



HNI BROKERAGE SOLUTION

Traditional values. Innovative ideas.

**CORPORATE AND
INVESTMENT BANKING**

HNI BROKERAGE PRODUCT

RMBNS's High-net worth investment product is exclusively designed for high-net worth individuals who wish to participate in the Nigerian equities market and who understand the risk and return trade off.

HNI VALUE PROPOSITION

At RMB Nigeria Stockbrokers (RMBNS) we see opportunities where others see challenges. The outbreak of COVID-19 and subsequent work-from-home culture led to an increase in retail/HNI activity on the Nigerian Exchange (NGX), as individuals accessed the market from the comfort of their homes using trading apps and VPN. This triggered an opportunity for us to create a strategy that would enable our high-net worth clients to benefit from our specialised equities and fixed income brokerage services.

KEY FEATURES

- **Trading and sales trading**
Top trade execution for HNI clients with utmost discretion and access to block flows leveraging an extensive clientele base of global and domestic institutional investors
- **Research**
RMBNS has a team of rated and leading analysts covering multiple sectors. Our analysts are committed to offering not only research reports, but also providing thought leadership ideas that drive investment decisions
- **Product synergy**
Leverage extensively on the synergies within RMB and FNB Securities, to provide targeted clients within the HNI segment with diverse investment products in Nigeria and across regions in Africa where RMB is domiciled
- **Brand synergy**
RMBNS is a subsidiary of South African based FirstRand Bank Limited with an extensive coverage that cuts across sub-Saharan Africa. Clients stand to benefit from the diverse array of product offerings and solutions from the various BUs within the FirstRand Group



- **Expert advice**
RMBNS offers expert advice on trade ideas and stock selection, portfolio rebalancing, reconciliation, bonus/dividend tracing, share transmission and other estate related matters
- **Best value for money**
More value-added services at competitive rates

INVEST WITH US

STEADY GROWTH TRAJECTORY

RMBNS has maintained a steady growth trajectory since it commenced trading in 2017. The business has built a strong clientele base of domestic institutional investors which include some of the top 10 Pension Fund Managers and Asset Managers in Nigeria.

Internationally, RMBNS has leveraged the RMB brand as well as the RMB Morgan Stanley franchise to make some successful inroads to establish relationships with fund managers in SA, the UK, and the US.

RMBNS's wallet share of trading activities has positioned it as a top broker for its existing clients (both domestic and international) and prospects.

HNI ONBOARDING CRITERIA

The product is open to investors with:

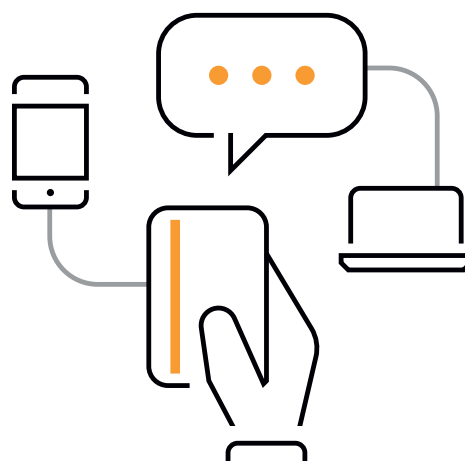
- A net worth in excess of N100m (US\$245,000) and sophistication to undertake high risk investment, or
- With a minimum opening balance of N5m (US\$12,500) or transfer of shares worth the same amount at current market prices

INVESTORS PARTICIPATION

According to data from the NGX, in December 2020, the ratio of domestic to foreign participation in the market was 66:34 when compared to 51:49 in 2019.

There was a similar growth of approximately 30% YoY in the retail segment of the market during the same period, from N477bn (\$1.3bn) in 2019 to N619bn (\$1.61bn) in 2020.

As of June 2021, it is interesting to note that the ratio of domestic to foreign participation on the NGX rose to 79:21; while the retail segment command 32% of the market's total volumes.



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