



PRIME CAPITAL
MANAGEMENT LTD.
Management Consulting Services

Corporate --- Company Profile

2023

BACKGROUND

Prime Capital Management Ltd (PCM) is a dynamic management consultancy firm that specializes in offering capacity development and consulting services to both public and private sector clients across Africa. We continually adapt our services and focus areas to align with the evolving demands of our esteemed clientele. Our team of PCM experts, hailing from diverse sectors, work in close collaboration to provide holistic and interdisciplinary solutions that effectively address the challenges prevalent in the industry



Prime Capital Management Limited.
Management Consulting Services.

Vision

Our aspiration is to establish ourselves as the foremost provider of cutting-edge and all-encompassing management solutions throughout Africa.

Mission

We aim to deliver professional real estate solutions through strategic partnerships that safeguard the interests and objectives of all stakeholders involved.

Core Values

Professionalism: In our business operations, we uphold the principles of sound knowledge, skill, and experience, while fostering an environment of honesty, transparency, and accountability within our team.

Responsible citizenship: We are dedicated to nurturing a robust sense of social responsibility and actively working towards the protection and preservation of the environment in which we operate.

Collaborative team spirit: As a cohesive team, we foster a shared sense of purpose through active participation, cooperation, and the open exchange of ideas and information.

Creativity and innovation: We are committed to fostering a continuous cultivation of creativity and novel ideas, which serve as the foundation for generating added value for our customers, as well as the development of new and improved products and services.

Customer Focus: Anticipating the needs of our customers, our primary goal is to exceed their expectations. We prioritize responsiveness and unwavering commitment in all our customer engagements.

Diversity: Our dedication lies in fostering a team environment where each individual is acknowledged and valued for their distinctive socio-cultural background and the valuable contributions they bring.



PRODUCTS & SERVICES

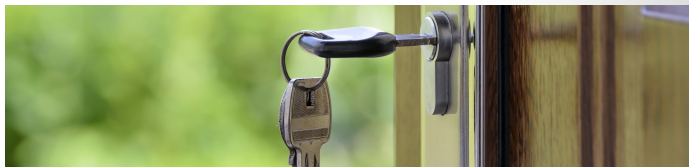
1. Financial Advisory Services

Prime Capital Management provides an extensive array of advisory services covering a wide spectrum of areas. These include corporate finance, restructurings, capital raising, M&A transactions, tax advisory, crisis and recovery, risk management, real estate advisory, accounting advisory, forensics and litigation. We also possess expertise in various business situations, such as public-private partnerships, infrastructure advisory, valuations and business modeling. Our goal is to deliver comprehensive support and guidance to our clients across diverse sectors and business scenarios

2. Management Consulting

The range of services include:

- **Business plans:** We support clients in developing annual to long-term business plans through a participative approach that involves input from various levels of the organization. These plans define the objectives, strategies, and both financial and non-financial benchmarks against which performance can be evaluated. Extensive research indicates that organizations that utilize planning as a management tool consistently outperform those that neglect this practice, exhibiting superior revenue growth and returns.
- **Business restructuring:** Our advisory services encompass expert guidance on business restructuring, which encompasses re-engineering business processes, diversification strategies, and the disposal of non-core units. By implementing these measures, we aim to improve cash flow management and enhance profitability, ultimately driving better financial outcomes for our clients.
- **Review, design and documenting policies and procedures:** At Prime Capital Management, we employ a process mapping methodology to develop comprehensive policy and procedures manuals. Following their development, we further assist in their implementation by offering training sessions. Throughout the development process, we conduct thorough benchmarking exercises to ensure that the resulting policies and procedures align with industry best practices. Our goal is to provide our clients with robust and effective frameworks that support their operations and compliance requirements.
- **Financial accounting systems:** At Prime Capital Management, we specialize in establishing financial accounting systems, including the design of customized chart of accounts. Our proficient IT team is well-equipped to guide you through all stages of computerization. We offer services such as preparing comprehensive request for proposals, helping you identify the software requirements, providing project management support during implementation, and conducting user acceptance testing. We ensure a seamless transition to the new system, enabling you to streamline your financial processes and optimize efficiency.
- Leadership, transformation and innovation occur in many ways. Prime Capital Management possesses a unique capability to address the most intricate challenges faced by our clients. We provide comprehensive strategy and implementation solutions, integrating both business and technology perspectives, enabling you to take a leadership position in your competitive markets. Our expertise empowers you to navigate complex landscapes and achieve your organizational goals with confidence.
- Strategy, Analytics and M&A;
- Customer & Markets
- Core business operations
- Data sharing
- Enterprise, Technology & Performance.



