



**THE Nigerian
STOCK EXCHANGE**

DIGITIZATION: A PROVEN GAME CHANGER

NSE 3rd Annual Market Data Workshop

Presented by

Mr. 'Bola Adeeko

Head,

Shared Services Division, NSE

October 19, 2018

The Age of Digital Disruption



Digital disruption is no longer a myth, it is the real deal and it's here to stay.

A quick peek at these industries:

MUSIC



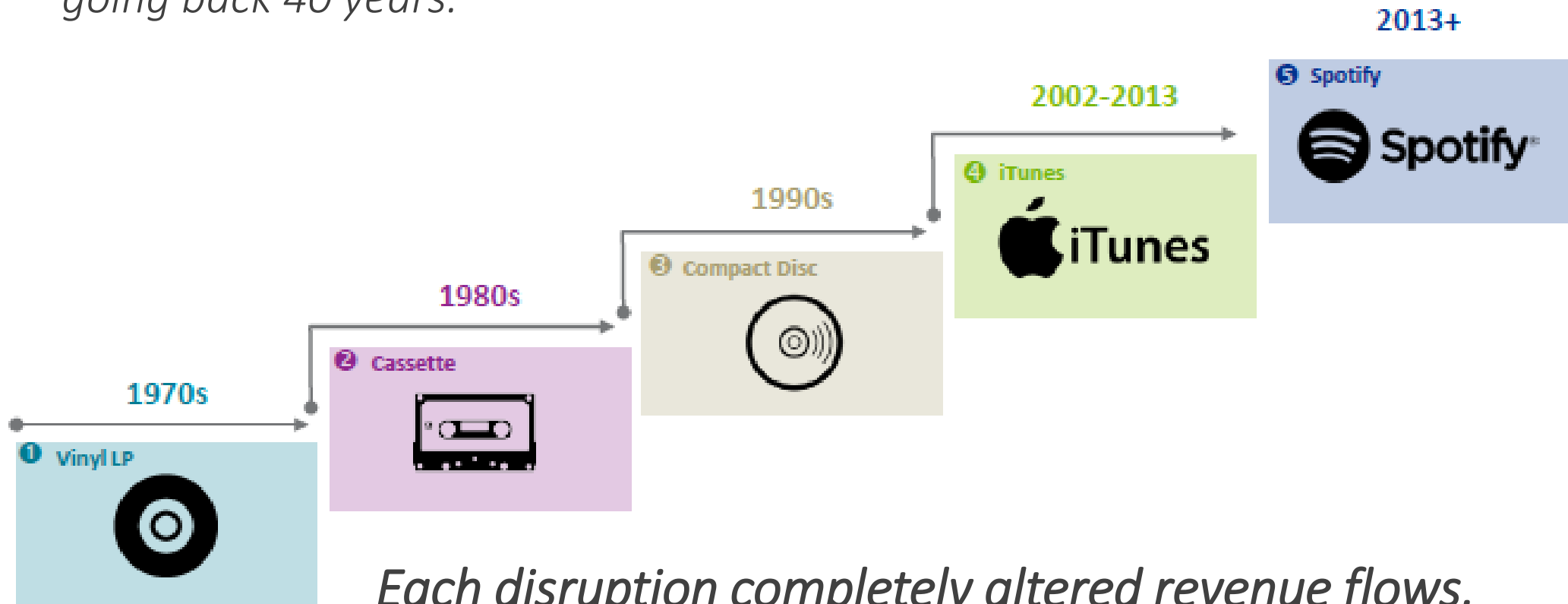
TAXI



The Music Industry



The music industry is a perfect example of continuous digital disruption going back 40 years.



Each disruption completely altered revenue flows, creating new winners and leaving behind those who could not adapt fast enough

The Taxi Industry



The taxi industry is another perfect example of an industry complacent about change until the tide turned in 2010.

One App
*completely disrupted
an age long industry,
stirred up labour
protests and forced
government to
reconsider transport
legislation across
continents, even in
Lagos*



And the list goes on ...



Many Industries Have Already Been 'Digitally Disrupted'

The world's largest taxi company that owns no taxis?



The world's largest accommodation provider that owns no rooms?



Two of the largest phone companies that own no Telco infrastructure?



The world's most valuable retailer that has no inventory and owns no stores?



Two of the world's most popular media firms that create no content?



The world's largest movie house that owns no cinemas?



Two of the world's largest software companies that do not write applications?



The largest providers of computer infrastructure that do not make servers?



>US\$10b revenue, >US\$250b payments, Market value greater than all listed Banks in Germany 

330% larger than PayPal, 96% of online payments in China do not involve a Bank



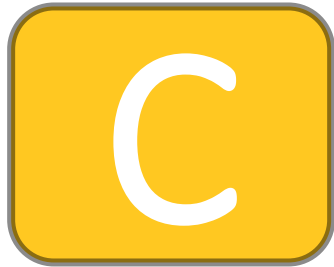
Adopters, Competitors, Losers



To survive in this era, businesses will fall into any of these 3 categories.



*Early Adopters tend to often survive the trend and emerge **Winners***



*To remain market relevant, businesses will need to be **Competitive** to remain **Safe**.*



*Businesses that **fail to adapt** to the trend by reinventing themselves, certainly end up **Losers***



Amazon vs Sears



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amazon

Founded: 1994.

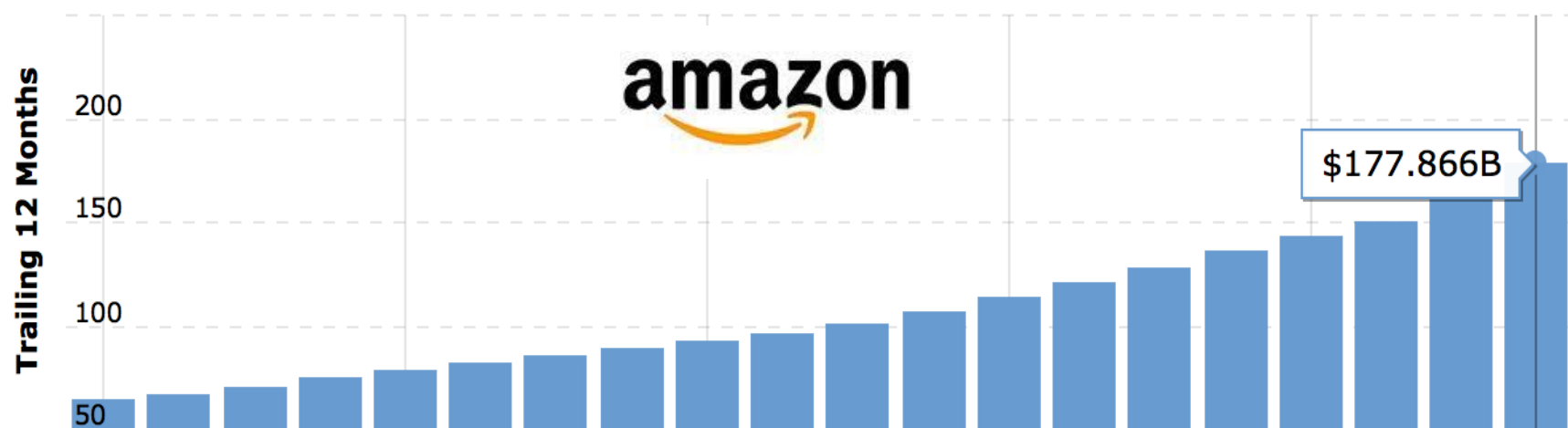
Industry: Retail, Diversified

*Amazon's Online Sales
Dwarfs the Competition*

SEARS

Founded: 1886.

Industry: Retail, Diversified



Ride Hailing Apps vs Taxi (US., NYC)



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*Ride-Hailing Apps Surpass
Regular Taxis in NYC*

