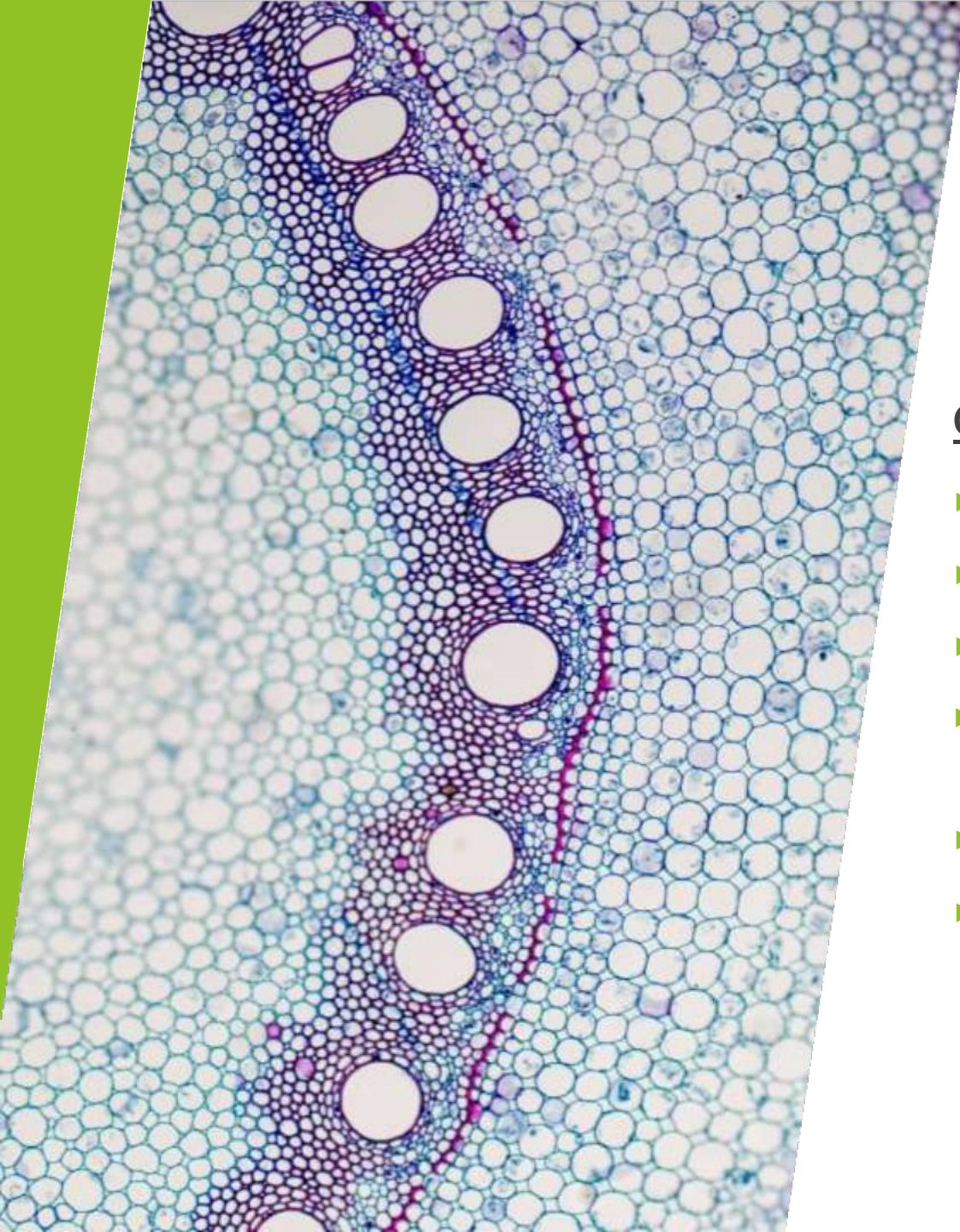




Profile

Sharon Consultative and Research Mgt (S.C.R.M.) [now SCRM Enterprises]



CONTENT

- ▶ Slide 1. Background Information
- ▶ Slide 2. Key Services
- ▶ Slide 3. Key Sectors of Focus
- ▶ Slide 4. Core Project Team Members
- ▶ Slide 5. Strategic Alliances
- ▶ Slide 6. Conclusion

