

DIT/UKGCC Webinar on Ghana  
Infrastructure: Navigating the landscape II  
October 2021

---

*Strictly Private & Confidential*



# Contents

---



3 BHM UK Overview

8 BHM UK Projects

11 UKEF Funding

15 Questions



# BHM UK Overview

---



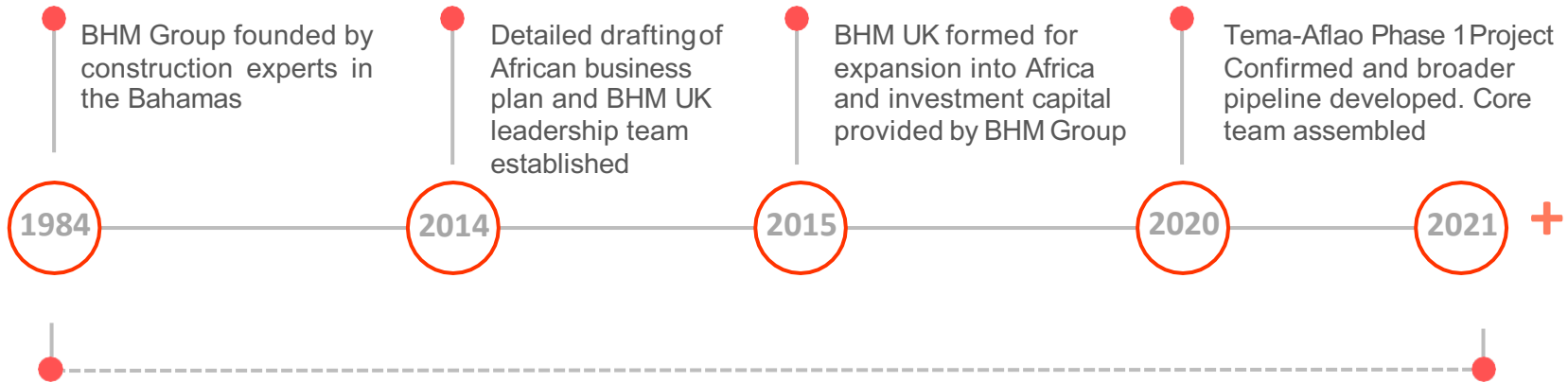
DIT/UKGCC Webinar on  
Ghana Infrastructure:  
Navigating the landscape  
|| 3



# History & Key Milestones



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



To date, BHM Group 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



# Service Offering & Core Capabilities



## Road Works

Highways & roads  
Bridges & flyovers



## Airports

Runways  
Terminal Buildings



## Marine and Ports

Container terminals  
Intermodal facilities



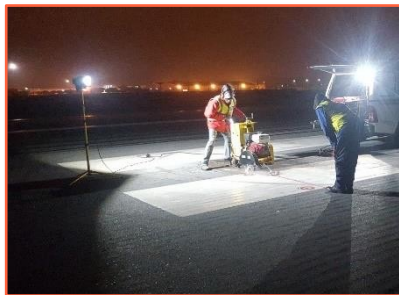
## Site Development

Earthworks  
Services



## Asphalt Manufacture

Asphalt Production  
Performance Grade Mixes



## Electrical

Airfield, Marine, Street  
Fibre Optic



## Water & Sewerage

Reticulation  
Testing & Commissioning



## Drilling

Drainage  
Injection Well

## **BHM UK is a highly specialised turnkey provider of complex infrastructure projects with vast experience in developing markets**

Having operated in the Bahamas for over 40 years, the BHM Group formed BHM UK to focus on the considerable infrastructure opportunity within Africa.

The BHM UK 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.

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. BHM UK'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 BHM UK in the African 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.

