



**Securities and Exchange Commission
COMMUNICATIONS UNIT
57-59 Dundonald Street
Port of Spain**

MEDIA RELEASE

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SEC CHAIRMAN MAKES CASE FOR ALTERNATIVE CAPITAL FUNDING

Chairman (*pro tem*), T&T Securities & Exchange Commission, Francis Lewis asked his audience whether they had fully exhausted their financing options? Occasion was a panel discussion on the theme: '*Financing & Investment Options for Manufacturers in an Economic Downturn*' held by the Trinidad and Tobago Manufacturers' Association in collaboration with ANSA Merchant Bank.

Lewis' contention was that Trinidad and Tobago manufacturers have such a close relationship with their bankers that they fail to take advantage of alternative capital funding options. While the sector looks to commercial banks as their lender of first resort, the sector represents only 10% of the commercial banks' private sector business.

To further support his position, Lewis noted that the securities market – which the SEC regulates – is already three times larger than the banking sector. The aggregate value of securities is \$203Bn while commercial bank deposits total \$55Bn. The securities marketplace is made up of equities, debt, mutual funds and derivatives – providing the manufacturing sector with the diversity their businesses demand.

Additionally, Lewis identified further financing alternatives: private venture capital, mezzanine (sub-debt) financing; second-tier market IPO as well as specialty finance

agencies such as the Business Development Company. EXIM Bank and Venture Capital Incentive Programme (VCIP).

The SEC Chairman shared the podium with Senator the Honourable Mariano Browne, Minister of Trade & Industry; Gregory Hill, Executive Director of ANSA Merchant Bank; Gerard Pemberton, Chief Executive Officer, Development Finance Limited; Clarry Benn, Chairman, Exim Bank and Dennis Evans, Vice-President, Bankers' Association of Trinidad and Tobago. Also on hand was newly elected TTMA President Greig Laughlin and Dr Trevor Townsend, Vice President TTMA.

END OF RELEASE

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