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NEW STORIES

FMDQ Hosts Inaugural Meeting for Lagos Financial Centre for Sustainability

As part of its market development mandate, FMDQ OTC Securities Exchange ("FMDQ" or the "Securities Exchange") has taken steps recently to develop the Nigerian green bonds market in collaboration with Financial Sector Deepening ("FSD") Africa, and Climate Bonds Initiative ("CBI"), United Kingdom. Furthermore, FMDQ supported the development and launch of the Nigerian Sustainable Finance Roadmap by the United Nations Environment Programme ("UNEP") in December 2018. To further entrench the concept of sustainable finance into the Nigerian financial markets' ecosystem, FMDQ, in conjunction with UNEP, hosted an inaugural meeting to establish the Lagos Financial Centre for Sustainability ("LFC4S") to represent Nigeria in the International Financial Centre for Sustainability ("FC4S" or the "Network"), on April 9, 2019, at FMDQ's business complex, Exchange Place, Lagos. During the inaugural meeting, Mr. Bola Onadele. Koko, Managing Director/CEO, FMDQ, emerged as Chairman, Governance Board for the Lagos Financial Centre for Sustainability.

The establishment of the LFC4S will enable Nigeria benefit from the experiences of other global financial centers with members having the opportunity to interact, share experiences and directly participate in the development of global standards and taxonomies that will support the growth of clean and climate-friendly investments across the globe. The LFC4S establishment is also in alignment with the Federal Government of Nigeria's target of reducing the nation's greenhouse gas emissions by 20.00% unconditionally and 45.00% conditionally by 2030. Another key benefit is the likely attraction of large pools of investible funds estimated at circa \$70.00 trillion from global asset managers that are signatories to the United Nations Principles for Responsible Investment ("PRI") into green and sustainable finance-related infrastructure projects in Nigeria; as PRI signatories usually focus on environmental, social and governance ("ESG") factors in their investment decisions in order to better manage risk and generate sustainable, long-term returns.

FMDQ, as an Exchange with a passion for sustainably developing the Nigerian DCM, will continue to work closely with reputable institutions to foster sustainable finance in support of the Nigerian economy.



FMDQ Commences Derivatives Market Training Series for Market Participants

As part of FMDQ's strategy to foster the development of the Nigerian Derivatives Market, FMDQ launched the Derivatives Market Development Project (the "**Project**") to facilitate the introduction of a standardised Derivatives Market in the Nigerian financial market.

In line with its mission to empower the financial markets to be innovative and credible in support of the Nigerian economy and to enhance capacity of its market participants, the Securities Exchange commenced a Derivatives Market Training Series delivered by its Academy ("FMDQ Academy"). These bespoke trainings, directed at different segments and participants of the Nigerian financial markets, are designed to address the diverse interests represented in the derivatives market and provide a holistic understanding of the derivatives market ahead of the official launch of new products into the market.

The first stream of the Training Series commenced on April 29, 2019 at FMDQ's Exchange Place with the objective to introduce market participants, including corporates, banks, securities dealers, pension fund administrators, assets/fund managers, insurance companies, amongst others, to the key concepts, uses, and benefits of derivatives products, expanding knowledge on types and application of derivatives products, and derivatives risk management principles. The training sessions was facilitated by Mr. Paul North, a renowned expert in derivatives and derivatives market and former Head of Education, London International Financial Futures and Options Exchange ("LIFFE").

FMDQ will continue to empower its stakeholders and market participants on the workings of the derivatives market by equipping them with the essential knowledge and skills to successfully deploy plain vanilla hedging products for risk management in an increasingly complex business environment.



34th OTC FX Futures Contract Matures and Settles on FMDQ

On Wednesday April 24, 2019, the 34th OTC FX Futures contract - NGUS APR 24 2019 with value of \$431.16 million, matured and settled on FMDQ. This maturity brings the total value of matured Nairasettled OTC FX Futures contracts on FMDQ, since the inception of the market in June 2016, to circa \$15.28 billion; with a total of about \$23.23 billion worth of OTC FX Futures contracts traded so far.

The matured contract was valued for settlement against the NAFEX – the Nigerian Autonomous Foreign Exchange Fixing – the FMDQ reference Spot FX rate published same day. The associated clearing/settlement activities were effected accordingly.

