

2013 Eastern Africa Review

PART I: KEY MARKET INDICATORS (1/1)

Key Africa Equity Indices Performance

Equity Index	31/12/2012	Year High	Year Low	31/12/2013	% Ch. y/y
NSE 20	4,133.02	5,137.21	4,140.43	4,926.97	19.2%
FTSE NSE Kenya 15	125.75	182.60	126.46	172.40	37.1%
FTSE NSE Kenya 25	128.46	184.40	129.24	174.27	35.7%
DSEI (TZ)	1,485.63	1,940.37	1,485.63	1,866.57	25.6%
UGSINDX	1,203.79	1,804.75	1,226.27	1,522.46	26.5%
NGSE All Share	28,078.81	41,329.19	28,441.39	41,329.19	47.2%
EGX 30	5,462.42	6,870.07	4,523.32	6,782.84	24.2%
JALSH (SA)	39,250.24	46,256.23	37,801.67	46,256.23	17.8%
S&P 500	1,426.19	1,848.36	1,457.15	1,848.36	29.6%
FTSE 100	5,897.81	6,840.27	6,027.37	6,749.09	14.4%

Key Global Currency Performance

Currency	31/12/2012	31/12/2013	% Ch. y/y
KES / USD	86.10	86.45	0.4%
TZS / USD	1,582.12	1,585.49	0.2%
UGX / USD	2,694.98	2,524.93	-6.3%
ETB / USD	18.27	19.15	4.8%
ZAR / USD	8.49	10.49	23.7%
NGN / USD	156.15	159.95	2.4%
EGP / USD	6.35	6.95	9.4%
GBP / USD	0.62	0.60	-1.9%
EUR / USD	0.76	0.73	-4.3%

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Projected inflation rates and change in GDP

Country	Projected Inflation Rates		Projected GDP Growth	
	2013 Est.	2014	2013 Est.	2014
Kenya	5.4%	5.0%	5.9%	6.2%
Uganda	5.0%	4.9%	5.6%	6.5%
Tanzania	8.5%	5.8%	7.0%	7.2%
Rwanda	5.7%	6.8%	7.5%	7.5%
Burundi	10.0%	5.7%	4.5%	4.7%
Ethiopia	7.2%	8.2%	7.0%	7.5%

Source: IMF, World Economic Outlook, October 2013

Interest Rates

Country/Region	31-Dec-12	31-Dec-13	Ch. y/y (bps)
Central Bank of Kenya (Kenya)	11.00 %	8.50 %	-250
Bank of Uganda (Uganda)	12.00 %	11.50 %	-50
Bank of Tanzania (Tanzania)	7.58 %	7.58 %	-
South African Reserve Bank (RSA)	5.00 %	5.00 %	-
Central Bank of Nigeria (Nigeria)	12.00 %	12.00 %	-
Central Bank of Egypt (Egypt)	9.25 %	8.25 %	-100
Bank of England (UK)	0.50 %	0.50 %	-
Federal Reserve Bank (USA)	0%-0.25%	0%-0.25%	-
European Central Bank (EU)	0.75 %	0.25 %	-50

Key Global Commodity Performance

Commodity	31/12/2012	31/12/2013	% Ch. y/y
Gold	1,664.00	1,201.50	-27.8%
Oil	91.83	98.17	6.9%
Silver	2,995.00	1,950.00	-34.9%
Copper	7,914.75	7,394.25	-6.6%



Following a shaky 1st 4 months due to election concerns in Kenya the remainder of the year was pretty good for corporate deals and the investment environment in general. As can be seen from the deals section, a lot were made in the second half of the year, in particular in M&A and PE, which is a trend that is well set to continue into 2014. With the exception of the natural resources sector, deals were done on a relatively low risk basis, into companies with a well proven track record and, generally, at valuations that reflect quite a low risk appetite. In other words investors want exposure to the region but do not want to take much operational risk and want to price in as much downside risk as they can. We view this as understandable and pretty smart given the number of regular shocks that cannot fairly be described as "extraordinary" and companies seeking expansion capital must understand that this is prevalent in all finance structures from bank lending rates to takeovers. Unfortunately for earlier stage businesses this means most must still rely on "friends and family" financing at the start, but this will change as the corporate environment settles and matures.

With the discovery of truly commercial levels of oil and minerals, a relatively stable macro and political environment (in Kenya in particular) and developing EAC integration, it seems that 2014 is set to be an excellent year for seekers and providers of investment capital. We see the makings of a big year of M&A, debt and PE transactions. For listed equities it looks more tenuous. The few stocks that have sufficient liquidity to suit institutional investors have been pushed to quite rich valuations and we as advisers have not yet done enough to create a sufficient supply of new issues. To do so we must bring companies to market at a valuation that offers a decent return when adjusted for all of the inherent risks and thereby overcome the suspicions borne of a number of failed IPOs. Companies will have to face this, whichever type of financing they seek in any event and in the medium term everybody prospers from this structure when the business grows.

In the natural resources sector as a whole there were too many developments to mention in this section, but please see our Deals section that will supplement some of the highlights that we'll mention here. In the year that just ended we saw a lot of continued heavy investment in oil and gas with Tullow announcing a c.USD 800m investment programme into Kenya following a further discovery in northern part of the country and BG Group declaring plans to spend USD 160m in drilling for oil and gas at its two offshore blocks located East of Mombasa. Oil majors exploring in Kenya are expected to increase their drilling activity this year with at least five new wells planned for the quarter to March. In Tanzania, Swala Energy received DSE approval to list on the Enterprise and Growth Market (EGM) while Ophir Energy announced the sale of a 20% interest in Tanzania Blocks 1, 3 and 4 to Pavilion Energy for c.USD 1.3 billion. Also in the Oil and Gas sector, the Uganda government has shortlisted six international oil companies for the building of a USD 2.5 billion oil refinery in the oil-rich Lake Albertine Rift basin. A lead investor for the 60,000 barrels-a-day refinery is vital for the development of the country's oil fields, which are believed to contain as much as 3.5 billion barrels of crude. It seems increasingly that Eastern Africa is well set to develop into a major province for oil and gas in particular.

In mining, Base Resources announced that it expects to generate at least a USD700m cash surplus from its Kwale mines in Kenya. Goldplat closed its mine in Western Kenya, primarily due to the drop in the global gold price, while Canadian firm Stockport Exploration, prospecting for gold in Western Kenya, raised c. KES 100 million from local investors through a private placement. Kenya also announced that 31 new coal blocks will be coming for tender, in which we are seeing increasing interest. The Tanzanian Government announced 175.8 million tons of confirmed uranium reserves at Mkuju River, while in Uganda a new discovery of rare earth metals has been made in the Busoga sub-region. In Ethiopia, Ezana Mining announced that it will be constructing a USD 18m gold plant in Tigray and KEFI Minerals purchased a 75% stake in Nyota Minerals, which owns the Tulu Kapi gold licence, for GBP 4.5 million in cash and shares.

In 2013 we calculate there were 34 PE investments, 4 PE exits (3 of which were secondary buyouts) and 35 M&A deals announced in Eastern Africa (see deals statistics on p.5). In 2014 we expect to see increasing PE deals as more funds are under pressure to put money to work and the experience of new funds grows. 2013 was a big year for M&A deals in East Africa and we expect this trend to continue this year as the region grows in interest to global players. We expect, in particular to see investments made in the growth sectors such as manufacturing, consumer and ICT, whilst M&A deals will be particularly focused on the mature industries such as hospitality, insurance and agriculture.

