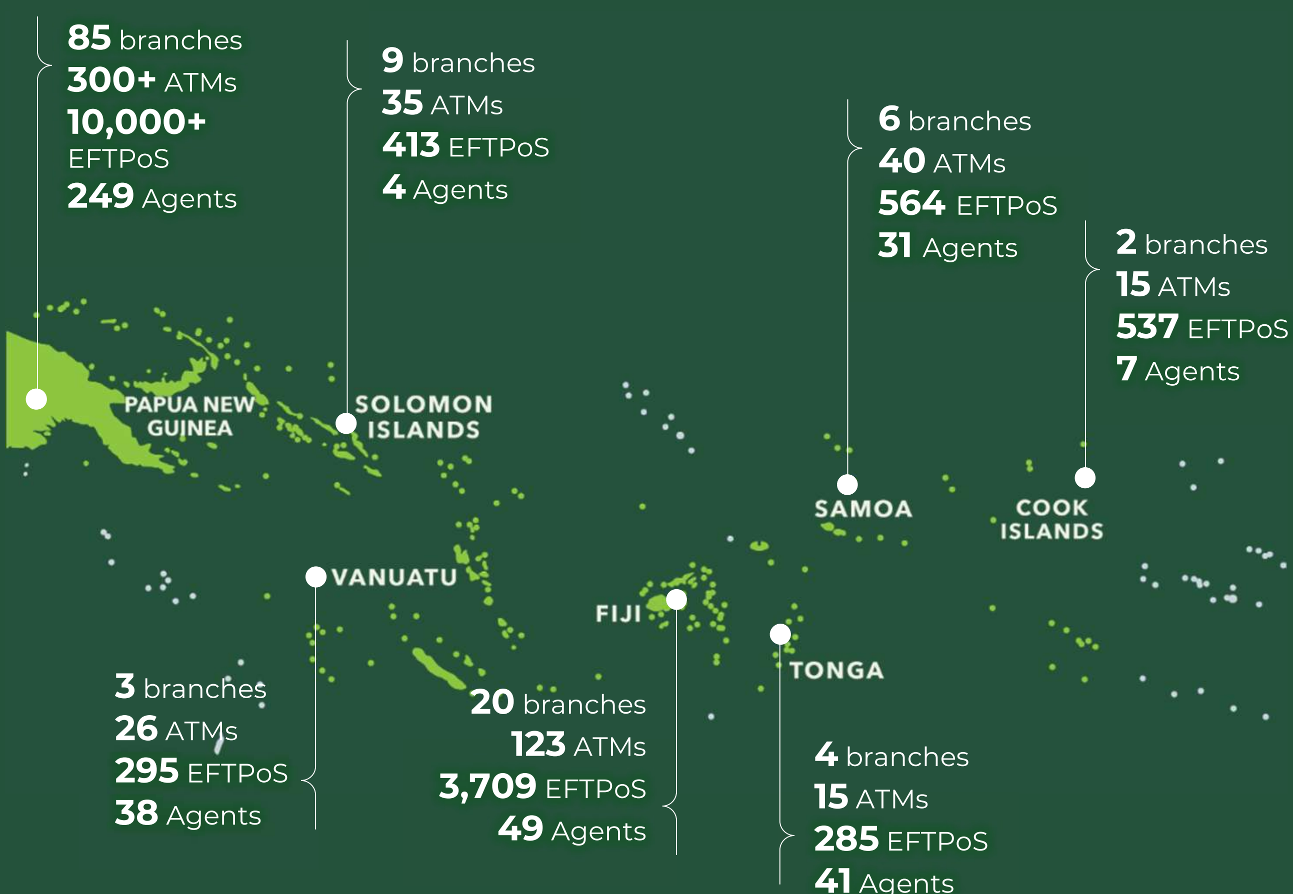
# Group CEO's Address

**Mark Robinson**
Group Chief Executive Officer

# Long History, Clear Future Vision

- 110-year roots in banking in PNG.
- 150 years in life insurance in Fiji.
- PNG's and the South Pacific's International Bank
- Championing Prosperity for the South Pacific

# The South Pacific's International Bank




## MARKET LEADER

- Largest bank in PNG with significant market share across key segments.
- Strong presence in 6 other South Pacific Markets, reinforcing regional leadership.

## TRACK RECORD OF PROFITABILITY AND RETURNS

- Consistent earnings underpinned by diversified revenue streams, resilient credit quality, and disciplined cost management.

## LONG-TERM STRUCTURAL GROWTH OPPORTUNITY

- Well positioned to capture demand from growing populations, expanding trade, digital adoption and growth in financial inclusion.

