

# ■ Transport Infrastructure

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.

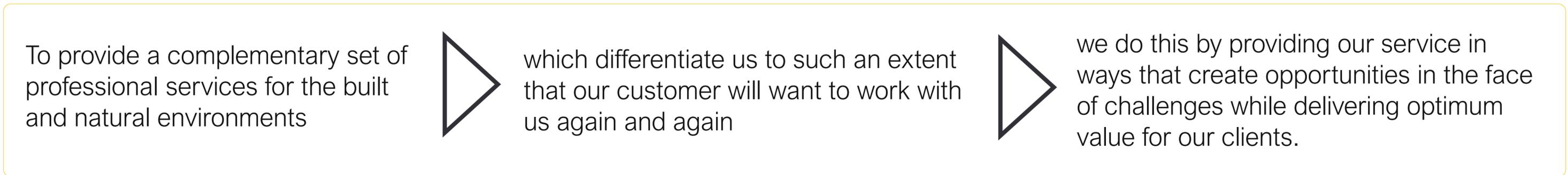


# Our Approach

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



Guaranty Trust Bank

# BRICKSTONE



## Why Transport Infrastructure

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

Infrastructure development is a key progress driver across the African continent and a critical enabler for productivity and sustainable economic growth. A key factors retarding industrialisation has been the insufficient stock of productive infrastructure in power, water, and transport services which allow firms to thrive in industries.

Estimates by the African Development Bank suggest that the continent's infrastructure needs amount to \$130–170 billion a year, with a financing gap in the range \$68–\$108 billion. Institutional investors such as insurance companies, pension funds, and sovereign wealth funds have more than \$100 trillion in assets under management globally. A fraction of this would be enough to plug Africa's financing gap and finance productive and profitable infrastructure. We believe that the economic costs of Africa's insufficient stock and poor quality of infrastructure are as big for the continent as the size of the potential impacts of resolving the problem.

Transport infrastructure includes roads, air transport facilities, railways, maritime infrastructure (inland waterways and ports) and urban transportation (which spans across the other sub-sectors). Infrastructure development is one of the bases of assessing the achievements of leaders and it is the foundation of good governance. A transport sector with adequate infrastructure in good condition is critical for any nation's success. In particular, transport infrastructure plays a critical enabler role, increasing the impact of nearly all other sectors of the economy.

## Why Transport Infrastructure - Nigeria

The Nigerian government is keen on seeing improvements to the transport infrastructure sub sector and has put reforms to facilitate development. The reforms in the transport sector, as listed by the Nigerian government aim to:

1. Complete construction of 3,000 km network of roads, and embark on any new construction
2. Strengthen the newly created Roads Maintenance Agency and involve the private sector in the management of roads;
3. Make Nigerian seaports play a prominent role in the shipping sector within the ECOWAS sub region.
4. Develop a seaport with capacity to handle modern shipping activities and establish inland/dry ports
5. Achieve total radar coverage of Nigeria's airspace and establish an effective and efficient emergency rescue unit under Federal Airports Authority of Nigeria amongst others.

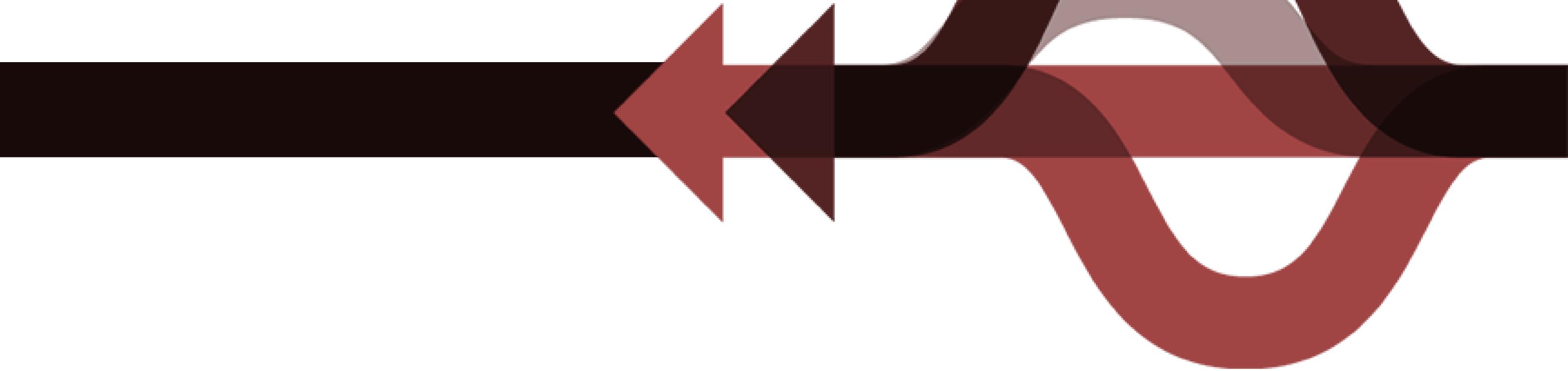
At Brickstone, our vision is to shape the infrastructure environment around us and this is Why Transport Infrastructure.

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## Our Approach

We help support Transport Infrastructure 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



## Roads & Highway

Road | Rail | Highway

We help sponsors and governments in delivering major infrastructure projects in the transportation such as Railways, Roads and Highways



## Shipping, Offshore & Marine Logistics

Sea Port | Inland Waterways | Vessels | Logistics

Our expert team provides objective, and timely support for investment, financing, and chartering decisions in the Port and Inland transportation such as Sea Ports, Ships, Vessels and Ferries.



