



**Committed to driving  
your progress**

**Corporate Profile**

I.B.T.C. Place, Walter Carrington Crescent  
P.O. Box 71707, Victoria Island, Lagos, Nigeria  
[www.stanbicibtc.com](http://www.stanbicibtc.com)  
[customercrenigeria@stanbicibtc.com](mailto:customercrenigeria@stanbicibtc.com)  
0700 2255 7826242 / +234 1 270 9676



## YOUR ONE-STOP SPOT FOR FINANCIAL PROGRESS

Get financial solutions  
for all phases of life  
from seasoned professionals  
with diverse expertise.  
Make the progressive move today.

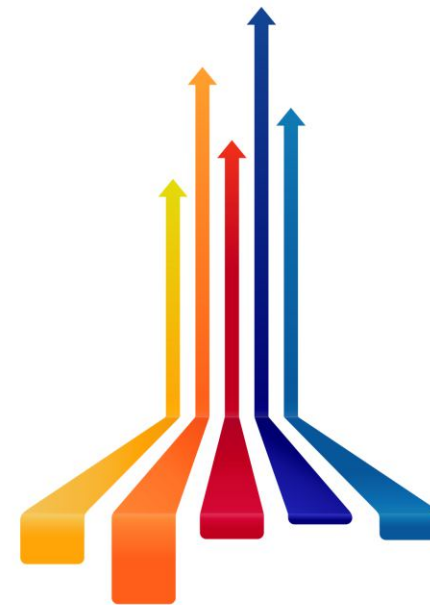
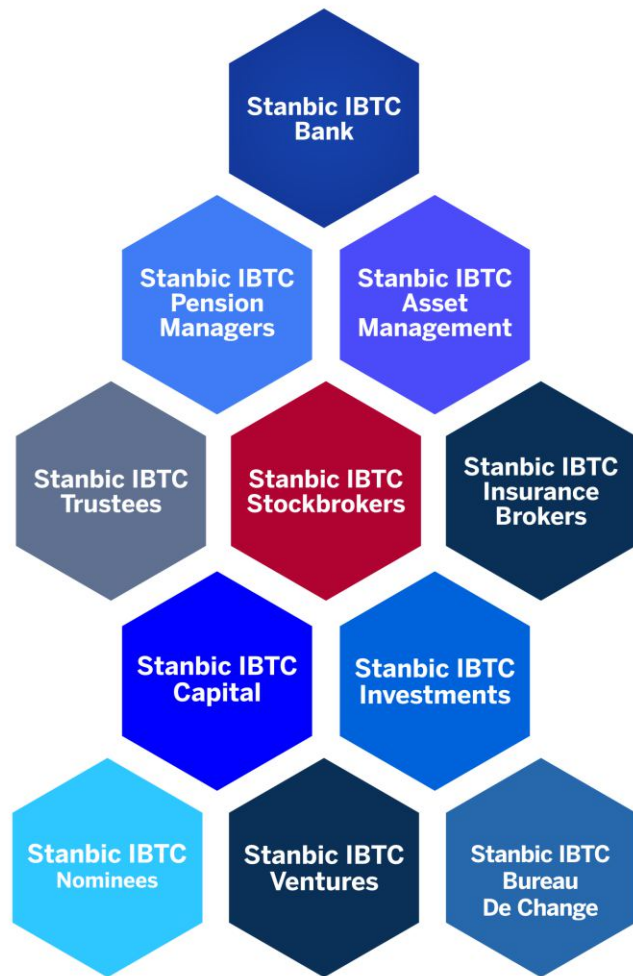


## WE UNDERSTAND AFRICA-CHINA TRADE MORE

Are you looking to make the right connections in Africa-China trade? We have just what you need. We know the market and have the right links as a part of the Industrial and Commercial Bank of China. Let's talk today.

For enquiries call **01 422 0006**  
or email **AfricaChinaBankingCentre@stanbicibt.com**







# Who we are

Stanbic IBTC Holdings PLC is a member of Standard Bank Group. The Standard Bank Group is Africa's largest banking group ranked by assets and earnings and has been in business for over 156 years.

With a controlling stake in Stanbic IBTC Holdings PLC, Standard Bank employs just under 52,000 people worldwide; operates in 21 African countries including South Africa and key financial centres in Europe, the United States and Asia. Standard Bank operates in Nigeria as Stanbic IBTC Bank PLC; a subsidiary of Stanbic IBTC Holdings PLC.

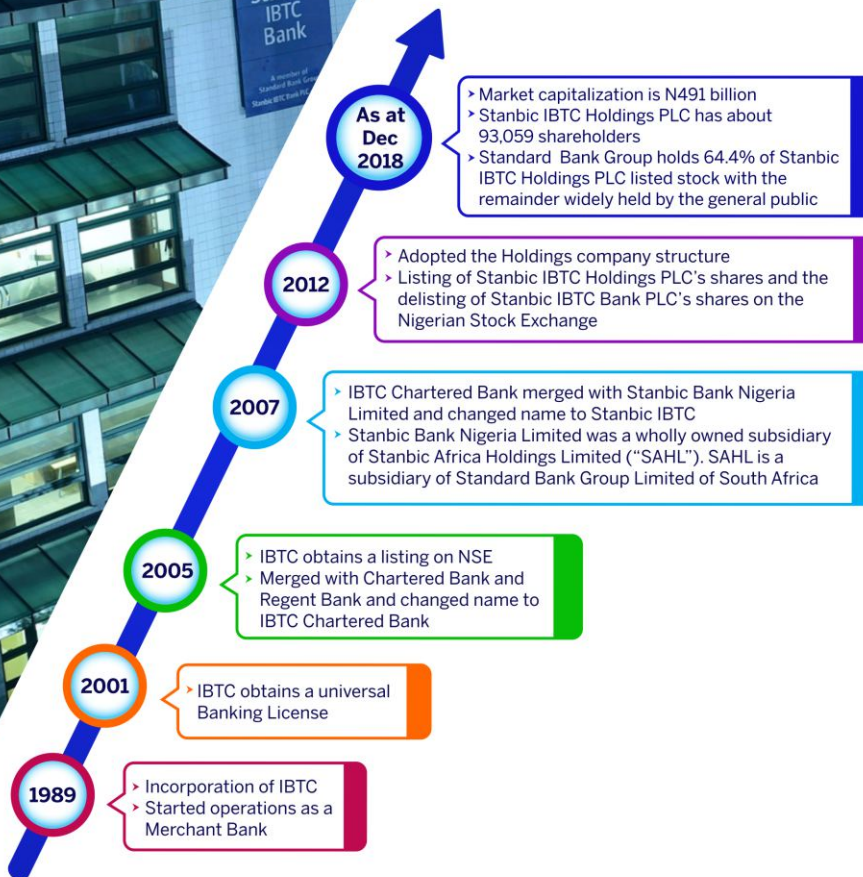
Stanbic IBTC Holdings PLC ("Stanbic IBTC") has positioned itself as the leading end-to-end financial services solutions provider in Nigeria. The group offers expert services in three business areas: Corporate and Transactional Banking, Personal and Business Banking and Wealth Management.

