



MULTI EXPERTS CONSEIL

Regulated in Grand-Duchy of Luxembourg (Licence n° 10042364/0)

GROUP EDIFICE CAPITAL

A MULTI EXPERT ADVISORY COMPANY

- **ONE OF THE LEADERS IN THE PUBLIC PRIVATE PARTNERSHIP (PPP)** market in terms of number of deals signed in France.
- **€ 4.5 BILLION INVESTED IN 17 INFRASTRUCTURE PROJECTS SINCE 2007**
(in various sectors: energy, highway, tramway, hospital, university, stadium, sport, IT, renewable energy).
- **DEEP UNDERSTANDING OF EUROPEAN AND AFRICAN PUBLIC BODIES** (20 years of experience).
- **MORE THAN 90 INVESTMENT PROJECTS STUDIED IN EUROPE AND AFRICA** and 20 in the agricultural sector.



GROUP EDIFICE CAPITAL

A MULTI EXPERT ADVISORY COMPANY

➤ GROUP EDIFICE CAPITAL HAS DEVELOPED 4 POLES OF ACTIVITIES

ADVISOR FOR PUBLIC SECTOR IN INFRASTRUCTURE



We focus on helping our public clients to define and structure their investment strategies in the infrastructure field.

Edifice Capital Group structured specific PPP strategies and dedicated PPP units.

Our global network of relationships leverages our technical expertise.

Our team of 20 years of experience, in Europe and Africa, advised governments and regional organizations on public policies issues and financing of infrastructure and PPP development.

ADVISOR FOR PRIVATE SECTOR IN INFRASTRUCTURE

Edifice Capital Group advises private sector companies or funds on their investment strategy in infrastructure particularly in Europe and in Africa.

IN EUROPE

Either independent group of financial services specialized in conception, management and distribution of investment vehicles for third parties, or Investments private Funds in PPP project, as their representative in the consortiums,

IN AFRICA

Investment need in the Energy sector is estimated to be around \$42,5 billion per year (AfDB).

Investment Advisory Strategy: a diversification strategy across the whole energy chain.



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ADVISOR FOR AGRICULTURAL SECTOR



Edifice Capital Luxembourg and its Partners benefit from an important track record in agricultural sectors:

- Sustainable agro-industrial projects;
- PPP projects structuring, in Europe and Africa;
- Structuring of investment vehicles in the infrastructure sector;
- Asset management, investment funds structuring and management;
- Investment screening, due diligence and portfolio management.

Edifice Capital Luxembourg has a portfolio of turnkey and easily duplicable projects.

ADVISOR IN THE PUBLIC-PRIVATE REAL ESTATE SECTOR

The Edifice Capital Group advises public and private operators on complex real estate projects involving the private and public sectors.

The development of this activity is focused on :

- Education,
- Health,
- Care dependency.

This development is part of the investment programs wanted by the French government.



GROUP EDIFICE CAPITAL

A MULTI EXPERT ADVISORY COMPANY

GROUP EDIFICE CAPITAL
IS PRESENT IN EUROPE
AND IN AFRICA



Group Edifice Capital is founding member of the Club des PPP and awards each year the “prize of the ppp Group Edifice Capital”.



Group Edifice Capital is founding member of the Club PPP Medafrrique.



GROUP EDIFICE CAPITAL DEVELOPED 2 INVESTMENT FUNDS

- GROUP EDIFICE CAPITAL HAS DEVELOPED 2 INVESTMENT FUNDS IN PARTNERSHIP WITH YCAP



INFRA PPP / YCAP EDIFICE AFRIQUE: INFRASTRUCTURE INVESTMENT FUND
PAN-AFRICAN INVESTMENT FUND IN ECONOMIC AND SOCIAL INFRASTRUCTURES



AGRILAND / YCAP EDIFICE
SOCIALLY RESPONSIBLE INVESTMENT FUND IN AGRICULTURE SECTOR AND
THE AGRICULTURE-LINKED TO INFRASTRUCTURES ON THE AFRICAN CONTINENT

