

# MBC Securities Ltd

# Corporate Brochure

# Introduction

The brochure introduces the firm, MBC Securities, outlines its history, discusses the vision and mission, introduces our people, our businesses and some of our products. It goes further to outline our market experience, discusses our culture and values and concludes with our unique selling points.

# History of MBCSEC

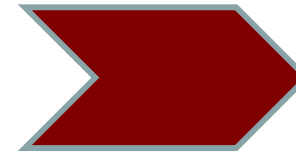
Over the years MBC Securities has established itself as a reputable firm and has a significant presence in the secondary market segment of the Nigerian capital market with a diverse client base. In its 10 years of operation, MBC Securities has become known as a strong brand in stock broking and asset management .



N20million  
Capitalisation at  
inception



N500 million  
capitalisation  
by 2007



N700million  
capitalisation by  
August 2008

# Mission and Vision

Our mission is **‘to build a brand of first choice and deliver superior product value with exceptional service.’**

Our vision is **‘to achieve clear market presence and leadership in investment banking by the year 2012.’**

# Mission and Vision

In line with the firm's vision of achieving a leading position in investment banking by the year 2012, the firm has focused its growth strategy in the following key areas;

- Securities Trading
- Asset Management
- Investment Banking
- Real Estate and
- New product development initiatives

