



Promoting National Development

..using FINTECH

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Our Vision

To be the globally respected and leading central securities depository in Africa.



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We create value by providing securities depository, clearing, settlement and other services, driven by innovative technology and a highly-skilled workforce.



Our Core Values – S.E.C.U.R.E



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Confidentiality

We handle information with strict privacy, utmost discretion and at an absolute non disclosure basis.



Uprightness

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We encourage ingenuity, inventiveness and creativity of our employees. This produces original and imaginative ideas for our growth and development.



Excellence

We respect and reward meritocracy, creating a work environment that fosters knowledge and skills acquisition for our employees with the aim of delivering of superior output consistently.



Our Strategic Axes



Serve our Clients and Market at Large



Leverage our Core Foundations



Diversify into New Business Areas



Enhance Reputation as Thought Leader



Demonstrate Operational Excellence at all times



Build a Culture of Shared Success and Innovation



Agenda

- Introduction
- The Obvious
- The Opportunities
- The Outcomes
- Conclusion



Introduction

The increasing growth of FINTECH related business globally has brought about a number of amazing trends which every nation needs to learn from and adopt:

- Growth of nations are now dependent on global trends
- Wealth can be obtained by a conscious effort to grow citizens
- The wealthy nations have wealthy individuals
- The fastest growing means of developing a nation is through FINTECH
- FINTECH growth is beyond national limits
- A deliberate approach to improve national development through FINTECH is needed



Introduction

- There are two major words – FINTECH and National Development
- Fintech, or **financial technology**, is the term used to describe any technology that delivers financial services through software, such as online banking, mobile payment apps or of recent cryptocurrency
- National development is **the capacity of the country to raise the standard of living of its residents**. It can be achieved by providing individuals with basic livelihood requirements and supplying them with employment, etc. Development is a process that creates growth, brings in progress and positive change.
- Two aspects of development are
 - Economic growth or increase in people's income.
 - Social progress includes literacy, health and the provision of public services.

