



Corporate  
**PROFILE**  
2020



**LEDing**  
HOSTELS GHANA LIMITED





# Executive Summary

LEDing Hostels Ghana Limited (LEDing Hostels) is an affiliate of LEDing Ghana Limited established purposely to construct and operate student hostel facilities. The flagship Green Hostel project of LEDing Hostels will be constructed for the University of Cape Coast and later replicated in the other public Universities across the country.

The University of Cape Coast has signed an offtake agreement (Guarantee of Occupancy) with LEDing Hostels for an 18,000 bed capacity hostel in the heart of the university's main campus, to ease the accommodation challenges that the school faces every year. The Government of Ghana's flagship Free Senior High School program which runs on a double track system has seen an upsurge in the number of students seeking admission. An estimated increase of 100% student admissions is expected during the 2020/2021 academic year. This high number will further compound the accommodation problems of the Universities. The LEDing Hostel is therefore a timely intervention.

The construction of the Hostel will begin in 2020 in phases with a scheduled completion timeline of two years. A 30 acre land situated in the heart of the University has been secured by LEDing Hostels for this project. The hostel will comprise of Accommodation Units, Commercial wing, Recreational Park, 30 bed Hospital and other On-Site Services. The Hostel will be powered by a 2MW mini solar grid.

The under listed studies are at various stages of completion;

- Technical designs and drawings
- Architectural drawings
- Environmental and Social Impact Assessment studies
- Environmental Impact Assessment Permit
- Planning Permit
- Geological studies
- Topographical studies

Completed  
Completed  
Ongoing  
Ongoing  
Ongoing  
Ongoing  
Ongoing





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The company also has a big pool of EPC contractors who are willing to provide performance guarantees for the construction of the Hostel. LEDing Hostels has secured the services of the internationally acclaimed South African facility management company, BROLL. Broll Property Group is Africa's leading commercial property services company and is present in about fifteen (15) countries in Africa, including Ghana. In Ghana, Broll manages most of the iconic buildings including the major shopping malls.



The University of Cape Coast with a student population of over 35,000 presents a viable commercial opportunity for the Hostel business. LEDing Hostels has the mandate of the University to provide an on-site Hostel facility to close the gap in the accommodation deficit currently faced by the University. Government of Ghana's flagship free senior high school program, with its double-track enrollment, will further compound the accommodation challenge of most of the tertiary institutions in Ghana, including UCC. Therefore, the LEDing Hostel facility is a timely intervention.



LEDing Hostels has already secured a 30 acre land in the heart of the University's campus for the construction of the Hostel Facility. The Hostel upon completion will be allocated to students on a priority needs basis. LEDing Hostels has signed a demand guarantee with the university. This will ensure full occupancy by students for 35 years under a BOT (Build, Operate, and Transfer) agreement.

# What do we do

One of the key challenges of Tertiary Institutions in Ghana is bridging the student accommodation gap. The increasing number of senior high school graduates who will seek admission into the various universities will require large investments in infrastructure, including hostel facilities to accommodate them. To help solve this growing challenge, LEDing Hostels has been established as an affiliate of LEDing Ghana Limited to provide hostel facilities across the various tertiary institutions in Ghana. The aim of LEDing Hostels is to leverage on its strength in the renewable energy space, to set up mini solar grids to provide electricity for the hostels. This will complement government's policy to augment Ghana's energy mix. LEDing Hostel facilities are equipped with all the modern social amenities comparable to those found in commercial gated estates. Our hostels are designed primarily with the students' comfort and well-being in mind

## Our Vision

Providing eco-friendly, comfortable student hostel accommodation with a serene ambiance, is our business. With modern architectural designs and sustainable building materials used in our hostel facilities, it is our vision to be the number one preferred student hostel developers in Ghana. We aim to establish over 30,000 bed hostels, with state-of-the-art amenities, in various tertiary institutions by 2025.