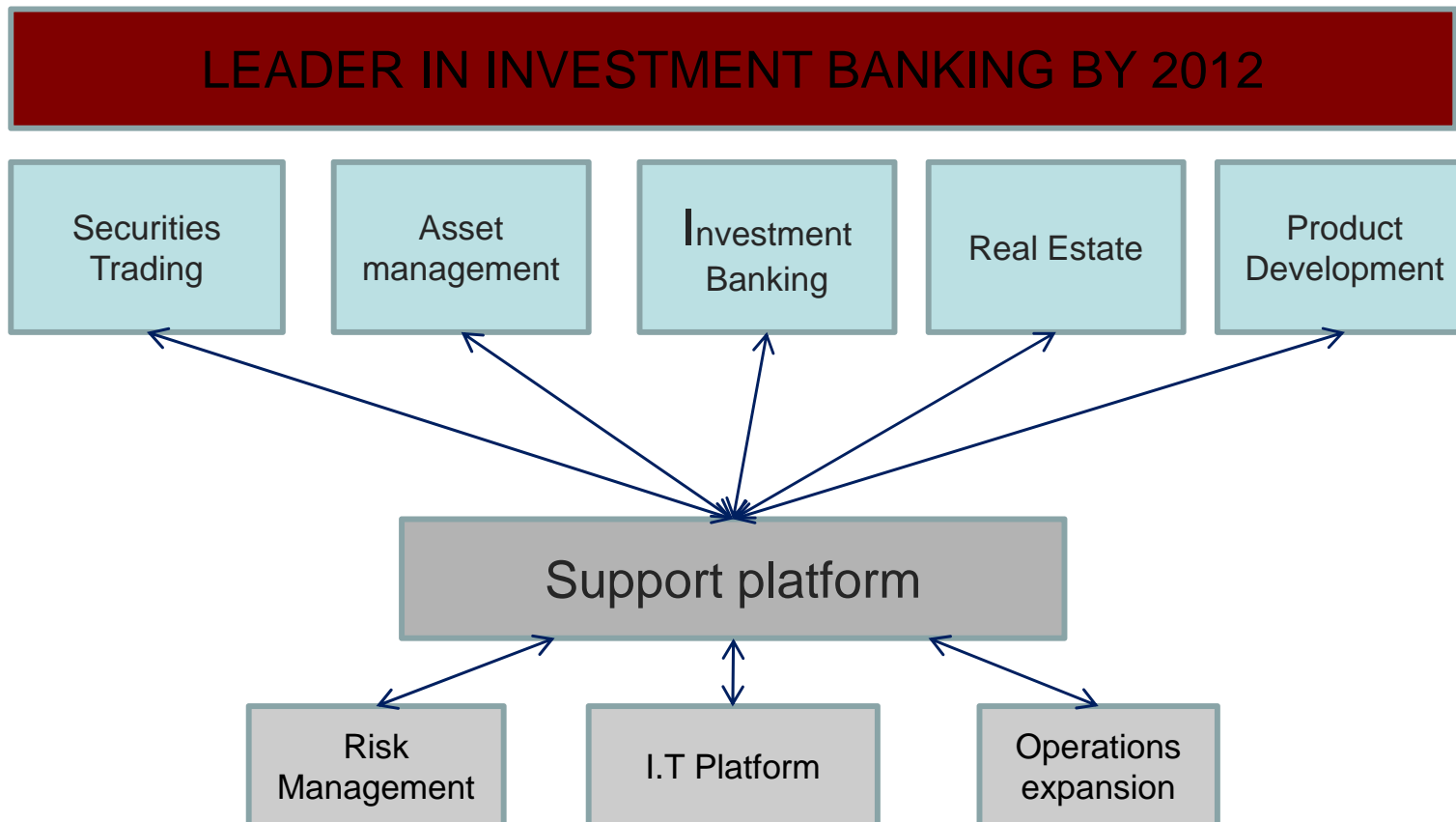
# Mission and Vision

Success in its businesses is being propelled by a robust support services platform including;

- Risk Management
- I.T Platform
- Operational capacity

As pictured below.

# Mission and Vision



## Our people

MBCSec's board consists of successful professionals, with a long term vision of growing a stable, profitable enterprise, guided by principles of integrity and belief in the possibilities. All have demonstrated strong commitment to the company and to the realisation of its objectives. The board is made up of:

**Chief (Arc.) Olufemi Majekodunmi – Chairman** Chief Majekodunmi, a widely travelled and multitalented business man is the Chairman, FMA Architects & Design Consultants; Chairman FMA Architects Gabarone, Botswana. A member of several organizations both locally and internationally, he was Past President, International Union of Architects and Past President, Nigeria Institute of Architects, he is also a member of the International Association of Lions Clubs District 404A Nigeria. Chief Majekodunmi has served on the Board of many companies in various capacities both as Chairman and Director

**Mrs. Aderonke Adedeji – Director** Mrs. Adedeji has over 20 years banking experience, which includes such areas as investment banking, corporate banking, retail banking and private banking. She is a Fellow of the Chartered Association of Certified Accountants, U.K, Associate of the Institute of Chartered Accountants of Nigeria and Association of the Chartered Institute of Taxation of Nigeria. She is the current Managing Director of Leadway Pensure PFA Limited.

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## Our people

**Mrs. Larai Claud-Ennin – Director** Mrs. Claud-Ennin is the Company Secretary, Head of Legal and Corporate Services of Consolidated Discounts Limited; she was former Company Secretary, Banque International du Benin, former pioneer Company Secretary, FIMB Properties Limited, Uniprofunds Limited. She has over 20 years legal experience in both private and public sectors. She holds a Bachelor of Laws degree from Ahmadu Bello University, Zaria and Barrister at Law of the Nigerian Law School.

**Mr. Kofo Majekodunmi – Executive Director** A graduate of Law, London School of Economics and Political Science, and Barrister at Law of the Nigerian Law School. He also has MBA from the Lagos Business School (in association with the University of Navarra IESE, Spain). He has over 18 years banking experience. Kofo was the Deputy Managing Director, MBC International Bank Limited and Executive Director, Investment Management at FBN Capital Limited, for two years, prior to joining MBCSec in December 2007. Aply assisted by young, virile and dynamic management staff with a breadth of experience in several fields of business and financial management, including the Chief Operating Officer. Kofo is in charge of the day to day running of the company.

# Management team

## Our people

### **SYLVESTER ABAMBA**

Sylvester is the firm's chief operating officer. He is a graduate of Accounting from the University of Lagos and an authorised Dealing Clerk of The Nigerian Stock Exchange. He is an Associate of the Chartered Institute of stockbrokers, the Institute of Chartered Accountants of Nigeria (ICAN), Institute of Capital Market Registrars (ACMR) and Certified Pension Institute of Nigeria (ACIP). He has been an active Dealer on the floor of the Nigerian Stock Exchange. He worked with Enterprise Stockbrokers Plc for eight years where he rose to the position of Chief Operating Officer before joining **MBC Securities Limited** in October 2001. He has a wealth of experience in sales and trading, financial control and investment operations.

