



MSM REALITY INFRASTRUCTURE
ADVISORY

PPP & **ADVISORY** INSTITUTIONAL



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ADVISORY

ABOUT US



AN AUTHORITY IN FINANCIAL ENGINEERING AND STRATEGIC CONSULTING

MSM Global Investment Advisors (MSM GIA) positions itself as a leading advisory firm, specializing in high-level financial engineering and strategic planning at the heart of West Africa. Our raison d'etre lies in our unique ability to act as a trusted third party between states, multilateral institutions and global capital markets. We transform national development ambitions into viable financing structures by mobilizing our specialized expertise to align public policies with the profitability and sustainability imperatives of institutional investors.



L'EXCELLENCE OPÉRATIONNELLE VIA MSM REALTY & INFRASTRUCTURE ADVISORY

Through our dedicated branch, MSM Realty & Infrastructure Advisory, we deploy a rigorous technical expertise for the structuring, auditing and management of projects of national scope. Whether it is transport infrastructure, industrial clusters or state real estate programs, we apply the most demanding international asset management standards. Our role is to guarantee public decision-makers absolute control of the value chain, proactive risk management and transparent execution, thus ensuring that each project becomes a model of success for public-private partnership.





our mission

CATALYZE PRIVATE CAPITAL FOR THE DEVELOPMENT OF NATIONAL INFRASTRUCTURE

The core mission of MSM Realty & Infrastructure Advisory is to orchestrate the mobilization of private sector resources to fund and deliver on the strategic priorities of the state. We are committed to transforming public infrastructure needs into profitable, bankable and sustainable assets, thereby significantly alleviating pressure on the national budget. By creating this bridge between government ambitions and global capital, we accelerate the delivery of essential services to the population while ensuring inclusive and sustainable economic growth.

SECURE THE GOVERNANCE AND CONTRACTUAL FRAMEWORK OF PARTNERSHIPS

We strive to establish a culture of performance and absolute transparency in the management of public projects through rigorous Public-Private Cooperation (PPP) frameworks. Our mission is to design robust contractual structures where the sovereign interests of the State and the security requirements of investors are perfectly aligned. By acting as the trusted advisor to institutions, we ensure the sustainability of concessions and the traceability of financial flows, making each project a standard of excellence in terms of governance and institutional reliability.

INTRODUCTION



TECHNICAL EXPERTISE IN THE SERVICE OF BANKABILITY FOR PUBLIC PROJECTS

Our approach is based on the conviction that sustainable development of the continent requires balanced, transparent and mutually beneficial Public-Private Partnerships (PPP). Through this advisory mandate, we put at your disposal our unique ability to translate institutional visions into "bankable" projects for lenders and global investors. MSM Realty & Infrastructure Advisory is committed to securing the entire life cycle of your projects, from feasibility studies to financial closing, in order to ensure rapid execution, cost control and a measurable social impact for the general interest.

