

Corporate Profile



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Introduction

BGL Private Equity Limited (“BGL PE”) is a wholly owned subsidiary of BGL PLC, one of Nigeria’s leading independent investment banking institutions. BGL Private Equity has currently committed US\$50 million to its BGL Private Equity (Mauritius) Fund I and BGL Private Equity (BVI) Club I.

Background

With over 13 years of Investment Banking, Asset & Wealth Management and Securities Trading experience, BGL PLC (“The Group”) has created a brand known for bringing it together. Against this backdrop, BGL PLC with shareholders’ funds of **N49.9billion** and assets under management of **N82.9billion** has been able to attract some of the most talented individuals across the globe to drive its vision and has been able to collaborate with some of the globally respected investment banking institutions on numerous landmark transactions.

BGL PE was incorporated in 2007 following the strategic restructuring and unbundling of BGL PLC to better position The Group for rapid expansion and to take advantage of the immense business opportunities in Nigeria and sub Saharan Africa. The Group has identified huge long term funding gaps in Nigeria and other sub Saharan Africa countries and BGL PE has been given the mandate to take advantage of every good business opportunity and originate transactions with a view

to generating superior returns for investors.

Leveraging on The Group’s experience and expertise, opportunities in the marketplace and available resources, BGL PE is strategically positioned in key sectors including Oil & Gas, Real Estate, Infrastructure, Energy, Financial Services, Information Technology, Communications, Retail & Consumer goods in Nigeria, and will seek to find more business opportunities across emerging markets of sub Saharan Africa.

BGL PE pursues a strategy of co-promotion and investment for financial institutions, government institutions, foundations, pension funds, endowment funds and select individuals. Also in the foreseeable future, BGL PE will expand by opening new offices in other emerging markets in Africa and globally wherever business opportunities of over US\$500m present themselves. We also intend developing strategic partnerships in capital, technical management and operation of portfolio management companies.

BGL PE, is positioned to take the lead in deal origination, thereby achieving its goal of sustainable value creation above industry average. BGL PE will focus on client driven transactions with a clear view on value creation, while seeking innovative solutions to solve our clients’ needs.

Our Vision

Our vision is to promote corporate and socio-economic renaissance and transformation in sub Saharan Africa by utilizing private equity business model and creative capital.

Our Mission

We strive to be the leading private equity firm in sub Saharan Africa and to be benchmarked among global leaders investing in Africa.

Core Values

Integrity
Innovation
Passion
Excellence and
Team Spirit.

Our Offerings & Value Proposition

Our primary focus will be on friendly acquisitions, nurturing, restructuring and unbundling of leading brands in high growth industries with underperforming assets, recapitalization, refinancing and restructuring needs. We will partner with good management teams with a view of creating superior value for our investors. BGL PE will also co-invest and form strategic partnerships whenever such opportunities arise.

We actively encourage and support institutions looking to take advantage of various investment opportunities in Nigeria and beyond. We will adopt a multiple fund strategy model targeted at specific investments. Through its flagship funds, "The BGL Private Equity (Mauritius) Fund I" and "BGL Private Equity (BVI) Club I" with an expected combined fund size of US\$500 million, BGL PE intends to deliver superior returns of over 30 percent gross Internal

Rate of Return (IRR), while mitigating risks through extensive due diligence and compliance measures, engaging the best consultants/advisors where necessary and employing global best practice in every transaction. We will also launch specialized and customized funds to take advantage of opportunities in specific industries in Real Estate, Energy, Technology, Infrastructure, Mining, Oil & Gas etc.

International Advisory Team

Advisory Committee

The Investment Manager will establish an independent three (3) member advisory committee to advise on various issues, including issues relating to conflicts of interest and valuation. The selection criteria for members of the Advisory Committee will include appropriate due diligence in the following areas:

- Qualifications
- Expertise
- Industry specific background
- Value of membership that will be added to the Fund mission

Business Portfolio

BGL PE business portfolio includes:

Financial Advisory

- Recapitalization schemes
- Refinancing schemes
- Restructuring schemes
- Public Procurement/competitive bidding services

Ownership Capital

- Strategic Investments
- Fund Sponsorship
- Co-Investments

Creative Capital

- Alternative capital schemes
- Financial engineering schemes
- Deal Flow Management

Private Equity Funds

- BGL Private Equity (Mauritius) Club I
- BGL Private Equity (BVI) Club I
- BGL Real Estate Funds
- BGL Specialised Funds

Venture Capital

- New Markets
- New Franchise
- New Licenses/Certifications/ Patents

Track Record & Experience




BGL PLC's foresight came to fore in 1995, leading to the formation of Banc Guaranti Limited. BGL PLC was initially structured to be a bank holding company before being repositioned to be a full bracket investment banking house. The Group identified the banking industry as an attractive sub-sector with a large number of distressed and underperforming institutions, and therefore, as one of its earliest transactions, BGL PLC made a strategic investment in Continental Trust Bank Plc

(formerly Merchant Bank of Commerce ("MBCOM")) in June 1995. This significant investment also led to the acquisition of Crystal Bank (which was restructured and re-branded Standard Trust Bank Plc).

