



CIVIC & CO.

Strategic Advisory
Governance Innovation
Market Systems Design

COMPANY PROFILE



Executive Overview

Civic & Co. is a strategic advisory and governance consulting firm operating at the intersection of public policy, institutional design, and strategic capital.

We partner with governments, development institutions, investors, and growth-oriented enterprises to design systems that enable sustainable growth, resilient institutions, and aligned market outcomes across Africa and emerging markets.

Our work bridges policy intent and practical execution, ensuring that capital flows, institutional reforms, and market strategies translate into measurable and lasting impact.



Firm Profile

LEGAL ENTITY:

Civic & Co Limited

TRADING NAME:

Civic & Co.

HEADQUARTERS:

Lagos, Nigeria

GEOGRAPHIC FOCUS:

Africa & Emerging Markets

OPERATING MODEL:

Core advisory team supported by
multidisciplinary technical associates

Civic & Co. delivers institutional-grade advisory services across governance reform, business systems design, investment structuring, and program implementation support.

We operate with independence, analytical rigor, and strict professional integrity.

The Challenge We Address

Across emerging markets:

- ➔ Policy reforms fail at execution.
- ➔ Businesses scale without governance architecture.
- ➔ Capital flows without civic alignment.
- ➔ Public-private-nonprofit partnerships underperform.
- ➔ Institutions lack structured systems for sustainability.

The result is fragmented growth and missed development opportunity.

Civic & Co. addresses this gap by designing structured, scalable systems that align governance, capital, and market execution.





Our Value Proposition

We combine:

Governance expertise



Business systems intelligence



Trade and investment strategy

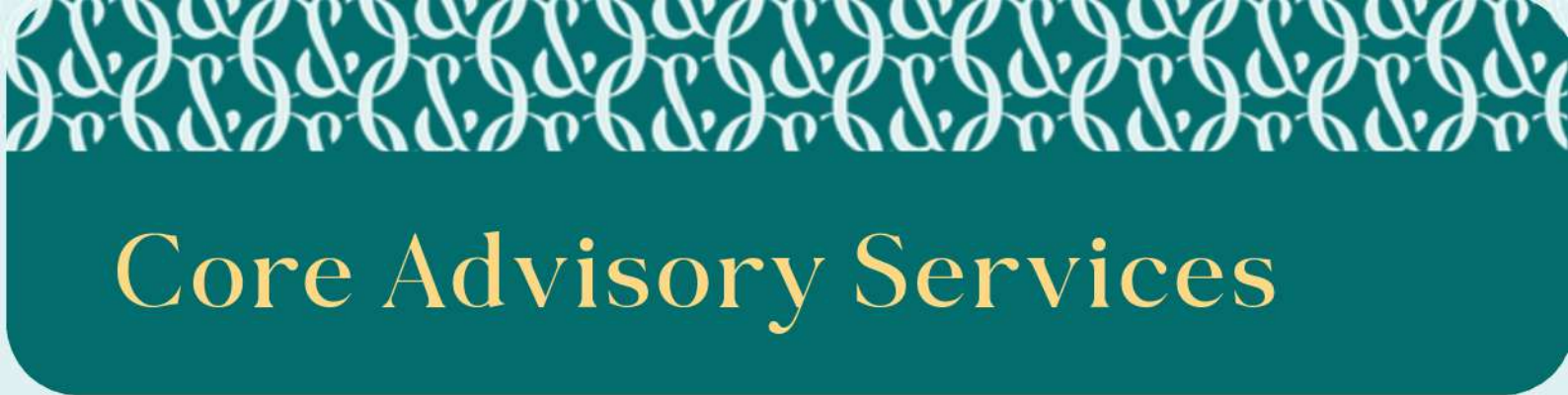


Institutional strengthening capability



Cross-sector execution experience

Our approach ensures that strategy is not merely documented but embedded, operationalized, and sustained.

