

# Ascenix Consulting

Service Brochure





# Executive Summary



# About Us

At Ascenix Consulting, we are passionate about helping our clients achieve practical results with real impact.

## Our Work

Our work is founded on a robust understanding of every client's context, industry dynamics, and macroeconomic environment. We bring functional expertise, depth, and holistic perspective: we capture value across boundaries and between the silos of any entity.

## Core Values

With our eyes on a common future, and sharing the pleasure of success together, we are passionate in our delivery as we seek our clients' real needs for change.

### Client Centric

We are proud of always thinking in terms of what is best for our clients; offering solutions that are workable and relevant.

### Professional Excellence

We offer services of superb quality based on our accumulated, extensive and profound knowledge and experience.

### New Global Dimension

We know how to proceed with our business, absorbing global best practices while still respecting locally prevailing value systems.



# Our Unique Offerings

## Our Robust Approach

We study markets, trends, and emerging best practices in every industry and region; locally and globally to map out solutions to our client's unique challenges.

## Our Typical Clients

We work with organizations in several stages and capacity depending on their need at the time of engagement.

## Stages in which we support businesses



### CREATION

We can provide strategic thinking and hands-on support for all stages of new business development, from planning to launch.



### GROWTH

For businesses seeking growth, we can develop frameworks for new services, expansion and other strategies to accelerate and sustain growth.



### REFORM

When companies need a breakthrough, we can provide rigorous, thinking and incisive ideas, capturing growth opportunities through business portfolio review, structural improvements, sales and operational innovation.



# Our Solution Offerings



# We have identified global and local forces shaping the business landscape...

E7 economies double the size of G7 by 2040

75% faster growth in emerging economies

Emerging economies 50% of global by 2025

59% increase in food demand by 2050

48% people think business should be force for good

\$22tn socially responsible investments today

1.5m people move into cities every week

65% will live in cities by 2050, from 54% today

61% of global GDP created by 750 cities

## 1 Shifting economic power

The shift of economic might to emerging markets and developing economies.



## 2 Climate Change & resource scarcity

The impact of climate change as well as an increased strain on the world's resources, including energy, food & water



## 3 Technology breakthrough

Rapid advancement of technology, especially data driven technologies such as AI and Machine learning.



## 4 Demographics & Social Change

Changes in global demographics (population, education etc.) will bring social change.



## 5 Rapid urbanization

The global migration to megacities and the challenges and opportunities that emerge as a result.

90% of world data was created in last 2 years

At least 66% of the world is connected at any point

1 trillion objects projected to be connected by 2022

Global population towards 10bn by 2050

90% of under25s live in emerging economies

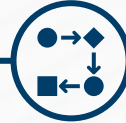
13% of world population over 65 by 2030, from 8%





# ...and we have developed a tailored solution offering to enable organizations thrive in this ever-evolving business landscape

## Business Process Re-engineering / Improvement



Our professionals are experts in Lean Operational Excellence, to deliver operational improvement to drive customer and business value. We can help you evaluate the business case for enhancing processes, backed by the imperative of improving customer outcomes.

## Portfolio, Program, and Project Management



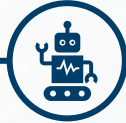
The Ascenix team possess high quality skills and experience and can help you effectively manage your organization's project portfolio, enhance your project and program performance and increase the probability of their successful completion.

## Financial Audit, Management & Transformation



Ascenix helps finance leaders increase reliance on Financial Statements through addressing the most critical priorities in enabling the finance function to support and enhance business value through establishing increasing financial Integrity to developing a high-performance operating model, improving core processes, and driving effective performance and reward systems

## Digital Transformation & Implementation



From developing strategies, designing prototypes/ architectures to providing implementation support, our team is skilled in leading a technology enabled transformation to deliver revenue uplift, cost optimization, employee productivity and enhanced customer experience.

## Project / Investment Finance Advisory



Our team of experts are very competent in helping your business put forward the best pitch for a particular investment need when meeting with potential investors by building a strong business case, estimating investor ROI/ROE, payback period and major investors metrics.

## Business Planning, Growth / Expansion Strategy



Whether you are planning a startup or looking to expand your business into new value chains / markets, our team can help you develop a workable business plan / strategy with clear market entry methods, target operating models and complimenting financial models.