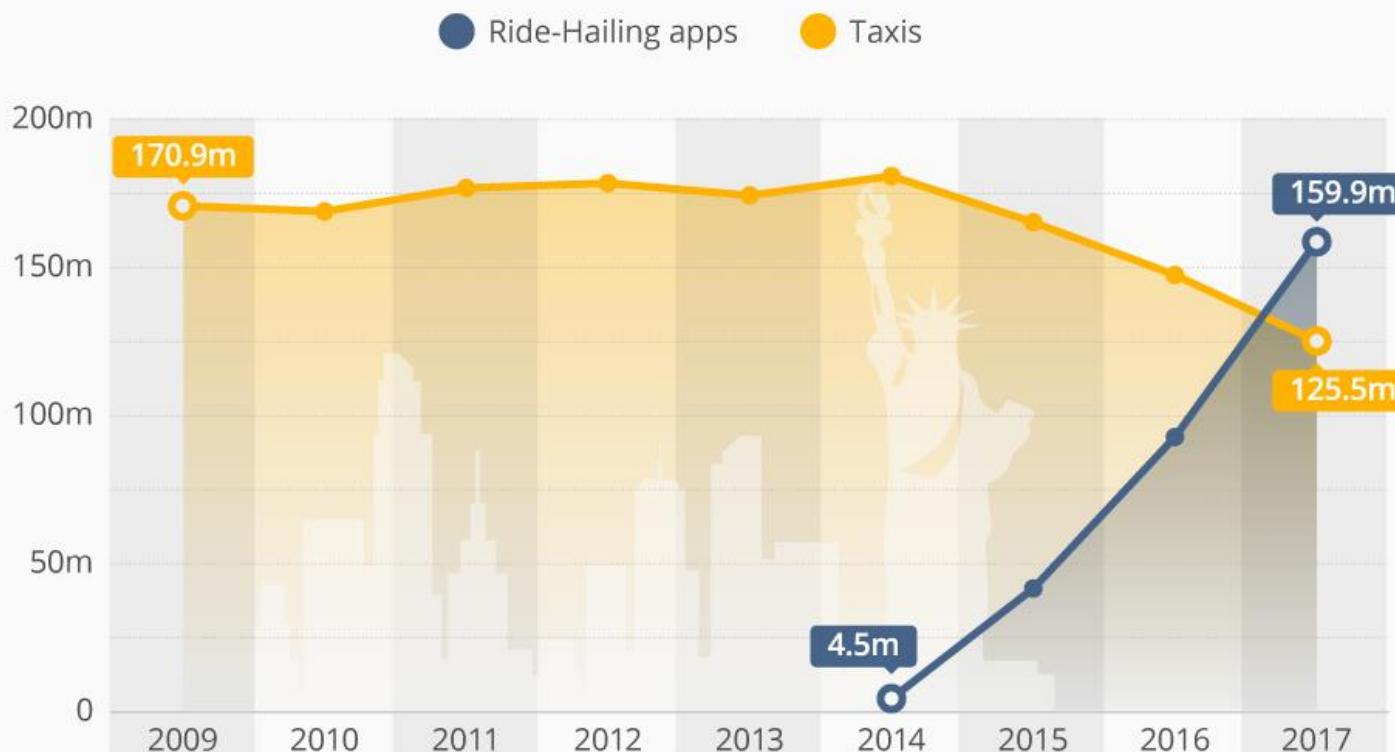


4.5m

Pickups in
2014

160m

Pickups in
2017



171m

Pickups in
2009

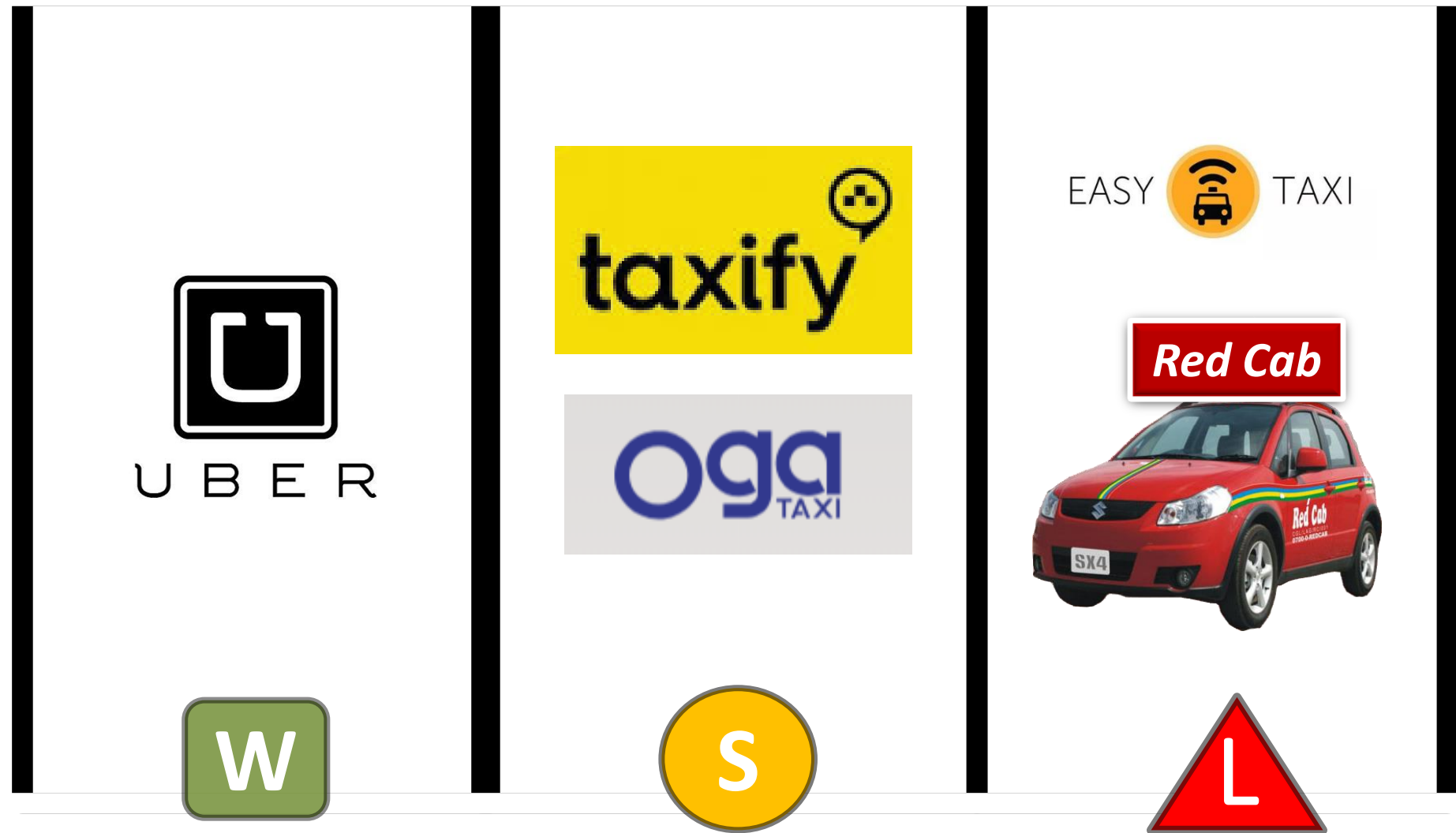
126m

Pickups in
2017

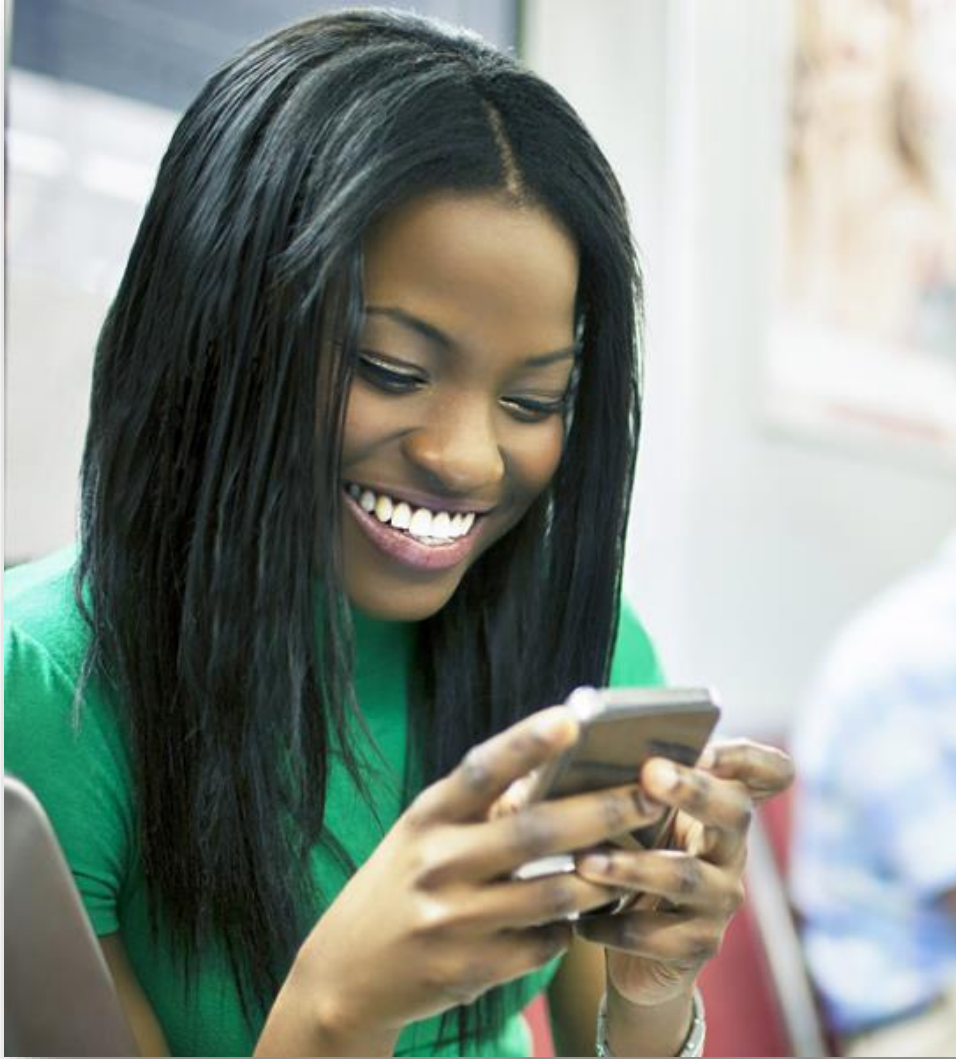


Yearly Taxi Pickups in New York City compared to Ride-Hailing Apps

What about Taxi in Lagos?



The Right Attitude for the Era



In order to Adapt and be Competitive, businesses should listen intently to what customers need and want, coupled with meaningful insights, innovative technologies, understanding context and rapid delivery are keys to business survival. Business needs to become customer-centric and customer-obsessed.



*Our approach is to
... swim with
the tide*



*Using our Enterprise Innovation Hub to venture
into emerging technologies – including:*

Blockchain

fintech

*Artificial
Intelligence*

The data
revolution is upon
us, and it is
absolutely critical
for the Nigerian
Capital Market to
get involved,
otherwise we will
be left behind.



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The NSE Provides...



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Issuer Info Display

Enables listed companies display own stock quotes on corporate website on a near real time or delayed basis.



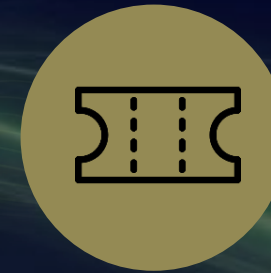
TV End of Day

Enables authorized user to display the end of day all share index and top traded in each sector.



X Gen News

Receive e-mail alerts on company disclosures as they are disseminated on the trading floor.



Ticker Licenses

Enables a contracted user to display the NSE scrolling Ticker across TV, website, video walls or other public spaces.



Hosting Services

Includes co-location, disaster and recovery plans and hosting solutions.

Contact

For further information on our services, data packages and cost please contact:

Market Services Department

17th Floor, Stock Exchange House, 2-4 Custom Street, Lagos, Nigeria

Telephone: +234 1 4485857

Email: Marketservices@nse.com.ng

Website: www.nse.com.ng



**THE Nigerian
STOCK EXCHANGE**

THANK YOU



THE Nigerian STOCK EXCHANGE

MARKET DATA PRODUCT SUITES

An NSE Presentation

By

Market Services Department, Shared Services
The Nigerian Stock Exchange

October 19, 2018



Market Data is the information that investors see when trying to buy or sell a security. It is a broad term for trade-related data such as price, ask/bid and volume for financial instruments.

FBN HOLDINGS PLC (FBNH)

9.1NGN ↓ -0.1 (-1.09 %)

Trading Symbol	Prev Close	Open	Official Open	Official Close	Day's High	Day's Low	52 Week High	52 Week Low	Volume	Value
FBNH	9.2	9.2	-	-	9.35	9.1	15.16	5.91	14,900,175	135,641,054.05

Overview

Profile

Financials

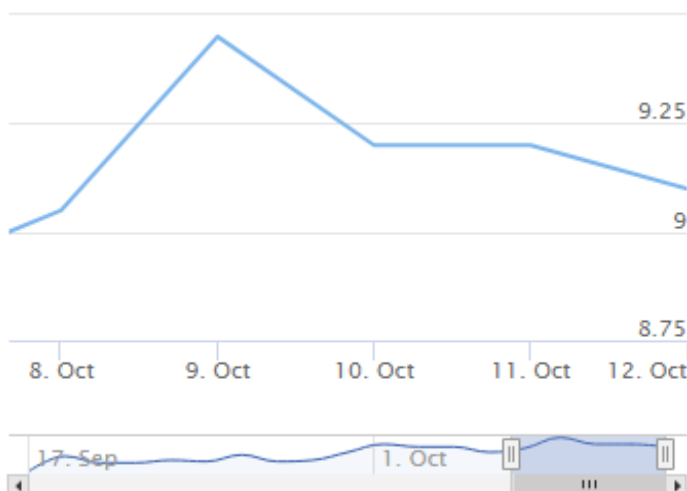
Announcements

Annual Reports

Annual Reports

Displaying one month

1D 1W 2W 1M



Trading Information

Trading Name: FBN HOLDINGS PLC (FBNH)

Ticker Symbol: FBNH

Sector: FINANCIAL SERVICES

Sub Sector: Other Financial Institutions

Market Classification: Premium Board

Market Cap (Mil.): 326,647,164,407.20

Shares Outstanding (Mil.): 35,895,292,792

Open Price



Real Time Market Data.

Real Time Data is the information that is made available during the continuous trading from the exchange.



END OF DAY INFORMATION

Daily Official List (Equities) For 17/10/2018

EQTY - Main Board

FINANCIAL SERVICES

Banking																			
Symbol	Security Name	Public Quotation Price (N)	Official Open	Official Close	Current Market Price	Ex -		Business Done			52 wk		Last Ex-Div Date	Last Ex-Sc Date	Dividends			EPS	P.E
						Div	Sc	Price	Date	Qty	High	Low			Date Paid	Inter	Fina		
DIAMONDBNK	DIAMOND BANK PLC	0.50			1.20	-		1.20	17/10/18	3,500	3.73	0.97	16/0	15/0	16/0		0.10	0.00	
ETI	ECOBANK TRANSNATIONAL INCORPORATED	32.00			17.45			17.05	17/10/18	8,183	22.1	16.0	05/0	22/0	19/0		0.63	0.00	
FIDELITYBK	FIDELITY BANK PLC	0.50			1.81	-		1.81	17/10/18	8,000	4.33	1.40	18/0	22/1	18/0		0.14	0.53	3.40
GUARANTY	GUARANTY TRUST BANK PLC.	0.50			37.00	+		36.80	17/10/18	25,000	57.0	31.9	28/0	07/0	28/0		2.40	4.90	7.55
JAIZBANK	JAIZ BANK PLC	0.50			0.51			0.53	17/10/18	31,505	1.29	0.45						0.03	17.6

