

AFRICA CAPITAL DIGEST'S

GUIDE TO SUB-SAHARAN PRIVATE EQUITY

2016

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USER GUIDE

The investor profiles in Africa Capital Digest's 2016 Guide to Sub-Saharan Private Equity are organized alphabetically by company name, and are supplemented by 5 indexes Investment Executives, Portfolio Companies, Industry Sector Preferences, Regional Investment Preferences, Fund Sizes and Branch Offices.

As an example, we have created a fictitious profile which is below which illustrates the kind of information that is or might be included in each profile. Each numbered item is described on the following page.

ROWAYTON PARTNERS **1**



MAIN AFRICA OFFICE: **2**

235 Tom Mboya Avenue
Westlands
NAIROBI
Kenya

Tel: +254-20-555-5555 **3**
General Email: info@rp.com **4**
Web: www.rp.com **5**



COMPANY TYPE: **6** Private Equity | Founded: 2008 **7**

PROFILE: **8** Rowayton Partners is a private equity firm that targets buyout opportunities in small and medium-sized businesses...

INVESTMENT TEAM: **9** John Smith, Managing Partner, jsmith@rp.com

FUNDS: **10**

RP Private Equity Fund I	Size: \$170 million
RP Private Equity Fund II	Size: Targeting \$190 million

PORTFOLIO: **11** 101 Software, RCA Hotels, Sails Industries, Seafood Technology

SECTOR PREFERENCES: **12** Generalist

GEOGRAPHIC PREFERENCES: **13** Sub-Saharan Africa



OTHER OFFICES: **14**

London(Headquarters)
25 Fleet Street
LONDON
Tel: +44-20-7555-5555

USER KEY

1. **COMPANY NAME:** Recognized name of the company
2. **MAIN AFRICA OFFICE:** Location of main office in Sub-Saharan Africa
3. **TELEPHONE:** Switchboard number or could be the sales, marketing or public relations department
4. **GENERAL EMAIL:** Usually the main office email
5. **WEBSITE:** Homepage of the firm's website
6. **FIRM TYPE:** Classification as either a private equity fund manager, an infrastructure or venture capital investor, or an investment holding company with private company assets
7. **FOUNDED:** The year the firm was founded and launched
8. **PROFILE:** A description of the firm, its focus and investment preferences
9. **INVESTMENT TEAM:** Names, Job Titles and Email Addresses of the firm's investment teams, sorted alphabetically by seniority
10. **FUNDS:** Names and Sizes of the firm's unrealized funds, in active investment or divestment mode
11. **PORTFOLIO:** Names of the current private equity assets in the firm or firm's fund portfolios, listed alphabetically
12. **SECTOR PREFERENCES:** List of industry sectors that the firm is most likely to invest in
13. **REGIONAL PREFERENCES:** Countries and Sub-Saharan Regions that the firm is most likely to invest in. When a country appears before a region, that indicates that the firm's first preference is to invest in the country.
14. **OTHER OFFICES:** The address and telephone number of other office locations on the continent. International addresses are included in cases where they are the headquarters for the firm.



SUB SAHARAN PRIVATE EQUITY GUIDE PROFILES

THE ABRAAJ GROUP



MAIN AFRICA OFFICE:

68 Kijabe Street
2nd Floor,
Norfolk Towers
NAIROBI
Kenya

Tel: +254-20-222-8870
Fax: +254-20-310-355
Web: www.abraaj.com



COMPANY TYPE: Private Equity | Founded: 2002

PROFILE:

The Abraaj Group is one of the world's largest emerging markets investment firms, managing approximately \$9 billion in assets. The firm's private equity strategy is to acquire controlling or significant stakes, in transactions that typically range between \$20 million and 100 million, with board representation in stable, well-managed businesses and then proceed to build value by improving operations, incentivizing management, using leverage and optimizing the portfolio company's capital structure. To date, Abraaj has deployed \$888 million in 58 deals in sub-Saharan Africa, realizing some 27 exits.