## Our Mission

**We intend to offer accommodation solutions to bridge the gap created due to the high student population occasioned partly by the free senior high school program. Our mission is to provide hostel accommodation to solve the perennial challenges in various Tertiary Institutions across the country.**





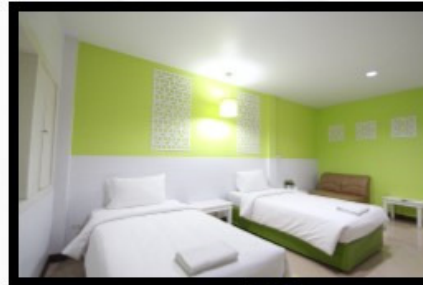
# Hostel Design Brief

The LEDing Hostels Facility of the University of Cape Coast is an 18,000-bed capacity facility. The facility is designed in nine (9) blocks categorized in 4 modules. The blocks will be seven-storey high at 23.4m above ground level. The project will comprise the under listed components:

- ✓ Residential Area
- ✓ Commercial Area
- ✓ 30 Bed Hospital Facility
- ✓ Recreational Area
- ✓ Parking and Security Post
- ✓ Other On-site Facilities

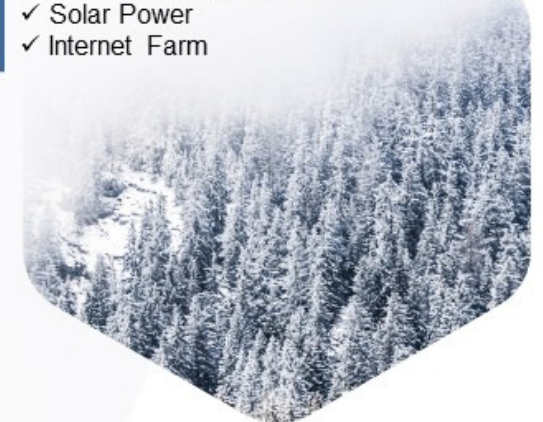
## Supporting Facilities Include;

- ✓ Pharmacy
- ✓ Restaurant / Food court
- ✓ Shops
- ✓ Therapeutic Garden / Park
- ✓ Study Huts
- ✓ Banking Halls and ATM farms
- ✓ Bus Terminal
- ✓ Multipurpose Conference Hall
- ✓ Swimming Pool
- ✓ Laundry
- ✓ Mini Market
- ✓ Gym and Fitness Centre



## Sustainable interventions will include;

- ✓ Biogas systems
- ✓ Water Reservoir and Treatment Systems
- ✓ Solar Power
- ✓ Internet Farm





# 30 Bed Hospital at UCC





# Other Upcoming Projects

## Other Upcoming Projects

1. 2,500 bed Hostel Facility for Medical students at the Korle-Bu Teaching Hospital.
2. 5,000 bed Hostel Facility for journalism students at the Ghana Institute of Journalism.
3. 3,000 bed Hostel Facility at the Takoradi Technical University College





# Strategic Partners



**STC** 苏通建设  
SUTONG CONSTRUCTION

Our strategic partners for the University of Cape Coast Hostel project are;

- University of Cape Coast
- LEDing Ghana Limited
- Broll Ghana Limited
- Ministry of Education
- EPC Companies
- Financial Partners (Iroko Securities)



 **中国电建**  
POWERCHINA



**UNIVERSITY OF CAPE COAST**



**Ministry of Education**  
REPUBLIC OF GHANA



# Strategic Partners

Broll Ghana was established in 2007 as a joint venture between Broll South Africa, Ghana's Social Security and National Insurance Trust ("SSNIT"), and the State Insurance Company ("SIC"). Broll South Africa is the Majority Share holder with 51% while SSNIT and SIC together have 49% shares.

Scope of services offered are similar to Broll South Africa however, Broll Ghana also offer residential estate management as a service line.

There are over 130 Full Time Employees in Ghana.

It has not less than 41 Properties under management (i.e. Office, Facilities, Retail and Residential Management (see Appendix A)). This provides a total Gross Lettable Area of 358,330.15m<sup>2</sup>. These property portfolio is valued in excess of USD 893,930,000.00 million.

