



# GML

**A total solution provider for all your  
business development and  
consulting service needs.**



# INTRODUCING

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## GML

**3** Background

**4** Location

**5** Experience

**6** Clientele





# BACKGROUND

- A global project and business development and consulting firm, established in 2009
- Headquartered in Malabo, Equatorial Guinea, has networked associates and offices in the U.S., Spain and Ghana
- Specializes in international and domestic business and project development, management services, financial services and engineering services
- Serve public sector and private companies of all sizes
- Our focus is U.S. and EU clients that are interested in developing projects or doing business in Africa






# GML is strategically located.



## Global reach; local service.

No matter where you are located, we are able to serve you. Using technology and our convenient headquarters in Central, Africa, GML can meet your needs.

## Our headquarters, satellites

-  Atlanta, GA
-  Malabo, EG
-  Madrid, Spain



# Experience

- Worked with Marathon oil on concept development for a economic development program and fund in EG for increasing local content.
- Participated in the creation of the public/private initiative to promote economic development in Angola, supported financially by the U.S. Department of Energy, the provincial authorities in the target region in Angola, and the Chevron Corporation.
- Performed competitive analysis and technical due diligence for the acquisition of Consolidated Electric Power Asia, a \$2.7 billion investment made by Mirant Corporation.
- Conducted a preliminary feasibility study for a co-generation power plant to serve an aluminum facility in Trinidad and Tobago.
- Perform preliminary feasibility study for a 1,000 MW power plant in Mozambique and a 1,200 MW power plant in Algeria, grant from USTDA.
- Developed grant proposal for U.S. Trade and Development Agency of \$500,000 for feasibility study in cotton-textile sub-sector in Kenya, East Africa.
- Provided advisory services to Mirant on the development of an Asian and Pacific Rim market penetration plan.



## WHAT GML DOES



As a professional consultant firm, GML provides a variety of Professional Services including: Marketing, Financial Services, Project Management, Capacity Building, Government Relations and other Business Development as well as technical services such as engineering support.

# GML CLIENTELE

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## Public Sector

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- MIME
- GEPETROL
- LUBA PORT
- USTDA

## Private Sector

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Vopak  
Ferrostaal  
Lamnalco  
Trafigura  
Gas Natural  
BHP Engineering and  
Construction  
Equipment and  
Controls  
Mirant Corporation  
(Southern Company)  
Marathon Oil  
Africare



# SERVICES

- **Business Development Implementation and Support:** Develop and implement business development plans including providing *on-the-ground business support*.
- **Technical analysis:** Provide technical support to help our clients reduce costs and achieve improved performance.
- **Strategic Planning:** *Develop business analyses* in order to ensure that business development and expansion is founded on a sound strategic plan.
- **Project Development and Management:** Assist companies by integrating with their management teams to provide *business advice and support* in project and business plan implementation.
- **Acquisition and Spin-off Support:** Develop acquisition and spin-off plans, and assist in *negotiations and interface coordination* between finance, legal, administrative, and operations functions.





# Our Staff



- GML employs a network group of associates, who bring multi-disciplinary skills, function as a team of experts, international development practitioners, market specialists, financial analysts, and other specialized fields of knowledge.
- Representing various countries and fields, GML we provide the finest intellectual property, technologies, research and implementation support to every project.

## Equatorial Guinea

### GML in EG

GML is on-the-ground at the heart of the growing energy/infrastructure development sector in one of the world's fastest growing economies.



## CONTACT GML

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# Thank You