



NORRENBERGER ADVISORY
PARTNERS LIMITED





INVESTMENT BANKING & BUSINESS ADVISORY

We provide a wide range of strategic solutions to individuals, private firms, institutions, and government agencies, including corporate advisory services, business process solutions, capital raising, structured mergers and acquisitions (M&A) assistance, joint venture, syndicated and leveraged finance, commercial and financial due diligence, corporate finance advisory, valuation, enterprise risk management, and asset management services to corporations. We also help with independent business reviews, project and infrastructure financing.

We provide capital markets advisory to corporations, governments, and individual investors. We help our clients raise money in the capital markets, provide various financial and investment advisory services, and assist with mergers and acquisitions activity.

ABOUT NORRENBERGER FINANCIAL GROUP

Norrenberger is an industry leading, Integrated Financial Services Group that provides individuals and institutions with a comprehensive range of financial products and services including Asset Management, Investment Banking, Pensions, Securities Trading, Insurance and Development Finance; tailored to meet and exceed our clients' needs and expectations.

We are guided by our mission to positively unlock the opportunities in the society for our clients and stakeholders. We are passionate about the strength of our brand and our vision – to simplify wealth creation for our clients and our people, through the benefits we bring and the results we achieve. To do this, we work by a set of values that enable us to live out our purpose of empowering the people and organization we work with.

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VISION & MISSION

The vision describes our ideal future and reflects the essence of what we intend to become as an organization.

The mission communicates why we exist and what drives us to continue on our path.



MISSION

To deepen financial inclusion in Sub-Saharan Africa.



VISION

Making credit solutions available to every qualifying adult and business.

OUR VALUES

F



FRIENDLINESS

Friendliness is the bedrock on which we build our relationships.

I



INNOVATION

We are dedicated to evolving as a people and providing better and improved solutions that add value to our clients.

R



RESPONSIVENESS

We are responsive to our clients' needs and inquiries. Providing solutions and resolutions quickly and efficiently.

S



SIMPLICITY

We have simplified our solutions, making them easy for our clients to adopt and implement.

