



frica

Business Club



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TABLE OF CONTENTS

01 Presentation

02 Our Strategic Positioning

03 Our Areas of Intervention

04 Our Methodological Approach

05 Our Clients and Beneficiaries

06 Our Key Assets



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01 PRESENTATION

Who are we ?

ABC Consultancy is a strategic advisory firm based in **Dubai**, designed as a structured bridge between **Africa** and international markets.

Far more than a simple intermediary, ABC acts as a high-level facilitator, connecting governments, institutions, African companies, and exporters with reliable technical, financial, and commercial partners across the globe.

Our unique positioning lies in a dual expertise: a deep understanding of African realities (institutional, economic, and regulatory), combined with a strong command of international standards and expectations, all within a framework of trust, rigor, and performance.



OUR MISSION

Our mission is clear:

- To create high-value connections between Africa and the rest of the world, by facilitating transformative projects, strategic partnerships, and sustainable trade relationships.
- We operate in a discreet, selective, and proactive manner, with the goal of delivering concrete and reliable solutions to the needs of states, businesses, and African producers, while providing them direct access to global markets.

OUR VISION

Our ambition is to make ABC Consultancy a leading reference in the facilitation of strategic projects and international partnerships focused on Africa.

Ultimately, we aim to become the most influential and trusted platform for:

- Accessing major public contracts and partnerships in Africa,
- Promoting high-value African products,
- Structuring international financing and investment for impactful projects across the continent.

OUR MOTTO

“

**Africa to
World.**

**World to
Africa.**



This is not a slogan — it is the core of our identity and operations.

From Dubai, a true global business crossroads, ABC Consultancy connects African opportunities to international capital and know-how, while enabling global actors to enter Africa with confidence, transparency, and security.

02 OUR STRATEGIC POSITIONING

Why Dubai?

Dubai is not just our headquarters – it is a strategic and deliberate choice.

Located at the crossroads of Africa, the Middle East, Asia and Europe, Dubai is today one of the most dynamic economic hubs in the world, offering an environment conducive to business, innovation and finance.

From Dubai, ABC Consultancy benefits from:

- Direct access to institutional and private investors, international lessors and EPC contractors.
- A stable, modern and transparent regulatory framework, facilitating the conclusion of transnational contracts.
- Global visibility for African projects, ensuring their increased reach and attractiveness.
- Fast and flexible logistics, essential for the efficient implementation of business.

This positioning allows us to act with agility, while providing our African partners with a secure and recognized anchor point on the international scene.

Our role as a bridge between Africa and the World

ABC Consultancy acts as a strategic and operational gateway between Africa and international markets.

Our role:



Support African states and institutions in their search for credible technical, financial or commercial partners.



Facilitate the establishment of foreign companies in Africa, by offering them selective representation, in line with local realities.



Promote strategic African products and resources (gold, cocoa, agricultural products, etc.) to trusted buyers and investors.



Structure win-win partnerships, in a spirit of sustainability, transparency and contractual security.

We are not mere intermediaries: we are architects of high-impact connections, serving the continent's development and international ambitions.

Our comparative advantages

What sets ABC Consultancy apart is a unique combination of strategic strengths:



Strategic selectivity:

We only engage in high-potential, high-value projects.



Elite Network:

A proactive network of public decision-makers, economic operators, and influential institutions across Africa.



Trust and discretion:

Close support with full respect for client confidentiality and interests.



Cross-sector expertise :

In-depth understanding of both African and international political, economic, and regulatory environments.



Unique geopolitical position:

Our Dubai base facilitates international engagement in a legally secure context.

Thanks to these levers, ABC Consultancy stands as a reliable, agile, and committed strategic partner for shaping Africa's future.

03 OUR AREAS OF INTERVENTION

At ABC Consultancy, our work is rooted in a deep understanding of African dynamics and a proven ability to mobilize concrete international solutions.

We operate on structuring, sensitive, or complex projects, leveraging our network, expertise, and discipline to serve our partners.

Structuring international financing

ABC Consultancy supports the identification, structuring, and mobilization of financing for high-potential projects in Africa.

Our areas of intervention include:

- Structuring public or blended financing (grants, concessional loans, climate finance)
- Mobilizing international donors, sovereign funds, or private equity actors
- Identifying suitable financing windows (development banks, thematic funds, targeted investors)

Our mastery of financial requirements and complex structuring allows us to align projects with the expectations of funders.



Design, structuring and execution of major projects

We assist governments, companies, and African institutions in identifying, structuring, and implementing high-impact strategic projects in sectors such as infrastructure, energy, agribusiness, health, and digital.

Our role includes:

- Identifying reliable technical and financial partners
- Unlocking access to key resources (capital, technologies, expertise)
- Facilitating negotiations and consortium formation
- Ensuring contractual and regulatory security of the projects

We intervene from strategic framing to operational matchmaking, always with a results-driven mindset.

