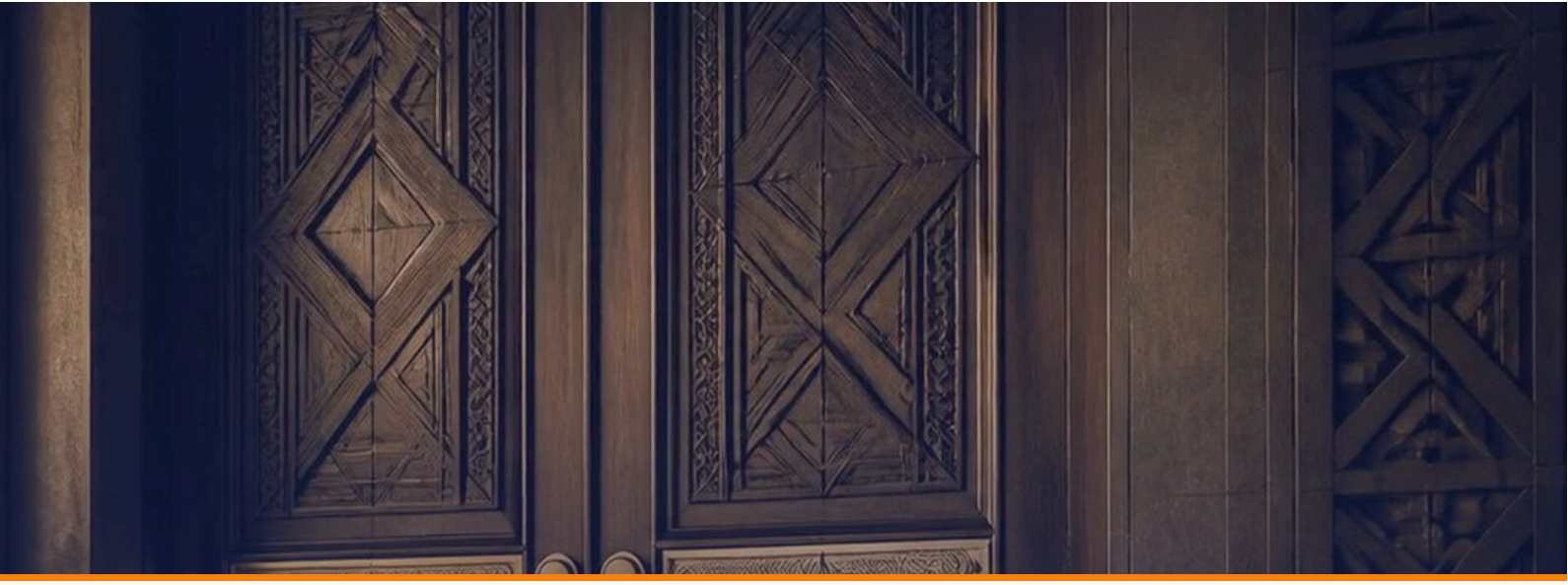


BIGOT CONSULTING
-INTERNATIONAL-

Informing decisions.
Opening the right doors.

Advisory firm based in Abidjan: institutional relations, business intelligence, strategic advice and maritime solutions between Africa and Asia.



THE FIRM

A firm at the crossroads of influence, markets and the sea.

Bigot Consulting International supports companies, investors and institutions that want to understand, access and develop opportunities between Africa and Asia: access to decision-makers, a fine reading of markets, deal structuring and support through to completion.

Projects linking Africa and Asia play out on several fronts at once: administrations and regulators, industrial and financial partners, shipping routes. Succeeding means mastering each of them.

We bring public affairs, business intelligence, project structuring and maritime expertise together in one firm. Our clients get a complete reading of their environment, and a partner who acts at every step.

SINCE 2013

Bigot Consulting International has worked alongside major Chinese groups, accompanying companies and investors all the way to the negotiating table. This relationship of trust is at the heart of the value the firm brings to its clients.