In the listed equities market, the Nairobi Securities Exchange (NSE) closed the year as the top performing African bourse according to the MSCI index, also higher than the MSCI frontier markets index performance (26.32% CY13). Stability in the macro-economic environment, the peaceful outcome of the 2013 general election and significant corporate actions over the year bolstered investors' confidence in Kenya's listed equities market. The NASI rallied 44.1% closing at 136.65 points. In the year, equity turnover climbed 76.7% to a multi-year high of USD 1.8bn as a result of increased foreign investor participation. Net foreign inflows stood at USD 392.60m (previous year, USD 268.81m), with foreign investors being net buyers on EABL (USD 83.16m) and Nation media (USD 83.11m) stocks while agricultural firms (Kakuzi, Williamson tea, Rea vipingo and Kapchorua tea) dominated the list of the most sold counters by foreign investors (USD -230.3k). Safaricom was the most actively traded counter in the year accounting for USD 350.82m (52.76%) of the turnover, the counter closed at KES10.85 (114.9% YTD). Carbacid witnessed the highest gains, adding 216.6% YTD.

In addition, the year saw the introduction of the Growth Enterprise market segment on the NSE targeting mid-size, high growth companies. The GEMS market attracted its first listing a real estate developer, Home Afrika, in July 2013 with greater expectations of more listings in 2014. Of other notable actions in the market, was the delisting of Access Kenya Group following a successful takeover bid by Dimension Data Holdings (42.0% premium), the expected delisting of CMC holdings after the stock was suspended from trading in 2011 and lastly the bidding to acquire Rea Vipingo Plantations that saw three competing offers placed by the close of the year (highest bid at 96.4% premium on closing price).

We hope you enjoy our research team's "Economic Outlook" on page 4. Best wishes for 2014.

Kenya Outlook 2014

The momentum on GDP growth is expected to pick up and surpass the 5.0% level in 2014 with the main economic sectors of agriculture, manufacturing, tourism and financial services reaching higher growth levels compared to an average of 4.6% recorded in the nine months to October 2013. The outlook will also be supported by an improved global economic outlook with growth recovery expected in both the US and European economies, resulting in an improved backing of exports and the tourism sector.

Inflation levels may be higher

However, increase in government spending is likely to cause increase in money supply, which may lead to higher inflation levels going forward. This again will possibly lead to further depreciation of the KES (that will put pressure on the balance of payments position) and increase the government debt burden (especially for foreign currency denominated debt). With this view in mind, we may see the government increasing interest rates to possibly slow down money supply growth (in order to counter increasing inflation levels) and cushion depreciation of the KES. Additionally, we expect inflation levels to edge up in 1Q14 with anticipated shortage in food supply due to the effects of lower than expected output in food production after the long rains (March-April) and short-rains (Nov-Dec) harvest of 2013 (Food and Non-Alcoholic beverages contributes 36.04% to the CPI basket). A spike in energy costs will also impact inflation as a result of the recently established electricity tariff, in effect to June 2015, weighing heavily on the Industrial consumers. The new tariff saw a jump in the consumption charges by 58.6% to the current KES 7.5/kwh and more than doubling in the fixed charges (Energy costs contributes 18.3% to the CPI basket). Possible increase in interest rates may counter higher inflation levels in 2Q14.

Likely increase in short term debt issues

Expectations of reduced activity from the treasury in the domestic market in the 2H13/14 fiscal year will likely brand the domestic debt market attractive to corporate debt issuers as short term interest rates are expected to remain stable. The most recent Monetary Policy Committee (MPC) stance retained the CBR rate at 8.50% citing movements in the short term interest rates were generally aligned to the CBR while the Central Bank's Open market operations were sustained and supported liquidity management in the interbank market. The MPC also noted more scope for further reductions in lending rates by commercial banks. In addition, the government anticipates to obtain proceeds from Kenya's maiden Eurobond issue planned by close of 1Q14. This will augur well for sustained credit growth to the private sector in 2014 with banks likely to witness less government securities issues to invest in. We highlight private sector credit growth levels of 17.4 % in September 2013 versus a similar period growth of 7.1% in 2012.

Security risks within the region

Furthermore, the key risk to our outlook remains security threats from sporadic terrorism acts and instability in the neighboring country of South Sudan. The aforementioned risks are likely to undercut the growth in tourism sector in addition to slowing down earnings from the established Sudanese subsidiaries of Kenyan companies unless a peaceful resolution is reached to end the ongoing conflict in South Sudan.

Conclusion

Overall, we expect 2014 to be a good year though challenges remain especially from the ongoing devolution of the government and the funding requirements. Issuance of the Kenya Eurobond will assist in funding the infrastructure developments planned for the country that will enhance potential GDP growth going forward. However, depending on the yield at issue and value of the KES against major currencies going forward, the debt service/revenue will have to be kept in check, given that Kenya's budget deficit has been higher than the annual interest payments for the past few years.

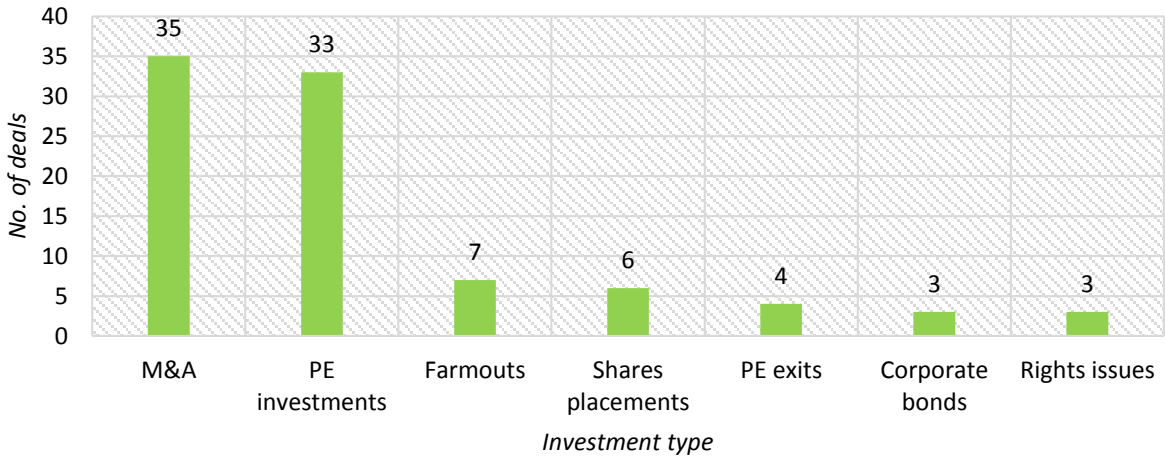
This is in order to avoid debt levels increasing and a situation where public debt and interest end up placing pressure on non-interest government spending that will hinder potential GDP growth. Privatization of government assets could, in our view, also support future funding needs and reduce annual debt service.

