



Investor Relations

May 2017







Case Studies

Investor Relations

Fund Raising

Identifying Investors

| Prospective Strategic Partners & Investors | | | | |
|--|---|-------------------------------|----------|-----------|
| 8. Family Offices | | | | |
| Sr. No. | Logos | Company | City | Country |
| 1 |  | HSBC Private Wealth Solutions | Central | Hong Kong |
| 2 |  | Northern Trust | Chicago | U.S. |
| 3 |  | Citi Private Bank | New York | U.S. |
| 4 |  | Bessemer Trust | New York | U.S. |

| Prospective Strategic Partners & Investors | | | | | |
|--|---|-----------------------------------|------------------|---------|--------------|
| 3. Global Alternative Managers | | | | | |
| Sr. | Logos | Company | City | Country | AUM (US\$bn) |
| 1 |  | Allianz Asset Management AG | Munich | Germany | 1,933.4 |
| 2 |  | BNY Mellon Asset Management Int | London | UK | 1,700.0 |
| 3 |  | Northern Trust Global Investments | London | UK | 946.0 |
| 4 |  | Invesco Perpetual | Henley-on-Thames | UK | 755.8 |
| 5 |  | Schroders PLC | London | UK | 487.4 |

Request & Guidelines Provided

- Create a list of prospective global investors for a thematic, \$10 billion fund
- Identify Top 200 institutions by AUM across SWFs, Pension & Endowment Funds, Alternate Asset Managers, Insurers and Banks and outline their investment strategy
- Profile key management across the firms

Methodology & Final Deliverable

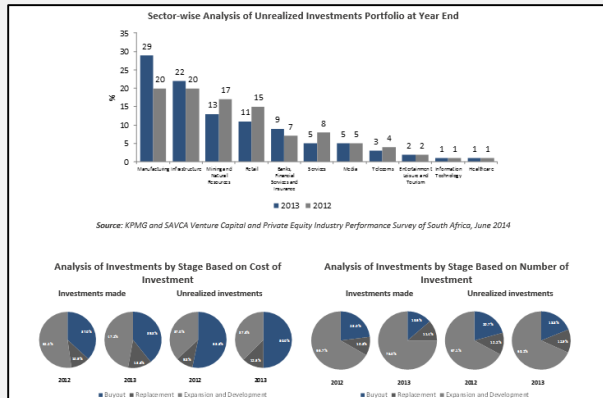
- Reviewed investment strategies of over 1,000 asset managers and created segmented buckets based on investment criteria and coverage
- Profiled key management personnel and identified network links with the client by conducting an extensive people mapping exercise
- Analyzed their returns across asset classes over multi-period horizons to help define investment focus for the client

Identified over 200 potential investors across 5 asset classes and helped define the client's investment strategy

Investor Relations

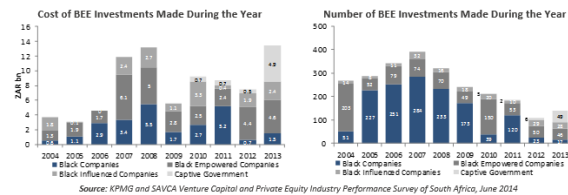
Fund Raising

Creating PPMs



2.6 Black Economic Empowerment

The cost of investment into entities that are at least black influenced companies in 2013 was ZAR 13.5 bn, an increase of 77.6% from the 2012 levels. The number of BEE investments increased from 108 during 2012 to 140 during 2013. These levels of activity, when compared to M&A activity in South Africa, reflects that the private equity BEE investments are an important element of the South African economy and remain a significant portion of the M&A activity in South Africa.



Request & Guidelines Provided

- Create a PPM for a European mid-market private equity fund, focused on achieving long-term capital appreciation through control investments in established South African industrial and services companies

Methodology & Final Deliverable

- Created a detailed memorandum focusing on the following
 - Firm Background
 - Investment Opportunity
 - Investment Objectives and Strategy
 - Investment Process
 - Investment Performance and Indicative Deal Flow
 - Management and Investment Team
 - Fund Details
 - Risk Factors
 - Potential Conflicts of Interest
 - Administration Details

Created a legally-binding 30-page PPM to help the client raise over \$60M in committed capital

