



Aninver Development Partners

Company Profile

ANINVER DEVELOPMENT PARTNERS S.L.

Paseo de la farola 8, entreplanta, oficina 5

29016 MÁLAGA (SPAIN)

WWW.ANINVER.COM

tel.: +34 639 90 63 48

email: jm@aninver.com ; bjil@aninver.com



ANINVER DEVELOPMENT PARTNERS

Aninver Development Partners (“Aninver”) is an International Development Advisory firm, founded in 2012 and headquartered in Malaga (Spain). We provide consulting services for clients like the World Bank, the African Development Bank and the Inter-American Development Bank in developing countries. We also work with public sector clients and private groups such as Netflix and IKEA.

We are an innovative and dynamic company serving our clients across a variety of consulting assignments. Our team has a unique combination of experience in management consulting and private sector development, investment and financing. We are a generalist firm, with a team who has deep expertise in key sectors: construction, infrastructure, energy, public-private partnerships, real estate, tourism and hotels, technology and knowledge platforms, entrepreneurship, and private sector development, among others.

KEY DATA OF THE FIRM

Company's name	ANINVER DEVELOPMENT PARTNERS S.L.
City of incorporation	Malaga (Spain)
Legal representative	Jose de la Maza (Director)
Address	Paseo de la Farola 8, EP-5 Malaga 29016 SPAIN
E-mail	jm@aninver.com / bgil@aninver.com
Website	www.aninver.com
Phone number	Mobile: +34 639 906 348 Office: +34 951 767 973

1. Our organization

Aninver is the leading Andalusian¹ firm in terms of the number of contracts with multilateral organizations. Since 2012, the firm has worked on more than 100 projects in over 40 countries on four continents. In 2021 the firm was ranked third in number of consulting contracts awarded by the African Development Bank according to the specialized portal Development Aid.

In 2019, the founders of Aninver, sold the firm to IMC Worldwide, a British multinational consulting group that in turn was acquired by DT Global in May 2022. In February 2023, the De la Maza family acquired the company again from DT Global and rebranded as “Aninver Development Partners”. The company is today a firm owned by its partners and led by a professional management team.

¹ Andalusia is the largest and most populated region in Spain

We pride ourselves on being highly flexible and adaptable. Many entities might step back from challenging situations, deeming them to be too small, too intricate, or simply beyond their risk appetite. This is where we shine. Our desire is to serve clients precisely where they feel the need the most. For Aninver, it is less about the project's size and more about whether we are the best consultants for the challenge at hand. We always strive to help our clients make better decisions and define impactful and implementable solutions for their complex management problems. Our team collaborates closely with our clients and their stakeholders, helping them to improve and grow in today's competitive environment.

The firm has a very international workforce and currently has employees of the following nationalities: Spain, USA, France, UK, Morocco, Venezuela, Argentina and Lithuania.

ANINVER'S MANAGEMENT TEAM AND PICTURES OF OUR LAST VALUES DAY



The specialized online media Development Aid recently interviewed our CEO, Jose de la Maza, in its Hero Stories initiative that spotlights the pioneers reshaping global development. As explained in the article: *“Aninver Development Partners is a dynamic business advisory group with a global operational footprint, driven by the ambition to become the international development consultancy of reference. This ambition is rooted in its unwavering commitment to addressing the most complex challenges faced by development finance institutions, governments, and private clients”*.



Read about our work in Development Aid and see the interview [here](#).

2. Our Vision and Values

We at Aninver have a clear vision: *“To become the international development consultancy of reference for development finance institutions, governments and private clients who need to solve complex issues and deliver real impact on developing economies; and help our people grow by providing meaningful challenges and learning experiences”.*

All of our actions are guided by Aninver's working principles. All our consultants in our diverse team adhere to the following values:

- **Excellence:** We strive for excellence in everything we do, setting high standards for ourselves and continuously improving our processes and services to exceed our clients' expectations.
- **Caring:** We prioritize the well-being of our clients, the experts we engage with, and the communities we work within, showing empathy compassion and respect in all our interactions.

