



CIBN

DAILY NEWSLETTER



THE CHARTERED INSTITUTE OF BANKERS OF NIGERIA
(Incorporated in 1976 and Chartered by CIBN Act No.12 of 1990, now Act No. 5 of 2007)

RE-LAUNCH of the CIBN MENTORING SCHEME

Theme:

**Mentoring: Unlocking Career
Potentials & Possibilities**



Mr. Bayo Olugbemi, FCIB
President/Chairman of Council
CIBN
Chief Host



Mr. Lamido Yuguda
Director General
Securities & Exchange Commission
Special Guest of Honour



Mr. Tijani M. Borodo, HCIB, FIoD
Fmr. Company Secretary
FBN Holdings Plc
Special Guest of Honour



Mr. Nnamdi Okonkwo, FCIB
Former MD/CEO
Fidelity Bank Plc
*Chairman, CIBN Mentoring
Advisory Committee*



Mr. Seye Awojobi, FCIB
Registrar/Chief Executive
CIBN
Host



Mrs. Nneka Okekearu
Deputy Director, Enterprise Development
Centre, Pan Atlantic University
Guest Speaker



Mrs. Bukola Oluyadi
Ag. Group Head, Customer Value Management &
Strategic Communication, Polaris Bank Ltd.
Moderator



John Obaro
Founder and CEO
Systemspecs
Panelist



Mrs. Lowo-Adesola Oluyemisi Abidemi, HCIB
MD/ Head Financial Institution Africa
Standard Chartered Bank Ltd.
Panelist

Date: Thursday, February 18, 2021
Time: 11.00am
Venue: Virtual Platform (Zoom)



Ms. Chinwe Egwim
Senior Economist,
FBNQuest Merchant Bank
Panelist



Ms. Opeyemi Oduwole
Country Head, Private Banking
Sterling Bank Plc
Panelist

To register for the Webinar, click Link below:

https://us02web.zoom.us/webinar/register/WN_9_698ICeSL2UgJw5vsMjaA

CIBN Mentoring Scheme: • **Connect** • **Learn** • **Grow**



Join the conversation... let your voice be heard

The discussion about the social advancement of Lagos State is taking place at Ehingbeti, the Lagos Economic Summit

It is a virtual conference from **February 16 -18, 2021**. Attend from the convenience of your home or office. Register to participate at www.ehingbetisummit.com

Lagos, our home and workplace. Its advancement will boost our success.

#ehingbetisummit

@ehingbetisummit

@ehingbeti2020

@ehingbetisummit2020

HOST Lagos Economic Summit Group



Transition to Glory

With total submission to the will of the Almighty God, we regret to announce the death of our former Governing Council member,

Chief Jethro Akun, OON

which occurred on Thursday, February 4, 2021 after a brief illness at the age of 76.

Chief Akun was an astute politician, a quintessential administrator, a role model and a respected elder statesman in Plateau State and in Nigeria.

He was a founding member, National Association of Microfinance Banks of Nigeria where he served as President. He also spearheaded and facilitated the establishment of Daffo Mangai Microfinance Bank in Bokkos LGA and many others across the nation.

He served diligently in various capacities including two terms member of the Plateau State House of Assembly, Commissioner, Ministries of Information & Communication as well as Youths and Sports.

He was the State Chairman, People Democratic Party (PDP) from where he was appointed as Deputy Governor to Michael Botmang.

An educationalist and committed member of Banking and Finance industry. His funeral rites have been Scheduled as follows.

Friday, February 12, 2021

The Corpse will be taken from Airforce hospital mortuary at 7am to COCIN Dadin Kowa, Jos for funeral Service. At 10am, corpse is expected to leave COCIN Dadin Kowa Jos South for Daffo in Bokkos LGA for final interment.

Thursday, February 11, 2021

A valedictory Session will be convened in his honour at the Plateau State House of Assembly at 10:00am while a Service of Songs will hold at his residence in Rayfield, Jos by 3:00pm on the same day.

Members are encouraged to join any of the activities to show their last respect. May his gentle soul rest in perfect peace (Amen)



Nelson Olagundoye
Head, Corporate Communication & ER

THE CHARTERED INSTITUTE OF BANKERS OF NIGERIA

Banks' lending rates discouraging productivity, say manufacturers

Most manufacturers have said the commercial banks' lending rates are discouraging productivity in the nation's manufacturing sector, the Manufacturers Association of Nigeria has said. MAN revealed in a report that 71 per cent of Chief Executive Officers interviewed "disagreed that the rate at which commercial banks lend to manufacturers encourages productivity in the sector."

