



Burbidge
Capital

ANNUAL EAST AFRICA FINANCIAL REVIEW

2022

Sponsorship Partners



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EDITORIAL NOTE

The Editorial team

EDWARD BURBIDGE | KEVIN KURIA | VIRAJ SHAH

2022 was touted as the year that the world would return to normality after two years of lock downs, supply chain interruptions and a myriad of other challenges globally, and locally. Whilst the year did not live up to this expectation, the East African region, nonetheless, demonstrated significant resilience with Kenya's economy expected to have grown by c. 5.2% (5.1% FY 21), according to the World Bank. Similarly, the economies of Uganda, Rwanda and Tanzania are expected to have achieved above average SSA growth of 3.3% to post 4.6%, +5.0%, and 6%.

The East African private capital markets were particularly strong with the market leapfrogging performance in 2021 to record a total of 129 transactions (up from 99 in 2021), and a total disclosed deal value of c. USD 1,755 million (USD 900.8 million, 2021) from 86 deals that had a disclosed deal value. The overall median deal value also increased by 21% to USD 9.1 million in 2022 from 2020's USD 7.5 million.

Venture Capital investments dominated investment activity accounting for 51% of all private transactions and 40% of the disclosed deal value. Traditional private equity investments declined for the third year in a row and accounted for 20% of all private capital transactions as well as 23% of the total disclosed deal value. DFI investments, however, increased and contributed 11% of private capital transactions and 30% of the total disclosed deal value. Private equity exits also increased to 8 (from 5 in 2021). Notably, M&A activity turned its declining trend around to post 21 transactions, up from 17 a year earlier. A further deepdive on the private capital markets is presented from [page 5](#).

It was a different story in the public capital markets where Higher global interest rates and a stronger US dollar dampened investor interest. The markets pared back gains made in 2021 as foreign investors took on a risk-off approach and pulled out of emerging markets. The NSE 20 index declined by 11.9%, while the NSE 25 and NASI shed points by 16.3% and 23.4%, respectively. The DSEI was the best performing regional index losing only 0.8% in comparison with the Kenyan indices and the ALSIUG's 14.6% drop. Market performance is further detailed on [page 13](#). There was a dearth of transactions in the public markets with our records capturing just one corporate bond issue during the year. We expect that the current status quo will likely be maintained in most of 2023 whilst foreign investor participation remains low but hold a positive outlook for the medium term on account of faster growth in the regional economies as compared with developed markets, which are tipped to fall into recession.



2022 in Numbers:



Deal of the Year*:

Amethis, IFC, DEG and MCB Private Equity's exit from Naivas Supermarkets to Ireland Blythe Limited, from Mauritius, Proparco and DEG.

130 The number of disclosed deals in EA

c. **\$1,767.6M**



The total value of all disclosed corporate deals in EA in USD

c. **\$9.1M** The median size of deals in EA

'A degree of volatility is OK. The market sorts things out eventually.'

~Christine Lagarde

*Voted by I&M Burbidge Capital's Corporate Finance team members individually. Decision by majority votes.

EDITORIAL NOTE

IMBC in 2022

We were pleased to win the EAVCA Financial Advisor Award, as voted by the PE industry, for the third year in a row.



2022 was fraught with a myriad of global macro challenges including the Russia-Ukraine War, higher energy prices, inflation and higher global interest rates, whilst closer to home, a ravaging drought and currency volatility, compounded by hard currency shortages, presented potent challenges to the economy. Far from expectation, the year provided an alternative view that a volatile world is the new normal, particularly with regard to financial markets.

The low cost fund era of the late twenty tens and early this decade is likely behind the world now and this presents an attractive proposition for frontier and emerging economies. Whilst the last decade was termed the lost decade for emerging economies, this decade presents an opportunity for markets such as East Africa to capitalize on demographic dividends, new infrastructure development, internet connectivity and stable political environments to attract capital and drive value, which in turn should not only improve asset values but also lead to positive socio-economic developments.

7 Transactions
We successfully completed 7 transactions for our clients including 2 private equity exits.

The confluence of these factors and our market insight provides us backing for a positive outlook for 2023 across the region with emphasis on regional M&A, and late stage VC in the short term and expectations for increased traditional PE activity and broader M&A focus in the medium to long term. (please see more analysis from [page 27](#)).

The law firm that speaks your language



From cross-border mergers and acquisitions (M&A), venture capital, private and public equity, corporate restructurings to debt offerings, we assist clients through all stages of their transactions to ensure successful deal outcomes.

For more information about our Private Equity and Merger and Acquisitions offering, get in touch with:



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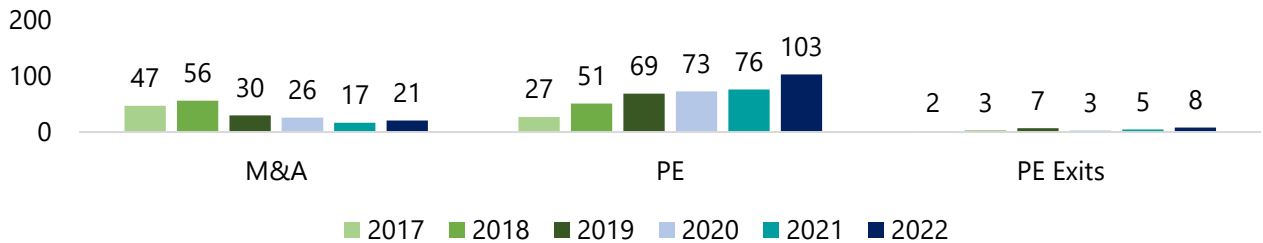


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PRIVATE CAPITAL MARKETS

PRIVATE CAPITAL MARKETS REVIEW

TOTAL NUMBER OF REPORTED M&A and PE* DEALS IN EAST AFRICA: 2017-2022



*PE comprises traditional PE, venture capital and DFI transactions

Source: IMBC Analysis

Overview

2022 was heralded as the year of return to normalcy, following sluggish recovery from the Covid-19 pandemic in East Africa. True to their resilient form, and despite a torrent of major global and local challenges, the capital markets in the region rebounded strongly, building on slow growth in 2021. Private capital markets drove activity to match and even surpass pre-covid levels of performance. A majority of this growth was driven by the continued meteoric rise in venture capital investment in East Africa, which more than made up for the slight decline in traditional growth private equity investment activity. 2022 also saw a record number of private equity exits, as portfolios continued to mature and assets overcame the profitability challenges presented by the effects of the pandemic.

Notably, the region also recorded a resurgence in M&A activity which was largely driven by local regional buyers who accounted for 67% of all M&A deals. Public capital markets remained subdued in 2022 as global capital took on a "risk-off", approach detrimental to equities and emerging market bourses.

Private Equity, DFI and Venture Capital Activity

Overall private equity investment activity was robust in 2022. There were a total of 103 private equity investment transactions (a 35% increase from the 76 transactions recorded in 2021), including VC and DFI led deals, with a disclosed value of USD 1.66 billion (103% increase over 2021), from 78 transactions that had a disclosed deal value, and a median deal value of USD 20.5 million (470% increase over FY 2021).

Venture Capital

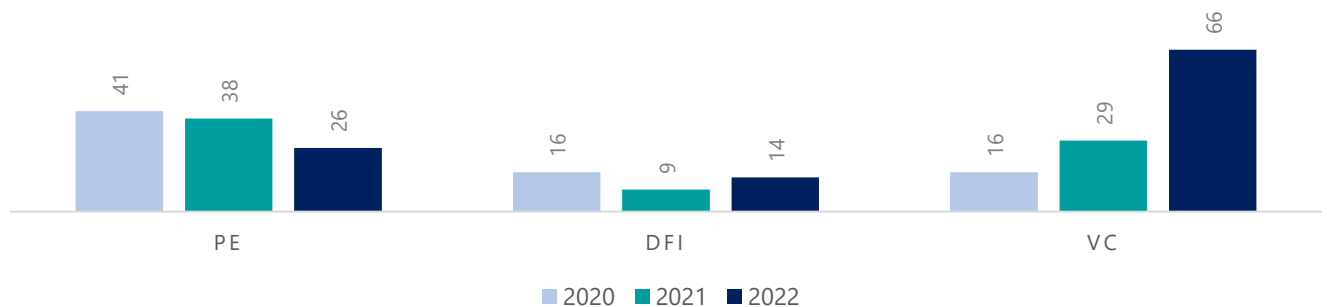
A closer look at the data reveals that VC transactions dominated investment activity with 66 transactions (100% increase over 2021) which had a total disclosed deal value of USD 713.1 million (up 1167% from 2021). This in contrast to global VC trends where investments into more developed markets declined but in line with VC activity in the rest of the continent where funding jumped 35% YoY to reach USD 3.1 billion across 570 deals, according to data from *CB Insights*. The median deal value for VC transactions also increased by 117% to USD 5.0 million indicating an increased focus on slightly later stage businesses, and to a smaller extent, an increasing sophistication of earlier stage businesses raising larger early rounds.

Key Statistics

Overall No. of PE Deals	103
Overall PE Deal Value (USD m)	1,657
Median Overall PE Deal Value (USD m)	8
Top Sector by Deal Volume	ICT
Total PE Exits	8
Total PE Exits Value (USD m)	87
Number of M&A Deals	21
M&A Deal Value (USD m)	121
Median M&A Deal Value (USD m)	10

PRIVATE CAPITAL MARKETS REVIEW

PRIVATE EQUITY INVESTMENTS BREAKDOWN: 2020 - 2022



Source: IMBC Analysis

Traditional Private Equity Investments

There were 26 traditional private equity deals, down from the 38 recorded in 2021 and 41 deals recorded in 2020. The total disclosed deal value also declined by 4% to USD 417.7 million. The median deal value was, however, up by 14% to USD 26.1 million. We believe this decline in performance is attributable to a more challenging fundraising environment. According to data from the AVCA, funds raised in 2020 and 2021 for Africa focused PE funds, which totaled USD 5.5 billion, were significantly less than the USD 6.7 billion raised in the prior 2 years and the expectation was for a more challenging fundraising season in 2022. Higher returns from developed markets in the years prior to 2022, and the subsequent flight to safety in 2022 as a result of heightened global geopolitical risk, and higher global interest rates together have made it more challenging to raise funds and led to longer fundraising periods. The impact has been hard hitting particularly for first time fund managers and funds that are yet to demonstrate realized value from exits. At the same time, there has been an increased focus by legacy fund managers on subsequent funds with a larger corpus which target larger ticket deals (as demonstrated by the higher median deal value) which by nature are more complex and take longer to complete.

Private Equity Exits

In a markedly positive development, the market recorded a 60% increase in private equity exits to 8 in 2022. Anecdotal evidence from our market insight suggests that this number is higher with at least 3 undisclosed additional exits, most of these having been completed to the original promoters in management buyouts. Strategic sale remained the dominant exit route, accounting for 7 of the 8 transactions. Notably, 4 of these were either local or African strategics; which provides an indication of the increased appetite by African businesses, beyond the financial services sector, for inorganic growth. This is further witnessed in the M&A activity data.

DFI Investments

There were 14 DFI led transactions (up from 9 in 2021) with a total disclosed deal value of USD 525.9 million and a median deal value of USD 40 million. We note an increase in direct asset investments by DFIs as well as an increase in the number of DFIs with a physical presence in Nairobi.

Notable PE & VC transactions recorded during the year include Leapfrog's USD 70 million investment in Sun King, AfricInvest's acquisition of Actis' stake in AutoXpress, and Wasoko's (formerly Sokowatch) USD 125 million series B capital raise led by Tiger Global and Avenir Growth Capital. Highlighted exits included Ascent Capital's exit from International Clinical Laboratories in Ethiopia and Amethis' exit from Naivas to IBL following a c. 3-year investment period. The Amethis exit was IMBC's deal of the year.

Sectoral & Country Analysis

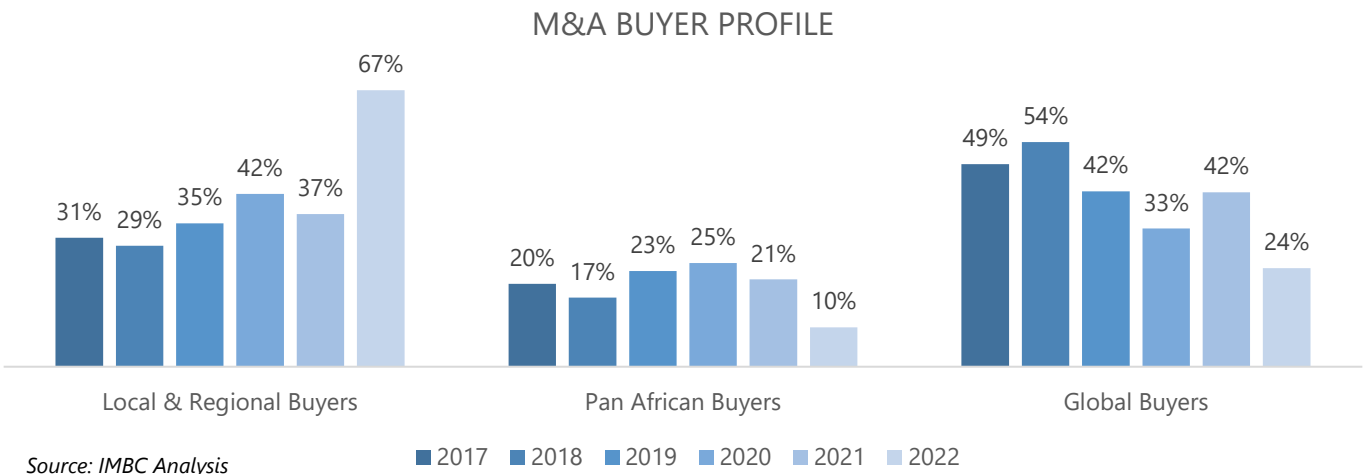
The ICT and financial services sectors recorded the highest number of transactions in East Africa with 49 and 23 disclosed deals, respectively. As was the case in the last two years, Agri-businesses recorded the third highest number of transactions – with 10 disclosed deals. Kenya took the lion's share of deals with 97 transactions whilst Uganda was a distant second with 21 deals. Tanzania, Rwanda and Ethiopia followed with 6, 5 and 3 entries, respectively.

PRIVATE CAPITAL MARKETS REVIEW

Trade Player M&A Activity

M&A activity showed a welcome resurgence in 2022 recording 22 transactions (up 24% over 2021) with a total disclosed deal value of c. USD 121 million (up 700% over 2021). We believe the increase in activity is primarily attributable to higher appetite for inorganic growth from regional businesses with 67% of all deals having been completed to this type of buyer, up from 31% in 2017. Additionally, the negative economic impact of the Covid-19 pandemic created ideal conditions for consolidations within several sectors, such as the manufacturing sector. At the same time, the share of global M&A buyers has fallen to 24% from 49% in 2017. We posit that this trend is driven by a host of economic & governance shocks in the region between 2016 and 2022 as well as in keeping with the general trend of onshoring driven by higher growth in developed markets before 2022, and a general trend towards deglobalisation.

The financial services sector had the highest number of M&A transactions with 5, followed by the manufacturing sector with 4 deals and the ICT sector with 3 deals. Kenya and Tanzania recorded the only M&A entries in the region with 20 and 2 deals, respectively.