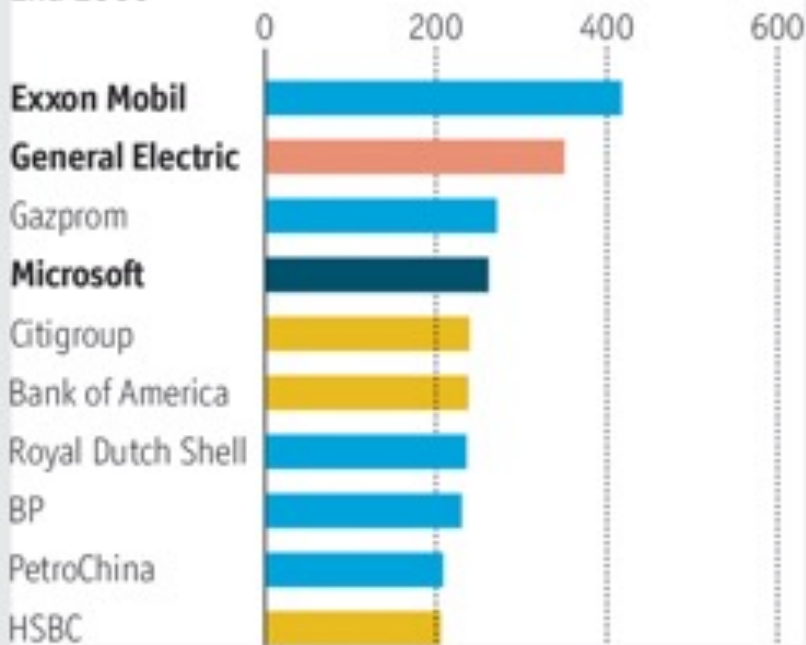
The Emerging World

A virtually new world

World, largest listed companies by market capitalisation, \$bn

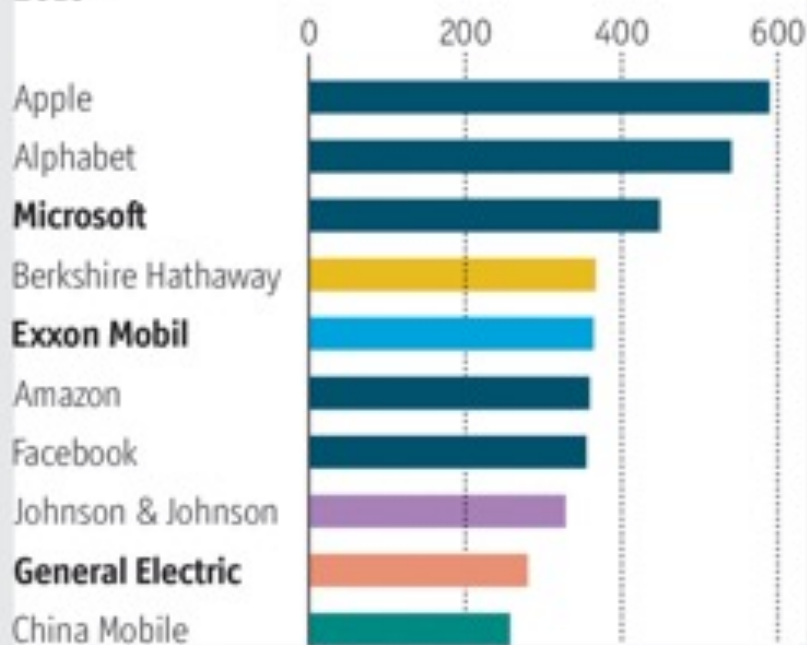
Sector: ■ Energy ■ Financials ■ Health care ■ Industrials ■ IT ■ Telecoms

End 2006













Source: Bloomberg

2016*



*At August 24th 2016

The Emerging World - 2021

Rank	Company name	Location	Sector	Market Capitalization
1	APPLE INC	 United States	Technology	\$2.1T
2	SAUDI ARAMCO	 Saudi Arabia	Energy	\$1.9T
3	MICROSOFT CORP	 United States	Technology	\$1.8T
4	AMAZON.COM INC	 United States	Consumer Discretionary	\$1.6T
5	ALPHABET INC	 United States	Technology	\$1.4T
6	FACEBOOK INC	 United States	Technology	\$839B
7	TENCENT	 China	Technology	\$753B
8	TESLA INC	 United States	Consumer Discretionary	\$641B
9	ALIBABA GRP	 China	Consumer Discretionary	\$615B
10	BERKSHIRE HATHAWAY	 United States	Financials	\$588B

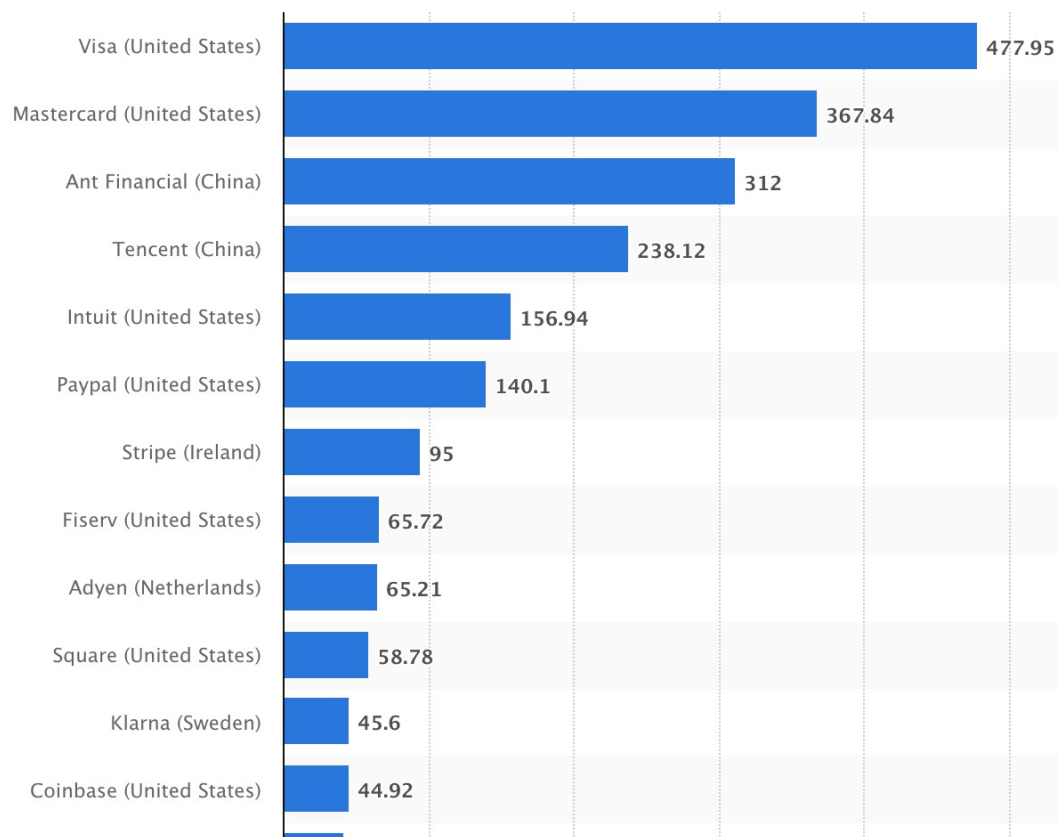
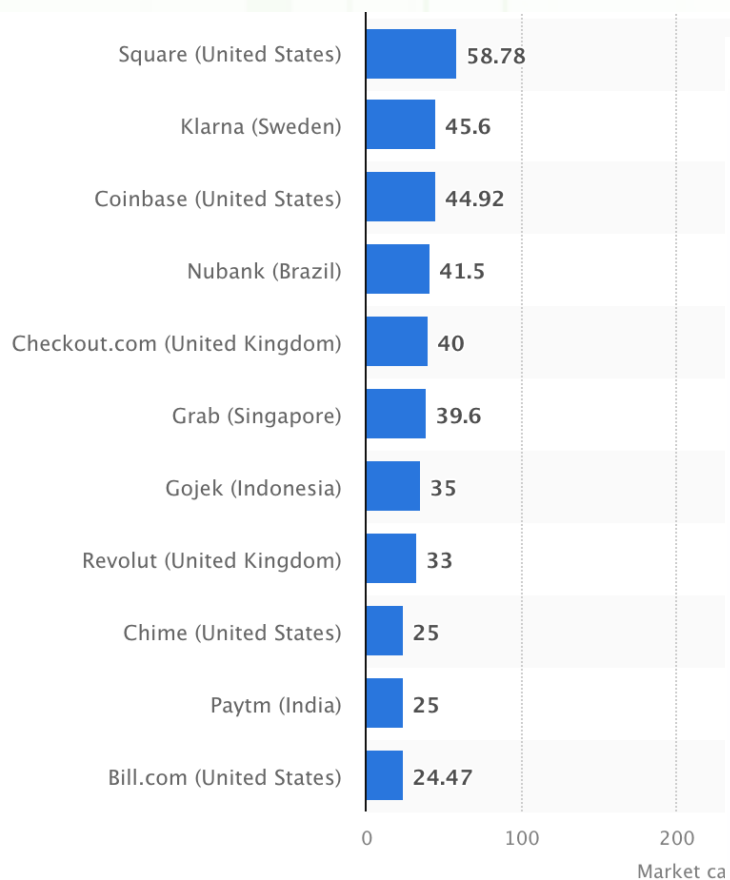


