

Walk a
new path

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Merson Capital is a diversified holding company that invests early equity and subordinated debt in firms, projects and physical assets.

Merson Capital consults and invests in these key business sectors:

- Built Environment
- Energy
- Transportation
- Healthcare
- Services

Our purpose is to “Walk a New Path”. We seek positive social impact and commercial success for ourselves and partners by developing and managing innovative businesses in our dynamic West African market.



Merson Capital

Portfolio



Ubuntu is a microfinance institution that specializes in asset finance and small business loans.



Harvey Properties Limited is a real estate developer, primarily engaged in the development of mid-market to premium residential and commercial properties in prime locations.



Greycrest Construction is a D1K1 classified construction firm that provides civil engineering & construction services. It also produces and supplies sandcrete blocks, paving blocks and other concrete products.



Personnel Practice is a human resource management firm that specializes in Recruitment Consulting, Executive Recruitment and Managed Employee Services.



CONCEPTS | PROJECTS | ASSETS

Merson Consulting offers Transaction Advisory, Project Development, Asset Optimization & Administrative Support services across the Built Environment, Energy, Healthcare and Services sectors.



Merson Properties Management offers Brokerage Services and Facilities Management Services for prime residential and commercial properties.

Merson Consulting caters to its clients' advisory needs within the Built Environment, Energy, Transportation, Healthcare and Services sectors.

Our service offering covers:

Project Development

We assist project developers and investors to appraise, design, implement and manage sustainable projects in a project advisory, project management or turnkey role to achieve optimised economic returns.

Asset Optimization

We assist asset owners to assess the economic returns on their assets and optimize asset utilization to improve economic yield.

Transaction Advisory

We use our expertise as well as the technical and financial resources of our affiliates to assist our clients to plan and appraise their capital investments and properly negotiate transactions with counterparties to achieve our clients' business objectives.

Merson Consulting

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CONSULTING

CONCEPTS | PROJECTS | ASSETS

The 3 pillars that ensure successful execution of our mandates are:

Versatility

Our versatile approach ensures that we give each transaction a high-level of attention while working swiftly to achieve our clients' objectives.

Expertise

Our team brings a reputable track record in international capital raising for emerging market firms and projects.

Diligence

We conduct detailed due diligence and analysis of different scenarios with our clients to ensure that we end up operationalizing the most optimized solution.



A selection of our mandates:

Natural Gas Infrastructure Project.

USD 600MM.

We are the lead transaction advisor for MOGS International (Pty) Limited in respect of project appraisal, concept development and project management for the acquisition and development of a natural gas transmission pipeline network in Ghana. This project will implement an onshore and offshore gas pipeline from Takoradi to Tema to deliver gas to the power plants in the Aboadze Power Enclave and onward to the Tema Power Enclave.

Refined Petroleum Products and Gas Distribution Infrastructure.

USD 430MM.

This project was promoted by BOST Pumpuni Terminal Limited (BPTL), a joint venture between Bulk Oil Storage and Transportation Company Limited (BOST) and MOGS International (Pty) Limited, to develop new petroleum products and LPG storage terminal at Pumpuni, Western Region, Ghana. Merson raised project development funding for the project and served as the Project Manager and Transaction Advisor throughout the project development process.

Structuring and negotiation of bank guarantees for Karpowership IPP Project.

USD 79MM.

Electricity Company of Ghana (ECG), being ultimately responsible for the provision of fuel for power generation, granted a fuel supply contract to BOST and its fuel trading partners, who in turn established the guarantees in favour of Karpowership on behalf of ECG under the Power Purchase Agreement between the two parties for a 450MW power barge. Merson proposed the structure and advised on the negotiation of the Term Sheet for the guarantees and the Fuel Supply Agreement.

Tema Offshore Mooring Facilities – Single Point Mooring & Conventional Buoy Mooring Concession.

USD 90MM.

Merson Consulting was the Lead Transaction Advisor to Tema Oil Refinery Limited (TOR) for the acquisition of offshore mooring facilities (SPM, CBM and a Jetty) for the receipt of crude oil and refined petroleum products as well as the sale of shares in Ghana Petroleum Mooring System Limited (GPMS), a special purpose vehicle set up to operate and maintain the facilities.

A selection of our mandates:

Debt Raise *USD 30MM.*

A Toronto Stock Exchange (TSX) listed exploration mining firm, based in Accra, mandated Merson Capital to raise debt capital to fund its expansion plans. The funds were successfully raised from Standard Chartered Bank PLC, London, UK. All terms and covenants were agreed to. The directors eventually opted to do a secondary listing on the TSX on the back of a spike in the share price.

Business Restructuring

Main Investments Limited (now Merson Consulting) was Lead Local Advisor on the Business Restructuring and Community Relations mandate for a TSX listed junior gold explorer.

