



# ACIIA NEWS

No 22 / April 2009

Newsletter of the Association of Certified International Investment Analysts ACIIA



## Welcome to CIS Nigeria – the latest ACIIA member

**The Chartered Institute of Stockbrokers (CIS) has recently become the newest member of ACIIA**

The forerunner of CIS, the Nigerian Institute of Stockbrokers, was incorporated in 1990 as a private company limited by guarantee. The Institute was later granted a charter in 1992 by Act 105 of 1992. Under the enabling legislation, CIS is authorised to determine what standards of knowledge and skills are to be attained by persons seeking to become chartered members of the stockbroking profession, and raising those standards from time to time as circumstances may permit. CIS is the only professional body in Nigeria with the authority to conduct qualifying examinations for the stock broking profession, regulating the activities for the members of the profession while enforcing professional discipline.



The main activities of CIS include:

- Promotion of global best practices and standards among members and enforcement of professional discipline.
- Conduct of professional examinations for the stockbroking profession.
- Organisation of annual conferences, seminars, workshops, etc.
- Organisation of Continued Professional Development programmes.
- Publication of magazines and journals.

As of April, 2009, there were 1363 members made up of 155 Fellows, 791 Associates and 417 Graduates. In addition, CIS have about 6000 active students.

### CIS and ACIIA

CIS believe that ACIIA has the required platform for the exchange of ideas and information in the finance and investment field, which will open the international door for their members who desire to work in other jurisdictions without having to go through the whole academic and professional examinations.

The increasing participation of foreign investors and institutions in the Nigerian capital market also requires that CIS members be globally competitive in terms of best practices and standards, in order to provide sound securities and investment services.

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### Growth in Nigeria

The de-regulation of the Nigerian economy contributed to the growth recorded in the stock market which led to an increase in number of listed securities on the Nigerian Stock Exchange. The Nigerian capital market witnessed an unprecedented growth from 2000 to 2007. This impressive growth was due to the improved macroeconomic environment, enhanced corporate performance, increased direct foreign investment and greater public awareness of opportunities inherent in the stock market.

Developments since 2000 have clearly demonstrated the strength of the market to mobilize domestic and foreign capital for economic growth and expansion. Despite the achievements recorded in the capital market, the market is still not deep

### Welcome to CIS Nigeria – the latest ACIIA member

enough. A comparative analysis of the equity market capitalization of the Nigerian market with major emerging markets of Asia, Europe and Latin America depicts the Nigerian market as relatively small. In other words, the market is not yet saturated. In fact, it holds the light to the future, as it can be used as a platform for providing the needed finance for both the private and public sectors.

The growth potential of the Nigerian financial market and in particular the capital market will offer more opportunities for CIS/CIIA members and at same time it equally requires that members' skills and knowledge be enhanced to cope with the international best practices and standards demanded by the international investors.

### CIIA important for Nigerian investment professionals

Since the CIIA qualification is international and practical, it will enable Nigerian investment professionals to obtain recognition from the member societies of ACIIA and other countries. With the CIIA qualification, CIS members and graduates will become mobile professionals with qualifications that enable them to work in any international financial centre.

The CIIA qualification will also assist in promoting global best practices and standards among our members, since all CIIA members must subscribe to ACIIA Principles of Ethical Conduct.

To be eligible for registration as a candidate of the CIIA Final Examination, applicants must meet the requirements of either the CIS Qualified Members Route (CIS Route) or the Experienced Qualified Candidate Route (EQC Route).

CIS will utilise the window of opportunities given to experienced qualified professionals in the securities and investment industry to allow them to write the CIIA Final level examination.

Practising senior capital market, finance and investment professionals who have not less than five years experience in the capital market, banking, insurance, finance and investment analysis and are not CIS members will be given the opportunity to participate in the CIIA examinations. Such candidates must be registered students of CIS who are in good standing.

### Training

Like the CIS training, CIIA training will be organised through private education tutors who offer classroom lectures. CIS

are at present discussing with some local universities with a view to organising specialist programmes for their courses. It is hoped that the first set of CIIA candidates will sit the March 2010 examinations.

### Future of CIIA in Nigeria

The future of CIIA in Nigeria is very bright because the Nigerian capital market is still growing and the stock market is one of the emerging markets where returns are very high.

The opportunities which the Nigerian market offers to foreign investors are so attractive, such that its full potentials are yet to be tapped. The envisaged expansion would require more qualified CIS/CIIA members to service the expected increase in the number of activities and

clients. CIS estimate that in the next three to five years the number will not be less than 1000 candidates. As soon as they are able to create the necessary awareness, the number could grow to 2500 over time. The CIS Institute is still young by all standards in Nigeria and it is expected that the CIIA candidate base will improve as CIS population increases.

