

# proshare

June 12, 2013

ISSN 1597-8842 Vol. 1 No. 100

Nigerian Stock Exchange

# NSE



## Aliko Dangote

President, Council of the Nigerian Stock Exchange

### The Nigerian Capital Market's Road to Recovery:

Review of Aliko Dangote's  
365 days as President  
of the Council of the NSE

 The  
**Analyst**<sup>TM</sup>  
*facts beyond figures*

[www.theanalystng.com](http://www.theanalystng.com)

# Contents

|  |           |
|--|-----------|
|  <b>Executive Summary</b>   | <b>03</b> |
|  <b>Introduction</b>  | <b>04</b> |
|  <b>The Years Before and After Reviewed</b>                                     | <b>06</b> |
|  One Year Before – <i>A period of huge confidence deficit</i>                   |           |
|  The Interim Management Team – <i>A significant period of foundation laying</i> |           |
|  One Year After – <i>A period of 'buy and hold</i>                              |           |
|  <b>The Development's in the Market</b>   | <b>12</b> |
|  <b>The President's Agenda Reviewed</b>   | <b>13</b> |
|  <b>The Future Outlook</b>  | <b>21</b> |
|  <b>Appendix</b>  |           |
|  The NSE Council List of members: <i>Past and Present</i>                       | 15        |
|  Previous Market Challenges and Current Status                                  | 16        |
|  The Timelines: The 1-yr news cycle and ASI                                     | 18        |

## 1. Executive Summary

**"That which we persist in doing becomes easier - not that the nature of the task has changed, but our ability to do has increased." - Ralph Waldo Emerson**

It seems that no matter what anyone says about the Nigerian Stock Exchange these days, the conversation inevitably comes around to their President - Alhaji Aliko Dangote; *President of Dangote Industries*, owners of the most capped stock on the Nigerian bourse. And, when the topic involves Aliko Dangote, extremes do abound for varying reasons.

Regardless of whether the opinions come from an appreciative segment of the investing public or other stakeholders in the economy, nay capital market however; the praise and criticism is always followed by a common affirmation – the acknowledgment that we are moving forward as a market; and that we are set on the right trajectory for recovery and sustainable growth.

For a market that went through many cycles post 2008; the current calm, stability and impressive rallies witnessed on the Nigerian bourse in the last one year has been as much a validation of the actions taken by capital and monetary regulators in 2009 and 2010; actions of which not a few took issues and exceptions to/with.

The measure of the recovery witnessed thus far provides for us all a teachable moment as the recovery was not driven on the back of new listings, and if the listings by introduction is backed out along with the rally experienced in the Building Material and FMCG's sector; the gap in the depth of the market is laid bare.

Yet for all the deserved credit extended to the current managers and council, the market acknowledges the foundation laying work done by the SEC appointed *Emmanuel Ikhazoboh* led Interim Management; which established the enablers that created the conditions for a sustainable recovery.

Whilst the purpose of this report is to capture the developments in the market since the enthronement of the Council for the Nigerian Stock Exchange; under a mandate to deliver a world class bourse based on sound practices and governance ethos; it appeared worthwhile to take a step back to understand how the journey before the June 19, 2012 inauguration of the council impacted on the change in the bourse's fortunes. *Section 3* of this review attempts a brief summary for the records.

Instructively, and as we showed in *section 4* of the report, the developments at the NSE thus far closely correlates with the five-point agenda set out by Aliko Dangote in his 2009 presidency address to the Council. In *section 5*, we take a detailed approach at this agenda, and compare same with his 2012 agenda to isolate what had changed in market realities, if only to properly situate the fact that the market had bottomed-out by year-end 2011.

Fact is, the office of the President of the Council of the NSE could not have wished for a better and higher profile than it got in Aliko Dangote, whom perhaps realising the nexus between his growing international profile and that of his business concerns; threw himself into the job and the key concerns it needed to resolve in building the exchange into a world class institution Nigeria deserves; and invariably, his profile requires.

Today's Nigerian Stock Exchange under the leadership of Oscar Onyeama and his team is beyond comparison to the past; the locus of operation has been altered permanently and even as it prepares to take on current and future challenges; the outlook we captured in

*sector 6* provides a validating attestation to a new bourse ready to take on the challenges of first rate investment destination of choice.

In the final analysis, what we can take away from the review is that the return of Aliko Dangote to the council of the NSE as established a renewed hope in the corresponding rally leading to the stability and certainty in the market.  
<http://www.proshareng.com/admin/upload/reports/Dangotes%20Acceptance%20Speech%20-%20Aug%2006.%202009.pdf>

The fulfilled promises by the president to increase the number of dealing members on the council, the execution of imperatives of growth; all based on a brand new era of compliance, enforcement, transparency and good governance principles; upon which the market has benefited.

## 2. Introduction

**'Investors don't like uncertainty; we must look after our own before lining the pockets of overseas countries and investors' – Aliko Dangote**

During Aliko Dangote's 22-months out of office due to a court ruling; the market a negative net worth of **-18.00%** as reflected in the ASI. Conversely, since the inauguration of the council and the ascendancy of Aliko Dangote on June 19, 2012 – the market has returned to date a **+84.59%** growth in the ASI, off a **101.59 billion** volume aggregating a total sum of **N901.24 billion**.

The returned stability has turned the fortunes of the bourse around; and made the Nigerian capital market a destination of choice - considering the significant surge in the key benchmark indices and the price appreciation across the board. The **+43.85%** Year-to-Date market gain remains a key performance across regional markets

Beyond facts and figures however, market confidence in the last 365 days is far better than what it was before Aliko Dangote reclaimed the Presidency of the NSE in June 19<sup>th</sup> 2012 <http://www.proshareng.com/news/17505/Aliko-Dangote-is-Back-Takes-over-as-President-of-the-NSE-on-Tuesday>.

The market has seen significant improvements in the area of market oversight, strict postures of the management of NSE towards listing and post listing rules. <http://www.proshareng.com/news/18727> And investors had shown impeccable attitude with strong, renewed confidence and commitments as uncertainty wanes.

The strong versatility and impressive initiatives that drove the engines of reforms remain commendable as the market witnessed a renewed focus on peerless market integrity through market transparency, sound corporate governance, investors' protection and fair play <http://www.proshareng.com/news/19113>. The current state of the market cannot be judged as perfect, yet remains not too far from standard. We continue to be optimistic that the new system would stay the course and weed out inequities and grey areas that plague market operational integrity.

It goes without saying that we deserve a market where asset prices fully reflect all the public and inside information available – eliminating insider and under-the-table deals.

The much anticipated market-maker program has failed to address the old problem of low marketability of some stocks on the bourse, nor has it opened up a new vista for the emergence of resolutions for age-old problems related to the issue of low floats that continues to undermine the potential of the Nigerian Capital Market. <http://www.proshareng.com/news/18153>.

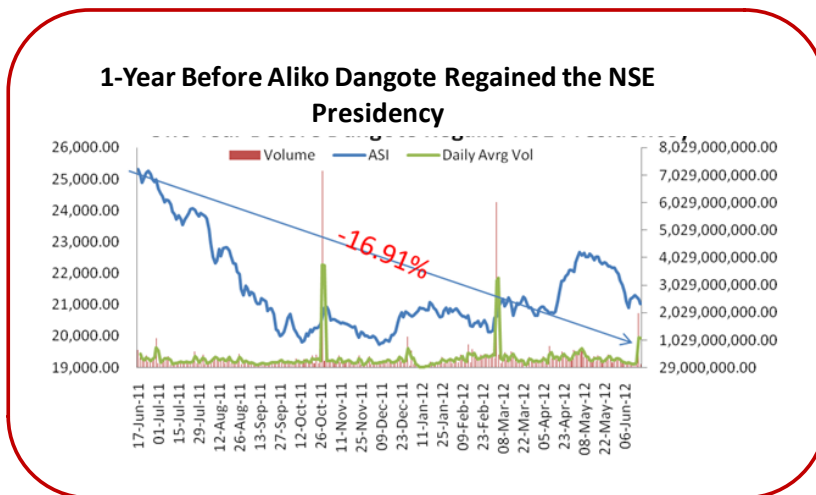
The recent gridlock in the market where investors are unable to cash-in on some stocks that have rallied significantly shows that there remains an **urgent need to look after a segment of the market often ignored – the retail investors**: considering the huge potential and laden benefits of the segment to the market. We are of the opinion that this segment should not be traded for sophistication based on the belief that **'We must look after our own before lining the pockets of overseas countries and investors'**. <http://www.proshareng.com/news/19780>

Despite all these minor but key shortcomings, market has relatively done well in terms of impressive returns of **+87.67%** during the year under review amidst low volatility and consistent bargain activities - an indication of renewed strong confidence and commitments from investors, particularly the foreign investors. <http://www.proshareng.com/news/20159>

### 3. The Years Before and After Reviewed

#### One Year Before – A Period of huge confidence deficit

The larger part of the period was dominated by the Emmanuel Ikahaboh led-interim management from August 5<sup>th</sup> 2010 - June 18<sup>th</sup> 2012. The interim period would be given detailed attention in subsequent paragraphs. Prior to Aliko Dangote regaining the NSE Council Presidency; the market experienced a huge sell down as the market shed above 4,000 basis points due to a high level of investors' apathy, riding on the back of a significant confidence deficit; as the market remained technically weak, and in a bearish and oversold region.