Equity Raise *USD 750,000*

A junior oil and gas explorer mandated Main Investments Limited (now Merson Consulting) to raise seed capital to fund the initial commitments of acquiring marginal oil blocks in Nigeria and gas assets in Kenya. The funding was raised from High Net Worth individuals.

Toronto Stock Exchange (TSX) Listing *USD 46 million*

Main Investments Limited (now Merson Consulting) was the Local Advisor to an Accra based exploration mining firm on the listing process on the TSX. This was the first listing on the TSX of a firm, originated and solely operating in an African country.

Personnel Practice provides human resource management solutions to businesses. It currently recruits for clients across the manufacturing, retail and mining sectors and has about 1,500 employees under management for these clients.

We specialize in Recruitment Services and Managed Employee Services (Agency).

Our experience in Human Resource Management and Industrial Relations, coupled with our state-of-the-art human resource management infrastructure, ensures that our services are geared towards reducing clients' in-house Human Resource Management load without compromising productivity.

Our Clients:

- Geodrill
- Global Exploration Services
- Outotec Ghana Limited
- Food Tech Industries
- Poly Kraft
- Poly Sacks
- Poly Products
- Poly Roto
- Sonnex Packaging
- Hexagon Industries
- Mivisa
- Somotex
- Electromart
- PW Mining

Personnel Practice



Ubuntu Capital is licensed by the Bank of Ghana as a tier 2 microfinance company. Ubuntu's vision is to be the preferred lender and financing partner to small and micro businesses in Ghana.

We provide micro, small and medium-sized enterprise clients with timely financing as well as functional business monitoring systems to enable them access capital required to drive business growth and manage economic risks respectively.

Our model is based on:

- Provision of timely financial assistance to Micro, Small and Medium Sized Enterprises.
- Use of technology to enhance the efficiency of our operations and our customers' experience.
- Diligent scanning of the business environment and clients' businesses for early detection and management of risks.

Ubuntu Capital Microfinance

Harvey is intent on yielding a competitive return on investment to both investors and property buyers by delivering high quality, value-driven residential and commercial properties in great locations.

Our design philosophy ensures that we use great design and high quality materials to consistently deliver user-friendly, comfortable, sustainable and safe spaces for residents and businesses.

Harvey Properties

Our Projects:



1. Oceanfront @ Bishop's Court

Oceanfront @ Bishop's Court will be a mixed-use development offering modern serviced offices, mid to high-end residential apartments, a 3-star hotel, a food court and food stalls along an oceanfront promenade, a themed kids playground with a Ferris Wheel, a multi-functional auditorium, an Anglican Church museum and a retail center.

2. Harvey Village

Harvey Village is a 55-unit residential development in Oyibi, Accra. This development includes:

- One-storey 2-bedroom semi-detached expandable units;
- One-storey 3-bedroom semi-detached units and
- Two-storey 3-bedroom semi-detached units, with a commercial centre, open-air auditorium, kids playground and gym .





3. Junction House

Junction House will be a 3-storey mixed-use development, consisting of retail space on the ground floor, office space on the first floor and two 2-bedroom apartments on the second floor. Located at School Junction, Nmai Dzorn, Accra. The retail space will be suitable for banks, pharmacies, telecom retail, etc.



4. The Palms

The Palms is a gated residential community at Tesano, a suburb of Accra. This project was sold out off-plan and completed in May 2014.



5. Harvey Terraces

Harvey Terraces consists of 18 two-bedroom terraced houses with domestic staff quarters, 2 three-bedroom apartments, 4 retail shops and spacious parking spaces. It is a 20-minute drive from Ghana's International Airport and a 2-minute drive from the Legon Botanical Gardens. Harvey Terraces is a primarily residential complex located at North Legon, Accra.

Greycrest Construction Limited is a D1K1 classified construction firm that offers civil engineering and construction services as well as the production and supply of sandcrete blocks, paving blocks and other concrete products.

Safety, efficiency and reputation buttress all that we do, and this ensures that every project we complete is a sales pitch for us.

Greycrest Construction Limited



Completed Projects:

Harvey Terraces

Construction of 18 two-bedroom terraced houses with domestic staff quarters, 2 three-bedroom apartments, 4 retail shops and infrastructure works.

The Palms

Construction of a gated residential community and infrastructure works.

Oasis Court

Construction of four 5-bedroom homes, installation of solar back-up power and infrastructure works.

Ongoing Projects:

Junction House

Construction of a 3-storey mixed-use development, consisting of retail space on the ground floor, office space on the first floor and two 2-bedroom apartments on the second floor.

Anglican Diocese of Accra (ADOA)

Two projects to develop mixed-use facilities including recreational and conference facilities.

Merson Properties is a property management firm that offers property brokerage and management services for residential and commercial properties.