Being aware no two industries are the same, we offer deep, practical industry expertise to ensure that we deliver solutions that work



Agriculture



Banking & Capital  
Markets



Energy & Power



Insurance



Manufacturing



Public Sector



Retail & Consumer  
Products



Technology



Development  
Infrastructure







# Our Credentials & Testimonials



# Our client experiences have been stories of how expectations were exceeded

## Capital Sage Limited: Business Plan Review and KPI Definition



### The Challenge

The business was at a pivoting point to breakup into subsidiaries and develop an appropriate business plan for each subsidiary along with respective business key performance indicators to track business growth.

### What we did



- Provided a perspective on the business landscape based on the factors that are shaping businesses locally and globally.
- Reviewed and provided recommendations on the business plan for the 3 subsidiary companies to make them fit-for-purpose.
- Defined key performance indicators which are SMART for each of the business subsidiary.



### Value delivered

The client was provided with clearer perspectives on key business priorities from day 1 of the rollout of the business plan based on the output of our deliverable.

"The Ascenix team exceeded our expectations and delivered a set of KPIs that would definitely put our business on track of success. I strongly recommend them" John Alamu, CEO Capital Sage Group of Companies

## Mai Shayi Coffee: Business Expansion Plan and Investor Pitching



### The Challenge

Mai Shayi Coffee roasters limited required the services of an advisory consultant to support its development of a business plan for a backward integration strategy and investor pitching.

### What we did



- Expanded the existing business plan to cover new business lines – coffee farming, processing, exports and retail.
- Defined financial projections for each business entity along the value chain of the Coffee business estimating startup capital, potential revenue year-on-year and the breakeven period.
- Developed an investor pitch deck for the client and supported the pitch to get the buy-in of the investors.



### Value delivered

A fit-for-purpose business plan was delivered, and the client was also able to raise an equity investment of over \$1m.

*"The Ascenix team are exceptional in delivering service excellence in customizing tailor fit solutions and supportive ideas through the process of backward integration and capital financing. They are genius in their field."*

Ibrahim Samande, CEO MaiShayi Coffee Roasters Limited

# Our client experiences have been stories of how expectations were exceeded

## ACCA Coaching: Grooming of Global Chartered Accountants



### The Challenge

Skilled and Certified Chartered Accountants are highly sought across various firms, institutions, organizations and agencies to drive innovative transformational business decisions bent on sustainable economic environment

### What we did



- Provided a student-centred blended learning programme across all ACCA Examination Papers such as Applied Knowledge, Applied Skills and Strategic Professional
- Provided Mock Examination and Personalized Coaching Sessions at each examination window
- Provided a structured mentorship and guidance coaching programme for all students and pursuing the ACCA Certification in line with best practice



### Value delivered

Trained and provided business across the world with over **1,000 Chartered Accountants** while more than **7,000 students** have gone through our training programme.

“Ivy League Associate achieved the status and serves as the only Platinum (Highest Global Accreditation Status) Learning Provider in the Sub-Saharan Region for ACCA related courses

## CFA Coaching: Grooming of Global Finance Analyst



### The Challenge

Increased demand for financial analyst of strong analytical and business inclined skills across various investment management firms, treasury and finance team of several organizations for sustainable wealth management

### What we did



- Provided a student-centred blended learning programme across all CFA Examination Papers such as Level 1, Level 2 and Level 3
- Provided Mock Examination and Personalized Coaching Sessions at each examination window
- Provided a structured mentorship and guidance coaching programme for all students and pursuing the CFA Certification in line with best practice.



### Value delivered

Increased the number of skilled financial analyst trained to advance a sustainable economic landscape through wealth management and investment management practice



# Our client experiences have been stories of how expectations were exceeded

## Eti-Oni Development Association: Business Expansion Plan



### The Challenge

The business was at a pivoting point requiring the services of an advisory consultant to support its plan for a forward business integration from planting and harvesting of Cocoa Seedlings into further progressing for increased farm gate value

### What we did



- Prepared a robust, vibrant and innovative business plan to cover every aspect of the value chain linking the farm gate to the products finally consumed by end-users
- Defined financial projections for the business entity across its scope of operations within the Cocoa Industry.
- Estimated revenue, costs, profits and underlying breakeven assumptions
- Developed an investor memorandum for the client and support the pitch to get investors buy-in



### Value delivered

A customized tailor-made Business Development Plan was prepared was delivered to transform the Cocoa Industry in Nigeria. Engagement with Investors have been going smoothly and undergoing due diligence

"The Ascenix team helped in presenting unseen opportunities for our business. Their analysis revitalizes the hope of Sustainability

**HRM Oba Oladokun Thompson, Chairman Eti-Oni Development Association**

## Talature Group: Financial Statement of Affairs



### The Challenge

Talature Company and her sister companies like Oscar Temple were required to file their tax returns and register for VAT collection. A statement of the company affairs was required to present an independent opinion on their affairs.