### **TOYIN AYOADE**

Toyin is responsible for firm strategy and risk management. He joined the firm from Morgan Stanley (U.K) where he worked in financial risk management. He commenced his career with an internship at Guaranty trust bank plc (Now GT bank). He later worked at Access bank plc, Equatorial trust bank ltd and Wescot credit services ltd (U.K), a specialised credit risk management firm. Toyin has rich experience and knowledge of risk management, compliance, project management, investment management and operations. Toyin graduated with an upper second class degree in international business from the University of Hull (U.K) and holds a masters degree in international banking and finance from the University of Glasgow (U.K). He is an associate of the securities and investment institute (U.K) and the chartered institute of bankers of Nigeria.

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## Our people

### **SEGUN AJAYI**

Segun is the group head responsible for support services and financial control. Segun graduated with a degree in Accounting from the University of Lagos and recently completed his MBA at Obafemi Awolowo University, Ife, Nigeria. He is a chartered accountant with fifteen years post qualification experience and also an Associate of the Certified Pension Institute of Nigeria. He has a wealth of experience in financial control, Process Review, Performance Management, Strategic Planning, Personal Financial Planning, Leasing and Business Development. Segun joined MBC from First bank plc. He previously worked at NAL bank plc and MBC international bank ltd.

### **DEOLA TOYE**

Deola is the group head responsible for the firm's Asset management division. He has over 17 years of top-quality experience in banking and financial services. His professional experience covers financial advisory, investment and treasury management, credit analysis and management, audit and consultancy services. Deola holds a bachelor's degree in Accounting from the University of Ilorin and a Masters degree in Investments from the University of Birmingham in the UK. He is also, an Associate of the Institute of Chartered Accountants of Nigeria (ICAN). Deola worked in Deloitte Adetona Isichei & Co (now Akintola Williams Deloitte & Touch) and NAL Bank Plc (now Sterling Bank Plc) in various functions prior to joining MBC Securities Limited.

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## Our people

### **OPE ADESANYA**

Ope is responsible for the wealth management team. He is a graduate of accounting and holds a masters degree in investment and finance from the university of Nottingham (U.K). He is an associate of the institute of chartered accountants of Nigeria. He previously worked in domestic Banking, relationship management, corporate finance and Investment banking. Prior to joining MBC Securities Limited, Ope worked for MBC

International Bank Limited and POWERGEN (e-on) (U.K), where he was involved in the set-up of Pre-Payment account project.

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# Profile of MBCSEC

MBCSEC's main lines of business include; Asset Management, Securities Trading and Investment Banking\* and Corporate Finance\*.

Investment Banking/  
Corporate Finance

Asset Management

Securities Trading

Alternative Investments

# Profile of MBCSEC

Our corporate finance services are aimed at assisting our clients in making optimal financing decisions in all market conditions. We provide our clients with a competitive advantage through our knowledge of local and international markets and contemporary financial instruments and strategies. Our activities include; capital markets advisory, project and structured finance.



# Profile of MBCSEC

MBC Securities provides tailored Asset management solutions to large institutional investors as well as high net worth individuals which typically have varying investment objectives. The range of offerings in this product class include Discretionary, Semi-Discretionary and Non-Discretionary portfolios.

# Profile of MBCSEC

We execute trades on behalf of our clients on the floors of the NSE and ensure that their investment objectives are achieved, benefits secured and periodic reports are generated for portfolio performance review. The firm also acts as receiving agents for companies during public offers and rights issues.

The firm facilitates investments in money market instruments and real estate investments for its clients.

# Profile of MBCSEC

## Our products

mbcsec has been a leader in providing our clients and investors with cutting-edge investment and risk management products. These include the following among many others;

### **MBCSEC Alpha Plus Investment (MAP)**

Investors have different levels of acceptable risk when it comes to investing. Crucially, you choose the level of risk you wish to bear. Conventionally, higher risk should, of course, lead to a higher return. Our MBCSEC Alpha Plus (MAP) is designed to accommodate the needs of investors with large risk appetite and who are willing to accept the volatility of high growth stocks.

### **MBCSEC Guaranteed Income plus investment (GIP)**

At MBCSEC, our operations daily are guided by the safety of our customer's assets and adding value to their financial activities. This product is designed to take advantage of money market opportunities and is tailored to fit needs of investors with a low risk appetite. The portfolio invests money market instruments.

