ACCOUNTANTS AND LAWYERS:
A STRATEGIC COLLABORATION FOR PROFESSIONAL EXCELLENCE

ICAN LAGOS & DISTRICT SOCIETY
MONTHLY GENERAL MEETING

Presenter: Joseph Eimunjeze
Partner, UUBO

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03 Where collaboration creates the greatest value

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INTRODUCTION

The world of professional services is evolving. Business today is shaped by technological disruption, regulatory complexity and economic uncertainty.

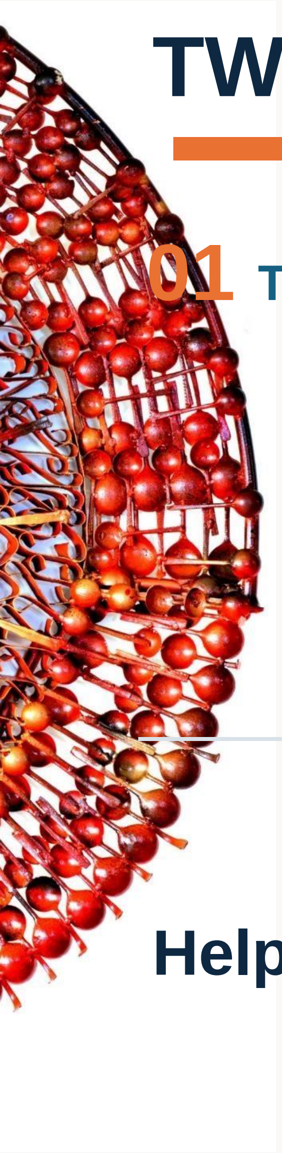
UDO UDOMA & BELO-OSAGIE

A SIGNIFICANT SHIFT

Professional excellence now requires more than technical expertise. It demands strategic thinking, collaboration and practical solutions.

THE CENTRAL QUESTION

How can accountants and lawyers create greater value together?



TWO PROFESSIONS. ONE PURPOSE.

01 THE ACCOUNTANT’S LENS

What is the financial impact or position?

Value, performance, cash flow, control and resilience.

02 THE LAWYER’S LENS

What is the legal implication?

Rights, obligations, governance, compliance and enforceability.

SHARED OBJECTIVE

Helping organisations make decisions that are financially sound, legally sustainable, commercially successful., helpful to mitigate risks, useful to limit exposure, etc

WHERE COLLABORATION MATTERS MOST

Major business decisions are rarely purely legal or purely financial.

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HIGH -VALUE DECISION AREAS WHERE COLLABORATION MATTERS

- 01 **M&A**
- 02 **Tax strategy, compliance and disputes**
- 03 **Corporate restructuring**
- 04 **Regulatory compliance**
- 05 **Corporate governance**
- 06 **Crisis management**
- 07 **Insolvency and recovery**
- 08 **Transaction structuring and planning**

The strongest outcomes come from integrated legal and financial advice.

COLLABORATE EARLY. CREATE MORE VALUE.

THE CLIENT DOES NOT SEE TWO PROFESSIONS

BUSINESS PROBLEMS.
ONE COORDINATED SOLUTION.

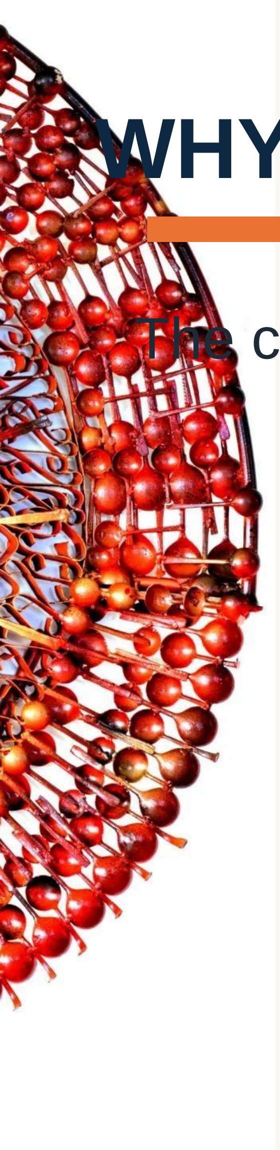
WHAT CLIENTS REALLY VALUE

Clients expect solutions — not separate legal and accounting workstreams.

- 01 Clear thinking
- 02 Commercial awareness
- 03 Practical advice
- 04 Timely support
- 05 Coordinated execution
- 06 Successful delivery

Competitive Advantage: Professionals who collaborate effectively often become the most trusted advisers.

WHY COLLABORATION SOMETIMES FAILS



The challenge is rarely technical. More often, it is cultural.

THE CONSEQUENCE

COMMON BARRIERS

SILOS ✞ Duplication.

03 COMMUNICATION GAPS ✞ Unhappy clients

04 COMPETING PRIORITIES

05 RESISTANCE TO DIFFERENT VIEWS

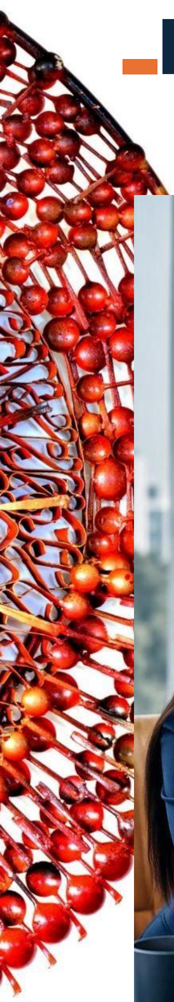
01 PROFESSIONAL ✞ Fragmented Advice.

