



ENZO,
KRYPTON
& COMPANY

Company Brochure



Our Mission

“To accelerate the growth of African businesses for global competitiveness”

We engage any combination of these six thinking buckets – critical, analytical, innovative, strategic, design and implementation thinking – to create value and solve problems for our clients

Our driving force is to see our clients, who trust us with their business, get the best solutions. We believe their success is our success.

Enzo Krypton Value Proposition

(ADD + CREATE) VALUE - PROBLEM
= CLIENT FUFILMENT



The *Krypton Culture* is the difference...

Valuing People is at the core of who we are. We believe in a work culture that promotes a sense of belonging where work is done in a lively, inspirational and collaborative environment. We are dedicated to the success of our clients, strategic business partners, fellow teammates and our community.

Our Values

define us

The Krypton Culture

01

FAITH

We validate & substantiate the hopes and dreams of our clients. We keep faith with our clients and create a future for our employees

02

OPENNESS

We give our clients full disclosure upon engagement and our employees discuss their future aspirations openly



05

CONVIVAL

We have fun while producing great work in a lively and inspiring environment.

04

RESPECTABILITY

Producing incontrovertible, respectable and bankable work is a keen focus

ACUITY

Detailed thinking from well ventilated minds producing quality decisions

03

How we help Clients

Strategy

Corporate Strategy
Marketing
Digital

Business Processes
Market Entry
Products

Finance

Advisory
Capital Formation
Mergers & Acquisition

Implementation

Strategy Execution Services
Interim Management Services
Project Management Services

Research

Market Study
Business Feasibility Assessment
Data Analysis

Human Capital

Outsourcing
Organizational Development
Audit and Training

Talent Sourcing

Institutionalization

Enculturation
Value Preservation
Board Formation
Founder's Exit Strategy

THE TEAM

Ayodeji Kurunmi

Ayodeji has extensive management experience spanning across financial services, technology and downstream logistics. He has been involved in several transformational initiatives including conceptualizing and managing the development of the first real time settlement system for electronic transactions initiated by MFI clients on 3rd party channels in Nigeria and possibly Africa. His landmark work is very much in use today across Nigerian Banks. He also contributed to the white paper that resulted in leveraging POS to drive the Cashless Nigeria Initiative of the Central Bank.

With landmark achievements in the financial technology space where he was instrumental in building special purpose platforms to solve complex problems in payments, he forayed into Management Consulting in 2012 and continues to provide transformational advisory services to business leaders across different

industries and markets including ICT, Manufacturing, Consumer Retail, Fashion Retail, Energy, Healthcare, Lottery and Financial Services.

He has also assisted businesses to raise funds required to finance their growth strategy - managing the processes of preparing memos, forecasting growth, producing valuation reports, advising on optimal capital mix and connecting them with funds.

He is currently a partner at Enzo Krypton & Company overseeing the Strategy and Financial Advisory Desk.

THE TEAM

Emmanuel Tarfa

Emmanuel Tarfa is a management consultant with several years of experience in strategy and human capital management. He has gathered his wealth of experience from projects in several industries including: FMCG (Retail); Financial Services; Mobile Communications and Technology; Hospitality, Professional Services; Healthcare and Public Sector. His general expertise cover: Corporate Finance; Corporate Strategy; Market Due Diligence and Business Planning; Marketing and Sales; Research, Operations & Processes and Human Capital Management

Some of his most notable projects include:

Co-financial Advisors (Lead Partner) for raising of \$100million for the construction of a Mini-LNG Gas Plant in Delta State (on-going) – Currently signed an MOU with potential financiers

Acting CFO (Interim Management Services) – Mobile Value Added Service Company – Led part of the company's 2nd round funding to raise \$2.5million
Partner – Product Development, Business Process Improvement – An International Non-governmental organisation operating in over 50 countries across the World (Lagos and Kano offices)

Lead Analyst – PPP Framework – Federal Ministry of Works, Abuja

Associate – Market Entry Strategy (Competitive Landscape Assessment) – Global Generator Manufacturer

Project Manager – Organisational Development and Human Resource Management Services – The largest Dental Practice in Nigeria

He is currently a Partner at Enzo Krypton and Company LTD – A Management Consulting firm that focuses on: Strategy, Human Capital Management and Venture Management.

THE TEAM

Miriaku Obioha

Miriaku previously worked at Tribridge, a DXC Technology Company, as a Microsoft Dynamics NAV Consultant implementing Enterprise Resource Planning (ERP) systems for various companies across several industries within the United States. She helped mid-market and enterprise customers with revenues between 100 Million and 500 Million Dollars solve their tough business challenges, improve their operational efficiencies and financial performance through technology.

She has built robust valuation and financial analysis models on various Harvard Business School (HBS) case studies reviews. She was part of the team that won the prestigious ACG cup competition for the Tampa Bay Region which is a case study competition designed to give participants from leading MBA programs across the United States real world experience and valuable insights into mergers and acquisitions (M&A),

investment banking, financial advisory and private equity.

