



**ACES GLOBAL
CONSULTING
PROFILE**

“We value integrity and work hard to earn and keep our clients trust. We are committed and professional in all undertakings. We are about value addition, being customer centric by building lasting and stable relationships.”

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INTRODUCTION

Aces Global Consulting Limited (AGCL) is a leading financial and investments advisory services provider that offers end to end solutions for select clientele.

We are your key to unrivalled business support bringing together professionals with versatile backgrounds who apply innovative and proven strategies to create sound solutions to address myriad financial challenges.

Being solution oriented, you can always rely / bank on us to provide unbiased and objective advice. Our interests easily align with those of our clients making us your preferred business support partner. We have adopted a team approach in managing our clients, which assures you bankable experts who are up-to-date with your financial affairs.

We are unique by virtue of the broad range of services in our repertoire; a combined business experience of over a century; and, a provident outlook of the local and regional financial sector.

AGCL values integrity, trust, commitment and professionalism. We are about value addition and build lasting and stable relationships by being customer centric.

Our mission is to provide sound financial and investment advice to our clients. In line with our mission, our vision is to be a world class financial solutions provider.



OUR ENGAGEMENT MODEL

The experts at AGCL will always be at hand to evaluate and analyze your needs as well as prescribe and assist in implementation of practical solutions.

We discern your situation and reach out in personalized ways to satisfy your needs and expectations. AGCL offers services and products by charting the best value-addition advice/proposal that complements our prescribed solutions.

OUR TEAM

AGCL has a highly competent team drawing experiences from disciplines including Banking Professionals, Certified Public Accounts, Chartered Financial Analysts, Financial Forensics, Valuation Analysts and Financial Reengineering. Our professionals are recognized for their expertise and services rendered with utmost credibility and integrity.

John Mark Wandolo - Partner

John has over 20 years experience in banking with extensive exposure in corporate banking and credit risk. He is a graduate of the Gordon Institute of Business Science (GIBS), South Africa and holds a Bachelor of Arts degree in Economics from the University of Nairobi.

He joined KCB in 1991 and rose through the ranks to the position of corporate banking director. He led a team of more than 200 bankers and steered the bank's relationships with its corporate clients with a portfolio in excess of USD 1.2 billion funded and a similar exposure in non-funded facilities. The units under his direction included Corporate Banking, Asset Based Financing, Insurance Premium Financing, Corporate Finance, Custody, Institutional Banking, Global Banking, Trade Finance and Financial Institutions.

John has received the following accolades: Corporate Banker of the Year 2009 / 2010 / 2011; Best Bank in Corporate Banking in 2009 / 2011; and Best Bank in Asset Finance 2009 / 2011 and runners up 2010 - Think Business Banking Awards.

He was a key note speaker at the 4th Annual East Africa Trade & Commodity Finance conference - Nairobi May 2012 and panelist in African Hotel Investment Forum (AHIF) in Nairobi 2012.

Michael Kyambati - Partner

Michael has over 20 years of work experience in the banking sector with extensive exposure in both retail and corporate banking. He holds a Bachelor of Commerce degree in accounting and an MBA in Strategic Management from the University of Nairobi. He joined KCB in 1989 rising through the ranks to the position of senior manager in corporate banking. During his stint, he led a team of more than 20 bankers in different portfolios classified according to different sectors of the economy with main responsibility of overseeing the bank's relationships with its corporate clients.

Michael consistently delivered superior results both in terms of asset growth, profitability and customer retention while motivating and mentoring his direct reports to exceed the set deliverables. He managed a portfolio in excess of USD80 million assets comprising both funded and non-funded facilities. He has a wealth of experience, inter alia, in Asset

Based Financing, Insurance Premium Financing, Corporate Finance, Custody, Institutional Banking, Trade Finance, Financial Institutions and Treasury. Michael has interacted widely and contributed significantly to the banking industry in Kenya. Indeed, his MBA Research project focused on customer relationship management as a strategy for competitive advantage in Kenya's banking industry. Michael voluntarily left KCB in 2010 to pursue business interests including consultancy in Banking and Finance. He has also undertaken various courses in management, marketing, finance, international trade, credit and leadership.

