



Smart decisions. Lasting value.

Crowe Infrastructure Africa

An Introduction

April 2023

Crowe – A Top 10 Global Financial Services Network



Source: IAB World Survey 2023, using data from 2022

Crowe Infrastructure Africa

“ Crowe Infrastructure Africa is Crowe’s one-stop consulting firm providing **specialist project & corporate finance and advisory services** for developing and financing infrastructure in the energy, transport, water, and social sectors in Africa. ”



Sector Expertise

“ 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

Social Sector



-  Housing
-  Schools
-  Hospitals

Energy Sector



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

Water Sector



-  Waste Water Management
-  Water Supply

Consulting Services



Project Design & Management

- ❑ **Feasibility Studies:** Technical, economic, financial, legal, social & environmental assessments implications and requirements of projects
- ❑ **Business Case Design:** Market demand analysis, implementation capacity and return on investment
- ❑ **Legal & Regulatory Compliance Assessment:** Legal, regulatory requirements and technical standards compliance
- ❑ **Economic & Financial Viability Assessment:** Investment assessment - from public, commercial or concessional funders – with positive economic impact
- ❑ **Economic & Social Cost Benefit Analysis:** Economic and social benefits vs project costs
- ❑ **Affordability & Fiscal Impact Assessment:** Fiscal impacts and contingent liabilities assessment for public investments



Transaction Advisory

- ❑ **Contracts Management:** Design and negotiation of management and performance contracts, concessions, PPP agreements and Government support for private sector-initiated projects.
- ❑ **Blended Finance & De-risking:** Analysis and optimization of public or private investment to ensure an attractive risk-return profile and commercial viability
- ❑ **Commercial Options Analysis:** Multiple scenario formulation for economic, financial, technical and legal assumptions
- ❑ **Financial Due Diligence:** Financial impact analysis of technical, operational and commercial assumptions & project inputs on the earnings and net cash flow projections
- ❑ **Value for Money Assessment:** Assessing options for project output realization by ensuring optimal use of available resources
- ❑ **Tariff & User Charge Modelling:** Tariff and user charge model design for affordability and long-term project viability



Corporate & Project Finance Advisory

- ❑ **Mergers & Acquisitions:** Identification & assessment of potential equity investors and assisting in formulating M&A and divestiture strategies
- ❑ **Business Valuation:** Analysis of the economic & financial value of an owner's interest in a business
- ❑ **Market Studies:** Investigation and advisory of market potential for infrastructure related products and services
- ❑ **Country and Project Risk Assessment:** Identification & mitigation of specific commercial, financial, operational and reputational risks
- ❑ **Environmental, Social and Corporate Governance (ESG):** Social, cultural and environmental impacts assessment, potential political economy issues and political exposed persons (PEPs) analysis
- ❑ **Equity & Debt Capital Structuring:** Providing informed advice for companies looking to raise new capital or refinance and restructure debt

Competitive Advantage

Agility

Our delivery approach is based on lean, agile structures that ensure a high degree of responsiveness, flexibility and adaptability.

Competitiveness

We maintain reasonably low overheads and work with a wide pool of industry specialists, allowing us to offer top teams at competitive rates.



Quality

As a specialized infrastructure advisory firm, our team has an outstanding background in infrastructure finance and capital projects advisory.

Reputation

Our partners' professional reputation and track record builds trust and enables partnerships with leading firms and industry experts.

Delivery Model

Leadership

Experienced management team that provides project oversight and ensures excellence.

Consortium Arrangements

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



Experts

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

Local Partners

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

Current Consulting Mandates

“ Currently, our consulting mandates include transaction advisory services in East, West and Southern Africa for *inter alia* **large-scale solar power plants, electric vehicle projects, a mega green city with mixed-use residential and commercial components, as well as eco-tourism and hospitality industry projects.**”





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