

**PanAfrican Capital Foundation backs Lagos Coastal Clean-up**

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 **Mr. Osayaba Giwa-Osagie (SAN)**

## **PanAfrican Capital Foundation Inaugurates Advisory Board, Appoints Mr. Osayaba Giwa-Osagie as Chairman**

In pursuit of its mission to create impact for social good, PanAfrican Capital Foundation on Monday 28th October 2020 held its inaugural Advisory Board meeting in which the appointment of the Chairman, Mr. Osayaba Giwa-Osagie was ratified by the Board.

Giwa-Osagie is the senior and founding partner of Giwa-Osagie & Co, a Lagos-based legal firm. He is an experienced litigator, a corporate and commercial lawyer with experience spanning over 30 years.

Other members of the Advisory Board are Engr. Afolasade Nubi, a Principal Civil and Environmental Engineer and Coordinator for environmental management at the University of Lagos;

Prof. Olusegun Ilegbusi, professor of mechanical engineering at the University of Central Florida, USA, and Eric Okoruwa, Executive Director, PanAfrican Capital Holdings Limited.

The incoming Chairman, Giwa-Osagie, reiterated the commitment of the Foundation to support community development through intervention programmes that are focused on health, education, environment and economic empowerment. “Under my leadership, we shall fulfil our mandate through effective collaboration with key stakeholders, including public, private, and international bodies”, he stated in his opening remarks.

Speaking on behalf of the Foundation’s Trustees, Chris Oshiafi expressed confidence in the Advisory Board, noting that it signifies a new chapter for the Foundation.

PanAfrican Capital Foundation is the Corporate Social Responsibility (CSR) expression of PanAfrican Capital Holdings, a Proprietary Investment Company, with global head office in Lagos.

## **Financial Mediation and Regional Trade in the Emerging AfCFTA Era**

Ecobank’s virtual conference which held on Tuesday, 22 September 2020, had discussions around Facilitating Regional Trade in the Emerging African Continental Free Trade (AfCFTA) Era.

In his presentation titled ‘Financial Mediation: PAC Capital’s Value Proposition’, the Managing Director of PAC Capital Limited, Mr. Humphrey Oriakhi opined that “over the last decade, Trade has accounted for an average of 57% of the continent’s GDP.”

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## Experts throw weight behind factoring as alternative window to conventional bank credit

Experts from key sectors of the economy have thrown their weight behind factoring as a credible alternative to conventional bank credit in Nigeria.

Factoring is a financial transaction and a type of debtor finance in which a business sells its accounts receivable to a third party at a discount. A business will sometimes factor its receivable assets to meet its present and immediate cash needs

Speaking during a webinar organised by Factoring and Supply Chain Finance, a subsidiary of PanAfrican Capital Holdings in partnership with Powergas, on the topic: Factoring: An Alternative Window to Conventional Bank Credit; Yomi Arogundade, deputy director, OFISD, CBN said Small and Medium Enterprises, (SMEs) play important roles in economic development and a better access to finance will help sustain these SMEs.

Arogundade further explained that over 90 percent of businesses in Nigeria are SMEs and SMEs contribute about 48 percent to Gross Domestic Product (GDP).

## PanAfrican Capital Foundation backs Lagos Coastal Clean-up



From L:R – Mr. Osayaba Giwa-Osagie (SAN), Chairman Advisory Board PAC Foundation, Engr. Folashade Nubi Member, Advisory Board and Michael Ebbe, Ag. Executive Secretary

In a bid to ensure that the coastal areas in Lagos State are free of plastic waste, which are toxic in nature, PanAfrican Capital Foundation, in conjunction with The Mental and Environmental Development Initiative for Children (MEDIC) led a seven-day plastic waste search and clean up exercise in Victoria Island, Lagos. The exercise created significant impact with a daily target of 1,000kg plastics over the seven days period.