PRIVATE CAPITAL MARKETS OUTLOOK

Private Equity

We expect that overall PE activity will be robust in 2023, principally driven by venture capital investment, increasing DFI participation in the market, and private equity exits. The increasing number of exits, and expected stability in the foreign currency markets, following a tumultuous 2022, is likely to accelerate fundraising efforts for traditional PE fund managers and result in higher activity later in the year. We expect that equity tickets will coalesce around the mid cap segment and to see additional secondary capital transactions between funds. We remain bullish on private equity activity for the decade and believe the next 3 years are ideal for investment for several reasons:

1. **Favourable Political Environment** - Most of the region's economies have at least 3 years before their next election year which presents a fertile period of political stability across the region. Furthermore, in Kenya, the government is reducing market interventionist policies and encouraging free market dynamics whilst in Tanzania, the administration is increasingly enacting favourable policies for foreign investment. The addition of the DRC presents a new market for regional businesses and the development of the oil pipeline in Uganda is expected to be a significant driver of growth. We also note the implementation of a peace deal in Ethiopia which should enable the government to refocus its efforts on the established plan to open up the economy to further foreign investment.
2. **Global Growth Dynamics** – Many developed economies are expected to tip into a recession in 2023 or 2024, with another long and slow recovery process expected, particularly as Europe reorganizes its energy supply mix. As such, we expect that in the next decade, there will be a strong resurgence in trade player interest in SSA investments. East Africa is well poised to take advantage of this interest, presenting a diversified consumer market and following significant infrastructural investment in the last 5 years across all countries in the region.
3. **Demographic and Infrastructure Dividends** – it is expected that nearly a quarter of the world's population will be living in Africa by 2050 with half being less than 25 years old. This is expected to pay significant dividends in regions such as East Africa which enjoy high levels of literacy and high levels of internet connection and usage. Additionally, the region stands out for its energy mix which for Kenya is 89% renewable, according to the energy regulator.

Whilst Africa seems to have missed the downturn in global VC investment, we expect that the focus of most VC investors will shift to ventures that are either profitable or have a viable path to profitability. This may result in longer fundraising cycles in the space and as a result, slower growth in activity.

Risks to be vigilant on include the impact of a higher debt burden in the region, inflation, and the impact of the ongoing drought on the agriculture sector and general food security in the region. We also expect to see an increasing focus on recapitalization, particularly as businesses have weathered multiple shocks in the last 3 years and with an increased focus on thin capitalization.

M&A

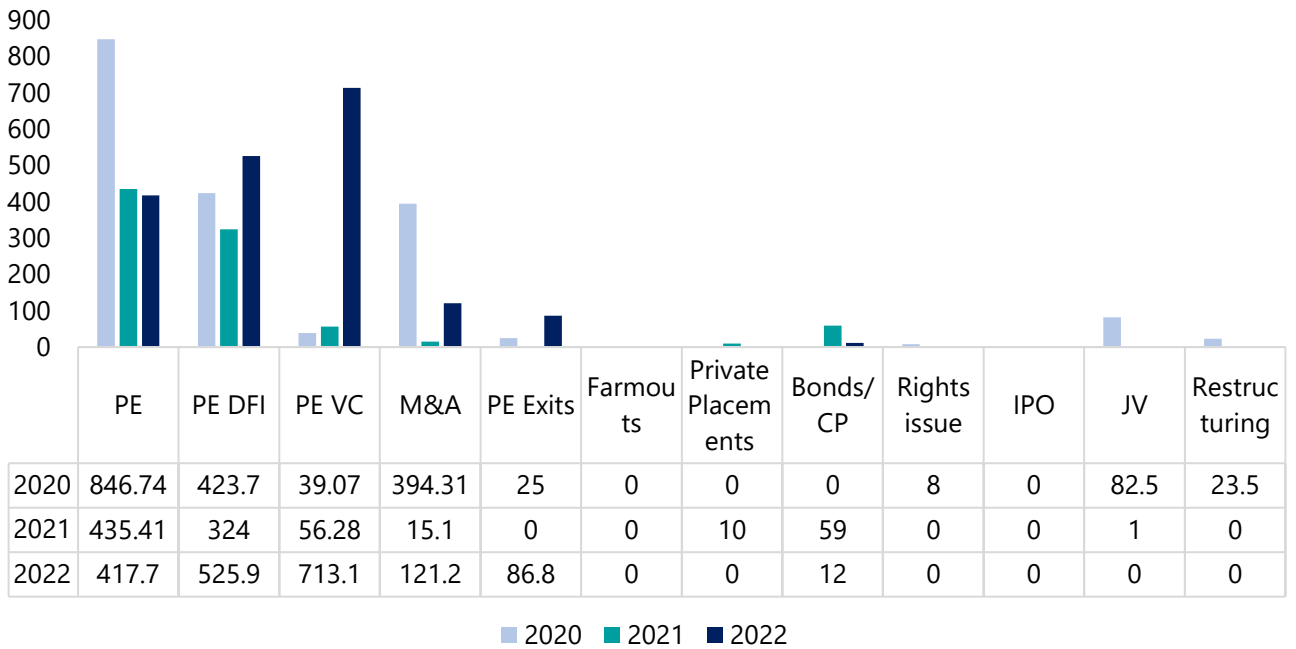
We expect that the increase in M&A activity will be maintained with consolidation expected across several industries including, without limitation, financial services, hospitality, education, and FMCG. Other industries to watch out for are those with a high degree of competition but with limited market growth such as printing and packaging. Regional buyers are likely to maintain their dominant position and, from our market insight, we expect they will start to explore esoteric financing options for acquisitions including mezzanine capital. We are also optimistic for increased interest from the rest of the continent as growth in both Southern Africa and West Africa falters.

Notably, the introduction of more stringent profitability related hurdles in VC investments is likely to drive M&A transactions within the space as stronger competitors with better fundraising prospects snap up their peers. We already expect several pan African blockbuster acquisitions to take place in the payments segment and within e-commerce.

Sector-wise, we are also keen on the manufacturing sector as a driver for M&A activity. We draw optimism from our own pipeline and the impact of transaction facilitation programs such as *Manufacturing Africa*, which is sponsored by the Foreign Commonwealth Development Office of the UK Government, among others.

DEAL STATISTICS I

Disclosed Deal Values: 2020 - 2022 (USD Millions)



Source: Thomson Reuters and IMBC Analysis

Global expertise

Local knowledge

Enriching the lives of our people and of those we serve through our entrepreneurial and innovative global brand

Kenya • Uganda • Tanzania • Rwanda

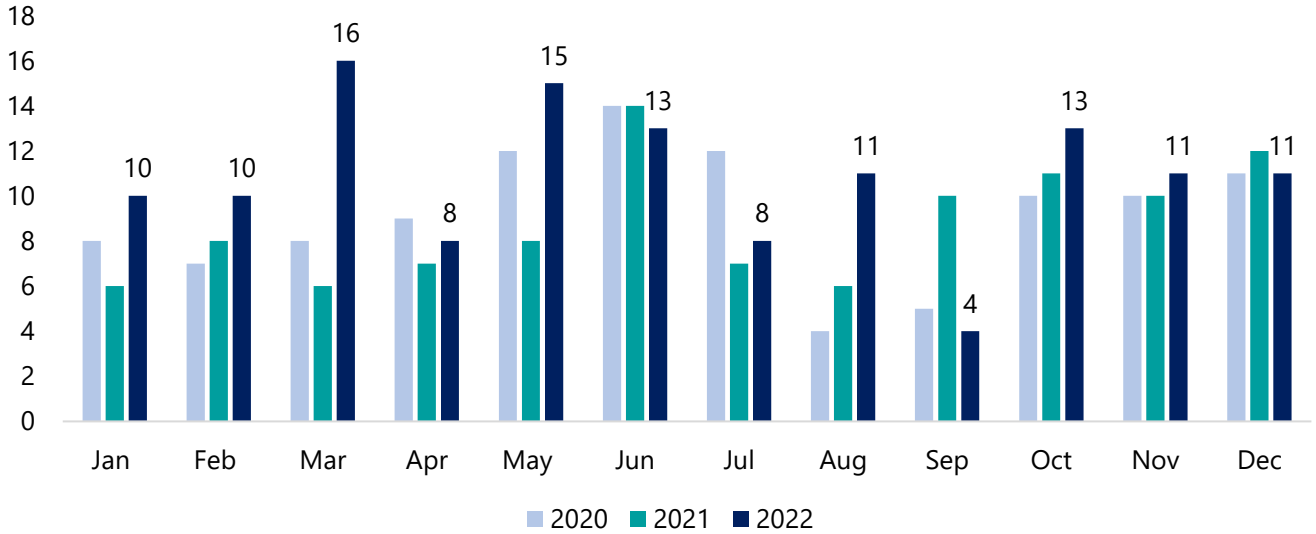


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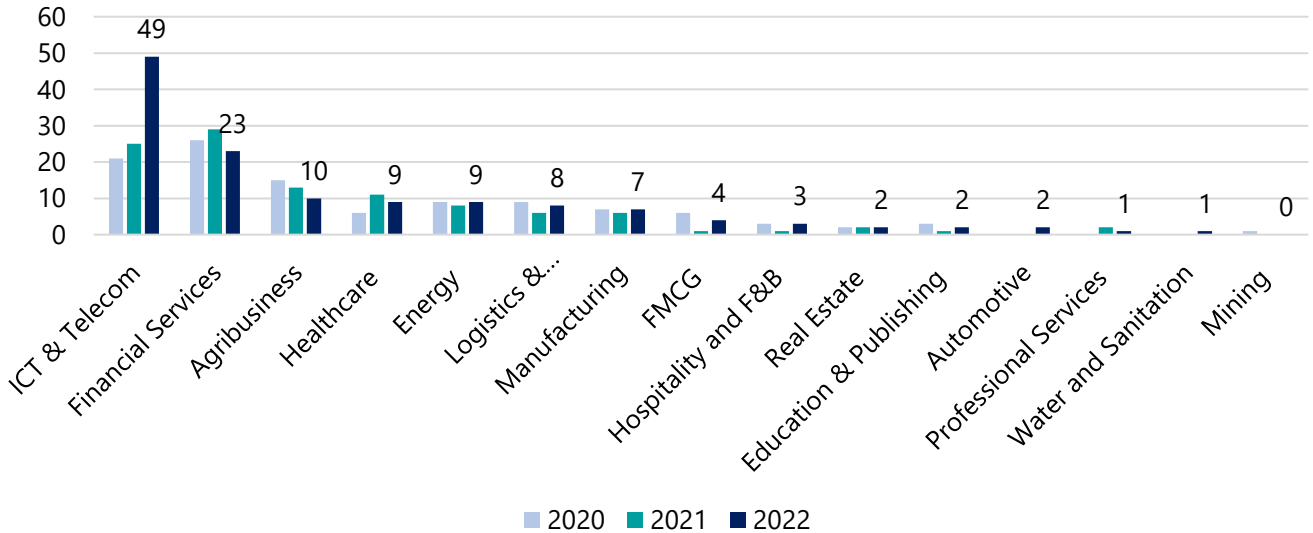
DEAL STATISTICS II

NUMBER OF DEALS PER MONTH: 2020 - 2022



Source: Thomson Reuters and IMBC Analysis

NUMBER OF DEALS PER SECTOR: 2020 - 2022



Source: Thomson Reuters and IMBC Analysis

DEAL STATISTICS III



Ethiopia	2022	2021
No. of Deals	3	4
Disclosed Deal Values (USD Mn)	174.0	5.0

Most Active Sector

ICT Healthcare

Kenya	2022	2021
No. of Deals	97	76
Disclosed Deal Values (USD Mn)	1,350.5	820.4

Most Active Sector

ICT FS



Uganda	2022	2021
No. of Deals	21	15
Disclosed Deal Values (USD Mn)	175.0	68.0

Most Active Sector

ICT FS



Rwanda	2022	2021
No. of Deals	5	9
Disclosed Deal Values (USD Mn)	15.8	7.5

Most Active Sector

Agri FS, Health, ICT

Tanzania	2022	2021
No. of Deals	6	1
Disclosed Deal Values (USD Mn)	131.3	-

Most Active Sector

FS FS

Source: Thomson Reuters and IMBC Analysis

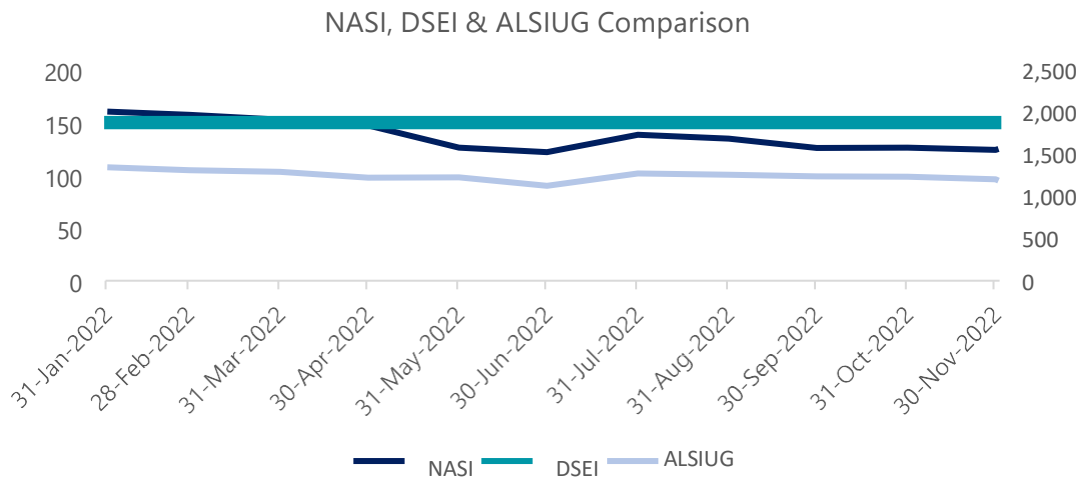
FS = Financial Services



2

PUBLIC MARKETS

EQUITIES MARKETS COMMENTARY



Source: Thomson Reuters

Performance of the Nairobi Securities Exchange

- The market pared back all the gains made in 2021, with less than stellar performance in 2022. All 3 Nairobi bourse indices (NSE 20, NSE 25 & NASI) were down 11.9%, 16.3% and 23.4%, respectively during the year. Performance fell most sharply Q2 following the breakout of the Russia-Ukraine war and the resulting macro challenges, as investors turned to profit taking and reduced exposure to equities in the lead up to the election cycle, and global macro headwinds.
- Turnover declined 37.92% during the year to close at USD 0.75 billion from USD 1.21 billion in 2021. Foreign investor flows in 2022 recorded significant out flows from the market of USD 197.9 million compared to USD 90.6 million the previous year.
- At the individual stock level, Car & General (K) and NCBA Bank were the top gainers in 2022 recording a positive growth by 179.5% and 56.2% respectively. Centum and NBV were the top losers recording 40.7%, and 37.8% in losses during the year.

Key Market Developments

- Key market developments in 2022 included the following:
 - Increase in private sector credit growth from 13.3% in October 2022 from 8.6% in December 2021.
- Kenya's currency fell the most in 7 years and its benchmark stock index became Africa's worst performer in 2022 after Russia's war in Ukraine raised import costs and fueled inflation.

Source: I&M Capital

Regional Markets Performance

- The performance of African stock markets has recently been weighed down by a reduced appetite for emerging markets after a jump in interest rates in the developed markets such as the US, which are battling high inflation which has forced their central banks to adjust rates upwards.
- This flight of capital to the US- market – where inflation was at a 40-year high of 8.6% - and other developed nations has triggered steep price falls of African blue chip firms listed that are a favourite of foreign investors.

