



LAGOS, NIGERIA

## CORPORATE PROFILE

# Broad Capital Advisory

Capital Structuring · Corporate Finance · Strategic Advisory

*"Structure Before Capital · Diagnosis Before Prescription"*

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PREPARED BY

**Broad Capital Advisory**

DATE

**March 2026**

CLASSIFICATION

**Confidential**

# BCA delivers institutional-grade corporate finance and capital advisory across 9 domains, with US\$20B+ in energy transactions and ₦69B+ in corporate finance mandates

## Independent Advisory Model

BCA operates as a fully independent advisory firm with no proprietary products, no lending balance sheet, and no conflicted agendas — advice is anchored 100% in client outcomes.

## Comprehensive Service Architecture

9 advisory domains delivering 36 productized services spanning capital readiness, transaction structuring, DaDD™ diagnostics, capital raising, corporate finance, and business strategy.

## Proven Track Record

45+ completed transactions across 7 sectors with a 100% success rate, including landmark energy transactions (US\$2.93B largest single deal) and corporate finance mandates across West Africa.

## Senior-Led Execution

Every engagement is led by partners and senior advisors with decades of transaction experience — no junior handoffs, ensuring direct access to decision-makers.

**US\$20B+**

ENERGY TRANSACTION VALUE

**₦69.02B**

CORPORATE FINANCE VALUE

**45+**

COMPLETED TRANSACTIONS

**100%**

SUCCESS RATE

# This profile covers BCA's positioning, philosophy, services, proprietary IP, track record, leadership, and value proposition

**01** About the Firm

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**02** Philosophy & Process

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**03** Advisory Services Architecture

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**04** DaDD™ — Proprietary Diagnostic IP

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**05** Energy & Infrastructure Track Record

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**06** Corporate Finance Track Record

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**07** Leadership Team

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**08** Why Clients Choose BCA

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# BCA bridges global analytical rigor with African execution capability, filling a critical gap in the continent's advisory landscape

## 📍 The Advisory Gap

International firms bring technical rigor but lack local execution insight. Local firms offer market familiarity but inconsistent analytical depth. BCA was built as a third model: **independent, institutional-grade, and Africa-native.**

## 📍 Geographic Focus

Headquartered in Lagos, Nigeria — Africa's financial hub. Serving clients across Nigeria and West Africa.

## 👥 Primary Clients

Founders, boards, mid-market companies, and institutional investors.

## 🛡️ True Independence

No proprietary products, no lending balance sheet, and no conflicted agendas. Our fiduciary duty is solely to the client, ensuring 100% objective advice.

9

ADVISORY DOMAINS

36

PRODUCTIZED SERVICES

7

SECTORS COVERED



Lagos, Nigeria — Africa's Financial Hub

# BCA's dual philosophy — Diagnosis Before Prescription and Structure Before Capital — ensures every engagement begins with rigorous assessment before action



## Diagnosis Before Prescription

Deep institutional-quality assessments before suggesting any financial path. Diagnostic rigor prevents wasted time and misaligned capital strategies.



## Structure Before Capital

Internal business systems and deal terms are authenticated before approaching investors. Capital follows structure — not the other way around.

## THE 4-STEP EXECUTION PROCESS

01

### Discovery & Strategic Alignment

Understand the client's business, objectives, and constraints through structured diagnostic frameworks.

02

### Preparation & Value Enhancement

Remediate gaps, build institutional readiness, and design the optimal transaction structure.

03

### Market Engagement & Negotiation

Execute targeted investor outreach, manage term sheet negotiations, and oversee due diligence.

04

### Closing & Value Capture

Finalize transaction execution, complete documentation, and provide post-close support.

# BCA's 9-domain, 36-service architecture provides integrated advisory across the complete capital and strategic lifecycle

## 01 Capital Readiness

Assess fundability before investor engagement to ensure optimal positioning.

## 02 Transaction Structuring

Design optimal financing structure, instruments, and terms for the business.

## 03 DaDD™ Diagnostics

Proprietary 13-sector investment-readiness diagnostic to identify fatal flaws.

## 04 Capital Advisory

Ongoing expert capital guidance and investor relations infrastructure.

## 05 Capital Raising

End-to-end raise execution: documents, targeted investors, and closing.

## 06 Corporate Finance

Valuations, financial models, M&A advisory, and board strategy.

## 07 Fractional CFO

Senior CFO-level leadership and financial management on a retainer basis.

## 08 Business Strategy

Investor-grade strategic plans and comprehensive market entry blueprints.

## 09 Evaluation & Audit

Independent evaluation of performance, outcomes, and post-transaction review.

# DaDD™ converts advisory discovery into a bankability assessment with standardized scoring rubrics across 13 sectors, preventing fatal flaws before months of negotiation

## BCA DaDD™ Framework

A fully documented 6-phase diagnostic system with standardized scoring rubrics across 13+ sectors — converting advisory discovery into a rigorous bankability assessment.

### Bankability Verdict System

**GREEN** Investment-Ready

**AMBER** Conditional — Remediable gaps

**YELLOW** Significant Gaps

**RED** Not Ready



Product	Category	Pricing	Timeline
DaDD™ Full Sector Diagnostic	Flagship	₦5M – ₦12M	15–30 business days
DaDD™ Rapid Screen	Entry	₦2M – ₦4M	5–7 business days
DaDD™ Vendor Due Diligence	Core	₦4M – ₦8M	15–20 business days
DaDD™ Counterparty Assessment	Core	₦3M – ₦6M	10–15 business days

### Key Deliverables

- Phase I–IV Diagnostic Report (40–80 pages)
- IRS Weighted Scorecard
- 90-min Structured Discovery Session
- 90-min Board Debrief

### VALUE PROPOSITION

Fatal flaws are discovered before months of negotiation — saving clients time, capital, and investor relationships.

