



# Global Infrastructure practice in East Africa

KPMG East Africa

[kpmg.com/eastafrica/infrastructure](https://kpmg.com/eastafrica/infrastructure)

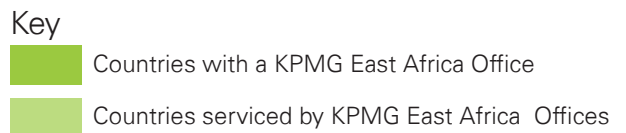
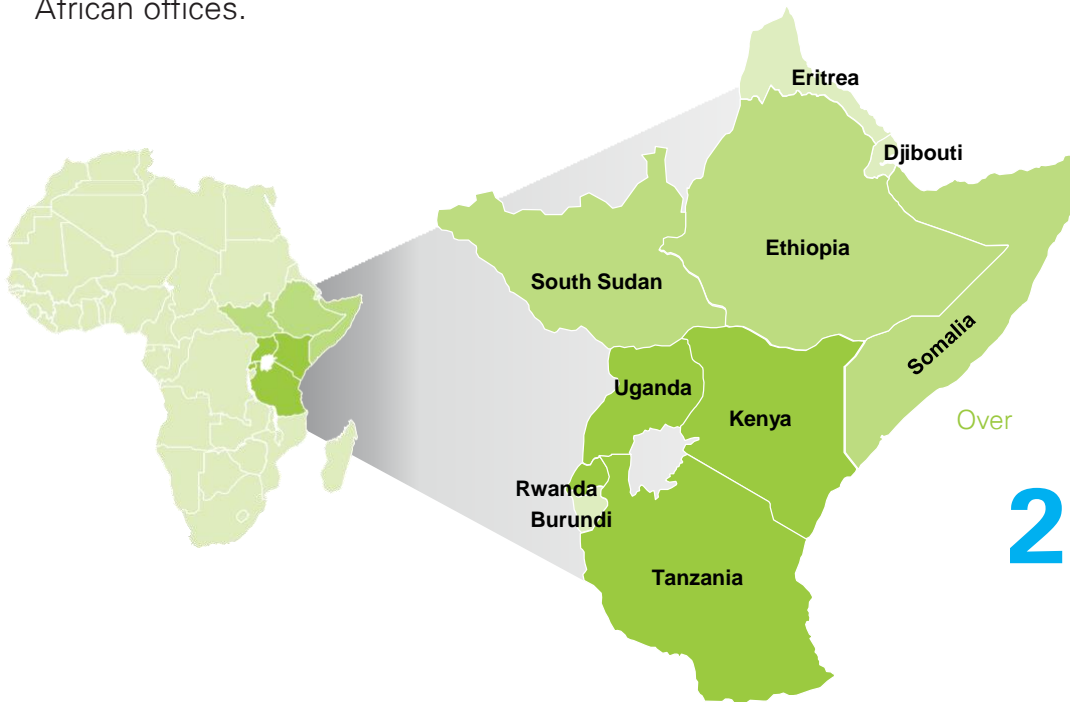


## Our purpose: To inspire confidence and empower change

KPMG's Global Infrastructure practice has over 3,000 dedicated professional active in 146 countries. We have advised on many of the ground breaking infrastructure projects, assets and businesses around the world.

Our Global Infrastructure practitioners provide our clients with specialist advisory, tax, audit, accounting and compliance related assistance throughout the life of their infrastructure projects and programs, or as part of their business. Our pool of knowledge provides ready access to industry best practices and insights.

Our Global Infrastructure team has a strong presence in Sub Saharan Africa with regional hubs in Southern, East and West Africa, comprising over 100 dedicated infrastructure professionals and further supported by over 5,000 KPMG staff across 33 African offices.





