

'BRIDGING THE GAP'
BETWEEN CONCEPT PROJECTS AND PROJECT FINANCE



Market Openings



Africa Build Limited.

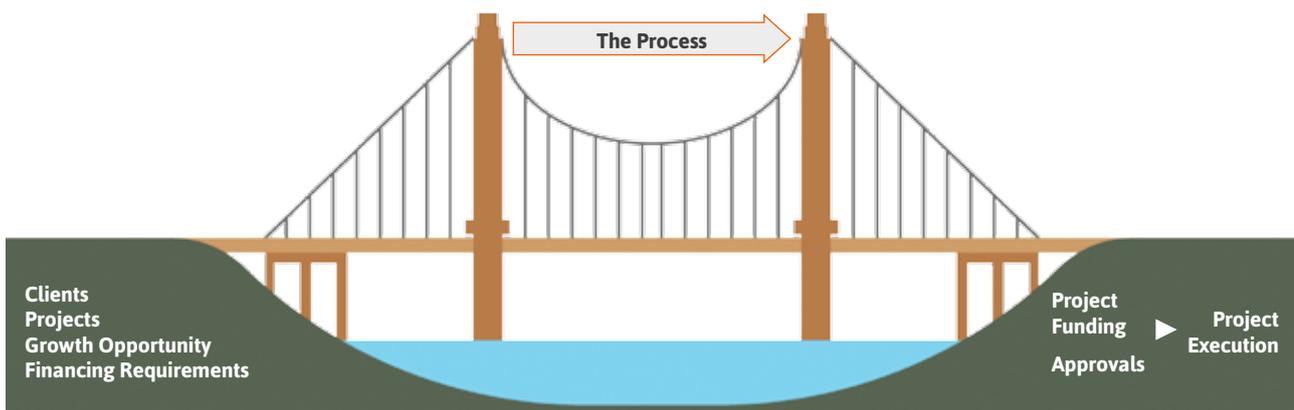
As a subsidiary of African Supplies Limited (ASL), Africa Build Limited (ABL) works on behalf of project owners in the public and private sector to bring projects forward from concept to a bankable study. We offer a platform for investors to access fully evaluated, viable developments of both lands and infrastructure.

Large Real Estate, Development and Infrastructure projects are complex and each one is unique. Moving a project from a parcel of land with a big idea, through to funding, design, construction and operation requires a deep understanding of interlinked complexities which only comes from experience in managing the project process.

“Investors and Investment funds have money to spend in Africa, but they want to ensure that these investments are safe. A ‘gap’ exists between the information available from the project owner and the needs of potential funding partners. A ‘Bridge’ is needed to bring these two sides together.”

The Bridge

ABL understands this gap and has a defined Development Process to take projects across the Bridge, so as to ensure that the project owner provides the funding partners with the information they need to commit to the project.



