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BACKGROUND

Section	Description
Company Overview	 Augson Global Limited ("Augson") was incorporated in 2014 with a wholly-owned subsidairy—Augson Real Estates established in 2015 to develop, build and operate affordable housing solution projects. This executive essential summary has been prepared for the start-up development of Augson Smart Hostels—a Purpose Built Student Accommodation (PBSA) projects—at the University of Health & Allied Sciences (UHAS) in Ho, Volta Region of Ghana
History	 The University of Health and Allied Sciences (UHAS) is a public and premier health university duly established by the University of Health and Allied Sciences Act 2011 (Act 828) by the Government of Ghana, located at Sokode-Lokoe, Ho, Volta Region. Commenced operation in 2012 with only administrative buildings developed by the Government of Ghana with the support of the Government of China, and currently having over 6,000 student population.
Challenges	 With insufficient internally generated funds, and the Government's Debt Recovery programs - the university is unable develop housing facilities which has become an impediment to the successful delivery of services. Due to this challenge of housing infrastructure; Admission Constraint: The university is unable to admit more student applicants who are duly qualified for admission Compromised Student Safety: Increase in number of student (especially female students) attacks and robbery by criminals and other unscrupulous people. Long Distance Commute: Students have to commute daily from the city center, surrounding towns and villages which stresses and make the students late for lectures and related activities.
Opportunity	 Large Unused Land: The university has 702 acreage of land with most of it unused. Increasing Enrolment: Student population to increase to 20,000 by the year 2024, due to free Senior High School policy implemented b the Government in 2017, and new academic programs currently rolled out by the university.
Solution	UHAS sees PPP arrangement as a viable way of solving the infrastructure deficits: This is not a novel idea but an approved program b the Government and used by other government-owned universities.



BACKGROUND

Section	Description
Macroeconomics Overview	 The three broad sectors that contribute to the economy of Ghana are Agriculture, Industry and Services. The Services sector which includes the housing sector, is gaining momentum, boosted by strong economic growth, and the influx of non-resident Ghanaians and foreign home buyer, according to local real estate experts. Ghana's economic growth and increasing supply of prime real estate assets make it one of Africa's most interesting markets for investors. Demand is stable, especially in the high-end market and the addressable market in Ghana for student housing stands at over 280,000 nationwide (Market Survey, 2017).
Purpose Built Student Accommodation (PBSA) Sector and Challenges Overview	 The demand for student accommodation across the world continues to grow, and whilst PBSA is a relatively new sector of real estate and education investment, it has established itself as a significant asset class in many developed countries. Non-cyclical rental levels, stable yields, limited supply and growing demand driven by demographic trends and positive economic prospects all make the asset class highly attractive to institutional investors. Over the past 10 years, Ghana has seen an unprecedented increase in student population, the majority of whom are migrants from demographic areas in search of education and training activities, and ultimately, jobs and a better life. Education has been described as one of the fundamental elements of nation building. The importance of education—in addition to helping in economic growth of a country—has the potential of making life comfortable for people who acquire them. As a result, demand for tertiary education in Ghana has risen sharply in recent times, and Ghana's universities' housing shortage is a major issue affecting more than 280,000 students and several others more who are refused admissions yearly. The common reason given for the inability of the universities to admit more qualified student applicants is the lack of adequate infrastructure, predominantly, housing facilities. Inadequate student accommodation has forced both public and private universities in Ghana to adopt the "in-out-out-in" policy where students get access to on-campus accommodation for the first and last years of their studentship, and find their own means of accommodation in the second and third years. The situation where students are discouraged from attending universities for lack of accommodation is not only a threat to the ambitions of talented young people but also to the overall development of the country and the region.
Project Sectors	Multi-sector: Education, Health, and Capital Market Development