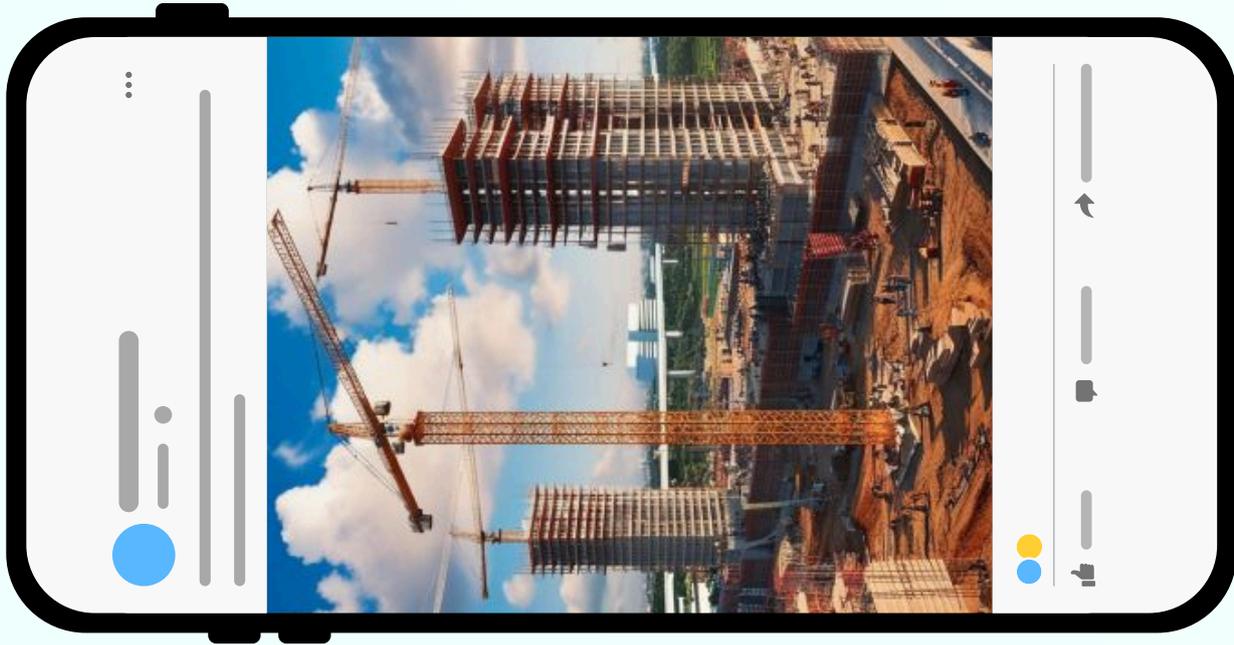
A STRATEGIC PARTNERSHIP FOR ECONOMIC EMERGENCE AND SOVEREIGNTY

This proposal defines the framework for a high-level collaboration aimed at supporting your institution in the design, financial structuring and implementation of infrastructure projects of national scope. In a global economic environment marked by the scarcity of traditional budgetary resources, MSM Realty & Infrastructure Advisory positions itself as your trusted partner to transform your political orientations into tangible realities. Our approach is to integrate international best practices in financial engineering at the service of your sovereign priorities, thus ensuring the success of major projects that will support the emergence of our economy.



OUR FOCUS

BUILDING SOVEREIGNTY: A STRATEGIC PARTNERSHIP FOR ECONOMIC EMERGENCE



A Strategic Partnership for Economic Emergence and Sovereignty

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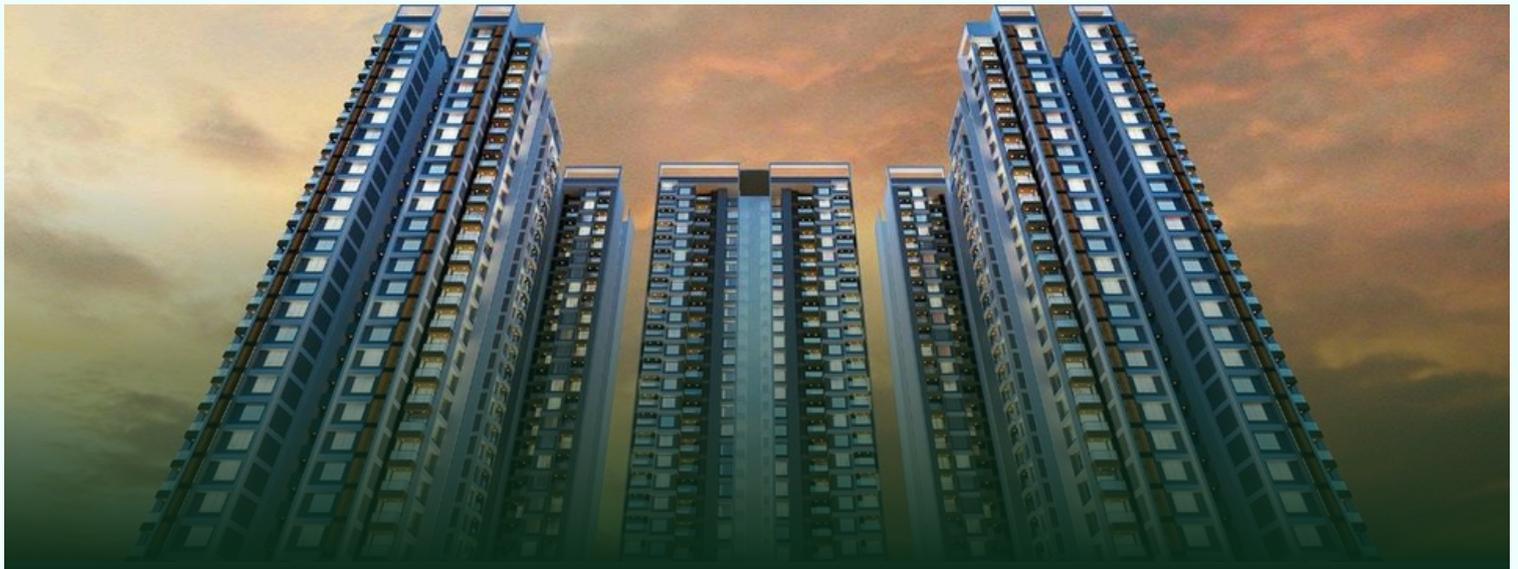
Technical Expertise in the Service of Bankability for Public Projects

