



PEARLMUTUAL PROFILE



PEARLMUTUAL

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COMPANY BACKGROUND



PearlMutual Consulting Ltd ('PearlMutual', 'PMC' or 'Firm') commenced operation in 2012 and offers services in Capital Raising, Financial Advisory, and Executive Training.

The firm is incorporated as a private limited liability company under the Companies and Allied Matters Act 1990 of the Federal Republic of Nigeria (RC845125) and our head office is located in Lekki, Lagos. We are a female-owned and led organization

The Company is also :

- Registered with the Securities and Exchange Commission, Nigeria as Corporate Investment Advisers
- A Business Development Service Provider to the Bank of Industry, Nigeria
- Experienced technical partners with USAID under the West African Trade and Investment Hub (WATIH), and AGRA.
- Accredited by CIBN - Chartered Institute of Bankers of Nigeria as a training institute.



AGRA
Sustainably Growing
Africa's Food Systems





OVERVIEW

MISSION

To help our clients turn business challenges into business performance enablers.

VISION

To be one of the leading advisory firms in Africa.

VALUES I-PEARL



INNOVATION



PARTNERSHIP



EXCELLENCE



ACCOUNTABILITY



RELIABILITY



LEADERSHIP

02.



OUR SERVICES



FINANCIAL ADVISORY

- Research
- Governance, Risk Management and Compliance (GRC)
- Business Process Reengineering
- Strategic Framework Development
- Agribusiness Intelligence and Assessment
- Data Analytics

CAPITAL RAISING

- Trade Finance
- Working Capital for SMEs
- Project Finance

EXECUTIVE TRAINING

- Training Assessment and Advisory
- Training Plan Development
- Bespoke Delivery of training courses
- Open to public training courses
- GAFM Certification training courses

FINANCIAL ADVISORY



04.

Research

Our company offers affordable economic research services. Based on the vast experience of our promoters in research, we can provide useful and current information on various sectors of the Nigerian and global economies.

Governance, Risk Mgt, & Compliance

The PearlMutual team is experienced to deliver on GRC implementation, which will ensure your corporate governance and risk management framework is reliable and able to sustain performance across the organization.

Business Process Reengineering

Our team of consultants utilizes radical ideas to redesign core business processes to achieve dramatic improvements in productivity, cycle times, and quality.

Data Analytics

Our team can provide golden nuggets of insight that can propel an organisation to achieve what was previously unattainable.

Strategic Framework Development

Our commitment is to assist clients in realizing the advantages of a clear and consistent purpose, as well as identifying, documenting, and leveraging insights to generate greater value than their competitors.

Agribusiness Intelligence & Assessments

PearlMutual, as a member of SCOPEinsight's Local Expert Network, is licensed to conduct data-driven business assessments using SCOPEinsight's tools on agricultural businesses in Nigeria through certified assessors.

CAPITAL RAISING



Trade Finance

We have strategic partners with an emphasis on trade financing to help build business capacity in organisations.



Project Finance

Our project finance partners provide debt and/or equity for transactions that will have a developmental impact on the Nigerian economy.



PearlBridge Capital Managers (Working Capital Finance)

In 2018, we set up an open-ended retail fund that sources working capital from high-net-worth individuals to fulfil the short-term working capital needs of SMEs in Nigeria. This vehicle, otherwise known as BridgeAngels Fund I, has since provided 12 SMEs in the Agric processing and manufacturing industry with over \$2.7 million (roughly N1.2 billion). The success of this fund prompted the launch of a Fund Management sister company in 2022. PearlBridge Capital Managers will offer a variety of funds that cater to different SME needs and investor types (institutional and private).



As part of our effort to deliver successful solutions to our clients, we assist our clients to facilitate loan acquisition and or equity (both locally and internationally) to help expand their business. The loan can either be short-term or long-term.



EXECUTIVE TRAINING

We work in alliance with other professionals to deliver quality training courses. These professionals act as course facilitators and contribute to the delivery of our program content.

All our sessions are designed and delivered to provide a hands-on learning experience, as our experienced faculty members use case studies, exercises, group discussions, and explanatory notes to deliver robust sessions we offer training both in soft & technical skills.

We have also conducted training for Sterling Bank, First Academy, Polaris Bank, Unitrust Insurance, Community Based Associates and many more

OUR EXPERIENCE

07.



01

CROWN NATURES NIGERIA PLC

Garment Manufacturing

N85m debt raised

ALLANY'S AGRIQ

Cashew Processing and Exportation

Have raised N249m in debt

02



03

THE PROCUREMENT PROJECT

Agricultural Commodity Trading

Raising N150m as working capital

MAYOR FARMS NIGERIA LTD

Integrated farming Project

N92m debt raised

04



OUR EXPERIENCE

08.



05

TURNER WRIGHT LTD.

Veterinary Pharmaceuticals

In the process of raising \$1.2m for the construction of a new factory and the expansion of their operations

PROJECT ASCENSION

Oil and Gas

We are presently raising \$10 million dollars for an 80% stake in one of its suppliers.

06

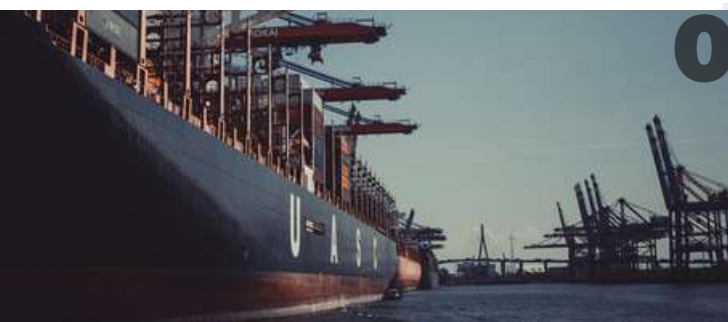


07

THE COAST PROJECT

Maritime and Cargo

\$103m being raised for barging services and the construction of a new terminal



PROJECT OIL

Processing and Extraction from oil bearing crop

Providing business incubation services and raising \$20.3m to purchase raw materials and set up a refinery

08



MEET THE TEAM



Olufunmi Adepoju, CFA, FRM, FCA, B.SC., CRA

Managing Partner

Temitope Soladoye, B.SC., MBA

Head of SME relations and Agribusiness assessments

Oyindamola Oni, B.COM (HONS)

Team Lead Financial Advisory

Victor Igbukolu, ACA, FMVA, BIDA, B.SC

Lead Special Project and Financial Analyst

Oluwadara Adekoya, LL.B., FMVA

Financial Analyst

Udeme Udoh, B.ED

Financial Analyst



WHY

PEARLMUTUAL



Deep, relevant industry experience in our capability areas

To meet the frames of reference of our clients, we are especially skilled at modifying content and tactics. Our team is made up of carefully screened personnel with expertise in project management, strategy formulation, organizational design, business process re-engineering, and IT implementation.

Creative imagination always

We see requirement constraints as innovative opportunities to differentiate your business and positioning for future growth.

Expert advice

Our professional staff have extensive experience and will be able to offer value-added services in all our areas of expertise.

Affordable Fees

We encourage efficient working methods since we want to offer value to our clients. Our fees are therefore reasonable.

Friendly service

Any questions you may have, no matter how trivial, can be answered by us at any time. To the extent that we collaborate to improve your most important assets, we hope that our business will be an extension of yours.



Olufunmi Adepoju
**MANAGING
PARTNER**

CONTACT INFORMATION



+234-816-578-9484



consultant@pearlmutual.com



www.pearlmutual.com



1a Stella Ogunleye Str, Oniru, Lagos



THANK YOU