The increasing foreign interest in the Nigerian market means that knowledge and skills must be up-to-date in order to offer the best services to clients.

The expectation is such that in time to come, the knowledge base of CIS members will be comparable to their counterparts in the developed international financial centres. ●



CIS President Oladipo Olatunbosun Williams

## March CIIA Examinations

Since the ACIIA first held the CIIA examinations in 2001 more than 4,400 candidates have successfully passed the designation and the exams have been conducted by 25 ACIIA Societies.

The examinations were held in twenty three countries and many candidates endeavored to fulfill the challenge that the CIIA examinations represent.

Since the ACIIA first held the CIIA examinations in 2001 more than 4,413 candidates have successfully passed the designation and the exams have been conducted by 25 ACIIA Societies. To date the examinations

have been sat in the following countries:

*Argentina, Austria, Belgium, China, Chinese Taipei, Finland, France, Germany, Greece, Hong Kong, Hungary, India, Iran, Italy, Japan, Korea, Luxembourg, Morocco, Poland, Russia, Spain, Sweden, Switzerland, Tunisia, Ukraine, United Kingdom, United States of America and Vietnam.*

Since its foundation, the ACIIA has established itself as a valuable forum for the exchange of knowledge, ideas and education in the international investment field and with the number of ACIIA Member Associations in-



creasing on a yearly basis and, with the accessibility of the CIIA qualification spreading worldwide, the realisation of the CIIA diploma becoming a truly inter-

national designation is ever closer. The candidates now have a nervous wait until the results are released in the middle of May. ●

## SAAJ Director appointed as IASCF-SAC Committee Member

JAPAN

Sei-ichi Kaneko, a director of The Securities Analysts Association of Japan (SAAJ), was nominated as a member of Standards Advisory Council (SAC) of

the International Accounting Standards Committee Foundation (IASCF) for a three-year term. SAC is an advisory body for the International Accounting

Standards Board (IASB) regarding the priority of accounting standards that should be deliberated. The SAC holds three meetings a year in London.

to provide SAAJ's CMA holders, numbering more than 22,000, with the latest information on the developments of IFRS and to absorb their opinions, through questionnaires etc. in such a way they will be best reflected in developing IFRS"

From this year, SAC members are chosen from various constituents closely related to the development of international accounting standards. Mr. Kaneko was selected as a representative of securities analysts, who are considered to be main users of accounting information. He was also appointed as a member of the SAC Investors Subcommittee. SAC members number about 40 with two from Japan, including Mr. Kaneko.

Last February, Mr. Kaneko attended the SAC meeting and also the Analyst Representative Group (ARG) meeting in London. Since this SAC meeting was the first with newly elected members, it started out with basic orientation and review of operations followed by other agenda items such as review of IASB's action plan and strategy amid the financial crisis. In the ARG meeting, discussion papers such as "Preliminary Views on Financial Statement Presentation" and "Preliminary Views on Revenue Recognition in Contracts with Customers" (disclosed in IFRS) were reviewed and discussed. ●

Following his appointment, Mr. Kaneko said, "The next three years will be a crucial period during which an outline of the International Financial Reporting Standards (IFRS) will be drawn. I intend to do my utmost



Director of SAAJ Sei-ichi Kaneko

## 21<sup>st</sup> SAAJ-CFA Institute/CFAJ Joint Seminar held in March, Tokyo

The last such joint seminar, but seminars will continue under SAAJ



Students taking part in the case study

The 21st SAAJ-CFA Institute/CFAJ Joint Seminar with the theme of "Managing Investment Risk: Lessons of the Credit Crisis" was held on 2nd and 3rd March at the Gakushikaikan in Tokyo.

In reviewing and studying the challenges facing the asset management industry affected by the financial crisis sparked by the US subprime loan problem, ten speakers (three from abroad) gave presentations on Risk Management and New Strategies. To deepen understanding case study was organised. A reception on the first day

cultivated exchange among speakers and participants.

Though fewer attendees were anticipated due to the severe environment surrounding the asset management industry, 77 participants, including those from abroad, attended and learned the latest developments in the asset management area. Question and answer sessions were particularly active.