INFRASTRUCTURE INVESTMENT FUND

PAN-AFRICAN INVESTMENT FUND IN ECONOMIC AND SOCIAL INFRASTRUCTURES



INFRASTRUCTURE PPP AFRICA FUND

A YCAP EDIFICE FUND

TARGET SIZE: USD 400 M

FIRST CLOSING: \$ 60M

INVESTMENTS

- › in equity / quasi-equity / mezzanine debt
- › in PPP Greenfield/ Brownfield projects

Targeted IRR: [18% - 22%]

Net of managing fees and after risk mitigation
and net of management fees

All African Continent

The Fund invests in **economic and social infrastructures**, mostly structured through public private partnership (« **PPPs** ») schemes with well-known and established private partners.

Greenfield and Brownfield projects are considered in order to optimize cash flow generation and risk mitigation through a diversified portfolio.

The projects are located in on the **whole African continent**.

DFIs, MLAs and export credit agencies (« ECAs »), as appropriate, involved in financing the projects in most cases, together with local, regional and international banks. Local funding sought to create natural FX hedging when needed.

The projects generate direct economic and social benefits for the local communities and contribute to the local population sustainable development.

Direct investments: shares in Greenfield or Brownfield projects.

Direct involvement of the Management Team in the structuring and monitoring of the projects.

INFRASTRUCTURE INVESTMENT FUND

PAN-AFRICAN INVESTMENT FUND IN ECONOMIC AND SOCIAL INFRASTRUCTURES

INFRASTRUCTURE PPP AFRICA FUND INVESTMENT OPPORTUNITY: ECONOMIC AND SOCIAL DEVELOPMENT

Promoting an innovative financing scheme in Africa : PPP in social sectors

i3pa fund invests in private public infrastructures, in the education, health, housing sectors with a strong social impact on the well-being of the African population.

Several countries intend to develop PPP in order to finance economic and social infrastructures. The Fund Management team advises the public bodies in Africa and help them to promote non-concessive PPP arrangements based on the French « *Contrat de Partenariat* » or the English PFI.

Public infrastructures projects in the social sectors (health, education, social/administrative housing) weight for about 40 % of the Fund priority deal flow.



DEVELOPMENT OF THE PRIVATE SECTOR IN AFRICA

Under PPP arrangements, a strong cooperation with the local private sector is always necessary and profitable, notwithstanding the legal obligations.

Such cooperation includes capacity building aspects and transfer of know-how between Europeans and African countries; this collaboration therefore underlies the structuring, consolidation and « officialization » of the private sector and the creation of private business leaders at a regional level.

Its participation to PPP arrangements with public counterparts provides the private sector development prospects in the mid-term (facilitates the banking financing for example).

INFRASTRUCTURE INVESTMENT FUND

INVESTMENTS APPROVED: AFRICAN MUSIC INSTITUTE

EN PARTENARIAT AVEC



AFRICAN MUSIC INSTITUTE

PPP / CONSTRUCTION OF THE 1ST UNIVERSITY OF MUSIC, TECHNOLOGY, ENGINEERING, MANAGEMENT IN GABON.

In partnership with Berklee College of Music (USA) and the Government of Gabon.

INVESTMENT : 10M€ for I3PA

Total project cost 60M€

DELIVERY : 2018



INFRASTRUCTURE INVESTMENT FUND

INVESTMENTS APPROVED BY: GABONESE DIGITAL ECONOMY FUND

EN PARTENARIAT AVEC



GABONESE DIGITAL ECONOMY FUND

FONDS GABONAIS DE DÉVELOPPEMENT DE L'ECONOMIE NUMÉRIQUE (FODEN)

INVESTMENT : 5M€ for I3PA -

Total target 46M€ first closing

DELIVERY : 2018 - 2020

INFRASTRUCTURE INVESTMENT FUND

INVESTMENT SUBMITTED TO THE IC: IMAPALA ENERGY



IMPALA ENERGY

Impala Energy Holdings
Investment Company in the Clean & Renewable
Energies in Africa

INVESTMENT: 25M€ for I3PA
Target second closing 100M€

DELIVERY: 2018 - 2023

INFRASTRUCTURE INVESTMENT FUND

PROJECTS UNDER CURRENT DUE DILIGENCE

(SUBJECT TO APPROVAL BY THE NATIONAL AUTHORITIES AND THE INVESTMENT VEHICLES DECISION-MAKING BODIES¹¹)



THE AMERICAN SPECIAL HOSPITAL FOR
WOMEN AND CHILDREN (ABUJA, NIGERIA)

In partnership with AHL and GE HealthCare (tbc).

