



THE Nigerian STOCK EXCHANGE

Building a Sustainable Business and Personal Legacy

Presented by:

Mr. Oscar N. Onyema

Chief Executive Officer, The Nigerian Stock Exchange

at the

Ausso Leadership Academy Mentorship Master Class

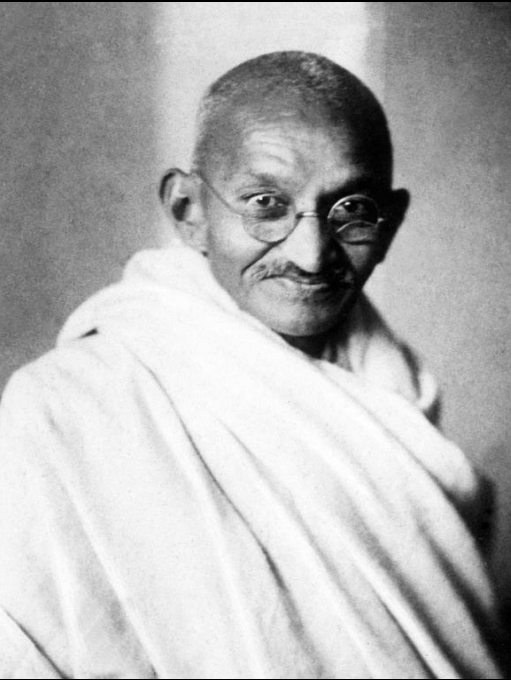
June 12, 2018

Here's a Question for You...



**THE Nigerian
STOCK EXCHANGE**

What do these people have in common?



#ALAMasterclass

Overview



**THE Nigerian
STOCK EXCHANGE**

1

**Why Am I
Here?**

2

**Managing
Oneself**

3

**Managing
Relationships**

4

**Financing
Growth**

5

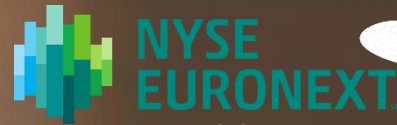
**Questions &
Answers**

#ALAMasterclass

About Me...



THE Nigerian STOCK EXCHANGE



Baruch COLLEGE CUNY



#ALAMasterclass

How I Measure My Life...



#ALAMasterclass

#1: *Be True to Thyself*

Being true to oneself is key to success in one's personal and professional life.

- Studies show “authentic people” are more resilient, have stronger sense of self-worth, better relationships and execution ability.
- Key to being authentic is self-awareness: knowledge of and trust in one's own motives, emotions, preferences, and abilities.
- Being true then requires aligning actions with values and needs. However, this can be difficult due to risks of rejection and backlash.

“Do not go where the path may lead, go instead where there is no path and leave a trail.”

- Ralph Waldo Emerson



#1: Be True to Thyself (Cont'd)



THE Nigerian
STOCK EXCHANGE

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.



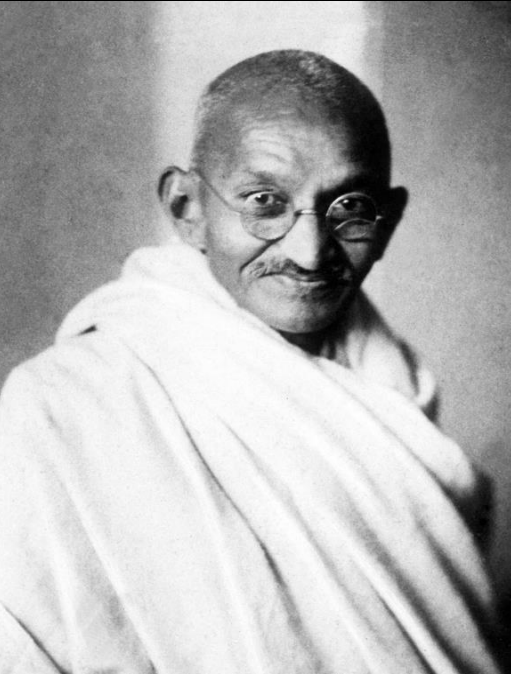
#ALAMasterclass

The Commonality?



**THE Nigerian
STOCK EXCHANGE**

Deep personal integrity.