3. Logistics & Supply Chain Management

In the realm of supply chain management, the standard process encompasses several critical elements, with procurement logistics and procurement management standing out as key components.

Procurement logistics primarily revolves around the sourcing of materials essential for product manufacturing. This facet of the supply chain focuses on acquiring raw materials, replacement parts, auxiliary supplies, operating supplies, and other necessary items vital for the seamless operation of the manufacturing process.

Our dedicated team also undertakes the responsibility of storing, organizing, and shipping these materials to and from the warehouse. Furthermore, the procurement logistics team plays a pivotal role in establishing product sourcing and selection policies, negotiating favorable terms and conditions, facilitating effective communication, and implementing purchasing strategies aimed at optimizing acquisition costs. Our overarching objective is to ensure efficiency and cost-effectiveness throughout the procurement processes spanning the entire supply chain.

4. Green Energy & Utilities Management

Energy & Utility Management (EUM) is a prominent provider of data and document management solutions and services to both the Public and Private sectors. Our primary focus lies in delivering streamlined business processes, cost optimization, enhanced business planning, improved efficiency, and increased productivity, ultimately leading to enhanced operational visibility. Through this unwavering focus, we have developed solutions that significantly enhance business processes and mitigate risks across the entire business supply chain.

Our team comprises experienced professionals who possess a unique blend of technical expertise and hands-on experience. When you choose EUM, you gain a trusted partner committed to your success, providing dedicated support throughout the entire implementation process. We leverage the expertise of our people, effective processes, and specialized knowledge to elevate your performance, positioning you as a leader among your competitors.

All our solutions offer integrated and comprehensive information management capabilities, ensuring the right information is available to users at the right place and time. We also provide specialized templates designed for seamless integration and rapid implementation. Our solutions cater to various industries, including Energy and Resources, Engineering, Construction & Operations, Power & Utilities, and Manufacturing, among others.

5. ICT Consulting

ICT Consultancy & support

Our expertise lies in assisting clients in identifying and resolving their most crucial challenges in information technology. We provide comprehensive solutions encompassing procurement, design, and assurance of technology solutions and their impact. By addressing these challenges, we enable our clients to optimize their technological capabilities and achieve their desired outcomes.

Asset Management

Energy and resources companies face significant challenges in achieving operational excellence and maximizing the value of their resources while maintaining responsible practices. Whether operating in the Oil & Gas, Mining, or Petrochemical sectors, your priorities include risk mitigation, strategic capital investment, timely asset construction and commissioning, and efficient product delivery to the market. In this heavily regulated industry, compliance requirements necessitate meticulous management of corporate records, spanning well files, asset information, engineering documents, transmittals, leases, contracts, and more.

At Prime Capital Management, our solutions are designed to optimize your business processes and establish control over the vast amount of information that drives your organization. By implementing our tailored solutions, you can streamline operations, enhance efficiency, and effectively manage the critical information that underpins your success in the energy and resources sector.

Safety, Risk & Resilience

EPCM contractors and owner-operators face substantial data challenges when managing infrastructure with extended lifecycles, such as buildings, transportation systems, power plants, and oil refineries. Throughout the entire lifecycle of a project or asset, spanning from design and construction to handover and operations, there is a vast number of assets that require documentation,

exchange, and reference. However, finding an appropriate solution that enhances secure collaboration and control among all stakeholders, while ensuring compliance, mitigating risks, and integrating with core processes, can be a complex task.

To optimize the value derived from their information and investments, agile companies are actively pursuing enhanced integration between their engineering document management solutions and other essential business processes and systems across the organization. By achieving this integration, companies can improve secure collaboration, maintain control, increase compliance, mitigate risks, and enhance overall operational efficiency. These measures enable organizations to effectively navigate the challenges associated with infrastructure management and leverage their data assets to drive success.

6. Property & Facilities Management

Established in 2008, Prime Capital Management Limited has emerged as a prominent independent service provider in Kenya. Our headquarters are located in Unipen House, Nairobi. Leading our team is the Chief Property Manager, ensuring effective management and oversight of our operations.

