

GLOBAL MULTI-SECTOR CONGLOMERATE

Catalyzing Global Industry, Infrastructure & Strategic Advisory.

Makeway Group integrates strategic capital, technical capability and institutional advisory to enable resilient enterprise growth across East Africa and international markets.

CAPITAL • CAPABILITY • CONTINENTAL SCALE
INSTITUTIONAL PROFILE FOR STRATEGIC PARTNERS AND ENTERPRISE
DECISION-MAKERS

WESTLANDS HEADQUARTERS
MIRAGE TOWERS • NAIROBI • KENYA



We build platforms where
**capital, capability and
governance** work together
to create enduring
enterprise value.

Makeway Group operates at the intersection of strategic advisory, engineering discipline, capital stewardship and market execution. Our mandate is to help institutions and enterprises navigate consequential decisions, strengthen critical operating systems and unlock sustainable, long-term growth.

MAKEWAY GROUP • NAIROBI HEADQUARTERS

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INSTITUTIONAL PROFILE

**Regional
intelligence.
Global ambition.**

MAKEWAY GROUP

Building enterprise value where it matters most.

An integrated platform for strategic capital, complex operations and cross-border market execution.

Makeway Group brings together multi-sector operational insight, advanced engineering capability and institutional advisory. We support public and private-sector decision-makers as they structure investments, strengthen infrastructure, navigate complex operating environments and build scalable enterprise value.

01 Strategic Capital Discipline
Capital structuring, risk framing and investment readiness for consequential mandates.

02 Operational Capability
Engineering, technology and execution systems designed for real-world delivery.

03 Institutional Governance
Clear frameworks for compliance, accountability, stakeholder alignment and sustainable stewardship.



Westlands Headquarters

Mirage Towers · Waiyaki Way · Nairobi, Kenya

Makeway at a glance.

A multi-sector enterprise and advisory platform positioned to connect institutional capital, specialist delivery capability and long-term market development.

18+

YEARS OF EXPERIENCE

8

CORE SECTORS

4

OPERATING HUBS

\$1.4B+

CAPITAL MANAGED

INSTITUTIONAL MANDATE

Build resilient, investable and scalable enterprise systems.

Makeway Group combines practical operating knowledge with strategic advisory to advance critical infrastructure, industrial capability, trade systems and high-consequence investment mandates.

01

We approach every engagement through the lens of measurable resilience, disciplined governance and durable stakeholder value.

Technology & Compute

Cloud, data systems and industrial intelligence.

Finance & Insurance

Capital structuring, underwriting and risk.

Manufacturing & Aerospace

Industrial systems and advanced engineering.

Retail & Consumer Goods

Supply chains, consumer platforms and growth.

Media & Publishing

Market intelligence and content ecosystems.

Energy & Utilities

Generation, grid resilience and transition.

Healthcare

Systems, facilities and secure health infrastructure.

Real Estate

Commercial assets, logistics and development zones.

Vision, mission & values.

The principles that guide how Makeway Group invests, advises, operates and earns institutional trust.

01 / Vision

Generational enterprise.

To build and steward enterprises that anchor essential industries, accelerate industrialization and elevate living standards across Africa.

02 / Mission

Capable capital at work.

To deploy strategic capital, technical rigor and sound governance into scalable assets that create long-term stakeholder equity and continental self-reliance.

03 / Core Values

How we operate.

- | | |
|---------------------------|----------------------------|
| ▪ Integrity & Compliance | ▪ Disciplined Innovation |
| ▪ Operational Excellence | ▪ Sovereign Responsibility |
| ▪ Sustainable Stewardship | ▪ Long-Term Partnership |

Five strategic pillars. One integrated platform.

Makeway Group's value is created through connected disciplines—not isolated services. Each pillar strengthens the next.

01

Sovereign Advisory

Strategic counsel for governments, institutions and leaders navigating complex investment, infrastructure and stakeholder mandates.

01 -

02

Capital Structuring

Investment readiness, risk framing and capital solutions designed for durable commercial and development outcomes.

02 -

03

Industrial Capability

Practical delivery systems spanning engineering, technology, operating infrastructure and performance improvement.

03 -

04

Trade Logistics

Regional corridor insight, supply-chain optimization and systems that improve the movement of goods, capital and information.

04 -

05

Regulatory Integrity

Governance, compliance and accountability frameworks that protect mandates, build trust and enable responsible growth.

05

COLLECTIVE OUTCOME

Resilient enterprises and infrastructure positioned for long-term performance across frontier and established markets.

Built through disciplined evolution.



FOUNDATION

Establishing a high-conviction operating base

Makeway's early mandate centred on building the advisory, technical and governance foundations required for complex enterprise work.

EXPANSION

Broadening into strategic growth sectors

The platform expanded its focus across infrastructure, technology, capital advisory and industry-led transformation.

INTEGRATION

Connecting advisory with execution capability

Makeway strengthened the link between investment strategy, engineering rigor, supply-chain intelligence and operational delivery.

REGIONAL REACH

Positioning for cross-border market participation

The Group advanced a corridor-based approach to institutional relationships, regional transactions and scalable enterprise systems.

TODAY

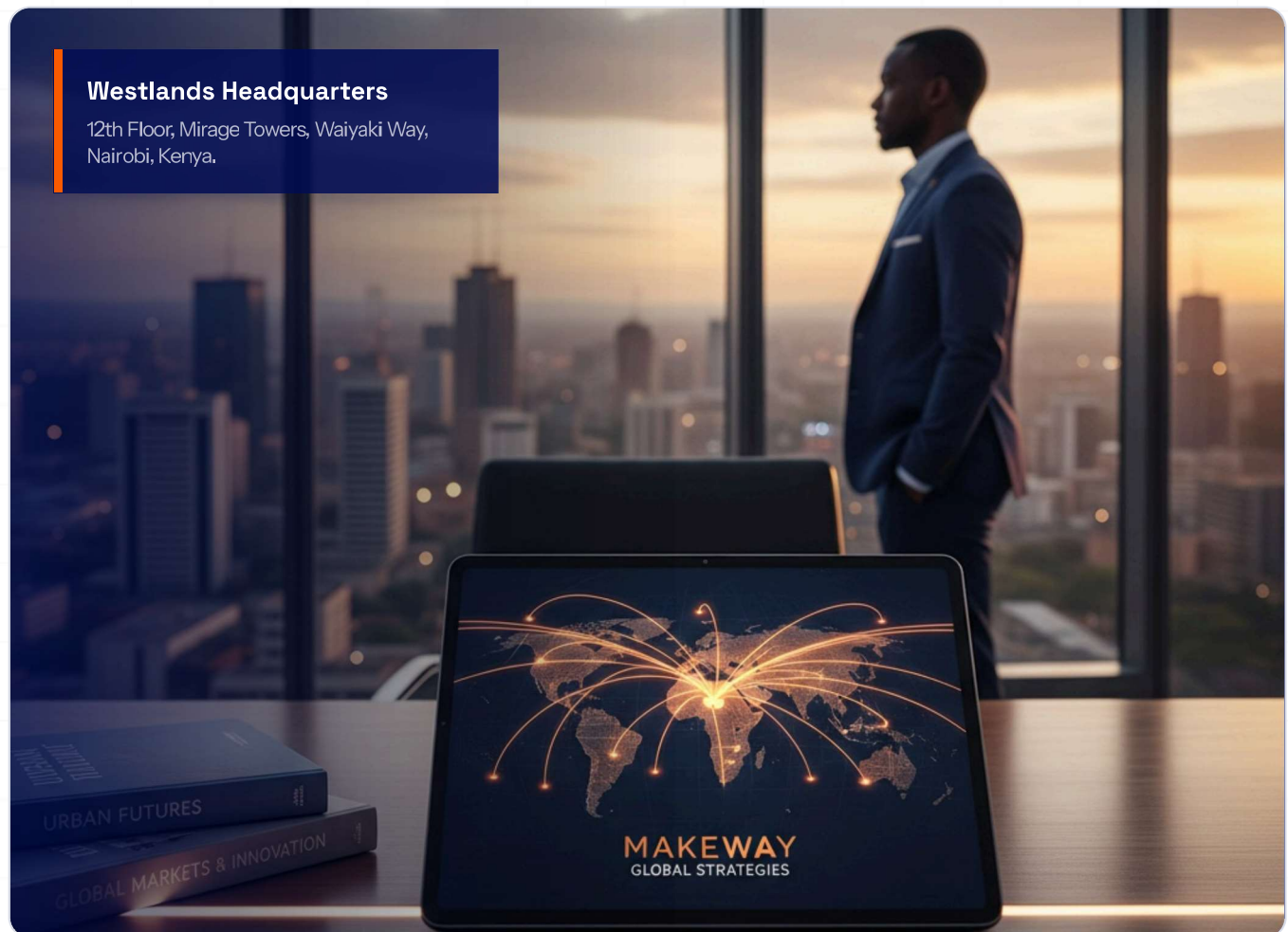
An integrated platform for long-term value creation

