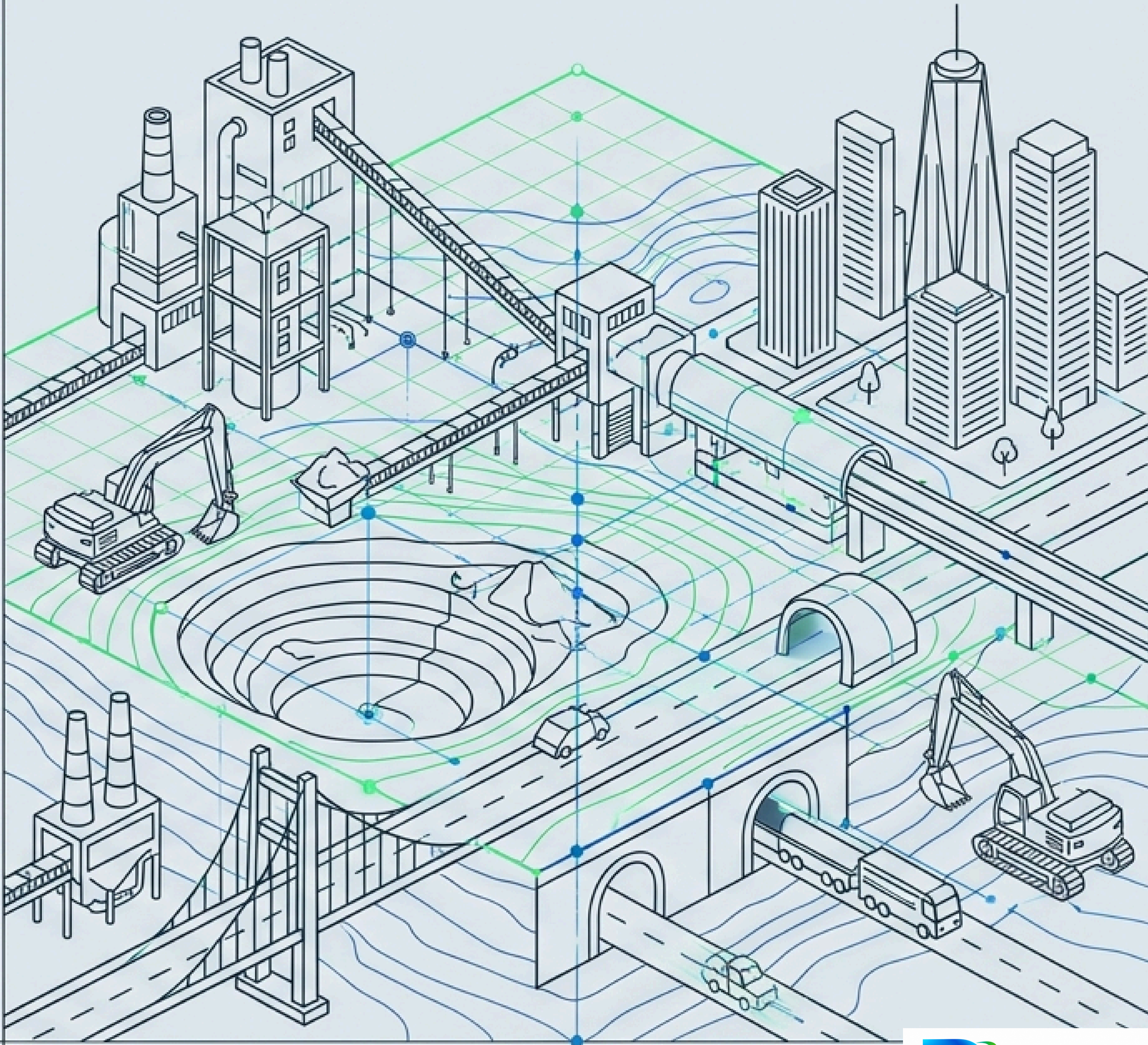
Rekay Global: The Spatial Intelligence Blueprint

Transforming Ghana's built environment from the ground up.



Road Networks

78,000km managed by Ghana Highway Authority. Less than 40% in good condition. 30–60% average cost overruns due to spatial QA deficits.

Housing Deficit

1.8 million units. The largest deficit in West **Africa outside Nigeria**, requiring immense tenure security and terrain intelligence.

Ghana is building its next 50 years right now. Every project requires spatial data, but traditional mapping cannot keep pace with the risk.

Urban Expansion

Greater Accra growing at 3.1% annually. Characterized by chaotic peri-urban sprawl and systemic land disputes.

Energy Infrastructure

Proliferating solar and mini-grid sites requiring comprehensive spatial and environmental validation.

The Baseline (A-M Surveys)

Competent but reactive. Delivers traditional land/measured surveys. **Lacks technology differentiation.**

Local SMEs (10-20 active)

SME practitioners with low costs and local ties, but zero digital intelligence and limited equipment.

International (Fugro, AECOM)

Excellent global expertise and equipment, but **highly expensive, project-specific, and lacking local continuity.**

The Intelligence Partner (Rekay Global)

Continuous intelligence relationships.

