



**THE Nigerian
STOCK EXCHANGE**

RC: 2321

CREATING A FAVORABLE LISTING LOCATION FOR E & P COMPANIES ON THE NIGERIAN STOCK EXCHANGE

Presented by

Oscar N. Onyema

CEO, The Nigerian Stock Exchange

for

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Outline

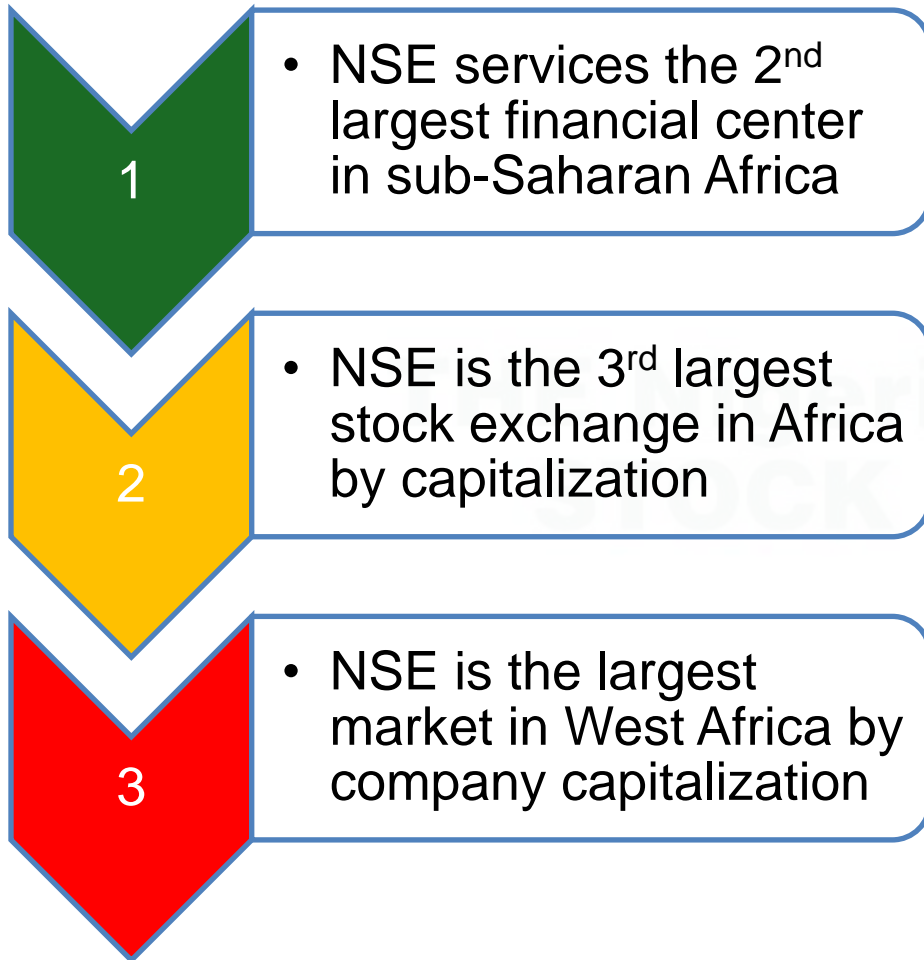
- Introduction – Situating the NSE
- Key Initiatives
- Listings Value Proposition
- Requirements and Rules
- Why Choose NSE?
- Contacts (Listings Sales & Retention)



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Introduction – Our Place in the Global Market



Key Initiatives



Targeted Business Development Efforts that Prioritize Key Industry Segments



Attention to Technology as Leverage for Advocating Market Making and Securities Lending, and the Development of a Short Selling Program



Evaluating, Reengineering and Automating Processes Which Have a Direct Impact on Improving Liquidity