2008

2009

2010

2011

2012

2013

2014

2015

Cape Verde, Gabon and Sudan

Angola

Malawi

Djibouti

Cameroon

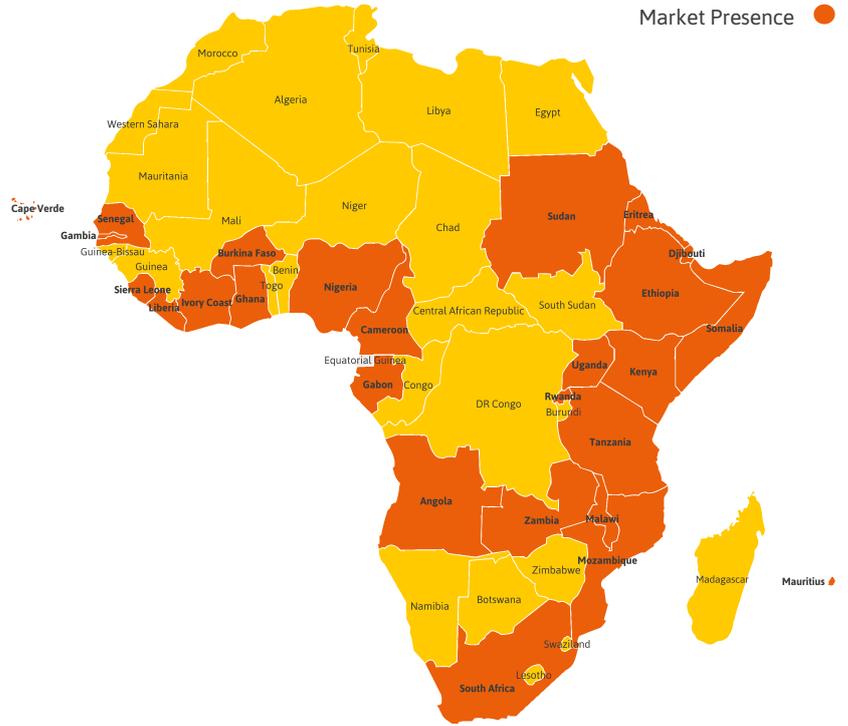
Mozambique and Mauritius

Ivory Coast

Senegal

Understanding Africa

With 15 years of experience across 26 markets in Africa our team understands the needs of customers across African markets. We know that Africa is different to the rest of the world and that each country in Africa is different to each other. Since inception in 2000, our business has grown as the construction sector has grown across sub-Saharan Africa. Today we have a wide reach of experts well established at the highest levels in the construction industry.



“In international trade, especially in Africa, success is about relationships and trust. African Supplies Ltd. is a classic example of a company, one of very few, that really understands this.”