INVESTMENT: 15M\$ for I3PA

Total project cost 60M\$

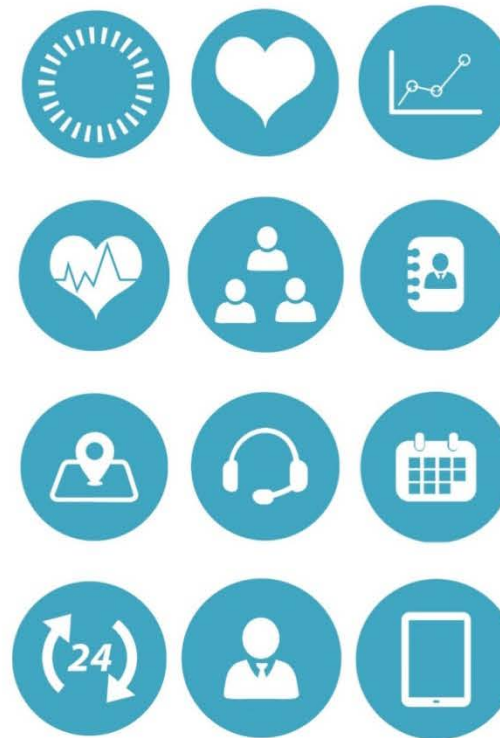
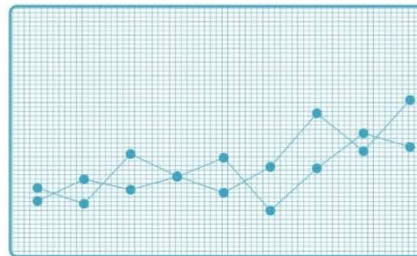
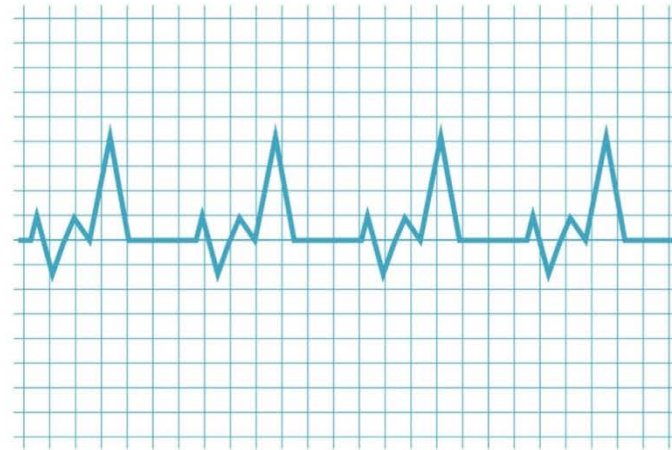
DELIVERY: 2019

INFRASTRUCTURE INVESTMENT FUND

PROJECTS UNDER CURRENT DUE DILIGENCE

(subject to approval by the national authorities and the investment vehicles decision-making bodies)

Pan-African Network of Advanced Medical
Diagnostic Centers in partnership with
ARC and GE Healthcare *(tbc)*



AGRILAND

SOCIALLY RESPONSIBLE INVESTMENT FUND IN AGRICULTURE SECTOR AND THE AGRICULTURE-LINKED TO INFRASTRUCTURES ON THE AFRICAN CONTINENT



AGRILAND

A YCAP EDIFICE FUND

TARGET SIZE: USD 200 M (Sub-Fund I)

FIRST CLOSING: \$ 30 M

INVESTMENTS

- › Socially Responsible Investments
- › in equity / quasi-equity / Mezzanine debt
- › In Companies shares on project finance and PPP projects.