## **The African Infrastructure Opportunity**

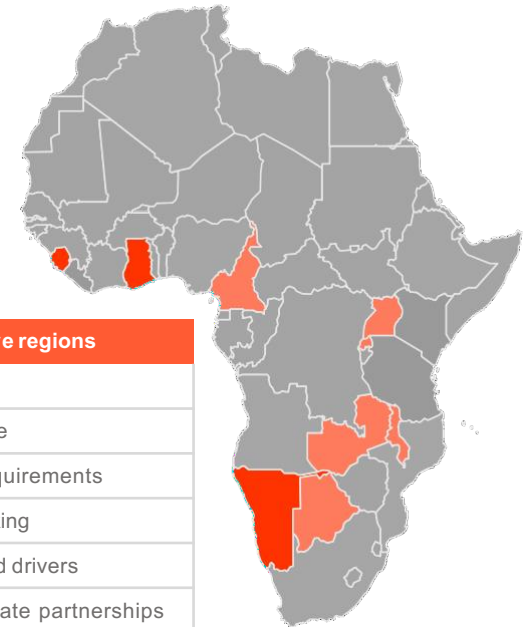
BHM UK has identified certain countries within Africa, predominantly within the Sub-Saharan region, as highly attractive targets for future infrastructure projects. This is underpinned by a thoroughly developed thesis on the region's macro environment and a detailed understanding of nuanced political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