Makeway Group continues to align strategic advisory, capital discipline and sector expertise around the needs of modern institutions.

STRATEGIC TRAJECTORY: Every evolutionary stage strengthens Makeway's institutional depth, multi-jurisdiction execution capacity and cross-border partnership network.

A strategic footprint across East & Central Africa.

Nairobi is Makeway Group's primary coordination point for regional mandates, enterprise relationships and cross-border opportunity.



Westlands Headquarters

12th Floor, Mirage Towers, Waiyaki Way,
Nairobi, Kenya.

CROSS-BORDER MANDATE

Integrated thinking across commercial and institutional corridors.

Makeway supports the movement of capital, goods, expertise and strategic decision-making across linked East African markets and international capital nodes.

PRIMARY HUB

Nairobi

Headquarters, advisory coordination and enterprise engagement.

REGIONAL NODE

Mombasa

Port-linked logistics, trade and industrial corridor activity.

REGIONAL NODE

Kampala

Cross-border enterprise relationships and market access.

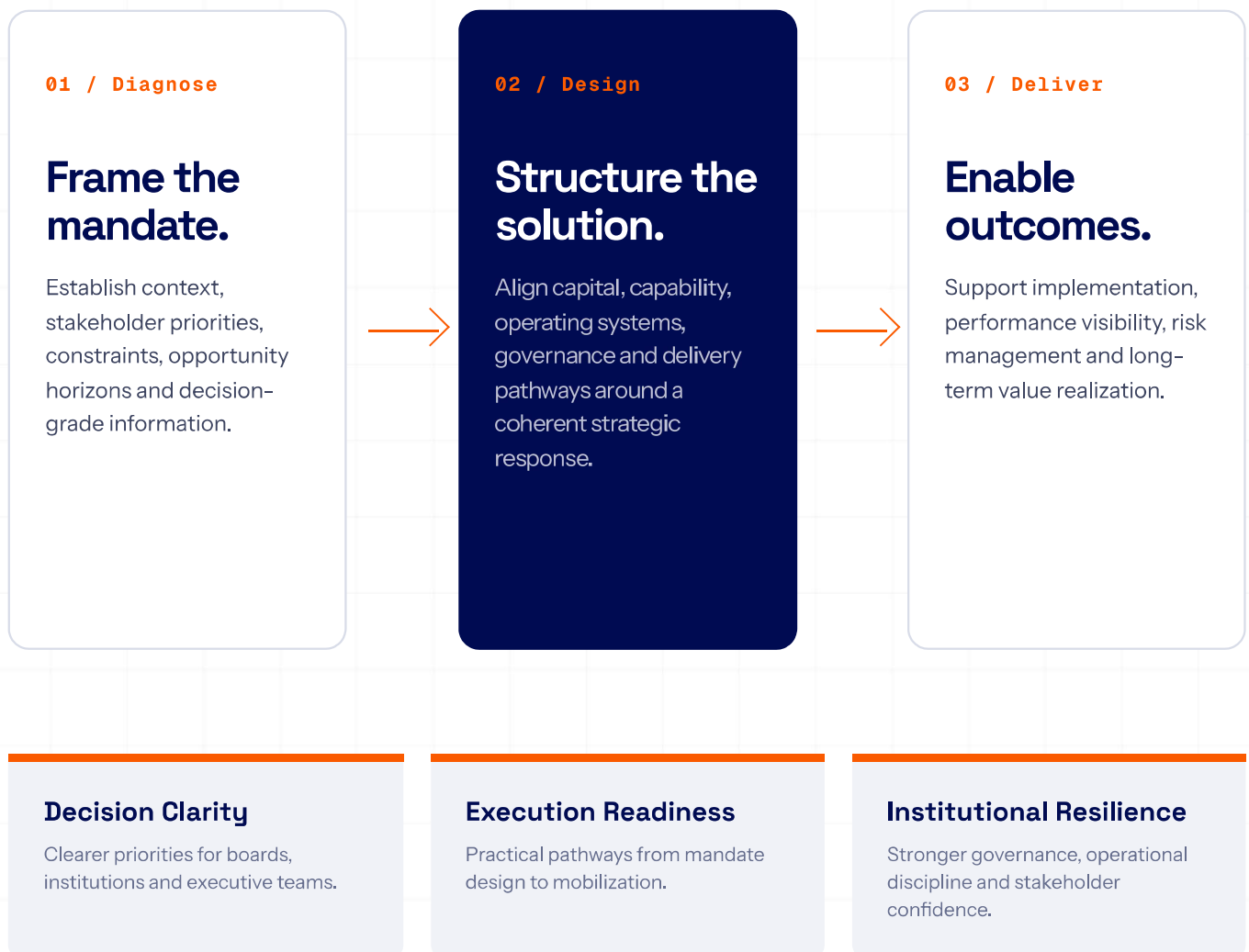
REGIONAL NODE

Dar es Salaam

Trade, infrastructure and coastal corridor connectivity.

The Makeway operating model.

We move from strategic understanding to designed solutions and accountable execution through a connected, institutional framework.



An integrated capability platform.

Makeway creates value by connecting strategic advisory, capital logic, operating expertise and governance across every mandate.

CAPABILITY	STRATEGIC VALUE	PRACTICAL APPLICATION	INSTITUTIONAL OUTCOME
Capital & Investment	Decision-grade capital logic Investment framing, structuring and risk perspectives.	Transaction and mandate support Capital planning for strategic assets and growth initiatives.	Greater investment confidence Clearer pathways for long-term value creation.
Engineering & Technology	Technical and systems rigor Operating infrastructure designed for performance and resilience.	Industrial modernization Digital, physical and operational systems improvement.	Scalable execution capability Solutions grounded in practical operating realities.
Governance & Advisory	Institutional alignment Stakeholder, regulatory and governance coordination.	High-consequence decisions Executive advisory for complex public and private environments.	Mandate integrity Accountable growth built on trust and transparency.

CORE PRINCIPLE

No complex mandate succeeds through capital, technology or advisory alone. Sustainable impact comes from aligning all three.

Government & public sector advisory.

Institutional clarity for complex public mandates.

