

The background of the cover is an aerial photograph of a tropical landscape. A large, clear blue lake is the central focus, with a small boat moving across it, leaving a white wake. The lake is surrounded by dense, lush green forest. The image is framed by geometric shapes in various shades of green, creating a modern, layered effect.

ESG GOVERNANCE & COMPLIANCE INVESTMENT READINESS FRAMEWORK FOR AFRICA (GCIREF)



ABOUT US

ESG Management Services is a UK based consultancy company. Specializing in Environmental, Social and Governance (ESG) practices. With over 20 years of experience, we partner with organizations globally with a particular focus on Africa.

What sets us apart is not just our expertise but our commitment to understanding the unique DNA of each client.

WHAT WE BELIEVE



VISION

We aim to empower businesses, organizations and governments to integrate responsible practices that enhance their operational resilience, foster social equity and contribute to environmental sustainability. We envision a future where African businesses and governments will not only thrive economically and socially, but also lead the way into sustainable development, creating lasting positive impacts on communities and ecosystems.



MISSION

It's our firm's mission to ensure compliance with international standards, regulations and best practices. We are dedicated to promoting systems, sustainable growth and development across the continent by providing trusted certifications and guidance that support the highest environmental, social and governance benchmarks set by the European Union.

Our work in Africa, the Caribbeans and Asia in the past decade speaks eloquently to our enormous capacity and experience in the following multisectoral areas:



AVIATION



POWER/
ENERGY



TRANSPORT



EDUCATION



HEALTHCARE



FUNDING OF
PROJECTS

Unlocking \$40 Trillion in ESG Global Investment Funds for Sustainable Development

Harnessing Environmental, Social, and Governance (ESG) principles in any of the 17 Sustainability Development Goals (SDGs) themed Projects in Quality Education, Smart Cities, Infrastructure, Renewables, Healthcare, Training and development amongst others presents a strategic opportunity to attract international recognition and unlock access to the \$40 trillion ESG global asset investment funds. These funds are dedicated to supporting sustainable infrastructure and community based social environmental projects that align with global ESG standards.

Integrating ESG frameworks into critical infrastructure projects—including smart schools, hospitals, power projects, aviation, and renewable energy would accelerate the recognition of any State government and business internationally and position them as one of the premier investment destination in Africa. This position brings with it political, economic and social benefits, fostering economic growth and long-term prosperity.

With our global network and expertise, we facilitate the development of large-scale, complex infrastructure projects across multiple sectors, ensuring sustainable financing, long-term returns on investment, and global competitiveness.

Now is the time to leverage ESG Management Services and strategic international partnerships to secure the funding and expertise needed to drive your's transformation into a model of sustainable development.



Some Complex Infrastructure Projects & Challenges We Facilitate for our Clients



Limited Infrastructure

Many African countries lack the necessary infrastructure to support sustainable practices such as reliable energy sources, waste management systems, and efficient transportation networks. The ability of businesses to adopt and implement ESG standards efficiently.



Regulatory Framework

Inconsistent and often weak regulatory frameworks can create confusion and hinder the enforcement of ESG standards. Many countries lack comprehensive policies and clear guidelines for ESG compliance, making it difficult for companies to navigate the necessary requirements.



Access to Capital

Limited access to funding for sustainable project poses a significant barrier. Many businesses struggle to secure financing for ESG initiatives due to perceived risks and lack of investor confidence, especially in regions with economic instability.