The Central Bank of Nigeria (CBN), as observed over the last thirty-three (33) maturities, introduced a new contract, NGUS APR 29 2020 for \$1.00 billion at \$/\frac{1}{100} 362.41 to replace the matured contract. The apex bank also refreshed its quotes on the existing 1 to 11-month contracts. The contracts quotes are published daily on FMDQ's website at www.fmdqotc.com and on the FMDQ Twitter page, @FMDQOTCExchange.





FMDQ LISTINGS & QUOTATIONS

FMDQ Supports Climate Change Solutions and Sustainable Development... Admits the Pioneer Climate Bond Certified Green Bond to its Platform

Globally, the green bond market has shown exponential growth as government and corporate entities are raising funds from the debt capital markets (DCM) to finance climate and environmentally friendly projects to support the development of their countries. Access Bank PLC (Access Bank), has set the pace for other corporate issuers, by listing the first Climate Bond Certified Corporate Green Bond in Africa – the Access Bank PLC \(\frac{15.00}{25.00}\) billion 5-year 15.50% Fixed Rate Senior Unsecured Green Bond due 2024 - on FMDQ, and this is a laudable feat for Access Bank, addressing environmental challenges as well as championing development in the Nigerian DCM. The Green Bond was offered to qualified institutional investors, with participation from Pension Fund Administrators (PFAs) and high net worth individuals. The proceeds from the issuance will be used to finance/re-finance eligible green assets and projects that will support the delivery of a low-carbon economy.

This issuance is the first corporate bond to benefit from the Nigerian Green Bond Market Development Programme launched in June 2018, by FMDQ, Climate Bonds Initiative (CBI), and the Financial Sector Deepening Africa (FSD Africa), to provide training/capacity development for regulators, issuers, investors and intermediaries, amongst others, as part of efforts to introduce green bonds as an investible instrument in the Nigerian DCM that can be tapped to close the huge infrastructure gap.

To commemorate these remarkable achievements, FMDQ hosted the issuer, Access Bank, represented by the Group Managing Director/CEO, Mr. Herbert Wigwe, and other representatives of Access Bank. Also present at the Ceremony were the sponsor of the issue and the Registration Member (Listings) of FMDQ, Chapel Hill Denham Advisory Limited, represented by its Managing Director, Mrs. Kemi Awodein, and representatives from the Joint Issuing House, Coronation Merchant Bank Limited, as well as the solicitors to the listing, Aluko & Oyebode, Wigwe & Partners and other parties to the issue.

Ms. Tumi Sekoni, Associate Executive Director, Capital Markets, FMDQ, whilst welcoming the guests gathered to commemorate this commendable feat, congratulated the issuer for the successful issue of the pioneer Climate Bond Certified Green Bond in the Nigerian DCM. She highlighted that this green bond would help address climate and environmental challenges in a sustainable manner to deliver prosperity for Nigerians and further deepen the domestic DCM by increasing the range of investible debt securities in the markets, invariably contributing to Nigeria's development. She further reiterated



FMDQ's commitment to continue to create awareness and drive education for green financing, thereby facilitating the development of the green bond market in Nigeria.



Mr. Herbert Wigwe, during the issuer's special address, stated "with our pace-setting experience in the mainstreaming of sustainability in our business operations, we are confident that this issue will further help in supporting environmentally friendly investors to meet their investment objectives. It will also simultaneously support Access Bank's customers towards realising growth opportunities in a fast-developing low-carbon economy".

Delivering the Registration Member (Listings) remarks, Mrs. Kemi Awodein, highlighted, "Chapel Hill Denham is proud to have acted as lead arranger and financial adviser to Access Bank on Nigeria's and Africa's first Climate Bond Certified Corporate Green Bond. This is another first-of-a-kind deal for both Access Bank and Chapel Hill Denham, and this demonstrates our leadership in DCM innovation and our commitment to doing work that delivers positive impact for Nigeria's future. A commitment to advancing sustainable development goals is imperative in Nigerian and debt markets provide us many solutions".