Property & Facilities Management Functions

Our property and facilities management services encompass a wide range of functions, including:

- Preparation of annual property budgets
- Lease administration
- Collection of rent and service charges
- Administration of service charges
- Preparation of management reports on a monthly and quarterly basis
- Supervision and performance measurement of service providers
- Management of tenant issues and dispute resolution
- Implementation of ergonomics, health, and occupational safety measures to promote sustainability and productivity



Property Portfolio

Our property portfolio encompasses various types of real estate assets, including:

- **Commercial properties:** This includes retail outlets, office spaces, shopping malls, and parking facilities such as silos and yards.
- **Residential properties:** Our portfolio comprises flats, both furnished and unfurnished apartments, bungalows, maisonettes, and townhouses.
- **Industrial properties:** We manage a range of industrial properties, including warehouses (godowns), factory complexes, parking yards, and industrial parks.
- **Common area management:** We also specialize in managing common areas within sectional properties across commercial, residential, and industrial sectors.

7. Turnkey Solutions

Prime Capital is dedicated to excelling in turnkey services, focusing on technology and infrastructure development. With a demonstrated history of successful projects, we pride ourselves on delivering comprehensive solutions tailored to the distinct requirements of each client. Our team of experts is unwavering in their commitment to delivering top-notch results, prioritizing cost-effectiveness and timely execution. From Design and Compliance to Procurement and Implementation, we take care of all aspects of the solution delivery process.

Why choose our Turnkey Services

- **Comprehensive Project Ownership:** At Prime Capital, we believe in assuming full responsibility for the projects entrusted to us. From inception to completion, we manage all aspects, offering our clients a single point of contact for seamless coordination and efficient project management.
- **Unparalleled Expertise:** Our team consists of highly skilled professionals with years of experience in the technology and infrastructure development industry. Continuously staying abreast of the latest advancements, we ensure our clients benefit from cutting-edge solutions.
- **Tailored Solutions:** Recognizing the distinctiveness of each client's requirements, we engage closely with them

- to gain a profound understanding of their objectives. This enables us to provide customized turnkey solutions that precisely cater to their needs.
- **Efficiency in Cost and Time:** Our turnkey approach empowers us to optimize resource allocation and negotiate favorable deals with suppliers. As a result, we can complete projects on schedule and within budget, saving our clients valuable time and effort.

Our Turnkey Solutions

- **IT Infrastructure Deployment:** Our comprehensive services encompass the entire process of establishing and enhancing IT infrastructure, covering data centers, networking systems, and server installations. With our expertise, we guarantee a fully operational and dependable IT environment that supports your business seamlessly.
 - **Renewable Energy Projects:** Our commitment to renewable energy projects, including solar and wind farms, is a source of pride for us. We undertake the entire journey, from site assessment to the installation and commissioning of energy generation systems, to deliver eco-friendly and sustainable solutions.
 - **Telecommunication Networks:** Businesses seeking to establish or upgrade their telecommunication networks can confidently rely on our turnkey services. We handle everything from planning and construction to the integration of advanced communication systems, ensuring smooth and uninterrupted connectivity.
 - **Housing and Construction:** Recognizing the growing demand for affordable housing in Africa, Prime Capital strategically collaborates with partners to deploy cost-effective housing solutions. Employing a mix of EPC and EPCF approaches, we provide our partners with guarantees to secure their investments. Beyond construction, we leverage our valuable relationships and domain expertise to transform such projects into a reality across Africa.
- There are several compelling reasons to choose Prime Capital for your projects**
- **Expert Team and Proven Track Record:** Our team consists of highly skilled professionals with extensive experience in technology and infrastructure development. With a proven track record of successful projects, we bring a wealth of expertise to the table.
 - **Single-Point Responsibility:** We take complete ownership of your projects from start to finish, providing you with a single point of contact for streamlined coordination and efficient project management. This ensures smooth communication and accountability throughout the entire process.
 - **Customized Solutions:** We understand that each project is unique, and we work closely with you to gain a deep understanding of your specific requirements and objectives. Our commitment to customization enables us to deliver tailored solutions that precisely meet your needs.
 - **Cost and Time Efficiency:** Our turnkey approach enables us to optimize resource allocation and negotiate favorable deals with suppliers, leading to cost-effective project execution. Moreover, our focus on efficiency allows us to complete projects on time, saving you valuable time and resources.
 - **Cutting-Edge Solutions:** We stay up-to-date with the latest advancements in the industry, ensuring that our solutions meet and exceed industry standards and regulations. With Prime Capital, you can trust that your projects will be equipped with cutting-edge technology and best practices.
- Industries**
- Our areas of expertise span various industries and sectors, including:
- Financial Services
 - Government & Public Services
 - Technology, Media & Telecommunications
 - Consumer
 - Energy, Resources & Industrials
 - Life Sciences & Health Care



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