



ENABLING GROWTH





Introduction

Cresco is a hands-on financial advisory firm dedicated to helping project ideas to become reality.

Our role in **ENABLING GROWTH**, is to work with both project promoters and project funders across Africa to achieve their unique financial and entrepreneurial goals. We provide hands-on support throughout the journey in the development of major infrastructure projects in Africa, from concept to financial close and beyond.



Everyone has a desire to grow, an idea of what they want to achieve, to build, invest, or improve. An idea that, if implemented, could have a great impact on the growth of people and society. At Cresco, we have an appreciation for growth, and we understand that growth is the foundation of progress.

But we also believe that the idea of growth is just an idea; it's the ideas that see reality that have the potential to bring about tangible growth. Cresco exists to help your idea of growth become reality. We pride ourselves on our ability to grasp the core essence of a vision, to understand its impact on people and society, and to determine its likelihood of success. Because we believe that a vision denied is growth denied, and we are committed to your growth. **Cresco ENABLING GROWTH.**

We are your partners along the journey of **ENABLING GROWTH.**



Core Services

Our role in **ENABLING GROWTH** is to work with both project promoters and project funders across Africa to achieve their unique financial and entrepreneurial goals. Providing hands-on support throughout the journey of development, from concept to financial close and beyond.

- We are your partners along the journey of **ENABLING GROWTH**.
- Assistance from early-stage planning to financial close and beyond.
- Analysing projects and designing appropriate structural or commercial arrangements to enable successful fundraising.
- Our philosophy is centered on early-stage analysis and management support, this ensures the cost of development receives maximum returns.



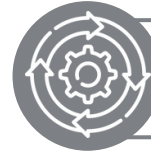
**PROJECT FINANCE
ADVISORY**



**TRANSACTION
ADVISORY**



**FINANCIAL
MODELLING**



**DECARBONISATION &
STRATEGY DEVELOPMENT**



**EXPORT CREDIT
AGENCY & CPRI ADVISORY**



**PROGRAM MANAGEMENT
OFFICE**

in support of Cresco's core services

Sector Focus

Cresco is a specialist in raising finance, having been at the frontline of project financing of a wide range of projects across many industries throughout Africa with many well-known brands in the key sectors.