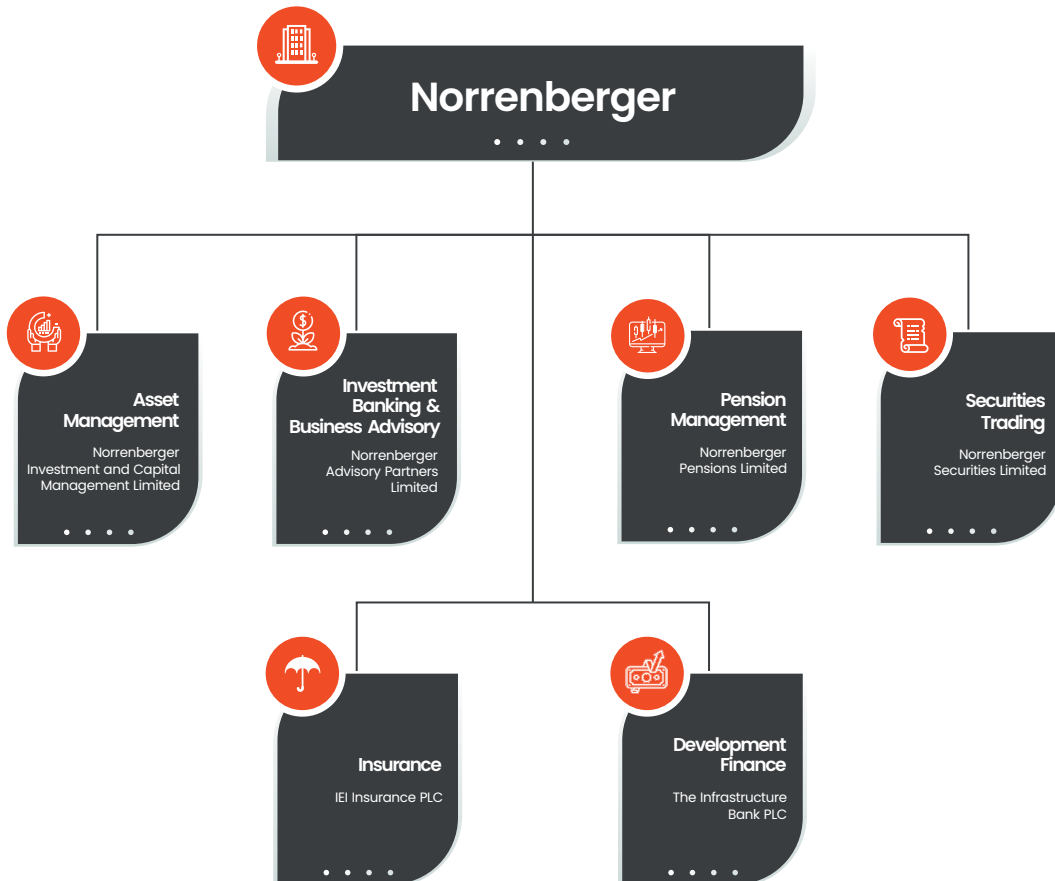
T



TRUST

Integrity is at the core of who we are. On this, we are uncompromising.

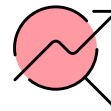
OUR GROUP STRUCTURE



1. MERGERS AND ACQUISITIONS

Our M&A team is responsible for carrying out business combinations, divestitures, and acquisitions. We are responsible for executing leveraged and management buyouts, as well as providing strategic advice to private equity (PE) investors.

Our valuation approaches consider world-class standards that have been used to advise on specific transactions. We are confident in our company's ability to influence business goals through innovative solutions.



Buy-side Advisory

We research and develop a universe of candidate firms that meet our clients' geography, size, and service goals. Based on your unique strategic criteria, prequalify them, facilitate merger discussions and assist you in closing the deal.



Sell-side Advisory

We prescreen and contact potential buyers, facilitate discussions with them, and advise clients with the best options to achieve the best possible outcome for their shareholders.

INVESTMENT BANKING

Due diligence and consulting

We offer consulting and advisory services on several aspects of our clients' due diligence. We work with the team to plan and execute a due diligence program that lays the groundwork for a successful closing and integration.

Deal structuring execution of business synergy

We guide our clients through the process of structuring a win-win deal and assist in the execution of business synergy models.

2. EQUITY & DEBT CAPITAL RAISING

We offer independent and tailor-made solutions to companies with financing needs. We focus on selecting appropriate banks, preparing financial plans, drafting comprehensive documentation, and negotiating financing terms, depending on the scope of our mandate.

Our Capital Market Advisory team has extensive experience and knowledge of the equity, debt, and asset financing markets.

Valuation

We assist our clients with business diagnosis and M&A activities by providing valuation support. We also evaluate the characteristics unique to individual industries as well as our clients' strategic objectives, drawing on our valuation experts' extensive industry knowledge and experience to conduct valuations from a commercial standpoint.



Our transaction experience, structured approach, and depth of resources help you optimize your funding arrangements. We advise clients on selecting and structuring debt and equity financing by providing support with either private placements or capital market offerings. If required by our clients, we structure and negotiate extensive financing packages, often in connection with a mergers and acquisitions mandate.



Raising finance to acquire property(ies) We assist clients in raising capital for the purchase of a new property or the completion of an existing one.

Raising finance to develop real estate We provide a variety of financing options available for property developers, investors, or landlords to help kickstart their next real estate project.

Raising finance to support business growth – Through our business financing, we assist clients in making their business expansion plans a reality.

Accessing equity investment for growth or acquisition strategies – We assist our clients to raise capital and provide strategies to own part of a company or have a stake as a shareholder.

Refinancing existing debt facilities or accessing new debt products – Our refinancing instrument helps clients replace an existing debt obligation with a lesser debt obligation under different terms.

Realising value through debt restructuring – Our debt restructuring process allows a private or public company, or a sovereign entity facing cash flow problems and financial distress to reduce and renegotiate its delinquent debts to improve or restore liquidity so that it can continue its operations.

General advice and capital raising in financial stress situations – We provide advisory services to businesses on how to raise capital for their projects.

BUSINESS ADVISORY

We offer consulting services that analyze a company's operations and determine where inefficiencies exist and where processes can be streamlined or eliminated. Our services include business modelling, infrastructure advisory, private equity.



Enterprise Risk Management

Our Enterprise Risk Management experts provide consultative and managed services to help executives, boards, and decision-makers identify, interpret, and prepare for risks that can impact business as usual. We help clients lead, navigate, and disrupt to turn potential threats into opportunities.

Private Equity Advisory

Our comprehensive advisory service identifies high-quality investment opportunities and connects them with sophisticated, long-term capital partners. We can help you find exceptional investment opportunities based on your short- and long-term goals, and also provide an ongoing, real-time advisory service for the life of that investment.