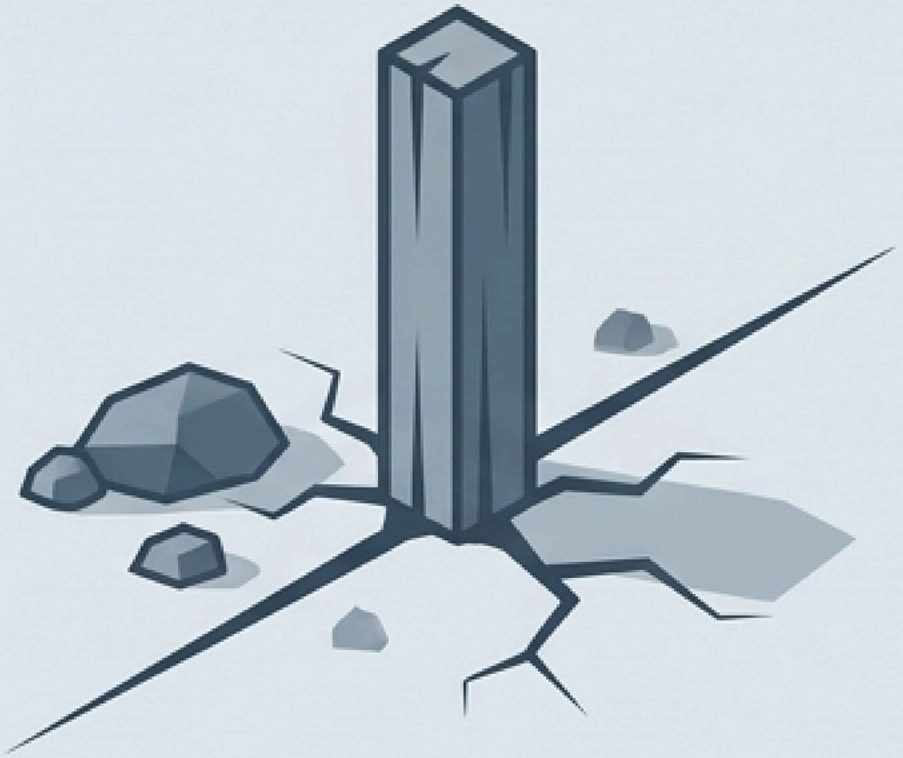
Local continuity with global standards.

Predictable, risk-mitigating spatial data.

Government (SMD, Town & Country)

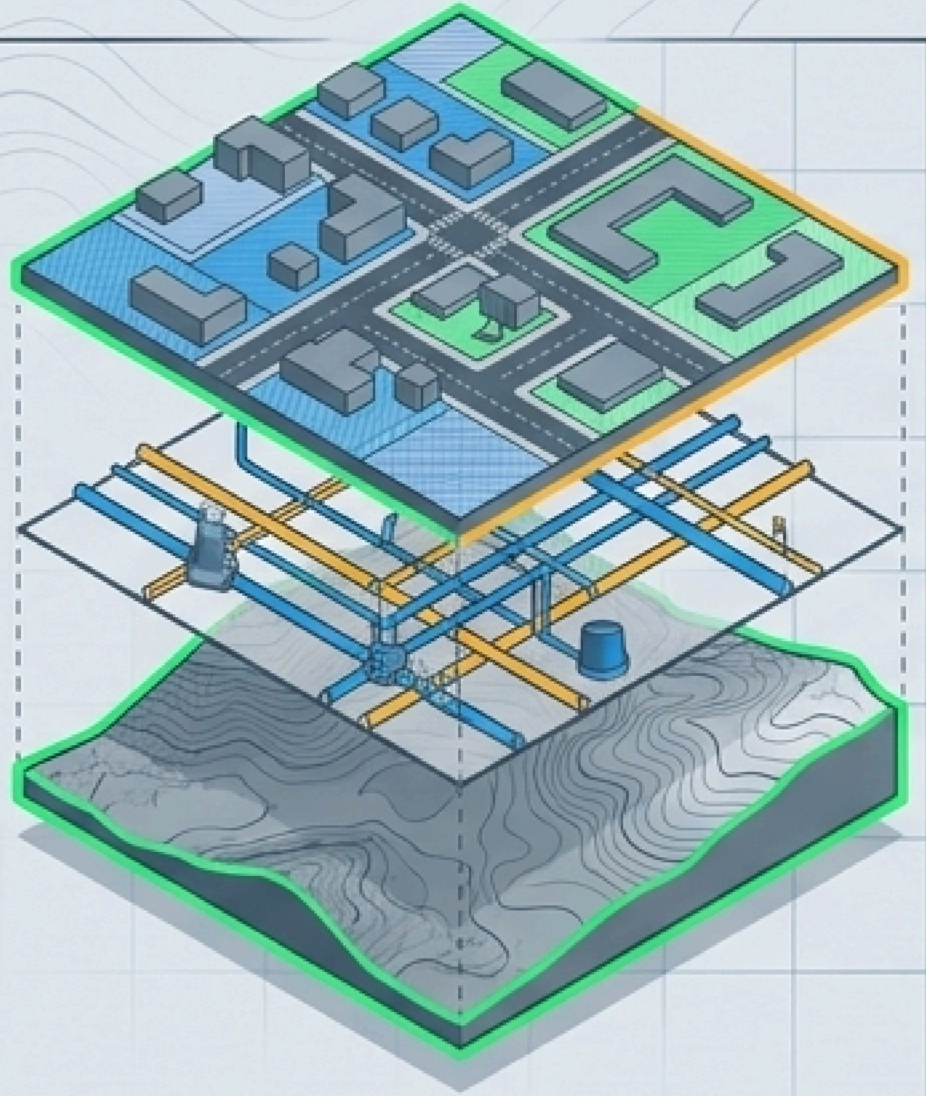
Regulatory authority but chronically under-resourced.