Dr. Andrew Nevin, Advisory Partner & Chief Economist, PWC said there is no better time to finance SMEs than now and factoring is a better funding platform as it gives good rate of returns to Investors, he said in factoring, there are fewer paper works and access fund is much easier.

Also speaking at the webinar, Akeem Oladitan, CFO Powergas Nigeria explained that it takes up to 30 days or more to get payments from customers, so they resort to factoring and discounting of their invoices.

For Valentine Obi, Group CEO, E-Tranzact Global, he alluded to the fact that technology is key for factoring and supply chain financing in Nigeria.

"Technology is an enabler. It enables you do your business in an easy way. If you don't have a proper technology platform and you try to do factoring manually, it would be a huge challenge," Obi said. Peter Mulroy, secretary general, Factors Chain International, (FCI) and the lead speaker at the webinar said focus will be placed on the development of a credit/payment repository in the New Year as a means of stimulating credit insurance for factoring businesses in Nigeria.

Mulroy assured that there are huge opportunities for factoring in Africa especially with the African Continental Free Trade Area, (AfCFTA), adding that it is the main post COVID recovery strategy for Africa and Intra-Africa trade that will help Africa get back on track.

Lanre Bakare, managing director, F & SCF Limited who was also a panelist, said the Nigerian Factoring Bill if passed into law will address the liquidity challenges faced by SMEs. He said considering how critical SMEs are, they need to be given access to finance; sadly, the regular finances are not forthcoming.

The flag off ceremony took place in Victoria Island with a keynote address by His Royal Majesty, Oba Abdulwasiu Omogbolahan Lawal, Abisogun II, The Oniru of Iru Kingdom.

Speaking at the flag off ceremony, Chairman, Advisory Board of PAC Foundation, Osayaba Giwa-Osagie (SAN), in his opening remarks, expressed delight being the official sponsor of the maiden edition of the Lagos State Coastal Plastic Search.

"There is an urgent need to clean up our coastal areas, the benefits are enormous and includes preservation of the natural environment, removal of toxic materials from the waterways, proper waste disposal, cleaner oxygen, and prevention of floods", the Chairman noted. He equally charged the convener - The Mental and Environmental Development Initiative for Children (MEDIC) and other stakeholders that beyond the clean-up exercise, pursuing enlightenment programmes should form the next phase to sustain the successes that will be recorded in the seven days clean up exercise.



From L: R – Mrs. Folashade, Secretary to the Lagos State Government, His Royal Majesty, Oba Abdulwasiu Omogbolahan Lawal, Abisogun II, The Oniru of Iru Kingdom.

PanAfrican Capital Foundation is the Corporate Social Responsibility (CSR) expression of PanAfrican Capital Holdings, a Proprietary Investment Company in Lagos. The focus areas of the Foundation are Environment, Health, Education and Economic Empowerment.

# Financial Mediation and Regional Trade in the Emerging AfCFTA Era (continued from Pg. 1)

While there are numerous advantages of AfCFTA, challenges abound as well, one of which is Infra-structural deficit.

He further said that for Africa to grow its economy, to facilitate trade within the continent and essentially end poverty, it must invest heavily in providing critical infrastructure such as power, transport, ICT, and health, amongst others.

Speaking on PAC Capital’s financial intermediary role, Mr. Oriakhi noted that the company’s value proposition will foster the objectives of the AfCFTA through Projects and Infrastructure Financing.

“We have handled and are currently handling diverse capital raise transactions across different sectors of the economy in over 25 African countries,” he noted. In addition, Structured Trade Finance cannot be left out, as this covers finance of commodities - financing the conversion or processing of raw commodities into value-added products and other forms of finished goods.

As a Pan-African firm, the company has unlimited access to multilateral and supranational funding partners across the globe and regional presence in other African Countries.

## PAC Asset Management shows resilience amidst economic meltdown

The year 2020 hit with a bang. It is the turn of a new decade, and as is with new seasons, it came with many expectations for people and businesses. Then came the Covid-19 pandemic, necessitating global lockdown and #EndSARS protest in Nigeria.