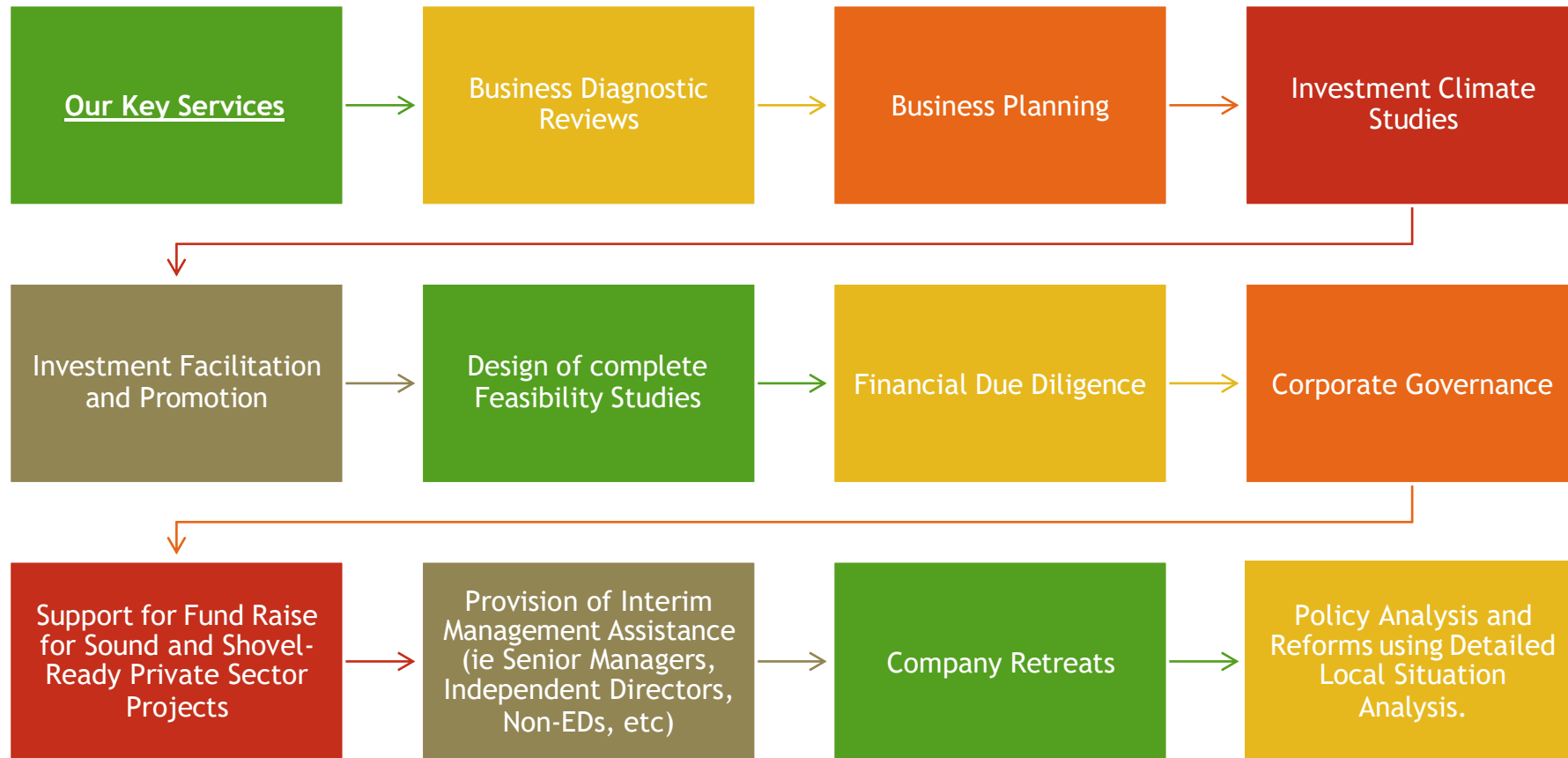
Background Information

- ▶ Sharon Consultative and Research Management (S.C.R.M.) [now SCRM Enterprises] was established in May 1997 as a multi-disciplinary consulting, research, and advisory firm now with a growing pool of senior experts including finance specialists, consulting industry specialists, academicians, project management experts, market researchers, investment bankers, etc.
- ▶ In the last twenty-three (23) years or so, the firm has handled direct mandates for the World Bank, CNFA of USA, FDC of France, DFID / Adam Smith International of UK, Connexion Corporation of USA, Fem Consult of The Hague, Alpha Consult of Milan, Italtrend of Italy, several private entities, NGOs, etc.
- ▶ With the rich experience of our core team of experts on several flagship assignments over the years, our firm is evolving to offer services to support project developers and private investors, commercial agricultural projects, gas processing companies, renewable energy companies, donor agencies, financial institutions, and government agencies in the analysis, preparation, and implementation of a broad range of investments and development projects.

Our Vision & Mission

- ▶ Our vision is: “To support the unlocking of the potentials of the African economy using Nigeria as the starting point because of its market size, youth population, institutional voids, and the sheer magnitude of technological innovations.”

