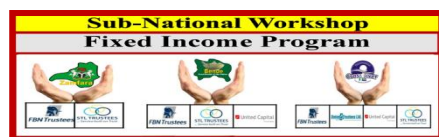


Financial Markets Training – Offshore - USA & UAE

Sub-National Workshop



Jumeirah Creekside Hotel, Sheikh Rashid Road, Al Garhoud – Dubai, United Arab Emirates (UAE)
35 participants

April 2016

Fixed Income Sub-National Bonds Seminar



The Oberoi Centre, Business Bay (Burj Area), Dubai, UAE

Nov 2013

Sub-National Workshop



Developing Alternative Funding & Financing Mechanisms in Light of Predominantly Low Crude Prices

Hilton Newark Airport Hotel, 170 Spring Street Elizabeth, NJ 07201, USA
20 participants

Mar 2016

Fixed Income Mastering Trading In Bonds



In Partnership
with Optionsprofessor
Inc. USA
Bonhil House, London
Supporting Faculty

July 2008

Fixed Income Sub-National Bonds Seminar



The Oberoi Centre, Business Bay (Burj Area), Dubai, UAE

Mar 2014

Fixed Income Mastering Trading In Bonds



In Partnership
with Optionsprofessor
Inc. USA
Maryland, USA
Supporting Faculty

Aug 2007

Financial Markets Training – Offshore - Ghana



Zerocs Gilts Game

Apr 2011



SG SSB

Gilts Game

Mar 2011



**Treasury Empowerment Program
(Stream 1 & 2)
(41 Participants)**

Jul 2015 & 2016



**Gilts Game
(In Partnership with NBC Ghana)**

Mar 2011



Ghana

**Developing a Primary Dealership
System –
Nigerian Experience**

Feb 2011

Financial Markets Training – Offshore – Togo & Cote d'Ivoire



Treasury Certification Program
(Intermediate Level)
French Series
(11 Participants)

On-going



Treasury Certification Program
(TCP Entry Level)
English Series
(99 Participants)

On-going



Treasury Certification Program
(TCP Entry Level)
French Series
(39 Participants)

On-going

Financial Markets Training

PenOp



Risk Management Program)
(30 Participants)

May 2017



Staff Empowerment Program
Treasury Products & ALM
(25 Participants)

April 2017

PZ
Cussons



Treasury Management, Accounts
Payable & Receivable Program
(4 Participants)

June 2017



Financial Markets Appreciation
Program (FMAP)
2 Streams (17 Participants)

May 2017



Graduate Induction Program
Stream 2 (30 Participants)

March 2017

Financial Markets Training



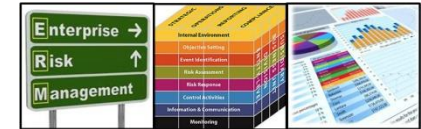
Graduate Induction Program
Stream 1 (31 Participants)

Feb 2017



Financial Market Empowerment
Program (*With Simulation*)
(10 Participants)

Feb 2017



ERM Acculturation
(11 Participants)

Jan 2017



Derivatives Empowerment
Workshop
(26 Participants)

Nov 2016



Asset-Liability Management
Franchise Development
(Stewardship of the Balance Sheet)
(10 Participants)

Nov 2016



Foreign Currency & Foreign
Exchange Franchise Empowerment
Program
(21 Participants)

Nov 2016

Financial Markets Training



Corporate Finance Program
(12 Participants)

Nov 2016



Treasury Management for Corporates
(26 Participants)

Oct 2016



FX Derivatives Appreciation Program for Corporates
(10 Participants)

Oct 2016



Sterling Bank



FX Derivatives Appreciation Program (Risks & Hedges)
Streams 1 & 2
(49 Participants)

Jul & Aug 2016



FirstAcademy



Asset-Liability Management (ALM)
(34 Participants)

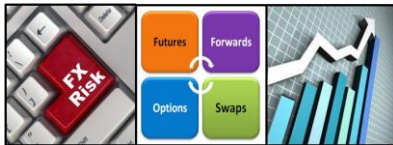
Oct 2016



Advanced Financial Modelling
(27 Participants)

Aug 2016

Financial Markets Training



**FX Derivatives Appreciation
Program (Risks & Hedges)**
(13 Participants)

Aug 2016



**Portfolio Management Appreciation
Program (PMAP)**
(13 Participants)

Jun 2016



**Trade Services & Treasury
Operations**
(54 Participants)

Aug 2015 & Jul 2016



**Fixed Income & Portfolio
Management**
(54 Participants)

Mar 2016



Understanding Equity Valuation
(11 Participants)

