

BROADER INSIGHTS FOR RESPONSIBLE PROFITS

Financial Institution Retainer Fact Sheet



As the leading service provider to Fund & Asset Managers in emerging markets, EBS has developed a retainer offering whereby its clients can:

- Internalise their ESG functions, without contributing to headcount;
- Correctly value ESG liabilities at acquisition, and ESG assets at exit;
- Bring international credibility to their Due Diligences, at local prices;
- Report on their performance in a way that exceeds their LPs' expectations; and
- Attract new and cheaper sources of capital.

What we offer

We offer our clients a monthly retainer, for a minimum of an initial annual contract, for 1 to 5 days a month for our ESG private equity services. This includes the following:

1. A prioritised service: we guarantee on-site responsiveness to a week for due diligence presence on-site anywhere in Africa, in the national language, and no more than three weeks for the final report or an SEDD
2. Up-to-date knowledge of local legislation
3. Dedicated account manager
4. Rollover of unused hours and preferential rates for overflow hours
5. Access to our research library with over 400 papers on ESG Finance
6. Participation in your pipeline IC/AB meetings and presentations to LPs as required (i.e. we become part of your team)
7. Ad hoc enquiries from any of your staff without needing budget approval
8. Detailed monthly statements with your invoice, accumulated across all our offices
9. In-country owner's engineer function, whereby we manage ESIA consultants on the project's behalf (including scoping, selection and management), normally resulting in the recovery of our fees within the first month
10. Internal ESG officer function, including collection of data from projects, internal report preparation and quarterly and annual reports for LPs
11. Post-acquisition ESG function: we normally continue to work with management on behalf of the GP, to ensure the implementation of ESG recommendations from the DD, specifically to enhance exit valuation. In other words, we go beyond the compliance function of the due diligence, but also consider post-acquisition efficiencies
12. Rates depend on number of days secured per month, but 3 days per month normally works as a good starting point, and ensures a firm-wide support (E, S and G, in any dominant African language, with services rendered by any of our 40 professional staff, including those with 20+ years' experience)

About EBS

EBS is the dedicated strategic ESG advisor to private equity funds, asset managers, hedge funds and/or banks in emerging markets. We have developed a broad view of how capital can be deployed efficiently and sustainably – and our clients benefit from this before they make their investment, through the investment period, and to exit or closure.

Our staff of consultants are specialists in environmental, social and governance impacts, in French, English, Portuguese and Swahili, across every sector.



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