



... Providing Legal Solutions

Olisa Agbakoba & Associates Corporate Profile 2009

Our Core Values

- Excellence
- Commitment
- Integrity
- Service
- Dedication

www.agbakoba-associates.com

Introduction

Olisa Agbakoba & Associates (OA&A) is a law firm with vision, providing legal solutions to clients in various sectors of the Nigerian economy and collaborating with our many affiliates globally. With over 30 years of experience in providing legal services to clients in diverse sectors of the Nigerian economy the firm has built a reputation as one of the leading law firms in Nigeria dedicated to excellence, commitment, integrity and uncompromising service.

What We Do

At OA&A we put our clients first and do not compromise on the high standard and quality of work we provide. We focus on understanding our clients' needs in any given transactions and we tailor our advice based on the legal and regulatory provisions that will ensure the successful conclusion of the transaction without compromising our client's commercial goals.

We go the extra mile to ensure the delivery of services within the required time frame while keeping steadfast fidelity to our principle of ensuring the highest ethical standards and providing the highest quality legal services within a cost effective framework.

Our Services

Business Regulatory & Advisory

Our Business Regulatory and Advisory Department routinely advises foreign companies on investment as well as setting up business in Nigeria. Our brochure "DOING BUSINESS IN NIGERIA" is appreciated by foreign law firms and companies alike as a summary of a comprehensive introduction into the Nigerian market. The Department provides specialised advice and assistance to business enterprises from start-up to larger business entities. We

advise on all immigration requirements, direct investment options, corporate affairs, permits and licences required to successfully run a commercial business in Nigeria. We advise on compliance and regulatory matters in various sectors of the economy.

Specific Services rendered under this heading include:

- Advising on the Structure and legal forms of business in Nigeria: We consider the various forms of business units available from 100% subsidiaries to Joint Venture corporations to transaction specific special purpose vehicles and provide advice on shareholding structures
- Incorporation and obtaining Regulatory Permits: We assist clients in setting up of companies and obtaining permits required for operation in different industries and sectors. We also provide assistance in the registration of other types of business entities such as partnerships and representative/ liaison offices
- Registration with the Tax Authorities: We advise on and assist in registration with the relevant tax authorities for tax administration and obtaining of pre-operational tax clearance certificates
- Sourcing of suitable office and residential premises: We assist clients in sourcing possible locations for both office and residential accommodation and ensuring proper title and authority of the prospective lessor/assignor.
- Immigration Services: We assist clients in obtaining all required immigration permits to ensure proper working and residential status in Nigeria and help in filing of periodic returns and obtaining renewals of the approval. Permits obtained include different classes of visas, residence and work permits and expatriate quota positions (required for the employment of expatriate staff).

- Assistance with banking matters: We provide information on the banking system and ratings of local banks and assist with the opening of domiciliary and local currency bank accounts. We also assist in obtaining Certificates of Capital Importation.
- Registration of Technical Agreements with the National Office for Technology Acquisition and Promotion: We advise compliance with the law and regulations governing the acquisition of importation of foreign technology.
- Environmental Regulation Compliance: Advising on compliance with environmental laws and regulations as well as obtaining applicable Permits and Licences.

Maritime & Shipping

We advise on a wide range of matters pertaining to maritime and shipping in Nigeria. As one of the foremost law firms in this sector we have excellent skills in advising on ship registration, charter party transactions, international and national ship sale agreements, marine insurance claims, ship arrests, P&I registration requirements and maritime security. We are legal adviser to the Indigenous Shipowners Association of Nigeria (ISAN), the Nigeria Chamber of Shipping and also advise the National Assembly on matters critical to the maritime and shipping industry in Nigeria. We are members of the Maritime Arbitrators Association.

Foreign Investment & Joint Venture

We advise numerous clients wishing to do business in Nigeria. Our understanding of the domestic business environment enables us to identify the best commercially viable structure for any given project in Nigeria. We advise on loans advanced to Nigerian companies by foreign entities and ensure that regulatory conditions are met to enable easy repatriation of profits and dividends made in Nigeria. We conduct a thorough Due Diligence on Nigerian entities and

advise on Public/Private Partnership Projects.

