

# BHM Construction International (UK) Limited

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Corporate Presentation

March 2023

BHM Construction International (UK) Limited

The Scalpel

18th Floor, 52 Lime Street

London EC3M 7AF

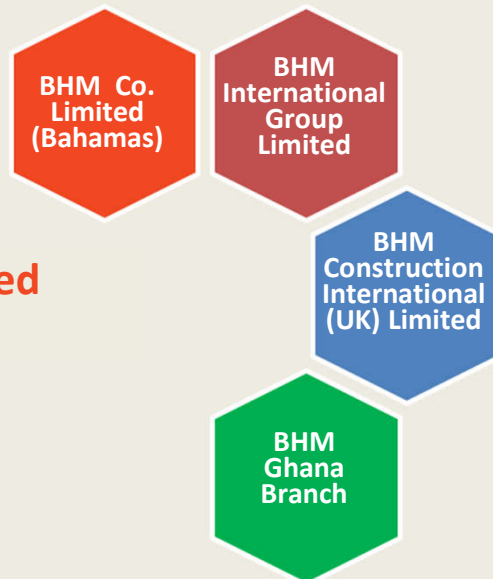


**BHM in the Bahamas was founded in 1984 by a group of Bahamian businessmen, some of whom remain on the Board of the Company to this day.**

As well as the Company operating very successfully and diversifying over the years, our Board has also expanded their own success outside the construction industry in such sectors as shipping, mining, real estate and retail - this wider experience to help support the executive management of BHM to grow a quality business. We fully understands the steps that have to be taken to gain the trust of our new clients and how to deliver successful projects that are immediately recognized for their quality, durability and technical excellence

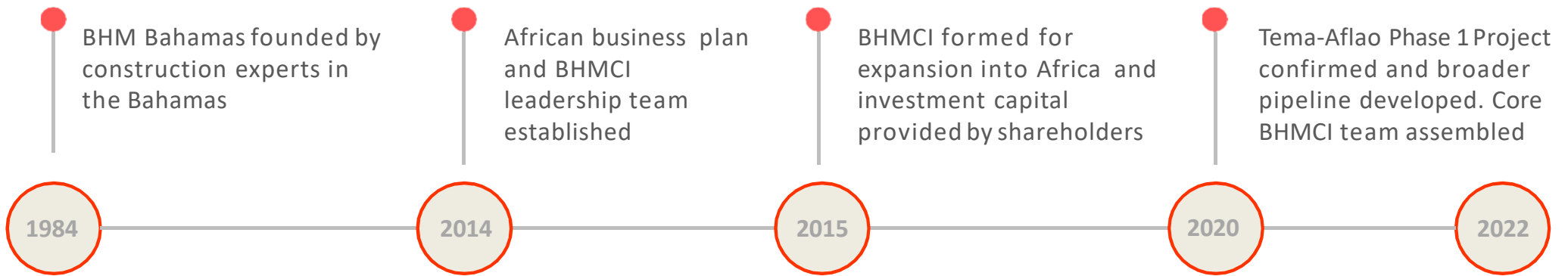
This success has led to the aspiration by the Board and the management team to see the brand grow and seek new and exciting challenges in the vertical construction sector as well as new challenges within our existing infrastructure works both in the Caribbean and Africa. The result was the creation of the BHM Construction International (UK) Ltd – “BHMCI”

## **BHM Affiliated Companies**





# Key Milestones



**To date, BHM has completed in excess of 3,000 projects, including major infrastructure and construction projects, and the improvement / maintenance of roads for the Government of the Bahamas as well as various private companies**



# BHM CONSTRUCTION INTERNATIONAL (UK) Ltd

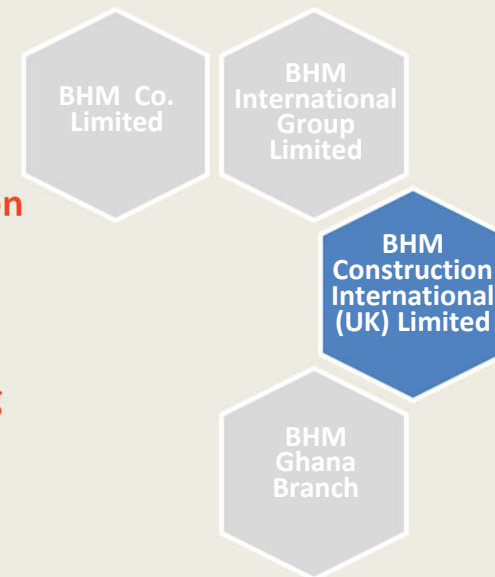
**BHMCI is primed to execute its international strategy having built a reputation for high quality infrastructure development in the Bahamas and the wider Caribbean region**

