

# ■ Real Estate & Hospitality

A Brickstone Africa Capability Statement



BRICKSTONE  
AFRICA





# Our Vision

At Brickstone, our vision is to shape the infrastructure environment around us and exceed our clients expectations by viewing energy and infrastructure projects in ways that create opportunities in the face of challenges.

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## Who we are



Brickstone is a Research based Transaction Advisory, Development Management and Asset Management firm providing bespoke integrated professional services focused on Large Scale Asset backed Infrastructure projects in Africa. Our objective to our sponsors is to ensure profitability of these commercial assets and protect its long term asset value for both developers and institutional investors in Nigeria and Africa at large.



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**Brickstone Partners Limited**  
Best Project Finance Advisory Firm  
2017  
West Africa

- Brickstone's experience and track record in deal structuring and execution in the local capital market, as well as our strategic alliance and partnership with leading investment banks globally puts us in a unique position to function as independent adviser to important project.
- We would leverage on our extensive hands-on, real world business experience and knowledge to provide strategic insight to our clients.
- We understand the industry drivers for your firm, and will provide strategy consulting advice regarding your business model and positioning in order to optimize your results.

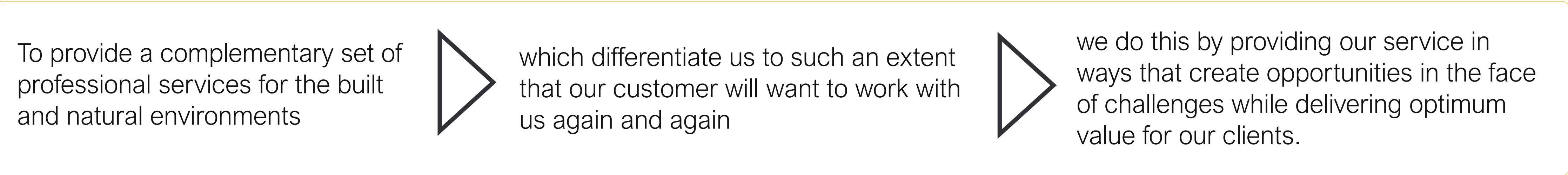
# Our Approach



We are a multidisciplinary service organisation within the energy, infrastructure and real estate sectors; delivering services from project financial advisory, business case development through to transaction management, development management and asset delivery.



# Our Guiding Principle





# Our Sector Focus



## Transport Infrastructure

We provide PPP strategies for airports, railways, roads and Highways, ports and marine infrastructure



## Power & Renewables

We have significant capabilities in strategic planning and financial advisory for gas based/renewable power and well as transmission grid infrastructure



## Energy & Natural Resources

We have significant capabilities in strategic planning and financial advisory in oil and gas (upstream, mid-stream, downstream) as well as solid minerals & extractive industries.



## Industrial Agriculture

We specialize in agro-equipment, silos, large milling plants. To provide resources for increasing farmers' incomes and protecting the environment through the development of yield enabling infrastructure such as storage, processing, irrigation and power



## Real Estate & Hospitality

We focus on grade A offices, retail malls and industrial space and hotels, resorts & tourism and leisure as well as student housing



## Heavy Manufacturing

These include machine tool industry, heavy electrical industry, industrial machinery and auto-industry



# Some of our Clients



Guaranty Trust Bank



## Why Real Estate & Hospitality

By 2040, Africa's urban population is projected to reach one billion. The continent suffers from acute shortage particularly in affordable housing and industrial warehousing solutions. Growing population and incomes are fueling the demand for real estate.

Financing Real Estate in Nigeria takes different forms and innovative partnership approaches have been undertaken in the different subsectors. While the sector is fragmented, the retail and office sectors are dominated by large players, including private equity firms and the few well known developers supported by local and foreign banks. The non-luxury residential sector has limited access to finance and employs different financing models such as land swaps, flexible installment payments and off-plan sales in the absence of a robust mortgage sector. Efforts are underway to improve the mortgage situation with initiatives such as the NMRC, support from National Housing Fund and Federal Mortgage Bank of Nigeria.





# Our Approach

We help support Real Estate & Hospitality transformations at the national and local levels by working alongside leaders in public, private, and social-sector organizations, creating alliances and partnerships with organizations to accelerate transformational impact. We navigate opportunities and the uncertainties driven by changing global consumer demand, shifting agricultural trends, and digital disruptions.





# Our Focus



## Real Estate

Residential | Offices | Retail | Industrial

We work with clients to enable them to invest, develop, and manage profitable real estate ventures. We are focused on delivering commercially astute, innovative advice for our clients.