Advice and representation of foreign companies

We act as a local partner and strategic liaison for international companies looking to establish or expand operations in Africa.

Our services include:

- Market studies and identification of sector-specific opportunities
- Networking with authorities, local partners, and key clients
- Assistance with regulatory and institutional procedures
- High-level representation and relationship management

We enable our clients to approach the African continent with efficiency, credibility, and prudence, opening doors that only a deeply rooted actor can access.

Valorization of African strategic resources



We facilitate the international market positioning of high-value African products (gold, cocoa, cotton, agricultural goods, raw materials), notably through Dubai.

Our support includes:

- Securing export flows
- Connecting with traders, manufacturers, and logistics partners
- Assistance with certification, traceability, and compliance with international standards
- Advice on contracting and protecting the producer's interests

Our goal is to build win-win, sustainable, and equitable partnerships.

Support in PPP Contracts and International Tenders

ABC Consultancy offers specialized and operational expertise in the management and de-risking of Public-Private Partnerships (PPPs) and international tenders, which are essential levers for transforming infrastructure and public services across Africa.

We support both contracting authorities (states, ministries, national agencies) and private partners (industrial groups, technical operators, investment funds) in the design, structuring, and implementation of high-performing PPPs, in line with international best practices (OECD, AfDB, IMF).



Our know-how covers:

- Strategic and legal analysis of contractual risks, taking into account the responsibilities of each party and the expected guarantees
- Structuring of strong and complementary consortiums, combining technical, financial, and legal expertise required for project success
- Support in stakeholder negotiations, fostering a balanced dialogue between public and private interests while enhancing the project's bankability
- Technical assistance in bid preparation, including reviewing Tender Documents (RFPs), verifying eligibility, ensuring compliance, and optimizing competitiveness.

We also operate upstream, during the institutional preparation of PPP projects, by assisting public authorities with:

- Identifying projects suitable for the PPP model
- Conducting feasibility studies and value-for-money assessments
- Drafting or reviewing technical specifications and key contractual clauses



04 OUR METHODOLOGICAL APPROACH

At ABC Consultancy, we are not a “generalist” advisory firm.

Our strength lies in a selective, personalized, and highly strategic approach, allowing us to intervene only where we can create real value for our African and international partners.



01

Selectivity and Customization

ABC Consultancy does not respond to every solicitation.

We deliberately choose to engage only in transformative, viable, and high-potential projects, where our added value is clear and measurable.

Each case is subject to:

- Rigorous strategic screening based on feasibility, geopolitical relevance, and potential return on impact.
- In-depth analysis of both local and international contexts to design a tailored intervention strategy.
- A customized action plan, adapted to the specific needs of each client—be it a public institution, private company, investor, or exporter.

This selectivity ensures high-quality execution, firm commitments, and efficient mobilization of our network.

02

High-level network in Africa and Dubai

ABC Consultancy relies on a structured, active, and influential network, composed of:

- Public and institutional decision-makers in over 25 African countries
- Top-tier financial and industrial partners based in Dubai, Europe, Asia, and the Middle East
- Sectoral experts and high-value technical operators

This network is not theoretical — it is activated within each mission, with verified contacts, trusted channels, and exceptional responsiveness.

Our base in Dubai, a true global business hub, allows us to orchestrate international connections with security, neutrality, and competitiveness.

Confidentiality, efficiency and results orientation

In a complex and sometimes sensitive environment, confidentiality, reliability, and performance are not optional — they are our core principles.

Absolute confidentiality:

- All engagements are conducted in strict adherence to non-disclosure and professional discretion rules.
- We protect our clients' interests at every stage — including in multilateral negotiations.

Execution efficiency:

- Each assignment is managed through a rigorous methodological framework, with clear deliverables and controlled timelines.
- Our teams combine agility and responsiveness, ensuring continuous operational follow-up.

Results orientation :

- We do not sell promises — we deliver concrete, measurable solutions.
- Our success is evaluated through real-world impact: projects funded, partnerships signed, exports secured, markets accessed.

In short, our approach is grounded in proven methodology, strategic clarity, and total commitment to the success of every mission we undertake.

05 OUR CLIENTS AND BENEFICIARIES

Thanks to our strategic positioning and selective approach, ABC Consultancy supports a diverse set of stakeholders involved in African development or seeking to invest on the continent.

Our objective is always to maximize the strategic interests of all parties, while ensuring coherence, security, and efficiency.



