



# Bora Corporate Profile and Managed Accounts Document

A detailed look at a professionally managed investment  
program for individuals and institutions



### Your Own Professionally Managed Portfolio

*Managed accounts are changing the way people invest in much the same way that mutual funds once revolutionized the world of stock and bond investing. They make available to many investors what has traditionally been available only to the wealthiest ones—professionally managed, individually customized portfolios.*

## Bora at a GLANCE



**59**

Pension Portfolio  
Mandates



**44**

Fund Management  
Schemes



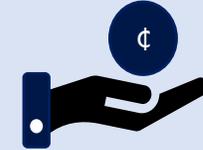
**9**

Pension Trustees



**800+**

Personal & Private  
Wealth Clients



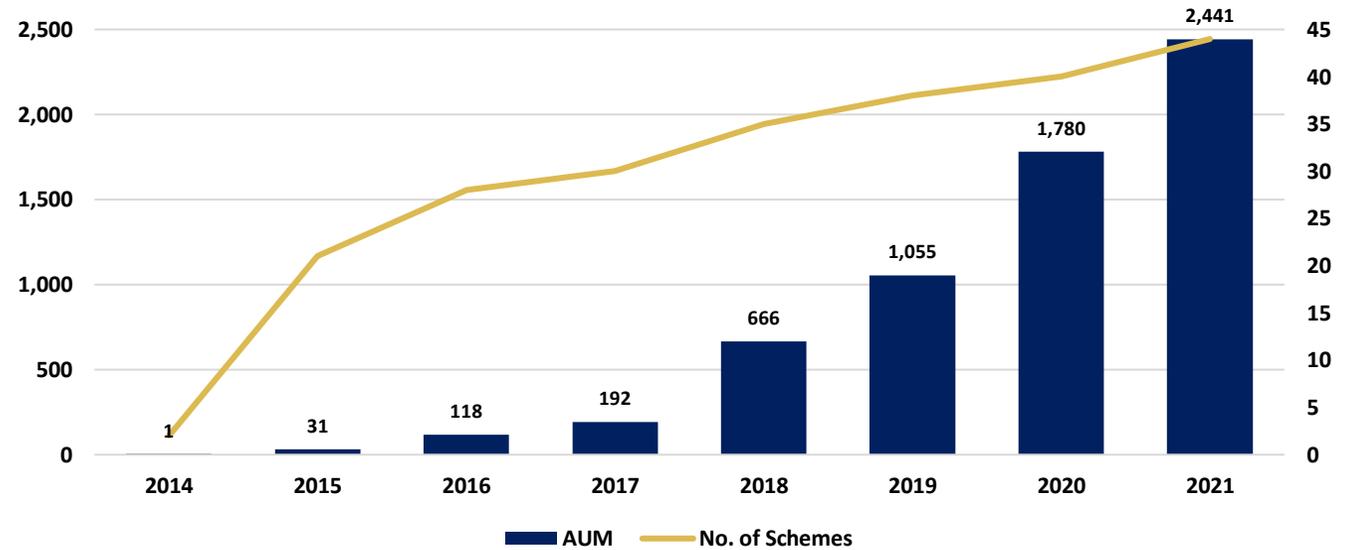
**2.4B+**

Funds Under  
Management



Rank amongst Pension  
Fund Managers

### Assets Under Management and Schemes



## Areas of BUSINESS



*We are exceptional problem solvers: pragmatic, professional and success-oriented*



Bora Capital Advisors ("Bora Advisors") is an investment banking firm that provides Fund Management, Financial Advisory and Research services. We were incorporated in 2014 and are licensed by the Ghana Securities and Exchange Commission (SEC) and the National Pensions Regulatory Authority (NPRA).

We provide excellent financial and investment solutions to serve the needs of individuals, public and private institutions in and outside Ghana. Bora is managed by a team of seasoned professionals who possess in-depth knowledge and have acquired significant industry experience in corporate, financial and investment advisory services.

