



Your key partner for the success of your infrastructure projects.

- ▶ **Public and private project owners**
- ▶ **Funders, investors and promoters**
- ▶ **Companies and engineering offices**

SDP (Société de Développement de Projets) supports you throughout your construction projects in Africa.

- ✓ Assistance to the project owner
- ✓ Project management office
- ✓ Structured finance

A background image of an airport tarmac with several aircraft. The visible aircraft include a Lufthansa plane, a SriLankan plane, and a Condor plane. The Condor plane has 'www.condor.com' and 'Condor' written on its side. The background is faded and serves as a backdrop for the text.

**WE ARE BY YOUR SIDE  
DURING ALL PROJECT PHASES !**



# Our MISSIONS

## ASSISTANCE TO THE PROJECT OWNER

As a project management company, SDP provides the client with global assistance in the steering and management of the project, from the time the need is expressed to its completion.

- ▶ Participates in defining strategic objectives, functional and technical requirements ;
- ▶ Ensures the implementation feasibility, identifies the necessary constraints and quality requirements;
- ▶ Recommends and assists in choosing the most appropriate solution and in selecting the various service providers ;
- ▶ Ensures the coordination and project management ;
- ▶ Checks and accepts the services.



## STRUCTURED FINANCE

Through the financial department, SDP provides a financial and economic analysis of your project.

It conducts feasibility and/or profitability studies to facilitate the best investment decisions.

The company designs and builds financial and economic models for projects and provides support in mobilising resources.

Drawing on its knowledge of African countries' legislation on pre-financing, public-private partnerships (PPP) and concessions, it anticipates all the legal and regulatory parameters inherent in structured finance.

## PROJECT MANAGEMENT OFFICE

Project management is essential for a successful project, as it coordinates the work of all the project's stakeholders. SDP, as a PMO of your project :

- ▶ Provides project leadership ;
- ▶ Ensures, anticipates and manages technical and operational risks ;
- ▶ Ensures management of resources and the allocated budget ;
- ▶ Analyses project performance by defining KPIs and preparing reports ;
- ▶ Ensures the proper execution and success of the project.





# Our **BUSINESS AREAS**

## **ROADS** (urban and national roads, motorways, etc.)

- ▶ Greenfield and brownfield projects.



## **TRANSPORT INFRASTRUCTURE & ENGINEERING STRUCTURES**

- ▶ Ports and airports ;
- ▶ Transport (bridges, viaducts, tunnels, locks, etc.) ;
- ▶ Energy, electricity ;
- ▶ Protection (retaining walls, gabions, jetties, etc.) ;
- ▶ Water retention (dams, dykes, etc.).



## **REAL ESTATE**

- ▶ Tertiary (offices, administration, etc.) ;
- ▶ Sanitary (hospitals, laboratories, etc.) ;
- ▶ Industrial (workshops, factories, etc.) ;
- ▶ School (education, research, etc.) ;
- ▶ Residential (housing, hotels, etc.).





# BIOGRAPHY

Georges ALÉ is an engineer and doctor in civil engineering trained in Benin, Burkina Faso and at the Federal Polytechnic School of Lausanne in Switzerland. He graduated from INSEAD with an Executive MBA.

Most of his career has been spent in the construction industry, infrastructure concessions and public-private partnerships in Africa. After twenty years of experience in management positions at VINCI in several African countries and in France, he joined Bouygues Group in 2018 as Managing Director of Colas Africa.

End of 2021, Georges ALÉ founded SDP (Société de Développement de Projets), a project management consultancy firm with the ambition to provide high level project managers that Africa needs for the construction of quality infrastructure delivered with controlled costs and deadlines.



## Who ARE WE ?

The SDP group was born out of a vision to support and manage reference projects for public and private project owners. Our goal is to provide them with our international expertise on various transportation infrastructure projects, engineering structures and real estate.

Our group has two offices in Benin and in France to provide a global and high-quality customized service, while ensuring optimal reactivity and service.

## Our TEAM

SDP's organization revolves around its specialized fields (transportation infrastructure, engineering structures and real estate), and is supported by a financial and legal department.


Each of our specialized field of activity consists of engineers, technicians, financial analysts and lawyers with extensive international backgrounds. They have a strong understanding of the constraints and issues related to your projects.

Our partnership management model promotes a sustainable vision of projects that considers all economic, ecological and social aspects.



**THE SUCCESS  
OF YOUR PROJECTS !**

**A PROJECT  
OR A QUESTION ?  
PLEASE CONTACT US !**

 1065, Boulevard du Canada  
Cadjèhoun, Cotonou, Bénin  
63 rue du Drain,  
95480, Pierrelaye, France

 [contact@sdpgroupe.com](mailto:contact@sdpgroupe.com)

 [www.sdpgroupe.com](http://www.sdpgroupe.com)