

# OSPREY INVESTMENTS GROUP LIMITED

## COMPANY PROFILE

Web: [www.ospreyinvestmentsgroup.com](http://www.ospreyinvestmentsgroup.com)

Email: [info@ospreyinvestmentsgroup.com](mailto:info@ospreyinvestmentsgroup.com)



## Our Vision

Drive development in Nigeria and across Africa with investment, consultancy, and expert project management.

**We connect business to opportunity.**



## Our Company

British-based Osprey Investments Group Limited (OIGL) has a history of over 40 years of consultancy, management, and investment in developing countries worldwide, with a particular focus on Nigeria.

Osprey is capitalized with US \$100 million of shareholder funds and net assets. In 2006, OIGL incorporated (100% ownership) Osprey Investments Nigeria Limited to pursue various projects in Nigeria, especially in the energy sector. OIGL is in the process of being certified 100% Nigerian-owned, in compliance with the Nigerian Local Content Act.

**Osprey's business in Nigeria is growing fast.** In the last three years fee income and profits have doubled, and Osprey Group is debt free. Osprey has a solid track record, international prestige, and expert staff devoted to delivering on time, and under budget.

## Our Mantra

“Deliver world-class consultancy and investment on time and within budget”

- Group Chairman David Winn



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## Our Mission

Osprey and its partners work with government, the private sector, and individuals in Nigeria and across Africa to:

- **Tackle energy-related challenges.** Osprey's focus on energy allows us to generate exceptional performance and financial returns. In this way we contribute hugely to the economic growth and development of the region.
- **Take on opportunities that require world-class skills and experience.** Osprey's nine Directors, Managers and Consultants have between them over 250 years' experience, with particular expertise in agribusiness, chemical engineering, oil and gas, logistics, law, marketing and business development.



## Our Performance Objectives

Osprey expects to double its revenue growth each year, based on a targeted selection of projects and partners.

Osprey expects to distribute annual profits as follows:

- 50% to shareholders;
- 15% to a reserve established for agricultural projects;
- 15% to a reserve for the formation of joint ventures;
- 10% to directors' and employees' bonus schemes;
- 10% set aside as a general reserve.



## Where we work



**Nigeria and West Africa's economy will continue to grow vigorously.**

Osprey is perfectly placed to capitalize on the huge new business opportunities in the region and across the continent.

### Nigeria

Nigeria is the leading oil producer in Africa with oil revenues averaging \$40 billion per year. The economy is growing 7% per year. In the July 2010 McKinsey Global Institute (MGI) report "Lions on the Move," the authors noted that, thanks to a series of economic reforms, "Nigeria... is beginning the transition to a more diversified economy."

"[These reforms] have unleashed growth: in the telecom sector, the number of subscribers increased from practically zero in 2000 to 90 million, while banking assets grew fivefold. Nigeria's manufacturing sector, while small, is also growing."

**Osprey will play a large part in Nigeria's growth.**

### West Africa

The MGI authors noted that Ghana will: "...benefit from recent oil finds, generating additional revenue that - if invested wisely - could spur further diversification." They go on to suggest that "Africa's transition economies [including Ghana]... hold significant promise."

**Osprey has extensive experience in Ghana and across the West African region.**

### Rest of Africa

MGI went on to conclude: "Africa's economic growth is creating substantial new business opportunities that are often overlooked by global companies."

"...four groups of industries together could generate as much as \$2.6 trillion in revenue annually by 2020, or \$1 trillion more than today."

Those four industries are: consumer-facing industries, resources, agriculture, and infrastructure. **Osprey's team includes expertise in almost every sector.**



## How we work

**Osprey has three key competitive advantages that help us compete for business:**

### **1) Expert knowledge of the region.**

Osprey board members and managers have local understanding built over decades of industry and investment in Nigeria. David Winn and his team have developed business and personal relationships with key Nigerian decision-makers. With this experience Osprey can compete for - and win - valuable contracts.

The success of a recent project to extend foreign government credit to Nigerian farmers is evidence of this competitiveness. The government in question promoted this idea for over a year with little success. Two months after a meeting with Osprey officials were able to sign a project agreement and, a month later, met a Nigerian team to develop the several hundred million US\$ line of credit.

**Thanks to our knowledge and experience of Nigeria, Osprey makes things happen.**

### **2) Strong balance sheet and financial profile.**

Osprey Investment Group Limited has shareholder funds and net assets of \$100 million. The company enjoys strong relationships with and, support from, Nigerian and foreign banks. Nigerian banks have provided performance bonds of up to 5 billion naira and Osprey has no debt.

