

# The Mercury Advantage



**Mercury Nominees Investment Co Ltd** is a West Africa-based nominee and trusteeship firm specializing in project management, trade facilitation, market entry, business development, and strategic support for international companies exploring African markets.

With a team of professionals possessing in-depth experience in trade facilitation, negotiations, and industry-specific consulting, we are well positioned to deliver tailored for our clients.

Incorporated on 9<sup>th</sup> November 2010, Mercury Nominees Investment Co Ltd is the Consulting arm of the Eximia Realty Group ([www.eximiarealty.com](http://www.eximiarealty.com))

# Scope of Our Services (1)



## Market Research and Analysis

Market entry strategies, Market trends and forecasting, legal and regulatory framework, competitor analysis, etc.



## Regulatory Compliance

Providing advisory services on regulatory requirements, compliance risk management and related matters



## Government Relations/ Stakeholder engagement

Advising on government relations and relationship with host community, etc.

# Scope of Our Services (2)



## Financial Management

- Providing financial planning and analysis, advising on cross border financing options, currency risk management, etc.
- Providing linkages with relevant banking and other financial institutions



## Human Resources and Talent management

Identifying and recruiting top talents, cross cultural training, etc.



## Supply Chain Optimization

Managing logistics and distribution networks

# Scope of Our Services (3)



## Corporate Governance Advisory

In the context of applicable local Codes and other regulations



## Technology and Digital Transformation

Supporting our clients' technology journey. Advising on cybersecurity risk and mitigation strategies

# Our Expertise

Our team comprises of versatile, multi-skilled and experienced business leaders with diverse experiences across various sectors of the Nigerian economy.

In recent years, we have provided project management and advisory services for organizations in key sectors of the Nigerian economy.

Banking



Transport &  
Equipment Handling



Pharmaceutical  
Supply Chain



Real Estate



Trading &  
Merchandising

Connect 4  
Nig. Ltd

Outsourcing and  
Talent Management







Our Team



# Core Team Members

1. Hakeem Ogunniran - CEO and Team Lead
2. Fred Akhigbe - Senior Consultant
3. Dr Solomon Aigbavboa - Senior Consultant and Subject Matter Expert
4. Professor Iyabode Ashabi Ogunniran - Legal Advisory
5. Morenike Kehinde - Consultant and Subject Matter Expert



**Hakeem Ogunniran** is a versatile and highly qualified business executive with extensive experience in mergers and acquisitions, business restructuring, customer management, logistics and supply chain management, corporate governance, and real estate development.

He is the Founder/CEO of several companies, including Eximia Realty Co. Ltd. and Home4Me Nig Ltd. He also serves as the Non-Executive Chairman of LBIC Plc. and Independent Director of Reall, U.K. He previously served as Managing Director of UACN Property Development Co. Plc. (UPDC) and MDS Logistics.

**Education and Qualifications** - LL.B (Hons) from University of Lagos. Called to the Nigerian Bar in 1985. LL.M and MBA degrees from the University of Lagos. Fellow of the Institute of Chartered Secretaries and Administrators of Nigeria and then United Kingdom.

A former Fulbright Visiting Scholar at Yale Law School, he has also attended Executive training programs at Cranfield University, U.K, Ashridge Management College, U.K., Harvard Business School, University of Wharton Business School, USA and London Business School, U.K.

Mr. Ogunniran is a transformational manager, change leader and turnaround expert. His capabilities include corporate restructuring, business facilitation, strategic management, leading teams, relationship management. He is adept at creating innovative funding solutions and successfully raised over N55Billion through bonds, bridging loans, and Real Estate Investment Trusts

He is a recipient of numerous awards, including the Kwame Nkrumah Award for Corporate Governance Excellence and the Global Home Nigeria Property Award's Property CEO of the Year. He was named as one of the top 20 CEOs on the Nigerian Stock Exchange in 2013.

He is an author and frequent speaker at international conferences and seminars.





**Akhigbe Fredrick** is an International Project Consultant, Country Representative, Strategic Development Expert possessing over two decades of experience in driving large-scale infrastructure, real estate, and cross-sector projects in emerging markets.

#### PROFESSIONAL SUMMARY

Visionary leader and chartered Quantity Surveyor with a distinguished career managing \$500M+ in projects across Nigeria's real estate, oil & gas, and infrastructure sectors. Adept at strategic restructuring, stakeholder alignment, and risk-mitigated project execution for governments, multilateral agencies, and private investors. Combines technical expertise in cost engineering with consultative leadership to optimize resource allocation, institutional frameworks, and sustainable development outcomes.