Past and Current Projects

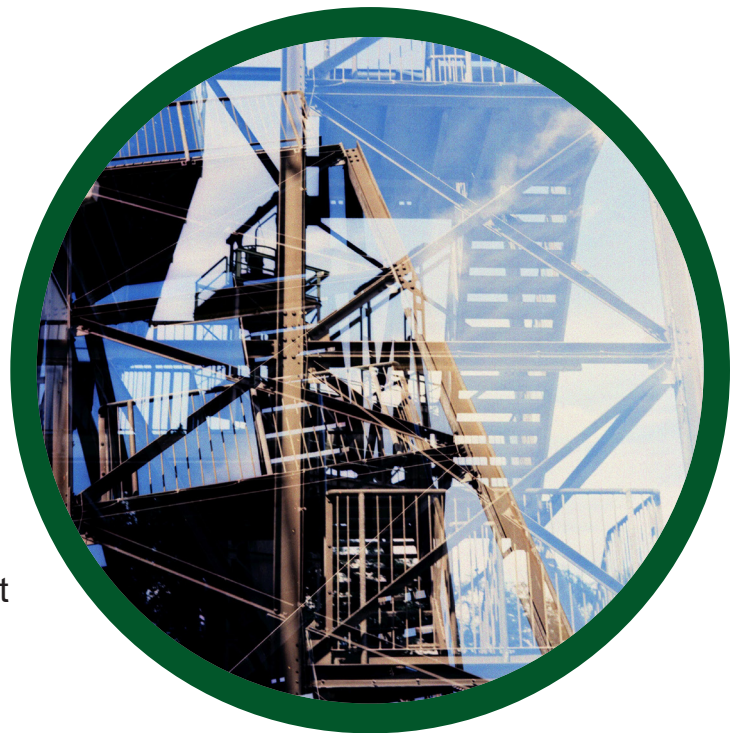
Our project governance structure is usually based on Independent Power Project (IPP) model and could come in various forms depending on clients' requirements

- 1 Energy Sector
- 2 Central Banks
- 3 Smart Education
- 4 Ministry of Trade and Industry
- 5 Local/State Government Agencies
- 6 Financial Services
- 7 NGOs
- 8 Waste Management
- 9 Training and Capacity Development
- 10 Technology Governance and Compliance

How We Facilitate Access to Capital

Limited Infrastructure

- 1 Public-Private Partnerships (PPPs)
- 2 Capacity Building and Training
- 3 Technology and Innovation
- 4 Microfinance and Impact
- 5 Policy and Regulatory Support
- 6 Community Engagement and Empowerment
- 7 International Cooperation



Regulatory Framework

- 1 Harmonized standards and Guidelines
- 2 Capacity Building for Regulators
- 3 Legislative Framework
- 4 Institutional Strengthening
- 5 Public-Private Dialogue
- 6 Capacity Building and Technical Assistance
- 7 Monitoring and Evaluation
- 8 International Cooperation and Funding
- 9 Continuous Improvement



Access to Capital

- 1 Green Bonds and Sustainability-Linked Bonds
- 2 Impact Investing
- 3 Blended Finance
- 4 Development Finance Institutions (DFIs)
- 5 Corporate and Philanthropic Partnerships
- 6 Capacity Building and Technical Assistance
- 7 Incentives and Policy Support
- 8 Investor Education and Outreach



ESG AS A SERVICE (EAAS)

OUR API'S



Audit/Assessment

Receive a complimentary registration on our ESG Global Governance and Compliance Platform upon completion of an internal audit with an ESG Readiness Certificate issued. This showcases the intent of your company and attracts interest from investors and stakeholders.



Planning

Create and develop a roadmap with recommendations, opportunities for improvement and implementation strategy to meet the ESG requirements.



Implementation

We provide ESG (EaaS) as a service to help you and your partners review, monitor, and manage ESG governance and compliance across your enterprise. Our “ESG Governance & Compliance Registry” facilitates access to global asset investments.

MARKET PARTICIPANTS

OVERVIEW



Estimated available companies within the ESG sectors are at 67 million in Africa. Globally there is room for growth and investment.



MARKET SIZE

OUR CLIENTS COME FROM EVERYWHERE



Moreover, Africa's sustainable bond market is expanding, with countries like Ghana planning significant green and social bond issuances to fund development programs (ref. 1). This aligns with the broader trend of integrating ESG criteria into investment strategies to manage risks and enhance long-term returns.

Total Available Market (TAM)

The total available market (TAM) for ESG in Africa is estimated to be approx. \$39 billion initially. With an expected annual growth rate of 12.5%, this market could grow to around \$70.3 billion over the next 5 years.