The team has a vision to develop a highly personalised service offering focused on the design, financing and delivery of complex projects across road works, airports, rail and sea-ports. BHMCI's value-added proposition combines its access to UK Export Financing with highly technical expertise and meticulous planning, including detailed early-stage feasibility studies, the development of business cases alongside key stakeholders, and in-house management of technical design elements to ensure the successful financing and execution of each project.

This approach uniquely positions BHMCI in the developing countries infrastructure market and differentiates the business from lower quality providers that lack the requisite expertise to carry out complex turnkey solutions and successfully finance and deliver high-impact projects.



Having operated in the Bahamas for over 40 years, BHM formed BHM Construction International (UK) Limited "BHMCI" to focus on the considerable infrastructure opportunity within developing countries.





# BHMCI Team

The BHMCI team is comprised of highly experienced project directors, consultants and technical experts that bring a proven track record in the successful end-to-end delivery of high-impact civil engineering and infrastructure projects in developing economies.

**Anthony Myers**  
*Shareholder, Director*



Anthony is the founder of the Company. He has diversified his portfolio of interests to include bitumen production, aragonite mining as well as marina, commercial and residential real estate in the USA, Europe and the Caribbean.

**Ebbe Saidi**  
*Shareholder, Director*



Ebbe joined BHM in 2000; a Chartered Engineer with over 25 years' experience in the civil construction Industry including marine, airport and major highways. He is a licensed Professional Engineer and General Contractor in the Bahamas.

**Phil Atkinson**  
*Shareholder, Director*



Phil has over 30 years experience in the infrastructure construction industries. He holds advanced degrees in engineering and has international expertise across planning, negotiation and execution of design, build and maintenance projects.

**Bruce Morton**  
*Technical Director*



Bruce is a construction and engineering specialist with over 20 years experience in the design, planning and execution of airport, road and rail projects. across 20 countries on 5 continents delivering over USD 5 billion in infrastructure works.



**BHM**

**Adrian Wilson**  
*Project Finance Director*



Adrian is an internationally experienced finance manager with specialist knowledge of the African region having worked for a Civil Engineering and Mining company in Ghana. He is experienced in Export Credit Finance of infrastructure projects.

**Paul Walker**  
*Engineering Manager*



Paul is an experienced managers of civil engineering projects in Africa. He has 40 years experience across a diverse range of construction disciplines including roads, harbours and marine works

**Phil Geddes**  
*SHEQ Manager*

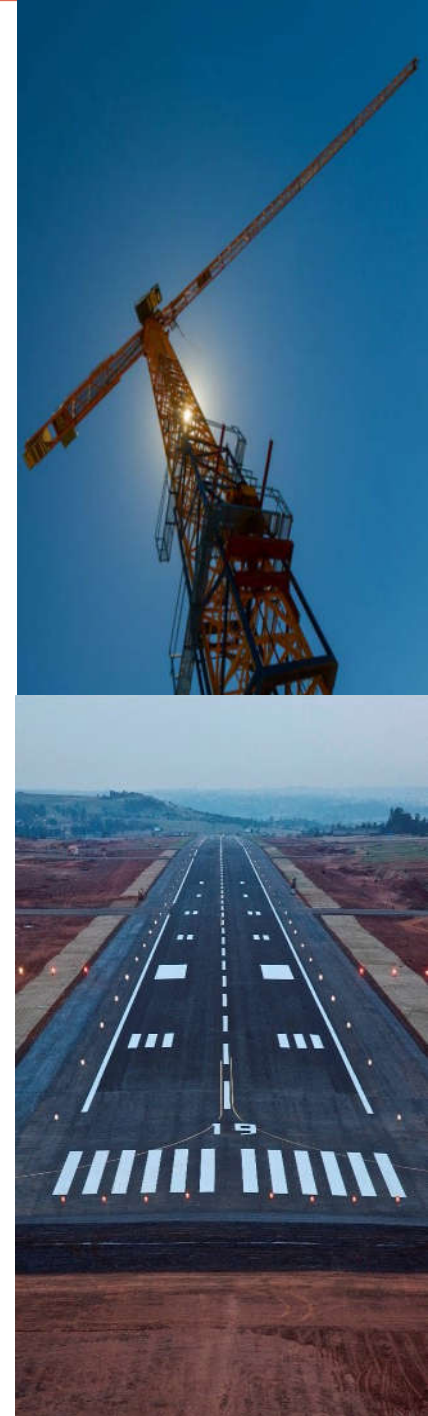


Phil is a proactive occupational and environmental, health and safety manager with 30 years' of experience in the construction and automotive industries.