#ALAMasterclass

#2: Focus and Execution Are Everything



THE Nigerian
STOCK EXCHANGE

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

#ALAMasterclass

#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*).



**THE Nigerian
STOCK EXCHANGE**

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

- Zig Zaglar

¹The 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



**THE Nigerian
STOCK EXCHANGE**



#ALAMasterclass

#3: Carry People Along



**THE Nigerian
STOCK EXCHANGE**

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



**THE Nigerian
STOCK EXCHANGE**

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



**THE Nigerian
STOCK EXCHANGE**

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)

Permits efficiency in capital flows

Mobilizes savings for investment

Promotes corporate governance

Enhances Public-Private Partnership Initiatives

Empowers populace through financial literacy programs and CSR initiatives

Facilitates Capital-raising for Business/
Economic growth & dynamism

Facilitates Government financing for developmental projects

Facilitating inclusive economic growth

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

NSE Market Snapshot



THE Nigerian
STOCK EXCHANGE

The Sustainable Stock Exchange Championing Africa's Growth

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



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

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



PREMIUM
BOARD

7 Domestic
Companies



MAIN
BOARD

1 Foreign & 147
Domestic Companies



9 Domestic Companies

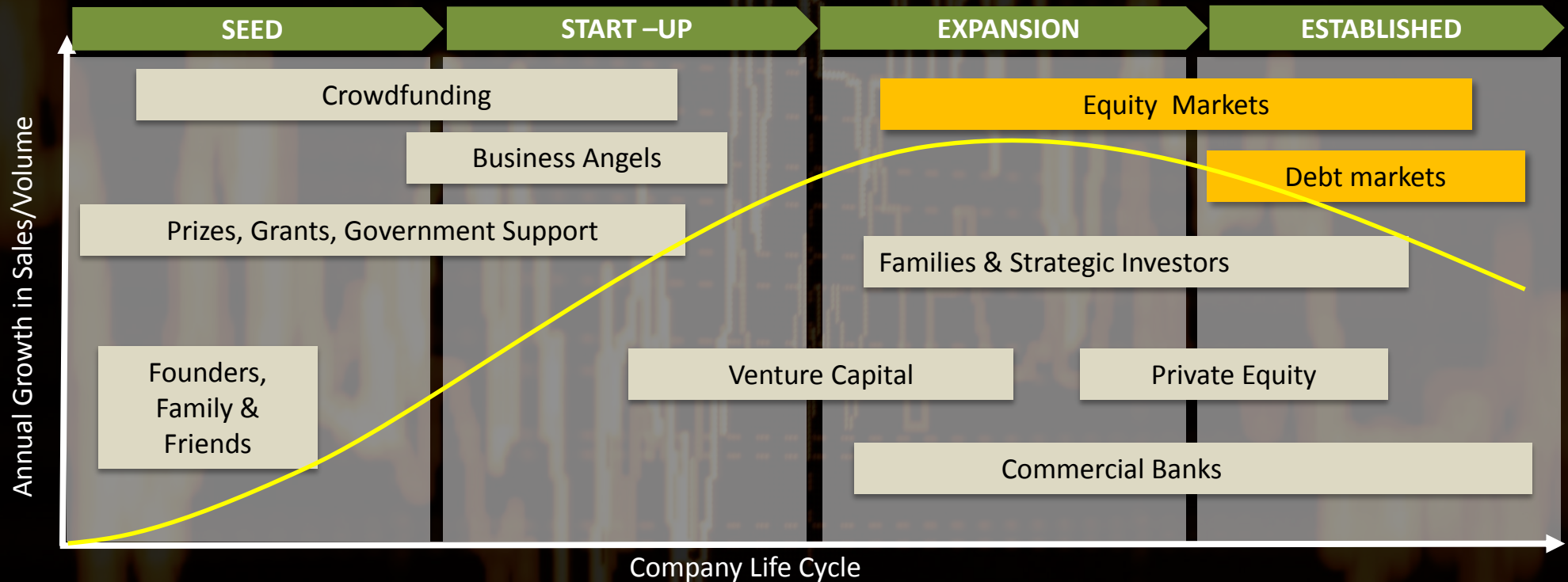
Committed to global cooperation and best practices...



