



# **THE Nigerian STOCK EXCHANGE**

## PERSONAL WEALTH MANAGEMENT AND INVESTMENT

---

Presented by

**Oscar N. Onyema, OON**

CEO, The Nigerian Stock Exchange

for

Airtel Networks Ltd.

September 28<sup>th</sup> 2015

---



1

- Introduction

2

- Fundamentals of Wealth Management

3

- Pursuing Your Financial Goals

4

- Investment Approaches

5

- Refining Your Investment Strategy – Key Considerations

6

- The NSE Can Help...

7

- Background of the NSE

8

- NSE's Market Position in Africa

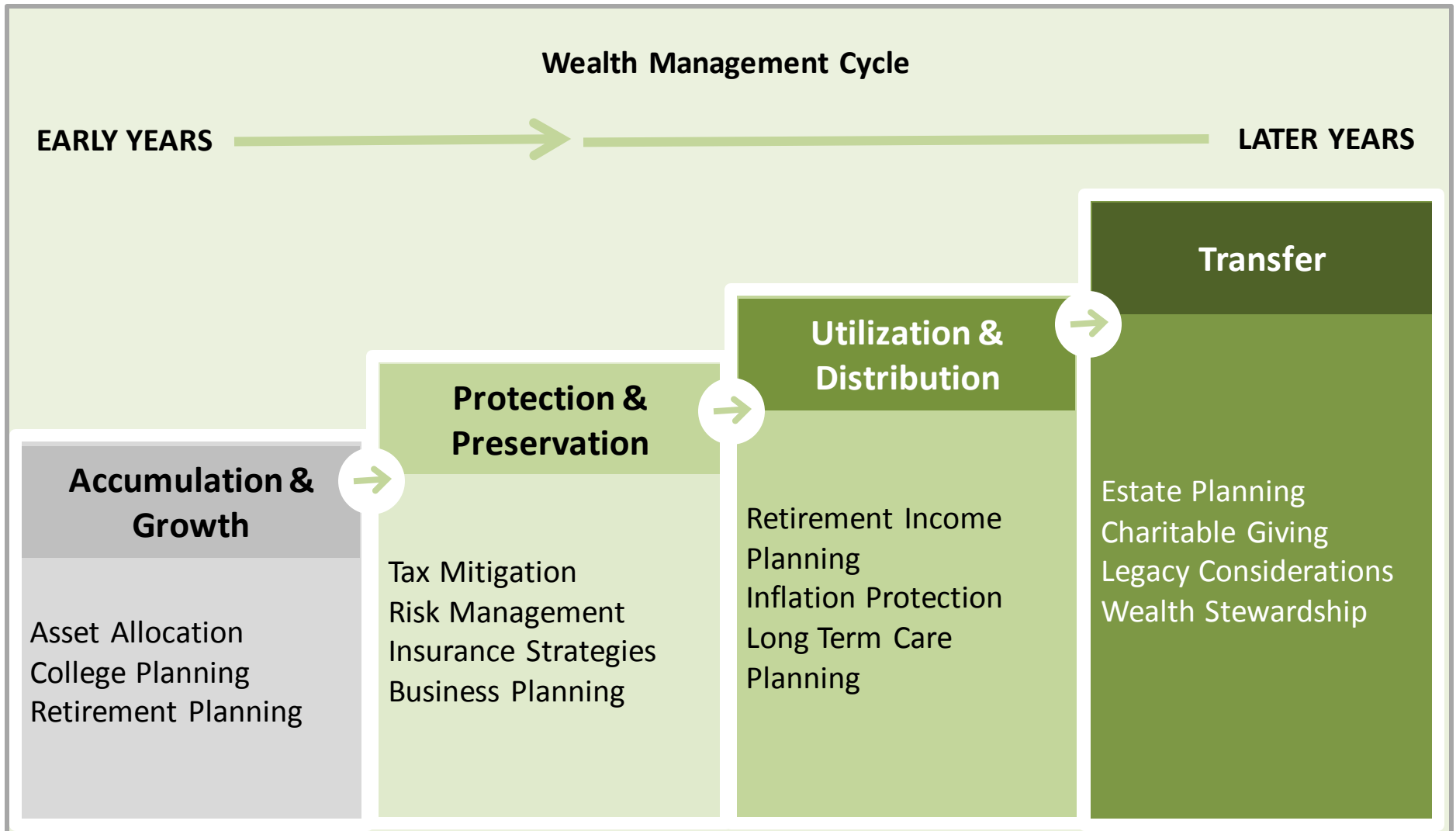
9

- NSE Awards & Accolades

**Wealth Management** is  
the science of  
solving/enhancing a  
financial situation.

An individual may manage  
their wealth through a  
number of **Investment**  
strategies.