Research Analysts:

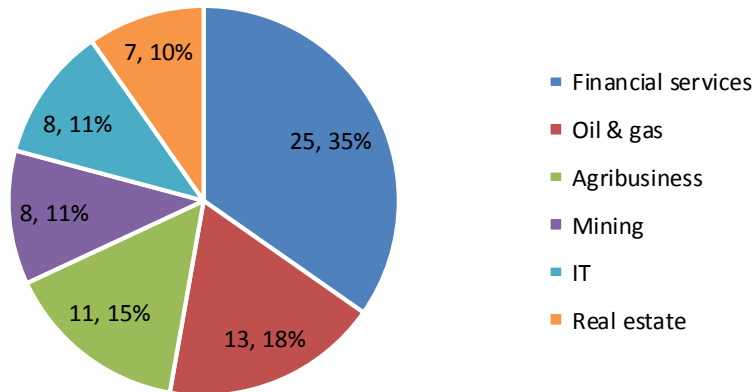
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Deals Statistics:

Total number of deals in East Africa - 2013¹



No. of deals per sector - 2013²



¹Based on deals as calculated by Burbidge Capital

²The top six sectors which recorded the highest number of deals

Source: Burbidge Capital

Date	Buyer	Seller	Investment size	Sector	Investment type	Synopsis
12th December 2013	KEFI Minerals	Nyota Minerals	GBP 4.5 million	Mining	M&A	KEFI Minerals, the Saudi-Arabia focused exploration company signed an agreement to purchase a 75% stake in Nyota Minerals, which owns the Ethiopian Tulu Kapi gold licence, for GBP 4.5 million in cash and shares, according to a report published by Proactive Investors.
6th December 2013	Old Mutual	Faulu Kenya		Financial services	M&A	The London-listed Old Mutual is said to have received regulatory approval from Central Bank of Kenya (CBK) and Financial Services Board (FSB) of South Africa to acquire a controlling stake in Faulu Kenya.
4th December 2013	CDC	DFCU Bank	USD 10 million	Financial services	Subordinated loan	CDC, the UK's development finance institution, announced a USD 10 million subordinated loan to DFCU Bank, one of Uganda's leading local banks.
4th December 2013	Essar Telecommunications	Yu Mobile		Telecom	M&A	Essar Telecommunications bought out local shareholders of Yu Mobile, giving the Indian firm full control of Kenya's fourth mobile telecoms operator for undisclosed fee.
2nd December 2013	Fusion Capital	Kigali Heights	USD 34 million	Real estate	PIK loan	Kenya's equity firm Fusion Capital will partner with Kigali Heights, a real estate development company, for a USD 34 million (KES 3 billion) shopping complex.
25th November 2013	Swedfund & Abraaj Group	Nairobi Women's Hospital	USD 6.5 million	Health care	PE	Nairobi Women's Hospital partnered with Swedfund and Abraaj Group in a KES 559 million (USD 6.5 million) equity investment agreement that is set to increase health care access, affordability and quality at the hospital's current branches and their underway local and regional expansion programs.
24th November 2013	Britam	Real Insurance		Financial services	M&A	Financial services firm Britam has acquired Real Insurance in a cash and share swap deal that will give it a presence in southern Africa. The Nairobi Securities Exchange-listed company, which has interests in insurance, real estate and asset management, disclosed plans to purchase 99% in Real Insurance.
15th November 2013		Centum Investment	KES 14.45 billion	Real estate	Equity & debt	Centum Investment has attracted KES 14.45 billion investment pledges for its Two Rivers real estate project in Runda, Nairobi County, which it has earmarked for listing on the Nairobi Securities Exchange as REITs.
15th November 2013	REA Trading (REAT) Limited	Rea Vipingo Plantations (RVP)	KES 2.4 billion	Agribusiness	M&A	Nairobi Securities Exchange-listed firm agricultural firm Rea Vipingo Plantations (RVP) has received a buyout offer that could see it de-list its shares from the bourse. Minority shareholders of the firm have been offered a 47% premium to sell their stake in a transaction that values the company at KES 2.4 billion. Two more suitors for RVP, Centum & WWW.Bid Investment Company, have since made competing offers of KES 50 and KES 55 respectively.
15th November 2013	Britam	Acorn		Real estate	PE	Investment firm Britam has acquired a 25% stake in property development firm Acorn as it races to boost its presence in the real estate market.
14th November 2013	International Finance Corporation (IFC), Standard Chartered Bank & Stanbic Bank	Umeme Limited	USD 190 million	Utility	Loan	Ugandan power distributor Umeme Ltd, which is listed on both the Ugandan and Kenyan bourses, secured a USD 190 million long-term loan to expand and upgrade its distribution infrastructure.
13th November 2013	Fusion Capital	Grande Park Estate Limited	KES 129 million	Real estate	PE	Fusion Capital backed a KES 400 million residential estate development for Nakuru's middle class by taking a 30% stake in the project. The firm has invested KES 129 million in Grande Park estate in Kiamunyi, Nakuru County, its first residential estate investment.
4th November 2013	Brookside Dairies	Buzeki Dairy Ltd	c.KES 1.1 billion	Milk processing	M&A	Milk processor Brookside Dairies has completed the acquisition of Buzeki Dairy — the maker of Molo Milk and Kilifi Gold — in a deal that consolidates its grip on Kenya's formal milk market. The acquisition pushes Brookside's market share up to 44 per cent and cements the company's market leadership position.

Date	Buyer	Seller	Investment size	Sector	Investment type	Synopsis
30th October 2013	Africa Media Venture (AMVF)	EatOut	USD 200,000	IT	PE	Africa Media Venture (AMVF), a Dutch-based venture capital firm has raised its stake in a Kenyan restaurant guide website, EatOut, in a transaction that values the online portal at KES 220 million. The buyout of a further 7.9% stake at a cost of KES 17 million (USD 200,000) will see AMVF raise its ownership in the Kenyan firm from 25% to 32.9%.
28th October 2013		Tullow Oil	USD 500 million	Oil & gas	Corporate bond	British exploration firm Tullow Oil, which discovered commercial crude deposits in Northern Kenya, plans to float a KES 42.9 billion (USD 500 million) bond to raise money for repayment of debts in aggregate principal amount of senior notes set to mature in 2020.
28th October 2013		Kenya Wine Agencies Limited (KWAL)	KES 241.8 million	Retail	Equity	Kenya Wine Agencies Limited (KWAL) has earned nearly a quarter billion shillings from the sale of its stake in Uchumi Supermarket as local investors continue to cut their ownership in the retail chain.
23rd October 2013	Pearl Capital Partners and Voxtra	Biyinzika Enterprises Ltd	USD 4 million	Agribusiness	PE	Private equity firm Pearl Capital Partners and Voxtra, an impact investor, have jointly invested USD 4m in Biyinzika Enterprises Ltd, a Uganda-based poultry feeds processor.
22nd October 2013		Lady Lori Kenya Limited		Aviation	MBO	American investors have ceded 100% ownership of a helicopter firm, Lady Lori Kenya Limited, to their local executives (Ian Muthia Mimano, Adi Vinner and Peter Nthiga Njagi) for an undisclosed amount.
16th October 2013	Premier Oil plc	Taipan Resources Inc	USD 30.5 million	Oil & gas	Farmout	Taipan Resources Inc, through its wholly-owned Kenya-based subsidiary Lion Petroleum Corp. announced the signing of a binding farmout agreement with Premier Oil Investments Limited, a subsidiary of Premier Oil plc whereby Premier will acquire a 55% participating interest in Block 2B onshore Kenya.
16th October 2013	TPS Eastern Africa	OI Pejeta Ranching Limited		Hospitality	M&A	TPS Eastern Africa, owners of the Serena chain of hotels, has acquired the luxury Sweetwaters Tented Camp from OI Pejeta Ranching Limited as part of its expansion and diversification strategy.
16th October 2013	Coca-Cola Export Corporation	Coca-Cola Juices Kenya Limited		Food & beverage	M&A	Coca-Cola increased stake in a local juice manufacturer it owns with local investors through bottling companies that sells its products in the region. Atlanta-based firm, Coca-Cola Export Corporation has increased its ownership Coca-Cola Juices Kenya Limited, the manufactures of Minute Maid juice to 66.03 per cent.
4th October 2013		Shelter Afrique	KES 3.5 billion	Financial services	Corporate bond	Pan-African mortgage financier Shelter Afrique's KES3.5 billion bond has been oversubscribed, with most investors preferring to lock in high rates of return in an uncertain interest rate environment.
4th October 2013	African Development Bank (AfDB)	Lake Turkana Wind Project (LTWP)	EUR 20 million	Energy	Guarantee	The KES 71 billion 300MW Lake Turkana Wind Project (LTWP) is set to start April 2014 after the African Development Bank (AfDB) issued EUR20 million (KES2.4 billion) guarantee for part of the project.
4th October 2013	Kenya Petroleum Refineries Ltd (KPRL)	Essar Energy plc	c.USD 5 million	Energy	Equity	Essar Energy plc, the India-focused integrated energy company, announced that it intends to exit from its 50% owned joint venture business Kenya Petroleum Refineries Ltd (KPRL), which operates an oil refinery in Mombasa, Kenya. Essar Energy, through its subsidiary Essar Energy Overseas Limited, has exercised a put option under the shareholders' agreement to sell its stake in KPRL to the Government of Kenya, which owns the remaining 50% interest in KPRL.
3rd October 2013	CfC Stanbic Bank, Norfund & African Investment Fund	Aeolus Kenya	USD 150 million	Energy	PE & loan	CfC Stanbic Bank has signed a deal with independent power producer Aeolus Kenya, to build a KES 12.9 billion (USD150 million) wind power plant in Kenya. Kinangop Wind Park will add a further 60MW to Kenya's 1,672MW national power grid. Standard Bank, CfC Stanbic Bank's parent bank will underwrite KES7.74 billion (USD90 million) of the debt, while Norway's Norfund and a large Africa-focused international infrastructure investor will provide KES5.16 billion (USD60million) in equity.