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MSM REALTY & INFRASTRUCTURE ADVISORY : THE PROBLEM

THE FINANCING DEFICIT AND PRESSURE ON PUBLIC DEBT

States are facing a paradoxical challenge: an urgent need to build basic infrastructure (transport, energy, health) to support growth, in the face of increasingly constrained national budgets. The systematic recourse to sovereign debt reaches its structural limits, threatening macroeconomic stability. This financial impasse paralyzes many vital projects which, although strategic, never see the light of day due to a lack of an alternative financing mechanism capable of mobilizing private capital without increasing the State's debt.



THE LACK OF TECHNICAL STRUCTURING AND BANKABILITY

A major issue lies in the gap that separates the political vision from the financial reality of markets. Many public projects fail because they are not "bankable": feasibility studies are incomplete, risks are not properly allocated between the public and private sectors, and revenue models are uncertain. This lack of rigorous structuring discourages institutional investors and development banks, who perceive these projects as too risky, leading to long lead times or costly abandonments.

THE ABSENCE OF GOVERNANCE AND TRANSPARENCY FRAMEWORKS

Finally, the implementation of Public-Private Partnerships (PPPs) often suffers from mutual mistrust due to a lack of transparency and robust legal frameworks. Without a specialized interface to audit, certify and monitor financial and contractual flows, projects are exposed to litigation, forced renegotiations or poor management of concessions over the long term. This institutional instability harms the country's attractiveness and prevents the establishment of lasting relationships with first-rate technical and financial partners.

THE THING

OUR SOLUTION

GLOBAL ATTRACTIVENESS: STRUCTURING STATE PROJECTS TO INTERNATIONAL STANDARDS

BANKABILITY ENGINEERING FOR SOVEREIGN PROJECTS

MSM Realty & Infrastructure Advisory solution is based on the transformation of your infrastructure needs into highly "bankable" assets. We intervene from the design phase to structure balanced Public-Private Partnership (PPP) models, capable of attracting global investors while preserving the interests of the State. By using advanced financial modeling and risk simulation tools, we ensure that each project has a viable revenue structure and a contractual framework in line with the requirements of international capital markets.