Investor Relations Marketing

Newsletters and Marketing Collateral

| SSA Daily News | | | | | |
|-----------------------------|---------------|--------|-------|-------|-------|
| Monday, July 28, 2014 | | | | | |
| Index | Closing Price | Change | | | |
| | | Daily | YTD | LTM | PE |
| Johannesburg (South Africa) | 51,550.2 | (0.1%) | 11.4% | 26.5% | 18.9x |
| Nairobi (Kenya) | 151.4 | 0.3% | 10.8% | 22.9% | 14.5x |
| Nigeria | 42,285.9 | (0.6%) | 2.3% | 13.4% | 13.6x |
| Ghana | 2,395.6 | (0.0%) | 7.0% | 20.6% | 72.4x |
| Uganda | 1,732.3 | (0.8%) | 13.8% | 10.2% | NA |
| Zambia | 6,137.0 | 0.0% | 15.8% | 30.9% | NA |
| Morocco | 19,281.8 | (0.3%) | 2.5% | 7.7% | NA |

Source: Bloomberg

| Macro | Industry | Company |
|--|---|---|
| <ul style="list-style-type: none"> The Central Bank of Nigeria must boost its FX reserves before conditions would be appropriate for a rate cut and a cut is unlikely before presidential elections in 2015, CBN Deputy Governor Kingsley Mogaji said. He also highlighted the need for the country's monetary policy to consider potential risks from the end of the US' bond-buying program. Zimbabwe has cut its 2014 growth forecast to 3.1% from 6.1%, in line with projections from the IMF, the finance minister and central bank governor said. A baseline projection for real GDP growth for 2014 is 3.1%. Nigeria can build on its current success as Africa's largest economy by ensuring that growth is more inclusive, a McKinsey report has said. McKinsey & Company explained that resources only accounted for 14% of the country's GDP, with retail and wholesale trade being biggest drivers of GDP growth. Zimbabwe Government is reviewing the existing 2004 policy guidelines on joint ventures in order to give legal force and fine tuning it to avoid uncertainties and delays in the processing of such projects. Finance Minister told Institute of Chartered Accountants of Zimbabwe business conference that the objective of the review was to ensure transparency. | <ul style="list-style-type: none"> Zimbabwe and the European Union will launch a business information centre to enhance business linkages between local exporters with their European counterparts. This follows the successful launch of the three million euro facility in February by the EU to support the Trade and Private Sector Development Program in Zimbabwe. A unit of the World Bank has lent Kenya USD 50 million at zero interest to support the government's efforts in building capacity to manage the emerging oil and gas industry. The loan would ensure efficient production and help allocate resources. | <ul style="list-style-type: none"> Airtel Ghana will invest USD 58.27 million in a network and services expansion drive, with USD 43.7 million of the total amount to be spent on expanding the operator's data footprint in Ghana and to spend USD 300 million for the expansion of its network and services in Nigeria in 2014. US e-commerce firm PayPal has announced First Bank Nigeria as its official partner in Nigeria. The partnership would break the barrier of e-commerce and e-payment to citizens and will change the face and habits of e-commerce in Nigeria. Australia-based miner BHP Billiton and UK-based Anglo American are considering selling their jointly owned manganese assets in South Africa and Australia, reports the Wall Street Journal. The assets include one mine in Australia, two mines in South Africa and processing plants in both countries. South Africa-focused platinum group metals producer Sylvania Platinum produced 53,808 oz of platinum group metals in FY13/14 ended June 30, exceeding its production guidance of 51,000 oz. Its output was up 22% y-o-y from 44,095 oz in FY12/13. UK-based energy services company Wood Group has signed a two-year contract with Ghana-based Hydra Offshore to provide local engineering support for its subsea engineering services work for Tullow Oil's TEN field development project offshore Ghana. |
| | M&A / Company | |
| | <ul style="list-style-type: none"> Sports Kenya is tendering a public-private partnership (PPP) project to perform a feasibility study through to the development of a detailed design for five national stadiums. A single competitive bidding process will be conducted and will cover five schemes in Mombasa, Nakuru, Eldoret, Kisumu and Garissa. MTN Nigeria has entered into a strategic partnership with the National Health Insurance Scheme (NHIS) to help bring affordable healthcare services closer to its subscribers and the nation at large. The aggregator of this innovative collaboration is Salt and Elstein. | |

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TresVista
FINANCIAL SERVICES

Request & Guidelines Provided

- Create a newsletter focusing on developments in Sub-Saharan Africa to be disbursed periodically to the Client's institutional contacts in the region

Methodology & Final Deliverable

- Deliver a weekly newsletter focusing on
 - Macroeconomic News
 - Geo-political Developments
 - Target Industries' Coverage
 - Company News
 - Private Equity News

Provided periodic insights across industries for the client to distribute to 5,000+ institutional contacts in the region