



CAPITAL STRUCTURING. CORPORATE FINANCE. STRATEGIC ADVISORY.

Diagnosis Before Prescription | Structure Before Capital



Introduction

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BCA was born from a simple belief: that African visionaries deserve world-class financial foundations. We founded this firm to bridge the gap between global expertise and our unique market dynamics, ensuring your business isn't just ready for capital, but built for lasting impact. We don't just offer advice; we offer a partnership rooted in integrity and a deep commitment to your long-term growth. In an ever-changing economic landscape, we are the steady hand that helps you navigate complexity, unlock true value, and claim your success.

”

Pere (Alex) Tiemo
Founding Partner

A large, abstract image on the left side of the slide. It features a dark blue, textured surface that resembles a modern architectural facade or a close-up of a woven material, set against a lighter blue sky background. The image is partially framed by a dark blue grid pattern in the top left corner.

Who We Are

Broad Capital Advisory is an independent, institutional-grade corporate finance and capital advisory firm serving founders, boards, and mid-market businesses across Africa. We are sector- and geography-agnostic, supporting clients who need to raise capital, execute transactions, build growth strategies, and access CFO-level financial leadership. By providing independent evaluations of every major strategic decision, we help streamline the path from capital aspiration to a successful capital close.



Vision

To be the most trusted and sought-after capital advisory firm in Africa, recognized for deep industry expertise and unwavering commitment to client success.

Mission

To empower businesses with expert, independent advisory services that improve access to capital, facilitate strategic transactions, strengthen financial leadership, and create durable value.

BCA Philosophy



Diagnosis Before Prescription

Growth requires more than just a guess. At BCA, we follow a strict principle: Diagnosis Before Prescription. Before suggesting a financial path, we perform a deep, institutional-quality assessment to understand your business at a granular level. This disciplined methodology isn't just a process—it is your protection. We uncover the root of your challenges to avoid wasted time and misaligned capital strategies, ensuring your resources are focused only on solutions that drive the desired results.

Structure Before Capital

Investors look past the pitch to the foundation underneath. BCA helps you bridge that gap by professionalizing your internal systems and deal terms before you sit at the negotiation table. Our principle is simple: Capital follows structure—not the other way around. By prioritizing the right capital architecture first, we position your business to approach every introduction from a place of strength, creating a much clearer and more credible path toward a successful closing.



BCA's 4-Step Process



BCA Advisory Domains



BCA's nine advisory domains span the complete capital and strategic advisory spectrum

1. Capital Readiness

Assess fundability before investor engagement to identify and remediate gaps

2. Transaction Structuring

Design optimal financing structure and terms (BCA's clearest differentiator)

3. DaDD™ Diagnostics

Proprietary 13-sector investment-readiness diagnostic (BCA's strongest IP)

4. Capital Advisory

Ongoing expert capital guidance and investor relations infrastructure

5. Capital Raising

End-to-end raise execution: documents, investors, introductions, closing

6. Corporate Finance

Valuations, financial models, M&A advisory, and board-level strategy

7. Fractional CFO

Senior CFO-level financial leadership on a retainer basis

8. Business Strategy

Investor-grade strategic plans, board retreats, and market entry blueprints

9. Evaluation & Audit

Independent evaluation of performance and post-transaction outcomes

Record of Impact

Transforming African Businesses into Institutional-Grade Enterprises



**Energy
Transactions**
by BCA Advisors
Across Africa

\$21B+

Total Transaction Value

22

Completed Deals

\$2.93B

Largest Transaction

Notable
Transactions

Private Equity Upstream
Co-Investment (Gabon)