Ms. Kaodi Ugoji, Associate Executive Director, Corporate Development, FMDQ, in her closing remarks, applauded the issuer for achieving this landmark, stating that this is yet another highly exemplary and indeed, positive step towards addressing some of the climate and environmental challenges in the nation. She also commended the sponsor to the issue and Registration Member (Listings) of FMDQ for



their concerted efforts towards ensuring the success of the issuance. She further reiterated the advantages of issuing green instruments to help tackle some of the environmental challenges in Nigeria and stated that FMDQ, as an Exchange with a passion for developing the Nigerian DCM, will continue to work closely with its partners, FSD Africa and CBI, to develop the green bond market in Nigeria through the Nigerian Green Bond Market Development Programme.





The Federal Republic of Nigeria Lists its latest Eurobonds on FMDQ

The Federal Republic of Nigeria (FRN), through the Debt Management Office (DMO), listed its latest dual-tranche US\$2.50 billion Eurobonds under a Global Medium-Term Note Programme on FMDQ's platform during the month. The listing of foreign currency-denominated debt securities by the FRN, shows the government's unrelenting commitment to supporting the growth and development of the nation's DCM towards economic development. The FRN intends to use the proceeds from these Eurobonds to fund the fiscal deficit and other financing needs of the nation.

Through its product and market development initiatives, the Exchange, with the collaborative efforts and support of its key stakeholders, continues to fulfill its mandate of revolutionising the Nigerian financial markets; having successfully positioned its operations, through its streamlined and expeditious processes, towards deepening the DCM, with an audacious goal of upgrading the standards of the Nigerian financial market to global levels.

A formal listing ceremony will be held in due course to commemorate this listing.

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CERPAC Receivables Funding SPV Raises Capital from the Nigerian Bond Market

Also in the month of April, FMDQ admitted the listing of CERPAC Receivables Funding SPV PLC N4.87 billion Fixed Rate Bond to its platform. CERPAC Receivables Funding SPV PLC was incorporated for the purpose of raising finance via the issuance of debt securities to purchase receivables from Continental Transfert Technique Limited ("CTTL"), a private limited liability company that provides security technologies solutions (with expertise in biometric technology) to the FGN in respect of its Combined Expatriate Residence Permit and Alien Card ("CERPAC") Scheme. The proceeds of the bond will be utilised to purchase the rights of CTTL to its share in the current and future receivables of the CERPAC Scheme.

The successive admittance of these securities, following due approval from the FMDQ Board Listings, Markets and Technology Committee, attests to the highly efficient time-to-market and uniquely tailored Listings and Quotations Service offered by FMDQ. Corporate and government entities continue to experience value-adding benefits of the Service, ranging from continuous provision of invaluable information, to global visibility, improved secondary market liquidity, efficient price formation and unique transparency.

FMDQ shall continue to validate its operational mandate of aligning the markets within its purview to international standards, striving to ensure the markets emerge as **g**lobally competitive, **o**perationally excellent, **l**iquid and **d**iverse, in line with the Exchange's GOLD Agenda.





FMDQ Turnover & Dealing Member (Banks) League Table Report

The FMDQ Market Turnover Report shows the turnover on all products traded on the FMDQ secondary market – FX, T.bills, Bonds (FGN Bonds, other Bonds (Agency, Sub-national, Corporate & Supranational) & Eurobonds)) CPs and Money Market (Repos/Buy-Backs and Unsecured Placements/Takings). These figures exclude primary market auctions in T.bills and Bonds.

The data, collated from the weekly trade data submissions by FMDQ Dealing Member (Banks), represents trades executed amongst the Dealing Member (Banks), Dealing Member (Banks) & Clients, and Dealing Member (Banks) & the CBN.

FMDQ Market Turnover (January - March 2019)

Product Category	(N 'mm)	(\$'mm)
Foreign Exchange	15,992,291	44,205
Foreign Exchange Derivatives	7,969,908	22,027
Treasury Bills	24,786,254	68,466
FGN Bonds	3,232,211	8,933
Other Bonds*	132	0
Eurobonds	45,763	126
Repurchase Agreements/Buy-Backs	10,918,872	30,179
Unsecured Placements/Takings	290,577	803
Money Market Derivatives	7,500	21
Commercial Papers	-	-
Total	63,243,509	174,761

No. of Business Days	64	64
Average Daily Turnover	988,180	2,731

Average YTD \$/₦ @ 362.25

mm - million

*Other Bonds include Agency, Sub-national, Corporate & Supranational Bonds

Note: Figures may be subject to change due to potential adjustments from Dealing Member (Banks)

Source: FMDQ Data Portal as @ April 5, 2019; Figures reported by Dealing Member (Banks) on a week-ending basis



The total turnover for the January - March 2019 period amounted to \(\frac{\text{\te

Top Ten (10) Dealing Member (Banks) in FMDQ Markets (January - March 2019)

The FMDQ League Table shows the rankings of its top ten (10) Dealing Member (Banks) by overall market turnover in the FMDQ Markets.