WORKSHOPS, SEMINARS AND EVENTS ARE AN ESSENTIAL PART OF ANINVER'S WORK



- **Collaboration & Teamwork:** We work together to achieve our goals, sharing knowledge and encouraging diverse perspectives, in the knowledge that we are stronger as a team than as individuals.
- **Innovation:** Our commitment to creativity and change is evident in our latest project in Rwanda, where we are harnessing the power of educational videos to transform fundamental learning, demonstrating our innovative approach to developmental challenges.
- **Learning & Adaptation:** We continuously seek to learn and improve, recognizing and adapting in fast-paced and changing environments opportunities for growth.
- **Trust:** We build and maintain trust through transparency, integrity, and consistency in our actions and communication. We are reliable, open and transparent, which enables us to provide consistent high-quality services.

- **Positive Work Environment:** We create a workplace where people feel happy, comfortable, and supported. We promote a culture of respect, appreciation, and cooperation, where everyone's contributions are valued and recognized.

ANINVER VALUES



Excellence: We strive for excellence in everything we do, setting high standards for ourselves and continuously improving our processes, and services to exceed our clients' expectations



Learning & Adaptation: We continuously seek to learn and improve, recognizing and adapting in fast-paced and changing environments opportunities for growth



Caring: We prioritize the well-being of our clients, the experts we engage with, and the communities we work within, showing empathy, compassion and respect in all our interactions



Trust: We build and maintain trust through transparency, integrity, and consistency in our actions and communication. We are reliable, open and transparent, which enables us to provide consistent high-quality services.



Collaboration & Teamwork: We work together to achieve our goals, sharing knowledge and encouraging diverse perspectives, in the knowledge that we are stronger as a team than as individuals



Positive Work Environment: We create a workplace where people feel happy, comfortable, and supported. We promote a culture of respect, appreciation, and cooperation, where everyone's contributions are valued and recognized.



Innovation: We embrace change and creativity, encouraging new ideas and taking calculated risks to develop innovative solutions that meet our clients' evolving needs

3. Our clients

Our firm has an extensive track record working for Development Finance Institutions, Governments and private clients in more than 40 countries of 4 continents. The table below gathers some examples of Aninver's client portfolio:

SOME OF ANINVER'S CLIENTS

International Finance Institutions	<ul style="list-style-type: none"> World Bank International Finance Corporation African Development Bank Islamic Solidarity Fund for Development (Islamic Development Bank Group) Inter-American Development Bank European Union
Government	<ul style="list-style-type: none"> Southern Africa Development Community SADC Centre for Renewable Energy and Energy Efficiency (SACREEE) Ministry of Health – Tunisia Department of Tourism – Malawi Kenya National Highways Authority Government of Antigua and Barbuda Mozambique Roads Authority Jamaica Social Investment Fund Ministry of Finance and Development Planning of Liberia Informal Settlements Development fund of Egypt Ministry of International Cooperation of Egypt Ministry of National Security of the Bahamas

Private groups	Ministry of Agriculture of Zambia Bishkek City Development Agency Second Sustainable and Participatory Energy Management (PROGEDE II) of Senegal
	Vastint Hospitality (IKEA Group) Netflix Grupo Moraval – student housing developer Barcelo Hotel Group Garrigues - law firm Grant Thornton Bettergy – energy advisors Playa Senator hotel group Mediterrania Capital – Private Equity group B Bou hotels UG21 – engineering group Holiday world hotel group GOPA – international development advisors Hassan Allam Construction – Egyptian contractor

4. Climate Change and Sustainability

At Aninver, we are deeply committed to sustainability and climate change adaptation. As part of our Sustainability team’s efforts, we joined the UN Global Compact. This initiative aims to accelerate and scale the global collective impact of business by upholding its Ten Principles and delivering the Sustainable Development Goals through accountable companies and ecosystems that enable change. Thus, Aninver is committed to (i) Do business responsibly by aligning our strategies and operations with Ten Principles on human rights, labour, environment and anti-corruption; and (ii) Take strategic actions to advance broader societal goals, such as the UN Sustainable Development Goals, with an emphasis on collaboration and innovation.