Our brand mission is to be committed to making progress real in the lives of our customers, in consonance with our brand vision "To be the leading end-to-end financial solutions provider in Nigeria through innovative and customer-focused people". We do everything in our power to ensure that we provide our clients with the products, services and solutions to suit their needs; provided that everything we do for them is based on sound business principles.

Stanbic IBTC Holdings has nine subsidiaries:

- Stanbic IBTC Bank PLC (including Stanbic IBTC Bureau de Change Limited and Stanbic Nominees Limited)
- Stanbic IBTC Pension Managers Limited
- Stanbic IBTC Asset Management Limited
- Stanbic IBTC Stockbrokers Limited
- Stanbic IBTC Trustees Limited
- Stanbic IBTC Ventures Limited
- Stanbic IBTC Capital Limited
- Stanbic IBTC Investments Limited
- Stanbic IBTC Insurance Brokers Limited

## Who we are



## Why Stanbic IBTC

### ► We are your full service financial institution

### ► We are your one stop financial institution catering to all your needs through our subsidiaries:

- Stanbic IBTC Bank PLC
- Stanbic IBTC Pension Managers Limited
- Stanbic IBTC Stockbrokers Limited
- Stanbic IBTC Capital Limited
- Stanbic IBTC Trustees Limited
- Stanbic IBTC Asset Management Limited
- Stanbic IBTC Insurance Brokers Limited
- Stanbic IBTC Ventures Limited
- Stanbic IBTC Investments Limited

### ► Strong financials with supporting credit ratings

- Group total assets: N1.88 trillion as at December 2019
- Total capital adequacy ratio Group: 24.6% (December 2019)  
Bank: 19.4% (December 2019)
- Credit ratings matched to sovereign ratings  
Fitch: AAA (nga)  
Standard & Poor's: B+
- With a strong focus on partnering with our clients, a team of our banking specialists will work closely with you to identify the most effective solutions to your specific business and personal needs.
- Our offerings spell out detail how we can support you with world class cash management, treasury products and asset management solutions.
- We are confident that given our expertise and resources, we are capable of meeting your needs in a timely and cost effective manner

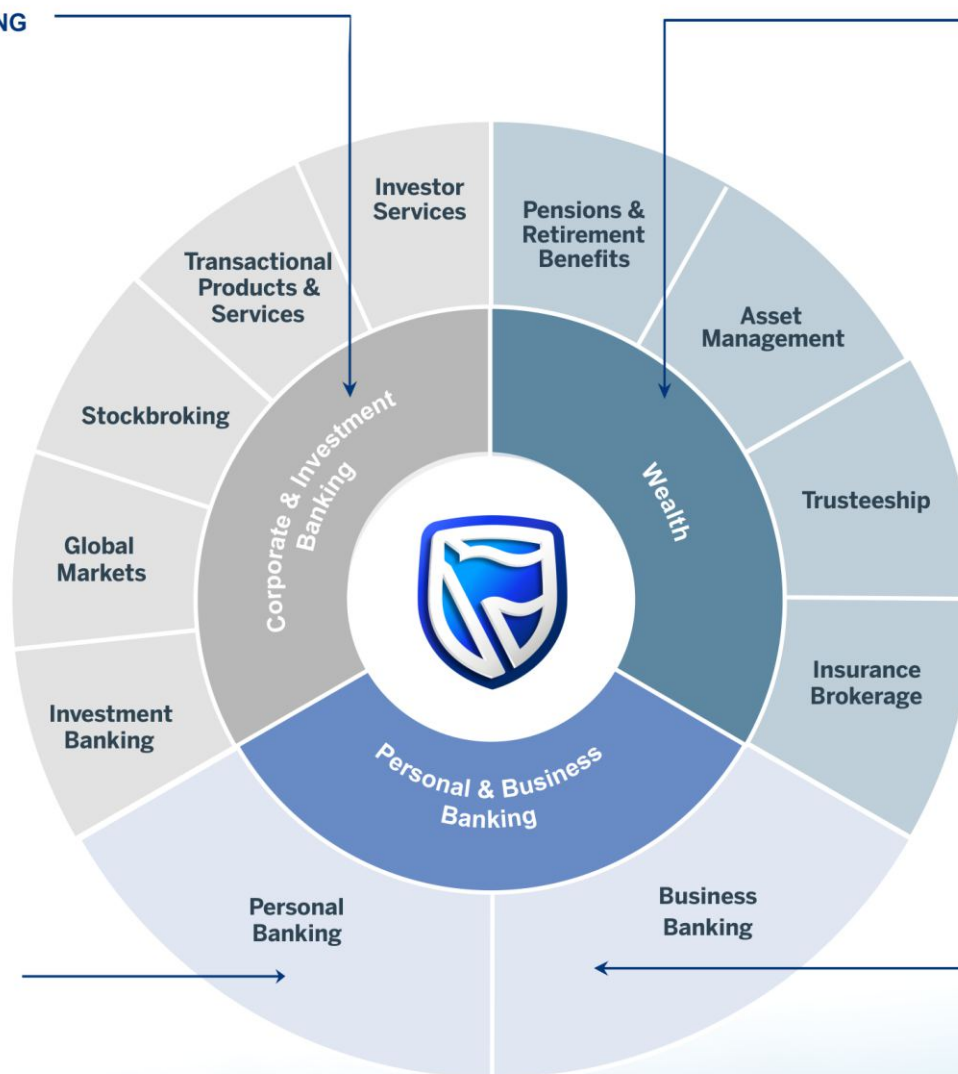
# Your complete financial services partner

## CORPORATE & INVESTMENT BANKING

- **Corporate and Transactional Banking**
  - Currencies
  - Fixed Income
  - Money Markets
  - Term Lending
  - Research
  - Trade Finance
  - Transactional Banking
- **Bureau de Change**
- **Investor Services**
  - Custody
- **Investment Banking**
  - Financial Advisory
  - Equity Capital Markets
  - Debt Primary Markets
  - Diversified Lending and Leveraged Finance
  - Mining, Energy and Infrastructure Finance
  - Real Estate Finance
- **Stockbroking**

## PERSONAL & BUSINESS BANKING

- **Personal Banking**
  - Credit and Prepaid Cards
  - Mobile and Internet Banking
  - Offshore Banking
  - Personal and Mortgage Loans
  - Private Banking
  - Vehicle and Asset Financing
  - Workplace Banking