\$1.13B

Confidential Upstream
Indigenous Acquisition

\$1.0B

Confidential Upstream JV
Shareholding Acquisition

\$900M

Confidential Upstream Asset
Acquisition & PA Finance

\$300M

Confidential Midstream
Pipeline Finance

\$650M

Record of Impact

Transforming African Businesses into Institutional-Grade Enterprises



**Corporate
Finance
Transactions**
by **BCA Advisors**
Across Nigeria

\$76B+
Total Transaction Value

27
Completed Deals

₦3.4B
Largest Transaction

**Notable
Transactions**

Confidential Financial
Services Advisory & Capital
Raise
₦10B

Confidential Agriculture
Advisory & Capital Raise
₦2.0B

Confidential Energy
Infrastructure Valuation
Advisory
₦40.0B

Confidential Fintech
Advisory & Capital Raise
\$1.5M

Confidential Real Estate
Advisory & Capital Raise
₦1.6B

Record of Impact

Transforming African Businesses into Institutional-Grade Enterprises



\$91M+
Future Transaction Value

\$20M
Average Deal Size

Strategic Engagements

by BCA Advisors Across Nigeria

Notable Transactions

Private Equity Healthcare Direct Secondary Silent Origination
\$26M

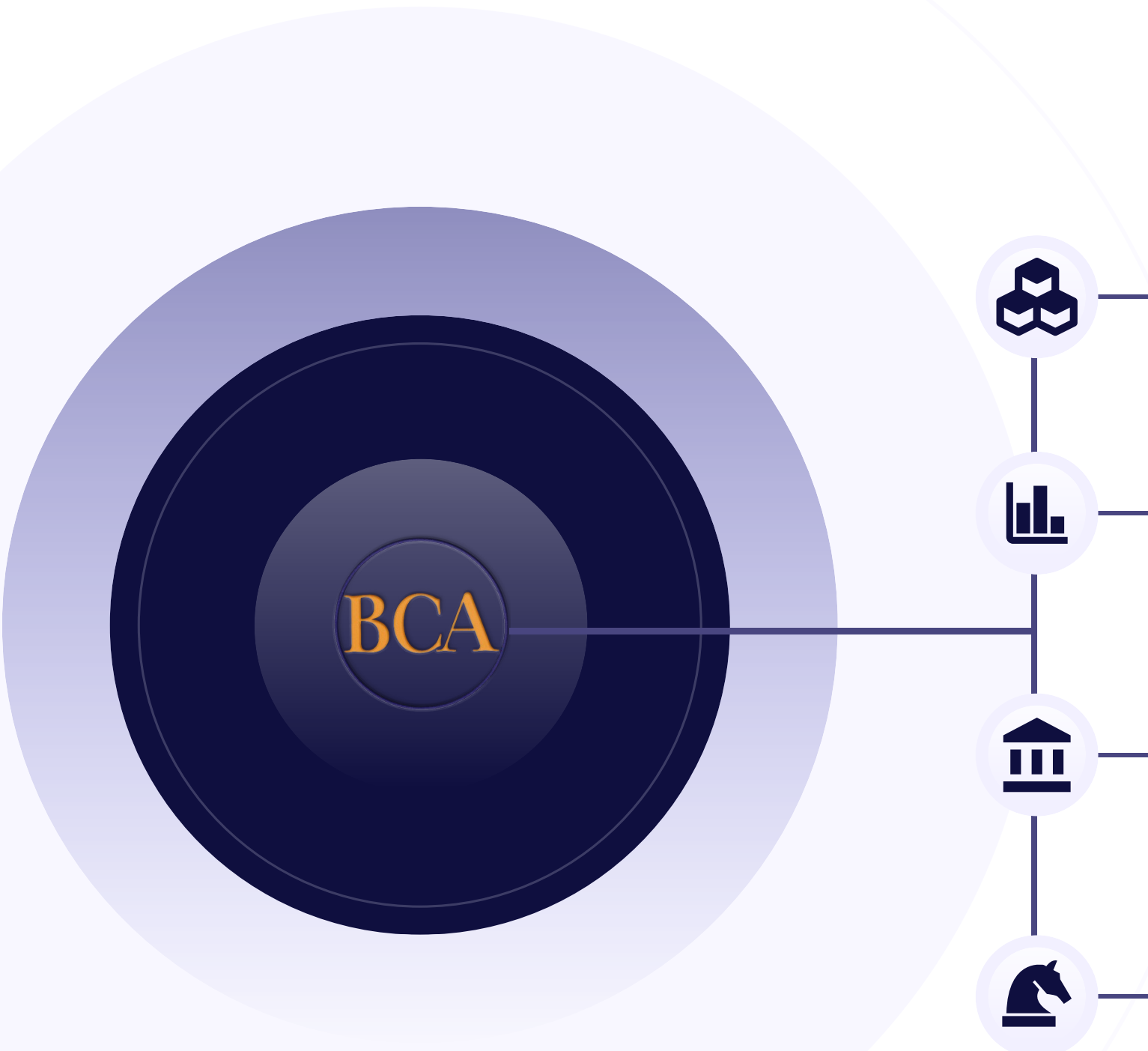
Confidential Real Estate Development Remediation Advisory
₦5B

Confidential Upstream Phased Transformation Advisory & Capital Raise
\$50M

Confidential Agriculture Equipment Finance Deal Facilitation
\$8M

Confidential Technology Startup Advisory & Capital Raise
\$1M

Capital Flow Structure



Funding Pathways

BCA's capital network spans DFIs, PE funds, commercial banks, and strategic investors—providing our clients with structured access to the right capital on the right terms.

