



# RETHINK AFRICA. THINK ECP.

**E|C|P**

EMERGING CAPITAL PARTNERS

Washington, DC Paris Abidjan Casablanca Douala Johannesburg Lagos Tunis

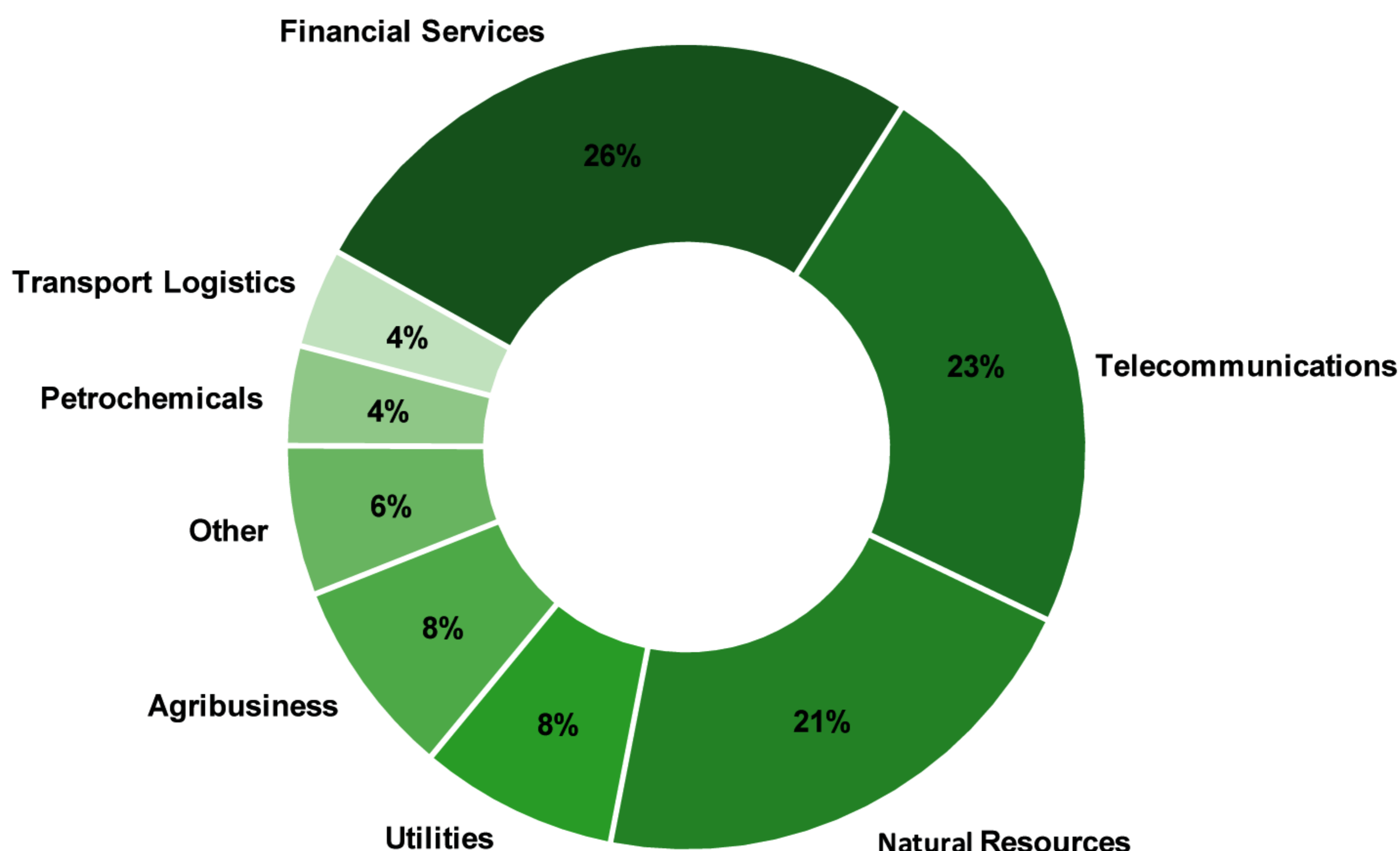
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*Emerging Capital Partners (ECP) has a decade-long track record of responsible investing, diversified across African countries and sectors. ECP employs more people, operates more offices in Africa and has completed more deals than any other pan-African private equity firm. It is also the first private equity firm to raise more than \$1.8 billion to invest in companies across the continent.*