DAILY EQUITIES

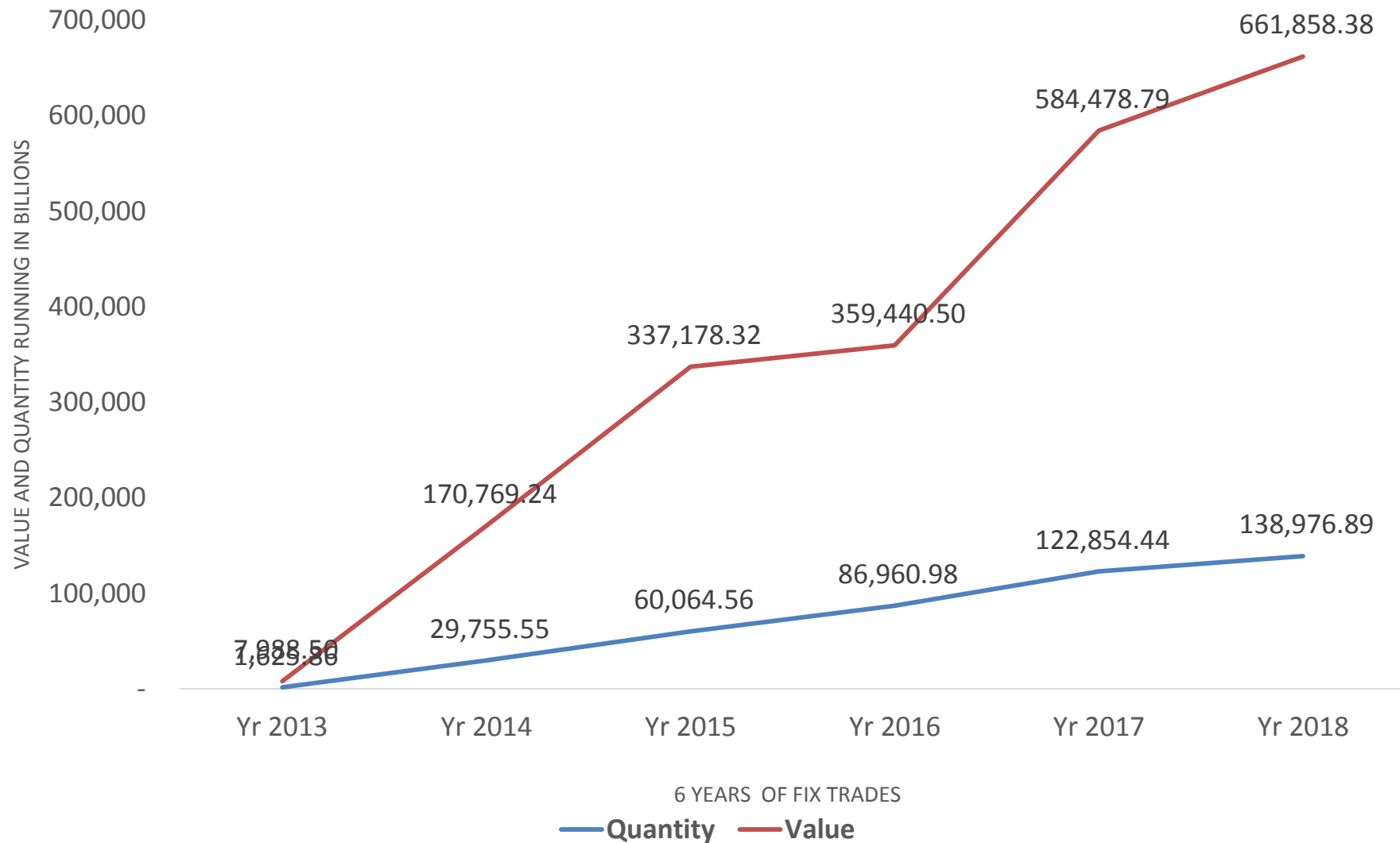
DAILY BOND

STOCK
PERFORM
ANCE

PRICES

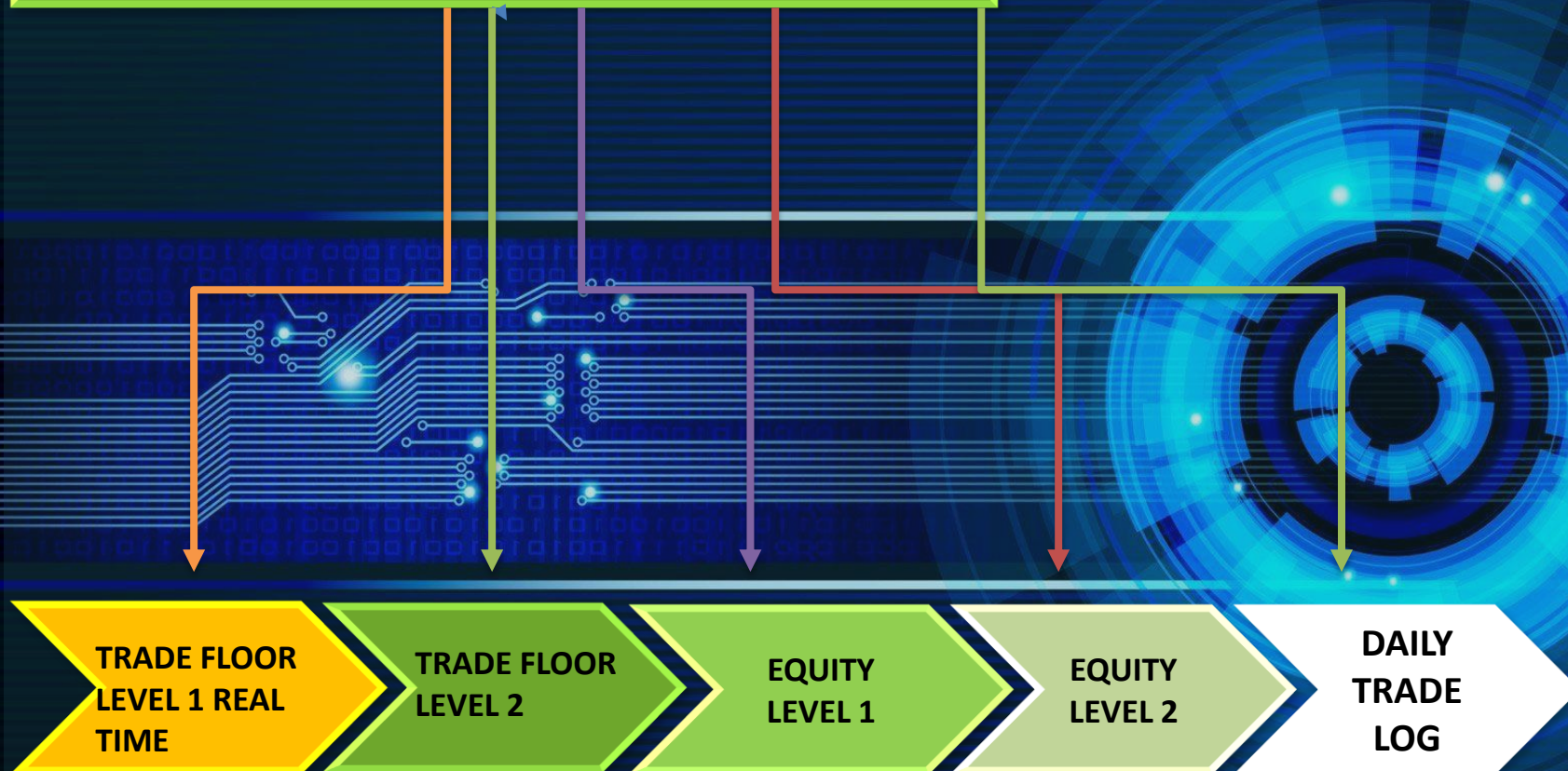
ASI

6 YEARS FIX TRADES SUMMARY





DATA PORTAL FOR BROKERS





DATA PORTAL TRADE FLOOR LEVEL 1



**The Nigerian
Stock Exchange**

BID PRICE

OFFER PRICE

NSE Trading Floor Level 1 Realtime For: 28/09/2014

Market Watch									
Symbol	Company Name	Bid Depth	Bid-Price[NGN]	Offer-Depth	Offer-Price[NGN]	Total Volume Traded	Average Price[NGN]	High Price[NGN]	Low Price[NGN]
1	AUSTINLAZ AUSTIN LAZ & COMPANY PLC	0		72805	2.08	0			
2	ELLALAKES ELLAH LAKES PLC.	0		4390	4.05	0			
3	AFRPAINTS AFRICAN PAINTS (NIGERIA) PLC.	0		40705	2.39	0			
4	UHOMEIT UNION HOMES REAL ESTATE INVESTMENT TRUST (REIT)	0		77920	45.22	0			
5	ETRAZACT E-TRANZACT INTERNATIONAL PLC	0		380699	2.10	0			
6	CONTINSURE CONTINENTAL REINSURANCE PLC	3500	0.95	5000	1.00	355233	0.96	0.96	0.96
7	GNI GREAT NIGERIAN INSURANCE PLC	0		412470	0.30	0			
8	CHELLARAM CHELLARAMS PLC.	0		10000	4.14	0			
9	PREMIPAINTS PREMIER PAINTS PLC.	0		703955	10.39	0			
10	UACN U A C N PLC.	112000	36.00	4441	60.00	47127	57.42		
11	SOVRENINS SOVEREIGN TRUST INSURANCE PLC	0		59071289	0.30	0			
12	VANLEER GREIF NIGERIA PLC	0		147	12.00	0			

SEPLAT

Market by Price - Symbol Selected							
Buy Order Count		Buy - Depth	Buy - Price	Sell Orders Count		Sell - Depth	Sell - Price(NGN)
1	1	398	647.00	1	1	670.00	
2	1	5000	632.51	1	3579	671.90	
3	2	1500	620.00				

SEPLAT

Market By Order - Symbol Selected					
Buy - Price(NGN)	Buy Qty	Buy Total Qty	Sell - Price(NGN)	Sell Qty	Sell Total Qty
1 620.00	500	500	670.00	1	1
2 620.00	1000	1500	671.90	3579	3580
3 632.51	5000	6500			
4 647.00	398	6898			



Issuer Share Price

Display your share price on your corporate website in Real Time.

Share Price
[NGN] 145.50

Current as of 2016-02-14 13:15:27 (WAT)

www.dangotecement.com

www.gtbank.com

NSE MARKET DATA

TIMELY, ACCURATE, RELIABLE

Website: www.nse.com.ng

Email: marketservices@nse.com.ng

Telephone: 01-4485857

BLOCKCHAIN TECHNOLOGY: The Disruption

Are We Ready?

Agbe ILUSEMITI

REFINITIVTM



What is BLOCKCHAIN?

