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Deal Room

Pitch. Validate. Connect.

Brief & Onboarding Process

May 2018

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Introduction

One of DFS Africa's key initiatives is the 'Deal Room'. A **platform** where pre-qualified businesses and project owners can pitch their businesses to selected Africa-focused institutional investors.

The 'Deal Room' connects Impact Investors, Private Equity Funds, Investment companies and DFIs to **vetted, relevant and development-focused high growth businesses in Africa.**

The event offers the opportunity for both investors and businesses to 'cut through the clutter' in finding relevant and strategic partners to work with.

Characteristics & Approach

Qualifying transactions that will be represented by DFS Africa Advisory or allowed into the Deal Room / Deal Portal will have the following characteristics

1.	Pan African & Private sector driven transactions	The Deal Room is exclusively for African businesses looking to grow their businesses or expand into other markets outside their jurisdiction.
2.	Curated Deals	All Deals featured / represented will: <ul style="list-style-type: none"> ✓ Be post-revenue ✓ Have proven traction and customer validation ✓ Have a strong management team ✓ Have a robust business model with potential for scale
3.	Sectoral Focus	<ul style="list-style-type: none"> ✓ Agriculture, Food and Rural Business ✓ Technology, Media & Telecoms (TMT) ✓ Healthcare ✓ Renewable Energy ✓ Consumer Goods (FMCG) ✓ Education ✓ Financial Services
4.	Investment size	Investment size of \$2m - \$15m (larger deals will be referred to our Advisory Service before consideration for Deal Room participation)
5.	Funding Type	Equity, Debt, Convertible Debts, Mezzanine financing and Asset Financing

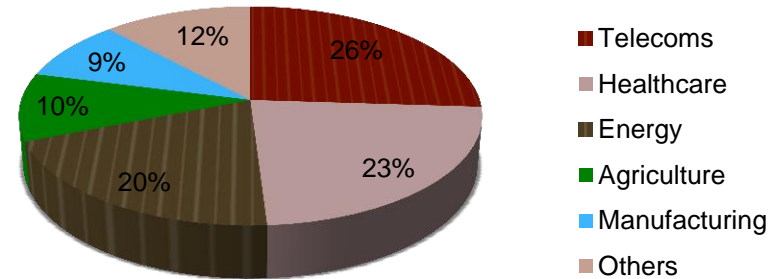
Deal Room at DFS 2017

As part of Development Finance Summit organized in partnership with CNBC Africa, the Deal Room event was rated by most industry leaders and analysts as one of the most successful and structured investor-business forum ever held on the African continent.

Key highlights from the 2017 event:

- ◆ Over 60 pre-qualified deals (out of about 90 submitted)
- ◆ Participating companies from Nigeria & Ghana
- ◆ 17 Private Equity and Impact Funds participated
- ◆ About \$2 billion worth of transactions presented to investors

Transaction by sector



Benefits for participating

	For Investors	For Businesses / Government
1.	Cut through the clutter to find businesses/ projects that match your investment objectives	Showcase your businesses / projects to the right people – you will be meeting key decision makers who are already looking for opportunities in your industry/sector/project
2.	Opportunity for face to face meeting (and potential site visits) early on in the due diligence process prior to committing resources to full deal due diligence	Benefit from our suite of competitive Financial Advisory services that facilitates a seamless due diligence process to achieve funding
3.	Faster deal completion and improved ROI as a result of our pre-Deal Room investment sourcing work.	Validate business strategy and connect with top institutional investors, business executives, and entrepreneurs.
4.	Investing in Emerging economies allows investors to foment meaningful change, providing not only reliable economic returns, but personal ones as well	Access to highly specialized and relevant financing sources suitable for stage of business
5.	Free listing on our Deal Room™ Portal - the premier Development Finance matchmaking platform exclusively focused on Africa	Free one year subscription to Deal Room™ Portal – the premier Development Finance matchmaking platform exclusively focused on Africa



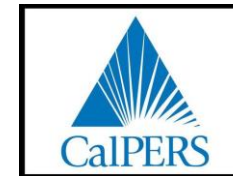
Participating Institutional Investors

Pre-Qualified businesses and projects will have opportunity to meet with a selection of investors with existing exposure to the Nigerian and African market.

We have existing relationship with the following institutional investors who have indicated interest in investing in the African market and most of which attended the July 2017 Deal Room event we organised in Lagos, Nigeria.



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Contacts

Thank you!

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