

OLUWAYEMISI ANUOLUWAPO FALAYE

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EDUCATION

2004 - 2005	Barrister at Law Nigerian Law School, Lagos
1999 - 2004	Bachelor of Law Olabisi Onabanjo University (formerly Ogun State University), Ago-Iwoye, Ogun State
1991 - 1997	Nigerian Navy Secondary School, Navy Town, Lagos

WORK EXPERIENCE

January 2022 - till date **The Temple Management Company Limited**
Head of Legal and Business Development
Department

I specialise in providing legal and managerial services for creatives in the entertainment industry, particularly the music and movie industries. I develop business for the organization in the creative industry in Nigeria and Africa in some circumstances. I create a bridge between the organization and the creatives by virtue of my relationships with the latter.

February 2007 - January 2022 **Adepetun Caxton-Martins Agbor & Segun**
Senior Associate, Corporate
Commercial/Intellectual
Property/Entertainment Law Department

I specialised in all aspects of Media & Entertainment Law, Intellectual Property Law Immigration Law, Company Secretarial matters and general Corporate Commercial Law practice.

Details on my work experience and daily professional activities are as follows:

- Provide legal advice and representation to individuals and organisations in the entertainment industries in Nigeria, which include film, music, theatre, art, television, radio, publishing and digital media.

- Provide advice to the firm's clients in diverse areas of Intellectual Property law including Patent, Trademarks, Industrial Designs and Copyrights matters.
- Advise clients on the exclusivity of brands including trademark registration, protection and enforcement thereof. Prosecution of trademark, patent and design applications, conducting opposition proceedings, dispute resolution and registering licensing, franchising, technology transfer agreements and product registration with the National Agency for Food and Drug Administration and Control (NAFDAC) and Standard Organization of Nigeria (SON), Nigerian Copyright Commission (NCC), Nigerian Customs Services (NCS), Nigerian Communications Commission (NCC) and related government bodies in Nigeria.
- Advise foreign companies on the registration of their brands in Nigeria and have successfully secured the registration and protection of several international brands in Nigeria.
- Actively involved in prosecution of counterfeit, infringement and passing off matters on behalf of clients.
- I draft, review and advise creatives in the music industry on various forms of agreements.
- I specialized in Immigration Law and practice and is involved in managing the immigration status of several expatriate employees in Nigeria and also advises clients on Immigration Law practice in Nigeria.
- I was usually involved in corporate commercial matters of the firm including conducting of due diligence exercise and legal compliance work with relevant government regulatory bodies for local, foreign and multinational trading companies/organisations.
- Advice on and generally involving in company secretarial matters for clients.
- Develop and manage clients for the firm both locally and internationally.

Below are a few of the notable projects that I have been involved in in the past and I am also currently handling:

- I manage song writers, musicians, performers, actors, music and movie producers, fashion influencers and other types of entertainers in Nigeria, ensuring and assisting them to negotiate deals. Specifically, I head the management team for Temidayo Omoniyi pka as Zlatan who is one of Nigeria's foremost street hip hop artiste.
- Besides Zlatan, I also represent Joeboy, Kashcoming, Ayomide Sounds amongst others.

- I assist in setting up record labels in Nigeria by providing legal services and also engaging and/or employing other personnel on behalf of the record labels.
- I was the team leader of the Media and Entertainment Law Group of Dentons ACAS-LAW. I created the department in the firm as a standalone and built the same to make the department and the firm in general, a go to firm for creatives in Nigeria.
- I have represented (and still represent) notable celebrities and entertainers such as Adekunle Gold, Simi, Lilo Aderogba, Toke Makinwa, Funke Akindele, Vector, Zlatan Ibile, Kizz Daniel, Joeboy, The Plug Entertainment Limited (managers of Davido, Mayorkun, Peruzzi, amongst others), Dorcas Shola-Fapson, Cobhams, Cuppy, Teni, Chike, Seyi Shay, Tolani, Waje, Timi Dakolo and others.
- I was the team leader and played a vital role before, during and after Zlatan's maiden show in the United Kingdom which held at the 02 Indigo in October, 2021.
- I provided the entire paperwork (which includes songwriter agreements, producer agreements and featured artist agreements) for Adekunle Gold's ABOUT 30 studio album.
- I provided legal services for concerts of notable Nigerian artists during festive seasons in Nigeria.
- I provided legal services for Kizz Daniel's first US tour in 2019.
- I led the legal team that advised Wande Coal in respect of his music licensing deal with Empire.
- I led the legal team that advised one of our notable clients in respect of her publishing and licensing deal with Atlantic Records, UK.
- I provided legal service for the production of Tiwa Savage's single, titled 44-99.
- I headed the team provided legal services for one of our clients, Cuppy in respect of her debut studio album titled Original Cuppy.
- I have advised clients on foreign investments and business structures; acquisitions and divestments; corporate due diligence, corporate restructuring and other regulatory matters involving corporate governance; legal compliance. For example, I am on a team currently advising a foreign client that intends to invest in a Power company in Nigeria.

