



Strategic Project

Developers
&
Facilitators



2018

NVH was founded in 2005 to formally house introductions and facilitations of our networked associates on prospective projects.

Our network of associates developed over the last 40 years by the founder Aris Alexandrou, and largely expanded since by partner cooperation, is a mini LinkedIn of highly successful, top drawer individuals and companies, active in a large diversity of sectors, operating across the entire African continent.

In Southern Africa we are proud to count amongst our associates as clients or partners, companies such as **Deloitte's, Investec, Aurecon, Arup, WBHO, Aveng-Grinaker- LTA, Noble**, and many others.

In 2017 we introduced USD 1.37 B in credit lines and our associates and **partners have introduced many times that multiple in Sub Saharan Africa** and around the globe.

We have been honored to have arranged, received and presented with our close associated partners, **Stern Solutions Capital Partners (SSCP)**, a 15 person **delegation from the Chinese NDRC** (the official department for final funding approval for projects larger than USD 50 m), to some of our other local partners in the engineering and construction sectors, and **to take them to formally meet the Presidency**, in the form of 6 cabinet ministers of the previous administration, most of whom are still in position, with the **view of promoting infrastructural projects in SA**. They in turn presented a number of projects requiring funding, currently under evaluation,

SSCP are the transactional arm and sister company to **Sterns Value Management (SVM)**, and owners of the **"Economic Value Added" (EVA)** concept, which has since the mid-80s, been applied to most of the **world's top 1000 companies** and currently also runs **Singapore** as a nation, and **SASEC**, the entity controlling the **400-odd Chinese SOEs** (State Owned Entities). A handpicked few of these first tier SOEs are formally represented by SSCP.

We were with SSCP participants in the **Chevron** bid as well as an increased BEE stake in **Engen**.

The below can serve as introduction to our value adds and services:

1. As **strategists** and **niche seekers**, we **identify, design** and assist to **implement**, operationally **high ROI, anti-fragile projects, for niche markets** for our Investment partners. What differentiates us from the rest, is that we can **supply highly skilled operator/ partners for these projects and supervise them to mitigate all possible operational risk for our clients**.

Against a pre-agreed Development fee we deliver "pay and play" shovel ready projects,



2. Infrastructure Funding

We represent through SSCP and by their formal association going back decades in interactive experience, **first-tier funders and executors of governmental backed projects** in:

- a) **Transport Infrastructure**, i.e. Roads, Rail, Bridges and Airports and Ports,
- b) **Power generation** through Coal or Hydro, Gas, Solar and Wind, with a specialty in retrofitting aging Coal Power Plants.
- c) **Petro Chemical** Sector in the entire value chain i.e. Refinery Plants, storage, pipe lines, as well as L and G.

These funders have typically a USD 100 m minimum ticket size per project with no ceiling and usually come with 80% of their own funding. They strongly prefer **EPC+F governmental projects** and require sovereign guarantees.

The projects can be anywhere in the world.

3. M & A

We also formally represent through investment bankers, some of **the largest, global food investment companies**, both public and private.

AGRISECTOR

They have appointed us as gatekeepers, to source for them opportunities to invest in **existing, successfully operating agribusinesses/projects** in Sub Saharan Africa, or anywhere else, if within their criteria, in food security projects as well as assets in **aquaculture, hydroponics, beef, dairy, and crop production farms**, and their value chains, with a **quantum of US \$50 million to upwards of US \$500 million per project**. Their model, although not written in stone, is to acquire majority stakes in successful operations with good prospects for growth and to re-invest together with the current owner operators, who must stay on to supervise eventually much larger operations, focused on export, if possible.

Obviously for listed entities, the investor's stake although substantial, doesn't have to be controlling, as the necessary corporate governance would be in place.

Through local and International funders, Equity and Venture Capital firms we can assist existing projects to realise expansion and acquisition targets and projects.

The investors like to be involved in every part of the value chain and because of the quantum involved, where elements are missing, they can acquire or develop them.



Through international mid-level investment bankers, we can **facilitate mergers and acquisitions (M&A)** in the **Manufacturing, Industrial, Health, Technology, Business Services, Logistics and Material handling, Food and Specialty Ingredients, Media and Interactive Services sectors**, with similar quantum beginning from \$50 million upwards, Their typical funding model, is to acquire majority shareholding, leave the operators in place, and fund future expansion.

4. Real Estate

In the **Commercial development, Residential and Leisure sectors** we represent other groups of investors both local and foreign, looking for opportunities in the USD 20 m upwards range, in new and existing businesses such as **Industrial and commercial office space, malls, hotels without flags and residential housing**. Our contribution is value add and **growth driven**, in order to create and **maximize wealth on a sustainable basis** for its investors.

Our key capabilities include:

- a. Identifying and Sourcing of **off-market transactions**,
- b. Asset Management,
- c. Capital Raising and Corporate Finance,
- d. Property Investment and Development, and
- e. Strategic advisory services

5. Mining

We represent the interests of mining and trading houses as well as owners and operators and have a variety of mining opportunities **in commodities and assets from brownfield evaluation to full scale mining or expansion of current operating assets through JVs**.

6. Logistics

Through a trusted extensive network of transporters and clearing and forwarding agents we can provide **holistic logistic solutions** for most destinations in sub-Saharan Africa, as well as provide reliable operators for contracts of size in mining, construction and road haulage, both in SA and cross-border into Africa.

Some of our current projects under review or consultation are:

- Africa Aquaculture Fund
- High ROI Aquaculture and AGRI Sector projects
- Diesel Importation, Storage, and Bulk Distribution
- Chemicals Production and Distribution
- Wave Energy Generation and applications in Southern Africa
- Medicinal Marijuana