Our Sustainability Manager leads a multi-disciplinary sustainability committee in which different functions participate (including Administration, Finance, Operations and Business Development). Our dedication to environmentally conscious practices is reflected not only in our projects but also in our own office environment. We prioritize sustainability by actively recycling and maintaining a paperless office, aligning our actions with our vision of a greener world.

In our office, we have implemented a strict no-paper filing policy. Instead of accumulating printed documents, we encourage the use of digital technologies and electronic document management

systems. This not only reduces our paper footprint but also contributes to efficiency and organization in our daily work.

Our firm has also started to measure the carbon footprint of all our corporate and project work, offering making extensive this benefit to all our clients and projects through our partnership with Dcycle, an innovative Spanish start-up that manages a cloud-based AI-empowered sigital solution to measure impacts and propose solutions and mitigation measures effectively and quickly. This allows us to track through different metrics our impact and activate more sustainability actions.

ANINVER WORKS WITH DCYCLE – A SPANISH STARTUP- TO CALCULATE THE CARBON FOOTPRINT OF OUR WORK AND SET IMPROVEMENT TARGETS AND MITIGATION MEASURES

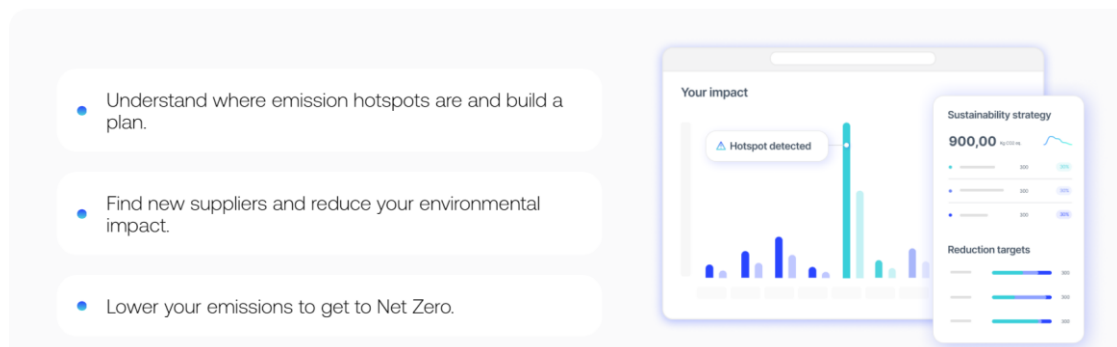
Dcycle complies with **top global standards.**

To comply with regulations and to cover all needs.



Reduce your emissions.

Lower your impact with our AI recommendations.



5. Areas of expertise

At Aninver, we work to meet our clients' needs in all geographies, industries or types of problem. However, there are some sectors in which we excel, including:

- Infrastructure and Public-Private Partnerships
- Social Development and Entrepreneurship

- Climate and Environment
- Digital Transformation
- Tourism and Hospitality
- Creative Industries

ANINVER'S MAIN AREAS OF EXPERTISE

	<p>Infrastructure & PPPs</p> <p>Expertise in market research and analysis, risk and financial advisory and public-private partnerships, laying solid groundwork for key infrastructure projects that can promote growth and development.</p>		<p>Digital Transformation</p> <p>We provide digital solutions to bring added value to our projects, improving accessibility to projects, promoting widespread engagement with stakeholders and helping our clients share their successes globally.</p>
	<p>Social development & entrepreneurship</p> <p>Using an inter-disciplinary approach to help our clients solve complex social problems across emerging markets, providing technical support for strengthening of financial, operational, communications and management processes.</p>		<p>Tourism & Hospitality</p> <p>We are one of the world's leading development consultancies in tourism, working with public and private sector operators to promote sustainable growth through masterplans, strategies, capacity building, marketing studies, and many other areas.</p>
	<p>Climate & Environment</p> <p>Sustainability is at the core of our mission, assisting governments and development finance institutions by guiding them to establish and meet their short- and long-term climate goals.</p>		<p>Creative Industries</p> <p>We help our client tap into the potential growth which can be achieved by promoting cultural and creative industries, by enabling opportunities for entrepreneurs, MSMEs and other key actors in these sectors.</p>

6. Types of work

Aninver has experience working in different types of assignments. From structuring capacity building programs to executing feasibility studies, we are proud to be able to support our clients in the diverse challenges that they face.

