



Crowe Infrastructure Africa

Statement of Capability



Advisory

Smart Decisions. Lasting Value.

Crowe Infrastructure Africa is Crowe Global's member firm for infrastructure advisory services in Africa.

Crowe Infrastructure Africa combines the advantages of a global firm with localized expertise in infrastructure development in Africa.

With its founding partners' background in the financial services industry, advisory services offered by Crowe Infrastructure Africa focus on financial due diligence and financial structuring of investment projects in all infrastructure sectors, including transport, energy, water and social infrastructure.

Infrastructure Sectors

Our expertise covers all infrastructure sectors, ranging from railway, roads, ports and airports, power and water supply to municipal and social infrastructure projects, such as housing, hospitals and schools.

Transport Sector



- Railway
- Roads
- Ports
- Airports

Energy Sector



- Electricity Generation, Transmission & Distribution
- Oil & Gas
- Renewable Energy

Infrastructure & Capital Projects Advisory Services

Crowe Infrastructure Africa assists public and private clients in structuring commercially and financially viable, bankable infrastructure projects, from Engineering, Procurement and Construction (EPC) to Public-Private Partnership (PPP) contracts.

Our services can be broadly classified as:

- Project Design & Management
- Transaction Advisory
- Corporate Finance Advisory

Social Sector



- Housing
- Schools
- Hospitals

Water Sector



- Waste Water Management
- Water Supply



Project Design & Management

Feasibility Studies

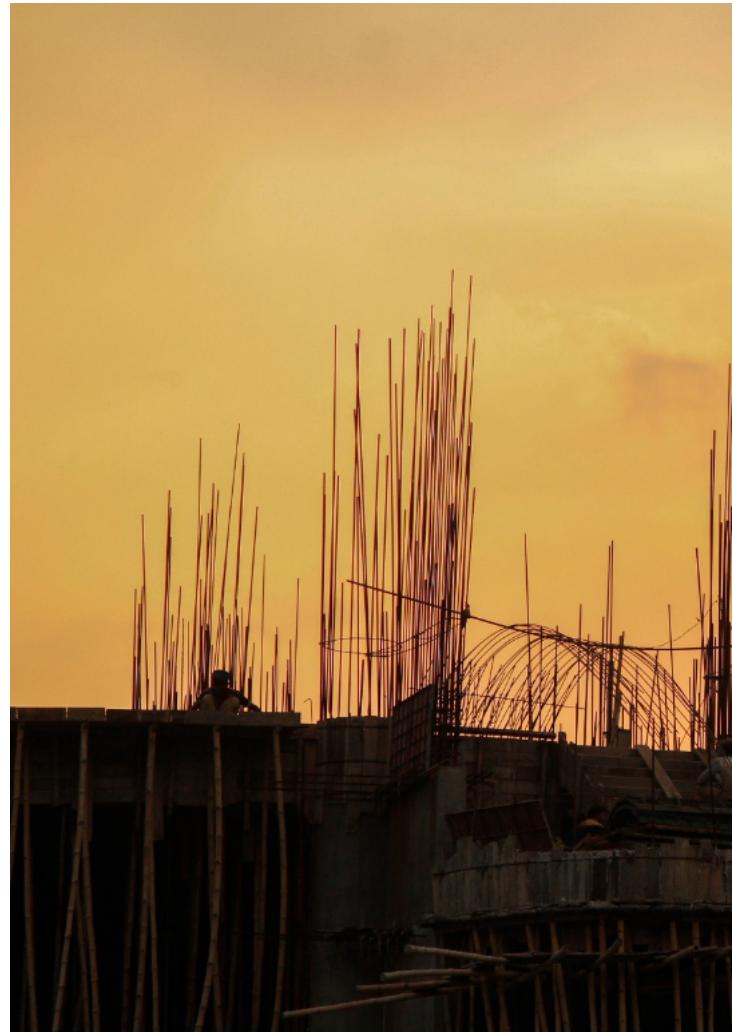
Assessing whether a proposed project is technically feasible and financially viable and addresses the needs identified, taking into account the technical, economic and financial, legal, social and environmental implications and requirements.

Business Case Design

Analyzing the market demand for a project, the implementation capacity and the return on investment.

Legal & Regulatory Compliance Assessment

Ensuring that infrastructure projects are in compliance with prevailing legal and regulatory requirements and technical standards.





Economic & Financial Viability Assessment

Assessing whether a project is able to secure financing – from public, commercial or concessional sources – while achieving a positive economic impact.

