



# DEALHQ PARTNERS

## FIRM PROFILE

• [www.dealhqpartners.com](http://www.dealhqpartners.com)





# Who we are

---

We are an Africa Focused deal advisory/boutique commercial law firm focused on supporting businesses and positioning them to operate efficiently within their market sphere. We are known for our quality service delivery which is focused on attention to detail, creativity, timely execution and client satisfaction.

DealHQ is unconventional - providing an uncommon cross between management consultancy and legal services. Every lawyer in DEALHQ carries an entrepreneur's mind first and foremost, then a deep understanding of law and knowledge of its practical application to mitigate risks on transactions.

Our service offering includes: - corporate commercial, finance, capital markets & derivatives, mergers & acquisitions, private equity, aviation, ESG, real estate & construction, infrastructure, technovation, agriculture & commodities, business formations & start up support amongst others.

We pride ourselves as being commercial-minded and unconventional in our practical yet risk mitigation based approach to legal matters. We give priority always to realizing client's objectives.



## Our Vision

To be the leading deal advisory firm in Sub - Saharan Africa. We seek to utilize our legal expertise and commercial acumen to integrate the best of the continent with the rest of the World.

## Our Mission Statement

DealHQ is in the market to disrupt the commercial legal services space. Our dynamic and innovative team positions us to understand the trends and needs of today's business. We utilize technology to differentiate and strengthen our service delivery.





## Our Values

1

### Service

We are passionate about serving our clients and surpassing their expectations. As a team our ultimate goal is to consistently seek ways to add value to our clients and ourselves.

2

### Integrity

Our word is our bond. We are consistent about who we say we are. Our actions consistently match our values.

3

### Camaraderie

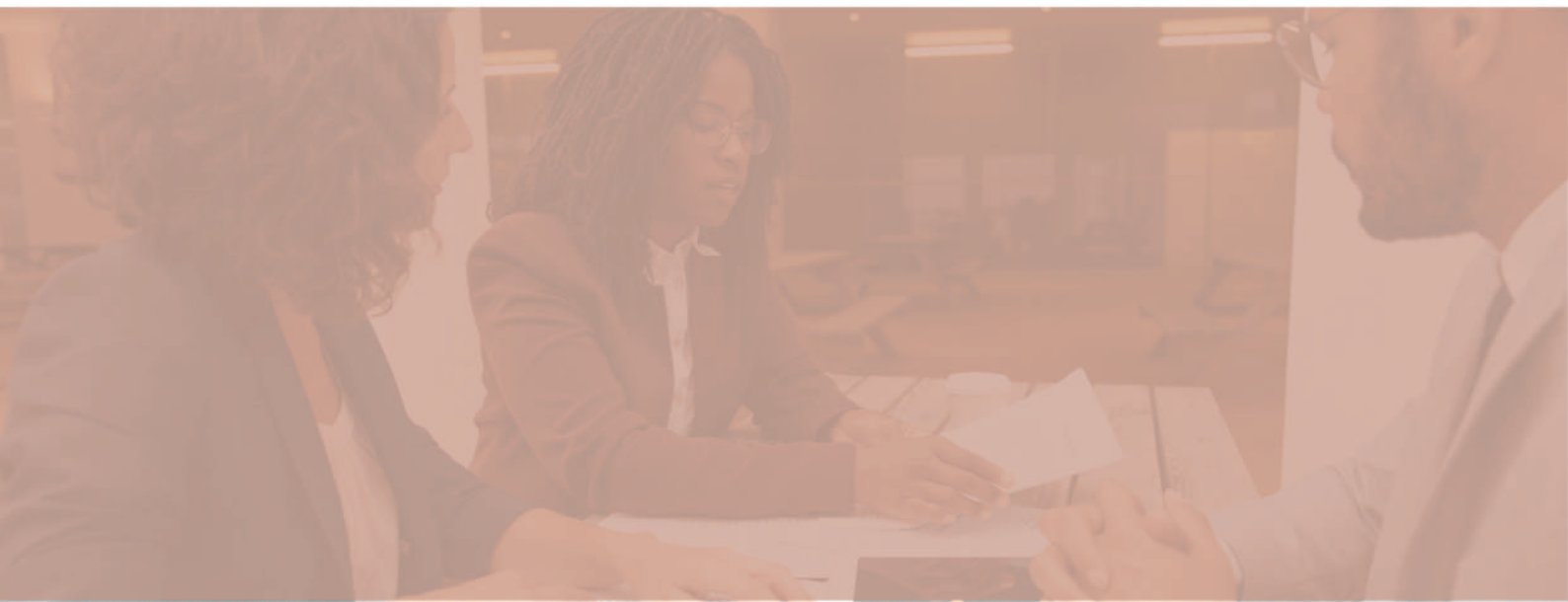
As a team, we consistently make contributions towards our collective aspirations understanding that we are better together.

4

### Respect

We respect ourselves first and foremost and we treat others fairly and kindly.