**Our financial strength means that we can help overseas partners share commercial risk.**

### **3) World-class technical partners.**

Osprey recently completed a world-class gas transportation project for the Nigerian National Petroleum Company (NNPC). The team we assembled included a boutique UK consultancy that we believed to be the world's best technical partners for the role. The firm was not eager to take a job involving Nigerian commercial risk, so we gave them the opportunity to join Osprey's team. They did, and the project was delivered as promised - on time and under budget.

**Osprey finds the right partners for the job.**



## Our Board of Directors

### **David Winn**

Group Chairman

David Winn is Group Chairman of Osprey Investments Nigeria Limited. Mr. Winn has over 44 years of experience in Nigeria.

### **Alh. Umaru Shehu Ndanusa** OON, M.Sc, FNISM

Chairman

Alhaji Umaru Shehu Ndanusa's was a Director at First Interstate Bank Plc and has served on the Boards of National Truck Manufacturing Company, Peugeot Nigeria Ltd, National Council on Privatization and National Electric Power Authority (now Power Holding Company of Nigeria) and currently serves on the Board of Unity Bank Plc since 2006. He was a member of the Federal Government's delegations to the Far East on Economic Diplomacy and a member of the Presidential Committee on Urban Development and Housing. Alhaji Ndanusa is the current Chairman, Niger North Nigeria Limited.

### **Air Cdr Bernard Nimfa Banfa (Rtd)**

Director

Bernard Nimfa Banfa is the former Managing Director of Nigerian Airways and former AUE. He served in the Nigerian Air Force.

### **His Royal Highness Dr. Sa'ad Danlami Usman** OFR

Director

His Royal Highness Dr. Sa'ad Danlami Usman is the Emir of Jere and former SGF of Kaduna State.

### **His Excellency Alh.Usman Faruk** CON, NPM

Director

His Excellency was the first Military Governor of North-Western State and governed a third of Nigeria with a limited budget from 1967 to 1975, after it was split off from the old Northern Region. He is a former Commissioner of Police and was awarded Commander of the Order of the Niger (CON) by the Olusegun Obasanjo administration in September 2006.

### **His Excellency Col. Habibu Shuaibu (Rtd)**

Director

Habibu Idris Shuaibu was the Governor of Plateau State and Niger State. Habibu Shuaibu was an aide to General Ibrahim Babangida and was a runner up in the Kano 2011 Gubernatorial Elections.



## Our Team

Osprey's team includes a variety of management and consultancy experts. Our managers and consultants have an average of a quarter of a century's experience in their respective fields. **We implicitly understand the opportunities and constraints of business in the developing world.**

### **Peter Stephenson, OBE**

#### **Director, Business Development**

Peter Stephenson headed UK Trade and Investment at the British High Commission, Lagos, Nigeria for over 8 years. Peter also served as Director of Trade and Investment in India and Israel and as Commercial Attache in Ethiopia. He worked in sales and marketing for Gillette Ltd and retail for Sainsbury's Ltd.

### **Debbie Caldwell**

#### **Director, Group Projects**

Debbie Caldwell has more than 15 years of international experience managing agricultural and energy projects in Asia and Africa with development agencies including DFID, CARE, Landell Mills and ULG.

### **Engr. Sani Bello, MEng.**

#### **Senior Project Consultant, Oil & Gas**

Sani Bello has held a number of senior roles in the petrochemical industry including Group Managing Director at NNPC. He is a Director of a variety of public and private enterprises, and a member of the Oil and Gas Implementation Committee.

### **Mr Abdullahi Faruk, B.Eng, MSc, OCP.**

#### **Head, Oil & Gas**

Mr Faruk co-ordinates activities in the Oil & Gas Division. He is responsible for project definition, planning, and execution of oil and gas projects, from concept to delivery. Mr. Faruk manages the database of research materials and project documents and ensures that project stakeholders meet deliverables.

### **Kelly Mgbor LL.B, B.L, LL.M**

#### **Head, Legal Department**

Kelly Mgbor is Company Secretary and heads Osprey's Legal Department. She ensures Osprey's compliance with its Memorandum and Articles of Association as well as national and international laws and policies, advises on good governance practices, implements procedures on compliance, negotiates legal transactions and ensures proper documentation for those transactions. Kelly has substantial corporate commercial experience both in Nigeria and internationally.



## **[Our Team, contd.]**

**Professor M. Babs Oyenehin** C.Eng; Reg.Eng; FHEA; MIOM; MEI; MSPE; MEAGE; MSUT; MNSE  
**Technical Consultant, Oil and Gas**

Dr Oyenehin is Technical Director of PMAC Solutions and Professor of Petroleum/Offshore Engineering at Robert Gordon University, Aberdeen. Dr. Oyenehin has over 30 years of professional experience in the oil industry. He has worked on oil and gas projects in the UK, Norway, Libya, Japan and Nigeria. He is a Fellow of the Higher Education Academy of the UK, a Member of the Society of Petroleum Engineers and a member of the Society of Underwater Technology.