Jul 2016



**Graduate Induction
Program**
(62 Participants)

Feb 2016

Financial Markets Training../2



**Financial Markets Appreciation
Program
(26 Participants)**

Jan 2016



**Fundamentals of Alternative Assets
(10 Participants)**

Dec 2015



**Fixed Income Training Program
(10 Participants)**

Jan 2016



**Portfolio Management
(12 Participants)**

Oct 2015



**Fixed Income Training Program
(8 Participants)**

Dec 2015



**Graduate Trainee Program
(15 Participants)**

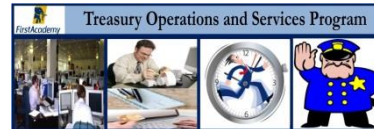
Jul – Sept 2015

Financial Markets Training../3



**Fixed Income & Market Risk
Appreciation Program**
(2 Streams, 50 Participants)

Jul & Aug 2015



**Treasury Operations & Services
(TrOps)**
(4 Streams, 112 Participants)

Jul & Aug 2015



Articulate with Bond Simulation
(25 Participants)

Jun & Jul 2015



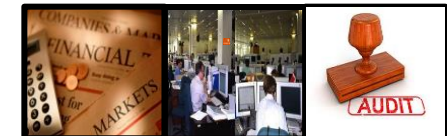
**Auditing Treasury & Market Risk
(ATM)**
(15 Participants)

May 2015



**Treasury Empowerment Program
(TREP Stream 1 & 2)**
(30 Participants)

Apr 2015



**Fundamentals of Financial Markets
& Overview of Auditing Treasury**
(43 Participants)

Feb & Mar 2015

Financial Markets Training../4



Accounting for Derivatives
(AFID)
(11 Participants)

Jun 2014



Union Bank Plc

Staff Empowerment Program
(USTEP)
(588 Participants)

October 2012



Africa Treasurers Retreat
(ALM & Market Risk Program)
(25 Participants)

Feb 2014



Union Bank Plc

Graduate Induction Program
(UGRIP)
(120 Participants)

September 2012



Treasury Management
Franchise with African
Treasurers
(*Winning With Treasury*)
(17 Countries, 30 Participants)

June 2013



Skye Bank Plc

Introduction to ALM & Market Risk
(33 Participants)

August 2012

Financial Markets Training../5



Enterprise Bank Limited

Financial Markets & Treasury
Empowerment Program
(34 Participants)

August 2012



First Bank of Nigeria Plc

Introduction to Treasury
(29 Participants)

June 2012



Ecobank Nigeria Plc

Treasury PRO Academy
(Applied Articulate)
(60 Participants)

June 2012



First Bank of Nigeria Plc

Introduction to Treasury &
Financial Markets
(ITFM)
(116 Participants)

May 2011

Financial Markets Training../6



Sigma Pensions Limited

Portfolio Management
Program (PMP)

Mar 2013



Graduate Training Program

Aug2012



Nigerian Agip Closed Pension
Fund Administrator

Pension Managers' Directors'
Articulate Appreciation
Program (*PENDAP*)

Oct 2014



Premium Pension Limited

Premium Pensions Directors'
Gilts Game (PPGG)

Oct 2012



Nigerian Agip Closed Pension
Fund Administrator

Pension Managers' Directors'
Articulate Appreciation
Program (*PENDAP*)

Jul 2011

Financial Markets Training../7



Central Bank of Nigeria

**Financial Markets Empowerment
Program**
(Project Golden)
(1 Department, 59 Participants)

On-going



PenCom

**PenCom Investment Management
Supervision Empowerment**
(PIMSE)
(33 Participants)

2013



**Applied Use of Technology in FX
Examination and FX Regulation,
Surveillance**
(FAME)
(30 Participants)

2014



Central Bank of Nigeria

**FX Articulate Monitoring
Empowerment for Central Bankers**
(Project FAME)
(12 Departments, 421 Participants)

2012



**Financial Markets
Appreciation Program**
(FMAP)
(25 Participants)

2013



Central Bank of Nigeria

Applied Articulate for Supervisors
(10 Departments, 128 Participants)

2010

Financial Markets Training../8

IFSA

Introduction to Financial Statement
Analysis



TNOP: 5
TNOI: 3

2017

Risks & Hedges

IR & FX Derivatives Appreciation
Program



TNOP: 08
TNOI: 06

2017

FMAV

Financial Modeling for Asset valuation
Program



TNOP: 10
TNOI: 05

2017

TNOP: Total no. of Participants

TNOI : Total no. of Institutions

Financial Markets Training../8

TMC

Treasury Management for Corporates



TNOP: 41

TNOI: 33

2014 - Till Date

Articulate

Fundamentals of Financial Markets



TNOP: 429

TNOI: 78

2006 - Till Date

Gaps & Pulse

Asset-Liability Management



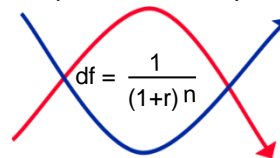
TNOP: 45

TNOI: 34

2013 - Till Date

Gilts Game

Bond Training
(with simulation)



