



Chartered Institute of Stockbrokers
Established by Act 104 of 1992

2022 PERFORMANCE SCORECARD AND VISION FOR 2023

Presented by
OLUWOLE O. ADEOSUN, FCS
President & Chairman of Council

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THE CHARTER

The Chartered Institute of Stockbrokers (CIS) was established by Act 105 of 1992 and given the mandates of:

- ✓ Determining the standard of knowledge required to practice as a core professional in the Securities and Investment industry in Nigeria, and
- ✓ Providing the required training and certification to those candidates that are deemed qualified to practice.
- ✓ As a consequence of this legal position, no person is permitted to perform core professional functions in the Nigerian Capital Market without obtaining appropriate certification from the Chartered Institute of Stockbrokers.

01

Introduction



INTRODUCTION

A GLORIOUS YEAR IN THE FACE OF ADVERSITY

- Analysts' reports across the world indicate that 2022 was one of the harshest for economies across the world, including Nigeria.
- Nigerian Stockbrokers and the capital market outperformed the national and global economies, closing the year with significant positive numbers.
- The Chartered Institute of Stockbrokers (CIS) closed the year with historic celebration of her 30th year anniversary amid major advocacy and operational milestones.

INTRODUCTION CONT'D

- 2022 was thus, another success laden one for the Institute.
- The key to achieving these monumental successes was the pervading spirit of partnership between the Institute's secretariat, her members, and those few (but highly committed) organizations that defied the harsh macro-economic conditions to donate funds towards the sustenance of the only Federal Government – chartered professional body in the Nigerian Capital Market.

02

Operations



EDUCATION

- The collaboration agreement to run Degree/Post Graduate Linkage Programmes with Lagos Business School, Lagos and ANAN University, Jos were concluded while some others are at the concluding stages.
- The essence of these collaborations is for the Institutions to run Bsc, MBA , Msc degree as well as PhD programmes in **Securities and Investment Studies** as regular courses in their various Institutions.
- Examinations were conducted for our students writing the final examinations of one of our international affiliates, the Certified International Investment Analysts (CIIA Final Examinations).

EDUCATION CONT'D

- Full remote (online) examinations for all our level 1 Professional Examinations as well as professional diploma students, including those in the Diaspora, was successfully deployed.
- The level 2 exams will also commence online in March 2023. This means that the institute exams has become international exams whereby all its candidates can now sit and write their Exams in any part of the world provided there is network connection and laptop or Desktop.

CIS ACADEMY

- CIS Academy was officially launched on Tuesday, 5th April, 2022.
- The Academy organised 24 impressive training programs for 1697 participants. This includes training on Islamic Finance, Green Finance, Derivatives etc.
- The Academy established partnership and Signed MOU with Lagos Business School (LBS).
- The Academy Strengthened relationship with Chartered Institute for Securities and Investment, United Kingdom. Last year, through this initiative, 31 members of the Institute became members of CISI, UK without writing any exam, bringing the total number of CIS members who hold CISI, UK membership to 278 (48 MCSI and 230 ACSI holders).

MOU WITH LAGOS BUSINESS SCHOOL



CIS ACADEMY

The Academy developed six certificate courses:.

- (a) Certificate Courses jointly organised with the Association of Enterprise Risk Management Professionals (AERMP):
 - i. Digital Risk & Cyber security
 - ii. Enterprise Risk Management
 - iii. Sustainability Risk Management
- (b) Certificate Courses jointly organised with the University of Abuja Business School (UABS)
 - i. Certificate in Corporate Governance And Ethics
 - ii. Certificate in Capital Market Operations and Share Registration
 - iii. Portfolio Management and Analysis

MEMBERSHIP

- At CIS, we treat Membership matters with the utmost priority.
- As a testimony of the growing public confidence and followership of the Institute, CIS in 2022 recorded 50 new Fellows and 215 new Associates.
- We deliberately slowed down the delisting of members in financial default and extended reasonable discounts to those with established long term problems.
- Our Group Life Insurance scheme came to the succour of families of deceased members during the year.
- Turnaround time with the Secretariat improved during the year. Relationship management of members was enhanced through the account officer model.