Targeted IRR: [20% - 25%]

Net of managing, performance fees and after risk mitigation and net of management fees

All African Continent

Food security is one of the main challenges of the XXIth century.

Africa benefits from an important agro-industrial potential whose development and optimization requires structuring investments.

Investment in agro-industrial assets is a strong necessity but also an opportunity in a context of:

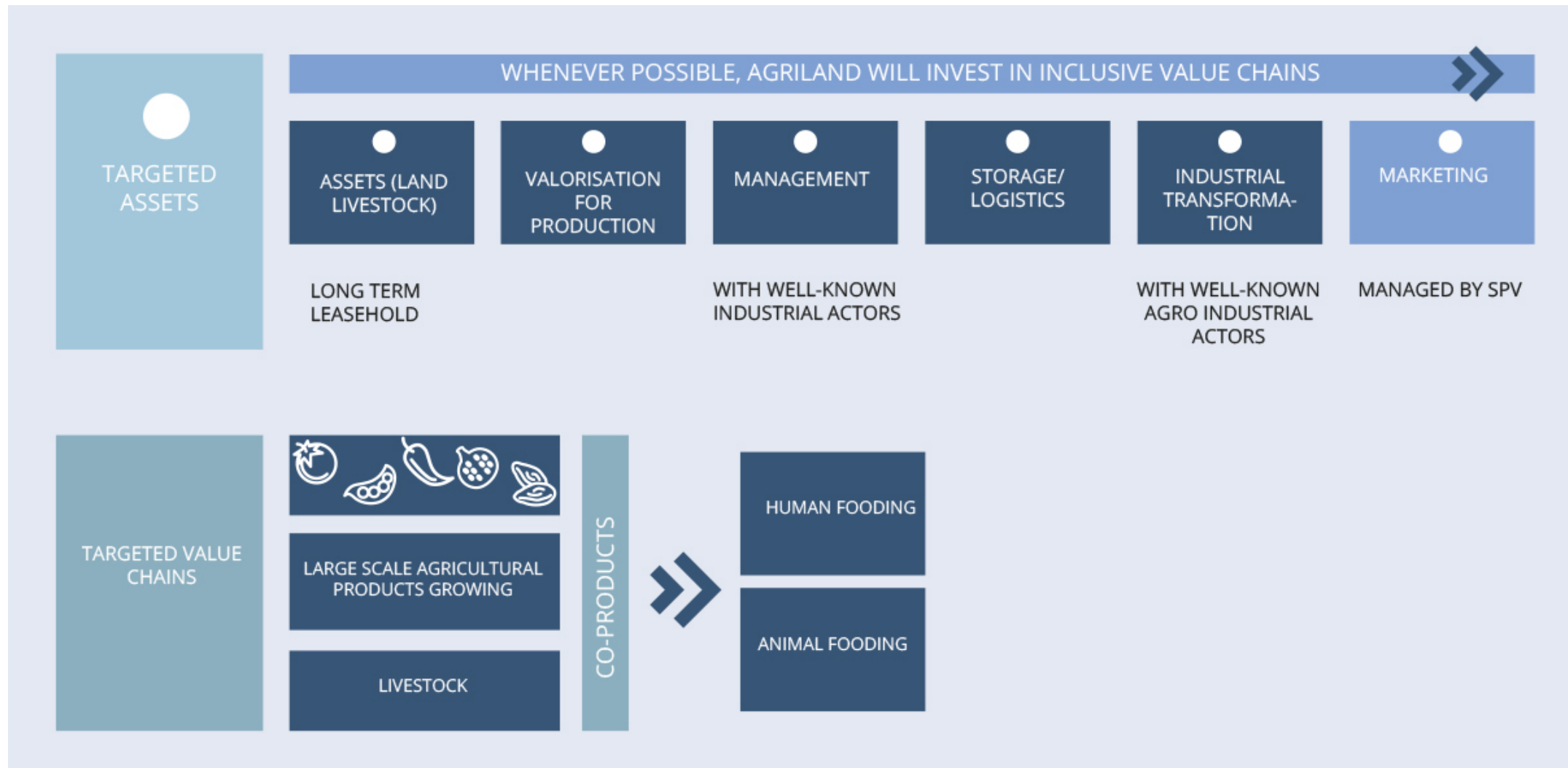
- Food demand growth and tensions on the supply side;
- Strong fluctuations of agricultural products prices on the world market;
- Important demands of sustainable development of agro-industrial activities.