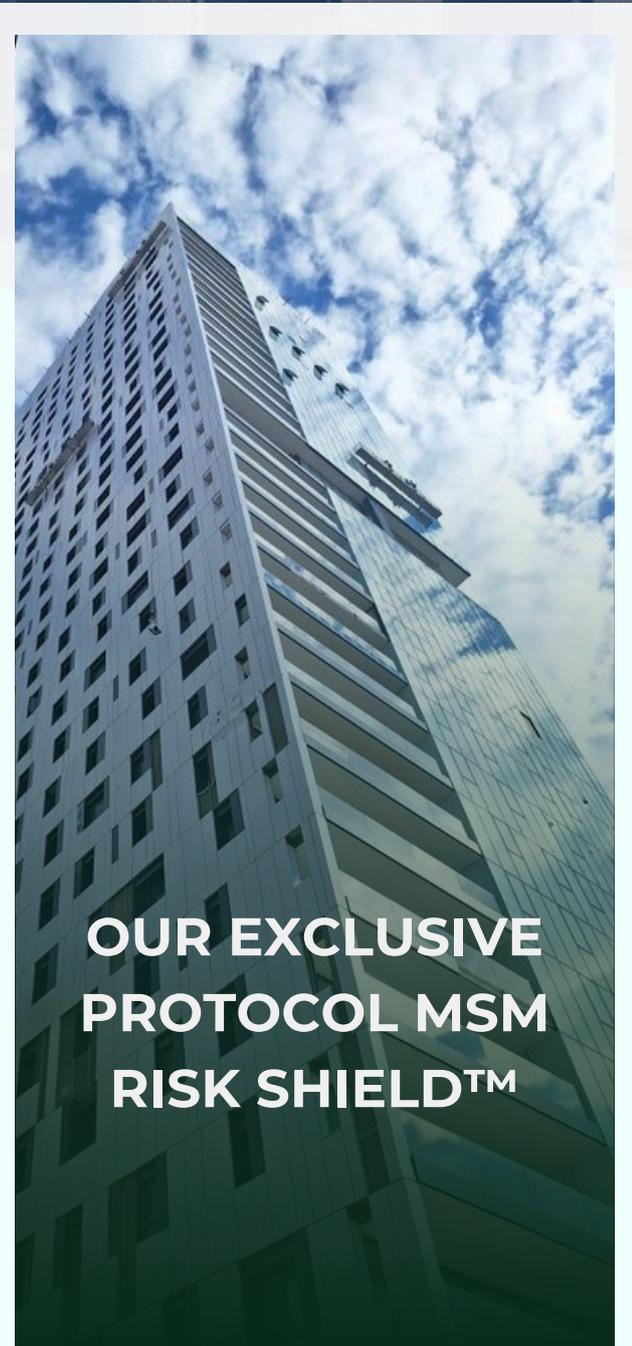


THE PROTOCOL MSM RISK SHIELD™ APPLIED TO THE PUBLIC SECTOR

In order to remove the barriers related to governance, we are deploying our exclusive MSM Risk Shield™ protocol. This system offers a global Due Diligence solution that certifies each step of the process: from the qualification of technical partners to the transparency of financial flows. For the State, it is the assurance of total traceability and rigorous control over the use of private funds mobilized, thus ensuring that the completion of work scrupulously respects the deadlines and pre-established quality standards.

AN INTERFACE FOR MEDIATION AND CONCESSION MANAGEMENT

Our solution includes the implementation of a dedicated management interface, acting as a permanent liaison between the public institution and the private partner. We monitor the performance of concessions and manage key indicators (KPI) over the long term. This "turnkey" approach allows the State to focus on its regulatory role, while entrusting us with the technical and financial orchestration necessary to transform an infrastructure promise into an operational reality at the service of the citizen.



OUR EXCLUSIVE PROTOCOL MSM RISK SHIELD™

WHY MSM REALTY & INFRASTRUCTURE ADVISORY?



A LOCAL ANCHOR TO THE STANDARDS OF GLOBAL FINANCE

The strength of MSM Realty & Infrastructure Advisory lies in its dual culture: a perfect mastery of the administrative and land realities of West Africa, combined with expertise in market finance at international standards. Unlike foreign consultancy firms, we understand the nuances of local sovereignty issues; and unlike local agencies, we speak the language of risk management required by global funders. This duality allows us to structure projects that are not only theoretical, but immediately executable.

Expertise reconnue en ingénierie financière et PPP

Why trust us? Because our team is composed of experts who have managed debt structuring, fundraising and complex Public-Private Partnerships (PPP) arrangements. We are not limited to a passive advisory role; we are financial engineers capable of designing tailor-made financing vehicles (SPV) that optimize private sector input while minimizing the impact on the government debt ratio. Our mastery of guarantee and risk-sharing mechanisms is our main lever for success.

The Commitment to Integrated Governance (MSM Risk Shield™)

Choosing MSM is opting for absolute institutional security. Through our MSM Risk Shield™ protocol, we provide a layer of certification and compliance that protects the public institution against the risks of failure from technical partners or financial opacities. We act as a trusted auditor, ensuring that every project under our supervision meets the highest standards of transparency, enhancing the country's attractiveness to development partners and top-tier investors.

