



## About Us

- The Nex Rubica Capital team has deep cross asset experience in North America, Europe and African Capital & Financial Markets
- We provide access to global capital markets & advisory on private and public equity funds, corporate finance, project and deal structuring – harnessing our Valuation and Pricing expertise for Origination and Structuring
- We enable our clients negotiate with multiple investors during the capital raising process thus widening the clients reach by simultaneously allowing access to many different types of investors in multiple geographies.

## Our Experience



## SERVICES

### Origination:

Our combined investment banking experience allows us offer specialist expertise and commercial support across key markets of Francophone and Anglophone Africa - transforming opportunities in infrastructure, power, water, industry, and logistics to bankable projects. In recent years, we have originated over \$2.8 Billion, crafting innovative solutions to help our clients achieve their objectives. We build a profit model from our business intelligence.

### Transaction Advisory:

Our Transaction Advisory for Corporate and PPP opportunities aims to provide robust solutions between our European, American and Asian Blue Chip Partner Companies and our current Clients across Africa. Navigating the ever-changing financial and execution landscape in Africa demands an independent advisor with strong local access and experience to develop and evaluate multiple structures and the relationships to drive successful transaction to a close.

### Arranger Services:

Debt & Equity Placement: We maintain close long term relationships with global private equity firms, bond houses, banks and hedge funds seeking equity and debt investments in private and government projects.

### Capital Markets:

We assist investors target and allocate capital to African sovereigns and corporate debt borrowers, listed and OTC equity instruments. Our team prides itself on offering specialised advice on the construction, issuance and management of exchange traded funds. Our internal review process allows us to create products that can fit an institutional client and/or regulatory frame work. We have strong listing relationships with the London, Johannesburg and Cairo Stock Exchanges

### Corporate Finance:

Our corporate finance focus has seen us work on transactions from advising on the restructuring of a Mortgage Bank in Nigeria to the divestment of Banks across 5 African countries (Ghana, Senegal, Tanzania, Djibouti and Guinea). We have worked in creating onshore and offshore investment funds and advising special committees across a wide range of industries (see specific sector focus below). Our firm's independence assures no conflicts of interest at any time.

### Due Diligence:

From a corporate governance framework, we examine the complexity of your business model, compensation policy, status (operational), purpose and objectives. We review the financial status of the project's viability, balance sheet, income statement and cash flow statements, capacity to manage the business and profit margins.

### Wealth Management:

We provide our investors multiple solutions that **diversify Risk** (Foreign Exchange, Interest Rate) but earning **double digit Returns**. We customise to investor appetite and available capital, using our Partner Banks to provide onshore (London or New York) or offshore solutions (Zurich or Dublin).

**SECTOR FOCUS**

**Renewable Power**

Our deal pipeline in Solar PV Power Plants covers various countries like Senegal, Cameroon, Nigeria, South Africa and Namibia. With a completion capacity of 300MW. Our dedicated inhouse technical experts allow us to asses renewable energy & clean technology opportunities in more detail.

**Oil & Gas (Infrastructure & Trade)**

We continue to structure funding for projects and companies in this critical sector, with particular focus on infrastructure (storage, refineries & distribution), producers (exploration & production), refiners and oilfield services. Negotiating crude and product supply contracts and trade financing agreements to facilitate imports and exports.

**Financial Services**

We provide merger & acquisition services for Banks and Insurance companies across Africa. Using our strategic partnership with **2G Capital LLC**, we are able to offer hands on restructuring and management of Banks and Insurance companies. With our partner we have built strong regulatory relationships across Francophone and Anglophone West Africa and Central Africa, Djibouti, Tanzania and Zambia - 21 countries in total.

**Transportation & Logistics**

Railroads, asset-light logistics and hybrid carriers, form the core of our experience in this sector. Our experience involves supporting the Project Financing and EPC strategy as well as setting out the Financial strategy that meets a bankable PPP structure.