INVESTMENT TEAM:

Jacob Kholi, Partner, jacob.kholi@abraaj.com
 Niels Bormans, Managing Director, niels.bormans@abraaj.com
 Ron den Besten, Managing Director, don.denbesten@abraaj.com
 Sandeep Khanna, Managing Director, sandeep.khanna@abraaj.com
 Zahi El Khatib, Managing Director, zahi.elkhatib@abraaj.com
 Shakir Merali, Managing Director, shakir.merali@abraaj.com
 Carlman Moyo, Managing Director, carlman.moyo@abraaj.com
 Peter Njoka, Managing Director, peter.njoka@abraaj.com
 Ashish Patel, Managing Director, ashish.patel@abraaj.com
 Ravi Sharma, Managing Director, ravi.sharma@abraaj.com
 Jad Abbas, Director, jad.abbas@abraaj.com
 Kwadwo Adjei-Barwuah, Director, kwadwo.adjei-barwuah@abraaj.com
 Frederick Kambo, Director, frederick.kambo@abraaj.com
 Ahmad Mazhar, Director, ahmad.mazhar@abraaj.com
 Olusegun Oso, Director, olusegun.oso@abraaj.com
 Isaac Owusu-Ansah, Director, isaac.owusu-ansah@abraaj.com
 Kiriga Kunyiha, Principal, kiriga.kunyiha@abraaj.com
 Oghale Igboavodha, Investment Professional, oghale.igboavodha@abraaj.com
 Adetunji Nelson, Investment Professional, adetunji.nelson@abraaj.com
 David Kleiterp, Associate, david.kleiterp@abraaj.com
 Toyosi Aganga, Associate, toyosi.aganga@abraaj.com
 Jordan Filko, Associate, jordan.filko@abraaj.com
 Mark Grondel, Associate, mark.grondel@abraaj.com
 Hatem Heikel, Analyst, hatem.heikel@abraaj.com
 Ruth Moko, Analyst, ruth.moko@abraaj.com
 Nyika Nathaniel, Associate, nyika.nathaniel@abraaj.com
 Marloes Ras, Analyst, marloes.ras@abraaj.com

FUND:

Aureos Africa Fund	Size: \$318 million
Aureos Africa Health Fund	Size: \$105 million
Abraaj Africa Fund III	Size: \$990 million

PORTFOLIO INVESTMENTS:

African Industrial Services, Aniniwah Medical Centre, AOS Orwell, Athi River Mining, Athi River Steel, Avenue Group, Aviance, Biasa Clinic, Bio-Plastics, Brookside Dairy, C&I Leasing, C&J Hospital, Compagnie Sahelienne D’industries, Computer Warehouse Group, Custodian & Alliance Insurance, Dashen Breweries, Deacons Kenya, Fan Milk International, Ghana Home Loans, Les Ciments du Sahel, Libstar, Lily Hospitals, Lusaka Trust Hospital, Mouka Ltd, Nairobi Women’s Hospital, Porini Holdings, Private Networks Nigeria, Real People, Regimanuel Gray Ltd, Revital Healthcare, Sanbox, SCAW Metals, Seven Seas, The Bridge Clinic & PathCare, Vine Pharmaceuticals

SECTOR PREFERENCES:

Cross-sector

GEOGRAPHIC PREFERENCES:

Sub-Saharan Africa, North Africa



OTHER OFFICES:

Ghana
Regimanuel Gray Head Office
No.2, La By Pass
La
ACCRA
Tel: +233-302-770-212
Fax: +233-302-765-118

Mauritius
Level 12
NeXTeracom Tower I
Cybercity
EBENE
Tel: +230-464-9494
Fax: +230-467-9393

Nigeria
Block 12 Plot 3a Frajend Close
Osborne Foreshore Estate
Ikoyi
LAGOS
Tel: +234-70-2799-6734

South Africa
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SANDTON
Tel: +27-11-884-2066
Fax: +27-11-884-2067

KUKULA CAPITAL



MAIN AFRICA OFFICE:

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Plot 609, Zambezi Road
Roma
LUSAKA
Zambia

Tel: +260-211-295-792
General Email: info@kukulacapital.com
Web: www.kukulacapital.com



COMPANY TYPE: Private Equity & Venture Capital | Founded: 2009

PROFILE: Kukula Capital is a venture finance and private equity fund manager and advisory business. The firm acts as fund manager to two venture funds, targeting Zambian growth companies across a range of sectors with capital and strategic knowhow.

