



www.panafricancapitalholdings.com

PanAfrican Capital Holdings

Ideas ■ Partnerships ■ Solutions

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LAGOS | ABUJA | ACCRA | NAIROBI



unlocking
value in Africa



PAC Holdings
RC254419

| A PROPRIETARY INVESTMENT COMPANY |

Ideas ■ Partnerships ■ Solutions



Africa Forward

Africa's future lies in the transformation of its abounding assets – natural, material, cultural and human.

Investing in that future requires a deliberate strategic approach to unlock the value inherent.



We are PanAfrican Capital

PanAfrican Capital Holdings Limited (PAC Holdings), is a Proprietary Investment Company with special focus on key sectors across emerging and frontier markets in Africa.

- **Financial Services**
- **Hospitality & Entertainment**
- **Real Estate & Infrastructure**
- **Agro-Allied & FMCG**
- **Healthcare**
- **ICT & Media**
- **Renewable Energy**

Welcome to our World



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our proprietary investment philosophy

We believe that progress is informed by the past and inspired by the future. This is why we operate an investment philosophy based on ideas, partnerships and solutions.



■ ideas ■ partnerships ■ solutions

our ethos

vision

To deliver exceptional services in our chosen markets and create value for all our stakeholders.

mission

To run successful & socially responsible business institutions, providing sustainable returns to stakeholders.

core values

Service
with Passion

Professionalism

Integrity

Respect
for the Individual

Innovation

Team Spirit

our
key strengths



1 LEADERSHIP
Focused strategic leadership and intent.

2 PEDIGREE
Strong industry pedigree of sponsors and key personnel.

3 RELATIONSHIPS
Strong strategic relationships with both industry and multi-lateral institutions.

4 BUSINESS MODEL
Evolving integrated business model.

5 TRACK RECORD
Enviably track record of successful deals.

6 TEAMWORK
Committed team.

An **idea** and its **future**

>>>>>>

>>>>>>

>>>>>>

evolution... a continuing journey in the pursuit of unlocking value





■ creating impact

through opportunities, strategic alliances and partnerships

our portfolio

financial
services

agro-allied
fmcg

real estate
& infrastructure

health
care

hospitality
& entertainment

ICT
& media

Renewable
Energy

A low-angle, upward-looking photograph of a modern skyscraper with a glass facade. The building's lines converge towards the top of the frame. A semi-transparent blue rectangular overlay is positioned on the right side of the image, partially covering the building. The text 'financial services' is written in white, lowercase, sans-serif font within this blue area.

financial services

A financial and investment solutions powerhouse





PAC Capital
INVESTMENT BANKING & ADVISORY



PAC Asset Management
MUTUAL FUNDS ■ FIXED INCOME ■ WEALTH MANAGEMENT



PAC Securities
MEMBER OF THE NIGERIAN STOCK EXCHANGE



PAC Registrars
REGISTER MAINTENANCE & DATA MANAGEMENT



PAC Trustees
PRIVATE, PUBLIC & CORPORATE TRUSTS



Factoring & Supply Chain Finance
...trade receivables finance



KEYNES
Private Equity

At **PAC Holdings**, financial services is our strength and flagship space. Through the years, we have penetrated the financial services value-chain and have positioned ourselves to deliver value through Investment Banking and Advisory, Asset Management, Securities Trading, Registrar Services, Trusteeship and Supply-chain Finance.

We have only one goal - leverage opportunities and unlock wealth.



PAC Capital Limited is the Investment Banking and Advisory arm of the Group's Financial Services Division and a leading Capital Markets & Financial Advisory Services firm in Nigeria.

PAC Capital is equally one of the founding members of Nigeria's over the counter (OTC) Securities Trading platform, National Association of Securities Dealers (NASD) and registered with Financial Markets Dealers Quotations (FMDQ) as Issuing House and Bonds Listing Member respectively.

The Company has extensive experience in the dynamics of working with multi-lateral funding and credit institutions across Africa and beyond. Africa is seen as the next frontier and we are committed to helping investors unlock value across the continent. Our strength lies in our commitment to excellence, innovation and efficiency.