**Natural Resources (including Agribusiness)**

We focus on the concessioning, and structured trade funding required for qualifying borrowers to scale up production and lenders to access opportunities in West Africa, Central Africa, and Southern Africa. Particular mining assets are also included in this group such as EV metals and precious metals.

**Commercial & Residential Real Estate**

Originating and structuring of low to medium income housing, high income housing projects including hotels in selected locations across Africa. Working with private equity funds and development Banks, we are able to review and apply rigid investor criteria on bankable investment opportunities.

**Main Hub(s):**

**Johannesburg**

West Tower  
Nelson Mandela Square, Maude Street  
Sandton 2196, Johannesburg

**South Africa**

**Lagos**

212a Muri Okunola Street  
Victoria Island  
Lagos

**Nigeria**

**Dakar**

2, Immeuble SDI  
Place de Independance  
Dakar

**Senegal**

**London**

1 King Street  
City of London  
London EC2V 8AU

**United Kingdom**

## SOME KEY MEMBERS

**Deepak Dave** (CFA): Senior Principal

Prior to NR Capital, Deepak occupied various senior Director positions in UBS, Barclays, Renaissance Capital, Trade Development Bank of Africa and more recently Chief Risk Officer at Africa Trade and Insurance. His expertise covers; expansion capital, working capital finance, IPO bridge-financing, foreign subsidiary recourse and non-recourse financing. He is a commentator on Trade & Investment in India and Africa, Financial Regulation in African capital Markets.

**Ram Kolluri** (CFA): Board Chair

Starting 34 years ago at Merrill Lynch, New York Ram moved on to found Global Wealth Management LLC in 1981 which reached \$1 billion in AUM. He has been at the forefront of managing investments starting with managing over \$2 billion in assets of Standard & Poor's Funds in 1993. He has been recognised as a Bloomberg's "Top 250 Wealth and ETF Managers 2001-2006"; "100 Top Financial Planners in America 2001-2002" by Mutual Funds Magazine and many more.

**Dumisa Hlatshwayo** (FCA): Senior Principal

With a focus on Corporate Services and Strategic Assets across the business, Dumisa has acted as CFO and Financial Director in various Blue Chip Companies like Alexander Forbes Financial Services, Aveng Construction and Airports Company South Africa (ACSA). Before this role, he was CIO of an \$800 million Fund in Africa. His other Board positions included PetroSA and Central Energy Fund South Africa.

**Martin Orji** (FCSI): Managing Principal

Providing oversight on Structuring and Origination, he utilises his experience with Banks like CIB Egypt, UBA Nigeria, Zenith Bank Nigeria, Union Bank, IC Bank Ghana, Societe General Bank - all on Franco & Anglo African business expansion and investments. Prior to NR Capital, Martin was a Debt Risk Manager at ING Group UK, and subsequently Group Vice President at Deutsche Bank (in London and Frankfurt), responsible for Global Fixed Income & OTC Investments. He's also a Board Advisor responsible for EMEA strategy at Bowie Capital a London Hedge Fund.

**Jide Bada**: Principal

Jide has spent over 19 years as an investment and capital markets expert starting his career as a corporate lawyer various magic circle law firms. Over the last 15 years he has advised financial institutions and sponsors on corporate structuring; trading & derivatives; and global regulatory advisory; He has significant experience advising UBS and HSBC on equity capital market transactions and in recent years advising ICAP (the largest broker in the world) on cross-border financing advising.

**Segga Sy**: Principal

Segga has spent 25 years working with International Development Agencies executing on Foreign Direct Investments into Francophone West & Central Africa. His experience cuts across running Regional Agencies focused on Trade & Commerce; to leading Private Sector Developers from France, Spain, Japan, Portugal into West Africa. As part of our team he leads on Origination across Francophone Africa - assisting the wider executive on Transport, Real Estate, Power Transactions and Structured Financing.