Miriaku currently holds an MBA and a Masters in Finance from the University of Tampa Florida, USA. She served on the exclusive Dean's advisory board of the John Sykes College of Business as a student adviser to the Dean of the College of Business.

As an undergraduate student at the University of Abuja, she Co-founded Conceptual Initiative and Youth Development – NGO-MFI (Conceptual), a membership based micro-finance institution that supports student entrepreneurs and small businesses with micro savings and credit packages, value added services such as capacity development seminars and business development services (BDS). She graduated with a Bachelor's degree in Accounting from the University of Abuja.

Her long-term goal is to leverage her education, experience and entrepreneurial skills to empower others in developing economies to become economically independent in the future.

Select Work History

We have executed various projects in the last two years which cut across various areas of our competencies. Here are a few highlights of our work history.

Client: Nigeria's Largest Microfinance Bank

Project Type: Corporate Strategy

Project Summary: Development of Corporate strategy and growth plan focused on increasing adoption in rural regions and improving financial inclusion.

Client: Manufacturing & Distribution Company

Project Type: Feasibility & Business Plan Development

Project Summary: Performed a feasibility validation and developed a business plan for the establishment of a \$40 million cement factory

Client: Mid Tier Nigerian Bank

Project Type: Corporate Strategy

Project Summary: Involved in eight month (2 phases) corporate strategy project, conducted to propel the client into the top tier of the banking industry

Client: Africa's Leading Dental Clinic

Project Type: Organizational Development & Institutionalization (Re-structuring & Exit Planning for Founders)

Project Summary: Development of a comprehensive people strategy and implementation of the change management process.

Advised Founders on exit strategy based on extensive global research and scenarios.

Client: Federal Ministry

Project Type: Consulting - Business Strategy/Strategic Planning

Project Summary: Developed a PPP Framework for attracting partners and donors, as well as a strategy for developing and maintaining critical public **infrastructure in line with the** Vision20:2020 goals

Select Work History

We have executed various projects in the last two years which cut across various areas of our competencies. Here are a few highlights of our work history.

Client: Nigeria's Leading Fast Fashion Retailer

Project Type: Corporate Strategy, Organizational Development & Project Management

Project Summary: Developed an 5-year strategic plan focused on consolidating on market leadership and scaling the business across Africa for global relevance.

Client: Nigeria's Leading Retail & Wholesale Category Company for Back to School

Project Type: Corporate Strategy & Transformation

Project Summary: Developed corporate transformation plan, hired team and currently providing corporate Finance Advisory services.

Client: LNG Plant

Project Type: Financial Advisory

Project Summary: Developed investor memorandum for a mini-LNG plant with General Electric as the turnkey developer. The project has secured core offshore investors with a mixture of debt and equity to the tune of \$100M.

Client: Nigeria's Fastest Growing Logistics Company

Project Type: Interim Management Services

Project Summary: Provided Interim Management Services for Africa's first start-up to be admitted into the prestigious Techstars Accelerator program. Secured key partnership with largest online retailer in Nigeria and helped to raise over \$1.5m in funding.

Client: One of Nigeria's biggest technology groups with several subsidiaries which has been in existence for over three decades

Project Type: Corporate Strategy

Project Summary: Developed strategy that is transitioning the company for faster growth and future sustainability

Select Work History

We have executed various projects in the last two years which cut across various areas of our competencies. Here are a few highlights of our work history.

Client: Leading Category Retailer with five (5) retail stores

Project Type: Financial Advisory

Project Summary: Capital raise of \$5.5m for business expansion and diversification.

Client: Private Equity Investor

Project Type: Financial Due Diligence

Project Summary: Conducted Financial Due Diligence for the acquisition of a Marine Engineering Company

Client: Private Equity Investor

Project Type: Buy-side Financial Advisory

Project Summary: \$7m Series A growth fund for a technology driven mobility company.

Client: One of Nigeria's biggest Technology Groups

Project Type: Capital Raising and Financial Advisory

Project Summary: Provided financial advisory to raise \$30 million for a settlement and clearing platform to power the new commodities exchange in Nigeria.

Client: Private Equity Investors

Project Type: Financial Due Diligence

Project Summary: Conducted an extensive Financial Due Diligence exercise for the acquisition of one of Nigeria's leading Micro Finance Banks (MFB)

Select Work History

Client: Private Equity Firm

Project Type: Investment Portfolio Audit

Project Summary: Assessed the operational state of forty four (44) portfolio companies to ascertain realizable value. Developed Exit Strategy for the investors.

Client: The National Microfinance Bank

Project Type: Corporate Strategy

Project Summary: Developed business plan and financial model for the regulator led National Microfinance Bank.

Client: Nigeria's largest Fitness Chain

Project Type: Capital Raising and Financial Advisory

Project Summary: Secured over N100 million for expansion. Secured an offer with a mixture of debt and equity to the tune of \$5 million

Client: Global Generator Manufacturing Company

Project Type: Consulting/Competitor Analysis

Project Summary: Conducted an extensive competitor analysis for the top 5 generator companies in Nigeria. Involved assessing their organisation's operations, propositions and financials.

Contact Us

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