Serviceable Available Market

(SAM) Assumption is that the ESG services constitute 10-20% of the total ESG market:

- 1 lower service market 10% = \$3.9 billion
- 2 upper service market 20% = \$7.8 billion

Serviceable Obtainable Market (SOM)




Given the SAM range of \$3.9 to \$7.8 billion, let's assume a conservative capture rate. A common approach is to assume that the company can realistically capture 5-10% of the SAM within a few years, considering factors such as market maturity, competition, and operational capacity:

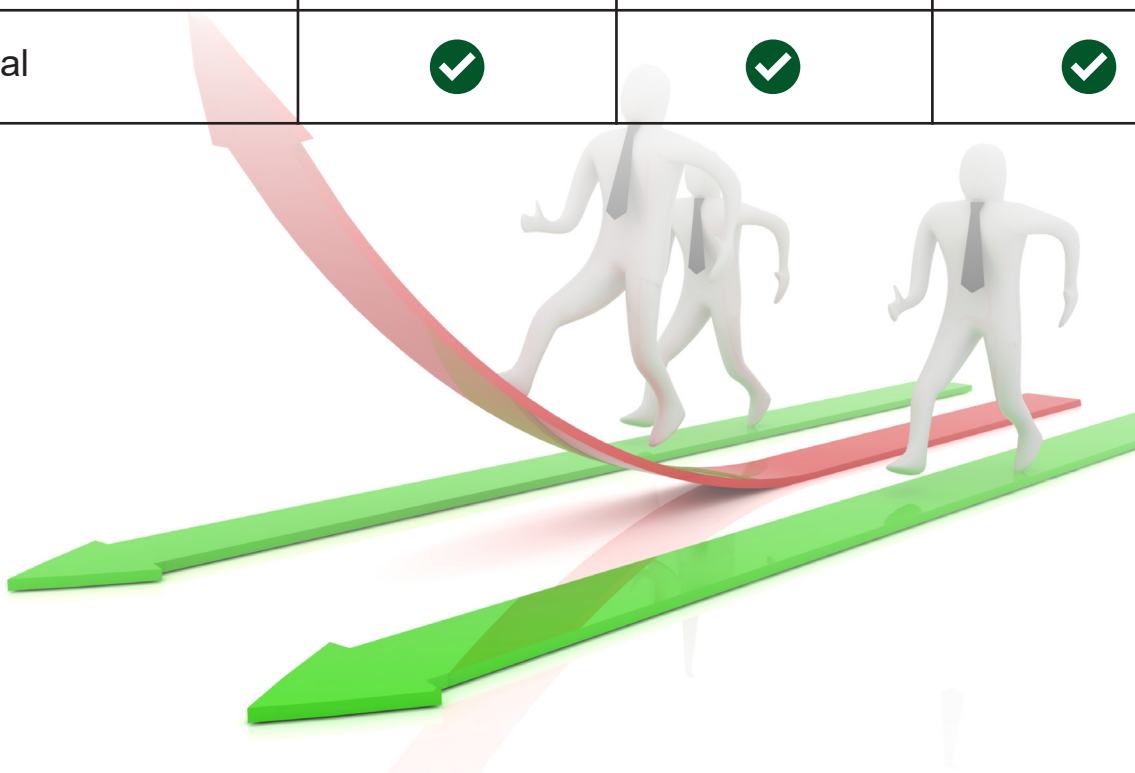
- 1 lower bound of SOM: 5% of \$3.9 billion = \$195 million
- 2 upper bound of SOM: 10% of \$7.8 billion = \$780 million

COMPETITORS

Smaller businesses allow for quicker decision making and implementation. While larger businesses collaborate globally, we emphasize forming deep, meaningful partnerships with local firms and NGOs in Africa, enhancing our regional integration and impact with background knowledge.

By understanding these differences, we can clearly communicate our unique value proposition to potential clients, emphasizing our specialization, local expertise, agility and commitment to personalized services.

			
	\$53.1 billion	\$36 billion	\$36 billion
Bureaucratic vs Agile	✘	✘	✘
Global	✔	✔	✔



THE TEAM



**Toju Francisco
Da-Silva**

Founder & CEO



**Igoche
Ikwue**

*Exec. Director of
Operations*



**Boadicea
Boakye**

*Regional Director
EMEA*



**Sandra
König**

*ESG Strategy Lead &
Compliance*

As a team we bring over 20 years worth of experience to support you and your business to become ESG Compliant

ORGANISATION CHART



Selin Tamsoz

Partnership and Client Relations Executive Lead



Nirjhar Bhattacharya

Legal & Finance Executive



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THANK YOU
FOR YOUR ATTENTION



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