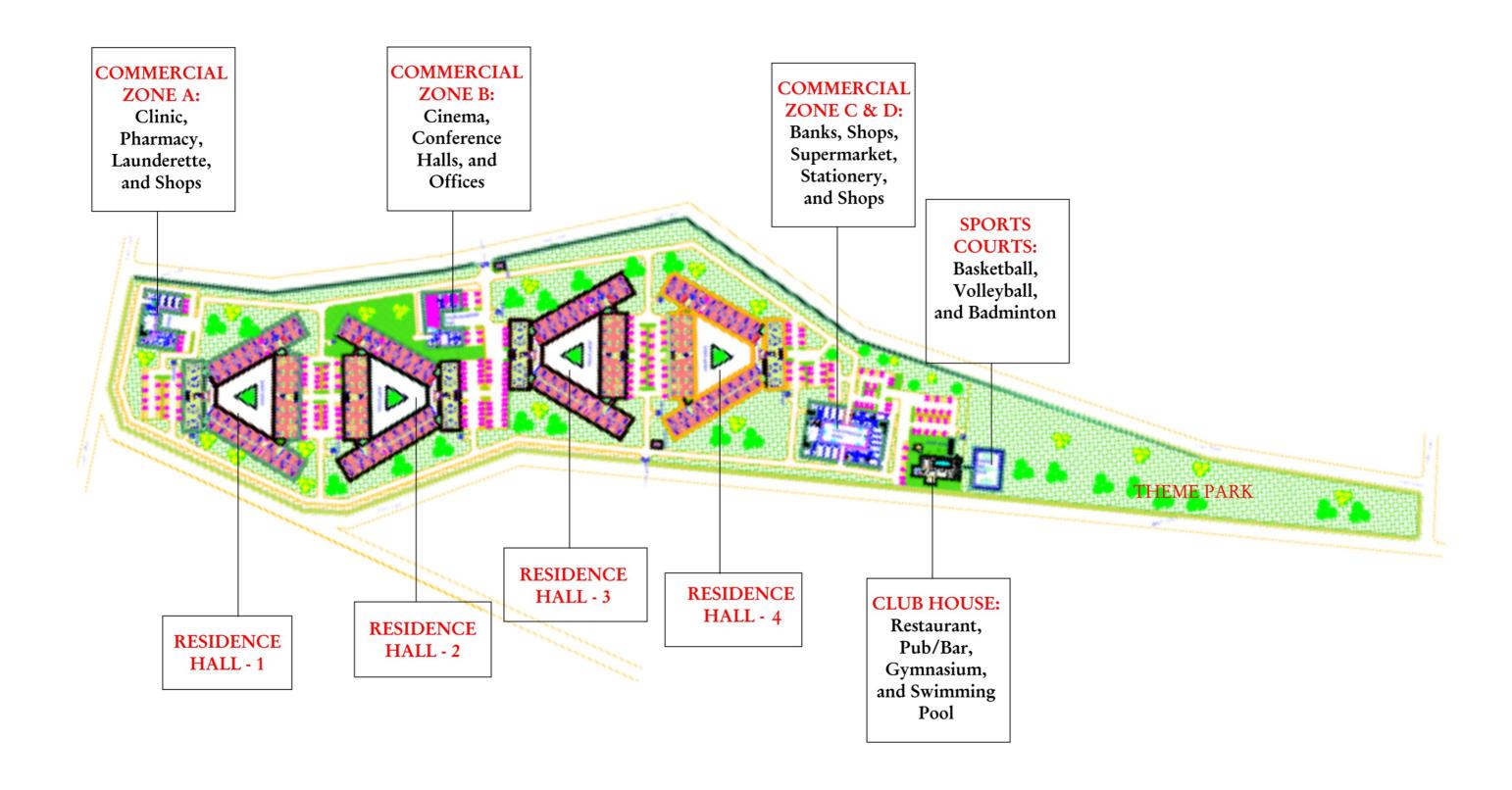


PROJECT DESCRIPTION

Section	Description
Augson Smart Hostels (ASH) Overview	 Innovation ASH is a proposed development and a brand to provide innovative, self-sufficient, and affordable rental housing solutions to the universities in Ghana by Augson Global Limited and managed by Augson Real Estates, a subsidiary company. Augson holds an ambitious target to provide 50,000 student housing units comprising of 1, 2, and 4-beds per room options across various universities in Ghana in the next 15 years. As a start-up, Augson is mandated by UHAS to develop a total of 10,000 student-beds capacity and 550-staff accommodation facilities. Housing costs shall vary based on option, sharing level and installations, allowing Augson to offer affordable housing to the widest possible spectrum of the socioeconomic ladder. These properties shall include amenities and services as well as commercial, recreational, security and other ancillary infrastructure solutions. Payment shall strictly be in the form of bank deposits, wire-transfer and in advance of stay. This pay-before-allocation model alleviates non-payments and cash transactions. Access to ASH will positively impact students, staffs and the universities through provision high-value accommodations that can contribute to significantly improving tenants' health, psychological and social life and most importantly educational outcomes.
ASH Project One, UHAS Description	 Phase 1: 400 student beds capacity; Phase 2: 7,040 student beds and 280 staff accommodation; and Phase 3: 3,460 student beds and 270 staff accommodation. Project Description Accommodation Staff Accommodation Commercial Facilities 10,900 student beds capacity:



MASTER PROJECT LAYOUT





PROJECT DESCRIPTION

Section	Desc	ription
Project Cost	Total Project Cost (Estimated) Total Project is estimated at USD \$75.5 million Uses of Funds Development Cost - USD 4.844 million Phase 1 - USD 1.5 million	
	Phase 2 - USD 44.9 million Phase 3 - USD 24.3 million	
Project Update	 Activities Market Survey and Feasibility Study Certified Architectural, Structural, Electrical and Service drawings Quantities Survey (BoQ) Certified Geotechnical Survey Environmental Impact Assessment Environmental Protection Agency Permit Fire Certified Report including drawings from the Ghana National Fire service Building Permit 	Stage Completed Completed Completed Completed Completed In Progress In Progress In Progress

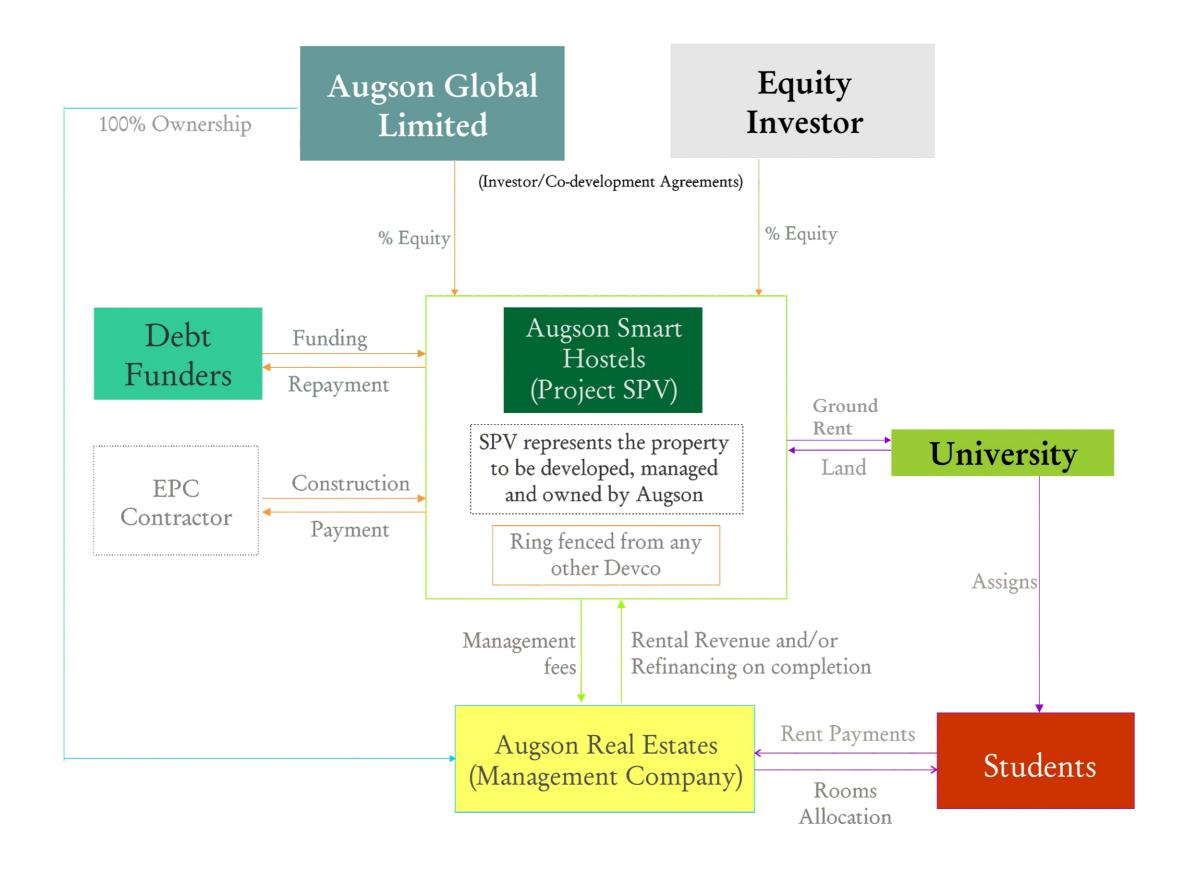


PROJECT DESCRIPTION

Section	Description
Key Investment Considerations	Strong Sector Fundamentals underpinning project success a) High demand for tertiary education in Ghana b) Free Senior High School Policy to further increase this demand c) Very stable and non-cyclical returns to investors Clear path to repayments and dividend a) Rental income from PBSA assets and related service charges b) 100% project cash flow accrues to SPV Strong security package a) Leased hacked security- assigning the project and related assets as collateral to funders b) Off-tack Agreement with the university - to assign students to the project c) Payment Guarantee from university - to cover rental payments for staff accommodation d) Escrow Account- assigning all income into this account to service all debts and operating costs e) Funded Debts bervice Reserve Account- during operations f) Ring-fencing of investment funds- to protect project funds against misappropriation g) Fixed price construction contract, performance hond and liquidated damages from EPC - to cure construction cost overrun, time overrur and completion risks h) Issuance of Bond- for early exit investors Strong team, effective and efficient operating model a) Competent board of directors and management team with vast experiences in real estates, engineering, administration finance and project development and management b) Implementation plan with effective and efficient management models and internal control process which will give us cost and time savings c) Proven Operating model in the real estate sector, approved and used by industry experts and recommended by state-owned enterprises