Management Strategy

Our strategy services assist our clients in making real changes in their enterprises, organizations, and society. Our team of professionals collaborates with clients to provide best practices and industry experience gleaned from a variety of projects and sectors.

Restructuring

We work with a wide range of organizations from the private, public, and not-for-profit sectors. We understand the importance of continually reviewing and updating strategy to reflect today's dynamic markets, to create opportunities and mitigate threats. We believe that agile strategies are more important than ever in this rapidly changing world.

Project Management Strategy

We assist clients in meeting rising infrastructure demand by delivering advisory services at all stages of the infrastructure project cycle.

Corporate Finance

We advise corporate, financial, and private investors on a wide range of capital optimization strategies, such as providing creative solutions for disposals, fund raising, initial public offers (IPOs), private equity, and M&A transactions, as well as project finance.

OUR BOARD STRUCTURE



Tony Edeh

Non-Executive
Director



Gift Etameta

Non-Executive
Director



Tijani Oladipupo

Head, NAPL

OUR BOARD STRUCTURE



Tijani Oladipupo | Head, Norrenberger Advisory Partners Limited

Tijani drives the investment banking and advisory business strategy of the organisation. He has over 15 years Investment Banking experience advising on transactions with cumulative value more than US\$5 billion.

His experience spans investment banking, and private equity. His explores also include information systems, corporate strategy and multilateral sector financing, debt syndication, equity placement, pension fund portfolio management, structuring short, medium, and long-term financial instruments. He has managed several discretionary and non-discretionary funds.

He has also consulted for a good number of multinational agencies, including the African Development Bank (AfDB), IFC, AFC, and others. He led the Agricultural Fast Track (AFT) Programme of the AfDB in 2020 that financed one of Nigeria's largest Shea-nuts processing factory of 400MTPD capacity. He served in the capacity of lead and joint arranger under various divestments by eight Nigerian banks equities from Unique Ventures limited, a principal investor in private security of unlisted equity companies, jointly owned by the World Bank.

He holds a Ph.D. in Accounting and Finance, a Masters' Degree in Accounting, Economics and Business Administration from Obafemi Awolowo University. He also holds a B. Sc. (Hons) Degree in Accounting from the University of Lagos. He is a Chartered CFA holder, a Chartered Certified Accountant (ACCA), Fellow of the Chartered Institute of Bankers of Nigeria. He is an Elsevier and Emerald scholar, with over 90 indexed online accessible publications in over 40 AAA+ rated journals



Tony Edeh | Non-Executive Director

Tony is a seasoned Financial Analyst & Venture Capitalist.

He worked as the Executive Director and Chief Investment Officer (CIO) of New Frontiers Developments; a venture capital investment firm focused on SMEs.

His wealth of experience ranges from Investment & Portfolio Management, Strategy, Financial Risk Management, Modelling, Financial Reporting and Operations Management. In his role as CIO of New frontiers Developments, Tony originated and executed several landmark investments and private equity deals which has gained international recognition. He has worked on several green and brownfield transactions covering Oil & Gas, Power, Agriculture, Real Estate, Hospitality, Healthcare, Technology, Financial Services and Impact Investing. Tony was part of the leadership team that successfully transformed an ailing mortgage bank and positioned it as one of the major lenders in the Nigeria financial services sector.

He started his career with the audit firm of KPMG Professional Services (formerly Arthur Andersen) where he spent nearly a decade. While at KPMG, he led various risk management projects on Basel II, Stress Testing Financial Institutions, Asset and Liability Management and Credit & Market Risk Management. He was also accredited by KPMG International to provide advisory services to clients in Credit Risk and Economic Capital Modelling.

He graduated from the University of Ilorin with a degree in Computer Science as the overall best student and attended INSEAD Business School (France and Singapore) for his MBA where he was an INSEAD-Goldman Sachs Scholar. While at INSEAD he was the leader of the Emergent Young African Entrepreneurs. He is also an Alumni of the Wharton Program on International Housing Finance. He is a Fellow Chartered Accountant (FCA).

He has also undertaken several professional training courses across the globe. In the year 2014, he was nominated amongst six Nigerians for the Desmond Tutu Fellowship program.

He currently sits on the board of several companies in the financial services industry.



OUR BOARD STRUCTURE



Gift Etameta | Non-Executive Director

Gift Etameta serves as a Non-Executive Director on the Board of Norrenberger Advisory Partners Limited.

