

■ Industrial Agriculture

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.

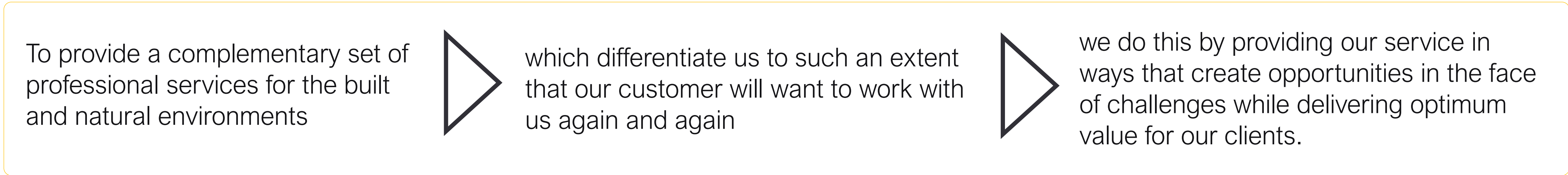
Our Approach



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 Industrial Agriculture

Africa must industrialize to end poverty and generate employment for its 12 million young people who join its labor force every year.

The long-term success of the African economy is dependent on several key segments performing to their full potential; central among these is the agricultural sector.

We help you improve the efficiency and profitability of your business through our wide range of advisory services.

Our cross functional agriculture infrastructure business professionals focus on understanding the issues faced by industrial agricultural companies and develop tailored solutions to meet these challenges.

We provide advisory services to large Nigerian agri-based businesses. This gives us unique insight into the challenges that our clients face.

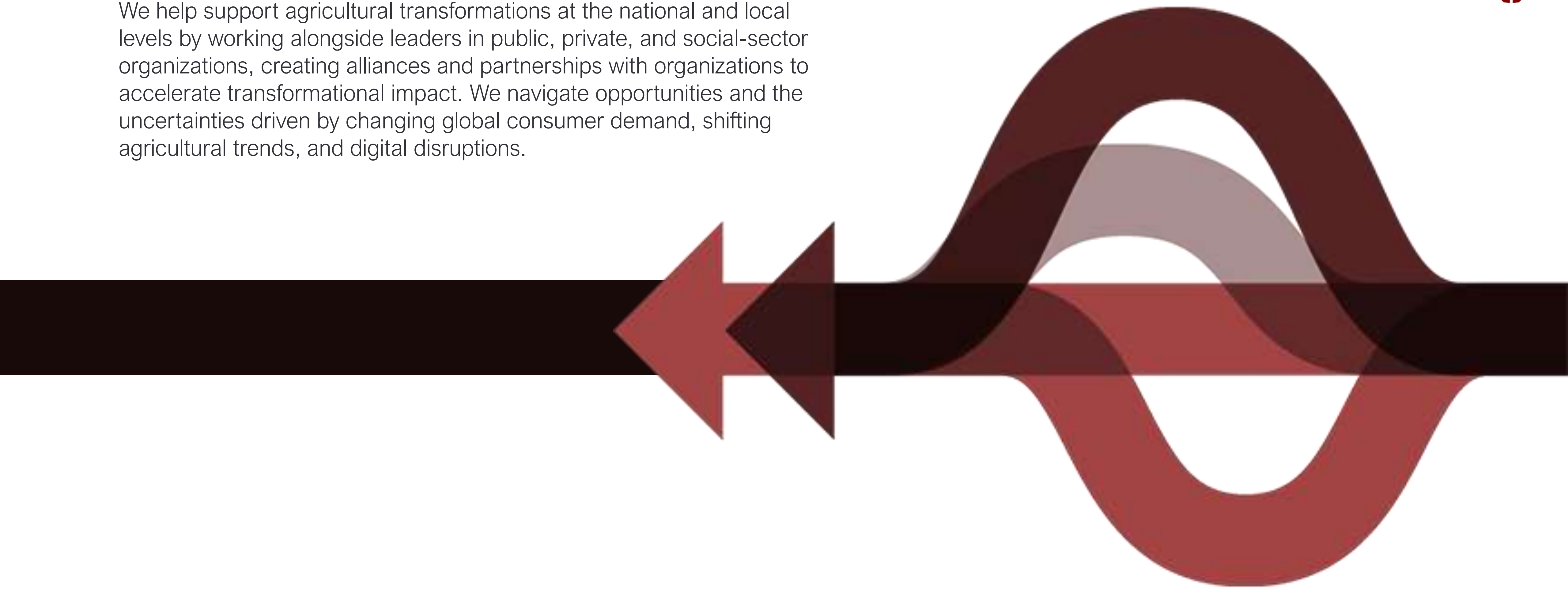
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Our Approach



We help support agricultural 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.



Industrial based Agriculture

Our Focus



Product Processing

The transformation of agricultural products into food, is a value addition process and we provide expertise and experience here.