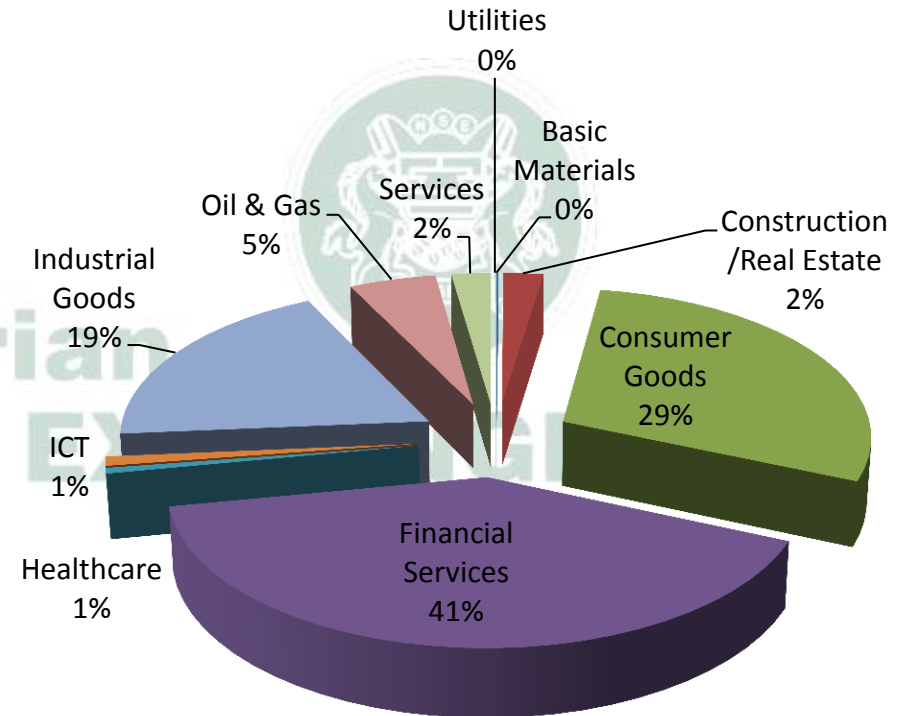


Strategic Programs:

“5 Products in 5 Years”, “Just and Equitable Practices”, “Full Disclosure”, “Sponsored Access”, and Legislative Support for Listing of Privatized Entities

Key Initiatives

- Dematerialization
- Market Making
- Securities Lending
- Sponsored Access
- Investor Protection fund
- Trade guarantee fund
- Global Offerings
- Rules Interpretation
- Controls
- Technology
- Segmentation
- Skill set



Ideal sector classification aligned with the Nigerian economy which is growing at over 7% per year

Listing Value Proposition

- **Transparency in reporting, regulation and compliance**
- **Innovation in aligning to global best practices without losing sight of our local environment**
- **Efficiency in processes and transaction dynamics**
- **Liquidity through product offerings**
- **Exciting partnerships for value added services**

PIB and Home Advantage

Consolidation

New Players

1. Readily available platform for meeting capital needs
2. Administrative and technical credibility required for government acceptance for local content players-boosted by listing
3. History of strong positive index for sector