**Dermot Keelan**  
*Finance Manager*



Dermot is a financial manager with 12 years experience in the finance and construction sectors. He is chartered accountant having work experience in both Europe and Africa

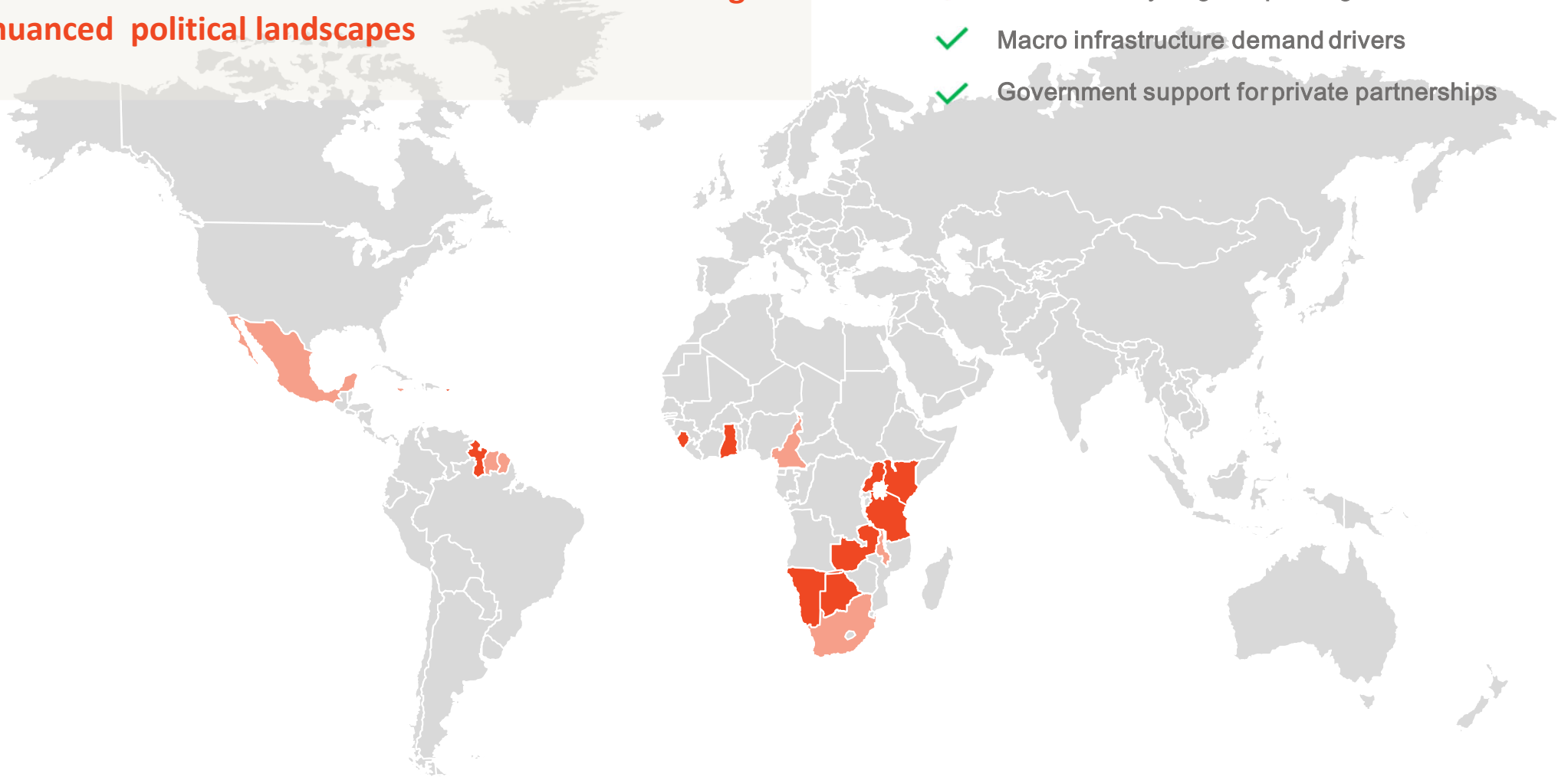


# Area Focus

BHMCI has identified countries, predominantly within the Sub-Saharan Africa, South America and the Caribbean as highly attractive targets for future infrastructure projects. This is underpinned by a thoroughly developed thesis on the various region's macro environment and a detailed understanding of nuanced political landscapes

