



SATIG LLC
STRATEGIC ADVISORY TRADE & INVESTMENT GROUP

COMPANY PROFILE

Corporate Finance

Funds Formation and Mobilization (Accredited Funders)

Market Entry & Expansion Advisory

Project Finance

Trade Finance

Treasury Services and Risk Management (via affiliates)

Valuation Consultancy

“SATIG LLC also has numerous teaming arrangements with some of the world’s leading financial institutions, consulting firms and law firms; which positions SATIG LLC to increase its scale and capacity when required for a transaction.”



About Us



Strategic Advisory Trade and Investment Group (SATIG LLC) is a U.S.-based (registering in Ghana) transaction advisory, and consultancy firm specializing in value-added and customized corporate finance advisory, project and trade finance, procurement and international business development services. Our clients are governments, corporations and project companies, as well as companies in emerging markets (Africa, Latin America and Eurasia). SATIG has seasoned professionals recognized for their expertise in investment banking, private equity, corporate finance, project finance, and financial management. In addition, we have dedicated ground teams and alliances that closely monitor socio-economic and political developments that may impact our clients' operations.

SATIG LLC has developed widely recognized expertise in arranging financing for projects on a limited recourse basis. SATIG LLC serves as a loan-originator for a number of lenders of record and accredited financial institutions. **SATIG LLC also has numerous teaming arrangements with some of the world's leading financial institutions, consulting firms and law firms; which positions SATIG LLC to increase its scale and capacity when required for a transaction.** We are experts in raising long-term, competitively priced capital from accredited institutions. This allows us to develop blended finance solution for projects from inception, execution to profitability and expansion. Our creativity and depth of knowledge ensure that clients receive financially sound and timely solutions for projects across multiple industries. From the earliest stages of project development to operational implementation, SATIG LLC can structure innovative financial solutions to meet the unique requirements of project sponsors. We become an extension of your team, allowing you to focus on your core areas of expertise.

SATIG LLC will focus its expertise to help express and quantify the business concept in a project package suitable for potential development, commercial lenders and accredited investors. Our established relationships and experience with funding agencies worldwide allow us to structure and present each project to receive the most favorable treatment possible. During the due diligence stage, SATIG LLC manages your communications with lenders/investors and partners, and negotiates financing terms that are flexible, competitive, cost effective, and minimize recourse to sponsors.

SATIG By The Numbers

SATIG has completed a 3-year mandate as a Transaction Advisor to the Development Bank of Southern Africa (DBSA) with a particular emphasis on developing innovative financial instruments to finance over 1.8 GW of power projects (REIPPP Program) with a initial transaction value of **over \$3 Billion USD**. The mandate was awarded the SATIG consortium following a competitive bidding and evaluation process involving some of the world's leading consulting and advisory firms.

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SATIG LLC recently selected as part of a consortium to advise the Ministry of Energy (Ghana) to determine the technical, financial and economic viability of building, investing in, and operating decentralized minigrids to support energy access for more than 50 un-electrified communities including islands and lakesides communities that form the Afram Plains South District in Ghana. SATIGs primary role is as project manager and developing the funding structure to mobilize **\$10 Million USD** for the first phase of the project.

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SATIG LLC led team informed of its selection as the transaction advisor to formulate, structure and raise blended matching financing in excess of **\$800 Million USD** for a Southern African nation's first Infrastructure fund. The second phase would involve converting the fund into a Development Bank after 3 years to 5 years.

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\$200 Million USD

SATIG LLC recently appointed as joint transaction advisor to TransNamib to structure and raise expansion capital.

\$28 Million USD (Phase 1)

\$30 Million USD

Secured commitments for two Ghanaian Power Generation Projects.

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Secured commitments for Ghanaian Banks in excess of **\$100 Million USD**

\$20 Million USD Debt Raise

Co-Transaction Advisor for Kenyan Leasing company and **\$11 Million USD** debt restructuring of Zambian Logistics company.

Sectors



Agriculture



Energy & Power



Financial Services & Fintech



Manufacturing



Oil & Gas



Real Estate/Hospitality



Telecommunications & ICT



Transportation

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Our Experts



In addition to our experts listed below, SATIG LLC has strategic alliances with some of the world's leading engineering firms, law firms, consulting firms, financial institutions, and advisory firms to provide a truly holistic, bespoke approach to meeting client needs.