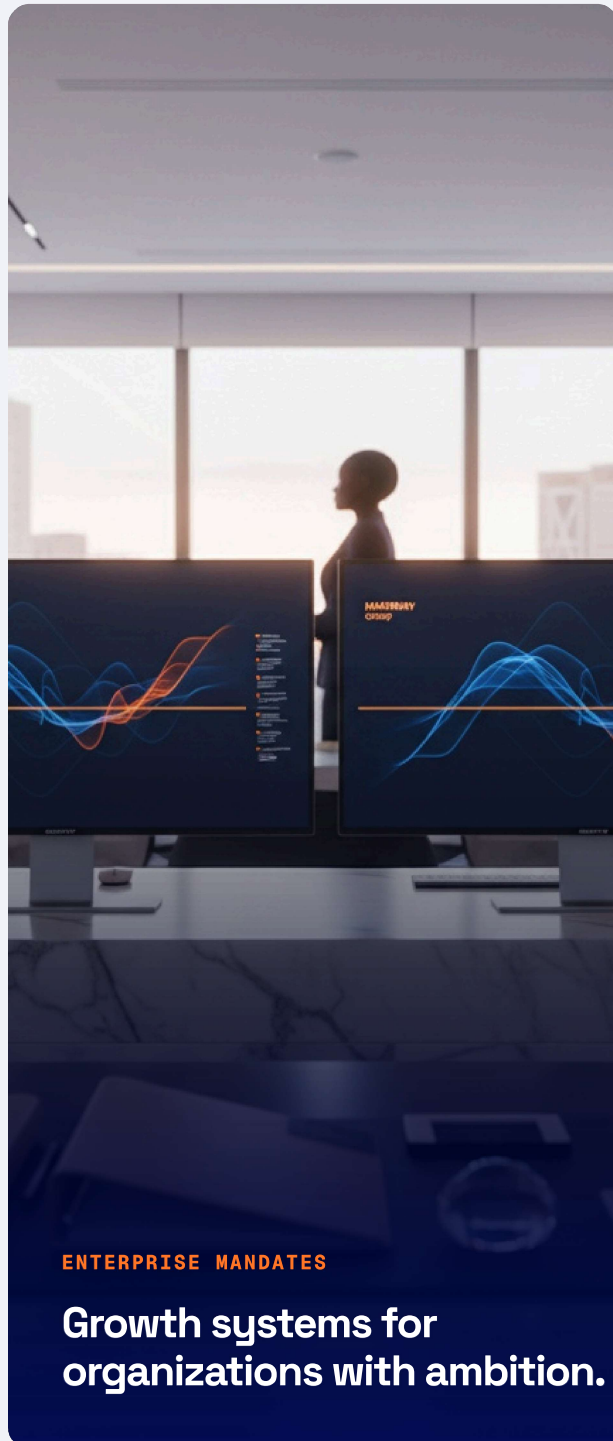
Makeway works with public-sector leaders and institutions requiring a disciplined view of strategy, capital, delivery environments and stakeholder coordination.

Our approach is designed to help decision-makers advance priority initiatives while maintaining regulatory integrity, public value and long-term operational viability.

- Infrastructure and industrial strategy
- Public-private partnership positioning
- Investment and project-readiness support
- Institutional stakeholder alignment
- Governance and delivery frameworks
- Cross-border trade and development advisory



Private enterprise advisory.



From opportunity to operational advantage.

Makeway advises enterprises seeking to strengthen strategic direction, investment readiness, operating systems and market confidence in complex growth environments.

We work with leadership teams that require both executive-level perspective and a practical understanding of the systems needed to translate intent into performance.

Capital & Growth Strategy

Clearer pathways for investment, expansion, restructuring and scalable value creation.

Operational Transformation

Technology, engineering, supply-chain and governance perspectives for modern enterprise systems.

Market Positioning

Strategic positioning for high-growth sectors, regional trade corridors and institutional partnerships.

Risk & Governance

Decision frameworks that reinforce accountability, compliance and long-term resilience.

EXECUTIVE ENGAGEMENT

Request a confidential strategic briefing.

Engage Makeway Group for focused, senior-level discussion on strategic capital, institutional initiatives, complex operating environments or sector-specific growth mandates.

01

Define the mandate

Share the strategic question, opportunity or operational challenge.

02

Align the right expertise

We convene the relevant advisory, sector and delivery perspectives.

03

Establish next actions

Leave with a clearer view of priorities, pathways and engagement options.

STRATEGIC DESK

+254 799 000 595

INFO@MAKEWAYGROUP.CO.KE
MIRAGE TOWERS • WESTLANDS
NAIROBI • KENYA

Infrastructure for intelligent enterprise.

Makeway Group supports the systems that enable secure, scalable and high-performance digital operations—from enterprise compute and data infrastructure to industrial telemetry and resilient connectivity.

01

Sovereign Compute

Data environments designed for strategic control, resilience and trust.

02

Industrial Intelligence

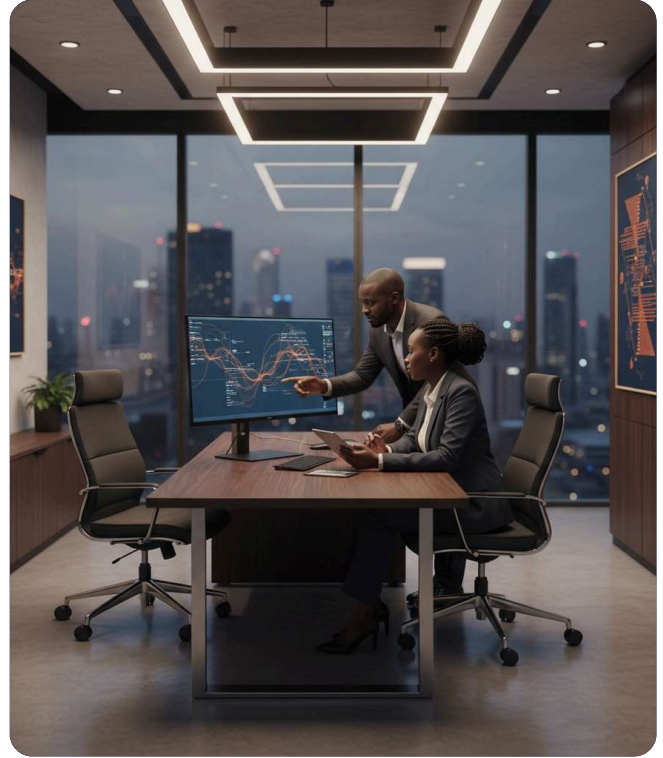
Connected systems that turn operational data into decision advantage.

03

Critical Connectivity

Reliable digital backbones for enterprise operations and market participation.

Secure systems. Measurable operational intelligence.



CORE CAPABILITIES

Designed for high-consequence operations.

- Enterprise cloud and compute environments
- Data-center and critical-power planning
- Industrial IoT, SCADA and telemetry systems
- Operational visibility and performance monitoring

EXECUTION MANDATE

Infrastructure built for continuity, governance and scale.

SELECTED IMPACT FRAMEWORK

Performance with governance built in.

Technology mandates require more than modern infrastructure. They need resilient architectures, disciplined controls and operational standards appropriate to the importance of the data, assets and institutions they serve.

FOCUS

Availability & Continuity

FOCUS

Security & Control

FOCUS

Scalability & Insight

ENGAGE

Strategic Briefing Desk

Capital confidence for complex markets.

Makeway Group supports institutions and enterprises that must make disciplined capital decisions in environments shaped by risk, regulation, long-term asset performance and stakeholder accountability.

01 / STRUCTURE

Capital Strategy

Investment framing and strategic positioning for priority mandates.

