



BRIDGEPOINT

— INTERNATIONAL ADVISORY —

CONNECTING EXPERTISE • CAPITAL • OPPORTUNITY
ACROSS BORDERS

CORPORATE PROFILE

Connecting Expertise • Capital • Opportunity Across Borders

Strategic Advisory | Investment Solutions | Global Impact

Message from the President

A platform built on experience, relationships and disciplined execution.

BridgePoint International Advisory was conceived around a simple principle: meaningful international business is created when the right expertise, capital, institutions and opportunities are brought together with clarity and integrity.

For more than four decades, I have been engaged in international business, representing foreign companies and investors in consultancy, business development and the structuring of major projects across borders. That experience has provided a practical understanding of how international transactions are developed, how stakeholders are aligned, and how complex opportunities can be translated into investable and executable projects.

BridgePoint is designed to build on that experience. Our role is not simply to introduce parties. We seek to understand the commercial objective, identify the appropriate strategic partners, help structure the opportunity, coordinate the necessary expertise and support the path from concept to implementation.

We are particularly interested in opportunities where international expertise can accelerate productive investment and sustainable economic development—including infrastructure, agriculture, energy, industrial development, trade and cross-border investment.

Our commitment is straightforward: professional counsel, disciplined structuring, trusted relationships and a long-term view of value creation.

Laolu Lawoyin

President / Founder

BridgePoint International Advisory

About BridgePoint

BridgePoint International Advisory is an international consulting and strategic advisory platform focused on connecting expertise, capital and opportunity across borders.

The firm supports companies, investors, entrepreneurs, institutions and project sponsors seeking to enter new markets, structure international relationships, evaluate opportunities or develop large-scale commercial initiatives.

Our purpose

To serve as a trusted bridge between decision-makers and opportunities—helping clients move from relationships and ideas to credible strategies, structured transactions and practical execution.

Our positioning

BridgePoint combines senior-level international business experience with a relationship-driven approach. We focus on the commercial realities that determine whether a cross-border opportunity can succeed: counterparties, capital, governance, market access, risk, implementation capacity and stakeholder alignment.

What differentiates us

Experience	More than four decades of international business engagement.
Perspective	Cross-border understanding of investors, companies, institutions and project sponsors.
Approach	Strategic, relationship-led and execution-conscious.
Network	A platform for connecting qualified expertise, capital and commercial opportunity.
Focus	Large projects, international market development and investment-oriented initiatives.

Leadership & Senior Direction

Laolu Lawoyin - President / Founder

Laolu Lawoyin brings more than four decades of international business experience to BridgePoint. His career has involved representing foreign companies and investors in consultancy, business development and the structuring of major projects internationally.

His leadership philosophy emphasizes trusted relationships, commercial realism, disciplined negotiation and the ability to connect specialized expertise with opportunities that require international coordination.

Maureen Lawoyin - Vice President / Co-Founder

Maureen Lawoyin supports BridgePoint's leadership and relationship platform, contributing to the firm's coordination, business development and client-facing activities.

Leadership principles

- **Integrity:** Build relationships that can withstand scrutiny and time.
- **Discipline:** Test assumptions, clarify responsibilities and define the path to execution.
- **Partnership:** Bring the right specialists and institutions to the table.
- **Long-term value:** Prioritize sustainable commercial relationships over short-term transactions.

BridgePoint's leadership model is intentionally relationship-driven while maintaining professional standards appropriate for sophisticated international engagements.

Core Advisory Capabilities

Strategic Advisory

Market-entry strategy, opportunity assessment, stakeholder mapping, strategic positioning and cross-border business development.

International Business Development

Identifying commercial relationships, qualified counterparties, strategic partners and pathways into new markets.

Project & Transaction Structuring

Helping sponsors organize complex initiatives into clear commercial structures, roles, workstreams and implementation stages.

Investment & Capital Advisory

Supporting the preparation and positioning of investment opportunities and helping align projects with appropriate capital sources and strategic investors.

Government & Institutional Engagement

Supporting structured engagement with public-sector institutions, development stakeholders and other strategic decision-makers.

