



INVESTOR TRIPS TO
10+ KEY AFRICAN
COUNTRIES EACH YEAR

Investing In Africa

2018-19 Partners





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OVERVIEW | AFRICAN INVESTMENTS INVESTOR TRIP SERIES

African Investments hosts a regular series of investor trips to key African countries with the aim to promote and facilitate investment into infrastructure, energy, mining, oil & gas, agribusiness and the financial sector across the African continent.

Our trips are focused on providing opportunities for global and intra-African investors to be introduced to a wide range of African companies and entrepreneurs with high quality projects seeking investment. To this end we regularly partner with government investment promotion agencies, private sector agencies and top local financial institutions and advisory firms for access to the latest investment opportunities in each region.

The format of each investor event is usually a full day of formal presentations, discussions and networking followed by a day or two of site visits to give selected companies the opportunity to further showcase their projects

and to give investors on-ground insight into the ease of doing business in each country.

The Investor Meetings also showcase local financial sector expertise and regularly include panel discussions on investment considerations and presentations from local tax and legal experts who provide insights into the fiscal and legal frameworks in each jurisdiction.

The African Investments team is part of the same team that organises AFSIC, Europe's largest annual African investment event (www.afsic.net), and together we are focused on developing into one of the major conduits for investment into the continent.

SCHEDULE OF TRIPS 2019

North Africa Investor Trip

Dakar, Senegal, 13-15th March 2019

Casablanca, Morocco, 18-19th March 2019

Southern Africa Investor Trip

Gaborone, Botswana, 10-11th June 2019

Lusaka, Zambia, 18-19th June 2019

East Africa Investor Trip

Dar es Salaam, Tanzania 16-17th Sep 2019

Addis Ababa, Ethiopia, 19-20th Sep 2019

Kigali, Rwanda, 24-25th Sep 2019

West Africa Investor Trip

Abidjan, Cote d'Ivoire, 23-24th Oct 2019

Accra, Ghana, 28-29th Oct 2019

Lagos, Nigeria, 31st Oct – 1st Nov 2019



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Companies attending African Investments' Investor Meetings

African Investments' meetings are attended by companies seeking investment in the following key areas:

- **Financial Sector**
- **Infrastructure** - including housing, transport, water and waste management, logistics and telecommunications
- **Energy** - including renewables and conventional power
- **Mining and Oil & Gas**
- **Agribusiness**

African Investments' Investor Meetings attract a wide range of dealmakers including stockbrokers, investment bankers and corporate advisors. Dealmakers regularly showcase local projects in their portfolio and are a very important source of deal flow at each meeting.

Other attending companies include law firms, accounting firms, private sector agencies and representatives from local financial institutions including commercial banks, microfinance companies and consultants and advisors to the investment industry.

Investors attending African Investments' Investor Meetings

A wide array of local and international investors attend the African Investments' Investor Meetings including sovereign wealth funds, development finance institutions, pension funds, private and listed equity funds, impact investors, venture capital funds and family offices.

Registration Fees	Amount
Delegate for 1 Country Venue*	GBP 495
Delegate for 2 Country Venues*	GBP 595
Delegate for 3 Country Venues*	GBP 695
Investor (managing third-party funds)*	Complimentary Registration
Presenter	Complete Presentation Request Form at: https://www.africaninvestments.co/presentation-submission/
Sponsor/Partner	Contact: emily@africaninvestments.co for further details

*Registration includes one delegate place at the meeting, refreshments and lunch and site visits. The delegate rate does not include travel and accommodation costs.

Contact emily@africaninvestments.co for further details



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LOCATIONS

The hotel venue details and any site visit information for each of the African Investments' Investor meetings will be available to subscribed contacts. Lunch, morning tea and afternoon tea are provided on each of the full days of presentation and site visits.

If site visits are scheduled as part of the investor trip, the African Investments team will arrange complimentary transport for delegates from the hotel venue.

All delegates are responsible for their own travel, accommodation and visa arrangements and any discount codes offered by venue hotels or local airlines will be made available to registered delegates.

