

■ Power & Renewables

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.

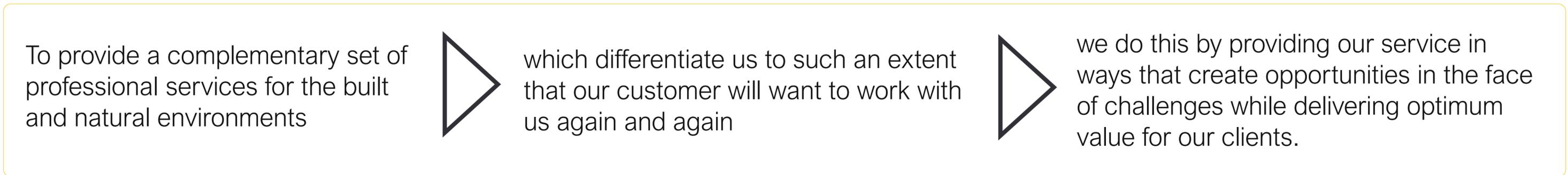


Our Approach

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



PROVIDUS BANK



Guaranty Trust Bank

BRICKSTONE



Why Power & Renewables

In today's volatile energy markets it is a fact that sources of risk and uncertainty will continue to impact market perceptions and investment decisions. This uncertainty both threatens the competitiveness of energy assets and new asset development and is also a potential source of value. Renewable and low carbon mandates are playing an increasingly significant role in power markets.

In 2003, the Federal Government approved a National Energy Policy, which encourages the optimum utilization of the country's energy resources, including renewables, for sustainable national development with the active participation of the private sector. The Energy sector is fundamental to development across all other sectors of the economy. The availability of energy plays a major role in every aspect of our socio-economic life. Energy is, and will always be, a key component of the economic, social and political development of Nigeria. Inadequate supply of energy restricts socio-political development, limits economic growth, inclusive growth in particular, and adversely affects the quality of life of citizens, both in urban and rural areas. Improved energy supply results in improved standards of living, which manifests in increased food production and storage, increased industrial output, provision of efficient transportation, adequate shelter, improved healthcare and enhancements in other human services.

