



# JP BAKER LTD

Project Finance. Management. Commodities & Consultancy



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# THE COMPANY

- JP Baker Ltd are financial services and advisory firms with a focus on business advisory, structured finance and intermediation services.
- We act as independent and impartial advisers to clients across a broad range of sectors.
- We integrate financial, technical and commercial expertise, allowing clients to fully evaluate deal opportunities.
- Our services span the entire project/ transaction cycle from feasibility through to financing and post-financial close.
- We have very distinct competencies in building structures that are capable of enhancing and applying predictable cashflows from underlying transaction assets in a manner that ensures automatic reimbursement of advances that financed the assets.

# WHAT DRIVES US



## VISION

- To be the leading provider of business advisory, structured finance and intermediation services in our markets.

## MISSION

- To consistently satisfy our clients by providing in the most efficient manner, first rate business advisory, structured finance and intermediation services, while operating as a model corporate citizen in our markets.



# OUR STRATEGY



- Focus on stable economies with strong fundamentals for investment and growth.
- Leveraging partnerships across Africa.
- Identifying market needs as opportunities for offering services to facilitate investment in our target markets.
- Engaging professionals with specialized skills and experience.
- Emphasis on innovation and knowledge based solutions.

# OUR SERVICES



## Business Advisory Services [BAS]

- This covers pre financial close services that include the preparation of bankable business plans where all the germane variables and their weighted impacts are uncovered, risks and their mitigants showcased, permitting the project owners and the financing parties to take informed decisions. The advisory services also include providing lead financial advice to clients, assessing a project's viability and the investment case as well as a detailed financial analysis to determine the structure and level of funding support required. By way of value-addition to our clients and fund providers, we also engage in post-financial close services that include but are not limited to loan monitoring.

# OUR SERVICES

## Structured Finance & Intermediation Services [SFIS]

- We also specialize in providing structured and bespoke solutions to our clients' 'complex' funding requirements by bringing them to bank ability and financial close. This covers conducting bank ability tests, identifying and contacting potential financiers, preparing financing information memorandum to be issued to the identified financiers, determining the most suitable structure for the transaction, soliciting and evaluating indicative term sheets with the client, facilitating negotiations with the providers of the financing, assisting the client to finalize the documentation as well as completing the conditions precedent to draw down.





# OUR SERVICES





# OUR SERVICES



In tandem with our financing partners, we have developed a wide range of appropriate financial solutions to meet our clients' sophisticated requirements in structured finance. These solutions include:

- US\$/Euro Refinancing facilities.
- Local Currency financing
- Import Financing and Letter of Credit Confirmation facilities.
- General & Special Purpose lines of credit
- Invoice discounting, contract and receivables financing
- Project financing
- Asset Acquisition financing
- Pre-Export financing
- Guarantees

# SUCCESSFUL BUSINESSES INVOLVED

SECTOR	DESCRIPTION	AMT (US\$)	ROLE
Entertainment	Revolving Trade Finance Note Issuance Facility for Minaj Systems	6 million	Local Arranger
Oil& Gas	Revolving Dual-tranche Financing Facility for Local Oil Service Companies	75 million	Local Arranger
Aviation (Cargo)	Asset-Backed Financing Facility for Continental Aviation Services	15 million	Local Arranger
Oil& Gas	Petroleum Products Import Financing Facility for Local Oil Companies	15 million	Local Arranger

# ONGOING BUSINESS NEGOTIATIONS

SECTOR	DESCRIPTION	AMT (US\$)	ROLE
Agro-Commodities	Trade Finance Facility for Nitromobil International	15 million	Financial Adviser/Co-Local Arranger
Infrastructure	Railway Line from Burkina Fasso to Ghana	1.7 billion	Financial Adviser/Local Arranger
Aviation (Cargo)	Contract Financing Facility for Safari Telecom	30 million	Financial Adviser/Co-Local Arranger
Transportation	Monorail Development for Lagos State	930 million	Financial Adviser/Local Arranger
Agro-Commodities	Trade Financing Facility for Markeanson Holdings Ltd	13.5 million	Financial Adviser/Co-Local Arranger



# ONGOING BUSINESS NEGOTIATIONS

SECTOR	DESCRIPTION	AMT (US\$)	ROLE
Real Estate	Housing Development Facility for Ministry of Finance	45 million	Financial Adviser/Local Arranger
Agro-Commodities	Trade Finance Facility for Nitromobil International	2 million	Financial Adviser/Co-Local Arranger
Agro-Commodities	Trade Financing Facility for MarbleCast Ltd	11.5 million	Financial Adviser/Co-Local Arranger
Transportation	Clean Energy E-Mobility Transportation in Rwanda	15 million	Financial Adviser/Local Arranger

# STRATEGIC INITIATIVES

In tandem with our international financing partners, we are also working on the following:

- Factoring fund to ease liquidity & cash flow pressures of qualifying local companies
- Pharmaceutical fund for local pharmaceutical companies to enable them compete internationally
- Originating pipeline transactions for proposed local currency fund raising



# CONTACTS

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