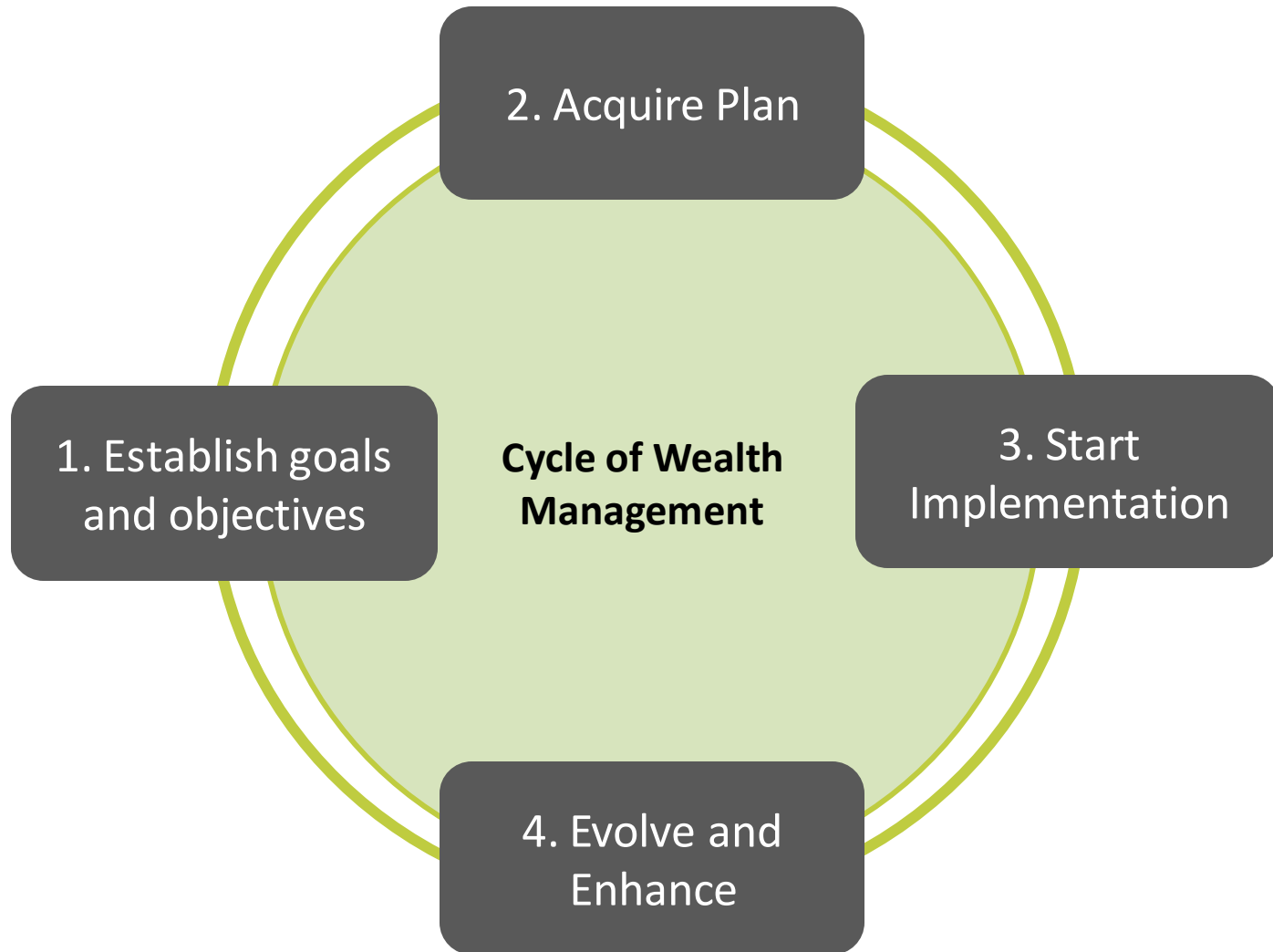


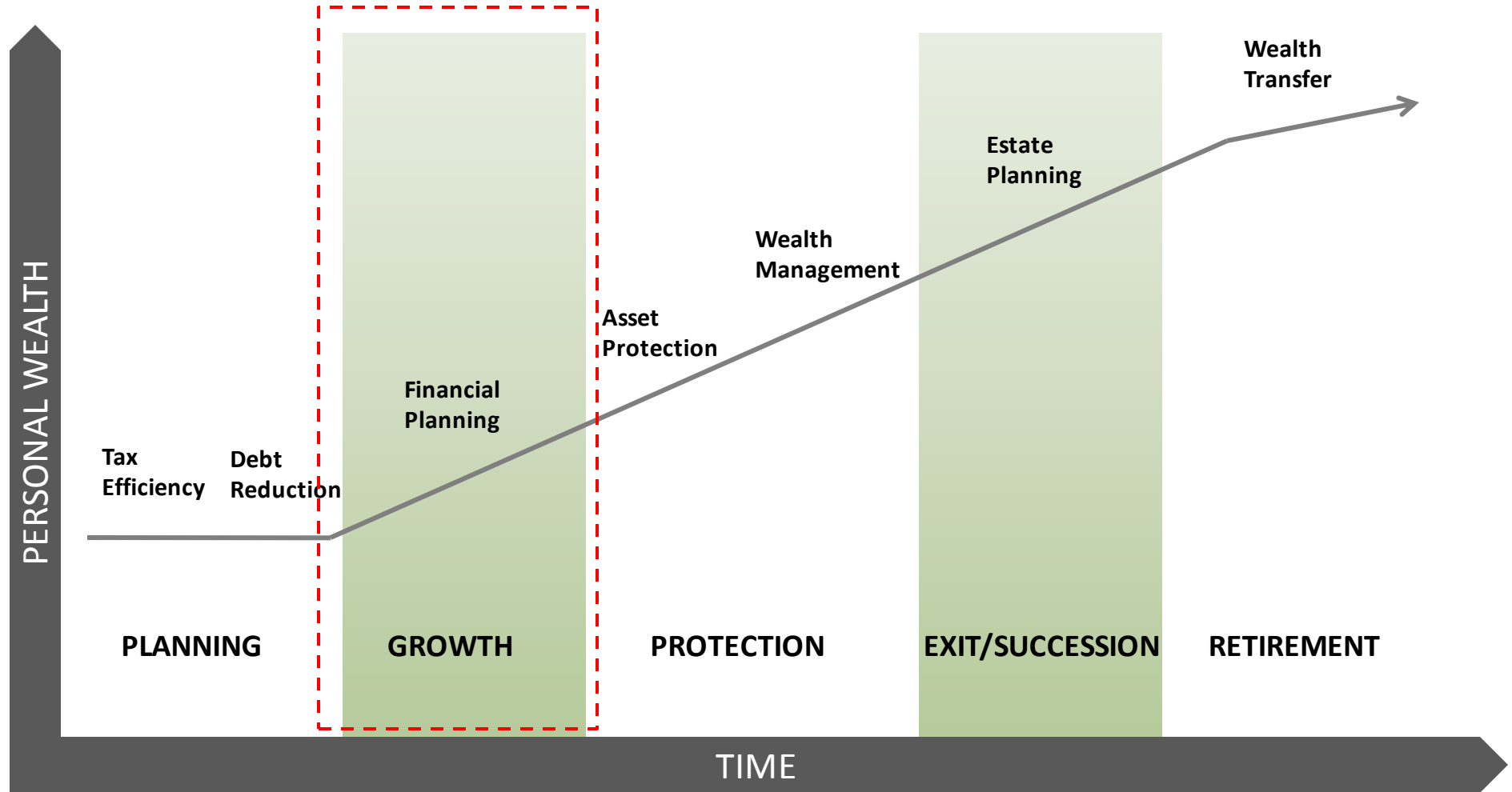


A key factor in determining an effective wealth management strategy