She has over 7 years' experience which cuts across Recruitment and Selection, Performance Management, Change Management, Organizational Development, Compensation planning and benefit administration, Learning and Development, Employee Relations, Administration and Facility Management.

She worked as an Executive Search Specialist heading the Investment Banking and Asset Management Unit at Oscar Temple.

Gift is passionate about building a successful and sustainable organization by cultivating a happy and motivated workplace culture that continuously fosters employee productivity and innovation, and rewards hard work, creativity, and commitment to excellence.

She holds a Bachelor of Science (BSc.) degree in Biochemistry from Ambrose Alli University, Ekpoma, and a Master's degree in international human resource management from Rome Business School. She is a member of the Chartered Institute of Personnel Management of Nigeria (CIPM) and a Certified Talent Optimization leader.

OUR LEADERSHIP



Tijani Oladipupo | Head, Norrenberger Advisory Partners Limited

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OUR LEADERSHIP



Ochuko Ogra | Chief Technology and Innovation Officer

Ochuko is a highly skilled technology executive. He is responsible for driving the overall technology strategy through digital transformation and innovation, process automation and robust solutions for the group. He has over 15 years of extensive experience across multiple industries

He has over a decade hands-on experience in Enterprise Risk Management (Credit, Market & Operational Risk), Corporate Finance and Strategy with core technical competences in Credit Analysis, Loan Portfolio Management, Investment Portfolio Management, Liquidity and Balance Sheet Management, Operational Risk and BCP, Risk based Capital Management, Basel II and IFRS 9 implementation. Prior to joining Norrenberger, he worked as Risk Management and Strategy Manager at various financial institutions including Union Bank PLC., Coronation Merchant Bank Group, Diamond Bank PLC (now Access Bank) and Sterling Bank PLC. His other competencies include Data Analytics, Strategy Development, Mapping and Implementation, Financial Mathematics, Macroeconomic and Business Research, Audit and Financial Investigation.

He holds a BSc. in Accounting from Obafemi Awolowo University.



Queen Ehi-Uujamhan | Group Head, Finance & Operations

Queen Ehi-Uujamhan oversees the finance and operations functions in Norrenberger. She is a qualified ACCA (Fellow) accountant and a proactive customer-centric finance professional with over 15 years of experience in accounting, project finance, fiscal management, financial reporting, budgeting, and project management.

She has worked with many private and public sector clients across several industries.

Prior to joining Norrenberger she worked with the Debt Management Office (DMO) as a Special Adviser. Queen spent three years at HSBC Bank in the United Kingdom (UK) in various capacities, including as Project Co-Ordinator for the ring-fenced bank project and as Business Analyst on multibillion-pound projects. She previously worked at Ernst & Young (UK) for three years as a Financial Management Associate, where she qualified as a chartered accountant. She also led the project finance delivery for Oska Jo & Partners Ltd, overseeing and monitoring over 7 active power projects valued at over 2.5 billion Naira.

Queen holds a B.Sc. in Banking and Finance from the University of Benin and a Master's in Business Administration from the University of Warwick. She is an Associate of the Chartered Institute of Information Technology (British Computer Society) and a Fellow of the Association of Chartered Certified Accountants (FCCA).



Samson Omoti | Head, Legal Services/ Company Secretary

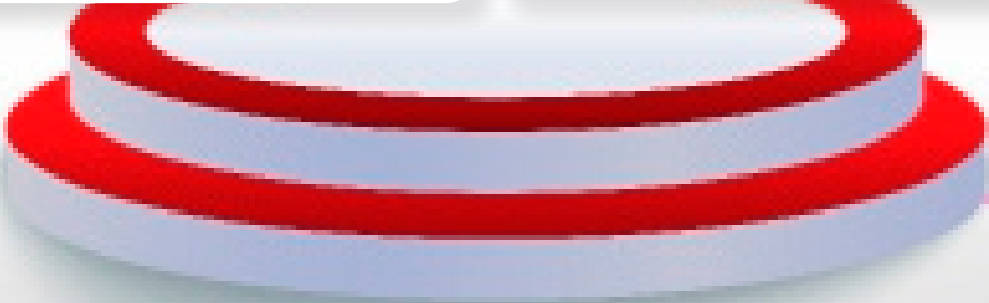
Samson is a solutions-driven and passionate legal professional who currently heads the Legal Services & Company Secretarial Unit of Norrenberger.

He has about 15 years of extensive legal experience in banking and commercial matters and has garnered experience both as External Counsel as well as In-house Solicitor.

