

TWO LAKES GROUP

Q2 2022 Corporate Profile

The Two Lakes Group is an advisory, trade, and investment firm that connects local ambitions with global opportunities. We specialise at working in complex and emerging markets, and maintain a network of offices and partners around the world.

Since 2016, Two Lakes' consultants have designed, implemented, and managed solutions for governments, corporations, and NGOs. Our investments into local teams, staff, and resources allow us to provide clients with unparalleled market access in many developing countries and across a range of high-growth sectors.

In 2020, with so many economies fighting to survive unprecedented global disruption, Two Lakes adopted the business thesis of "Advising for Today, Investing for Tomorrow" to highlight our long-standing preference for cost-efficient and high ROI solutions that can directly impact those that need them most.

Two years later, we are cautiously optimistic about investment, trade, and growth opportunities across most parts of Africa, MENA, and Central Asia. Nonetheless, the War in Ukraine, global inflation crisis, and second Chinese COVID lockdown create serious risks that companies will need to be managed.

Disruption is the mother of opportunity, and Two Lakes is always ready to help ambitious partners to seize the post-pandemic initiative and pursue new projects with confidence. Contact us at any time to better understand how we can help you better navigate the changing and changed global business landscape.

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Advising for today.
Investing for tomorrow.



Adam T. Wang 王天翊
Managing Partner



BURUNDI (2018): The rising dawn reveals the distant foothills of the Democratic Republic of Congo after a stormy winter's night on Lake Tanganyika. Founded in 2016 as "The Huron Room Group", Two Lakes was renamed in 2018 with respect to our first offices in Bujumbura, Burundi and Hangzhou, China, which sit upon the shores of Lake Tanganyika and West Lake respectively.

New ideas aren't always good ideas.

Few problems are truly unique. And even fewer ideas are truly original. Before thinking "outside the box", Two Lakes seeks out existing solutions that can be adapted locally. After all, we're brought on to solve problems, and not just think of clever but unfeasible ideas.

Debate is necessary and unavoidable.

An idea with no potential pitfalls is always doomed to fail. Debate helps us identify what should be and then avoid getting stuck on what could be. We always value debate and firmly believe that true creativity can always survive the tensions of multiple perspectives.

Good ideas aren't always good solutions.

Ideas only become solutions if they can be taken out of the boardroom and implemented in the real world. As such, Two Lakes prioritises feasibility above all other considerations. Clear expectations and KPIs are how we keep projects on-budget and on-time.

You can't solve problems from home.

International projects can quickly become messy and complex. So it's normal for setbacks to occur. That's why Two Lakes works "in-country" to smooth over hiccups and directly facilitate cooperation. We're the boots on the ground that keep everyone else happy and motivated.

Good people doing good things is our definition of good business. We are always proud to work with principled and passionate people who share our love for results-driven solution design.

The Two Lakes Group consists of three business branches that cooperate closely across ten time zones, fourteen cities, and twenty-one industries:

1. Advisory
2. Commodity Trading and Logistics
3. Investment and Financing

Two Lakes Advisory is a full-service consultancy that can support every phase of a project, including research, solution design, implementation, and administration. Our fourteen team members are fluent in eight languages, including French, Portuguese, Swahili, Lingala, and Russian, among others.

Two Lakes Trading advises, oversees, and facilitates trade and logistics between buyers and sellers around the world. Our work includes marketing, document preparation, and business development for sellers, as well as product validation, procurement, and deal structuring for buyers.

Two Lakes Investment not only invests its own funds into projects, but also helps hedge funds, investment groups, and projects secure financing, debt, or investment. In Africa, we work with asset managers and corporate groups to restructure their business administration, organisation, and operations so that they become more attractive to foreign investors. In North America, we work with start-ups seeking Series A investment.



Sustainability & Anti-Pollution



Public Policy & Governance



Banking & Investments



Humanitarian & NGO Work



Travel & Tourism



Research & Due Diligence



Sourcing & Procurement



Logistics & Supply Chains



Sales & Business Development



Energy Trading & Engineering



Minerals & Mining



Agriculture & Farming



Sports Business & Marketing



Housing & Construction



Venture Capital & Start-Ups



Finance & Fundraising



Speechwriting & Copywriting



Videography & Marketing

Two Lakes is excited to announce that the following thought leaders, technical experts, and partners have joined our team during 2021:

Oleg Sikur

Videography, Media, and Production

Originally from Ukraine, Oleg is a professional videographer and production director now based in Shanghai. He joins Two Lakes in order to expand our media and marketing capabilities in China.

- Some of Oleg's work can be found on IG at sikurolegph

Richmond Owusu

Gold Mining, Refining, and Trade

Richmond is a business leader and mine operator with a lifetime of personal and family history in the gold sector. Based in Accra, Ghana, Richmond has been instrumental in helping Two Lakes establish its own gold trading fund which is now active in Ghana and Tanzania.

- Reach out to learn about our work in the gold sector.

Lenar Sakhapov

Petroleum Engineering, Energy Trading, and M&A

Lenar Sakhapov joins Two Lakes from CPTSA, a Chinese energy giant, where he previously served as the M&A Director. He brings 15 years of energy related trading, M&A, engineering, and production experience to the Two Lakes Group.

Smart SBC

Business Administration and Advisory

Smart SBC is a business administration and advisory firm that focuses on Central Asia. Two Lakes and Smart SBC collaborate closely on projects in that region, and complement each others' consulting and investment capabilities.

Smart SBC is based in Sweden.

Krimson Aviation

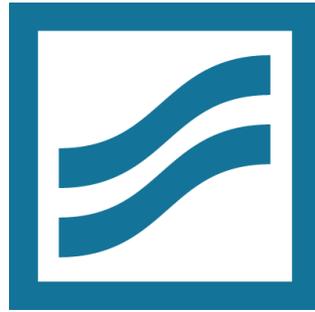
Aviation Services and Logistics

Krimson Aviation is an aviation logistics and services firm based in Addis Ababa. At present, they have active operations at 38 airports in 20 African countries.

EMW Global

Sports Management and Business

EMW Global is a global sports business firm with unparalleled access to markets in South America, Europe, Asia, and Africa. Their team is split between the UK, China, and Brazil, and works with some of the biggest names and brands in world football.



www.twolakes.org