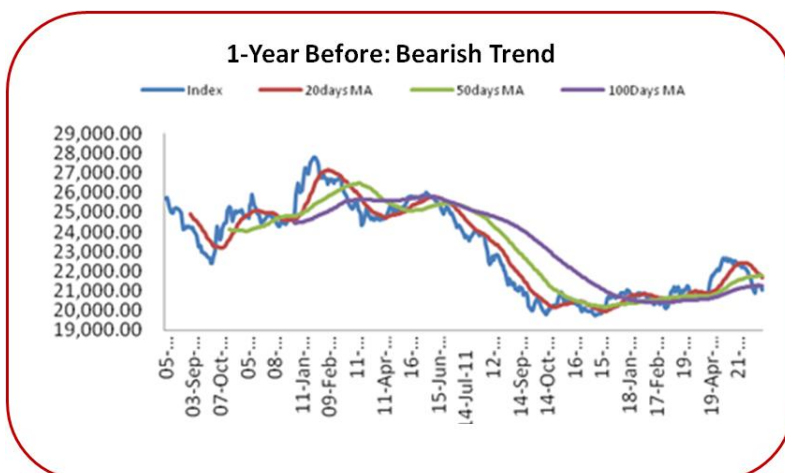


| Market Outlook During the Interim Period |           |         |               |                |
|--|-----------|---------|---------------|----------------|
| Period                                   | ASI       | %Change | Volume        | Value (N)      |
| 17-Jun-11                                | 25,309.17 | -16.91% | 90.07 billion | 566.38 Billion |
| 18-Jun-12                                | 21,028.39 |         |               |                |

Proshare Research

#### The Discernable Trend

Technically, the outlook during the period under review reveals a significant bearish sentiment, due to high level of uncertainty emanating from the leadership tussle that ensued during this period.



The market witnessed a consistent sell-down for 22 months period which signifies complete meltdown of investors confidence while the key benchmark indices technically traded within bearish zone most of the time.

Market breadth traded in negative zone most of the period as stocks witnessed continued weak bargain tendency while stocks recorded average loss of **-1.42%** through the period under review.

| One Year Before |           |           |               |                |                |        |
|-----------------|-----------|-----------|---------------|----------------|----------------|--------|
| Month on Month  | Index     |           | % Change      | Average Vol.   | Market Breadth |        |
|                 | Open      | Close     |               |                | Gainers        | Losers |
| 19-Jul-11       | 25,309.17 | 23,552.84 | <b>-6.94%</b> | 338,509,301.17 | 21             | 88     |
| 19-Aug-11       | 23,552.84 | 22,724.02 | <b>-3.52%</b> | 308,542,332.18 | 28             | 69     |
| 19-Sep-11       | 22,724.02 | 20,811.08 | <b>-8.42%</b> | 212,533,928.61 | 17             | 75     |
| 19-Oct-11       | 20,811.08 | 20,197.15 | <b>-2.95%</b> | 240,382,309.50 | 32             | 59     |
| 19-Nov-11       | 20,197.15 | 20,311.51 | <b>0.57%</b>  | 640,629,043.26 | 25             | 62     |
| 19-Dec-11       | 20,311.51 | 20,045.31 | <b>-1.31%</b> | 241,304,378.80 | 23             | 65     |
| 19-Jan-12       | 20,045.31 | 20,913.21 | <b>4.33%</b>  | 247,594,110.32 | 100            | 86     |
| 19-Feb-12       | 20,913.21 | 20,411.17 | <b>-2.40%</b> | 353,972,395.21 | 17             | 66     |
| 19-Mar-12       | 20,411.17 | 21,060.21 | <b>3.18%</b>  | 400,759,926.35 | 45             | 39     |
| 19-Apr-12       | 21,060.21 | 21,388.88 | <b>1.56%</b>  | 310,781,547.80 | 30             | 51     |
| 19-May-12       | 21,388.88 | 22,381.11 | <b>4.64%</b>  | 445,097,770.26 | 43             | 35     |
| 19-Jun-12       | 22,381.11 | 21,082.11 | <b>-5.80%</b> | 356,941,375.25 | 23             | 54     |

Source: NSE/Proshare Research

### Active Stocks and Sectors

| Company    | Total Trades | Total Volume     | Total Value       |
|------------|--------------|------------------|-------------------|
| UBA        | 53,230.00    | 9,917,220,949.00 | 28,416,017,194.04 |
| GTAASSURE  | 3,508.00     | 7,934,618,984.00 | 13,572,774,172.80 |
| ZENITHBANK | 69,135.00    | 6,569,825,222.00 | 85,931,764,072.25 |
| FIRSTBANK  | 126,831.00   | 5,793,678,268.00 | 59,777,281,962.87 |
| GUARANTY   | 109,226.00   | 5,168,368,784.00 | 74,655,694,843.51 |
| TRANSCORP  | 12,962.00    | 3,465,907,065.00 | 2,653,006,053.80  |
| ACCESS     | 37,814.00    | 3,452,013,595.00 | 20,492,539,443.32 |
| DIAMONDBNK | 13,935.00    | 3,379,186,944.00 | 10,254,265,542.05 |
| FIDELITYBK | 23,176.00    | 2,833,217,045.00 | 4,681,892,459.48  |
| FCMB       | 10,964.00    | 2,214,182,276.00 | 10,575,827,829.95 |

Source: NSE/Proshare Research

| Sector                   | Total Trades      | Total Volume             | Total Value               |
|--------------------------|-------------------|--------------------------|---------------------------|
| Financial Services       | 575,063.00        | 66,927,247,169.00        | 348,942,490,801.39        |
| Consumer Goods           | 168,586.00        | 4,650,962,582.00         | 145,363,038,964.33        |
| Conglomerates            | 26,742.00         | 3,689,756,762.00         | 9,432,728,812.26          |
| Services                 | 30,134.00         | 2,010,122,494.00         | 4,179,779,196.82          |
| Oil & Gas                | 73,898.00         | 1,911,956,456.00         | 25,812,929,371.63         |
| ICT                      | 2,688.00          | 1,414,102,674.00         | 2,101,606,369.82          |
| Industrial Goods         | 57,849.00         | 1,314,819,720.00         | 30,427,564,587.20         |
| Healthcare               | 12,320.00         | 678,975,498.00           | 1,888,234,664.12          |
| Agriculture              | 8,090.00          | 461,748,154.00           | 2,623,402,550.82          |
| Natural Resources        | 766               | 359,625,792.00           | 223,813,595.11            |
| Construction/Real Estate | 7,719.00          | 279,925,246.00           | 7,918,989,143.57          |
| ETF                      | 112               | 35,152.00                | 92,990,854.09             |
| <b>Grand Total</b>       | <b>963,967.00</b> | <b>83,699,277,699.00</b> | <b>579,007,568,911.16</b> |

Source: NSE/Proshare Research

## The Sectoral Review

The sectoral analysis for this period revealed an unimpressive posture of the market as only two (2) sectors amongst eleven (11) sectors closed with a weak average gain - **Agriculture** and the **ICT** sectors recorded +3.71% and +0.32% average gains respectively during the period under review.