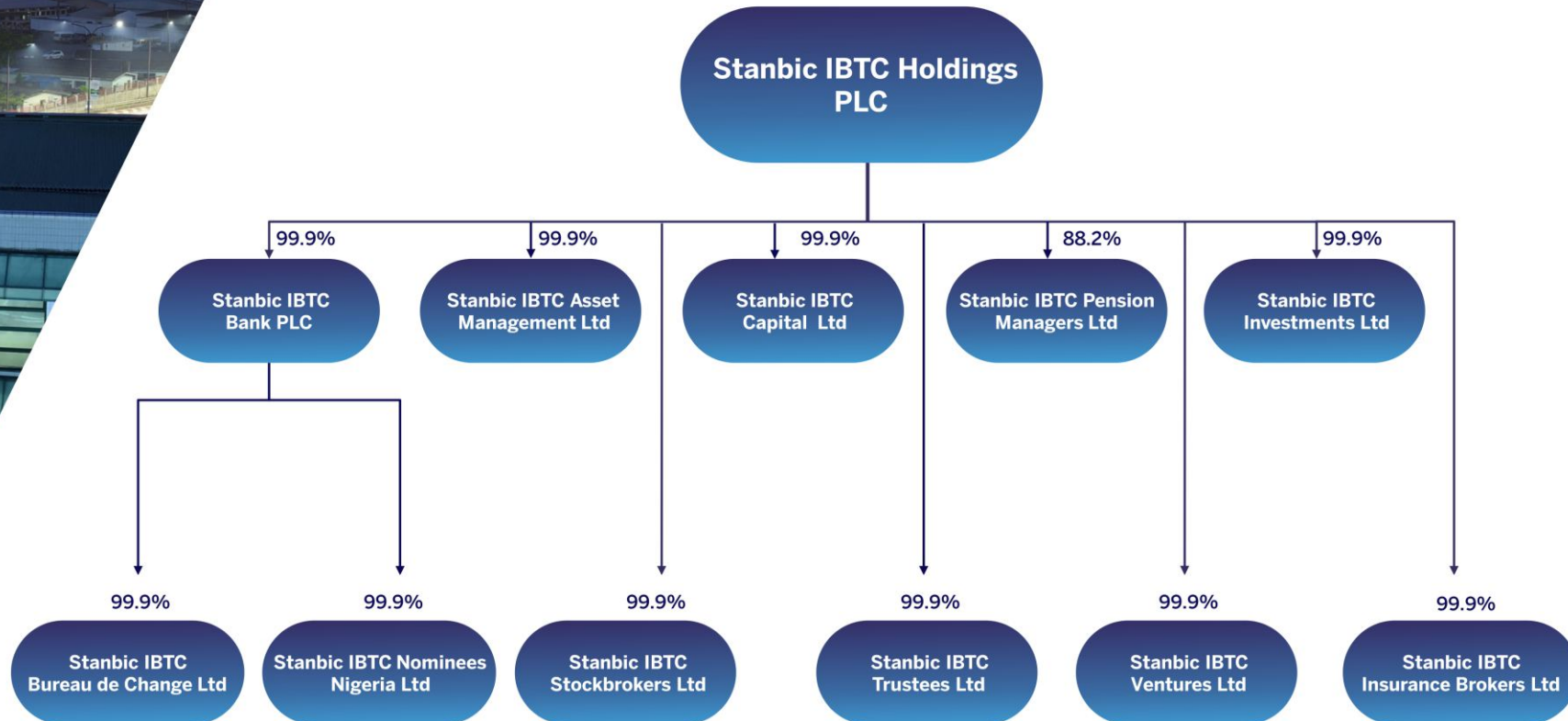
## WEALTH

- **Pensions and Retirement Benefits**
  - Retirement Savings Accounts
  - Voluntary Contributions
  - Retirement Benefits Administration
  - Investment Management
  - Gratuity / End of Service Benefit Scheme Management
- **Asset Management**
  - Collective Investment Schemes
  - Exchange Traded Funds
  - Investment Advisory
  - Investment in Foreign Denominated Securities
  - Portfolio Management Services
  - Scheme Administration Services
- **Trustees**
  - Facility Agency Services
  - Employee Share Options Plan (ESOP)
  - Escrow Services
  - Security Trustee
  - Public Trusts (State & Corporate Bonds)
  - Estate Planning:
    - Trust Services (Life, Educational & Testamentary Trusts)
    - Will Services (Simple & Comprehensive)
- **Insurance Brokers**
  - Risk Assessment
  - Claims Management
  - Brokerage Services:
    - General, Life, Travel & Health Insurance

## PERSONAL & BUSINESS BANKING

- **Business Banking**
  - Bonds and Guarantees
  - Commercial Banking
  - Distributor and Supplier Finance
  - Invoice Finance
  - Online Banking
  - SME Banking
  - Term Loans
  - Trade Loans

# Group Structure



# HOLDING COMPANY BOARD OF DIRECTORS

**Basil Omiyi, CON**  
Chairman



**Demola Sogunle**  
Chief Executive



**Lilian I. Esiri**  
Non-Executive



**Nkemdilim C. Uwaje**  
Non-Executive



**Ngozi Edozien**  
Non-Executive



**Mr. Ballama Manu**  
Non-Executive



**Salamat H. Suleiman**  
Non-Executive



**Prof. Fabian Ajogwu SAN**  
Non-Executive



**Mr. Barend J. Kruger**  
Non-Executive



**Kunle Adedeji**  
Executive Director / Chief  
Financial Officer



Our board of directors are committed to excellence in corporate governance. This entrenches practices that ensure that we run a profitable business in an ethical and environmentally sustainable manner.



## Our Businesses

# Stanbic IBTC Bank PLC

Stanbic IBTC Bank PLC (including Stanbic IBTC Bureau de Change Ltd and Stanbic IBTC Nominees Ltd) caters for corporates and individuals through its carefully designed retail and business banking products. The bank also offers self-service channels powered by sophisticated technology to bring convenient banking to customers.

### OUR SERVICES

#### Personal and Business Banking

##### ► Personal Markets

- Savings and Investments
- Personal lending
- Transactional banking

##### ► Business Banking

- Savings and Investments
- Short term insurance
- Transactional banking
- Local and international trade finance
- Asset and equipment financing
- Working capital financing

### WHY STANBIC IBTC BANK PLC?

#### ► Strong retail presence with

- 188 branches and 4 cash centres
- Almost 500 ATMs – more than tripled physical presence in last five years
- Over 5,000 direct and indirect employees

#### ► Client engagement

- Client service teams with specialists across disciplines
- One point of contact with the bank – client co-coordinator
- Provides access to the products and services across the bank

### OUR CONTACT

Website: [www.stanbicibtcbank.com](http://www.stanbicibtcbank.com)

#### Corporate and Transactional Banking

##### ► Transactional Products and Services

- Custodial services
- Transactional banking
- Trade services
- Investor services

##### ► Global Markets

- Fixed income
- Equities
- Money markets
- Forex
- Interest rate sales and structuring
- Global markets research

- Pan-African relationships managed through central relationship manager, supported by in-country relationship managers
- Client services supported by product specialists:

- Transactional bankers & service advisors
- Trade sales managers
- Global markets sales managers & dealers
- Advisory coverage

- Client service desks
  - High first-time resolution and escalation procedures

## Our Businesses

# Stanbic IBTC Pension Managers Limited

Stanbic IBTC Pension Managers Limited is a licensed Pension Fund Administrator that provides innovative pension solutions ranging from pension registration, contribution collection, benefit administration, investment management, voluntary contribution accounts and reporting to over 1.7 million customers with over N2.80 trillion assets under management as at 31 March 2019. SIPM presently operates in over 213 locations nationwide, pays over N3.26 billion to over 55,089 retirees monthly and has paid over N635 billion to such retirees from inception to date.