### **Key Identified Regions:**

*Ghana, Namibia, Sierra Leone*

### **Other regions of interest:**

*Botswana, Zambia, Cameroon, Malawi, Rwanda, Uganda*

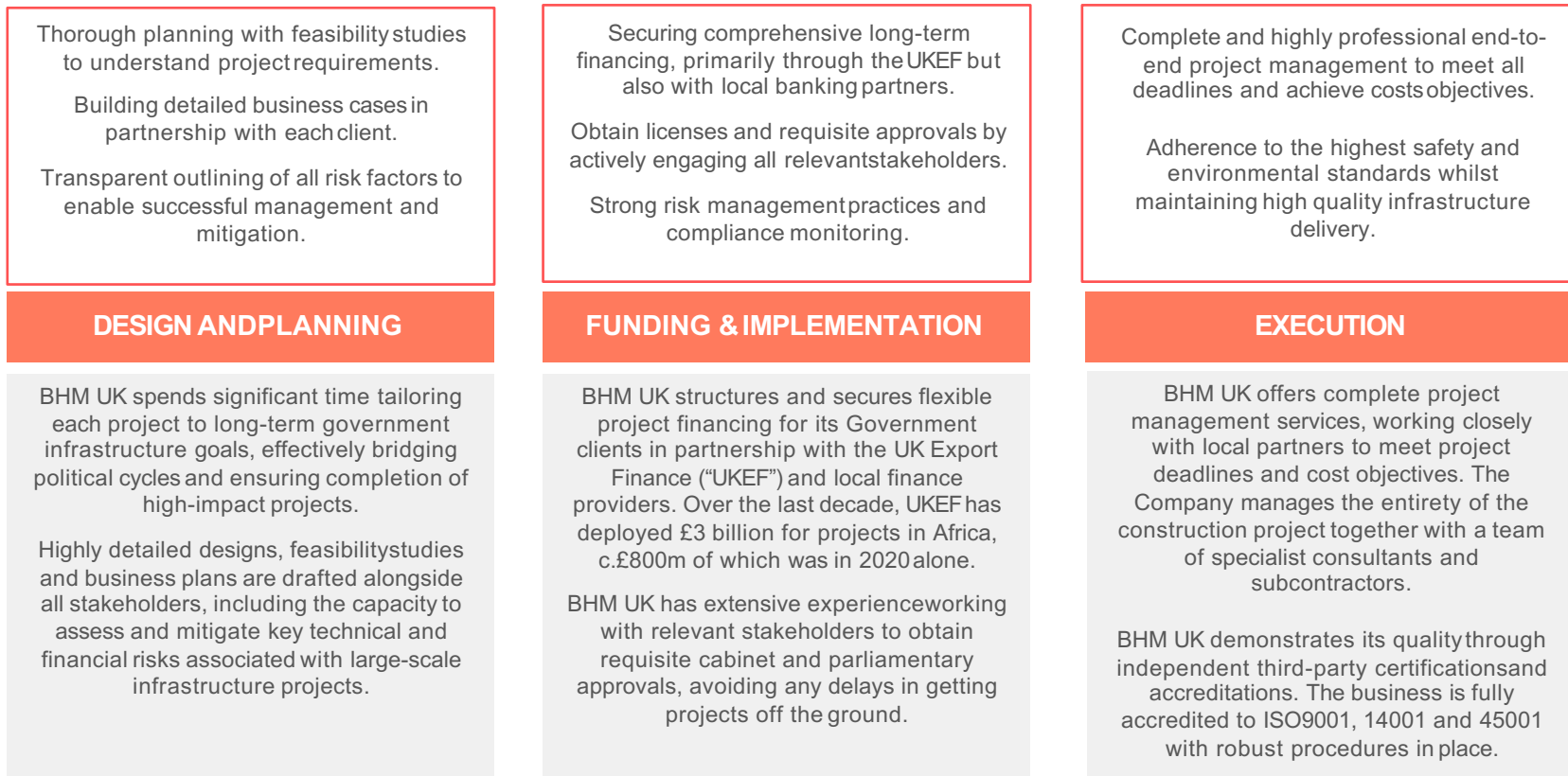


Key attributes for attractive regions	
✓	Stable political landscape
✓	Strong anti-corruption culture
✓	Meets UK Export Finance requirements
✓	Predominantly English speaking
✓	Macro infrastructure demand drivers
✓	Government support for private partnerships

**BHM UK directly addresses two fundamental challenges impacting African infrastructure development: i) projects lack funding, and ii) providers lack end-to-end technical knowledge to plan and execute high-impact projects**

**INCEPTION**

**COMPLETION**



# BHM UK Projects



DIT/UKGCC Webinar on  
Ghana Infrastructure:  
Navigating the landscape  
11 | 8





# Ghana – Tema Road: Overview



**Phase 1 is an initial \$225 million project which provides a significant entry into, and foothold within the African continent**

## Introduction

On 25 September 2020, BHM UK signed its inaugural design and construction contract with the Ministry of Roads and Ghana Highway Authority. The contract covered the financing, design and construction of the Tema-Aflao Road.

Running a total of 17km, the Tema-Aflao Phase 1, Tranche 1 award is worth in aggregate a total of US\$100 million, payable in milestones over a period of 18 months.

The construction of the road is of significant strategic importance to the Ghanaian Government, as the current stretch of highway urgently requires upgrading in a number of phases, commencing with this Tranche 1 award.

For BHM UK, the process for contract award commenced over four years ago and culminated in the agreement of an Memorandum of Understanding (“MoU”) with the Ministry of Roads. Under the MoU, which was signed on 27 August 2017, BHM UK developed a concept design in conjunction with the Ghana Highways Authority, with various iterations produced up until December 2019.

During 2020, a full Value for Money Audit was undertaken and completed, along with the long-running Environmental and Social Impact Assessment.

## Strategic benefit

Once completed, the project is expected to enhance the flow of traffic and trade, reduce road user costs, and improve road safety, thereby strengthening regional economic integration. This will help to generate income and support the Government’s efforts in advancing economic development and reducing poverty.