On the other hand, **Healthcare** sector led the **Financial**, **Consumer Goods** and other sectors in the red zone as investors maintained strong sell postures in these sectors.

| Sectors                  | SECTORAL REVIEW: Month - on - Month Analysis (1-Year Before) |        |        |        |        |        |        |        |        |        |        |        | Average Perf. |
|--------------------------|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------------|
|                          | Jul-11   | Aug-11 | Sep-11 | Oct-11 | Nov-11 | Dec-11 | Jan-12 | Feb-12 | Mar-12 | Apr-12 | May-12 | Jun-12 |               |
| Agriculture              | 0.30%  | -0.39% | 0.48%  | 1.89%  | 4.90%  | 0.56%  | 12.75% | 0.15%  | 5.46%  | 10.08% | 13.00% | -4.66% | <b>3.71%</b>  |
| ICT                      | -4.79%   | 0.93%  | 1.21%  | 2.44%  | 3.99%  | 1.52%  | -0.48% | -0.01% | 1.80%  | 0.07%  | -1.34% | -1.48% | <b>0.32%</b>  |
| Construction/Real Estate | -5.27%   | 1.08%  | -1.76% | 0.81%  | 2.17%  | -0.45% | 0.92%  | -3.44% | 3.58%  | -0.09% | 0.91%  | -3.20% | <b>-0.39%</b> |
| Natural Resources        | -0.83%   | 0.00%  | -1.97% | 0.82%  | 0.36%  | -0.59% | 0.00%  | -0.05% | -1.63% | 0.00%  | -1.28% | 0.00%  | <b>-0.43%</b> |
| Financial Services       | -3.78%   | -3.48% | -3.04% | -1.23% | -2.19% | -2.94% | 8.02%  | -2.04% | 1.54%  | 0.05%  | 1.40%  | -1.85% | <b>-0.80%</b> |
| Services                 | 0.28%  | -3.62% | -4.28% | 2.93%  | -0.86% | -6.29% | 0.20%  | -2.75% | 1.89%  | -0.67% | -0.32% | -0.22% | <b>-1.14%</b> |
| Conglomerates            | -0.76%   | -5.54% | -2.29% | -8.06% | -5.35% | -5.42% | 1.09%  | -4.81% | 2.20%  | 0.05%  | 6.01%  | 8.44%  | <b>-1.20%</b> |
| Consumer Goods           | -2.55%   | -1.06% | -5.48% | -2.00% | -1.57% | -3.13% | 3.75%  | -6.01% | 1.12%  | -0.85% | 5.14%  | -2.15% | <b>-1.23%</b> |
| Industrial Goods         | -4.48%   | -2.16% | -3.51% | -5.98% | -2.76% | -0.76% | 0.63%  | -2.81% | 0.78%  | 1.39%  | 1.97%  | -2.42% | <b>-1.68%</b> |
| Oil & Gas                | -4.71%   | -1.55% | -1.53% | -1.71% | -2.93% | -3.46% | -0.59% | -2.12% | -0.38% | -7.90% | 2.06%  | -4.51% | <b>-2.45%</b> |
| Healthcare               | -4.52%   | -1.48% | -5.04% | -3.76% | -3.60% | -9.07% | 1.93%  | -5.45% | -2.42% | -1.71% | -4.68% | 7.21%  | <b>-2.72%</b> |

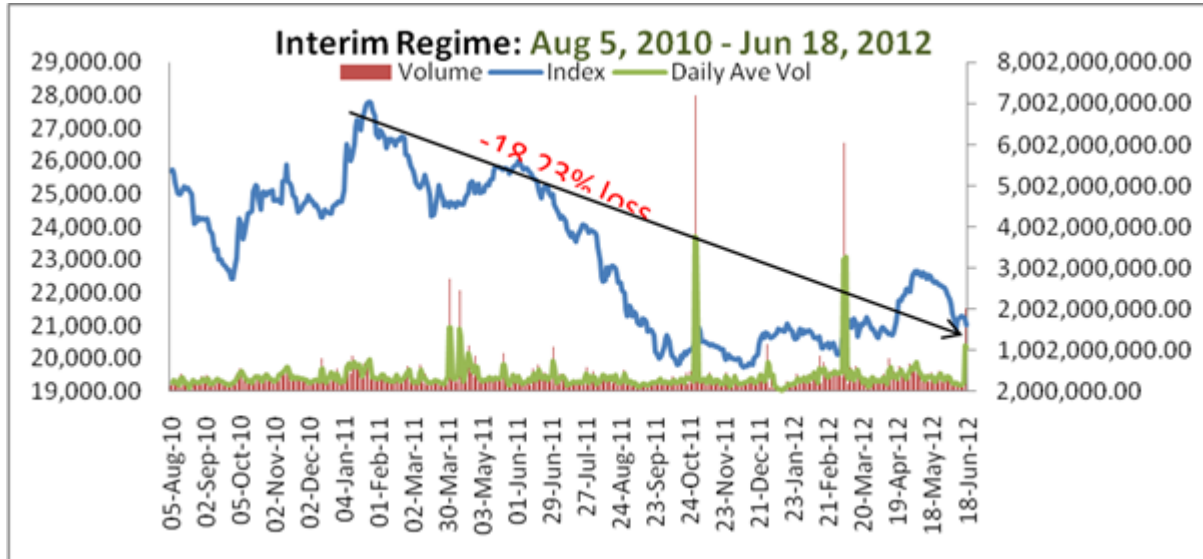
Source: NSE/Proshare Research

## The Interim Era – A Significant Period of Foundation Laying

During this period, we observed a significant market price volatility - as the index ranged from **27,797.39** to **19,732.34** basis points, indicating significant sell-down from investors with the market plunging by **-18.23%**. The height of uncertainty in the market thus stoked the sell-down observed during this period.

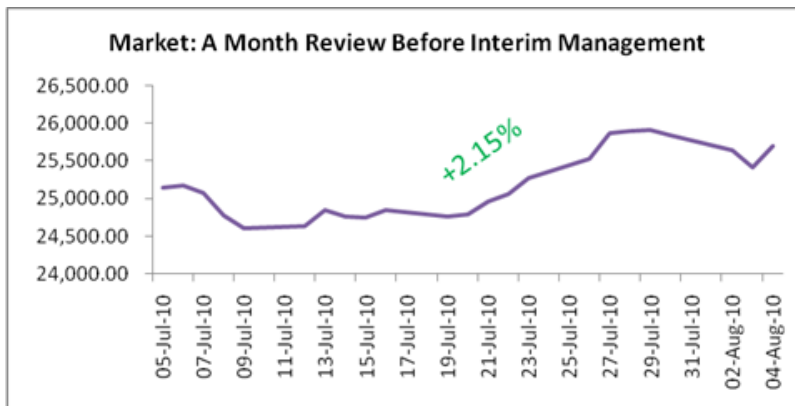
| Market Outlook during the Interim Period |           |         |               |                  |
|--|-----------|---------|---------------|------------------|
| Period                                   | ASI       | %Change | Volume Traded | Value Traded (N) |
| 5-Aug-10                                 | 25,715.39 |         |               |                  |
| 18-Jun-12                                | 21,028.39 | -18.23% | 166.25billion | 1.21Trillion     |

Proshare Research



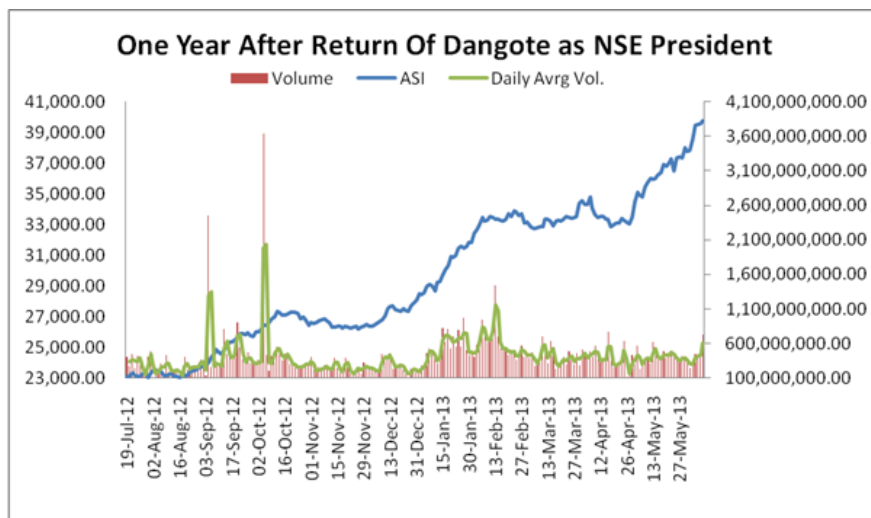
### A month Before the Interim Management

An extensive analysis of the one-month trading period before the interim management took over revealed a sustained moderate bargain on the Nigerian bourse - as **key benchmark indices trended northwards by +2.15%** with a daily average gain of +0.08% - a pointer to the fact that the market dislikes uncertainty.