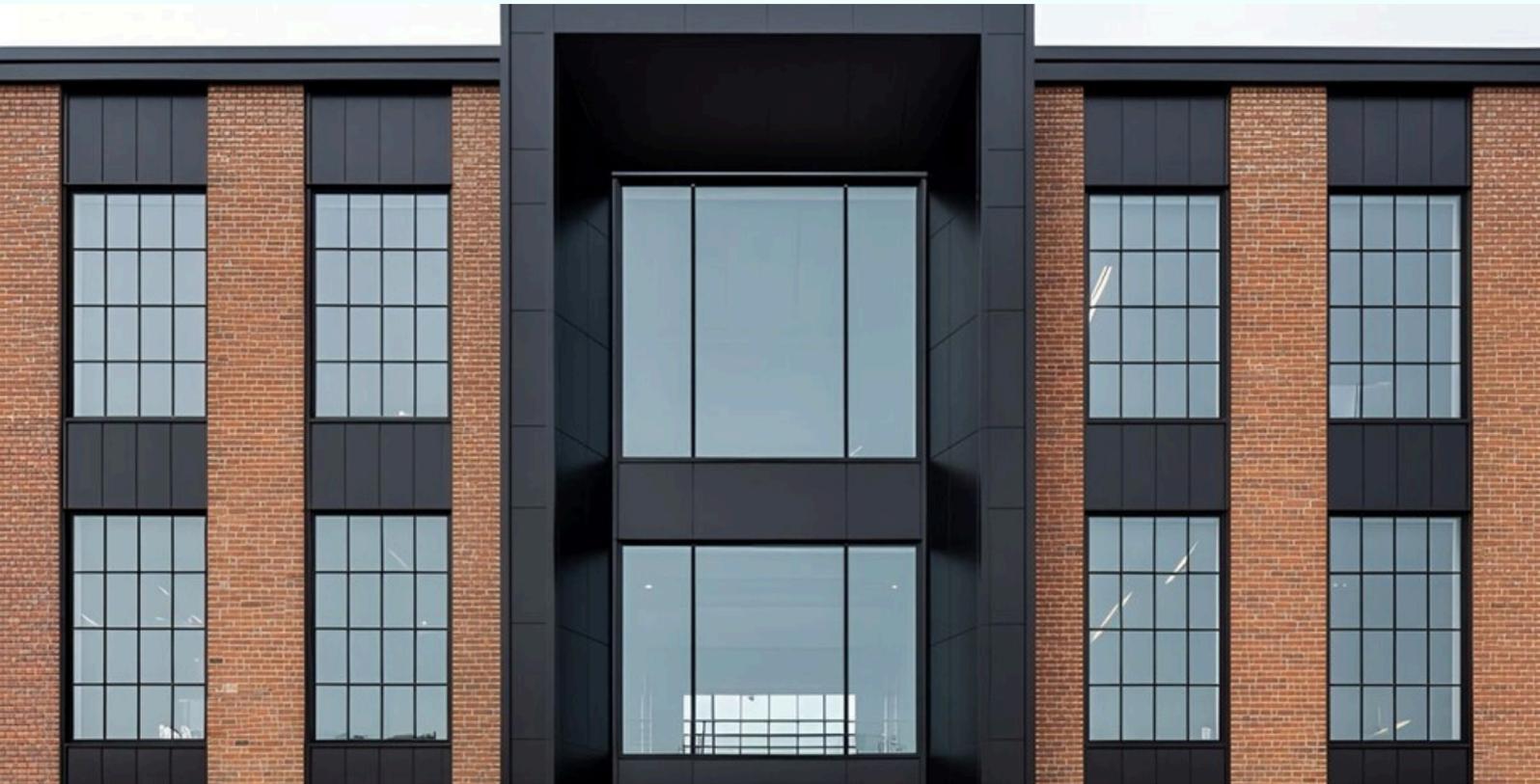
MSM REALTY & INFRASTRUCTURE ADVISORY



Your Gain: Security, Execution, Profitability

OPTIMIZATION OF BUDGETARY RESOURCES AND DELEVERAGING

By collaborating with MSM Realty & Infrastructure Advisory, the State benefits from expertise capable of mobilizing private capital to finance projects of general interest. This allows critical infrastructure to be built without directly draining the state budget or increasing the sovereign debt ratio. This increase in budgetary leeway offers the possibility of reallocating public funds towards other priority social sectors, while equipping the country with modern and efficient equipment thanks to "off-balance sheet" financing.