## Hospitality

Hotels | Leisure & Resorts

We assist sponsors in project conception and financial modelling, to management of construction and subsequent operation; we deliver the highest level of professional excellence in hospitality services.



## Urban Renewal

Urban Regeneration

PFI/PPP schemes are becoming increasingly common in Africa in the Real Estate Sector. We assist sponsors in project conception and traffic modelling, to management of construction and subsequent operation; we deliver the highest level of professional excellence in urban renewal projects.





# 1. Research & Intelligence

We use state-of-the-art analysis and modelling tools to assess market demand and to perform detailed evaluations of economic and financial feasibility of proposed investments.

Our offerings includes:

## 1. Economic & Market Research

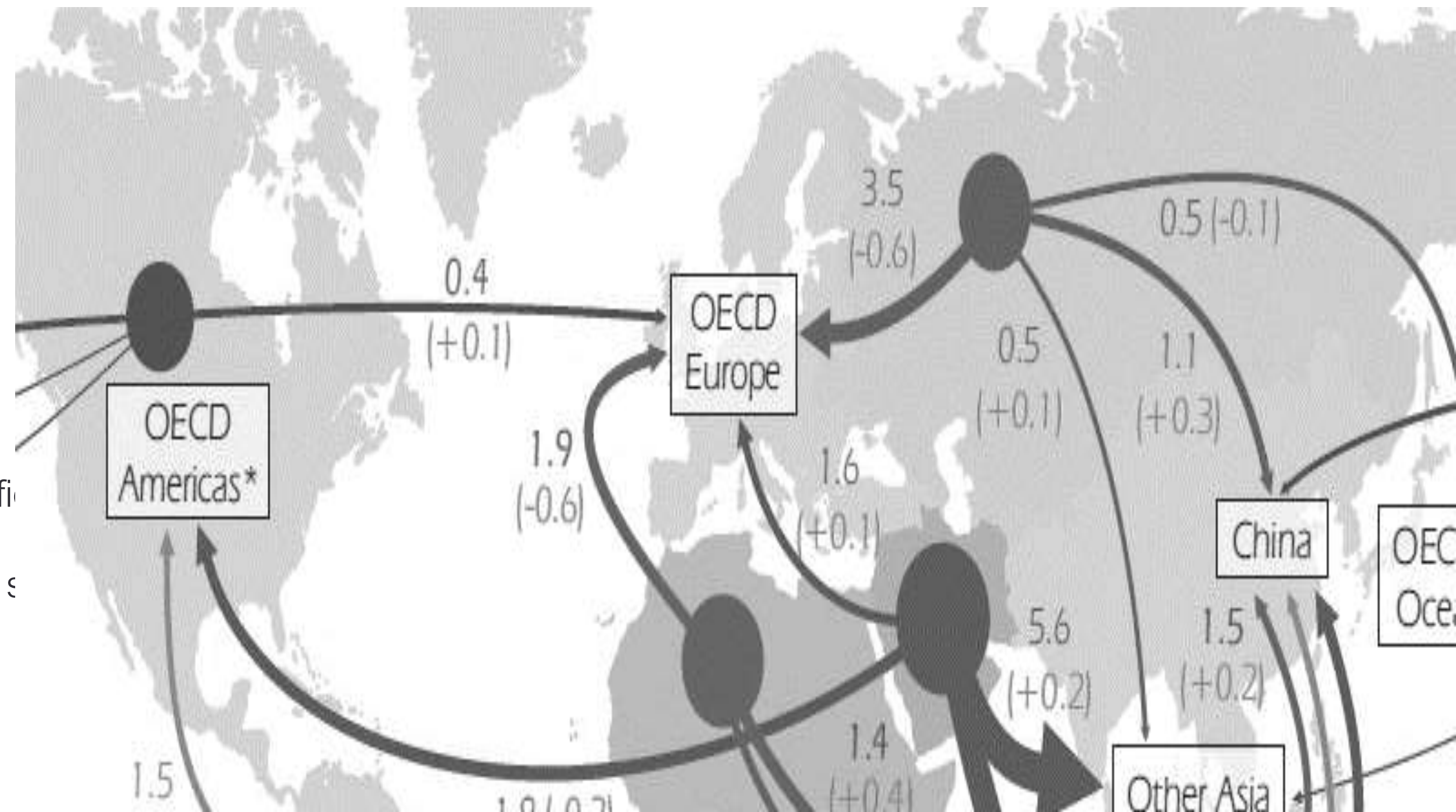
- Options appraisal and due diligence
- Market analysis and market structures reviews
- Industry Reports
- Large-scale best use studies

## 2. Estimation & Cost Feasibility

- Reliable and accurate cost advice to proceed with confidence
- viability and probable costs of construction
- Capital requirements projections & operational costing s

## 3. Business Intelligence

- Reporting and Dashboard Development
- Training and Support
- Business and Project Analytics





How we help

## 2. Transaction Advisory

Our transaction advisory services are embedded in our project finance and industry expertise, our commitment to excellence, our creativity, and our ability to deliver results. We assist clients to optimise their capital structure and ensure sufficient liquidity to allow business units to operate freely.