### One Year After: A Period of 'buy and hold'

The significant positive changes in the market sentiments for the first three (3) months (**July 19<sup>th</sup> to October 19<sup>th</sup> 2012**) led to a **+21.63%** gain. The market, riding on the back of the stability that returned to the market – led to an increase in investor activity – with discerning investors engaging in a wholesome manner leading to the significant buy and hold (accumulation) recorded on the bourse.



Also, market regained breadth swiftly, traded in positive zone most of the period as stocks witnessed continued accumulation while the key benchmark indices recorded monthly average gain of +5.52% through the period under review.

| One Year After |           |           |          |                |                |        |
|----------------|-----------|-----------|----------|----------------|----------------|--------|
| Month on Month | Index     |           |          | Average Vol.   | Market Breadth |        |
|                | Open      | Close     | % Change |                | Gainers        | Losers |
| 19-Jul-12      | 21,082.11 | 23,098.21 | 9.56%    | 456,113,074.05 | 50             | 42     |
| 19-Aug-12      | 23,098.21 | 23,141.08 | 0.19%    | 262,933,172.35 | 30             | 57     |
| 19-Sep-12      | 23,141.08 | 25,642.39 | 10.81%   | 470,221,736.65 | 63             | 21     |
| 19-Oct-12      | 25,642.39 | 27,296.35 | 6.45%    | 543,509,860.75 | 57             | 34     |
| 19-Nov-11      | 27,296.35 | 26,267.57 | -3.77%   | 261,180,268.56 | 21             | 62     |
| 19-Dec-12      | 26,267.57 | 27,349.11 | 4.12%    | 272,621,930.19 | 47             | 46     |
| 19-Jan-13      | 27,349.11 | 30,927.18 | 13.08%   | 395,683,837.83 | 96             | 84     |
| 19-Feb-13      | 30,927.18 | 33,335.11 | 7.79%    | 680,383,742.20 | 84             | 15     |
| 19-Mar-13      | 33,335.11 | 33,298.74 | -0.11%   | 435,908,264.42 | 39             | 60     |
| 19-Apr-13      | 33,298.74 | 32,993.97 | -0.92%   | 407,626,829.53 | 23             | 73     |
| 19-May-13      | 32,993.97 | 36,907.81 | 11.86%   | 384,986,017.00 | 58             | 33     |
| 7-Jun-13       | 36,907.81 | 39,564.79 | 7.20%    | 396,027,235.92 | 50             | 34     |

Proshare Research

### Active Stocks and Sectors

| Company    | Total Trades | Total Volume     | Total Value        |
|------------|--------------|------------------|--------------------|
| UBN        | 20,654.00    | 7,056,339,834.00 | 32,302,301,298.60  |
| UBA        | 72,687.00    | 6,225,725,233.00 | 38,980,558,083.09  |
| ZENITHBANK | 75,384.00    | 6,067,316,065.00 | 112,049,190,080.38 |
| TRANSCORP  | 29,127.00    | 5,676,492,042.00 | 7,320,122,104.32   |
| UNITYBNK   | 15,540.00    | 5,500,518,700.00 | 4,001,631,792.84   |
| FIRSTBANK  | 125,161.00   | 4,907,805,007.00 | 81,514,354,701.01  |
| ACCESS     | 58,283.00    | 4,756,406,131.00 | 46,411,721,539.03  |
| FIDELITYBK | 34,473.00    | 3,969,685,809.00 | 9,748,194,054.62   |
| GUARANTY   | 93,621.00    | 3,858,168,097.00 | 85,374,724,907.64  |

Source: NSE/Proshare Research

| Sector                   | Total Trades      | Total Volume             | Total Value               |
|--------------------------|-------------------|--------------------------|---------------------------|
| Financial Services       | 722,925.00        | 74,600,574,449.00        | 513,383,665,252.50        |
| Consumer Goods           | 219,423.00        | 8,503,214,921.00         | 217,889,184,299.06        |
| Conglomerates            | 44,720.00         | 5,901,468,551.00         | 15,160,077,317.73         |
| Oil & Gas                | 78,021.00         | 2,633,342,408.00         | 20,842,984,151.07         |
| Services                 | 37,675.00         | 2,349,360,402.00         | 6,528,028,151.71          |
| Industrial Goods         | 61,947.00         | 2,172,172,838.00         | 87,615,558,989.78         |
| Healthcare               | 21,307.00         | 1,759,349,720.00         | 5,178,133,975.88          |
| Agriculture              | 25,109.00         | 1,310,608,124.00         | 13,477,513,956.21         |
| ICT                      | 2,245.00          | 937,982,299.00           | 1,307,966,952.60          |
| Construction/Real Estate | 11,719.00         | 472,907,294.00           | 6,065,024,914.48          |
| Natural Resources        | 806               | 106,148,587.00           | 98,089,915.37             |
| <b>Grand Total</b>       | <b>963,967.00</b> | <b>83,699,277,699.00</b> | <b>579,007,568,911.16</b> |

Source: NSE/Proshare Research

## The Sectoral Review

The sectoral analysis revealed a slight improved posture of the market, considering the low average performance of the sectors which points to a '**cautious and value approach**' from investors. Only three sectors among others closed green within the period under review. **Consumer Goods** led **Healthcare** and **Industrial Goods** sectors, recording +2.88%, +2.50% and +1.90% average gains respectively for the period.

On the other hand, **Financial** and **Conglomerates** sectors topped others sectors that closed in red during the period under review. The table below puts the scenario in proper perspective.

| Sectors                  | Sectoral Review: Month-on-Month Analysis (1Year After) |        |        |         |        |        |        |         |         |         |         |        | Average Performance |
|--------------------------|--|--------|--------|---------|--------|--------|--------|---------|---------|---------|---------|--------|---------------------|
|                          | Jul-12   | Aug-12 | Sep-12 | Oct-12  | Nov-12 | Dec-12 | Jan-13 | Feb-13  | Mar-13  | Apr-13  | May-13  | Jun-13 |                     |
| Consumer Goods           | 2.79%  | 3.43%  | 5.75%  | 6.46%   | -1.44% | 2.57%  | 6.52%  | -0.98%  | 0.44%   | -2.27%  | 6.97%   | 4.31%  | 2.88%               |
| Healthcare               | 6.35%  | 6.51%  | -0.78% | 9.07%   | -5.53% | -4.03% | 0.46%  | -0.40%  | -0.54%  | -4.97%  | -0.83%  | 24.71% | 2.50%               |
| Industrial Goods         | 0.04%  | 0.45%  | 3.72%  | 12.80%  | 2.16%  | -1.79% | 4.14%  | -2.68%  | 2.02%   | -2.71%  | 5.80%   | -0.31% | 1.97%               |
| Construction/Real Estate | -5.16%   | -0.94% | 6.33%  | -0.45%  | -1.63% | 0.03%  | 6.28%  | -1.60%  | -2.13%  | -3.13%  | -2.63%  | 4.16%  | -0.07%              |
| Natural Resources        | -0.91%   | 0.09%  | 0.00%  | -0.81%  | 0.00%  | -0.03% | 1.64%  | -4.27%  | 1.70%   | 2.05%   | 0.00%   | -1.96% | -0.21%              |
| Agriculture              | 10.51%   | -0.81% | 4.45%  | -0.32%  | -1.48% | 5.29%  | 18.25% | -65.03% | -3.70%  | 18.38%  | -2.83%  | 14.20% | -0.26%              |
| Oil & Gas                | 1.81%  | -3.19% | -0.37% | -2.39%  | -2.36% | -5.62% | 13.06% | -1.06%  | -0.56%  | -3.59%  | -0.60%  | -0.21% | -0.42%              |
| ICT                      | -0.97%   | -0.03% | 0.50%  | 0.09%   | 0.46%  | -0.51% | -0.42% | -11.59% | 0.52%   | -2.37%  | 9.20%   | 0.03%  | -0.42%              |
| Services                 | 0.82%  | -1.26% | 2.37%  | 6.68%   | -2.92% | -2.49% | 9.67%  | -20.20% | -2.69%  | -5.47%  | 6.32%   | -0.47% | -0.80%              |
| Conglomerates            | -1.18%   | 2.12%  | 2.20%  | 7.73%   | -7.02% | -2.18% | 0.24%  | -13.09% | -0.81%  | -5.13%  | 6.91%   | -4.62% | -1.24%              |
| Financial Services       | 12.00%   | -8.93% | 23.53% | -12.70% | -9.09% | 0.00%  | 0.00%  | -3.40%  | -26.85% | -10.13% | -15.49% | 6.67%  | -3.70%              |

## The Global Perspective

On global scale, Nigerian market topped other global indices in the green zone during the Dangote's Regime; leading the continent with **(+89.79% of 52weeks returns)** followed by **Kenya** with +56.20% of one year returns.