KEY MARKET STATISTICS

Key Africa and Global Equity Indices Performance

Equity Index	December 2022	2022		December 2021	% change
		Year High	Year Low		
NSE 20	1,676.10	1,919.21	1,563.68	1,902.57	-11.90%
NSE 25	3,133.64	3,773.17	2,752.62	3,743.90	-16.30%
NSE ALL SHARE	127.47	168.83	116.88	166.46	-23.42%
DSEI(TZ)	1,882.09	1,961.09	1,697.65	1,896.71	-0.77%
ALSIUG	1,212.58	1,609.27	0.09	1,420.69	-14.65%
NGSEINDEX	51,711.31	54,290.84	43,393.20	42,716.44	21.06%
EGX 30	15,528.10	16,274.94	8,599.05	11,949.18	29.95%
JALSH(SA)	73,048.57	79,127.77	62,193.93	73,709.39	-0.90%
NYSE	15,749.09	17,259.02	13,466.98	17,164.13	-8.24%
FTSE 100	7,699.49	7,786.54	6,707.62	7,384.54	4.26%
S&P 500	3,969.61	4,748.83	3,491.58	4,766.18	-16.71%

Source: Thomson Reuters

Central Bank Rates

Country/Region	Dec 2022	Dec 2021	Ch. y/y
Central Bank of Kenya (Kenya)	8.75%	7.00%	1.75
Bank of Uganda (Uganda)	10.00%	6.50%	3.50
Bank of Tanzania (Tanzania)	7.00%	7.00%	0.00
South African Reserve Bank (RSA)	7.00%	3.75%	3.25
Central Bank of Nigeria (Nigeria)	16.50%	11.50%	5.00
Central Bank of Egypt (Egypt)	16.25%	8.25%	8.00
Bank of England (UK)	3.50%	0.25%	3.25
Federal Reserve Bank (USA)	4.50%	0.25%	4.25
European Central Bank (EU)	2.50%	0.00%	2.50

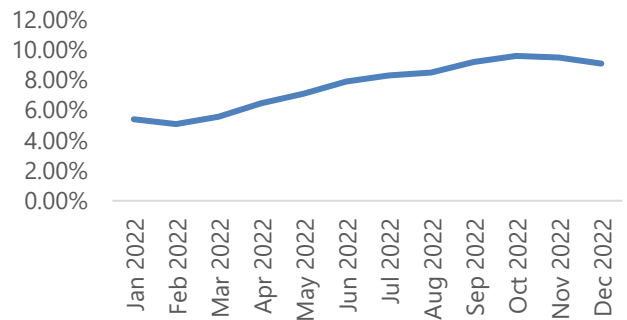
Source: Thomson Reuters

Key Africa and Global Currency Performance

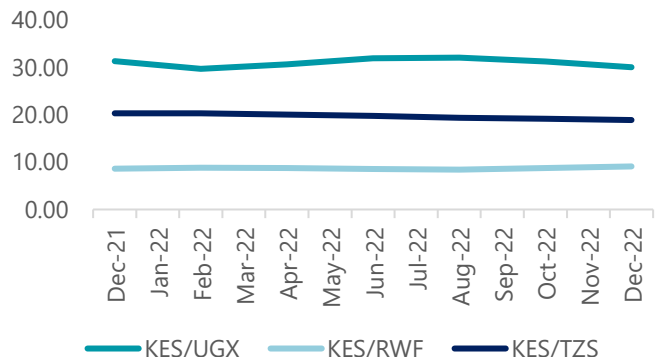
Currency	Dec 2022	Dec 2021	% Ch. y/y
USD/KES	123.30	112.15	9.94%
USD/TZS	2,327.00	2,305.99	0.91%
USD/UGX	3,691.00	3,545.72	4.09%
USD/RWF	1056.82	1037.36	1.88%
USD/ETB	53.34	49.15	8.52%
USD/ZAR	17.00	15.95	6.58%
USD/NGN	447.58	411.95	8.64%
USD/EGP	24.74	15.71	57.48%
GBP/USD	1.21	1.35	-10.37%
EUR/USD	1.07	1.13	-5.31%

Source: Thomson Reuters

Kenya Monthly Inflation Rate 2022



KES vs. TZS, UGX, RWF



Source: Thomson Reuters



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3

INDUSTRY INSIGHT

Interview with Audrey Maignan

Regional Head for East Africa - PROPARCO

Interview with Audrey Maignan

Regional Head for East Africa - PROPARCO



Half French and half German, Audrey Maignan was appointed Proparco's new Regional Head for East Africa in September 2022. She previously served as Regional Head in Central Africa and has a diverse investment banking and development finance background, having worked at Lazard, BlackRock, the World Bank and Barclays in the past.

She joined the AFD Group in 2017 as an Investment Officer in charge of monitoring and supervising transactions with financial institutions in Cameroon, Guinea, Indonesia and Jordan. She holds a Master in Management and Finance from ESCP Business School in Paris and is CFA Charterholder.

Congratulations on your recent appointment as the Regional Head for East Africa. What are some of your key objectives in your new role and what has come across as a challenge in settling into the role, if any?

Thank you! Very happy to settle into this new passionate role. As Proparco's Regional Head for East Africa, my goal is to ensure, together with a team of 7 bright colleagues from diverse backgrounds, the development of Proparco's activity in the region, identify new projects to finance in accordance with Proparco's mandate and strengthen existing client relationships.

As the French private development Bank, and subsidiary of the French Development Agency, Proparco provides funding (loans, guarantees, equity) and support to both businesses and financial institutions in Africa, Asia, Latin America and the Middle-East, with 50% of our activity on the African continent.

Over the past 10 years, Proparco has financed over \$1.6bn of projects in East Africa (\$1bn in Kenya only) in key development sectors: infrastructure, mainly for renewable energies, agribusiness, financial institutions, health and education. We aim to strengthen the contribution of private players - from start ups to SMEs & big corporate clients - to the achievement of the Sustainable Development Goals (SDGs) adopted by the international community in 2015.

Last but not least, I also represent Proparco with French and local/regional authorities and towards our various partners locally.

2022 brought different challenges to investors globally. Despite the positive economic recovery from the Coronavirus pandemic – we have witnessed political instability due to the Russia-Ukraine war, the rapid increase in inflation levels globally and the consequent rise in interest rates as Central Banks attempt to contain inflation. Given that Proparco invests across equity and debt structures, have these external factors influenced investment decisions and preferred investment structures, while also considering the social and development impact ?

Indeed. First with the covid crisis and now with the Russia-Ukraine war, the world is experiencing a broad-based slowdown, with inflation higher than seen in several decades. The cost-of-living crisis, tightening financial conditions and currency depreciation in many regions all weigh heavily on economic growth. Rising food and energy prices are impacting East Africa's most vulnerable, and public debt and inflation are at levels not seen in decades.

In this regard, some of our clients are currently facing (i) higher production costs driven by imported inflation, (ii) higher working capital needs, due to major supply chain disruptions hampering their production capacity, (iii) slowdown in capex plans as their first priority is to navigate their business through the current situation before expanding it further, (iv) higher funding costs due to worldwide rising interest rates.

Interview with Audrey Maignan

Regional Head for East Africa - PROPARCO

As a development bank, our countercyclical role becomes key. For existing clients, we offer (i) loan restructuring to provide them with additional liquidity buffer to face headwinds, (ii) strengthened dialogue to better understand their challenges and find solutions together to reduce the negative impact of the crisis on their day-to-day business.

For new projects under study, we pay thorough attention on capacity of business to (i) diversify sources of inputs & raw material, (ii) channel cost increase into final sales price.

The consequences of the Russia-Ukraine war on raw material price increase and supply capacity of countries highly dependent on imports, and more generally on world food security, led the President of the French Republic to announce the launch of the Food and Agriculture Resilience Mission (FARM) on the occasion of the 2022 G7 Summit. In order to respond to the challenge of food security in Africa, Proparco will deploy additional financing, investment and support for private players active in the African agricultural sector. This initiative will target all players in the value chain, from startups to mature agribusiness champions.

Regarding startups, Proparco would invest directly in equity through its venture capital activity and indirectly through investment funds in startups developing digital solutions for agriculture in Africa.

Proparco will also support agricultural SMEs by providing funding or credit risk sharing guarantees to banks and microfinance institutions lending directly to SMEs, as well as technical assistance on how to foster adequate financing schemes towards the agricultural sector.

Last but not least, Proparco will actively support big companies active in the agricultural space looking to move up or down the vertical integration value chain so as to reduce their dependency on food imports and address food security in Africa.

Proparco is one of the leading DFIs into both direct portfolio investments and private equity fund investments in East Africa. What is the strategy for investments in 2023 for Proparco in the region? Are investments expected to continue between the two lines or does focus now shift more towards either one of the opportunities in the coming year?

Proparco's equity activity has increased by more than 5x since 2013, with annual volumes exceeding \$300m in 2022. This is faster than Proparco's overall growth and reflects our view of the added value of the asset class. The impetus around equity will continue going forward, with annual investments planned to grow by a further 50% over the next three years.

Half of our portfolio worldwide is in Africa and Nairobi is Proparco's largest equity hub (covering East Africa). Proparco makes both direct and fund investments – in PE and VC – with ticket sizes ranging from \$500k to more than \$40m. Direct investments are a priority – representing two thirds of our African portfolio today. Through direct investments, Proparco can bring the most value to our investees, namely an institutional signature on the cap table, networks of professional and deal contacts, a driver of formalisation, a political risk hedge, industry expertise, business/M&A opportunities, etc. Through fund investments, Proparco aims to support the emergence of the PE and VC asset class in Africa, by providing long-term resources to private fund managers. Fund investments are also a means to deploy more capital and to reach companies that we cannot fund ourselves.

What are the key sectors you think will provide attractive investment opportunities in 2023 and how do these sectors align with the overall investment criteria for Proparco?

Proparco definitely plans to push financing towards agribusiness and food security in line with FARM strategy.

Climate related and energy efficiency financing is also a promising avenue, as adaptation to climate change grows big (COP 27 discussions) and more and more companies understand they have to tackle this issue urgently to optimize their cost structure and long term survival. Needless to say that we like to finance climate friendly projects with a strong developmental impact towards reduction of inequalities.

Interview with Audrey Maignan

Regional Head for East Africa - PROPARCO

On the equity side, we will continue to focus on climate investments, healthcare (including clinics, diagnostics and pharma) and FMCGs addressing fundamental demand in the region.

Last but not least, energy and infrastructure PPPs in the medium run, as global increase in energy prices and supply chain bottlenecks call for

- Closer regional trade integration through wider infrastructure network
- Diversifying energy sources (renewable energies) to depend less on oil & gas prices,
- Room for public spending shrunk with higher public indebtedness - resulting from emergency health measures during covid times – that leaves PPPs as an interesting route to finance such sectors

There has been debate around the suitability of the 5 to 7 year holding period for assets in developing economies. Given that 2022 has witnessed a significant increase in private equity exits from previous years, do you believe that investors are now aligned towards an exit model in the region and that the number of exits will continue to grow in the coming years?

Each of our investments is structured with a credible pathway to liquidity. Recently, there has been a lot of M&A activity from global strategic players across Africa, as demonstrated by our recent sale of shares in KEG Holdings to AP Moller and in Daystar to Shell. As a DFI, Proparco is able to do buy outs and will continue to support the emergence of a secondary market in Africa – such as through our recent acquisition of Naivas from Amethis alongside Mauritian conglomerate IBL. We also make SME investments – for instance, Diani Beach Hospital in Kenya, alongside Ascent Capital, which we intend to bring to size and which will be a credible candidate for an exit to a PE player.

If you could pick one thing you would most want to achieve from your tenure with Proparco in East Africa, what would it be?

Have clients see us both as financial partner offering long term financing/investment to support their expansion plans, and as extra financial trustworthy and long term partner, actively helping them develop their business by

- Leveraging our client network throughout and beyond Africa to share knowledge and shape fruitful partnerships in their industries, for instance for product mix diversification or supplier-client relationships
- Leveraging our local footprint in Africa when they plan to diversify their business geographically. Our mother company, the French Development Agency, has local presence and strong ties with governments in nearly all African countries, which we can jointly benefit from
- Leveraging our technical expertise in climate friendly projects, energy efficiency, and governance. Those are key factors in building a sustainable business and uplifting performance in the long run, and are at the heart of our development bank's DNA

What has been your favourite memory about the move and living in Nairobi in general? So far, what is your favourite restaurant in Nairobi?

Favourable memory/Striking impression: incredibly interesting and warm people, both Kenyans and international crowd, with a high intellectual caliber + impressive and sophisticated businesses that Proparco is very proud to partner with every day.

La Villa: very atmospheric evening scenery and... I love their pasta al tartufo!



4

PKF KENYA LLP

Data Protection Act – Are you Compliant?

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Data Protection Act – Are you Compliant?



Hezekiah Kamau, CISA
 Director – IT Risk Advisory
 & Analytics
 PKF Kenya LLP

The Kenya Data Protection Act, 2019 has been in effect since 25 November 2019. The Act seeks to regulate the processing of 'personal' data, provide for the rights of data 'subjects' and stipulate the obligations of data 'controllers' and data 'processors' amongst other provisions.

All entities, including individuals that process personal data are required to register with the Office of Data Protection Commissioner (ODPC), subject to the various thresholds in place. The registration is carried out in accordance with the provisions of The Data Protection (Registration of Data Controllers and Data Processors) Regulations, 2021. The registration of data processors is just one part of the compliance processes required. As expected, penalties, both financial and non-financial, are in place for non-compliance.

In summary, when processing personal data, a data processor must ensure:

- a) The right to privacy is guaranteed at all time and in all cases;
- b) The processing of personal data is lawful, fair and transparent – need for a legal basis to collect data and ensuring the data subjects are informed of the purpose of data collection;
- c) Personal data is processed for a specified, explicit and legitimate purpose;
- d) The processing activities are compliant with all existing legislation;
- e) Personal data processed is adequate, relevant and limited to the purpose it is collected for;
- f) Processed personal data is accurate and up to date;
- g) The storage period (in a form that can permit identification of data subject) is limited to a strict minimum;

- h) Personal data is protected against unauthorised or unlawful processing, loss or damage; and
- i) Personal data is not transferred outside Kenya unless there is proof of adequate safeguards or consent from the data subject.

Key provisions beyond registration and processing personal data in accordance with these principles include ensuring the rights guaranteed to the data subjects are respected, ensuring data processors are managed and can only process personal data based on given instructions, data breach management and ensuring risks arising from processing activities are mitigated (if those risks, if not taken care of, could impact on the rights and freedoms of the data subject).

Based on our experience, the key challenges faced by entities while gearing for compliance are mainly related to the transfer of data outside Kenya, dealing with consent requirements from data subjects, ensuring service level agreements with various service providers are compliant with legislative requirements, managing data processors especially those who provide platforms to use in processing personal data and undertaking a Data Protection Impact Assessment.

Cloud computing is common today and as a result, part of an entity's infrastructure resides outside Kenya – this constitutes data transfer outside of Kenya. Most of the cloud computing service providers have their infrastructure in several geographical locations meaning that personal data processed in Kenya could be stored in several locations outside the country. Service providers have 'standard' agreements in place which have inherent limitations when it comes to complying with the Kenyan legislation. We have seen that entities are finding it a challenge to engage with such service providers when it comes to customization of standard agreements.

The legislation came into place at a point when entities were already processing personal data including monetizing the data in their possession. This has forced many entities to relook at their strategies e.g. direct marketing can no longer be done without the consent of the data subject and the need of having in opt-out functionality – this means that investment in the right technology is important so as to comply with the legislative requirements.

Data Protection Act – Are you Compliant?

Entities are required to undertake a Data Protection Impact Assessment (DPIA) in circumstances where processing activities could result to risks that would impact on the freedom and rights of the data subject. The legislation, however, does not give much clarity of the processing activities which could fall under this category and some guidelines have been provided, although these are not exhaustive. Consequently, while it is a requirement to undertake a DPIA, the determination of the processing activities is left to the data handlers' judgement which can leave entities exposed.

These challenges can be overcome with the right expertise and consultation on data protection compliance. Hezekiah heads the IT Risk Advisory & Analytics team at PKF Kenya LLP. For any queries, please do reach out to the author on hndungu@ke.pkfea.com



5

DLA PIPER AFRICA, KENYA (IKM ADVOCATES)

**Why Resignation should not be a last resort
for directors of companies in financial distress**

Why Resignation should not be a last resort for directors of companies in financial distress



David Lekera

Partner

DLA Piper Africa (IKM
Advocates)

When a company is facing financial difficulty, one of the instinctive actions often taken by directors is to resign from their position. They do this in a bid to distance themselves from the failures of the company due to reputational damage and personal liability that may attach.

