



**THE NEW**  
**AFRICAN GATEWAY**

**REAP & ARCENCIEL LIMITED**

[www.reapandarcenciel.com](http://www.reapandarcenciel.com)

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**Elevate to the Mars While Your Competitors Struggle to Win on Earth”.**



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## **Reap Elevation – A Monthly Bouquet Management Consulting Service**

### **Featuring**

- Performance Review Sessions
- Capital Raise Support
- Risk Management
- Strategic Management Trainings
- Strategy Design
- Management Retreat Support
- Business Documentation Packaging
- Public Relations
- Project Management
- Market Research
- Retreat Planning & Facilitation
- And Much More



For further information

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*Introducing*



**REAP & ARCENCIEL**

[www.reapandarcenciel.com](http://www.reapandarcenciel.com)

RC. 1219170

# BACKGROUND

# OVERVIEW OF OUR COMPANY

*"We are expanding the space for African businesses as the global landscape changes in form and substance".*



## BUSINESS STATEMENTS

*"We help you tap into tomorrow today as we create new frontiers and opportunities for your business; not with standing the boundaries of geography and capital"*

### MISSION

"To grow Africa and African organizations beyond Africa and African markets".

### VISION

"To become the foremost touchpoint of intelligence, information and financial advisory solutions for Africa and African Organisations by 2025".

## 5 YEAR RECORD SUMMARY

**N4.2 billion of Capital Raised**

**1, 261 People Trained**

**7 Turnaround Projects Implemented**

**19 SMEs Incubated**

**53 Business Plans/Strategy Documents Written**

*“We seek reward in the growth of our partners; the realization of their vision being the ultimate compensation”.*

## OUR OFFERINGS

**Finance**   
 **Strategy**

*“We design solutions that come not just from the head;  
but also from the heart”*

# CORE VALUES

**R**



**Respect**  
for **clients**

**E**



**Excellence**  
at all **times**

**A**



**Aspiration**  
to become  
the **best**

**P**



**Passion** for  
our **work**

**“We are driven by the desire to create grass-to-grace African champions;  
members of elite business clubs like the Global Fortune 500 companies”**

S E R V I C E S







# Finance

## BOI Intervention Fund (Accredited BOI Consultant-BDSP)

Project Finance  
Working Capital  
Export Finance  
Asset Finance  
Counterparty Funding  
Syndicated Finance  
Sector Specific Finance

## Finance Facilitation-01



Pre-Eligibility  
Assessment



Draft of  
Business Plan



Document  
Vetting



Document  
Collation



Document  
Submission



Credit Review  
Meeting Support



Application  
Follow-up



Post-Disbursement  
Support

*“We help package friendly finance frameworks for sustainable future for your business and all its stakeholders”.*

## Other Intervention Funds (DBN, BOA, NEXIM etc.)

Agriculture  
Manufacturing  
Services  
Mining  
Export  
Etc.

## Finance Facilitation-02



Pre-Eligibility  
Assessment



Draft of  
Business Plan



Document  
Vetting



Document  
Collation



Document  
Submission



Credit Review  
Meeting Support



Application  
Follow-up



Post-Disbursement  
Support

*“We unlock value to bridge the gap between entrepreneurship and capital, wherever capital may be”.*

**Mutilated Funds  
(AfDB, Afrexim,  
IFC etc.)**

**Project Finance  
Corporate Finance  
Advisory Support  
Etc.**

## Finance Facilitation-03



Pre-Eligibility  
Assessment



Draft of  
Business Plan



Document  
Vetting



Document  
Collation



Document  
Submission



Credit Review  
Meeting Support



Application  
Follow-up



Post-Disbursement  
Support

*“We reach beyond the border to aid free flow of capital  
where money has no citizenship.”*

**Structured  
Finance**

**Agriculture  
Manufacturing  
Services  
Mining  
Export  
Etc.**

## Finance Facilitation-04



Pre-Eligibility  
Assessment



Draft of  
Business Plan



Document  
Vetting



Document  
Collation



Document  
Submission



Credit Review  
Meeting Support



Application  
Follow-up



Post-Disbursement  
Support

*“We create partnerships between financial markets and the real  
sector; money being not only an object of transaction  
but an enabler of long lasting relationship.”*



## Corporate Strategy

Financial Services Sector

Manufacturing Sector

Agric. Sector

Public Sector

NGOs

Commerce

Oil & Gas

Etc.