**Mr Abdullahi Ali Geidam**, BSc.

**Special Advisor to Group Chairman**

Mr Geidam has extensive experience in business development across Nigeria, particularly in identifying and evaluating new opportunities for Osprey. He is Legal Adviser to the National Cassava Exporters Association.

**Chief Anthony Ekeopara**

**Special Advisor to Business Development Unit**

Chief Ekeopara has worked with Osprey for over twenty-five years, both in Nigeria and the UK. He has extensive experience in sourcing, contracts, shipping documents, insurance and other co-ordinating and operational activities. Over the years he has developed skills in logistics, monitoring, value-addition, strategic planning and management.

**Mr Mustapha Yusuf Onimisi**, BSc.

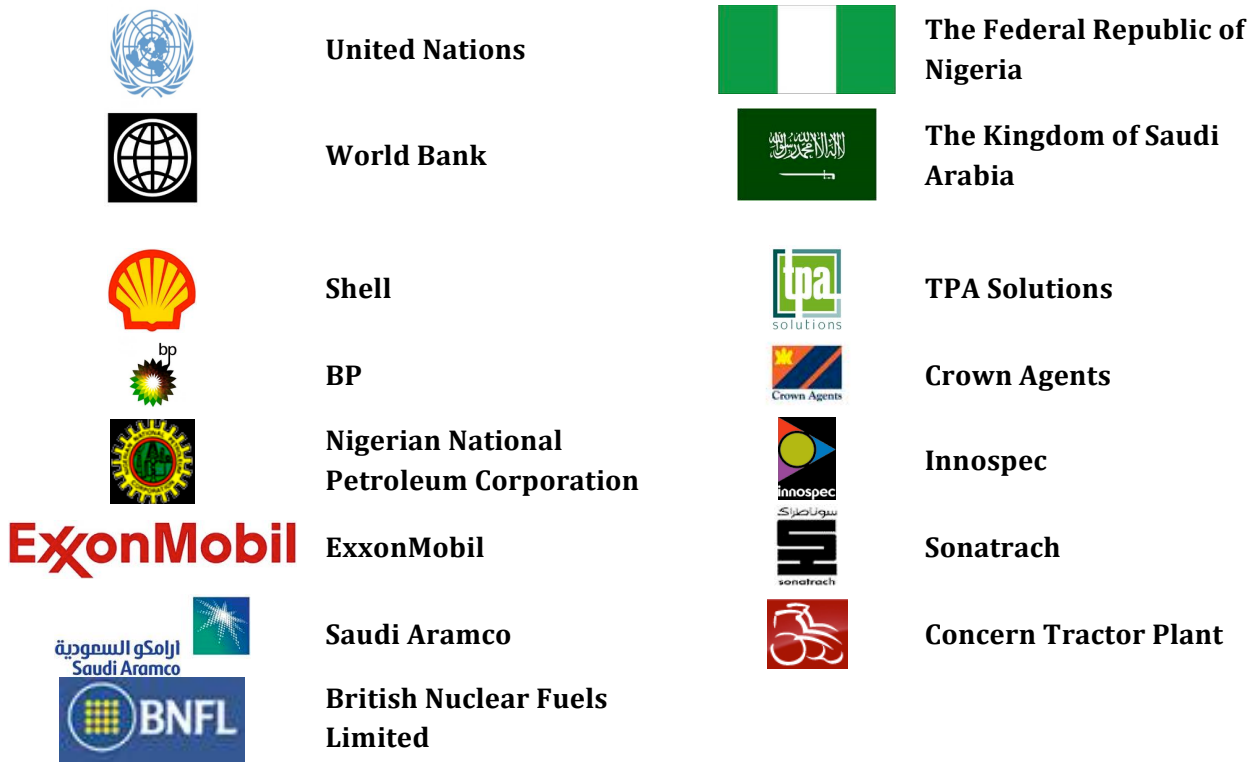
**Deputy Head, Business Development Unit**

Mr Onimisi facilitates Osprey's projects with Nigeria's Ministries, Departments, and Agencies. He helps ensure that internal and external stakeholders add value to Osprey's work, and that these projects are delivered on time and under budget.



## Our Clients

Osprey has a varied and blue chip client list, from governments and multinationals to small business and private individuals:



## Contact Us

**Address:** Osprey House  
47 Mississippi Street  
Maitama District  
Abuja F.C.T

**Email:** [info@ospreyinvestmentsgroup.com](mailto:info@ospreyinvestmentsgroup.com)

**Phone:** +234 (0) 704 050 0387  
+234 (0) 803 579 5887  
+234 (0) 978 00 416

**Web:** [www.ospreyinvestmentsgroup.com](http://www.ospreyinvestmentsgroup.com)



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