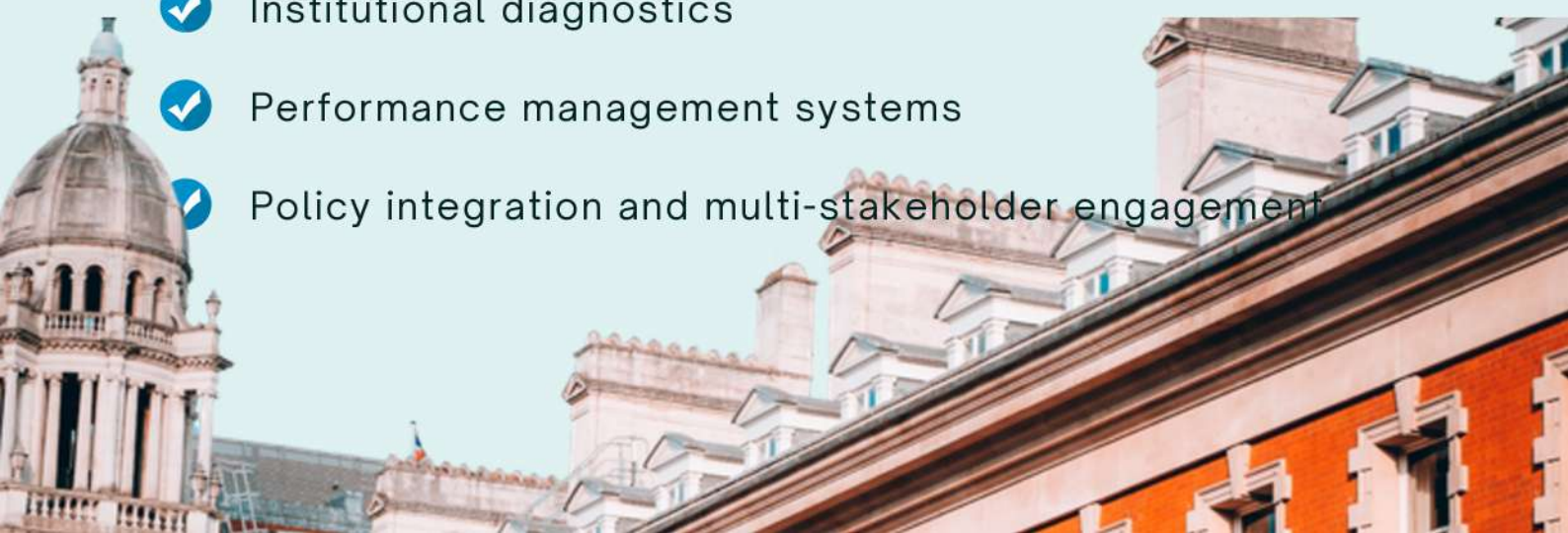


Core Advisory Services

Strategic & Institutional Advisory

- ✓ Corporate and institutional strategy
- ✓ Organizational restructuring and transformation
- ✓ Public policy and regulatory advisory
- ✓ Public-Private Partnership (PPP) structuring
- ✓ Investment facilitation strategy
- ✓ Executive and board advisory

Governance & Systems Strengthening

- ✓ Governance framework design
 - ✓ Board governance and compliance systems
 - ✓ AML/CFT and regulatory advisory
 - ✓ Institutional diagnostics
 - ✓ Performance management systems
 - ✓ Policy integration and multi-stakeholder engagement
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Core Advisory Services

Trade, Investment & Capital Alignment

- ✓ Cross-border trade strategy
- ✓ Investor readiness and funding strategy
- ✓ Feasibility studies and market assessments
- ✓ Development finance and donor-funded project design
- ✓ ESG and sustainability advisory
- ✓ Blended finance structuring support