MEMBERSHIP CONTD

LIFE MEMBERSHIP

It was a testimony of the growing profile of the Institute that the number of new Life Membership enrolees of the Institute tripled its erstwhile figure as 21 members subscribed for Life Membership in 2022.

DATABASE CORRECTION

In 2022, the Institute carried out a thorough clean up of its entire membership database, making appropriate corrections to names, addresses, places of employment, etc.

We appeal to members to complete the Membership Update Form and always inform the Institute when there's a change to their personal information.

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Advocacy & Events





ADVOCACY

In 2022, the Institute continued its focused and aggressive advocacy efforts:

- Pushed for the passage into law of the Chartered Institute of Securities and Investments of Nigeria (CISIN) Bill.
- Attracting greater government attention to the development and utilisation of the capital market.
- Improved operational environment that will enable Stockbrokers earn greater income.
- Working in partnership with the Association of Securities Dealing Houses of Nigeria, we engaged government decisively on the issue of Capital Gains Tax.
- We worked with NGX in drafting recommended rules for margin trading.
- We secured the approval of the FIRS to sponsor the Institute's e-Library.

26TH ANNUAL STOCKBROKERS CONFERENCE

The Institute held its 26th Annual Stockbrokers' Conference in Benin City, Edo State, from the 7th to 9th of September 2022, with the theme:

“Capital Market and Agricultural Development in Nigeria: Issues and the Way Forward”.

The event was hosted by the Edo State Government, with several important dignitaries in attendance, including the Chairman of the House of Representatives' Committee on Capital Market and Institutions, Hon Babangida Ibrahim, ACS, the Director General of the Securities and Exchange Commission (“SEC”), Dr Lamido Yuguda, and an international capital market expert, Martin Watkins.

CIS@30

- CIS@30 was designed to commemorate the 30th year anniversary of the establishment of our Institute, Chartered Institute of Stockbrokers (CIS).
- In its 30 years of existence, CIS, in its capacity as the only duly chartered training and certifying body in the system, has produced over 3000 competent Securities and Investments professionals for the Nigerian capital market, many of whom were instrumental to the accomplishment of the major milestones of the market, in all facets.
- The extensive array of events provided by the CIS@30 project offers the Institute a rare opportunity to further enhance its brand value, and attract immense goodwill.
- The CIS@30 events have thus far created wider and unique avenues for the Institute to reach out to key personalities and Institutions who will undoubtedly bring added value to the Institute and help in achieving our various advocacy and operational objectives in the near future..

CIS@30 THANKSGIVING



CIS@30

Phase One

The following events were successfully held under Phase One of the CIS@30:

i. Thanksgiving Services

The CIS@30 celebrations started with well attended thanksgiving services at

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|------------------------------------|---|-----------------|
| a. The Syrian Mosque, Ikoyi, Lagos | - | 4 November 2022 |
| b. RCCG, Christ Church, Lagos | - | 6 November 2022 |

ii. Stockbrokers' Walk

On Monday, 7 November 2022, Dealing Clerks returned to the NGX for the first time since 2020 and participated en masse in the Stockbrokers' Walk.

CIS@30

Closing Gong Ceremonies at Various Securities Exchanges in Nigeria

To evidence the Institute's place as the professional body for traders in all Securities Exchanges in Nigeria, the Institute historically, performed Closing Gong ceremonies at the NGX, NASD OTC Exchange, Afex Commodities Exchange,, and Lagos Commodities and Futures Exchange.

Investiture of Honorary Fellows

The Institute formally invested Dr Goodie Ibru, HFCS, Alh. Aliko Muhammed, HFCS, Gen Ibrahim Babangida (Rtd), HFCS and Chief Chris Ogunbanjo, HFCS as Honorary fellows of the Institute.