A distributed ledger that is shared and updated by the members on the Blockchain

* Members are also commonly referred to as nodes

A decentralized asset register with [programmable] transaction capabilities



The Origin of BLOCKCHAIN

- **Blockchain** was invented by **Satoshi Nakamoto**

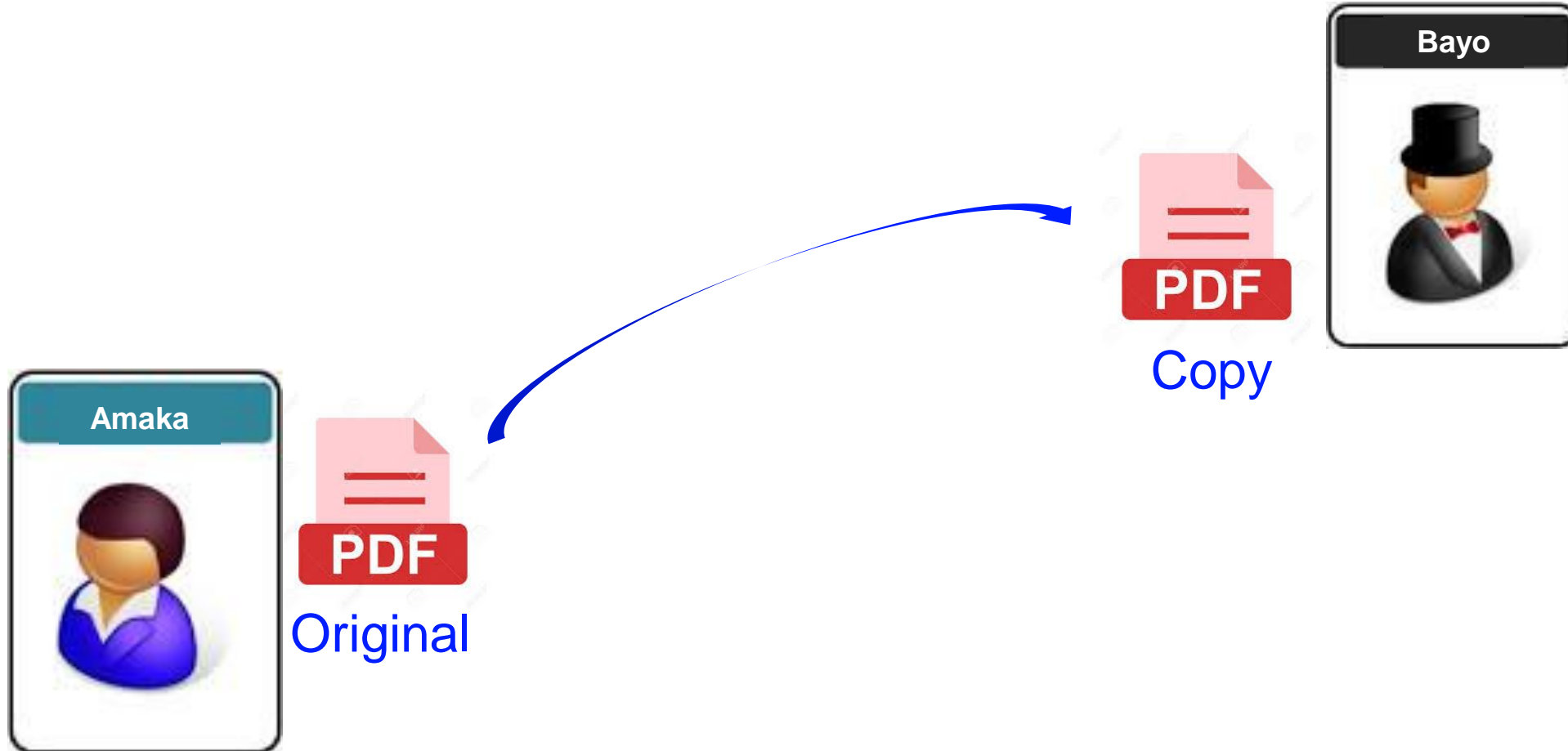
- Satoshi Nakamoto authored the Bitcoin whitepaper in 2008 giving details on how to implement a “**A Peer-to-Peer Electronic Cash System**” which we now know today as cryptocurrencies.

- Solves the problem of Double Spending via its P2P network

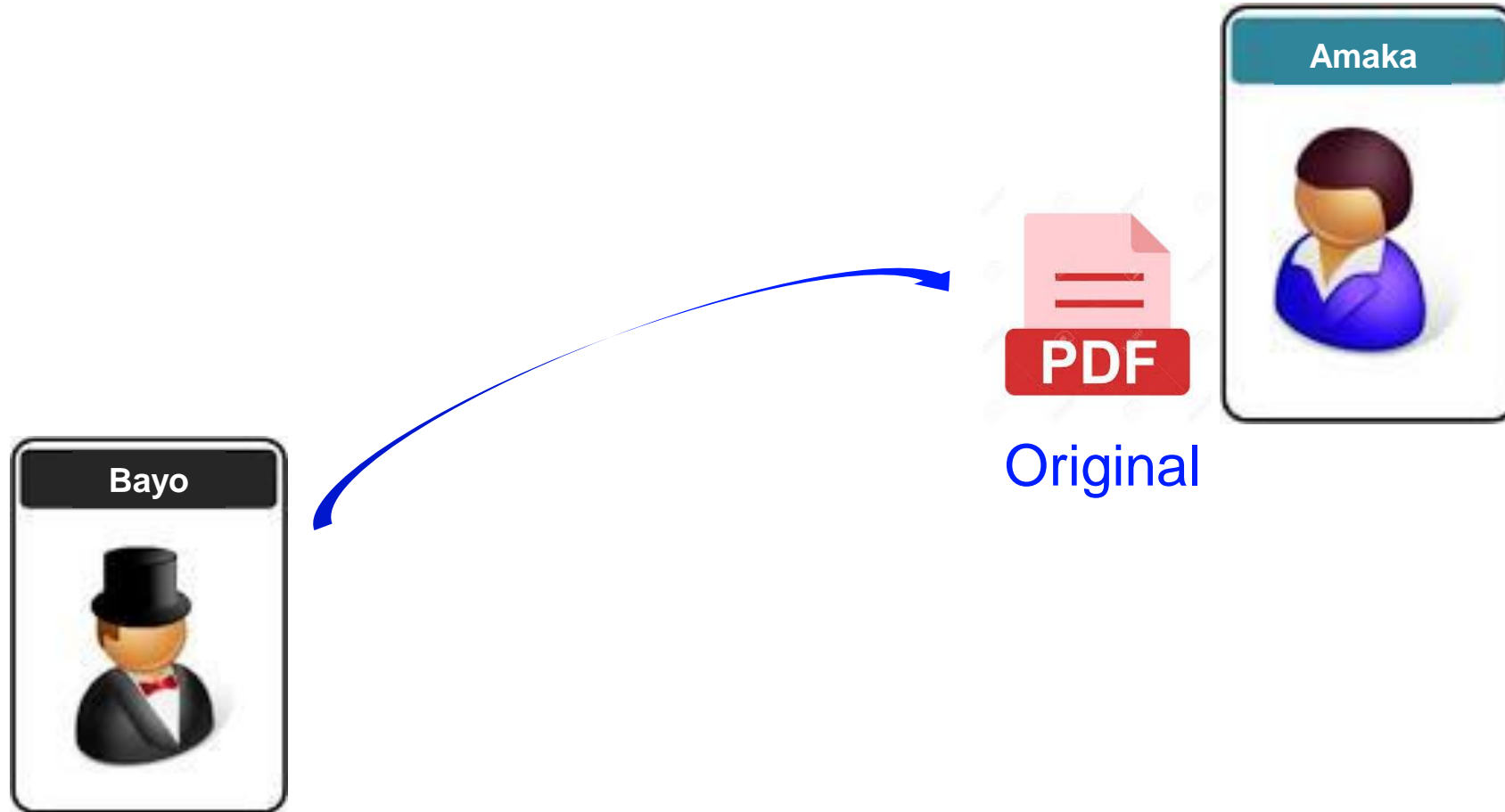
- Was invented to serve as the public transaction ledger of the cryptocurrency
 - **Bitcoin**



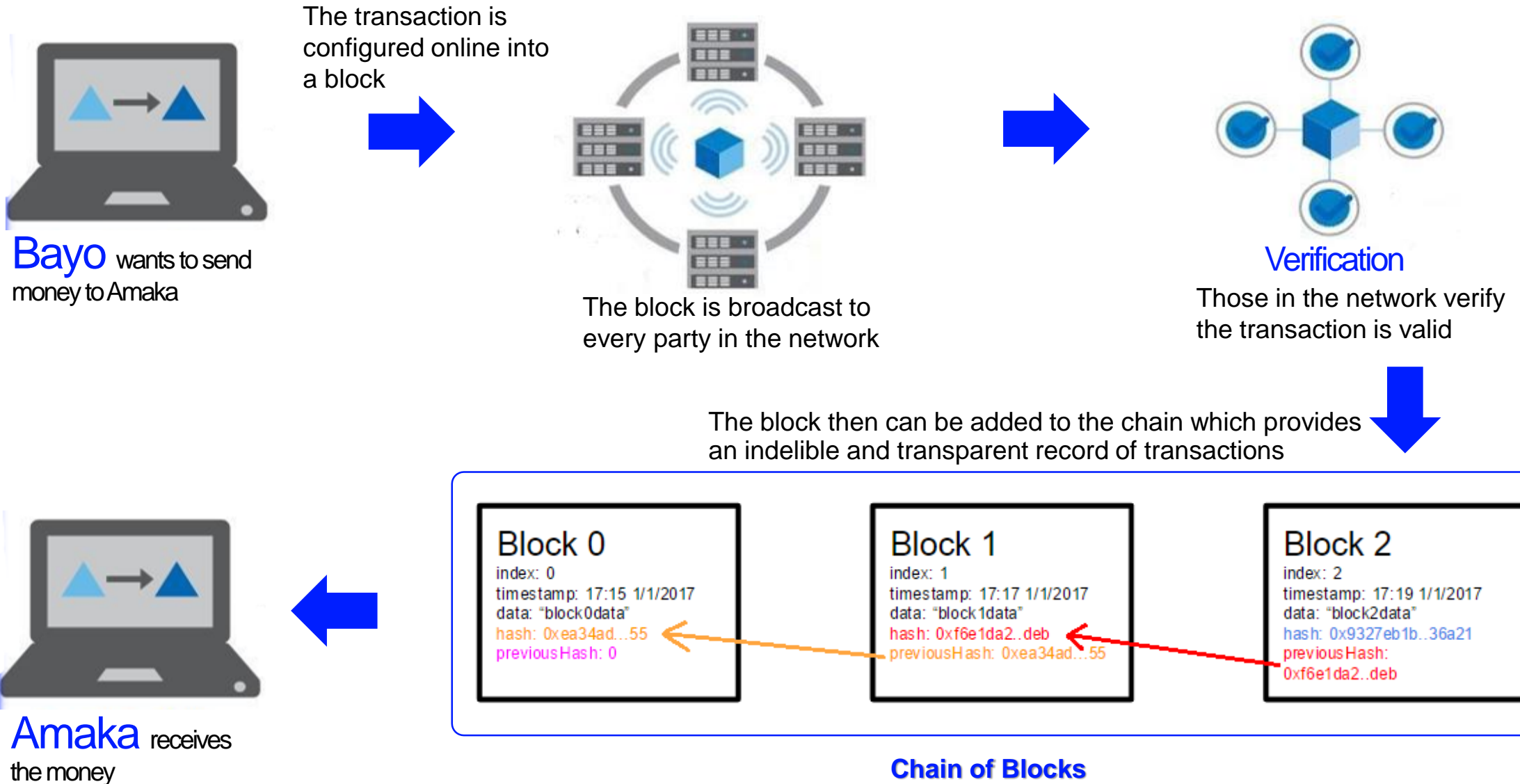
INTERNET OF INFORMATION



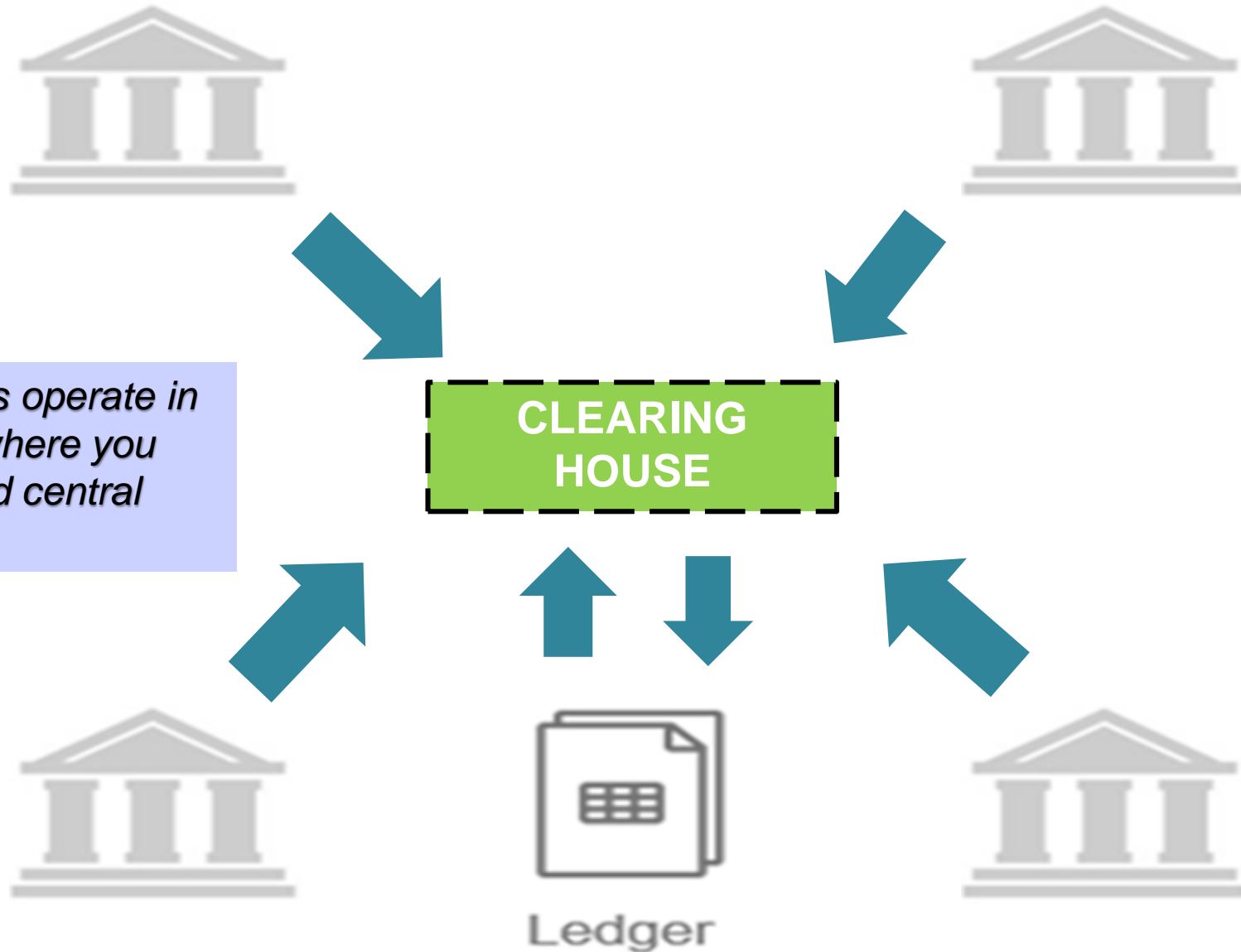
BLOCKCHAIN - INTERNET OF VALUE



BLOCKCHAIN = Chain of Blocks



A CENTRALIZED MODEL



Today, most industries operate in a centralized model where you always have a Trusted central authority.