RANK	DEALING MEMBER (BANKS)
1	STANBIC IBTC BANK PLC
2	UNITED BANK FOR AFRICA PLC
3	ACCESS BANK PLC
4	STANDARD CHARTERED BANK NIGERIA LIMITED
5	ECOBANK NIGERIA LIMITED
6	FIRST BANK OF NIGERIA LIMITED
7	CITIBANK NIGERIA LIMITED
8	CORONATION MERCHANT BANK LIMITED
9	ZENITH BANK PLC
10	WEMA BANK PLC

The top ten (10) Dealing Member (Banks) accounted for 76.66% (\text{\text{\$\text{\$\text{\$\text{\$48.48}}\$}}} trillion) of the overall turnover in the market, with the top three (3) accounting for 55.26% (\text{\text{\$\exitex{\$\text{\$\text{\$\text{\$\text{\$\text{\$\text{\$\text{\$\text{\$\



FMDQ Fixed Income Primary Markets Sponsors' Quarterly League Table (January – March 2019)

The FMDQ Fixed Income Primary Markets Sponsors' Quartely League Table shows the rankings of sponsors of fixed income securities (excluding FGN Bonds and T.bills) on FMDQ. The Registration Member (Listings) ("RML") and Registration Member (Quotations) ("RMQ") (collectively referred to as "Registration Members" or "RMs") are the FMDQ-authorised sponsors of these securities listed and quoted on the Exchange.

RANK	BONDS
	REGISTRATION MEMBER (LISTINGS)
1	Stanbic IBTC Capital Limited
2	FBNQuest Merchant Bank Limited

A review of market participation for bond listings revealed that of the twenty-nine (29) FMDQ RMLs, only two (2) were sponsors to bonds listed on the Exchange in the period. Stanbic IBTC Capital Limited came 1st while FBNQuest Merchant Bank Limited came 2nd in this category, with Stanbic IBTC Capital Limited sponsoring the \\ \mathref{4}30.00\ billion Stanbic IBTC Bank PLC Bond and FBNQuest Merchant Bank Limited sponsoring the \\ \mathref{4}2.96\ billion Tranche A & \\ \mathref{4}2.32\ billion Tranche B Series 2 Mixta Real Estate PLC Bonds.

RANK	COMMERCIAL PAPERS
	REGISTRATION MEMBER (QUOTATIONS)
1	FBNQuest Merchant Bank Limited
2	Stanbic IBTC Capital Limited
3	Coronation Merchant Bank Limited

For the period under review, the CP market saw the participation of three (3) RMQs out of thirty-four (34) FMDQ RMQs. The top three (3) positions were occupied by FBNQuest Merchant Bank Limited, Stanbic IBTC Capital Limited and Coronation Merchant Bank Limited with market participation of 39.70%, 24.35% and 13.58% respectively, of the total value of the CPs quoted.

Overall, Stanbic IBTC Capital Limited was the most active sponsor, contributing \\$54.35 billion to the fixed income primary markets, having facilitated the admission of \\$30.00 billion in bonds and \\$24.35 billion worth of CPs to the FMDQ platform. FBNQuest Merchant Bank Limited was next with circa \\$45.00 billion in securities admissions (\\$5.28 billion worth of bonds and \\$39.71 billion worth of CPs), whilst Coronation Merchant Bank Limited, in 3rd place, sponsored the quotation of \\$13.58 billion worth of CPs.



FMDQ Fixed Income Primary Markets Solicitors' Quartely League Table (January - March 2019)

The FMDQ Fixed Income Primary Markets Solicitors' Quarterly League Table represents the top solicitors of debt securities, excluding FGN Bonds and T.bills, listed and/or quoted on FMDQ.