INVESTMENT OPPORTUNITIES

- Investments so far focused on optimization of the food production. Priority should now be on the creation and optimization of agro-industrial value chains.
- Africa offers numerous assets possibilities: agricultural lands, agro-industrial assets, logistics infrastructures.
- PPP style projects number is increasing and is supported by national / local institutions and DFIs.

AGRILAND

SOCIALLY RESPONSIBLE INVESTMENT FUND IN AGRICULTURE SECTOR AND THE AGRICULTURE-LINKED TO INFRASTRUCTURES ON THE AFRICAN CONTINENT



AGRILAND INVESTMENT FUND

INVESTMENTS APPROVED



GABONESE KOUGOULEU FARM

The Kougouleu Farm wants in a first phase to produce in an integrated system 2 million broilers per year and 40 000 chicks 1 day per week to feed the local market of small farmers. In a second phase, after one year of full exploitation (learning phase), the production of broilers can be increased to 2,400,000 broilers without additional investment,

INVESTMENT : 12M€ for AGRILAND

DELIVERY: 2019- 2020

INVESTMENT REFERENCES

EDIFICE CAPITAL TEAM

Edifice Capital Team personal track record in *European Infrastructures* :
€4.5b since 2007 in 17 projects



INVESTMENT REFERENCES

EDIFICE CAPITAL TEAM



VELODROME STADIUM OF MARSEILLE

Total financing : 267 000 000 €.
67 000 seats - 5 * UEFA ranking
25 years PPP Contract
including also the restructuring of the Rugby Stadium (Delort)



INVESTMENT REFERENCES

EDIFICE CAPITAL TEAM

BALARD - THE FRENCH PENTAGONE NEW HQ OF THE FRENCH MINISTRY OF DEFENCE

Total financing: > € 1 billion.
10 000 persons on site, 300 000 m² for the Ministry of defence and 90 000 m² for offices to be rent.
Delivery in 2015.
30 years PPP Contract.

3 INTERNATIONAL AWARDS INFRASTRUCTURE IN 2011 AND 2012.

EI€ GREENFIELD INVESTMENT

EDIFICE INFRA EURO



HIGH SPEED TRAIN STATION OF MONTPELLIER

LES ECHOS – 8/10/2014

"The winners, Icade Promotion, Fondeville, Caisse des Dépôts et Consignations, Edifice Capital Euro Fund, DIF and Cofely Services, Together with architects Marc Mimram (Paris) and Emmanuel Nebout (Paris), will build the new Montpellier Sud de France train station in public-private partnership (PPP). "At each meeting between the partners Of the group, we must instill the win, remobilize the troops, slips Didier Corbel, deputy general manager of Fondeville in charge of PPP and design-realization markets. Several times, we could have given up, the specifications have evolved several times, according to the changes at the head of the cofinancing communities ... "Thus from the Languedoc Roussillon region, which scrapped up to Paris so that the station brand name bears the name "Sud de France"; or Philippe Saurel, the new Mayor of Montpellier, who, as soon as he was elected, administered a weight loss. program (150 to 60 hectares) to the project of the Oz Business district. "Every time, RFF asked us to adapt our project. This implies, for us, a lot of displacements and a constant involvement of the head of the company," says Didier Corbel."

GROUP EDIFICE CAPITAL

EI€ GREENFIELD INVESTMENT

EDIFICE INFRA EURO



4 COLLEGES IN PPP IN SEINE-SAINT-DENIS

Pavillon-sous-bois / Montreuil-sous-Bois
Stains / Villepinte

Delivery: 2014

The total amount of the project is **€103 million**.
EI€ subscribed 45% of the share capital and voting rights of the SPV for a commitment of €2.3 million in terms of equity (share capital and quasi-equity).