Their concern is not unfounded as the law sets out quite a high standard on directors' duty of care. Generally, the duties of directors (whether under statute or common law) are designed to ensure that a director acts in the best interests of the company. This forms the bedrock of all other duties of directors. A director is under a duty to act in the way in which the director considers, in good faith, would promote the success of the company for the benefit of its members as a whole.

However, once a director forms the view that the company is insolvent or likely to become insolvent, then a director has a duty to act primarily in the interests of the company's creditors. Where a director allows a company to continue trading or to incur liabilities at a time when he knows, or ought to have known by virtue of his position, that there is no reasonable prospect of the company avoiding insolvency, such director could incur personal liability for the losses sustained by the company's creditors. A director is expected to have knowledge of the company's financial affairs. Accordingly, it is no defence for a director to say that he relied entirely on the finance director or other manager to draw financial matters to his attention.

Similarly, a director may be held liable for fraudulent trading if it is proved that he was involved in or was party to any business of the company that was carried with the intention to defraud creditors or for any fraudulent purpose. It is expected that this sanction applies where there is actual dishonesty.

To compound matters, directors who are found guilty of any misconduct in relation to a company may also be disqualified by the court from acting as directors or from being involved in the promotion, formation or management of any company for a period of up to 15 years.

Strictly speaking however, running away from directorship when a company is on the brink of insolvency does not automatically absolve a director from personal liability. To the contrary, it may leave the director worse off if by the act of resigning, the director is deemed to have abdicated his duty to act in the best interests of the company and its creditors.

If the company goes into insolvent liquidation, the liquidator may investigate the circumstances in which the company became insolvent including the conduct of directors (whether or not such directors have resigned) and the decisions they took in handling the company's affairs. Such liquidator may, if he is of the opinion that a director allowed the company to continue trading when there is no reasonable prospect that it will avoid going into insolvent liquidation, seek an order from court requiring the concerned director to contribute to the company's assets for the benefit of creditors.

It is important to note that a director will not be liable for wrongful trading simply because the company is trading whilst insolvent, but rather, the main strand of the test is whether a director knew or ought to have concluded that there was no reasonable prospect of avoiding insolvent liquidation.

In addition, the law empowers the court to grant relief to a director in any proceedings for negligence, default, breach of duty or breach of trust, if it is demonstrated to the court that (i) the director is or may be liable but acted honestly and reasonably and (ii) having regard to all the circumstances of the case (including those connected with the appointment of the person) the person ought fairly to be excused.

Therefore, instead of resigning, directors of a company in dire financial difficulties may consider taking other steps aimed at improving the prospects of the company avoiding insolvent liquidation. If a director takes reasonable steps towards this goal, he may be able to minimise the risk of personal liability should the company fail to recover despite such steps.

Why Resignation should not be a last resort for directors of companies in financial distress

Steps that may be explored by directors (in lieu of the strong instinctive temptation to resign) include (i) sourcing additional working capital (ii) negotiating with its creditors with a view to restructuring outstanding payment obligations (including deferment) to give the company some breathing space (iii) holding frequent board meetings to review the company's financial position (and to react quickly to any worsening changes in the company's financial position) until the company stabilizes and proper minuting of meetings held, noting any resolutions passed and the basis for the resolutions. Such minutes should include a detailed explanation and reasoning of the rationale to allow the company to continue trading and the adopted strategy to minimise potential loss to creditors.

Directors can also seek professional advice when it comes to the significant decisions to be taken by the company.

Importantly, the directors should not let the company incur any new substantial liabilities unless it is clear how such liabilities will be settled. It would, for instance, be inappropriate for a company on the verge of insolvency to declare and pay dividends to shareholders, including payment of dividends in specie through distribution of the company's assets to shareholders. Equally, payments to connected creditors ahead of other creditors within two years leading to insolvency or other actions taken that would disadvantage some creditors, can be set aside by court on application by an insolvency officeholder. As an exception to the rule however, a company in financial distress may be allowed to incur liabilities if the board considers that such liabilities are essential and in the best interests of the company and its creditors, particularly if the new monies will help turn around the company.

A director cannot simply avoid the issue of wrongful trading by resigning from office. Directors' resignation is therefore not always the only option, or even the best option and, accordingly, should be considered as a last resort. A delicate balance should be maintained between directors' interests and those of the company and its creditors. Where resignation is inevitable, the resigning director should clearly articulate his reasons for resigning in his resignation letter to the board, ensuring that the resignation is the least disruptive it can be in the circumstances so as not to further escalate the company's precarious standing.

David Lekera is the Partner and Head of the Corporate Practice at IKM. Beatrice Nyabira is the Partner and Head of the Projects, Energy & Restructuring Practice at IKM Advocates and Christine Murangi is a Senior Associate in the same practice.



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6

Economic Review & Outlook: Sub-Saharan Africa

Sub-Saharan Africa



Sub-Saharan Africa, home to more than 1 billion people, half of whom will be under 25 years old by 2050, is a diverse continent offering human and natural resources that have the potential to yield inclusive growth and eradicate poverty in the region. With the world's largest free trade area and a 1.2 billion-person market, the continent is creating an entirely new development path, harnessing the potential of its resources and people.

The region is composed of low, lower-middle, upper-middle, and high-income countries, 22 of which are fragile or conflict-affected. Africa also has 13 small states, characterized by a small population, limited human capital, and a confined land area.

Macro Environment

Economic growth in Sub-Saharan Africa (SSA) is set to decelerate from 4.1% in 2021 to 3.3% in 2022, as a result of a slowdown in global growth, rising inflation exacerbated by the war in Ukraine, adverse weather conditions, a tightening in global financial conditions, and the rising risk of debt distress.

Rising inflation is weighing on economic activity in SSA by depressing both business investments and household consumption. As of 29th July, 2022 of 33 countries in SSA with available information had inflation rates over 5.0% while 17 countries had double-digit inflation.

In SSA, the high pass-through of food and fuel prices to consumer prices has caused inflation to soar to record highs in many countries, breaching the ceiling of central bank targets in most countries. The vast majority of the population in Sub-Saharan Africa is affected by these high food prices as they allocate over 40.0% of total spending on food.

Monetary Policy

Inflation has been increasing in sub-Saharan Africa since the start of the pandemic. Median inflation reached almost 9.0% as of July 2022 compared with a prepandemic (2009–2019) average of a little more than 5.0%. Although inflation is currently at its highest in a decade, it remains below the peak of 12.0% (median) in the region during the global financial crisis. Price pressures, partly induced by the Russian Federation's invasion of Ukraine, are sharply reducing food affordability and real incomes across the region. At just above 1.0%, per capita income growth in SSA is projected to remain much lower than in other Emerging Markets and Developing Economies (EMDEs).

Fiscal Policy

The fiscal deficit of the sub-Saharan expanded during the pandemic to 5.6% of GDP in 2020 (from 3.0% of GDP in 2019). In 2022, the deficit amounts to 4.8% of GDP due to consolidation efforts. The sub-Saharan faces three key fiscal challenges: first, to address the region's pressing development-spending needs, second, to contain public debt, and third, to mobilize tax revenues in circumstances in which additional measures are generally unpopular.

ECONOMIC REVIEW & OUTLOOK - SSA

Regional public debt is about 60.0% of GDP. And with global supply chain disruptions adding to the fallout from the war in Ukraine, double-digit inflation is now present in about 40.0% of the region's economies. African governments spent 16.5% of their revenues servicing external debt in 2021, up from less than 5% in 2010.

The Eastern and Southern African sub-region is expected to grow to 4.5% in 2023 and 5.0% in 2024. In South Africa, the economy slowed to 0.2 % year-on-year in 2022Q2, from 2.7% in the previous quarter. The Angolan economy is one of the major beneficiaries of favorable terms of trade which translate into real growth of 3.1% in 2022, from 0.8% the previous year. Kenya is set to grow 5.0% in 2023 (down from 5.5%) and back up to 5.3% in 2024. The Western and Central Africa sub-region is projected to grow at 5.0% in 2023 (up from 4.2%), and growth will firm in 2024 (5.6%). Real GDP growth in Nigeria is expected to slow from 3.6% in 2021 to 3.3% in 2022 as economic growth in the country continues to suffer from an underperforming oil sector. West African Economic and Monetary Union (WAEMU) countries are set to recover in 2023 from the slowdown in 2022 (4.9%), up to 6.4%, and firming further in 2024 to 7.0%. Growth in Côte d'Ivoire is projected to bounce back from 5.7% in 2022 to 6.8%. After slowing to 4.8% in 2022, growth in Senegal is projected to jump to 8.0% in 2023 and firm to 10.5% in 2024. In Cameroon, the economy will maintain its steady post-pandemic growth in 2023 (4.3%) and 2024 (4.6%), buoyed by investment and private consumption.

Key Economic Statistics - Sub-Saharan Africa	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023F
Real GDP growth (%)	5.0	3.2	1.5	3.0	3.3	3.2	-1.6	4.7	3.6	3.7
Inflation (%)	6.4	6.7	10.2	10.7	8.3	8.2	10.2	11.1	14.4	11.9
Volume of goods and services exported (%ch.)	0.7	3.6	-0.1	3.1	3.0	2.2	-9.6	2.4	1.6	4.1
Volume of goods and services imported (%ch.)	6.7	2.1	-8.9	1.3	7.2	6.7	-10.1	0.9	5.3	3.4
Current account balance (%GDP)	-3.6	-5.7	-3.6	-2.1	-2.3	-3.3	-2.9	-1.1	-1.7	-2.5
Fiscal Expenditure (% GDP)	-3.1	-3.6	-4.2	-4.4	-4.4	-3.5	-3.9	-6.6	-5.9	-5.2
Gross National Savings (%GDP)	18.7	16.9	17.7	18.4	19.2	19.6	19.8	23.1	18.9	17.9



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7

Economic Review & Outlook: Kenya



ECONOMIC REVIEW & OUTLOOK - KENYA

KENYA



Macro Environment

The Kenyan economy recorded an average growth of 5.6% in the period between January to September 2022, with Q3 2022 GDP growth at 4.7%, supported by strong performance of financial and insurance services, transport and storage, wholesale and retail trade, information and communication, real estate, and construction sectors. The agriculture sector contracted by 2.1% compared to a contraction of 0.5% in a similar quarter of 2021, due to unfavorable weather conditions. Kenya's economy continued to rebound from the pandemic in 2022 driven by broad-based increases in services and industry. This recovery was dampened by global commodity price shocks, the long regional drought, and uncertainty in the run up to the 2022 general elections.

Monetary Policy

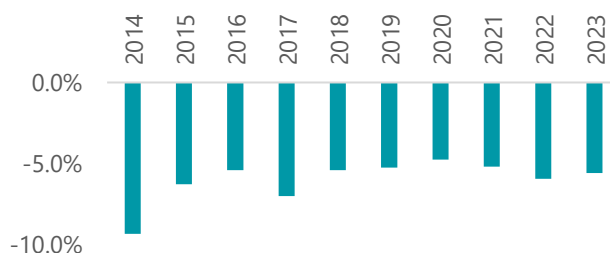
Inflation increased to 8.7% in the third quarter of 2022 from 7.2% in the previous quarter, driven by supply side factors. Non-food Non-fuel (NFNF) increased modestly but remained low and stable, reflective of muted demand pressures in the economy. The Monetary Policy Committee (MPC) maintained the Central Bank Rate at 7.5% throughout the year, until 23rd November, 2022, the Monetary Policy Committee raised the Central Bank Rate (CBR) to 8.75%. The Kenya Shilling traded at an average of 117.9 against the US dollar during the year, closing out the year at 123.5.

Balance of Payments

Kenya balance of payments was reported at USD948 million in Sep 2022. Averaged at USD251 million from Mar 2015 to Sep 2022.

The balance of payments reached an all-time high of USD1.059 billion in Mar 2022 and a record low of USD(2.018) billion in Mar 2018. The deterioration in the balance of payment is one of the key challenges that the new administration will face hence the need to develop policies to manage it.

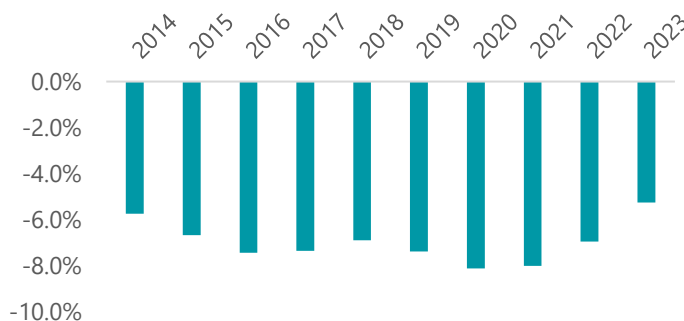
Current account balance



Fiscal Policy

The government reduced the budget deficit in fiscal year FY2021/2022 from 8.2% to 6.2% through revenue measures and expenditure moderation. Total revenue increased to 17.3% of GDP in FY2021/2022 from 15.7% in FY2020/2021, reflecting the pick-up in domestic demand and a range of tax reforms as well as improvements in tax administration and the use of technology. The reduction in the fiscal deficit has contributed to the stabilization of the debt-to-GDP ratio at about 67.3% in FY2021/2022.

General government net lending/borrowing



ECONOMIC REVIEW & OUTLOOK - KENYA

Key Economic Statistics - Kenya	2014	2015	2016	2017	2018	2019	2020	2021	2022F	2023F
Consumer inflation (%)	6.88	6.58	6.32	7.99	4.69	5.24	5.29	6.11	7.38	7.66
Real GDP growth (%)	5.02	4.97	4.21	3.82	5.67	5.11	-0.25	7.52	5.35	5.05
Current account balance (%GDP)	-9.33	-6.28	-5.40	-7.00	-5.41	-5.24	-4.75	-5.20	-5.93	-5.57
Fiscal balance (%GDP)	-5.75	-6.68	-7.45	-7.37	-6.91	-7.40	-8.13	-8.02	-6.96	-5.27
Gross government debt (% GDP)	41.28	45.83	50.40	53.87	56.45	59.09	67.95	67.83	69.38	67.55

Source: IMF World Economic Outlook Database

Economic Outlook

Kenya's real GDP is projected to grow by 5.2% on average in 2023–2024, lower than the 7.5% rebound in 2021 from COVID-19, but a robust pace above the pre-pandemic average of 4.8% and SSA's average of 3.9%. Real per capita incomes are expected to grow, and the decline in poverty is expected to resume its pre-pandemic trend, reducing by just under a percentage point each year. The incidence of poverty, measured at the international USD2.15/day poverty line, is expected to fall from 26.7% in 2021 to 25.8% in 2022, below its pre-crisis level of 26.5% (2019). Although the GDP growth projection remains unchanged since June 2022, it reflects the surge in inflation since second half of 2022, and government's plan to reduce the cost of production and food prices through fertilizer subsidy, as well as the effect of increase in minimum monthly wage by 12.0% (from KSh 13,500 to KSh 15,120).

Source: IMF World Economic Outlook



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Economic Review & Outlook: Uganda



ECONOMIC REVIEW & OUTLOOK - UGANDA

UGANDA



Macro Environment

According to the World Bank, the Ugandan Economy grew by 4.7% in 2022 as compared to a contraction of 0.8% recorded in 2021. The economic recovery in FY2021 has tapered off mainly due to the more severe second COVID-19 wave in mid-2021 and the related lockdown measures.

Economic growth was boosted by the strong performance of the services and industrial sectors, buoyant private consumption, and an uptick in private investment. Strong credit and employment growth reinforced domestic demand, reflecting positive firm dynamics.

