

**CRCI**  
**RC: 1206447**  
**P.O. Box 20314 Area 10**  
**Garki, Abuja, FCT**

**21 Addis Ababa Crescent,**  
**Wuse Zone 4, Abuja, FCT**  
**Federal Republic of Nigeria**  
**Tel.: + 234 (0) 0810 944 4755**  
**E-mail: [crcinigeria@crciafrica.com](mailto:crcinigeria@crciafrica.com)**  
**Website: [www.crciafrica.com](http://www.crciafrica.com)**

**Development of Africa  
Infrastructures**  
**Eradicate Poverty and Illiteracy**  
**Through RK B.O.T Program**

# **World-Africa Economic Growth**



*"I believe in the potential of my African people.  
I have a vision of a time when Africa will gain economic independence.  
I see a time when there will be a middle class of prosperous African people in business.  
I am devoted and determined to make Africa a continent of which every citizen would be proud.  
I will continue to work hard every day to make this vision come true."*

**- EXCELLENCE RAMELINE KAMGA**

**Promoting socio-economic development is doing business with a human face**

**Time: « It's not the time of Realization that matters, but the Realization not Achieved».**

## **FINANCIAL STRATEGY RK'S B.O.T PROGRAM**

# FINANCIAL STRATEGY

## RK'S B.O.T (BUILD, OPERATE AND TRANSFER) PROGRAM

This document describes how the Executive Board of **Counseling Research Consulting & Investment (CRCI)** plans to finance the aims and principles outlined herein. The key purpose of the financial strategy is to assure future partners and/or investors that our core work is maintained and sustained, and that we make effective use of all financial support received.

CRCI is a consulting and lobby firm with an objective to identify, develop, and promote business opportunities for companies in and outside the African continent. Operating in Nigeria as **Counseling Research Consulting & Investment Nigeria Limited (CRCI NIG LTD)**, CRCI is dedicated to providing the advice and strategies that will enable foreign companies and investors to undertake successful business ventures in African countries. CRCI projects are packaged as high priority, and posses a high rate of return on investment.

CRCI is extremely committed to Africa's Renaissance, and supports the socio-economic enhancement of its citizens by the African private sector. We are at the disposal of African Governments to assist in the development of their countries.

### DESCRIPTION OF THE RK B.O.T. PROGRAM MODEL

**The RK B.O.T. PROGRAM** is a concept created and developed by **Excellence Rameline KAMGA**<sup>1</sup>. By design, the model coordinates the lucrative partnership among African and international contractors and investors, African Governments and the African private sector for the execution of high priority infrastructure development projects across the African continent. These projects, which include the Jewel of Africa, cover infrastructure areas like surface, air, and marine transportation; information technology; agriculture aquaculture, conservation and food processing; extractive industry; tourism; housing; water, sanitation and hygiene (WASH); energy, and education, etc.

The RK B.O.T. PROGRAM strategy will allow foreign developers and contractors to support the building of strong African private sectors. By doing so, the model will benefit local entrepreneurship by offering maximum opportunity to foreign exports, and by providing financial, technical and managerial know-how. Additionally, the model will aid in capacity building; job creation; the eradication of the extreme violation of poverty and corruption; and the promotion of democracy and transparency, education, gender equality, and environmental sustainability. Overall, it will encourage economic growth and strengthen African economic relations with other countries.

The RK B.O.T. PROGRAM operates with very little risk to Government and investor/contractor partners. It is therefore important that the program enjoy the full support of African Government and private sector actors.

International investors have agreed to fund any infrastructure development project, without restriction, under RK B.O.T. PROGRAM. The investment will be protected by guarantees from insurance services companies which are also partners. Moreover, there is no deposit or sovereign guaranty required on behalf of Partner Governments - the strategy provides for 100% of the project financing.

---

<sup>1</sup> Permanent Ambassador to the African Union for the International Organization for Economic Development (IOED), International Financial Consultant and Chairman of CRCI in charge to educate corporate and world leaders on how to do successful businesses in Africa

## **FINANCIAL STRATEGY RK B.O.T PROGRAM**

We urge Governments to use the RK B.O.T. PROGRAM strategy as a viable tool towards the development of Africa's infrastructure.