MINING



INFRASTRUCTURE



ENERGY



REAL ESTATE



AGRI BUSINESS



HEALTHCARE

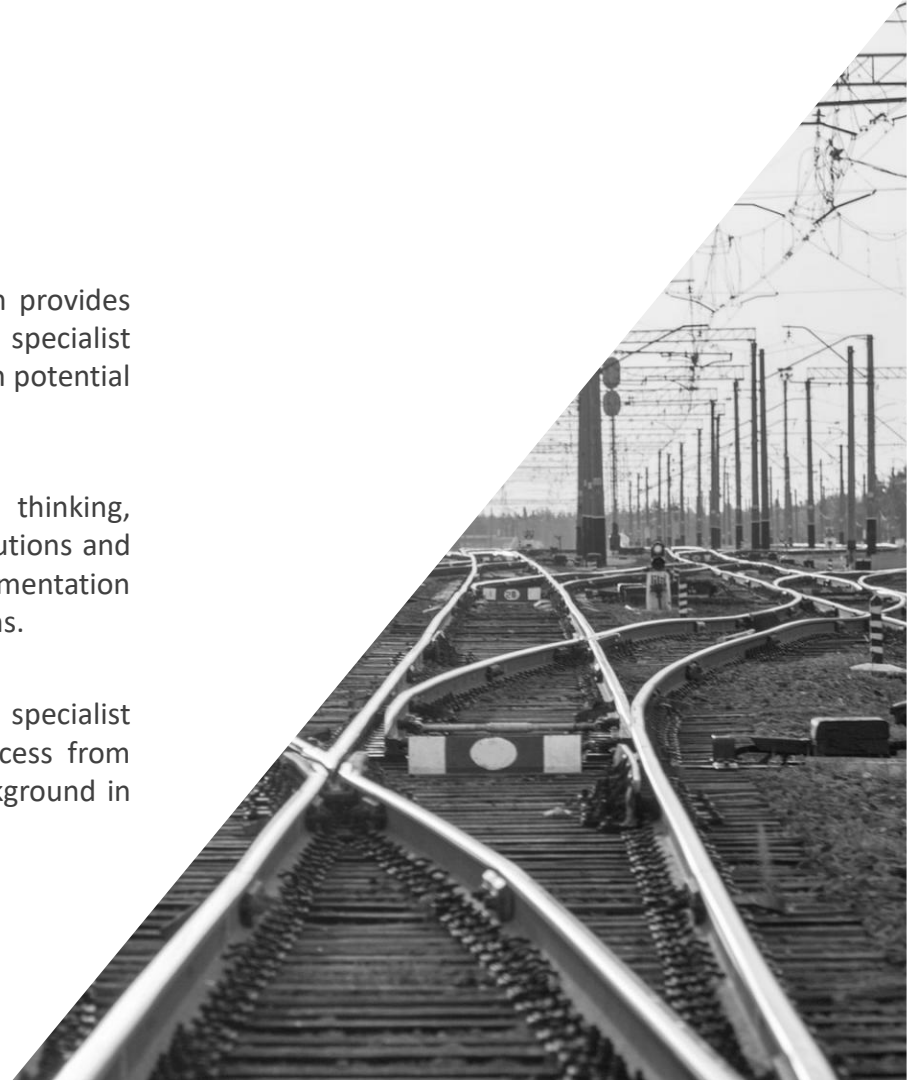




With deep sector knowledge and expertise, Cresco's team provides support throughout the project lifecycle. A local team with specialist global insight Cresco, has a broad range of relationships with potential partners and equity funders on the African continent.

Established in 2005 on a philosophy of entrepreneurial thinking, Cresco offers its clients advice on niche project finance solutions and provides transactional project development and implementation support outside of traditional balance sheet finance solutions.

Cresco has the necessary experienced resources and specialist expertise to support the entire project development process from inception to operations. The key team members have background in commercial banking, development finance and utilities.



Notable Projects in Africa

Market and sector champions provide significant efficiency in getting a project market-ready. Cresco has the specific sector experience to bridge the gap between various stakeholders – lenders, off-takers, governments and, of course, investors – to result in a successful project.

Integrated Power Project



Service: Financial advisory & financial modelling

Kathu Concentrated Solar Project



Service: Financial advisory & fundraising

Post 2026 Feasibility Study & PPP Procurement



Services: Feasibility study, financial advisory & financial modelling

Siberian Gold Mine Project



Service: Financial modelling & advisory

Notable Projects in Africa

Cresco's experience in the infrastructure and mining sectors cover early feasibility work, fund raising for the private sector and concessioning assistance to African Governments.

North-South Rail Corridor: DRC to South Africa



DBSA

Services: Funding & Institutional framework review, feasibility study, financial modelling, financial advisory

Botswana Oil Tshele Hills



Services: Feasibility work & Transaction advisory

75MW Solar PV Mogalakwena Mine



Services: Financial advisory & financial Modelling

Asanko Gold: Gold Mine



Services: Financial modelling, financial inputs & Toronto stock exchange Compliance

Notable Projects in Africa

Fund raising is often done on a portfolio basis with Cresco bringing synergies across a number of projects through to financial close.

Waste Water Pumping & Treatment Plant



Services: Transaction advisory, feasibility, financial modelling & BOT procurement

4 Hospitals - circa 700 bed



Services: Financial advisory & modelling support

Trade Centre Developments



Services: Pre-feasibility, financial modelling, business structuring, option analysis, EOI process management

Integrated Sugar Project



Services: Feasibility study, financial modelling, financial advisory and project management

Presence in Africa

Cresco has experience of raising project finance for projects in various industries across varying levels of politically difficult jurisdictions. Flags denote recent project credentials in countries with additional information on selected projects across sectors in Sub-Saharan Africa.