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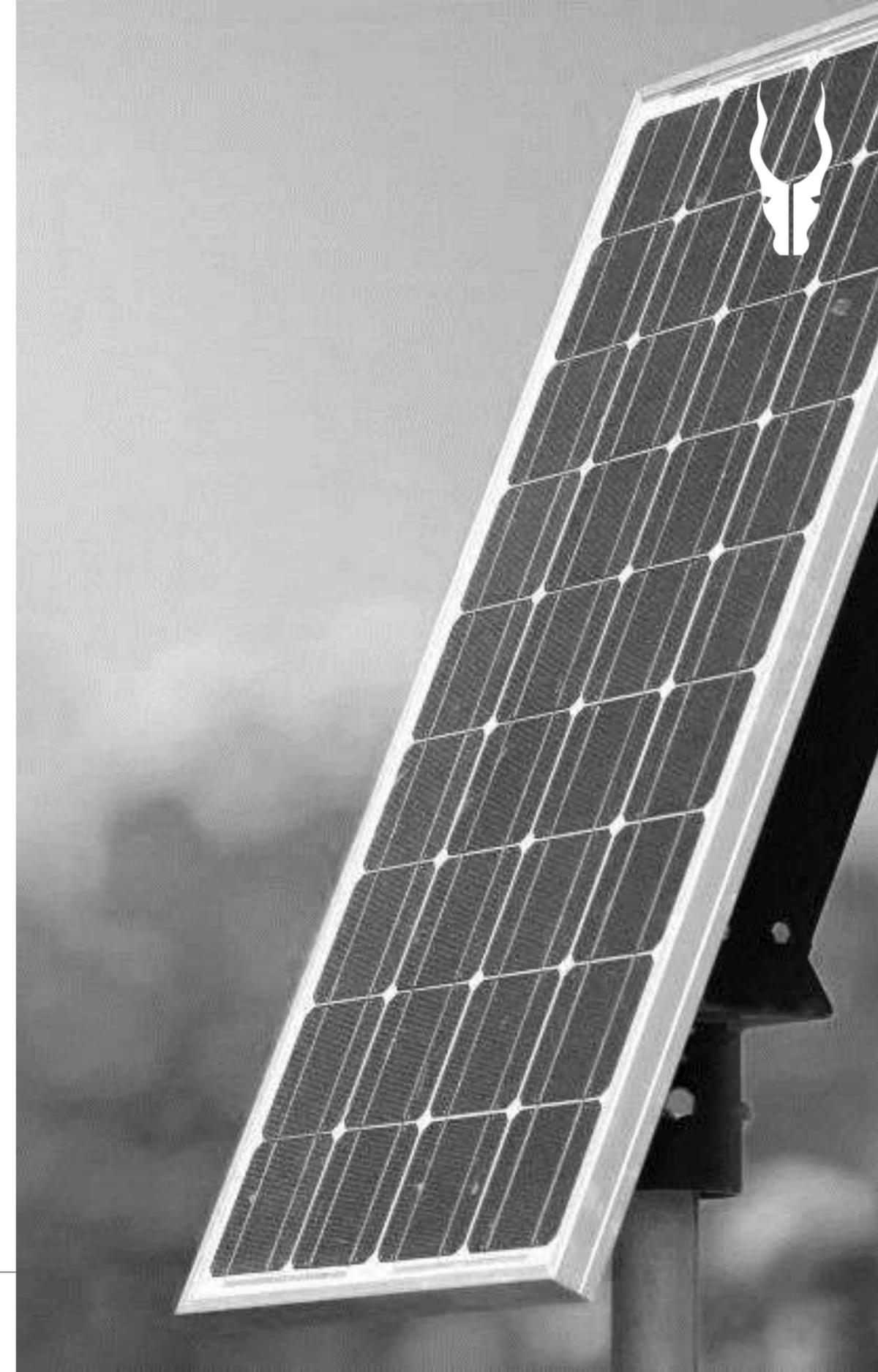
Why Power & Renewables

The use of Renewable Energy sources is currently being explored in Nigeria. The Government has come to terms with the advantages it offers and are also seeking and encouraging investors to come into the country.

There is a host of reasons as to why Nigeria has not realised the full potential of its renewable energy resources, including the inherent “business as usual” grid bias that many countries have. However, in the attempt to reach the millions of our citizens in both the urban and rural areas who still live in darkness, decentralised renewable energy (DRE) offers the best option because of its competitive advantage.

That the DRE can deliver energy access in a number of months as against the years it takes to site, permit, build and manage a traditional centralised fossil fuel grid system, makes it even more attractive. It will serve the nation well if the authorities can exploit the full range of our renewable resources, especially since DRE—ranging from standalone solar systems to mini-grids and mobile solar farms—is readily available, cost-effective and immediately deployable.

Private sector should be encouraged to participate in the provision of transport infrastructure. A key factor that makes private participation in transport infrastructure financing essential is the need for continuous, assured managerial autonomy, which is not possible when the government retains the authority to make management appointments, operational and business investment decisions for transport concerns.



Our Approach

We help support Power & Renewables 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 Power & Renewable trends, and digital disruptions.



Our Focus



Conventional Power

We project specialist supporting public and private clients throughout the project lifecycle of Hydro and Gas based power projects; from concept, feasibility and planning, through due diligence, analysis and financial closure.



Renewable Energy

We project specialist supporting public and private clients throughout the project lifecycle of Solar and Winds based power projects; from concept, feasibility and planning, through due diligence, analysis and financial closure.