The White Space: No firm in West Africa has made the transition to a true “Spatial Intelligence Partner.” That gap is where Rekay Global lives permanently.



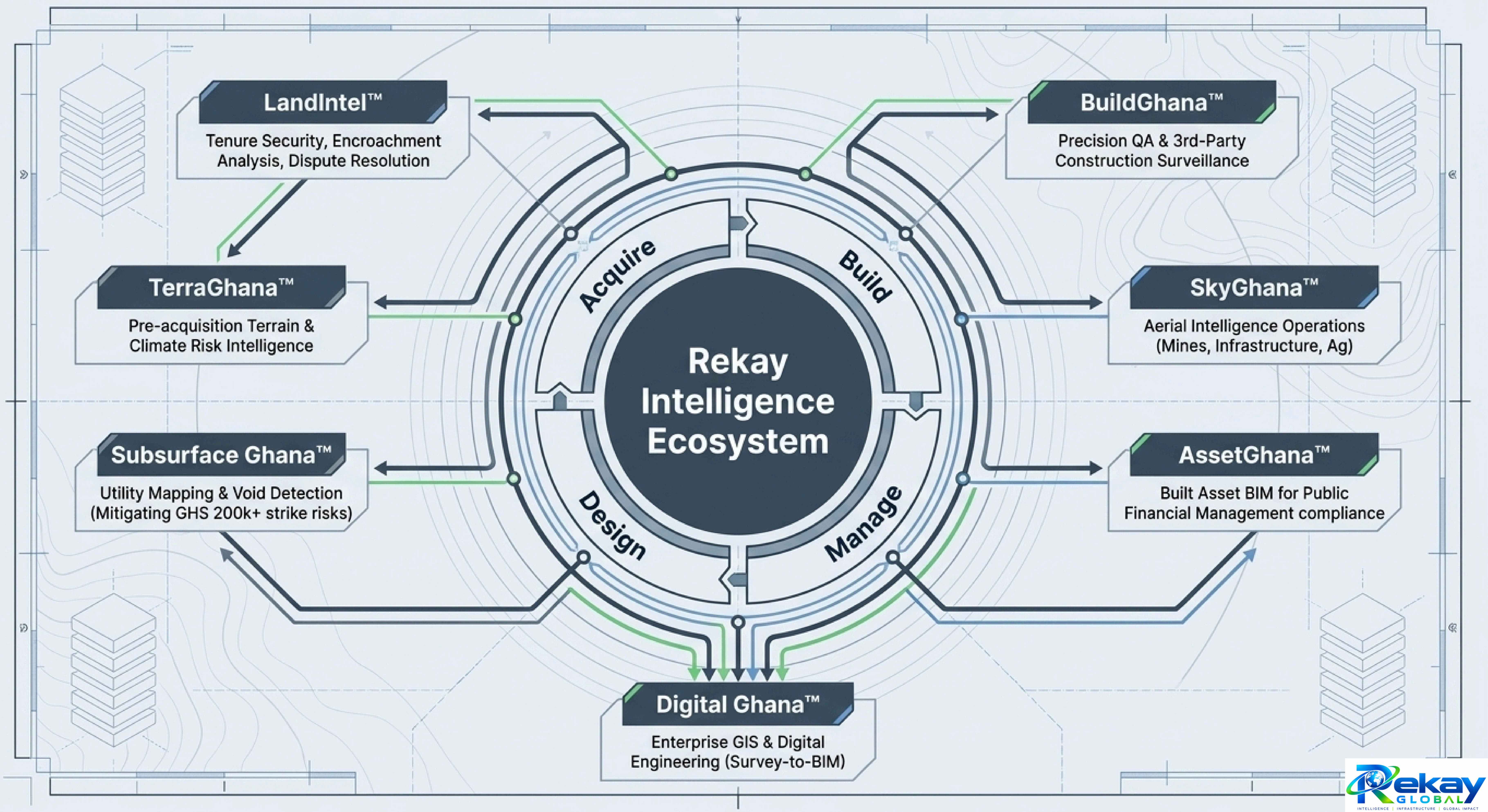
Old Conversation:
"Here is your boundary. Our survey costs GHS 12,000."

Result: A CAD file. Filed and forgotten.