Though this joint seminar will be the last following the withdrawal of the CFA Institute, considering the importance of the introduction and dissemination of the



latest and most advanced financial know-how and techniques worldwide, SAAJ will continue to sponsor similar seminars. To this end, Mr. Kiyoto Hagiwara, President and CEO of SAAJ will

approach ACIIA, EFFAS, ASIF, etc. in order to hold global seminars. The next such seminar is scheduled to be held on 18th and 19th February 2010 at the Gakushikaikan. ●

FRANCE

## France moving fast towards professional certification for financial analysts and investment managers



The French Market Authority (AMF: "Autorité des Marchés Financiers") has appointed a specific Board in charge of setting up professional certification in France from July 2010. The missions of this Board is three-fold and for several functions in investment banking houses and investment managers (financial analysts, investment managers but also traders, sales men, risks controllers, etc). The missions are as follows:

- Define the basic knowledge required for each professional,

- Define the exams to be put in place in order to check that this basic knowledge has been acquired by each professional,
- Define the syllabus to be used by organizations (training centers for instance) that want to prepare professionals to the relevant exams,

This Board will give advice to the French Market Authority by mid 2009 in order that professional certification is implemented in France from July 2010. From this date, the Board will

control that the system is well in place and will be in charge of future evolution.

Vincent Bazi from SFAF has been appointed for 3 years as an independent member of the Board. He had previously been one of the 14 members of the working group set up by AMF in 2007-2008 in order to define the general principles of the professional certification.

Vincent is a well known active member of ACIIA. He is currently Chairman of the Promotion

and Marketing Commission and a member of the Board of ACIIA. He is also Deputy Chairman of EFFAS.

ACIIA congratulates Vincent on this new position. ●



PMC Chairman  
Vincent Bazi

## APIMEC's new challenges in Brazil

BRAZIL



The Brazilian Association of Investment Analysts (APIMEC) began in 2009 with more than a thousand certified analysts. According to the Brazilian regulation, the National Certification (CNPI) is required for all sell side analysts. Candidates must pass two exams in order to obtain the CNPI: CB, the Brazilian specific examination, and the CG1, equivalent to the Foundation CIIA exam 1. At least 160 analysts have also been approved in exams 2 and 3 and are ready to proceed to the Final Program.

The APIMEC's new administration will continue the work of the former certification group, led

by Mr. Nogueira, who played an important role in the creation of ACIIA. Due to the new challenges imposed by both the national regulatory environment and the impacts from the international crisis, we are now restructuring and reinforcing the certification area, which will have two specific directors: Certification and Supervision. The first one, the Certification Director, will be in charge of the academic issues, such as the national examination syllabus, reference literature and our representation at IEC. In this area, the news is the national specific exam for technical analysts, named CT 1, and the specific exam to pension fund professionals.

APIMEC will be empowered by the Brazilian Securities and Exchange Commission (CVM – Comissão de Valores Mobiliários), by means of a new norm that will replace CVM Instruc-

tion 388, that currently regulates the activities of the security analysts, to perform the supervision of those professionals. In order to cope with this huge task, APIMEC has already designated a Supervision Director, in charge of structuring a professional area, to be hired from the



APIMEC President Lucy Sousa

market among professionals who do not have a conflict of interests, and whose work will be supported by tailor-made software devices.

The scope of APIMEC's supervision comprises a broad range of aspects; from the due certification of the analyst, to the use of privileged information, the existence of conflicts of interests and the consistency of recommendations, in both the short and medium term. A new Code of Conduct for security analysts is being prepared to set out formal guidelines to professionals and transgressions to it will be judged and punished by a Supervisory Board, which will be composed by a majority of independent members. The preliminary version of the new Code of Conduct was mirrored in the ACIIA Principles of Ethical Conduct. ●

*Lucy Sousa, president*

## EFFAS Summer School 2009 to be held in The Santander Financial City

Boadilla Del Monte, Madrid, Spain on 8 July – 10 July 2009

Following the success of the EFFAS Summer School 2008, Banco Santander is hosting the second edition of the EFFAS Summer School. To enhance the networking between existing EFFAS designation holders, CIIA and CEFA candidates, and other investment professionals, the Summer School will welcome this year also participants from Asia and South America. Thus, the attendance of participants from all over the world, as well as professors/ lecturers from the various national associations will give the EFFAS Sum-

mer School a truly international character.

There will be simultaneous plenary sessions and workshops, lectures on current topics of interest will be given by professors and experts from various industry sectors and part of the event will comprise workshops covering previous CIIA examination questions and case studies on the different topic areas included in the CIIA's syllabus. This Summer School is relevant for all investment professionals, it is also applicable to the various EFFAS and ACIIA designa-

tion holders and is also addressed to potential candidates for the CEFA, or the CIIA designation, or potential members of the respective national organisation.

