



ACS CAPITAL

An African Real Estate
Finance Firm

www.capital-ac.com

*"There is hope in dreams,
imagination, and in the courage
of those, who wish to make those
dreams a reality"*

Jonas Salk



ABOUT ACS CAPITAL

ACS Capital is a corporate finance advisory firm, offering a range of services in the real estate sector in West Africa

A privately held company, based in Senegal, founded by Wagane Diouf, a veteran of International finance and private equity

The company draws on the 30-year career of its founder and management team in the private equity and investment banking sector

ACS Capital has extensive expertise in the African Real Estate sector. The company is supported by a network of competent partners with proven expertise in real estate and finance technology, architecture, project management and real estate and infrastructure financing

OUR MISSION

Our mission is to provide African companies and investors with effective and innovative corporate financial advisory services in the Real Estate and infrastructure sectors

We do so by leveraging deep market knowledge, financial engineering skill, a broad network and creativity



ADDRESSING THE REAL ESTATE ASSETS GAP IN AFRICA

Africa is a continent of 1.37 bn people with a total GDP of \$2.7 tn. By 2050, it's population will reach 2.5 bn people or 25% of the world population. Despite its size and growth, Africa is behind the rest of the world, when it comes to total Real Estate Assets to GDP. The Total Commercial Real Estate assets represented 34.3 tn in 2021

Over the past 5 years Africa-focused Real Estate funds have raised just \$2 bn compared to the \$11.9 bn and \$4.2 bn in the same period by private equity and infrastructure funds, respectively

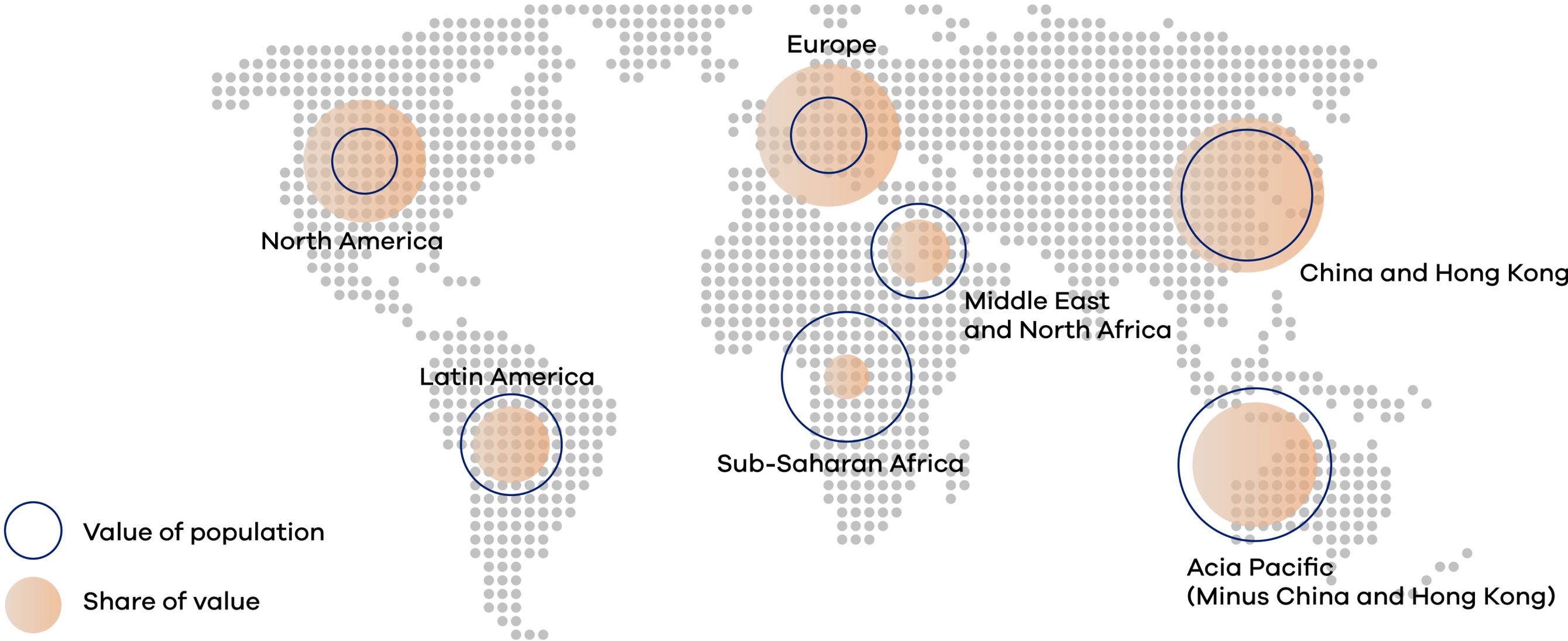
Given the critical role that Real Estate plays in mature markets, the limited size of Real Estate in Africa is undoubtedly, and an impediment to economic development

