



Mergers & Acquisitions | Corporate Finance | Advisory

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We are Horizon Africa

A boutique M&A and Capital Raising firm based in Nairobi, Kenya.



Our Footprint

From our offices in Nairobi, we offer our services to clients across the wider Eastern African & Southern African region.

We have successfully completed assignments across Kenya, Uganda, Tanzania, Rwanda, Democratic Republic of Congo and Ethiopia.

Our Market

We are sector-agnostic and have successfully completed transactions in multiple sectors including: Agriculture FMCG, Real Estate, Power, Infrastructure and Manufacturing. For a complete list of our sector experience, please see page 12.

Our clients include private businesses, family investment offices, multi-nationals, private equity funds, insurance and pension funds.

Our client focus is on businesses that are shaping the economies of the countries in which we operate.

Our Services

Mergers & Acquisitions

- Business review and planning
- Deal strategy
- Market research on sectors and regions
- Identify potential buyers & targets
- Organise, supervise & manage the deal process
- Transaction structuring

Corporate Finance

- Determine optimal capital structure(s)
- Use our network to identify potential investors and financiers
- Prepare an information memorandum for marketing
- Negotiate terms and recommend best offer

Advisory

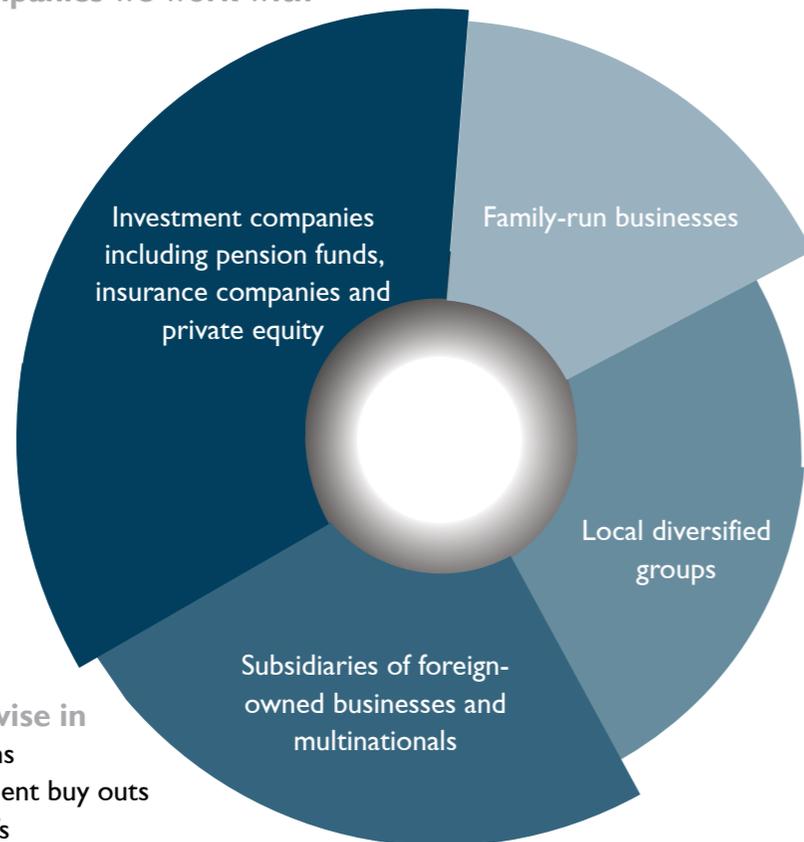
- Capital and balance sheet restructuring
- On and off-shore structuring
- Financial Due Diligence
- Financial Modelling
- Valuation Analysis