02 / PROTECT

Risk Discipline

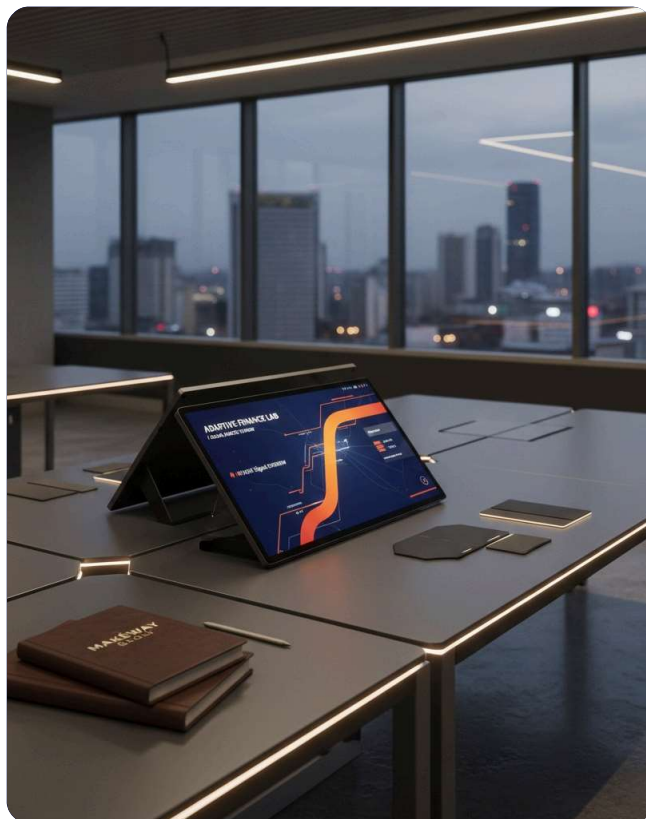
Governance and risk perspectives for resilient asset decisions.

03 / ENABLE

Institutional Trust

Transparent frameworks that support credible market participation.

Clearer decisions for capital-intensive mandates.



CORE CAPABILITIES

Capital discipline at every stage.

- Capital structuring and investment positioning
- Asset and project-risk perspectives
- Institutional underwriting support
- Financial governance and performance visibility

INVESTMENT LENS

Underwriting rigor designed to protect institutional capital.

OPERATING STANDARD

Commercial ambition with accountable governance.

Our finance and insurance perspective places decision quality, regulatory alignment and long-horizon resilience at the centre of capital and asset conversations.

PRIORITY

Investment
Readiness

PRIORITY

Risk Transparency

PRIORITY

Asset Resilience

ENGAGE

Confidential Briefing

INDUSTRY PRACTICE 03 •
MANUFACTURING & AEROSPACE

Industrial capability that scales with ambition.

Makeway Group supports advanced industrial environments where precision, reliability, throughput and disciplined execution define commercial performance and long-term competitiveness.

01

Precision Engineering

Technical systems and operational structures built for demanding environments.

02

Industrial Modernization

Connected infrastructure, production visibility and performance improvement.

03

Critical Asset Resilience

Operating standards designed around safety, continuity and long-term value.



MARKET MANDATE

**Strengthening the
industrial systems that
move markets forward.**

Engineering rigor from the production floor to the boardroom.



CORE CAPABILITIES

Industrial systems built to perform.

Makeway brings together practical engineering, operational insight and strategic perspective to support production environments and industrial assets with demanding performance requirements.

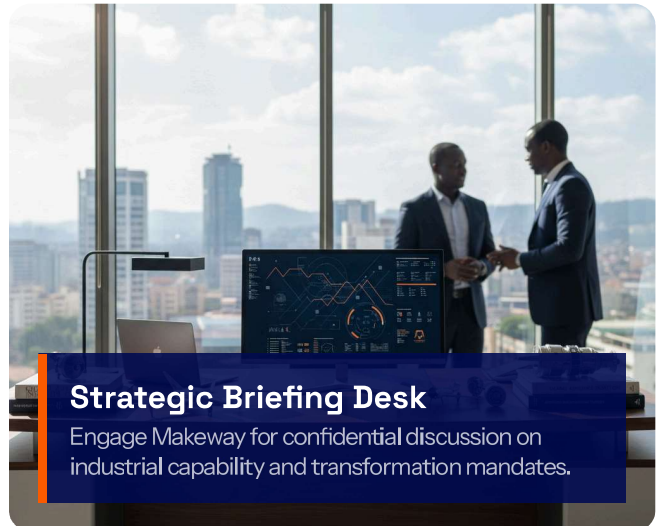
CAPABILITY FOCUS

Asset performance · production resilience · safety culture · industrial intelligence

OPERATIONAL STANDARDS

Safety, quality and accountable delivery.

Industrial progress requires disciplined operating standards. Makeway's approach considers technical integrity, compliance, visibility and long-term asset stewardship as connected priorities.



Strategic Briefing Desk

Engage Makeway for confidential discussion on industrial capability and transformation mandates.

INDUSTRY PRACTICE 04 • RETAIL
& CONSUMER GOODS

Consumer systems that move at the speed of the market.

Makeway supports retail and consumer-facing enterprises seeking to strengthen supply networks, operating performance, commercial infrastructure and the strategic systems behind sustainable growth.

01 / SUPPLY SYSTEMS

Resilient product movement

Operational visibility and dependable supply-chain infrastructure.

02 / COMMERCIAL SCALE

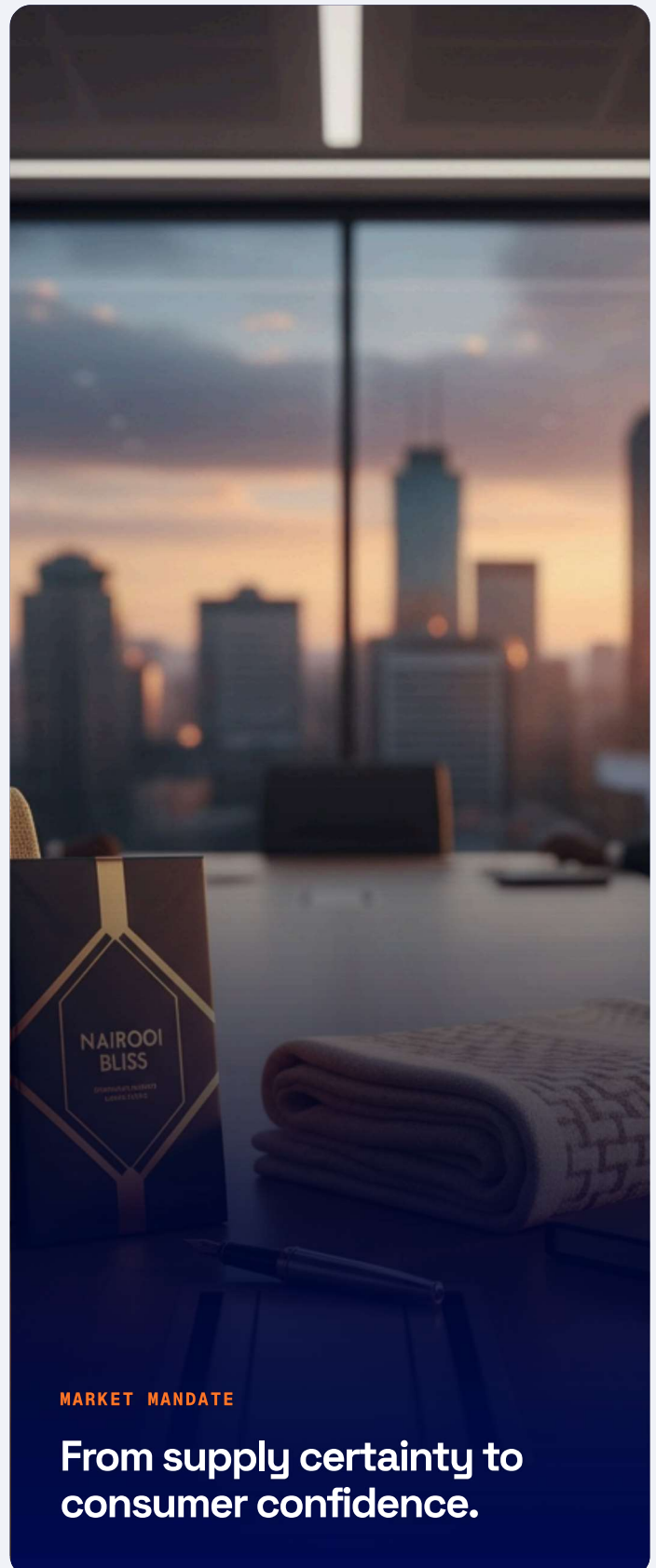
Growth-ready platforms

Systems and insights that support expansion across changing markets.