We do this by devising innovative structured financing solutions that enable clients to capture new investment and business opportunities or support growing operational needs, we act to create a financial profile consistent with corporate aims and objectives.

Our offerings includes:

### 1. Project Finance Advisory

- Project Finance Structuring (Financial Modelling, Debt strategy & Debt Placement, Credit Structure, Viability & risk analysis, Project Bankability, Commercial terms)
- Documentation (Information memoranda, Financial terms sheet, Closing Documentation)

### 2. Corporate Finance Advisory

- Sell-side & Buy-Side advisory services
- Debt Advisory,
- Restructuring,
- Equity Capital Markets,
- M&A and Valuation Services.

### 3. Capital Placements

- Optimal capital assessment
- Placement agent for private debt/equity offerings

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How we help

## 3. Development Management

We advise, lead and manage all aspects of development actualization program. These include design optimization, through planning, risk management, cost programming commercial issues and development implementation of large scale farm developments.

Our offerings includes:

### 1. Planning

- Identifying project and client requirements
- Establishing clear and achievable objectives

### 2. Contract and Cost Programming

- Advice on alternative construction methods and materials
- Contractor selection and tender analysis
- Negotiations with Contractor
- Contract Documentation
- Cost monitoring and control
- Report on project costs – monthly cost reports

### 3. Development Co-ordination

- Site audits to validate investment strategy
- Selecting and coordinating the full Professional Team

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## 4. Alternative Asset Management

We provide origination and structuring of investments to suit our client's investment goals. We possess good experience in OPEX and Project Financing as well as providing operational efficiency to increase project profitability. We are also able to provide investor representation services to help buy-side or sell-side investors in the sector

Our offerings includes:

### 1. Strategic Asset Management

- Optimising the return on your assets – We manage all the factors that can influence your assets' profitability:
- Coordinating service providers – We ensure we attract the best users of asset on long leases, and we ensure their comfort and the long-term future of your asset
- Overseeing regulatory aspects – We harness the necessary skills to verify that your asset complies with relevant regulations.
- Reporting on performance – you receive accurate, regular reports enabling you to track your asset or portfolio's performance and key management indicators.

### 2. Asset Structured Finance

- Asset-based Loan restructuring advice and solutions
- Leasing & Debt Financing
- Structured Asset Finance
- Asset and Lease Management
- Asset Trading