KEY FEATURES OF THE CENTRALIZED MODEL



- Exchange of Value



- Ease of Regulatory and Supervisory Oversight

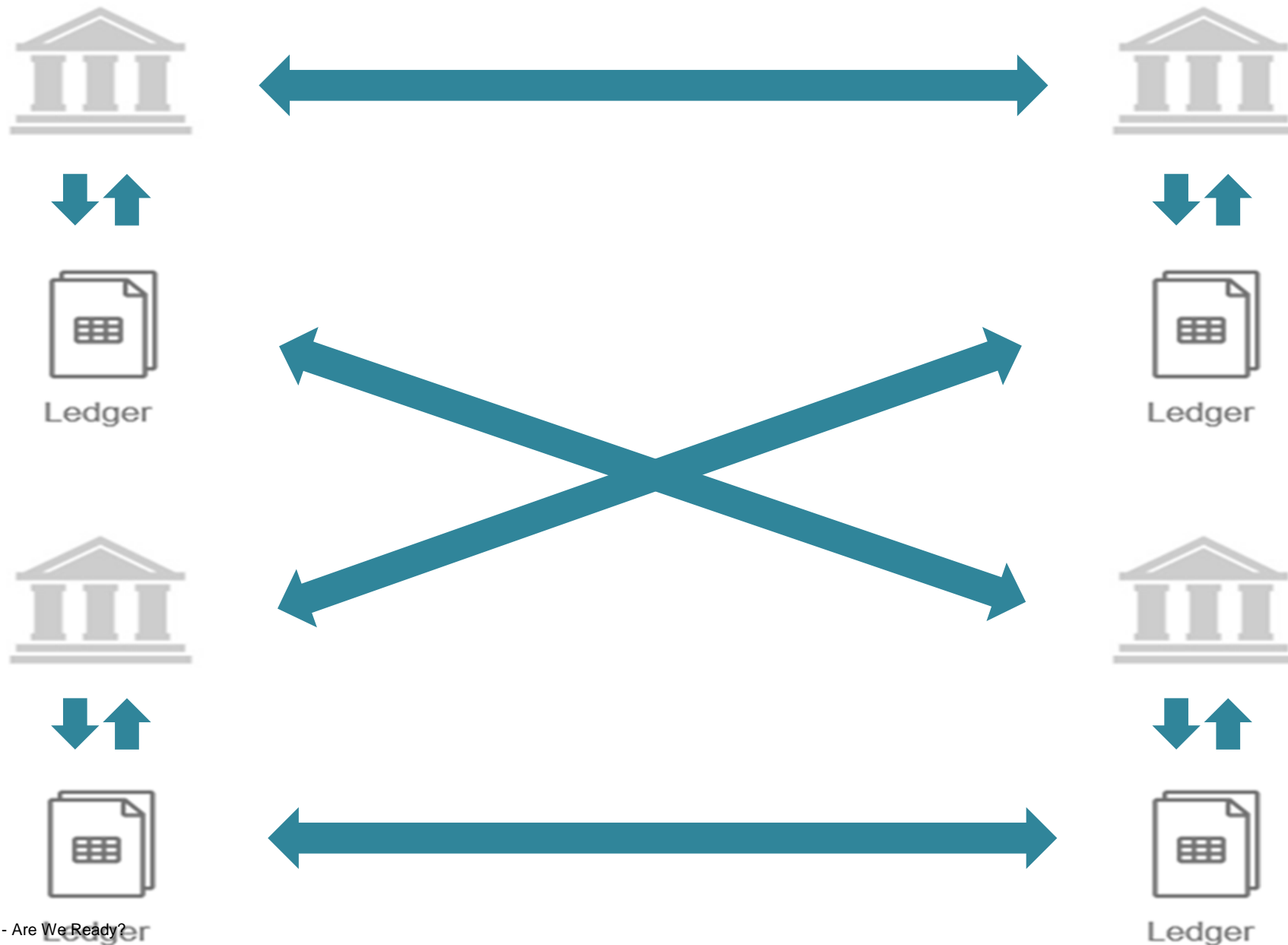


- Presence of (multiple) intermediaries



- High Transaction costs & fees

A DECENTRALIZED MODEL



FEATURES OF THE BLOCKCHAIN (DISTRIBUTED LEDGER)



- Records are Decentralized



- Immutability



- Transparency



- Trust

SOME CHALLENGES FACING BLOCKCHAIN & DISTRIBUTED LEDGER TECHNOLOGIES



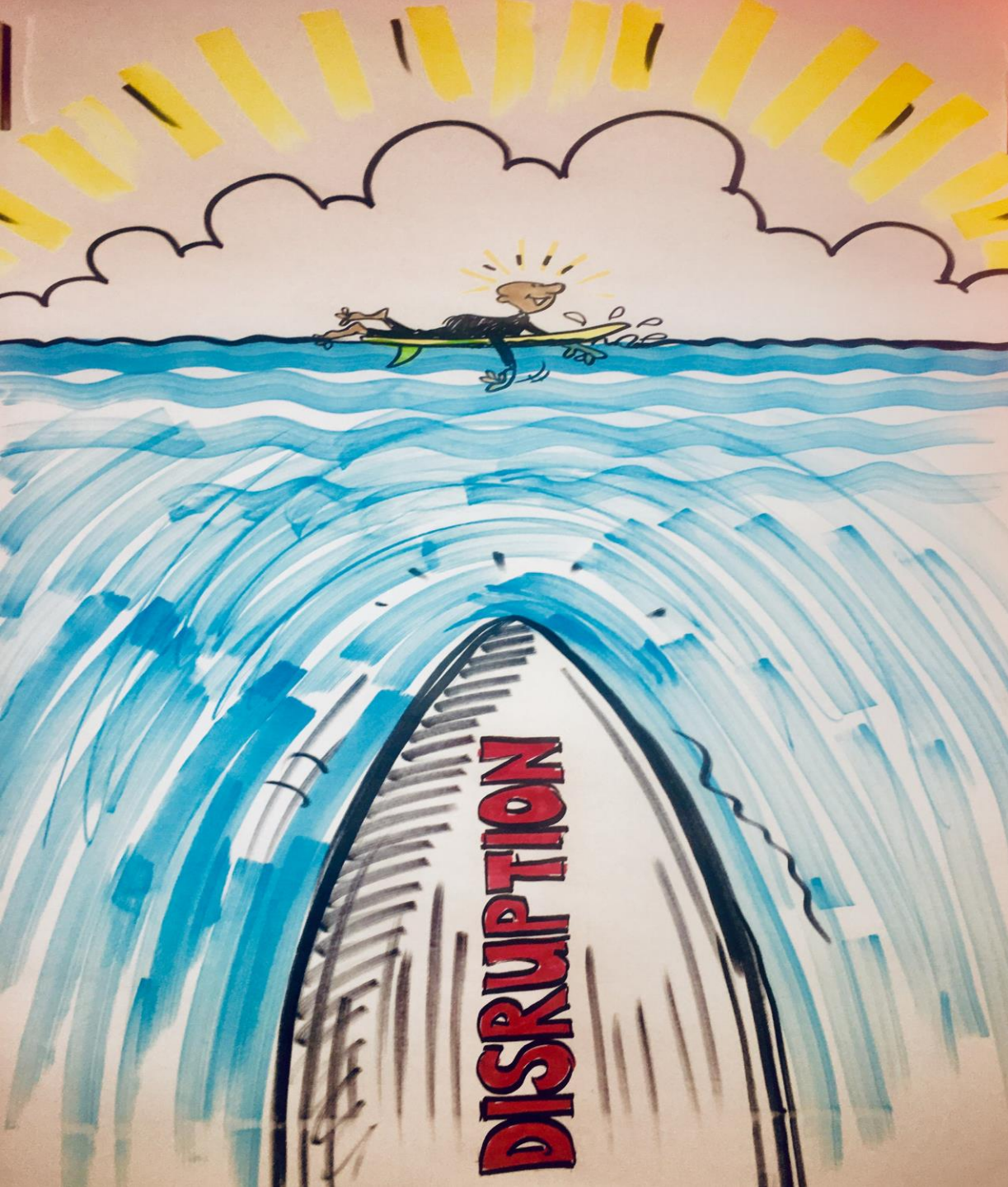
- Uncertainty around regulation, and how the technology would be governed.



- General lack of Understanding and public awareness



- Integration with Legacy Systems



DISRUPTION

... massive, rapid, and most likely permanent change!

A **disruptive technology** (or solution) is one that **displaces** an established technology;

A revolutionary technology that **creates** a completely new industry

KEY POINTS ON DISRUPTION

Disruption

displaces an incumbent, or creates an entirely new model / industry / process

Disruption is a process

It would usually happen over a period of time

If you get disrupted

you are not coming back!



INCUMBENT SOLUTION

- *More focused only on their most profitable customers*
- *Neglects other customer segments*
- *Misjudges “smaller” customer needs.*
- *Deploys services on legacy technologies*

A Disruptive solution is **simpler**, **more affordable** and more **accessible** to either a non-consuming group or the low-end of an existing market

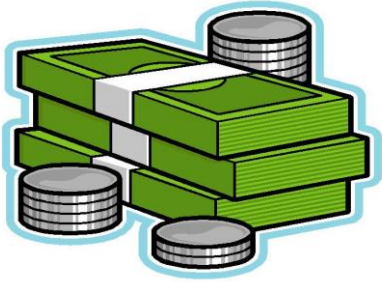


DISRUPTIVE SOLUTION

- *Accessible to wide-range of consumer groups*
- *Simple , more affordable products and solutions*
- *Prioritizes and Enhances customer experience*
- *Employs newer, more efficient technologies*