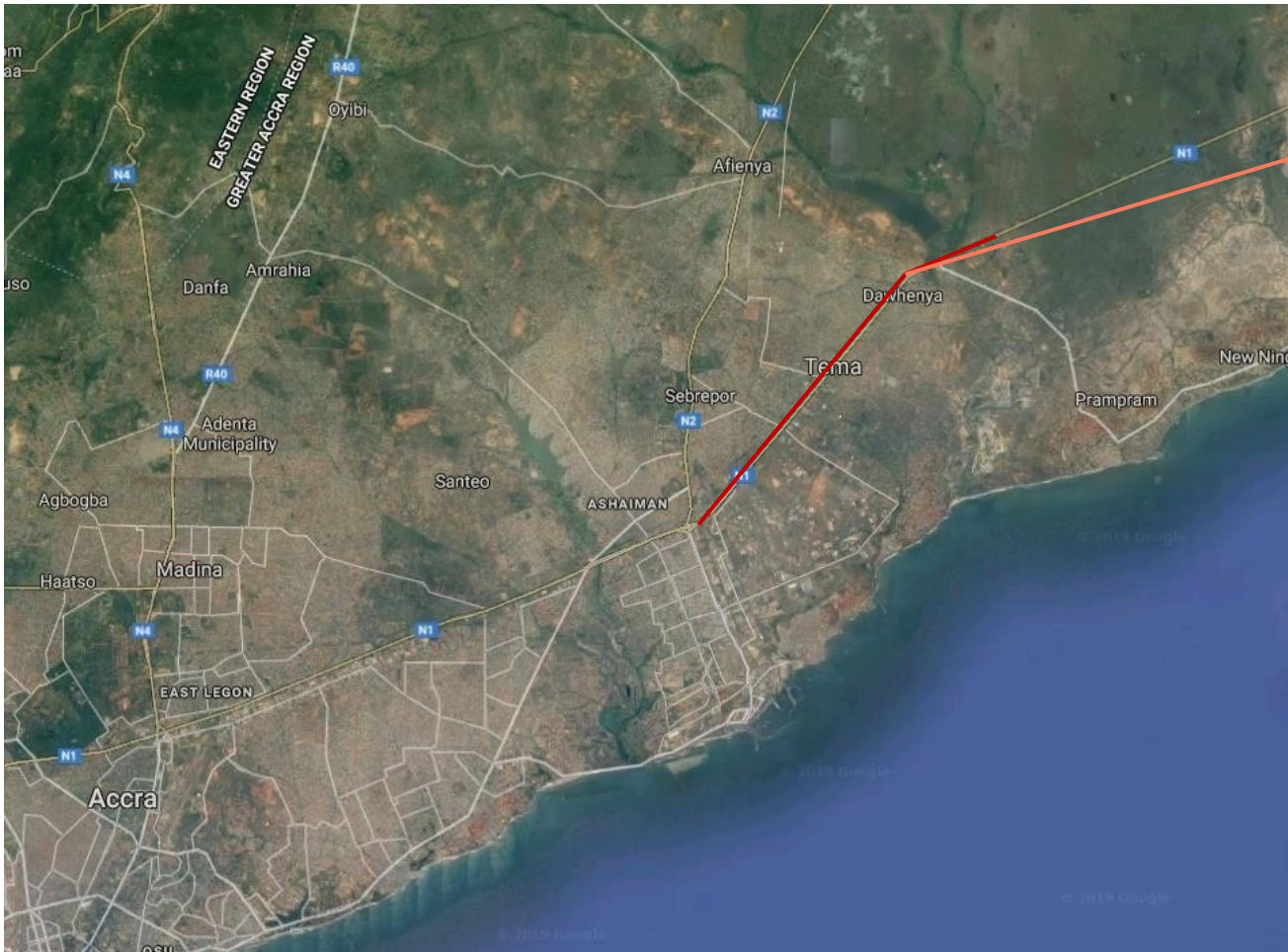
## Project location

The proposed Tema-Aflao construction project runs from the Tema Express roundabout to Central University Junction and is an important national class one (N1) road in the South East of Ghana.

The road forms part of the Trans-West African Highway network that links Ghana with other Economic Community of West African States (“ECOWAS”) countries on the eastern flank, including Togo, Benin, Nigeria and Niger, and carries international, national and regional traffic.

Under the scope of the construction contract, the 17km highway will commence 1km east of the Tema Express roundabout in the Greater Accra Region running parallel to the country’s coastline, through an urban / industrial environment incorporating mixed-use towns such as Dawhenya and ends approximately 3km east of the Central University intersection. The road stretching from Accra to the border is a further c.\$3 billion opportunity across 135km.