The African continent closed with one year average returns of +30.12% gain. Among other continents, Asia recorded lowest one year average returns of +4.55% while the advanced countries (**G7**) recorded one year average gain of +19.10% to closed second on the chart.

| G7 Countries                   |                            |                  |                  |                |
|--------------------------------|----------------------------|------------------|------------------|----------------|
| 1 Year Return-11-Jun-13        |                            |                  |                  |                |
|                                | Regions                    | 19-Jun-12        | Current          | 1Yr Return (%) |
| Nikkei 225                     | Japan/Asia-Pacific         | 8,752.31         | 13,289.32        | 51.84%         |
| Nasdaq                         | USA/NAmerica               | 2,929.76         | 3,436.95         | 17.31%         |
| DAX                            | Germany/Europe             | 6,363.36         | 8,222.46         | 29.22%         |
| FTSE 100                       | UK/Europe                  | 5,586.31         | 6,340.08         | 13.49%         |
| CAC 40                         | France/Europe              | 3,117.92         | 3,810.56         | 22.21%         |
| Toronto Stock Exchange         | Canada                     | 11,251.85        | 12,223.57        | 8.64%          |
| S&P/MIB Index                  | Italy                      | 16,865.97        | 15,348.53        | -9.00%         |
| BRIC Countries                 |                            |                  |                  |                |
| 1 Year Return-11-Jun-13        |                            |                  |                  |                |
|                                | Regions                    | 19-Jun-12        | Current          | 1Yr Return (%) |
| Nifty                          | India                      | 4,888.20         | 5,748.00         | 17.59%         |
| SSE Composite Index (Shanghai) | China/Asia-Pacific         | 2,294.27         | 2,210.90         | -3.63%         |
| RTS Exchange                   | Russia                     | 1,275.57         | 1,302.94         | 2.15%          |
| Bovespa                        | Brazil/SAMERICA            | 48,746.14        | 49,769.93        | 2.10%          |
| African Stock Markets          |                            |                  |                  |                |
| 1 Year Return-11-Jun-13        |                            |                  |                  |                |
|                                | Regions                    | 19-Jun-12        | Current          | 1Yr Return (%) |
| <b>Nigeria</b>                 | <b>NSE ASI</b>             | <b>21,082.11</b> | <b>40,012.66</b> | <b>89.79%</b>  |
| <b>Kenya</b>                   | <b>ALL SHARE INDEX</b>     | <b>80.18</b>     | <b>125.24</b>    | <b>56.20%</b>  |
| <b>BRVM</b>                    | <b>BRVM-10</b>             | <b>170.52</b>    | <b>247.15</b>    | <b>44.94%</b>  |
| <b>Botswana</b>                | <b>DCI</b>                 | <b>7280.88</b>   | <b>8639.77</b>   | <b>18.66%</b>  |
| <b>Egypt</b>                   | <b>EGX20 Caped</b>         | <b>4617.49</b>   | <b>5,350.95</b>  | <b>15.88%</b>  |
| <b>South Africa</b>            | <b>JSE All Share Index</b> | <b>34714.06</b>  | <b>39,621.00</b> | <b>14.14%</b>  |
| <b>Mauritius</b>               | <b>SEMTRI</b>              | <b>5417.41</b>   | <b>6,021.24</b>  | <b>11.15%</b>  |
| <b>Tunisia</b>                 | <b>Tunisia BVMT Index</b>  | <b>5046.38</b>   | <b>4,552.86</b>  | <b>-9.78%</b>  |

Source: Proshare Research/The Analyst

## 4. The Development's in the Market

### SOME OF THE DEVELOPMENTS THAT STOKED THE ACCUMULATION

- 1 The reconstitution of the Council members.
- 1 A Market Segmentation exercise was completed to rebrand and reposition Nigerian stock market among its counterparts.
- 1 Reconfiguration of Market sectors from 33 to 12
- 1 Series of new products were introduced –the SIM Capital Alliance Value Fund, the ABSA NewGold ETF and the NSE-Lotus Islamic Index.

- 1 Introduction of Gold-ETF and portfolio of value stocks and Shari'ah-compliant companies
- 2 Introduction of market-making
- 3 Appointment of 10 market makers to handle market making operations.
- 4 The Launching of Securities Lending and Short Selling
- 5 The NSE revised its listing rules and effectively reduced the listing fees
- 6 Revisits free float for quoted companies and other minimum requirements for new listings
- 7 Introduced value-added services to address specific concerns hindering market growth
- 8 Launching financial literacy program to educate investors on portfolio construction and the benefits of diversification
- 9 The NSE introduced the Investor Protection Fund (IPF)
- 10 Introduce a Market Quality Report –The "NSE X-QualReport"- first of its kind in Africa.
- 11 Commencement of bonds trading on the secondary market.
- 12 Margin loan was settled with extension of ₦22.6 billion forbearance package to 84 stockbrokers
- 13 Waiver of stamp duties and exemption of VAT on transactions on the exchange
- 14 Commissions payable to the NSE, SEC and Central Securities Clearing System were removed.

## 5. The President's Agenda Reviewed

The expectation of the market operators and investors towards a stable and less volatile market at the bourse was high as market participants maintained eagerly awaited a change .

These following were key strategies aimed at restoring stability and increasing investors' confidence in the market.

| Some of the key Agendas set by Dangote in 2009            |   |
|---|---|
| Agendas   | Realities   |
| Transparency and improved governance of the market        | Measurable transparency and good governance of the market was achieved as level of investors' confidence confirms this  |
| Improving the liquidity, turn-over and size of the market | The market size gained appreciable points with improved turnover posture but the illiquidity is yet to wear a new look. |

|  |  |
|--|--|
| Enhancing market efficiency by ensuring clearer and updated rules, processes and procedures                      | This was achieved with impressive landmark with the compliance report- first of its kind in Africa.  |
| Provision of world-class infrastructure and technology for our market.   | The acquisition of new trading platform recently confirms this   |
| Massive capacity building and rapid skill enhancement of the staff of the stock exchange and investor education. | Lots of appreciable efforts and resources were put into this. Series of workshops and seminars as regards capacity building and investor education were carried out. |
| Proshare Research  |  |

### Some of the key expectations by Market Players on Dangote's come back

| Expectations   | Realities  |
|--|--|
| Coming will bring some stability to the market, as market does not like uncertainty  | The swift and positive change in market sentiments confirms this while the YTD gain buttressed this further.                                     |
| The return of Dangote to NSE will bring transparency and accountability to the exchange.   | Some measurable level of transparency was observed   |
| End of SEC's intervention  | The return of Dangote to NSE presidency actually signifies end of SEC intervention as exchange was completely returned to NSE & dealing members. |
| under-representation of dealing members firms on the Council, just like the demutualisation of the exchange  | Number of dealing members has been increased to agreed status  |
| Normal procedures as regards NSE electing replacements in line with Companies & Allied Matters Act.  | The good governance is in order as NSE has completely returned to dealing members  |
| it was not in the place of the SEC to nominate members to the NSE council in the first place... the dealing members are the owners of the exchange.                  | The good governance is in order as NSE has completely returned to dealing members  |
| to influence several public policies in favour of the (stock market)   | Exchange recorded some appreciable favour as regards public policies in the area of taxation, VAT etc  |
| the bourse would attract quality foreign listings that can remarkably deepen the equities market   | Lot of listings are still in pipeline  |
| re-migrate trading in Federal Government bonds to the world-class trading platform of the NSE  | Bonds trading and retailing now available on the NSE trading platform  |
| focus on steps to restore investor confidence, which the market currently lacks  | The impressive posture of YTD gains above 48% confirms the return of investors' confidence   |
| unresolved issues relating to unauthorised sale of company shares belonging to clients by stockbrokers.  | Lot of issues on unauthorised transactions were resolved to keep investors confidence in shape.  |
| The need to bring domestic investors back to the market as 80 per cent of trading activities on the Nigerian bourse is by foreign investors.                         | So much efforts was observed towards revival of retail-end of the market as low liquidity in this market segment remains the major obstacle      |
| expected to speed up the forbearance and provide some form of 'market liquidity' at NSE  | Forbearance package to dealing members was achieved  |
| Tax incentives to companies quoted on the NSE while valued added tax (VAT) and withholding tax should be eliminated or significantly reduced for market transaction. | Tax incentives, VAT and withholding tax issues were resolved with impressive conclusions.  |
| Establishment of a stabilisation fund.   |  |
| Proshare Research  |  |