### **During the RK B.O.T. PROGRAM Process, the Foreign Investor owns the Project:**

#### **A. For Public Projects**

The foreign investor will hold 75% interest in each project until its initial investment is recovered. The Government actor will hold 15% interest in the project and its distributable profits. Three percent (3%) of the 15% interest stake will be allocated to the Department of Social Affairs, or a similar government department/agency, so that the Government actor may utilize its profits for projects providing for the socio-economic needs of its residents. The private sector actors will hold a 10% interest through an anchor concession company, who will manage the project on the private sector's behalf.

### **After the Investor has recuperated his investment, he will transfer the project to the Anchor Concession Group through the Government. The Anchor Concession Group will own the project.**

The profit sharing scheme would require the anchor concession company to operate as two groups: the **Financial Management Group** and the **Technical Management Group**.

The first group - the Financial Management **Group** - will own 72% interest in the project. This group will manage a 3% interest stake apportioned for the Department of Social Affairs. The remaining 25% will be allocated to the Technical Management Group.

Before the transfer of the investor's interest can be successfully effectuated, a significant reassignment of resources and knowledge to the anchor concession groups will have to occur. This is to ensure that the groups will be in the best position to operate, maintain and staff the project - with minimal support from the foreign partner.

#### **B. For Private Sector**

The foreign investor will hold 75% interest in each project until its initial investment is recovered. The private sector actor will hold 22% interest in the project and its distributable profits. Three percent (3%) will be allocated to the Excellence Rameline KAMGA Foundation, so that the Foundation may utilize the profits for projects providing for the socio-economic needs.

### **After the Investor has recuperated his investment, he will transfer the project to the Anchor Concession Group through the Private Sector.**

The private sector will own 97% and the Excellence Rameline KAMGA Foundation will own 3%.

During the project period, the developers and/or contractor will be obligated to provide continuous and comprehensive training in financial management to the private sector actors involved. Specifically, the training will be carried out through the Excellence Rameline KAMGA

## **FINANCIAL STRATEGY RK B.O.T PROGRAM**

Foundation, and will enable local personnel to maintain and administer the project, and the resulting business.

A Fund Manager will be assigned to each project. S/He will be responsible for arranging the project operation, and will administer the fund's assets. The role of the Fund Manager is to ultimately ensure the proper management and the success of the projects. As an additional measure, CRCI aims to protect the whole operation by providing comprehensive risk coverage through insurance. Without it, the launch of this vital CRCI-driven investment operation benefitting African infrastructure development could be in jeopardy.

### **To this end CRCI will:**

1. Assist in the pre-qualification of developers, contractors, international construction companies and suppliers; mobilize funding for technical assistance; and advise on project and feasibility studies, contractors, and support for agreed investment proposals;
2. Participate in the review process of the feasibility studies to ensure that they meet the requirements of the financier/foreign investor, developers, international construction companies and/or contractors with regard to scope, technical and financial information, operational and administrative arrangements;
3. Promote investment opportunities among solid and well established groups of foreign financiers, developers, international construction companies and/or contractors;
4. Assist African Governments, private sector, the foreign financier (investor), developers, international construction companies and contractors in all aspects of their business and technical assistance activities with the anchor concession group, Government, and, if necessary, with international agencies;
5. Assist in organizing and soliciting Foreign Private Sector participation through RK B.O.T. PROGRAM-led conferences and workshop in African States through trade missions; and
6. Serve as a liaison between international agencies, the foreign private investment, government and the anchor concession group.

## **FINANCIAL STRATEGY RK B.O.T PROGRAM**

### **RK B.O.T. PROGRAM Commitment:**

1. The African State & private sector has to accept the foreign developers, international construction companies and/or contractors as technical partners.
2. The RK B.O.T. PROGRAM requires that the client provide an Executive Summary, through which CRCI can assure that the negotiation provision of the feasibility study by the foreign investor will go into effect immediately after the first disbursement of the funds.

