



UNITED KINGDOM | AFRICA

MILESTONES | ACHEIVEMENTS

**Building Socially Responsible Funding Platforms**

- Created **FinFocus**, an investment | business advisory platform in the U.K. and also an online financial marketplace for growth businesses in Africa

Originating and Executing M&A | Financing Transactions in Global Markets*Illustrative transactions include*

- Buy-side Advisor to **Triarc (Arby's Restaurants)** in its \$2.7 billion acquisition of **Wendy's International**
- Exclusive financial advisor to both **Lance**, and **Snyder's of Hanover** in their high profile \$1.6 billion merger of equals transaction
- Bookrunning Manager on the \$605 million capital markets bridge and \$830 million ABL / high yield financing for the sale of **Bumble Bee Foods** to **Lion Capital**
- Sell-side Advisor to **Discovery Foods** and **Freidman Fleisher & Lowe** in its \$300 million sale to **Windsor Foods**

Creating Value in Emerging Markets*Built the PwC Deals Advisory platform into one of the leading Transaction Advisory platforms in Africa | Illustrative transactions include*

- Program and Transaction Manager for the development of a 15,000-hectare **Ibom Industrial City and Deepsea Port** in West Africa
- Buyside Financial Advisor in the privatization/ sale of eight (8) successful power generation and distribution asset / company bids in Nigeria
- Buyside Financial Advisor to **nTel** on the \$250 million telecoms acquisition of **NITEL-MTEL**
- Financial Advisor on the acquisition bid and negotiation of 4 telecom companies in Africa
- Consultant to **MTN** in the development of its network coverage and franchising strategies in Nigeria which drove its ascension to #1

Self Investment & Development

- 20 years global market leadership experience at **PricewaterhouseCoopers, Wells Fargo Securities, KPMG, Arthur Andersen and Procter & Gamble**
- MBA from **Goizueta Business School, Emory University (USA)** and a B.Sc. Economics with Honors from the **University of Ibadan**

EXPERIENCE**PASSIONS | VOLUNTEERING****Economic Empowerment in Emerging Markets****Inspiring Young Professionals and Entrepreneurs****Child Protection and Safeguarding****Eradicating Prejudice and Inequality****Preserving Art and Culture****CONTACT ME**ian.aruofor@finfocus.co.ukwww.finfocus.co.uk | www.efinfocus.com**ABOUT ME***Ian is passionate about financing and advising growth assets in emerging markets.*He created the **FinFocus** financial marketplace for socially responsible financing.

He has over 20 years of client advisory and transaction execution experience on globally renowned platforms.

As a **Partner at PwC**, he led the Deals Advisory platform with a focus on West Africa.As a **Vice President at Well Fargo Securities**, he executed ~ \$15 billion in M&A transactions and raised over \$20 billion of debt financing in a Lead / Bookrunner role in the U.S. market.At **KPMG** and **Arthur Andersen**, he delivered strategy and operations consulting advice to businesses in emerging markets.**EXPERTISE****INDUSTRIES**