is how the wealth is accumulated.

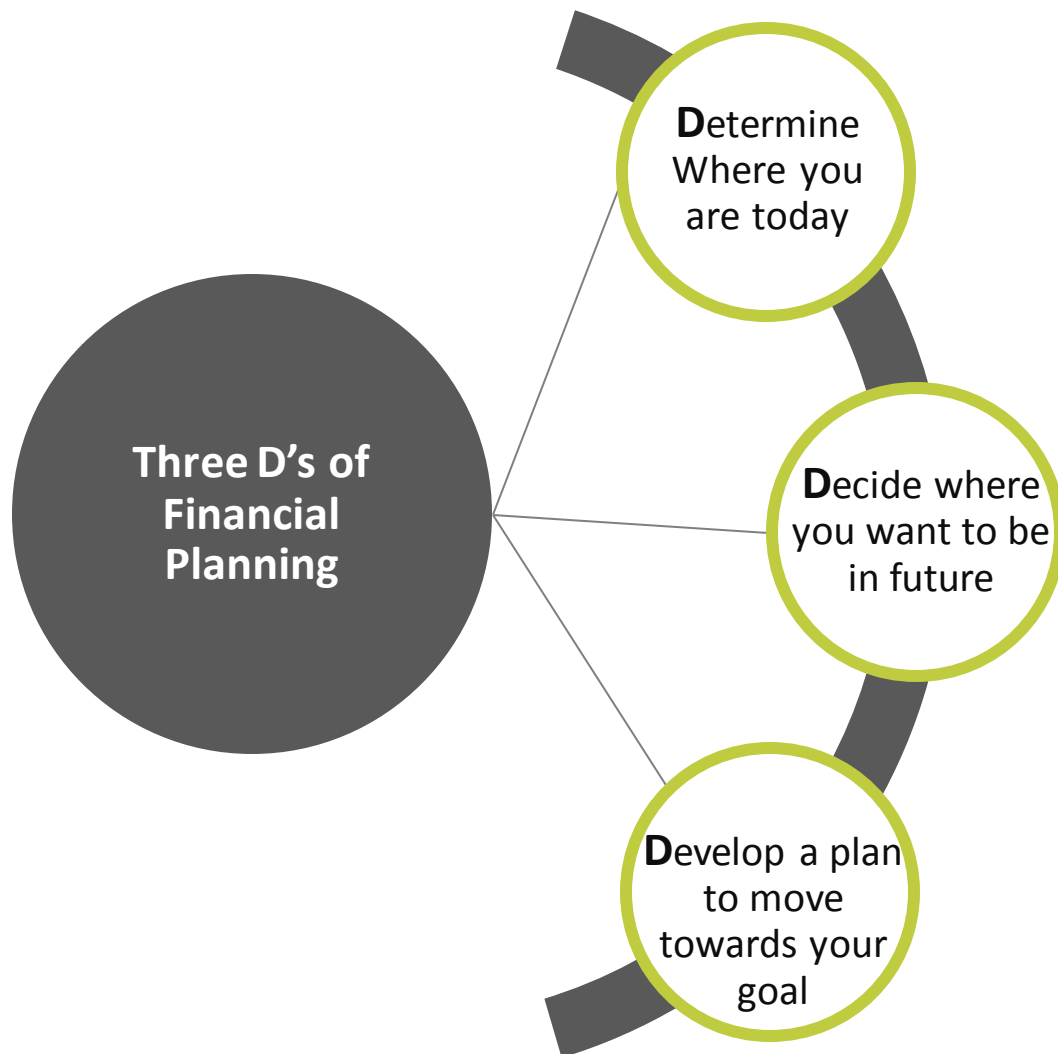
There are basically two different ways people **accumulate wealth**:

- Wealth through moderate accumulation; and
- Wealth through momentous event.





Having a realistic financial framework can help you better seize financial opportunities as they arise.



- Before creating a wealth plan, take a snapshot of where you are today financially.
- Net worth is measured as the excess of all your assets over all your liabilities. i.e.
- $\text{Total Asset} - \text{Liabilities} = \text{Net Worth}$

- When developing a plan, balance financially prudent strategies with emotionally acceptable thresholds.
- Provide for flexibility, as personal and financial situations often change with major and minor life events such as death, illness or marriage.

- A successful investment program must address both safety and performance concerns compromising neither.
- It is an ongoing process, thus you must monitor the plan and adjust it as necessary to ensure that you are moving in the right direction.



## Investment Strategy

### Investment Risks

Irrecoverable loss of purchasing power

Irrecoverable loss of principal

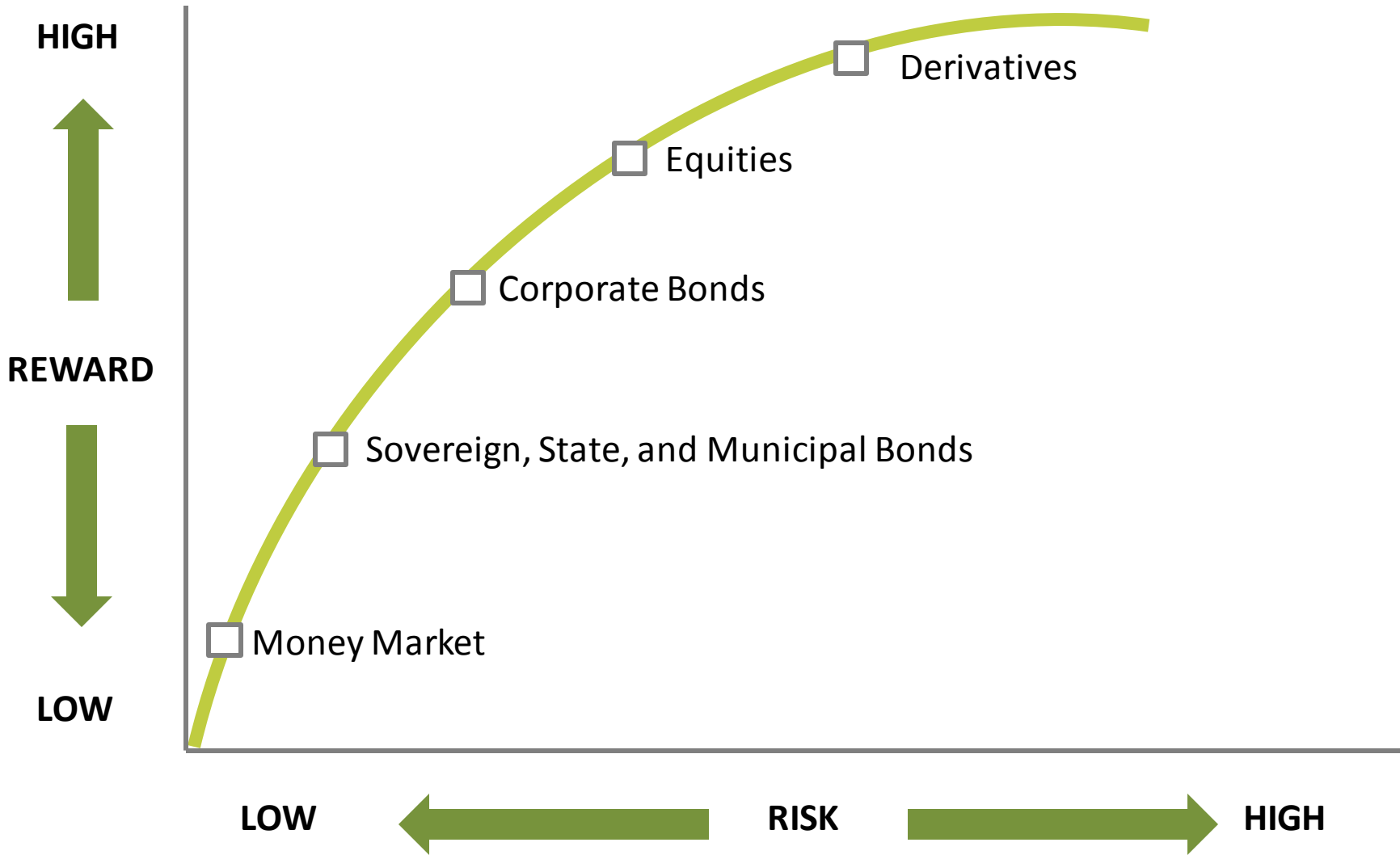
Risk vs. volatility and reward



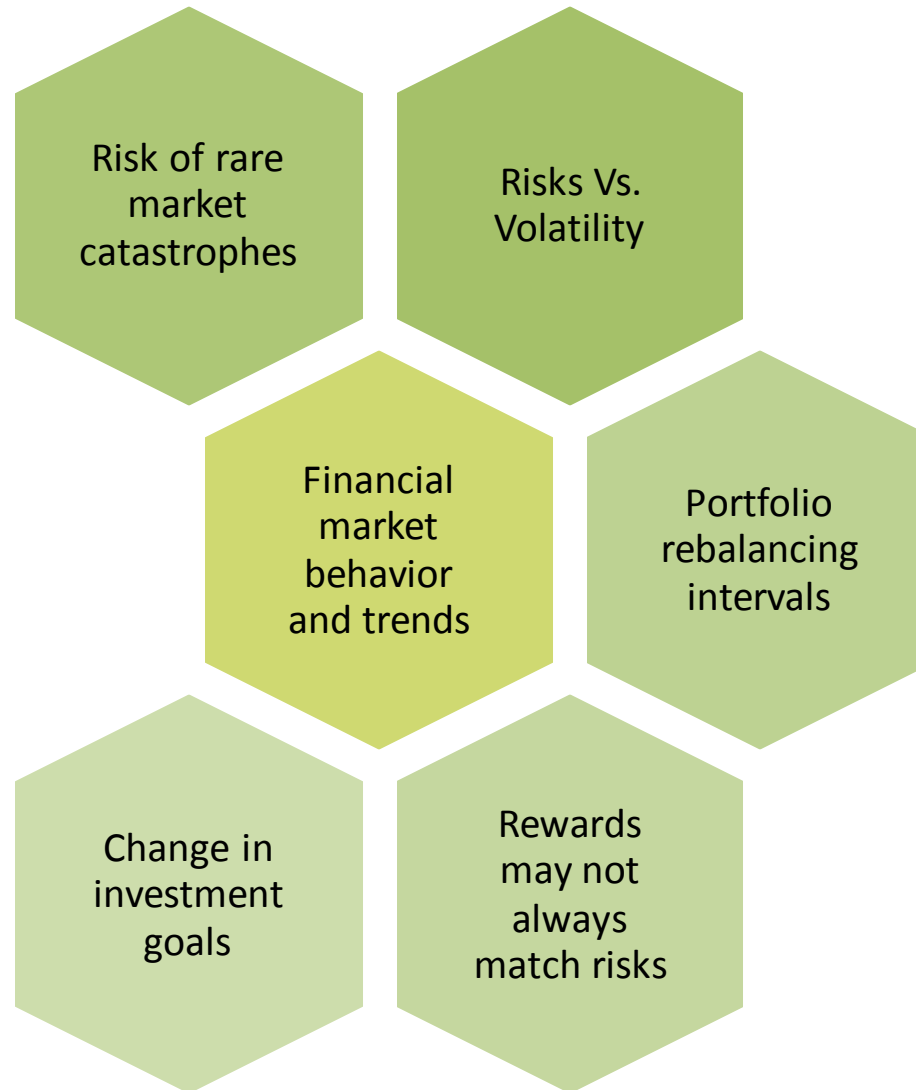
- Ownership of **broadly diversified** portfolio – investments in multiple asset classes such as equity, fixed income, ETPs and derivatives
- Ownership of high-quality equities **diversified** across Sectors, Blue Chip/Growth companies and Geography
- Investment in ETFs for smaller investment amounts



