



FINANCIAL DERIVATIVES COMPANY LIMITED



Economic Research & Publications
Treasury Management
Structured Solutions
Equity & Portfolio Management
Financial Advisory Services
Capital Markets



BISMARCK J. REWANE - MANAGING DIRECTOR

MANAGEMENT TEAM

- MR. B. ASO - CHIEF FINANCE OFFICER
- KAREEM MUSA - VICE PRESIDENT (INTERNAL AUDIT)
- FOLAKEMI MAKINDE - VICE PRESIDENT (STRUCTURED SOLUTIONS & ASSET MANAGEMENT)
- YINKA EMIABATA - ASST. VICE PRESIDENT (HUMAN RESOURCES)
- MONSURAH HAMZAT - MANAGER (TREASURY & FINANCIAL INSTITUTIONS)
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- AUSTIN OGIEMUDIA - MANAGER (PERFORMANCE MEASUREMENT)
- MERCY OGAH -MANAGER (TECHNOLOGY & SYSTEMS MANAGEMENT)
- SEYE OMOLEWU - MANAGER (FINANCIAL ADVISORY & CAPITAL MARKETS)
- JENNIFER HALIM-UBAHAKWE - SENIOR ASSOCIATE

ABOUT US

Financial Derivatives Company is a diversified financial services institution founded in the late 1990's and commenced operations in April 1991.

Our key objectives are;

- To emphasize the importance of knowledge-based decision making in Nigerian corporate and public institutions
- To revolutionise the decision making process of Nigerian businesses and contribute to the development of the Nigerian capital market, while delivering services of the highest quality and level of professionalism.

The company was established with a unique, research-oriented approach. The founders recognised the need to base investment decisions on qualitative research. Over the years, Financial Derivatives has built a world class reputation as the leading source of business information, economic data, research and analysis in West Africa.

Our success over the years has enabled us:

- Capture significant market share
- Grow our assets under management to over N4billion in 23years
- Grow revenues to about N900million from N60million in the 90's with profits of about 15 times value at inception.
- Posses highly skilled and knowledgeable employees
- Have a client base of over 1000 spread across Nigeria like MTN, Chevron, AMCON, Guinness, Schlumberger, First Bank, e.t.c. who are diversified to include individuals, corporates and institutions.

The company is supervised and regulated by both the Central Bank of Nigeria and Securities & Exchange Commission to operate as a non-bank financial institution, a portfolio manager and an issuing house.

OUR CLIENTS

- Guinness Nigeria
- Nestle Nigeria
- Nigerian Breweries
- Leventis
- Promasidor
- UAC
- Unilever
- Dangote
- First City Monument Bank
- United Bank for Africa Plc.
- Diamond Bank
- UK Trade & Investment
- MTN Nigeria
- Xerox
- Etisalat
- Neimeth
- Swiss Pharma
- Chevron
- Shell
- Versa-Tech
- Oando
- Monitor Group
- Deloitte
- First Aluminium
- Lufthansa
- Air Nigeria
- Crusader Group
- Schlumberger Support Nigeria: Financial Advisers on the Schlumberger staff severance and indemnity Funds.

DIVERSIFYING YOUR INVESTMENTS



RESEARCH

We produce fundamental research and analysis of industries, companies and the economy, helping our clients achieve superior returns through our industry insights and innovative investment ideas. Our research is organised into two different areas; economic research, equity research & strategy.

Economic Research

We formulate macroeconomic forecasts for interest and exchange rates, inflation, real GDP growth and other economic variables. We also study various money and capital market indicators. We carry out strategic, economic and policy reviews, and market scoping activities for multinationals and the asset and liability committee of key banking institutions. We also have expertise in conducting market surveys and writing sector reports.