Development Finance Institutions (DFIs)

- 1. Accessing patient, long-term capital for high-impact projects.

Infrastructure and Private Equity Funds

- 2. Connecting large-scale industrial and infrastructure projects with specialized PE equity.

Commercial and Investment Banks

- 3. Leveraging deep-rooted banking relationships to secure optimal debt structures and credit facilities.

Strategic & Institutional Investors

- 4. Matching your businesses with partners who bring both capital and sector-specific synergy.

Diagnostic & Foundational Services



“Diagnosis Before Prescription”

1. Capital Readiness Scorecard™ (CRS)

A quick scan revealing an investor’s impression about the fitness of your business. We identify the modest changes required to immediately raise the level of interest in funding your business or project.

2. Investor Readiness Accelerator™ (IRA™)

A rapid review of key business documents and financial information to detect critical areas of concern. This provides the opportunity to remedy issues before you confidently approach investors.

3. DaDD™ Counterparty & Partner Assessment

A thorough analysis of a potential partner or counterparty’s reliability, trustworthiness, and strategic fit. Essential for making informed decisions about the future of your business or project.

4. Deal Architecture Blueprint™ (DAB™)

A clear, simple plan outlining the optimal financing structure for your business. We model the best-suited capital instruments and dilution levels to establish the most favourable terms.

5. Integrated Financial Model™ (IFM™)

Your financial future brought to life in a rich, easy-to-understand model. We forecast the growth trajectory of your business, and prove the debt serviceability potential to capital providers.

Institutional & Transactional Services



“Structure Before Capital”

1. DaDD™ Full Sector Diagnostic

A deep-dive analysis of the entire business and your key markets. We present an unbiased picture of your strengths and weaknesses with a bankability scorecard, to support a credible, defensible investment case.

2. Project Finance Structuring Package™ (PFSP™)

Specifically for large-scale Infrastructure, Energy, and Real Estate projects. We build the ideal frameworks that appeal to DFIs, ECAs, and specialized global lenders, to facilitate winning their support.

3. Investor Document Suite™ (IDS™)

Presentation is the gateway to funding. We create the institutional-grade materials required to open doors to busy and discerning investors.

4. Capital Raise Preparation Program™ (CRPP™)

An intensive 60-day program to prepare your business and leadership for a successful raise. We build your deal architecture, financial models, and institutional-grade materials, concluding with coaching to help you confidently defend your opportunity and negotiate optimal terms.

5. Investor Relations Infrastructure™ (IRI™)

Your financial future brought to life in a rich, easy-to-understand model. We forecast the growth trajectory of your business, and prove the debt serviceability potential to capital providers.

Why BCA?



BCA's Value Proposition

- 1. True Independence**

We work only for you, not for banks or funds, ensuring our advice is 100% objective.

- 2. Senior-Led Engagement**

Our leadership team remains deeply involved in every engagement, guiding your most critical decisions.

- 3. Success-Aligned Fees**

We combine modest retainers with performance-based compensation—BCA only wins when you win.



Leadership Team

BCA's leadership team combines **deep sector expertise in energy, corporate finance, and capital markets with decades of advisory experience** across Africa.



Pere (Alex) Tiemo
Founding Partner



Chris Opuba
Managing Partner



Rob Tims
Senior Advisor



Kevin Ryder
Senior Advisor



N. Yvonne Emordi
Senior Advisor



Mma Ojengwa
Senior Advisor



Core Leadership Competencies

Energy & Infrastructure

Decades of experience structuring complex energy transactions.

Strategic Advisory & Board Governance

Trusted advisors to the C-Suite.

Corporate Finance & Capital Markets

Extensive track record in strategic finance and growth capital.

Local Execution & Global Perspective

Bridging the gap between international standards and local execution.





Let's discuss how we can structure your next transaction for success.

[Click here to get started](#)



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Lagos, Nigeria



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consultation