Visit www.africaninvestments.co to subscribe to updates

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PHOTO GALLERY

EAST AND WEST AFRICA INVESTOR TRIPS 2018 INCLUDED SITE VISITS TO RURAL SOLAR MINIGRID SOLUTIONS AND AGRICULTURAL PROJECTS (RWANDA AND TANZANIA) AND THE BRVM (CÔTE D'IVOIRE)





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PHOTO GALLERY

SOUTHERN AFRICA INVESTOR TRIP JUNE 2017 - LIVINGSTONE INVESTOR MEETING (ZAMBIA) AND THE BOTSWANA RESOURCE SECTOR CONFERENCE





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PHOTO GALLERY

EAST AFRICA INVESTOR TRIP SEPTEMBER 2017 - INCLUDED SITE VISITS TO RWANDA MOUNTAIN TEA FACTORY AND GICIYE HYDROPOWER, REPPIE WASTE TO ENERGY PROJECT (ETHIOPIA) AND A COMMERCIAL POULTRY OPERATION (TANZANIA)





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PHOTO GALLERY

WEST AFRICA INVESTOR TRIP NOVEMBER 2017 - INCLUDED SITE VISITS TO DEKEL PALM OIL OPERATION (CÔTE D'IVOIRE) AND LOFTYINC CAPITAL ENTREPRENEURS (NIGERIA)





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PHOTO GALLERY

NORTH WEST AFRICA INVESTOR TRIP MARCH 2018 - INCLUDED SITE VISITS TO MINERAL DEPOSITS LIMITED'S MINERAL SANDS OPERATION, EQUIP PLUS SOLAR AGRI-MACHINERY PLANT AND SPINTECH'S SOLAR INSTALLATION (SENEGAL) AND TO THE IRESEN RENEWABLE ENERGY PARK (MOROCCO)





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FREQUENTLY ASKED QUESTIONS

WHAT TO EXPECT

African Investments hosts a regular series of investor trips into key regions across the African continent. Our meetings are interactive and investor-focused and our speakers comprise companies with compelling investment opportunities in the infrastructure, power and renewable energy, mining, oil & gas, agribusiness and financial sectors. Presentations are interspersed with panels and commentary from key government representatives, local private sector agencies and financial sector experts to provide insights into investment considerations which include the fiscal and legal frameworks in each jurisdiction.

The format of each investor event is usually a full day of formal presentations, panel discussions and networking opportunities followed by a day or two of site visits to give selected companies the opportunity to further showcase their projects and to give investors on-ground insight into the ease of doing business in each country.

In some countries we include an entrepreneur session to introduce the country's new talent across the full range of investment sectors.

The African Investments team is part of the team that hosts the annual AFSIC event, Europe's largest event for African investment (www.afsic.net) and together we are strongly focused on developing into one of the major conduits for investment into the continent.

THE REGIONS VISITED ARE CURRENTLY:

March:

North Africa - Morocco and Senegal

June:

Southern Africa - Botswana and Zambia

September:

East Africa - Tanzania, Rwanda and Ethiopia

October & November:

West Africa - Nigeria, Ghana and Côte d'Ivoire

For information on launching investor events in additional countries, please contact emily@africaninvestments.co



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FREQUENTLY ASKED QUESTIONS

WHO CAN ATTEND?

Anybody can register to attend the African Investments Investor Meetings under the following categories:

- Sponsoring Partner
- Presenter
- Investor
- Delegate

PAST ATTENDEES

Attendees on past investor trips include:

- Local and international investors including sovereign wealth funds, development finance institutions, private and listed equity funds, pension funds, impact investors, venture capital funds and family offices
- Companies active in infrastructure, power & renewable energy, mining, oil & gas, agribusiness and the financial sector

- Entrepreneurs and start-up companies seeking investment for projects in the sectors of focus
- Financial institutions including banks and microfinance lenders
- Investment experts including investment banks, advisors, stockbrokers
- Leading accounting firms and law firms
- Government representatives from relevant ministries, Public-Private Partnership departments and from trade and investment promotion agencies
- Private sector agencies promoting and supporting local investment

WHY SHOULD I CONSIDER BECOMING A SPONSORING PARTNER?

African Investments is focused on promoting and facilitating investment into Africa through regular investor meetings across the continent

and through regular communications with its network of over 80,000 senior executives focused on investment in Africa.

Sponsoring Partner opportunities are available on a country-specific basis or on a twelve-month Pan-African basis. Sponsoring Partners will enjoy:

- New business development opportunities through relationships built at the African Investments' Investor Meetings
- High visibility at African Investments' Investor Meetings
- Presentation opportunities and guest delegate registrations at the African Investments' Investor Meetings
- Logo and identification as a Country Partner or a Pan-African Partner on the regular marketing material to African Investments' global network



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FREQUENTLY ASKED QUESTIONS

AS A PRESENTING COMPANY OR ENTREPRENEUR, WHY SHOULD I ATTEND?