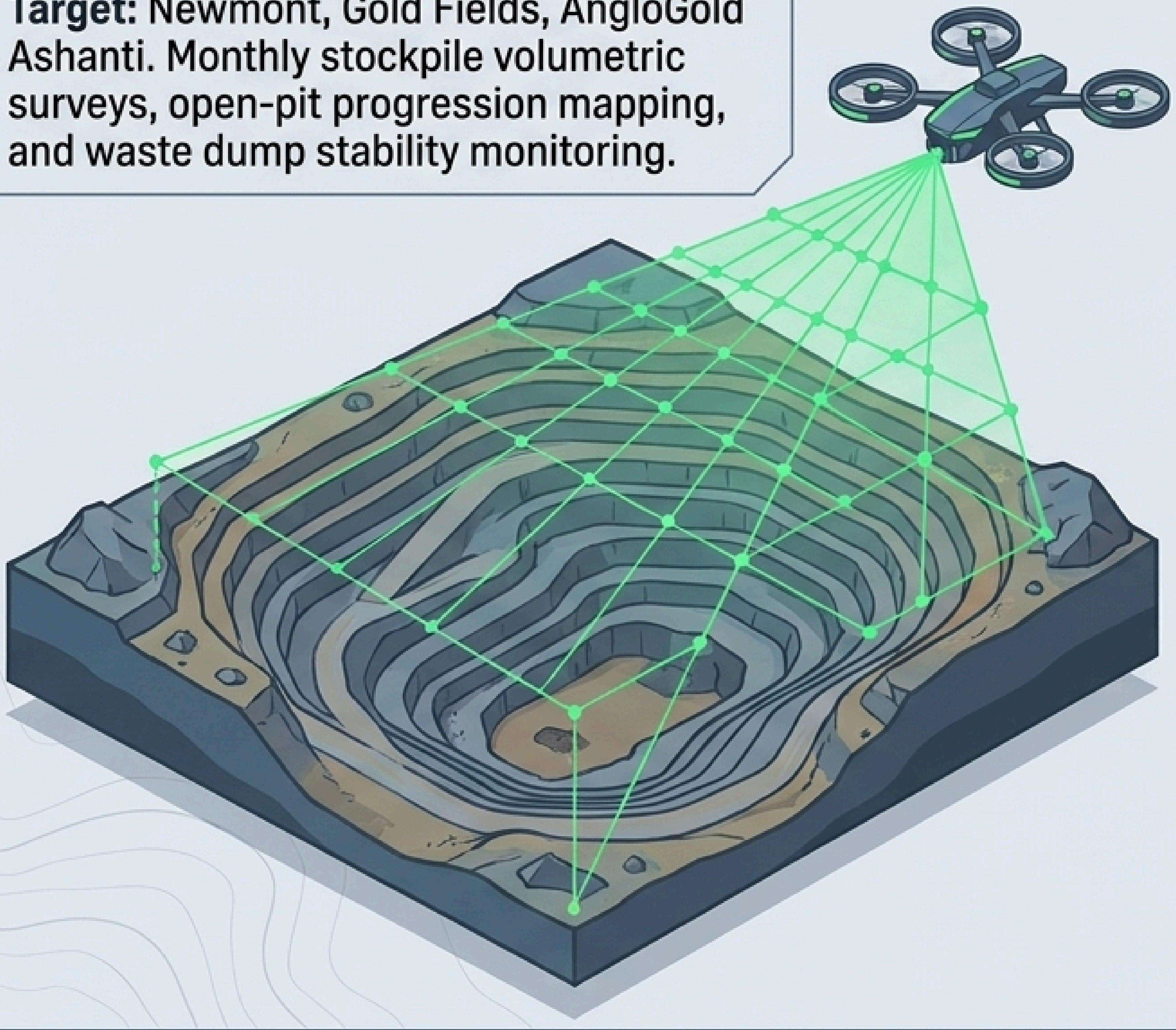


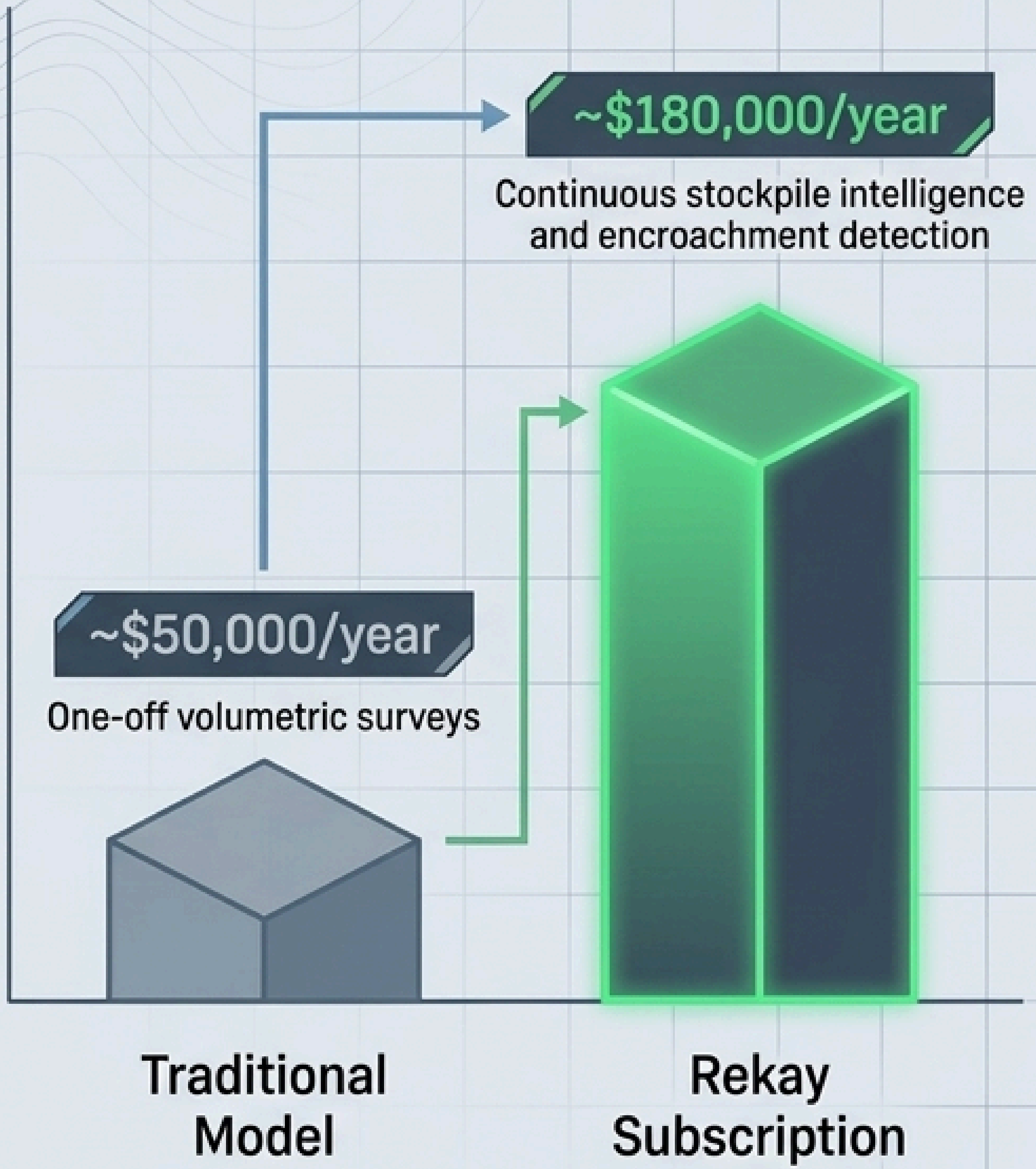
New Conversation:
"Your site has three drainage risk areas that could cost GHS 450,000 in remediation. Our intelligence identifies them for GHS 18,000."

Result: Defensible risk mitigation.


LandIntel™
Tenure Security, Encroachment Analysis, Dispute Resolution
BuildGhana™
Precision QA & 3rd-Party Construction Surveillance
TerraGhana™
Pre-acquisition Terrain & Climate Risk Intelligence
SkyGhana™
Aerial Intelligence Operations (Mines, Infrastructure, Ag)
Rekay Intelligence Ecosystem
Acquire
Build
Design
Manage
Subsurface Ghana™
Utility Mapping & Void Detection (Mitigating GHS 200k+ strike risks)
AssetGhana™
Built Asset BIM for Public Financial Management compliance
Digital Ghana™
Enterprise GIS & Digital Engineering (Survey-to-BIM)

Target: Newmont, Gold Fields, AngloGold Ashanti. Monthly stockpile volumetric surveys, open-pit progression mapping, and waste dump stability monitoring.