## Sector Specialisation



### Transport

Roads and tolling  
Rail  
Ports and logistics

- Airports and aviation
- Urban transit
- Industrial zones



### Social infrastructure

▪ Government accommodation  
▪ Healthcare  
Education  
Urban regeneration

- Housing
- Prisons and justice
- Major game and leisure



### Energy and natural resources

Power generation, transmission and distribution  
Oil and gas extraction, storage and transportation  
Water and wastewater  
Mining  
Solid waste management



### Digital

▪ Telecommunication infrastructure  
▪ Broadband networks



# Integrated advice across the asset lifecycle

## Development Support

### Planning, feasibility and business case development

- Strategic infrastructure planning
- Feasibility analysis
- Project scope options analysis
- Project risk analysis
- Procurement/delivery options analysis
- Multi-criteria analysis
- Business plan
- Project management framework
- Communications strategy
- Market analysis

## Procurement and Financing

### Bid structuring and creating value for money

- Commercial structuring options
- Delivery options
- Consortia formation and structure
- Business case
- Procurement process management
- Bid submission
- Bid evaluation
- Negotiation
- Commercial and financial close
- Process management
- Fairness assessment

## Delivery and Construction

### Achieving efficiency in construction

- Project management set-up
- Governance
- Specialist advice
- Contract management
- Contract compliance
- Construction operations review
- Project control environment assessment
- Alternative dispute resolution
- Claims processing

## Operations and Performance

### Achieving positive performance

- Operational planning
- Facility cost forecasting
- Transition planning
- Operational readiness
- Contingency planning exercises
- Contract management
- Dispute resolution
- Asset operations reviews
- Cost management
- Asset management and performance
- Operations strategy

## Investment

### Maximising value in the secondary market

- Investment and allocation strategy
- Business strategy and modeling
- Due diligence
- Negotiation and structuring of deal
- Debt advisory
- Refinancing
- Separation advice
- IPOs
- Valuations
- Regulatory reviews
- Risk and governance
- Cost reduction
- Maximizing post tax returns to investors
- Restructuring

## Whole of Lifecycle

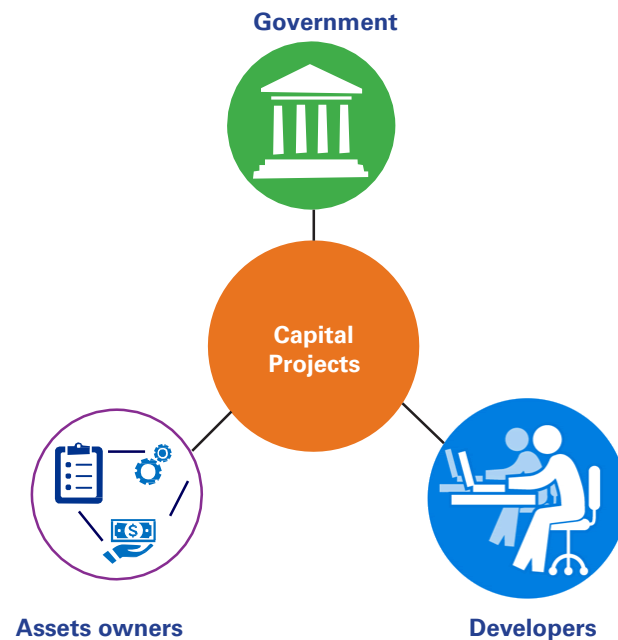
### Leadership advice during all project stages

- Executive management sounding board
- Full lifecycle governance and change advice
- Risk management strategies
- Expert due diligence on complex commercial projects
- Coaching executive management
- Advise on stakeholder approaches



## Our clients

We have global experience in private and government sector infrastructure projects, so understand both client view points.



- We bring this global perspective to our clients when faced with local needs and challenges of working in East Africa.
- We provide truly independent advice. This is particularly useful when assisting our clients in new sector or geographies.