Some Key Property Portfolio currently under management include:

- Accra Mall 23 000m<sup>2</sup>
- A & C Mall 9 000m<sup>2</sup>
- West Hills 27 000m<sup>2</sup>
- The Junction 11,500m<sup>2</sup>
- Takoradi Mall 11,000 m<sup>2</sup>
- Achimota Mall 14,500m<sup>2</sup>
- Marina Mall 11,398m<sup>2</sup>
- Kumasi Mall 16,000m<sup>2</sup>
- Accra Financial Centre 13,700m<sup>2</sup>
- Standard Chartered Bank Tower 12,049m<sup>2</sup>





# Strategic Partners



## Competitive Advantage

- Iroko is well positioned to successfully structure and place African capital markets transactions for the following reasons:
- Our vast experience in arranging complex financing for challenging African borrowers.
- Our extensive network of relationships with specialist and sophisticated capital markets investors.
- Our ability to match the borrowing needs of our clients with the product and risk profile requirements of our investing clients.
- Our track record in successfully completing structured transactions in Africa with over \$1.5 billion of private placement transactions over the 2005-2012 period.
- Our complete dedication to Africa as a niche player.
- Our financial engineering expertise as well as the flexibility and nimbleness of our organization.

## Corporate Organization

- Iroko Securities Limited (Iroko Securities) is a wholly owned subsidiary of Iroko Financial Products Limited (Iroko Financial Products) of Port Louis Mauritius. Based in the City of London, we are specialists in Debt Capital Markets and Treasury Management Services for clients in Sub-Saharan Africa. Iroko Securities conducts investment business with intermediate and market counterparties only, and arranges, places and brokers debt securities for institutional and corporate clients.

- Iroko Financial Products is a dealer and underwriter of fixed income instruments from emerging African markets. Its shareholders include the Netherlands Development Finance Company (FMO)

Iroko's commitment to Africa is evidenced by:

-The long standing involvement of Iroko's Principals in Africa over the past 20 years

-A shareholding comprised of institutions deeply committed to the financial sector in Africa including FMO whose financial outstanding and new commitments in Africa in 2003 amounted to EUR 393 million (21% of world wide outstanding commitments) and EUR 61 million (65% of world wide new commitments) respectively.

## Support Services

As sponsor for Sphynx Capital Markets PCC, Iroko supports its issuance program in the following manner:

- Assets origination, identifying, reviewing, structuring, and recommending primary or secondary market assets for purchase or funding by the issuer
- Arranging for liquidity, credit support, and hedging for assets funded by the program (where appropriate)
- Arranging to have Notes issued in the appropriate amounts, maturities and rates consistent with the business purpose and program documents
- Initial credit selection in line with investor requirements
- Market and liquidity and portfolio sale down support
- Risk management support
- Recommendation of country selection
- Market information and research support

# Our Strategic Partners

## Power Constructions Corporation of China Ltd



Power Construction Corporation of China, Ltd. (POWERCHINA) is a large integrated power construction group formed with approval by the State Council. The company consists of Sinohydro Corporation with 32 subsidiaries, HYDROCHINA Corporation with 12 subsidiaries, China Renewable Energy Engineering Institute, 12 survey and design institutes, 23 construction companies, and 18 manufacturing and maintenance companies.

We provide comprehensive and full-range of services from planning, investigation, designing, consulting, civil works construction to M&E installation and manufacturing services in the fields of hydropower, thermal power, new energy and infrastructure. Our business also extends into real estate, investment, finance, and O&M services.



# Our Strategic Partners

## Sutong Construction Group Co., Ltd (STC)

**STC** 苏通建设  
SUTONG CONSTRUCTION



Sutong Construction Group Co.,(STC) Ltd. was established in June 2003. Formerly known as Sino-foreign joint venture Jiangsu Nantong Sanjian Engineering General Contracting Co., Ltd., it is a holding subsidiary of Jiangsu Nantong Sanjian Group Co., Ltd.