Our brokerage services cover sale and rental of residential and commercial properties, while our property management services cover the procurement and management of tenants (including the negotiation of rent rates), management and resolution of complaints, management of tenant move-outs, planning and execution of preventive maintenance and repairs, where necessary.

Our Clients:

- AU Presidential Mansion
- Harvey Terraces
- Oasis Court
- Diamond Hill
- Ubuntu Capital
- Calabash Green

Merson Properties Management

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PROPERTIES MANAGEMENT



Board of Directors

Randall Obeng-Sakyi

Chairman

Randall is the Board Chairman and also serves as Merson Capital's Legal Counsel.

Randall is the Senior Partner at Obeng-Sakyi & Sogbodjor. He has advised several Ghana Club 100 and multi-national firms on their investment transactions in Ghana.

Yaw Benneh-Amponsah

Managing Director

Yaw has led Merson Capital since its inception.

He previously served as the CFO at Geodrill Limited for about 10 years. During his tenure, Geodrill's revenues and profitability grew by over 26 times.

He was involved in the founding and listing of Azumah Resources Limited and Castle Minerals Limited on the Australian Stock Exchange.

He holds a BSc Business Administration (Banking and Finance) from the University of Ghana and a PGDip Financial Strategy from Saïd Business School, Oxford University, UK.

Kwame Aryeh

Executive Director (Finance)

Kwame is the Finance Director at Merson Capital and has led transactions worth over an aggregate of USD 500m.

He has over 9 years of global experience from Citigroup and Bank of America Merrill Lynch where he worked on deals worth over USD 150 billion.

He holds an MBA with specializations in Economics, Corporate and International Finance from Leonard N. Stern School of Business, New York University (NYU).

Samuel Arthur

Executive Director (Operations)

Sam provides direction on the operational requirements for each mandate, risk analysis and research.

He has over 10 years work experience on Wall Street with Salomon Smith Barney and MF Global.

He was the Group Head of MF Global's Energy, Metals and Agricultural counterparty risk portfolio, which had a market risk in excess of USD 3 billion.

Sam holds a BSc Business Administration (Finance) from the University of North Carolina and a MSc Finance from George Washington University.

Michael Nyarko

Non-Executive Director

Michael is a results-generating CEO with over 10 years experience propelling high sales growth in the construction and real estate industry.

He previously served as the Logistics Manager at Geodrill Limited where he managed freights of over USD 100 million monthly.

Michael holds a BSc Business Administration (Banking & Finance) from Central University College, Ghana and a PGDip Finance from Leicester University, UK.

Key Staff

Eric Yankah

Eric Yankah is Merson Capital's lead consultant on energy mandates.

He is a Director at Ghana Gas Company Ltd. where he provides strategic direction to the company in the setup of its gas processing plant, pipelines, gas agreements, tariffs as well as internal corporate and control structures.

Eric holds a BA in Economics and Statistics from the University of Ghana and a Masters in Public Administration from the Kennedy School of Government, Harvard University, USA.

Frank Boateng

Frank Boateng is responsible for the daily operations of Personnel Practice and Merson Properties Management.

He is a qualified Accountant (ACCA) and a finalist candidate of the Chartered Institute of Taxation, Ghana.

Y.B. Amponsah

Y.B. Amponsah serves as a Principal Consultant to Personnel Practice.

Mr. Amponsah is a renowned Labour expert with over 35 years experience in human resource management, industrial relations and sustainable community development.

Prior to joining Merson, he served as General Manager-Human Resource and Community Development first at Ashanti Goldfields Company Ltd. and then Anglogold Ashanti Ltd. for 25 years. He later joined the Fair Wages and Salaries Commission in 2008 as Operations Director.

Patricia Tweneboaa-Kodua

Patricia Tweneboaa-Kodua is the Finance & Administrative Officer.

She manages Merson Capital's investment portfolio and provides investment advice and recommendations. She also assists with the preparation of Merson Capital's financial reports.

She holds a BSc. in Banking and Finance from Central University.

Rexford Agyekum

Rexford Agyekum manages the administration, accounting and financial reporting functions for Merson Capital.

He has rich experience in financial management and reporting from his years at KPMG and Access Bank.

Rexford has a BSc. in Information Studies and Sociology from the University of Ghana and is a finalist candidate of the Institute of Chartered Accountants.

Edward Aggrey

Edward Aggrey is an experienced civil engineering professional with over 16 years experience in the construction industry.

His knowledge and experience span a wide range of civil engineering tasks and project management.

Edward holds an HND in Civil Engineering from Takoradi Polytechnic.

Edem Gadogbe

Edem Gadogbe is the direct lead on all technical and project management tasks.

He holds a BSc in Civil Engineering from the Kwame Nkrumah University of Science and Technology and an MBA in Project Management from GIMPA, Ghana.

Edem is a Certified Project Management Professional with the Project Management Institute.



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CAPITAL

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