

# DEAL FACT SHEET

## African Agriculture Fund

The African Agriculture Fund (AAF) is a US Dollar based food fund with a 10-year life, achieved a first closing at US\$ 151 million and is targeting a final close of US\$ 300 million.

**Coverage:** Pan-Africa, with a focus on sub-Saharan Africa.

**Sectors:** Full spectrum of businesses touching the food production value chain, including all major cereals, oils, proteins and their derivative products, from primary production, services, storage, fertilisers, seeds, supplies through to processing and branded consumer goods. Excludes non-food agriculture such as forestry.

**Investment strategy:** To build regional platform businesses that increase capacity through commercial and smallholder schemes, seeking to re-integrate the food production value chain to enhance domestic and regional food security.

**Investment approach:** Majority or significant minority stakes, board representation and other meaningful shareholder rights.

**Investment type:** Management buy-outs and buy-ins, expansions, acquisitions, refinancings and start-up new ventures with proven partners.

### Criteria for AAF to invest:

- equity investment requirement of US\$ 5 million to US\$ 20 million;
- experienced management team with a compelling vision for the business and a willingness to collaborate with a financial investor;
- proven financial, operational track record and potential for future growth;
- commitment to transparency, proven sustainable industry competitive advantages; and
- ability to achieve a profitable liquidity event in the medium term.

**Deal team:** **Duncan Owen**, Managing and Founding Partner, worked at Unilever for 18 years before turning around and disposing of CDC Capital Partners' agricultural portfolio comprising over 10 companies across eight African countries and employing 28,000 people. **Stuart Bradley**, Founding Partner, has a 14-year track record in African private equity. **Valentine Chitalu**, Phatisa Chairman, is also a main board director of CDC, MTN (Zambia) and SABMiller (Zambia) and previously privatised over 240 businesses in Zambia as head of the Zambian Privatisation Agency. **Sean Moolenschot**, Deal Partner, has 14-years' experience in financial services and private equity, with more than US\$ 500 million deal experience and **Craig Beney**, Chief Operating Officer, has a background over a period of 20 years in treasury, risk and capital management in the banking and financial services sector. The deal team includes **Paul Wythe** who was an agri finance manager in Lonrho, CDC and Finlays, **Peter MacSporran** with 28 years of hands on farm management experience and **Colin Watson** with 20 years of agri business development in Africa.

The entire Phatisa team is located in Africa (Mauritius, Kenya, South Africa, Zambia and Ghana) and spends a considerable amount of time developing relationships with strategic partners in all countries where the Fund is active.

**SME subsidiary fund:** The AAF will promote a SME Fund, initially US\$ 30 million (target size US\$ 60 million) to be managed by a separate fund manager, called the AAF SME Fund. Investing up to US\$ 4 million in any portfolio company.

**Technical Assistance Facility (TAF):** In excess of US\$ 14 million to finance studies and capacity building for small firms and larger outgrower/smallholder schemes.

### Contact details

If you require more information on the Fund or have an investment proposal you would like to submit, please visit our website.

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