1. **Capacity Building:** We focus on enhancing the skills, competencies, and abilities of employees and organizations. Our programs are tailored to meet specific needs, ensuring sustainable growth and improved performance.
2. **Business Plans and Strategies:** Our expertise lies in developing comprehensive business plans and strategic frameworks. We help clients define clear objectives, identify market opportunities, and devise effective strategies for long-term success.
3. **Communications Plans and Strategies:** We specialize in creating targeted communication strategies to enhance brand presence and engagement. Our plans include media outreach, digital marketing, and stakeholder engagement, ensuring a cohesive and impactful message.
4. **Market Intelligence:** We provide in-depth market analysis, trend tracking, and competitor insights. Our services are designed to give clients a competitive edge by understanding market dynamics and consumer behavior.
5. **Monitoring and Evaluation:** Our approach to monitoring and evaluation focuses on measuring

the impact and effectiveness of programs and interventions. We provide actionable insights for continuous improvement and achieving desired outcomes.

6. **Sector Analysis:** We conduct thorough sector-specific studies to provide clients with a comprehensive understanding of industry landscapes. Our analysis covers market trends, regulatory environments, and growth opportunities.
7. **Digital Platforms:** We develop and assess digital platforms to enhance business efficiency and customer engagement. Our services range from website development to digital tool assessment, aligning technology with business goals.
8. **Feasibility Studies:** We offer detailed feasibility studies to assess the viability of new projects or business expansions. Our studies consider market trends, financial projections, and risk assessments, ensuring informed decision-making.

MAIN TYPES OF ASSIGNMENTS

The infographic is divided into two main sections. On the left, a vertical list of eight assignment types is presented, each with a blue circular icon containing a white number: 01 Capacity building, 02 Business plans & strategies, 03 Communications, 04 Market intelligence, 05 Monitoring & evaluation, 06 Sector analysis, 07 Digital platforms, and 08 Feasibility studies. On the right, there is a promotional image featuring the Aninver logo at the top. Below the logo is a teal-colored triangular shape pointing downwards. The background of the image is a misty forest scene. Overlaid on the forest in large, white, bold, sans-serif capital letters is the text: 'DEVELOPMENT. IMPACT. COLLABORATION.'

7. Geographical reach

Aninver has worked in more than 40 countries of 4 continents during the last 10 years. Every year we add new countries to this list, and we are proud to be able to work in almost every country of the world at short notice.

The table below summarizes the countries where we have worked until early 2023:

LIST OF COUNTRIES WHERE WE HAVE DELIVERED SERVICES

<i>Africa</i>	Benin, Botswana, Burkina Faso, Burundi, Chad, Côte d'Ivoire, DRC, Egypt, Ethiopia, Gambia, Ghana, Guinea-Bissau, Kenya, Lesotho, Liberia, Malawi, Mali, Mauritania, Morocco, Mozambique, Namibia, Niger, Nigeria, Rwanda, Senegal, Sierra Leone, South Africa, South Sudan, Tanzania, Togo, Tunisia, Uganda, Zambia, Zimbabwe
<i>America</i>	Antigua and Barbuda, Argentina, Bahamas, Barbados, Bolivia, Brazil, Colombia, Costa Rica, Dominican Republic, Ecuador, Guatemala, Mexico, Peru, USA, Venezuela
<i>Europe</i>	Albania, Austria, France, Germany, Portugal, Spain
<i>Asia</i>	Afghanistan, Kyrgyzstan, Philippines, Saudi Arabia, Turkey