Date	Buyer	Seller	Investment size	Sector	Investment type	Synopsis
30th Sept 2013	Jacana Partners & Soros Economic Development Fund	DSM Corridor Group	USD 1 million	Logistics	PE	Soros Economic Development Fund (SEDF) and Jacana Partners have acquired an undisclosed stake in DSM Corridor Group (DCG), a bulk cargo handling company in Tanzania's capital Dar es Salaam. Jacana invested USD 1 million in DCG. The new investment will help DCG to expand its scope of handling dry bulk cargo and DCG's storage capacity in terms of volumes and range of commodities.
17th Sept 2013		Kibo Mining Plc	USD 2.5 million	Mining	Share placement	Kibo Mining Plc has raised USD 2.5 million through a share placement to fund exploration for gold, nickel, coal and uranium in Tanzania. XCAP Securities Plc, a London-based broker, raised USD 781,609 through the issue of 10,000,000 new ordinary shares, expected to start trading on the London and Johannesburg Stock Exchanges — where Kibo is listed — in the coming days.
17th Sept 2013	Centum Investment Co.	Genesis Kenya Investment Management Ltd		Financial services	M&A	Centum Investment Co., East Africa's largest publicly traded investment group, agreed to buy a controlling 73.4 per cent stake in Genesis Kenya Investment Management Limited for an undisclosed sum. According to a statement from the Company, the purchase is in line with Centum's strategic objective of growing third-party funds.
12th Sept 2013	Fanisi Capital	Haltons Limited	USD 3 million	Pharmaceutical	PE	Kenya-based investment fund, Fanisi Capital, has made its first investment in Kenya's pharmaceutical sector with a KES262 million (USD3 million) acquisition of a stake in retail pharmacy chain Haltons Limited to fund its expansion plans.
12th Sept 2013	Pan Africa Insurance	Sanlam Investment		Financial services	M&A	Pan Africa Insurance has bought out the Kenyan operations of South Africa-based assets manager Sanlam Investment, concluding a phased acquisition that started in 2008 when it acquired a 17.5 per cent stake for KES 3.8 million in a deal that at the time valued the fund management company at KES 21.7 million. The Nairobi Securities Exchange listed insurer said that it had acquired 72.5 per cent shares of Sanlam and a further 10 per cent stake owned by a former chief executive of the investment firm.
27th August 2013		Jamii Bora Bank	KES 1 billion	Financial services	Corporate Bond	Jamii Bora Bank has hit its target of raising KES1 billion through a corporate bond sale, boosting the lender's plans to expand its mortgage loans business. The bond sale recorded a 2% oversubscription rate, indicating reasonable investor appetite for fixed income securities. Institutional investors accounted for 80.2% of the bond buyers (KES 802 million); while retail investors took up the 19.8% balance (KES 198 million). The 5-year bond has a 13.3% coupon rate.
14th August 2013	Longhorn Publishers	Malkiat Singh		Printing & publishing	M&A	Longhorn Publishers has bought the works of iconic publisher Malkiat Singh as it searches for new revenue streams and to reverse a dip in sales. The Nairobi bourse-listed publisher said it concluded the deal in July 2013 and will add the 36 revision books to its stable. Longhorn did not disclose the cost of the buyout that will restrict Malkiat Singh from publishing with rival book firms over the next decade.
13th August 2013	Genel Energy plc	New Age (African Global Energy) Limited		Oil & gas	Farmout	Genel Energy announced that it had agreed to acquire a 40% interest in the Adigala Block onshore Ethiopia from New Age (African Global Energy) Limited. Under the Transaction, Genel Energy plc will acquire a 40% non-operated interest in the Adigala Block from New Age (Ethiopia) Limited, a wholly owned subsidiary of New Age (African Global Energy) Limited.
13th August 2013	WPP plc	ScanGroup	c.USD 92.3 million	Public relations	M&A	Global communications firm WPP announced it will increase its stake in ScanGroup to 50.1% in a cash and share deal. It will offer cash for the 21.3 million shares at KES85.85 per share amounting to KES1.8 billion and cede ownership in nine subsidiaries to ScanGroup in exchange for 72.7 million shares. This values the deal at KES8.21 billion and values ScanGroup at KES24.44 billion.
7th August 2013	Weber Shandwick	Gina Din Corporate Communications (GDCC)		Public relations	M&A	Gina Din Corporate Communications (GDCC), the Kenya-based PR agency, has partnered with Weber Shandwick, one of the world's leading global public relations firms, in a deal that will see both the agencies grow their footprints in Africa.

