



Commercial brochure

# Structure fundings tailored to your investment projects

TRANSACTION ADVISORY FIRM DEDICATED TO THE AFRICAN CONTINENT 

AWSWCAPITA

## Our businesses

A financial advisory firm dedicated to Africa, and a reference partner for the continent's public and private players



### Corporate Finances

- Advising companies on mergers & acquisitions and capital raising.



### Project Finances

- Advising public authorities and private operators on infrastructure projects structured as Public-Private Partnerships (PPP).





## Fundraising

- 01 We organize fund-raising processes for private economic players operating in Africa
- 02 We structure a detailed business plan and investment memorandum
- 03 We search for financial and/or industrial investors and coordinate the the transaction process



## Mergers & Acquisitions

- 01 We carry out business sales and/or purchases on behalf of African and international companies
- 02 We elaborate the financial engineering of the transaction
- 03 We coordinate the whole transaction process on the seller's or buyer's side



## Financing of Projects

- 01 We support African countries in the initial structuring of their infrastructure projects and in the search for private partners
- 02 We advise private operators on infrastructure projects structured as PPPs





### Renaud Bassot Managing Partner

- Renaud has 20 years of experience in transaction advisory on the African continent.
- He began his career in 2003 in the African infrastructure sector as a financial modeling expert with Axelcium. He then co-founded in 2009 a transaction advisory firm dedicated to the continent, which operated in the infrastructure sector as well as in fundraising and M&A transactions. He founded Emsy Capital in 2020.
- Renaud was recently involved as financial advisor in the signing of a concession contract between the State of Burkina Faso and Meridiam for a new international airport (advisor of the State), and in the conclusion of an investment by the Norwegian sovereign fund (Norfund) in Miniplast in Ghana (advisor to Miniplast / 10.5 MEUR).
- Renaud holds a DEA in Banking and Finance from the University of Paris 1 – Panthéon Sorbonne.



### Ramatoulaye Beye Senior Consultant

- Ramatoulaye is a Senior Consultant at Emsy Capital and was formerly in charge of Eastern and Southern Africa at Union de Banques Arabes et Française – Groupe Crédit Agricole. She has 7 years of experience in banking and trade finance in Africa.
- Ramatoulaye has recently worked alongside Mr. Bassot on several mergers, acquisitions and fund-raising assignments in Africa, enabling her to acquire expertise in business valuation and transaction process coordination.
- Ramatoulaye holds a Master's degree in Banking and Finance and a Bachelor in Mathematics Applied to Economics and Finance from the University of Paris 1 Panthéon Sorbonne.



## Our key figures

**\$377 M**

Transaction volumes over  
the past 5 years

**40+**

Number of projects carried out in  
Africa by our team

Our mission

**Secure the funding for your  
strategic projects**

### ■ Dedicated to the African continent

Emsy Capital is a transaction advisory firm dedicated to the African continent. Since its creation, Emsy Capital has carried out numerous transactions on the continent, particularly in sub-Saharan Africa.

### ■ A direct relationship with an associate

Given the structure of our firm, our clients are in direct contact with a partner, which ensures great reactivity in the transaction monitoring and provides our clients with interlocutors with significant seniority.

### ■ Our network

We put at your disposal our extensive network of decision-makers in the financing market and numerous business leaders from the African continent.

### ■ A proven methodology

Our successful deals with both private and public players have enabled us to build robust methodologies tailored to each type of transaction.



## Our references - Corporate Finances



### Ivory Coast - 2020

EDF acquires **49%** of Conergies-Group, the West African leader in air conditioning and refrigeration



### Gabon - 2022

Fundraising for Trianon Homes, a construction and real estate company in Gabon



### Ghana - 2023

Financial advisor of Miniplast in a fundraising transaction of **10.5 MUSD** invested by the Norwegian sovereign fund



### DR Congo - 2017

Debt structuring on behalf of Hyper Psaro, an agro-industrial group, to finance a new **18 MUSD** million bottling plant in Congo



### Sub-Saharan Africa - 2016-2018

Financial advisor to PROPARCO, AFD Group, for the assessment and selection of equity and/or debt investment projects in african SMEs



### Cameroon 2012-2013

Fundraising from Grameen Crédit Agricole for BIOTROPICAL, a producer and processor of organic tropical fruit in Cameroon



# Our references - Project Finances



## Ivory Coast - 2020

Transaction advisory for the concessioning of the multi-purpose industrial terminal of the autonomous port of San Pedro with private financing of **45 MEUR**



## Burkina Faso - 2021

Transaction advisory to the State in the concessioning of the new Ouagadougou Donsin international airport with private financing of **120 MEUR**



## Tunisie - 2019

Structuring, financial modeling and transaction advisory to the Tunisian authorities for two PPPs in the water and sanitation sector



## Ivory Coast - 2020

Transaction advisory in the concession of the fruit terminal of the autonomous port of Abidjan with private financing of **50 MEUR**



## Ivory Coast - 2020

Transaction advisory in the concession of the mineral terminal of the autonomous port of Abidjan with a private financing of **70 MEUR**



## 15 ECOWAS countries

Feasibility study for the creation of an investment fund for transport and power infrastructures in the 15 ECOWAS countries. AfDB and EBID financing



They put their trust in us



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