## Strategy-01



Retreats



Business Plan



Facilitations



Strategy Documents



Feasibility Studies



Strategy Sessions



Business Transformation



Strategic Support

*“We anticipate the new normal before it unravels from advancement in technology, shift in culture and developments in the environment .”*

## Performance Management

Financial Services Sector

Manufacturing Sector

Agric. Sector

Public Sector

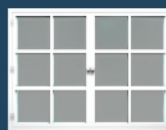
NGOs

Commerce

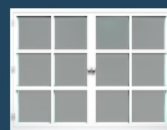
Oil & Gas

Etc.

## Strategy-02



Job Description Analysis



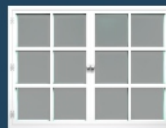
KPI Design



Performance Review Sessions



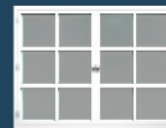
Fit to Role Analysis



Appraisal Management



Management Psychometrics



Culture Transformation



HR Strategic Support

*“We enable results in numbers and in impacts, to sustain your mission and your vision; making you a leader of today, a leader of tomorrow .”*

## Market Research

Financial Services Sector

Manufacturing Sector

Agric. Sector

Public Sector

NGOs

Commerce

Oil & Gas

Etc.

## Strategy-03



Surveys



Intelligence



Data



Analytics



Perspectives



Interviews



Investigations



Competition  
Review

*“We provide insights and guidance on where, when, what, which, for whom and how to harness opportunities and manage risks in a world of increasing volatility, uncertainty, ambiguity and complexity.”*

## Strategy Training

Financial Services Sector

Manufacturing Sector

Agric. Sector

Public Sector

NGOs

Commerce

Oil & Gas

Etc.

## Strategy-04



Corporate  
Strategy



Competitive  
Strategy



Operations  
Strategy



Financial  
Strategy



Leadership



Mentoring &  
Coaching



Strategy  
Personality



Brand & Marketing  
Strategy

*“We help your organization to upskill and reskill for efficiency, growth and sustainability, your vision alive and growing, generation to generation.”*

## Strategy Public Relations

Financial Services Sector

Manufacturing Sector

Agric. Sector

Public Sector

NGOs

Commerce

Oil & Gas

Etc.

## Strategy-05



Press Affairs



Media Features



Focus Group Sessions



Events



Access Facilitation



Lobbying



Digital News Syndication



PR Support

*“We help in shaping perspectives about your organization to enable your various publics get a clear understanding of why and how you do what you do; preventing distortions of truths and facts in a world where post truths and alternative facts are gaining ground”*

## SMS support

Financial Services Sector

Manufacturing Sector

Agric. Sector

Public Sector

NGOs

Commerce

Oil & Gas

Etc.

## Strategy-06



Incubation



Finance



Strategy



Training



Market Access



Digitization



Publicity



Systems

*“We help focus the growing businesses of today on the big picture, the ultimate destination being a stage in the global marketplace.”*



EXAMPLES OF  
RECENT MILESTONE  
TRANSACTIONS





# Finance Facilitation

<b>Furniture Manufacturing Company, Sango Ota, Ogun State.</b>	<b>Human Resource Service Company, Gbagada, Lagos State.</b>	<b>Gymnasium &amp; Fitness Centre with Locations in FCT &amp; Lagos State.</b>	<b>State Government Owned Garment Company in South-South, Nigeria.</b>
			
<b>N300 million BOI Fund for Equipment Purchase and Working Capital</b>	<b>N670 million BOI Fund for Expansion into Co-Creation Space</b>	<b>N480 million BOI Fund for Expansion into 5 Locations in FCT, Lagos &amp; Rivers States</b>	<b>N350 million BOI Counterpart Fund (with State Government) for Equipment Purchase &amp; Working Capital</b>
<b>Year: 2017</b>	<b>Year: 2018</b>	<b>Year: 2018</b>	<b>Year: 2019</b>

*“We help create the interface between capital and capabilities, aligning resources with resourcefulness, for the mutual benefits of our partners and our partners’ partners”.*

# Finance Facilitation

<b>Plastic Manufacturing Company, Isolo, Lagos State.</b>	<b>A Retail Chain in Lagos State.</b>	<b>A Fish Farm in Enugu, Enugu State.</b>	<b>A Private University in Ogun State.</b>
			
<b>N800 million BOI Fund for Equipment Purchase and Working Capital Installation of Another Factory in Kano</b>	<b>N450 million DBN Fund for Working Capital &amp; Expansion</b>	<b>N230 million CRR Fund for Farm Expansion in Enugu</b>	<b>N900 million Multilateral Agency for Construction of Student Hostels</b>
<b>Year: 2019</b>	<b>Year: 2018</b>	<b>Year: 2018</b>	<b>Year: 2019</b>