Date	Buyer	Seller	Investment size	Sector	Investment type	Synopsis
6th August 2013	Africa Oilfield Logistics	Ardan Risk & Support Services	USD 4 million	Logistics	M&A	Africa Oilfield Logistics, an investment company established to invest in the oil and gas logistics support industry in sub-Saharan Africa, announced an acquisition of a 49% interest in Ardan Risk & Support Services, a cash generative oilfields and logistics business with operations currently in Kenya, Ethiopia and Mauritius. Consideration of USD 4m is to be satisfied by the allotment of 32,979,355 new ordinary shares in the company.
26th July 2013	Scangroup	Corporate Communications Consultants		Public relations	M&A	Scangroup has made its first entry into the South African market after the firm's subsidiary bought a Johannesburg-based public relations agency. Hill+Knowlton Strategies Africa Holdings, which is owned 51 per cent by Scangroup, said it has acquired Corporate Communications Consultants for undisclosed fee.
19th July 2013	Guaranty Trust Bank (GT Bank)	Fina Bank Limited	USD 100 million	Financial services	M&A	Nigeria's Guaranty Trust Bank (GT Bank) said on Thursday it had reached an agreement to acquire a 70 per cent stake in Kenya's Fina Bank Limited for USD 100 million. Fina Bank has total assets of USD 338 million with operations in Kenya, Rwanda and Uganda, a GT Bank statement said, adding that its agreement to acquire the privately-held Kenyan bank is subject to regulatory approvals.
16th July 2013	Fusion Capital	Rusororo Aggregate Limited	c. USD 2 million	Mining	PE	Fusion Capital has acquired a 46.5% equity stake in Rusororo Aggregate Limited, the first fully commercial large scale aggregate mining company in Rwanda. Fusion is partnering with the existing management team to take the business operation to a new level of efficiency and mechanization. Rusororo Aggregate is Rwanda's only large scale operation specializing in stone crushing for commercial purposes.
11th July 2013	Gujral Group, DeeJay Group & others		USD 19.5 million	Agribusiness	Equity	Kenyan and foreign financiers are poised to inject a total of KES 1.7 billion (USD 19.5 million) in coconut handling factories in Kenya's Kwale and Kilifi counties. Gujral Group will inject USD 10 million (KES 860 million) in a coconut factory in Kwale. In addition, an India-based company, DeeJay Group, would also inject USD 5 million (KES 430 million) in a coconut handling business in Kenya.
10th July 2013	International Finance Corporation (IFC)	Delonex Energy	USD 60 million	Oil & gas	PE	British oil prospecting firm Delonex Energy, which opened its regional headquarters in Nairobi last month, is set to get USD 60 million (KES 5.2billion) funding from the International Finance Corporation (IFC). The IFC has a 10 per cent stake in the firm.
9th July 2013	First Oil	Bowleven	USD 9 million	Oil & gas	M&A	African oil and gas exploration firm Bowleven has announced that First Oil has acquired a 30 per cent holding in its East African-focused ventures. Under the agreement, First Oil, a UK-based company, will fund around USD 9 million for Bowleven's existing oil and gas exploration activities across the East African Rift System (EARS).
9th July 2013	International Finance Corporation (IFC)	AAR Health Care Holdings	USD 4 million	Health care	PE	The International Finance Corporation (IFC) has bought a USD 4 million stake in AAR Health Care Holdings, one of Africa's leading health care providers. IFC is the World Bank Group, private sector lending arm, the cash injection will help AAR expand its reach in East Africa.
8th July 2013	Gelp Service Stations Limited	Tusky's Uganda		Retail	M&A	Gelp Service Stations Limited has finalised a transaction to purchase Tusky's Uganda and use the Tusky's Brand across its twelve petrol stations countrywide, beginning with five stations in Kampala. Gelp is owned by GKK Group of Companies, whose chairman, flamboyant businessman Godfrey Kirumira, confirmed the deal.
26th June 2013	Pearl Capital Partners (PCP)	Freshco Kenya Limited	KES 51.6 million	Agribusiness	PE	Pearl Capital Partners (PCP), a firm that manages investment funds, has invested KES 51.6 million in Freshco Kenya Limited, a seed distributor. PCP said in a statement that it is investing the money through a quasi-equity loan, which also comes with an element of profit-sharing. Freshco will use the money to expand its primary business of contracting farmers to grow seeds, which are then processed, packed and marketed.

Date	Buyer	Seller	Investment size	Sector	Investment type	Synopsis
21st June 2013		Tigray Resources Inc.	USD 2.4 million	Mining	Share placement	Tigray Resources Inc. announced that it has closed a private placement financing of 16,140,000 Units at a price of USD 0.15 per Unit, for gross proceeds of USD 2,421,000. Each Unit comprises one common share and one-half of one non-transferable common share purchase warrant. Proceeds from the offering will be used for exploration on the Company's Harvest and Adyabo properties in Ethiopia, as well as for working capital purposes.
20th June 2013		Fusion Group	KES 1.25 billion	Real estate	PE	Fusion Group, a fund management and private equity company, is set to build a KES 1.25 billion office complex in Nairobi's Upper Hill area. The latest announcement comes after November 2013's Fusion-led consortium, which invested USD 16.5 million (KES 1.4 billion) in an office block dubbed Upward Scale Developments on Ngong Avenue, Upper Hill, which is projected to be completed in 2014.
17th June 2013	GroFin	Wargen Enterprises & Centaurus	KES 193 million	Transport	PE	GroFin has invested nearly KES 200 million in two mid-sized enterprises involved in public transport, shining light on the sector which, though profitable, has been dogged by the high risk of accidents. The equity fund has invested KES 193 million in, among others, Wargen and Centaurus, which are involved in the transport business. It targets to invest an additional KES 125 million in transportation companies by the end of 2014.
13th June 2013	Agri-Vie	Vida Oils International	USD 4 million	Agribusiness	PE	Agribusiness private equity fund Agri Vie will invest USD4m in a joint venture with Vida Oils International for the merger and acquisition of three separate entities in South Africa and Mozambique. The joint venture will also focus on linking less developed African markets, especially small-scale growers, to Asian supply chains.
7th June 2013	UAP Group	Century Insurance Company		Financial services	M&A	UAP Group has acquired a 60 per cent stake in Tanzania's Century Insurance Company, marking its entry into the neighbouring country's market. The company made the acquisition through its wholly owned subsidiary, UAP Africa.
3rd June 2013	Liquid Telecom	Rwandatel	c. USD 4 Million	IT	M&A	Liquid Telecom, a subsidiary of South Africa-based Econet Wireless Group, has concluded a transaction to purchase assets and businesses of wound-up Rwandatel for about USD4 million and excludes most of the land which remains a property of Rwandatel. Liquid Telecom said the move is set to accelerate the company's expansion across Africa.
31st May 2013	Statoil	Petrobras		Oil & gas	Farmout	Petrobras has farmed out a considerable portion of its holding in a block offshore Tanzania to Norwegian state-run oil company Statoil. The latter has received a 12 per cent stake in Block 6 in the Indian Ocean from the Brazilian state-owned energy company.
30th May 2013	Godrej Consumer Products	Darling Group Holdings		Cosmetics	M&A	India-based Godrej Consumer Products will conclude a buyout of the residual 49% holding in Darling Group Holdings, the Africa-based maker of hair extension and hair-care products, within two years, according to a wire report. A stake of 51% in Darling Group Holdings was acquired by Godrej Consumer Products in June of 2011.
24th May 2013	Africa Media Ventures Fund (AMVF)	SleepOut	USD 200,000	IT	PE	A Kenyan accommodation guide website, SleepOut, has received a cash injection from a Dutch venture capital firm, marking the second time in less than a year that the co-founder, Mikhul Shah, is attracting foreign funding for an online business. Dutch based Africa Media Ventures Fund (AMVF), has advanced USD 200,000 seed capital to finance expansion across Africa and the Middle East.
22nd May 2013		I&M Bank		Financial services	M&A	I&M completed a reverse take-over that will merge businesses of the lender and investment firm City Trust and thereafter listed at the stock market on June 25. Both City Trust and I&M Bank will operate as separate entities under one group after the merger, with the banking arm becoming the biggest business of the group. I&M Bank shareholders will hold 92.7 per cent shares of the new entity.

