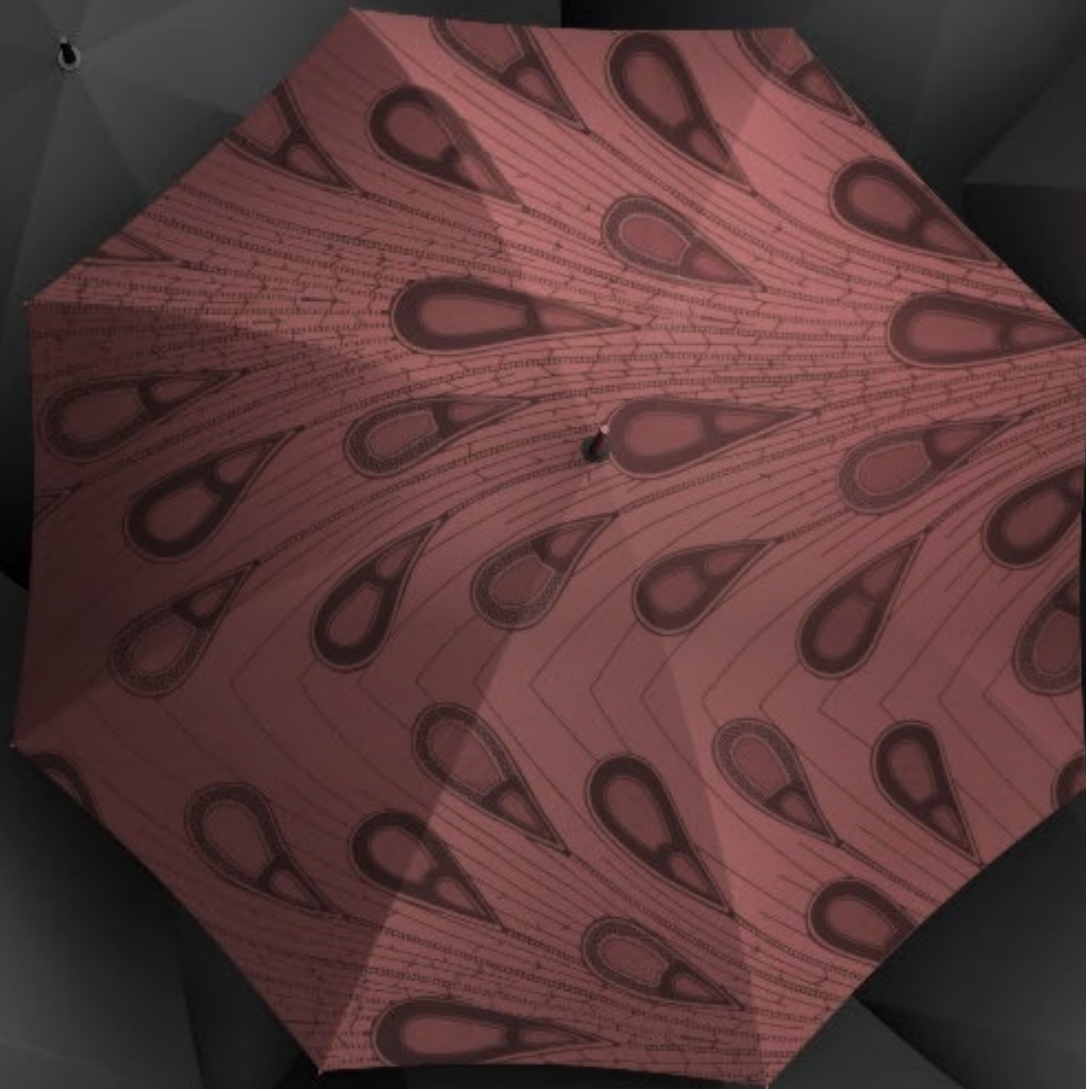


Different, Differently.

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February, 2023

# About Iron Capital Partners Limited

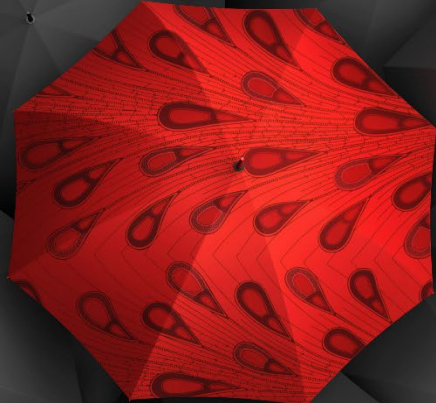
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# About Iron Capital Partners Limited

**Iron Capital** is an Africa-focused investment banking firm with significant financial and technical expertise and a team that has a track record of exemplary governance and delivering best-in-class transaction execution across Sub-Saharan Africa.