*“We seek to globalize finance for African companies and Africanize businesses for global financial institutions, bridging the gap between finance and opportunities for a continent the world will soon find difficult to ignore”.*

# Finance Facilitation

<b>A Payment Solution Firm in Lagos.</b>	<b>A Clean Energy Firm in Lagos.</b>	<b>A Cashew Plantation in Oyo State.</b>	<b>A Waste Recycling Plant in Ogun State.</b>
			
<b>N475 million 100% Acquisition of a payment Solution Company in Lagos by Another Indigenous Firm.</b>	<b>\$150,000 Angel Investment in Solar Installation Company</b>	<b>N150 million Venture Capital Fund for a Cashew Plantation in Orile Ogbon, Oyo State.</b>	<b>N350 million Working Capital for a Waste Recycling Plant in Mowe, Ogun State.</b>
<b>Year: 2018</b>	<b>Year: 2017</b>	<b>Year: 2019</b>	<b>Year: 2018</b>

*“We work across the capital value chain, sifting options and weighing costs, to develop financing opportunities best suited to your model today and your aspirations tomorrow”.*

# Strategy

<b>Soap Manufacturing Company in Lagos.</b>	<b>A Retail Chain in Lagos State.</b>	<b>A 1st Tier Pension Fund Administrator based in Lagos.</b>	<b>Downstream Oil &amp; Gas Company in Lagos.</b>
			
<b>Market Research on Competitive Dynamics within the Estimated N600 billion Nigerian Bathing Soap Industry</b>	<b>A Business Transformation Project to Unlock Extra N350 million Monthly Revenue Across 5 Business Outlets</b>	<b>Leadership Training Programme for over 300 Middle &amp; Junior Management Staff Across Seven Locations in Nigeria</b>	<b>Public Relations Programme for a New Product with Annual Revenue Target of N3 billion</b>
<b>Year: 2019</b>	<b>Year: 2018</b>	<b>Year: 2018</b>	<b>Year: 2018</b>

*“We seek scale for our partners, our desire shaped by our belief in organizational immortality; success being becoming too systemically important to fail.”*

# Strategy

<b>An FMCG Company in Lagos.</b>	<b>Lagos State Government</b>	<b>An Advertising Agency in Lagos.</b>	<b>A Commodity Training Firm in Abuja.</b>
			
<b>Strategy Retreat Facilitation for Management Staff on an Annual Basis</b>	<b>Accredited Consultant of the Lagos State Ministry of Establishment Training &amp; Pension for Training of Civil Servants</b>	<b>Design of 5-Year Strategy Plan for Deep Dive into Market Opportunities in the Digital Advertising Space</b>	<b>A Business Plan for Accessing the \$2.5 billion Millet Market in the West Africa Sub-Region</b>
<b>Year: Continuous</b>	<b>Year: Continuous</b>	<b>Year: 2018</b>	<b>Year: 2019</b>

*“We work as the think tank of your organization, helping to ensure you evolve as a thought - through foundation of strategies rather than an opportunistic quicksand enabled by the tide of the moment.”*

# Strategy

<b>A Downstream Oil &amp; Gas Company in Lagos.</b>	<b>A Fast Food Chain in Lagos State.</b>	<b>An Investment Club in Abuja.</b>	<b>A Beverage Manufacturing Company in Oyo State.</b>
			
<b>Market Intelligence Study for a Downstream Oil &amp; Gas Company in Lagos.</b>	<b>Business Plan for a Fast Food Chain in Lagos State.</b>	<b>Strategy Blueprint for an Investment Club of 30 Professionals Based in Abuja.</b>	<b>Strategy Service Bouquet for a Beverage Manufacturing Company in Ibadan in Oyo State.</b>
<b>Year: 2017</b>	<b>Year: 2019</b>	<b>Year: 2019</b>	<b>Year: 2019</b>

*“We blend art with science, data with intuition, analysis with instinct, to help in moving your vision beyond the realm of theories to the level of sustainable practice.”*

# Who we are



*"We are not just a consulting practice; we are stakeholders in our partner-organizations staking our rewards on the results of our initiatives rather than the face value of our efforts."*

## CORPORATE INFORMATION



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Reaphouse 14



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*Looking Forward...*



*“Legends write rules; other legends rewrite them...  
A legend recycles spectacles. His life gives the  
world enough dramas to run for hundreds of years.”*



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