Investor Pool

Growth



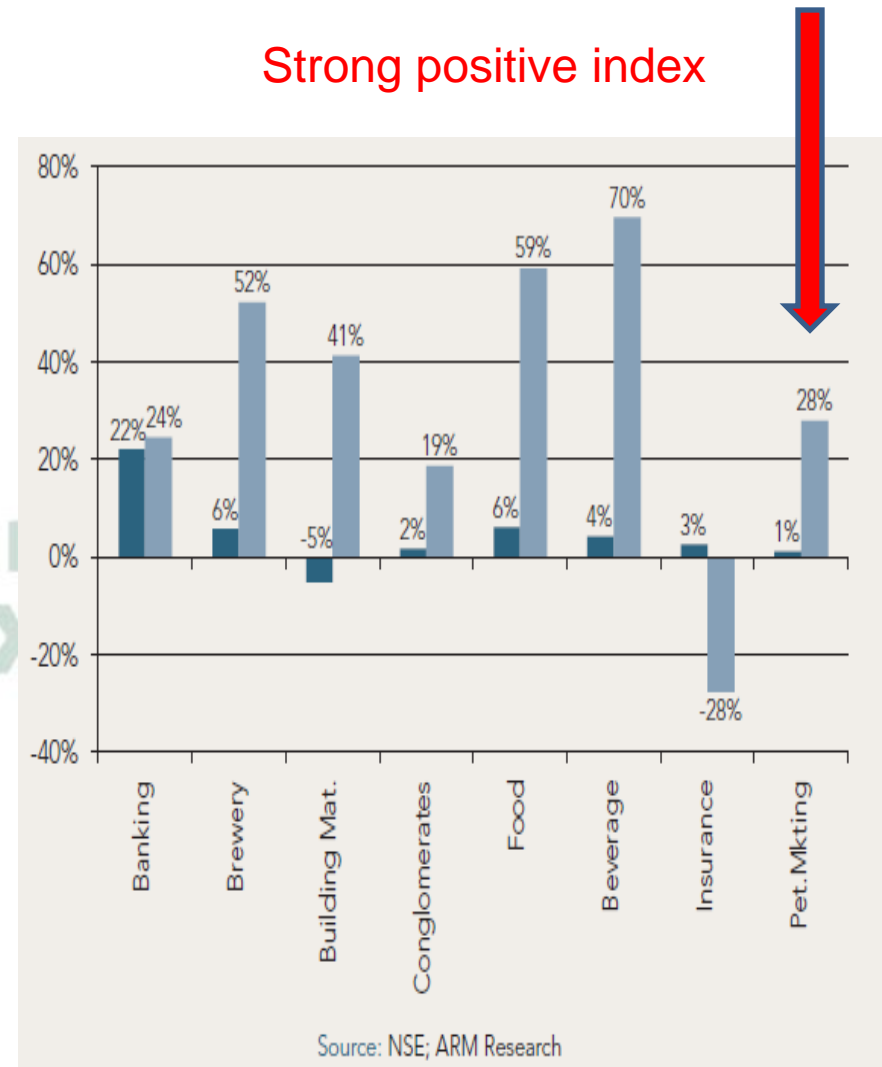
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Sector Liquidity

Listed

- » Oando
- » Forte Oil
- » Total
- » MRS
- » Capital Oil
- » Conoil
- » Eternaoil
- » Mobil

Listed companies in the O & G sector are liquid signifying continued investor interest in the sector



Requirements & Rules

NSE No.1 Requirement

The company must be registered as a Public Limited Company under the provisions of the *Companies & Allied Matters Act 2004* or a legally registered business entity in its home country.

Shares of the company must be freely transferable under the provisions of the company's Memorandum and Articles of Association.

The NSE supports and facilitates listed companies on other exchanges who wish to access the liquidity of the Nigerian, West African and African markets

Listing in this category can be done through secondary or joint primary (Global offering) listings in the Nigerian Capital Market.

Research has shown that dual listing enhances a company's price to earnings ratio and trading volume

Addressing Perceived Barriers to Listing for E+P

- Multiple quantitative listing standards
- Number of years of operation
- Technical report on reserves vs. existing profitability



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Why Choose NSE?

Nigeria presents a readily available pool of funds for investment purposes

We are repositioning to be the leading stock exchange in the African region for capital formation.

The open-door policy of the Exchange ensures there is regular feedback for all stakeholders.

We are increasing our product offerings to include Exchange Traded Funds (ETFs), Options and Futures.

We offer value added services to our listed companies

Our compliance standards ensure that listed companies conform to global best practices in the area of corporate social governance, thereby creating value for all stakeholders

Contact Us

Taba Peterside

General Manager / Head

Listings Sales and Retention

The Nigerian Stock Exchange

2-4 Custom Street | Lagos| Nigeria

T: 234-1-448 5846

Email: tpeterside@nigerianstockexchange.com

Thank You

The Nigerian Stock Exchange

Exchange House

2-4 Customs Street

P.O. Box 2457, Marina

Lagos Island

Lagos, Nigeria



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oonyema@nigerianstockexchange.com

www.nigerianstockexchange.com