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22nd May 2013		Home Afrika		Real estate	Equity listing	Real estate developer Home Afrika announced that it was to list on the NSE's new segment for small firms, Growth Enterprise Market Segment (GEMS), giving it access to a larger pool of capital while also providing its founder shareholders an avenue to unlock their investment. The firm has projects under construction valued at over KES 12 billion financed through shareholder funds and loans.
20th May 2013	IFC	Actis-Garden City	USD 9.8million	Real estate	PE	Actis's Garden City is set to get an equity commitment from the International Finance Corporation (IFC), as the development financier considers plans to invest USD 9.8million into the Kenya-based Greenfield real estate project. The total project cost is estimated at USD 205.4 million. The IFC investment is also considering committing up to USD 40 million in senior debt. Actis owns 53% of the project, through its Actis Africa Real Estate Fund 2. The IFC and CDC Group respectively hold 12% and 35%.
17th May 2013	Ajax	Simba Energy	c. USD 52 million	Oil & gas	Farmout	Simba Energy Inc, the onshore pan-African oil and gas explorer with assets in Kenya, Guinea and Chad, announced that it has signed a memorandum of understanding with Ajax Exploration Ltd. Ajax, a privately-owned oil and gas company, is to farmout a 66% interest and operatorship of Block 2A, onshore Kenya.
16th May 2013	Bank of Africa Group	Aureos Capital		Financial services	Secondary buyout	Majority shareholder of the Mali-based Kenyan subsidiary of Bank of Africa (BOA) has bought out private equity fund Aureos Capital, raising its ownership in the lender to 80 per cent. Aureos East Africa fund held a 15.5 per cent stake in the bank prior to the sale to West Africa-based Bank of Africa Group. The Netherlands Development Finance Company (FMO), with a 20 per cent stake, is now the only other shareholder of BOA Kenya that is not related to the parent group.
15th May 2013	Catalyst Principal Partners	Yes Brands Food & Beverages (Ethiopia)		Food & beverage	PE	Nairobi-based private equity firm Catalyst Principal Partners announced the acquisition of a 50% stake in Ethiopian Yes Brands food & Beverages for an undisclosed sum. Yes Brands are a leading bottled mineral water company with a strong brand and significant market share.
14th May 2013	8 Miles LLP	Eleni LLC	c. USD 5 million	Financial services	PE	Bob Geldof's 8 Miles African private equity fund has made its first investment, backing a start-up company that plans to build commodity exchanges across Africa and improve food security. The USD 200 million PE fund has joined Morgan Stanley and the International Finance Corporation (IFC) in providing a total of USD 5 million of seed capital in Kenya-based Eleni LLC, co-founded by Eleni Gabre-Madhin, the former head of the Ethiopia Commodity Exchange (ECX).
14th May 2013		National Bank of Kenya (NBK)	c. KES 10 billion	Financial services	Rights issue	National Bank of Kenya (NBK) will inform investors of its first rights issue, since listing at the Nairobi bourse in 1994, to finance expansion and allow the lender to handle big transactions. The bank is seeking shareholder approval to issue up to 1.12 billion shares to its owners for a multi-billion shilling fund raising that could further cut the stake of the government in the mid-tier lender.
9th May 2013	Fanisi Capital	ProDev Group Holdings	USD 3 million	Agribusiness	PE	Kenyan-based investment firm, Fanisi Capital, injected USD 3 million (c. KES 251 million) in Rwandese agribusiness company ProDev Group Holdings. This is the second investment by Fanisi Capital in a Rwandese firm in 2013. ProDev, through a subsidiary Minimex Ltd specialises in processing maize into branded flour, grit for the brewing industry and bran for cattle.
8th May 2013	Afrocentric Investment Corporation (among others)	Alexander Forbes		Financial services	M&A	Financial services firm Alexander Forbes sold its healthcare business to a consortium of investors that includes a South African firm for undisclosed fee to meet regulatory requirements. The medical business will now be owned by investors including a former executive of Alexander Forbes and Afrocentric Investment Corporation, which is listed on Johannesburg Stock Exchange.
8th May 2013	Dimension Data Plc	AccessKenya	KES 3.05 billion	IT	M&A	The Internet service provider AccessKenya received a proposal from Dimension Data Plc for KES 3.05 billion or KES 14 a share, offering the shareholders a 46.5 per cent premium over the KES 9.55 price on 6th May which led to the company being delisted from the NSE on 28th November 2013.

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7th May 2013	Diamond Trust Bank	DTB Tanzania, DTB Uganda	KES 650 million	Financial services	M&A	Diamond Trust Bank spent KES 650 million to acquire more shares in its Tanzania and Ugandan subsidiaries, giving the Kenyan lender a larger share of the banks' profits. DTB Kenya acquired an additional 7.53 per cent stake in DTB Tanzania by subscribing for the untaken rights of other shareholders at a consideration of KES 252,658,057.
6th May 2013		XSML fund	USD 19million	PE	PE fundraising	Dutch fund manager XSML has closed its Central-Africa fund at USD 19million. Central Africa SME Fund (CASF) backers include the International Finance Corporation, FMO and Lundin Foundation. The fund had originally been targeting USD 25 million to invest in small businesses across the central Africa region.
6th May 2013		Silk Invest fund	USD 32 million	PE	PE fundraising	Silk Invest has reached the final close of its maiden Africa-focused private equity vehicle. The fund manager has attracted USD 32 million to the vehicle, and is expecting another USD 8 million to take it up to USD 40 million. Silk Invest is targeting investments in Africa's consumer sector, focusing on companies across the food value chain.
24th April 2013	Dfcu Limited	Actis		Financial services	Secondary buyout	London based private equity fund Actis is partially exiting from its investment in Uganda Securities Exchange (USE) listed Dfcu Limited, the holding company of Dfcu Bank, a Ugandan lender it invested in through a sale of a 45.02 stake to the Norwegian Investment Fund for Developing Countries (NORFUND) and Rabo Development B.V.
22nd April 2013	Distell Group	Kenya Wine Agencies Limited (KWAL)		Food & beverage	M&A	South Africa's Distell Group bought a 26% stake in wine producer Kenya Wine Agencies Limited (KWAL), a company part-owned by Centum Investment. Distell bought the stake from Kenya's government, as part of an on-going privatisation process.
17th April 2013	Norway Registers Development	360° Smart Consulting		IT	M&A	Norway Registers Development AS (NRD), a part of BAIP group, invested in East Africa and acquired 70% of the shares of Tanzanian company 360° Smart Consulting Ltd. The contract on acquiring the shares was signed in Dar es Salaam on the 4th of April, 2013. Together with NRD Cyber Security Center team, 360° Smart Consulting will provide on-site delivery of the NRD services to its clients and partners.
15th Apr 2013	Arkein Capital	Rwanda Energy Company (REC)	USD 350 million	Energy	PE	Arkein Capital, a private South African investment company, is acquiring 20% of Rwanda Energy Company (REC) for USD 350m. The deal is expected to close in July. REC, a subsidiary of Rwanda Investment Group (RIG) was granted a methane gas concession by the Rwandan government for extraction at Lake Kivu. Arkein plans to increase its stake in REC as it raises more capital to fund construction of a methane gas processing plant.
15th Apr 2013	Cortec Mining Kenya		USD 90 million	Mining	Direct investment	Cortec Mining Kenya was set to start mining niobium mineral in Kwale County by the end of 2013. Cortec, which is owned by Canadian firm Pacific Wildcat Resources, has been awarded a 21-year mining license by the Mines and Geology Department for the commercial exploration of a 142-hectare site on Mrima Hill in Kwale County. The licence has since been revoked by the Mining Ministry of Kenya and awaits decision from the courts.
15th Apr 2013	Global Founders Capital (GFC)		EUR 150 million	PE	PE fundraising	East Africa's techpreneurs have a new opportunity for fundraising following the launch of a 150 million euros fund by Global Founders Capital (GFC), a global technology fund, which is considering investments in Africa. The new fund joins other funds — Savannah Fund, DEMO Africa Investor Roundtable and 88mph — which are focused on technology enterprises and finance techpreneurs in East Africa.
15th Apr 2013	Fusion Capital	Mukono Bookshop Printing and Publishing Company Ltd		Printing & publishing	PE	Kenya-based private equity firm Fusion Capital concluded an investment deal with Mukono Bookshop Printing and Publishing Company Ltd, one of Uganda's oldest publishing firms as it seeks to reap from growing dividends.