Mergers & Acquisitions

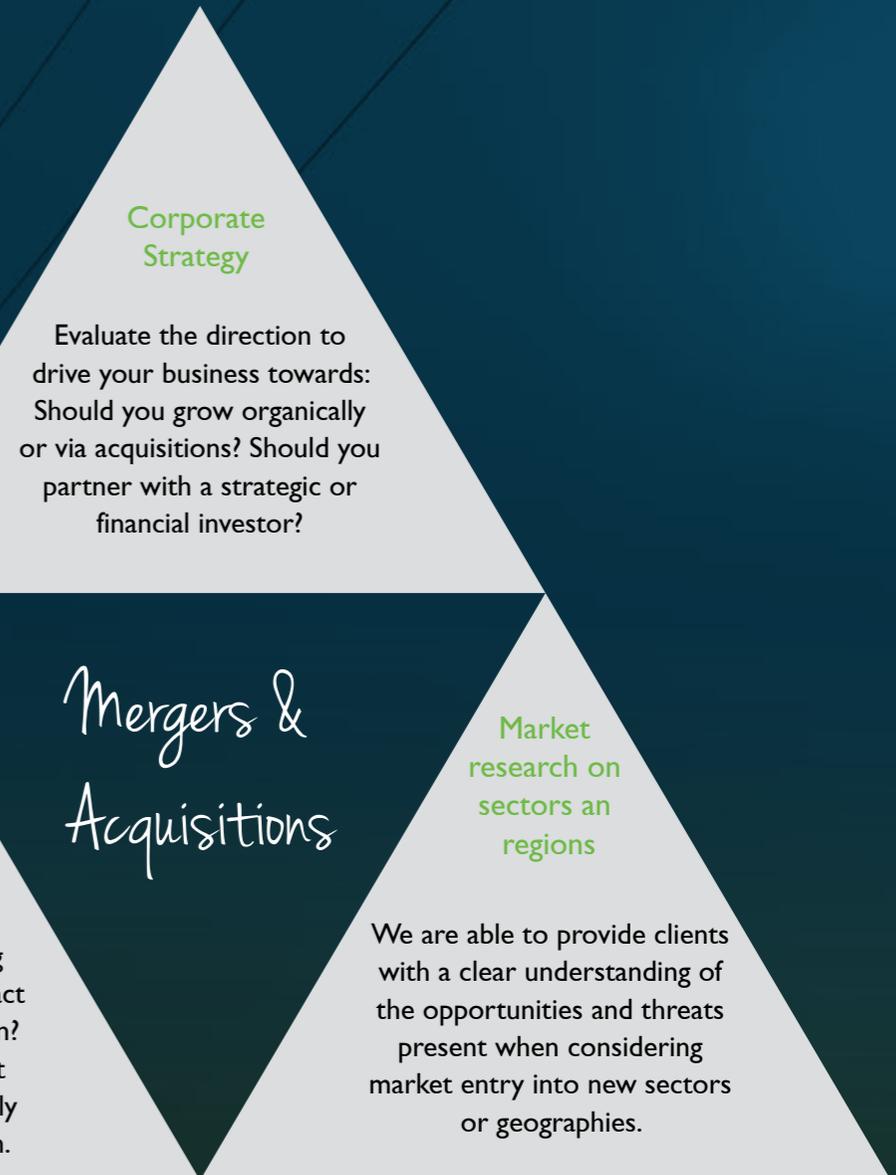
Whether buying or selling, we have the ability to tap into our broad and deep network of financial and strategic investors to match the right partner for the transaction. Our versatility to tailor our advice extends to the type of transactions that we have experience in.

Size and Type of Companies we work with



Situations we can advise in

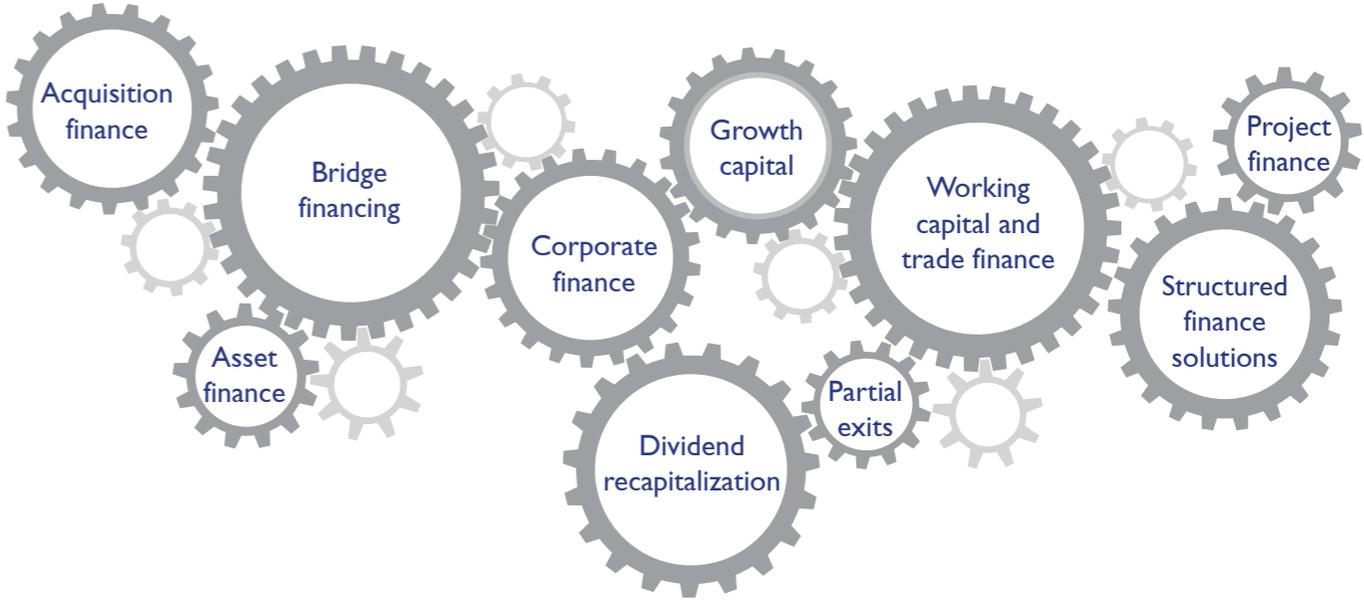
- Mergers & acquisitions
- Leveraged / management buy outs
- Divestitures / spin offs
- Joint ventures
- Public private partnerships





