

■ Heavy Manufacturing Industries

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.

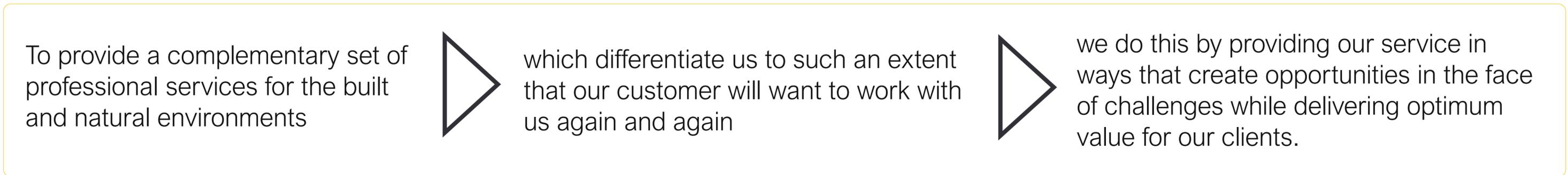


Our Approach

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

About Brickstone

Some of our Clients



LAWSON GROUP



AFRIRAIL



GO GAME PRO

ALEXANDER FORD VENTURES



PROVIDUS BANK



Guaranty Trust Bank

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Heavy Manufacturing Industries

Why Heavy Manufacturing Industries

Heavy industry involves one or more characteristics such as large and heavy products; large and heavy equipment and facilities (such as heavy equipment, large machine tools, and huge buildings); or complex or numerous processes. Because of those factors, heavy industry involves higher capital intensity than light industry does, and it is also often more heavily cyclical in investment and employment.

Transportation and construction along with their upstream manufacturing supply businesses account for the bulk of heavy industry. Globally Heavy industries play significant roles in countries development and account for large proportions of their GDP. Japan and South Korea are prime examples where Manufacturing accounts for 18% and 27% of GDP respectively.

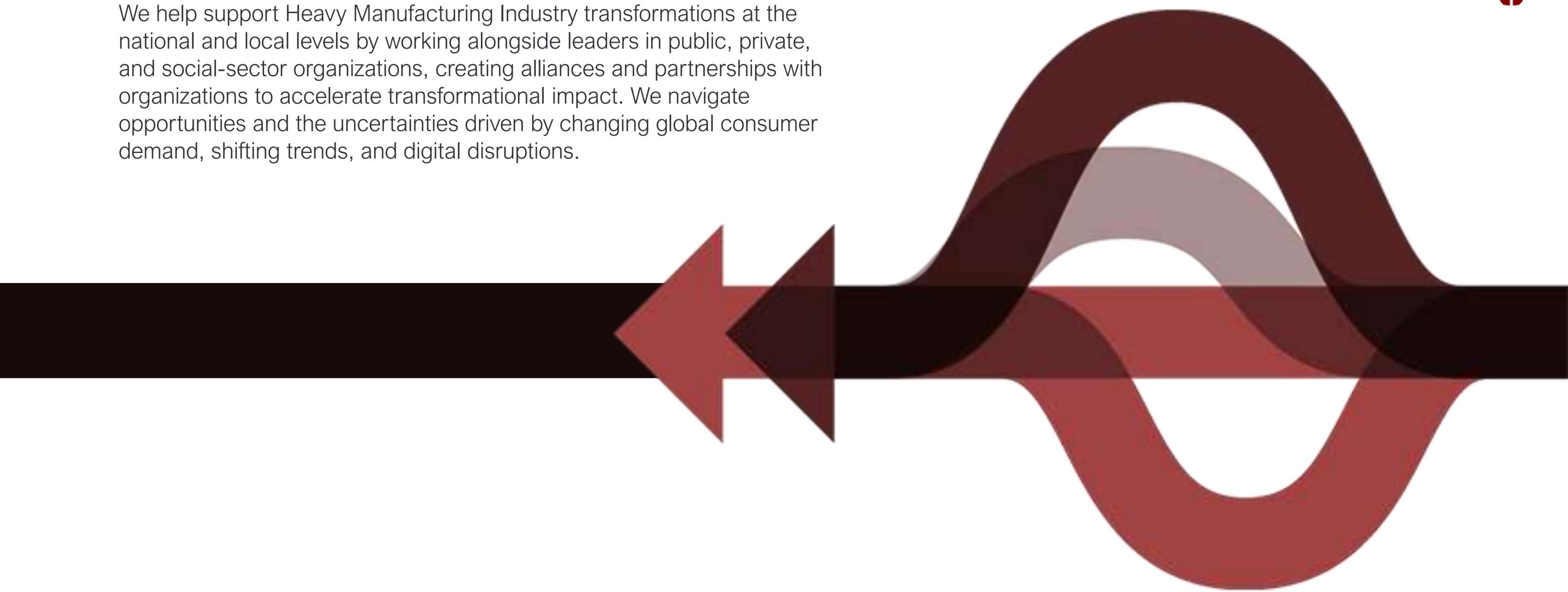
Across Sub-Saharan Africa, Heavy Manufacturing is far and few between but we see development in the horizon. Cement production and the Oil and Gas industries are the major drivers of Heavy Manufacturing activities. Note worthy names include the Dangote Group and Samsung Heavy Industries Co., Ltd.("SHI").

