

# murtyinternational ltd

*enabling infrastructure partnerships*



## **PPP & Infrastructure Finance Capability Statement**



## Who We Are

Murty International Ltd is an infrastructure transaction advisory and management firm focused on creating value through infrastructure partnerships. We have a proven track record enabling major infrastructure projects from concept to financial close and implementation.

Be it through our quality advisory and consulting services, or our expertise in forging enduring partnerships with our clients, government agencies, industry regulators, investors and key industry players; our skills in both privately and publicly financed capital projects and supporting delivery of public services are held in the highest regard in Nigeria. With substantial resources and expertise at our disposal, we have acquired a reputation for our ability to structure and close large and complex transactions.

Our advisory services cuts across the lifecycle of projects from concept stage, through to development/feasibility, procurement, pre-financial close, construction and operational stages.

We work with our clients as partners and through teamwork we can achieve outstanding results together.



## Why Us

### Our People



We have a network of leading international experts supporting our in-house advisors.

### Knowledge



Our unique mix of experience, expertise, and combination of international and local market knowledge gives us an edge in providing the services required. We constantly seek new ways to improve our service offering.

### Key Drivers



We strive for excellence in all we do and are passionate about working with our clients to deliver exceptional value. Above all, we uphold our ethics and principles with every action and decision we take.

### One Stop Shop



Our advisory services integrate strategic, financial, technical and commercial expertise.

*"PPP and infrastructure finance project delivery mechanism are by no means a quick win. They require a well developed institutional, policy and legal framework, well structured and bankable projects, and expert support during implementation. We have the expertise to help create the right environment in African countries and support development and implementation of projects so as to close Africa's infrastructure deficit and spur economic growth"*



**Murtala Oladapo**  
Chairman and Senior Partner



## Our Services to Government

Whether you are seeking reform to create the enabling environment for private investment in infrastructure, or require transaction support to secure developers for your PPP projects, we provide integrated advice across the whole spectrum.

We tailor our advice to suit your objectives, advice on global trends and best practice in PPPs and see the process through to successful completion. Our services to the public sector include advising on:

- Policy, Legislation & Governance
- Institutional & Regulatory Framework
- Feasibility/Viability Assessment
- Deal Structuring & Financial Modelling
- Outline Business Case
- Value for Money & Affordability
- Procurement Strategy
- Management of Procurement Process
- Negotiation Support
- Contract and Financial Close Support
- Contract Management & Monitoring
- Independent Verification and Certification
- Renegotiation & Refinancing Support

## Our Services to Infrastructure Investors & Lenders

We combine specialist technical and environmental knowledge with operational, commercial and financial expertise to assess risks and opportunities. This integrated approach allows us to diagnose and evaluate interrelated issues in the context of an overall transaction, mitigating risks, identifying opportunities and realising investment value. We undertake

- Technical & Environmental Due Diligence
- Vendor & Lender Due Diligence
- Commercial & Operational Due Diligence
- Development of Business Strategy
- Assessment of the Viability of New Markets, Products, Services & Projects
- Business & Economic Case Assessment
- Development of Project Funding & Delivery Mechanisms
- Lender's Independent Project Management (Post Financial Close)
- Valuation of Infrastructure Assets
- Review of Project Portfolio & Business Processes for Financial Institutions

## Our Services to Infrastructure Developers

Infrastructure developers have the unique opportunity to make returns from Africa's rapidly growing PPP and project finance market.

We have the expertise to effect the step change required in your organisations and provide the leadership and advice you need in taking the investment decisions that would maximise your returns, minimise your risks and deliver your projects successfully. Our services to infrastructure developers include:

- Developing Corporate Strategies in PPP and Infrastructure Project Development
- Effect Organisational Change
- Identify/Conceptualise PPP projects
- Consortium Formation
- Deal Structuring & Financial Modelling
- Feasibility/Viability Assessment
- Bid Leadership & Preparation
- Bid Management & Negotiations Support
- Equity & Debt Raising
- Contract and Financial Close Support
- SPV Management
- Operations Monitoring
- Independent Project Audits

## Our Services to DFIs and International/Regional Development Organisations

Our knowledge and expertise enables us to address the deep-seated issues affecting private investment and participation in infrastructure development.

We have gained an informed insight into the complexities that govern projects and the demands it places on the key players involved. Our services include:

- Identification, Design & Implementation of Projects and Programmes
- Development of Policy, Legislation & Governance Arrangements
- Institutional & Regulatory Framework Review & Strengthening
- Capacity Building
- Development of PPP Project Pipeline
- Advise on and assisting in implementing Credit Enhancements
- Monitoring & Evaluation of Institutions, Projects and Programmes
- Conducting Studies on PPP, Infrastructure Development and Finance





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