We have worked across various sectors, including the public sector to provide comprehensive:

- **Capital Raise** (Equity| Debt | Mezzanine)
- **Mergers & Acquisition Advisory**
- **Corporate Restructuring & Business Combination**
- **Debt Restructuring**
- **Project Finance**
- **Structured Trade Finance**
- **Technology & Advisory**
- **Pre-Seed Capital Advisory & Finance Structuring**



PAC Asset Management Limited (PAC Asset) is an integrated Asset Management Company that offers traditional and non-traditional investment products and services to institutional investors and high-net-worth individuals under discretionary and non-discretionary mandates.

The company is licensed and regulated by the Securities & Exchange Commission (SEC) to conduct business as a Funds/Portfolio Manager in Nigeria.

Products and services offered by PAC Asset Management include:

- **A Portfolio of mutual funds** including PACAM Balanced Fund, PACAM Money Market Fund and PACAM Fixed Income Fund.
- **Private funds including endowments and other specialized funds.**
- **Fixed income brokerage.**

Assets at PAC Asset Management are invested and managed by experienced Portfolio Managers; thereby providing highly diversified solutions across all asset classes.



PAC Securities Limited is a dealing member of the Nigerian Stock Exchange (NSE) and one of the successful brokerage firms in Nigeria, having participated in many high profile transactions in the industry. The Company offers brokerage/financial services to a broad spectrum of clients including institutional investors, multi-nationals, public sectors, high-net-worth individuals and retail investors. Our services are specially designed for organizations and entities that wish to invest in Africa.

As we continue to build a robust & well-diversified portfolio base, leveraging on opportunities in both equities and fixed income market, we are strongly committed to market innovation driven by technology such as the PAC TradeBook. With the PAC TradeBook, clients have greater access to their investments.

We currently have presence in Mauritius, Accra and Nairobi.



PAC Registrars was registered with the Securities & Exchange Commission (SEC) in June 2006 as a Capital Market Operator to provide Share Registration Services. It commenced business in February 2007.

Services provided by PAC Registrars include:

- **Registrar to Offer Services**
- **Security Data Consultancy Services**
- **Industrial/Debenture Issue Registrars**
- **Industrial/Debenture Stock Data Management**
- **Corporate Equity Issue Registrars/ Data Management**
- **Government Bond Issue Registrars/ Data Management**

The company's processes are driven by technology and includes e-lodgment services, e-dividend services, e-notification services, client's portal, stockbrokers' portal and computerized storage and recovery of unclaimed warrants, unclaimed certificates.

PAC Registrars is strategically expanding its focus areas with penetration into Data Management Services across identified sectors.



PAC Trustees Limited is a wholly owned subsidiary of PanAfrican Capital Holdings Limited. It provides specialised trustee services to a broad spectrum of clients.

Services include:

- **Corporate Trusts**
- **Public Trusts**
- **Specialised Private Trusts**
- **Family Trusts**
- **Warehousing Trustee Services**

Our services cuts across multinationals, charity organisations, religious organisations, company co-operatives & sta ffschemes, (private & public) insurance companies, money deposit institutions, tertiary institutions, families, estate planning firms and the public sector.

At PAC Trustees, the needs and expectations of all clients are of utmost priority in our service delivery, therefore our overall objective is to exceed our clients' expectations.



FSC Limited engages in trade receivables financing and is a member of FCI - an umbrella organisation for independent factoring companies around the world.

With unrestricted access to multi-lateral funding institutions, we have the ability to ensure that Small Medium Enterprises (SMEs) are able to benefit from financing outside of the traditional finance providers - banks.

At FSC Limited, we are focused to assist businesses unlock opportunities through:

- **Invoice Discounting**
- **Full Service Factoring (without recourse)**
- **Supply Chain Finance**
- **Debt Factoring**
- **Vendor Finance (Leasing)**
- **Consumer Lending**



KEYNES PRIVATE EQUITY Keynes Private Equity Limited is focused on the growth sectors of Africa's emerging economies including the development of infrastructure to enhance the continent's competitiveness. A leading entrepreneurial firm that seeks to develop strong and long-term relationships with fund managers, entrepreneurs, investors, sponsors and strategic development partners.