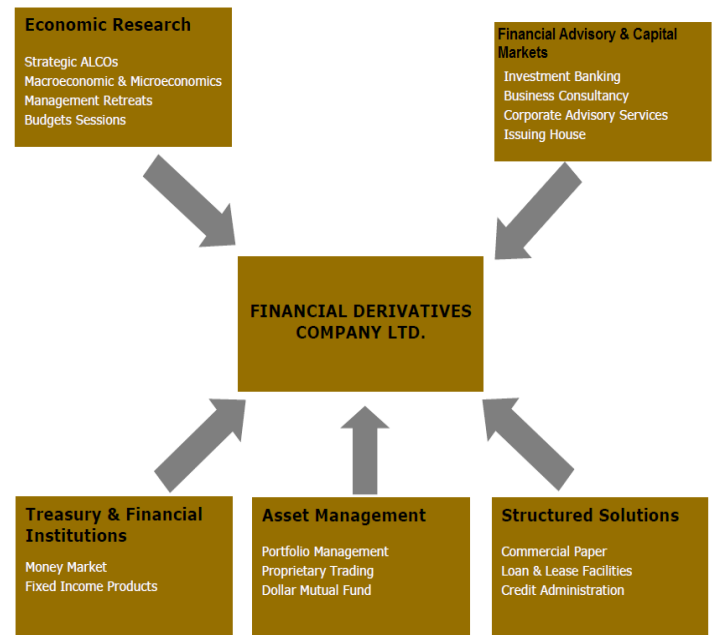
Foreign Exchange Markets

FDC has deep expertise in FX markets, correctly predicting the path of the Naira/USD rates since 2014. Our analysis of FX markets is based on fundamental economic, market and policy research. Our models are built by a team of currency specialists focused on key pairs e.g. US/Naira. We maintain deep cross-border FX trading capacities with settlement and counterparty agreements with Wall Street, City of London and Swiss firms. We also integrate data analysis and insights from these sources to formulate FDC's perspective on Naira/US exchange rate. We share this perspective with clients and use same to inform trading strategies.

Equity Research

Our equity research is organised into large business units composed of industry sectors that reflect the key quoted companies in the Nigerian Stock Exchange. The industry sector team actively work to determine common investment themes, issues and compare the impact on the companies and their stocks. We also engage in the forecast of key economic and financial variables.





FINANCIAL ADVISORY

Financial Derivatives Company has a unique value proposition in its advisory services. It offers the following services:

- Investment Planning and Corporate Advisory
- Investor Relations Management
- Economic and Strategic Reviews
- Organising Management Retreats
- Market Development
- Restructuring/Turnaround Initiatives

Our goal is to devise strategies to help our clients meet their financial and strategic objectives. These strategies are driven by detailed market and economic research tailored to meet the client's peculiarities. In addition to helping corporations raise funds, we advise them on optimal capital structures. In view of the structural weaknesses within the financial services sector, FDC is obliged to carry out market development efforts collaborating with passionate and committed partners of high repute.

Our Financial Advisory team also leverages on its network within and outside the industry to develop strategies aimed at satisfying the customer. Our services cut across various sectors and industries.

CAPITAL MARKETS

Our Capital Markets team of professionals possess excellent structuring capabilities, in-depth understanding of the Nigerian capital markets and its regulatory framework.

Equity

We advise and provide execution support on all aspects of equity offerings including

- Initial Public Offers (IPOs)
- Rights Issues
- Private placements
- Private Equity Investments

Our clients rely on our experience and capabilities in effectively managing transactions from structuring through execution to financial close.

Debt

We offer Debt Capital Markets services and ensure the implementation of optimal debt solutions and accelerated transaction execution for corporates and public institutions in a range of products including:

- Asset Backed Securities
- Corporate Bonds
- Government Bonds
- Convertible Bonds

ASSET MANAGEMENT

Portfolio Management – Fixed Income and Equities

Our portfolio management service is offered to individuals, corporate and institutional investors who require professional management of their assets.

Our private portfolio counselling identifies investment opportunities and addresses a variety of investment objectives. We buy growth and value stocks that have potentials of generating decent returns above inflation in the medium to long term. Our stock selection process is driven by quality research. We keep clients informed of their portfolio through regular visits and monthly reviews of their equity portfolio.

TREASURY & FUNDS MANAGEMENT

The group funds the institutions balance sheet. Investments are short to medium term and usually range in tenor from call to 180 days at competitive interest rates. The aim is to magnify the yield to the depositors by taking into consideration the investment philosophy of each individual. We serve as a safe outlet for excess liquidity for Institutional, Corporate and Individual Investors.

Our products include the issuance, trading and discounting of short – term fixed income debt instruments.

These instruments which traditionally yield higher returns than bank deposits are effective shields from withholding tax. The structures of maturing investments, whether daily, monthly or quarterly, are tailored to the liquidity needs of our clients, whilst providing optimum returns.



Offshore Investment Services

This is a dollar denominated fund designed for high net worth and institutional clients. The objective of the fund is to hedge against currency risk through a broad based and diversified investment in the US equity market. The fund is domiciled with Deutsche Bank. The fund invests about 95% in growth oriented equities whilst the balance of 5% is invested in the money market.



STRUCTURED SOLUTIONS

The Structured Solutions department essentially offers clients every service they can obtain at the bank, but faster and more conveniently, with utmost confidentiality. The department's functions reside in the risk management division with special emphasis on commercial papers, leases and loans. The department is in charge of originating, packaging and managing credit relationships. The Structured Solutions department regularly reviews the investment market in order to seek new investment opportunities for high yield.

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