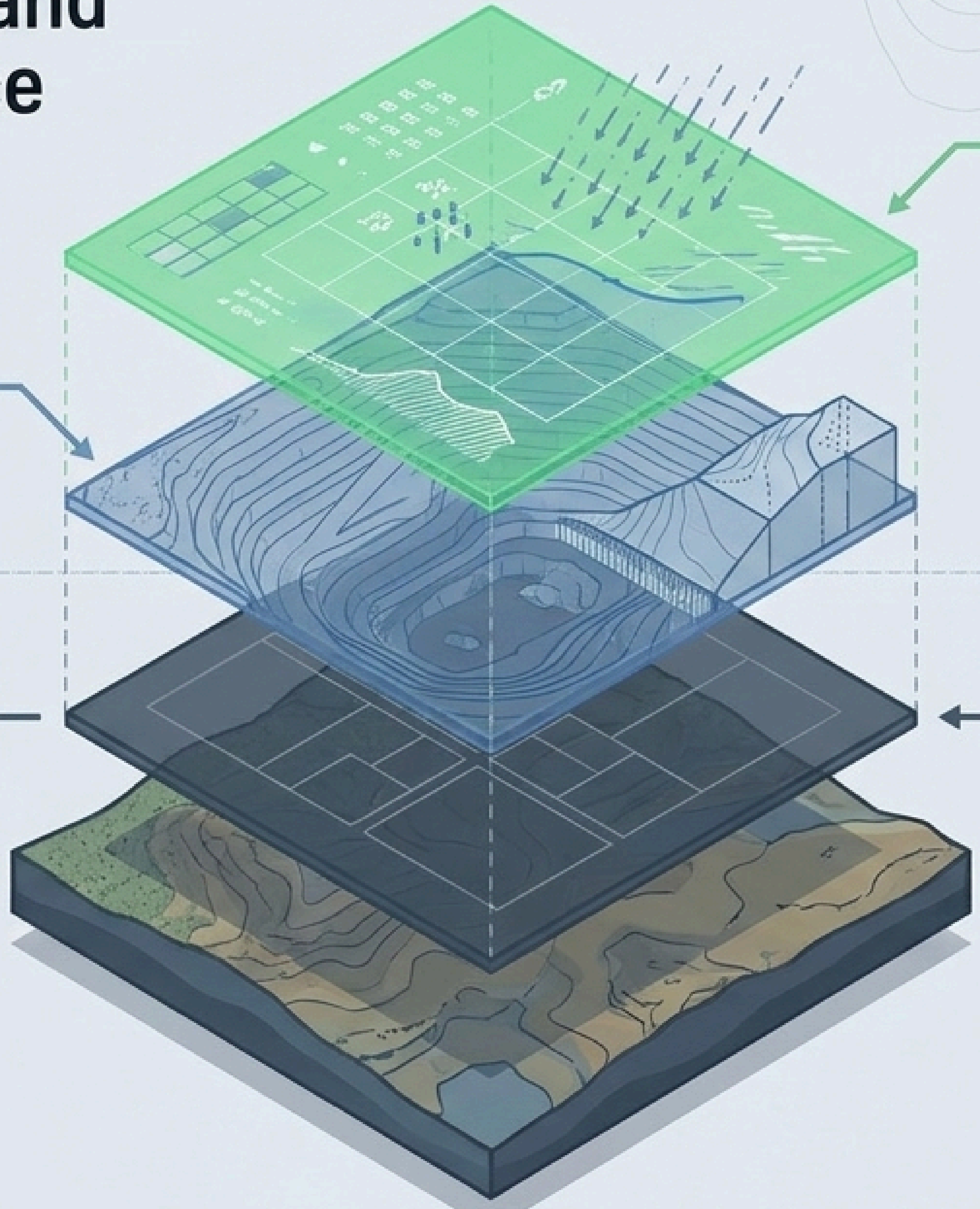
The ROI from accurate stockpile measurement alone justifies the premium.
Ghana's $6B gold export market demands continuous, not discrete, spatial data.

Precision Blueprint and Layers of Intelligence

Cut/fill volumetric optimization and slope stability.
Understanding what the ground will cost before design begins.

Verify & Secure.

Providing bank and lender-grade defensible title evidence to navigate Ghana's complex customary land tenure (stool, family, skin lands).



Layer 3: The Climate (TerraGhana™ Climate Risk)

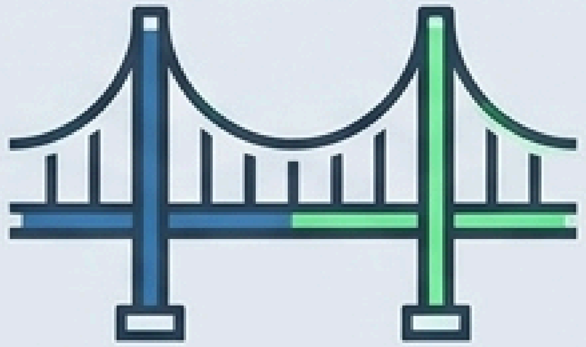
Site-specific flooding probability integrated with Met data.
Crucial for unlocking IFC, AfDB, and World Bank development financing.

Layer 1: The Ground

(LandIntel™)

Build Phase: BuildGhana™

Independent spatial QA reduces Ghana's 30–60% road cost overruns. We act as governance and integrity infrastructure for the Ministry of Roads and Highways and international funders.



Manage Phase: AssetGhana™

Ghana's public estate is unmapped. We capture existing assets (hospitals, universities, ports) to populate digital asset registers, ensuring compliance with the Public Financial Management Act.

We bridge the gap between physical construction and digital asset management for the country's largest asset owner: the Government.

High Value, Longer Cycle

Government / Public Sector: LAP, LUSPA, Asset management frameworks. Complex procurement but program-level scale.

Immediate High Value

- **Mining:** Mature procurement, international budgets, SkyGhana subscriptions.
- **Real Estate:** Urgent need to navigate land disputes and secure financing.

Future Growth

Energy & Utilities: Renewable rollouts, ECG mapping.

Steady Cashflow

Infrastructure / Roads: QA for donor-funded projects, GHA frameworks.

Revenue Potential & Margin

Ease of Entry & Market Readiness

2024: 10% Recurring Revenue (GHS 1.8M) → 2030: 70% Recurring Revenue (GHS 32M+)

Revenue Compounding Curve

Programme Partnerships (Scale)

GHS 300k–2M+ (30–40% margin). Long-term embedded partnerships (Government frameworks, World Bank).

Retainer Intelligence (Growth)

GHS 8k–45k/month (45–60% margin). Subscription efficiency for mines, infrastructure owners, and large developers.

Project Intelligence (Entry)

GHS 15k–180k (35–45% margin). Used for client acquisition and capability demonstration.