- I headed a team that was in charge of the registration of about 35 Nivea Products ("the products") with NAFDAC. Currently, I am part of the team in the firm that manages the relationship between the local distributor in Nigeria and the manufacturer of the products. I ensure, on a regular basis, that the importation, distribution and sales of the products are properly done and every legal requirement are adequately fulfilled.
- I co-headed a team that represented CBS Studios, proprietor of STAR TREK trademark in Nigeria against the infringement of its STAR TREK trademark by a famous FMCG company ("the infringer") in Nigeria. We were able to stop the infringer from the continuous use the trademark STAR TREK and both parties signed a settlement agreement to this effect.
- I co-headed a team that provided Visa, Inc. detailed advice on their chances of success against the owners of the trademark VISAFONE in Nigeria, should Visa, Inc. decide to contest the use of the VISAFONE trademark, bearing in mind its (Visa, Inc.) renowned VISA trademark.
- I was part of the team that succeeded in representing the proprietor of a PGA TOUR trademark at the Trademarks Tribunal against an infringer in Nigeria.
- I managed the trademark portfolio of the about 189 applications for the Nigerian Stock Exchange and other established organisations such as Smile Communications Limited, Health Plus Pharmaceutical Limited, A & P Foods Limited, Interswitch Limited, Guaranty Trust Bank Plc, House on the Rock, Daystar Christian Centre amongst others.
- I was an active member of a team responsible for the registration of pesticides manufactured by a famous multi-national FMCG company. We are currently advising the client on the trademarks registration as well as NAFDAC registration of their products before the same can be imported into Nigeria.

April 2006- January 2007, **Adepetun Caxton-Martins Agbor & Segun (NYSC)**

- I specialised in incorporation and establishment of Nigerian and foreign companies, corporate commercial law and practice generally.
- I was actively involved in conducting due diligence and legal compliance work with relevant government regulatory bodies for local, foreign and multinational trading companies/organisations.

March 2005- May 2005, **Adedeji & Owotomo. (Chambers Attachment)**

- I attended trials and hearings in courts and also followed up Intellectual Property and Litigation cases.

March 2005, **Hon. Justice Okunnu-Shuaib. Lagos State High Court, General Civil Division (Court Attachment)**

- I attended Pre-trial conferences and Alternative Dispute Resolution Proceedings.

January 2003- April 2003, **Babatunde Adeoye & Co. (Internship)**

- General practice on Litigation.

Courses/Seminars attended and Speaking Events

- Pharmaceutical Trade Mark Group (PTMG) 85th Conference in Barcelona, Spain- October, 2012.
- International Trademark Association (INTA)'s 135th Annual Meeting in Dallas, Texas, United States- May, 2013.
- International Trademark Association (INTA)'s 136th Annual Meeting in Hong Kong- May, 2014.
- International Trademark Association (INTA)'s 137th Annual Meeting in San Diego, California, United States- May, 2015.
- International Trademark Association (INTA)'s 137th Annual Meeting in Orlando, Florida, United States- May, 2016.
- MIDEM (World's largest music conference) Cannes, France- June, 2018.
- I delivered a paper titled 'Trade Secret: The Uncommon Aspect of Intellectual Property' – July, 2008.
- Metro LP conference on Law and Entrepreneurship- I delivered a paper titled 'A Practical Approach To Protecting Entrepreneurship' – July, 2013.
- I was a panelist at the MIDEM African Forum held in Lagos in April, 2019.
- I was a panelist at the U.S.- Africa Business Summit held in Mozambique in June, 2019; where I discussed incentivizing investment in Africa's creative industry.
- I was the keynote speaker at the University of Ilorin, Nigeria National Entertainment Law Summit where I talked on role of the law in maximizing outputs in the music industry in June, 2019.

- I was a panelist at the University of Ibadan, Nigeria Intellectual Property & Technology Law Club, discussing the Nigerian creative industry, November, 2019.
- I was a panelist at the Section on Business Law, Nigeria Bar Association conference discussing the overview of artist management, recording contracts and the current state of streaming royalties in Nigeria in June, 2020.
- I was delivered a speech on tour management, artist management and the music business at the Women in Live Music Business in Nigeria in January, 2022.

Publications

- Copyright In Photography.
- Endorsement Deals- All That Glitters Is Not Gold.
- Trade Secret: The Uncommon Aspect of Intellectual Property.
- Yo! Artists, Sample With Sense.

Core Competencies

I possess excellent analytical & communication skills, organizational and administrative skills, negotiating and mediating skills, inter-personal and business development skills.

I also possess a strong people management, rainmaking and client development skills. I am charismatic, socially adept, an active networker and relationship builder.

I possess excellent knowledge of the dynamics of the Intellectual Property, Entertainment Law, Company Secretarial and Immigration industries in Nigeria; as well as general corporate commercial law practice in Nigeria. I also possess professional working relationship with relevant regulatory bodies in these industries and general corporate supervisory bodies in Nigeria.

I am proficient in IT particularly MS Word and PowerPoint.

Additional Information

Memberships: Nigerian Bar Association (NBA), Intellectual Property Lawyers Association of Nigeria (IPLAN), International

Trademark Association (INTA), Pharmaceutical Trade Mark Group (PTMG), Anti-Counterfeit Collaboration (ACC).

Other Interests: Reading, meeting people, playing Table Tennis, analyzing soccer and travelling.

References: Available on request.