# Strong Operating Performance in FY25

## Continuing growth in revenue and earnings

**FY25 FINANCIAL HIGHLIGHTS**

**NPAT**

**K1.17b**

Up **12.9%** from FY24

**REVENUE**

**K3.41b**

Up **14.4%** from FY24

**RETURN-ON-EQUITY**

**23.8%**

Up **50bps** from FY24

**TOTAL ASSETS**

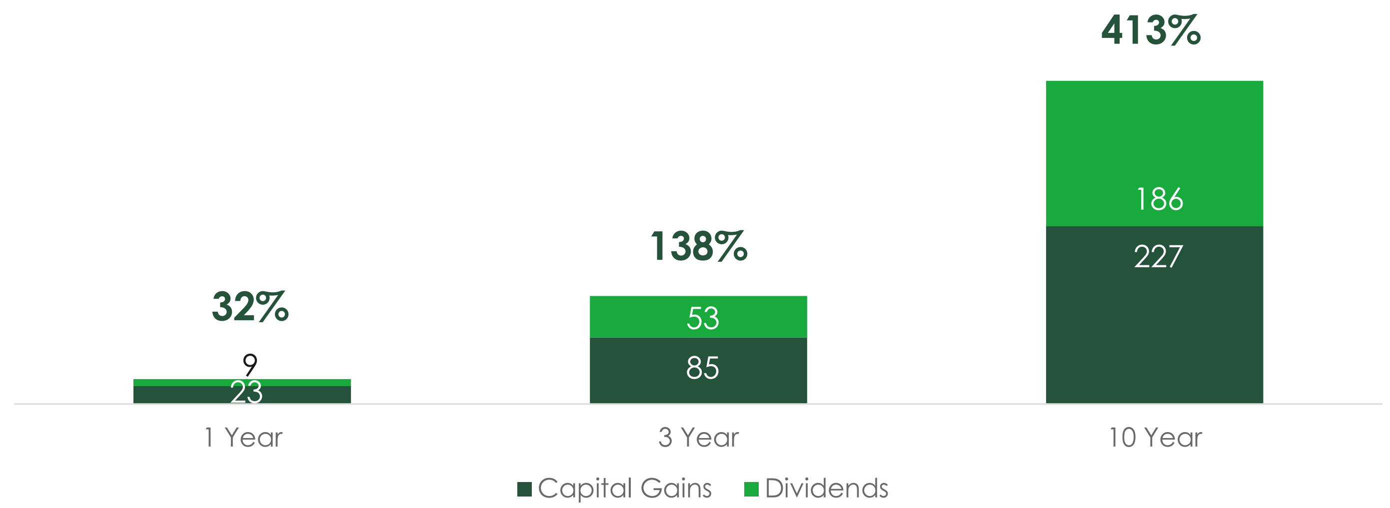
**K43.0b**

Up **15.8%** from FY24

# Strong Performance for Shareholders

## Consistent strong growth in total shareholder return

**TOTAL SHAREHOLDER RETURN (TSR[1])**




[1] *TSR = capital gains [PNGX share price movement] plus dividend paid, divided by closing 31-Dec share price*

# Modernising for Growth

## FY25 PROGRESS HIGHLIGHTS

**Multi-year Investment**
[2025-2028]
**K1.2b**
A$400m

### Digital Services

More convenient digital services for Retail and Corporate customers.

### Business Bank

Dedicated business bank to support small-to-medium enterprises.

### World-class Capabilities

Developing world-class capabilities in our Corporate and Institutional Bank

### Cultural Anchors

Introducing new cultural anchors: service excellence; risk excellence; and performance excellence.

### Skills for the Future

Providing staff with skill for the future and broader careers

### Branch Modernisation

Targeted investment to modernise key branches.

# Strategic Initiatives

**EFTPOS**

Barry Namongo

Head of Merchant Acquiring

**BSP LIFE**

Michael Nacola

Managing Director

**CENTRALISED OPERATIONS**

Killie Sapu-Keari

Manager, Operations Support

# EFTPOS Modernisation Program

Investing in next-generation payment platforms.

| 17k | 41% | 21m |
|---|---|---|
| Total Terminals to be Upgraded **in All Markets** | Completion rate across the Group | EFTPOS transactions in 1Q26 |
| **12k in PNG alone** | **50% in PNG** | **Up 10% on 1Q25** |

## UPGRADE STATUS

**COMPLETE**
- Samoa
- Tonga

**IN PROGRESS**
- PNG
- Cook Is.

**TESTING PHASE**
- Solomon Is.
- Vanuatu

**DISCOVERY**
- Fiji

# BSP Life (Fiji)

150 years of service and excellence in Fiji.

