



Factors driving Capital Market Inclusion in Nigeria -

Technology:

- **Technology has vividly transformed the capital markets over the past few decades. Technologically induced innovations such as electronic exchanges, high-frequency trading (HFT), and exchange-traded funds (ETFs) have made trading in capital markets faster, cheaper, and more integrated.**
- **The mix of Cloud computing, web and mobile applications, commoditization of hardware systems, and the ubiquity of Smartphones has played a key role in deepening financial inclusion.**



➤ THE DEMOCRATIZATION OF THE CAPITAL MARKET OFFERINGS:

- Market data is readily accessible online and the availability of multiple market platforms has significantly reduced the cost of trading, increased options, and lower barriers to entry. This means that more people can trade, at any time, from anywhere.

➤ GREATER ACCESS TO NEW WEALTH CREATION OPPORTUNITIES:

- New products are being developed that allow retail investors to allocate capital and savings more efficiently. The collective investment schemes, ETFs, Savings Bonds, and Sukuks have deepened the options for retail investors.

➤ THE EMERGENCE OF CONNECTED INVESTMENT COMMUNITIES AND GROUPS:

- Leveraging social media and technology, a lot of investment and personal finance focussed groups have emerged that play a key role in financial education, hand-holding, mentoring, discovery, and risk-sharing. Some have formalized as investment clubs and cooperative societies.

➤ The Young Demography

- We have active young demography that is audacious and eager to try new things. Armed with the technology they are exploring financial products and pulling their friends along.

➤ **The Stability of the Payment and Settlement Systems:**

- NIBSS, payment gateways, banks and Fin-techs have so much improved in recent times that they have made payments for financial investments easy and automated. There is greater trust in the financial system.

➤ **The emergence of Payment Service Banks to Deepen inclusion:**

- The two major Telcom providers MTN and Airtel have rolled out PSP services. They have reach and presence in most every community nationwide. If they begin to act as receiving agents in Capital market transactions, that would be a game-changer.

➤ **Regulatory Actions is engendering Trust:**

- There is a greater perception that the SEC is acting better in protecting investors and disseminating timely regulatory updates. The internet has made SEC known and better appreciated nationwide

➤ **The Financial Media and Social Media Effects:**

- There is now an avalanche of finance and investment-focused print, broadcast, and social media platforms that have created a niche for financial information.

THANK YOU.

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