Prior to joining Norrenberger, he worked as the Abuja Area Legal Manager of First Bank of Nigeria Limited, where he excelled as a Business Partner and trusted Adviser and represented the Bank in various fora and high-profiled matters. He also previously worked in Skye Bank Plc as a Legal Officer.

Samson started his legal career with Odujinrin and Adefulu Law, before proceeding to G. Elias & Co. where he advised on several transactions focused on Corporate Finance, Structured Finance, Public Offers, Private Placement, Mergers and Acquisition etc.

He holds a Bachelor of Laws (LL B) from the University of Benin and is a member of the Nigerian Bar Association




OUR RATINGS

2022

 **Agusto&Co.**

Research, Credit Ratings, Credit Risk Management

 nörrenberger



BBB-

2021

 **DataPro**

 nörrenberger



BBB+

2020

 **Agusto&Co.**

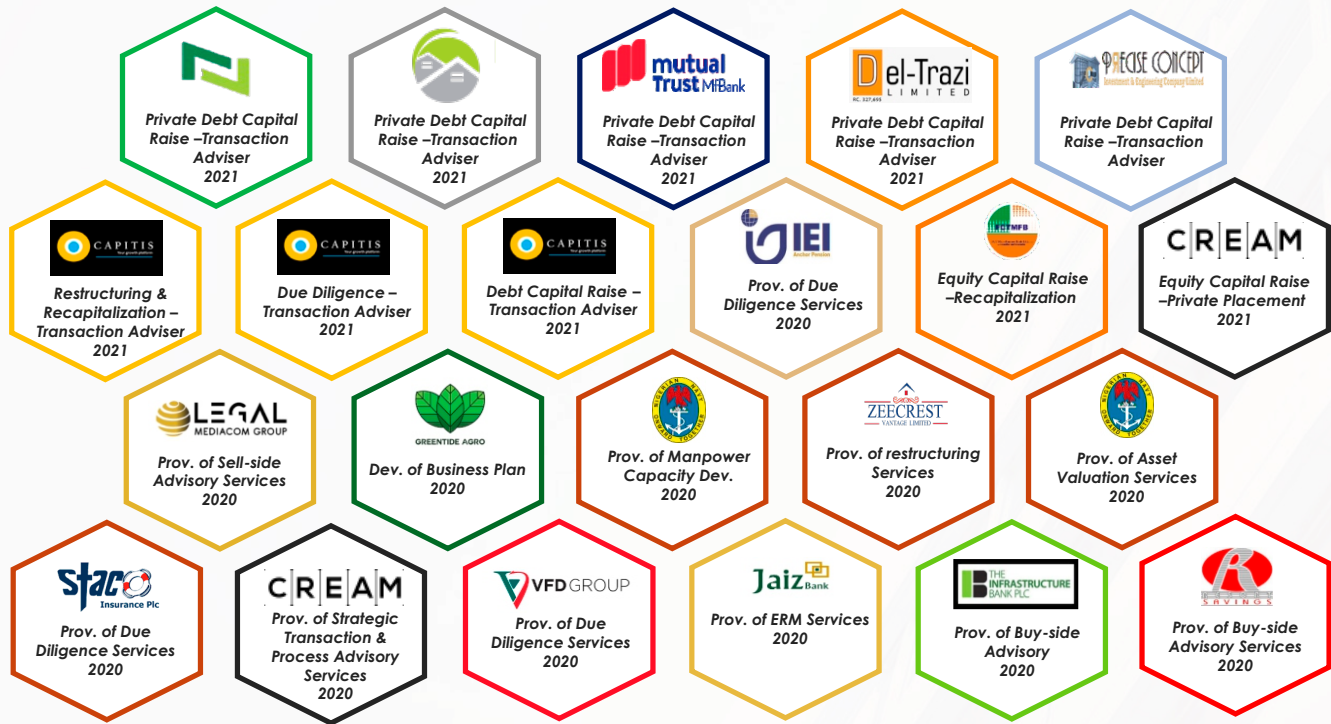
Research, Credit Ratings, Credit Risk Management

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BBB-

OUR TRACK RECORD





The light at the end of the tunnel should uplift you.

At **Norrenberger**, we are interested in you. With our solid experience in financial services, we are well positioned to help you meet your financial needs today, and tomorrow.

Let's build a bright financial future together.



nörrenberger

INVESTMENTS | OPPORTUNITIES | WEALTH

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