[Read more+](#)

FG Banks on Finance Act for Quick Economic Recovery

The federal government has expressed optimism that the implementation of the Finance Act, 2020 and Strategic Revenue Growth Initiative (SRGI) will stimulate the economic recovery process through initiatives capable of growing fiscal revenues, improve Ease of Doing Business (EoDB), counteract the impact of oil price fluctuations and integrate fiscal, monetary and trade policies.

[Read more+](#)

Ecobank Nigeria Announces \$300m Bond Pricing

Ecobank Nigeria announced that it has successfully priced its \$300 million bond issuance maturing in February 2026, with settlement of the debt instrument to take place on February 16, 2021. According to a statement from the bank, the fixed-rate, US dollar-denominated bond, with a tenor of 5 years, carries a coupon rate of 7.125% and will be listed on the London Stock Exchange.

[Read more+](#)

FCMB supports SMEs with interest free loans

First City Monument Bank has said it is providing interest free loans of up to N5m to entrepreneurs as part of its efforts to support Small and Medium Scale Enterprises. It said in a statement by the Head of the SheVentures Team, Ms Yetunde Moito, titled 'FCMB upscales support to SMEs with N5m interest free loan facility' that the support, under the bank's SheVentures initiative, was designed for female-owned businesses for a period of three months.

[Read more..](#)

Experts urge assets privatisation, securitisation to finance budget deficit

The Federal Government has been urged to finance its N5.2 trillion budget deficit through privatisation of moribund assets and securitisation through conversion to marketable instruments. At the Chartered Institute of Stockbrokers (CIS) Economic Review for 2020 and 2021 Outlook Webinar, a professor at the Finance and Capital Market Department of Nasarawa State University, Keffi, Uche Uwaleke, said government needs to privatize key assets especially the Nigerian National Petroleum Corporation (NNPC), and subsequently list it on the stock exchange.

[Read more+](#)

Regulate cryptocurrency transactions, CBN urged

Experts have urged the Central Bank of Nigeria (CBN) to put measures in place to regulate the transaction of cryptocurrency rather than banning it. The CBN had last Friday issued a directive to deposit money banks (DMBs), non-financial banks and other financial institutions not to provide banking services to entities dealing with cryptocurrencies. On Sunday the apex bank issued a statement explaining that it did not place any new restrictions on cryptocurrencies, given that all banks in the country had earlier been forbidden from using, holding or trading in cryptocurrencies.

[Read more](#)

MARKET RATES: INTERBANK /PARALLEL

NGN	USD	GPB	EUR
12 FEB	465 / 475	640 / 650	560 / 570
11 FEB	465 / 475	640 / 650	560 / 570
10 FEB	472 / 478	645 / 652	565 / 575
9 FEB	474 / 480	645 / 655	565 / 575

Source: CBN & Aboki fx

Dangote Cement, six others halt stocks' losing streak

The nation's stock market halted its eight-day losing streak on Thursday on the back of the price appreciation recorded by Dangote Cement Plc and six other stocks. The market, which had declined for eighth straight trading sessions amid negative sentiment, rebounded on Thursday despite the losses recorded by 46 stocks. The All-Share Index of the Nigerian Stock Exchange rose by 0.78 per cent to 41,014.30 basis points while the market capitalisation increased by N170bn to N21.29tn.

[Read more+](#)

FG to auction N150bn February bonds

The Debt Management Office has said the Federal Government will auction N150bn worth of bonds by subscription on February 17. A circular by the DMO on Thursday showed that a N50bn 10-year reopening bond maturing in March 2027 would be offered at 16.288 per cent; another N50bn 15-year reopening bond maturing in March 2035 would be auctioned at 12.5 per cent. It will also offer the longest of them which is a N50bn 25-year reopening bond maturing in July 2045 to be auctioned at 9.8 per cent. The settlement date for the bonds is February 19, according to the DMO.

[Read more+](#)

Stakeholders canvass improved electricity supply through solar power

Stakeholders in the energy sector have stressed the need for Nigeria to intensify efforts on improved electricity supply to boost the standard of living. Gombe State Governor, Muhammad Inuwa Yahaya, tied constant power supply to sustainable means of increasing people's income. Speaking at the inauguration of 85KWP solar hybrid project in Dakitti community, Akko Local Government Area, which was built through the Rural Electrification Agency (REA), Yahaya said the development would improve business activities and productivity.