Transmission & Grids

We assist clients in formulating a project financial plan and provide advice in the developments of Mini-Grids and Transmission Infrastructure



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

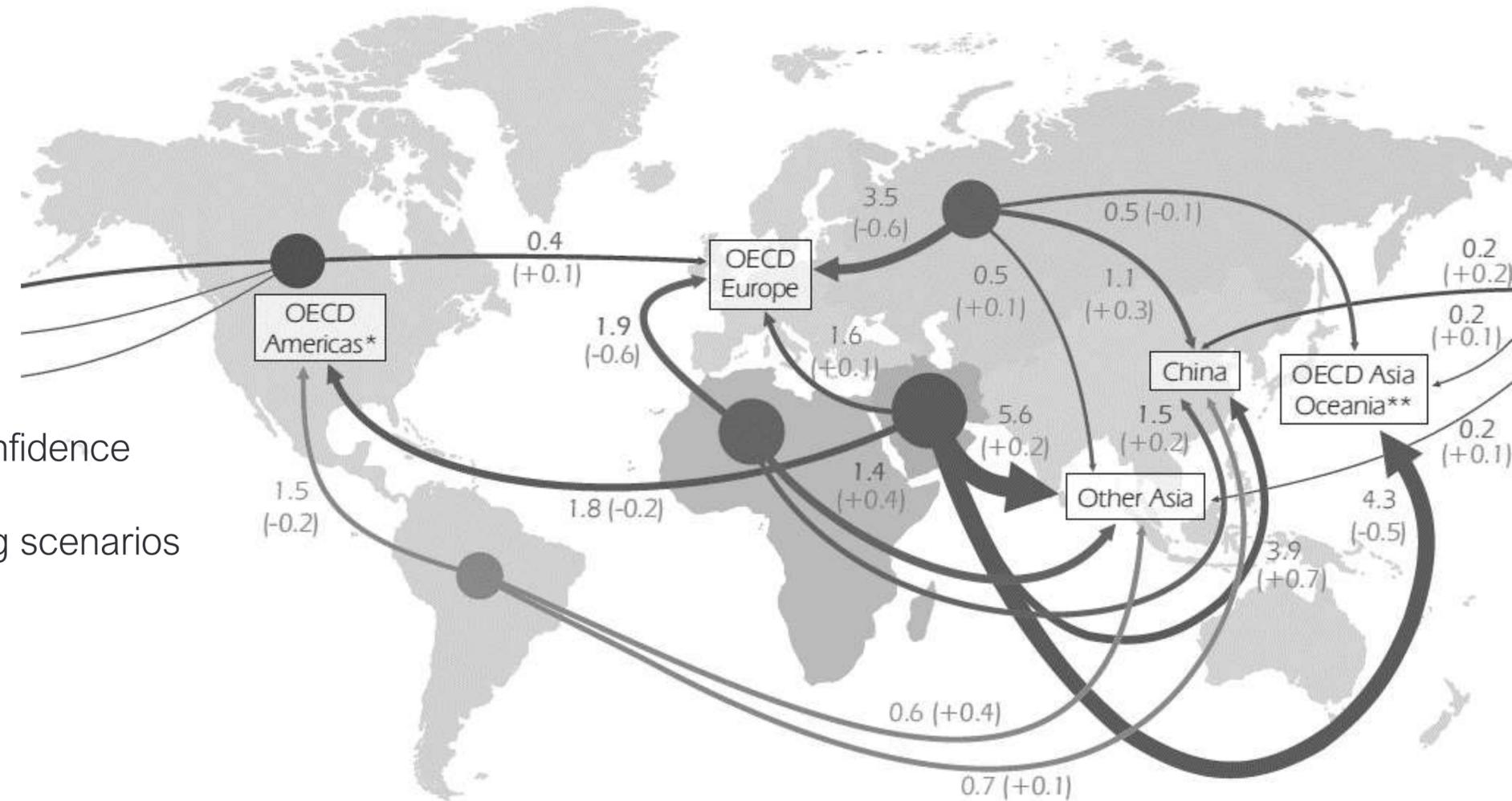
- Options appraisal and due diligence
- Market analysis and market structures reviews
- Industry Reports
- Large-scale best use studies