— **Robert Craven**, Programme Director, Cranfield School of Management



Joe Collins
Managing Director

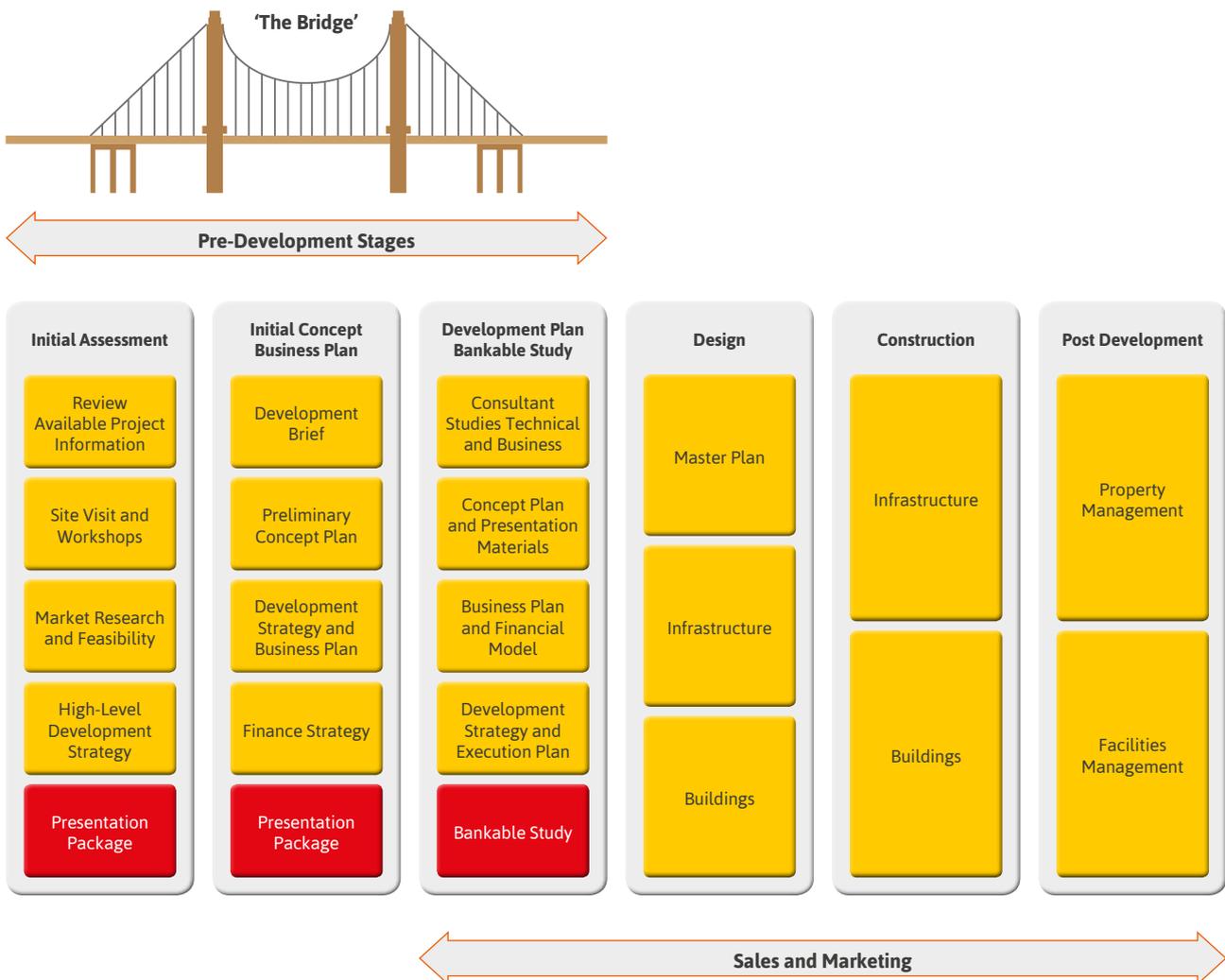
African Experience

When ASL began in 2000, our initial aim was to build strong supply channels to bring quality products to the construction sector in sub-Saharan Africa.

Africa Build Ltd. is a natural evolution for the business, and we are uniquely-placed to provide services to the project owners and to critically evaluate opportunities for potential investors.

Project Development Process

Engaging with Africa Build’s ‘Bridge’ process provides the key to unlocking funds from financial investors during the pre-development stages of the Project Development Process.



“ASL are today one of the most experienced international companies in construction in sub-Saharan Africa.”

— **Jonathan Howard**, CEO Business Council in Africa



Nick Wilson
Project Director

Project Expertise

With 24 years of property development and investment experience across Africa, Asia, the Middle East, India, North America and Europe, Nick Wilson has a proven track record in developing projects from inception through to handover.

Utilising a strong network of industry contacts, Nick's skills have brought success across all aspects of development cycles.



Seef Lusail, Qatar



Dubai Marina, Dubai



Seef Lusail, Qatar



Uptown Cairo, Egypt



Burj Khalifa, Dubai



King Abdullah Economic City,
Saudi Arabia

“Nick is a highly professional Real Estate expert who knows all aspects of the industry very well. I would strongly recommend Nick to anyone in International Real Estate and Development Management.”

— Ian Apsley, Main Board Director, Broadway Malyan Ltd.

Example Partners





Why Us?

We combine our 15 year sector experience in Africa with 24 years of international development expertise. ABL's on-the-ground network in sub-Saharan Africa provides unique and knowledgeable access to local projects and decision makers.

Our Project Development Process provides the 'Bridge' that brings project owners and financiers together.

Why Follow Africa Build's 'Bridge' Process?

- Creates credibility for project owners.
- Highlights key issues to address at early stage.
- Explores high level issues and enables decisions on whether to move forward and expend monies on further stages of consultancy and design.
- Enables clear direction to be given to consultants.
- Enables discussions with government bodies concerning approvals, infrastructure etc.
- Maximises chances of project success.
- Enables initial discussion with financiers and investors to be taken seriously with a view to obtaining initial commitment.