# Risk Vs. Reward Model

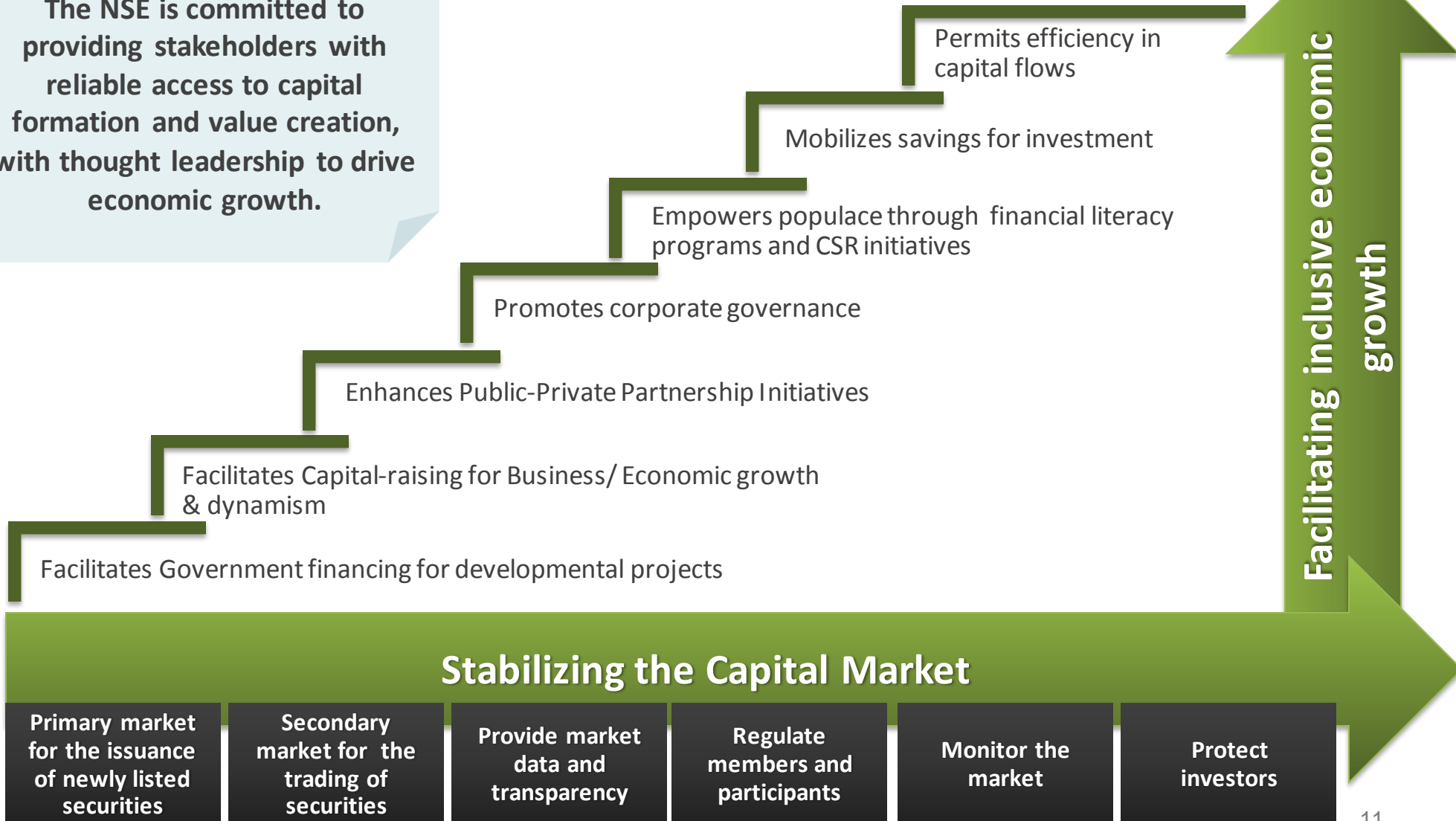


*The higher the **risk**, the higher the potential **reward***

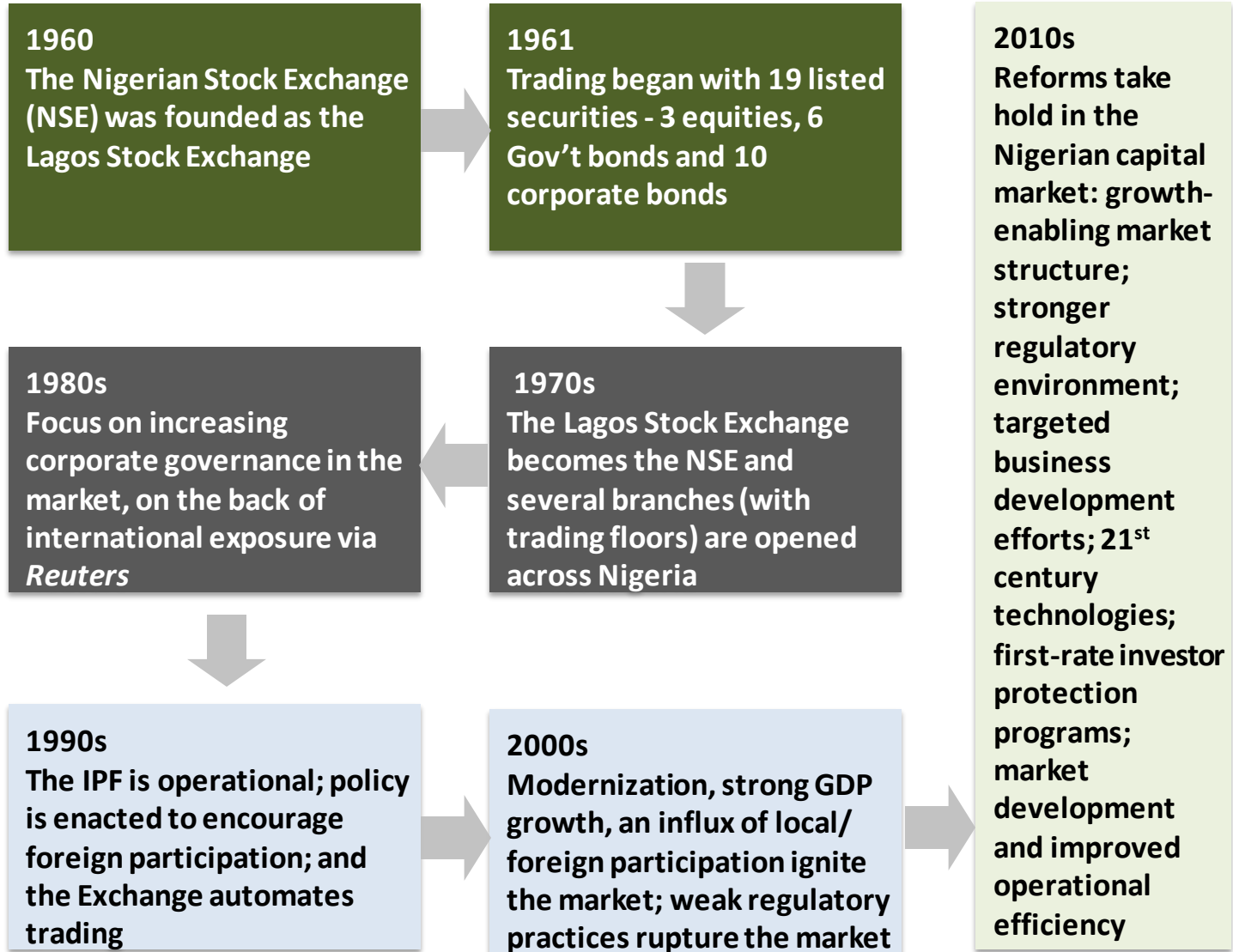




The NSE is committed to providing stakeholders with reliable access to capital formation and value creation, with thought leadership to drive economic growth.



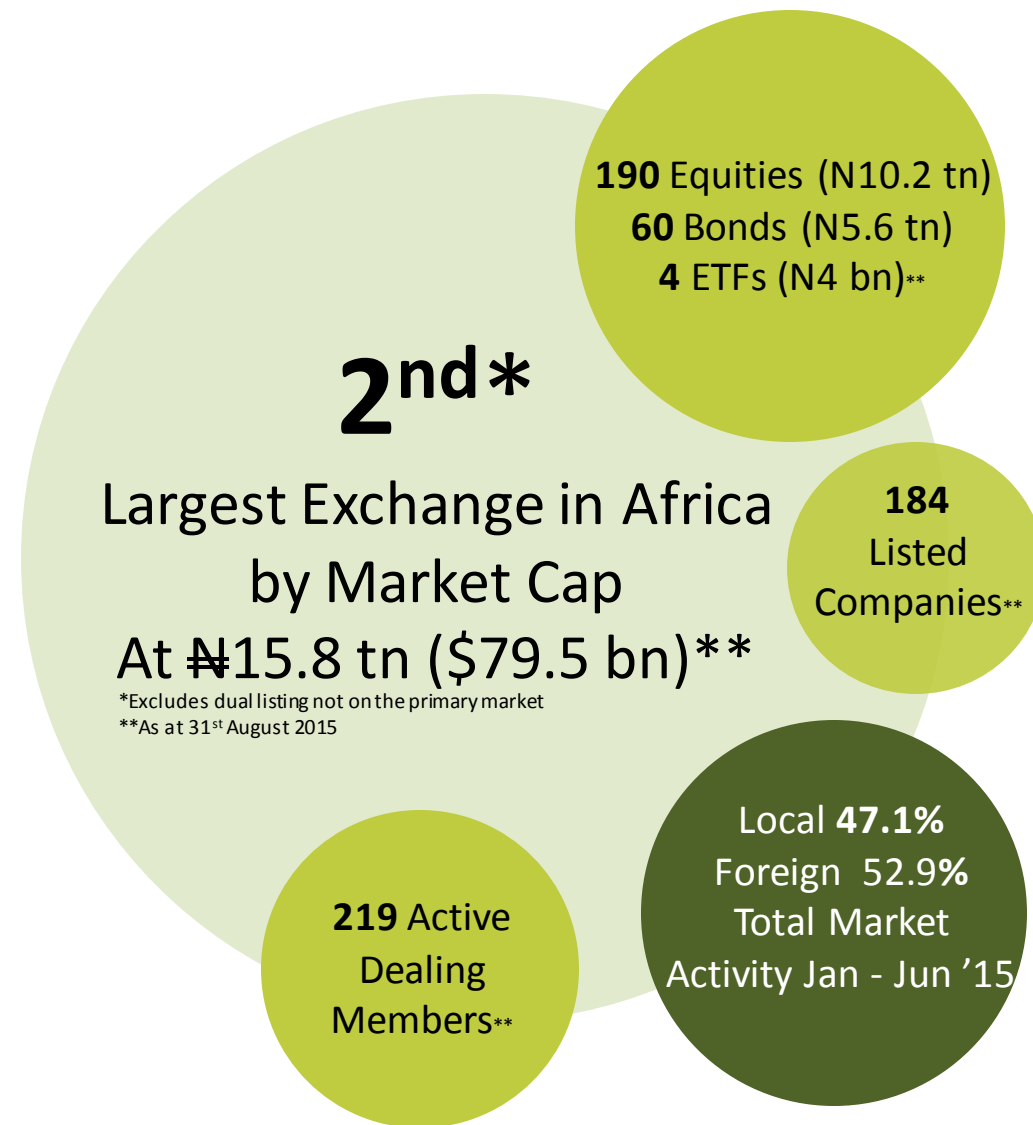
- The NSE was founded on the objective of operating a fair and orderly market that is based on just and equitable principles for dealings in listed securities.
- Since its inception, the NSE has assisted corporations to raise capital through the issuance of equity and fixed-income products.
- The NSE has provided a platform for the FGN, individual States and Local Governments, and other government entities to raise funds for various types of projects through the issuance of debt.
- The objective of the NSE is to be “the foremost securities exchange in Africa.”