PROJECT STRUCTURE



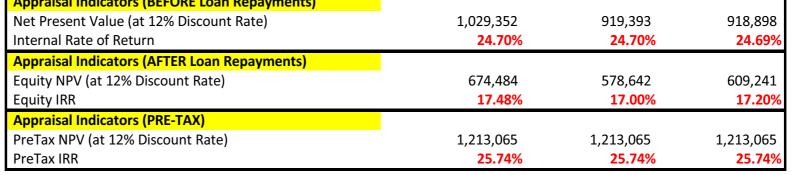


Section	Description
Assumptions	 Project life of 30-years (with 20-years renewal option); 100% Occupancy for Regular and 50% Occupancy during Short stay school; Loan Tenor 15-years (including construction period); Estimated all-in Interest rate of 12%; Variable cost escalation factor of 8% per annum; Discounting factor of 12% (based on World Bank and UN benchmarks); 10% Yearly Depreciation in GHS against USD; 7.1% Depreciation Rate (using straight line method); 25% Corporate Tax Rate; 10% of Revenue as Utility Cost; and 5% Deductions for Common Area Maintenance.
Revenue Projections	 Rental of Student Rooms fees ranges from GHS 12,000 -14,000 per room per year Rental of Staff Apartments fees ranges from GHS 18,000 - 24,000 per room per year Rental of Commercial Spaces fees ranges from GHS 24,000 - 151,200 per space per year Rental of Commercial Spaces fees ranges from GHS 24,000 - 151,200 per space per year Charges for Services fees ranges from GHS 100 - 640 per service per year Charges for Advertisement fees ranges from GHS 5,000 - 12,000 per advertiser per year



Financial Projections - Summary

AUGSON GLOBAL LIMITED AUGSON SMART HOSTELS (PROJECT ONE) PHASE 1 SUMMARY OF FINANCIAL PROJECTION			
Denomination and Interest Rate	8% USD	12% USD	20% GHS
Denomination and Interest Rate	Ghs '000	Ghs '000	Ghs '000
	GIIS 000	GIIS 000	GIIS 000
Profit & Loss Summary for 30 years			
Total Revenue	10,853,987	10,853,987	10,853,987
EBITDA	9,122,329	9,122,329	9,122,329
Depreciation	288,166	288,166	288,166
Interest	308,157	349,067	495,415
Tax (After 10-Year Holiday)	2,040,820	2,039,483	2,041,780
Net Profit / (Loss) After Tax	6,485,186	6,445,612	6,296,967
Cashflow Summary for 30 years			
Net Profit / (Loss)	6,485,186	6,445,612	6,296,967
Add Depreciation	288,166	288,166	288,166
Add Interest Expense	308,157	349,067	495,415
Operating Cash flow	7,081,509	7,082,845	7,080,549
Less Loan Repayments (Interest & Principal)	860,051	924,938	697,131
Closing Cash Balance (at end of Project)	6,221,458	6,157,907	6,383,417
Lowest Cash Position	57,143	57,143	33,214
Debt Service Coverage Ratio (DSCR)			
Maximum DSCR	2.0	1.8	6.0
Minimum DSCR	1.3	1.2	0.8
Average DSCR	1.6	1.5	2.5
Appraisal Indicators (BEFORE Loan Repayments)			
Net Present Value (at 12% Discount Rate)	1,029,352	919,393	918,898