## **BUILDING ON A HISTORY OF SUCCESS**

- 6 funds currently under management, 1 completely exited
- 8 offices, including Abidjan, Casablanca, Douala, Johannesburg, Lagos, Paris, Tunis and Washington D.C.
- More than 50 investments
- 20 successful exits, generating an average of 3x invested capital
- 40+ African countries represented in the investment portfolio

## **FOCUSING ON HIGH-GROWTH SECTORS**



ECP's investments are widely diversified and focused on high-growth sectors such as financial services, telecommunications, natural resources, agribusiness, utilities, petrochemicals, and transport logistics. Implementing a pan-African, sector-agnostic approach enables the firm to identify companies with attractive long-term growth opportunities and to diversify the portfolio.

## **STRENGTHENING TOP AFRICAN COMPANIES AND CREATING LONG TERM VALUE FOR INVESTORS**

ECP creates long-term value for portfolio companies by introducing proven operating models and international best practices into companies and markets. The firm enables companies to grow in domestic and international markets, thereby helping to increase capital flows into Africa and developing the continent's capital markets.

For investors, ECP's steady commitment to the growth equity model enables it to generate top-quartile returns by vintage year, with little reliance on leverage. The firm generally takes significant minority or control positions, while limiting the number of portfolio companies in a fund and ensuring that dedicated management and operational resources are assigned to each investment.

## **FOSTERING INNOVATION AND GOOD GOVERNANCE**

Registered with the U.S. Securities and Exchange Commission, ECP upholds a culture of accountability, good governance and innovation that makes it an attractive investment partner to Africa-based companies and institutional investors around the world. ECP identifies and invests in companies with compelling growth opportunities, where the firm can align its interests with managers who share its values. This approach has proved that investors can achieve strong returns in Africa in an honest, fully transparent manner.

## **PROMOTING ENVIRONMENTAL AND SOCIAL DEVELOPMENT**

ECP believes positive development impact is complementary to profitability and seeks to build extraordinary companies that will shape the future of Africa. As a United Nations' Principles for Responsible Investment signatory, ECP consistently adds value to companies throughout its investment cycle and has directly supported more than 50,000 jobs. This large-scale job creation encourages the development of technical and managerial skills and fosters a more sophisticated, highly skilled workforce across Africa.

## **PAIRING GLOBAL EXPERIENCE WITH LOCAL PERSPECTIVE**

ECP has one of the most highly qualified teams focused on African private equity. The firm's professionals have been trained at leading global institutions, hail from seven African countries and speak 14 international languages. Approximately 70 percent of ECP's investment professionals live and work in Africa, including partners and other senior managers. This strong local presence ensures the firm fully understands and is able to operate within the complexities of African economies.

## UNCOVERING OPPORTUNITIES IN A GROWING ECONOMY

ECP views Africa as a dynamic yet broadly inefficient market with strong upside potential for investors who can introduce business and operational efficiencies. Growth across the continent remains strong and diverse, with African economies growing faster than the world average for the past 10 years. Industries such as telecommunications and financial services continue to demonstrate extraordinary growth, while opportunities in sectors including alternative energy and real estate are just beginning to emerge.

In addition, improved political and economic stability and movement toward free market policies have created demand for capital that outweighs the supply. A majority of countries now have democratic governments. External debt as a percent of GDP has plunged, improving credit worthiness of the continent, and most African currencies have been stable against the U.S. dollar over the past decade.

## INVESTING IN EXCEPTIONAL COMPANIES





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