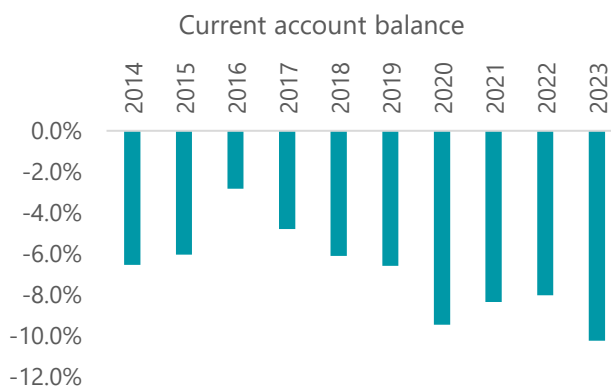
Monetary Policy

Inflationary pressures increased significantly in 2022, driven by the combined shocks of the war in Ukraine, supply disruptions caused by COVID-19, and adverse weather conditions.

Rising food and energy prices pushed headline inflation to a 10-year high of 10.7% in October 2022. The lagged impact of exchange rate depreciation compounded inflationary pressures. To combat rising inflation, the central bank has raised the policy rate by 350 basis points since June 2022. Core inflation declined marginally from 8.9% to 8.8% from October 2021 to October 2022. The Central Bank of Uganda projected an inflation rate of 8.0% in 2023.

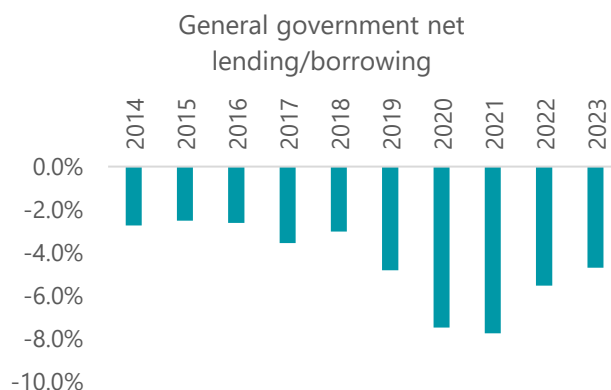
Balance of Payments

Foreign direct investment remained strong, partially offsetting the current account deficit of 7.9% of GDP in FY2022. The current account deficit (including grants) narrowed from 9.5% in FY2021 due to the sustained recovery of tourism activity and a decline in imports both by the government and the private sector.



Fiscal Policy

The fiscal deficit (including grants) reduced from 9.0% of GDP in FY2021 to 7.4% in FY2022, it exceeded the 6.4% forecast in the budget. Total expenditures declined from 23.7% of GDP in FY2021 to 21.6% in FY2022 as the government reduced spending on large infrastructure projects.



Source: IMF World Economic Outlook

ECONOMIC REVIEW & OUTLOOK - UGANDA

Key Economic Statistics - Uganda	2014	2015	2016	2017	2018	2019	2020	2021	2022F	2023F
Consumer inflation (%)	4.29	3.69	5.17	5.58	2.55	2.14	2.14	2.76	2.21	6.44
Real GDP growth (%)	5.75	8.01	0.16	6.83	5.50	7.82	-1.39	6.69	4.41	5.90
Current account balance (%GDP)	-6.54	-6.04	-2.82	-4.78	-6.10	-6.59	-9.47	-8.34	-8.03	-10.23
Fiscal balance (%GDP)	-2.74	-2.52	-2.61	-3.55	-3.02	-4.82	-7.47	-7.74	-5.53	-4.69
Gross government debt (% GDP)	24.77	28.46	31.00	33.63	34.95	37.64	46.32	51.76	52.15	51.31

Source: : IMF World Economic Outlook Database

Economic Outlook

Medium-term growth prospects hinge on the continued implementation of the Third National Development Plan (NDP III) and the full recovery of global trade. The NDP III relies on the government to create an enabling environment for the private sector by establishing a sound business climate and investing in workforce skills. The anticipated development of the oil and gas sector further strengthens Uganda's economic growth prospects, and GDP growth is projected to average about 5.5% over the medium term. Meanwhile, fiscal spending aimed at easing constraints on growth, including investments in energy and transport infrastructure, should revive private investment, boost agricultural production, and energize the light manufacturing sector.

While the worst phase of the COVID-19 pandemic appears to have passed, Uganda is grappling with an Ebola outbreak. In addition, the tightening of monetary policies in advanced and emerging markets to counter inflationary pressures will pose challenges for the Bank of Uganda and could undermine debt sustainability. A protracted war in Ukraine would exacerbate these dynamics in a context of constrained fiscal space and risk of a delayed fiscal consolidation. Over the medium term, obtaining the necessary resources to implement the NDP III will require greater domestic revenue mobilization and increased private financing. Adverse weather conditions due to climate change also pose serious risks to the Ugandan economy.



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Economic Review & Outlook: Rwanda

ECONOMIC REVIEW & OUTLOOK - RWANDA

RWANDA



Macro Environment

Rwanda's GDP growth is anticipated to be moderate in 2022 following a robust economic rebound in 2021, in part because of the effects of the conflict in Ukraine. GDP growth is projected at 6% for 2022, after reaching 11% in 2021. Gradually easing mobility restrictions have supported a broad-based rebound since the second quarter, stimulating domestic demand amid a gradual reopening of economic activities and falling inflation. On the production side, growth was supported primarily by the buoyed service and industrial sectors, while favorable weather conditions boosted the agriculture sector. The level of GDP in 2021 has already exceeded the pre-pandemic levels, but remains 4% below the 2009–2019 trend.

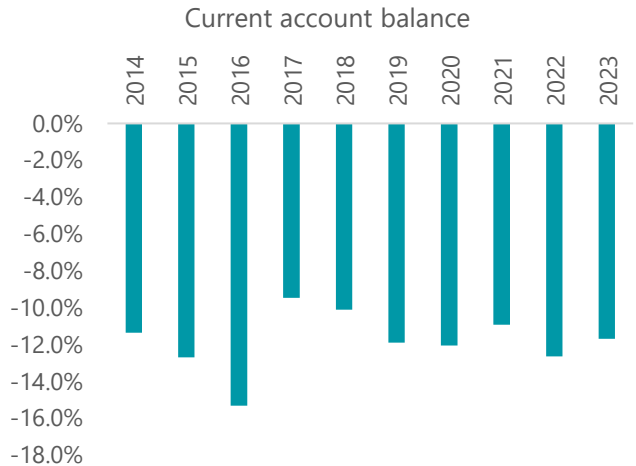
Monetary Policy

Inflation rose by 1.8% in October 2021—a reversal of its 14-month declining trend—and has subsequently accelerated through early 2022.

Balance of Payments

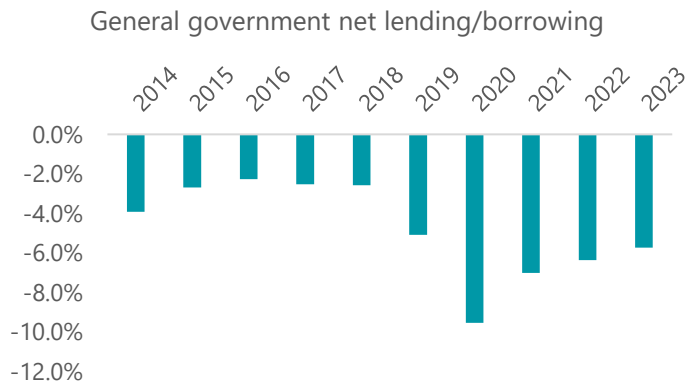
Rwanda's current account deficit slightly improved as the trade deficit narrowed and remittance inflows continued to grow. Buoyed by strong external demand, exports growth outpaced imports, narrowing the trade deficit to 15.0% in 2021, 1.2% points lower than in 2020.

In 2021, the financial account, excluding reserves, saw net inflows of USD959 million (equivalent to 8.7% of GDP down from 11.0% in 2020), mainly driven by the International Monetary Fund (IMF) SDR7 allocation and a Eurobond issuance.



Fiscal Policy

Rwanda's fiscal deficit eased in the first half of FY2021/22. Official data for the first half (H1) of FY2021/22 (July to December) indicate an overall deficit of 7.9% of GDP, lower than the 9.3% recorded in the same period of FY2020/21. However, the overall fiscal deficit remains above their pre-pandemic levels.



ECONOMIC REVIEW & OUTLOOK - RWANDA

Key Economic Statistics - Rwanda	2014	2015	2016	2017	2018	2019	2020	2021	2022F	2023F
Consumer inflation (%)	1.78	2.51	5.72	4.84	1.36	2.43	7.72	0.82	9.50	8.00
Real GDP growth (%)	6.17	8.85	5.97	3.97	8.58	9.47	-3.36	10.87	5.98	6.71
Current account balance (%GDP)	-11.35	-12.67	-15.31	-9.46	-10.11	-11.89	-12.05	-10.92	-12.63	-11.69
Fiscal balance (%GDP)	-3.92	-2.68	-2.27	-2.52	-2.57	-5.07	-9.53	-7.00	-6.36	-5.72
Gross government debt (% GDP)	28.32	32.39	36.56	41.32	44.93	49.82	65.57	66.58	68.12	68.56

Source: IMF World Economic Outlook Database

Economic Outlook

Rwanda's economic growth is expected to moderate in the near and medium-term outlook, weighed down by the war in Ukraine. Real GDP growth is projected at 6.0% in 2022 and 6.9% on average in 2023–2024, lower than the 10.9% growth rate recorded in 2021, a stronger recovery from the COVID-19-induced recession. The near-term growth is expected to be lower than expected in the previous REU.

The near-term outlook includes a continued growth in industrial activities as well as a strong recovery in tourism activities. Activities in the industry will continue to benefit from government support of the manufacturing and construction sectors. A recovery in tourism activities is expected to get a booster from the Commonwealth Heads of Government Meeting (CHOGM) meeting as well as other leisure and meeting events planned in 2022. This will support growth in transport and hospitality services. On the demand side, the near-term outlook envisions domestic demand, but not the same level as in 2022 as the growth forecast reflects fiscal consolidation.



Burbidge
Capital

10

Economic Review & Outlook: Tanzania

TANZANIA



Macro Environment

The World Bank estimates the GDP growth in Tanzania to have been between 4.5% and 5.5% in 2022, and to average about 6.0% over the medium term. Increased services and manufacturing exports are expected to generate employment and income growth, strengthening private consumption, which accounts for about two-thirds of GDP.

Tanzania's per capita GDP growth rate is expected remain positive in 2022. Following two decades of continuous expansion, Tanzania's per capita GDP contracted in 2020. In 2021, per capita GDP growth is expected to turn positive, growing at a rate of 1.3% - its slowest growth rate in two decades - before accelerating to 2.9% in 2022. From 2022 onward, Tanzania is expected to remain among the top ten growth performers in SSA.

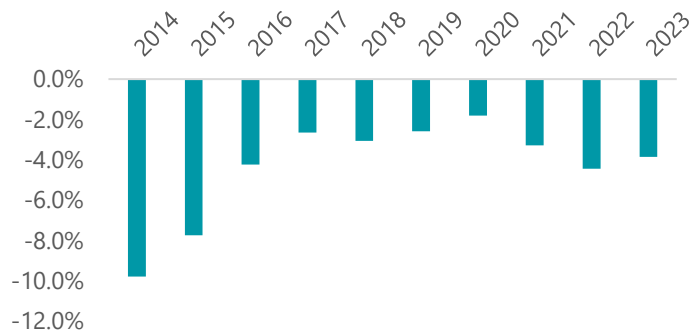
Monetary Policy

The headline inflation rate is expected to remain below the official target of 5.33%, one of the lowest levels among EAC member states.

Balance of payments

The current account deficit is expected to widen to 3.7% of GDP in 2022 as rising imports outpace the growth of exports. A combination of expanding capital-goods imports for major investment projects and a rising oil-import bill will more than offset the growth of exports, widening the trade deficit.

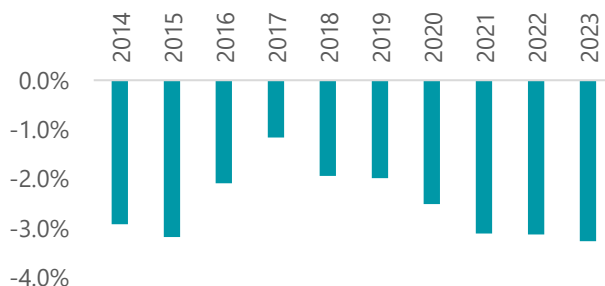
Current account balance



Fiscal Policy

Increased recurrent spending and the accelerated implementation of flagship projects are projected to expand the fiscal deficit to 4.2% of GDP in 2022. Recurrent expenditures are expected to increase significantly as the government strengthens its public health response to the COVID-19 pandemic. In addition, development expenditures are also projected to increase as the government steps up implementation of major projects in the transportation and energy sectors. Domestic and external borrowing will finance the fiscal deficit. The public debt stock is expected to rise to 38.8% of GDP, but debt vulnerabilities will remain moderate.

General government net lending/borrowing



Source: IMF World Economic Outlook Database

ECONOMIC REVIEW & OUTLOOK - TANZANIA

Key Economic Statistics - Tanzania	2014	2015	2016	2017	2018	2019	2020	2021	2022F	2023F
Consumer inflation (%)	6.132	5.588	5.17	5.319	3.509	3.448	3.289	3.69	3.96	5.33
Real GDP growth (%)	6.73	6.16	6.87	6.77	6.96	6.97	4.81	4.94	4.48	5.17
Current account balance (%GDP)	-9.79	-7.75	-4.23	-2.64	-3.06	-2.59	-1.81	-3.28	-4.43	-3.85
Fiscal balance (%GDP)	-2.91	-3.17	-2.08	-1.16	-1.93	-1.98	-2.50	-3.10	-3.12	-3.25
Gross government debt (% GDP)	36.09	39.21	39.80	40.73	40.54	39.04	40.53	40.67	39.50	38.13

Source: IMF World Economic Outlook Database

Economic Outlook

Risks to Tanzania's economic outlook have moderated, but the recovery continues to hinge on external developments and domestic health policies. Real GDP is expected to grow by between 4.5% and 5.5% in 2022, below its long-run potential growth rate of about 6%.

Tanzania maintains a positive outlook for consumer spending in 2023, with an increase in growth which is in line with increasing economic activity. Wages in the public sector are set to rise, resulting in elevated consumer consumption, and lower cost credit in the agricultural sector will also help to boost consumer activity.



11

Economic Review & Outlook: Ethiopia



ECONOMIC REVIEW & OUTLOOK - ETHIOPIA

ETHIOPIA



This, combined with lower external loan disbursements has weakened the external sector and put downward pressure on reserves, which remain inadequate.

Macro Environment

Over the past 15 years, Ethiopia's economy has been among the fastest growing in the world (at an average of 9.5% per year). Ethiopia's real gross domestic product (GDP) growth slowed down in FY2019/20 and further in FY2020/21 due to COVID-19, with growth in industry and services easing to single digits. However, agriculture, where over 70% of the population are employed, was not significantly affected by the COVID-19 pandemic and its contribution to growth slightly improved in FY2020/21 compared to the previous year. Growth is projected to have fallen to 3.8% for FY2021/22 resulting from the conflict in Northern Ethiopia, a sharp fall in donor financing and intensifying Foreign Exchange (FX), and spillovers from the war in Ukraine.

Monetary Policy

Inflation has been high and rising with an average of 20.98% for the past 3 years, including due to rapidly increasing food prices and supply-side constraints. Higher global food and oil prices due to the Russia-Ukraine conflict are expected to increase inflation to 32.6% in 2022 before it eases to 24.9% in 2023.