### What we did



- Critically examine their financial records and related transactions in line with relevant accounting practices
- Review the efficiency and effectiveness of Control Systems on the Group of Company Financial Transactions
- Delivered Interim Management Accounts with the Finance Team
- Review the processes of identifying, documenting, recording, analysis, presentation and interpretation of financial statement related transactions.



### Value delivered

A structured Financial Statement in line with regulatory compliance and best-in-class standard as required by the taxation authorities

*"The Ascenix team are distinguished professionals who have versatile knowledge and understanding of Accounting Systems and Procedures. They helped facilitate increased compliance with regulatory agencies*

**Esther Ayorinde, Group CFO Talature Group**

# Our client experiences have been stories of how expectations were exceeded

## Techno Oil: Strategic Planning and Budget Development



### The Challenge

The business was preparing its budget and growth assumptions for 2024 Financial Year to present to the Board Governance and Risk Committee. An expert view was required on the budget and growth assumptions required to ensure delivery of the budget.



### What we did

- Assess and review macro economic, micro economic and business assumptions that will serve as major input to the budget drivers.
- Critically reviewed the actual performance of the business over a period of time to understand possibilities for next period performance.
- Adopt a hybrid approach in the development of the budget for the next three financial years.
- Provide sustainable strategic initiatives and action plan for several divisions and the business as a whole



### Value delivered

An robust budget strategy document having detailed and clear assumptions behind the numbers. Strategic Initiatives required to deliver set target and harness business growth opportunities over the long term

“The Ascenix team have mastery of business financial planning and analysis as they helped to deliver value across several business activities

**Nkechi Obi, Group Chief Executive Officer**



***We have reserved this space in  
our brochure for you***



# Our client experiences have been stories of how expectations were exceeded

## C&I Leasing Plc: Financial Risk Management



### The Challenge

The business was preparing its books for the year 2022 and 2023 Financial Statement Audit and presentation to the firm Audit Committee and Investors. An expert assessment of the financial risk within the firm assets and liabilities was required.

### What we did



- Critically examine the extent of the financial risk presented in the firm financial statement in line with the relevant and best-in-class accounting policies.
- Carry out a test of control and test of detail on the presentation of the firm financial risk.
- Recompute and validate the final amount reported to the component auditors on the firm financial risk exposure.
- Classify and present appropriately the firm short-term financial risk.



### Value delivered

An estimation of the firm financial risk in line with best-in-class and relevant financial accounting and reporting standards as required by the component auditors and other stakeholders

“The Ascenix team helped our business to estimate and manage short-term financial risk for sustainable business performance and reporting

**Okechukwu Nnake, Group Chief Financial Officer**



***We have reserved this space in  
our brochure for you***





# CV and Previous Project Experience



# Other engagement experience of the team (1/3)

Industry	Company category	Engagement Overview	Results Achieved
Financial Service	Deposit Money Bank	<b>IT Assessment &amp; Strategy Roadmap</b> - Review of the Information Technology capabilities (Applications, Infrastructure, Operating model, Governance and Spend) and defined an ideal strategic roadmap to help the bank meet her transformation objectives.	Definition of 15 key strategic initiatives phased into a short, medium and long term implementation roadmap
Financial Service	Deposit Money Bank	<b>Business Unit Development</b> - Development of a framework to establish the need for an organization to better reduce costs while enhancing operational effectiveness.	Establishment of a Business Process Improvement Team
Financial Service	Deposit Money Bank	<b>Branch Assessment</b> - A holistic review of the performance of a financial service provider profit center.	Focus is in identification of opportunities and harnessing the strength of the business units to match available Opportunities
Financial Service	Deposit Money Bank	<b>Operating Segment Assessment</b> - A consolidated review of the performance of a financial service provider operating segment.	An effective peer to peer comparative analysis to identify areas of core strength competencies for performance enhancement
Financial Service	Fintech and Microfinance Bank	<b>Business Plan Review and KPI Definition</b> - Refine business strategy focus to match best in class frameworks, modify and customize fit-for-purpose business plan for Strategic Business Units, Deliver Key Performance Indicators which are SMART for each of the business subsidiary	Providing client with clearer perspectives on key business priorities from the commencement of the implementation of the business plan outputs
Financial Service	Deposit Money Bank	<b>Business Unit Assessment</b> - A review of the operational procedures business units team members and identifying requirements for the amendment of job roles.	Leveraging on process automation, streamlining of processes and enhancement of productivity among team members.
Financial Service	Deposit Money Bank	<b>Business Expansion Strategy</b> - Developing a business case through available information on the feasibility of business within a certain niche, A financial analysis of break-even assumptions, modeling and non financial indicators on business sustainability.	Presenting a position where organization is able to take an informed decision on pursuing a business growth plan with appropriate steps of actions to take.