# Awards



2015



Global Financial Advisor of the Year

2014



European Waste Award



European Roads Award



Transportation Deal of the year



Infrastructure Deal of the year

2013



Americas Transportation Deal of the Year Ohio River Bridges East End Crossing



Asia Pacific Social Infrastructure Deal of the Year Sydney International Convention(SICEEP)



Financial Advisor of the Year – Transport



Best of M&A – Meenakshi Energy and Infrastructure Holdings Pvt Ltd./GDF Suez

2012



Americas P3 Deal of the Year Presidio Parkway



Best Transport Project A12 Utrecht-Veenendaal Expansion PPP

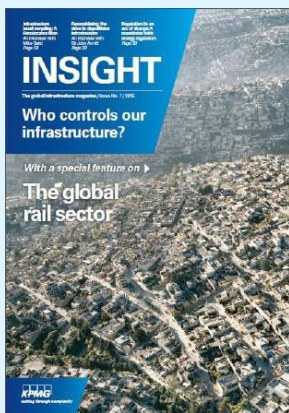
# Infrastructure Publications



## Insight – The Global Infrastructure Magazine

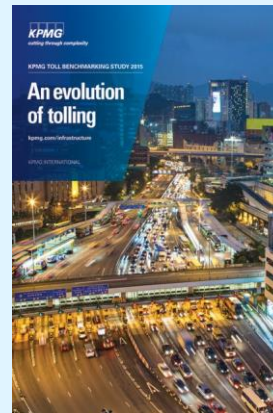
Insight is a semi-annual magazine that provides a broad scope of local, regional and global perspectives on many of the key issues facing today's global infrastructure industry.

**KPMG Global Infrastructure publications and reports** KPMG member firms are privileged to be involved in many of the exciting changes that are happening in every corner of the world, across many sectors, and at various stages of the lifecycle of infrastructure. We continuously seek to share the insights we are gaining in the process. Click below to access our most recent publications and reports:



### Insight: Who controls our infrastructure?

In this latest edition of insight magazine we sat down with the worlds' Infrastructure operators, owners, investors and regulators to explore some of the big challenges and trends influencing the debate around control.



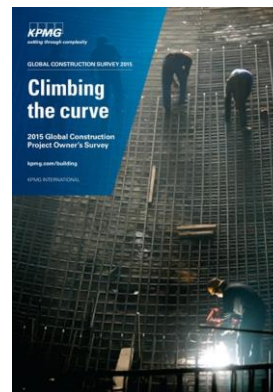
### KPMG Toll Benchmarking study 2015

This study aims to help owners, operators and governments compare key metrics such as cost to collect or operational efficiency. Based on in-depth survey data collected from more than 40 tolling companies world-wide, it provides an unprecedented view into challenges, risks, costs and opportunities facing the tolling sector today.



### Insight: Population

In this edition, we explore some of the biggest infrastructure challenges related to population. This edition also includes a Special Report on Asia Pacific's infrastructure market which is at the center of the demographic shift now underway.



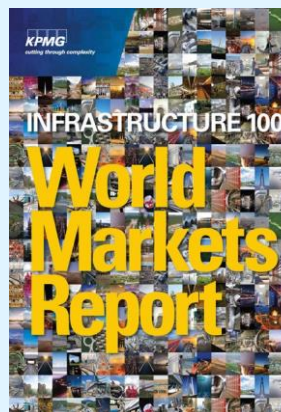
### Global Construction Survey 2015: Climbing the Curve

Touching on topics from risk management and underperforming projects to new sectors and opportunities, this flagship publication has provided clients and advisors with critical insights into the trends and issues affecting the global engineering and construction industry since 2005.



### Insight: Megaprojects and Africa

In this edition, we provide information and practical views on some of the key challenges and opportunities impacting megaproject delivery. This edition also includes a new feature to Insight Magazine called "Spotlight" - a special report on infrastructure in Africa, one of our key growth areas.



### Infrastructure 100: World Markets Report

This flagship report released in November 2014 highlights key trends driving infrastructure investment around the world. A global panel of industry experts identifies 100 of the world's most innovative, impactful infrastructure projects showing how governments are coming together with the private sector to overcome funding constraints to finance and build projects that can improve quality of life.

# Contacts



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