Our legal advisory services also cover the following: -

- joint ventures with Nigerian companies and Government Corporations
- technology transfer agreements
- shareholders' agreements
- commercial contracts
- project financing arrangements
- escrow and related financial arrangements

Telecommunications

As regulatory and compliance experts we provide legal services to a number of leading telecommunication companies in Nigeria. We have acted as consultant to the Association of Licensed Telecommunications Operators of Nigeria (ALTON) and the firm has represented leading GSM service providers of world repute.

Oil & Gas and Energy

We provide diverse legal services to major multi-national companies in the Oil& Gas and Energy sectors in Nigeria. We advise on the acquisition of oil mining leases, license acquisitions, oil pipeline agreements etc. Our clients include Shell Petroleum Development Company and Chevron.

Legal Audit

We conduct legal audit on entities involved in the banking, insurance, manufacturing,

computer services and oil and gas sectors, routinely covering such areas as legal, regulatory, commercial/contractual, loan documentation (where financial entities are involved), tax, human resources, pensions, insurance and risk management and intellectual property. Our broad experience in this field is complemented by our appreciation of the fact that due diligence is a project specific exercise and thus we are constantly refining our methods to ensure that they are relevant to each of our clients and transactions.

Arbitration & Alternative Dispute Resolution

We offer services on Arbitration and Alternative Dispute Resolution. We are the first law firm in Nigeria to establish an arbitration center, the Arbitration & Mediation Center, where international and domestic dispute settlements proceedings and advisory services are offered. We partner with the Chartered Institute of Arbitrators, Negotiation and conflict Management Group, the Maritime Arbitrators Association.

Practice Areas

We offer a bouquet of specialised services in the following practice areas:

- Alternative Dispute Resolution
- Banking
- Business Law
- Capital Markets
- Commercial Law
- Constitutional Law
- Corporate Law
- Corporate Restructuring
- Energy & Power

- Finance
- Insolvency
- International Law
- International Trade
- Investment
- Litigation
- Maritime Law
- Mergers & Acquisitions
- Oil & Gas
- Private Equity
- Project Finance
- Public Law
- Real Estate
- Securities Law
- Space Law
- Taxation
- Telecommunication
- Venture Capital
- Wills & Probate

Firm Structure

Our firm has 6 departments headed by either a partner or a senior associate. This structure ensures that each department is autonomous and entrusts the department head with the day to day running of the department.

Some of the departments have specialised units set up to provide specific advisory services.

Departments

- Corporate/Commercial
- Litigation & Alternative Dispute Resolution
- Oil/Gas & Energy/Power
- Maritime & Shipping
- Public Sector & Regulatory
- Space & Telecommunications

Units

- Business Advisory Regulatory & Compliance
- Banking & Finance
- Foreign Investment
- Arbitration & Mediation
- Insurance

Achievements

OA & A has contributed to various public sector initiatives which have been passed into law. As a major consultant in the maritime sector OA&A pioneered the enactment the Cabotage Act of 2003 and is at present driving the implementation process through the National Assembly. We act as consultants to the Federal Government of Nigeria, State Governments, the Central Bank of Nigeria and various other strategic entities.

Our senior partner is currently the chairman of the legal implementation committee of Financial System Strategy 2020 (FSS2020) and a member of the Rule of Law Judiciary Group

of Vision 2020 an initiative of the Central Bank of Nigeria which is working with the World Bank. Our partners sit on various committees at the federal level and advise on a wide range of commercial matters.

OA&A is motivated by challenge and has implemented various reform initiatives under the umbrella of our Public sector law practice in the Maritime, Justice and Space sectors termed "Sector Strategies". We are capacity building with the Federal Government with a view to establishing a national Arbitration Centre and are currently consulting with the Bureau of Public Enterprise on Privatisation.

Our Vision

Our vision is to be the best provider of legal solutions which will position us to expand our client base both in Nigeria and take advantage of protocol for legal services in other African countries in the sub region such as Ghana, Sierra Leone, Liberia and The Gambia whilst we widen our focus globally.

Our Philosophy and Goals

Our diverse client base has taught us that appreciating the commercial goals, constraints, concerns and frameworks within which each client operates is just as important as understanding the legal issues. We do not "over lawyer" but provide commercially minded responsive legal solutions to problems. We also provide transparency of costs both in relation to time and disbursements.

Our goal is to provide qualitative legal services by adopting an innovative and practical approach in achieving each client's objectives. We strive to sustain our reputation and position, as a clear market leader in the provision of exemplary services to our clients.

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