RANK	BONDS
	SOLICITORS TO THE ISSUE
1	Banwo & Ighodalo

RANK	COMMERCIAL PAPERS
	SOLICITORS TO THE ISSUE
1	Udo Udoma & Belo Osagie
2	Banwo & Ighodalo
3	G. Elias & Co.

Banwo & Ighodalo, Udo Udoma & Belo Osagie and G. Elias & Co. actively participated as solicitors in the debt markets for the period. The most active solicitor was Banwo & Ighodalo, participating as solicitors in both bond listings and CP quotations for Q1 2019 with a total market participation value of \\$35.28 billion and \\$14.92 billion respectively. Udo Udoma & Belo Osagie and G. Elias & Co. participated in the CP market only, with a total value of \\$37.93 billion and \\$11.21 billion respectively.





Introduction to Repurchase Agreements (Repos) (Part 2)

This edition of FMDQ Spotlight focuses on the second of a two (2)-part series on 'Introduction to Repurchase Agreements (Repos)'. The first part, published in the <u>March 2019 edition</u> of FMDQ Spotlight, focused on the definition of repo, terminologies used in repo market, uses of repo, types of repo in the financial markets and the risks associated with repos.

This edition concludes the 2-part series and will focus on the terms and attributes of repo, the role of repo in the financial markets and participants involved in repo transactions.

By way of a reminder, Repurchase Agreements, also known as repos, are defined as agreements in which one party sells securities or other assets to a counterparty, and simultaneously commits to repurchase the same securities or assets from the counterparty, at an agreed future date or on demand. They are classified as money-market instruments and are usually used to raise short-term funds. The party that buys the securities acts as a lender while the seller acts as a borrower, using the securities involved as collateral for a secured cash loan at a fixed rate of interest. In some scenarios, the repurchase price will be greater than the original sale price, the difference effectively representing interest and sometimes called the repo rate.

Repo Terms & Attributes

The terms of a repo agreement include the principal amount, tenor (time-to-repayment), interest rate, haircut, and collateral type. The principal amount in a repo transaction is the price paid by the cash investor for the securities on the opening leg of the repo. Also relevant is the principal amount adjusted for the price paid when the securities are repurchased by the collateral provider. The amount of over-collateralisation, also referred to as the "margin," corresponds to the difference between the amount of cash and the value of securities sold and is generally expressed as a percentage of the amount of cash.

Margins are tools that enable repo lenders to mitigate their exposure to market and credit risk, by specifying an additional amount of collateral beyond the value of the cash lent which serves as a backup if market movements reduce the value of assets pledged. The cash investor bears credit risk when the market value of the collateral securities declines below the principal amount of the repo. The cash investor also faces the risk of not being able to recover the principal amount should the collateral securities be liquidated upon a counterparty default.



In this case, a margin, or over-collateralisation of the loan, protects the cash investor from fluctuations in the value of the securities posted as collateral. The collateral provider also bears credit risk in a repo. For instance, the collateral provider may not be able to cover the cost of replacing the securities posted as collateral if the cash investor fails to return them. This can occur not only when the cash investor defaults, but also if there is a settlement failure.

A major innovation with the introduction of triparty repo was to simultaneously protect the cash investor and collateral provider from certain risks. The design of the triparty repo does not allow for settlement fails on the closing leg of the repo, offering settlement risk protection to the collateral provider, whereas margins provide overcollateralization to investors. Settlement failures do not occur because the securities posted as collateral remain on the books of the clearing bank, within its triparty repo settlement system. The collateral provider, then, knows that its securities will be returned once it makes full payment. There remains, of course, credit risk to the collateral provider associated with a default by the cash investor.

Tenor is also an important characteristic for understanding and monitoring the repo market. The majority of repo trades are for a fixed term, such as overnight, one week, or one month. However, other tenor arrangements are possible.