Economic & Social Cost Benefit Analysis

Verifying whether the economic and social benefits are outweighing the costs of a proposed infrastructure project.

Affordability & Fiscal Impact Assessment

Ascertaining the fiscal impacts and contingent liabilities for government arising from an infrastructure project or program.



Transaction Advisory

Contract Management

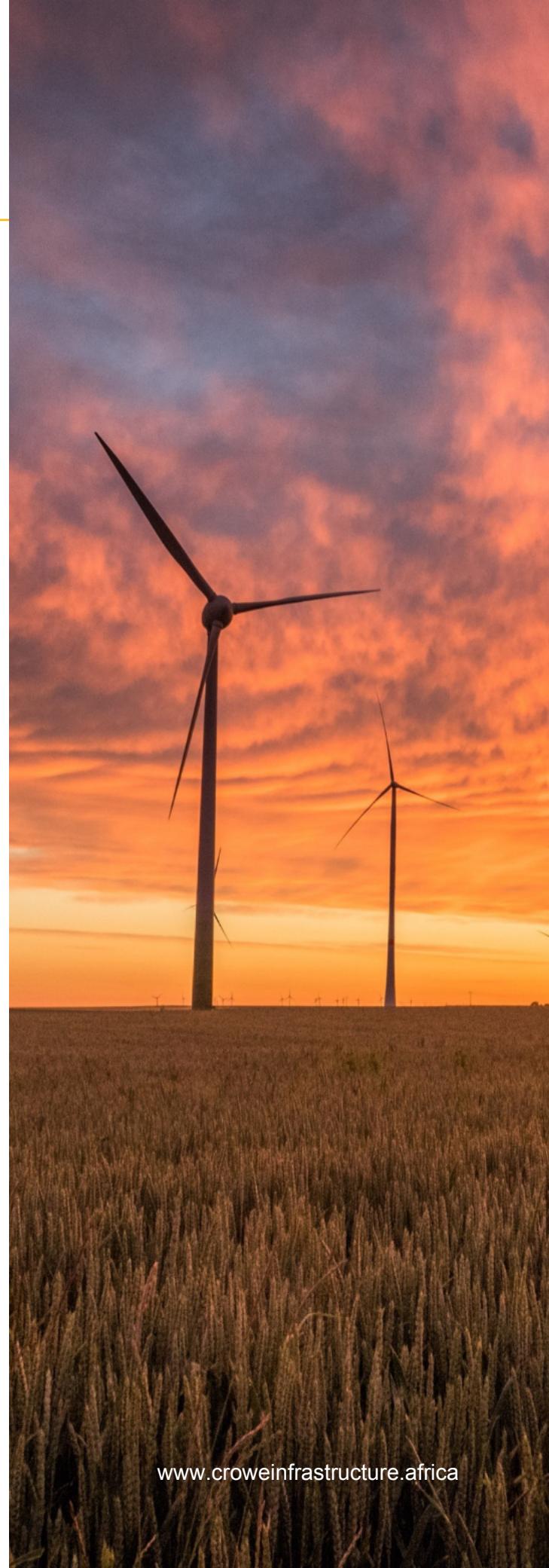
Assisting in the design and negotiation of management and performance contracts, concessions, PPP agreements as well as Government support for private sector initiated projects.

Commercial Options Analysis

Formulating different scenarios that address a certain need and evaluating the economic, financial, technical and legal implications for each scenario.

Blended Finance & De-risking

Analyzing and optimizing the strategic use of different sources of finance, public and private, ensuring an attractive risk-return profile and commercial viability of projects.





Financial Due Diligence

Analyzing and validating the financial impact of technical, operational and commercial assumptions and project inputs on the earnings and net cash flow potential of an investment project.

Value for Money Assessment

Assessing various options for realizing the desired outputs of a project and ensuring the optimal use of resources to achieve intended outcomes.

Tariff & User Charge Modelling

Designing tariff and user charge models that ensure affordability and long term viability of a project.