BENJAMIN GYEPI-GARBRAH II, Managing Director

Benjamin Gyepi-Garbrah II is the Founder and Managing Director of SATIG LLC. He has over 20 years of project management, finance, and business development experience working with the world's leading financial institutions in the United States and Europe, including The Capital Group Company, Capital Research and Management, Goldman Sachs and ING Group, where he has developed and initiated numerous transactions (in the transportation, technology, telecommunications, financial services, manufacturing, hospitality, energy and power sectors in the United States, Europe, Asia and Africa. In his role as Managing Director at SATIG LLC, Ben develops and provides strategic direction and establishes in-country teams to source and complete transactions. He also develops project life cycles for numerous projects, including those focused on identification development, appraisal, negotiation, programming, implementation, supervision, and monitoring and evaluation. In addition, he spearheads international business development initiatives for institutions seeking new market opportunities and works closely with a number of the world's leading Development Financing Institutions and Export Credit Agencies. Ben has led SATIG during its selection as an Enterprise Development Network Advisor to the Overseas Private Investment Corporation (OPIC) and recently served as the lead SATIG transaction advisor to the Development Bank of South Africa (DBSA) under a U.S./South Africa government mandate. Ben is a key advisor to numerous CEOs and boards. Mr. Gyepi-Garbrah is a graduate of Middlebury College and also studied at Harvard Business School (Summer Ventures Program), the University of Ghana, and the Ghana Stock Exchange (Intern). He is also a contributing author on the Handbook on Franchising in Africa.

KOJO BLANKSON, Director

Mr. Blankson is responsible for developing SATIG's corporate finance practice, particularly in the financial services, oil and gas, power and energy sectors in emerging markets. He directs the firm's comprehensive due diligence, deal screening and selection, financial analysis, modeling, valuation, and negotiations practices. He also assists in developing business and corporate strategies and crafting optimal financing solutions and deal structures for trade and project finance deals. Mr. Blankson also oversees the preparation of credit proposals, pitch-books, investment memoranda, and term sheets to assist client financing, capital raising and M&A initiatives. Before joining SATIG, Mr. Blankson worked on Wall Street for JP Morgan, HSBC and Lehman Brothers. Mr. Blankson attended The University of Chicago Booth School of Business, receiving his MBA with concentrations in finance, international business, accounting and economics. In addition, he completed a comprehensive Financial Modeling Seminar presented by Training the Street. Mr. Blankson is a graduate of Middlebury College, where he studied Political Science and Japanese Language, graduating with high honors and as a College Scholar, and an alumnus of the Groton School.

ROBERT O'BRIEN, Director

Mr. O'Brien has been an investment banker for 30 years, most of which was as Managing Director at Salomon Brothers and Bear Stearns Investment Banking Department, where he focused on Canada, the global mining and telecommunications sectors, and restructuring and privatization. He was responsible for developing the firm's investment banking business and specializing in oil and gas, metals and mining, telecommunications, global capital markets, and foreign privatization. Mr. O'Brien provided critical advisory services for MinelInfo, a Mongolian holding company, in creating an investment banking firm. He has also advised on FDI in Mongolia, including the initial investment of Peabody Energy. Mr. O'Brien recently completed the Nigerian Gas Policy for the gas-fired power sector and the strategic sale of 51% of Nigerian Telecommunications plc to a Nigerian-led consortium, which included BT Group plc. Previously, Mr. O'Brien advised the Government of South Africa in privatizing its incumbent telephone services provider, Telkom SA Limited, and its affiliate, Vodacom, the largest mobile operator in partnership with Vodafone plc. Mr. O'Brien has a BS/BA in Mathematics and Physics from Massachusetts Institute of Technology/Boston University and an MBA from Columbia University.

KEITH SPARKS, Special Advisor

Mr. Sparks now works at Clean Line Energy Partners where he leads the development efforts of the Centennial West Clean Line, a high-voltage direct current transmission line that will transport 3,500 megawatts of wind power from eastern New Mexico to southern California; and the Western Spirit Clean Line, a 200-mile transmission line projected to transport 1,500 megawatts of wind power from central New Mexico to markets in the western United States. Mr. Sparks is also Managing Director at Exodus Energy LLC, which develops, finances, and operates select international energy assets. At Exodus, Mr. Sparks advised GE Capital, ArcLight, Kingdom Holdings, and Arab Petroleum Investments Corp. on direct equity investments across the energy chain. Many of the transactions initiated or led by Mr. Sparks were first-of-their-kind development projects or financings that continue to perform well despite the absence of local regulatory or legal precedent and/or the presence of historically antagonistic stakeholders.