Peak: Subscription Efficiency

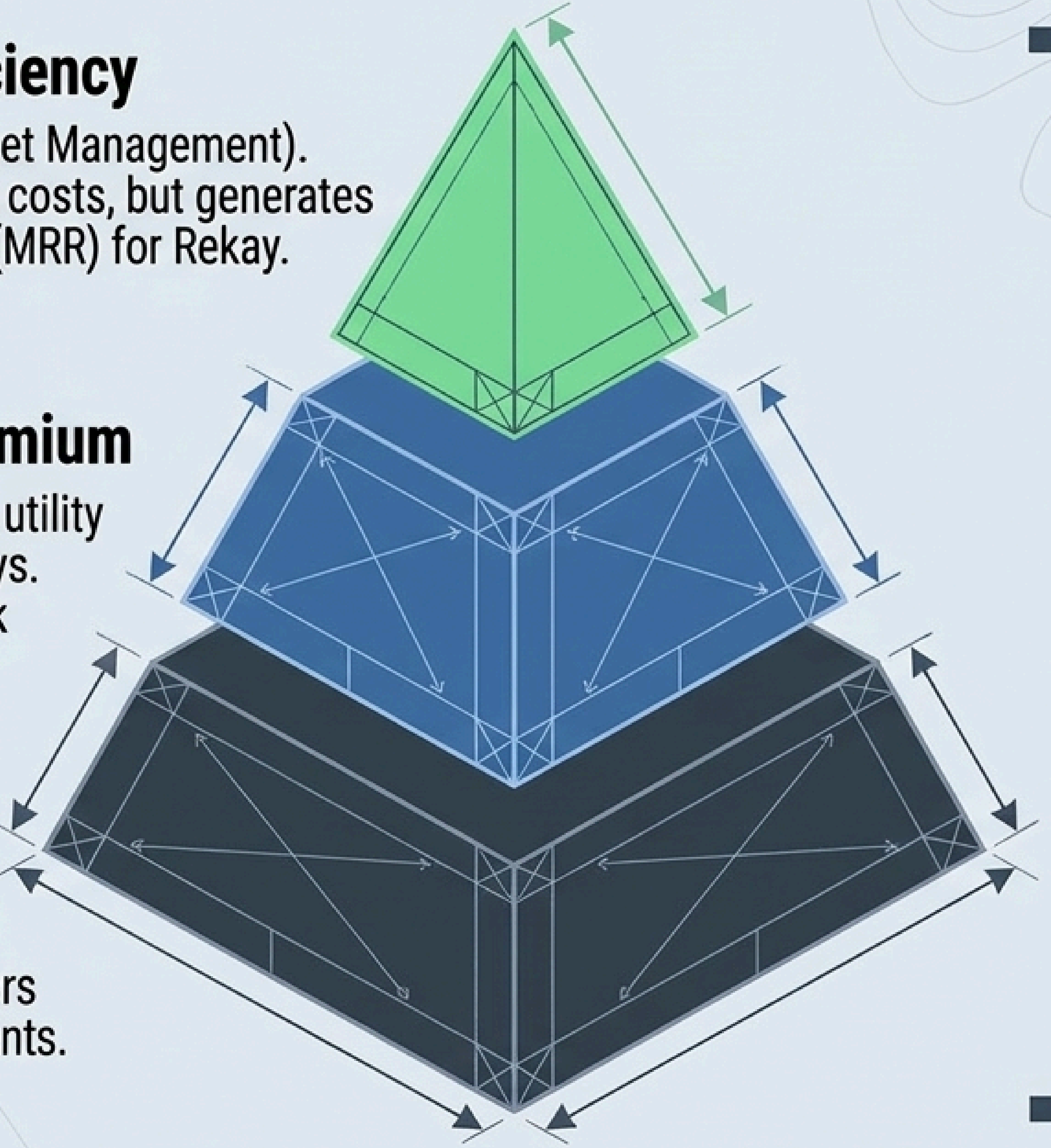
Ongoing intelligence (Mining, Asset Management).
Fraction of the client's alternative costs, but generates high Monthly Recurring Revenue (MRR) for Rekay.

Middle: Intelligence Premium

Quantifiable value pricing. E.g., A utility strike costs GHS 200,000 in delays. Our subsurface mapping with risk assessment costs GHS 12,000.

Base: Access Price

Winning the relationship.
Budget rates for entry-level tenders and initial government engagements.



We price against the client's operational risk, not against local surveying competitors.

Technology Roadmap

Immediate 24/25

RTK GNSS, Robotic Total Stations, DJI Enterprise, Entry Laser Scanner. (Funded entirely via lease/HP covered by 2 mine retainers).

Phase 1 ArcGIS.