### Some of the key Agendas during his tenure

| Agendas | Realities |
|---------|-----------|
|---------|-----------|

|   |   |
|---|---|
| <b>Promised to work with the new management with the objective of sustaining the reforms and restore market stability</b>         | The swift positive change in market sentiments with corresponding impressive market returns confirmed this.   |
| <b>Making sure that council seats allotted to stockbrokers is increased from four to six.</b>                                     | The market operators welcome this wholeheartedly as market stability finds its way back to market   |
| <b>To deliver a first-rate capital market experience that will make us the gateway to African capital markets."</b>               | The momentum of developments so far points to possibility of achieving this milestone.  |
| <b>Plans to deepen the Exchange and enable investors to have more diversified portfolio of investments in the capital market.</b> | Series of new products were introduced to market, investors were given impressive exposure to Gold trading and Port-folio of Sharia compliant firms |
| <b>Plans to inaugurate a derivatives market by 2014</b>   | The momentum of developments so far points to possibility of achieving this by 2014   |
| <b>Promise to work with stakeholders on finding solution to debts overhang in the market as regards to liquidity.</b>             | The issue of debt overhang was resolved with a package of forbearance to market operators .   |
| Proshare Research   |   |

## NSE In Perspective

| Key NSE Objectives-2013 |  |  |  |
|-------------------------|--|--|--|
| S/No                    | Pillars for Growth   | Key Initiatives  | Realities  |
| 1                       | Targeted Business Development Efforts                      | ASem Re-Launch   | This has been given impressive attention to boost primary market activities                                    |
|                         |  | Derivatives Feasibility Study                                      |  |
|                         |  | Product Innovation (e.g., ETFs, NDRs)                              | Market has more products as market depth improved.   |
| 2                       | Strong Regulatory Environment                              | Enhanced Rulebook  | The rule book has been revised and enhanced  |
|                         |  | Issuer's Portal  | This has been launched in March 2013 to increase market interactivity  |
|                         |  | Improved Cooperation with Other Exchanges and Global Organizations | we have observed series of collaborations with other exchanges as some of bell ringing ceremonies confirm this |
|                         |  | Whistle Blowing Program  |  |
| 3                       | 21st Century Technologies Strategies                       | Delivery of a New Trading Platform                                 | This has achieved recently   |
|                         |  | Automation of the Transaction Lifecycle Process                    |  |
| 4                       | Growth-Enabling Market Structure                           | Transaction Cost Analysis  |  |
|                         |  | Market Optimization  |  |
| 5                       | First-Rate Investor Protection Programs                    | Financial Literacy Program   | Improved effort was observed towards literacy programmes   |
|                         |  | Operation of the Investor Protection Fund                          | This has witnessed renewed approach as regards operation   |
| 6                       | Market Development and Improved and Operational Efficiency | Policy Advocacy  | We observed strengthened policy advocacy   |
|                         |  | Corporate Social Responsibility (CSR) Program                      | Improved effort was observed towards CSR   |
|                         |  | Demutualization  | Market still awaits demutualization  |

## Other Laudable developments in NSE

- ④ N50 million was invested in FMDQ OTC Plc, a newly established firm registered to carry out the business of securities dealings.
- ④ NSE has invested N40 million in the Nigerian Association of Securities Dealers Ltd, NASD, to boost the market.
- ④ NSE acquired 6.86% through private placement offer to diversify its revenue stream.
- ④ invest in FMDQ to broaden our market reach, diversify revenue stream and to remain at the forefront of an evolving globally competitive financial market,

## 6. The Future Outlook

The future of the exchange lies in how quickly and how deep the market responds to the ramp up of venues.

We remain optimistic towards a brighter future; the sustainability of which ; lies in how well an integral part of the market emb races these changes as a factor beyond the news posts.

|                     |                     | NSE Key Initiatives  |  |
|---------------------|---------------------|--|--|
|                     |                     | 2012   | 2013   |
| NSE Key Initiatives | Within NSE Control  | <ul style="list-style-type: none"> <li>- Develop Product Liquidity and Depth</li> <li>- Attract and Retain More Listings</li> <li>- E2E Trading Automation</li> <li>- Continued Enhancement of Regulatory Programs ✓</li> <li>- Financial Literacy Program ✓</li> <li>- IFRS Compliance</li> <li>- Demutualization</li> <li>- Market Data Services ✓</li> <li>- Advocacy ✓</li> <li>- Investor Protection ✓</li> </ul>                                   | <ul style="list-style-type: none"> <li>✓ ASeM Re-Launch</li> <li>• Derivatives Feasibility Study</li> <li>• Product Innovation (e.g. Retail Bonds , NDRs)</li> <li>• Enhanced Rulebook</li> <li>✓ Issuer's Portal (XIssuer)</li> <li>✓ Improved Cooperation with Other Exchanges and Global Organizations (IOSCO Affiliate Membership)</li> <li>• Whistle Blowing Programme</li> <li>• Delivery of New Trading Platform</li> </ul> |
|                     | Outside NSE Control | <ul style="list-style-type: none"> <li>- Review PFA Investment Guidelines ✓</li> <li>- Tax Breaks on Transaction Fees</li> <li>- Policy on Large Cap Firms to Deepen Market</li> <li>- Access to SWF Funds</li> <li>- Exit Strategy for Privatized Entities ✓</li> <li>- Reduced Focus on Dividends</li> <li>- Improve Capacity of Local Institutional Investors</li> <li>- Broker Margin Debt Resolution</li> <li>- Broker Access to Funding</li> </ul> | <ul style="list-style-type: none"> <li>• Automation of Transaction Lifecycle</li> <li>• Transaction Cost Analysis</li> <li>• Market Optimization</li> <li>✓ Financial Literacy Programme</li> <li>• Operation of Investor Protection Fund</li> <li>• Policy Advocacy</li> <li>• Corporate Social Responsibility (CSR) Programme</li> <li>• Demutualization</li> </ul>  |

## Appendix

### Appendix 1: Previous Problems in the market and their current status

| Previous Problems   | Current Status   |
|---|--|
| <b>High tax, VAT charges and expensive trading commission</b>                 | The return of Dangote advocates for significant reduction in the fees across board.  |
| <b>Market depth</b>   | Market has more investment/alternatives products in the market which have increased market depth   |
| <b>Marketability/Liquidity/Low float</b>                                      | This problem persists on the bourse. the market-making initiatives is yet to solve the issue as expected.  |
| <b>Low Investor Protection</b>  | There is strong positive impression about investor protection. The newly introduced Investor Protection Fund (IPF) is meant to provide a buffer for losses investors may suffer as a result of the bankruptcy, insolvency, negligence or unprofessional activities of Dealing Members at the Nigerian Stock Exchange |
| <b>High interest rates regime affects the patronage of the capital market</b> | the interest rates remain high as CBN maintains rigid posture against inflation with MPR at 12%  |
| Proshare Research   |  |

### Appendix 2: List of members of the NSE Members: Past and Present

We observed that the composition of the new board gives priority to professionalism as dealing members appeared to be the majority, unlike previous board which was dominated by national members and ordinary members.