Corporate Finance

Whatever your requirement for obtaining funds, we are able to provide a systematic approach to raising capital.



Horizon Africa work closely with our clients to assess funding requirements and to determine which forms of capital are most appropriate for the business / project.

We will consider all financing options and could include any combination of debt, mezzanine and / or equity through our wide network and relationships with commercial banks, development finance institutions, private equity houses, mezzanine providers and family offices.

Our team has significant experience of raising the full range of financing solutions for our Clients across East Africa.

We have the technical knowledge and expertise to determine the optimal financing structure and type of funding required for the business/project, and we will assist and advise our clients through negotiation of the commercial and legal terms which is crucial for the long-term success of the business / project.

Advisory

We also offer stand-alone solutions to help transform your business. These include:

Financial Modelling

From cost-benefit analysis to investment appraisals to in-depth business plans, we have the right set of tools to deliver a customised, user-friendly and fit-for-purpose financial model.

Capital and Balance Sheet Restructuring

Balancing the right amount of debt and equity in the business can improve the growth rate, reduce the overall cost of funding and make the working capital cycle more efficient.

On and off-shore Structuring

For companies looking to expand geographically or setup mergers and / or JVs with third-parties, organising the group structure can provide tax efficiencies and clean exit mechanisms.

Financial Due Diligence

When deciding to buy a company, we can perform rigorous analysis of the financial state of the target that would cover quality of earnings to key accounting policies to balance sheet reviews.

If you are considering selling part or whole of your company, we work with you to identify and clean up areas of concern prior to marketing the business for sale.

Valuation Analysis

Obtaining an independent third-party opinion on the valuation of a business is advisable in a variety of situations including transaction negotiations to legal disputes. We overlay our technical skills with commercial knowledge to provide a range of realistic and fair values for businesses or divisions of a business across all sectors.

Sector Coverage



Sector Coverage

Uganda
 Agriculture
 Manufacturing
 FMCG
 Real Estate
 Power & Infrastructure
 Transport & Logistics

Democratic Republic of Congo
 Agriculture
 Mining
 Real Estate

Zambia
 Manufacturing

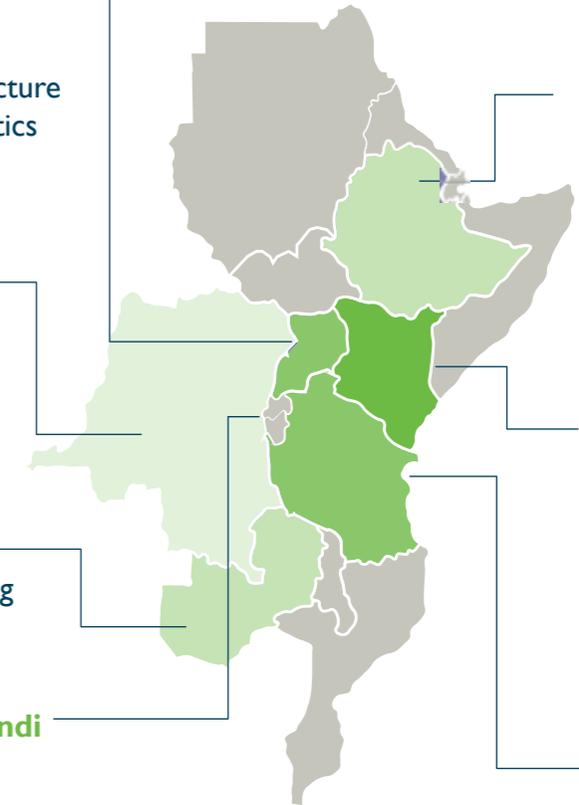
Rwanda & Burundi
 Real Estate
 Financial Services