Partnership & Joint-Venture Development

Facilitating conversations and frameworks for strategic alliances, joint ventures, technical partnerships and commercial collaborations.

International Project Structuring

From opportunity to an executable framework

Large international projects often fail to progress because commercial objectives, technical expertise, financing, government engagement and implementation responsibilities are not aligned early enough. BridgePoint's role is to help create that alignment.

01	Opportunity Definition	Clarify the commercial proposition, objectives, geography, stakeholders and value drivers.
02	Feasibility & Positioning	Identify market logic, strategic partners, key risks, competitive considerations and the project's
03	Stakeholder Architecture	Map sponsors, investors, government entities, technical partners, operators and professional a
04	Structure & Documentation	Help organize the transaction framework, responsibilities, milestones and required professional
05	Capital & Partnership Alignment	Connect the project with appropriate investors, strategic partners or funding pathways where su
06	Implementation Support	Maintain coordination, accountability and stakeholder communication through the agreed execu

Investment & Capital Advisory

BridgePoint helps clients communicate investment opportunities in a manner that is commercially clear, institutionally credible and aligned with the expectations of sophisticated stakeholders.

Investment Opportunity Development

Refining the commercial proposition, strategic rationale, value drivers and investor-facing narrative.

Capital Partner Identification

Helping identify and approach strategic investors, financial partners and other potential sources of capital appropriate to the project.

Transaction Readiness

Coordinating the information, advisers, milestones and stakeholder responsibilities needed to move toward a transaction.

Cross-Border Investor Relations

Supporting communication between sponsors and international investors and helping bridge differences in market expectations and operating environments.

Risk & Governance Awareness

Encouraging appropriate legal, financial, tax, regulatory and technical diligence before commitments are made.

Important principle

BridgePoint does not treat an introduction as a transaction. We emphasize qualification, diligence, appropriate professional advice and clear documentation before material commitments are made.

Africa: Connecting Global Expertise with Opportunity

BridgePoint sees significant opportunity in building practical commercial bridges between international expertise and Africa's expanding need for investment, technology, productive infrastructure and industrial capacity.

Areas of interest

Agriculture & Agribusiness	Commercial farming, livestock, food systems, processing, logistics and value-chain development.
Energy	Energy infrastructure, renewable energy, waste-to-energy and related industrial opportunities.
Industrial Development	Manufacturing, processing, industrial parks, export-oriented production and supply-chain development.
Infrastructure	Projects that improve productive capacity, logistics, utilities and regional connectivity.
Trade & Market Access	Cross-border commercial relationships, sourcing, distribution and market-entry strategies.

A central objective is to help capable international partners understand local commercial realities while helping African project sponsors access expertise, relationships, technology and capital that can support bankable, sustainable initiatives.

How We Engage

A relationship-led process with clear commercial checkpoints

Listen & Define

Understand the client's objective, constraints, decision-makers, timing and definition of success.

Assess & Qualify

Determine whether the opportunity, counterparties and proposed structure merit further work.

Design the Path

Develop a practical engagement roadmap and identify the specialist expertise required.

Connect & Coordinate

Facilitate qualified introductions and coordinate discussions among relevant parties.

Structure & Advance

Support commercial alignment, documentation, diligence and next-stage decision making.

Build for the Long Term

Where appropriate, remain engaged as a strategic relationship partner through implementation and future opportunities.

Our professional standard

We value confidentiality, transparency, proper authorization, credible counterparties and appropriate due diligence. Where an engagement requires regulated legal, accounting, investment, engineering or other specialist services, BridgePoint works alongside the appropriately qualified professionals rather than substituting for them.



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Laolu Lawoyin	President / Founder
Maureen Lawoyin	Vice President / Co-Founder
Address	5571 Vantage Point Road Seville Square Columbia, Maryland 21044 USA
Contact Number	+1 (410) 984-8122

BridgePoint International Advisory is positioned to support international companies, investors, institutions and project sponsors seeking trusted strategic guidance and cross-border commercial connections.

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