

AKINDELANO

LEGAL PRACTITIONERS



## INTRODUCTION

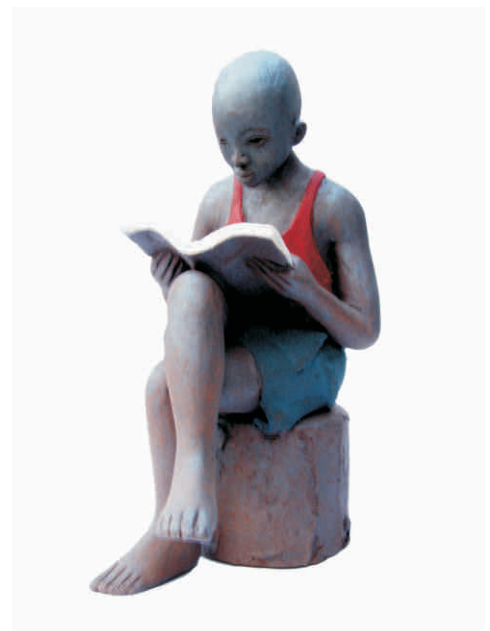
Akindelano legal practitioners (ALP) is a corporate law firm with offices in three commercial centres of Nigeria: Lagos (located close to the nerve centre of the city and within easy access of the law courts), Abuja and Ibadan. Founded in 1972, ALP has established itself as one of the leading law firms in Nigeria. We boast an impressive client-list spanning both the public and private sectors and comprising of medium to large domestic companies alongside major international corporations.

With close to 40 years experience, we draw on our rich heritage of excellence to create a dynamic and successful business firm. Our clients' business remains at the core of our practice and our goal is to achieve a good understanding of their business environment and ensure the building of an efficient relationship.

The pace of commerce in today's world is a fast one and we realise that the biggest concerns for any enterprise is to protect the quality of their products or services, guarantee continuity and reputation whilst keeping pace with the times. We understand these challenges because we are a business too.

Our role, in partnership with our clients, is to create a framework in which our clients' issues can be handled by dexterous and dedicated practitioners -robustly and in complete confidentiality.

Each matter we deal with has a dedicated team comprised of at least one partner and two practitioners to ensure quality of service, accuracy, research and speed.



Knowledge



## LITIGATION

Many litigation lawyers consider litigation to be the first option for resolving legal disputes. ALP is not one of them. Our primary goal is to find a pragmatic solution within the legal framework in response to the problems facing our clients. We recognise that even our clients are not eager to litigate. What they want is a speedy and efficient resolution to their issues. We therefore consider litigation as a last resort.

Nevertheless in the event of litigation, we are equipped with a robustly stocked library and litigation team who will be quick to identify the best route to ensure protection of our clients' peculiar interests.

Our litigation service is a comprehensive one which operates from the High Court through to the Supreme Court. ALP handles civil actions ranging from intricate commercial matters to personal cases. Our immense knowledge and experience gives us the comparative and competitive advantage which is passed on to our client through a swift and efficient response to secure or defend them with interim protective measures.

ALP's clients enjoy the advantage that our "silks" bring to bear in any litigation. Our founding partner Chief Akinwande Delano S.A.N. and Mr. Oluyele Delano S.A.N. our managing partner are members of the Nigerian Inner Bar, having been elevated to the esteemed rank of Senior Advocate of Nigeria.

Through strategic thinking, the application of procedural tactics and in-depth analysis of issues within our clients' case (as well as that of their adversary) we are generally in a position to achieve our clients' commercial interest whilst minimising their legal, commercial and reputational risks.



Strategy

## ARBITRATION AND ADR

In view of the historically slow pace of litigation, arbitration and alternative dispute resolution are the favoured means of dispute resolution in Nigeria. ALP has been active in representing clients in transaction, involving Intellectual Property, Joint Ventures and Shareholder agreements, Labour, Employment, Construction Contracts, Sale of Goods and Product liability. Our lawyers also advise on the drafting of arbitration and dispute resolution mechanism and have often been selected to serve as arbitrators in a wide variety of arbitrations under the UNCITRAL and other arbitration rules.