The Fund's partners on this project are: FAYAT Group as builder and COFELY-GDF as operator.

EDIFICE CAPITAL TEAM PERSONAL

TRACK RECORD: €4.5B SINCE 2007 IN 17 PROJECTS - EXAMPLE OF FINANCED PROJECTS

TRANSPORT

- Tramway of Dijon: 60 M€
- Tramway and Bus network in Reims: 320 M€



EDUCATION

- Paris VII University: 130 M€
- 3 High Schools in French Guyana: 100 M€
- 14 High Schools Energy Equipment: 30 M€



INFRASTRUCTURES

- A28 Highway: 915 M€
- Optical Fiber network in 12 French regions: 230 M€
- Vincennes Zoological Park (Paris): 170 M€
- 63 Car Maintenance Centers: 170 M€



HEALTH

- Bourgoin-Jalieu Hospital: 160 M€



Studies and structuring of agricultural projects: **Vegetable farms in Gabon; Poultry farming in Gabon and Congo** (Construction of more than 100 buildings for breeding, slaughtering and conditioning); **Dairy in Mauritius; Cattle ranching in Tanzania; Integrated farms in Angola** (Corn, Potatoes, Soya) beans, eggs)...



Group Edifice Capital selects carefully financial and industrial partners, operators and advisers, to **secure the interests of its investors.**

GROUP EDIFICE CAPITAL

ADVISORY REFERENCES

PUBLIC STRATEGIES ON PPP PPP PROJECTS



GROUP EDIFICE CAPITAL ADVISOR

The background of the slide is a photograph of a modern building. On the left, a large, curved, metallic structure features the word 'Fonans' in a stylized font, with 'Fon' in red and 'ans' in white. To the right, a building with a grid-like facade has the word 'boad' in large, white, 3D letters. The sky is clear and blue.

BOAD: PPP STRATEGY

In Consortium with Hughes Hubbard LLP, Edifice Capital Group advises the **West Africa Development Bank (BOAD)** for:

- the definition of its PPP Strategy and
- the setting-up of an Internal PPP Unit

GROUP EDIFICE CAPITAL ADVISOR



NATIONAL PPP STRATEGY OF CONGO

In Consortium with « Cabinet Racine », Group Edifice Capital advises the Government of the Republic of Congo for the definition and implementation of the **National PPP Strategy of Congo** on the **legal and reglementary issues** in order to :

- create a 'PPP-friendly' environment,
- set-up a **National PPP Unit**
- Identify the **priority projects** developed in Public Private Partnerships in the economic, social and agricultural sectors in Congo.

GROUP EDIFICE CAPITAL ADVISOR



CONGO: CAPACITY BUILDING PROGRAM ON PPP

Development and implementation of a one-year Capacity building Program on PPP for the closest staff of the Ministry at the Presidency, in charge of Major Works of Congo Republic (MATDGGT), and other Ministries.

GROUP EDIFICE CAPITAL ADVISOR



ANPI-GABON

Agence Nationale de Promotion des Investissements du Gabon

HIGH LEVEL SEMINAR ON PPP FOR GOVERNMENT – GABON

Edifice Capital signed with the ANPI-GABON (National Agency for Investment Promotion) a Contract for the organisation of a ***High Level Seminar on PPP for the Government members of Gabon and high level staff.***

This Government Seminar on PPP is to be organized early 2018.