A member of PanAfrican Capital Holdings Limited, Keynes Private Equity engages in Buy-out, Turnaround Management, Strategic Investments, Private and Public Partnership Alliances and Venture Capital in these key sectors:

- Real Estate
- Infrastructure
- Energy and Power
- Hospitality
- SMEs

Keynes Private Equity is positioned to invest resources and expertise in supporting African businesses with delivering significant value to its stakeholders and customers.



A modern living room with a large window overlooking a pool and a glass-walled office area. The room features a beige armchair, a round wooden coffee table, and a large framed painting of a deity on the wall. A yellow semi-circular graphic is overlaid on the right side of the image.

hospitality & entertainment

Meeting the demand for excellent hotel management



AMBER HOSPITALITY SERVICES

Amber Hospitality Services Limited (AHS) is a leading hospitality company of experts in the development, refurbishment, management and operation of hotels, lodges and leisure Resorts including franchising of the brand.

With emerging economies, there is an increasing demand for excellent hospitality options. AHS, a PanAfrican Capital Holdings Company, has strategically positioned itself to exploit this opportunity with Hospitality at the heart of its strategic focus.

Some of the Hotel brands currently under management by AHS include, Amber Residence Limited - a boutique hotel brand in the heart of Ikeja GRA - a Lagos business hub with quick accessibility to both the international and local airports and customers.

Swiss International D'Palms Airport Hotel – luxury is guaranteed with this brand hotel boasting excellent seamless meeting and conference services to ensure an efficiently managed events for every business need or event.

Some of the services provided include:

- **Asset Management & Legal**
Body Corporate Meetings, Aid with Property Acquisitions, Reviewing Contracts
Protecting the Value of your Assets, etc.
- **Marketing and Communications Management**
Branding & Identity, Distribution & Channel Management, Social Media & Public
Relations, Digital Marketing, etc.
- **Finance**
Performance Review, Reporting, Finance & Treasury, Risk Management,
Financial Modelling, Statutory Compliance, etc.
- **Operations & Human Resources**
Key Operating Reports, Service Standards, Performance Monitoring, Sta ff
Training & Development, Policy & Procedures, Optimizing Guest Performance
Satisfaction, etc.
- **TECHNICAL SERVICES & I.T**
Signage Design, Turn-Key Solutions, Interior Design, Branded Product
Catalogue, etc.





real estate & infrastructure

A focus on real estate opportunities



BRICS Property And Infrastructure Development Limited is the Groups's real estate and infrastructure development arm.

We seek value-added opportunities across

- **Residential Real Estate Development**
- **Commercial Real Estate Development**
- **Infrastructre & PPP Development with Government**

Properties currently within our real estate portfolio include residential apartments, an office complex, sports facilities and virgin lands, all situated within prime locations. Our core services are **Infrastructure Development, Facility Management and Property Management/Marketing**.

In conjunction with our real estate strategic partners, we are currently developing a new 200 hectares island from the Lagos lagoon along the Lekki corridor. This new city is a work, live and play island estimated to house about 10,000 people.



agro-allied & FMCG

Bridging the food processing gap



Agriculture is one of the pillars of the Nigerian economy and contributes an average of 25% to the real GDP. **PAC Holdings** is actively participating in this sector, through its investments in agro-processing products with export potential.

Major investments undertaken in this sector include:

- An industrial mango plantation with a ranch/slaughter business-line located in Cote D'Voire.
- Manufacture and supply of High Quality Cassava Flour (HQCF)/commercial and mechanized farming of cassava tubers.