# Ghana – Tema Road Project Location



Phase 1  
Project Location



UKEF

---



DIT/UKGCC Webinar on  
Ghana Infrastructure:  
Navigating the landscape  
| 11



The UK Government is committed to providing long-term financing on attractive terms across the African continent through the UKEF

## 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

## Recent Case Studies

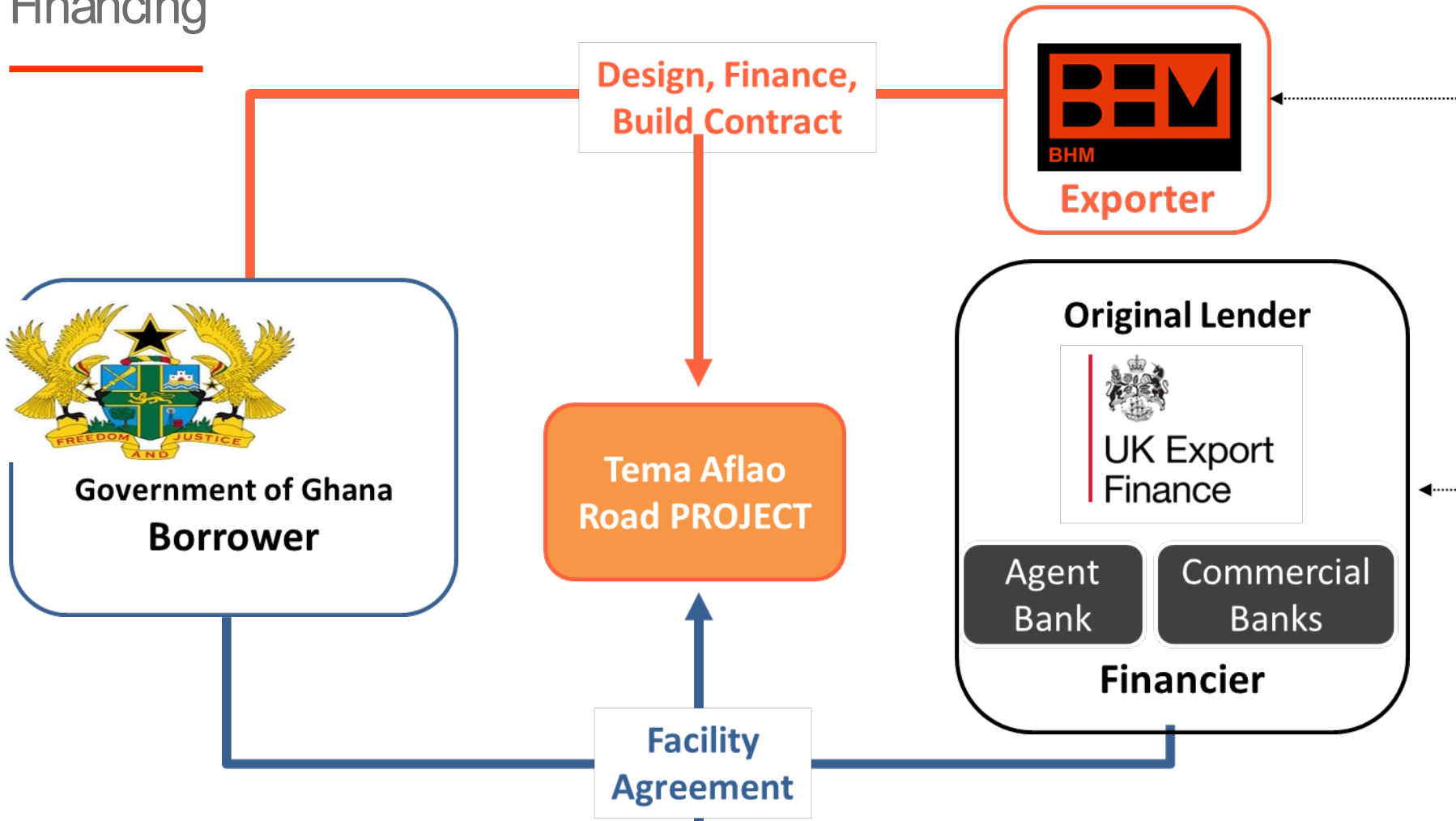
A direct loan of £244 million to support the design, construction and operation of 108 rural healthcare clinics and three hospitals in Zambia.

Support of £110 million to enable the upgrade and construction of the Kumasi Teaching Hospital in Ghana, creating 750 beds for maternity care and reducing mother and child mortality rates.