Following the banking consolidation in 2006, BGL PLC was the financial adviser to the very first merger in Nigeria's banking industry, which saw the coming together of Standard Trust Bank Plc and the old United Bank for Africa

Plc to form one of the fastest growing commercial banks in Africa, United Bank for Africa Plc (UBA) with a current market capitalization in excess of N490 billion.

BGL PLC has been involved in major transactions involving strategic Buy Outs and Financial Advisory to Governments in numerous landmark privatization deals through The Bureau Of Public Enterprise (BPE).

<p>Financial Adviser</p>  <p>Acquisition of Continental Trust Bank Limited by United Bank for Africa Plc</p> <p>Financial Adviser to Continental Trust Bank Limited</p>	<p>Financial Adviser</p>  <p>Nicon Hilton Hotel</p> <p>Financial Adviser</p>
<p>Financial Adviser</p>  <p>Acquisition of 51% stake in Capital Hotels (Abuja Sheraton)</p> <p>Financial Adviser</p>	<p>Financial Adviser</p> <p>REINSURANCE ACQUISITION GROUP</p> <p>Acquisition of 51% Equity stake in Nigeria Reinsurance Corporation Plc</p> <p>Financial Adviser</p>

When You Succeed... We Succeed



For repeatedly enabling our clients succeed through the years, BGL Plc was named as the Winner of the Best Issuing House, Mergers & Acquisitions and Best Performing House awards by the Nigerian Issuing House League, in conjunction with SBA Research, a leading West African Research Institute

The Board of Directors



ALBERT E. OKUMAGBA CHAIRMAN

Mr. Okumagba is also the Group Managing Director/CEO of BGL PLC. Prior to joining the company, Mr. Okumagba was Manager and Head of Mergers and Acquisitions at Centre-Point Merchant Bank Limited. During his career at Centre-Point Merchant Bank Limited, Mr. Okumagba managed portfolios in Corporate Banking, Multilateral Agency Credits and traded on the floors of the Nigerian Stock Exchange on behalf of Centre-Point's stock broking affiliate, Centre-Point Investment Limited.

Mr. Okumagba holds a Bachelor of Science Degree in Economics from the University of Ibadan and a Master of Science Degree in Economics specializing in Monetary Economics from the University of Lagos. He is the Chairman, Bond sub-committee of the Capital Markets Committee ("CMC"), member of the Presidential Committee on the Bond Market, Member, Review of the Capital Market Structure and Processes, Chairman of the Technical and Strategy Sub-committee of the Bond Steering Committee. He was a council member of Nigerian Stock Exchange from November 2003 to September 2006 and Chairman of the Association of Issuing Houses of Nigeria from 2002 to October 2006. He is a Fellow of the Chartered Institute of Stockbrokers.



MR. CHIBUNDU N. EDOZIE DIRECTOR

Mr. Edozie is also the Group Executive Director, Advisory Services of BGL PLC; overseeing Corporate Finance, Structured Finance and Public Sector Advisory Divisions. He holds a Bachelor of Science degree in Geology and Mining from the University of Jos and he is an authorized dealing clerk of the Nigerian Stock Exchange and Fellow of the Chartered Institute of Stockbrokers.

Prior to joining BGLPLC, he worked for IMB Securities Plc and Fountain Securities Limited. Mr. Edozie is an alumnus of the New York Institute of Finance, New York and the Lagos Business School. He is also a council member of the Chartered Institute of Stockbrokers as well as Chairman of BGL PE Audit and Risk Management Committee.



MR. HENRY LARAIYETAN DIRECTOR

Mr. Laraiyetan is the Group Executive Director, Capital Management of BGL PLC; overseeing Market Making & Underwriting Division as well as BGL Securities Ltd, BGL Asset Management Limited and BGL Private Equity Limited. He holds a Bachelor of Science in Finance and a Masters degree in Business Administration from University of Lagos. Mr. Laraiyetan has over 18 years of Investment Banking and Asset Management experience.

Mr. Laraiyetan is an alumnus of The New York Institute of Finance, New York, IMD, Lausanne, Switzerland and Lagos Business School. He is an authorized dealing clerk of The Nigerian Stock Exchange and an Associate of The Chartered Institute of Stockbrokers. He is also the Chairman, Strategy and Investment Committee of BGL Private Equity.



