

> CFI.co Meets the Team that Knows Nigeria Inside Out: CSL Stockbrokers

CSL



GBOYEGA BALOGUN (MANAGING DIRECTOR)

Mr Balogun holds a B.Sc. in Economics and Management from the University of London (Royal Holloway College) and M.Sc. in Property Investment from City University, London. He is a registered member of the New York Stock Exchange (Series 7), the London Stock Exchange, through his accreditation with Futures and Securities Association Registration (SFA) and is an authorized dealer on the Nigerian Stock Exchange.

Gboyega's professional career began as a trainee with Merrill Lynch International Bank Chester Street, London and subsequently moved to private wealth management at Merrill Lynch Financial Centre (London) within a team of financial consultants managing in excess of \$600m in assets for ultra-high net worth clients in the African and Middle East regions. Gboyega returned to Nigeria in 2003, assuming the position of divisional head of stock broking, asset management and registrars business. In 2008, Mr Balogun was appointed managing director of CSL Stockbrokers Ltd.

TEMI POPOOLA, CFA (SALES DIRECTOR - LAGOS)

Mr Popoola holds a First Class degree in Chemical Engineering from the University of Lagos and obtained a Master's Degree from the Massachusetts Institute of Technology (MIT). Prior to joining CSL as the head of private client services, he spent some years in New York with Bank of America Securities where he was responsible for managing the bank's financials and industrials equity derivative portfolio.

While at BofA, Mr Popoola gained extensive experience in assisting clients to develop strategies that help maximize returns while managing risk. Prior to his role at CSL, he has worked as an asset manager with Material Managers in London and he was very recently

the head of structured products at the United Bank for Africa, Lagos where he was responsible for investing the bank's capital across numerous asset classes on exchanges in both New York and London.

He is also a dealing clerk of the Nigerian Stock Exchange.

GUY CZARTORYSKI (SALES DIRECTOR - LONDON)

Guy Czartoryski has 18 years' experience as an analyst and investment strategist in emerging markets. He has consistently held Top-5 Greenwich survey rankings for his multi-sector research on emerging markets in Central and Eastern Europe. He has brought deals to market in the banks, telecoms and media sectors. He previously has worked for Deutsche Bank, UBS, HSBC and most recently for an emerging market hedge fund. He is a graduate of Cambridge University.

ALAN CAMERON (HEAD ECONOMICS & STRATEGY - LONDON)

Alan has a MA in Economics and International Relations from John Hopkins University and a BA (Hons) in History from Queen's University. Before joining CSL in 2011, he was a sovereign risk analyst at Business Monitor International where he was responsible for producing in-depth economic analyses on sub-Saharan African economies. The scope of his work ranged from making forecasts for key macroeconomic indicators to commenting on his economic analyses for both Reuters and Bloomberg. Prior to this, Mr Cameron worked as an economic analyst for the Economist Intelligence Unit, covering Western Europe.

OLABODE OLADEJO (HEAD, CORPORATE BROKERAGE - LAGOS)

Bode joined the FCMB group as the head of marketing and business development for the

Asset Management Business at CSL. He started his career in 1996 as a Research & Investment Analyst with Premium Securities Limited (PSL) before moving to the banking industry. He has worked with Zenith International Bank, Finbank, Access Bank and National Bank (now Wema Bank).

His banking experience spans through corporate banking, investment banking, internal control/audit and commercial banking. He is a qualified stockbroker/dealing clerk of the Nigerian Stock Exchange and an associate of the Institute of Chartered Accountants of Nigeria (ICAN). Mr Oladejo holds a Bachelor of Science Degree in Agricultural Economics (First Class honours) and a Master of Science Degree in Economics, both from University of Ibadan. He is currently head of Corporate Broking of CSL Stockbrokers Limited.

JOHN GANNON (HEAD TRADING - LONDON)

John boasts no less than 28 years' worth of experience in stockbroking operations and trading. After leaving school at the age of 16, he joined Orme, a stockbroker in the City of London where he spent the next seven years in the back office learning settlements and accounts set-up. In 1990 Mr Gannon joined Enskilda Fund as an assistant to portfolio managers in equity and bonds. In this role he executed all trading and oversaw settlement.

John was transferred to the continent in 1992 to set up Enskilda's Luxembourg operations. In 1994 he joined Latin American investment brokers Latinvest, to set up the sales, trading and market-making business. John moved to ABN Amro in 2000 as Latin American and EMEA sales trader. In 2004 John joined Evolution China to set up their sales trading desk. He remained with Evolution till 2009 when he joined CSL (UK), a division of FCMB (UK) Ltd to set-up and run the London trading desk. ❖