$500,000,000.00** 18-YEAR 6.25% FIXED RATE BOND

Guaranteed by the Government of the Republic of Trinidad and Tobago

Agent - Central Bank of Trinidad and Tobago, Eric Williams Financial Complex, St. Vincent Street, Port-of-Spain

"The Securities and Exchange Commission has not in any way evaluated the merits of the securities offered hereunder and any representation to the contrary is an offence."

# **INFORMATION MEMORANDUM**

### THE BONDS

#### 1. Terms and Conditions

1. The National Insurance Property Development Company Limited ("NIPDEC") proposes to raise TT\$500,000,000.00 through the issue of 18-year bonds with a fixed coupon rate. The Bonds will be issued in one tranche on March 19, 2010 pursuant to a Trust Deed between NIPDEC and First Citizens Trustee Services Limited.

The Bonds will be issued with the following features:

Approximately TT\$500,000,000.00 6.25% Fixed Rate Bonds due 2028.

The Central Bank of Trinidad and Tobago will auction the Bonds via the single price auction system.

As far as possible, applicants will be allotted bonds to the fullest extent of their applications.

The auction will be opened at 10.00 a.m. on March 2, 2010 and closed at 1.00 p.m. on March 17, 2010.

#### 2. Use of Proceeds

The proceeds of this issue will be used to finance the Programme for the Upgrade of Road Efficiency (P.U.R.E.).

These Bonds are eligible for inclusion in the Statutory Fund of Insurance Companies and will be considered as assets in and originating in Trinidad and Tobago within the meaning of Sections 46 (1) and 186 (1) respectively of the Insurance Act, 1980 and will also be accepted without limit for appropriate deposit purposes in accordance with Section 29 of the Insurance Act.

#### 3. Date of Issue

The date of issue of the bonds is March 19, 2010.

#### 4. Agent

The Central Bank of Trinidad and Tobago has been appointed sole and exclusive agent for the raising and management of this issue of Bonds.

#### 5. Method of Payment

The Government will meet the associated debt service obligations.

#### 6. Security

The principal monies and interest represented by the Bonds will be charged upon and are payable out of the Consolidated Fund and are secured on the Revenues and Assets of the Republic of Trinidad and Tobago.

#### 7. Interest

Interest is payable semi-annually on March 19th and September 19th. Interest will accrue from March 19th, 2010 and the first payment will be made on September 19th, 2010. Interest will be calculated at a rate of 6.25% per annum on a 365-day basis.

#### 8. Business Day

In the event that a payment date occurs on a day other than a Business Day, such payment will be made on the Business Day following that date.

#### 9. Redemption

Any bond forming part of this issue, if not previously cancelled or redeemed by purchase in the open market, will be repaid at par on March 19, 2028.

#### 10. Applications and General Arrangements

Applications must be made through the designated Government Securities Intermediaries that are listed at the end of this Information Memorandum. Intermediaries must enter bids based on completed application forms, into the electronic auction system. Applications must be for \$1,000.00 face value or multiples thereof. No allotment will be made for any amount less than \$1,000.00 face value.

Government Securities Intermediaries appointed by the Central Bank will act as counterparties to the Central Bank in the auction and will thereafter provide a secondary market for the bonds. Bids can be placed competitively or noncompetitively by submitting the relevant application form, along with payment to a Government Securities Intermediary. The minimum allotment that can be obtained through a non-competitive bid is \$1,000.00 face value and the maximum is \$100,000.00 at a price established in the competitive side of the auction. This price is the minimum price, when the successful bids are ordered from the highest price to the lowest price and may be at par,

The Information Memorandum is available at <u>www.central-bank.org.tt.</u> Application Forms and Transfer of Ownership Forms may be obtained at the offices of all Government Securities Intermediaries.

## THE ISSUER

#### 1. Overview

Legislative Framework and General Overview

The National Insurance Property Development Company Limited is one of the leading property development companies in Trinidad and Tobago. It was incorporated as a private limited liability company in July, 1977, as an investment of the National Insurance Board (NIB) with a paid up capital of \$25.0m.

The Company is a professional service organisation that provides a range of property development and management, procurement/contract management and other consultancy services, utilising a project management approach. Its clientele includes the State and the Private Sector and its projects over the years have included some of the country's largest development and most of its landmark buildings to date including the Brian Lara Promenade, the Central Bank Towers and the Tobago Transcription Center.

The Company has a private sector orientation and has been able to combine this with a social and developmental focus.

The National Insurance Property Development Company Limited (NIPDEC) is proposing to raise up to \$500.0m through the issue of 18-year bonds with a 6.25 per cent coupon rate.

NIPDEC is the only organisation in Trinidad and Tobago with the appropriate mix of ideology, skills and expertise to execute large, complex construction venture, procure diverse goods and services and manage and maintain properties. NIPDEC's expertise in the construction/property development arena has led to the development of complementary services, such as property management and sales and procurement and contract management NIPDEC currently provides five core business services. These are:-

- Property Development
- Mechanical, Electrical and Facilities Management
- Real Estate Services
- Commercial Services
- Procurement and Contract Management

As part of its business operations, NIPDEC is constantly involved in engaging the services of external professionals and organisations to perform a variety of consultancy functions and to supply specialised goods and services.