The Emerging World - 2021

Sector	Total Market Cap in Top 100	% of Top 100 Market Cap	Number of Companies in Top 100
Technology	\$10.5T	33.0%	20
Consumer Discretionary	\$6.0T	18.9%	17
Financials	\$3.4T	10.8%	14
Health Care	\$3.3T	10.5%	16
Energy	\$2.7T	8.5%	5
Consumer Staples	\$2.0T	6.4%	9
Industrials	\$2.0T	6.4%	9
Telecommunications	\$1.3T	4.1%	7
Basic Materials	\$0.3T	1.0%	2
Utilities	\$0.1T	0.5%	1

Source: PwC

The Emerging World - 2021

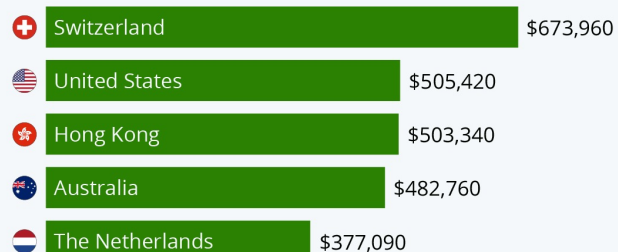


The Emerging World – Wealthy Nations & FINTECH

Which Countries Are Really the Richest?

Countries/regional economies with the biggest average and median wealth* per capita (2020)