Real Estate
 FMCG
 Agriculture
 Oil & Gas
 Financial Services
 Mining
 Manufacturing
 Power & Infrastructure
 Transport & Logistics
 Advertising & media
 Education
 Healthcare

Ethiopia
 Manufacturing
 Real Estate

Kenya
 Agriculture
 FMCG
 Healthcare
 Manufacturing
 Oil & Gas
 Power
 Real Estate
 Technology
 Transport
 Education
 Financial Services

Tanzania
 Agriculture
 FMCG
 Oil & Gas
 Real Estate
 Infrastructure
 Logistics



Meet the team



Charles Omanga
Managing Principal

Background: Charles is a former corporate and investment banker. He has proven experience in executing complex corporate and project finance transactions across several multi-national banking institutions. He formerly held senior management positions at Citi, Barclays and Stanbic. Charles co-founded Horizon Africa Capital in 2010 and has since executed transactions in Education, Financial Services, Health, Power, Oil & Gas, Real Estate and FMCG businesses.

His experience spans from both debt and equity in which he has acted a trusted advisor to Horizon Africa clients, mostly on sell side assignments.

Academics: Charles holds a MBA from the University of Leicester.

Sector Coverage: All sector coverage.

Service Coverage: Structured Debt & M&A Advisory.



Shanif Dewany
Managing Principal

Background: Shanif is a seasoned investment banker with an established track record in structuring and advising on complex M&A and Corporate Finance transactions across East and Sub-Saharan Africa.

As a co-founder, Shanif has been with Horizon for over 8 years.

Academics: Shanif holds an MBA from the University of Chicago's Booth School of Business.

Sector Coverage: Agro-processing, FMCG, Heavy & Light Manufacturing, Real Estate, Financial Services

Service Coverage: M&A, Corporate Finance, LBO, Capital/Tax Structuring.



Nyokabi Manguyu
Head of M&A

Nyokabi is Head of M&A and Advisory and is responsible for managing deal teams through the entire life-cycle of M&A transactions including origination, valuation, deal structuring, setting transaction strategy, approaching investors and negotiations. Nyokabi has experience in sell-side and buy-side advisory as well as corporate finance in multiple industries Nyokabi also manages Horizon's Advisory team, overseeing due diligence and valuation assignments amongst others.

Before joining Horizon in 2010, Nyokabi worked as an associate for the Equity Product Control division for Goldman Sachs & Co. in New York. Here, she worked in a team focused on valuation, revenue and balance sheet substantiation and reporting, as well as accounting policy for private equity and proprietary trading desks.

Nyokabi has a BSc. in Applied Economics from Ithaca College, New York and is a CFA Charterholder.



Pareet Shah
Head of Corporate Finance

As the Head of Corporate Finance, Pareet and his team advise our clients on the structuring and execution of complex Corporate Finance, Project Finance, Structured Trade and Acquisition Financing transactions as well advising on M&A transactions. His deal experience covers various industries including primary agriculture, agro-processing, real estate, manufacturing, logistics, power and downstream petroleum. He has advised on and executed transactions, raising over US\$ 700 Million to-date, across the wider East African region including Kenya, Uganda, Tanzania, DRC, Rwanda and Ethiopia.

Academics: Pareet graduated with a BSc. (Hons) in Mathematics, Operational Research, Statistics and Economics (MORSE) from the University of Warwick and is a member of FCCA. He is also a certified 200hr Yoga Teacher.

Glossary

Acquisition finance	Debt funding provided to buyers during a leveraged buy-out
Bridge finance	A short-term loan that is used until a company secures permanent financing or removes an existing obligation
Divestiture	The partial or full disposal of assets or a business unit through sale, exchange, closure or bankruptcy
Dividend recapitalisation	A dividend payment to shareholders by raising new debt rather than pay from retained earnings
FMCG	Fast Moving Consumer Goods
Leveraged buy out	A transaction where the buyer purchases a company, its assets or a single asset using significant amounts of borrowed money
Partial exits	Payment made to existing shareholders by new investors to sell a part of their shares while retaining an on-going interest
Spin off	The creation of an independent company through the sale or distribution of new shares of an existing business/division of a parent company
Structured finance	Involves complex tailor-made solutions including tax / off-shore structuring for companies with very unique financing needs





Horizon Africa Capital Ltd | Apollo Centre, 2nd Floor
P.O. BOX 103646, 00101, Nairobi, Kenya
T : +254 (20) 3742614/5 | W : horizonafrica.com