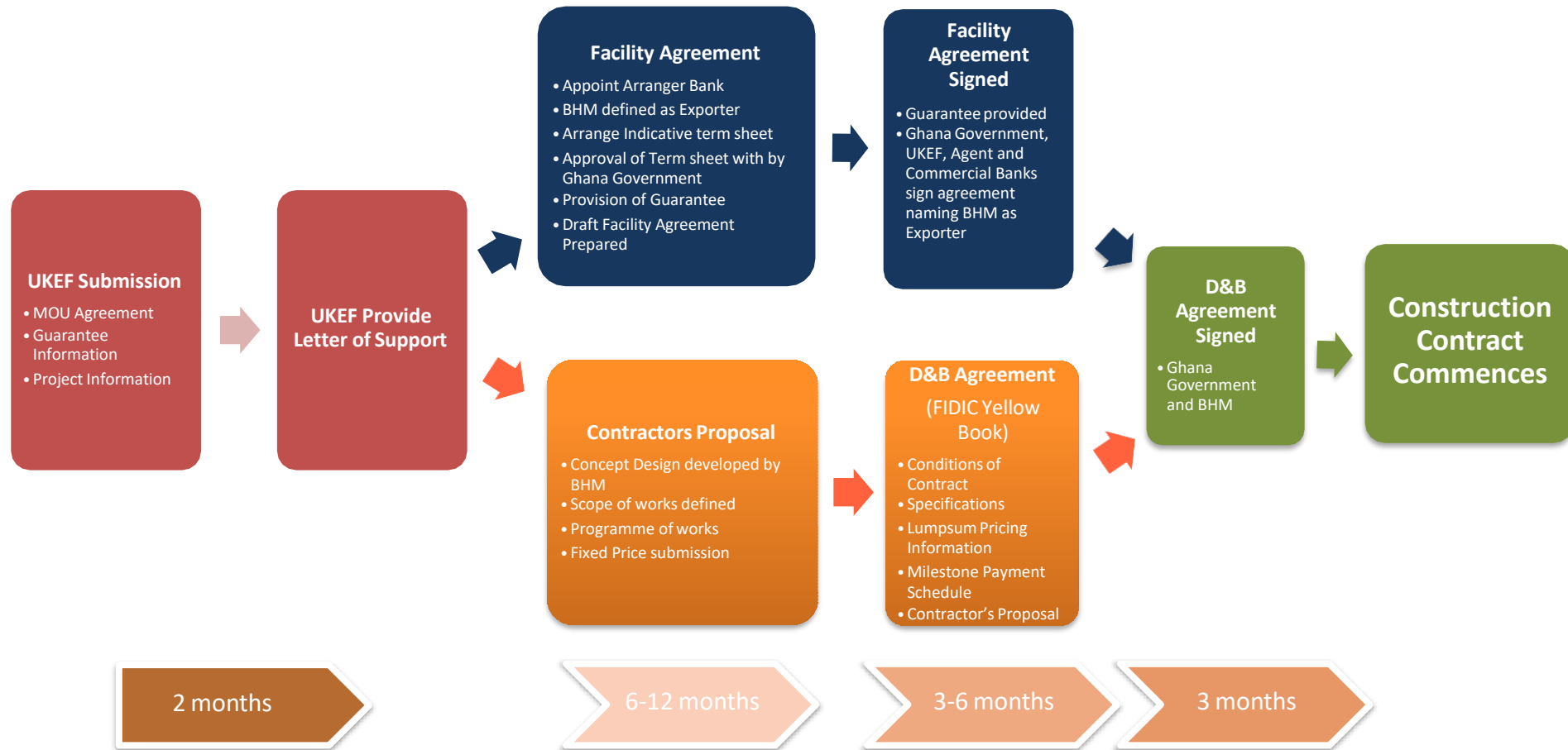
Support in excess of £70 million to modernise the Kumasi Central Market in Ghana, a major trading centre used by 800,000 people daily.

Support of £40 million to enable the development of Kumasi airport in Ghana, improving transport links for tourist and commercial use.

# Financing



# Finance Process Flow



# Thankyou-Questions

---

DIT/UKGCC Webinar on Ghana Infrastructure:  
Navigating the landscape II | 15