## COMMERCIAL PRACTICE

ALP's corporate and commercial practice provides expert legal solutions in a field where time is a vital factor. Our Abuja Office ensures that we are able to expeditiously execute all instructions at the Corporate Affairs Commission (the company's registry situated in the nation's capital).

### Construction and Real Estate

ALP advises project sponsors, contractors and other industry players and provides insightful solutions to suit the particular needs of each client. Our opinions are founded on a good appreciation of the commercial and legal aspects shaping each construction project. Aside from the traditional conveyance, lease, perfection of titles and mortgage services, we offer advice on structured property transactions, joint ventures developments, financing and project management issues for housing estates and sizeable construction projects.

Our lawyers have extensive experience negotiating construction contracts and advising on the popular **FIDIC and ICE** standard form contract.

### Intellectual property

Our primary aim in this field is protection for our client. Registration of intellectual right and brand name protects the integrity of their products and services. ALP IP practice covers a variety of industries including pharmaceuticals, information technology, electronics consumer goods and entertainment. We are often engaged in structuring, negotiating and preparing various agreements for the transfer of technology, international franchising and exploitation of intellectual property rights through licensing and joint venture schemes. We handle trademark, design and patent filings along with opposition proceedings and are swift to enforce clients' IP rights.



Industry

## COMMERCIAL PRACTICE

### Taxation

The Nigeria tax system operates on Federal, state and local government levels with many grey areas which tend to create many taxation issues. ALP's tax group provides advice on all aspects of corporate and personal tax matters. Our practice is a mixture of non-contentious and contentious work. And our client base ranges from manufacturers to multinational companies and financial institutions. We have developed particular expertise in our primary strength sectors namely oil and gas, construction & real estate and the finance industry. On contentious matters we engage in all aspects of tax litigation leveraging on our extensive experience to ensure a successful challenge to unfair tax assessments.

### Banking & Insurance

Our practice is structured to respond to the specific needs of banks and insurance companies in Nigeria's dynamic financial markets. ALP provides full advisory and litigation services in the more traditional areas of banking and insurance law, regulation of financial institutions, credit facilities documentation and loan syndications. Our clients in this area include the top banks and insurance companies and premier financial institutions.

### Employment and Labour

ALP advises employees on all aspects of employment law with dispute resolution and advisory services. Our dispute resolution practice often involves defending corporate clients against claims of unfair dismissal and representing our clients in union and labour relations matters. Our employment practitioners render a wide range of advisory services including drafting of employment contracts for executive and senior management staff, of handbooks and regulations in compliance with Nigerian law and the design and implementation of employment benefits schemes.



Communication





## CORPORATE PRACTICE

Clients need to be sure they can pursue their objectives with the minimum of complications or risk. Akindelano Legal Practitioners work to ensure that deals, complex or simple, are closed efficiently and successfully.

### Capital Markets

ALP is licensed by the Security and Exchange Commission to provide legal advisory services in relation to securities and capital market transactions.

Taking the decision to raise capital by way of an I. P.O is a significant move for any organisation. From the very first step through to the exciting landmark moment when the decision to list is taken and through to the daunting planning and execution stages, we are at the client's disposal, forging a close working relationship to achieve success.

Our transaction profile includes advising on Rights issues, Public offers, Private placement, complex Debt instruments and Securitisations.

We also assist in compliance with regulation of the Nigerian Stock Exchange and the Securities Exchange Commission.

### Corporate Restructuring and Insolvency

ALP has established a core group of practitioners who are committed to helping companies develop written corporate codes of conduct with adherence to corporate governance best practice. We also provide the full range of company secretarial services and guarantee corporate compliance and good standing – simply and efficiently. Where necessary, services are rendered through ALP Nominees' Limited, a fully owned company which has secured prestigious mandates to act as secretaries to both large and small companies. In addition we can act as registered office of client companies.



Tactics

## CORPORATE PRACTICE

### Corporate Governance & Secretarial Services

ALP has established a core group of practitioners who are committed to helping companies develop written corporate codes of conduct with adherence to corporate governance best practice. We also provide the full range of company secretarial services and guarantee corporate compliance and good standing – simply and efficiently. Where necessary, services are rendered through ALP Nominees' Limited, a fully owned company which has secured prestigious mandates to act as secretaries to both large and small companies. In addition we can act as registered office of client companies.