INVESTMENT TEAM:

Tue Andersen, Managing Partner, tna@kukulacapital.com
Jito Kayumba, Partner, jk@kukulacapital.com
Niels Bojsun, Managing partner, nb@kukulacapital.com
Musopelo Mwanda, Senior Associate, mm@kukulacapital.com
Steffen Tjerrild, Senior Associate, st@kukulacapital.com
Alexander Clarke, Associate, ac@kukulacapital.com
Miraj Desai, Associate, md@kukulacapital.com
Lombe Muzala, Associate, lm@kukulacapital.com
Christian Rosenvold, Associate, cr@kukulacapital.com

FUNDS: Kukula Fund I
Kukula Seed Fund

PORTFOLIO: BBM, Betternow Finance, Dotcom Zambia, Jabulani Furniture, More Beef, PostDotNet

SECTOR PREFERENCES: Consumer, Financial Services, Other

AFRICAN GEOGRAPHIC PREFERENCES: Zambia

KURAMO CAPITAL PARTNERS



MAIN AFRICA OFFICE:

Mulliner Towers
39 Alfred Rewane Road
Ikoyi
LAGOS
Nigeria

General Email: info@kuramocapital.com
Web: www.kuramocapital.com



COMPANY TYPE: Private Equity

PROFILE:

Kuramo Capital is an alternative investment management firm that offers emerging and frontier market-focused investors the opportunity to invest in funds-of-funds, participate in co-investment opportunities and separately managed accounts to capture the growth opportunity in Sub-Saharan Africa. In private markets, Kuramo focuses on smaller regional or sector managers as well as deploy primary commitments in local private equity funds, secondary transactions and direct investments.

INVESTMENT TEAM:

Walé Adeosun, Founding Partner & CIO, wadeosun@kuramocapital.com
Shaka Kariuki, Partner & Co-CIO, skariuki@kuramocapital.com
Mobolaji Adeoye, Managing Director, madeoye@kuramocapital.com
Sarah Ngamau, Vice President, sngamau@kuramocapital.com
Lamide Adeosun, Analyst, ladeosun@kuramocapital.com
Florence Kimaiyo, Analyst, fkimaiyo@kuramocapital.com
Faridah Usman, Analyst, fusman@kuramocapital.com

FUNDS:

Kuramo Africa Opportunity Fund	Size: \$112.5 million
Kuramo Africa Opportunity Fund II	Size: Targeting \$250 million

AFRICAN GEOGRAPHIC PREFERENCES:

Sub-Saharan Africa



OTHER OFFICES:

Kenya
ICEA Lion Centre, Block A
2nd Floor, West Wing
NAIROBI

United States
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NEW YORK
Tel: +1-212-792-9680

SCHULZE GLOBAL



MAIN AFRICA OFFICE:

2nd Floor, Tensae Building
Cape Verde Street
Bole Kifle Ketema
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ADDIS ABABA
Ethiopia

Tel: +251-11-662-2683
General Email: info@schulzeglobal.com
Web: www.schulzeglobal.com



COMPANY TYPE: Private Equity

PROFILE:

Schulze Global is a frontier market investor whose private equity platform targets equity growth capital at businesses in leadership positions in their respective markets, are run by experienced management teams and have the potential to grow rapidly in comparison to their competitive set. The firm prefers to take minority stakes and actively engages with its investee company managements to help build value and realize the growth potential of their investments.

INVESTMENT TEAM:

Greg Metro, managing Director, Ethiopia, greg.metro@schulzeglobal.com
Blen Abebe, Vice President, blen.abebe@schulzeglobal.com
Dawit Tilahun, Senior Associate, dawit.tilahun@schulzeglobal.com

FUNDS:

Ethiopia Growth and Transformation Fund | Size: \$87 million

PORTFOLIO:

Family Milk, Flipper International School, Jalaanera Coffee, Kaliti, National Cement, Sa-Med

SECTOR PREFERENCES:

Generalist

GEOGRAPHIC PREFERENCES:

Ethiopia



OTHER OFFICES:

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OCBC Centre #48-03/04
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\$100 million - \$500 million

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