SOME INDUSTRIES THAT COULD BE DISRUPTED BY BLOCKCHAIN

Banking & Financial Industry



Agriculture & Food Technology



Legal Industry



E-commerce & Trade



Healthcare Industry



Education Industry



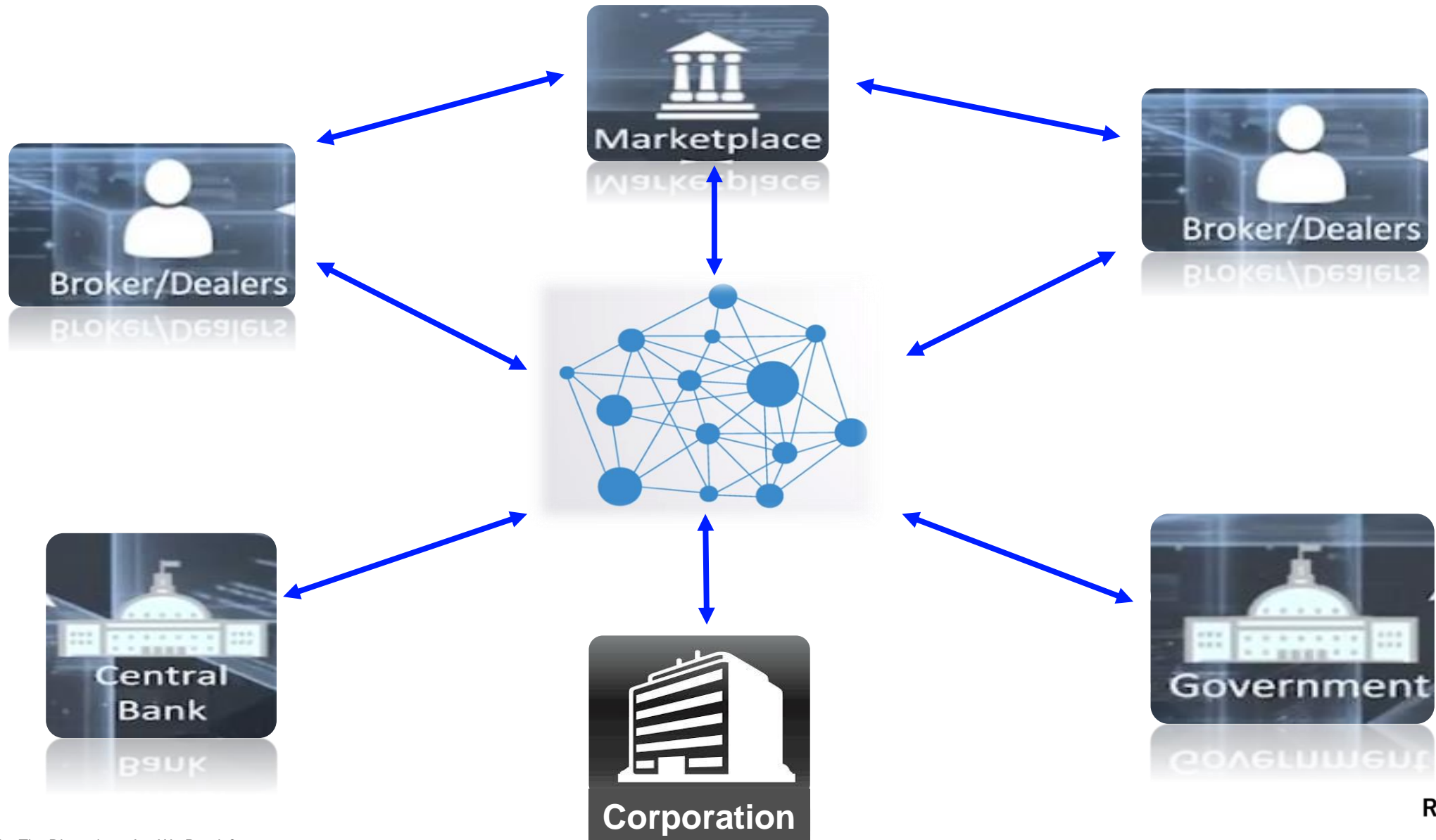
Real-Estate Industry



Politics



THE FINANCIAL INDUSTRY



BLOCKCHAIN: Some Use Cases in the Financial Industry

Clearing and Settlement



Speed up and Simplify cross-border payments



Syndicate Lending



Trade Finance



Fraud Detection



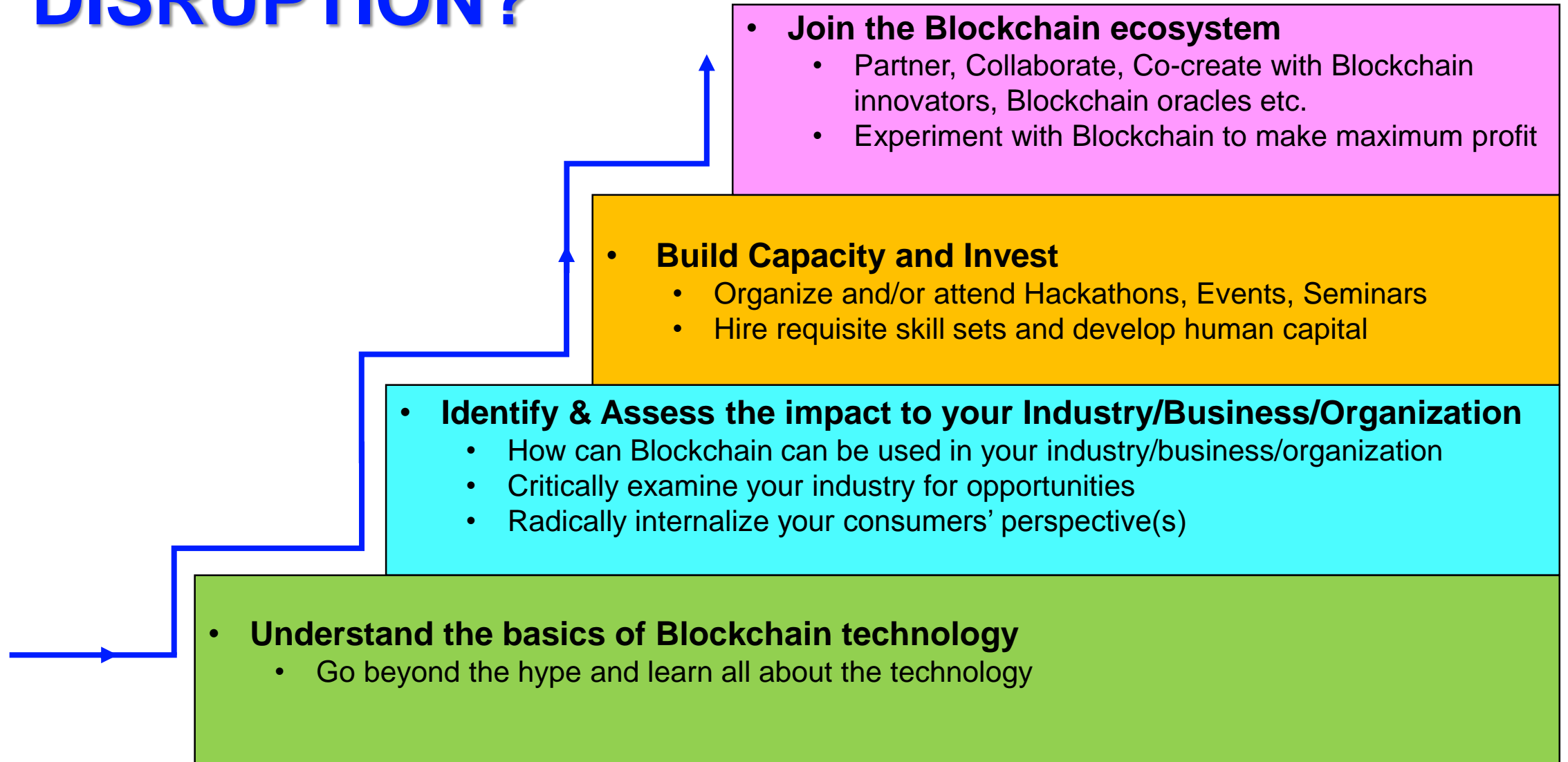
Digital Currencies





**ARE YOU READY
FOR
BLOCKCHAIN???**

HOW CAN YOU BE AHEAD OF THE DISRUPTION?

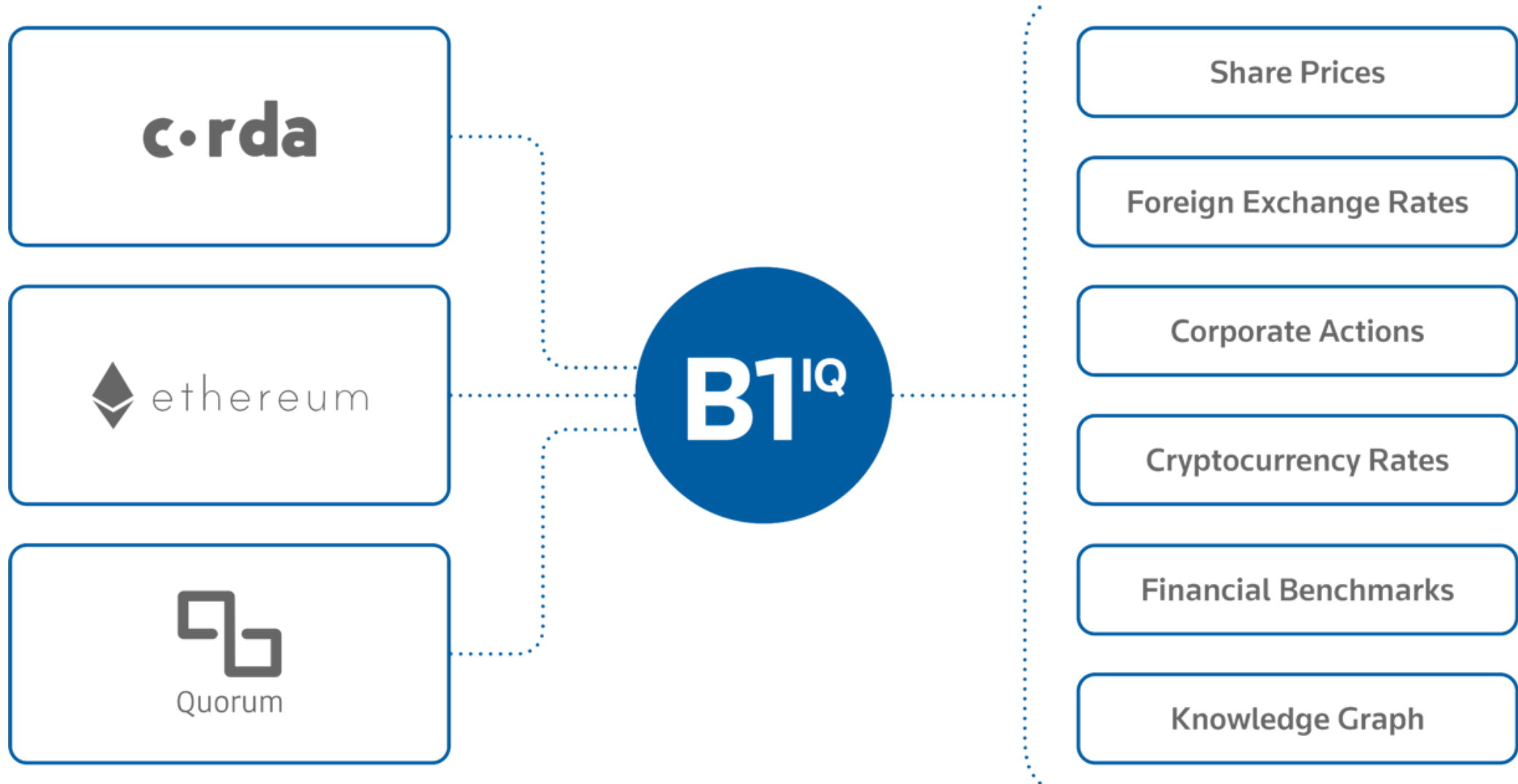




Our Activities in BlockChain



BlockOne IQ



**“The Fear of Disruption Can Be More Damaging than Actual Disruption
Resist the urge to react too hastily to major change
- or to use it as an excuse not to take action.”**

- *Paul Leinwand*

Thought leader - strategy, growth, and capability building

Thank you



africappractice

Accra

Dar es Salaam

Harare

Johannesburg

Lagos

Nairobi

London

Perth



The importance of investor relations
October 2018

1. What is Investor Relations (IR)
2. Snapshot of IR best practice versus non IR practice ones
3. The growing importance of social media in IR
4. How IR fits into Sustainable Reporting
5. IR engagement approach



It is not a process of stock price manipulation



It is not about performing “magic” to ensure positive analyst coverage on a company goes from 0 to 100



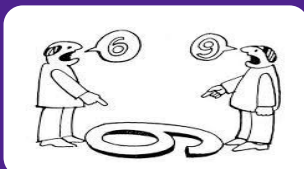
It is not for a closed group of individuals



It is not only about numbers, accounting and finance



It acts as a bridge between listed entities and the investing community



It is about engagement, visibility and managing perception



It is about enhancing transparency and disclosure to ensure fair valuations



It is about effective strategic communications to keep all stakeholders abreast of material information



It protects shareholder value in challenging times



It attracts the right investor class



It helps reduce volatility of investor activity and flows



It provides a transparency premium for valuations

80%

of institutional investors regularly use social media

30%

of institutional investors said material gathered through social media influenced decisions

37%

had based their company's decision-makers off social media information

34%

said information found on social media influenced a decision to work with a particular client or company

~40%

expect to increase their use of social media in the coming year

Source: Greenwich Associates - *Institutional Investing in the Digital Age: How Social Media Informs and Shapes the Investing Process*, 2016.