# Other engagement experience of the team (2/3)

Industry	Company category	Engagement Overview	Results Achieved
Financial Services	Development Bank	<b>Digital Strategy</b> - Review of the Digital maturity of the bank across Customer experience, Technology & platforms, People and Risk to define a digital blueprint to help the bank achieve her target maturity levels	Designed a target digital architecture and defined 14 digital initiatives to achieve the target architecture.
Financial Services	Fintech (Digital Wallet)	<b>Mobile App and Website Assessment &amp; Redesign</b> - Review of product to identify the challenges customers have with it and also help meet the business goals.	A detailed analysis report of the product was developed. The product was re-designed to solve the identified customers pain point and increase NPS
Financial Services	Fintech (Payment & Card)	<b>Technical due diligence</b> - Assessment of the existing technology operating model (technology platforms, Technology operations and Risk) to identify key gaps that form key transaction considerations	Identified key transaction considerations across the assessment areas with the appropriate risk levels to the transaction
Financial Services	Life insurance firm	<b>Digital Strategy</b> - Review of the Digital maturity of the Life insurer across Customer experience, Technology & platforms, People and Risk to define a digital blueprint to help the firm achieve her target maturity levels	Defined 17 digital initiatives for company's digital aspirations in the context of the overarching business strategy along with appropriate KPIs for tracking progress.
NGO	Religious Organization	<b>Design Thinking Workshop</b> - Evaluation of the customer (worshippers) experience of the services provided to solve attrition challenges and improve engagement..	Pain points were identified, insights were uncovered and specific solutions were designed for a better service experience for 'customers'
Logistics	Supply Chain	<b>Mobile App and Web Design</b> - Understand the needs of the current and potential customers, design the application and website to cater to those needs.	Designed both the Low fidelity and High fidelity prototypes to help the business meets its customers need and also achieve business goals.
Agriculture /FMCG	Beverage Production and Delivery	<b>Business Expansion Plan and Investors Pitching required to raise Capital for Backward Integration</b> – Present an expansion plan for effective backward integration, develop an investor pitch deck, capital financial modelling for each business units	A fit for purpose business plan and pitch deck required to increase capital base by over \$1m



# Other engagement experience of the team (3/3)

Industry	Company category	Engagement Overview	Results Achieved
Financial Services	Pension Fund Administrator	<b>IT Post Merger Integration-</b> Managed the technology workstream of a post merger integration between two pension fund administrators – activities include adequacy assessment of IT estate, Day one hypothesis, transition and target tech. architecture	Designed a transition and target digital architecture for the merging entities to merge and integrate from day one
Oil & Gas	National Oil & Gas Company	<b>Enterprise Data Management and Governance</b> – Maturity assessment of data governance, data strategy and initiatives roadmap, data governance operating model, data model and architecture	The organization had a holistic view of her data landscape and how it can be leveraged for more optimized business operations and potential revenue opportunities
Financial Services	Deposit Money Banks	<b>Credit Specialist Review on Expected Credit Loss (ECL):</b> Review of the methodology, assumption, input of an ECL Impairment Model and provide technical support for the Financial Statement Audit of several deposit money banks	Appropriate and expected ECL results across several lines of financial statement audit lines and appropriate classification of financial instrument impairment to increase end users' confidence
Financial Services	Insurance Companies	<b>Transition to a New Accounting Standard:</b> The IASB require companies having insurance products to transit from IFRS 4 to IFRS 17 to comply with best practice on accounting for insurance as guided by the regulatory standard	The firms had a proper understanding of the new standard, implication, materials to be adjusted and reclassified, organizational systems requiring changes for successful implementation of the new standard
Public Sector	Gubernatorial Campaign Office	<b>Development of Strategic Documents for Campaign:</b> Gain an appropriate understanding of the Nigerian South-South Geo-Political Zone to secure a Gubernatorial term in office	Draft out a successful end to end process and strategic documents required such as manifesto, engagement drafts and others for the campaign office
Oil & Gas	Major Downstream Oil & Gas Company	<b>Revalidation of Budget and Strategy Blueprint:</b> Engage the Board and business leaders to access existing go to market strategy amidst market disruption for competitiveness in the short, medium and long term.	Updated strategy document and business development document across different business units and the group in aggregate positioning the business for exploit
Oil and Gas	Major Downstream Oil & Gas Company	<b>Business Process Assessment:</b> An assurance engagement to review business processes across all departments to optimal efficiency, waste minimization and value enhancement across all touch points.	Business Process Assessment Report identifying skills, abilities, controls and other gaps in the current process with proposed optimal process for increased organizational value delivery.