GROUP EDIFICE CAPITAL

THE TEAM



NICOLAS BOUDEVILLE, PRESIDENT GROUPE EDIFICE CAPITAL

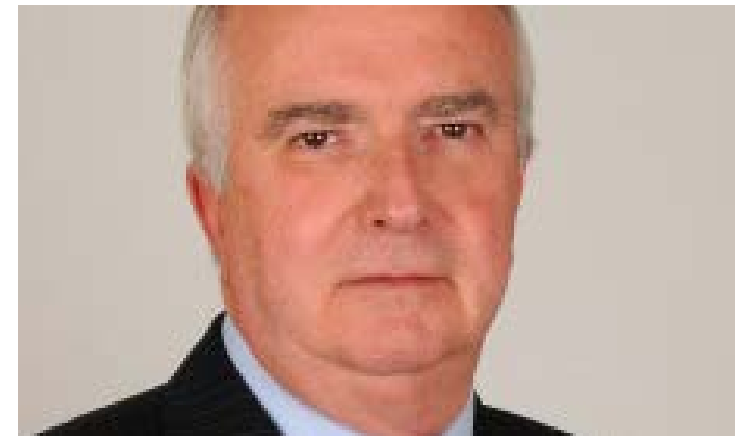
Before Nicolas has been deputy CEO of Natixis environnement & infrastructures, managing company specialized in the infrastructures and renewable energies, and director of the PPP Greenfield platform. He has been the former director of FidePPP (caisses d'épargne investment fund in PPP in France) for 3 years. He has been also partner at PricewaterhouseCoopers (France) in charge of project finance & public policies PPP and he is a founding member of the PPP Europe & Club Medafrica. Nicolas has a background of lawyer in France and Belgium and has two masters in environment law and European law. Nicolas is Chevalier of the Ordre national du Mérite (France).



OLIVIER STINTZY, PH.D. , PARTNER CIO OF THE FUND INFRA PPP

Before Olivier founded and managed an advisory company specialized on ACP Countries. He advised public or private bodies on projects concerning the development of infrastructures, international trade negotiations and PPP. He was Former Senior Advisor to a major French bank for the structuring of a sharia-compliant infrastructure investment fund in Africa. He is former Auditor of the Institute for Higher National Defense Studies (Ministry of Defense).

He is French Foreign Trade Advisor and member of the Board of the African Commission of the National Council of French Foreign Trade Advisors.



PIERRE BORDENAVE – CIO AGRILAND FUND

Agronomist Engineer with 35 years of experience in the feed and food processing industry and agricultural production. After managing farms in South and Central America and in West Africa, Pierre joined the Group Ralston Purina as Operation Manager. Then Pierre integrated the Group Roullier to be in charge of a new activity (agro-leisure) and the development of a network of pilot farms in Central Europe, in South America and in Africa. In 2007, Pierre was involved in the creation and the development of farms in Ukraine (50 000 ha) with the Group Agrogenation).

GROUP EDIFICE CAPITAL

THE TEAM



GUILLAUME GINER – PARTNER

Before he has been Investment Director for 4 years within Natixis E&I, dedicated to the management of the FIDEPPP fund, specialized in PPP (Public-Private Partnerships) projects. He spent 2 years within Ernst & Young Corporate Finance department in Paris and Aforge Finance (a french M&A boutique) as senior associate in M&A transactions specialized on the mid-caps market. He was before in charge of international project financing within Dexia (2000-2001) and CDC IXIS (2001-2004).

Guillaume is an engineer graduated from INSA Lyon and holds a Master Degree in Finance from the ESSEC business school in Paris



PIERRE ROSSINI – MIDDLE OFFICER

Pierre is one of the founding members of Edifice Capital and works as Middle Officer to the follow-up and control of the investments portfolio.

Previously, Pierre worked as a CFO in several organizations.

Also, he was the office manager in a building and civil engineering company.

Pierre is graduated from the Ecole des Cadres in SMB management.

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MARC-ANTOINE FROHRING – INVESTMENT OFFICER

Marc-Antoine joined Edifice Capital after he graduated from the Toulouse School of Economics. He has done his previous internship at Enedis as a statistician economist.

He currently works as an Investment Officer between Luxembourg and Paris.

Marc-Antoine graduated with a master in Economy of Market and Organization from the TSE and currently follows an advanced master in Infrastructure Project Finance at Ecole des Ponts et Chaussées ParisTech.

GROUP EDIFICE CAPITAL REFERENCES

INDUSTRIAL COMPANIES



OPERATORS



FINANCIAL INSTITUTIONS



PUBLIC BODIES



ADVISERS



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