[Read more+](#)

CSR: Access Bank Renovates Primary School in Lagos

As part of its commitment to support quality education in Lagos State, Access Bank Plc has renovated St. Peter's Primary School, Ebute-Metta. The initiative is in line with the bank's corporate social responsibility (CSR). Speaking during a handing over ceremony, the Group Chief Conduct and Compliance, Access Bank, Pattison Boleigha, said the bank is sensitive to needs of communities. "The bank has an employee volunteering scheme which involves carrying out CSR activities to promote public interests through social investment in community development," he said.

[Read more+](#)

We lack power to audit NNPC, CBN, others – AuGF

The Acting Auditor General for the Federation, Adolphus Aghughu, said on Thursday that his office lacked the constitutional power to audit the Nigerian National Petroleum Corporation, the Central Bank of Nigeria, the Nigerian Ports Authority, and other big federal agencies. Aghughu said this when the Senate Public Account Committee screened him ahead of his appointment's confirmation by the Senate. Responding to a question by the panel on why the AuGF had not been auditing the accounts of the topmost federal agencies, Aghughu said, "It is the constitution that has issue."

[Read more+](#)



Presents

Legal and Regulatory Framework of Electronic Payment Systems

Date: February 23 – 24, 2021 Time: 10.00 am - 3:00 pm Venue: Virtual

BACKGROUND

With the growing adoption of electronic payments especially due to the on-going pandemic, it is safe to say that Nigeria is gradually approaching the times of a cashless society.

It is therefore pertinent for financial service providers to be kept abreast of the legal guidelines, directives and framework of electronic payment systems as well as the complexities that come with the payment channel technology to ensure smooth operation of the payment system critical to an efficient transaction marketplace.

At the end of this program, participants will:

- ▶ Gain a contextual understanding on the need for regulation
- ▶ Be abreast of the legal and regulatory framework and laws guiding electronic payments
- ▶ Be able to utilize the legal and regulatory framework knowledge for an e-payment business advantage.
- ▶ Be able to Identify key legal issues that pose risks to achievement of business objectives

COURSE MODULES

- 1. Global Overview of E-Payment Systems Legal & Regulatory Landscape**
 - ▶ Regulatory Principles of the Nigeria Payment Systems (NPS)
 - ▶ Factors Influencing Payment System Regulation
 - ▶ Challenges of the NPS

- 2. Key Legal & Regulatory Issues in E-Payment Transactions (Online/Offline)**
 - ▶ Case Study Review

- 3. Impact of Emerging Technology on Regulation**
 - ▶ Regulation of New E-Payment Services in Nigeria.
 - ▶ Regulatory Technology: Reshaping Payment Systems.

- 4. Best Practices to Harness Opportunities of the E-Payment Regulatory Environment.**

TARGET AUDIENCE

Legal, Sales and Operations Staff in Commercial Banks and other financial Institutions.

PARTICIPATION FEE

N50,000
Per Participant

Registration of 5 or more participants from the same organisation attracts a 10% discount

FACULTY

The Training will be facilitated by a team of faculty with extensive exposure and experience in e-Payments.

MODE OF PAYMENT

Payments should be made through Electronic Transfer, or cheque payment to:

The Chartered Institute of Bankers of Nigeria
First Bank Ltd 2000607939
Sort Code 011152439

For Registration, please visit:
<https://bit.ly/frameworkofEPS>

Enquiries

Abiodun: 07061004819
abiodunadeniran@cibng.org

NIBSS: 01- 2716089
trainings@nibss-plc.com.ng





THE CHARTERED INSTITUTE OF BANKERS OF NIGERIA

P R E S E N T S

WORKSHOP/CCPD
ON

ENHANCED BANK PRODUCTS & CUSTOMER RELATIONSHIP MANAGEMENT



Date: February 19
2021
Time: 10:00am-
02:30pm
Channel: Virtual learning
(Online)

OVERVIEW

There is no gain saying that following the outbreak of the Corona Virus pandemic, financial Institutions have greater responsibility to carefully evaluate their product offerings in relation to customers economic and social well-being.

Relationship with customer is as key as product offering. Customer Relationship Management (CRM) is necessary as a strategy to build long-lasting relationships with customers and increase revenues/profits. An effective CRM would convert potential customers to loyal customer and loyal customers to advocates of the Institution and its products.

It is therefore important for financial institutions to manage their product portfolio in response to the changing environment and customer needs, in addition to managing customer relationships effectively for achieving long-term profitability.

The Workshop is structured to enable participants enhanced their skills in product management, and adoption of modern customer-focused approach to services such that it positively impacts on marketing and customer satisfaction.