03 / CONSUMER TRUST

Consistent market delivery

Quality, availability and accountability across customer touchpoints.



MARKET MANDATE

**From supply certainty to
consumer confidence.**

Operational confidence across the consumer value chain.



CORE CAPABILITIES

Commercial systems that stay connected.

- Supply-chain and distribution visibility
- Commercial infrastructure planning
- Operating model improvement
- Market-entry and growth support

CAPABILITY FOCUS

Integrated consumer distribution.

OPERATING STANDARDS

Growth that protects trust.

In consumer markets, operational strength must be visible in availability, quality, compliance and the consistency of every stakeholder experience across regional touchpoints.

EXECUTION PRIORITY

Quality, compliance & brand trust.

IMPACT LENS

Better flow. Better visibility. Better outcomes.

Makeway applies a practical view of end-to-end performance: how goods move, how teams respond and how enterprise systems support durable commercial value.

PERFORMANCE METRIC

End-to-end commercial resilience.

STRATEGIC BRIEFING

Bring the consumer operating model into focus.

Engage Makeway Group for a confidential discussion on retail infrastructure, consumer-market scaling, supply systems, operational resilience or enterprise transformation priorities.

Intelligence that informs markets and institutions.

Makeway Group supports information platforms, media ecosystems and knowledge-led enterprises that shape understanding, build credibility and create stronger connections between stakeholders and markets.

01

Market Intelligence

Insight platforms designed to make complex information clear, useful and actionable.

02

Institutional Communication

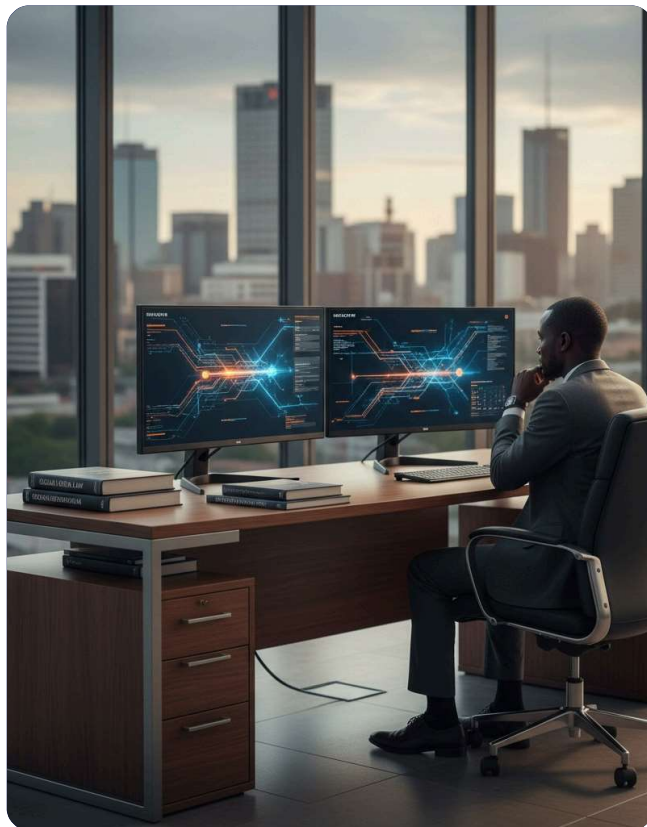
Content systems that strengthen confidence among decision-makers and stakeholders.

03

Knowledge Ecosystems

Publishing and media strategies that extend relevance and long-term authority.

Credibility, clarity and relevance at scale.



CORE CAPABILITIES

Content with strategic purpose.

- Market reports and sector intelligence
- Institutional narratives and communications
- Knowledge-platform and publishing strategy
- Audience-led information architecture

STRATEGIC FOCUS

Authoritative narratives that build long-term stakeholder trust.

IMPACT LENS

Information systems that earn confidence.

Effective media and publishing require more than reach. They require governance, consistency and clear connection to the decisions and relationships that matter most.

FOCUS

Authority

FOCUS

Clarity

FOCUS

Audience Trust

ENGAGE

Briefing Desk

Reliable power systems for industrial progress.

Makeway Group works across the energy and utilities landscape to support resilient infrastructure, responsible transition and the operating systems that enable dependable access to essential services.

STRATEGIC MANDATE

Energy infrastructure designed for continuity, growth and long-term stewardship.

01

Generation & Grid Resilience

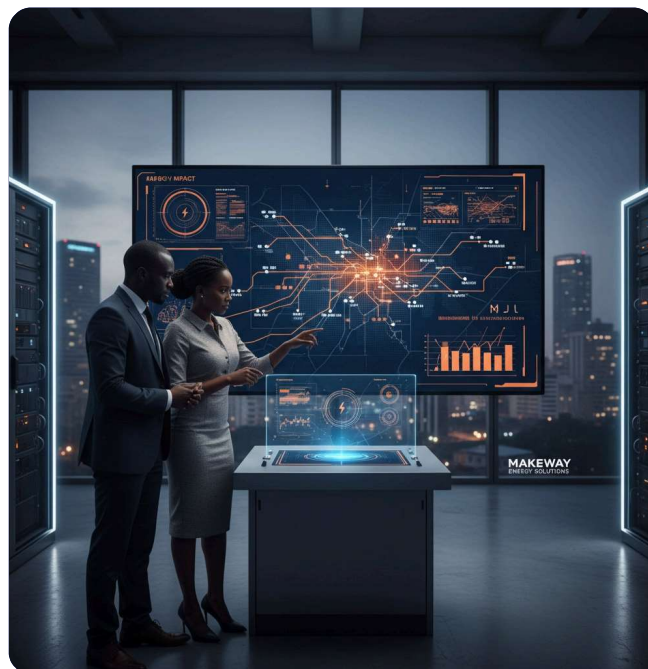
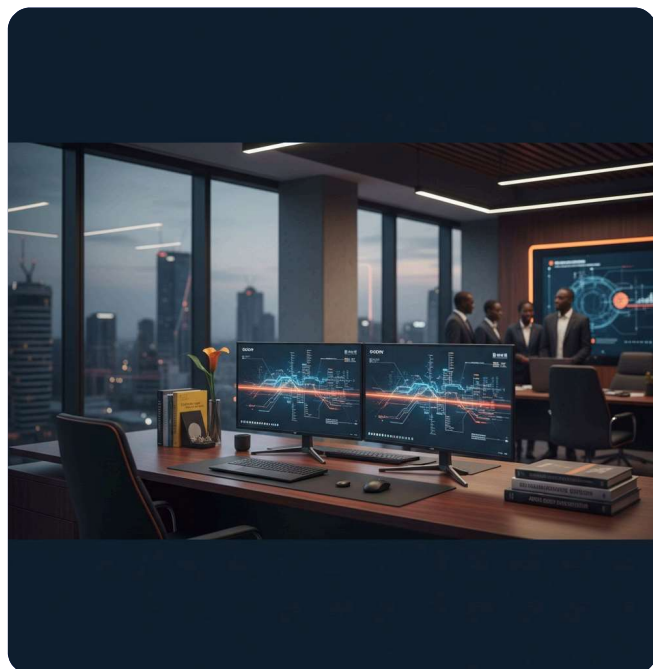
02

Renewable Transition Systems

03

Industrial Energy Intelligence

Resilience and responsibility across essential energy systems.