### OUR SERVICES

#### ► Administration and reporting

- Transaction notification services (clients receive notification via SMS & emails once contribution has been made for them)
- Quarterly customer statements
- Service channels
- Multiple locations
- Mobile office through Pension on wheels
- Pre-retirement seminar
- Multi-lingual telephone Pension service (01-2716000)
  - Staff can benefit from the Stanbic IBTC Pension Managers Ltd SMS short code service by simply sending an SMS to 30388 to get the following:
    - Pension balance – BAL PENXXXXXXXXXXXX
    - Last contribution – CONT PENXXXXXXXXXXXX
    - PIN – MY PIN
    - SMS format – HELP

#### ► Investment management and reporting

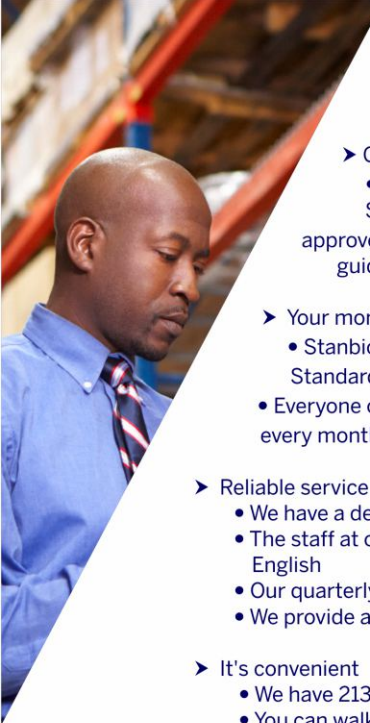
#### ► Voluntary contribution accounts

### REGISTRATION PROCESS

- Execute our RSA Form
- Execute our customer familiarity Index form
- Provide a clear passport photograph not more than 3 months on a white background and
- Provide valid means of ID, utility bill & letter of employment



## ension Fund



- Consistent returns on your money
  - We have returned an average of 11.17% per annum on the Retirement Savings Account (RSA) fund since inception based on the PenCom

approved  
guidelines for calculating returns.

- Your money is safe
  - Stanbic IBTC Pension Ltd Managers is a member of the 150 year old Standard Bank Group
  - Everyone of our over 36, 000 retirees receive their pensions on time, every month
- Reliable service
  - We have a dedicated contact center that you can reach with any questions
  - The staff at our contact center speak Pidgin, Yoruba, Igbo, Hausa and English
  - Our quarterly newsletter gives advice on issues related to your retirement
  - We provide access to retirement planning and pension advisory services
- It's convenient
  - We have 213 offices spread across all states in Nigeria
  - You can walk into any of our offices, call us, send SMS, email us or link up to our website [www.stanbicibtcpension.com](http://www.stanbicibtcpension.com)
- We are transparent
  - You will receive a transaction alert via SMS for all contributions made
  - You will receive quarterly statements in hard copy or by email
- There are 26 SIPML branches dedicated to pension services nationwide. Clients can also visit any of the 180 Stanbic IBTC Bank branches across the country for their pension needs.

#### OUR CONTACTS

Website : [www.stanbicibtcpension.com](http://www.stanbicibtcpension.com)  
E-mail : [pensionsolution@stanbicibtc.com](mailto:pensionsolution@stanbicibtc.com)  
Phone : 01 -2716000  
Contact Persons : [Yinka.Johnson@stanbicibtc.com](mailto:Yinka.Johnson@stanbicibtc.com)  
[Bimbo.Ladele@stanbicibtc.com](mailto:Bimbo.Ladele@stanbicibtc.com)

## Our Businesses

### Stanbic IBTC Capital Limited

Stanbic IBTC Capital Limited, a subsidiary of Stanbic IBTC Holdings PLC ("Stanbic IBTC"), provides investment banking services to corporate clients. It is registered with the Securities and Exchange Commission as an issuing house and underwriter.

Stanbic IBTC retained all its subsidiaries following the repeal of the universal banking license by the Central Bank of Nigeria in 2010, when a holding company structure was adopted by Stanbic IBTC Bank PLC ("the Bank"), carving out non-banking businesses from the Bank in compliance with the regulation. The Bank completed its reorganization as a Holding company in November 2012 when the Investment Banking division was transferred from the Bank to the newly incorporated Stanbic IBTC Capital Limited.

Stanbic IBTC Capital Limited is a leading investment banking franchise in Nigeria with excellent capabilities in advisory, capital markets and financial arranging. The various investment banking teams within the Standard Bank Group have a seamless working relationship. Standard Bank has a controlling stake of 53.2% in Stanbic IBTC Holdings PLC and the latter can draw on the deep resources within the Standard Bank Group.

#### OUR SERVICES

**Stanbic IBTC Capital Limited provides products and services such as:**

- Debt capital markets offerings
- Equity capital markets offerings
- Diversified lending and leveraged finance
- Financial advisory
- Mining, energy and infrastructure advisory
- Real estate financing

#### WHY STANBIC IBTC CAPITAL LIMITED?

- The company has a strong track record of bringing local issuers to domestic capital markets
- It is one of the leading players in debt origination in Nigeria with expertise in structuring solutions customised to our clients' specific requirements

#### OUR CONTACT

Website: [www.stanbicibtccapital.com](http://www.stanbicibtccapital.com)



# Our Businesses

## Stanbic IBTC Asset Management Limited

Stanbic IBTC Asset Management Limited was incorporated as a limited liability company in November 1992, as a wholly owned asset management subsidiary of Stanbic IBTC Holdings PLC and is regulated by the Securities and Exchange Commission ("SEC"). The company offers its numerous products and services to its clients, ranging from traditional asset classes (equities, fixed income securities, mutual funds and dollar-denominated investments) to alternative investment options such as unquoted equities and private equity opportunities. With a bouquet of managed funds/collective investment schemes designed to suit each client's risk appetite and investment objective(s), it is the largest independent (non-pension) Asset Manager in Nigeria.

### OUR SERVICES

#### Wealth and Investment

Wealth and Investment focuses on managing, growing and protecting the generational wealth of our clients and their families. Our goals-driven investment approach allows you to take a long term view of your investments whilst simultaneously meeting your short-term lifestyle needs. We accompany you through each stage of your life, giving purpose to your wealth and ensuring you can leave a lasting legacy.

