



**Product Sheet:
SBA Terminal®**

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1 Introduction

SBA Terminal

The SBA Terminal™ system is an award-winning real-time, integrated **investment research and analytical decision-making resource** that combines unparalleled breadth and depth of **emerging market institutional content** with sophisticated **remote trading** functionality.

The SBA Terminal enables users to identify and analyse the risk profile of companies and investment opportunities in Africa and the Middle East (MEA).

Furthermore, using the Terminal's unique, secure remote trading system, users are empowered to trade in their preferred securities through the Terminal's network of brokers.

Covering over 20 countries in the MEA region, the SBA Terminal network addresses the issues of data reliability, transparency, and liquidity, which are the present limitations of these markets.

The SBA Terminal is packaged in four principal categories, each of which provides a unique, world class service to a targeted market segment. Choose among:

- SBA Terminal Investor Edition™
- SBA Terminal Investor Plus™
- SBA Terminal Professional Analyst Edition™
- SBA Terminal Professional Broker Edition™

to discover the many benefits of using *the Terminal* to manage your business and investments.

2 Features

2.1 SBA Terminal Professional Investor Edition™

- **Trade remotely and securely** from your desk using the Terminal's network of brokers and **automatically update your portfolio** in real-time as your trade transactions are completed.
- **Analyse historical trade orders** and drill down to individual transactions at a click of a button.
- **Maintain your ticker, portfolio or data context** as you navigate through the platform, eliminating the need to continuously re-enter information.
- Obtain **market sentiments** and **daily snapshots** for the securities that meet your investment criteria.
- Enjoy unrestricted **online platform support**.

2.2 SBA Terminal Professional Investor Plus™

In addition to all the features of the Pro Investor Edition,

- **Increase the granularity of your portfolio** allocations, by managing **up to three separate portfolios** in real-time.
- **Analyse full price listings** of all quoted companies at a click of a button.
- Determine the securities that meet your investment criteria by leveraging on our **detailed fundamental analytics**.

2.3 SBA Terminal Professional Analyst Edition™

In addition to all the features of the Professional Investor Edition,

- Use the **Advanced Screener** to identify investment opportunities that match any combination of the referential and quantitative criteria you specify. Easily modify your criteria with just a few clicks.
- Dynamically **integrate SBA Terminal content into your Microsoft Excel spreadsheets**. With this powerful feature, you can now quickly and easily

create templates, build models and analyze the Terminal's content in an Excel environment.

- View **comprehensive broker/analyst information** including coverage universe, research frequency, historical accuracy, and forecast estimates.
- **Use the Terminal's internal publishing engine** to streamline your research workflow by having integrated real-time access to your own and externally-sourced research documents. Produce your own research in the file format of your choice.
- **Calculate your own customized consensus estimates** based on criteria you define.
- Be alerted to new **research documents** on the companies you follow. Receive an e-mail with the research headlines and a hyperlink to the full-text behind the headlines – you determine the frequency of the alerts.
- Gain integrated, single login access to **SBA Terminal Events**. Quickly identify events relevant to the securities in your portfolios.
- View **detailed portfolio information** including overview, earnings, price changes and growth projections. Drill down with a single click to detailed analysis of individual securities.
- **Analyze countries, forex, indices and industries** in the same manner you analyze stocks.
- Determine the securities that meet your investment criteria by leveraging on our **detailed fundamental and technical analytics**.
- Analyse company fundamentals quickly by examining their **key financial ratios**.
- Choose from our multitude of data items available to **create customizable charts** comparing one aggregate measure to another.
- Keep your mind at rest by enjoying our **premium platform support** facilities.

2.4 SBA Terminal Professional Broker Edition™

In addition to all the features of the Professional Analyst Edition,

- **Integrate with the Terminal's real-time, Secure Trade Order Routing Engine (STORE)** to dynamically receive, verify and execute trade orders and update your clients' portfolios instantaneously.
- **Expand your client base** to include the Terminal's network of active investors.
- **Create trade accounts for clients** and monitor cash balances and automatically enforce margin requirements.
- **Distribute Terminals co-branded with your own company name** or insignia to your clients.

Where we are coming from

About the SBA Terminal

The SBA Terminal™ system is a real-time, integrated system for investment research and analytical decision-making. Designed to improve the productivity and accuracy of investors and professional analysts, it combines unparalleled breadth and depth of Nigerian financial market data with sophisticated, online visual aids.

Our achievements so far

Technical Analytics

We have developed rich, interactive technical charts that allow investors to analyse and spot trends in share price movements, and aid their prediction of market movements.

Stock Screener

We have developed a “question and answer” search engine for sifting through vast capital market data. Investors and analysts now use our interactive stock screener to rapidly search for stocks that match their investment criteria.