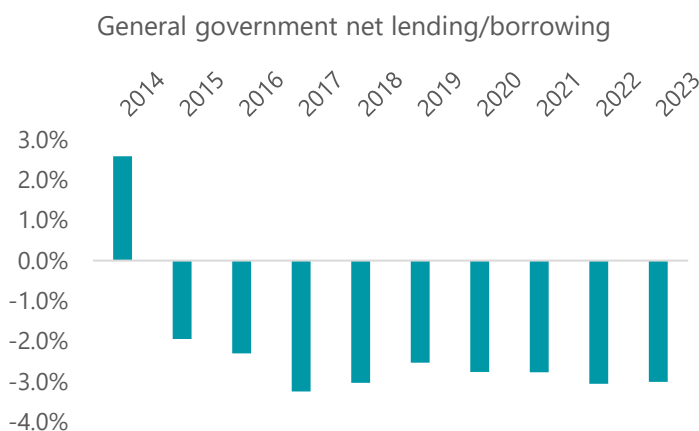
Balance of Payments

Exports and Foreign Direct Investment have held up well despite the difficult economic environment. However, rising global commodity prices (fuel, food and fertilizer driven), in part, by the war in Ukraine, will increase imports and widen the current account deficit in FY2021/22.



Fiscal Policy

Ethiopia's Gross Domestic Product (GDP) growth is expected to fall to 2.0% in 2021 and recover to 8.0% in 2022 as industry and service sectors rebound according to a report by African Development Bank (AFDB). The fiscal deficit is projected to remain stable at 2.6% in 2022 and 2023 due to implementation of the fiscal consolidation strategy and improvement in tax revenue mobilization.



Source: IMF World Economic Outlook Database

ECONOMIC REVIEW & OUTLOOK - ETHIOPIA

Key Economic Statistics - Ethiopia	2014	2015	2016	2017	2018	2019	2020	2021	2022F	2023F
Consumer inflation (%)	7.40	9.57	6.63	10.69	13.83	15.81	20.35	26.78	33.64	28.57
Real GDP growth (%)	10.30	10.40	8.00	10.21	7.70	9.04	6.06	6.27	3.84	5.29
Current account balance (%GDP)	-7.92	-11.48	-10.91	-8.46	-6.52	-5.33	-4.60	-3.19	-4.28	-4.40
Fiscal balance (%GDP)	-2.582	-1.947	-2.300	-3.243	-3.029	-2.533	-2.764	-2.767	-3.056	-3.010
Gross government debt (% GDP)	44.15	50.74	51.80	55.28	58.45	54.70	53.70	52.95	46.37	40.37

Source: IMF World Economic Outlook Database and African Economic Outlook

Economic Outlook

The medium-term economic outlook is contingent on the resolution of the COVID-19 crisis, the pace of the economic recovery, and such other shocks as civil strife and climate change. Real GDP growth in 2021 is projected to have fallen to 2.0%, then recover to about 8.0% in 2022, led by a rebound in industry and services. Monetary policy is expected to remain flexible in response to the government's financing requirements. Increased use of open-market operations is expected to reduce inflation gradually.



12

Disclosed* PE Deals - 2022

**Transactions that were publicly disclosed during the year. This list and subsequent lists are a fair reflection of the deal activity in the region but do not purport to be comprehensive.*

SELECTED PE DEALS IN EA - 2022

Date	Buyer	Seller	Deal Size (M USD)	Sector	Type	Target Nation	Synopsis
12-Jan-22	GEM Global Yield LLC SCS	Centum Real Estate	150	Real Estate	PE	Kenya	Centum Real Estate Limited signed an agreement with GEM (Global Emerging Markets) for a 36-month, KES 17 billion share subscription facility following a public listing. The facility allowed the firm to draw funds by issuing shares of common stock to GEM.
07-Feb-22	Everstrong Capital	SealTowers Limited	Undisclosed	ICT	PE	Kenya	SealTowers Limited, a licensed Kenyan Cell Tower Company, and Everstrong Capital announced the signing of an agreement that was expected to see Everstrong make a majority equity investment in SealTowers. Started in 2016, SealTowers Limited was established to build, own, lease, and manage telecommunication towers and infrastructure for Kenyan Telecommunications Service Providers.
07-Feb-22	Emerging Africa Infrastructure Fund	Alten Kenya Solarfarms BV	35	Energy	PE (Debt)	Kenya	The Emerging Africa Infrastructure Fund (EAIF), a member of the Private Infrastructure Development Group (PIDG), USD 35 million (EUR 30.6m) in debt to back the construction of a 40-MW solar park in Kenya. The financing will be directed towards the Kesses photovoltaic (PV) project, which is already under construction. The scheme is owned by Alten Kenya Solarfarms BV, the local arm of independent power producer Alten Energias Renovables Group, and will require a total investment of USD 87 million.
01-Mar-22	Generation Investment Management, Broadscale Group and other Investors	M-Kopa	75	ICT	PE	Kenya	M-KOPA, the fintech platform that provides connected financing and digital financial services to underbanked consumers across four markets in Africa, announced its USD 75 million growth equity round, bringing its total equity funding to USD 190 million. The round was led by Generation Investment Management and Broadscale Group, with participation from new investors including LocalGlobe's Latitude Fund and HEPCO Capital Management. M-KOPA's existing investors, CDC Group and LGT Lightrock also participated in the round.
07-Mar-22	A.P Moller Capital	KEG Holdings Limited	Undisclosed	Logistics	PE	Kenya	Fund management company A.P. Moller Capital completed the acquisition of a 29% stake in KEG Holdings Limited. KEG operates across the LPG Value Chain in East Africa and at the time owned the largest LPG import marine and storage terminal in the region.
16-Mar-22	CRI Foundation and other Investors	YYTZ	1.3	Manufacturing	PE	Tanzania	YYTZ, a Tanzanian cashew nut processor that works with smallholder farmers and women's groups to build an inclusive value chain, announced that it closed its extended series seed funding totaling USD1.3 million. CRI Foundation, Global Partnerships Venture Fund, Segal Family Foundation and existing investors HRSV and FINCA Ventures participated in the round.
25-Mar-22	InfraCo Africa	Globology Limited	3.8	Logistics	PE	Kenya	InfraCo Africa, part of the Private Infrastructure Development Group (PIDG), signed a Shareholders' Agreement with Globology, committing USD 3.8 million through its dedicated investment arm, to support the expansion of the company's Waterbus passenger transport operations on Lake Victoria.
13-Apr-22	OikoCredit	EFC (Uganda) Limited	Undisclosed	Financial Services	PE (Debt)	Uganda	EFC Uganda Limited (MDI) received senior debt from Oikocredit. EFC, licensed and supervised by the Bank of Uganda, is one of the fastest growing microfinance institutions in Uganda, specializing in providing loans and other financial services to the underserved Micro, Small and Medium Entrepreneurs (MSMEs) market segments. EFC is driven by its mission of offering financial services to MSMEs on a sustainable basis while contributing to the country's goals of wealth creation and poverty reduction.

SELECTED PE DEALS IN EA - 2022

Date	Buyer	Seller	Deal Size (M USD)	Sector	Type	Target Nation	Synopsis
23-May-22	Ascent Capital	Valley Hospital	Undisclosed	Healthcare	PE	Kenya	Ascent Rift Valley Fund II LP, a leading East African private equity firm in the region acquired a significant equity stake of Valley Hospital Limited located in Nakuru City, Kenya. Founded in 1996, Valley Hospital was one of the first private for-profit hospitals in Nakuru City and a pioneer in offering quality and affordable medical services to the residents of Nakuru.
31-May-22	Private Infrastructure Development Group	Serengeti Energy	10.6	Energy	PE (Debt)	Uganda	The Private Infrastructure Development Group's (PIDG) Emerging Africa Infrastructure Fund (EAIF) provided a USD 10.6m loan to Serengeti Energy, the developer of the Nyamwamba II 7.8MW run-of-the-river hydroelectricity plant in the Kasese District of Western Uganda.
10-Jun-22	Kasada Capital Management	Umubano Hotel	Undisclosed	Hospitality	PE	Rwanda	Kasada Capital Management, an independent investment platform within the Kasada Group, dedicated to hospitality in Sub-Saharan Africa acquired the former Umubano hotel. Graced by Rwanda Development Board, the agreement contained the rebranding and redeveloping duty of the existing Umubano hotel into a 100-key Mövenpick hotel, in accordance with international standards.
07-Jul-22	CFAO Kenya Limited	OFGEN Limited	Undisclosed	Energy	PE	Kenya	CFAO Kenya Limited a subsidiary of CFAO group (Corporation for Africa and Overseas) invests in OFGEN Limited a leader of solar PV installation for commercial and industrial use in East Africa.
15-Jul-22	Yield Uganda Investment Fund	Enimiro	0.5	Agribusiness	PE	Uganda	Yield Uganda Investment Fund (Yield Fund), which is managed by Pearl Capital Partners announced an investment of USD 515,000 in Enimiro in a blend of equity and Cumulative Redeemable Preference Shares. Enimiro is a Jinja based Agri SME company first incorporated in 2019, and has since achieved rapid traction in the vanilla marketplace.
08-Aug-22	Pearl Capital Partners and Other Investors	Kamp Group Limited	2.6	Agribusiness	PE	Uganda	The Yield Uganda Investment Fund, managed by Pearl Capital Partners, announced a USD 2.6 million (UGX 9.5 billion) aggregate investment in Kamp Group Limited. This blended equity and debt funding was raised through a co-investment arrangement between Yield Uganda and Gorm Pedersen 2 Holding ApS, a Danish investor. This marks the Funds thirteenth investment in the Ugandan SME agribusiness sector.
30-Aug-22	Generation Investment Management and Other Investors	M-Kopa	Undisclosed	Financial Services	PE	Kenya	Generation Investment Management and three other funds bought a in asset finance fintech M-Kopa for an undisclosed value through a debt swap deal. Generation Investment Management, which was co-founded by former US Vice-President Al Gore, British government investing arm CDC and LGT Lightrock - a private equity fund backed the Liechtenstein royal family - will get a combined 36.04% stake for converting their loans in M-Kopa into shares.
27-Sep-22	AgDevCo and Other Investors	EthioChicken and Uzima Chicken (Flow Equity)	14	Agribusiness	PE	Ethiopia and Rwanda	Flow Equity raised USD14 million funding round with participation from AgDevCo, AHL Venture Partners, Acumen Resilience Agriculture Fund and the Bill & Melinda Gates Foundation. The Company mainly operates in Ethiopia via its investment in EthioChicken and Rwanda via its subsidiary Uzima Chicken.

SELECTED PE DEALS IN EA - 2022

Date	Buyer	Seller	Deal Size (M USD)	Sector	Type	Target Nation	Synopsis
11-Oct-22	Renew Capital	Easy Matatu	Undisclosed	IT	PE	Uganda	Ugandan minibus ridesharing service, Easy Matatu, raised an undisclosed amount from Renew Capital, an impact investment firm focused on developing small and medium-sized enterprises (SMEs) in Africa via its network of investors, the Renew Capital Angels.
27-Oct-22	Native	Sistema.bio	10	Energy	PE	Kenya	Biogas equipment firm Sistema.bio obtained Sh1.2 billion (USD10 million) from American impact business firm Native to run a carbon biogas programme in East Africa targeting smallholder farmers. Under the three-year programme Sistema.bio will supply biodigesters affordably to small and medium dairy farms in Kenya, Uganda and Rwanda to cut their carbon emissions.
18-Nov-22	Pearl Capital Partners	Newman Foods	Undisclosed	Agribusiness	PE	Uganda	The Yield Uganda Investment Fund, managed by Pearl Capital Partners, has made an investment in Newman Foods, in a blend of equity and quasi-equity. This marks the fund's 14th investment into the Ugandan agricultural sector. Newman Foods is a Kampala-based agro-processing company whose primary business is the production and marketing of branded consumer foods sold through retail stores in the local and the regional market, as well as aggregation and export of fresh fruits and vegetables to the European market.
22-Nov-22	AIIM	Mota-Engil	34	Logistics	PE	Kenya	African Infrastructure Investment Managers (AIIM) has committed to invest USD34 million into Kenya's Road Annuity Programme through its pan-African AIIF4 Fund. AIIF4 has acquired a 74% stake in Lots 15 and 18 of Kenya's Road Annuity Programme from Mota-Engil, and its investment will fund road improvements to reduce travel times, bypass densely populated areas, lower vehicle operating costs, increase fuel efficiency and improve Kenya's flood resilience.
01-Dec-22	Facility for Energy Inclusion (FEI) and Other Investors	Solarise Africa	33.4	Financial Services	PE (Debt)	Kenya	Kenya-based energy leasing company Solarise Africa raised USD33.4 million in debt funding. Founded by Patrik Huber, Jan Albert Valk and Sakkie van Wijk, Solarise Africa is an energy leasing company for solar and other energy assets focusing on commercial and industrial clients (C&I). The Facility for Energy Inclusion (FEI) acted as lead arranger for the round, and will provide USD21.4 million of the total amount. It is being joined by Oikocredit (USD7 million) and the Lion's Head managed fund AfricaGoGreen Fund (USD5 million).
13-Dec-22	AHL Ventures	Watu Credit Uganda	5	Financial Services	PE (Debt)	Uganda	Watu, a fintech company that provides financing for income-generating assets such as motorcycles, extended its receivables financing debt facility with AHL Ventures Partners, increasing the amount of funding available to USD5 million. The Kenya-headquartered asset financing company will use the funding to expand and manage its growing portfolio of loans in Uganda. This is the second debt investment in Watu Credit Uganda in recent months following a USD7 million debt investment by Verdant Capital's hybrid capital fund in August last year.
15-Dec-22	BluePeak	Watu Africa	20	Financial Services	PE	Kenya	BluePeak Private Capital's inaugural impact-driven fund announced an investment of USD 20.0 million in Watu Africa, this marks the fourth investment of the fund. Watu is a leading East African asset leasing company focused on improving mass-market mobility. With a presence in 6 countries across Africa, the company has financed over 400k two and three-wheeler vehicles since inception.