GABON

Financial Advisory, Financial Modelling, Feasibility Study, Fundraising

Libreville Airport

KENYA

Financial Advisory

Hydro Project

NAMIBIA

Financial Advisory & Financial Modelling

HFO & Solar Hybrid

GHANA

Specialist Consultancy

Energy Wheeling Study

NIGERIA

Financial Advisory, Financial Modelling, Feasibility Study

Rail Concession

BOTSWANA

Strategic Energy Advisory, Transaction Advisory

Captive Power, Solar & Wind

DRC

Export Credit Advisory

Copper Project

TANZANIA

Financial Advisory, Financial Modelling, Feasibility Study

Mini-grid

ZAMBIA

Financial Advisory, Financial Modelling, Feasibility Study

Bulk Freight Rail Project

MOZAMBIQUE

Transaction Advisory, Project Development Support

Coal Fire Power Project & Transmission

MAURITIUS

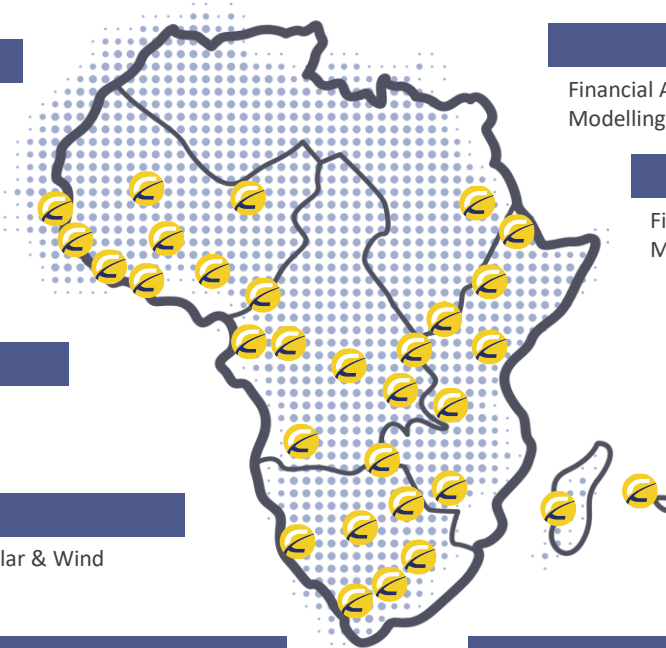
Transaction Advisory, Feasibility Study, Financial Modelling, BOT Procurement

Waste Water Project

MADAGASCAR

Finance Advisory, Financial Modelling

Thermal & Solar PV IPP for Off-grid Mine



Services Through Project Development

Cresco has been involved in numerous projects at various stages of the project development cycle. Below is a selection of project credentials illustrating Cresco's experience within the development lifecycle.

Pre-funding

Post-funding



Energy Strategy

Energy Strategy Work,
Concept financial
modelling for tariffs



RioTinto

Multipurpose Real Estate Development

Project Development
Management, Prefeasibility
Study



Platinum Project

BFS Financial advisory and
financial modelling for
platinum mine



Solar PV Plants

Financial Advisory and
financial modelling for 2
REIPPP Solar PV plants



4 Private Hospitals

Financial advisory and
financial close support for
4 private hospitals



Portfolio of Renewable Energy Projects

Preparation of
operationalised financial
models for six renewable
energy companies



The Funding Market

Cresco is experienced in engaging with all funders from both the investor and lender perspective across the project funding timeline. Liquidity is available for good quality, well structured & packaged projects.

Project Funding Sources

»» Development finance

- Preparation funding
- Strategic partners
- Bridging finance: security

»» Project finance: equity

- Strategic partners
- Independent Power Producers
- Institutional investors
- Concessionaires

»» Project finance: debt

- Commercial lenders
- Export credit agencies
- Development finance institutions
- Institutional investors



The Cresco Approach

Cresco's experience is that "packaging the project" for the right funders is key. Starting with a phase of detailed analysis, Cresco will structure the project to meet the needs of identified funders, in order to quickly raise the project funding.

ANALYSIS



- Understanding project dynamics
- Project risk analysis
- Gap analysis
- Financial modelling
- Defining project requirements

STRATEGY



- Finance risk mitigation strategy
- Fund raising strategies for Development, Equity and Debt
- Pro's and con's to each strategy analyzed

FUND RAISING



- Development / bridging finance
- Project finance: debt
- Project finance: equity

Engaging the Funding Market

Raising financing for a project and obtaining appropriate terms for it (including price and maturity) are all about getting the right balance between liquidity, risks mitigation and structuring. Managing the funding process through to financial close is essential.



- Truly independent & without conflict.
- Develop the funding strategy after understanding the project dynamics.
- The successful funding package for the previous transaction is not necessarily the correct solution for the next project.
- Identify appropriate funders for each component of the project.
- Access to a variety of sources of funding: both geographically and type of funder.
- Build credible and detailed financial models to support the funding effort.
- Assist with credit enhancement options: insurance, guarantees, etc.

Proven & Successful Track Record

Cresco provides the opportunity to move your project up the value curve through the application of specialist project financing expertise including financial, commercial and project management skills that your project needs to rise to its full potential.

Experience

Extensive Africa and sector experience, proven funding structures

Extensive network

“Existing relationships” across the continent and world both in funding and insurance

Truly independent

Responsibility only to look after project's interests and no conflicts of interest

Personal

Dedicated team who get intimately involved with the project
Name on proposal working on your team



Advisory Services Dedicated To Helping Ideas
Across Africa Become a Reality



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