Online Equity Portfolio Management

With our equity portfolio tracker, we have pioneered a new way to track stock market investments in Nigeria. Investors no longer need to track prices in newspapers, or wait for months to get a portfolio report from their asset manager. Instead, they use the SBA Terminal's online portfolio tracker to get portfolio valuations, stock prices and break even analysis, on-demand, 24/7.

Company Financials Viewer

By leveraging on our comprehensive database of company financials, we have also developed a sophisticated method of searching for financial ratios and statements by their published date, and easily comparing the ratios of multiple companies or industries.

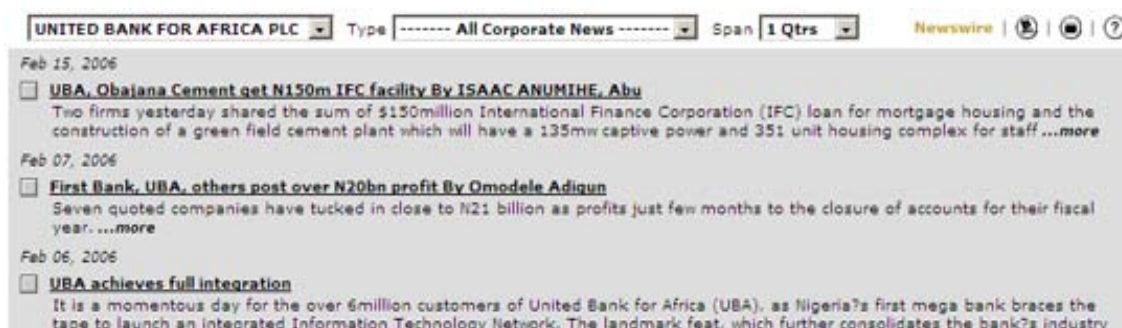
Where we are

The SBA Terminal currently stands as a proud achievement for the Nigerian software industry. However, our goals for the system are high. We plan to be the “Bloomberg of Africa”, and as such we have to continuously invest in research and development of the Terminal. Periodically, as we are doing today, we will reveal the fruits of our efforts.

Our new achievements

Automated Corporate Action Search Engine

Investors have always found it hard to locate concise historical and latest news and corporate actions. Our new corporate action service provides news feeds for every listed company. It allows investors to choose the category of news e.g. dividends, earnings, bonus issues, etc, and also specify how far back in time the news should be.



Corporate News Snapshot

Automated Interim (Quarterly) Results Data Feed

Quarterly financial results are crucial to active investors. However, gathering, maintaining and sifting through the interim results for all listed companies can be a chore. Our new quarterly results data feed now makes it easy for investors to receive online notifications of earnings announcements, and to compare quarter-on-quarter and year-on-year performance gains.

Fixed Income Analytics

In support of the DMO's goal to establish an efficient secondary bond market and in a bid to provide an analytical tool for Nigerian fixed income dealers, we have developed the first online, detailed bond price and yield calculator, and we have integrated it with a remarkable two-way quotation system.

By developing this system, we have solved and simplified the difficult task of accurately calculating bond prices and yields, a burden with which Nigerian dealers have been faced.

Additionally, by developing the two-way quotation system, we have simplified price discovery for investors and greatly improved the efficiency with which dealers can continuously publish their prices to many clients at once, and simultaneously, detect market liquidity and price levels.

Issues: ----- ALL ISSUERS ----- Maturing in the Next 3 Years Basic | Rich | 🔍 | 🔊 | ?

New | **View** | **Issue Profiles**

ISIN	Issuer Name	Type	Coupon	Maturity	Tenor	Amount	YTM	Rating
NG320000KDHQ	Kakawa Discount House	CP	0.00	2006-05-01	89 days	100.00M	0.000000	Unrated
NG600000FGNB	Federal Government of Nigeria	TBOND	11.50	2008-07-15	3 yr 1 day	20.00B	11.500000	Unrated

Fixed Income Securities Tracker Snapshot

Dynamic Fixed-Income Portfolio Tracker

Without resting on our laurels, we have also strategically expanded the scope of our online portfolio management system to cover all fixed income security types i.e. Bonds, Treasury bills, Commercial Paper, Bank Acceptances and Interest-bearing Cash.

One of the inherent and unique advantages of our fixed income portfolio tracker is that in performing Marked-to-Market portfolio valuations, it removes the burden of providing market prices from the portfolio manager. Instead, it automatically feeds in market prices from the two-way quotation system.