Awards Ceremony

The Institute staged her first awards ceremony in about a decade, on 10th November 2022 in Lagos.

CLOSING GONG CEREMONIES



CIS@30 – Phase 2

History of the Nigerian Capital Market (Book and Documentary)

We will produce the first truly authentic and comprehensive narrative of the history of the Nigerian capital market, in book and video movie formats.

Capital Market Essay Competition (for Secondary School and Tertiary Education Students).

Investor Literacy Programmes on the electronic media.

Commissioning of the CIS e-Library in First Quarter of 2023.

Launch of the CIS' Anthem in March 2023.

Investiture of Honorary Fellows to continue in the First Quarter of 2023.

Further Investiture of Honorary Fellows

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Our Vision for 2023



OUR VISION FOR 2023

Distinguished members, ladies and gentlemen, we have cause to thank God for the life of this Institute thus far.

- Our primary vision for 2023 is to finally actualise our dream of seeing the **Chartered Institute of Securities and Investment of Nigeria** (CISIN) come alive. By the grace of God, we achieved a giant leap of progress in 2022.
- We'll continue to work hard towards getting the Securities and Investment profession registered firmly in the hearts of young Nigerian scholars as their career of choice, and CIS as the model for other professional bodies to follow.
- The 4th **CIS National Workshop** will be held this year, 2023, and as usual, we will take the event to the seat of the Federal Government in Abuja and deliberate on various policy options to accelerate the growth of the Nigerian economy and capital market.

OUR VISION FOR 2023

- In 2023, we shall be working to increase the number of Nigerian Universities offering both Post-Graduate and Bachelor's Degree courses in Securities and Investment / Capital Market Studies.
- We shall be pursuing more vigorously, activities to promote Capital Market Literacy across the entire geo-political zones of Nigeria.
- In furtherance of our '**Catch Them Young**' campaign, we shall make deliberate efforts to penetrate the university campuses more rigorously and effectively.
- The CIS Academy will work even harder to bring affordable world class training to our members, in emerging areas like Derivatives, etc

OUR VISION FOR 2023

- We will revive our BRUNCH WITH CIS PRESIDENT programme, to bring the management of the Institute closer to the members.
- We will also introduce a quarterly webinar to sensitize members and the general public on relevant trends in the capital market worldwide.
- In 2023, we'll continue our advocacy drive with various government agencies across the country, to make them better aware of the innate skills and qualities of Chartered Stockbrokers, making them understand why stockbrokers should be consulted and engaged in their key investment policy decision making.

FINANCIAL SUPPORT

Dear members,

- Our financial life line is still very fragile.
- In 2022, less than 40% of annual subscriptions due from members was paid.
- As you all know, the Institute has no established source of grants, so, I wish to make a clarion call for more members to pay their annual dues as and when due.
- I also call on philanthropic organisations to come forward and support the Chartered Institute of Stockbrokers financially.
- CIS offers very strong brand strengthening values for our sponsors.
- We have also created a special Roll of Honour for our financiers and it is conspicuously placed at the Institute's reception hall. Additionally, we have recently created another called CIS@30 Roll of Honour.

APPRECIATION

Distinguished ladies and gentlemen, permit me to close this presentation with a most sincere message of appreciation.

We thank all our financial benefactors, notable among which are:

- The Edo State Government, led by our own, Governor Godwin Obaseki, FCS
- Federal Inland Revenue Service
- Bank of Industry (BOI)
- Stanbic IBTC Group
- The Nigerian Exchange Group
- Central Securities Exchange System Plc; and all others that space will not allow.
- Our hardworking staff at the Institute's secretariat who continued to defy the relative discomforts to put in their best efforts at all times; and finally,
- I thank members of the Governing Council, our Past Presidents / Board of Fellows, and the various working committees who indeed have made huge sacrifices and dedicated their time to the cause.





May God bless you all

From
Oluwole Ololade Adeosun, FCS
PRESIDENT & CHAIRMAN OF COUNCIL
www.cisinigeria.org