





INTRODUCTION

Akindelano Legal Practitioners (ALP) is a corporate law firm with offices in the commercial centres of Nigeria: Lagos, Abuja and Ibadan. The Lagos office is located close to the nerve centre of the city and within easy access to the law courts. 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 ranging from medium/large domestic companies to major international corporations.

With more than 50 years experience, ALP draws on its rich heritage of excellence to create a dynamic and successful corporate firm. Our clients' business remains at the core of our practice, and we always seek to achieve a good understanding of our clients and their business environment to ensure that we devise innovative and commercially viable solutions to their issues. ALP believes in building close and efficient client-lawyer relationships with both corporate and individual clients by combining the advantages of modern expertise with traditional personal service.

ALP appreciates the urgency inherent in every commercial transaction and therefore ensures that our practitioners are immediately accessible to our clients - both international and domestic. We always strive to minimise the turnaround time of every transaction, and maintain our competitive edge by dealing with our client's legal needs **promptly**, **decisively** and **efficiently**.



Knowledge



DISPUTE RESOLUTION

Our primary objective is always to secure a speedy resolution of disputes by understanding our clients' particular interests and exploring avenues for an amicable settlement before litigation. ALP's clients enjoy the advantage our 'silks' bring to bear in any litigation. Our founding partner, Chief Akinwande Delano, SAN and senior partners, Mr. Oluyele Delano, SAN and Mr. Olayode Delano, SAN are members of the Nigerian inner bar, having been elevated to the esteemed rank of Senior Advocate of Nigeria.

Litigation

In the event of litigation, we offer comprehensive services 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 give us the comparative and competitive advantage which is deployed to favour our clients through a swift and efficient response to secure or defend interim measures. Through strategic thinking, the application of procedural tactics and indepth analysis of our clients' and the adversaries' case, we are able to maneuver to a position which achieves our clients' commercial interest whilst minimising their legal, commercial and reputational risks.

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 very active in representing clients in disputes arising from various commercial transactions, including 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 mechanisms and have often been selected to serve as mediators, as well as arbitrators in a wide variety of arbitrations under the UNCITRAL and other arbitration rules.





Shield

COMMERCIAL PRACTICE

ALP's corporate and commercial practice provides expert legal solutions in a field where time is a vital factor. Clients need to be sure that they can pursue their objectives with the minimum of hitches or risks. ALP works to ensure that transactions, no matter how complex, are concluded efficiently and successfully. Our commercial mindset and proven expertise, is the recipe that always ensures success.

Construction and Real Estate

ALP advises project sponsors, contractors and other industry players and provides insightful solutions to suit their particular needs. Our solutions are founded on a good appreciation of the commercial and legal aspects shaping each 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 services for real estate and sizeable construction projects. Our lawyers have extensive experience of negotiating construction contracts and advising on FIDIC standard forms of contract.

Intellectual property

At the heart of our intellectual property (IP) practice is a commitment to protecting our client's brand, innovations and products. We ensure that our clients are robustly safeguarded through the registration of their trademarks, patents and designs and our expertise covers a variety of industries including pharmaceuticals, information technology, consumer goods and entertainment. We provide IP solutions such as structuring, negotiating and preparing various agreements for the transfer of technology, international franchising and exploitation of IP rights through licensing and joint venture arrangements. We also file opposition proceedings on behalf of clients and are swift to enforce our clients' IP rights thereby ensuring that their IP remains a valuable asset.



COMMERCIAL PRACTICE

Taxation

The Nigerian 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. 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 and 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 and 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 dispute resolution services in the more traditional areas of banking and insurance law, regulation of financial institutions, credit facilities documentation and loan syndications. We excel in receivership and debt recovery actions and are recognised as formidable legal practitioners in these areas. Our clients include the major banks, insurance companies and premier financial institutions.

Employment and Labour

ALP advises employees on all aspects of employment law 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, handbooks and regulations in compliance with Nigerian law and the design and implementation of employee benefits schemes.



Communication





Tactics

COMMERCIAL PRACTICE

Capital Markets

ALP is licensed by the Securities 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 Initial Public Offer (IPO) is a significant move for any organisation. From the very first step when the decision to list is made through to the exciting landmark moment when the shares begin to trade, we are at the client's disposal, advising the client through every phase of the transaction process. We understand the complexities and regulatory challenges of the IPO process and with our extensive experience in capital market transactions, we are well-equipped to guide our clients towards a successful listing. Our transaction profile includes advising on rights issues, public offers, establishment of mutual funds, private placements, debt instruments and securitisations. We also assist in compliance with regulations of the Nigerian Exchange Group and the Securities and Exchange Commission.

Corporate Governance and Secretarial Services

ALP has established a core group of practitioners who are committed to helping companies develop corporate governance codes with adherence to corporate governance best practices. 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.



COMMERCIAL PRACTICE

Mergers and Acquisitions

ALP has positioned itself to provide its clients with quality advice at all stages of acquisition transactions. Our expertise spans wide range of areas, from advising on all forms of mergers - horizontal, vertical and conglomerate, to advising on shares and assets purchase. We guide our clients every step of the way, commencing from strategy and planning, through the due diligence and transaction documentation phase, continuing all the way to post-transaction integration.

Corporate Restructuring and Insolvency

In times of financial difficulties, our restructuring and insolvency group possesses the expertise to render critical advice. We are regularly instructed on procedures ranging from receivership, administration and liquidation through to company voluntary arrangements. 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 attendant 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 are uniquely positioned to obtain the various statutory permits required to establish a new business or to invest in a going concern. We assist clients in making a cost-effective transition into the Nigerian market and offer guidance on the most suitable entry vehicle 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.

Energy-Electricity, Mining, Oil and Gas

Our energy team offers clients with a wide resource base, local expertise and long-standing presence in the energy industry. We have in-depth understanding of the sector, the issues and its ever-changing trends. Our experience in this area includes negotiation and documentation of oil and gas drilling contracts, joint operating agreements (JOAs) and joint venture agreements (JVAs), agreements for sale and purchase of petroleum products, lease agreements and community development agreements amongst others. ALP's unique prowess in dispute resolution is a major benefit to our clients, many of whom are foreign operators in the oil and gas sector and who are vulnerable to local counterparties when disputes arise. We deal with regulatory issues such as licences required from the Nigerian Upstream Regulatory Commission, the Nigerian Midstream and Downstream Petroleum Regulatory Authority, the Nigerian Content Development and Monitoring Board, the Nigerian Electricity Regulatory Commission, the Ministry of Mines and Steel and the Mining Cadastre Office.



Innovation



FOREIGN INVESTMENT AND INTERNATIONAL TRADE

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 dispute resolution 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 tailormade solutions to meet our client's specific requirements.





OUR FEES

ALP aims to encourage long-term relationships with our clients to provide value for money.

Our fee structure takes into consideration factors such as:

- The complexity of the matter
- The seniority of counsel overseeing the matter
- The specialised knowledge involved
- 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

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