Average wealth



Median wealth



Excludes Iceland, Luxembourg, Monaco and others because of unreliable data

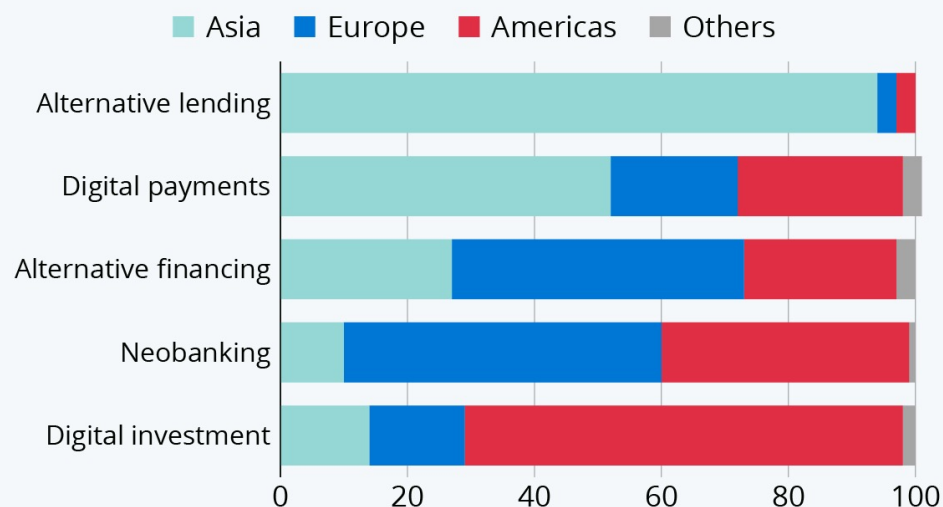
* Gross assets

Source: Credit Suisse Global Wealth Report



The Regional Differences of Fintech Adoption

Global distribution of different fintech segments in 2022 (in percent of transaction value)



Data as of May 2022

Source: Statista Digital Market Outlook



The Emerging World – African Nations

	Country	GDP (PPP) per capita (2022, 2022 US\$) ^[1]			
1	 Seychelles	35,272	15	 Mauritania	6,920
2	 Mauritius	25,043	16	 Ghana	6,754
3	 Botswana	19,287	17	 Djibouti	6,667
4	 Libya	18,345	18	 Ivory Coast	6,345
5	 Gabon	17,848	19	 Kenya	6,061
6	 South Africa	15,361	20	 Somalia	5,888
7	 Egypt	14,928	21	 Nigeria	5,853
8	 Algeria	13,002	22	 São Tomé and Príncipe	4,681
9	 Tunisia	12,300	23	 Republic of Congo	4,578
10	 Namibia	10,448	24	 Sudan	4,442
11	 Eswatini	10,411	25	 Cameroon	4,398
12	 Morocco	9,041	26	 Benin	4,137
13	 Cabo Verde	7,740	27	 Senegal	4,093



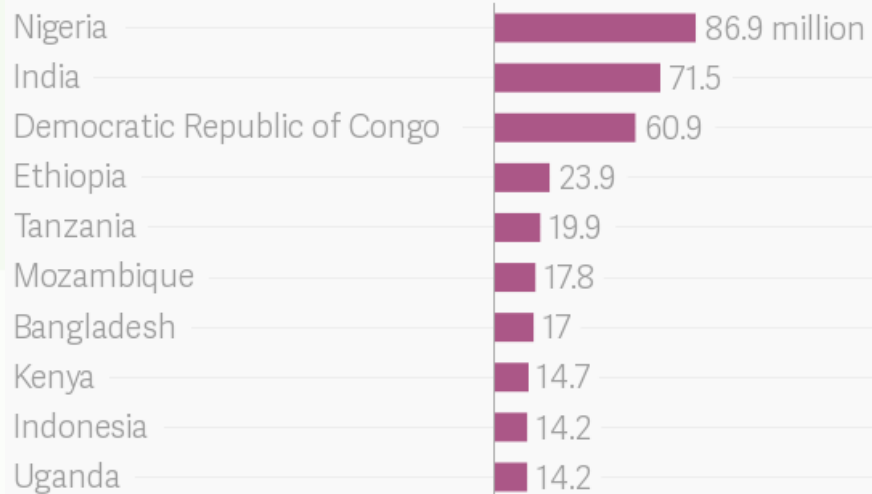
The Obvious

- Financial Incapacity
- Financial Inclusion
- Financial Intermediation
- Financial Indiscipline
- Financial Interference
- Financial Intolerance
- Financial Illegitimacy