#### CORE COMPETENCIES

- *Country-Level Project Leadership* – Managed portfolios of 5+ simultaneous estates (₦950M budgets) and landmark developments (e.g., ₦4.5B Pinnacle Project).
- *Cross-Sector Advisory* – Real estate (UACN, AYM Shafa), hospitality (Golden Tulip), and public infrastructure (Metro City, Audit House).
- *Operational Transformation* – Redesigned procurement manuals, deployed SAP/ERP systems, and realigned teams for 20% efficiency gains.
- *Donor & Government Engagement* – Secured contracts with diplomatic entities and corporations (Dellarch Ltd).
- *Risk-to-Value Optimization* – Slashed costs by 15–30% via value engineering (Emerald Court, Festac Lagos).



**Solomon Aigbavboa** is a seasoned professional with expertise in logistics, supply chain management, and leadership. He has held various management positions in prominent companies, including UACN, Zain Telecoms (now Airtel), and Livestock Feeds Plc.

**Education** Bachelor of Pharmacy, University of Benin (1990), MSc in Pharmaceutical Chemistry, University of Benin- MBA, Federal University of Technology, Owerri- PhD in Operations Management, University of Johannesburg, South Africa

**He was formerly** Managing Director/CEO of MDS Logistics Plc, Livestock Feeds Plc, and Flux Logistix Limited- Non-Executive Director & Acting Chairman of CAP Nigeria Plc.

He is a Facilitator for logistics and supply chain training at Lagos Business School and other institutions and possesses extensive experience in leading Consulting Teams for large organizations.

**Professional Affiliations-** Member, Council for Supply Chain Management Professionals (CSCMP), USA- Fellow, Chartered Institute of Logistics & Transport- Fellow, Chartered Institute of Supply Chain Management, Ghana- Fellow, African Centre for Supply Chain Management



**Prof. Iyabode Ogunniran** is a seasoned legal academic and legal consultant with almost 30 years of experience in corporate legal practice and teaching/research.

#### Expertise

A Professor of Law at the University of Lags, she supports the team with legal advisory services and expert legal opinions as may be required.

#### Notable Positions and Experience

- Board Membership and corporate governance.
- Coordinator, Faculty Masters Program.
- Visiting Scholar, Centre for Child Law, University of Pretoria.
- Research Fellow, School of Law, University of Reading.
- UNICEF Consultant on Child Protection and Child Justice Reforms.

#### Research and Publications

- Published a book on child justice administration in Lagos State
- Conducted roundtables on Sexual and Gender-Based Violence
- Contributed to the National Baseline Survey on child trafficking, child labour, and youth violence

#### Professional Affiliations

- Member, Lagos State Child Rights Implementation Committee
- Reviewer, ECOWAS Draft Policy on Sexual Harassment



**Morenike Kehinde** is an exceptional business lawyer with 14 years of experience in various legal fields. She is a Solicitor at Maison Legal, a full-service law firm, where she provides legal counsel to clients from diverse industries.

#### Areas of Expertise:

- Business Law
- Corporate Law
- Advertising
- Intellectual Property
- Corporate Governance
- Probate Law
- Property Law
- Litigation and Dispute Resolution

#### Professional Background

Morenike holds a bachelor's and masters degrees from the University of Lagos and she's an Associate of the Chartered Institute of Arbitrators, United Kingdom. She has worked with prominent law firms and companies, including George Etomi & Partners and Deep Blue Energy Services Limited before setting up Miaons Law.

#### Pioneering Artificial Intelligence (AI) and Technology

Morenike is at the forefront of integrating AI and technology into Maison Legal's practice, developing a specialized department to explore the legal implications of emerging technologies.

#### Approach to Practice

Morenike is renowned for her client-centred approach, striving to understand the unique needs and goals of each client and fostering long-term relationships through exceptional legal representation and clear communication.





## Contact....

**Omowunmi Adesoye**

**Brand and Communications**

Mercury Nominees Investment Co. Ltd

1<sup>st</sup> Floor Kajola House

62/64 Campbell Street

Lagos Island

Email:

[hogunniran@eximiarealty.com](mailto:hogunniran@eximiarealty.com)

[fredakhigbe@eximiarealty.com](mailto:fredakhigbe@eximiarealty.com)

Phone Number:

+2348023640983

+23408034021256

+23408035885618