## Key attributes for attractive regions

- ✓ Stable political landscape
- ✓ Strong anti-corruption culture
- ✓ Meets Export Credit Finance requirements
- ✓ Predominantly English speaking
- ✓ Macro infrastructure demand drivers
- ✓ Government support for private partnerships



# Service Offering and Core Capabilities



## RoadWorks

Highways & roads  
Bridges & flyovers



## Airports

Runways  
Terminal Buildings



## Marine and Ports

Container terminals  
Intermodal facilities



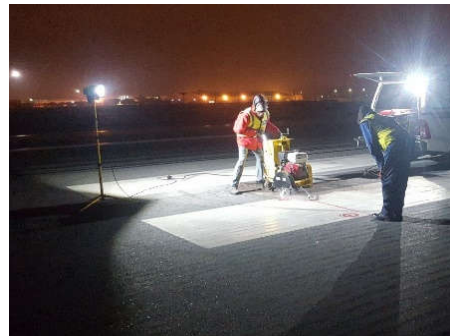
## Site Development

Earthworks  
Services



## Asphalt Manufacture

Asphalt Production  
Performance Grade Mixes



## Electrical

Airfield, Marine, Street  
Fibre Optic



## Water & Sewerage

Reticulation  
Testing & Commissioning



## Drilling

Drainage  
Injection Well



# BHMCI Finance Design and Build Offering

**BHMCI directly addresses two fundamental challenges impacting African infrastructure development:**

- ✓ **Projects lack funding**
- ✓ **Providers lack end-to-end technical knowledge to plan and execute high-impact projects**



*Inception*

*Completion*

Thorough planning with feasibility studies to understand project requirements.

Building detailed business cases in partnership with each client.

Transparent outlining of all risk factors to enable successful management and mitigation.

## DESIGN AND PLANNING.

BHMCI spends significant time tailoring each project to long-term government infrastructure goals, effectively bridging political cycles and ensuring completion of high-impact projects.

Highly detailed designs, feasibility studies and business plans are drafted alongside all stakeholders, including the capacity to assess and mitigate key technical and financial risks associated with large-scale infrastructure projects.

Thorough planning with feasibility studies to understand project requirements.

Building detailed business cases in partnership with each client.

Transparent outlining of all risk factors to enable successful management and mitigation.

## FUNDING AND IMPLEMENTATION

BHMCI structures and secures flexible project financing for its Government clients in partnership with the UK Export Finance (“UKEF”) and local finance providers. Over the last decade, UKEF has deployed £3 billion for projects in Africa, c.£800m of which was in 2020 alone.

BHMCI has extensive experience working with relevant stakeholders to obtain requisite cabinet and parliamentary approvals, avoiding any delays in getting projects off the ground.

Thorough planning with feasibility studies to understand project requirements.

Building detailed business cases in partnership with each client.

Transparent outlining of all risk factors to enable successful management and mitigation.

## EXECUTION

BHMCI offers complete project management services, working closely with local partners to meet project deadlines and cost objectives. The Company manages the entirety of the construction project together with a team of specialist consultants and subcontractors.