SHARIF A. TOURAY, ESQ, Special Advisor

Sharif Touray has wide-ranging experience in international and domestic project finance, Islamic finance, and other secured-financing transactions, including electric power, telecommunications, and other infrastructure projects. In his more than 20 years as an international and structured finance lawyer, Mr. Touray has worked on numerous foreign and U.S. domestic electric power, telecommunications, natural resources, and oil and gas projects, as well as process plants and manufacturing facilities. He has represented numerous parties, including AES, Diamond Energy, MMC Energy, Kamine Bessicorp, GE Capital, Bank of America, Bank of New York, IBJ Schroeder, and U.S. Exim Bank. Mr. Touray has also served as an expert witness in connection with construction disputes. Mr. Touray previously served as Managing Director and Counsel at GE Capital's Structured Finance Group, and practiced law at Chadbourne & Parke and Cadwalader, Wickersham & Taft. More recently, Mr. Touray has been advising various government and private clients on public-private partnership infrastructure projects in many African countries. Mr. Touray studied Rock Mechanics at Imperial College (London) and earned his Juris Doctor at St. John's University School of Law. He speaks six languages, including Arabic, French, and Hausa.

MARCUS C. STEWART, Consultant

Mr. Stewart plays is a consultant with SATIG's oil and gas, power, and energy practice. He is experienced in all aspects of deal execution and corporate finance advisory services for energy and chemical transactions. His expertise includes modeling and analysis for negotiations of multi-billion-dollar international transactions, and he has engaged in the structuring and negotiation of deals throughout the world. Mr. Stewart has worked in the energy and chemicals sector, both directly in the industry and as a banker and consultant with leading international companies such as Exxon Mobil and Deutsche Bank. His prior experiences include a U.S. \$166M Sukuk debt offering for U.S.-based oil and gas assets; the evaluation of oil and gas assets in the Middle East, Africa, and South America; and a U.S. \$1.6B IPO in the chemicals sector. He has extensive global commercial experience in energy advisory, oil and gas services, chemicals, and international M&A, and is well versed in competitive analysis of the global petrochemicals, LNG industries, and the economics of oil and gas fiscal regimes such as production sharing agreements, service agreements, and tax and royalty regimes. Mr. Stewart has an MBA from the Stanford Graduate School of Business, a Master's in Mechanical Engineering from the Massachusetts Institute of Technology, and a B.S. in Mechanical Engineering from the University of Tennessee.

COURTNEY VAUGHAN, Consultant

Ms. Vaughan is an investment banker specializing in leveraging finance to support economic development. With over 20 years of experience in corporate and global finance, financial instruments, institutions, and markets, Ms. Vaughan is adept at developing growth strategies focusing on financing and investment, alliance and institutional building, and cross-border risk mitigation. During her time on Wall Street, she provided operational support for up to U.S. \$2 billion in syndicated deals for Chase Manhattan Bank and supported a team to restructure U.S. \$33 billion in sovereign debt finance for Latin American countries under the Brady Bonds Guidelines. She is skilled in econometric and financial

modeling, cost benefit analysis, and quantitative techniques, and she has lectured in the fields of finance at George Washington University, and mathematics at the State University of New York, Maritime College. Ms. Vaughan's country-level experience includes Algeria, Armenia, Bangladesh, Benin, Cameroon, Chile, China, Egypt, Equatorial Guinea, Estonia, Ethiopia, Gabon, Georgia, Ghana, Hungary, Iran, Jamaica, Jordan, Kazakhstan, Lebanon, Morocco, Nigeria, Poland, Romania, Sao Tome Principe, Slovak Republic, Senegal, South Africa, Syria, Togo, Trinidad & Tobago, Tunisia, Ukraine, Venezuela, West Bank/Gaza and Yemen. Her sector-level experience includes the energy, telecommunications and information technology, tourism, transportation, housing, education, and financial sectors.

Ms. Vaughan holds a BA in Economics and a minor in Mathematics from Fordham University, and an MPA degree from the Columbia University School of International and Public Affairs. She studied graduate-level economics at Columbia University, New York University, and Fordham University, and transportation management at the State University of New York Maritime College graduate program. Ms. Vaughan also holds a certificate in Managing Fiscal Risk from the World Bank Institute.