#### Stanbic IBTC Asset Management manages:

- Stanbic IBTC Nigerian Equity Fund (SINEF)
- Stanbic IBTC Ethical Fund (SIEF)
- Stanbic IBTC Imaan Fund (SIMAAN)
- Stanbic IBTC Balanced Fund (SIBAL)
- Stanbic IBTC Bond Fund (SIBOND)
- Stanbic IBTC Guaranteed Investment FUND (SIGIF)
- Stanbic IBTC Money Market Fund (SIMM)
- Stanbic IBTC Umbrella Fund (SIUF)
- Stanbic IBTC Exchange Traded Fund (Stanbic IBTC ETF 30)
- Stanbic IBTC Exchange Traded Funds (Stanbic IBTC ETF 30 and SIAML Pension ETF 40)
- Stanbic IBTC Dollar Fund (SIDF)

The Stanbic IBTC Money Market Fund (SIMM) is one of the largest listed mutual funds in Nigeria with an "Aa(f)" risk rating by Agusto & Co., a rating it has retained since 2011. This is the highest rating conferred on a money market fund managed in Nigeria by the Securities

and Exchange Commission (SEC) registered local rating agency. SIMM caters for investors with low risk appetite who don't want exposure to the capital market but require the liquidity and competitive returns available in fixed income markets. SIMM invests 100% of its asset in quality money market instruments including: Treasury Bills, Commercial Papers, Bankers' Acceptances and Fixed Deposits with banks that are rated not less than "A".

Our mutual funds have typically outperformed market indices and other mutual funds in Nigeria and therefore, remains the first choice for discerning investors.

### WHY STANBIC IBTC ASSET MANAGEMENT LIMITED?

- Safety
  - Strong Ownership & Financial Resources
- Fund Management Track record
  - Manages 11 Collective Investment Schemes with a combined Net Asset Value of about N300 billion
  - In-depth knowledge and experience of the local and global markets
  - Well acclaimed research capabilities
- Transparency
  - Real time individual online access & quarterly reporting
  - Our Funds are internally & externally audited annually
- Competitive returns
  - Track record of sustainable long-term competitive rate of returns
- Efficient & responsive service
  - Convenient service
  - Dedicated relationship managers
- Technology
  - Robust platform for investment and scheme administration which anchors both the Asset Management and Pensions business
  - Bloomberg platform for real time market insights and analysis

### OUR CONTACTS

Website: [www.stanbicibtcassetmanagement.com](http://www.stanbicibtcassetmanagement.com)

Email: [assetmanagement@stanbicibtc.com](mailto:assetmanagement@stanbicibtc.com)

Phone: +234-1-2801266, 0700 MUTUAL FUNDS (0700 688825 38637)

## Our Businesses

### Stanbic IBTC Stockbrokers Limited

Stanbic IBTC Stockbrokers Limited is the wholly owned stockbroking subsidiary of Stanbic IBTC Holdings PLC licensed by the Securities and Exchange Commission ("SEC"). The company commenced operations in 1992 when Stanbic IBTC Stockbrokers Limited was set up to provide world class stockbroking services to local and foreign investors in the Nigerian capital market.

#### OUR PRODUCTS

- Share certificate management
- Dividend management
- Transmission of shares
- Handling of registrars' related issues

#### WHY STANBIC IBTC STOCKBROKERS LIMITED?

The company is the largest stockbroking house in Nigeria based on the value of shares traded on the floor of the Nigerian Stock Exchange (based on 2011 trading results).

Stanbic IBTC Stockbrokers Limited has successfully acted as the stockbroker to major primary market transactions in Nigeria and is positioned to remain Nigeria's leading stockbroking firm by providing exceptional services to clients while living her values and operating with the highest level of professionalism and integrity.

#### OUR CONTACT

Website: [www.stanbicibtstockbrokers.com](http://www.stanbicibtstockbrokers.com)



## Our Businesses

### Stanbic IBTC Trustees Limited

Stanbic IBTC Trustees Limited is a wholly owned subsidiary of Stanbic IBTC Holdings PLC (a member of the Standard Bank Group) registered in 2009 by the Securities and Exchange Commission ("SEC"). With shareholders' funds in excess of N300 million, the company was incorporated to focus on providing Institutional Trust services as well as Estate Planning and Administration, thus facilitating inter-generational wealth transfer and is in compliance with SEC's new minimum capital requirement for Trust companies.

The Institutional Trust & Loan Agency services provided by Stanbic IBTC Trustees Limited handles its Trustees Agency functions in relation to debt issues and syndicated lending transactions acting as a representative of the bond/other debt holders and group of banks/financial institutions.

Stanbic IBTC Trustees Limited leverages its international parentage and has partnered with the Agency team of Standard Bank of South Africa ("SBSA") and Standard Bank London to offer stellar services to clients across different jurisdictions.

In our Estate Planning space, we continue to partner with Standard Bank Offshore to provide bespoke Trust structures that are tailored to the Clients' needs in line with their stated objectives.

#### OUR SERVICES

##### 1. Estate Planning bouquet:

- Comprehensive Will:** Stanbic IBTC Trustees Limited guides its client through the process of writing a comprehensive will and executing same while acting as custodian of the Will and Executor of the Estate.
- Simple Will:** Stanbic IBTC Trustees Limited writes a simple Will tied to an employees retirement savings account under a group scheme and acts as Executor at the passing of the staff.
- Living Trust and Estate Planning:** Stanbic IBTC Trustees Limited plans a client's estate and sets up a Trust in the lifetime of the Client.
- Bespoke Trust Arrangements:** Stanbic IBTC Trustees Limited acts as Trustee in personalized Trust arrangement to meet the specific needs of our clients.
- Educational Trust:** Stanbic IBTC Trustees Limited's Educational Trust (SET) is aimed at helping parents achieve their dreams of a good education for their children so they can save up to meet the obligation. The SET calculator helps determine the required amount to save periodically to achieve the desired goal.

## 2. Institutional Trust Bouquet:

- a. **Facility Agent:** Stanbic IBTC Trustees Limited act as facility agent in club lending arrangements where we are the lender's Agents ensuring seamless disbursements and repayments while monitoring covenants and conditions.
- b. **Security Trustee:** Stanbic IBTC Trustees Limited hold in trust the security for a loan on behalf of the Lenders, and monitors the assessed value of such security against loan exposure
- c. **Escrow Agent:** In a tripartite arrangement, Stanbic IBTC Trustees Limited hold funds and documents in escrow for the transaction parties – the Buyer and the Seller.
- d. **Trust Scheme:** Stanbic IBTC Trustees Limited act as Trustees in personalised Trust arrangements to meet the specific needs of our clients.
- e. **Employee Share Option Scheme:** Stanbic IBTC Trustees Limited manages employee share scheme for companies with a share retention scheme.
- f. **Public Trust:** Stanbic IBTC Trustees Limited act as Trustees to State Government and Corporate Bonds as well as Collective Investment Schemes (CIS). This aspect of the business is regulated by the Securities & Exchange Commission.

