Building a Sustainable Business and Personal Legacy

Presented by:
Mr. Oscar N. Onyema
Chief Executive Officer, The Nigerian Stock Exchange
at the
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Here’s a Question for You...

What do these people have in common?
Overview

1. Why Am I Here?
2. Managing Oneself
3. Managing Relationships
4. Financing Growth
5. Questions & Answers
About Me...
How I Measure My Life...
“Do not go where the path may lead, go instead where there is no path and leave a trail.”

- Ralph Waldo Emerson
Maintaining integrity and a positive moral compass are essential to building a meaningful legacy.

• In business and personal life, there are moments that can define one forever.

• The cost of doing something wrong “just once” always seems alluringly low, but the end result cannot always be seen.

• Thus, it is important to define for yourself what you stand for, and draw the line.

Paraphrased from Clayton Christensen’s “How Will You Measure Your Life”
The Commonality?

Deep personal integrity.
Without a carefully planned and focused approach to execution, strategic goals cannot be attained.

• Strategy helps align functional activities to achieve set goals, but strategy without action is futile.

• Execution requires accepting individual/organizational limitations, establishing priorities and aligning actions and resources.

• Discipline, time management and consistency are key to producing lasting and meaningful results.

“Excellence is a journey. Discipline is the vehicle”

- George C. Fraser
#3: Carry People Along

Relationships are important for personal wellbeing and are a major currency in the business world.

- Harvard’s 80 year Study of Adult Development provides empirical evidence of the impact of good relationships on personal health.¹

- In business, social capital is key - from acquiring or retaining customers / investors to building a team.

- Strong, honest and mutually beneficial relationships are built when values are recognized and communication is effective (i.e. people are carried along).

“If they like you, they will listen to you. If they trust you, they will do business with you.”

- Zig Zaglar

¹ The Harvard Study of Adult Development, one of the world’s longest studies of adult life, finds that participants who were most satisfied in their relationships at age 50 were the healthiest 30 years later.
#3: Carry People Along

#ALAMasterclass
#3: Carry People Along

Failing to carry people along leads to slower results (at best), or different results, or no results all, and often results in parties involved feeling frustrated, confused, underutilized, unappreciated and/or demeaned.
Building a Sustainable Business

All 3 principles are important in building a sustainable company.

As a leader your personal values will inform your company’s values and be manifest in how you run it. Strong personal ethics should translate into good corporate governance and ethical management. These are key for attracting investors, customers, employees and other partners, especially in today’s world in which ESG issues are increasingly important.
The NSE is a Platform for Growth

Our Mission: To provide investors and businesses a reliable, efficient and an adaptable exchange hub in Africa to save and access capital.

Our Vision: Africa’s preferred exchange hub

Our Values: Ambitious, inclusive, fair

Our Culture: A customer-focused, people-centric, results-oriented organization…

(C_F - P_C - R_O)

Facilitates Capital-raising for Business/Economic growth & dynamism

Facilitates Government financing for developmental projects

Empowers populace through financial literacy programs and CSR initiatives

Promotes corporate governance

Enhances Public-Private Partnership Initiatives

Mobilizes savings for investment

Permits efficiency in capital flows

Stabilizing the Capital Market

Primary market for securities issuances

Secondary market for the trading of securities

Provide market data and transparency

Regulate members and participants

Monitor the market

Protect investors

Facilitating inclusive economic growth
NSSE Market Snapshot

The Sustainable Stock Exchange
Championing Africa’s Growth

Servicing the
No.1 Economy in Africa
with a Market Cap of
N24.19Tn
($67.11Bn)*

MARKET PARTICIPATION

194
Active Dealing Members***

169
Equities
(14.15 Tn)

92
Bond
(10.04 Tn)

9
ETFs
(7.48 Bn)

LISTINGS

164
Listed Companies

7 Domestic Companies

1 Foreign & 147 Domestic Companies

9 Domestic Companies

All figures are as at June 7th 2018
*As at June 8th 2018 USD:NGN = 361.21

Committed to global cooperation and best practices...

Sustainable Stock Exchanges Initiative
WORLD FEDERATION OF EXCHANGES
ASEA
IOSCO
Intermarket Surveillance Group
FIX TRADING COMMUNITY
GRI
THE GLOBAL COMPACT

THE Nigerian STOCK EXCHANGE

WACMI
Capital Markets – Too Ambitious?

Capital markets are a competitive source of finance for companies that are typically at least 3 years into operations and are seeking long-term finance for business expansion.
## NSE Market Segments

The NSE market is segmented into three listing boards. In addition to general listing standards, each board has specific minimum listing requirements.

### The Premium Board
- N200 billion minimum market capitalization/valuation
- 70% minimum Corporate Governance Rating System (CGRS) score
- Minimum of 20% free float or Minimum value of free float shares of N40 billion
- Minimum of 3 years financial statements & operating track record
- Minimum of 300 public shareholders
- Satisfy all other general listing requirements

### The Main Board
- Minimum of N300 million aggregate pre-tax profit over the last 3 years; with at least N100 million pre-tax profit in 2 of the years
- Minimum of 3 years operating track record of the Company
- Minimum of N3 billion SHF
- Minimum of 3 years financials
- Minimum of 20% free float
- Minimum of 300 shareholders

### The ASeM Board
- Minimum of 2 years operational track record
- Medium term (at least 2 years) business plan
- Minimum of 15% free float
- Minimum of 51 public shareholders
- Designated Adviser required
Benefits of Listing on the NSE

The NSE offers a great opportunity for listed companies to access a range of services critical to realizing and maintaining their strategic goals.

- Enhanced share valuation and liquidity
- Broader diversification of financing options
- Global visibility with access to capital from investors across global financial markets
- Eligibility for inclusion in the NSE All Share Index
- Dedicated relationship management
- Access to the NSE Issuer’s Portal
- Enhanced value of share incentive programs
- Strong framework for governance and shareholder value recognition
- Access to the NSE X-Value Services Suite
- Participation in bespoke capital market events

Benefits of being an NSE Listed Company

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Final Note

We live in a world of opportunities. Seek these courageously. Act responsibly. And above all, never forget who you are and what is important to you.
THANK YOU

Visit the NSE’s website www.nse.com.ng or find us on social media