The company has 19082 employees, 569 technical and economic titles, including 173 senior and intermediate engineering and technical personnel, 52 first-level construction engineers, and 83 second-level construction engineers. The company has total assets of 186.807 million yuan, registered capital of 59.66 million yuan, and net assets of 107.026 million yuan.

The company has qualifications for contracting of Building construction, Real estate development, Municipal engineering, Landscape engineering, Decoration engineering, Electromechanical installation engineering in overseas and domestic markets.

The company integrates qualifications, talents and markets, forming an industrial structure with multiple qualifications and diversification, which greatly enhances the market competitiveness of the company's performance.



# Corporate Social Responsibility

Social responsibility is paramount for international organizations that focus on improving citizens' quality of life. The ambition of LEDing Hostels extends far beyond the boundaries of its business activities. We strongly believe in supporting projects that improve the lives of people in the local communities where we operate.

As such, LEDing Hostels's commitments to social responsibility include:

- Environmental efforts: Our primary focus of corporate social responsibility is the environment. We ensure to take steps that can reduce carbon footprints which are considered good for both the company and society.
- Philanthropy: We will strive to practice social responsibility by donating money, products or services to social causes and nonprofits that can benefit charities and local community programs.
- Ethical labor practices: By treating employees fairly and ethically, we demonstrate our social responsibility.
- Volunteering: Attending volunteer events says a lot about a company's sincerity. By doing good deeds without expecting anything in return, we express our concern for specific issues and commitment to those organizations.





# Health & Safety



The health and safety of LEDing employees, consultants, partners, and clients supersedes all other LEDing initiatives. We are dedicated to promoting a workplace that is as safe and possible through:

- ✓ Strict adherence to Ghana Occupational Safety & Health (OSH) and section 9 (c) of the Labour Act 2003, Act 651, are a key priority to ensure that the worker is free from risk of personal injury or damage to his or her health during and in the course of the workers employment or while lawfully on the employer's premises.
- ✓ Implementing a safety strategy with a target of "ZERO" reportable accidents
- ✓ Enforcing a site-specific induction process before anyone is permitted to work at site
- ✓ Holding workshops on health and safety practices and setting up a system to disseminate lessons learned
- ✓ Endorsing "SAFETY FIRST" consciousness among all staff and workers
- ✓ Emergency Response Plans
- ✓ Periodic safety regular inspections at regular intervals
- ✓ Personal protection gear
- ✓ Expert training of employees





**Mr. Hamza Tanko**  
**Executive Board Chairman**

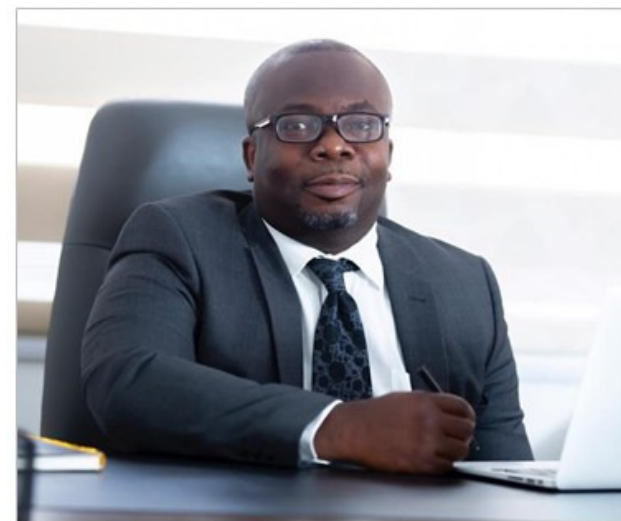
Mr. Hamza Tanko is the Executive Board Chairman of LEDing and related companies, including RCS Ghana. His business interest includes holdings in various businesses, either, as a majority owner, or minority owner. Such business interest is diverse and includes ICT start up, Energy, Housing, oil and Gas, and share butter export.

Hamza is an accomplished entrepreneur by temperament, and Project Management specialist by profession. He holds an Executive MBA Finance with various certification from reputable institutions in USA and Ghana. Over the Years, he has accumulated an array of experiences in start up businesses, and, further developed them to full fledged entities. He is opportunistic to the extent that where others see obstacles, he sees opportunities to solve problems and develop new businesses.