Financial Incapacity

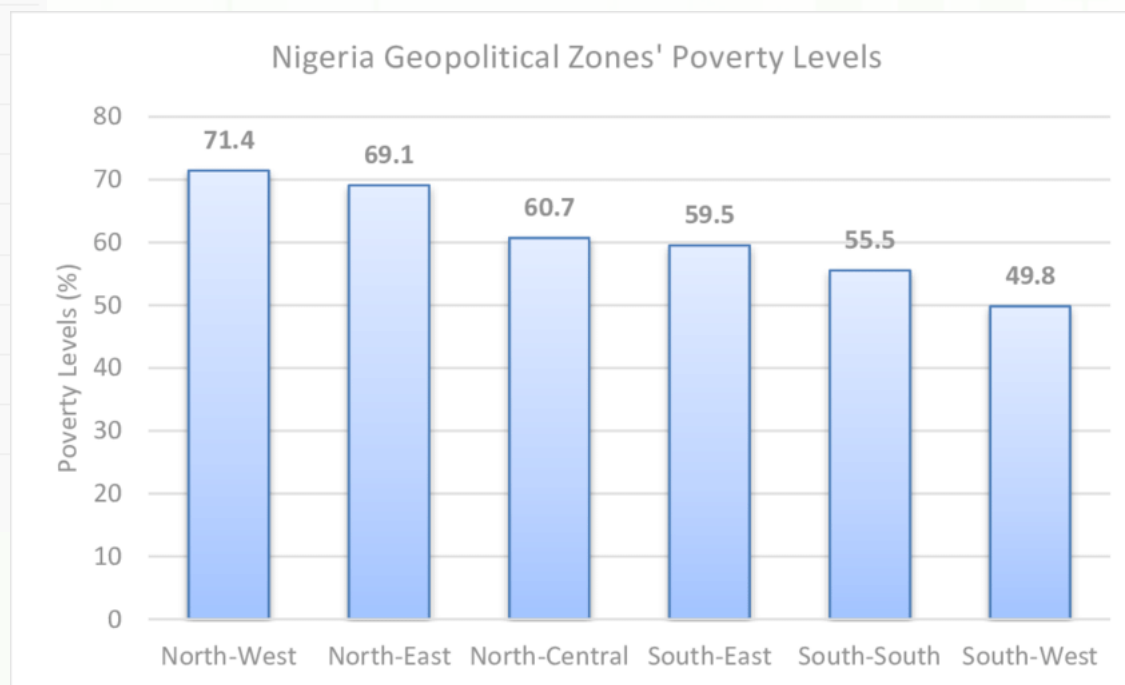
Nigeria has the largest extreme poverty population (June 2018)

People living in extreme poverty



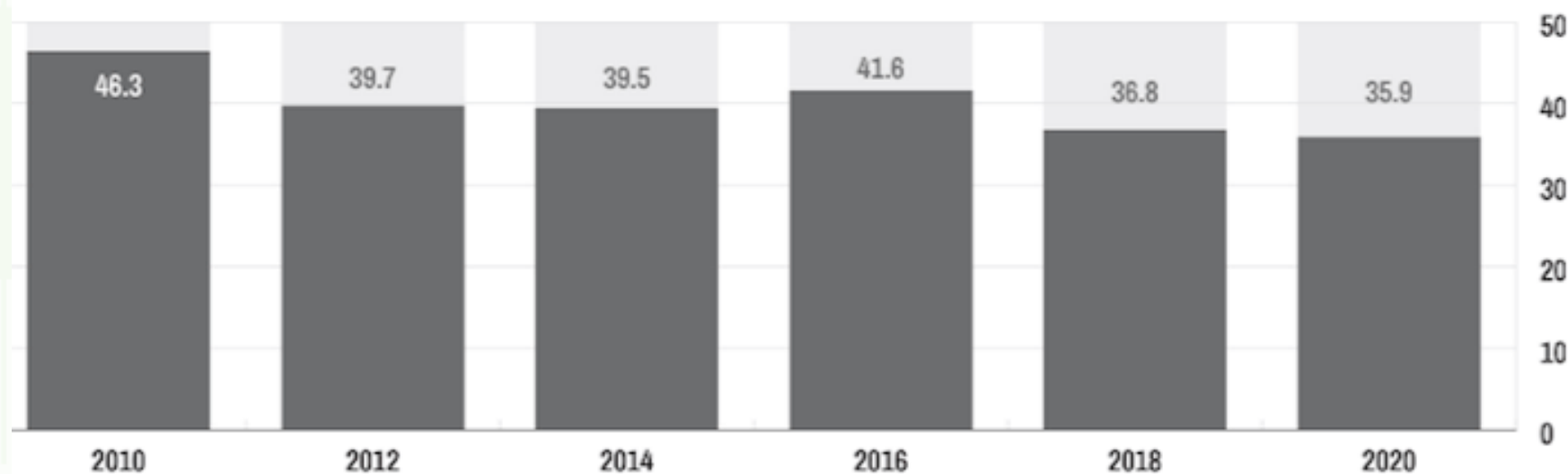
△ T L △ S | Data: World Poverty Clock

Source: Quartz Africa



Source: ResearchGate

Financial Inclusion



Source: EFinA

According to Ashley Immanuel, CEO of [EFinA](#), the increase in transaction volume and value in 2020/2021 was likely driven largely by “people who are already banked using some new digital financial services or using digital channels more.”