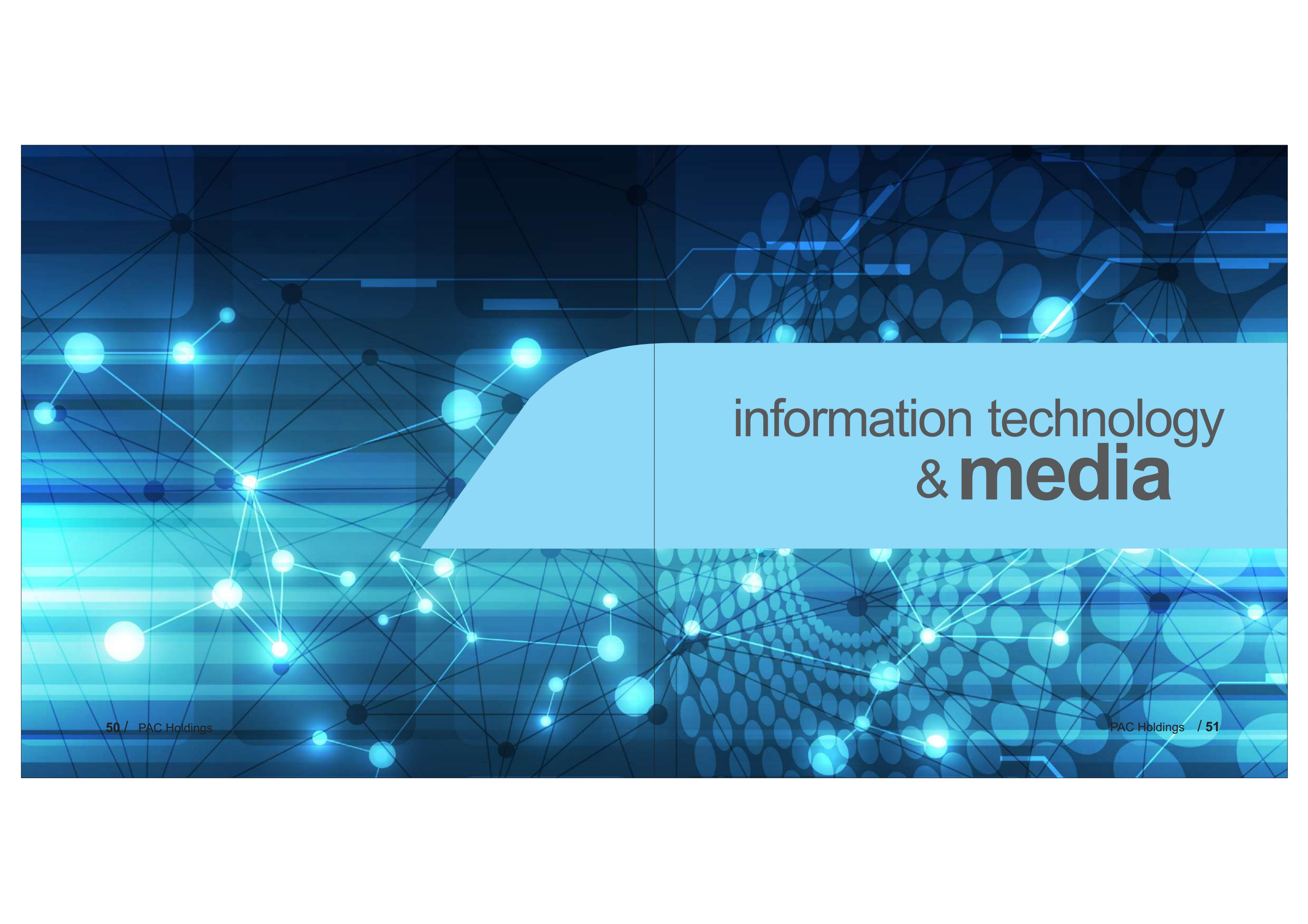
health care

Towards quality healthcare delivery



In a region with limited public resources, the private sector plays a significant role. Around 60% of health care financing in Africa comes from private sector sources, while the huge gap in quality health care still exists.

PAC Holdings is poised to exploit the abounding opportunities in this sector through **AfriLife Healthcare Services Limited** as well as ongoing discussions for proprietary investments with a diagnostic outfit in Nigeria.



information technology & **media**

A vital communications in frastructure player



Technology, Media & Digital Solutions
(A PanAfrican Capital Holdings Company)

MarketIntel and Digital Solutions Limited (MDS) is a consolidated Technology, Communications, Media and Entertainment business service provider in Nigeria.