**MR. MOHAN L. LALCHANDANI
DIRECTOR**

Mr Lalchandani is an accomplished industrialist and business administrator. He is a graduate of Science And Textile from the University of Aligarh, U P and the University of Kanpur, both in India. He has over 25 years of experience in the Nigerian manufacturing sector and was at one time the Managing Director of Textile Consultants Limited, a Lagos based company. Mr. Lalchandani is currently the Managing Director of Ladjor Enterprises Limited, a plastic manufacturing company based in Lagos, Nigeria.



**DR. CHRIS OMERUO
MANAGING DIRECTOR/CEO**

Dr Chris Omeruo holds a PhD in Business Administration. His management education includes the Advanced Management Programme of both Lagos Business School, Pan African University and Said Business School, University of Oxford. He has over 18 years experience in investment banking with core competences in buyout and turnaround transactions. Special interests include Life Coaching, Member of the Board of Trustees, Arrows of God Orphanage, Lekki-Ajah, Lagos and Member of the Governing Council, Salem University, Lokoja, Nigeria.

The Team

The private equity team has global experience of over 100 years in investment banking, asset management, international banking, securities trading and private equity investing. They include the following:

Ms Ify Umunnakwe: Ms Umunnakwe has over 10 years experience in international corporate law practice and investment banking. She is a qualified solicitor in England & Wales and has an M.Sc Finance, Regulation & Risk Management from the ICMA Business School, University of Reading. Ms Umunnakwe worked in the London Office of a leading US Law firm for several years before relocating to Nigeria. Prior to joining BGL Private Equity, Ms Umunnakwe was the Regional Manager of Stanbic IBTC Asset Management's Northern Office (a member of the Standard Bank Group).

Ms Umunnakwe is a Partner & Chief Financial Officer; overseeing Capital Raising, Capital Partnerships, Investor Relations and Fund Administration. She is also responsible for the development of BGL Minergy Fund I.

Mr. Egie Akpata: He has over 10 years of international experience in investment banking, real estate and energy. Prior to BGL he was Assistant Vice President with the Global Markets Group at Deutsche Bank AG, New York. Prior to joining Deutsche Bank, Egie was a Manager at Bank of Montreal, Toronto, Canada where he worked on several large transactions in the real estate division and later executed several high profile corporate wide risk management mandates. He also developed extensive expertise in the energy sector with Ernst & Young and Enbridge Inc, in Calgary.

Egie holds a BA (Hons) in Accounting and Finance from the Nottingham Trent University, UK and an MSc in Accounting from The University of Saskatchewan, Canada. He is a qualified accountant and

holds the CPA (Colorado) and ACCA (UK) designations. He is also a member of the Urban Land Institute, Washington DC.

Egie is a Partner and Chief Investment officer

Ms Zaynab U. Mua'zu: Ms Mu'azu has a banking career spanning over 8 years in Private Banking and Relationship Management. She was instrumental to the successful development of private banking business in Broad Bank, now merged into Union Bank Plc. She is an excellent communicator with brilliant presentation skills. Ms Mu'azu later moved to the Central Bank of Nigeria where she was a member of the team involved in the re-engineering process of foreign exchange systems .

She was also involved in training of Senior Management of the Apex bank on information technology and foreign exchange programmes.

Ms Mu'azu is a graduate of Business Administration from, University of Abuja and a Masters degree holder in Strategic Marketing from Cranfield University School of Management, United Kingdom. She is the Portfolio Manager of BGL Private Equity Funds and will be involved in Capital Raising, Fund Administration and Investor Relations.

Olorunfemi A. Ogunleye. Mr. Ogunleye is an industrial mathematics/computer science graduate from the Federal University of Technology Akure (FUTA) and an Associate Member of The Chartered Institute of Stockbrokers. He began his career in one of the premier Investment Management firms in the country before joining IBTC Asset Management Limited, a member of Standard Bank Plc. His extensive experience in IBTC Asset Management Limited covers various areas including Stockbroking, Investment Management and Equity Research. Prior to joining BGL PE, Mr Ogunleye

was instrumental to the setting up of PHB Asset Management's research unit. Mr. Ogunleye has attended various professional courses including Professional Selling & Presentation facilitated by Dale & Parker Consulting, Emerging & Exploitable opportunities in Nigerian Bond market, A Practical Approach by Bond Exchange of South Africa & Future View Securities.

Mr Ogunleye is the Co-Portfolio Manager of BGL Private Equity Funds. His responsibilities are in Portfolio Management, Performance & Knowledge Management, Deal Management and Creative Capital.

Contact Information

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