Financial Projections - Profit and Loss

AUGSON GLOBAL LIMITED AUGSON SMART HOSTELS (ASH) PROJECT ONE PHASE 1	TOTAL	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
FINANCIAL MODEL: PROFIT AND LOSS FORECAST	Ghs'000	Ghs'000	Ghs'000	Ghs'000	Ghs'000	Ghs'000	Ghs'000	Ghs'000	Ghs'000	Ghs'000	Ghs'000
USD DEBT AT ANNUAL RATE 12%	05 555										
Revenue from Regular Hostel Rent	5,483,292	-	36,892	40,581	44,639	49,103	54,014	59,415	65,356	71,892	79,081
Revenue from Staff Accommodation Rent	679,719	-	4,573	5,031	5,534	6,087	6,696	7,365	8,102	8,912	9,803
Revenue from Short-Stay Rent	1,689,042	-	11,364	12,500	13,750	15,125	16,638	18,302	20,132	22,145	24,360
Revenue from Commercial Rent	1,135,130	-	3,010	3,461	3,980	4,577	5,264	6,053	6,961	8,006	9,206
Revenue from Services	1,391,186	-	9,360	10,296	11,326	12,458	13,704	15,074	16,582	18,240	20,064
Revenue from Power Sales	475,619	-	3,200	3,520	3,872	4,259	4,685	5,154	5,669	6,236	6,859
TOTAL REVENUE	10,853,987	-	68,399	75,389	83,101	91,610	101,000	111,363	122,802	135,431	149,374
<u>-</u>											
Less Management Fees	542,699	-	3,420	3,769	4,155	4,581	5,050	5,568	6,140	6,772	7,469
GROSS MARGIN	10,311,288	-	64,979	71,620	78,946	87,030	95,950	105,795	116,662	128,659	141,905
Utilities	542,699	-	3,420	3,769	4,155	4,581	5,050	5,568	6,140	6,772	7,469
CAM Deductions	542,699	-	3,420	3,769	4,155	4,581	5,050	5,568	6,140	6,772	7,469
Other Expenses	103,561	-	996	1,076	1,162	1,255	1,355	1,464	•		1,844
TOTAL INDIRECT COST	1,188,960	-	7,836	8,615	9,472	10,416	11,455	12,600	13,861	15,250	16,781
EARNINGS BEFORE INTEREST, ETC. (EBITDA)	9,122,329	-	57,143	63,005	69,474	76,614	84,495	93,195	102,801	113,409	125,124
Depreciation	288,166	-	20,583	20,583	20,583	20,583	20,583	20,583	20,583	20,583	20,583
PROFITS BEFORE INTEREST AND TAX	8,834,162	-	36,560	42,422	48,891	56,031	63,912	72,612	82,218	92,826	104,541
Interest	349,067	26,627	32,804	26,943	27,357	27,585	27,585	27,310	26,703	25,701	24,233
PROFIT / (LOSS) BEFORE TAX	8,485,096	(26,627)	3,756	15,479	21,533	28,445	36,326	45,302	55,515	67,124	80,308
Tax (10-Year Holiday)	2,039,483	-	-	-	-	-	-	-	-	-	-
NET PROFIT / (LOSS) AFTER TAX	6,445,612	(26,627)	3,756	15,479	21,533	28,445	36,326	45,302	55,515	67,124	80,308