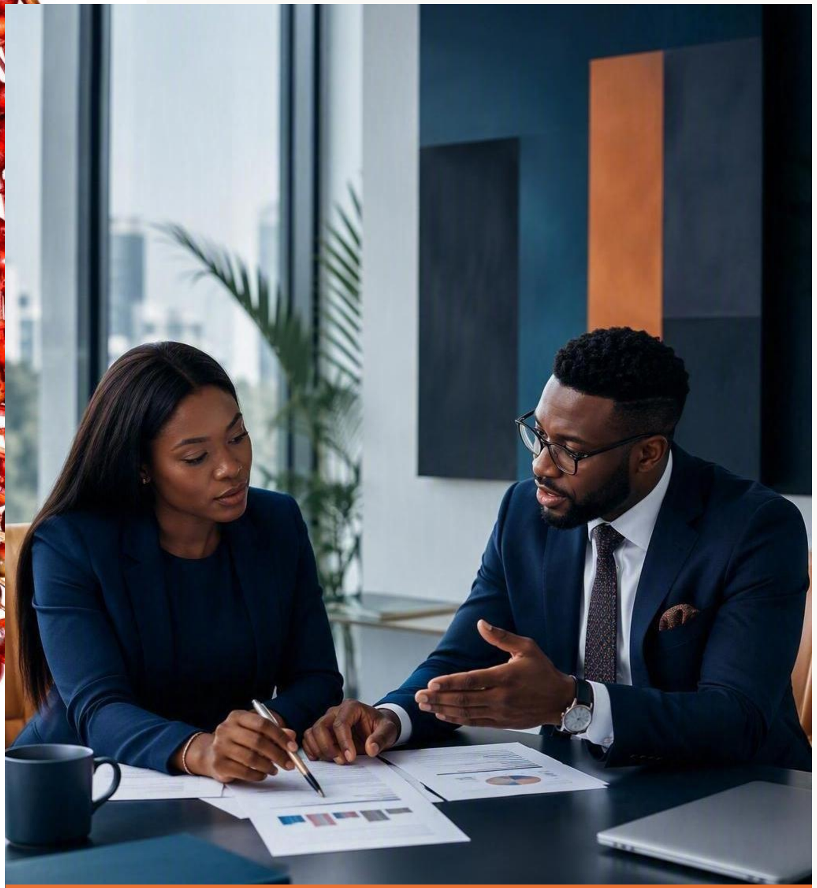
02 UNCLEAR ROLES ✞ Missed Opportunities.

THE WAY FORWARD

Move from professional coexistence to genuine partnership.

BUILDING HIGH-PERFORMING PROFESSIONAL PARTNERSHIPS





Strong partnerships are built on trust, respect and shared purpose.

ESSENTIAL INGREDIENTS

01 MUTUAL RESPECT

02 OPEN COMMUNICATION

03 SHARED

04 PROFESSIONAL OBJECTIVES INTEGRITY

WHAT SUCCESSFUL TEAMS DO

They challenge constructively, leverage diverse perspectives and focus on solutions.

PROFESSIONAL EXCELLENCE IN A CONNECTED WORLD

Professional excellence today extends beyond technical competence.

THE NEW PROFESSIONAL TOOLKIT

01 TECHNICAL EXPERTISE

02 STRATEGIC THINKING

03 COLLABORATION

04 COMMERCIAL AWARENESS

05 ADAPTABILITY

COMPLEX CHALLENGES REQUIRE CONNECTED THINKING.

KEY TAKEAWAY

Collaboration is a strategic advantage.

PRACTICAL AREAS OF COLLABORATION WITH

ACCOUNTING FIRMS

01 Tax planning and 04 Tax

computations, structuring

05 Tax audits/dispute

02 Financial due

diligence in M&A 06 Tax

compliance transactions

07

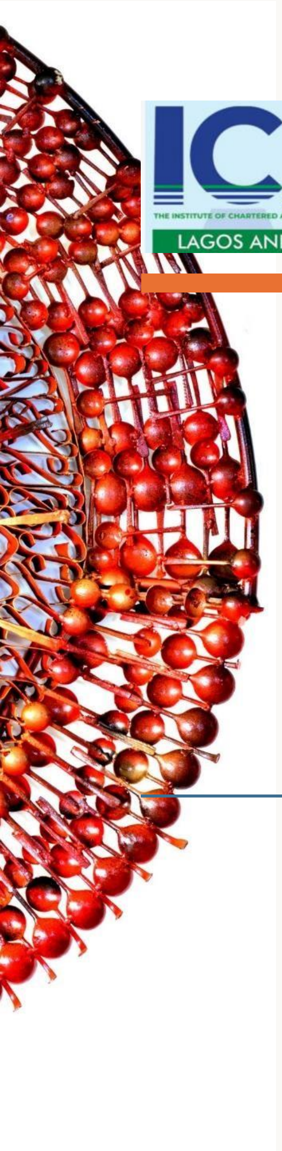
Transaction

03 Business and transaction

execution valuations

KEY TAKEAWAY

Early collaboration between legal and accounting advisers reduces risk and delivers stronger commercial outcomes.



QUESTIONS

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