# Export Credit Agency Projects

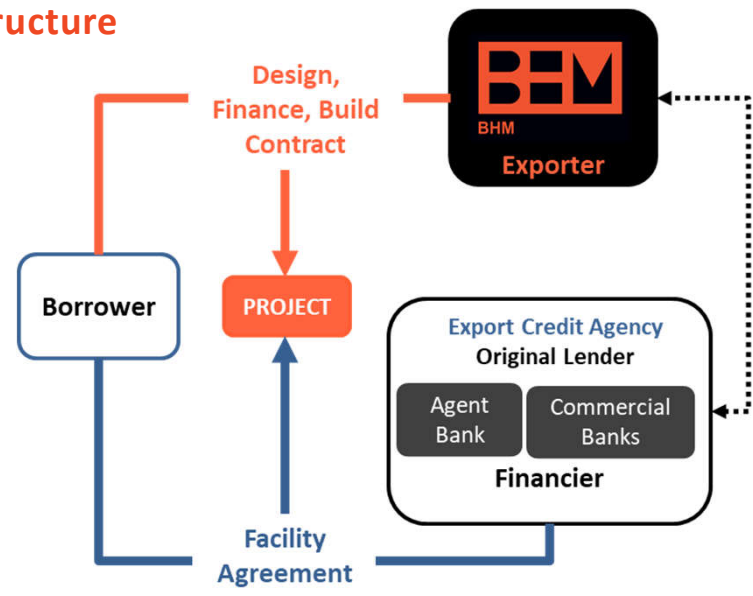
## Key Take Aways

Export credit agencies offer loans, loan guarantees and insurance to help domestic companies limit the risk of selling goods and services in overseas markets.

ECAs can be government agencies or private lenders, or semi-government bodies.

After commercial banks retreated following the global financial crisis, ECAs became leading players in international project financing and exports.

## Project Structure



## Project Process Flow



# Leveraging the UK Government's export finance as a sustainable competitive advantage

## UKEF in Numbers

**32%** of UKEF's investment pipeline is Africa focused

**£ 3 billion** deployed in Africa over the last decade

**£ 800 million** African investments agreed in 2020

**46** African countries with access to UKEF

**16** currencies offered, reducing foreign currency risk and avoiding variable debt service costs

## Typical Terms

Interest: Fixed at CIRR, either Euro or USD

Loan Tenure: Up to 3-year construction plus 10-year repayment thereafter. Interest capitalised (no repayments) during construction

Value: Funding up to 85% - 95% of Project Value

BHMCI would assist to arrange the 5% - 15% ECA down-payment requirement from alternative sources

Borrower : Ministry of Finance



"Building on the UK Africa Investment Summit in January this year, I'm delighted to see British capability being exported to Ghana and improving people's lives across the country. UK Export Finance supports UK exports at no cost to the taxpayer and has an important role in powering an export-led recovery from coronavirus (COVID-19) and giving UK exporters of all sizes a foothold in fast-growing markets across Africa and beyond."

*Graham Stuart, UK Minister for Exports*



"Securing this project has been dependent on the world-class support provided by UKEF. It shows the commitment of the UK government in supporting exporters as they establish new trading relationships across Africa. Through the combined assistance of the Ghana Ministry and Roads and UKEF, our team are committed to the development of this critical infrastructure to provide a safe, efficient and reliable road transport system and foster economic growth within Ghana and the region at large."