As the impact of the Covid-19 pandemic began to sink in, it became obvious that economic predictions would be revised in the face of a pandemic that had no known treatment or vaccination.

As soon as the lockdown started, asset prices suffered significant discounts on existing positions. Market reactions was effectively a doomsday prediction. Just as the market was adjusting to the realities of the pandemic, protest against police brutality culminated in the #ENDSARS movement. The use of force to disband the protest led to further economic disruptions.

PAC Asset Management, like most discerning investors, foresaw that despite the noise in the market, the pandemic would not continue forever.

One thing was sure, the depressed markets offered opportunities and bargain asset prices. However, investor confidence was severely shaken, our onus as investment advisors was to advocate contrarian investment approach, which ultimately paid-off. The next charts show how our fund portfolios have performed before, during and after the pandemic.

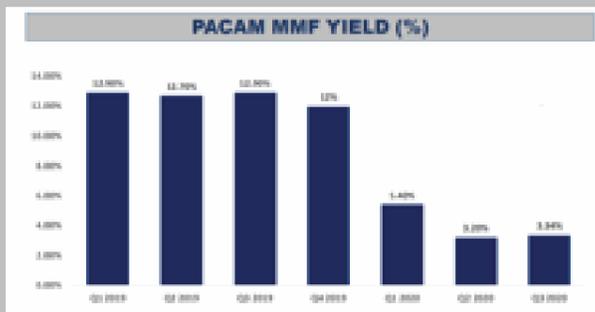


Figure 1 - In the case of the money market fund, low-yield environment affect returns on the fund, however, the fund still ranked as Top 5 performer in its space

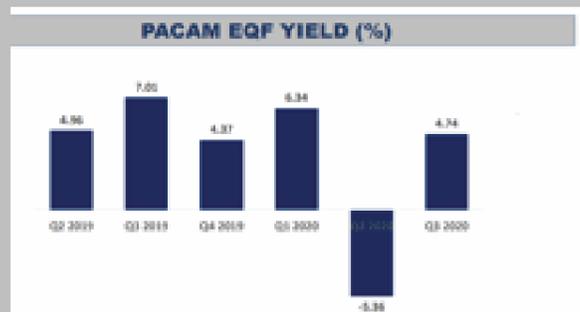


Figure 2 - In the thick of the lockdown, the PACAM Equity Fund suffered a 5.36% decline, but climbed back to 4.74% gains after the lockdown an effect return of 10.1%

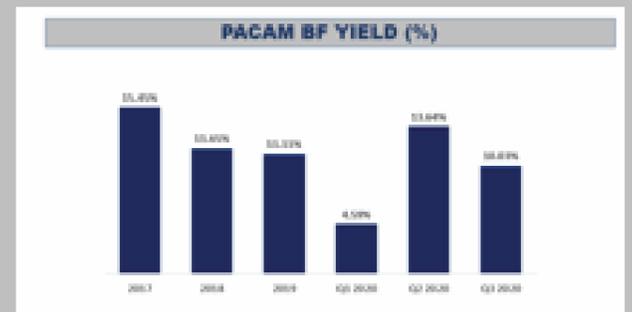


Figure 3 - While the PACAM Balanced Fund did not enter negative returns territory, returns within the lockdown declined to 4.59%, but climbed to 13.64% post lockdown. The fund was one of the best performers in its space as well.



Figure 4 - The PACAM Eurobond Fund suffered significant discount of 15.47% on mark-to-market within the lockdown, offering buying opportunities, the fund returned to positive gains post lockdown and retained Top 5 performance in its space.

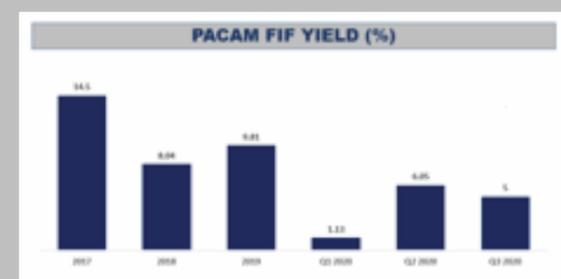


Figure 5 - The PACAM Fixed income Fund yield declined to 1.13% during the lockdown, the fund yield grew to 6.05% post lock down.