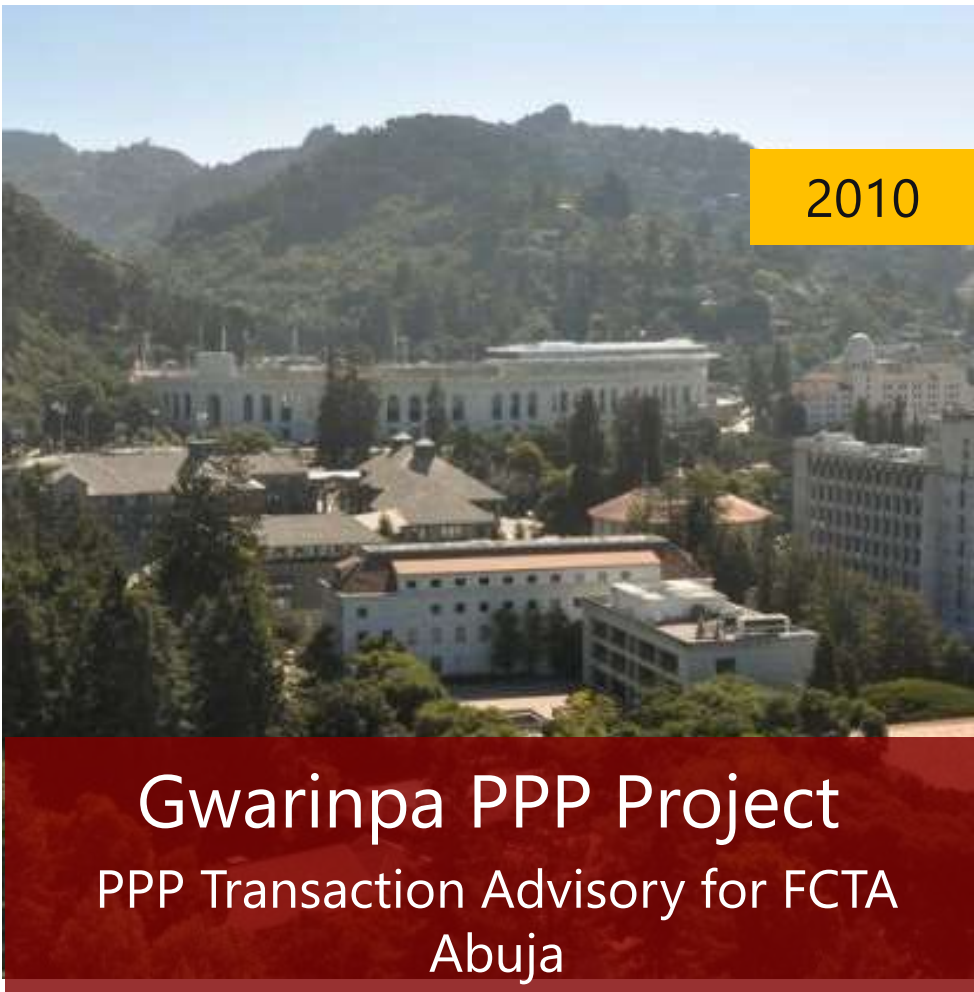
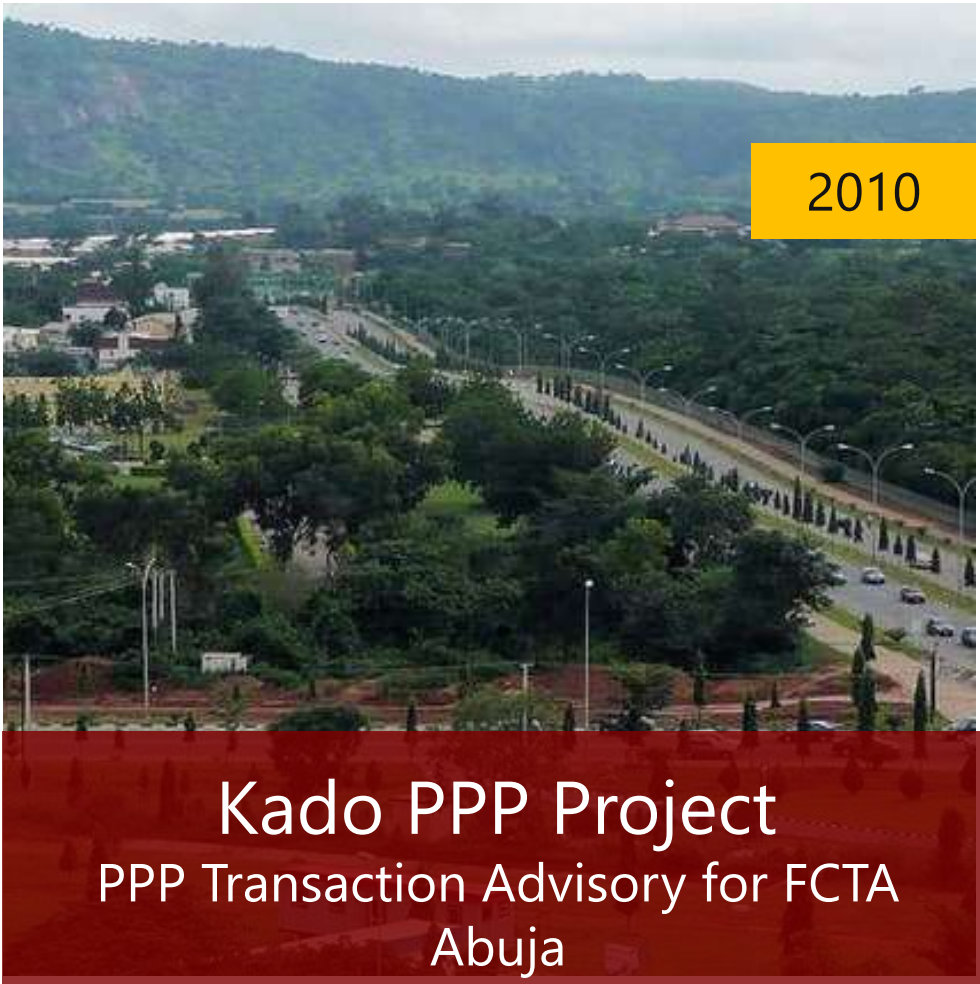
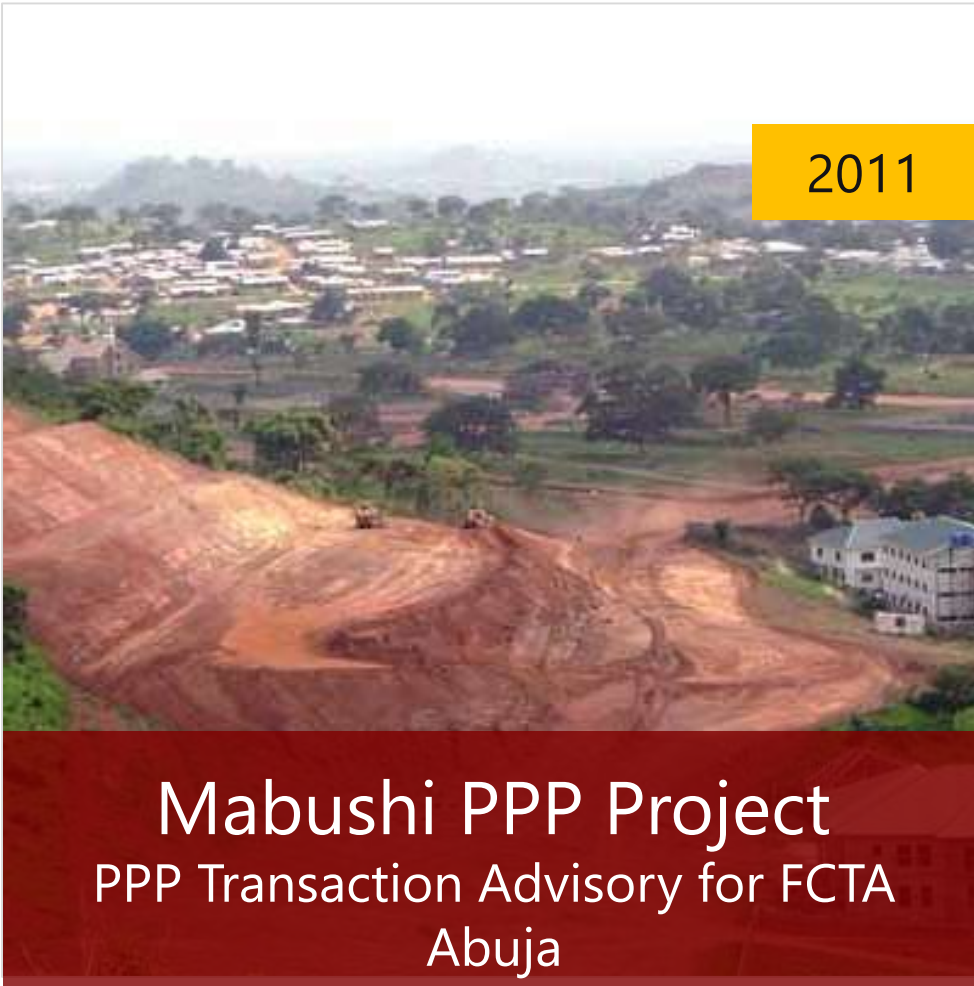
# Real Estate & Hospitality: Case Study