### FY25 HIGHLIGHTS

**FY25 PREMIUM INCOME**
**K280m**

**INVESTMENT PORTFOLIO**
**K2.6b**

**FY25 CUSTOMER PAYOUTS**
**K209m**

**FY25 NPAT**
**K31m**

# Centralised Operations (COPS)

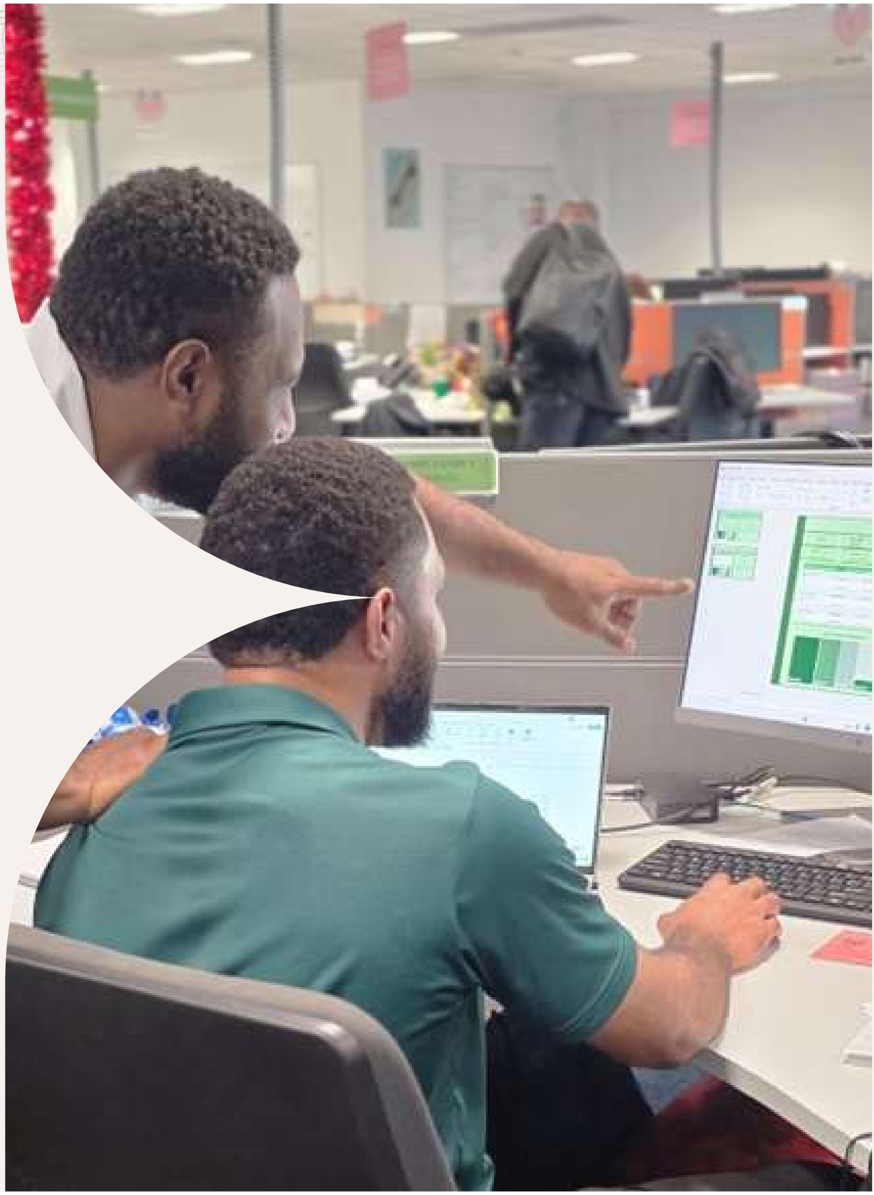
## Modernising operations for service excellence

### KEY CUSTOMER BENEFITS

- Increased customer satisfaction
- Supporting more personalised customer interaction
- Reduced waiting

**174.5k**
Application processed by COPS in 1Q26

**96.3%**
Same-day turnaround of Applications processed



# Group CEO's Address

(continued)

**Mark Robinson**
Group Chief Executive Officer

# 1Q26 Trading Update

## Continuing momentum and investing for growth

**FINANCIAL HIGHLIGHTS** [COMPARISONS WITH 1Q25]

**UNAUDITED NPAT**

**K278m**

Up **14.6%** on pcp

**REVENUE**

**K900m**

Up **18.5%** on pcp

**Capital Adequacy**

**23.9%**

Down **50bps** on pcp

**COST-TO-INCOME**

**45.0%**

Up **140bps** on pcp

# Outlook

## More uncertain global environment

> "Asset quality remains sound, and portfolio performance is in line with expectations. We are actively monitoring emerging risks across our lending book and assessing whether any additional provisioning may be required."

BSP 1Q26 TRADING UPDATE

# Thank You

**2026 BSP ANNUAL GENERAL MEETING**

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