

# TOCHUKWU C. OKEHI

+234 818 872 9979, [tochukwuokehi@gmail.com](mailto:tochukwuokehi@gmail.com)

## PERSONAL PROFILE

---

Investment Banking Associate with specialized knowledge in structuring, executing and managing corporate finance transactions. In-depth and well-developed professional experience spanning over 5 years+ working across buy-and-sell side advisory transactions, public and private equity capital raises, and public debt capital markets transactions.

## CORE COMPETENCIES

---

- 3-Statement Financial Modelling
- Trading and Transaction Comparable Analysis
- Regulatory Compliance
- Information Memorandum
- Discounted Cashflow Valuation Methodology
- Industry and Market Research
- Market Sounding Experience
- Investor and Management Presentation
- Client Relationship Management

## SKILLS HIGHLIGHT

---

- Resourceful project management skills for ensuring the successful completion of transactions, whilst maintaining and improving client-firm relationships.
- Ability to execute multiple projects concurrently and to coordinate with project stakeholders and other professional parties for proper management of day-to-day transaction workstreams.
- Ability to present and structure market research, company's core competency, track record and future strategic plans in writing out information memorandums, prospectus and investment presentations for debt and equity capital raises .
- Ability to maintain order books used in tracking investment in bonds and commercial paper issuance.
- Experienced in preparing three-statement financial models in Excel for sell-side advisory transactions that includes making detailed assumptions for revenue, cost and cash-flow drivers over five year forecast periods, using the client's historical performance, core market conditions and expectations, comparable company performance, as well as macroeconomic indicators as key forecast drivers.
- Experience in valuation using the discounted cashflow valuation methodology on three-statement financial model build-out.
- Experience preparing detailed trading and transaction comparable analysis for companies across agriculture, consumer goods, industrial and financial services sectors.
- Equipped in preparing deal origination documents and evaluating financial viability of potential acquisition targets.
- Experience preparing market sounding script and engaging potential investors to test out deal appetite.
- Skilled in performing financial analysis on companies, including evaluating share price and trading performance using Capital IQ and Bloomberg as data sources.
- Proficient in preparing transaction prospectus for initial public offerings and bond transactions, as well as, rights issue circulars as required in compliance with regulatory approval process for such transactions.

## WORK EXPERIENCE

---

***Stanbic IBTC Capital Limited (Subsidiary of Standard Bank Group)***  
***Corporate Finance Associate***

***Lagos, Nigeria***  
***June 2016 – Present***

### **Selected Projects Include:**

#### ***Advisory on Regulatory Approval Process for the Acquisition of a Dairy Processing Company***

- Prepared an 80-page Information Memorandum that outlined the Nigerian dairy processing industry capacity, sales and other financial performance on the target and acquirer that provided justification to the regulator that the acquisition did not substantially lessen competition in the industry.
- Prepared report on the relevant market for the acquisition by assessing the segments of the dairy market where the target and acquirer had an overlapping presence.

- Prepared detailed market research on the industry to clearly articulate in the Information Memorandum the case of under penetration of the market with significant capacity for supply and demand growth.
- Worked alongside the Head of Financial Advisory team to prepare a successful application that resulted in minimal additional request by the regulator in a period where the newly established regulatory body, had not issued clear guidelines for approval of domestic mergers and acquisitions in the country.
- Liaised directly with the regulatory officials and consolidated clarification requests between the client and the regulator.

#### ***Sell-Side Advisory for the Sale of a Majority Equity Stake in a Pharmaceutical Company***

- Built a three-statement financial statement model projecting retail location expansion from a base of 50 pharmaceutical retail stores to 200 stores over the next five years.
- Developed detailed system for forecasting staff and directors' salaries for the store expansion across 8 regions in the country.
- Liaised directly with the chief executive and financial officer to build out revenue, cost and asset growth assumptions based on macroeconomic factors, industry growth factors and other comparable trading companies' performance.
- Applied discounted cashflow valuation methodology on the financial model to estimate the company's equity value.

#### ***Other Notable Public Transactions Concluded***

- **Mergers:** US\$4.2m Merger of ARM Life Insurance and Tangerine Life Insurance in 2020, and Merger of AB InBev's Nigerian brewery subsidiaries in 2017.
- **Rights Issues:** US\$5m Rights Issue by Air Liquide Nigeria PLC in 2019, US\$162m Rights Issue by Union Bank of Nigeria PLC in 2017, and US\$181m Rights Issue by Unilever Nigeria PLC in 2017.
- **Sell-side Advisory:** US\$17.4m divestment of Metropolitan International Holdings (Pty) Ltd's equity stake in Metropolitan Life Insurance Ltd (now Tangerine Life) in 2019.
- **Minority Buyouts:** US\$0.16m Minority Buyout of Arm Life Insurance in 2020, Minority Buyout and delisting of A.G. Leventis (Nigeria) PLC from the Nigerian Exchange Limited in 2019, and Mandatory Takeover of Allianz Nigeria Insurance PLC (formerly Ensure Insurance) by Societe Fonciere Europeenne (a subsidiary of Allianz Group) in 2018.

#### ***Stanbic IBTC Holdings PLC (Subsidiary of Standard Bank Group)*** ***Graduate Trainee***

***Lagos, Nigeria***  
***September 2015 – May 2016***

##### ***Graduate Trainee, Asset Management***

- Proposed two (2) operational process improvement for the cash reconciliation of funds and for updating fund prices on the company's fund application.
- Performed daily cash and stock reconciliation for seven (7) asset management funds - Guaranteed Investment Fund, Nigerian Equity Fund, Ethical Fund, Balanced Fund, Imaan Fund, Aggressive Fund and Kuramo.

##### ***Graduate Trainee, Investment Banking***

- Prepared a debt capacity model for a Nigerian steel manufacturing company together with the associate on the team.
- Prepared research reports that was included in the Information Memorandum for the sale of a majority equity stake in Nigeria's premier payment processing company.
- Prepared the teaser document used to test investors' interest in a sell-side advisory transaction for a company in the financial services sector and updated trading and transaction comparable analysis used in the company's valuation.

## **EDUCATION**

---

#### ***DBrown Consulting (Lagos, Nigeria)***

**September 2020**

- Advanced Financial Modelling

#### ***London School of Economics and Political Science (London, United Kingdom)***

**September 2012 – June 2014**

- MSc in Finance
  - Dissertation: 'Assessment on Ineffective Operational Risk Management as the Root Cause of Distress in Banks'

#### ***University of Manchester (Manchester, United Kingdom)***

**September 2009 – June 2012**

- BA Accounting & Finance (First Class)