CORE CAPABILITIES

Systems that enable dependable energy performance.

- Generation and grid-support planning
- Renewable and hybrid-energy integration
- Industrial energy systems and telemetry
- Asset-performance and operational resilience

CAPABILITY SCOPE

Generation, distribution & industrial telemetry.

IMPACT LENS

Energy systems must work when they are needed most.

Makeway considers the energy mandate in full: technical performance, governance, operational visibility, environmental responsibility and the demands of the communities and industries served.

IMPACT FOCUS

Dependability, stewardship & grid resilience.

OPERATING STANDARDS is a consistent focus on regulatory integrity, safety, system resilience and sustainable stewardship.

Reliability with disciplined controls.

STRATEGIC BRIEFING

Bring critical energy questions into focus.

Engage Makeway Group for confidential discussion on generation, utility infrastructure, industrial energy, grid resilience or energy-transition priorities.

INDUSTRY PRACTICE 07 •
HEALTHCARE

Healthcare systems designed around trust and continuity.

Makeway supports healthcare organizations and health-system stakeholders with strategic perspectives on facilities, critical infrastructure, data environments, operational systems and long-term resilience.

01

**Critical
Infrastructure**

02

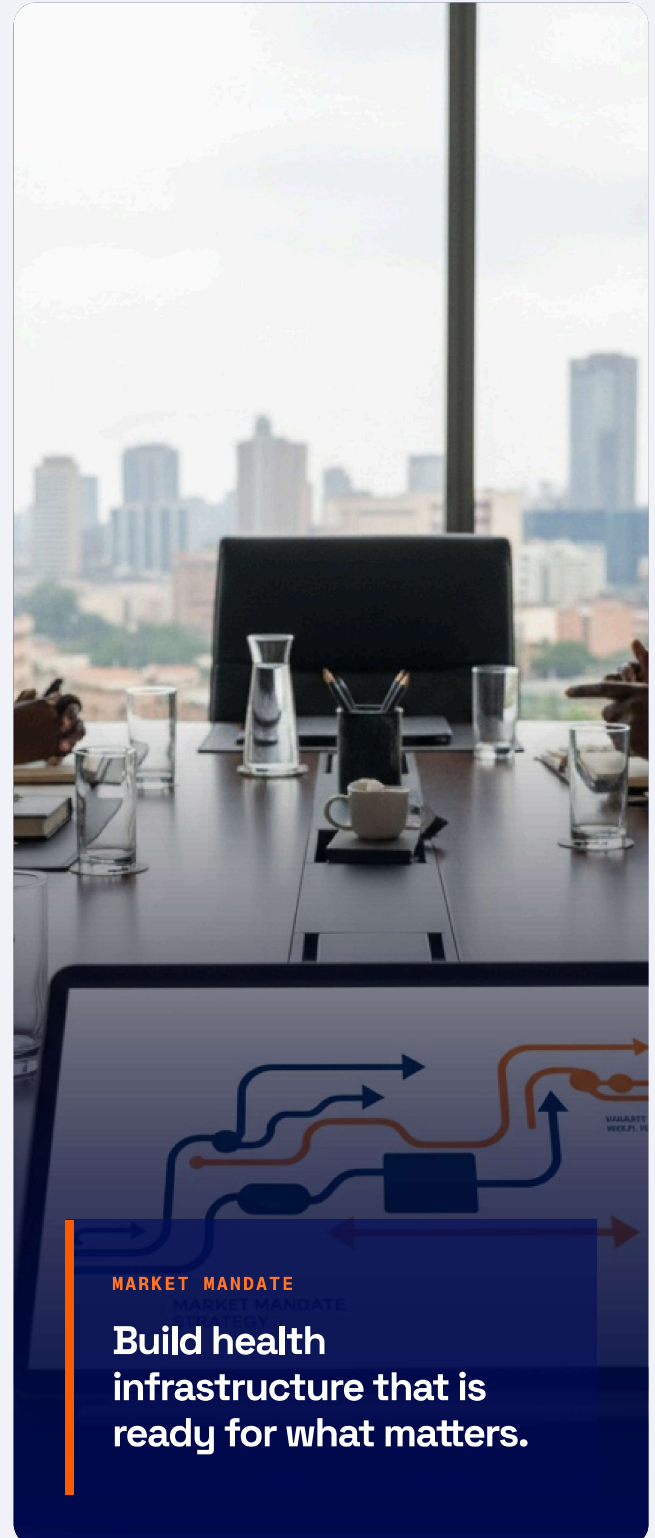
**Secure Health
Systems**

03

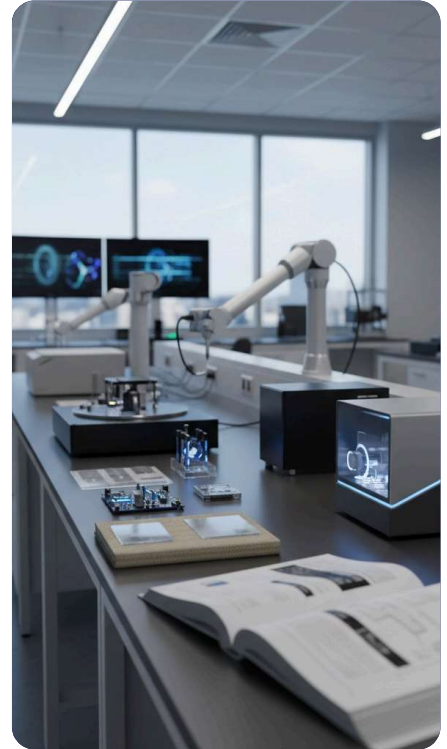
**Operational
Resilience**

04

**Institutional
Governance**



Operational systems that support better health outcomes.



CORE CAPABILITIES

Designed around critical continuity.

- Healthcare infrastructure planning
- Secure digital-health environments
- Operational system resilience
- Health strategy & governance

CAPABILITY FOCUS

Continuity & clinical data environments.

OPERATING STANDARDS

Careful systems for high-trust environments.

Healthcare infrastructure must protect continuity, privacy, compliance and dependable service delivery. Makeway approaches these priorities as an integrated operating responsibility.

OPERATING STANDARD

Privacy, integrity & regulatory trust.

IMPACT LENS

Reliable systems for essential services.

We focus on the infrastructure and operating disciplines that allow healthcare organizations to serve patients, professionals and communities with confidence.

OUTCOME MANDATE

Resilient systems for frontline care.

STRATEGIC BRIEFING

Bring critical healthcare questions into focus.

Engage Makeway Group for confidential discussion on health infrastructure, resilient facilities, data systems, operational improvement or governance priorities.

INDUSTRY PRACTICE 08 • REAL
ESTATE

Built environments that enable enterprise.

Makeway approaches real estate as essential operating infrastructure: commercial spaces, industrial environments, logistics systems and development platforms that enable broader economic activity.

01

Commercial & Industrial Assets

Strategic space and infrastructure designed around operating needs.