EXPECTED PARTICIPANTS

The Workshop is targeted at the following staff:

Account and Relationship Officers/Managers, Tellers and Front Desk Officers, Business and Product Development Officers, Wealth Managers, Marketing staff, Branch/Business Leaders, Customer Service, Corporate Communication Staff, among others.

LEARNING OBJECTIVES

At the end of the Course, participants should be able to:

- Understand major bank products and services
- Maximise the outcome of customer insight analysis to enhance their banks' products and services.
- Understand the concept of Customer Centricity and identify the different components of Customers Relationship management Plan. Identify how to create value for organisations and customers.
- Understand how to improve core business processes through CRM

CONTENTS/MODULES

MODULE 1: Understanding Major Bank Products and Services

MODULE 2: Customer Insight Analysis and Bank Products Enhancement: Leveraging the Nexus

MODULE 3: The Magic of Effective Relationship Management and Customer Centricity

EXPECTED PARTICIPANTS

The Workshop is targeted at the following staff:

Account and Relationship Officers/ Managers, Tellers and Front Desk Officers, Business and Product Development Officers, Wealth Managers, Marketing staff, Branch/Business Leaders, Customer Service, Corporate Communication Staff, among others.

PROPOSED FEE

- Individual - N15,000
- Group of 3 - 9 - 10% Discount
- Group of 10 & Above - 20% Discount

CCPD Points: 10 Credit Units

Registration Link: <http://bit.ly/Enhancebankproductandcrm>

Payment should be made to the Institute through any of the following channels:

Electronic Transfer/Cash/Cheque Deposit into CIBN Accounts

Access Bank Pls - 0019395540 | Zenith Bank Plc - 1011016327 | First Bank of Nig.- 2000607939

For nominations or further enquiries, please contact:

Peter: 08028444550 - peterejeomo@cibng.org **Udochi:** 08127465565 - udochiunegbu@cibng.org



Credit Administration & Loan Recovery in Banks and Other Financial Institutions

FEB.
16-17
2021

Virtual
Learning
Zoom

10:00am
02:00pm Daily



OVERVIEW

Credit Management and Loan Recovery are critical elements in the sustenance of every financial institution, especially at this time of uncertainty. They are the core functions that keep banks afloat as they remain instrumental to averting loan delinquency.

Regrettably, financial institutions, particularly banks, have been faced with the challenge of loan repayment defaults by their customers. This challenge is further exacerbated by the recent outbreak of the deadly corona virus, otherwise known as COVID 19, which has severely bruised economies across the world, including Nigeria, thus affecting loan repayments.

This sad development is a serious threat to banks' sustainability, therefore calls for an immediate intervention.

This programme is therefore designed to equip participants with the contemporary strategies and necessary skills required for effective credit management and loan collection for enhanced corporate performance and guaranteed results.

It is expected that the lessons learnt during the Training by participants, if adopted, would reduce loan default rate by customers to the acceptable level, thereby improving revenue for their institutions.

LEARNING OUTCOMES

At the end of the Course, participants will

- Gain excellent understanding of Credit.
- Be able to identify early warning signals on possible bad loans, thereby guarding against them.
- Be equipped with the skills for addressing difficult loan collection cases as well as make the right decisions regarding credit collection
- Gain insight into effective strategies for loan recovery.

COURSE OUTLINE

- **Module 1:** Introduction to Credit Administration and Loan Recovery
- **Module 2:** Early Warning Signals on Problematic Loan and Strategies for Averting Default
- **Module 3:** Mastering Loan Structuring and Restructuring
- **Module 4:** Ethical and Professional Issues in Credit Administration and Loan Collection
- **Module 5:** Credit Supervision, Monitoring and Review
- **Module 6:** Effective Loan Recovery Strategies and Remedies

PARTICIPATION FEE

- N30,000 per participant
- N500,000 Corporate Slot of 20 Delegates

MODE OF PAYMENT

Payment should be made to the Institute through E-Transfer/Cash/ Cheque Deposit into CIBN Account: Zenith Bank Plc – 1011016327.

ENQUIRIES | Omolola - 08165356593 | omololaogunbanjo@cibng.org



Transition

With total submission to the will of the Almighty God, we regret to announce the sudden death of our beloved Fellow,
Rev. Abayomi Oluwafemi Coker, FCIB
which occurred on Monday, February 8, 2021 after a brief illness at the age of 49.

Rev. Coker had a distinguished career in banking industry and held Senior Management positions including, Head, Treasury Trade Support and member, Hero of the next 100..., Union Bank of Nigeria Plc.