As a result the Company developed a codified set of Tender Regulations to deal with all matters concerning the evaluation and award of contracts, and above all to ensure that transparency and accountability prevail across the board.

These regulations were developed by the Property Services Association of the United Kingdom, under a government to government agreement in the late 1970's and are administered by NIPDEC's Tenders Committee. The Committee comprises a Chairman, who must be a Board director, one other Director and the General Manager, Executive Manager, Finance and Administration and the Programme Manager, Property Development

Applicable legislation relating to the Company's execution of its statutory duties and performance of its operations is deemed to include:

- Income Tax acts
- The Company's Act 1995
- Freedom of Information Act

The current Strategic Plan outlines the following Vision and Mission Statements for the Company:

#### Vision Statement

To be the premier private/public developer in Trinidad and Tobago.

#### Mission Statement

To develop, manage and sell property, goods and services in partnership with

	premium or a discount.	and contract management.	goods and services in partnership with
Payment will be made in Trinidad and	•		the National Insurance Board and other
Tobago dollars.	A register of bondholders will be held in	NIPDEC is a major proponent of the	organizations in Trinidad and Tobago,
0	book-entry form at the Central Bank of	concept of public/private partnership as	utilizing a project management approach
	Trinidad and Tobago.	a vehicle for development.	to bring value to our shareholder and
	Ũ		stakeholders.

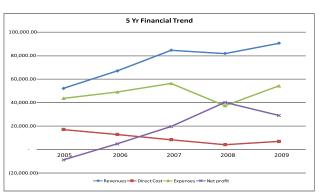


#### THE NATIONAL INSURANCE PROPERTY **DEVELOPMENT COMPANY LIMITED**

#### 2. Financial Information

#### **Operating Income**

The Graph below highlights the historical financial information over a 5 year period from 2005 to 2009.

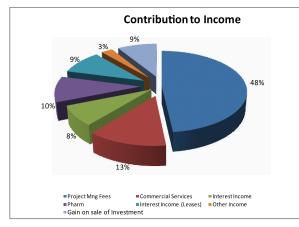


The Company has recently turned around its fortunes in the last few years moving from a loss position to increasing profitability by over 100%.

The significant increase is as a direct result of reduction in operating expenditure namely: administration, finance and staff costs.

This trend is expected to continue for the upcoming fiscal year.

The Company's operating revenues as at June 2009 are derived as follows:



Expenditure June 2009	Value(\$'000)	) (%)
Staff Costs	24,566	45.24
Finance Costs	8,258	15.21
Administration Expenses	8,576	15.79
Bad Debts	5,175	9.53
Accommodation Costs	5,429	10.00
Depreciation	1,844	3.40
Vehicle Expenses	448	0.83
TOTAL	54,296	100

#### National Insurance Board Loan

The loan is unsecured and is repayable over fifteen years at a rate of interest of 11% p.a. with effect from November 1997.

#### First Caribbean International Bank

The purpose of this loan was the financing the construction of the Ministry of Communications, Works, Transport and Public Utilities in St. Lucia. The loan is payable in monthly installments over fifteen years at a rate of 9.5% p.a. with effect from February 2001.

First Citizens Merchant <u>Bank</u>

This bond provided financing for the Attorney General Building. The bond Is repayable in semiannual payments over twelve years at a rate of interest of 7.04% p.a. with effect from October 2003

#### Limited Recourse Fixed Rate Bonds

The Company was the beneficiary of the proceeds of a loan of \$286.3m from RBTT Merchant Bank Limited which is secured by Limited Recourse Fixed Rate Bond 2006-2018. This loan was borrowed on behalf of the Government of Trinidad and Tobago for the construction of several facilities under the National Security

> Construction Programme. The bonds bear interest at the rate of 8.75% per annum. In accordance with the Trust Deed, the bonds will be redeemed by twenty four equal semiannual payments commenced on 6th April 2007.

In July 2009, the Company was the beneficiary of the net proceeds of a bond issue for \$682.0 million received from the Central Bank of Trinidad and Tobago

# **Information Memorandum**

Institution

Limited

NSA Merchant Bank

Caribbean Money Market

Citicorp Merchant Bank

First Citizens Bank

Intercommercial Trust and

Merchant Bank Limited

Republic Finance and

Merchant Bank Limited

Limited

imited.

Brokers Limited 5

List of Government Securities Intermediaries

Contact Address

11c Maraval Road

Port of Spain

Tel: 623-8672

Fax: 624-8763

Port of Spain

Fax. 624-4544

Port of Spain

Fax: 624-1719

Corporate Centre

Port of Spain

Tel: 624-3178 Fax: 627-4548

Ground Floor

Port of Spain

Tel: 665-4425

Fax: 665-6663

9-17 Park Street

Port of Spain

Tel: 625-4411

Fax: 624-1296

Port of Spain

Tel: 625-3511

Fax: 624-521

Scotia Centre

Port of Spain

Tel: 625-3566

Fax: 623-440:

Maraval

Port of Spain

Tel: 628-4685

Fax: 625-8900

Port of Spain

Tel: 624-8648

Fax: 624-4729

6-58 Richmond Stree

74 Long Circular Road

Corner Broadway and Independence Square

Corner Richmond Street and Independence Square

Furness Building

9 Queen's Park East

Ground Floor, Furness Court

Corner Richmond Street and

Independence Square

Tel. 623-7815/5153

12 Queen's Park East

Tel. 625-1046; 623-3344

our ability to provide these services. Our development projects are grander, have more of an impact and are more dynamic that they've ever been. Our maintenance and management services have reached international standards.