Capital Markets – Too Ambitious?



THE Nigerian
STOCK EXCHANGE



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.

#ALAMasterclass

NSE Market Segments



THE Nigerian
STOCK EXCHANGE

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

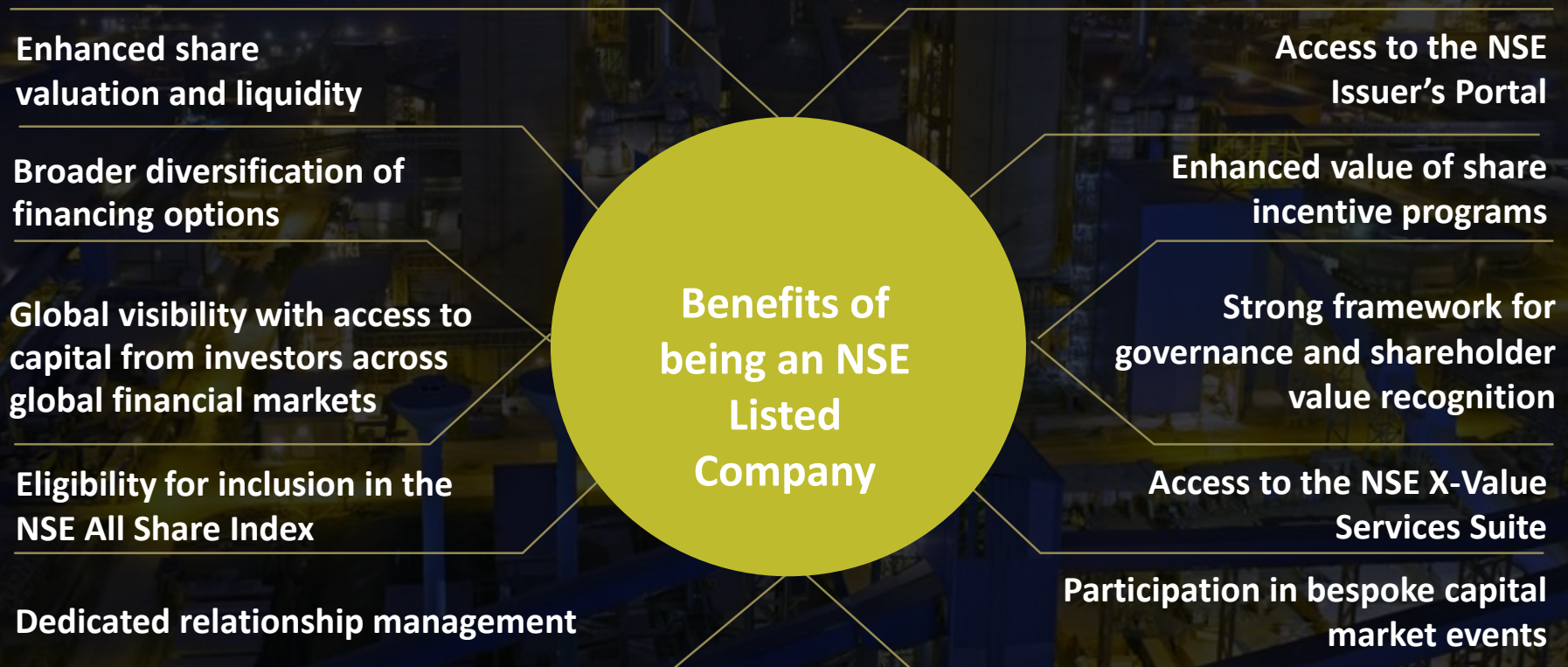
- Minimum of 2 years operational track record
- Medium term (at least 2 years) business plan
- Minimum of 15% free float
- Minimum of 51 public shareholders
- Designated Adviser required

Benefits of Listing on the NSE



**THE Nigerian
STOCK EXCHANGE**

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



Final Note



**THE Nigerian
STOCK EXCHANGE**

**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.**

#ALAMasterclass



**THE Nigerian
STOCK EXCHANGE**

THANK YOU

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

#ALAMasterclass