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12th Apr 2013	L'Oreal	Interconsumer Products	c.USD 17.5 million	Cosmetics	M&A	London listed cosmetics giant L'Oreal has fully acquired a division of local beauty firm Interconsumer Products, makers of Nice & Lovely brands, in a multi-billion shilling transaction. L'Oreal eyes are cast on the low-end of the beauty market; the regional distribution channels Interconsumer Products owns, the manufacturing plant and products that will allow the French firm to tailor items for Kenyan buyers.
8th Apr 2013	XSQL	RJ Trading		Retail	PE	XSQL has invested an undisclosed amount in RJ Trading, a consumer retail company based in the Democratic Republic of Congo (DRC). The company will use the new capital to implement expansion plans. RJ Trading plans to invest in new equipment for the bakery, and also build out its information technology (IT) services.
8th Apr 2013	Swedfund	AAR Healthcare	USD 3million	Health care	PE	Swedfund invested USD 3million in AAR Healthcare, a medical services company in Kenya, which is part-owned by the Investment Fund for Health in Africa (IFHA). The funding will be used to expand AAR Healthcare's services across East Africa. The capital is expected to go into funding the creation of more service centers; employing an additional 300 up to 2015.
5th Apr 2013	Sovereign Wealth Fund	Karuturi Global		Agribusiness	Loan	Indian based Karuturi Global Ltd, the world's largest rose grower, sold its first produce from its new agriculture plantation in Ethiopia. The company is also going to solicit funding from a sovereign wealth fund for further investment in East Africa. Karuturi has produced more than 20,000 metric tons of corn in the last quarter of 2012 that sold for USD 6.5 million in Ethiopia.
2nd Apr 2013	International Finance Corporation (IFC)	Gulf African Bank	USD 5 million	Financial services	PE	The International Finance Corporation (IFC) agreed to pay USD 5 million for a 15% stake in Gulf African Bank, a Kenya-based financial services company. The bank will use the financing to bolster its capital base, and also expand services, particularly to small and medium enterprises (SMEs). Gulf African Bank is also looking to raise an additional USD 9.7million (KES 850million) through a rights issue.
28th Mar 2013		Family Bank		Financial services	Rights issue	Family Bank is planning another cash call to fund its expansion as earnings rebounded to post a 58.3 per cent rise in net profit. The bank said net profit stood at KES 561.4 million in the year to December 2012 compared to KES 354.6 million a year earlier helped by increased income from loans. The planned fundraising comes after the bank raised KES 1.2 billion from a rights issue in December 2012 to open new branches and boost its capacity to lend to large borrowers.
27th Mar 2013	Centamin Plc and Resource Capital Fund V.L.P.	Nyota Minerals	USD 6.1 Million	Mining	Share placement	Nyota Minerals announced that it raised USD 6.1 million, before expenses, by selling 200 million new ordinary shares to new institutional investors and existing shareholders. A month earlier, Nyota announced that it wanted to raise its capital by placing ordinary shares to new institutional investors and existing shareholders, including Centamin Plc and Resource Capital Fund V.L.P.
27th Mar 2013	International Finance Corporation (IFC)	Diamond Trust Bank (DTB)	USD 50 million	Financial services	Loan	The IFC is set to inject USD 50 million (KES 4.2 billion) into Diamond Trust Bank (DTB), boosting the listed lender's capacity to fund small businesses. The arrangement involves injection of a USD 40 million loan that qualifies for Tier II capital and a further USD 10 million risk-sharing facility.
22nd March 2013		Pacific Wildcat Resources	KES 123 million	Mining	Share placement	Canada-based mineral firm Pacific Wildcat Resources plans to raise KES 123 million to finance the on-going work at its rare earth and niobium project near Mombasa. The proceeds from the private placement will be used to fund additional resource definition work, including the preparation of an inaugural national instrument on total rare earth resource at the Mrima Hill Project, advancing metallurgical work on the Mrima Hill Project and for general working capital purposes.
25th March 2013	Beach Energy			Oil & gas	M&A	Beach Energy, the listed Australian oil and gas company, is considering opportunistic acquisitions of oil exploration targets as well as producing assets in Romania and in Eastern Africa. Beach is looking for bolt-on targets in areas where it is already active, such as the Romanian Black Sea and Lake Tanganyika South in Tanzania.

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18th Mar 2013	Amethis	Chase Bank	USD 10.5 million	Financial services	PE	Amethis acquired a minority stake in Chase Bank with a USD 10.5m investment, and will also have a seat on the board. Chase will use the funding from Amethis' to grow regionally and to strengthen its offerings to SMEs, and also expand its retail products. Chase Bank additionally received financing from Switzerland-based ResponsAbility – a direct investment into the bank's microfinance subsidiary, Rafiki DTM.
5th Mar 2013		Ophir Energy	EUR553 million	Oil & gas	Share placement & Rights issue	Ophir Energy looked to raise EUR553m in a placing and rights issue just a month after Lakshmi Mittal, one of Britain's richest men, and Och Ziff, the US hedge fund, sold down a combined 9 per cent stake in the Africa-focused oil and gas explorer. The company, viewed as a takeover target after success alongside partner BG Group in discovering large gas reserves off Tanzania, said it expected to raise EUR91m by placing just under 20m shares at 460p each.
4th Mar 2013	IFC	KCB	USD 160 million	Financial services	Loan	IFC announced that it is working on a USD 150 million (KES 13.05 billion) loan facility to KCB Group to boost its strategies that include affordable lending to small and medium-sized businesses (SME's), agribusiness and housing, and a USD 10 million (UGS 26.67 billion) loan to KCB Uganda to boost the bank's mortgage lending business.
1st Mar 2013		Amethis Finance	USD 150 million	PE	PE fundraising	Amethis Finance, managed by Amethis Advisory, have announced their first close of USD 140m in December 2012 as well as the approval of OPIC's board for a USD150m credit facility of a maturity of up to 13 years. In addition, the company said that three other large institutional shareholders were in the final stages of appraising a total of USD40m of commitments, anticipated to be finalised during the first quarter of 2013.
25th Feb 2013		Sanlam	USD 500 million	PE	PE fundraising	The East African Community member states are to benefit from a USD 500 million real estate fund to be launched end of March by South African financial services company, Sanlam. The Fund will provide risk capital to developers building middle and lower-middle income residential housing in Kenya, Zambia, Tanzania, Uganda, Mozambique and Rwanda.
25th Feb 2013		Taipan Resources	USD 3 million	Oil & gas	Share placement	Canadian explorer Taipan Resources raised USD 3.1 million from a private placement to fund its operations in northeastern Kenya. Taipan issued 8.8 million shares. Toronto Stock Exchange-listed Taipan said it will use proceeds from the private placement to fund a seismic survey with other programmes to map potential crude oil and natural gas well drilling sites in northeastern Kenya.
11th Feb 2013	Grofin Kenya	Bestell Computers	c.USD 560,000	IT	PE	Computer hardware and software retail shop, Bestell, has received funding from private equity firm GroFin Kenya to finance its expansion plans into Rwanda. GroFin has invested both debt and equity in the computer reseller, as part of a KES 200 million (USD 2.25 million) injection into four budding Kenyan businesses since December.
9th Feb 2013	Rand Merchant Bank / China Construction Bank / Citibank / Nedbank	Mohammed Enterprises Company Ltd	USD 100 million	Agribusiness	Loan	Tanzania-based agriculture commodities dealer, Mohammed Enterprises Company Ltd (MeTL), has received a USD 100 million loan from Rand Merchant Bank of South Africa to expand its business. MeTL, one of the largest agricultural supply chain companies in Africa, will use the funds to finance trade in commodities such as palm oil, wheat, sesame, sugar, rice, cocoa and cotton.
7th Feb 2013	Nimrodel Resources		USD 500, 000	Mining	Farmout	Nimrodel Resources has made a second successive deal in its push for diversification, securing another option to buy 85% stakes in existing primary mining licenses in the copper rich region in Tanzania. Under the agreement, the company will pay USD 43,200 for a 1 year option to explore the entire group of PMLs and USD 50,000 to explore in the second year. It also has the option to purchase 85% of the mineral rights within the PML for a once off USD 350,000 payment.
3rd Feb 2013		Afren		Oil & gas	Farmout	London-listed oil explorer Afren has hired a corporate finance firm to look into selling its oil fields in Kurdistan and East Africa, leaving the group focused on its main assets in Nigeria. Interest in both regions has soared after a string of discoveries and both China's Sinopec and US oil company Exxon could be interested in buying the assets, which could fetch up to 1 billion pounds (USD 1.6 billion).