02

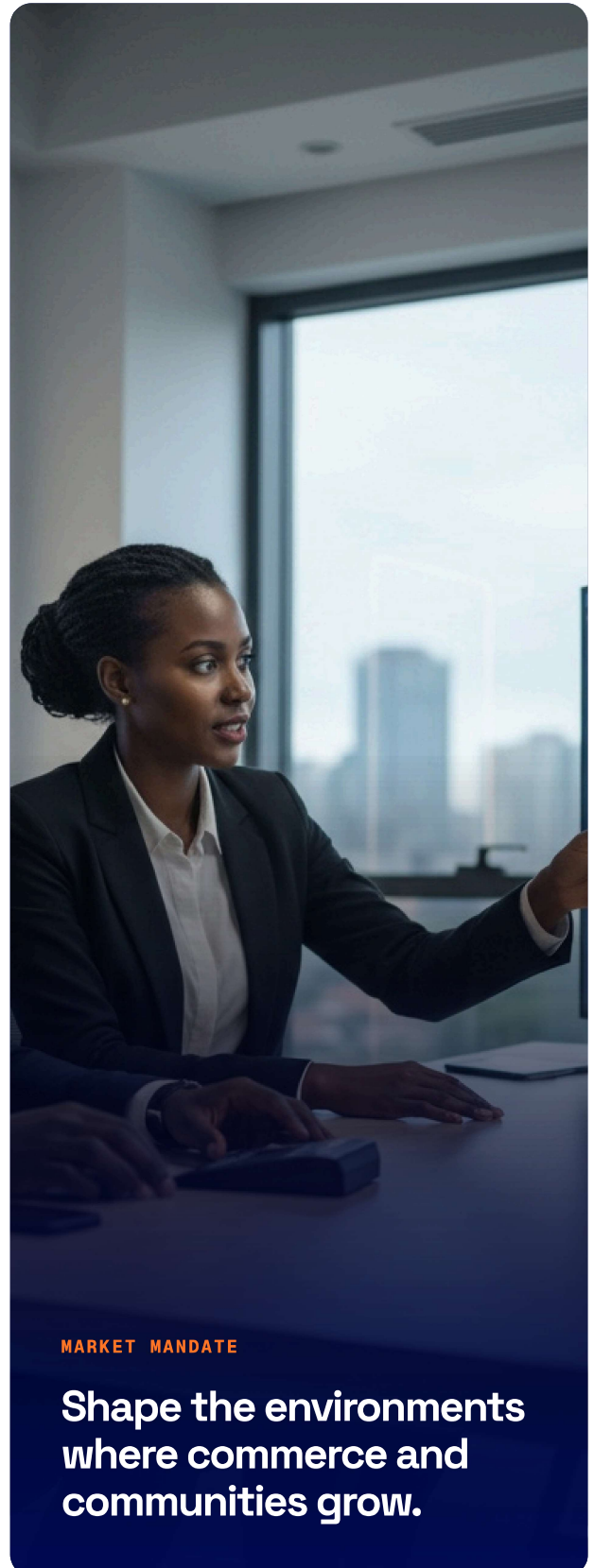
Logistics & Trade Nodes

Physical environments that support stronger movement and market access.

03

Development Governance

Long-term thinking around delivery quality, resilience and stakeholder value.



MARKET MANDATE

Shape the environments
where commerce and
communities grow.

Strategic assets built for long-term use and value.



CORE CAPABILITIES

Real estate as enterprise infrastructure.

- Commercial & industrial development
- Logistics & trade-node planning
- Asset operating frameworks
- Development governance alignment

CAPABILITY SCOPE

Commercial, logistics & trade-node assets.

OPERATING STANDARDS

Development quality that protects long-term value.

Built assets should meet user demands today while remaining resilient, governable and commercially relevant over the full life of institutional investment.

OPERATING MANDATE

Long-horizon durability & user alignment.

IMPACT LENS

Makeway connects asset strategy, operating purpose and institutional discipline to create real estate platforms that support enterprise and market development.

Environments designed to enable more.

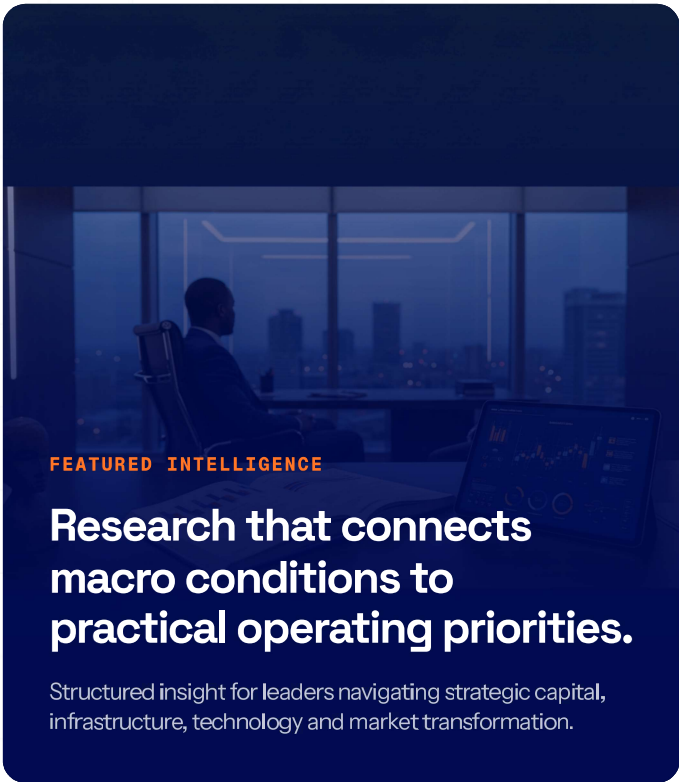
STRATEGIC BRIEFING

Discuss your asset or development mandate.

Engage Makeway Group for confidential discussion on commercial assets, logistics environments, development strategy or long-term operating resilience.

Frontier intelligence for consequential decisions.

Makeway Group develops sector perspectives, market intelligence and strategic analysis that help institutions and enterprises interpret complex operating environments with greater confidence.



FEATURED INTELLIGENCE

Research that connects macro conditions to practical operating priorities.

Structured insight for leaders navigating strategic capital, infrastructure, technology and market transformation.

THE INTELLIGENCE MANDATE

Convert complexity into clearer strategic choices.

Our publications explore the conditions influencing investment, market participation, industrial capability, technology systems and sustainable enterprise growth across East Africa and beyond.

MARKET REPORTS • WHITEPAPERS • SECTOR BRIEFINGS • INSTITUTIONAL PERSPECTIVES



TECHNOLOGY

Enterprise compute and digital resilience.

Perspectives on infrastructure, sovereignty, operational visibility and scalable systems.



CAPITAL MARKETS

Investment logic for complex environments.

Decision frameworks for capital readiness, risk discipline and institutional confidence.



ENERGY & INDUSTRY

Resilient systems for sustainable growth.