The Gap in the size of the Real Estate Assets is due to immature capital markets and a lack of structured financing for the industry

ACS Capital is focused on making a contribution toward proving financing to the Real Estate industry through innovative financing structures and playing advocate with regulators on behalf of the industry

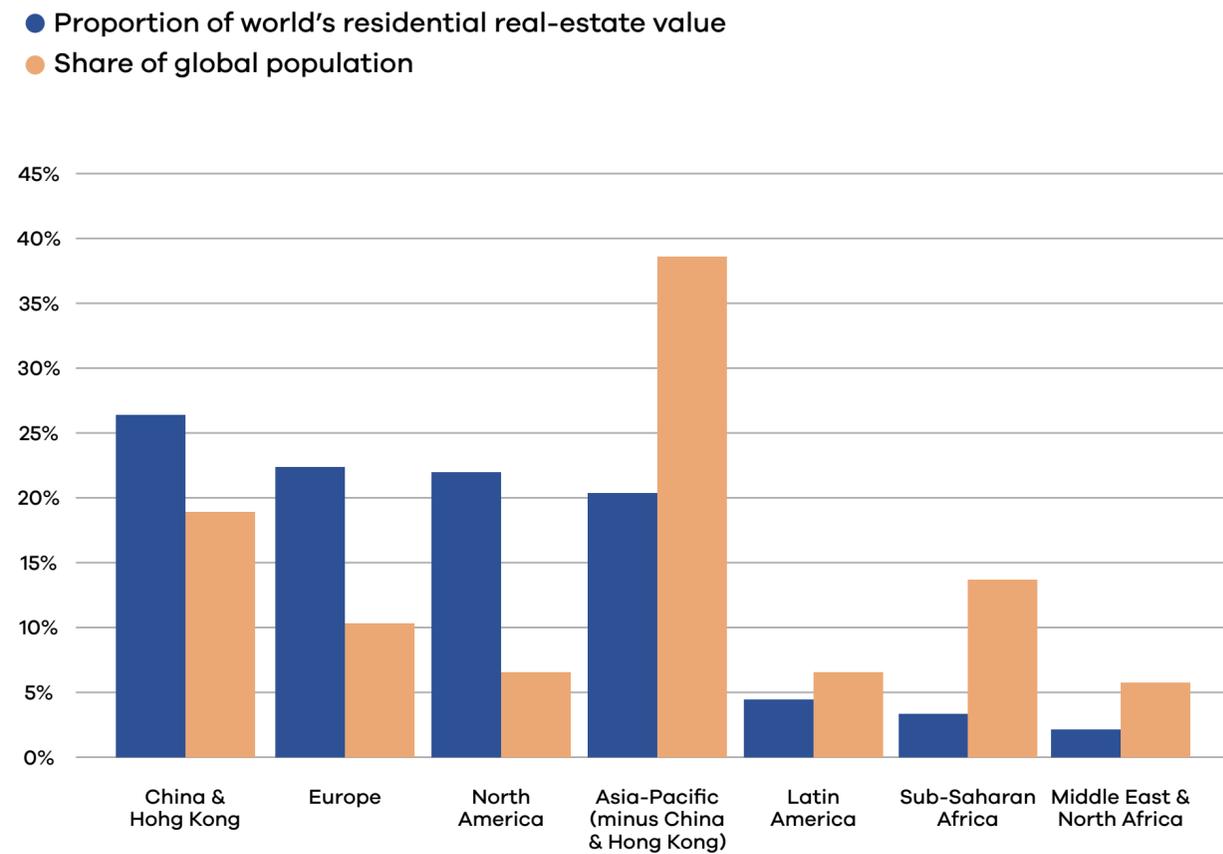
ADDRESSING THE REAL ESTATE ASSETS GAP IN AFRICA

Global distribution of residential value relative to population

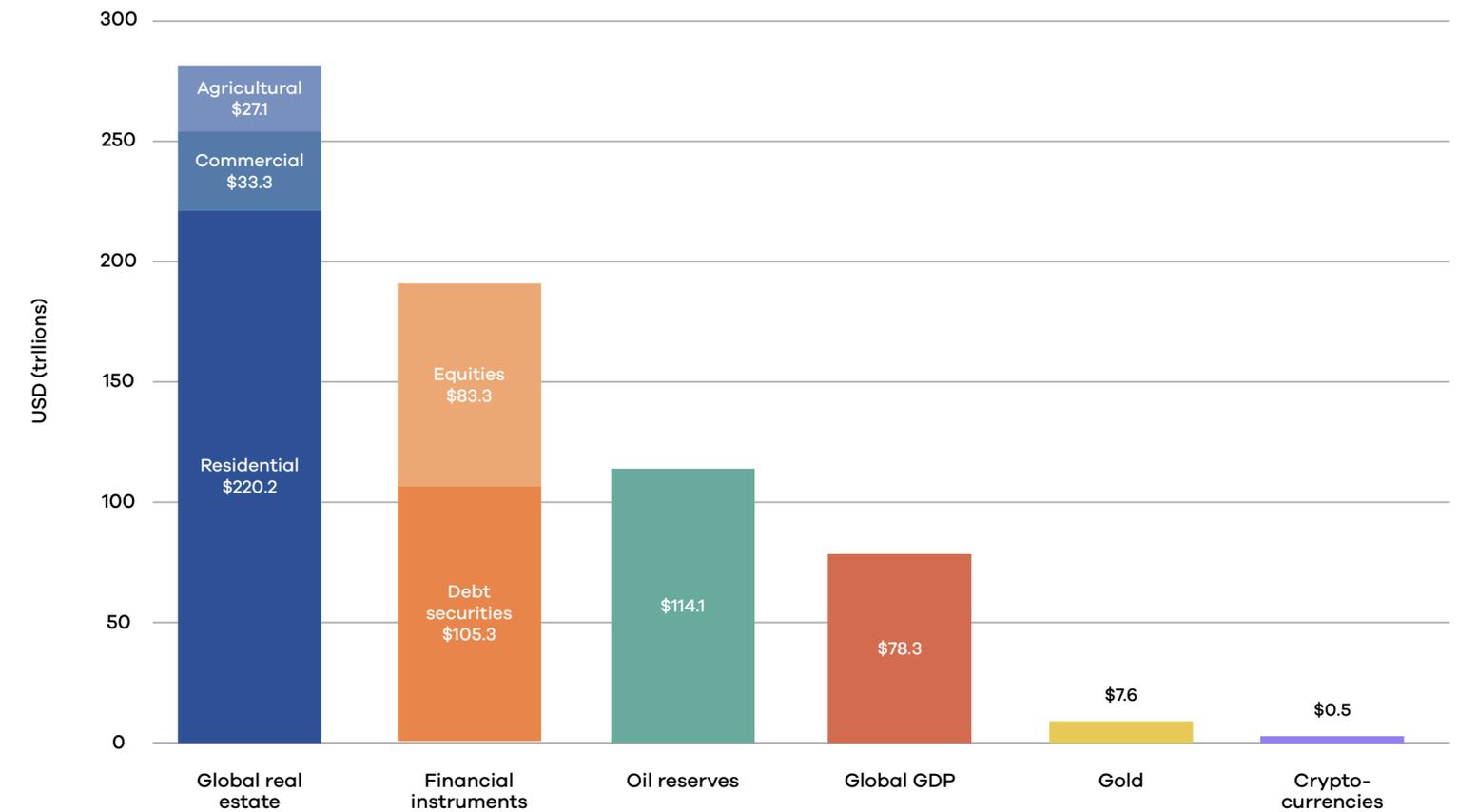


ADDRESSING THE REAL ESTATE ASSETS GAP IN AFRICA

Global distribution of real estate value vs population

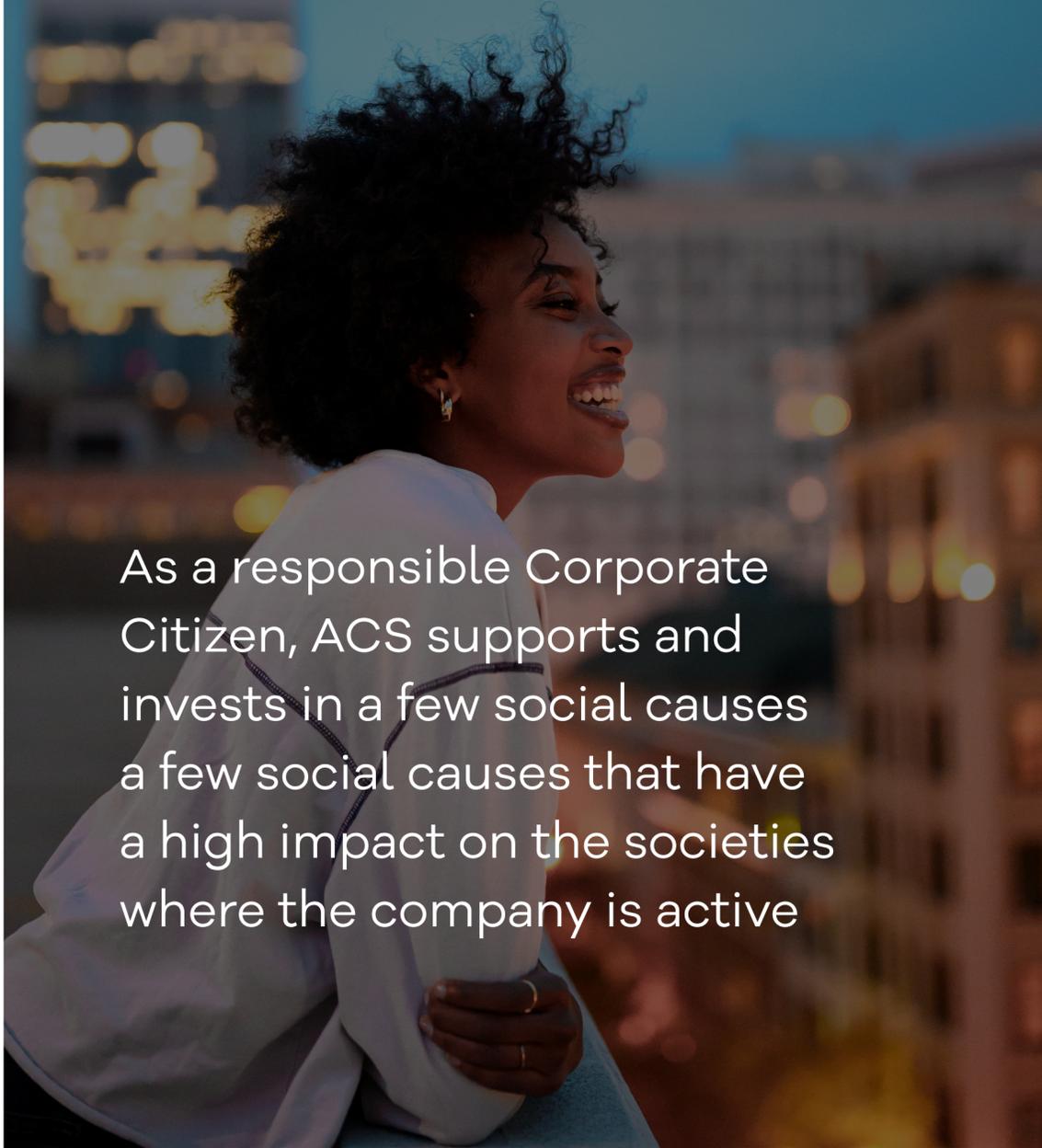


Global real estate universe in comparison



Source: Savills World Research

OUR VALUES

A photograph of a woman with dark, curly hair, wearing a white top, looking out over a city skyline at night. The city lights are blurred in the background, creating a bokeh effect. The woman is smiling and looking towards the right side of the frame.

As a responsible Corporate Citizen, ACS supports and invests in a few social causes a few social causes that have a high impact on the societies where the company is active

Place the impact on society above all other interests

Look after the interests of our clients and their stakeholders

Respect the strict confidentiality of clients

Strive to provide the best value to our clients

Uphold the highest ethical standards

Encourage our consultants to advocate for their independent viewpoint

In a partnership with the Tooshare e-Learning platform we cultivate and develop 2 education initiatives:

Financial Literacy

We support education through the promotion of financial literacy

Investment Banking Bootcamp

We provide young graduates with the practical investment Banking skills



Municipalities are responsible for educational expenses in most west African countries. Unfortunately, the municipal budgets are unable to cater the school lunch programs. ACS Capital is creating in collaboration with a few municipalities in Senegal a non-for-profit initiatives, **aimed a mobilizing financial resource to fund school's lunch programs** to be administered by the municipalities



OUR STRATEGY

Motivated by social and environmental impact.