A member of PanAfrican Capital Holdings Limited, MDS has operating and non-operating interests in businesses across ICT, Media and Entertainment, with specific activities in the following business segments:

- Telecommunication Infrastructure and Value-Added Services
- Distribution of Technology Fast Moving Consumer Goods and Services
- Financial Technology Services (Fintech)
- Radio and TV broadcast technology and Infrastructure

With a bouquet of local and International partnerships and licenses within its portfolio, MDS offers a wide range of services to consumers, corporates and public institutions



renewable energy

Towards the provision of

alternative clean fuels



TERGO ENERGY

...creating sustainable cities

A PanAfrican Capital Holdings Company

Tergo Energy is an indigenous company established to explore opportunities along the clean and renewable energy sub-sector in Nigeria. In conjunction with technical partners, our vision is to pursue zero-carbon energy transition through environmentally friendly solutions for industrial purposes, commercial, communities and households. Our storage and terminal base will facilitate wider penetration of cleaner fuels across the existing local distribution network of energy fuels in Nigeria. We are equally leveraging on our engineering expertise to deliver solar energy solutions for industrial and community electrification. Our services and investment focus includes:

- Solar Energy Solutions
- Gas Storage (LPG & LNG)
- LPG Utilisation.

We have technical partners in Africa, Europe, and Asia working with us to impact communities through the provision of alternative clean fuels.



Leadership

The Board



Dolapo Atekoja
Chairman

A veteran financial and management consultant with over three decades working and advisory experience cutting across the financial markets, banking including commercial and merchant banks at the highest levels. His last banking position was as Managing Director of Equatorial Trust Bank. He is a Fellow of the Institute of Chartered Accountants of Nigeria. He serves on the Board of various companies and has had stints in the public service; notably serving on several occasions as a member of the Presidential Advisory Committee of the Federal Republic of Nigeria.



Chris Oshiafi
Chief Executive Officer

An investment banker with cross-border experience in specialized/project finance, equity capital market, debt capital market and venture capital. Prior to his appointment as the pioneer Chief Executive Officer of PanAfrican Capital Holdings Ltd (formerly PanAfrican Capital Plc). He served as Executive Director (Investment Banking) at Citizens International Bank (now Enterprise Bank Limited). He currently serves on various Boards including on the Advisory Board of the Commonwealth Enterprise and Investment Council. He is a Fellow of the Institute of Chartered Accountants of Nigeria, a Fellow of the Chartered Insurance Institute of London, and Chartered Institute of Taxation of Nigeria (ACIT). He is an alumnus of Harvard Business School, Columbia Business School, INSEAD Business School, IESE Business School and Lagos Business School.



Garba Ahmed
Director

An accomplished central banker, logistics expert and a seasoned media practitioner. He has varied experience in the financial services and media industry spanning over three decades. Whilst at the Central Bank of Nigeria (CBN), he served in various Directorates including as the Director of Branch Operations department and pioneer Director of Procurement and Support Services Department. He is a fellow member of various Institutes and Associates including, the Nigerian Institute of Management (NIM) and International Facility Management Association (IFMA).



Tessa Egbe Ikimi
Director

A renowned lawyer of repute with significant experience in international and local laws. Her working experience as a lawyer and administrator spans over three decades. She is also a notary public of the Supreme Court of Nigeria. Her exploits in the international and local scene provided the basis for achieving prominence in her profession. She had contributed immensely to the growth and success of the International Federation of Women Lawyers (FIDA), having been a Director, Vice President and Chairperson at different times.



Sina Alimi
Deputy Chief Executive Officer

A thorough-bred banking professional with considerable experience in deal structuring, project finance, mergers & acquisitions, privatization and asset management. Prior to joining PanAfrican Capital Ltd, he served as Group Head, Corporate Finance and Head, Investment Banking Group of Fountain Trust Bank (now Enterprise Bank) and was actively involved in high profile projects and advisory mandates in the private sector as well as the privatization programme of the Federal Government of Nigeria. He is a Fellow of the Institute of Chartered Accountants of Nigeria and an Alumnus of the Columbia Business School, IESE Business School and Lagos Business School.



Eric Okoruwa
Director

An investment banker with cognate experience in investment banking, structured finance, and has been involved in raising capital in excess of N500 billion in the Nigerian market and excess of \$3 billion dollar from foreign institutions for various project execution. Prior to joining PanAfrican Capital, he was actively involved in various high profile projects, capital raising exercises and advisory mandates in the private and public sector. He is an alumnus of the Lagos Business School, a Fellow of the Institute of Credit Administration, Institute of Directors and a member of the Nigerian Institute of Management

our
regional
reach

 Lagos
Accra

 Nairobi

Africa's investment future is
PanAfrican.

 Mauritius