## Our Team

He started his Career as a project officer with Ghana water company and immediately identified his entrepreneurial calling and switched accordingly. Over the years, Hamza rose through failed and successful businesses to become an astute and opportunistic Investor, creating start ups and managing them to multi-million dollar entities. LEDing is a typical example.

Hamza's accumulated experience over the years led to the development of high level private and public networks in Ghana and across West Africa, and further developed multi-national networks, collaborations, while providing strong leadership to a group of accomplished professionals from USA and UK. These Professionals are currently involved in the development of multi Million dollar projects in the areas of student hostels, Independent power producer (IPP), Oil and Gas, renewable energy, warehousing, and General procurement



**Mr. Victor Johnson, CEO**

Mr. Victor Johnson is the CEO and a founding member of LEDing Hostels Limited. He has extensive experience in Investment Banking having worked with JP Morgan Chase - UK, Noble Group - UK, Barclays Capital-UK, Shems LLP UK, and Wutaenergy – Ghana, Niger, Burkina Faso. He has over the years developed a strong background in derivatives trading, analysis, operations management, and strategic leadership. A confident and diligent Finance and Exotic derivatives expert, his diverse international experience spanned across a range of banking, finance, and the energy sectors.

Mr. Johnson holds, among other qualifications, a Bachelor of commerce - B.Com (Accounting & Finance) from the University of Cape Coast, Ghana, MSc International Finance (International Risk Management) from the University of Westminster Business School, London, and M Phil in Quantitative Finance (London). He is also a member of Chartered institute of Securities and Investment - UK



## Our Team



**Mr. Abdullahi Tanko**  
Finance Director

Mr. Abdullahi Tanko recently joined the LEDing Ghana team, with over 15 years experience in Risk and Banks Balance Sheet (BS) liquidity management, after working with the Standard Chartered Bank (SCB) Group across different markets in, West Africa, Singapore, and UK.

He holds a BSc Administration (Accounting) and MBA (Finance) from the University of Ghana Business School, where he also taught Business Mathematics, Quantitative Methods, and Financial Accounting as a Graduate Teaching & Research Assistant. He is a certified Financial Risk Manager (FRM) and member of the Global Association of Risk Professionals (GARP, USA).



**Dr. Ian Kluvitse**  
Director

Dr. Ian Kluvitse was educated at Achimota secondary school and the university of Ghana medical school. He began his clinical career in London where he practiced in many teaching hospitals until he attained the grade of clinical assistant at the St Charles hospital in Ladbroke grove.

Following a ten-year medical career in London, he returned to Ghana and he was instrumental in the formulation of the National health insurance act 650 as a member of the ministerial task team. He also founded one of Ghana's first private health insurance schemes, which he managed for a few years. He also founded a company in identification systems being the first to implement the biometric technology in Ghana.



**Ms. Alberta Baidoo**  
Company Secretary

Ms. Alberta Baidoo is a Lawyer and currently the Board Secretary of LEDing Hostels Ghana Limited, she has over 10 years' experience in diverse areas including HR and Administrative Management and Company Secretary. She ensure that business and affairs of the company are conducted in accordance with its objects as contained in its Regulations, Profile and provision of the Law.

Ms. Baidoo holds a Bachelor of Science in Human Resource Management from the Central University College, Accra. She also holds a law degree (LLB) from the University of London and Barrister at Law from the Ghana School of Law.



**Mr. Alexander Ndede**  
HR and Administration

A bilingual Human Resource professional with proficiency in English and French. He has 8 years practical experience managing human resource activities in multi-national companies. He has worked in the mineral extractive, oil and gas and energy sectors. He worked in Ghana, Burkina Faso, Ivory Coast, Guinea and Niger. He has managed large workforce with diverse cultural background.

Mr. Ndede has a Bachelors Degree in French and Linguistics, Advance Executive Certificate in Business Administration and MBA in Human Resource Management.



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# THANK YOU

For Watching