ACCELERATION OF THE MAJOR CONSTRUCTION COMPLETION CYCLE

The use of our engineering allows to break the cycles of administrative slowness often associated with public projects. We provide private sector agility in conducting studies, fundraising and selecting technical partners. For the institution, the gain is a drastic reduction in the time between the political decision and the commissioning of the infrastructures. This operational efficiency translates into a visible and rapid impact on the ground, reinforcing the credibility of public action with populations and development partners.

TRANSFER OF SKILLS AND MAINTENANCE GUARANTEE

Choosing MSM means ensuring that projects will not only be built, but sustainable. Through our PPP models, we systematically integrate technology transfer and long-term maintenance clauses by private partners. The state thus gains the assurance that its assets will be maintained to international standards throughout the duration of the concession. In addition, our support includes a component for increasing the skills of administrative executives, allowing them to master modern tools for monitoring and regulating complex projects.

Methodology: The Secure Process



BANKABILITY AUDIT PHASE AND FEASIBILITY DIAGNOSIS

Our methodology begins with a thorough analysis of the legal, technical and financial framework of the project. We are conducting a "bankability" assessment to identify potential friction points that could hinder private investment. This phase includes conducting pre-feasibility studies and defining a structuring strategy (PPP, concession, or BOT) aligned with the State's objectives. We thus ensure that the project is based on solid economic foundations before any market solicitation.

Financial Structuring and Capital Market Call

Once the model is validated, we enter the financial engineering phase. We design the contractual and financial arrangements, structuring the necessary investment vehicles and defining the guarantee mechanisms. MSM Realty & Infrastructure Advisory then takes charge of organizing the tender or restricted consultation. We activate our network of international technical and financial partners to foster healthy competition, ensuring that the State obtains the best financing and execution conditions.

Operational Monitoring and Performance Management

After the financial closing, our approach focuses on rigorous monitoring of implementation. We set up a dashboard for monitoring key indicators (KPI) on behalf of the State, ensuring compliance with delivery times and quality standards. Through our MSM Risk Shield™ protocol, we audit cash flows and compliance of works, acting as a technical regulator between the private partner and the public institution to ensure the sustainability of the infrastructure throughout its lifetime.



FURTHER STEPS

Strategic Framing Session and Definition of Priorities

The first step is to organize a high-level working session with sector leaders and decision makers in your institution. The objective is to prioritize the projects in your roadmap likely to be structured as Public-Private Partnerships (PPP). On this occasion, we will sign a confidentiality agreement (NDA) and a memorandum of understanding (MoU) which will define the framework for our collaboration, resource mobilization objectives and the schedule for carrying out the first pre-feasibility studies.

Fiscal Sustainability and Debt Preservation

Modernization and Competitiveness of Infrastructures

Revitalization of the Local Economy and Job Creation



Strengthening of Institutional Credibility

Launch of the "Task Force" for Structuring

Upon validation of the collaboration framework, MSM Realty & Infrastructure Advisory will set up a dedicated "Task Force", composed of experts in financial, legal and technical engineering. This team will work in close coordination with your services to audit the selected projects and prepare the bankability files for investors. This phase will conclude with the presentation of a fundraising strategy and a schedule for consulting technical partners, marking the effective transition of the project from the concept stage to that of financial reality.

CONCLUSION

A Commitment to Structural Transformation

MSM Realty & Infrastructure Advisory's ambition is to become the technical arm of your development vision. Through this proposal, we reaffirm our commitment to transform the infrastructural challenges of our region into opportunities for sustainable and sovereign growth. We are convinced that the alliance between political will and the rigour of private financial engineering is the key to building the Africa of tomorrow, without compromising the budgetary stability of our states.

Building Institutional Excellence Together

By choosing MSM, you opt for expertise that combines integrity, transparency and performance. We do not just advise; we commit ourselves by your side to deliver world-class infrastructures that will concretely improve the daily lives of citizens and strengthen the attractiveness of your institution. Let's seize together this opportunity to take your projects to new heights of success and impact.





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