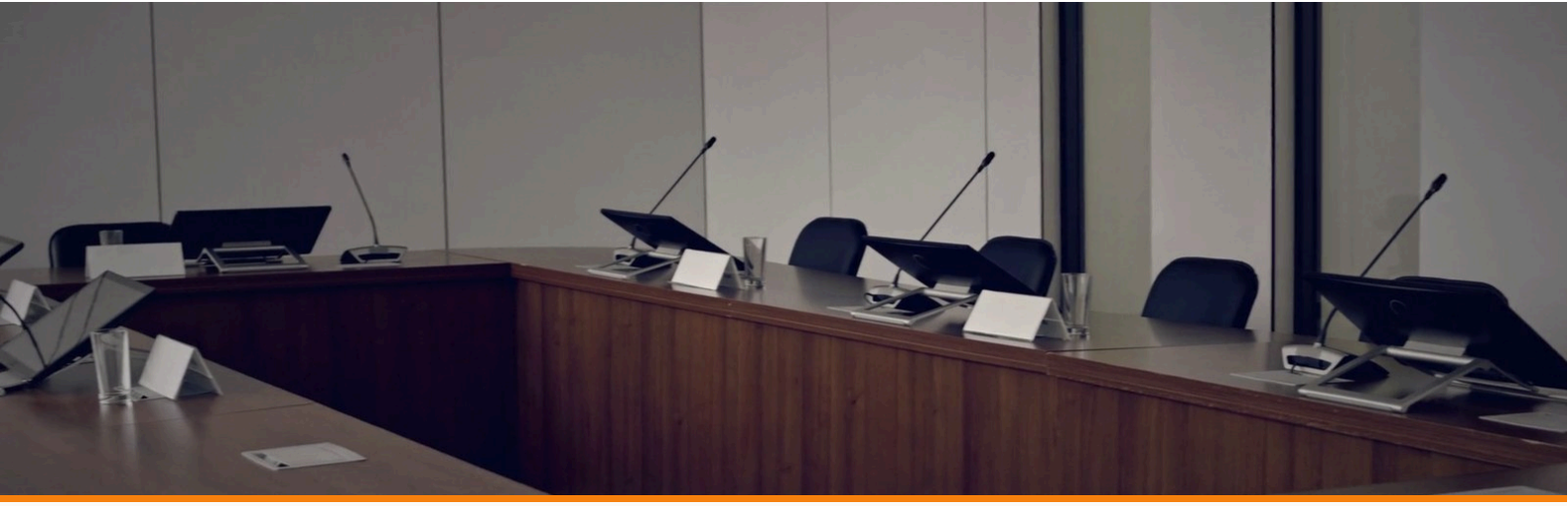
WHAT SETS US APART

Access, intelligence, networks, execution.

Access	The ability to identify and approach the right counterparts, public and private.
Intelligence	A reading of markets and institutional environments grounded in direct knowledge of the players.
Networks	Established working relationships with major Chinese engineering and infrastructure groups, and connections between West Africa, Asia and international markets.
Execution	Support that goes beyond recommendations, all the way to implementation.

SECTORS

- Mining & natural resources
- Transport & logistics
- Maritime & ports
- Infrastructure & engineering
- International trade



EXPERTISE

Four areas of expertise.

01

Public Affairs & Institutional Relations

Institutional relations, interest representation and support with public and private stakeholders, in a legitimate and structured way.

02

Business Intelligence & Strategic Monitoring

Market analysis, stakeholder mapping, competitive monitoring and opportunity identification, to anticipate rather than react.

03

Strategic Advisory, Structuring & Financing

Market access, search for industrial and financial partners, deal structuring and fundraising, in Africa as in Asia.

04

Shipping & Maritime Solutions

Shipbroking, chartering, freight, cargo sourcing and maritime logistics between Africa and international markets.

HOW WE WORK

A rigorous approach, from diagnosis to execution.

We analyse. We connect. We structure. We support.

1

Diagnosis

Listening to leadership, analysing the stakes, the regulatory framework and the balance of power.

2

Mapping

Identifying decision-makers, stakeholders and the levers for action.

3

Strategy

An operational roadmap, with counterparts, sequencing and success indicators.

4

Execution & follow-up

Implementation at your side, regular reporting and real-time adjustments.