We leverage our experience on financial markets in Africa and globally to best advise our clients as they navigate uncharted territories. A trusted partner, founded on integrity, innovation and an unyielding determination to develop and implement innovative and customised solutions for our clients, from government to private and public sectors, and beyond.

Iron Capital Partners Limited is also registered in Kenya under the name Iron Capital Partners East Africa Limited. Its subsidiary Iron Global Markets Limited is registered in Nigeria and is licensed by Securities and Exchange Commission (SEC) Nigeria to carry out Issuing House services.



Iron Capital has a subsidiary; Iron Global Markets Limited, designed to provide capital market solutions.

# Iron Capital: Our Services



Mergers & Acquisitions



Risk Advisory



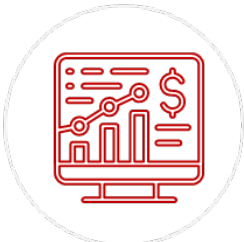
Private Debt Advisory



Capital Markets



Capital Advisory



Sovereign Advisory



Shareholder Advisory



Debt Restructuring



**Africa-based  
Africa-focused**

# Iron Capital: Our Deal History (Public Sector)

Iron Capital is proficient at providing financial advisory and corporate finance services to private and public clients across Africa.

**Sovereigns**

**\$ 500 Million**

Securitization of Crude Oil Proceeds and Oil Price Risk Management

—

Memorandum of Agreement

Central Africa

**\$ 1 Billion**

Securitization of Crude Oil Proceeds

—

Term Sheet

East Africa

**Sub-Nationals**

**₦ 2.6 Billion**

Concession of a State-Owned Asset

—

Term Sheet

Nigeria

**₦ 8.9 Billion**

Concession of a State-Owned Asset

—

Ongoing

Nigeria

**₦ 150 Million**

Sale of a State-Owned Enterprise

—

Term Sheet

Nigeria

# Iron Capital: Our Deal History (Corporate)

Technology	Insurance				Oil & Gas
<p><b>\$ 70 Million</b></p> <p>Sale-Side Adviser to a Top Payment Service Provider</p> <p>—</p> <p>Ongoing</p> <p>Nigeria</p>	<p><b>₦ 10 Billion</b></p> <p>Equity Raise</p> <p>—</p> <p>Ongoing</p> <p>Nigeria</p>	<p><b>₦ 40 Billion</b></p> <p>Securitisation of Pipeline Proceeds</p> <p>—</p> <p>Term Sheet</p> <p>Nigeria</p>	<p><b>₦ 100 Million</b></p> <p>Invoice Discounting</p> <p>—</p> <p>Closed (2020)</p> <p>Nigeria</p>	<p><b>\$25 Million</b></p> <p>Equity Raise for a Listed Exploration and Production Company</p> <p>—</p> <p>Ongoing</p> <p>Nigeria</p>	<p><b>\$40 Million</b></p> <p>Debt Restructuring</p> <p>—</p> <p>Ongoing</p> <p>Nigeria</p>
					Logistics
<p><b>\$15 Million</b></p> <p>Equity Raise for a Cloud and Marketing Company</p> <p>—</p> <p>Ongoing</p> <p>Nigeria</p>	<p>Company Valuation of a Composite Insurance Company</p> <p>—</p> <p>Closed (2021)</p> <p>Nigeria</p>	<p><b>\$ 500 Million</b></p> <p>Asset Financing Facility</p> <p>—</p> <p>Ongoing</p> <p>Kenya</p>	<p><b>\$50 Million</b></p> <p>Debt Financing from a Development Finance Institution</p> <p>—</p> <p>Term Sheet</p> <p>Nigeria</p>	<p><b>\$5 Million</b></p> <p>Production Support Vessel Financing</p> <p>—</p> <p>Ongoing</p> <p>Nigeria</p>	<p><b>\$20 Million</b></p> <p>Financing of Warehousing and Logistics Support Facilities</p> <p>—</p> <p>Ongoing</p> <p>Liberia</p>

# Iron Capital: Our Deal History (Corporate)



# Iron Capital: Recent Partnership with the Australian Government

- Iron Capital signed a partnership with the Australian Government, through the Australian Trade Commission (Austrade).
- This partnership allows Austrade leverage on the extensive network of contacts that Iron Capital has cultivated on the African continent to support Australian businesses making a foray into Africa, with a special focus on Nigeria, Ghana, Kenya and Zambia.