Medium 25/26

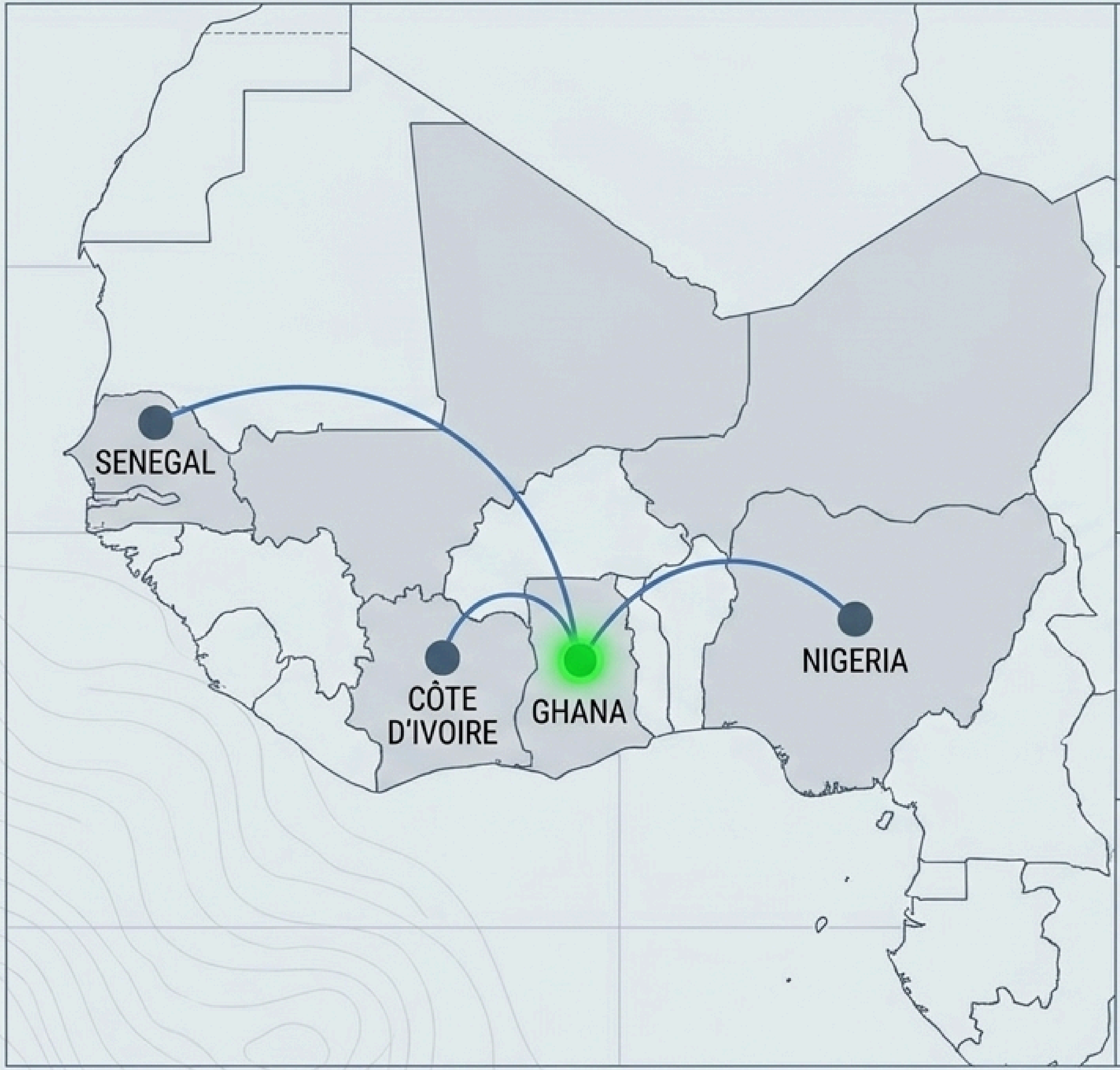
Multispectral drones, structural sensors, advanced reality capture software.

2024 2025 2026 2027

Talent Roadmap

"Rekay Academy" partnership. Annual intake of 3-4 graduates from UMaT and KNUST.

Developing Spatial Data Scientists internally to bypass the thin senior talent market in Ghana.



Phase 1 (2024–2026): Ghana Consolidation

Establish market leadership, build the intelligence portal, and secure the recurring revenue base.

Phase 2 (2026–2027): Côte d'Ivoire Entry

Mining and infrastructure access via an Abidjan representative office.

Phase 3 (2027–2028): Senegal & Nigeria

Senegal oil/gas entry. Nigeria entry via strategic local partnerships.

Phase 4 (2028–2030): Regional Platform

Launch of a proprietary West African **Geospatial Data Platform** across the $700B ECOWAS market.

Days 1–30: Foundation

- Audit internal IP.
- Identify top 3 mining targets for SkyGhana.
- Draft LandIntel product specs for commercial banks.
- Meet with Ghana Institution of Surveyors.

Days 31–60: Engagement

- Submit first SkyGhana proposal.
- Pitch LandIntel to 2 banks.
- Document GCAA drone compliance.
- Plan first "Rekay Geospatial Intelligence Forum".

Days 61–90: Activation

- Sign first retainer agreement.
- Formalize UMaT graduate intake.
- Identify and score Year 1 revenue pipeline target of GHS 3.6M.

We are not the cheapest surveyor.
We will never compete to be.

We are the organization that tells a mine where losses hide. That shows developers why a site will flood. That gives banks the evidence to **lend** with confidence.

What we build **cannot be commoditized**. It is an intelligence relationship.

The board has the blueprint. **It is time to build.**