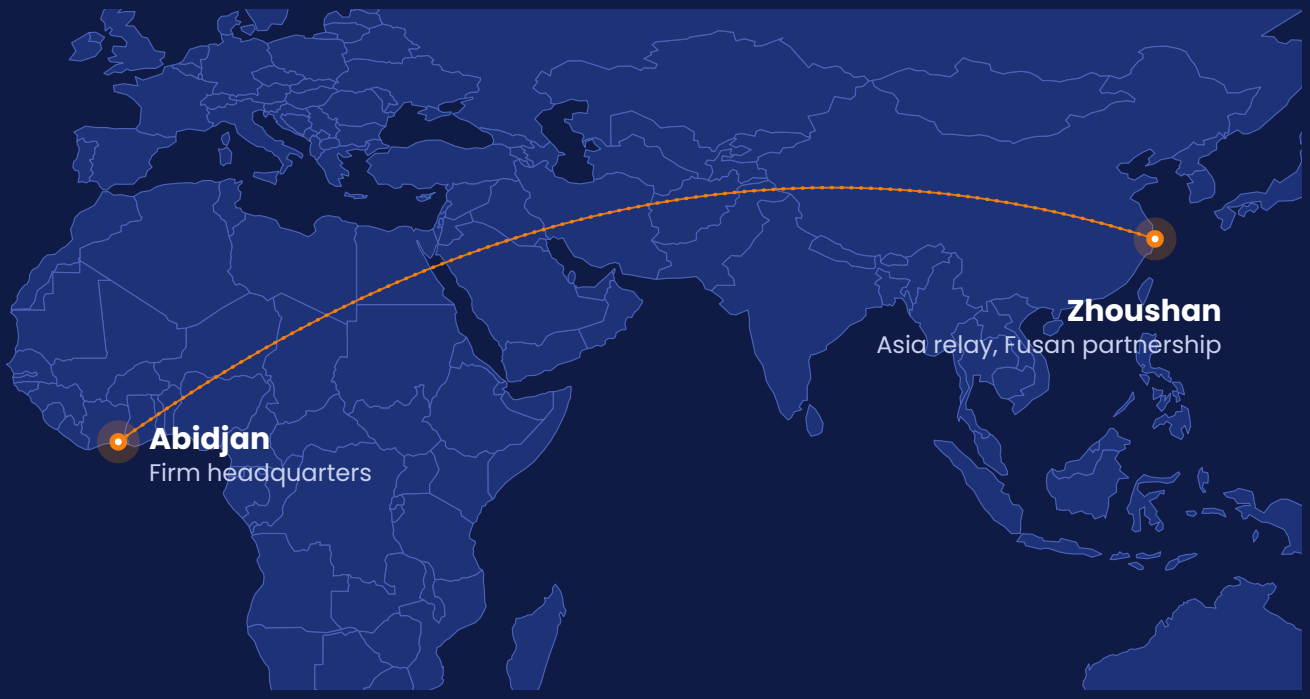
OUR COMMITMENTS

Confidentiality & discretion

Compliance with anti-corruption and interest-representation rules

SHIPPING

A maritime corridor between West Africa and Asia.



From Abidjan, and in Zhoushan through the partnership with Fusan International Marine Agency Ltd., at the heart of the Ningbo-Zhoushan port complex. A single point of contact, with relays at both ends of the route.

Shipbroking

Connecting shippers and shipowners, and negotiating the best terms.

Chartering

Finding the right vessel for the cargo and negotiating charter terms.

Freight

Organising the transport of your goods, with the best balance of cost, time and safety.

Cargo sourcing

Identifying cargoes and reliable counterparties between Africa and international markets.

Maritime logistics

Coordinating all parties, from the port of loading to the destination.

AN OPERATION UNDER CONTROL AT EVERY STEP

Needs analysis	Selection & negotiation	Execution	Follow-up & reporting

OUR SERVICES

Three ways to work together.

01

Inform

DIAGNOSIS

Know before you act.

A clear reading of your market, its institutional framework and its decision-makers, to decide: whether to go, and how.

2 TO 4 WEEKS

02

Open

ACCESS

Be received by the right counterparts.

A prepared approach, targeted introductions, well-framed meetings. You arrive in front of the right decision-makers, with the right message.

2 TO 3 MONTHS

03

Deliver

EXECUTION

See it through to implementation.

We structure the file, support the negotiation and follow every step at your side, with regular reporting.

6 MONTHS AND MORE

GETTING STARTED

A first conversation, in confidence.

We listen

You present your project. We listen, under full confidentiality.

A written proposal

Scope and timeline agreed upfront.

A single point of contact

A clear roadmap, followed with you from start to finish.

Let's talk about your project.

contact@bigot-consulting.com

BIGOT CONSULTING
-INTERNATIONAL-

A project, an opportunity? **Let's talk.**

Tell us about your project, or bring us an opportunity. You deal with a single point of contact, from first analysis through to implementation.



Ismaël Désiré Bigot

Founder & Managing Director

Since 2013, between West Africa and Asia, alongside companies and investors.

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Scan to discover the firm and its expertise.

LANGUAGES

Français · English · 中文