



**EOI Name: TRANSACTION ADVISOR ON INVITING STRATEGIC PARTNERSHIP IN THE RESTRUCTURING OF THE AKOSOMBO HOTELS LTD**

**EOI Opening Date:** 7<sup>th</sup> March 2018

**EOI Closing Date** 30<sup>th</sup> March 2018

**EOI Description:** The Board and Management of Akosombo Hotels Limited (AHL) on behalf of the Volta River Authority, intends to apply part of its internally-generated funds to payments under a contract for Transaction Advisory Services on inviting strategic partnership in the restructuring plans of the Hotel.

We are seeking Transaction Advisory Services from qualified firms / advisors / consortium of consultants to:

- Develop a well-structured transaction for the Akosombo Hotels Limited (AHL) under the applicable policy framework. This will be the basis for tendering and implementing plans for inviting, evaluating, negotiating and signing agreements with strategic partners.
- Advise on existing plans on the need to restructure AHL for strategic participation such as to minimise the risks while maximizing the benefits.

The scope of the assignment is as follows:

1. Transaction Structuring: This will require reviewing options open and suitable to AHL based on existing plans. Advise on any additional work required before strategic partners are invited to present proposals. Advice must take into consideration the dynamics, costs, resource requirements and risks in the proposed AHL/strategic partner cooperation. The Advisor will provide the most optimal / best-suited model and recommended transaction structure.
2. Transaction Implementation: This will require coordinating development of the project with potential partners. The Advisor will finalise bidding documents including an info memorandum, arrange pre-bid meetings, set evaluation criteria, arrange conduct of due diligence by bidders, finalise documentation, bidding, deal and financial closing of the transaction.

The Board and Management of Akosombo Hotels Limited now invites eligible Transaction Advisory (TA) firms to indicate their interest in providing the Services. Interested TAs should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.).

The Transaction Advisory Team must be reputable as criteria for shortlisting and must have the following profile:

- a. Must possess the ability to advise on contractual issues and the appropriate structure to realize the objectives of such a commercial arrangement for AHL
- b. Over ten years hospitality/leisure investment experience in origination, structuring/execution and post deal issues in various aspects of the hospitality business.
- c. Must be knowledgeable in Transactions: Transaction strategy & operations; economic advisory, development advisory, project management, transaction due diligence and transaction closing.
- d. Can assist with typical engagements such as appraisals, valuations, financial analyses, cash flow modelling and tax implications.

Every bid must include significant Ghanaian participation.

Interested and Qualified Firms may obtain further information between 09.00 hours to 16.00 hours GMT from Monday to Friday on +233 30 7010 719 / +233 244786396 or email: [voltahotels@gmail.com](mailto:voltahotels@gmail.com)

Expressions of Interest must be marked Transaction Advisor Services EOI, addressed to:

**The General Manager  
Akosombo Hotels Limited  
P.O. Box 25  
Akosombo**

And delivered at Room 705, 7<sup>th</sup> Floor, Electro-Volta House, 28<sup>th</sup> February Road (VRA Head Office), Accra at 12noon on Friday 30<sup>th</sup> March.