# Profile of MBCSEC

## Our products

### **MBCSEC Margin Trading Account**

The account affords the client the opportunity of buying shares using credit secured by eligible shares within predefined limits. It gives investors the opportunity to leverage their portfolios and grow investment portfolios beyond cyclical/cash flow conveniences.

### **MBC Securities Retail Securities Trading (REST)**

REST is a product specially designed and packaged for our retail non-discretionary clients. This service is targeted at customers who wish to acquire a portfolio of stocks in a seamless and efficient manner. It is a self managed portfolio.

# Profile of MBCSEC

MBCSEC currently has a client base of more than nine thousand (9,000) securities trading accounts and over N7 billion assets under management in these accounts.

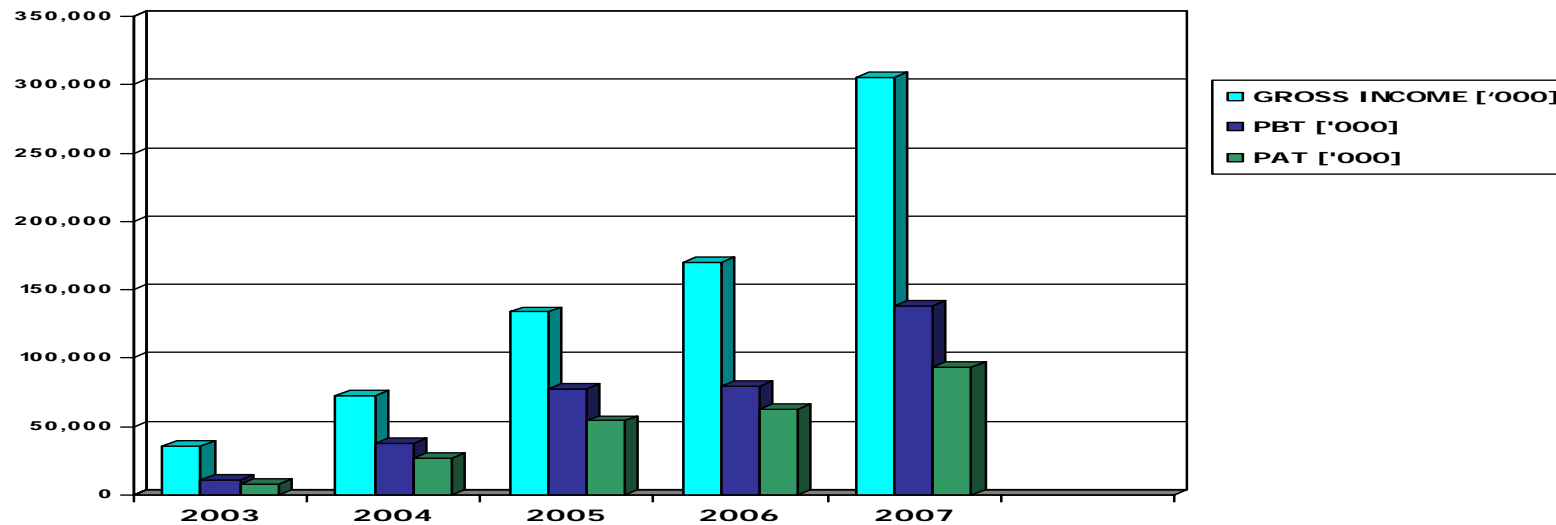
The firm's trading turnover in the year 2007 was ₦17.7billion representing approximately 1% of market turnover. Within the year there were 230 stock broking firms operating in the equities market.

# Profile of MBCSEC

DESCRIPTION	31/3/2008	31/3/2007	31/3/2006	31/3/2005	31/3/2004
Gross Income ['000]	406,971	305,632	170,454	133,729	72,122
Profit Before Tax ['000]	255,534	137,777	79,291	77,072	37,793
Profit After Tax ['000]	178,895	93,652	62,749	54,054	26,323
Shareholders' Funds ['000]	436,531	298,399	158,426	122,853	84,799
Total Assets ['000]	1,098,788	739,082	608,105	372,195	218,254
Earnings Per 50 Kobo Share	67	34	31	27	53

# Profile of MBCSEC

## Five year financial highlights



# Profile of MBCSEC

Below are a few of the transactions executed by MBC in the past.