Financial Projections - Cashflow

CASH FLOW													
Net Profit / (Loss)	6,445,612	(26,627)	3,756	15,479	21,533	28,445	36,326	45,302	55,515	67,124	80,308	71,451	84,173
Add Depreciation	288,166	-	20,583	20,583	20,583	20,583	20,583	20,583	20,583	20,583	20,583	20,583	20,583
Add Interest Expense	349,067	26,627	32,804	26,943	27,357	27,585	27,585	27,310	26,703	25,701	24,233	22,213	19,548
Operating Cash flow	7,082,845	-	57,143	63,005	69,474	76,614	84,495	93,195	102,801	113,409	125,124	114,248	124,304
Less Loan Repayments (Interest & Principal)	924,938	-	-	52,850	55,855	58,933	62,067	65,240	68,426	71,597	74,717	77,747	80,634
Free Annual Cash Flow / (Outflow)	6,157,907	_	57,143	10,155	13,619	17,681	22,428	27,956	34,376	41,812	50,407	36,501	43,669
Cumulative Cash Balance	3,201,001		57,143	67,298	80,918	98,599	121,027	148,982	183,358	225,170	275,577	312,078	355,747
			,	•	•	•	•	•	•	•	•	•	,
Appraisal BEFORE Loan Repayments													
NPV (using 12% Discount Rate)	919,393												
	(288,166)	-	57,143	63,005	69,474	76,614	84,495	93,195	102,801	113,409	125,124	114,248	124,304
IRR	24.7%		,	•	•	•	•	•	•	•	•	•	,
Average Debt Service Coverage Ratio	1.5	ļ		1.19	1.2	1.3	1.4	1.4	1.5	1.6	1.7	1.5	1.5
		_											
Appraisal AFTER Loan Repayments													
NPV (using 12% Discount Rate)	578,642												
	,												
	(288,166)	-	57,143	10,155	13,619	17,681	22,428	27,956	34,376	41,812	50,407	36,501	43,669
IRR	17.00%		07,2.0	_0,_00		_,,	,	_,,,,,,	0 .,0 / 0	,=	33, 137	55,552	.0,000
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Appraisal Pre-Tax													
	1 212 065												
NPV (using 12% Discount Rate)	1,213,065												
	(200.455)		F7 4 40	62.005	60.474	76.644	04.405	02.405	102.001	442.400	425 424	420.005	452.264
	(288,166)	-	57,143	63,005	69,474	76,614	84,495	93,195	102,801	113,409	125,124	138,065	152,361
IRR	25.7%												



SOCIAL IMPACT

Section	Description
Social Impact	 Affordable & Accessible Housing a) 10,900-student beds and 550-Decent homes to staffs- addressing the critical need that exists at the university-b) Resilient and high-quality, affordable, and environmentally friendly housing facilities; c) Sustainable rental spaces to the community, groups and services that would improve the social, economic, environmental and health outcomes of low-income families and individuals living around the university, whilst providing our tenants access to their basic needs on campus Increased Students Enrolment a) Projected students population increment to 20,000 in (2024), instead of a projected decline without the project (Market Survey, 2017) Employment Creation and Local Economy development a) Utilize local construction companies and subcontractors wherever possible thereby aiming to create over 1,200 new jobs to the local people; b) Job creation - through recruitment for operational purposes and ancillary services such as banks, restaurants, clinics, supermarkets, and many more which are mostly dominated by women employees. c) Significant build cost supporting local economy and additional flow-on effects to the surrounding villages and towns. Safety and Security Safe, clean and conducive environment that fosters teaching and learning whilst reducing crime against students and providing security. Climate Effects a) Production of 3.5 MIW clean solar energy daily from rooftop IMW solar plants to augment electricity supplies to the project b) Additional electricity production from a biogas plant that shall be installed to control the liquid waste generated from the project. c) Dramatic improvement with striking exterior and site layout that will provide a warm and welcoming experienc



PROJECT TIMELINES AND CONCLUSION

Section		Description
	Project Timeline for Phase 1 Activities	Indicated Timeline
Project Timelines	Selection of project partners MoU Signing Completion and Review of Designs Signing of Lease and PPA Agreements Financial Close EPC Procurement Phase 1 Phase 2 Phase 3	September 2018-April 2019 August 2019 January 2020 August 2021 December 2021 December 2021 January 2022 - September 2022 October 2022 - September 2024 October 2024 - September 2026
Conclusion	 Request Augson Global is seeking Project Funding fo Address AUGSON GLOBAL LIMITED No. 62, North Legon Valley, Old Ashongman, Acc. P. O. Box YK 853, Kanda, Accra +233(0) 246 27 80 94 / 261 00 80 73 info@augsongroup.com www.augsongroup.com Contact Person: Rudolf Schirmer, A. D. (Chief Executive Office +233(0)543 31 26 27 rudolf@augsongroup.com 	ra, Ghana



Phase 1 Design and Artistic Renderings









PHASE 1 AND 2 DESIGN AND ARTISTIC RENDERINGS



