Our business at its core is about putting our clients first as we strive to use financial expertise and innovation to deliver simple and effective solutions.

### ***Asset Management***



- Pension Fund Management
- Provident Fund Management
- General solutions for institutions
- Private and Voluntary Investments

### ***Financial Advisory***



- Mergers and acquisitions,
- Capital Raising (Debt & Equity)
- Financial Restructuring
- General Advisory

### ***Research & Insight***



- Company and Industry Review
- Valuation of Companies
- Economic Review
- Market Review

## Our Investment PHILOSOPHY

*Our investment management philosophy is "Don't lose money; The return of the money is more important than the returns on the money".*



### **Prioritise Customer needs**

Our accounts are tailored to meet individual investors' needs. We hold detailed discussions with clients to establish the desired investment objective, performance benchmark and expected risk/return characteristics, among other requirements.



### **Fundamental Analysis**

Our research is thorough and based on fundamental analysis. Strong analytical skills allow us to offer critical review of economic variables, establish intrinsic values, ascertain the soundness of financial institutions and determine value creation opportunities which lead to superior returns.



### **Risk Assessment – Matching Clients' needs with Market Product**

Our investment approach is highly rigorous; focused on managing risk and client needs. We monitor operational and business risks to achieve effective day to day management of your funds.



### **Excellent Back Office**

We demonstrate innovation in back-office operations which adds to the calibre of investment solutions we offer and the quality of our client service. We provide monthly, quarterly and annual comprehensive reports on the status of your investments allowing you to track the performance and activity of your Portfolio.



### **Focus on long-term objectives**

We adhere to strict investment disciplines outlined in our clients' guidelines and policy statements and draw on high-quality, research and analysis of our team to consistently beat benchmarks and increase returns.

## Our Investment SPECTRUM

*We offer a full spectrum of investment objectives ranging from a capital appreciation focus to very conservative fixed-income accounts.*

### Safety

At Bora, we concern ourselves with the safety of clients' principal. Hence, we invest with institutions that have sound financial track record and we also ensure transparency with our clients.

### Income

Our portfolio consists mainly of fixed income investments. Equity investments comprise a much smaller portion of our portfolio, focusing on fundamentally sound companies with good potential for dividend and capital appreciation.

### Balance

Balanced accounts are invested in both equity and fixed income securities. The relative weighting between these security types will vary depending on available investment opportunities and market conditions.

### Growth

For our clients who seek growth in their income, we recommend investment strategies that lead to capital appreciation for their investment.

### Speculation

An investment objective of Speculation means that a client requires increase in principal value and is willing to accept the corresponding higher risk associated with it.

## Our Investment PROCESS

*At the heart of our investment philosophy is discipline. We therefore follow an integrated approach to asset management which is rigorous, dynamic and targeted to client specific needs.*



Our investment process and strategies have translated into currently being able to invest at least 3-5% above treasury bills in fixed deposits while ensuring safety of our clients' assets.

## What is a Bora MANAGED ACCOUNT?

*Bora managed accounts are investment portfolios opened on behalf of an investor and individually customized to meet the investor's specific objectives for security, return and liquidity.*

### Personal or Joint Investment Accounts

We provide extensive advisory services towards the investment needs of our high net-worth clients, friends or partners who decide to operate individual or joint accounts.

The accounts can have either discretionary or non-discretionary mandates which authorize us to transact investment services for and on behalf of clients or with specific instructions from clients respectively.

Clients can withdraw funds with 3-5 days notice period but in emergency situations, Bora will assist with immediate withdrawal of funds.

Usually this type of account is used to build funds / income towards future projects such as housing, car or savings for health needs. Clients are also informed where funds are invested through monthly statements. These accounts allow for flexible contributions including monthly top-ups.

### Voluntary Pension Schemes

Under the Tier 3 Pension Scheme registered under NPRA, Bora is licensed to manage monthly voluntary contributions made by our clients towards their pension.