## WHY STANBIC IBTC TRUSTEES LIMITED

- Integrity, transparency and consistency
- Stanbic IBTC brand
- Innovative solutions
- Expertise across developed markets
- Excellent service delivery
- Wealth of experience

## OUR CONTACT

Email: [SITLAgency@stanbicibt.com](mailto:SITLAgency@stanbicibt.com)  
Website: [www.stanbicibtctrustees.com](http://www.stanbicibtctrustees.com)  
Phone: 01-2706800

# Our Businesses

## Stanbic IBTC Insurance Brokers Limited

Stanbic IBTC Insurance Brokers Limited is a duly registered Insurance Broking firm transacting business as Brokers, risk management consultants, life and pensions, health insurance consultants and claims service experts.

## OUR SERVICES

### 1. Risk Assessment and Management:

Stanbic IBTC Insurance Brokers Limited offers effective risk management by insurance through risk identification, analysis, quantification, treatment and review. We perform insurance audits and provide professional advice on the appropriate insurance cover needed to guide against identified risk.

### 2. Insurance Brokers:

We arrange insurance coverage for all risks irrespective of size or complexity. We partner with reputable insurance companies on your behalf and negotiate the best rate and insurance cover to suit your needs. Our services are at no additional cost to you. As insurance brokers our commission is paid by the insurance companies and this cost is not transferred to you. In addition, we are positively disposed towards packaging tailor-made solutions to suit your operations

### 3. Claims Management:

We believe that the test of any insurance arrangement is in prosecuting claims to a satisfactory conclusion for our clients. Our role as Brokers therefore, ensures that Insurers, as a matter of obligation, pay your claims equitably and promptly.

## WHY STANBIC IBTC INSURANCE BROKERS LIMITED?

Stanbic IBTC Insurance Brokers Limited provides solution-based risk management and insurance intermediary services. As insurance professionals with a vast knowledge of the workings of the insurance market, we are able to arrange the most suitable policies for our individual and corporate clients. We proffer advice on the management of risk, secure protection against such risk and reduce exposure to the risks of business disruption, injury and death. We also deliver creative risk management solutions that enable our clients create, protect and preserve wealth.

## OUR CONTACT

Website: [www.stanbicibtinsurancebrokers.com](http://www.stanbicibtinsurancebrokers.com)

## Our Businesses

### Stanbic IBTC Investment Limited

Stanbic IBTC Investments Limited was incorporated as a limited liability company in May 2012. The company carries on the business of an investment company in the management and investment of venture capital funds. Its offerings include property finance, project and structured finance, financial advisory and real estate finance.



#### OUR CONTACT

Website: [www.stanbicibtcinvestments.com](http://www.stanbicibtcinvestments.com)

## Our Businesses

### Stanbic IBTC Ventures Limited

Stanbic IBTC Ventures Limited manages venture capital funds for investing in any and all types of companies that require venture capital financing. The funding can be by the way of debt and/or equity or any other means. The company also arranges, sponsors, provides or procures venture capital related services from third party organizations. The company applies its managerial and technical expertise in the development of businesses and in helping its clients achieve their set objectives.



#### OUR CONTACT

Website: [www.stanbicibtventures.com](http://www.stanbicibtventures.com)



# Recent Awards and Recognition

## 1. 2018 HR People Magazine Awards

- Best Training, Learning & Development Strategy 2017
- Outstanding Employee Engagement Strategy 2017
- Employer of Choice 2017 (large corporates category)
- HR Manager of the Year 2017
- HR Champion of the Year 2017

## 2. Euromoney Awards 2018 - Best Investment Bank in Nigeria

## 3. Marketing Edge Brands and Advertising Excellence Award - Best Customer Centric Financial Brand of the year

## 4. 2018 BusinessDay top 25 CEOs Award

## 5. Global Finance Best Sub-Custodian in Nigeria Award

## 6. Global Banking and Finance Awards 2018

- Best Corporate Governance Company 2018
- Best CSR Company Nigeria 2018
- Best Non - Pension Asset Management Company Nigeria 2018
- Best Pension Management company Nigeria 2018
- Best Investment bank Nigeria 2018
- Best Equity House Nigeria 2018

## 7. The Bridge Leadership Foundation Recognition Award – For continuous sponsorship during the Annual Career Day

## 8. EMEA Finance African Banking Awards

- Best Foreign Investment Bank - Stanbic IBTC Capital Limited
- Best Debt House - Stanbic IBTC Capital Limited
- Best Equity House - Stanbic IBTC Capital Limited
- Best Loan House - Stanbic IBTC Capital Limited

## 9. 4<sup>th</sup> Nigeria Finance and Innovation Awards 2018

- Innovative Pension Company of the Year – Stanbic IBTC Pension Managers Limited
- Asset Management Company of the Year – Stanbic IBTC Asset Management Limited

## 10. FMDQ Gold Awards

- Largest Fund Manager on FMDQ Award - Stanbic IBTC Asset Management Limited
- FMDQ Registration Member (Quotations) Award - Stanbic IBTC Capital Limited
- FMDQ FX Market Liquidity Provider Award - Stanbic IBTC
- FMDQ Member Compliance Award - Stanbic IBTC
- Most Active Buy-side Participant in the Fixed Income Market Award - Stanbic IBTC Pension Management Limited
- FMDQ Capital Markets Securities Origination Primary Market Champion Award - Stanbic IBTC Capital Limited

- FMDQ 1st Lustrum Dealing Member Secondary Member Champion Award - Stanbic IBTC Capital Limited
- FMDQ Markets Luminary Award Atedo N A Peterside

## 1. CFA Society Nigeria

- Career progression for women
- Work-Life balance

## 2. The PEARL Awards

- 2018 Highest Dividend Growth – Stanbic IBTC Holdings PLC
- 2018 Sectoral Leadership (Financial Services – Other Financial Institutions) – Stanbic IBTC Holdings PLC

## 3. University of Ibadan, Nigeria Award of Honour: In recognition of your Lifetime Achievements – Basil Omiyi

## 4. University of Ibadan, Nigeria Award of Honour: For being a worthy Ambassador – Sola David Borha

## 5. University of Ibadan, Nigeria Award of Honour: For being a worthy Ambassador – Demola Sogunle

## 6. BusinessDay Banking Awards 2018

- Pension Fund Administrator of the year - Stanbic IBTC Pension Managers Limited
- Best Bank CEO of the year - Demola Sogunle