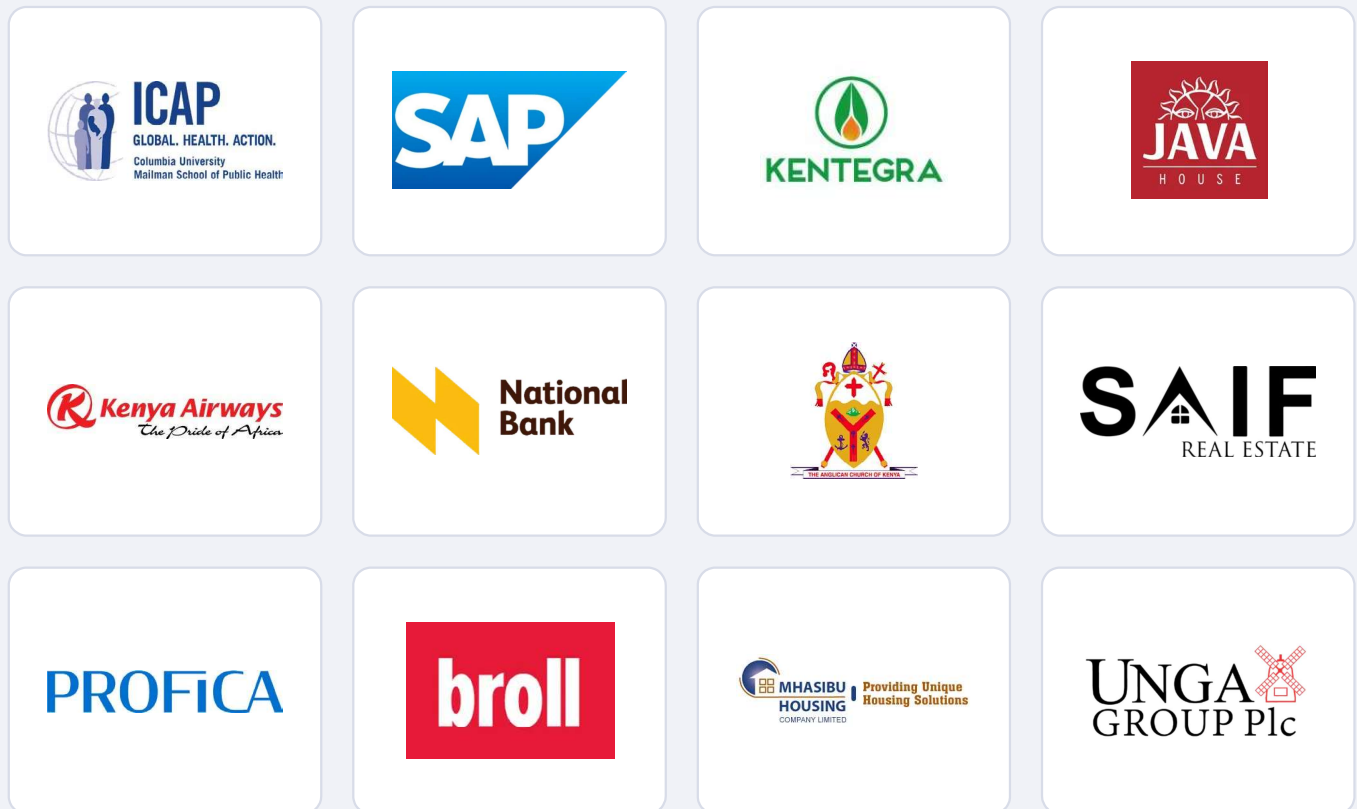
Analysis on energy infrastructure, industrial transformation and operating resilience.

INSTITUTIONAL TRUST & STRATEGIC PARTNERSHIPS

Selected credentials and relationships.

Makeway Group engages with enterprises, institutions and mission-critical organizations across integrated sectors. The selected marks below represent the approved client and relationship archive supplied for this corporate profile.

Production control: retain only logos for which Makeway Group has explicit current permission to publish in this corporate profile and PDF distribution.



01 • TRUST

Institutional confidence.

Relationships built on transparency, discretion and accountable conduct.

02 • CAPABILITY

Sector-connected expertise.

Strategic perspectives grounded in practical delivery and operating realities.

03 • CONTINUITY

Long-term value focus.

Engagements structured around enduring resilience and sustainable outcomes.

STRATEGIC ENGAGEMENT

Begin the conversation that moves your mandate forward.

Makeway Group welcomes confidential strategic discussions with institutions, enterprises, investors and public-sector leaders navigating high-priority growth, infrastructure, operating or transformation decisions.

STRATEGIC DESK

+254 799 000 595

Direct institutional and enterprise enquiries.

OFFICIAL ENQUIRIES

info@makewaygroup.co.ke

Request a confidential advisory briefing or corporate engagement.

HEADQUARTERS

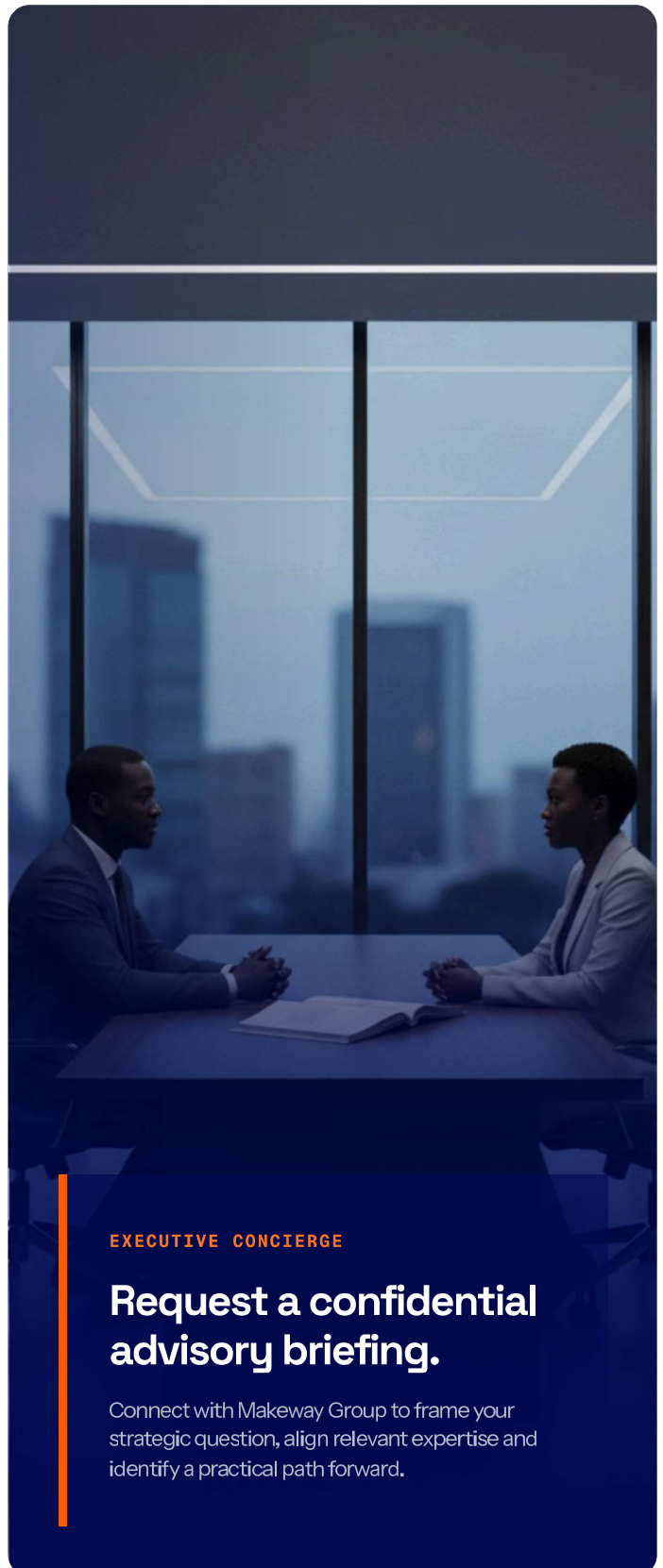
12th Floor, Mirage Towers

Waiyaki Way, Westlands, Nairobi, Kenya.

OPERATING HOURS

Monday–Friday • 8:30 AM–5:00 PM EAT

Strategic desk coordination by appointment.



EXECUTIVE CONCIERGE

Request a confidential advisory briefing.

Connect with Makeway Group to frame your strategic question, align relevant expertise and identify a practical path forward.

CAPITAL · CAPABILITY ·
CONTINENTAL SCALE

Build what endures. Make way forward.

Strategic capital, institutional advisory and operating capability for the systems, sectors and enterprises that shape long-term growth.