TNOP: 394

TNOI: 65

2005 - Till Date

VaR

Market Risk Management
Techniques



TNOP: 116

TNOI: 24

2007 - Till Date

e-Noodles

Foreign Exchange & Risk Management
(with simulation)



TNOP: 243

TNOI: 8

2005 - Till Date

TNOP: Total no. of Participants

TNOI : Total no. of Institutions

Financial Markets Training../9

Portfolio

Investment Management



2013, 2015 & 2016

ERM

Enterprise Risk Management



2013 & 2014

BOOST

Bond Origination, Sales & Trading
(with simulation)



Mar 2013

FORIC

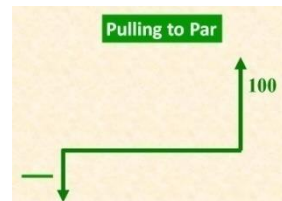
Financial Markets Operations &
Risk Controls



Mar 2012

ZerocS

Money Markets & Treasury Bills
(with simulation)



Aug 2011

StoX

Equity & Risk Management
(with simulation)



Oct 2009

Management Training – Offshore – USA & UAE

PEAP

Personal Effectiveness &
Accountability Program



The Palace at Somerset Park
New Jersey, USA

Oct 2013

X-Plan

Financial Planning for
Organisational Effectiveness



Radisson Blu Residence, Dubai Marina,
Dubai, UAE

Dec 2013

Management Training



UBA Plc

**Sales Operations
Empowerment Series
(SOES)**

Mar – June 2012



First Bank of Nigeria Plc

**Sales & Relationship
Management Program**

Oct – Nov 2011

access >>>



**Selling Skills
(400 Participants)**

Mar 2014



Access Bank Plc

**Personal Effectiveness &
Accountability Program
(PEAP)**

Oct – Dec 2012



First Bank of Nigeria Plc

**Understanding & Marketing
Treasury Products & Derivatives
(44 participants)**

Apr 2011

Management Training../2



Lagos State Parks & Gardens Agency

Managerial Productivity

June 2014



Lagos State Parks & Gardens Agency

**Leadership & Influence
Skills Program
(LSP)**

August 2013



Lagos State Parks & Gardens Agency

**Project Management
Fundamentals**

July 2015



Lagos State Parks & Gardens Agency

Team Building

June 2014



Lagos State Parks & Gardens Agency

**Personal Effectiveness &
Accountability Program
(PEAP)**

Aug 2013

Management Training../3



BANWO & IGHODALO

Understanding Financial
Statement
(UFIST)
(30 Participants)

Jan 2014



Consolidated Discount House Limited

Service Excellence Quantum

Dec 2011



Managerial Productivity Program
(MPP)
(2 Streams, 31 Participants)

Aug & Sep 2015



Nigerian Agip Closed Pension Fund
Administrator

Microsoft Excel Efficiency
Training Program
(MEET)

Mar 2012

KAKAWA 

Kakawa Discount House Limited

Service Excellence Quantum

Dec 2010

Market Making Framework Training & Workshop



**Managing Risks in the Fixed Income
Market in Nigeria
(11 Participants)**

Mar 2014



Financial Markets Dealers Association

2-Way Quote Repo Workshop

27 MMDs & 1 Inter-dealer Broker

2013



Lagos State Government

**Bond (*with simulation*)
for 20 Staff**

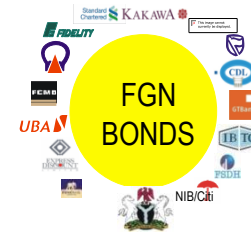
2009

Market Making Framework Training & Workshop../2



Central Bank of Nigeria
Market Framework Development
with the 20 Pioneer MMDs

2007



Debt Management of Nigeria
Market Framework Development
with the 15 Pioneer PDs

2006

Market Intelligence



Total E&P Closed Pension Fund
Administrator

**Financial Market Diagnostics &
Outlook**

2013



First Bank of Nigeria Plc

**Financial Market Diagnostics &
Outlook**

2011



Nigerian Agip Closed Pension Fund
Administrator

**Financial Market Diagnostics &
Outlook**

2011, 2012 & 2013



Central Bank of Nigeria

**Financial Market Diagnostics &
Outlook**

2011



Skye Bank Plc

**Financial Market Diagnostics &
Outlook**

2011

Market Infrastructure Development



FMDQ OTC PLC

**Feasibility Study on Introduction of
OTC Derivates in the Nigerian
Financial Markets**

2016



FMDQ OTC PLC

**Establishment of FMDQ Over-The-
Counter (OTC) Trading Platform**

2012 - 2013



**Association of Corporate
Treasurers of Nigeria
Championed the establishment of
Association of Corporate
Treasurers of Nigeria**