Agricultural Input Financing

Access to modern agricultural inputs including improved seeds, fertilizers and crop protection chemicals are the backbone of any successful Agricultural practices. We help in structuring deals in relation to acquisition of this.



Industrial Infrastructure

Our Agricultural Infrastructure objective is to provide resources for increasing farmers' incomes using farm enabling infrastructure such as storage, processing, irrigation and power





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

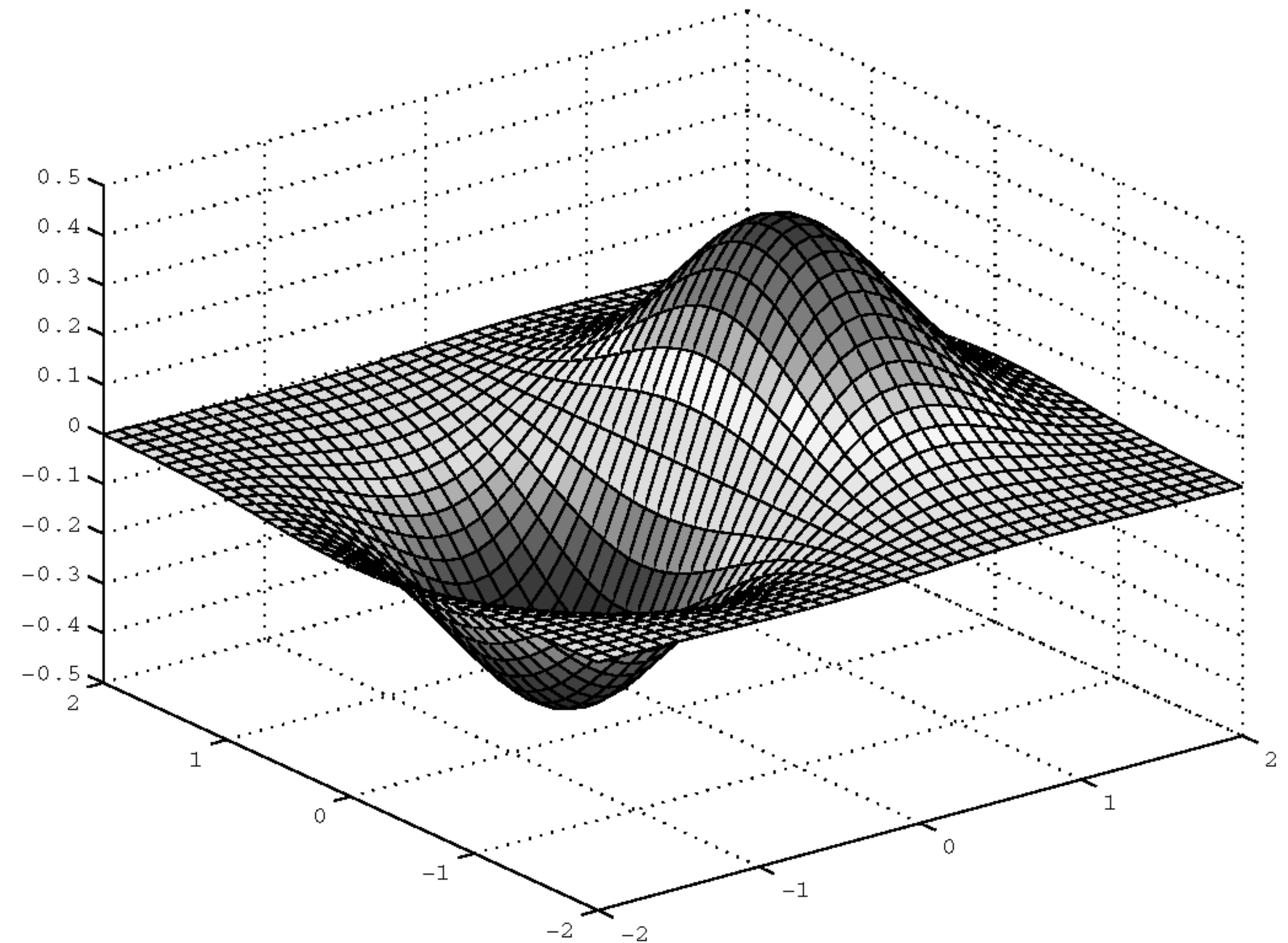
- Options appraisal and due diligence
- Market analysis and market structures reviews
- Industry Reports
- Large-scale best use studies

2. Estimation & Cost Feasibility

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

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



Industrial Agriculture



2017

Tomato Value Chain
Pre-Feasibility for Tomato Value Chain for
Vital Products Limited



2017

Tesco Elpizo Farms Limited
Pre-Feasibility for Multi Farms in Asaba
Delta State



Ongoing

Seed Processing Project
Alexander Fords Ventures

■ Contact Information



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To deliver results above and beyond
the expectations of our clients

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