Role of Repo in the Financial Markets

- Provide an efficient source of short-term funding: Repos are able to mobilise cheaper and funding for financial intermediaries, in particular, securities dealers. Cheaper and easier funding helps to lower the cost of financial services provided by intermediaries to investors and issuers. Institutional investors also use repos to meet temporary liquidity requirements without having to liquidate strategic long-term investments
- Providing a more resilient money market: The resilience of the repo market helps to mitigate systemic risk. Repo is a more stable source of short-term wholesale funding than unsecured deposits, because collaterals are in form of high-quality liquid assets (HQLAs) and secured by the transfer of legal title hedges both the credit and liquidity risks of lenders. This means lenders are more willing to offer longer-term funding and, as recognised in the Basel Liquidity Coverage Ratio ("LCR"), are less likely to refuse to roll-over lending, even in a stressed market. The stability of repo funding is reinforced by the wide range of lenders who are willing to lend in the wholesale money market on a suitably secured basis
- Providing a secure and flexible home for short-term investment: The capacity of repo collateralised by HQLA to mitigate credit and liquidity risks is particularly valued by risk-averse money market investors seeking a secure and liquid investment for their working capital or other cash balances. Such investors include large financial and non-financial corporates,



money market mutual fund, other non-bank financial institutions (NBFIs), asset managers (including pension funds and insurance companies), the treasuries of financial market infrastructures such as Central Counterparties (CCPs) and Central Securities Depositories (CSDs), official agencies such as sovereign wealth funds, foreign exchange reserve managers and Debt Management Offices (DMOs). Repo allows these investors to reduce their exposure to commercial banks and diversify counterparty credit risk by shifting cash out of bank accounts

- Hedging primary debt issuance: In the primary debt market, repos allow dealers to fund their bids at bond auctions and their underwriting positions in syndicated bond issues at reasonable cost, thereby providing cheaper and less risky access to the capital markets for issuers, both governments and corporates. Primary dealers and other underwriters also rely on the repo market to hedge the interest rate risk on a long position in a new issue while it is in the process of distribution to investors by taking an off-setting short position in an existing issue with similar risk
- Fostering price discovery: The repo market fosters price discovery by facilitating primary market activity but, most crucially, by feeding liquidity in the secondary market, which fosters trading. In addition, repo links the money and capital markets, creating a continuous yield curve. Accurate and complete yield curves are essential for the correct pricing of other financial instruments and thus the efficient allocation of capital by financial markets.

Repo Participants

- Securities Dealers: Securities dealers operate as intermediaries between the lenders and the borrowers. These two groups mostly comprised of commercial banks, financial and non-financial institutions, asset managers, amongst others. As intermediaries, securities dealers provide following services, such as, transactional liquidity, making markets in cash and collateral, credit transformation, sourcing cash from conservative cash investors and lending to investors, maturity transformation, sourcing cash on a short-term basis while lending funds on a longer-term basis, amongst others
- Cash lenders: Cash lenders (or cash investors) are buyers that acts as short-term lenders. Cash investors invest in repo to earn a return while having some protection, in the form of collateral, against losing their principal in cases of default. The attraction of the repo market for lenders is enhanced by the fact that the reduced credit risk on lending through repo means that their loans are subject to lower regulatory capital requirements, which improves the return on their cash
- Cash borrowers: Cash borrowers enter into repo contracts to finance their securities positions
 or obtain leverage. Firms managing large portfolios of securities, such as registered



investment companies, pension funds, central banks, or insurance companies are the main providers of specified collateral securities

• Central banks: The primary role of a central bank is to manage the cost and quantity of credit in an economy, in order to control economic growth and the rate of inflation. To do this, most central banks intervene in the money markets (open market operations) in order to influence very short-term interest rates. Repo has become the preferred tool of central bank intervention around the world, because of the size of the repo market, its role in funding other financial markets and the fact that repo reduces credit risk being taken with public funds.

Most central bank repo operations take place periodically at set times of the day, or week, using an auction mechanism, but the precise format differs between central banks, reflecting the different market practices in each country. In addition to official open market operations, central banks often use the repo market to commercially invest official foreign exchange reserves, typically against conservative collateral.

Conclusion

The repo market has played a significant role in the financial markets and repos are one of the most widely used securities financing transactions. They have become a key source of capital market liquidity and are now integral components of the banking industry's treasury, liquidity and assets/liabilities management disciplines. Moreover, repos are also an essential transaction used by central banks for the management of open market operations.

FMDQ, in its capacity as a market organiser, will not relent on its efforts to support the development of repo market in Nigeria and build on existing market standards and best practices in the money and fixed income markets, that are therefore essential for the growth of the Nigerian repo market.



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