2012

Market Infrastructure Development../2

Developed the fixed
income yield curve

2008

Nigerian Inter-bank
Treasury Bills'
True Yields'
Fixing

2007

Our promoters championed
the development of financial
infrastructure

- NIBOR
- NIFEX

1997 – 2000

Our promoters championed
the development of financial
infrastructure

- 2-Way Quote FX Trading
- Screen-Based Dealing

1996 – 1999

Risk Management



Guaranty Trust Bank Plc

Diagnostic Study/
Documentation of Market
Risk & ALM Franchise

2012



First Bank of Nigeria Plc

Market Risk Leadership
Outsourcing

2010



First Bank of Nigeria Plc

Diagnostic Study of
Treasury and Asset-Liability
Management Functions

2009



First Bank of Nigeria Plc

Diagnostic Study/Risk
Frameworks Development

2007

Risk Management../2



Nigerian Agip Closed Pension Fund
Administrator

Enterprise-wide Risk
Management Implementation

2014



Total E&P Closed Pension Fund
Administrator

Diagnostic Study/
Documentation of ERM
Framework

2012



Nigerian Agip Closed Pension Fund
Administrator

Diagnostic Study/
Documentation of ERM
Framework

2011



Airtel Nigeria

FX Swap for the \$285mm
Acquisition of 2G Licence by
Econet Wireless Nigeria
(Now Airtel)

2001

Financial Markets Advisory



SunTrust Bank Nigeria Limited

Enterprise Transformation

2016



Financial Markets
Dealers' Association

**Over-the-Counter (OTC) Trading
Platform Development**

2009 - 2013



Nigerian Agip Closed Pension Fund
Administrator

Investment Management Support
Services

On-going



Greenwich Trust Limited

Bond Trading Franchise

2012



Keystone Bank Plc

Galvanising the Treasury Franchise
(Project Force)

2013



BGL Group

Bond Trading Franchise

2011

Regulatory Advisory



Central Bank of Nigeria

Financial Markets Dealing (FMD) &
Banking & Payment Systems (BPS)
Dealing Operations
(Project BOURSE)

2013



Central Bank of Nigeria

FX Audit Support Project
(Project COWRY)

2011



Central Bank of Nigeria

Integrated Financial Markets
Trading Franchise

2011



CBN & Standard Chartered Bank Ltd

Transaction Advisor to Central Bank of
Nigeria/Standard Chartered Bank of Nigeria on the
One-year \$250mm Cross Currency Interest Rate
Swap (CCRIS) with the Floating Rate Linked to 3M
NITTY

2011



Central Bank of Nigeria & BOI

Transaction Advisor to the Central Bank
of Nigeria/Bank of Industry on the
NGN500bn Liquidity Facility Program

2010



Central Bank of Nigeria

Organisation Structure
Implementation

2010

Regulatory Advisory../2



Central Bank of Nigeria

Enterprise Project Management Office
Upgrade Program

2010



Central Bank of Nigeria

Redesign of Prudential Supervision
Framework for Other Financial
Institutions

2009



Securities and Exchange Commission

Development of Off-Site
& Field Examinations Checklists and
Enhanced Field Examinations Capacity
On Collective Investment Schemes

2009



Central Bank of Nigeria

Money Market
Dealership System
In Nigeria:
Operational Procedures

2007



Central Bank of Nigeria

Modalities for Monetary Policy
Framework & CBN's Operations in
Naira Money Markets

2006



Central Bank of Nigeria

"Back of Envelope" Discussion and
Reactions on Unification of FX Rates in
Nigeria

2006

Advocacy & Invitational Lectures



Central Bank of Nigeria

Economic Policy Retreat
Understanding the Dynamics of
Financial Markets for Economic
Research and Policy
Formulation in Central Banks

2012



National Pension Commission

Advocacy on valuation
methodology for bonds held by
Pension Fund Administrators
(PFAs)

2011



NDIC & CIBN

Justification, Risk &
Management of Derivative
Instruments

2009



Central Bank of Nigeria

Synopsis of the Nigerian
Financial Markets Reforms
**"THE NIGERIAN
BIG BANG"**

2006