

# Fomento Energy

## Corporate Presentation

# About Fomento

**FOMENTO** is a Spanish based company dedicated to the design and implementation of integral projects aimed at improving the necessary infrastructure for the modernization and development of emerging countries.

Among our core activities are the development of "turnkey" projects as the main contractor in the following sectors: **health, agro-industry, energy, civil defense, education, social housing, water cycle, traffic and communications.**

This activity requires undertaking all phases of the project directly; from the design of the scope and search for funding, to the presentation of bids, contract negotiation, the installation and launching of the project, to the further training and maintenance of the equipment.

**We have over 20 years experience in Project development, identifying commercial opportunities, searching for the funding, creating partnerships, and executing projects.**

We carry out our commercial activity with a multidisciplinary team of professionals and experts in the fields of international trade, execution, and project finance, with offices in Madrid, Nairobi, Kampala, Malabo, and Accra.

The management and development of projects under **CONCESSION** is a proven- effective model which responds to the needs of the public sector in emerging countries. Structured finance projects and Public/Private Participation (PPP), are a strategic driver for the future growth of our business. The main areas of this activity are: **energy generation and infrastructure.**

Through **FOMENTO ENERGY**, we promote the development of conventional energy plants, photovoltaic power stations, and wind farms under concession. We study the energetic needs of emerging countries, tackling them from the perspective of sustainable development and energetic optimization.



# About us

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Fomento Energy is an international development company engaged in the **development, construction, acquisition and operation of electricity generation facilities** in emerging markets around the world.

We have a deep understanding of Africa and Middle East, and we believe that providing energy is much more than increasing megawatts - it's about empowering development. We carry out our activities with much focus on local market sustainable development and economic growth.

Our management team includes experts in the finance, technical and legal fields, with extensive industry experience and strong track record in origination, feasibility, development- procuring all the permits, licenses and approvals, Financial Close , and implementation of various power projects around the world.

# What we do

Fomento Energy activities are focused on the **development, construction, financing, operation and maintenance of energy projects** that are both technologically and geographically diversified.

- Preparation of business plan and a financial model
- Structuring of equity and debt financing
- Selection of investment partners
- Obtaining of all permits, licenses and approvals required as a pre-requisite to achieve Financial Close
- Identification of the optimum technical solution
- Selection and negotiation with the EPC Contractor to procure the most competitive EPC price
- Estimating the most competitive O&M price and developing appropriate and innovative financing structures

# Our team

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Fomento Energy team has over **15 years of collective experience** in development, construction, and operations of electricity generation facilities.

Currently we have offices in Spain and Uganda and our management team consists of **experts in the fields of Legal, Financial, Engineering, and Management**, who bring their expertise and dynamic business model to play a competitive role in origination, feasibility, development- procuring all the permits, licenses and approvals required as a pre-requisite to achieving Financial Close, and implementation.

# Target Markets

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We have a deep understanding of Africa and Middle East, and we believe that providing energy is much more than increasing megawatts - it's about empowering development.

We carry out our activities with much focus on local market sustainable development and economic growth in Uganda, Kenya, Senegal, Ghana, Equatorial Guinea and Angola.

**WE COORDINATE THE FEASIBILITY STUDIES, PERMITS AND LICENCES; WE HANDLE THE NEGOTIATION OF THE CONCESSION CONTRACTS, THE STRUCTURING OF THE FINANCIAL PACKAGE, THE ADMINISTRATION, AND THE PROPER COORDINATION OF ALL THE NECESSARY ELEMENTS FOR THE SIGNING OF THE CONCESSION.**

# Our Approach

Our strategy is based on five basic principles:

**FOCUS ON UNDERSERVED MARKETS**

**DIVERSITY OF GENERATION SOURCES**

**UNDERSTAND LOCAL ENVIRONMENT**

**APPLY INNOVATIVE SOLUTIONS**

**FOLLOW THROUGH WITH EFFICIENT  
EXECUTION & OPERATION**

# Contact us

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