Alice Kiugu Nyagah - Partner

Alice holds a Bachelor of Arts (BA) Degree in Economics and Government from the University of Nairobi and an Executive Master of Business Administration (EMBA) from Jomo Kenyatta University.

She brings on board over 18 years of experience in banking with proven track record in corporate banking. She is people focused with a passion for continuous improvement and the ability to build positive ties and productive relationships. She actively managed a team of over 17 relationship managers, overseeing large corporate accounts with a combined portfolio of over USD 500 million.

Elijah J.N.Mwangi - Partner

Elijah holds a Bachelor of Commerce degree in accounting from the University of Nairobi and is also a certified Trustee of Humber Centre for Employee Benefits, Toronto Canada. He has over 20 years of work experience in the banking sector with extensive exposure in both Retail and Corporate Banking. He joined Kenya Commercial Bank (KCB) in 1989 and over the years honed his skills initially in retail banking and in the bank's then consultancy arm, Business Advisory Services before progressing to corporate banking where he headed key units among them Global Banking, Industry, Public Sector, Custody Services and Corporate Finance.

In addition to his relationship skills which saw him manage large and complex business relationships, Elijah has vast experience in deal origination and syndicated transactions. He was often called upon to deputize Director of Corporate Banking and his last appointment at KCB was acting Director of Corporate Banking before his voluntary exit from the bank to pursue other interests.

Steve Ogada - Associate

Steve is a Chartered Financial Analyst (CFA) and BA (Hons) Economics graduate from Kenyatta University. He has over 8 years experience in the East African capital markets with Dyer & Blair Investment Bank Ltd. During this period, he excelled in various investment banking roles including sales trading, portfolio management for High Net Worth & Institutional clients. His

capabilities in strategic and analytical research saw him capital raise in both equities and debt instruments for corporate clients.

Steve has also completed the FAST (Flexible Appropriate Structured Transparent) approach to financial modeling, a key ingredient in investment strategic planning that aims to minimize pitfalls and help an Organization match the returns of the financial markets. He has also been awarded various certificates in investment banking.

Simon Kimari - Associate

Simon holds a Bachelor of Commerce degree in Accounting from the University of Nairobi and is also a Certified Professional Accountant CPA (K) from Strathmore College, School of Accountancy.

He has worked for top tier organizations viz;- Coca Cola, African Housing Fund(a subsidiary of Shelter Afrique), Airtel gaining appreciable exposure in accounting processes and setting up and implementing accounting systems.



FOCUS MARKETS

Aces Global Consulting focuses attention on:

- Corporate Clients
- Small and medium size Enterprises
- Individuals who appreciate trusted advisory services

SERVICE OFFERING

Financial Advisory Services

Corporate finance brokerage

Market Surveys

Feasibility Studies

Training

Financial re-engineering

EXPERIENCE

- Arranged debt capital of USD24 million for the first private Inland Container Depot (ICD) Msa, Kenya (2012)
- Undertook feasibility study report for housing development project to the tune of Kshs1.4 billion (2012)
- Financial restructuring for a public university – USD 2.8 million (2012/2013)
- Arranged for debt capital for steel manufacturing plant – USD 5.9 million (2013)
- Mandated to arrange for debt capital for USD31 million for commercial property development in Rwanda – 2013
- Mandated to arrange refinancing, restructuring and sourcing incremental debt capital for a cement manufacturing plant, Kenya – USD 38 million (2013)
- Mandated to arrange for debt finance for faith based global organization, Kenya – USD5 million
- Mandated to arrange debt refinancing for security printing company, Kenya – USD 7.5 million (2013)
- Mandated to arrange for debt finance for steel manufacturing plant, Kenya – USD 19 million (2013)