*Phil Atkinson, Managing Director of BHMCI*

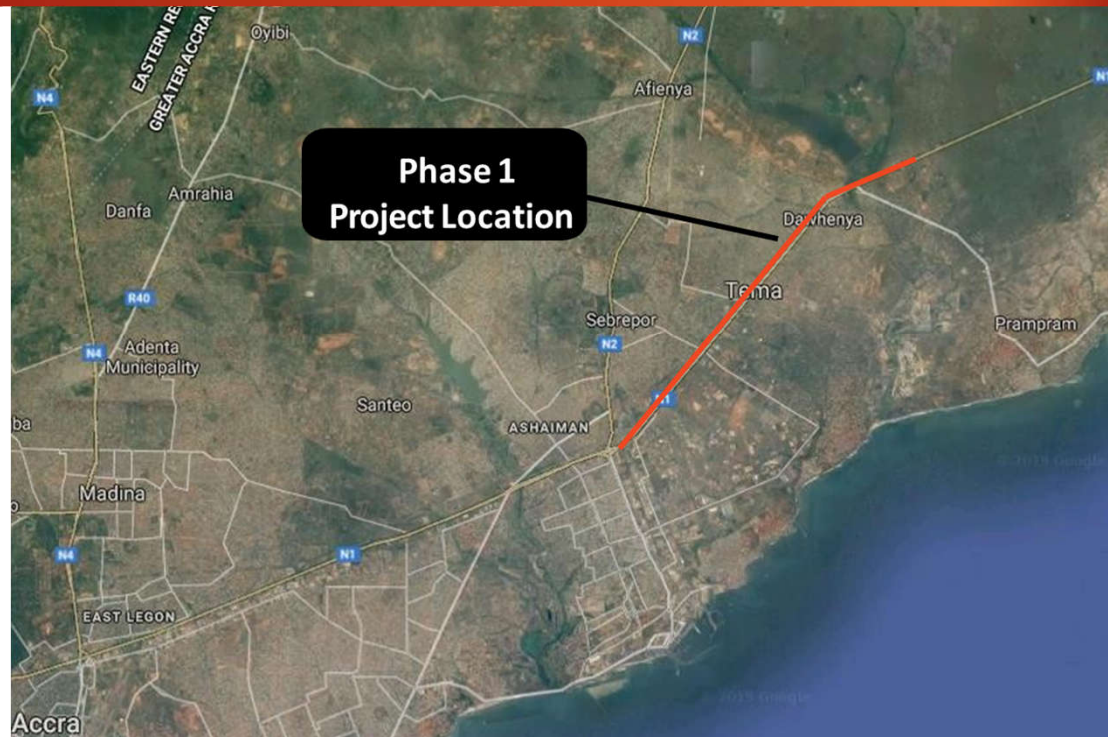


# Africa Spotlight Project, \$225m Tema Expressway

## Construction of Phase 1 of estimated USD 1.2 billion ECOWAS Corridor project from Tema to Togo Border

The Tema Expressway roundabout to Central University junction is an important national class one (N1) road in the South-Eastern part of Ghana, and forms part of the Trans-West African Highway network that links Ghana with her ECOWAS neighbouring countries on the eastern wing, especially Togo, Benin, Nigeria and Niger progressively. It carries international, national and regional traffic.

Funded by UK Export Credit Finance



## Phase 1 Project Details (\$225m, 10 Lane Highway)

### Ten lane urban corridor

- 3 lane per direction highway with 2-lane services roads
- 3 Interchanges and Pedestrian bridge

### Six lane rural corridor

- 3 lane per direction highway

### Bridge

- 5 major overbridges and 21 culverts



# BHM Bahamas Projects

## 2021 Freeport Container Port \$25.5m

Since 2005 BHM has executed multiple projects at the Freeport Container Port creating over 30 acres of container stacking areas inclusive of GS6, Delta 2,3,4, ASC, Shoreline protection Works, and Roadway Rehabilitation of Alpha and Bravo Blocks.



## Arawak Cay Port

The relocation of the port was required to ease heavy Bay Street container traffic and allows shipping companies to operate from one location at the mouth of the Nassau Harbour. Arawak Cay marine works and new apron will allow the port to operate as a recognised international container port.

## 2019 Lynden Pindling International Airport \$18.5m

Named after Sir Lynden Pindling, the first Prime Minister of the Commonwealth of The Bahamas, the airport sits just west of Nassau. The expansion of the airport was essential to attract and accommodate up to 5 million passengers annually.



## 2012 New Providence Road Project \$25.5m

The New Providence Road Improvement Project will decrease traffic congestion and relieve motorists' frustration, with a major upgrade and improvement of the road network. The project includes construction of 11.6 miles of roads, and comprises of nine new roads, major improvement of ten existing roads and numerous new or improved intersection

## 2020 Antigua Road Rehabilitation \$22.5m

The Sir George Walter Highway and Friars Hill Road are used daily by approximately 75 per cent of people living in Antigua. The rehabilitation covered approximately 8.7 km of road network connecting the capital of St John's, prime tourism areas, and the V.C. Bird International Airport..



## 2013 Sports Complex \$50m

The new National Stadium is in the heart of New Providence on a 450 acre plot which includes access roads, 15,000 capacity parking, a recreational park, velodrome cycling track, athletes' village -complete with facilities for American football, baseball and softball stadiums. The whole complex includes commercial and press facilities.

## 2015 West Bay St \$58m

Realignment of New Providence major Road Network for BAHAMA Mar Ltd including 7 new interchanges, utility upgrades including 132kVA Power line installation. Construction of Dual Carriageway, Walkways and Multiple car Parking Zones.



## 2011 Bay Street Marina

Bay St Marina is an 89 slip marina capable of accommodating vessels up to 150 foot long. The marina is located east of Downtown, looking on to Paradise Island. The facility completed by BHM offers a wide range of amenities to users including pool and fitness centre, shower and laundry facilities. In addition, each slip has Wi-fi, power, fresh water and waste disposal services..