African Governments and Public Institutions

We work alongside national governments, ministries, public agencies, and local authorities to help them implement their development ambitions, through:

- Mobilization of international financing for infrastructure or transformational projects
- Identification of credible technical and commercial partners
- Structuring of PPP agreements, joint ventures, and transnational partnerships
- Strategic positioning of their projects and resources on the global stage (gold, cocoa, energy, agriculture, etc.)

Our support ensures credible representation, balanced negotiation, and protection of public interests in a complex international environment.



African exporters and producers

We support agricultural cooperatives, mining operators, agribusinesses, and local manufacturers, by helping them:

- Secure reliable international market access
- Reach premium distribution channels
- Comply with international standards (quality, traceability, certifications)
- Represent their interests in high-value commercial negotiations

Our goal is to enhance Africa's competitiveness in global markets by fairly promoting its know-how and resources.



International Companies

We advise foreign corporations, SMEs, and technical or industrial operators seeking structured, ethical, and sustainable access to African markets.

We provide:

- Strategic analysis of sectoral opportunities
- Localized support (representation, market entry, regulatory guidance)
- High-level connections with African authorities
- Creation of favorable conditions for investment and growth

As a trusted partner, we reduce uncertainty, accelerate market access, and strengthen local positioning.



Strategic Investors and Donors

- ABC Consultancy assists investment funds, development banks, family offices, and international donors in identifying bankable, high-impact projects in Africa.

We offer:

- Rigorous pre-selection of projects aligned with specific investment criteria
- Structuring of tailored investment files for targeted financing windows
- Due diligence support
- A trusted interface with African project sponsors
- We provide a secure and credible channel for sustainable

investment on the continent — while contributing directly to Africa's economic transformation.

06 OUR KEY STRENGTHS

What sets ABC Consultancy apart is not only the scope of its services or its geographic presence — but above all, the strategic value it brings to every mission.

Our strength lies in a rare combination of assets, forged through experience, results, and a clear vision of our role at the interface between Africa and the world.



Public and Private Influence Network

We operate through a structured, active, and trusted network, including:

- High-level African institutional decision-makers (ministers, agency directors, PPP leaders, etc.)
- Business leaders and private operators in key sectors
- International donors, investors, and technical partners in Dubai, the Middle East, Asia, and Europe

This network is not merely relational — it is operational.

We know how to activate the right people, at the right time, under the right conditions, to advance projects and secure partnerships.

Transcontinental Expertise

We work at the intersection of diverse economic, cultural, and regulatory worlds.

Our team has proven experience in African, European, Asian, and Middle Eastern environments, allowing us to:

- Translate international partner expectations into workable solutions in the African context
- Adapt projects to international standards (financial, legal, ESG, etc.)
- Prevent cultural, political, or contractual friction arising from contextual gaps

This multipolar vision is a key strength in complex negotiations and multi-stakeholder environments.

In-Depth Understanding of African Contexts

Our knowledge of Africa goes beyond capital cities.

We understand the local, regional, and sector-specific realities that influence projects: institutional dynamics, community priorities, political risks, and administrative or logistical constraints.

Thanks to our close connection with the field, we are able to:

- Anticipate risks and identify success levers
- Design realistic projects aligned with national and local priorities
- Strengthen the credibility of African initiatives with international donors and partners

Access to Credible International Partners

From our base in Dubai, one of the world's top economic hubs, we enjoy privileged access to high-level international actors:

- Institutional investors, banks, and sovereign wealth funds
- EPC contractors, industrial groups, and specialized firms
- Buyers, traders, and global distributors

We carefully screen and select only serious, solvent, and committed partners, ensuring our African clients benefit from secure, balanced, and long-lasting relationships.

Thanks to this unique ecosystem, ABC Consultancy stands out as a trusted strategic partner, capable of transforming ambitions into concrete, measurable outcomes, in the service of Africa and its international allies.





ABC Consultancy positions itself as a leading strategic partner at the intersection of Africa and the rest of the world.

We provide far more than traditional consulting services — we deliver an integrated value proposition, based on building solid connections, structuring complex projects, and securing long-term international alliances.

Thanks to our strategic presence in Dubai, our active influence network across more than 35 African countries, and our proven track record in financial structuring, PPPs, exports, and transnational contracts, we are equipped to detect, activate, and support high-impact opportunities within a methodical, confidential, and results-driven framework.

Choosing ABC Consultancy means choosing:

- A selective and committed partner who only engages in projects where it can truly make a difference
- An agile, multilingual, and operational team, skilled in navigating both African realities and international expectations
- A strategic ally in sensitive negotiations, institutional relations, and high-level international connections

We believe in long-term trust-based relationships, and in the power of well-orchestrated connections to generate real, measurable outcomes.





TO TAKE THE NEXT STEP

We encourage you to reach out to our team for a confidential discussion. Together, we will assess your needs, define success criteria, and pinpoint effective strategies to achieve your goals.



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