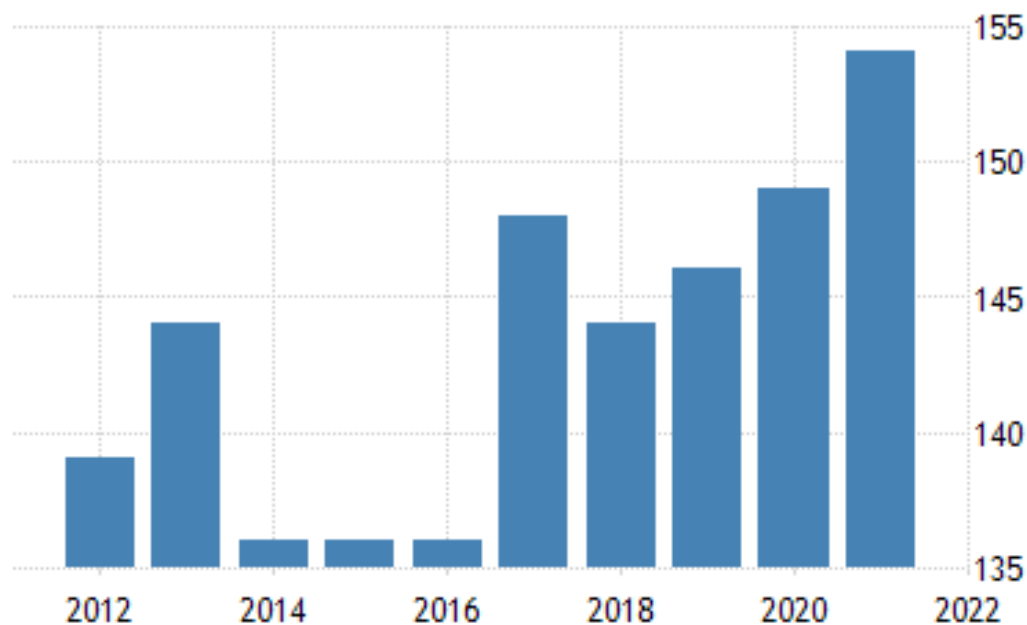
38.1 million of the country’s 106 million (18 years and above) adults or 36 percent of Nigerian adults remain completely financially excluded.

Financial Intermediation

- Too many middle men in Nigeria financial space
- A transfer of money through an agent includes the following:
 - Agent
 - Super Agent
 - PTSP/ Agent Network
 - Bank
 - Switch
- All these include the cost of doing business and making of wealth
- Pseudo-full FINTECH ecosystem



Financial Indiscipline



Source: Trading Economics

Nigeria is the 154 least corrupt nation out of 180 countries, according to the 2021 Corruption Perceptions Index reported by Transparency International

Related	Last	Previous	Unit	Reference
Corruption Rank	154.00	149.00		Dec 2021
Corruption Index	24.00	25.00	Points	Dec 2021
+				

Nigeria Corruption Rank

The Corruption Perceptions Index ranks countries and territories based on how corrupt their public sector is perceived to be. A country or territory's rank indicates its position relative to the other countries and territories in the index.

Actual	Previous	Highest	Lowest	Dates	Unit	Frequency
154.00	149.00	154.00	52.00	1996 - 2021		Yearly