# BCA advisors have executed US\$20B+ in energy transactions across upstream, midstream, and downstream sectors with a 100% success rate

**US\$20B+**

TOTAL TRANSACTION VALUE

**20**

COMPLETED DEALS

**US\$1.0B**

AVERAGE DEAL SIZE

**US\$2.93B**

LARGEST SINGLE TRANSACTION

Client	Sector	Mandate	Value
Tullow Oil (Uganda)	Upstream	Asset Sale Advisory	<b>US\$2.93B</b>
Cove Energy (Thailand)	Upstream	Strategic Sale to PTTEP	<b>US\$1.90B</b>
Addax Petroleum	Upstream	50:50 JV and Cash Divestment	<b>US\$1.60B</b>
Petrobras (Nigeria)	Upstream	Purchase of Heritage Oil Interests	<b>US\$1.50B</b>
Tullow Oil	Upstream	Asset Sale Advisory	<b>US\$1.45B</b>
Private Equity	Upstream	Co-investment (Gabon)	<b>US\$1.13B</b>
Confidential	Upstream	Indigenous Acquisition	<b>US\$1.00B</b>
Confidential	Upstream	JV Shareholding Acquisition	<b>US\$0.90B</b>
Sasol	Midstream	Pipeline Finance	<b>US\$0.65B</b>
Confidential	Upstream	Chevron Asset Acquisition	<b>US\$0.50B</b>



## Energy Practice Capabilities

- ✓ M&A Advisory (buy-side & sell-side)
- ✓ Project Finance & Debt Structuring
- ✓ Secured Reserve Based Lending
- ✓ Sovereign Energy Policy & Govt Advisory
- ✓ Technical Asset Valuation
- ✓ JV Structuring & Equity Advisory

# BCA has completed ₦69.02B across 25 corporate finance mandates spanning 7 sectors in Nigeria and West Africa

**₦69.02B**

TOTAL TRANSACTION VALUE

**25**

COMPLETED DEALS

**₦2.76B**

AVERAGE DEAL SIZE

**7**

SECTORS COVERED

## MARQUEE MANDATES

Client	Sector	Mandate	Value
Kaduna Electricity Dist. Co.	Energy	Valuation Advisory	<b>₦40.0B</b>
Alert Group Limited	Financial Services	Advisory & Capital Raising	<b>₦10.0B</b>
Boko Agro	Agriculture	Advisory & Capital Raising	<b>₦2.0B</b>
Modern Shelter Systems	Real Estate	Advisory & Capital Raising	<b>₦1.6B</b>
Regent Microfinance Bank	Financial Services	Advisory & Capital Raising	<b>₦1.47B</b>



### Sectors Covered

- ✓ Financial Services
- ✓ Real Estate
- ✓ Agriculture
- ✓ Energy
- ✓ Food & Beverage
- ✓ Entertainment
- ✓ Commodities

# BCA's self-reinforcing advisory flywheel deepens client relationships across multiple capital cycles, generating recurring advisory value

## 01

### Diagnostic & Readiness

CRS™ → DaDD™

Identify fundability gaps and sector-specific risks before approaching the market.

## 02

### Structuring & Strategy

DAB™ → SBP-IE™

Design the optimal financing structure and build an investor-grade strategic plan.

## 03

### Execution & Raising

CRPP™ → CMEP™

Prepare institutional-grade materials and execute the capital raise with targeted investors.

## 04

### Post-Transaction Advisory

EFCFO™ → RCAP™

Embed senior financial leadership and maintain ongoing capital intelligence.



**The Flywheel Effect:** Each stage feeds the next — deepening relationships, ensuring continuous institutional readiness, and generating recurring advisory value.

# BCA's senior-led model ensures partner-level expertise from diagnosis to closing on every engagement

## CORE TEAM COMPETENCIES

-  Energy & Infrastructure
-  Corporate Finance & Capital Markets
-  Strategic Advisory & Board Governance
-  Local Execution · Global Perspective



**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

# Three defining attributes — true independence, senior-led engagement, and success-aligned fees — are rarely found together in the African advisory market

## True Independence

- ✓ No proprietary products to sell
- ✓ No internal capital to deploy
- ✓ Fiduciary duty solely to the client
- ✓ Unbiased assessment of all options

**100% OBJECTIVE ADVICE**

## Senior-Led Engagement

- ✓ Partners lead every mandate
- ✓ Direct partner-level expertise
- ✓ Faster decision-making
- ✓ Institutional-grade execution

**NO JUNIOR HANDOFFS**

## Success-Aligned Fees

- ✓ Retainers cover execution costs only
- ✓ Majority fees tied to closing
- ✓ Shared risk, aligned incentives
- ✓ We only win when clients win

**INCENTIVES FULLY ALIGNED**

### OUR VALUES

 Independence & Objectivity

 Excellence in Execution

 Integrity & Trust

 Partnership Approach

# Partner with Broad Capital Advisory for institutional-grade transaction execution and strategic capital solutions

## RECOMMENDED NEXT STEPS

- 01 Schedule a Confidential Consultation**  
Discuss your capital and strategic objectives with a BCA partner to explore potential alignment.
- 02 Request a DaDD™ Diagnostic**  
Receive a comprehensive investment-readiness assessment to identify gaps before approaching the market.
- 03 Engage for a Specific Mandate**  
Retain BCA for capital raising, M&A advisory, transaction structuring, or strategic advisory services.



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SCHEDULE A MEETING

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