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2nd Feb 2013		Swala Energy	USD 13 million	Oil & gas	Equity Listing	Swala Energy, the Australian hydrocarbon exploration firm, is finalizing plans to list its Tanzanian subsidiary on the Dar es Salaam Securities Exchange's (DSE) Enterprise and Growth Market segment (EGMs). Plans to list the Tanzania subsidiary comes at a time when its parent company is also seeking to raise USD13 million though an IPO at the Australian Securities Exchange (ASX), the amount will go towards supporting regional operations in Tanzania and in Kenya where it co-owns block 12B with Tullow oil.
1st Feb 2013	Marathon Ethiopia	Agriterra Ethiopia	USD 28 million	Oil & gas	Farmout	Agriterra Ethiopia announced that it has assigned a 20% interest in its South Omo Block to Marathon Ethiopia Ltd for USD 28 million plus adjustments for closing. Marathon Ethiopia Ltd is a subsidiary owned completely Marathon Oil Corporation. An additional USD 12 million has been lodged with the Ethiopian government to be held on account until Agriterra finalizes any tax that is related to this transaction.
1st Feb 2013	Liquid Telecom	Altech / Naushad Merali		IT	M&A	Businessman Naushad Merali ceded a 49 per cent stake in Internet service provider Swift Global for undisclosed fee — underlining his cut back in Kenya's information technology sector where he has been dominant over the past decade. Altech and Mr Merali sold their entire shareholding in the firm to Liquid Telecom, a UK-based firm that offers data, voice and wholesale Internet in developing countries.
31st Jan 2013	Pearl Capital Partners	Midlands Ltd	USD 2.25 million	Food & beverage	PE	Midlands Limited, a Nyandarua County based food processing firm, has received a KES200 million capital injection from private equity firm Pearl Capital Partners (PCP) to finance ongoing expansion. The cash will be disbursed in two equal tranches of debt and equity. The KES100 million equity investment will see PCP get a 16 per cent stake in Midlands, valuing the farmers owned enterprise at about KES625 million.
31st Jan 2013	Woolworths Holdings Mauritius Limited (WHML)	Deacons		Retail	M&A	A joint venture deal between clothes retailer Deacons and Woolworths was completed following shareholders' approval of the transaction. Deacons, which operates a chain of clothing stores, said in a statement that its shareholders had approved the Joint Venture Woolworths Holdings will own 51 per cent of the shares of Woolworths Kenya Proprietary Ltd (WKPL), the holding company of operations in Kenya, while Deacons will own the rest of the shares.
30th Jan 2013	Abraaj Group	Vine Pharmaceuticals		Pharmaceutical	PE	Abraaj Group has invested in Vine Pharmaceuticals, a Ugandabased health care products retailer. The financial details have not been disclosed. Vine Pharmaceuticals will use the capital to grow its share of the market and expand its footprint across Uganda. The company has plans to extend its reach outside the capital Kampala and boost its wholesale services to hospitals and other pharmacies.
28th Jan 2013	Liquid Telecom	Altech		IT	M&A	JSE-listed technology group Altech is selling its troubled East African businesses in a complex deal which will see fibre-optic telecommunications specialist Liquid Telecom taking over the assets. As part of the transaction, Altech will take an 8.6% stake in Liquid, which operates fibre infrastructure, primarily in Southern and Central Africa.
28th Jan 2013	Fastjet	Jetlink		Aviation	Strategic partnership	Jetlink has inked an agreement with budget carrier FastJet to launch a low-cost carrier amid uncertainty over the ownership and role of Fly540 in the joint venture. The budget carrier said the new airline will be used as a platform to launch the FastJet brand in Kenya after receiving approvals from the boards of two firms and licences from the civil aviation authority.
27th Jan 2013	Centum Investment	Platcorp Holdings Limited		Financial services	PE	Centum Investment has gained a piece of the regional lending business with the acquisition of 45 per cent share of Platcorp Holdings Limited, a microfinance firm specialising in emergency loans, that operates in Uganda, Kenya and Tanzania for an undisclosed amount.
24th Jan 2013	NBC Holdings	Kenbright Insurance Brokers Ltd		Financial services	M&A	Kenbright Insurance Brokers Ltd has merged with South African firm NBC Holdings in a move meant to grow their business and spread their foothold in Africa. The new company will be known as Kenbright NBC Risk and Financial Services. It will exploit the existing potential of actuarial services on the continent.

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23rd Jan 2013	City Trust	Proparco / DEG	KES 3.6 billion	Financial services	Partial secondary buyout	Two of Europe's largest Development Finance Institutions (DFIs) sold nearly half of their stake in I&M Bank, estimated at KES3.6 billion, ahead of the listing of the lender at the Nairobi bourse. French firm Proparco sold 1.3 million I&M Bank shares worth KES1.8 billion to existing shareholders of the bank while Germany's DEG agreed to sell a similar stake to its fellow investors.
23rd Jan 2013		Ethos Private Equity	USD 800 million	PE	PE fundraising	Ethos Private Equity reached the final close of its latest fund at USD800 million, exceeding its original USD750 million target. The fund attracted commitments from both local and global investors, including pension funds and sovereign wealth funds. Backers include the International Finance Corporation which has committed USD30 million.
22nd Jan 2013	Morgan Stanley / International Finance Corporation (IFC)	Eleni & Associates	USD 5 million	Financial services	PE	Morgan Stanley and the International Finance Corporation (IFC) have partnered on a USD 5 million equity injection into Eleni & Associates, an Ethiopia-based business services company. The company will use the financing to develop commodity exchanges across Africa, using a model it developed for its Ethiopia Commodity Exchange.
22nd Jan 2013	Fanisi Capital	Sophar		Pharmaceutical	PE	Fanisi Capital has invested in Sophar, a pharmaceutical company based in Rwanda. Fanisi backed the company through a hybrid of equity and mezzanine financing. The company's strategy is to grow into a leading pharmaceutical wholesaler across East and Central Africa.
20th Jan 2013	France Telecom	Alcazar Capital		Telecom	PE exit	France Telecom has bought the 11 per cent stake owned by Alcazar Capital, a Dubai based private equity firm, in Telkom Kenya in a deal that has tightened the French multinational's grip on the local operator. The deal means that the French firm now fully owns the 60 per cent stake in Telkom Kenya initially held by an entity known as Orange East Africa, a special purpose vehicle created by France Telecom and Alcazar Capital after jointly acquiring a controlling stake in the Kenyan operator in 2007.
10th Jan 2013	James Finlays	Agrifresh Kenya		Agribusiness	M&A	London-based agribusiness firm James Finlay acquired a Kenyan fruits and vegetables exporting firm after cutting its interests in Kenya's flower sector. The company has bought Agrifresh Kenya, a Mount Kenya-based firm that exports salad vegetables like rocket salad, broccoli, salad onions and peas.
9th Jan 2013	Lamorna Limited	James Finlays		Agribusiness	M&A	UK agro-based firm James Finlays cut back on its Kenya flower business after selling part of the unit to a local company. The firm, which also deals in tea, property and aviation, has sold part of its flower business in Naivasha to Lamorna Limited for an undisclosed fee. Lamorna, which is wholly owned by UK's Swire Group, also has extensive tea interests in Kenya, South Africa, Sri Lanka and China over and above horticulture in these countries.
7th Jan 2013	Voxtra	Western Seed Company	USD 1.4 million	Agribusiness	PE	Voxtra announced a USD 1.4 million investment in Western Seed Company. The investment is structured as a quasi-equity debt instrument. Western Seed Company produces and markets hybrid seed maize to smallholder farmers. With an annual production of about 3,000 tons of seed, it is the largest independent seed company in Kenya.

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