He was a committed Fellow of the Institute, he served as a member, Governing Council Committee on Membership Development Services (2018-2020) and was an esteemed member of the Union Bank of Nigeria Chapter of the Institute. He was such an amiable gentleman and would be sorely missed.

May his gentle soul rest in perfect peace (Amen)

His funeral rites will be announced by the family.



Nelson Olagundoye
Head, Corporate Communication & ER

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Please note that this value added service is strictly for professional members who are 69 years and below.

WHAT'S NEW?

HEALTH & WELLNESS

Suffering from severe gum disease raises COVID-19 death risk -Researchers

A group of researchers suggests that anyone suffering from severe gum disease risks dying of COVID-19 global pandemic if infected. Compared to those who don't have gum disease, the death risk faced by anyone with the oral condition who contracts COVID-19 is

almost nine percent, researchers say. Gum disease is caused by a build-up of plaque on the teeth, which can be prevented by brushing at least twice a day and flossing regularly. Dental check-ups also enable any hardened plaque to be removed.

[Read more+](#)

Nigeria may wait for long time before obtaining COVID-19 vaccine, scientist warns

A Professor of Molecular Biology and Genomics in the Department of Biological Sciences, Redeemer's University Nigeria, Ede, Osun State, Christian Happi, has asked the Federal Government to invest in local production of COVID-19 vaccine, saying the country will wait for a long time before getting the quantity of vaccines that will cover a large number of the population if it keeps waiting for other countries. Happi, who also the Director, African Centre of Excellence for Genomics of Infectious Diseases, said the number of doses of COVID-19 vaccine being expected in the country will not go far in meeting the needs of the population.

[Read more+](#)

SPORTS



Super Eagles back in Lagos 20 years after

After more than 20 years outside the Centre of Excellence, Nigeria's leading sports brand, Super Eagles, are set to make a sensational return to Lagos next month. Yesterday, the Nigeria Football Federation (NFF) disclosed that the Super Eagles will camp in Lagos ahead of their Cameroun 2022 African Cup of Nations qualifier against Benin Republic in Cotonou, adding that the team will also play their last qualifying tie against Lesotho at the Sportscity.

[Read more+](#)

Lagos suspends closed camping for National Sports Festival

The Lagos State Sports Commission has suspended the closed camping activities of its athletes following the latest postponement of the 20th National Sports Festival tagged 'Edo 2020.' Team Lagos commenced their closed camping activities at the Anglican House Bariga, one of the best Hostels in Lagos, on February 6. But the Lagos State Sports Commission said on Wednesday that the latest postponement of the National Sports Festival has forced it to close activities at the camp after five days of rigorous training.

[Read more+](#)

"A person who is severely impaired never knows his hidden sources of strength until he is treated like a normal human being and encouraged to shape his own life."

- Hellen Keller



JUST IN:

Senate summons Emeziele, SEC DG over Cryptocurrency ban

The Senate on Thursday summoned the Governor of Central Bank of Nigeria, Godwin Emeziele, and Director General of the Security and Exchange Commission, Lamido Yuguda, over the decision of the CBN to restrict cryptocurrency in the country. The decision was taken following a motion by Senator Istifanus Gyang and Tokunbo Abiru titled 'CBN decision to stop financial institutions from transacting in cryptocurrencies and matters arising therefrom'.

[Read more+](#)

101-year-old woman survives COVID-19 in Osun

It is often believed that aged people, particularly those with underlying ailments, are prone to the deadly COVID-19 pandemic. But, a 101-year-old grandma has been successfully treated and discharged from Obafemi Awolowo University Teaching Hospital, Ile-Ife, Osun State, after she recovered from the virus. The grandma was on admission in a private hospital for treatment before the medical personnel of the hospital noticed she was showing some symptoms of COVID-19 like the acute cough, breathlessness, fever and malaise warranting her transferred to OAUTHC.

[Read more+](#)

Buhari doesn't understand extent of Nigeria's crisis, says Soyinka

Nobel Laureate Prof. Wole Soyinka has expressed worry about the current state of the nation. He said President Muhammadu Buhari does not appear to understand the gravity of the situation in the country. The eminent scholar spoke on Tuesday on Arise TV while reacting to the police statement that cows did not invade his home in Ogun State, where he said he and his grounds men recently drove some invading cows out of the premises. Soyinka linked the widespread herders' clashes with their host communities with the seeming leadership failure at the centre.

[Read more+](#)



CIBN DAILY HIGHLIGHT, 2020.

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