It helps companies listen and engage directly with their target audience



It allows companies reach more current investors and potential investors than traditional press releases

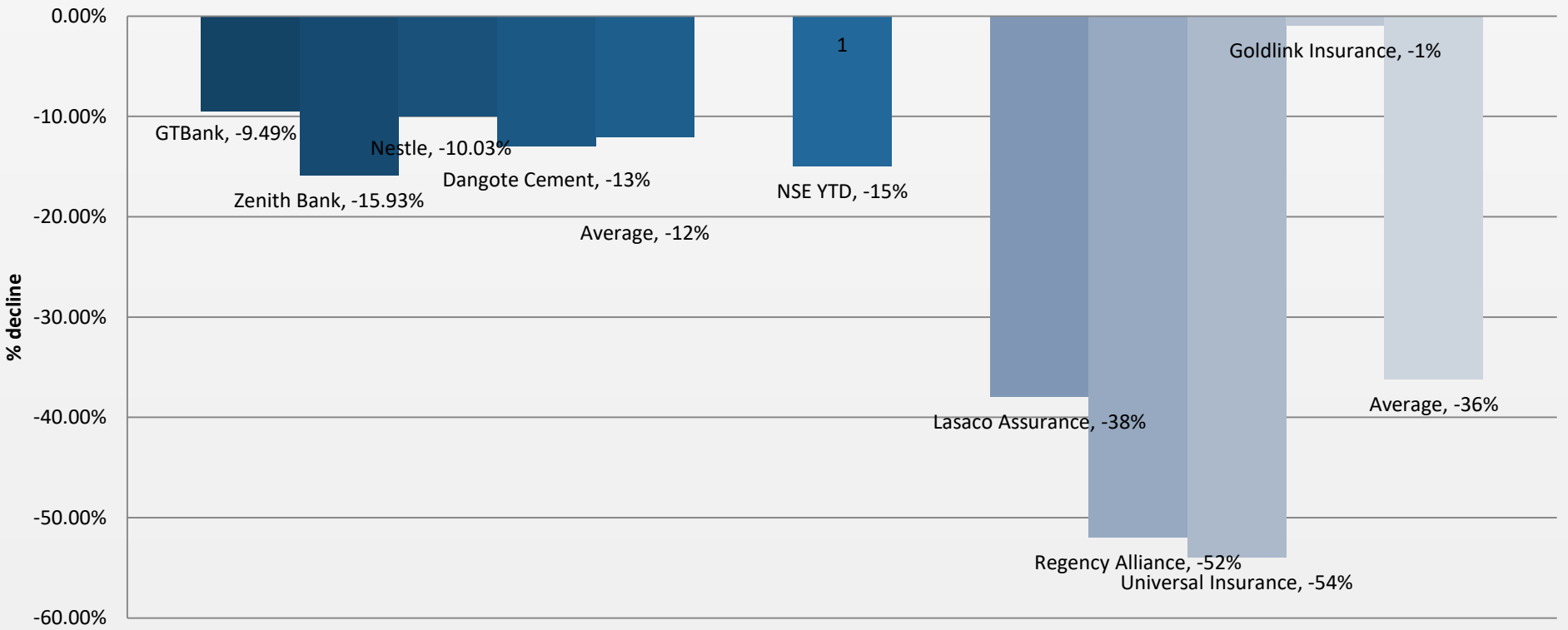


It creates an avenue for companies to get to measure investors' perception of stock







It helps companies deal with issues real time which in turn helps to reduce message misalignment.

Comparison of 2018 YTD stock performance





- Sustainable reporting is the intersection between investor relations, ESG and the UN SDGs
- Companies are evolving from operating without consideration for the environment to ensuring the entire ecosystem is factored.
- Sustainability in Africa is minimal as only 2 African stock exchanges out of 28 have issued ESG guidance for issuers.
- However, 41% of global businesses are expected to embed SDGs into their business over the next 5 years
- Aligning is critical as global institutions are investing based on sustainability

AUDIENCE	KEY MESSAGE	CHANNELS	OBJECTIVES
Institutional investors 	We are a long term opportunity	Conference calls 1-on-1 engagements	To frame the narrative that the business is viable and committed to for the long-term
Retail investors 	Enhanced Disclosure and Corporate Governance to engender confidence	Social media Traditional media	To re-iterate that corporate governance has improved and that stock ownership is not just for the "Big man"
Brokers 	Partners in ensuring trading volumes and interest	Side events Conference calls	To strengthen the relationship between brokers ensuring they drive trading interest and flows
Regulator 	Partner in keeping value for shareholders	1-on-1 engagements Traditional media	To engage with the regulatory bodies that capital is a global citizen and regulation should reflect that

africap**practice**

Oluwapelumi Joseph

ojoseph@aficappractice.com

Tim Newbold

tnewbold@aficappractice.com

www.aficappractice.com

aficappractice advises industry and governments; helping them to identify opportunity, manage risk and overcome critical communications challenges.



Presentation @ NSE Market Data Conference

Optimizing Business Performance Through Technology

19th October 2018

Agenda

- FSI Challenges & Opportunities
- Leveraging technology to drive business performance.
- Questions

Critical Capabilities Of a Business Technology Platform



**Unified Single
Source Of Truth
To Run A
Business**



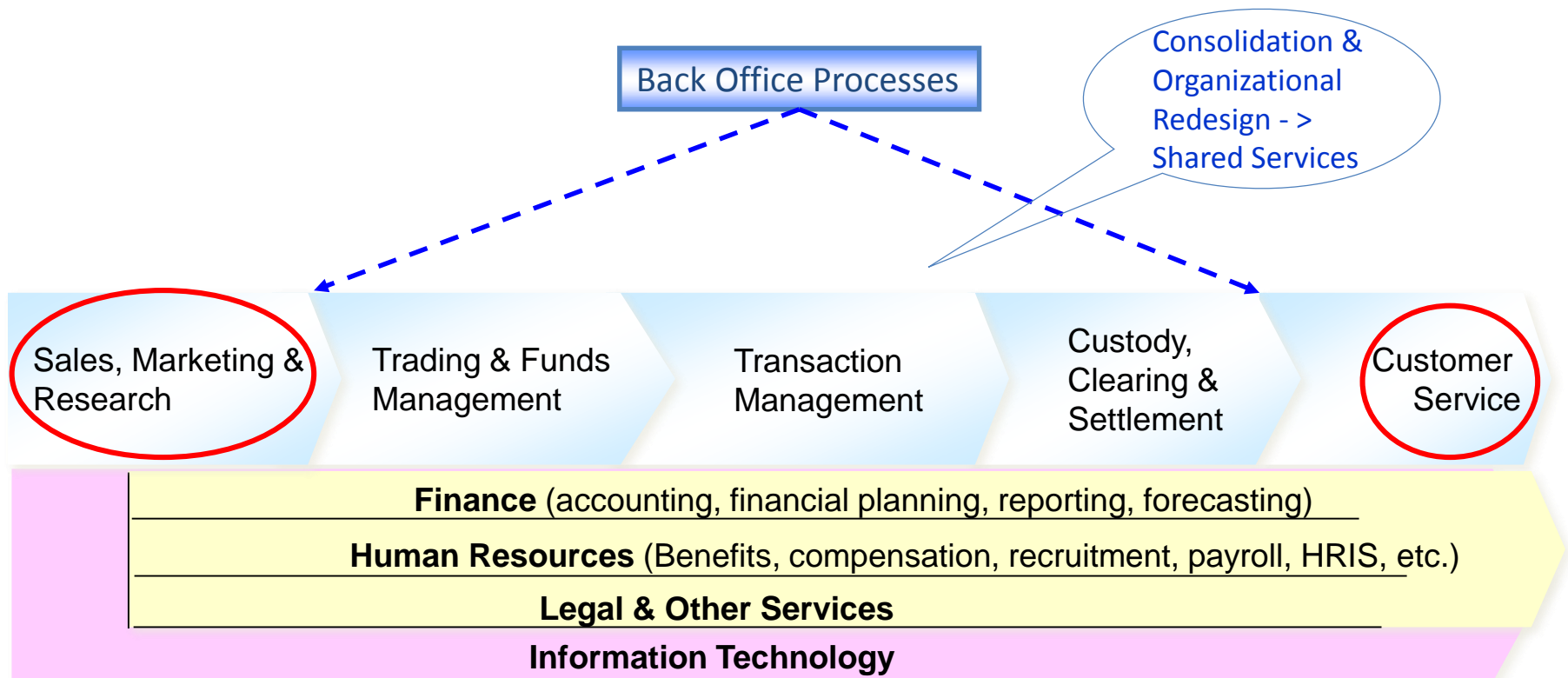
**Easily Extends
To Leverage
Competitive
Differentiators**



**STP &
Streamlined
Business
Processes**

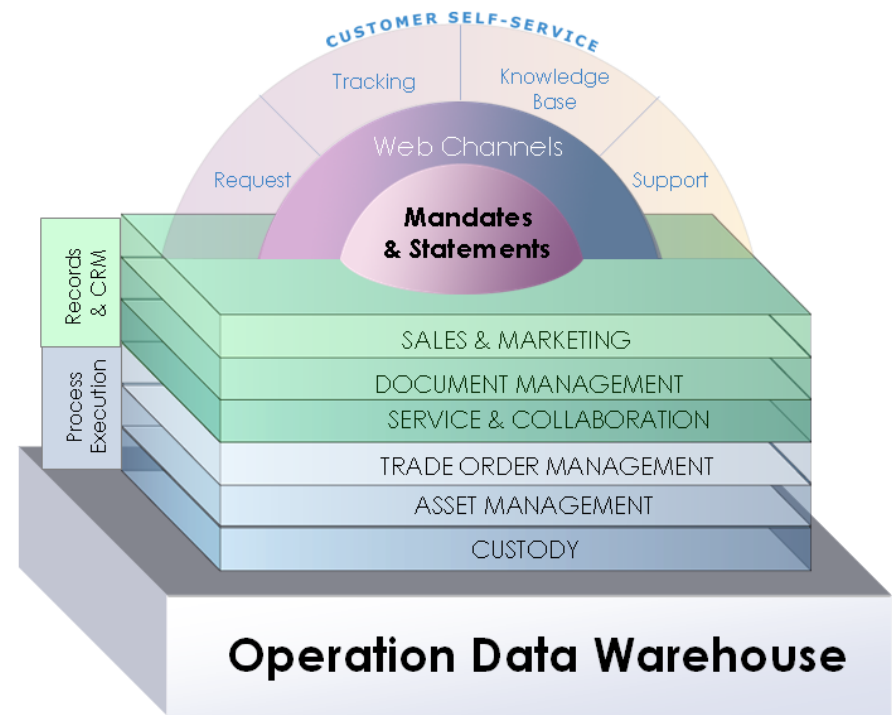
Transforming the value chain

- To become a leading capital market firm, Organization Technology & Processes must be transformed to deliver **strategic capabilities** and **drive value creation**.
- Core functions in the business units reengineered and automated with technology to be at least on par with best practice benchmarks.
- **Organizational design** must reflect consolidated back office functions with STP