Business Structure & Operational Architecture

- ✓ Corporate structuring and regulatory setup
- ✓ Operational model design
- ✓ Sales and marketing systems
- ✓ Financial and administrative systems
- ✓ Digital transformation roadmaps
- ✓ CRM and automation advisory



Core Advisory Services

Social Impact & Inclusion Advisory

- ✓ Gender mainstreaming frameworks
- ✓ SRHR advisory integration
- ✓ Conflict management and peacebuilding strategy
- ✓ Social impact measurement
- ✓ Monitoring, Evaluation & Learning (MEL) systems

Strategic Communications & Influence

- ✓ Advocacy strategy and reform campaigns
- ✓ Development communications
- ✓ Public engagement systems
- ✓ Financial and administrative systems
- ✓ Digital transformation roadmaps
- ✓ CRM and automation advisory





Methodological Framework

Our engagements follow a structured advisory lifecycle:

- ➔ **Phase I – Diagnostic & Baseline**
Institutional assessment, stakeholder mapping, and policy and systems review.
- ➔ **Phase II – Strategic Design**
Options analysis, governance structuring, investment alignment frameworks.
- ➔ **Phase III – Implementation & Systems Build**
Roadmap execution, systems installation, performance tracking.
- ➔ **Phase IV – Institutionalization**
Capacity transfer, documentation, sustainability planning.



Sector Experience

- ✓ Governance and public sector reform
- ✓ Trade and regional integration
- ✓ Investment promotion
- ✓ Health and gender systems
- ✓ Technology and digital transformation
- ✓ Finance and capital markets
- ✓ Faith-based institutional governance

Client Segments

We serve:

- ✓ National and subnational governments
- ✓ Multilateral and bilateral agencies
- ✓ Private equity and institutional investors
- ✓ Growth-stage enterprises
- ✓ Civil society and faith-based institutions



Competitive Advantage

Civic & Capital differentiates itself through:

- ✓ Deep governance and policy expertise
- ✓ Cross-sector integration capability
- ✓ Ability to bridge public and private systems
- ✓ Market-aligned institutional design
- ✓ Founder-led senior advisory engagement
- ✓ Practical implementation orientation

We design systems, not just reports.

Quality Assurance & Governance Standards

We maintain rigorous quality control across all engagements:

- ✓ Clearly defined deliverables and KPIs
- ✓ Peer review of analytical outputs
- ✓ Risk assessment and mitigation planning
- ✓ Confidentiality and ethical compliance
- ✓ Structured stakeholder validation checkpoints

Our advisory processes adhere to international consulting standards.

Leadership

Sonia Nelson is a finance professional with nearly a decade of experience across Goldman Sachs, Bank of America, and KPMG. At Goldman Sachs in New York, she led investment banking projects spanning IPO preparation, cross-border M&A, and strategic financings. At Bank of America, she developed portfolio carbon accounting tools adopted into global ESG standards, and at KPMG she advised financial institutions on financial risk and digital transformation. Sonia is also co-founder of Project 17 Nigeria, an award-winning non-profit driving the UN Sustainable Development Goals. She holds dual master's degrees (MBA and Master of Environmental Management) from Duke University, and is a recognized expert in ESG, financed emissions, and sustainable trade.



Sonia Nelson



**Temitope
Babatunde**

Temitope Babatunde is an international development and public policy professional, a tri-sectoral leader with almost two decades of experience in organizational systems strengthening, governance reform, gender advocacy, cross-border trade, peacebuilding and security. She holds an MBA and leads multidisciplinary advisory engagements that bridge civic infrastructure with strategic capital, translating policy into operational systems and measurable results.



Let's Work Together

Civic & Co. partners with institutions ready to move from concept to structure, from policy to execution, and from fragmented growth to aligned, sustainable impact. We align civic infrastructure with smart capital.



www.civicanco.ltd



partnerships@civicanco.ltd
civicancapital@gmail.com

Market-Focused.
Evidence-Driven.
Execution-Oriented.