

*2nd Quarter 2022*

**EA's One-Day Conference**

# **Nigeria's Economic Outlook**

## **Sub-Themes:**

- Global Trend Shifts
- National Vulnerabilities
- Subnational Vulnerabilities
- Corporate Vulnerabilities

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For Whom: : CEOs, EDs, CFOs, CROs, Policymakers, Diplomats, and Donors

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**Lagos:**

**Thursday, 23 June 2022**

at Lagos Continental Hotel,  
Plot 52A, Kofo Abayomi Street, VI

**Abuja:**

**Tuesday 28 June 2022**

at The Envoy Hotel,  
305 Diplomatic Drive, CBD

**Time: 9:00am-5:00pm; Fee: N97, 500 per person.**

EA's quarterly conference series on **Nigeria's Economic Outlook** provide very rich opportunities for decision-makers to (i.) track the latest shifts in global economic trends, (ii.) assess national, subnational, and corporate vulnerabilities to new global realities, and (iii.) consider practical options for realigning national, state-level, and corporate strategies with reality. Major take-aways from the conference will include:

- i. **Illuminating guides** on how to factor evolving shifts in global income flows and wealth stocks into local strategies.
- ii. **Fresh evidence** on national, subnational, sectoral, and corporate vulnerabilities to new shifts in global realities.
- iii. **Insightful options** for country, states, and companies to rejuvenate their income flows and wealth stocks.
- iv. **Economic scenarios** for country, states, and companies in the run up to the 2023 elections and beyond.

## Agenda

- 08.30-09.00 Arrival Tea/Coffee and Registration
- 09.00-09.15 Introductions
- 09.15-09.45 **Overview**
- 09.45-11.00 **Session 1: Global Trends Shifts- Evolving Headwinds and Tailwinds**
- a. **Trend Shifts:** *Asset Prices, Transaction Flows, Portfolio Stocks*
  - b. **Trend Shifters:** *Innovation, Migration, Financialization*
  - c. **Trend Signals:** *Leading, Lagging, and Coincident Indicators*
  - d. **Trend Setters:** *Early Adopters, Late Adopters, Non-Adopters*
- 11.00-11.30 Tea/Coffee Break
- 11.30-13.00 **Session 2: National Vulnerabilities- Realignment Options and Scenarios**
- a. **Fiscal, Economic and Financial Vulnerabilities**
    - i. **Budget:** *Spending, Nondebt Recurrent, Debt Costs, Capital Spending, Revenue, Deficits*
    - ii. **Liabilities:** *Domestic and Foreign Securitized vs. Unsecuritized Debt Stocks and-Equity Stocks*
    - iii. **Forex Shifts:** *Roles of Debt and Equity in Connecting Local Assets to Global Liquidity*
    - iv. **Financial Assets:** *Money, Bonds, Equity, and Forex*
    - v. **Prices:** *Exchange Rates, Interest Rates, Inflation, and All Share Index*
    - vi. **Income:** *Growth, Employment, Prosperity, and Socio-Political Harmony*
  - b. **Realignment Options:** *Diverging Payoffs from Income-Centricism and Wealth-Centricism*
- 13.00-14.00 Lunch
- 14.00-15.15 **Session 3: Subnational Vulnerabilities- Realignment Options and Scenarios**
- a. **Fiscal, Physical Capital, Value-Chain, and Human Capital Vulnerabilities:**
  - b. **Realignment Options:**
    - I. *Solvency-Based Interventions to Maximize Liquidity and Net Worth*
    - ii. *Place-Based Interventions to Maximize Wealth in Hot-Spots*
    - iii. *Product-Based Interventions to Maximize Wealth in Value Chains*
    - iv. *Skill-Based Interventions to Maximize Returns to Skills*
- 15.15-15.45 Break
- 15.45-17.00 **Session 4: Corporate Vulnerabilities- Realignment Options and Scenarios**
- a. **Sectoral Vulnerabilities**
    - i. *Traditional Output Sectors: Fading Boundaries and Falling Margins*
    - ii. *Place-Based Enablers: City Centres, Inner Cities, Transit Routes, Transit Stops, Tourist Sites*
    - iii. *Space-Based Enablers: Platforms; Patents, Rights, Franchises, Brands, Products*
    - iv. *Skill-Based Enablers: Knowledge, Know-how, Skills, Talents, Innovators*
  - b. **Corporate Vulnerabilities**
    - i. *Revenue Headwinds*
    - ii. *Asset Tailwinds*
    - iii. *Market Capitalization Headwinds*

Participation is by prior reservation, subject to confirmation by EA. *Conference materials* will be made available to confirmed participants in advance. Please complete *online reservation form* at [www.econassociates.com](http://www.econassociates.com), or call Comfort 0816 555 2681, or e-mail [info@econassociates.com](mailto:info@econassociates.com) for more information.

## FACILITATOR



Ayo is *CEO of Economic Associates (EA)* where he provides strategic direction for ongoing research and consulting on the outlook of the Nigerian economy, focusing on global, continental, national, sub-national, and sectoral issues. He teaches *Economics of Globalization* on the post-graduate *Nigerian Scholars Programme (NSP)* at the *Nigerian University of Technology and Management (NUTM)* in Lagos. He is the Vice-Chairman of the *Technical Committee of the National Council on Privatization (TC-NCP)*, aligning privatization programmes with the macroeconomy.