Quote

Dealing House **Kakawa Discount House**

Search by ISIN

Issuer Federal Government of Nigeria

Type Treasury Bond

ISIN NG600000FGNB

Issued Amount 20,000,000,000.00

Coupon 11.500000

Tenor 2 yr 150 days

Maturity 2008-07-15

Rating Unrated

Face Value

Type of Quote Rate of Return Price

Rate of Return (Bid)

Rate of Return (Offer)

2-Way Quote Form Snapshot

Where are we going

Since we launched the Terminal in 2004, we have invested substantial resources in a relentless research and development effort. Our blue ocean strategy was and still is to create a unique productivity tool for investors, dealers and analysts by leveraging on our knowledge of the financial markets and our innate expertise in creating easy-to-use, yet powerful online software applications.

Over the course of the year, we plan to add the following capabilities to the SBA Terminal

- Auction-based Fixed Income Dealing System
- Fixed Income Real-time feeds and Intraday Charts
- Automated Mutual Fund Tracking System
- Straight Through Processing of Online Trades

Bond Primer

Introduction

The first thing that comes to most people's minds when they think of investing is the stock market. After all, stocks are exciting. The swings in the market are scrutinized in the newspapers and even covered by local evening newscasts. Stories of investors gaining great wealth in the stock market are common.

Bonds, on the other hand, don't have the same appeal. The lingo seems arcane and confusing to the average person. Plus, bonds are much more boring - especially during raging bull markets, when they seem to offer an insignificant return compared to stocks.

However, all it takes is a bear market to remind investors of the virtues of a bond's safety and stability. In fact, for many investors it makes sense to have at least part of their money invested in bonds.

Bond Basics

Just as people need money, so do companies and governments. A company needs funds to expand into new markets, while governments need money for everything from infrastructure to social programs. The problem large organizations run into is that they typically need far more money than the average bank can provide. The solution is to raise money by issuing bonds (or other debt instruments) to a public market. Thousands of investors then each lend a portion of the capital needed. Really, a bond is nothing more than a loan for which you are the lender. The organization that sells a bond is known as the issuer. You can think of a bond as an IOU given by a borrower (the issuer) to a lender (the investor).

Of course, nobody would loan his or her hard-earned money for nothing. The issuer of a bond must pay the investor something extra for the privilege of using his or her money. This "extra" comes in the form of interest payments, which are made at a predetermined rate and schedule. The interest rate is often referred to as the coupon. The date on which the issuer has to repay the amount borrowed (known as face value) is called the maturity date. Bonds are known as fixed-income securities because you know the exact amount of cash you'll get back if you hold the security until maturity.

For example, say you buy a bond with a face value of \$100,000, a coupon of 8%, and a maturity of 10 years. This means you'll receive a total of \$8000 ($\$1,000 \times 8\%$) of interest per year for the next 10 years. Actually, because most bonds pay interest semi-annually, you'll receive two payments of \$4000 a year for 10 years. When the bond matures after a decade, you'll also get your \$100,000 back.

Debt versus Equity

Bonds are debt, whereas stocks are equity. This is the important distinction between the two securities. By purchasing equity (stock) an investor becomes an owner in a corporation. Ownership comes with voting rights and the right to share in any future

profits. By purchasing debt (bonds) an investor becomes a creditor to the corporation (or government). The primary advantage of being a creditor is that you have a higher claim on assets than shareholders do: that is, in the case of bankruptcy, a bondholder will get paid before a shareholder. However, the bondholder does not share in the profits if a company does well - he or she is entitled only to the principal plus interest.

To sum up, there is generally less risk in owning bonds than in owning stocks, but this comes at the cost of a lower return.

Why Bother With Bonds?

It's an investing axiom that stocks return more than bonds. In the past, this has generally been true for time periods of at least 10 years or more. However, this doesn't mean you shouldn't invest in bonds. Bonds are appropriate any time you cannot tolerate the short-term volatility of the stock market. Take two situations where this may be true:

1) Retirement - The easiest example to think of is an individual living off a fixed income. A retiree simply cannot afford to lose his/her principal as income for it is required to pay the bills.

2) Shorter time horizons - Say a young executive is planning to build a house in two years. It's true that the stock market provides the opportunity for higher growth, which is why his/her retirement fund is mostly in stocks, but the executive cannot afford to take the chance of losing the money going towards his/her house. Because money is needed for a specific purpose in the relatively near future, fixed-income securities are likely the better investment.

These two examples are clear cut, and they don't represent all investors. Most experts advocate maintaining a diversified portfolio i.e. investing in different types of assets; and changing the amounts invested in each class of asset throughout your life. For example, in your 20s and 30s a majority of wealth should be in equities. In your 40s and 50s the percentages shift out of stocks into bonds until retirement, when a majority of your investments should be in the form of fixed income.

How Do I Buy Bonds?

Most bond transactions can be completed through an authorised dealer or a discount house. You can also open an account with them, but be warned that most require a large minimum initial deposit. If you cannot afford this amount, we suggest looking at a mutual fund that specializes in bonds (a bond fund).