A Capital Market Platform

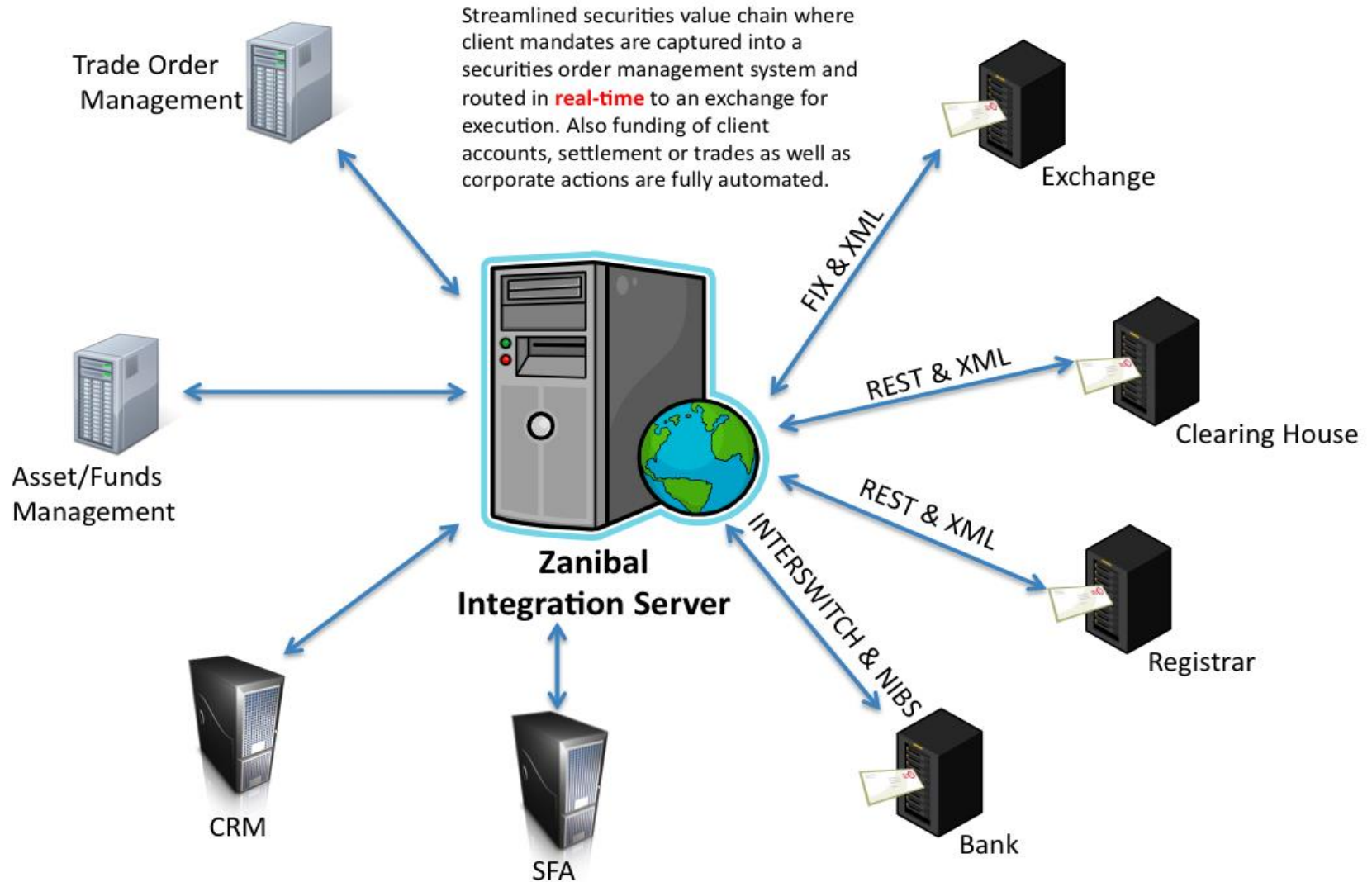
- Leverage technology across all touch points to drive business performance
- Analytics to drive performance mgmt. and planning
- Integration with all key stakeholders to drive accelerate TAT and drive efficiency.
- Support for exiting and new products
- Flexible and cost effective
- Lease what you need and avoid huge capital commitments.



Key Platform Capabilities

- A front-to-back technology platform to support:
 - client interaction (Web & Mobile Enabled)
 - aggressive growth plans (Scalable)
 - process reengineering (Single Data Model)
 - lead generation (CRM functionality)
 - client agreements (Document Management)
 - transaction lifecycle (Workflow Tools)
 - asset servicing (Interface to Ledgers)
 - teamwork (User Groups)
- Technology must deliver strong ROI

Integrate your processes



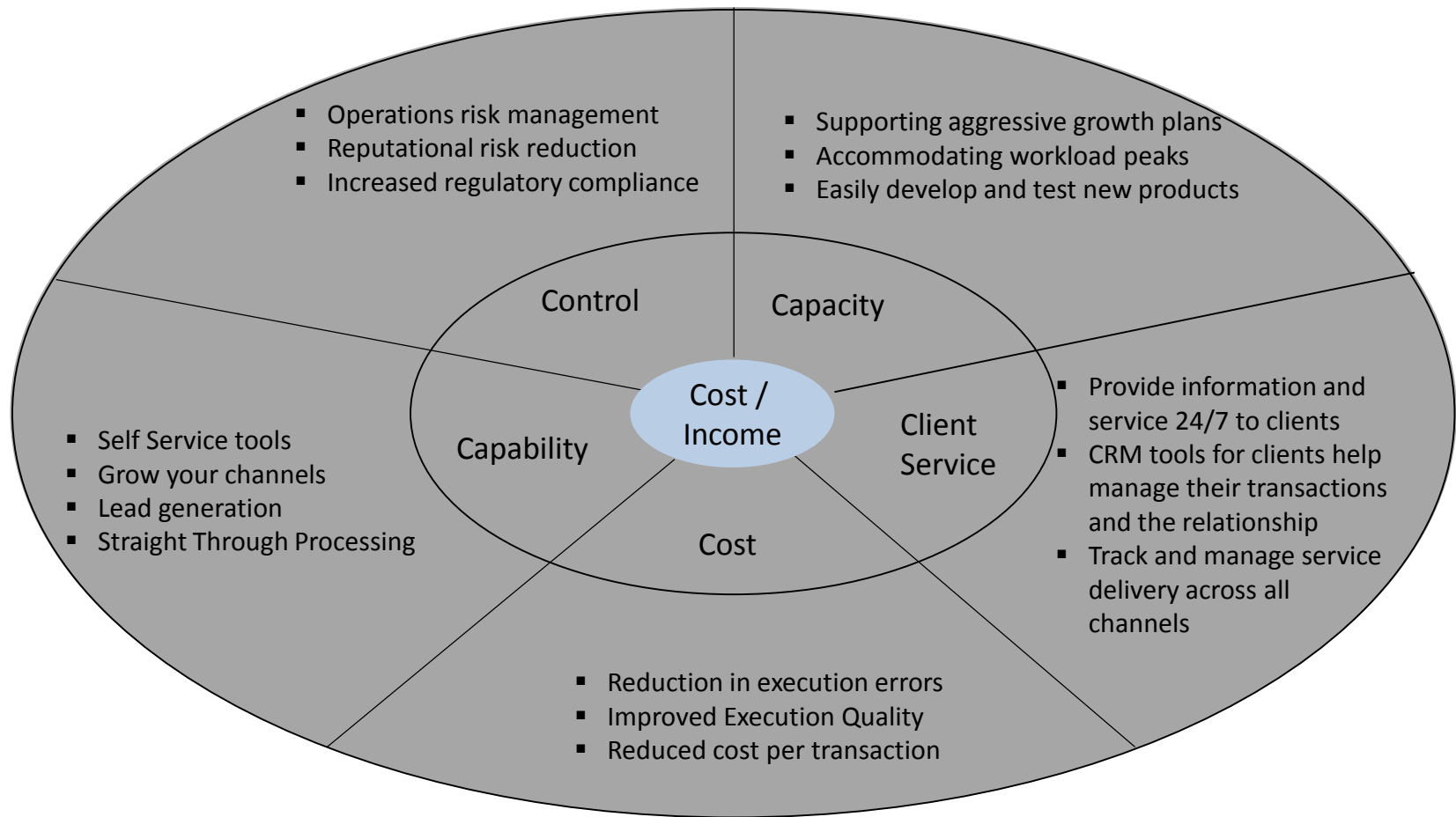
Insight from your data



**Know More
Sell More**

- Operational Excellence
 - Responsive and accurate delivery of customer requests across all channels
- Analytical Insight
 - Analyze, predict and drive customer behavior
 - Identify the right time to make the right offer to the right market
- Process Optimization
 - Improve visibility and performance across all involved business processes

Key Benefits Of Deploying Technology Zanibal

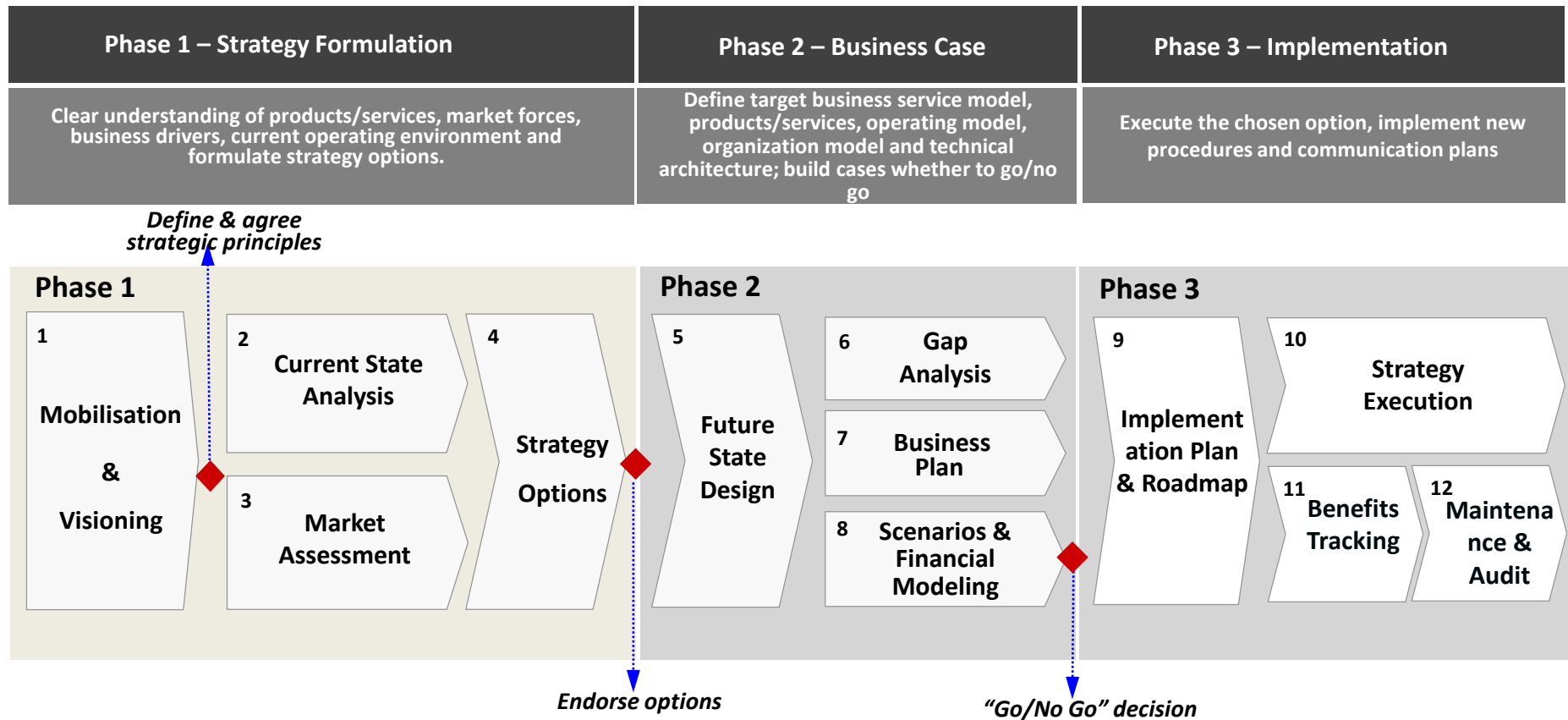


Summary

- Technology should deliver a single, real-time view of your transactions, customer and sales processes across all departments and all locations
- Solutions should have a low cost of ownership and enterprise class scalability and performance.
- Easily extend functionality
 - Via Built In Customization APIs & Web Services

The Delivery Process

3-phased approach that breaks down transformation roadmap into distinct and manageable stages, each with their own timeline, milestones and deliverables



The first step to transformation needs to be driven through a clear articulation of the problems with the existing architecture and the establishment of a set of strategic principles

Questions ??