ALP has positioned itself to provide its clients with quality advice at all stages of acquisition transactions. We have been active in this area from the era of consolidation of subsidiary companies of conglomerates (brought about by the overseas merger of parent companies) to the more recent merger of companies arising from regulatory reforms – particularly in the banking and insurance sectors. We support our clients from the strategy and planning, through to the due diligence and documentation phase all the way to post-transaction integration.

### Corporate Restructuring and Insolvency

In times of financial difficulties, our restructuring and insolvency group has expertise to render critical advice and out of court work-out. We are regularly instructed on procedures ranging from administration and liquidation through to company voluntary arrangement and receivership. We also act on insolvency-related matters for banks and other secured lenders, creditors and receivers. In addition to acting on business and asset disposal, we advise clients on making asset acquisitions from distressed companies and help to minimise the attendance risk.



Enterprise



## FOREIGN INVESTMENT AND INTERNATIONAL TRADE

### Foreign Investment

At ALP we strive to guide the foreign investor around the pitfalls of doing business in Nigeria - and have authored a guidebook "Doing Business In Nigeria" which is useful to both existing and potential investors.

We are uniquely positioned to obtain the various statutory permits required to set up a new business or to invest in a going concern and also to provide the advisory services required to ensure an effective transition into the Nigerian market.

ALP advises on the best choice of vehicle to enter into the Nigerian market. We undertake start-up advisory company formation and company secretarial services. We also advise clients on shareholder agreements and other possible collaboration arrangements such as joint ventures agency, partnership and technical service agreements.

### Shipping and Maritime Law

ALP advises on all aspects of carriage of goods by sea including issues arising from letters of credit, charter-parties, bills of lading as well as the more complex matters of maritime law.

ALP is also regularly involved with non-contentious work in shipping finance security documentation and local registration of vessels. Our strength in the field of litigation enables us to deal quickly with arrest and release of vessels. We have represented a broad range of clients, including ship-owners, charterers, cargo interest parties, underwriters, banks and P&I clubs. Our team prides itself on providing cost effective tailor-made solutions to meet our client's specific requirements.



Innovation



## FOREIGN INVESTMENT AND INTERNATIONAL TRADE

### Power Energy & Mining

We are undertaking a new initiative to augment our existing teams in the area of Energy, Oil and Gas and Mining in a bid to service these sectors of the economy as Nigeria itself seeks to diversify.

Each team, headed by a Partner will offer dedicated expertise and use of industry contacts in top echelons of the industry. These measures coupled with our in-depth understanding of these sectors will place our clients in good hands to realise the potential profitability of these largely untapped sectors.

### Oil & Gas

With respect to Oil and Gas specifically, our experience in this area includes negotiation and documentation of drilling contracts, joint operating agreements (JOAs), agreements for sale and purchase of petroleum products amongst others. ALP has also assisted in structuring and negotiating settlement agreements in host community related disputes.

We also deal with regulatory issues such as licensing required from the Department of Petroleum Resources.



Diligence



## OUR FEES

ALP aims to encourage long term relationship with our clients in a bid to provide value for money.

The fees structure takes into consideration factors such as:

- The complexity of the matter
- The seniority of counsel conducting the matter
- The specialised knowledge involved and the volume and importance of document prepared or studied and the value of the transaction.

We also offer hourly billing for foreign clients who are more familiar with this method of charging.

ALP is pleased to discuss all billing arrangements and provide an estimate of legal fees or breakdown of services rendered upon request.



Preparation



**Lagos Office**

21 Military Streets

Onikan , Lagos

Tel: 01-9594852, 28054695, 01-9504742

Email: alp@akindelano.com

**Abuja Office**

Plot 215 cadastral Zone

Km 10 Ring Road

Airport Road

Tel: 08023391588

Email: alp-abuja@akindelano.com

**Ibadan Office**

Ile Ori Detu

1 Shell Close

Onireke

Tel: 027523055

Email: alp-ibadan@akindelano.com

[www.akindelano.com](http://www.akindelano.com)



**AKINDELANO**  
LEGAL PRACTITIONERS

• Lagos • Abuja • Ibadan •

[alp@akindelano.com](mailto:alp@akindelano.com) | [www.akindelano.com](http://www.akindelano.com)