# Faculty






# About Me



## OLUWATOSIN .E. OLADETAN Partner, Funding & Advisory


- ▶ **Oluwatosin Oladetan** is a Public Policy Expert, Business Strategist, Corporate Strategist, Vice President Finance, Independent Director, Business Transformation and Project Management Advisor. He has developed appropriate competencies in deploying Critical Thinking, Analytical Skills, Financial Modelling, Leadership, Project Management, Team Leadership, Management Consulting, Emotional Intelligence, Design Thinking and Strategic Planning, Corporate Planning, Change Management, Idea incubation, Idea refinement, development and transformation as a prognosticator.
- ▶ He has provided advisory and financial services to several institutions and agencies across the Financial Services, FMCG, Manufacturing, Construction, Professional Services, Extraction, Energy and Health Industry. He currently serves as Partner Funding & Advisory Ascenix Consulting Limited, Head Credit Risk Management at GWCU Canada, Vice-President Finance at FTN Cocoa Processors Plc, Head Tuition Quality to a leading ACCA tuition provider in the Sub-Saharan region. He contributed to an article published by ACCA Global. He serves as a volunteering Business and Finance Columnist across several Business and News Journals and a Public Policy Expert across several broadcasting corporations in Sub-Saharan Africa. He sits on the board of Unity of Nations Action for Climatic Change Council, Friends of Eti-Oni, Nigerian Cocoa Festival, International Cocoa Diplomacy. He is a member of the Nigerian Chocolate Group, National Policy Dialogue Committee, NOTN-ICD Joint Working Committee. He is a Technical Advisor to the current Kwara State Commissioner for Business Innovation and Technology
- ▶ He is an Atlas Corp Scholar, Alumnus of King’s College Lagos, McKinsey Forward Programme, YALI West Africa, AMEL Institute and other developmental programmes. His qualifications include; BSc. Ed. Mathematics and Education from the University of Lagos, MBA from Quantic School of Business and Technology, Member-ICBC Nigeria Institute of Management Chartered (NIM), Project Management Professional (PMP), ACCA (Member), FMVA, BIDA, TRCN, CFA (Investment Foundations), Completed CFA Level 2, Microsoft Power Apps, SPY-Superintendent of Police among others.

 <https://www.linkedin.com/in/oluwatosinemmanueloladetan/>

 <https://facebook.com/oladetan.e.oluwatosin>

 <https://twitter.com/oladetan01>

 [oluwatosin.oladetan@ascenixconsulting.com](mailto:oluwatosin.oladetan@ascenixconsulting.com)

 +2348055974656, +2348027932187



<https://www.businessamlive.com/byline/oluwatosin-oladetan/>  
<https://ascenixconsulting.com/>

<https://worldleaderssummit.com/present-speaker/>


<https://unacc.org/global-governing-council/>

<https://abmagazine.accaglobal.com/global/articles/2022/aug/practice/the-view-from-oluwatosin-oladetan-acca.html>






# Thank You

 10a, Dan Ogbeide Close, Off  
Admiralty Way Lekki Phase 1, Lagos

 [info@ascenixconsulting.com](mailto:info@ascenixconsulting.com)

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

 +2348055974656, +2347038450293,  
+2348165974884

 [facebook.com/ascenixconsulting](https://facebook.com/ascenixconsulting)

 [twitter.com/Ascenix\\_](https://twitter.com/Ascenix_)