This in our opinion would give more credibility to the exchange among its counterparts as the market been run and managed by professionals- not only that, it will attract more patronage and subdue any possible ugly perceptions.

| NSE Council Composition |                           |                             |   |                            |                      |  |
|-------------------------|---------------------------|-----------------------------|---|----------------------------|----------------------|--|
| Before Dangote Era      |                           |                             | Dangote Era                               |                            |                      |  |
| S/No                    | Names                     | Designation                 |   | Names                      | Designation          |  |
| 1                       | Mallam Ballama Manu       | Interim President           | NSE, President                            | Alhaji Aliko Dangote       | President            | Chairman & CEO, Dangote Group              |
| 2                       | Mr Oscar Onyema           | CEO                         | NSE, CEO                                  | Mr. Aigboje Aig-Imoukhuede | Ordinary Member      | GMD/CEO, Access Bank plc                   |
| 3                       | Chief Reginald Abbey Hart | 2nd Vice President          |   | Mr Abimbola Ogunbanjo      | Ordinary Member      | Director, Beta Glass Co. plc               |
| 4                       | Dr Oba otudeko            | Past President              | Chairman, Honeywell Group                 | Mr Abubakar Mahmoud        | Ordinary Member      | Managing Partner- Dikko and Mahmoud.       |
| 5                       | Alhaji Bello Maccido      | National Member             |   | Mr Henry Olayemi           | Dealing Member       | MD, Reward Securities & Invest. Ltd        |
| 6                       | Mr Emmanuel Ikazoboh      | National Member             | Member board, IISD                        | Mr Tofarati Augusto        | Dealing Member       | MD, WSTC Financial Services Ltd            |
| 7                       | Mr Nsa Harrison           | National Member             |   | Alhaji Garba Kasimu Kurfi  | Dealing Member       | MD/CEO, APT Securities                     |
| 8                       | Mrs Yemisi Ayeni          | National Member             | MD, Shell Nig.                            | Mr Oscar Onyema            | CEO                  | NSE, CEO                                   |
| 9                       | Mr Abubakar Mahmoud       | National Member             | Managing Partner- Dikko and Mahmoud.      | Mrs Yemisi Ayeni           | Ordinary Member      | MD, Shell Nig.                             |
| 10                      | Mr Abimbola Ogunbanjo     | National Member             | Director, Beta Glass Co. plc              | Prof. Herbert Onye Orji    | Ordinary Member      | Chairman/ CEO, Summa Guaranty              |
| 11                      | Rewane                    | National Member             | MD/CEO, Financial                         | Ogiemwonyi                 | Dealing Member       | Investment Co. Ltd                         |
| 12                      | Mrs Dorothy Ufot          | National Member             | Head of Chambers, Dorothy Ufot & Co.      | Mr Ebilate Mac-Yoroki      | Dealing Member       | Chairman, City-Code Trust & Invest. Ltd    |
| 13                      | Mr Hassan Usman           | National Member             | GM, Investment Banking of Jaiz Bank PLC   | Mr Chike Nwanze            | Dealing Member       | Vice Chairman, Icon Stockbrokers Ltd       |
| 14                      | Alhaji Lamis Dikko        | National Member             | ED, Credit Risk Management Unity Bank Plc | Mr Oladele Sotubo          | Dealing Member       | Stockbroker, Stanbic IBTC Stockbrokers Ltd |
| 15                      | Dr Francis Chukwujama     | Dealing Member              |   | Tinuade Awe                | Secretary to Council | Head, Legal & Regulation Division          |
| 16                      | Mr Victor Ogiemwonyi      | Council Member              | MD/CEO, Partnership Investment Co. Ltd    |                            |                      |  |
| 17                      | Mr Henry Olayemi          | Dealing Member              | MD, Reward Securities & Invest. Ltd       |                            |                      |  |
| 18                      | Mr Tofarati Augusto       | Dealing Member              | MD, WSTC Financial Services Ltd           |                            |                      |  |
| 19                      | Alhaji Kurfi Garba        | Dealing Member              | Chairman, MTI Plc                         |                            |                      |  |
| 20                      | Mr Ebilate Mac-Yoroki     | Dealing Member              | Chairman, City-Code Trust & Invest. Ltd   |                            |                      |  |
| 21                      | Mr Chike Nwanze           | Council Member              | Vice Chairman, Icon Stockbrokers Ltd      |                            |                      |  |
| 22                      | Mr Akeem Oyewale          | Council Member              | CEO/Director Stanbic IBTC Asset Magt. Ltd |                            |                      |  |
| 23                      | Tinuade T. Awe            | Acting Secretary to Council | Head, Legal & Regulation Division         |                            |                      |  |

Source: NSE/Proshare Research

Appendix 3: The Timelines and the 1 Year News Cycle

| S/ No | Date      | News Title  | NSE ASI   |
|-------|-----------|---|-----------|
| 1     | 12-Jun-12 | <a href="#">The NSE Signs MoU on Shari'ah Equity Index</a>                                    | 21,239.52 |
| 3     | 30-Jul-12 | <a href="#">Oscar Onyema's Speech at the NSE Lotus Islamic Index Launch</a>                   | 23,302.22 |
| 4     | 15-Aug-12 | <a href="#">Market-makers demand concession over trading fees</a>                             | 23,105.05 |
| 6     | 22-Aug-12 | <a href="#">NSE - Regulatory Filing Calendar</a>  | 23,199.03 |
| 7     | 27-Aug-12 | <a href="#">NSE delists nine (9) firms from the Exchange</a>                                  | 23,491.17 |
| 8     | 03-Sep-12 | <a href="#">NSE - Notice of the 51st Annual General Meeting</a>                               | 23,864.05 |
| 9     | 04-Sep-12 | <a href="#">The NSE Kicks Off Market Making Programme</a>                                     | 24,012.57 |
| 11    | 11-Sep-12 | <a href="#">NSE to kick off Market Making Program.</a>  | 24,568.58 |
| 12    | 20-Sep-12 | <a href="#">The NSE Institutional Investors Clinic</a>  | 25,875.31 |
| 13    | 21-Sep-12 | <a href="#">CEO Address on IPF BoT Inaugural Meeting</a>                                      | 25,873.71 |
| 14    | 26-Sep-12 | <a href="#">CEO'S opening remarks at the NSE Institutional Investors' Clinic</a>              | 25,774.53 |
| 15    | 28-Sep-12 | <a href="#">NSE Holds Fifty-First Annual General Meeting, Records Decline amidst Recovery</a> | 26,011.64 |
| 16    | 02-Oct-12 | <a href="#">NSE Increases Market Making Stocks by Nine – FBN, Access, Nestle included</a>     | 26,023.10 |
| 17    | 02-Oct-12 | <a href="#">NSE indicts Mobil, Lafarge Wapco, Oando, John Holt, others</a>                    | 26,023.10 |
| 18    | 02-Oct-12 | <a href="#">Listing Rules: NSE confirms list of firms with Free Float Deficiency</a>          | 26,023.10 |
| 20    | 09-Oct-12 | <a href="#">Exchange Builds Capacity of Dealing Members</a>                                   | 26,840.87 |
| 21    | 16-Oct-12 | <a href="#">NSE - Flow of Foreign Portfolio Investments</a>                                   | 27,109.62 |
| 22    | 17-Oct-12 | <a href="#">Exchange Adds Three to Market Making Stocks</a>                                   | 27,194.13 |
| 24    | 07-Nov-12 | <a href="#">Non-compliance: NSE Reports Cappa &amp; D'Alberto to SEC</a>                      | 26,792.27 |
| 25    | 09-Nov-12 | <a href="#">Stock Exchange Suspends 21 Brokers with Inadequate Shareholders Funds</a>         | 26,718.30 |
| 26    | 09-Nov-12 | <a href="#">Listing Rules for New Company Admission</a>                                       | 26,718.30 |
| 27    | 09-Nov-12 | <a href="#">NSE-Rules &amp; Regulations Governing Dealing Members</a>                         | 26,718.30 |
| 28    | 14-Nov-12 | <a href="#">NSE Revokes 11 Stock Broking Firms Licenses</a>                                   | 26,346.70 |