Undoubtedly the EFFAS Summer School provides the opportunity for the European CIIA/CEFA alumni, for candidates that are preparing for the various examinations, as well as for our personal members and potential members, allowing them to get an inside view of the EFFAS organisation and its activities! ●



## Meeting of CIIA professionals held in Mumbai, India

A meeting of ACIIA certificate holders was held in Mumbai, the financial capital of India. This meeting was to enable the ACIIA qualified professionals to network with each other and stay in touch for their professional benefit. They expressed their happiness for such an initiative taken

by the Indian society, CPMR in bringing them together.

Members generally discussed about their career progression, development of the CIIA Program and about the good impact of ACIIA certification in their respective careers. They brain-

stormed ideas to increase the popularity of the CIIA program.

The members unanimously felt that ACIIA certificate holders should use the designation 'CIIA' after their individual names on the business cards and also in other communica-

tions to project the qualification and get due visibility for the same in the investment industry. They also appreciated the initiative of ACIIA for launching the FORUM on the ACIIA website and the initiative of CPMR for regularly sending a hardcopy of 'ACIIA News'. ●

## Seminar on Contrarian Investment Strategies in a volatile Market

A seminar was organized on the topic 'Contrarian Investment Strategies in a volatile Market' in Bangalore, located in the southern part of India and which is also called the garden city of India. The speaker was

Mr. Anil Francis Rego, CEO of Right Horizons. The seminar was well attended by students, professionals and investors. The Seminar was co branded with ACIIA logo for brand building and visibility. ●



## Member News

INDIA



**Mr. Joshulla Bhaskar Ram, CIIA** who was working with Central Depository Services Limited (CDSL) as a Senior Vice president has recently moved to Edelweiss as a Senior Vice President - Compliance. Edelweiss is into Investment Banking, Institutional Equities, Asset Management, Private Client Brokerage, Wholesale Financing and Insurance Brokerage. ●



**Mr. Manish Bhandari, CIIA** who is working with 'ING Investments as a Fund Manager, Equity Markets is heading a fund called 'ING Domestic Opportunities' an open-ended equity scheme. This fund has recently been accorded with a 5-Star rating, the highest rating by the leading mutual fund research outfit Value Research, for consistent performance and low volatility. This was the only fund from their fund house to have achieved this prestigious rating. ●

## ACIIA Inside – New Faces

We are pleased to welcome the new ACIIA secretary Deirdre Higgins.

Ms. Higgins joined the team in March 2009 and will be responsible for a wide range of administrative matters of the ACIIA, including enquiries, organisation of the ACIIA meetings and billing and payments Ms. Higgins grew up in Ireland and moved to Switzerland with her husband two years ago. She has worked



ACIIA Secretary Deirdre Higgins in a variety of administrative positions in the UK and Spain. ●

## Goodbye and good luck

Jennifa Ghazi, the ACIIA Secretary, has resigned after one year to relocate to Kuala Lumpur with her family.

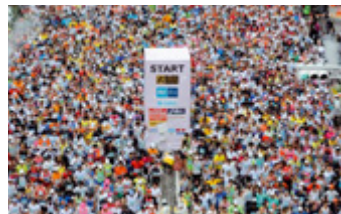
We would like to thank Jennifa for her professional approach and commitment to the ACIIA during this time and wish her every success in the future. ●



Jennifa Ghazi

## CIIA logo at 3<sup>rd</sup> Tokyo City Marathon

The 3rd Tokyo City Marathon was held on 22nd March 2009 with 35,000 participants. Though there were more than 150,000 applicants from around the world, only 35,000 were chosen by way of a lottery. This was Mr.



Ishida's second run following his completion of the 1st Tokyo City Marathon as he was not successful in the lottery for the 2nd. ACIIA congratulates Mr. Ishida on completing the marathon. ●



Toshihiko Ishida (above) from the Japanese society SAAJ participating in the Tokyo Marathon 2009 (picture left)

## Agenda

### Meetings and Events

#### CEE Forum

14th May 2009, Vienna

#### ACIIA Council Meeting

24th June 2009, Vilnius

#### ACIIA Annual General Meeting

25th June 2009, Vilnius

#### EFFAS Summer School

8 – 10th July 2009, Madrid

#### EFRAG Seminar

24th September 2009, Madrid

### CIIA Final Examination Dates

#### September 2009

Friday 18, in Europe, New York and South America;  
Saturday 19, in Asia

#### March 2010

Friday 5, in Europe, New York and South America;  
Saturday 6, in Asia



## ACIIANEWS

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