To augment returns earned by clients from their Tier 1 and 2 contributions, Bora ensures safe investment of funds collected. We invest in assets that yield between 3-5% above treasury bills.

Contribution of funds is done monthly and amounts contributed are flexible and at the sole discretion of the client.

With this account, part or lump sum withdrawal of funds can be made after 5 years of contribution. Savings in this account ensures meeting future financial needs towards education of wards and maintaining consistent lifestyle.

### Trust Accounts

We have Trust Accounts designed to provide future income for minors and other beneficiaries for whom our clients hold accounts in trust for.

Like other accounts, we invest collective funds in assets that correspond to the investment objective of our clients.

Contributions towards this account are flexible and the amount can be decided by the donor.

Bora is able to handle payment to beneficiaries at a stipulated time decided by the donors.

### Corporate Investment Accounts

As a licensed Fund Manager regulated by SEC, we manage pension and provident funds through our partnership with listed corporate trustees.

We also have the expertise to manage institutional funds for corporate bodies, churches, welfare associations etc.

Bora manages the funds at very competitive rates compared to our peers in the market.

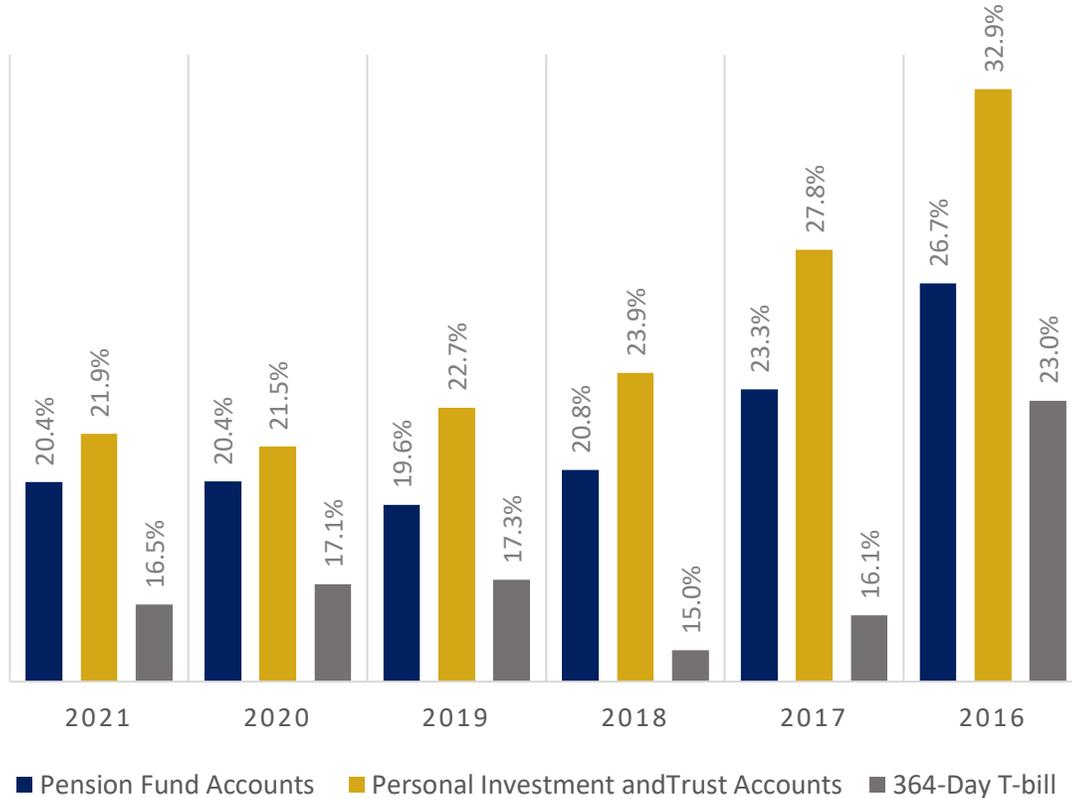
We operate within the agreed investment guidelines and are consistent with our reporting standards. We invest in asset classes defined by the law and conduct extensive research and due diligence before carrying out any transaction.