Beyond profits and financial performance, ACS Capital places social and environmental impact at the center of all its Real Estate and financial activities.

In terms of construction, the company meets LEED standards in the design of its buildings. Our projects are selected based on the social impact they provide in terms of job creation, improvement of the living environment and inclusion.

Financial Engineering

ACS specializes in structuring financial products for commercial Real Estate financing. We create high yield, low risk investment products for local and international institutional investors. We have also established partnerships with local and international SGIs for the distribution of our financial products

Market knowledge

Successful Real Estate investments rely heavily on market knowledge and anticipation of trends. ACS has established a market research and monitoring unit that regularly produces detailed studies on the various commercial Real Estate sectors. ACS Public semi-annually publishes a price index (ACS – INDEX) of real estate in Senegal by asset class

Technology Usage

ACS leverages digital innovations in the following areas: Smart Real Estate or optimizing Real Estate operations and management; Fintech or simplifying financial transactions; The Shared Economy such as co-working or student residence sharing

FOCUS ON REAL ESTATE AND INFRASTRUCTURE FINANCE



MARKET SEGMENT FOCUS

- Real Estate and infrastructure corporate Financial advisory services
- Real estate development
- Asset management
- Property advisory and management

MARKET FOCUS

West Africa market opportunity
Size: 5,112,903 km² (1,974,103 sq mi)
Total Population: 381,202,440

Population Growth: 2.75%
Total GDP: \$659 bn
GDP Growth: 3.6% in 2019-2020 (AFDB)

Special Emphasis on Senegal and Cote d'Ivoire
Size of Middle Class in 2020: 355 mln

Size of Middle Class in 2050: 1.1 bn
Urban Population in 2020: 56.2%
Urban Population in 2050: 60%



REAL ESTATE AND INFRASTRUCTURE CORPORATE FINANCIAL ADVISORY SERVICES

REAL ESTATE DEVELOPMENT

ACS Capital advises institutional investors, private investors and public entities on the structuring and implementation of Real Estate financings and in the sale or acquisition of assets:

Financing: analysis of options, negotiations with financial backers, industrialists, public entities, financial closing.

Financial and commercial structuring: financial and contractual arrangements/commercial and financial feasibility of the project.

Modeling/financial engineering: financial models, robustness tests, review of assumptions.

Equity capital raising: sale/acquisition of equity interests, valuation of infrastructure/real estate projects.
Securitization and listing

ACS Capital is a commercial Real Estate developer, specializing in the development and management of student's residences, Retail Centers and Warehousing/industrial developments.

The developments are carried out under the following brands:

La RESIDENCE for student residences

CITY MALL for local shopping centers

LOGISTIKS for logistics warehouses

ASSET MANAGEMENT

PROPERTY ADVISORY/ MANAGEMENT

ACS Capital specializes in setting up and managing Real Estate funds, dedicated to certain Real Estate sectors on behalf of third parties.

The services includes:

Financial and legal structuring

Fundraising

Governance and Management of Funds

Strategic Portfolio Planning and Management

Investment Strategies

Portfolio Management

ACS Capital has recently entered the property advisory and management space through a Joint Venture. The offering includes all aspects of the property business including:

Strategic Real Estate Structuring

Buying and Selling

Letting and Valuation

Property and Facilities Management

OUR VALUE PROPOSITION



INVESTORS

- Delivery of high returns over the long term
- Access to Real Estate investment with limited funding
- Access to diversified Real Estate Investments Tax efficient structures
- Investment monitoring and report via blockchain technologies

LAND OWNERS

- Opportunity to unlock value of land through Joint Ventures Earn a high and long term return Rental income on properties

RESIDENTS/TENANTS

- Access to new modern properties that are well managed properties
- Savings on utility via Green Building Solutions
- Easy electronic payment system and record keeping
- Intelligent maintenance systems
- Secure facilities through state of the art electronic surveillance systems

COMMUNITY

- Tax generation for central governments and municipalities
- Quality Job creation

STRUCTURE





CITY MALL



CITYMALL

City Mall is a brand of Convenience Retail developments targeted peri urbans centers in Africa. City Malls are developed in a partnership with municipalities through Public Private Partnership Agreements.

The Real Estate Projects are designed with the need of local communities in mind. It has the merit of creating a new retail model that has the best of modern design and amenities are well as being grounded into the realities of Africa. Our retail malls are designed by Archetype, one of the leading architectural design firms in Asia.