SELECTED DFI DEALS IN EA - 2022

Date	Buyer	Seller	Deal Size (M USD)	Sector	Type	Target Nation	Synopsis
04-Mar-22	Proparco	Goodlife	12	Healthcare	PE - DFI (Debt)	Kenya	Goodlife Pharmacies, East Africa's leading healthcare and retail pharmacy chain, announced that it raised USD 12 million in debt financing from Proparco, the French Development Finance Institution. Goodlife was at the time the largest private pharmacy chain in East Africa and had grown its pharmacy and health hub network to nearly 100 locations across Kenya and Uganda.
30-Mar-22	Proparco	CRDB Bank	78	Financial Services	PE - DFI (Debt)	Tanzania	CRDB Bank, a financial services provider, secured TZS 182 billion (USD 78.41 million) from private sector financier, Proparco to bolster the bank's lending capacity to micro, small and medium-sized enterprises (MSMEs) in the country. The amount, in form of a credit line and two portfolio guarantees, will be channelled towards financing MSMEs in line with the country's economic growth agenda, focusing on women-led enterprises and those recovering from Covid-19 disruptions.
09-Apr-22	IFC	Atlas Tower Kenya	25	ICT	PE - DFI (Debt)	Kenya	International Finance Corporation (IFC) has granted USD25 million to Atlas Tower Kenya, an independent provider of wireless infrastructure, to develop telecoms towers expanding digital access in Kenya. IFC's debt financing package, supported by co-financing from institutional investors through IFC's Managed Co-Lending Portfolio Program (MCPP), will provide Atlas Tower Kenya with the capital it needs to develop and install the towers over the next two to three years.
11-May-22	International Finance Corporation	Equity Group	Undisclosed	Financial Services	PE - DFI	Kenya	The International Finance Corporation (IFC), a member of the World Bank Group, and the IFC Financial Institutions Growth Fund acquired a 6.71% stake in financial service company Equity Group, becoming the second-largest shareholder after Arise BV of Norway and Netherlands. The acquisition was revealed during a partnership agreement which will see IFC inject KES 19 billion (USD 165 million) towards Equity's program that seeks to finance at least 5 million MSMEs and 25 million households, thereby creating 50 million direct and indirect jobs in Kenya, DRC, Uganda, Rwanda, Tanzania, and South Sudan.
23-May-22	International Finance Corporation	Platinum Credit Kenya & Premier Credit Kenya	40	Financial Services	PE - DFI (Debt)	Kenya	Microfinance finance firms Platinum Credit Kenya and Premier Credit Kenya were set to receive a loan of USD 40 million (KES 4.6 billion) from the International Finance Corporation and its partners to fund their lending business.
23-May-22	International Finance Corporation	Platinum Credit Uganda & Premier Credit Uganda	5	Financial Services	PE - DFI (Debt)	Uganda	Microfinance finance firms Platinum Credit Uganda and Premier Credit Uganda were set to receive a loan of USD 5 million from the International Finance Corporation and its partners to fund their lending business.
06-Jun-22	Proparco, SwedFund and STOA	Serengeti Energy	80	Energy	PE - DFI	Kenya	Proparco, Swedfund and STOA invested USD 80m in Serengeti Energy, a Sub-Saharan hydro and solar-specialized independent power producer which develops, constructs, owns and operates grid-connected renewable energy resources in a region that is currently heavily dependent on fossil fuels. Proparco invested USD 25m, Swedfund - USD 20m and STOA - USD 35m respectively.
21-Jun-22	DFC	Brighter Life Kenya II	20	Energy	PE - DFI (Debt)	Kenya	DFC announced an investment of a USD 20 million loan to Brighter Life Kenya II that was expected to create a financing facility to purchase off-grid solar home systems and mobile phones in Kenya.

SELECTED DFI DEALS IN EA - 2022

Date	Buyer	Seller	Deal Size (M USD)	Sector	Type	Target Nation	Synopsis
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09-Apr-22	IFC	Atlas Tower Kenya	25	ICT	PE - DFI (Debt)	Kenya	International Finance Corporation (IFC) has granted USD25 million to Atlas Tower Kenya, an independent provider of wireless infrastructure, to develop telecoms towers expanding digital access in Kenya. IFC's debt financing package, supported by co-financing from institutional investors through IFC's Managed Co-Lending Portfolio Program (MCP), will provide Atlas Tower Kenya with the capital it needs to develop and install the towers over the next two to three years.
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23-May-22	International Finance Corporation	Platinum Credit Kenya & Premier Credit Kenya	40	Financial Services	PE - DFI (Debt)	Kenya	Microfinance finance firms Platinum Credit Kenya and Premier Credit Kenya were set to receive a loan of USD 40 million (KES 4.6 billion) from the International Finance Corporation and its partners to fund their lending business.
23-May-22	International Finance Corporation	Platinum Credit Uganda & Premier Credit Uganda	5	Financial Services	PE - DFI (Debt)	Uganda	Microfinance finance firms Platinum Credit Uganda and Premier Credit Uganda were set to receive a loan of USD 5 million from the International Finance Corporation and its partners to fund their lending business.
06-Jun-22	Proparco, SwedFund and STOA	Serengeti Energy	80	Energy	PE - DFI	Kenya	Proparco, Swedfund and STOA invested USD 80m in Serengeti Energy, a Sub-Saharan hydro and solar-specialized independent power producer which develops, constructs, owns and operates grid-connected renewable energy resources in a region that is currently heavily dependent on fossil fuels. Proparco invested USD 25m, Swedfund - USD 20m and STOA - USD 35m respectively.
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SELECTED DFI DEALS IN EA - 2022

Date	Buyer	Seller	Deal Size (M USD)	Sector	Type	Target Nation	Synopsis
24-Jun-22	Proparco	Moringa School	Undisclosed	Education	PE - DFI	Kenya	Proparco completed a Pre-Series-A Investment in Moringa, fueling its expansion across Africa. Building on the Seed Investment by DOB Equity and USD 9.5 million funding by the Mastercard Foundation, Moringa received an investment from Proparco to support its expansion outside Kenya. The tech-based learning institution had started training software engineers in Ghana and was expected to start in Nigeria.
12-Jul-22	Proparco and Ascent	Diani Beach Hospital	Undisclosed	Healthcare	PE - DFI	Kenya	Proparco, France's development finance institution and Ascent Rift Valley Fund II announced the acquisition of a majority equity stake in Diani Beach Hospital Limited ("DBH") in Kenya's South Coast. Founded as a 10-bed private hospital in 1997, Diani Beach Hospital is today the largest private healthcare facility in Kwale County, with more than 120 beds across four sites. Together with DBH's founder, Dr Kawaljeet Singh Rekhi, Ascent Capital and Proparco will continue to grow and strengthen the business thereby expanding healthcare provision and improving quality of care in an underserved part of Kenya.
26-Jul-22	Kasada Hospitality Fund	Individual Seller	40	Hospitality	PE - DFI	Kenya	A Qatari-backed private equity fund bought Crowne Plaza Hotel for an estimated Sh4.6 billion from tycoon Nazir Ahmed Akbarali amid heightened deal making in Kenya's hotel sector. Kasada Hospitality Fund, which is backed by the Qatar Investment Authority (QIA) — the country's sovereign wealth fund—has fully acquired the Nairobi-based hotel.
09-Sep-22	IFC	Safaricom and Other Sellers	160	ICT	PE - DFI	Ethiopia	Safaricom and its partners in the Ethiopian venture will see their combined stake drop by up to 15.5% after the International Finance Corporation (IFC) announced to purchase Sh19.2 billion (USD160 million) worth of shares in the subsidiary. Kenya's biggest telco is the major shareholder in the Ethiopia venture with a stake of 55.7% and the entry of IFC as a shareholder could see its ownership drop to below the 50% mark, reducing its exposure in the populous nation. Vodacom Group holds a 6.19% share of the business. Sumitomo Corporation and British International Investment (formerly CDC Group) control stakes of 27.2% and 10.9% respectively in Safaricom Telecommunication Ethiopia Plc (STE)—which is the operating arm of the venture.
19-Oct-22	IFC	One Acre Fund	0.9	Agribusiness	PE - DFI	Kenya	Smallholder farmer support NGO One Acre Fund obtained Sh118.6 million (USD988,659) from the International Finance Corporation (IFC) for climate insurance. IFC disclosures on the facility will be organised around the components of risk management, capacity support, and highvalue insurance trial. Kenya smallholder farmers are highly vulnerable to climate-related risks such as drought and floods amid limited access to risk financing and insurance solutions.
22-Nov-22	IFC	M-Kopa Holdings Limited	65	IT	PE - DFI	Kenya & Uganda	Solar and financial technology firm M-Kopa Holdings Limited has received Sh7.94 billion (USD65 million) from the International Finance Corporation to fund its business in Kenya and Uganda. The financing is part of a five-year facility of Sh21.97 billion arranged by Standard Bank of South Africa to be distributed among its Kenya and Uganda subsidiaries. The Kenyan subsidiary will receive Sh6.1 billion (USD50 million) and Uganda will get Sh1.8 billion (USD15 million).

SELECTED VC DEALS IN EA - 2022

Date	Buyer	Seller	Deal Size (M USD)	Sector	Type	Target Nation	Synopsis
14-Jan-22	Cauris Finance, Lateral Frontiers VC, GreenHouse Capital, SOSV IV LLC, Sayani Investments and Axian Financial Services.	Lipa Later	12	Financial Services (Fintech)	PE - VC	Kenya	Lipa Later, a Kenyan tech-led consumer credit platform, planned to expand to new markets in Africa after raising USD 12 million in pre-Series A funding. The equity and debt funding round was led by Cauris Finance, Lateral Frontiers VC (one of Lipa Later's first investors) and GreenHouse Capital, with participation from SOSV IV LLC, Sayani Investments and Axian Financial Services. The startup, a buy now, pay later (BNPL) company founded in 2018, is planned to enter Tanzania, Ghana and Nigeria, and expand in its existing markets, which are Kenya, Uganda and Rwanda.
17-Jan-22	Resolute Ventures, Social Capital, HOF Capital, Founders Factory Africa, End Poverty Make Trillions, Decentralized VC	Asaak	30	Financial Services (Fintech)	PE - VC	Uganda	Asaak, a Ugandan asset financing startup, secured USD 30 million in pre-Series A equity and debt funding. The round saw the participation of new and existing investors including Resolute Ventures, Social Capital, HOF Capital, Founders Factory Africa, End Poverty Make Trillions, Decentralized VC and a number of angel investors. Asaak offers motorbike financing to operators, who are often locked out by formal banking institutions due to stringent security requirements comprising income history and regular account activity.
18-Jan-22	Africa50 and Novastar Venture	Poa Internet	28	ICT	PE - VC	Kenya	Kenyan low-cost internet service provider Poa Internet closed a USD 28 million round of funding led by Africa50 and Novastar Ventures. Poa Internet has been operating in the country since 2016 targeting users in low-income areas and is very popular in places such as Kibera and Kawangware in Nairobi. The firm intended to use the new funding to support its future growth plans across Kenya, as well as launch the business into further African markets.
22-Jan-22	DEG, DFC, Goodwell Investments, Lightrock and Zebu Investment Partners	Copia Global	50	ICT	PE - VC	Kenya	Kenyan B2C e-commerce company Copia Global raised USD 50 million in a Series C equity round led by Goodwell Investments. The new financing round welcomed new investors such as Zebu Investment Partners, the U.S. International Development Finance Corporation (DFC), and Koa Labs, as well as past investors Lightrock, German development finance institution DEG, and Perivoli Innovations. The round came three years after Copia's Series B round of USD 26 million. The company had at the time raised a total of USD 33.5 million in Series A and B funding.
27-Jan-22	Amplo, Accel and Bessemer Partners	NALA	10	Financial Services (Fintech)	PE - VC	Tanzania	NALA, a Tanzanian cross-border payments company that had recently pivoted from local to international money transfers raised USD 10 million in a new fundraising round. The seed round came almost three years after NALA secured a seven-figure pre-seed round led by Accel in 2019.
28-Jan-22	Social Capital	Sote	4	Logistics	PE - VC	Kenya	Kenyan supply chain start-up, Sote, raised a USD 4 million seed extension round led by Chamath Palihapitiya's Social Capital. Other investors who took part in the round were Justin Saslow, Harry Hurst of Pipe, Mac Venture Capital and K50 Ventures.
31-Jan-22	DOB Equity, Elea Foundation and A to Z Impact	Kwanza Tukule	Undisclosed	Logistics	PE - VC	Kenya	DOB Equity together with Elea Foundation and A to Z Impact invested in Kwanza Tukule, a Nairobi-based last-mile distribution business that supplies informal food vendors with staple foods to cook meals for their customers. Kwanza Tukule was founded in 2019 by Khadija Mohamed Churchill after she identified an opportunity to create a more efficient last-mile distribution system for the informal vendors based in densely populated areas in Nairobi.
02-Feb-22	Better Tomorrow Ventures, Dynamo Ventures, Digital Freight Forwarding, Sennder GmbH	Amitruck	4	Logistics	PE - VC	Kenya	Kenya-based digital trucking logistics startup Amitruck announced it had secured USD 4 million in a seed funding round that had the participation of investors from Africa, Asia, Europe, the Middle East, and the US. The fundraising was led by Better Tomorrow Ventures (BTV), a San Francisco-based venture capital firm that targets early-stage startups. Also in the round were supply chain and mobility venture capital Dynamo Ventures, an investor to Berlin-based Digital Freight Forwarding unicorn, Sennder GmbH.

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03-Feb-22	Mac Venture Capital and Next Chymia	Afya Rekod	2	Healthcare	PE - VC	Kenya	Afya Rekod, a Kenyan healthtech firm that solves this challenge by establishing a platform that collects and keeps people's health records digitally, raised USD 2 million in seed capital to scale its services and enter new African markets. Mac Venture Capital, a seed-stage venture capital firm based in the United States, led the round. Next Chymia, an Asian private equity fund focused on blockchain startups, was also a part of the investment.
08-Feb-22	Nordic Impact Funds	ChapChap	Undisclosed	IT	PE - VC	Uganda	ChapChap, a Ugandan fintech startup that creates reliable financial profiles for MSMEs, secured a funding round from Nordic Impact Funds to accelerate its commercial growth and social impact creation.
11-Feb-22	Novastar Ventures, Moxxie Ventures, Nimble Partners, Spring Ventures, Climate Capital and Third Derivative	BasiGo	4.3	Automotive	PE - VC	Kenya	Kenya-based EV startup BasiGo closed USD 4.3 million in seed funding, three months after setting up operations in East Africa's biggest economy, to provide clean-energy mass transit vehicles in a country that is heavily-reliant on fossil-fuel buses. The round was led by Novastar Ventures, with participation from a number of existing and new Silicon Valley investors, including Moxxie Ventures, Nimble Partners, Spring Ventures, Climate Capital and Third Derivative. The USD4.3 million includes USD930,000 raised during the pre-seed round late last year.
21-Feb-22	Undisclosed	Credrails	Undisclosed	IT	PE - VC	Kenya	Kenyan open finance infrastructure startup Credrails raised an undisclosed amount of seed funding as it works towards connecting the whole of Africa to its API. Launched in 2020, Credrails is building the open finance rails for Africa, connecting bank, mobile money and offline data into a single API that it then exposes to other businesses to build a variety of use cases, such as lending analytics, KYC and KYB.
22-Feb-22	V8 Capital Partners, Ten13 VC, SOSV Select Fund, Vu Ventures, Vastly Valuable Ventures and Uncovered Fund	MarketForce	40	IT	PE - VC	Kenya	MarketForce, the Nairobi-headquartered B2B platform for retail distribution of consumer goods and digital financial services in Africa announced the closing of a USD40 million Series A round. The round was led by V8 Capital Partners - a London and Lagos based African-focused investment vehicle - with participation from Ten13 VC, SOSV Select Fund, Vu Ventures, Vastly Valuable Ventures and Uncovered Fund, along with a number of existing investors.
08-Mar-22	Credev and other Investors	Rocket Health	5	ICT	PE - VC	Uganda	Rocket Health, a Ugandan startup using technology to transform the delivery of medical care secured a fresh USD 5 million Series A round, bringing the total secured funding to USD 6.2 million. Led by Credev, an evergreen investment firm backed by Mulliez family, the funding round also saw the participation of early-stage African investors such as Grenfell Holdings and LoftyInc Capital Management.
16-Mar-22	Tiger Global, Avenir Growth Capital and other Investors	Wasoko (Sokowatch)	125	ICT	PE - VC	Kenya	African start-up Sokowatch, an online supplier of goods to micro retailers, closed a USD 125 million Series B funding round as it rebranded to Wasoko. The latest round of funding was led by Tiger Global and Avenir Growth Capital to enable the e-commerce to expand further into Senegal and Ivory Coast markets. The new capital will enable Wasoko to drive further geographic expansion and product growth across the continent, according to the company.
16-Mar-22	Lightrock and other Investors	4G Capital	18.5	Financial Services	PE - VC	Kenya	Kenya-based fintech company 4G Capital, a market player in technology-driven financial inclusion raised USD 18.5 million in Series C funding to expand credit facility. The latest funding round was led by Lightrock, a London-based private equity fund. The funds will enable the fintech to expand financial access for SMEs in Kenya and Uganda.