PAC Asset Management is strategically positioned to engage in multi-asset class investing, allowing us to benefit from opportunities in the different markets where we operate. The versatility of our people and insightful support from our research team cannot be overemphasized. We look forward to continue to deliver superior returns to all our stakeholders.

# PAC Trustees Highlights Seamless Access to Credit Facilities for Organizations

PAC Trustees Limited, a leading Trust company in Nigeria on Tuesday, 24 November 2020, hosted financial experts in a conversation about the role of Corporate Trustees in credit administration.

The one-day event, which held virtually, was geared towards providing enlightenment about the requirements for ensuring a smooth lending process for corporations, irrespective of size.

The event followed the announcement by the Central Bank of Nigeria (CBN) on the reduction of the benchmark interest rate to 11.5% from 12.5%, amongst other updates from the Monetary Policy Committee (MPC) meeting held in September 2020.

Kicking off the virtual event with his opening remarks, Yinka Adegbola, the Managing Director of PAC Trustees,

highlighted the current standing of PAC Trustees as a Corporate Trustee to many organizations including the Lagos state government, Ogun State government as well as the 50 Billion Agro Bond, when he listed some of the services and products offered.

In his remark, he added that credit administration is only one of the many services the Trust company offers and products such as PAC Celebrity Trust, PAC Diaspora Trust and PAC Education Trust can attest to this.

Taking the first shot as a speaker at the webinar, Heritage Bank's Acting Chief Risk Officer, Enterprise Bank Management, Kehinde Olugbemi began by stating the relevance of credit administrators in the borrowing process while emphasizing on the necessary qualities these administrators should possess, which is mostly obtainable among Trust companies.

Michael Orimobi, the Global Chairman, Tokunbo Orimobi Legal Group, shed light on security documentation. According to the astute commercial lawyer, "nomenclature can be confusing, and it has, therefore, become necessary to go into the substance of the document to actually understand what it is really referring to."

PAC Trustees Limited is a wholly owned subsidiary of PanAfrican Capital Holdings Limited. The organization focuses on providing Trust services in three (3) major areas – Private Trust, Public Trust and Corporate Trust.

## PanAfrican Capital Holdings at a Glance

PanAfrican Capital Holdings Limited (PAC Holdings), is a Proprietary Investment Company with special focus on key sectors across emerging and frontier markets in Africa. The seven operating verticals are Financial Services, Hospitality & Entertainment, Real Estate & Infrastructure, Agro-Allied & FMCG, Healthcare, ICT & Media and Renewable Energy.

### Lagos

Plot 8A, Elsie Femi Pearse Off Adeola Odeku, Victoria Island, Lagos.

We unlock value through the following subsidiary companies: PAC Capital Ltd., PAC Trustees Ltd., PAC Registrars Ltd., PAC Securities Ltd., PAC Asset Management Ltd., Keynes Private Equity Ltd., Factoring & Supply Chain Finance Ltd., BRICS Property & Infrastructure Development Ltd., Amber Hospitality Services Ltd., Webzen Agro-allied Ltd., MarketIntel & Digital Solutions Ltd., and Tergo Energy Ltd.

### Accra

8, Blohum Street, Dzorwulu, Along Dzorwulu Road, Accra, Ghana.

## Editorial team

Michael Ebbi

Fareedah Adeyemi

Precious Udechukwu

## Our Subsidiaries

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PAC Asset Management

PAC Securities

PAC Trustees

PAC Registrars

PanAfrican Capital Ghana

Keynes Private Equity

Factoring and Supply Chain Finance

BRICS Property & Infrastructure Development

MarketIntel and Digital Solutions