- ▶ Our mission is: **“Support the growth in the GDP of a few sub-national entities in Africa”**



Key Sectors of Focus

- ▶ Circular Economy.
- ▶ Oil & Gas (Upstream, Midstream & Downstream).
- ▶ Commercial Agriculture.
- ▶ Power Plants (Thermal, Solar Energy & Hydro).
- ▶ Innovation /Technology Hubs.
- ▶ Communications / Digital Economy.
- ▶ Healthcare / Hospital Campuses.
- ▶ Financial Services.
- Mining / Solid Minerals (Precious Metals & Critical Minerals).
- Real Estates / Students' Hostel Accommodation.

Core Team of Consultants

- ▶ **Udeme UKPONG:** Former Senior Manager and pioneer Head of the Energy Sector Business of the African Development Bank Limited, he had served as a Credit Officer in the Enugu Branch before his transfer to the Lagos markets where he was the Branch Manager of the Apapa Branch and Head Office Branch of the defunct Commercial Bank of Africa Limited. A former **Executive Assistant** to the MD and CEO of the Bank, he later served as a member of the Think Tank and Investment Promotion Agency of the Government of Akwa Ibom state (1999 - 2007). Former **Vice Chairman of the Ibom Power Company Limited**, an IPP of 167MW in Akwa Ibom state. He is a member of the Institute of Directors (IOD) in Nigeria. MBA (1987) and BSc (1981). He has conducted Feasibility Studies for a range of private projects and participates in fund-raise and private placements.
- ▶ **Engineer Abayomi JUNAID** is a **Senior Investment Banker** and former Chief Manager at the African International Bank Limited in charge of Corporate Finance. He has successfully packed Feasibility Studies, and procured financing from the banks including the defunct NIDB, Bank of Industry, Bank of Agriculture, etc. He holds a degree in Chemical Engineering with strong expertise in **Production Engineering** and an MBA degree.
- ▶ **Olabanji M. BALOGUN** - He was a Principal Manager of the Bank of Industry in charge of Appraisal (Market, Technical, Financial, and Economic Analysis), Implementation, Supervision, and Debt Collection of Industrial Projects (World Bank/ IBRD, African Development Bank, European Investment Bank, etc at the Bank of Industry. He had handled NERFUND & SME Projects as well. 23-year career at the Bank of Industry. BSc in Economics (2nd class upper).
- ▶ **Edima Ben EKPO, FCA** - Former **Deputy General Manager** - Risk Management for the United Bank of Africa Plc. He is a Fellow of the Institute of Chartered Accountants of Nigeria (ICAN). A senior specialist in Operational Risk Management, he is an Examiner for the Institute of Risk Management of London.

- ▶ **Ema EDISON** - Senior Marketing Specialist. Consulted for the LBS and worked for the IFC on the design of Feasibility Studies for the **Izombe Gas Project** in Imo state. Holds an MBA in Marketing and a BSc in Chemistry (1980).
- **Friday Essienekak**: Schooled in Business Administration and Finance, Chartered Stockbroker (ACS), Certified Pension Consultant (FCIP) and accredited MSME Specialist. Alumnus of the Venture Capital Institute of USA and a former Council Member, National Association of Small and Medium Enterprises (NASME). He is skilled in building and growing small firms into stable medium and large economically contributing enterprises.
- **Martha TAIWO, ACA** - Twelve (12) years+ work experience in various aspects of finance functions and corporate governance which includes seven (7) years of financial management at Shield Petroleum Co. (Nig.) Ltd. Possesses extensive practical knowledge and awareness of developments in the industry and provides suitable interpretations to the executive stakeholders in the organizations. Key accomplishment includes successfully obtained a US\$10M (NGN1.5 Billion) debt restructure from leading commercial bank in Nigeria, following the financial meltdown of 2008 to 2009, which helped to strengthen the liquidity of the company.
- The above information on our core team is not exhaustive.



Strategic Alliances

- ▶ Over many years, our firm has built several strategic alliances to undertake sensitive projects across various sectors. These firms include FCSL (Nigeria), Collins Dale Capital Partners of UK, MX Mining Capital GmbH, Olympian Equity Partners of UK, etc.
- ▶ Typically, we work with firms and senior professionals with at least 15 years of experience in the specific sectors of the projects that we undertake. These firms are well-known and provide thought leadership in those specific sectors eg Project Finance, Infrastructure Finance, Renewable Energy, Cleantech, etc.
- ▶ We aim to continue to weigh in on their expertise and insights into all relevant assignments that we undertake.



CONCLUSION

- ▶ We at SCRM Enterprises offer to assist our discerning clients, on best efforts basis, towards actualization of their business objectives.
- ▶ We have the required experience with a core team prepared to work within a realistic budget of professional fees and monthly work expenses clearly below the current market rates for experts of our caliber.
- ▶ Thank you indeed for this opportunity to make this presentation today.

Udeme Nkana Ukpong

Engagement Partner, SCRM Enterprises.

Apt C16 CoopLag Gardens Estate, Lekki

Lagos, Nigeria

Tel No: +234-8060836078.

E-mail: engage@sharon-consultative.com.