|    |           |  |           |
|----|-----------|--|-----------|
| 29 | 14-Nov-12 | <a href="#">Exchange Increases Market Making Stocks</a>  | 26,346.70 |
| 30 | 16-Nov-12 | <a href="#">Listing by Introduction- Geo Fluids Plc</a>  | 26,400.94 |
| 31 | 23-Nov-12 | <a href="#">NSE Lists Holding Companies</a>  | 26,322.17 |
| 32 | 25-Nov-12 | <a href="#">The NSE Revises NSE 30 Index and Sectorial Indices.</a>  | no trade  |
| 33 | 29-Nov-12 | <a href="#">Nigerian Bourse Records another First in Africa</a>  | 26,404.82 |
| 34 | 29-Nov-12 | <a href="#">Market Quality Reports - Nigerian Stock Exchange</a>   | 26,404.82 |
| 35 | 29-Nov-12 | <a href="#">NSE on top gear, unveils more Value Added Services</a>   | 26,404.82 |
| 36 | 01-Dec-12 | <a href="#">NSE urges Capital Market Correspondents on effective reporting</a>                             | no trade  |
| 37 | 05-Dec-12 | <a href="#">Exchange Organizes Training for Dealing Members</a>  | 26,435.89 |
| 38 | 21-Dec-12 | <a href="#">NSE Undertakes a Review of Market Indices</a>  | 27,402.06 |
| 39 | 21-Dec-12 | <a href="#">NSE delists Abplast, Udeofson and Hallmark Paper from Daily Official List</a>                  | 27,402.06 |
| 40 | 28-Dec-12 | <a href="#">NSE lists FBN Money Market Fund and FBN Fixed Income Fund under Memorandum Quotations</a>      | 27,866.51 |
| 41 | 01-Jan-13 | <a href="#">X-Compliance Report for period ending December 31, 2012</a>                                    | no trade  |
| 42 | 01-Jan-13 | <a href="#">List of Companies with Free Float Deficiencies in NSE</a>                                      | no trade  |
| 43 | 04-Jan-13 | <a href="#">Schedule of Companies and Market Makers on the NSE</a>   | 28,538.06 |
| 44 | 09-Jan-13 | <a href="#">NSE lists UBA Capital Plc and Africa Prudential Registrars Plc into the Official List</a>      | 28,956.83 |
| 45 | 16-Jan-13 | <a href="#">The NSE Holds World Press Conference</a>   | 30,093.83 |
| 46 | 17-Jan-13 | <a href="#">2012 Market Review &amp; Outlook for 2013 - NSE</a>  | 30,324.86 |
| 47 | 22-Jan-13 | <a href="#">The NSE Retail Bonds Trading &amp; Fixed Income Market Making Practicum</a>                    | 30,983.83 |
| 48 | 23-Jan-13 | <a href="#">Bell Ringing Ceremony - International Finance Corporation (IFC)</a>                            | 31,446.22 |
| 49 | 25-Jan-13 | <a href="#">Nigerian Bourse Organises Workshop on Fixed Income Market Making</a>                           | 31,583.49 |
| 50 | 29-Jan-13 | <a href="#">Wema Asset Management and 18 other Dealing Member Firms with Inadequate Shareholders Funds</a> | 31,571.46 |
| 51 | 29-Jan-13 | <a href="#">Insight into Bonds retailing- a note from investors' perspective</a>                           | 31,571.46 |
| 52 | 29-Jan-13 | <a href="#">Dealing Member Firms Involved in Unauthorized Sales of Investors' Shares</a>                   | 31,571.46 |
| 53 | 29-Jan-13 | <a href="#">NSE sheds more light on Fixed Income Market-making</a>   | 31,571.46 |
| 54 | 29-Jan-13 | <a href="#">Bonds Retailing: NSE presents explanations to popular questions</a>                            | 31,571.46 |
| 55 | 29-Jan-13 | <a href="#">X-Compliance Report: Companies Slated For Delisting/Restructuring</a>                          | 31,571.46 |

|    |           |   |           |
|----|-----------|---|-----------|
| 56 | 29-Jan-13 | <a href="#">NSE CEO's remarks at Retail Bonds Trading and Fixed Income Market Making Workshop</a>                         | 31,571.46 |
| 57 | 01-Feb-13 | <a href="#">Four Eminent Nigerians Join the National Council of the Nigerian Stock Exchange</a>                           | 32,411.86 |
| 58 | 08-Feb-13 | <a href="#">X-Compliance Report: Delinquent Filers of Audited Accounts</a>  | 33,313.49 |
| 59 | 11-Feb-13 | <a href="#">NSE signs MOU with Thomson Reuters on Value Added Services</a>  | 33,511.63 |
| 61 | 19-Feb-13 | <a href="#">NSE CEO's Speech at The Facts Behind The Figures Presentation of Oando Plc On February 18, 2013</a>           | 33,335.11 |
| 62 | 28-Feb-13 | <a href="#">NSE Sanctions three dealing members for market and price manipulation</a>                                     | 33,075.14 |
| 63 | 04-Mar-13 | <a href="#">NSE Suspends Trading Activities on Shares of BAGCO Plc</a>  | 32,947.13 |
| 64 | 07-Mar-13 | <a href="#">NSE Unveils Guidelines for Supplemental Market Makers</a>   | 32,772.73 |
| 65 | 13-Mar-13 | <a href="#">NSE Increases Market Making Stocks to 52</a>  | 33,357.16 |
| 66 | 13-Mar-13 | <a href="#">Nigerian bourse set to launch Issuers' Portal</a>   | 33,357.16 |
| 67 | 25-Mar-13 | <a href="#">Foreign Portfolio Participation in Equity Trading at NSE: 2007 – February 2013</a>                            | 33,467.78 |
| 68 | 26-Mar-13 | <a href="#">NSE CEO's Opening Remarks at the X-Issuer Launch</a>  | 33,429.46 |
| 69 | 28-Mar-13 | <a href="#">Extended Filing Date for Listed Companies</a>   | 33,536.25 |
| 70 | 28-Mar-13 | <a href="#">NSE Admits IFC Bond into Daily Official List</a>  | 33,536.25 |
| 71 | 31-Mar-13 | <a href="#">NSE soft-pedals on enforcement of data distribution ban</a>   | no trade  |
| 72 | 01-Apr-13 | <a href="#">NSE approves Flour Mills and Cadbury's Plc Merger; N35b special placing for Wema Bank</a>                     | no trade  |
| 73 | 04-Apr-13 | <a href="#">NSE Gears up for Alternative Securities Market</a>  | 34,339.65 |
| 74 | 05-Apr-13 | <a href="#">NSE set to aid Emerging Businesses, introduces 14 Designated Advisers for ASeM</a>                            | 34,301.37 |
| 75 | 11-Apr-13 | <a href="#">NSE announces Amendments to Rules and Regulations Governing Dealing Members &amp; Invitation for Comments</a> | 33,466.76 |
| 76 | 19-Apr-13 | <a href="#">NSE lists C &amp; I Leasing N940 million 18% Fixed Rate Bond</a>  | 32,993.97 |
| 77 | 24-Apr-13 | <a href="#">Foreign Portfolio Participation in Equity Trading At NSE 2007 - March 2013</a>                                | 33,432.68 |
| 78 | 26-Apr-13 | <a href="#">NSE lists Osun State N30 billion fixed Rate Bond (Series1) 2012/2019</a>                                      | 33,159.08 |
| 79 | 03-May-13 | <a href="#">KPMG auditors gives NSE clean bill of health at 52nd AGM</a>  | 35,109.33 |
| 80 | 08-May-13 | <a href="#">X-Compliance Report: 11 firms set for restructuring &amp; regularization of listing status</a>                | 35,486.44 |
| 81 | 20-May-13 | <a href="#">X-Compliance Report: NSE records 2 mergers &amp; 3 supplementary listings so far in the year</a>              | 36,817.75 |

**DISCLAIMER/ADVICE TO READERS:**

While the contents of Proshare Limited's communications are checked for accuracy, we are not liable for any incorrect information included. The details of this mail should not be construed as an opinion or an investment advice by Proshare Limited or/and its employees. We therefore accept no liability for any loss arising from the use of the information contained therein. All opinions in this mail constitute the staff's best estimate and judgment as of this date and are subject to change without notice. Investors should see the content of this mail as no more than a non-legally binding exchange on the subject of discourse. We recommend that you make enquiries based on your own circumstances and, if necessary, take professional advice before entering into this or any transactions. This email and any files transmitted with it are confidential and intended solely for the use of the individual or entity to which they are addressed. If you have received this email in error please notify the sender and delete immediately. Any use, dissemination, distribution, or reproduction of this message by unintended recipients is not authorized and may be unlawful. Proshare Nigeria Limited will accept no liability whatsoever for any loss, direct, indirect or consequential, arising from information contained or/and actions resulting there from.

For further enquiries, contact Proshare by e-mail vide [analyst@proshareng.com](mailto:analyst@proshareng.com) or Call 01-762 4131



Plot 590b, Pat Ojebuoboh Close, Omole Phase II,  
Isheri LGA, P.O.Box 18782, Ikeja, Lagos, NG  
DL: +234 1 7624131 E-mail: [info@proshareng.com](mailto:info@proshareng.com)  
Website: [www.proshareng.com](http://www.proshareng.com)