**"Our clients can rest, assured that DEALHQ gets the deal through!"**





# Our Services

## 01. Corporate Commercial

---



Our Corporate Commercial advisory team provides hands on support to our clients' business across diverse sectors. We provide business formation & incubation, operational support, investment advisory, compliance and business regulation, business continuity and expansion planning, M&A and other forms of corporate restructuring.

Our team has built a reputation as highly skilled at navigating complex business bottlenecks and providing hands-on support to the client through our practical, out of the box thinking, and knowledge of the African market. Our clientele spans manufacturing, energy, oil and gas, aviation, banking, engineering and construction at different stages of growth demonstrating the versatility of our team.

## 02. Finance

---



Our Finance practice spans corporate and project finance acquisition finance, export & trade finance, derivatives, equipment leasing, financial risk management/hedging, and other forms of structured finance from both lender and borrower side, in local and foreign currency. Including drafting and negotiation of standard form finance contracts and credit security documentation and perfection.



## 03. Real Estate & Construction

---



DealHQ is undoubtedly a go-to firm for Real Estate, recognized as one of the few legal advisory firms with capabilities spanning project development, construction and engineering and financing.

We provide end to end support across the real estate value chain including project development support, acquisitions, portfolio management, proptech set up & deployment, construction advisory including contract monitoring, drafting and negotiation of bespoke and standard form construction contracts (general, design build & EPC contracts) finance and capital raise including structuring diverse forms of regulated or unregulated securities (REITS, Asset backed bonds/notes, asset securitization).

## 04. Capital Markets

---



We advise on diverse capital markets deals including:- (equity) IPOs, subsequent public offerings, private placements, rights issues, collective investment Schemes, divestments, securitizations, derivatives amongst others; (debts) bonds issuances, loan notes, mortgage backed notes, collateralized debt obligations amongst others.

Gainers	Price	Change	%Change
AFC	172.55	▲+6.20	+3.76%
BPIRT	29.51	▲+1.05	+3.60%
GOH	42.03	▼-1.28	-3.04%

## Track Sectors

Automobile  
 Real Estate  
 Real Estate - Durables  
 Energy Services  
 Healthcare



## 05. Aviation



DealHQ provides advisory support to new entrants and operators in the Aviation Industry. We advise on procurement of operating licenses, fleet acquisition and leases including financing, insurance, recruitment and onboarding of crew and technical team, and general fleet management and operational compliance.

Our Aviation team is positioned to provide best-in-class support to clients by paying special attention to operational safety, security, financial stability, risk management and compliance with applicable local and international laws.

## 06. ESG



DealHQ provides strategic end-to-end support to clients seeking to implement ESG strategies or to achieve their NetZero goals. We advise businesses seeking to deploy ESG policies across diverse sectors including oil & gas, mining, power, technology, banking, manufacturing, renewable energy and agriculture. Our services include:- change policy development support, risk management strategy and reporting, project finance, regulatory compliance, contract monitoring, sustainable finance and capital raising including structuring diverse forms of regulated or unregulated securities (Green & Blue Bonds, Social Sustainable and Sustainability Linked funding).

## 07. Private Equity



Parallel to capital markets, our PE practice advises on private capital sourcing for businesses at different stages of growth. We also advise PE Funds, VCs, portfolio companies and other institutional investors on potential investment opportunities; including due diligence, viability assessment, deal negotiation and documentation.





## 08. **Technovation & Data Governance**

---



We provide end to end support to the burgeoning technovation and data governance market. Our business in itself is driven by technology and we support businesses seeking to deploy technology based services across diverse sectors including FinTech, PropTech, Retail, Healthcare, Hospitality and other new markets. Consequently, Technology deals with the processing and control of personal data.

Our expertise on Data Governance spans across – advising on international data transfer and exploitation; preparing policies on different aspects privacy and data protection; reviewing and drafting of privacy policy, notices, procedures, guidelines and internal governance policies; Advising on privacy and cybersecurity compliance and audits; Facilitation of trainings and capacity development for both private and public entities; Legislative tracking and regular policy, guideline and regulations update; Advising on data protection aspect of merger and acquisition, joint venture and other complex commercial arrangements. As a licensed Data Protection Compliance Organization (DPCO), we routinely conduct and file statutory data protection audit report for our clients.

## 09. **Corporate & Nominee Services**

---



As part of our corporate services offering, we provide business formation and start up support for onshore and off shore entities, and to other private and public entities. We also provide corporate affairs support (company secretarial, compliance and good standing support), corporate investigations, intellectual property protection, licensing and approvals for specialized businesses, foreign personnel/immigration formalities and trust/custodial services.



# Our Management Team

## **Tosin Ajose** CMC,F.IMC, M.IOD

Lead Advisor

[tosin@dealhqpartners.com](mailto:tosin@dealhqpartners.com)

### Educational/Professional Qualifications:

- Law Degree: University of Lagos, Nigeria 2006
- Admitted to the Nigerian Bar in 2007
- Practice Diploma: College of Law UK, International Capital Markets and Loans

Tosin Ajose is a business lawyer with nearly 2 decade experience. She is well known for her commercial savvy, excellent analytical skills, vast transactional experience and her relentless desire to add value to her clients through innovative solutions, forward thinking and attention to details.