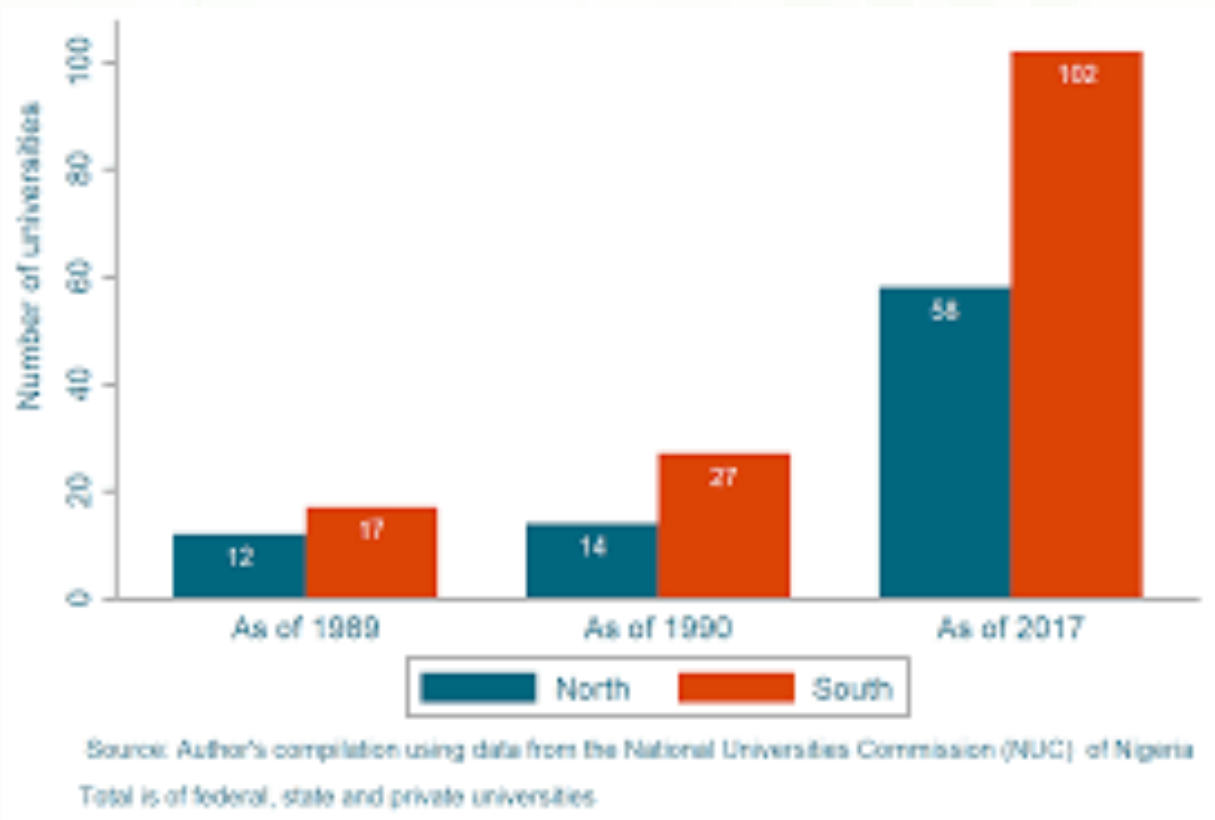
Financial Interference

- The role of FISCAL policy makers vs Money Policy makers
- The hold and control of currency without the required Fiscal interventions
- Market-driven rates vs Regulatory-determined rates
- Capitalism vs Socialism
- Democracy?



Financial Intolerance

- Increasing gap between the poor and the rich
- Reducing middle class
- The poor try to bridge the gap by vandalism, robberies, physical intolerance and various other vices
- The rich have wealth but reducing space to spend the wealth
- Great mistrust between the rich and the poor



Financial Illegitimacy

- Alternate Oil and Gas Market
- Alternate Remittance Market
- Alternate Equities Market
- Alternate Fund Management
- Alternate Agric Market
- Alternate FX Market
- Alternate....





The Opportunities

- Efficient Economy
- Extended Education
- Empowered Entrepreneurs
- Enthusiastic Employees
- Effective Energy
- Enduring Engagements
- Evolving Ecosystem



The Outcomes

- Integrity and Compliance
- Improvement and Change
- Industrious Country
- Illustrious Compatriots
- Indefatigable Citizens
- Investment Compatible
- International Conquest