## 7. Professional Wealth Management (PWM) and Financial Times Global Private Banking Awards

- Best Private Bank in Nigeria

## 8. NSE CEO Awards 2018

- Issuing House with Highest Number of Debt Issuance- Corporate Bond: Stanbic IBTC Capital Limited
- Issuing House with Highest Number of Primary Issuance – Equity: Stanbic IBTC Capital Limited
- Issuing House with The Largest Value in a Single Deal: Stanbic IBTC Capital Limited
- Dealing Member with Highest Traded Volume: Stanbic IBTC Stockbrokers Limited
- Dealing Member with Highest Traded Value: Stanbic IBTC Stockbrokers Limited

## 9. 2018 International Finance Banking Awards

- Most Innovative Commercial Bank – Stanbic IBTC Bank Limited

## 10. National Sports Festival Inaugural Awards

- Special Honours for Promoting Youth and Sports Development

## 11. Central Securities Clearing System (CSCS) Awards 2018

- Best Custodian 2018 – Stanbic IBTC Nominees Limited
- Best Stockbroker 2018– Stanbic IBTC Stockbrokers Limited





## Recent Awards and Recognition



FMDQ Gold award – Stanbic IBTC Pensions Managers LTD – Most active buy-side participant in the fixed income Market award (2014-2018)



Business Day BAFI Awards 2018 – Stanbic IBTC Pension Managers LTD, Winner of Pension fund administrator of the year



Stanbic IBTC Capital recognition of immense support to the welfare of children in the correctional homes of the Ministry of Youth and Social Development December 2018



The Nigerian Stock Exchange 2018 NSE CEO award – Stanbic IBTC Capital LTD - Issuing House with the highest number of debt issuance – Corporate bonds



University of Benin Alumni Association Award of excellence - Stanbic IBTC Pension Managers LTD in recognition of immense contribution to the Alumni Lecture Series and your Leadership position among the Nigeria Pension Fund Managers October 2018

### 12. CFA Society Nigeria – Gender Diversity Award 2018 – Stanbic IBTC Holdings

#### 13. Association of Issuing Houses of Nigeria

- Best Commercial Paper House 2018 (Association of Issuing Houses)
- Best M&A House 2018 (Association of Issuing Houses)
- M&A Deal of 2018 (Association of Issuing Houses)
- Best Investment Bank 2018 (Association of Issuing Houses)

#### 14. Nigerian Institution of Estate Surveyors and Valuers

- Outstanding Real Estate Finance (Corporate)

#### 15. 2019 Nigeria Agriculture Award

- Agro Bank of the Year

#### 16. The Global Wealth and Society Awards West Africa 2019

- The Best Private Bank in Wealth and Society - Stanbic IBTC Asset Management Limited
- The Best Asset/Fund Management Company in Wealth and Society - Stanbic IBTC Pension Managers Limited

#### 17. BusinessDay Top 25 CEOs Award - Yinka Sanni in Recognition of stellar performance on the Nigerian Stock Exchange

#### 18. International Finance Awards 2019

- Most Innovative Brokerage Firm  
Stanbic IBTC Stockbrokers Limited (SISL) – Nigeria
- Best Stock Broker  
Stanbic IBTC Stockbrokers Limited (SISL) – Nigeria
- Most Innovative Fund Management Company in Nigeria Stanbic IBTC Asset Managers Limited (SIAML)- Nigeria

#### 19. 2019 HR Magazine Awards

- 2019 Best Learning and Development Strategy
- 2019 Most Outstanding Employee Engagement Strategy

#### 20. Junior Achievement Award 2019

#### 21. EMEA Finance Achievement Awards

- Best Equity House in Africa
- Best Syndicated Loan in Africa -#Dangote Oil Refinery's USD3.35bn Loan
- Best M&A deal in Africa – Merger of Cement Company of Northern Nigeria Plc ("CCNN") and Kalambaina Cement Company Limited ("Kalambaina Cement")
- Best follow-on Funding in Africa (mid-cap) – Flour Mills of Nigeria PLC N40bn Rights Issue

#### 22. Marketing Edge Brands and Advertising Excellence Award

- Outstanding Financial Brand of the Decade

#### 23. Association of Issuing Houses of Nigeria

- Best Investment Bank
- Best Commercial Paper House
- Best M&A House
- M&A Deal of the Year - Merger of CCNN and Kalambaina Cement

#### 24. Nigerian Institution of Estate Surveyors and Valuers

- Outstanding Real Estate Finance (Corporate)

#### 25. 2019 Nigeria Agriculture Award

- Agro Bank of the Year

#### 26. All Africa Employee Engagement Awards

- 2019 All Africa Customer and Employee Experience Award
- 2019 All Africa Major Corporate Engagement Company of the Year Award
- 2019 All Africa Employee Engagement Professional of the Year – Olufunke Amobi

#### 27. Euromoney Real Estate Survey 2019

- Best Bank (Nigeria)
- Best Bank Loan Finance (Nigeria)
- Best Bank Equity Finance (Nigeria)
- Best Bank Securitisation (Nigeria)

#### 28. EMEA Finance African Banking Awards

- Best Foreign Investment Bank in Nigeria
- Best Debt House in Nigeria
- Best Equity House in Nigeria
- Best Loan House in Nigeria
- Best Broker in Nigeria – Stanbic IBTC Stockbrokers Limited



#### 29. FMDQ 2019 GOLD Awards

- FMDQ Dealing Member of the Year (Secondary Market Champion) – Stanbic IBTC Bank PLC
- FMDQ FX Market Liquidity Provider of the year – Stanbic IBTC Bank PLC
- FMDQ Capital Markets Securities Origination (Primary Market Champion) Award - Stanbic IBTC Capital Limited
- FMDQ Registration Member (Quotations) Award - Stanbic IBTC Capital Limited
- Most Active Buy-side Participant in the Fixed Income Market award - Stanbic IBTC Pension Managers Limited

#### 30. 2019 PEARL Awards

- Sectoral Leadership (Financial Services – Other Financial Institutions) – Stanbic IBTC Holdings PLC.
- Issuing House of the Year – Stanbic IBTC Capital Limited
- Stockbroking Firm of the Year – Stanbic IBTC Stockbrokers Limited

#### 31. 2019 CIPM Award (Chartered Institute of Personal Management Annual HR Optimisation Award)

- 2019 CIPM Strategic HR Award
- 2019 CIPM Diversity & Inclusion Award

#### 32. 2019 Top 50 Brands Nigeria

- Brand Strength Measurement, Bsm Index

#### 33. 2019 Global Banking & Finance Awards

- Best Corporate Governance Company Nigeria 2019 - Stanbic IBTC Holdings PLC
- Best Non-Pension Asset Management Company Nigeria 2019 - Stanbic IBTC Asset Management Limited

#### 34. Dale Carnegie

- Leadership Award

#### 35. The Private Wealth Manager, Banker Global Private Banking Award (for the fourth consecutive year)

- Wealth & Investment (Stanbic IBTC Asset Management Limited)