Brickstone was retained by FCTA to develop a comprehensive Private Public Partnership (PPP) strategy to guide the future Housing and Infrastructure development (Roads, Bridges, Schools, Electricity, Water, Sewage etc.) for Four (4) District in FCT Abuja with total area covering over 15km sq. Estimated cost of infrastructure is currently put at N75 billion (USD \$ 500 million)


## Our Value Add

The Outline Business Case process includes consideration of market opportunities and related servicing requirements, analysis of environmental constraints, pro forma feasibility analysis, partnership opportunities, and the risks associated with investment in these districts. We also would generate recommendations on a feasible and necessary set of capital infrastructure investments the 4 District in Abuja which would procured on a PPP basis





# Real Estate & Hospitality



2016

ROA Properties  
Business Plan Development for 6000  
Housing Unit Abuja



2016

AG Leventis Plc  
Development Advisory for Residential  
in Victoria Island



2016

AG Leventis Plc  
Development Advisory for Residential  
in Ikoyi



2011

United Mortgage Plc  
Transaction & Financial Modelling for  
Terrace Housing in Ajah



2013

Agbara Estate Limited  
Business Plan Development for  
Agbara Industrial Estate



2013

First Independent Global  
Project Finance Modelling for Fund for  
Project Fundraising



2012

Private Developer  
Project Finance Modelling for JV  
Development



2012

Private Developer  
Project Finance Modelling for JV  
Development



# ■ Contact Information



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“

To deliver results above and beyond  
the expectations of our clients

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