The Way Forward

For projects to successfully move forward they need to work in an environment where:

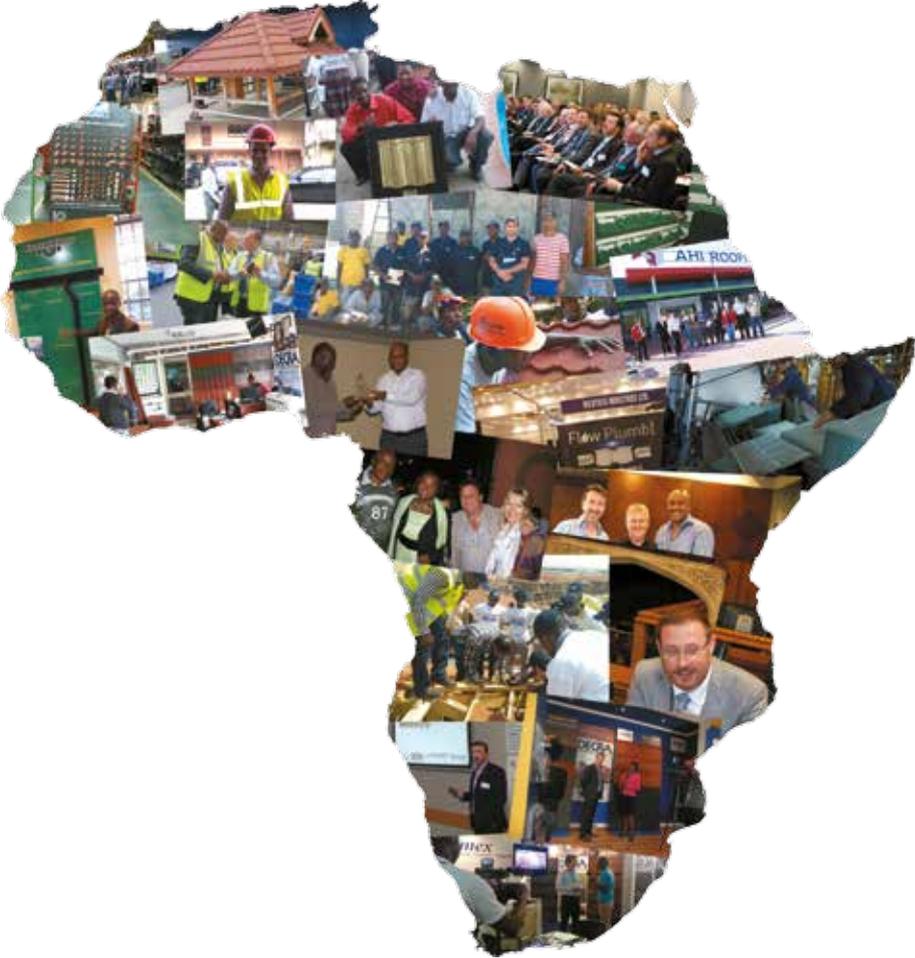
- There is understanding of the Development Process and what it takes to get a project funded and off-the-ground.
- Project Owners are willing to invest and engage in the Development Process.
- There is true understanding Africa and the challenges unique to individual countries.
- Project owners and promoters are willing to spend time and money creating a well-considered development and financial plan to be taken seriously.
- There is a strong network / 'ecosystem' of experienced & trusted advisors/consultants who understand major Real Estate and Infrastructure Development projects.
- Project owners are open to measured risk taking.
- Financiers are willing to meet promoters 'half-way' in terms of seed capital and initial risk-taking.





A People Business

Our team has a wide network of affiliations and associations in Africa, UK and Europe. We both benefit from and contribute towards their organisations and are often asked to promote market perspectives for other businesses interested in expanding operations in Africa.



“It’s wonderful teamwork we have seen with ASL in the past eleven years, working with trust, uniting us deeper each day and creating a future for both our companies.”

— **Dr. Chidozie Nwankwo**, CEO, Wichtech Industries Ltd.

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