#### LIST OF STANBIC IBTC 2020 AWARDS

##### 36. DealMakers Africa Awards

- M&A Deal of the year in West Africa deal for CCNN/Obu Cement merger - Stanbic IBTC Capital
- Best M&A Financial Adviser in West Africa by Deal Flow - Stanbic IBTC Capital
- Best General Corporate Finance Adviser in West Africa by Deal Flow - Stanbic IBTC Capital

##### 37. Euromoney Awards for Excellence 2020

- Best Investment Bank in Nigeria

##### 38. Global Finance - Best Sub-Custodian Awards 2020

- Best Custodian in Nigeria

##### 39. Global Finance World's Best Foreign Exchange Provider Awards 2019

- Best Foreign Exchange Provider Nigeria

#### 40. Tech Times' Africa LinkedIn Corporate Brand Awards 2020

##### 41. 2020 HR Magazine Awards

- Best training and Development Award – 3rd year running.
- Best HR Team Award and
- Best work life harmony award

##### 42. EMEA Finance: African Banking Awards 2020

- Best Investment Bank in Nigeria
- Best Debt House in Nigeria (5th consecutive year)
- Best Loan House in Nigeria (3rd consecutive year)
- Best M&A House in Nigeria

##### 43. Global Banking & Finance Awards®

- The Next 100 Global Awards 2020 - Stanbic IBTC Holdings

##### 44. 2020 FMDQ Gold Awards

- FMDQ Registration Member (Quotations) – Stanbic IBTC Capital Limited
- FMDQ Capital Markets Securities Origination (Primary Market Champion) Award - Stanbic IBTC Capital Limited
- FMDQ Fixed Income Market Liquidity Provider of the year – Stanbic IBTC Bank PLC
- FMDQ FX Market Liquidity Provider of the year – Stanbic IBTC Bank PLC
- FMDQ OTC FX Futures Bank – Stanbic IBTC Bank PLC
- FMDQ Dealing Member of the Year (Secondary Market Champion) – Stanbic IBTC Bank PLC
- Most Active Buy-side Participant in the Fixed Income Market award - Stanbic IBTC Pension Managers Limited
- FMDQ Markets Liquidity Resilience (Gold category) – Stanbic IBTC Bank PLC

##### 45. Association of Issuing Houses of Nigeria

- Best M&A House 2019
- Best M&A Deal of 2019
- Best Commercial Paper House 2019
- Best Investment Bank 2019



**YOU'VE GOT NEEDS  
IT'S GOT POWERS**

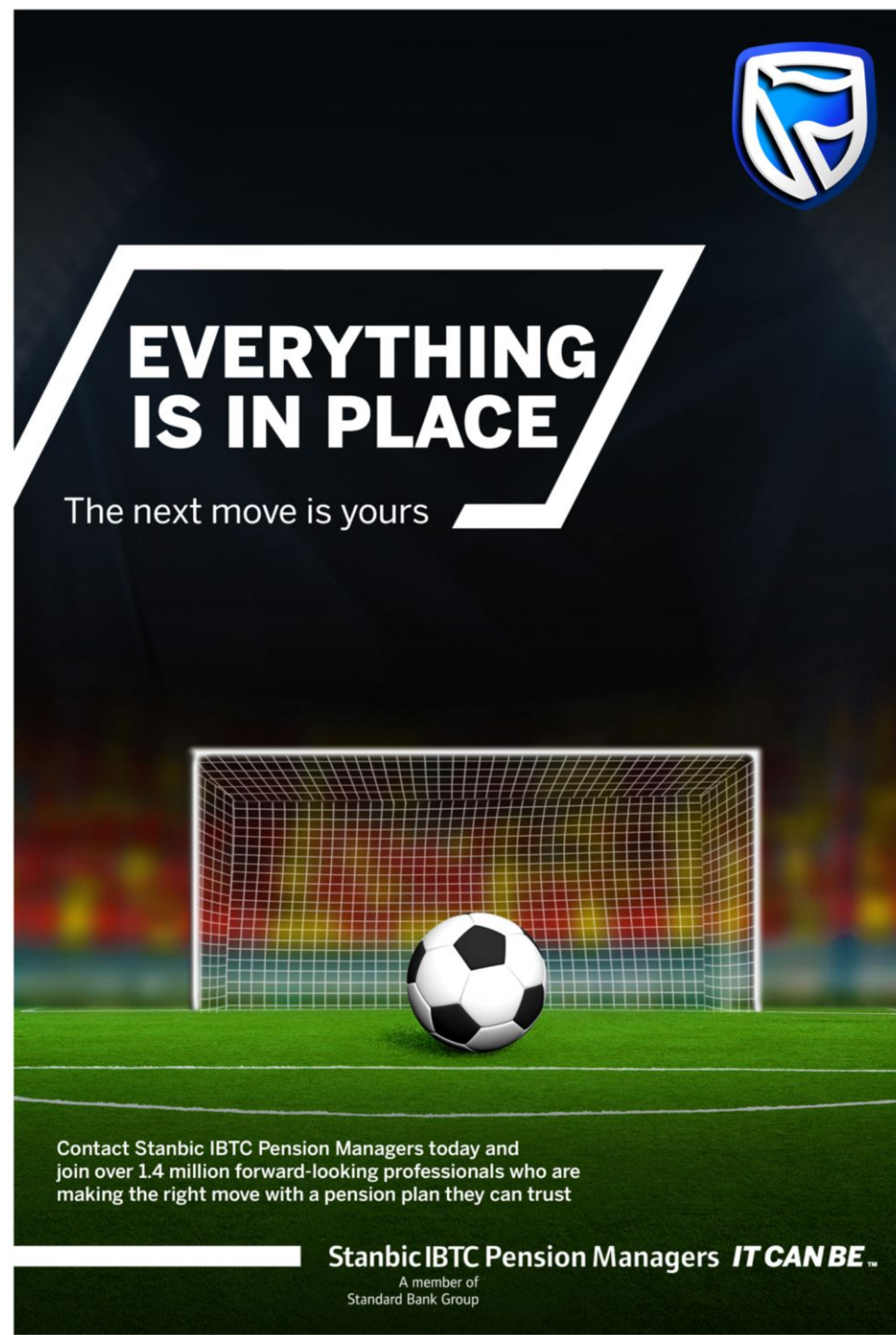
Dreams. Possibilities.  
**IT CAN BE™**

Be your hero with the upgraded Stanbic IBTC mobile app which now comes with voice banking, stockbroking, insurance and many more.

**Download Now**

ANDROID APP ON Google play | Download on the App Store

**StanbicIBTC IT CAN BE™**  
A member of Standard Bank Group



**EVERYTHING IS IN PLACE**

The next move is yours

Contact Stanbic IBTC Pension Managers today and join over 1.4 million forward-looking professionals who are making the right move with a pension plan they can trust

**StanbicIBTC Pension Managers IT CAN BE™**  
A member of Standard Bank Group