#### 4. Organizational Structure

A distinguishing feature of NIPDEC is the composition of its Board of Directors. The Board reflects the combined strengths of the private sector, the labour movement and the State. As stipulated in the Articles of Association, the members include the Chairman and Management from the National Insurance Board of Trinidad and Tobago.

The members of the Company's Board of Directors are as follows:

Mr. Calder Hart	(Chairman)
Mr. Michael Annisette	(Deputy Chairman)
Mr. Jeffrey McFarlane	(Member)
Mr. Seeram K. Maharaj	(Member)
Ms. Joan John	(Member)
As. Inez Sinanan (Member)	
Dr. Krishna Bahadoorsing	h (Member)
Our leadership team is co	mprised as follows:
General Manager	

Mrs. Wendy A. Ali	RBTT Merchant Bank Limited	
Head, Finance & Administration Ms. Roxane Nottingham	Linica	
Head, Legal Services Ms. Turkessa Blades	Scotia Trust and Merchant	
Head, Internal Audit Ms. Miriam Wilson-Edwards	Bank (Trinidad and Tobago) Limited	
(Ag.) Head, Property Development Ms. Cathy Ann Fuentes		
Manager, Procurement & Contracts Mr. Artie Whittington	FirstCaribbean International Bank (Trinidad and Tobago)	
Manager, Real Estate and Commercial Services	Limited	
Ms. Lynn Hilaire Manager, Mechanical Electrical & Facilities Mr. Daryl Joseph	Trinidad and Tobago Unit Trust Corporation *	
(Ag.) Head, Human Resources		

Mr. Nahum Forde

Note: \* Intermediaries designated to accept non-competitive bids from the public. Applications will be accepted by these intermediaries up to 12 noon on Tuesday 16th March, 2010.

CONSOLIDATED BALANCE SHEET AT 30TH JUNE, 2009

		Dank of Innidad and Iobago			
The Company continues to implement strategies geared towards improving its		who acted as agents for the issue. The		2009	2008
			ASSETS Non-current assets	\$'000	\$'000
operating ratio. In ad			Available-for-sale investments	<u>-</u>	5,277
			Net investment in leased assets Investment properties	74,870 41,100	87,355 41,100
is engaged in a more aggressive collection programme in terms of rentals and projects collections.			Property, plant and equipment Defined pension benefit asset	17,220 27,059	18,289 23,546
		are guaranteed by the Government of		160,249	175,567
conections.		_ Trinidad and Tobago. The bonds bear	Current assets	1001210	
xpenditure June 2009	Value(\$'000) (%		Cash and short-term deposits Monies held on deposit	103,453 18,884	86,436 7,883
taff Costs	24,566 45.2		Accounts receivable and prepayments Net investment in leased assets	270.050 12,356	293,378 11,367
nance Costs	8,258 15.2	<sup>1</sup> The funds are to be used to finance the	Project costs incurred less project advances Amounts due by parent company	291,024 	78,654 5,881
dministration Expenses	8,576 15.7		Amounts due by parent company		483,599
ad Debts	5,175 9.5	<sup>3</sup> Efficiency (PURE)	Total assets	<u>717,498</u> 877,747	<u>4659,166</u>
ccommodation Costs	5,429 10.0	0	EQUITY AND LIABILITIES	<u>0//,/4/</u>	039,100
Depreciation	1,844 3.4	<sup>0</sup> 3. Strategic Plan			
ehicle Expenses	448 0.8		Stated capital	25,000	25,000
		transformation of the Company from its	Revaluation reserve Retained earnings	12,905 134,317	13,062 105,136
OTAL	54,296 100	traditional role as project management		172,222	143,198
		wherein we have expanded, enhanced	Non-current liabilities Borrowings	70,050	82,573
		and diversified our business into a	Borrowings		82,573
Dept FIOIR		successful multison ico encenization M/a	Current liabilities	_70,050	_02,573
	ng term borrowings as	have branched out to include facilities	Bank overdraft	2,704	8,517
National Insurance Board \$10.7m First Caribbean International Bank \$21.1m			Borrowings due within one year Accounts payables and accruals	12,891 531,483	12,013 292,958
		management, real estate services,	Project advances less project costs incurred	<u>88,397</u>	<u>119,907</u>
		commercial services and procurement		<u>635,475</u>	433,395
		and contract management to our roster	Total equity and liabilities	<u>877,747</u>	<u>659,166</u>
First Citizens Merchar	nt Bank \$51.1m	of functions. As our acumen has been			
		honed over three decades, so too has			