Projects are financed through and innovative structure that includes securitization of rental incomes. This approach allows the financing to avoid excessive leveraging through Bank loans which increases cost and risk.

City Mall are high social impact developments through Job creation for the youth and by allowing municipalities to earn income that can be converted in social activities.

ACS Capital plans to build 3 Markets in Senegal in 2022-23 and will rapidly expand into Cote d'Ivoire.



LA RESIDENCE

La Residence is a brand of Student Housing, targeting West Africa. Indeed, ACS is responding to a demand for purpose built dedicated student housing facilities, aimed at foreign and local students, looking for comfortable and secure housing.

The private student housing market is globally a 17.7 billion market that provided growth, resilience and high returns to investors. Yet this asset class is nonexistent in West Africa. ACS Capital has the ambition of building managing a portfolio of 10,000 student housing beds with the next 5 years in West Africa.

Our student housing residences are also designed by Archetype. Projects are financed through an innovative structure that includes securitization of rental incomes. This approach allows the financing to avoid excessive leveraging through Bank loans which increases cost and risk.

LOGISTIKS

 **Logistiks**

Logistiks is a brand of logistics developments, aimed at providing supply chain Real Estate solutions in West Africa. The recent discovery of Oil and Gas and the growth of e-commerce and retail due to an emerging middle class, have driven upward the need for warehousing and distribution solutions.

ACS Capital is focusing on the development of Industrial and Logistical Real Estate in order to address that demand.

Projects are financed through an innovative structure that includes securitization of rental incomes. This approach allows the financing to avoid excessive leveraging through Bank loans which increases cost and risk.

THE PEOPLE THAT MAKE IT ALL HAPPEN



Wagane DIOUF

CEO, Chairman of advisory board

With over 30 years of experience in international finance and real estate, Wagane Diouf has actively contributed to the digital revolution of financial services in Africa.

He has also led and participated in the governance of major microfinance banks such as Banco Socremo (Mozambique), Equity Bank (Kenya), and many others. Wagane Diouf spent more than 15 years in the venture capital industry and led real estate investment projects at Shelter Afrique

AN EXPERT AND PASSIONATE TEAM AT THE SERVICE OF ITS CLIENTS TO LEAD PROJECTS TOWARDS EXCELLENCE



Almamy TOURE
Investment Officer



Aminata DIALLO
Bank & Finance Consultant



Christian KOUPOH
Financial Analyst

OUR ADVISORY BOARD IS COMPOSED OF EXPERTS WITH A STRONG SENIORITY IN ACS CAPITAL'S FIELDS OF ACTION



Anthony BONNETT
AfriStruct Founder



Tirthank SHAH
Financial Expert



Glenn ANDERSSON
Advisor



Ababacar SECK
Advisory board member



Omar KEBA THIAM
Tax Expert



OUR PARTNERS

Dexterra is a development, project management and construction company specialized in the high end residential sector in Senegal. The company has signed a framework agreement with ACS Capital for the construction of the company project. ACS Capital is a financial advisor to Dexterra

With over 1,000 employee, Archetype Group is one of the largest private construction consultancies in Asia Pasific with core services in architecture and planning, building and infrastructure engineering, industrial and process engineering and project management, construction and costing. Our expertise covers key construction sectors such as building and real estate, industry and manufacturing, energy and infrastructure

Northstar Analytics® is a provider of high quality financial analysis and investment origination services. Its services are designed for investment managers (private and public investors) in all asset classes and types of financial advice. The firm has unparalleled experience in global finance, especially in the United States, Europe, Asia, Sub-Saharan Africa and the Middle East. It serves over 100 institutions. Northsart Analytics is based in Mumbai

OUR PARTNERS



(FGI S.A) is an SGI (Management and Intermediation Company) approved by the Regional Council of Public Savings and Financial Markets of the UMOA (CREPMF). FGI's mission is to channel financial flows towards the best uses, and thus become a vector of wealth for all economic agents. FGI is involved in financial consulting, structuring of fund raising operations, portfolio management, and support for economic actors in the WAEMU zone, whatever their sector of activity



Cosmelt is a project finance and management company that invests in real estate and infrastructure projects in the Middle East and emerging countries. The Company develops projects in the real estate sector. ACS Capital represents COSMELT's interests in Senegal and in the sub-region



WaneGlobal is an investment and strategy consulting firm based in Abu Dhabi, United Arab Emirates. It is active in the infrastructure, real estate, agribusiness and oil and gas sectors. ACS Capital works with WaneGlobal in Africa

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WE CREATE REALITY!