# Iron Capital: Our Board



## **Ibada Ahmed – Director**

- Ibada is a seasoned Finance and investment expert in the international and African markets. With a strong background in banking and trading; she is a Certified startup expert and investment guru.
- She has been honored by several civic and cultural organisations. She serves as Vice President of Africa's Young Entrepreneurs and Director of A.Y.E Trust Fund that supports new entrepreneurs across Africa.
- She was recently appointed to the Board of Global Citizen.
- Bachelor of Arts (Hons) from the University of Nairobi and holds other Trading and professional qualifications. [LinkedIn Profile](#)



## **Jubril Enakele – Chief Executive Officer**

- Jubril has 20 years of African and European banking experience in Corporate Finance, Mergers, Acquisitions, Capital Markets and Commodity Derivates. He has raised over \$10 billion of debt for African Sovereigns and Corporations from international and African debt capital markets.
- An Alumnus of Saïd Business School, London Business School, University College London and University of Calabar, Nigeria. [LinkedIn Profile](#)



## **Olumide Akpata – Independent Director**

- 20+ years' experience. He is a Partner and Head of the Corporate and Commercial Practice at Templars, one of Nigeria's leading commercial law firms.
- Olumide the President of the Nigeria Bar Association (NBA)
- Bachelor of Laws (LL.B), Nigerian Law School – Barrister at Law (BL). [LinkedIn Profile](#)

# Chief Executive Officer: Profile Summary



- Mr. Jubril Enakele is the founder and Chief Executive Officer of Iron Capital, an Africa-focused investment banking franchise based in Africa, and a representative office in London.
- Prior to starting Iron Capital in 2019, Jubril was Chief Executive Officer of Zenith Capital Limited, the investment

banking affiliate of Zenith Bank Plc for four years. During this period, he maintained oversight of three other businesses, namely Zenith Securities Limited, Zenith Asset Management Limited and Zenith Trustees Limited respectively, in non-executive capacities.

- Prior to joining Zenith Capital as Chief Executive Officer in May 2015, he was Director of Corporate Finance and Client Coverage for sub-Saharan (excluding South Africa) at Deutsche Bank AG, London where he was responsible for originating Capital Markets (debt and equity), Fixed Income and Derivatives transactions, and providing

coverage and origination support to other products groups including M&A, Structured Finance etc. in the region. Before Deutsche Bank he worked for Standard Bank (London), Citibank N.A. / Citigroup Global Markets (London and Lagos), Zenith Bank Plc (Lagos) and Prudent Bank (now Polaris Bank Plc) respectively.

- Over the course of his career, Jubril has been involved in notable international debt capital market transactions for African Sovereigns and Corporates raising over US\$10 billion for Africa-based issuers.
- Jubril is an alumnus of Saïd Business School, London Business School, University College London and University of Calabar, Nigeria respectively. He holds memberships of the Financial Reporting Council of Nigeria, Nigerian Institute of Management, Institute of Credit Administration of Nigeria and Chartered Institute of Bankers of Nigeria respectively. He is also an Associate Member of the Chartered Institute for Securities and Investment (ACSI), UK, and is approved by the Financial Conduct Authority UK (FCA) and the Security Exchange Commission (“SEC”), Nigeria.

# Chief Executive Officer: Selected Deal Experience

## Recent Deals Experience: 2015 – 2019

- Local Currency Bond: North South Power
- Rights Issue: Flour Mills of Nigeria PLC
- Joint Issuing House: Bond Issuance of Flour Mills of Nigeria PLC
- Several non-public advisory mandates
- Advisor: NIPCO acquisition of Mobil Oil (Nigeria's largest deal in downstream oil sector of the year)
- Advisor: Sale of equity in Rotoprint Limited by VEROD Capital
- Advisor: Sale of equity in Emzor Pharmaceuticals to VEROD Capital and FMO
- Advisor: Sale of Federated Steel Mills to a Dubai/Indian consortium
- Advisor: Prudential Africa and Zenith Insurance Joint Venture
- Arranger: N5bn debt package to a pharmaceutical company
- Joint Advisor: Bond issuance programme of Viathan Engineering (the first bond issued by a power company in Nigeria)
- Sole Advisor on MTN acquisition of Visafone
- Sole Advisor on the sale of IGI PFA to Radix
- Arranged \$20mm financing to a local Merchant Bank
- Advisor to an oil marketing company on \$33.6 million loan restructuring