EMMANUEL ACHEAMPONG-BONSU, Analyst

Emmanuel is an analyst with SATIG LLC and supports the firm's varied engagements in Investment Banking, Corporate and Project Finance, and Capital Raising. He has 5 years' experience in research, financial analysis, and business valuations across many industries. He is currently part of a team developing an Information Memorandum (IM) for raising financing on a major railway revitalisation project in Ghana, in addition to other projects geared towards Ghana's industrialisation programmes.

Earlier, before joining SATIG LLC, he worked as business analyst at Sync Consult Limited, a Management and Financial Consulting Firm in Ghana. He was involved in all the service lines of the firm which spanned Corporate Finance, Business Valuation (BV), Strategy Development, Economic Analysis and Social Development services. His responsibilities for the various service lines included financial analysis, business performance analysis, research, financial and operational reviews. Among other things, he led the update of the Sync Market Beta report and conducted the beta analysis for stocks (up to 2015) on the Ghana Stock Exchange. He was also involved in several BV assignments including the valuation of 16 investment portfolios under the Ghana Venture Capital Trust Fund in 2014.

The sectors Emmanuel has worked in include the railway, agribusiness, real estate, hospitality, healthcare, mining, and financial services sectors among others.

Emmanuel holds a BSc. Administration (Accounting option) degree from the University of Ghana Business School and is a member of the African Association of Certified Valuation Analysts (AACVA).

ALEX KADZITU, Deal Originator (East Africa)

Alex Kadzitu is a Deal Originator with the SATIG LLC team focused on growing the SATIG LLC deal pipeline in East Africa and India. He is an experienced Management and Distribution professional, with both local and global experience in Financial Investments and Planning. He was responsible for building the largest Independent Financial Advisors network in East Africa. He has worked for a leading investment management fund house in Kenya, where he was responsible for the set up and establishment of funds and growing the distribution network both locally and globally.

- His experience in securing new customers, analyzing market and competitive trends, negotiating and closing profitable deals, and nurturing beneficial relationships he attributes to profit-driven focus and exceptionally honed interpersonal skills. By leveraging product expertise and keen insight to implement strategic sales and marketing solutions, Alex excels at connecting with key decision makers and quickly building profitable, lasting partnerships that sustain revenue growth.
- Consistently outperforming corporate sales and revenue goals through the development of aggressive and successful business initiatives and effective sales team leadership, propelling drastic sales revenue increases while minimizing corporate expenses.
- Forging trusting and enduring relationships with customers, management teams, and peers to maximize client retention and satisfaction.
- Utilizing superior team leadership, communication, and organizational skills to achieve maximum sales and the highest level of customer service.
- Dedication to creating solid and productive partnerships, along with my steadfast motivation to meet and exceed sales targets, characterizes my career accomplishments especially in the B2B space for the last 6 years.
- These skills, combined with my articulate presentation talents, make him an invaluable member of the SATIG family.
- Alex holds a B.A Economics degree from the University of Nairobi.

MR. PHILIP GREY, Advisor

Mr. Philip Grey is an Advisor for SATIG with 17 years European and Pan African experience. Served in various management positions in industry, banking and financial services. He is a suitably qualified and results-oriented Chartered Accountant and consummate Investment Banking Professional with successful experience in positions of increasing responsibility and duties. Philip is one of the SATIG infrastructure structuring and financing specialist, previous position was with the GIBB (Pty) Limited as Managing Principal - GIBB Capital Division. Other positions held over the tenure of his my career are Company Accountant with one of the world's biggest mining companies (First Quantum Minerals Limited), External Auditor and Consultant for two Big 4 firms (Deloitte and De Chazel Du Mèe Chartered Accountants SC for the then Arthur Andersen in Africa), Manager Operations for one of the world's largest banks (Citibank), Assistant Vice President for a top 10 investment bank (Credit Suisse), Vice President in the number one investment bank in the world (Goldman Sachs), Regional Subject Matter Expert and Regional Business Manager for Africa largest bank (Standard Bank Africa) and Group Head Retail and Consumer Banking for Nigeria's fourth largest bank (Access Bank Plc).

“We become an extension of your team, allowing you to focus on your core areas of expertise.”



Our Clients

Served by SATIG'S key members and consultants:





SATIG LLC
STRATEGIC ADVISORY TRADE & INVESTMENT GROUP



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