3. **Financial Management**

The Fund Manager will have full time residence in the Host State. S/He will be fully responsible for the successful return on investment of the project. If any failure to reimburse investment funds exists, **the involved Government or Private Sector are not, and will not be, held responsible.**

4. **Technical Assistance**

A technical expert **must be provided**, every six months, to the anchor concession group or to the Private Sector project staff by CRCI/foreign investors. This is to ensure that the local technicians are fully capable of operating and maintaining machinery and equipment.

It is the project operator/contractor's obligation to make certain that all infrastructure, machinery and equipment are in workable condition, especially at the point of the operational and technical transfer to the anchor concession group partner or to the Private Sector project owner.

5. **Capacity Building**

Every six months, the foreign technician will provide for training on effective project management to management and staff. A review and evaluation of the project status will also occur at these intervals.

# FINANCIAL STRATEGY

## RK'S B.O.T PROGRAM

### **SCHEDULE**

### **FOREIGN CONTRACTORS PRE-QUALIFICATION REQUIREMENTS**

A foreign company that is willing to invest or to explore the African market.

A company facing financial difficulties and that is willing to sell. These companies must have valuable access.

Any entity looking to build a partnership with African government or private sector actors.

CRCI is strongly committed to support and fully finance any project with a big value of job creation, without restriction, through our national and international funding partners, upon receipt of the required documents provided below.

### **DOCUMENTS TO BE SUBMITTED BY FOREIGN COMPANIES**

To be eligible to work with CRCI, and to build a partnership with African Government and/or private sector, the foreign company or potential financial partner must submit the following documents to CRCI:

1. A letter of expression of interest (LEI) to invest or to build a partnership
2. A description of the company's product(s) and/or service(s)
3. A summary description of the ten largest international projects undertaken by the company over the last fifteen years in chronological order. This summary should include purpose; unique problems encountered and how they were resolved; final projects costs (rounded); project implementation and completion dates; and the title, addresses, telephones, faxes, emails and website of key contacts.
4. Operations and Maintenance (O & M) are the concessions of particular interest, and include many of the obligations described above.
5. Company profile (or annual report for public companies)
6. Audited financial statements for the past three fiscal years
7. KYC + Bank references
8. A letter of commitment to providing for Proof of Funds of 20% BG cash in obtaining funding for the feasibility study and for landscape, agriculture, and livestock and farming industries, etc.
9. A letter confirming willingness to be a part of the developer, contractor, international construction company or supplier pool, and confirming the ability to provide 20% BG cash face value of the project amount as equity position for the project realization.

**After successful assessment of the requested documentation, CRCI will act as a gateway stop center to organize appointments with national and international funding partners and business leaders. CRCI will ensure all administrative steps are properly taken and followed up. Services are continuous until completion of the project.**

## **FINANCIAL STRATEGY RK'S B.O.T PROGRAM**

### **CONCLUSION**

The advantages of RK B.O.T. PROGRAM:

- Feasibility studies, some of which are funded by technical assistance programs, are usually accumulated before receiving any certain confirmation with regard to project financing. By providing an Executive Summary, which is a lesser cost than that of the feasibility study itself, the African governments and their states, regions or departments; private sector and civil society now have the opportunity to work with an approved partner and with investors ready for the project(s).
- The RK B.O.T. PROGRAM is funded 100% by the investor. The funding shall be provided without bank guarantee, land collateral, or financial contribution from the Government or private sector.
- Social projects are funded through the support of the private sector investor and in collaboration with the Government.
- The value of the RK B.O.T. PROGRAM approach to its investors is that, it enforces good governance, transparency and anti-corruption practices, namely:
  - the project funds are not managed by either the Government or private sector;
  - the investor directly invests in the project, and not through an intermediary;
  - the financial gains are distributed in advance by the project partners, thereby creating a fair system; and
  - the project is perpetuated through ongoing training, maintenance, financial monitoring and transfer of appropriate technologies.

In view of the foregoing, and beyond the financing of projects, the RK B.O.T. PROGRAM provides appropriate solutions to the economic recovery of Africa. It helps to fund all projects without the client having to provide financial support, bank guarantee or land as collateral. In financial management, there is a stake in project capital risk to repay the funds invested.

**FROM THE DESK OF CRCI AFRICA  
Minimize Investment Capital Risk**