## Performance of MANAGED ACCOUNTS

✓ Smarter Solutions

✓ Personalized Portfolios

✓ Better Value



### Benefits of Working with an Advisor

Most people, no matter their level of investment experience or sophistication, can benefit from professional guidance when it comes to managing their finances. Considering all you're working, saving and planning for — and the many investment choices available to you — the help of a financial advisor can be extremely important.

A financial advisor is qualified to analyze your personal financial situation and develop a plan designed around your unique financial goals and objectives.

By working with a financial advisor, you'll be able to:

- Assess your current financial situation, risk tolerance and time horizon
- Identify your short and long-term financial needs and goals
- Develop a sound financial plan
- Gain an understanding of the various investment options and financial instruments available to you
- Track your financial progress to make sure your plan remains in line with your goals

## The Functional TEAM

Our team consists of investment specialists (Economist, Investment Bankers, Accountants and Actuarial Analysts) assembled to provide you with the full range of skills and experience to help ensure successful client operations.

An outline of the structure of the core team is presented below with their respective roles.



**Michael Nana Sarfo**  
**Managing Director**

MBA (Finance & Strategy)  
ACIB (England & Wales)  
BA (Economics and Computer Science)



**Wendy Oduro-Ampong**  
**Senior Investment Officer**

MSc (Economics)  
BSc (Statistics and Actuarial Science)



**William Mensah**  
**Executive Director**

MSc (Finance)  
BSc (Land Economy)



**Portia Obeng-Darko**  
**Senior Investment Officer**

MBA (Finance)  
BSc (Administration – Banking and Finance)



**Nana Kofi Agyeman Gyamfi**  
**Head, Wealth Management**

MBA (Finance)  
BA (Economics and Sociology)



**Karen Tettey-Kofi**  
**Internal Control**

MBA (Finance)  
BSc (Administration – Banking and Finance)

**Other Associates, Analysts and support services**

### Our Approach to Client Service

#### Vision

- The experience to anticipate risks
- The confidence to provide honest advice
- Thinking outside the box to develop alternatives

#### Flexibility

- Experienced and committed teams
- Focused on putting the client first
- A depth of additional resource available

#### Communication

- Building long-term relationships with clients
- Frequent informal interaction
- Regular formal progress reports

#### Delivery

- Focused on timely completion of tasks
- Proactive in driving processes forward
- A reputation for never compromising quality

## Fee STRUCTURE

*Annual Fees on Funds Under Management for Individuals and Institutional Funds*

Size Of Fund	Discretionary Mandate	Non-discretionary Mandate
Below GH¢ 0.5 million	1.25%	1.35%
GH¢ 0.5 - GH¢ 2.5 million	1.00%	1.15%
Above GH¢ 2.5 million	0.85%	1.00%

NB: Fees are accrued quarterly but paid/deducted from matured instruments or new contributions.

### **Portfolio Mandates:**

#### **Discretionary**

This mandate allows us to buy, sell, collect income, apply dividend, vote, accept takeovers, take up and exercise rights and generally manage assets on your behalf subsequently providing you with transactional information and periodic reports.



#### **Non Discretionary**

This mandate allows you to authorize us to buy, sell, collect income, apply dividend, vote, accept takeovers, take up and exercise rights and generally manage assets on your behalf subsequently providing you with transactional information and periodic reports.



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Bora Capital Advisors  
No. 3 Dano Court.  
Boundary Road, East Legon  
P. O Box CT 10524, Cantonments,  
Accra, Ghana  
+233 507 712 343  
info@boradvisors.com  
www.boradvisors.com  
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Since no one investment program is suitable for all types of investors, this material is provided for informational purposes only. We need to review your investment objectives, risk tolerance, and liquidity needs before we can recommend suitable programs for you.