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Our Approach

We help support Heavy Manufacturing Industry 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 trends, and digital disruptions.



Our Focus



Resource Based

These area of Heavy Manufacturing are those that require resource based materials to produce. They include metal products such as Ferroalloy manganese (an alloy of manganese and iron). It also includes non-metal construction materials such as Cement Industries.



Energy Based

The energy based heavy manufacturing sector involves the use of hydrocarbon as input in production. For example the technology used for the production of the fertilizer is heavy capital equipment. This equipment fixes natural gas to produce a range of products, including Ammonia, Nitric Acid, Ammonium Nitrate, Ammonium Sulfate ,Sodium cyanide etc.



Steel & Machine-building

These include machine tool industry, heavy electrical industry, shipbuilding, industrial machinery and auto-industry. This also includes the production of a number of other steel and industrial products, particularly train parts, steel wire and airplane parts.



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

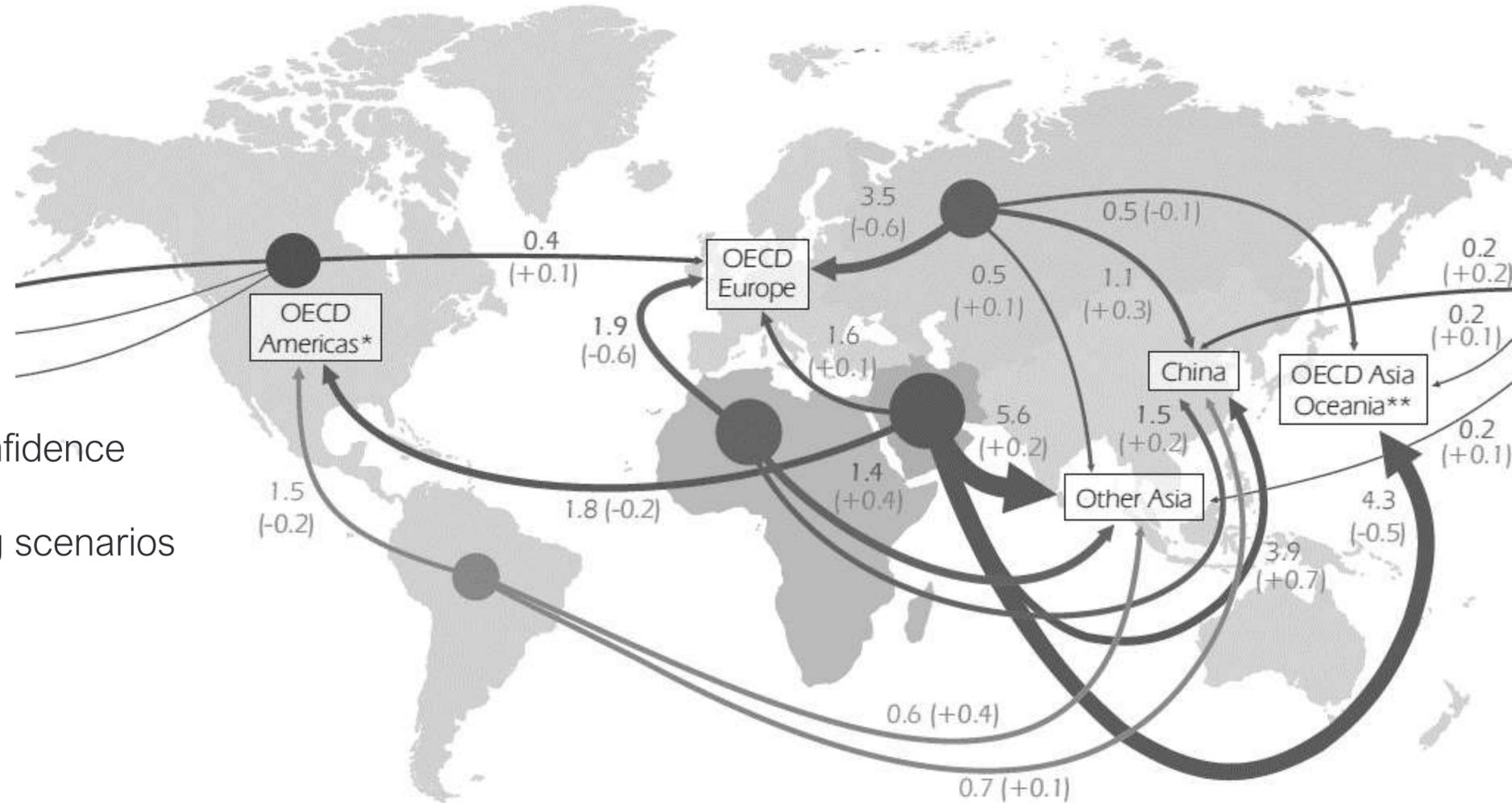
- Options appraisal and due diligence
- Market analysis and market structures reviews
- Industry Reports
- Large-scale best use studies

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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How we help

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

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■ Contact Information



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To deliver results above and beyond
the expectations of our clients

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