Ayo earned *B.Sc. Economics* from University of Ibadan with *Sir James Robertson Prize and Medal, UAC Prize in Economics, and Economics Departmental Prize as all-round best economics graduate* in 1988, *M.Sc. Economics* from Ibadan in 1990, *M. Phil. Economics of Developing Countries as a Cambridge-DfID Scholar* at University of Cambridge in 1992, and *Ph.D. in Applied Econometrics and Monetary Economics* from University of Durham in 2003. He is an *Alumnus* of Lagos Business School (AMP 5) and Henley Business School (BDP) Executive Programmes.






Ayo is well-known for articulating his views on Nigeria's economic imperatives through articles, interviews, and comments in the mass media. In the late 1990s, *he successfully spearheaded the advocacy for re-denomination of Naira notes and coins* that led to the *introduction of N100, N200, N500 and N1000 notes* between December 1999 and October 2005. N50 note was the highest denomination prior to his policy advocacy. His current reform advocacy is on how Nigeria can change the economic narratives by *leveraging on her vast stocks of under-utilized public wealth to unlock internal and external liquidity required to rejuvenate ebbing fiscal, financial, and forex flows.*

Before becoming CEO of EA in 2004, Ayo was *Chief Economist* at ThisDay Newspaper (2001-2004), *Faculty Member* at Lagos Business School (1995-2001), *Head of Research* at Lagos Chamber of Commerce (1993-1995), and *Company Economist* at UAC of Nigeria (1992-1993). Ayo *consults* for many blue-chip companies, Federal and State ministries, departments, and agencies, DfID, GIZ, USAID, UNDP, UNIDO, World Bank, and was a *Visiting Scholar* to the IMF Research Department in Washington DC.

## ABOUT EA

### WHAT WE DO

Incorporated in 2004, Economic Associates (EA) equips decision-makers with the information required for the creation, preservation, and optimization of economic value in Nigeria. Our conferences, seminars, reports, and advisory clients have included decision makers and analysts from manufacturing, trading, banking, investment, stock broking, consulting, federal and state government ministries, departments and agencies, multinational corporations, embassies, and multilateral and bilateral development partners. Our service offerings currently revolve around five work areas:

-  **The Global Crucible:** *framework for tracking and aligning with unfolding global realities*
-  **Continental Melting-Points:** *realignment options for syncing continents' strategies with global realities*
-  **National Melting-Points:** *realignment options for syncing countries' strategies global realities*
-  **Subnational Melting-Points:** *realignment options for syncing states' strategies with global realities*
-  **Sectoral Melting-Points:** *realignment options for syncing companies' strategies with global realities*

#### EA offers three mutually reinforcing modalities for tracking and realigning strategies with global evolution:

1. Our *open-enrolment conferences* on **Nigeria's Economic Outlook** offer decision makers opportunities to *engage external peers, with varied backgrounds and aspirations, on the latest developments in global, national, sub-national, and sectoral spheres, and refine their tacit notions of the best adaptive responses to unfolding realities.*
2. Our *subscription services* on **Nigeria's Economic Outlook** Report and Leading Indicators Databases codify insights from our conferences for wider circulation among decision makers at national, sub-national, and sectoral levels who desire reference documents for guiding economic decisions.
3. Our *in-house presentations* on Nigeria's Economic Outlook offer decision makers opportunities for the *deeper internal engagement required to assimilate the key issues into their strategies.*

### CONFERENCES

EA's one day Conferences on **Nigeria's Economic Outlook** offer decision makers opportunities to situate their *tacit concerns about the economy in global and local contexts* and engage in *peer scrutiny* that provides the *tunnel and peripheral vision, hindsight, insights, and foresight to soar above the storms.* Conference participants focus on the *broad contours of the unfolding global scenarios* and *explore the pragmatic range of swiftly implementable realignment options* at the *global, continental, national, subnational, and sectoral levels.*

### COURSES/SEMINARS




EA's **Five-Day Seminars** on **Strategic Economics** are a series of *knowledge-and-skill-building weeklong courses that explore granular strategic contents of global, continental, national, subnational, and corporate issues* to offer opportunities for *building organizational competence to organically analyze, articulate, implement, monitor, and evaluate strategy execution.*

### SUBSCRIPTION SERVICES

Our subscription services *distil codifiable insights* from our conferences for wider dissemination. **Nigeria's Economic Outlook Report** and **Leading Indicators Databases** are *vigilance/foresight toolkits* that provide *ongoing narratives and databases to track and contextualize evolving glocal trends for assimilation into decisions.*

### ADVISORY

We work with clients to explore, customize, and assimilate various issues of relevance across our work areas into their strategic aspirations. Our strategic engagements typically move through three stages from awareness to action:

-  **Concept Formation:** *awareness conversations with decision makers to explore strategic issues/deliverables.*
-  **Strategy Formulation:** *tacit intuitive interactions with decision makers to tease out customized solutions.*
-  **Capacity Building:** *capacity-building sessions to articulate and execute ongoing strategic realignment.*