African Investments is focused on promoting and facilitating investment into Africa through regular investor meetings across the continent and through regular communications with its network of over 80,000 senior executives focused on investment in Africa.

Presentations are sought from companies and entrepreneurs with compelling investment opportunities in infrastructure, power & renewable energy, mining, oil & gas, agribusiness and the financial sector.

As a company attending African Investments' Investor Meetings you can:

- Develop mutually rewarding relationships with leading investors
- Gain marketing access to African Investments' global network of investors
- Extend your own local business network with companies operating in your sector

- Meet leading dealmakers, such as investment bankers, research analysts, equity and debt sales people and corporate financiers who may be of considerable use to your company's growth strategy; and who may be able to facilitate debt and equity investments into your company or help you identify acquisition or merger opportunities on the continent.

AS AN INVESTOR, WHY SHOULD I ATTEND?

African Investments' Investor Meetings showcase a wide range of investment opportunities sourced from multiple contacts in each region. These presentations are interspersed with contextual commentary from government representatives and local experts. As an investor attending African Investments' Investor Meetings you can:

- Gain access to a wide range of investment opportunities in the infrastructure, power & renewable energy, mining, oil & gas, agribusiness and the financial sector
- Develop enduring relationships with local

financial institutions and dealmakers for access to increased future deal flow

- Hear from top local investment experts regarding practical fiscal and legal considerations
- Meet government trade promotion agencies and PPP departments for insights into government incentives and priorities for investment
- Raise the profile of your fund by participating in discussions and networking sessions

In addition, all investors attending an African Investments' Investor Meeting will have an option to receive notifications of relevant investment opportunities across the African continent for a period of one year.



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FREQUENTLY ASKED QUESTIONS

AS A DEALMAKER OR FINANCIAL INSTITUTION, WHY SHOULD I ATTEND?

African Investments' Investor Meetings showcase a wide range of investment opportunities sourced from multiple contacts in each region. As a dealmaker or financial institution in the local region, you are an important source of deal flow and of local investment expertise. By attending African Investments' Investor Meetings you can:

- Showcase investment opportunities in your portfolio
- Market your business' areas of expertise
- Meet new potential clients
- Develop enduring relationships with leading investors
- Extend your own local business network with other local financial services sector experts

WHAT SIZE, TYPE AND STAGE OF INVESTMENTS ARE PRESENTED ON THE INVESTOR TRIPS?

There are no prescribed limits on the size of investments presented due to the wide range in

the investment criteria of attending investors and of African Investments' broader global investor network. Typically, presenting companies and attending investors seek investments between USD 5M and USD 200M, commensurate with the risk profile and maturity of the opportunity.

Attending investors are predominantly equity-focused, and seek investment in listed or private equity. However, banks and microfinance institutions are regularly represented on the Investor Trips so presentations that incorporate debt investment are also welcome.

Projects seeking investment range from early stage concepts and start-up companies to bankable projects and mature listed companies.

DO DELEGATES SIGN A CONFIDENTIALITY AGREEMENT TO ATTEND THE INVESTOR TRIPS?

Delegates do not sign a Confidentiality Agreement. Investors wanting to gain further insights into the confidential project specifics and financial information will be able to make arrangements for one-on-one meetings during the networking sessions.

DO YOU PROVIDE DELEGATE LISTS?

In order both to adhere to privacy regulations and to respect the privacy of delegates attending the African Investments' Investor Meetings we do not provide general delegate lists.

LANGUAGE FOR PRESENTATIONS

The operational language for all African Investments' Investor Meetings is English and currently we do not offer simultaneous translation services. This includes the Francophone countries on the annual itinerary: Côte d'Ivoire, Senegal and Morocco.

DO I NEED A VISA?

You may require a visa in order to attend the Investor Trips. It is strongly recommend that you start the visa process early in order to ensure that any visa is issued in good time prior to the Investor Meeting. If required, visa invitation letters can be issued by contacting us at emily@africaninvestments.co



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Who do I contact?

Email: emily@africaninvestments.co

For more information about the event please go to www.africaninvestments.co

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