Integrity and Compliance

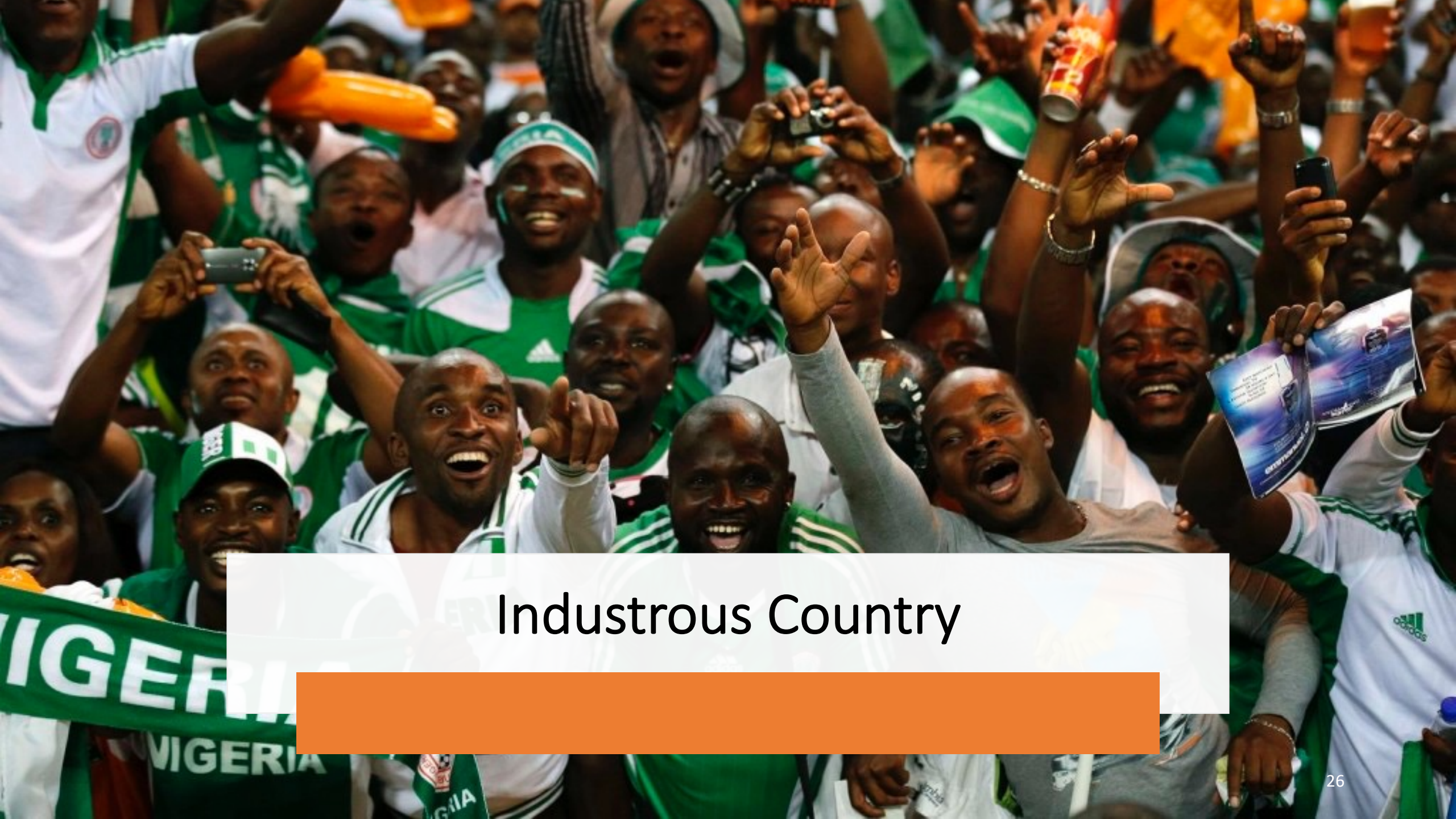
- Monitoring and Tracking
- Greater compliance and control
- Increased trust in the system
- Respect – System enforced
- Ethics – System enforced
- More for more



Improvement and Change

- Imagine funds are more digital
- Imagine spends are more digital
- Imagine less paper
- Imagine less cost
- Imagine more jobs
- Imagine more efficiencies
- Imagine more funds to invest





Industrious Country

Illustrious Compatriots



Illustrious Compatriots



Illustrious Compatriots



Illustrious Compatriots

A bright yellow square with a slight 3D effect and a drop shadow, tilted slightly to the right. It contains the text 'and many' in a small, italicized black font, followed by 'More...' in a large, bold, italicized black font.

and many
More...

- Educational Sector
- Agriculture Sector
- Oil and Gas Sector
- SMEs
- Young Investors
- National Cohesion
- National Peace

Indefatigable Citizens

- Wealthy Nigerians in Nigeria
- Hope keeps the populace alive
- Increased involvement from more people
- Unity and cohesion makes the efforts more worthwhile





Investment Compatible

- Transparency in tracking of investments
- Stable economic decision-making
- Our population – A great factor. Small cost, large size
- Better business insights



International Conquest

- More players worth funding
- More jobs from these players
- Better financial market will mean more liquidity
- Better liquidity will lead to more revenue for all
- Better revenue will lead to more infrastructure
- More infrastructure will lead to more industries
- More industries will lead to increased exports
- More FX will lead to better currency



Conclusion

- Clearly there is a major boost that can be concentrated on to promote national development through FINTECH
- A 3-pronged approach is recommended:
 - Education: Our educational system should reflect the emerging world. The educated need to be re-educated on the new approach to the market
 - Enlargement: Scale up existing FINTECHs and extend their approach in a market-driven manner. Avoid heavy regulatory burden
 - Entrapment: Seek for how to make Nigeria a hub for FINTECH in the region and then grow to other markets and regions. This may require deliberate patronage of local content



THANK YOU



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