Year	Client	Transaction	Role	Remarks
2007	FBN HERITAGE FUND	Public offer	Stockbroker	Joint Stockbroker
2006	UNIC INSURANCE	Public Offer	Stockbroker	Joint Stockbroker
2006	PRESTIGE ASSURANCE	Public Offer	Stockbroker	Joint Stockbroker
2006	SIGNAL INSURANCE	Merger	Issuing House /Financial Adviser	Solely <b>mbcsec</b>
2005	CDL	Privatization	Stockbroker	Joint Stockbroker
2005	FBN/FBN(MB)/MBC	Merger	Financial Adviser	Joint Adviser
2005	FIDELITY BANK	Rights Issue	Financial Adviser/Stockbroker	Joint Stockbroker
2005	WAPCO	Rights Issue	Stockbroker	Joint Stockbroker
2004	OCEANIC BANK	Public Offer	Stockbroker	Joint Stockbroker
2003	SCOA	Rights Issue	Stockbroker	Solely <b>mbcsec</b>
2003	IPWA	Public / Rights Issue	Stockbroker	Solely <b>mbcsec</b>
2002	YOBE State Govt	Bond	Underwriter	Group Collaboration
2001	SMARTCARD NIG. PLC	Public Issue for Public Company	Financial Adviser/Issuing House	Joint Issuing House
2000	LIBERTY BANK	Public Offer	Financial Adviser/Issuing House	Joint Issuing House
2000	ATLANTIC Flour Milling	Divestment	Financial Adviser	Solely <b>mbcsec</b>
1999/2000	LAGOS STATE GOV.	Global privatization of 18 SOEs	Adviser	Group Collaboration

# Profile of MBCSEC

The culture of MBCSEC is entrepreneurial. We take the business of the firm as our own business and our decisions and actions are based on our commercial judgement and what is best for our clients. We are creating a unique corporate culture with a professional work environment that is achievement-focused. Our innovative and competitive environment should foster a collective drive toward meeting, and often surpassing, our goals and those of our clients.

Our culture is epitomised in our core values. This is what we stand for and this is the way people in our constituencies perceive us i.e. this is what we represent or the image people have about us as a firm. This is projected in our dealings with clients, potential clients, and professional colleagues and in the society as a whole

# Profile of MBCSEC

Our core values are; responsiveness, excellence, commitment, innovation, passion, integrity and expertise- RECIPIE.

Responsiveness

excellence

commitment

innovation

passion

integrity

expertise

# Profile of MBCSEC

MBC SEC has a strong and recognisable brand name which has been developed over the years. The brand is well known for professionalism and prompt service delivery. Within the industry, the firm is reputed for integrity, operational efficiency and innovative products and services.



# Profile of MBCSEC

### Research:

mbcsec research conducts in-depth studies and analyses into the workings and movements of both the equities and the money markets in Nigeria. We employ advanced stochastic processes to analyse and locate hidden values in both equities and money market instruments and design our investment strategies based on those opportunities identified.

Our research reports are designed to assist our clients in making informed and optimal decisions regarding their investment portfolios.



# Profile of MBCSEC

### Risk Management:

At mbcsec we understand the market in which we operate and we appreciate the inherent risk we are exposed to in each area of our business. We employ a risk management framework which is based on an enterprise risk management model covering market, credit and operational risks. Our professionals utilise contemporary risk management tools and technology applications in quantifying and mitigating our risk exposures. We are therefore able to manage our risk exposures better and advise our clients more appropriately.



# Profile of MBCSEC

### Wide reach:

The firm has registered its presence in the cities of Abuja, Port Harcourt and Lagos. The continued expansion of the firm's network allows us to get closer to our clients and offer our unique value driven products and services to a wider clientele. Our network drives the retail securities trading and asset management businesses of the firm. Our branches are centres where clients shop for a variety of financial services such as securities trading, wealth management, asset management, financial planning, insurance, pensions etc.

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# Profile of MBCSEC

### Technology:

We have one of the best technology infrastructure and support for our operations in the industry. This enables us to offer prompt and effective service to our clients.

We continuously upgrade our I.T to cope with the challenges of service delivery in an expanding financial market while also upgrading our risk management and asset management frameworks.

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# Contacts

Addresses:

**Lagos**

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**Port Harcourt**

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52 Emekuku Street, D-Line, Port Harcourt.

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