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

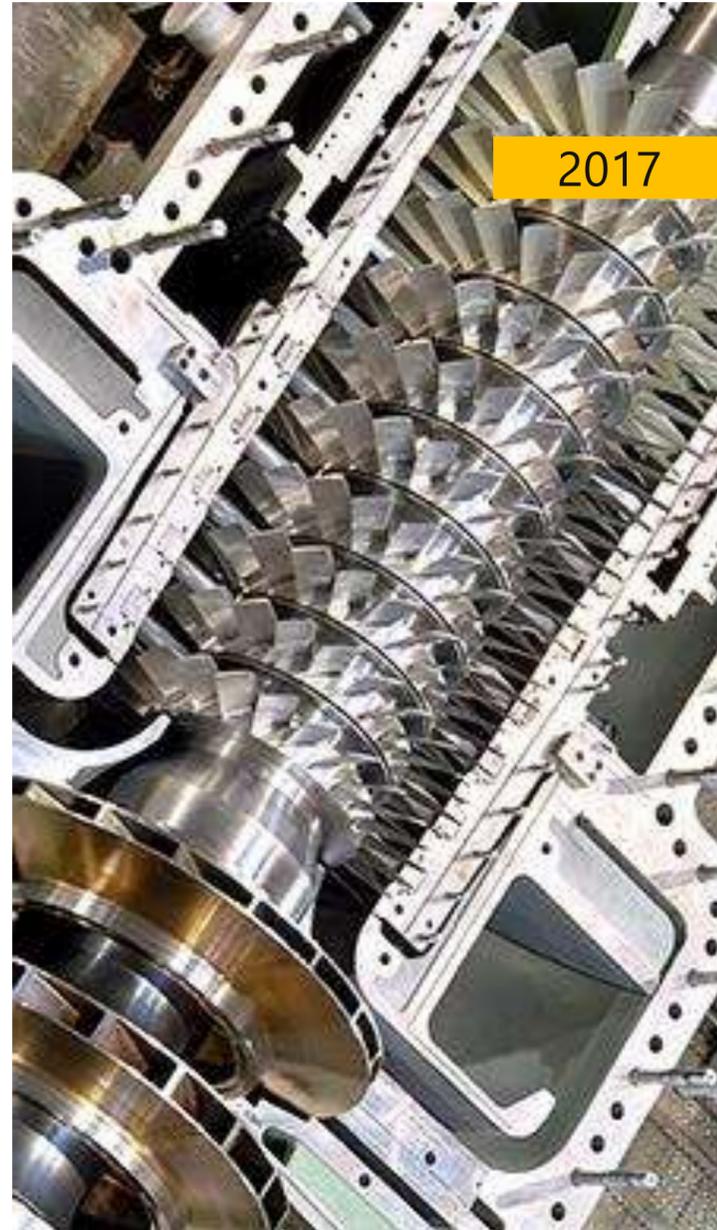
- Asset-based Loan restructuring advice and solutions
- Leasing & Debt Financing
- Structured Asset Finance
- Asset and Lease Management
- Asset Trading

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Power & Renewables: Case Study



Project Market Entry Turbo Engines

Client Profile

Asian based Engineering Company interested in having an in-depth understanding of the Turbo Machinery equipment (gas turbines, steam turbines & compressors) and services market demand in the oil and gas Industry in Nigeria

Engagement Objectives

- Estimate the existing installed base of the turbo machinery equipment in the oil and gas industry and identify product, end– user trends
- Market size and forecast for equipment and services in upstream, midstream and downstream segments
- Service contracts analysis
- Competitor Analysis

Outcome

The strategic assessment helped the client to:

- Allocate resources based on the upcoming opportunities in products and services market
- Identify product requirements or specifications across different end-user segments
- Strategize their existing distribution channel to address end-user requirements across the oil and gas industry

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2017

10 MW Solar Project
Pre-feasibility for a Solar PV 10MW Utility Scale Project in Nigeria



2017

Acquisition Due-Dilligence
Financial and Commercial Due Diligence for the acquisition of a Combine Cycle Gas Power Plant



2017

Market Entry Research
Market Energy Research for a Turbo Supplier in Africa

■ Contact Information



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To deliver results above and beyond
the expectations of our clients

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