An astute public speaker and an IFLR ranked leading lawyer, with over 500 transactions to her credit across, corporate commercial, mergers & acquisition, private equity, capital markets, finance (project/corporate) and infrastructure practice areas. Tosin sits on the Board of 3 indigenous companies in Nigeria and is a visiting lecturer with the centre for housing and sustainable development, Nigeria.





## **Izuchukwu Ubadinma** **Partner**

*izu@dealhqpartners.com*

### Educational/Professional Qualifications:

- LL. B: Imo State University, Owerri, 2009
- Admitted to the Nigerian Bar in 2010

Izuchukwu has vast experience in corporate commercial, intellectual property, capital markets, regulatory compliance and sustainability. He currently heads the Firm's Abuja Office and leads the firm's fledging Corporate Services Practice which now serves clients from across the globe. A cutting-edge solicitor and a registered capital markets consultant; Izu's constant quest to exceed client expectations as easily noticeable to Clients that have worked with him.



## **Stephanie Okwe** **Practice Administrator**

*stephanie@dealhqpartners.com*

### Educational/Professional Qualifications:

- LL. B: Nnamdi Azikwe University, 2011
- Admitted to the Nigerian Bar in 2012

Stephanie is a trained solicitor who has transitioned into Human Resource Management. She's passionate about people, processes, and efficient service delivery.



# Our Team Members



## **Tolulope Egbochue**

Associate

[tolulope@dealhqpartners.com](mailto:tolulope@dealhqpartners.com)

Educational/Professional Qualifications

- LL.B: Nnamdi Azikiwe University, 2018
- Admitted to the Nigerian Bar in 2019



## **Harrison Enoghayin**

Associate

[harrison@dealhqpartners.com](mailto:harrison@dealhqpartners.com)

Educational/Professional Qualifications

- LL.B: University of Benin, 2016
- Admitted to the Nigerian Bar in 2017



## **Ayobami Elias**

Associate

[Ayobami@dealhqpartners.com](mailto:Ayobami@dealhqpartners.com)

Educational/Professional Qualifications

- LL.B: Adeleke University, 2020
- Admitted to the Nigerian Bar in 2022



## **Halilat Gbaiye**

Associate

[halilat@dealhqpartners.com](mailto:halilat@dealhqpartners.com)

Educational/Professional Qualifications

- LL.B: Crescent University, Abeokuta 2019
- Admitted to the Nigerian Bar in 2021



## **Assumpta Nwaogwugwu**

Associate

[Assumpta@dealhqpartners.com](mailto:Assumpta@dealhqpartners.com)

Educational/Professional Qualifications

- LL.B: University of Lagos, 2021
- Admitted to the Nigerian Bar in 2022



## **Ken Austine**

Associate

[Austine@dealhqpartners.com](mailto:Austine@dealhqpartners.com)

Educational/Professional Qualifications

- LL.B: Niger Delta University, 2021
- Admitted to the Nigerian Bar in 2022



## **Precious Ossi**

Associate

[precious@dealhqpartners.com](mailto:precious@dealhqpartners.com)

Educational/Professional Qualifications

- LL.B: University of Nigeria, Nsukka 2021
- Admitted to the Nigerian Bar in 2022



## **Idunnuoluwa Obisesan**

Associate

[idunnuoluwa@dealhqpartners.com](mailto:idunnuoluwa@dealhqpartners.com)

Educational/Professional Qualifications

- LL.B: University of Lagos, 2021
- Admitted to the Nigerian Bar in 2022

# Awards & Rankings



Mergers & Acquisition  
Project Finance  
Restructuring and Insolvency



Recommended firm  
Corporate, Commercial  
and M&A



Boutique Transactional  
Law Firm of the Year  
(Nigeria) 2022



Boutique Transactional  
Law Firm of the Year  
(Nigeria) 2022

## Client Review

★★★★★

### IFLR 2020

"I was impressed with their work ethics, timeliness and overall presentation on the job. I will say their key strength is their knowledge in buy side Due Diligence."

### IFLR 2021

"The firm was very helpful with handling the transaction and also communicating effectively with the target company as well as with the other investor in the deal."

### IFLR 2022

"Despite their small team, the firm has in-depth knowledge of law and business. The team is also extremely efficient."



# Select Clients





## Contact Us



- The HQ, 3b, Dr Omon Ebhomenye Street, Lekki Phase 1, Lagos.
- 1st Floor, Merit House, 22 Aguiyi Ironssi way, Maitama, Abuja. FCT



[info@dealhqpartners.com](mailto:info@dealhqpartners.com)



[www.dealhqpartners.com](http://www.dealhqpartners.com)



+234 (1) 4536427, +234 (0) 809 093 8104



DealHQ Partners



@dealhqpartners