 **Corporate Finance
Advisory**

Mergers & Acquisitions

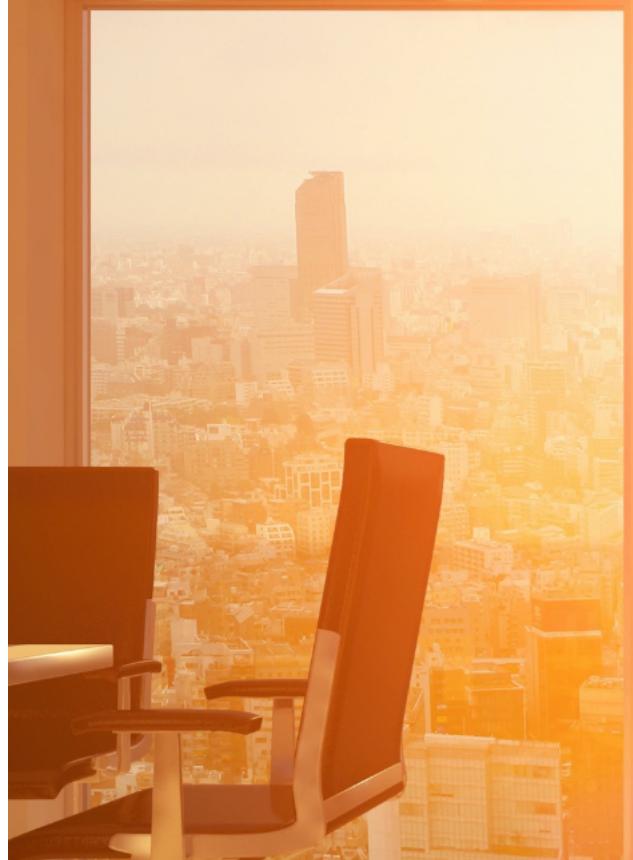
Identifying and assessing potential equity investors and assisting in formulating merger, acquisition and divestiture strategies.

Business Valuation

Analyzing and establishing the economic and financial value of an owner's interest in a business.

Market Studies

Investigating and advising on the market potential for infrastructure related products and services.





Country and Project Risk Assessment

Identifying and mitigating specific commercial, financial, operational and reputational risks.

Environmental, Social and Corporate Governance (ESG)

Recognizing and addressing social, cultural and environmental impacts applying best international practice. Verifying potential political economy issues and political exposed persons (PEPs).

Equity & Debt Capital Structuring

Providing informed advice for companies looking to raise new capital or refinance and restructure debt.

Efficient & Effective Project Delivery Approach

Crowe Infrastructure Africa has a unique service delivery model that ensures highest quality standards and professionalism, international best practice applied with thorough understanding of local conditions and requirements, offered at competitive rates.

1. Leadership

Experienced management team that provides project oversight and ensures excellence.



2. Consortium Arrangements

Access to well positioned partner firms globally that complement Crowe Infrastructure Africa and add value to joint implementation of large infrastructure projects.



3. Experts

Access to international and regional experts that deliver high quality services.

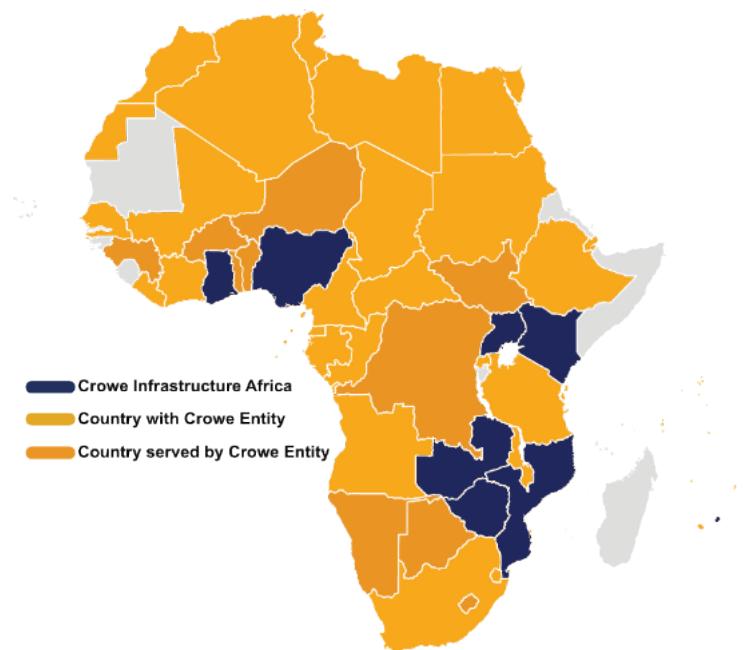


4. Local Partners

Access to local partner firms and professionals through the Crowe network.

Crowe in Africa

Based in Nairobi, Kenya, Crowe Infrastructure Africa has regional offices throughout the continent and collaborates with Crowe firms operating in 45 countries in Africa.





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