## Air Transportation

Airports | Airlines

PFI/PPP schemes are becoming increasingly common in Africa in the Air Transportation Sectors. We help sponsors and governments in delivering major infrastructure projects in the Air transportation sector such as Airports and Airline market entry strategy development.

How we help



# 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

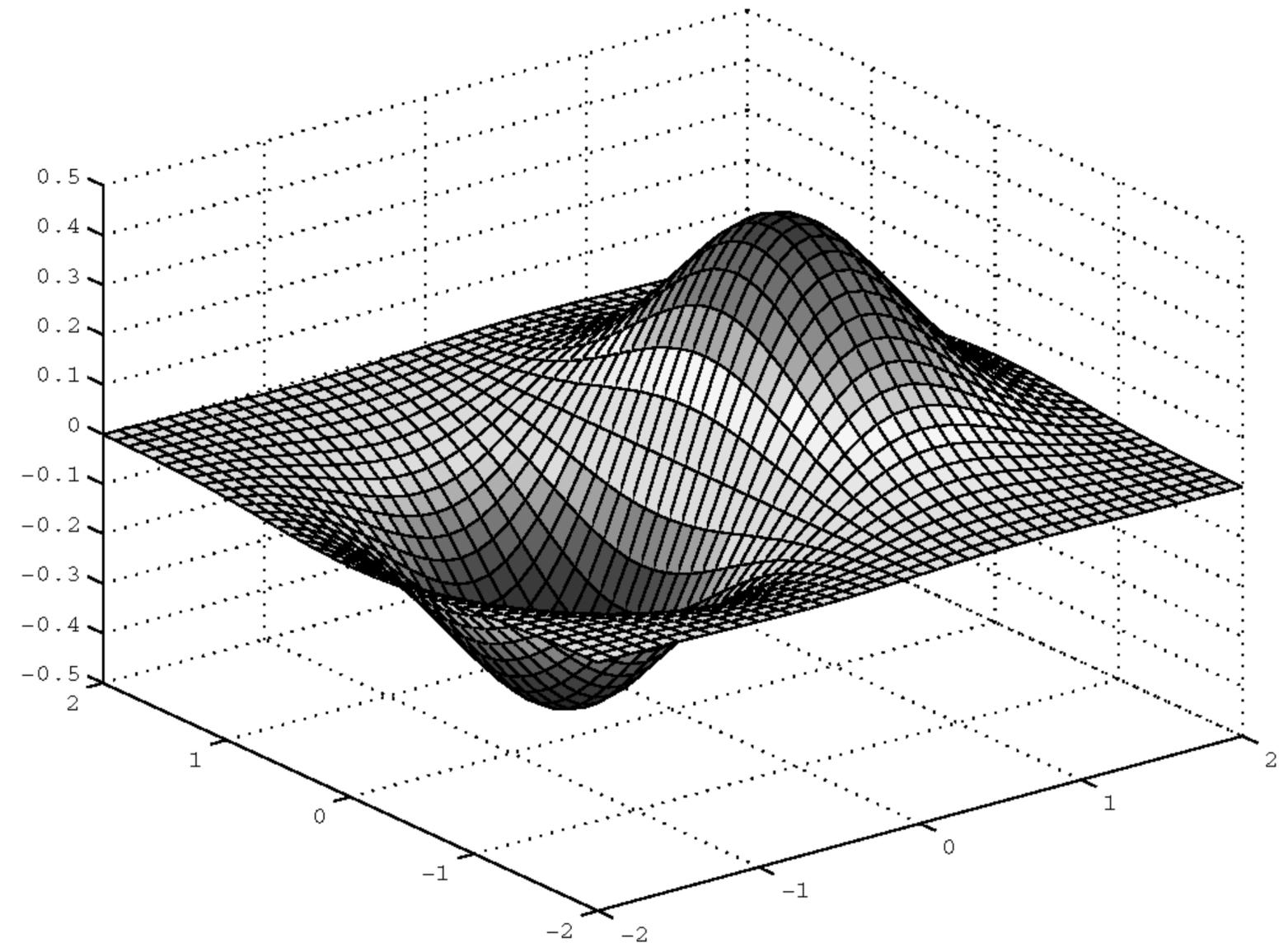
- Options appraisal and due diligence
- Market analysis and market structures reviews
- Industry Reports
- Large-scale best use studies

## 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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# Transport Infrastructure



**Rail Development**  
Pre-Feasibility Advisory for Lagos-Abuja Rail Line



**Pre Bid Advisory**  
Assessment of project viability and funding/financing structure and strategy.



**Ship Acquisition**  
Acquisition Financing Advisory for a Proposed West African based Shipping Line

# ■ Contact Information



## Address

9A Ibeju Lekki Street, Dolphin Estate  
Ikoyi Lagos

Midel Center Building  
Plot 14, Off Oladipo Diya Way,  
Sector Centre D, Gudu District, Abuja

## Email

[hello@brickstone.africa](mailto:hello@brickstone.africa)

## Telephone

Office Line: 01-636-4444 or 09-628-4444  
Mobile: 0814 990 6488

[www.brickstone.africa](http://www.brickstone.africa)

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To deliver results above and beyond  
the expectations of our clients

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