## Company Highlights:

- Today, NSE services the largest economy in Africa, and is championing the development of Africa's financial markets.
- The NSE offers listing and trading services, licensing services, in addition to market data solutions, ancillary technology services, and more.
- The Exchange offers a robust and internationally recognized regulatory environment that bolsters trust and investor confidence.
- The NSE is a full member of the World Federation of Exchanges (WFE) with meaningful participation in other global and regional organizations, some of which set global standards.





## Equity Securities

Common shares  
Preference shares  
Rights  
Investment trusts  
Closed-end funds

### Boards:

Premium Board  
Main Board  
ASeM Board

### Benchmark Indices:

NSE 30  
All Share Index (ASI)  
NSE 50  
ASeM

## Fixed Income Securities

Corporate Bonds  
State Bonds  
Municipal Bonds  
Federal Government Bonds  
Supra-national bonds

## Exchange Traded Products

Exchange Traded Funds  
Mutual funds

## Derivatives

Derivatives feasibility study

*...Coming Soon*

## Information Services

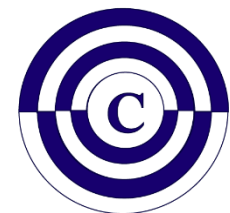
Data Center  
Hosting and co-location services for global exchanges/ trading platforms  
Market data

# NSE is Home to...



## NSE Registered Market Intermediaries

- The NSE is a Self Regulatory Organization (SRO) and provides regulation and oversight for Investment banks and other agents that facilitate the flow of capital between investors and issuers.
- An investor participating in the Nigerian capital market must do so through a registered broker.
- Investors may enquire about all Nigerian registered brokers through the NSE website [www.nse.com.ng](http://www.nse.com.ng).
- There is also a Broker TraX tool on the NSE website that provides information on the status of brokers operations.







- To enhance the experience of investors coming to the market, there are a number of smart applications (supported by FIX and OMS) provided by our market intermediaries:



- Key Industry trends include, but are not limited to the following:

- ❖ Mobile / E-trading
- ❖ Co-hosting and Co-Location
- ❖ New technology enabled trading models
- ❖ Reduction in latency and increases in order book capacity
- ❖ Market surveillance technology





**Best Corporate Social Responsibility Award**

**2015 AFRICAN BUSINESS AWARDS**



**Award For Promoting Best Practice Reporting and Corporate Disclosure**

**LAGOS CHAMBER OF COMMERCE & INDUSTRY (LCCI)  
COMMERCE & INDUSTRY AWARD 2015**



**African Regulator  
of The Year**

**AFRICAN BUSINESS LEADERSHIP  
AWARDS 2015**



**Financial Institution  
of The Year**

**THE OIL & GAS YEAR  
NIGERIA 2015**



**Best Initiative In Support of SMEs  
& The Millenium Development Goals (2014 Winner)**

**AFRICAN INVESTOR (Ai) INVESTOR  
AND BUSINESS LEADER AWARDS**



# THANK YOU

## *Questions & Answers*

Visit our website today!

[www.nse.com.ng](http://www.nse.com.ng)

“A truly user-friendly experience”

# NEW & IMPROVED WEBSITE

- Featuring Intuitive navigation
- Enhanced view of listed securities
- Detailed quotes and charting
- Site-wide search
- Mobile access
- Easy-to-find information
- Social media integration
- Improved site load-time
- Enhanced content