## Closed Deals Experience: 2010 – 2015

- Debt Capital Markets – successfully originated and executed the eurobond issuances of:
  - Federal Government of Nigeria (raised over \$1.5 billion in 3 issues)
  - Government of Ghana (raised over \$1 billion in two issues)
  - Government of Zambia (raised circa \$1.25 billion in two issues)
  - Government of Ethiopia (raised \$1 billion)
  - Fidelity Bank Plc (raised \$300 million)
  - Access Bank Plc (raised \$450 million)
  - Ecobank Nigeria Limited (raised up to \$400 million in several transactions including a Eurobond)
  - Seven Energy Finance Limited (raised \$400 million)
- Financing solutions to African banks outside Nigeria, including:
  - Africa Finance Corporation (\$300 million syndicated loan)
  - Ecobank Transnational Incorporated (\$200 million syndicated loan)
  - Bi-lateral financing to banks in Nigeria; circa \$600 million disbursed

# Iron Capital: Execution Support Team



**DORIS CHRISTINE.E**



**OLATUNJI OGUNKOYA**



**TOMIWA OLAWUYI**



**TOLULOPE ALAGA**



The founder and core team members collectively have about 100 years' experience in investment banking and wealth management domestically and internationally.

# About Iron Global Markets Limited

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# Iron Global Markets Limited

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Iron Global is an investment banking firm set up to provide financial advisory services to corporates and governments; with greater focus on the new breed of clients in sectors such as financial technology, renewables, recycling and information technology.

Iron Global is registered and licensed by the Nigerian Securities & Exchange Commission as an Issuing House.

Iron Global leverages its solid capital base, strong financial services background of its promoters, excellent credentials of its directors and vast experience of its management team, in becoming a financial adviser of choice in the Capital Market. Iron Global Markets structures and executes a variety of transactions, including listed equity offerings, high-yield debt issuances, and derivative transactions.

Iron Global is a subsidiary of Iron Capital Partners Limited; an Africa-focused investment banking firm with significant financial and technical expertise in transaction execution across Sub-Saharan Africa. Iron Capital leverages its experience on financial markets in Africa and globally to best advise its clients as they navigate uncharted territories. Iron Capital Partners Limited is also registered in Kenya under the name Iron Capital Partners East Africa Limited.



# Iron Global: Our Services



Equity Capital  
Market Solutions



Debt Capital  
Market Solutions



Financial Advisory



Corporate Derivatives



Leverage Finance  
Capital



Corporate & Project  
Finance



# Iron Global: Our Team



**Olumide Soyombo**  
Chairman



**Bola Adeeko**  
Non-Executive Director



**Jubril Enakele**  
Chief Executive



**Kikelomo Fajemirokun**  
Non-Executive Director



**Kola Aina**  
Non-Executive Director



**Adedeji Adekoya**  
Head, Capital Market



**Samuel Showunmi**  
Capital Market



**John Ogboru Osaro**  
Legal and Compliance



# Iron Global: Our Deal Experience

**₦20 Billion**

**Sukuk Issuance**  
Joint Issuing House

—

Ongoing  
(Power Sector)

Nigeria

**₦5 Billion**

**Private Placement**  
Sole Financial  
Adviser / Issuing  
House

—

Ongoing  
(QSR)

Nigeria

**₦20 Billion**

**Bond Issuance**  
Sole Financial  
Adviser / Joint  
Issuing House

—

Ongoing  
(Real Estate)

Nigeria

**₦13.9 Billion**

**Private Placement**  
Sole Issuing House

—

Ongoing  
(Banking)

Nigeria

**\$30 Million**

**Lease Financing**  
Sole Financial  
Advisor

—

Ongoing  
(Asset Leasing)

Kenya

**₦ 2.6 Billion**

**Private Placement**  
Sole Financial  
Advisor / Issuing  
House

—

Ongoing  
(Technology)

Nigeria

A photograph of a silver laptop and a white mouse on a dark wooden desk. In the foreground, a white folder is partially visible, overlapping the desk. The laptop is open, and the mouse is to its right. The scene is lit from the top left, creating soft shadows.

# Contact Details

# Contact Details



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