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21-Mar-22	Daybreak Partners and other Investors	Hence Technologies	1.8	ICT	PE - VC	Rwanda	Hence Technologies, a Rwanda and UK based legal-tech startup that uses data and AI to match companies with external legal service providers was set to scale its precision-matching engine after it raised USD 1.8 million in seed funding from various institutions and angel investors.
22-Mar-22	Softbank Vision and other Investors	Apollo Agriculture	40	Agribusiness	PE - VC	Kenya	Kenyan startup Apollo Agriculture, a commercial farming platform that helps small-scale farmers maximise their profits, raised a USD 40 million Series B funding round to help it expand internationally and enhance its product. Founded in 2019, Apollo Agriculture empowers farmers to increase their profitability with access to financing, high-quality farm inputs, insurance and optimised advice. Its USD 40 million Series B was led by Softbank Vision Fund 2, and also included participation from the Chan Zuckerberg Initiative, Yara Growth Ventures, Endeavor Catalyst, CDC, and existing investors including Anthemis Exponential Ventures, Flourish Ventures, Leaps by Bayer, SBI, Breyer Capital, and TO Ventures Food.
23-Mar-22	Susa Ventures, Golden Ventures and other Investors	Powered by People	5	ICT	PE - VC	Kenya	Powered by People (PBP), a Kenyan startup offering online tools and a B2B marketplace to the manufacturing and handmade sector, secured USD 5 million in seed funding to expand its global reach. Susa Ventures and Golden Ventures led the equity funding round for PBP.
01-Apr-22	Unicorn Growth Capital and other Investors	Churpy	1	ICT	PE - VC	Kenya	Churpy, a fintech offering an integrated receivables management product, has announced a USD1 million seed round led by Unicorn Growth Capital. Also participating were Antler East Africa, Nairobi's business angel network and a group of Rally Cap LPs, including senior executives from Stripe.
04-Apr-22	4DX Ventures and other Investors	TuShop	3	ICT	PE - VC	Kenya	Tushop, a female-founded digital platform that aggregates Kenyan consumers into groups to buy groceries more cheaply, secured USD3 million in pre-seed funding. The investment was led by early-stage investment firm 4DX Ventures. Other investors participating in this round include JAM Fund, Breyer Capital, Chandaria Capital, TO Ventures, Golden Palm Investments, the female-led and female-focused FirstCheck Africa, and DFS Lab. B2B retail platform Wasoko also participated.
19-Apr-22	Cauris	Asaak	20	Financial Services	PE - VC (Debt)	Uganda	Asaak, a provider of mobile-based equipment financing for gig workers in Uganda, partnered with Cauris to establish a USD20 million credit facility. Asaak, founded in Kampala in 2019, provides asset financing to African gig workers. According to the company, drivers for ride-hailing companies typically spend nearly 50% of their earnings on vehicle rent, are required to return leased motorcycles daily, incur high commuting costs, and have limited access to financing alternatives.
21-Apr-22	Microsoft Climate Innovation Fund and other Investors	KOKO Networks	Undisclosed	ICT	PE - VC	Kenya	KOKO Networks announced that the Microsoft Climate Innovation Fund has concluded an equity investment in conjunction with a group of venture capital and family office investors. KOKO operates a proprietary climate-tech platform for the low-cost delivery of bioethanol cooking fuel, to replace dirty cooking fuels such as deforestation based charcoal which dominates the USD 47 billion market for African cooking fuel.
26-Apr-22	DOB Equity & FCA Investments	Laboremus Uganda	Undisclosed	ICT	PE - VC	Uganda	Laboremus Uganda, the B2B fintech that enables onboarding at scale, received a funding boost from DOB Equity and FCA Investments to grow the company's fintech platform in Uganda and neighboring markets. Laboremus' platform helps banks and fintechs verify their customers' identities and onboard them as customers. This alleviates one of the key bottlenecks in providing access to credit for consumers in Sub-Saharan Africa.

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09-May-22	Mitsui & Co. and Sobrato Philanthropies	Komaza	10	Agribusiness	PE - VC	Kenya	Komaza, a smallholder forestry platform, raised USD 10 million from Mitsui & Co. and Sobrato Philanthropies. The new funds will be used to scale field operations, support value chain expansion and develop innovative tech infrastructures, reinforcing Komaza's key initiatives.
13-May-22	Coinbase Ventures and Other Investors	MARA	23	ICT	PE - VC	Kenya	MARA, a Pan-African crypto exchange, received USD 23 million (KES 2.7 billion) in funding from a number of angel investors led by Coinbase Ventures to set up the continent's crypto portal. Other investors include Alameda Research (FTX), Distributed Global, TQ Ventures, DIGITAL, Nexo, Huobi Ventures, Day One Ventures, Infinite Capital and nearly 100 other crypto investors, and angels including Amit Bhatia and Hamad Alhoimaizi.
16-May-22	Ventures Platform and Other Investors	TopUp Mama	1.7	ICT	PE - VC	Kenya	Kenyan startup TopUp Mama, which provides African restaurants with access to supplies, financial services and business management tools, closed a USD 1.7 million seed funding round to accelerate its growth. The round was led by Ventures Platform and JAM Fund, the round also features Next Billion Ventures, Future Africa, Jedar Capital, HoaQ Fund, First Check Africa and DFS Lab.
18-May-22	Cairo Angels Syndicate Fund	FlexPay	Undisclosed	ICT	PE - VC	Kenya	Fintech startup FlexPay raised an undisclosed amount of funding from Cairo Angels Syndicate Fund (CASF). The Kenyan firm operates an online and offline payment platform that offers convenience through bank and mobile payment options.
19-May-22	DOB Equity and Other Investors	Zuri Health	1.3	Healthcare	PE - VC	Kenya	Kenyan e-health startup Zuri Health raised a USD 1.3 million pre-seed round of funding to grow its product offerings and expand into new markets. Zuri has now attracted USD1.3 million in pre-seed investment from DOB Equity, Launch Africa Ventures, Founders Factory Africa, V8 Capital, Platform Capital, Villgro Africa, Asime Ventures, and the Salik Family Trust as it plans expansion across Africa. The funding will be used to further build out its digital platform, grow its product offerings, and launch operations in new markets.
20-May-22	468 Capital and Other Investors	Bamba	3.2	ICT	PE - VC	Kenya	Bamba, a mobile-first enterprise software for micro-merchants in Africa, secured USD 3.2m in seed funding to scale its app and build its team. Venture capital firm 468 Capital led the round with participation from Presight Ventures, Jigsaw VC, and high-profile angels Mato Peric, Leonard Stiegeler, Laurin Hainy and Thomas Stafford.
24-May-22	DOB Equity	Victory Farms	5	Agribusiness	PE - VC	Kenya	Victory Farms, an aquaculture startup and farm for tilapia fish comprising hatcheries, nursery ponds and deep-water cages, raised USD 5 million in new funding. It is the startup's first institutional investment following seven internal angel rounds from the same set of equity-and debt investors (it raised USD 4 million in debt last year). This funding will allow the Kenyan-based company to expand its business into Rwanda, DRC and Tanzania.
16-Jun-22	Enza Capital and Other Investors	Jumba	1	IT	PE - VC	Kenya	Jumba, a b2b construction technology platform, secured USD 1 million in pre-seed funding to fine-tune its technology and expand its reach to capture markets in major cities across Kenya. The pre-seed round was led by Enza Capital with participation from Seedstars International Ventures, Chandaria Capital, Future Africa, Logos Ventures, First Check Africa and a number of angel investors.

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21-Jun-22	Accion Venture Lab and Other Investors	Kuunda	2.25	IT	PE - VC	Kenya	Kuunda, a B2B2c fintech solutions provider, closed its USD 2.25 million seed round, in following the Company's recent brand relaunch. The round was led by Accion Venture Lab, Finca Ventures, Launch Africa, Seedstars, Mercy Corps Ventures, Greenhouse Capital, Kepple Africa Ventures, Future Africa, The Magic Fund, and other fintech angel investors. Kuunda provides liquidity to the informal sector through their liquidity API, proprietary credit scoring algorithms, to generate behavioural and transactional borrowing profiles.
22-Jun-22	Partech Africa and Other Investors	Tugende	Undisclosed	IT	PE - VC	Uganda	Tugende, a Ugandan tech-enabled asset financing firm that offers digital services and asset financing to small businesses, announced that it successfully raised capital for a pre-Series B investment round, which Partech Africa, an existing shareholder, led. Participants included previous investors such as Mobility 54, Enza, and Global Partnerships with the company adding new partners such as the Global Financial Inclusion Fund and Women's World Banking Capital Partners II.
24-Jun-22	Beyond Capital Ventures and Other Investors	XENO	2	IT	PE - VC	Uganda	XENO, a consumer investment platform, raised USD 2 million in seed funding, led by Beyond Capital Ventures. XENO is an investment platform that assists millions of people across Africa in planning, saving, and investing for any financial goal with as little as USD 3 via an online app, and through USSD with or without internet connectivity.
01-Jul-22	Tencent Investments, VC Alchimia and Other Investors	Kukua	6	Education	PE - VC	Kenya	Kukua, a Nairobi-based educational entertainment startup, which is the creator of the cartoon superhero brand Super Sema, raised USD6 million in a Series A round. The round was sponsored by Tencent Investments and Italy-based VC Alchimia. Other investors in the round include EchoVC, FirstMinute Capital, and Auxxo Female Catalyst.
06-Jul-22	CrossFund, Roselake Ventures and Other Investors	Duhqa	2	Logistics	PE - VC	Kenya	Kenyan startup Duhqa, a B2B platform for retail distribution of consumer goods in FMCG, Cold Chain and Pharmaceuticals, closed a USD2 million Seed round to scale its service offering within Kenya and East Africa. The funding round saw participation from CrossFund, Roselake Ventures, and Mo Angels. It also featured existing investors which include Techstars and strategic angels.
02-Aug-22	Harlem Capital and Other Investors	Lami Technologies	3.7	IT	PE - VC	Kenya	Lami Technologies, a Kenyan insurtech startup, raised a USD3.7 million seed round extension to expand its insurance product offerings. Harlem Capital led the funding round. Participants included Newtown Partners, Peter Bruce-Clark, Caribou Honig, and Jay Weintraub. Through an Application Programming Interface (API), Lami enables businesses to offer digital insurance products to their users, which partner businesses can also use to manage their insurance needs.
08-Aug-22	SprintX	FaidiHR (previously known as Crew HR & Payroll)	Undisclosed	IT	PE - VC	Kenya	Kenyan HR startup Crew HR & Payroll rebranded as FaidiHR after it received an undisclosed amount of funding from SprintX, a US-based VC focused on early-stage startups. Founded in 2018, the startup now known as FaidiHR is an all-in-one cloud platform that allows small and medium enterprises in Africa to automate their HR processes. The platform helps to automate payroll, off-days, employee data, tasks, inventory, training, appraisals, and expenses.
09-Aug-22	Multiple Investors	Tripesa	Undisclosed	IT	PE - VC	Uganda	Ugandan tourism-tech startup Tripesa raised a pre-seed round of funding as it seeks product-market fit ahead of continental expansion. The startup has been mostly bootstrapped, though Eric Osiakwan is an angel investor, but in June secured an undisclosed amount of pre-seed funding from Future Africa, Consonance Investment Managers and LTNT Investments.

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10-Aug-22	HAVAIC	FinAccess	0.5	IT	PE - VC	Kenya	Kenyan startup FinAccess, which digitises Savings and Credit Cooperative Organisations (SACCOs) and farming cooperatives in the East Africa region, has raised USD500,000 in funding from Cape Town-headquartered venture capital (VC) firm HAVAIC. The USD500,000 funding from HAVAIC, allocated from the VC firm's USD20 million HAVAIC Universum Core African Fund, is part of a pre-Series A funding round, and will help FinAccess cement its market leadership in Kenya and expand into other markets.
15-Aug-22	Verdant Capital	Watu Credit Uganda Limited	7	Financial Services	PE - VC (Debt)	Uganda	Verdant Capital Hybrid Fund announced its first USD7m subordinated debt investment in Watu Credit Uganda to expand its footprint of two-wheeler financing throughout the country. The investment will help provide thousands of motorbike taxi (boda boda) drivers in Uganda with greater economic empowerment and asset ownership opportunities.
18-Aug-22	Investisseurs & Partenaires (I&P) and Other Investors	iProcure	10.2	IT	PE - VC	Kenya	Kenya's iProcure, a startup offering agricultural inputs and digital supply chain solutions in rural Africa, announced the closure of its USD10.2 million Series B round. The investment was in debt and equity which came from a number of international investors led by impact investor Investisseurs & Partenaires (I&P). Joining the round were Novastar Ventures and British International Investment (BII) (formerly CDC Group) which injected USD3 million into the deal.
30-Aug-22	Women's World Banking and Other Investors	Pezesha	11	IT	PE - VC	Kenya	Pezesha, a Kenyan founded Pan-African embedded finance fintech startup, raised a pre-series A funding round of USD11 million in a mix of USD6 million equity and USD5 million debt. The round was led by Women's World Banking Capital Partners II (WWBCP II) with participation from Verdant Frontiers Fintech Fund (an early stage African Fintech Fund), cFund and IOG, (both web3 focused ventures), Talanton and Verdant Capital Specialist Funds investing debt in this round.
15-Sep-22	AfricInvest and Other Investors	Turaco	10	Financial Services	PE - VC	Kenya	Turaco, a leading insurtech driving mass market insurance adoption across Africa, announced the close of a USD10 million Series A equity round. The round which saw participation from Enza Capital, Global Partnerships, Zephyr Acorn, Operator Stack, Asi Ventures Limited, and Push Ventures, was led by AfricInvest, via the Cathay AfricInvest Innovation Fund, and existing investor, Novastar Ventures. With over 500 million mobile subscribers in Africa, most of whom are uninsured, the latest round of funding places Turaco in a strong position to address this untapped market, doubling down its expansion efforts through strategic partnerships.
06-Oct-22	4DX Ventures and Other Investors	Tushop	3	IT	PE - VC	Kenya	Tushop, a Kenyan social-commerce platform that enables communities in Nairobi to buy groceries more cheaply with free delivery, secured USD3 million in a pre-seed funding round. The round is aimed at growing Tushop's team, investing in tech to make its platform as easy to use as possible and to further expand across Nairobi before rolling the service out to other cities in Kenya. It was led by 4DX Ventures and with participation from JAM Fund, Breyer Capital, Chandaria Capital, TO Ventures, Golden Palm Investments, FirstCheck Africa, and DFS Lab.
06-Oct-22	HAVAIC	Tanda	Undisclosed	IT	PE - VC	Kenya	The venture capital firm HAVAIC successfully concluded its third investment in the Kenyan fintech company Tanda. The contribution from the company's HAVAIC Universum Core African Fund, which has a total asset value of USD20 million, is being made as part of an ongoing preseries A round in cooperation with three additional investors, one of which is DFS Lab. With HAVAIC's ongoing support, Tanda is poised to continue solving two of Africa's most significant growth challenges – digitising retail payments to mobilise faster, cheaper, and more convenient transactions and providing small businesses and unbanked Africans with access to vital financial services like financing, savings, and wealth management.
11-Oct-22	Klister Credit Corp and Other Investors	Purple Elephant Venture	1	Professional and Other Services	PE - VC	Kenya	Purple Elephant Ventures (PEV), a Kenyan tourism-focused venture studio, secured USD1 million in a pre-seed round as it aims to create at least three startups every year. The venture studio was started by Ben Peterson, Jan Van der de Willebois and Mikul Shah. It raised the capital from a bunch of investors including Klister Credit Corp, a Canadian investment firm and early backer of Shopify.

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12-Oct-22	Partech and Other Investors	Tugende	10	IT	PE - VC	Uganda	Tugende, the fintech platform for MSME credit and asset-financing in East Africa, closed a preseries B equity funding round from existing shareholders led by Partech and two new investors, including Women's World Banking. Along with a recent debt closing, the combined USD10 million investment further strengthens Tugende's balance sheet, allowing it to increase portfolio growth and address a significant credit demand amongst MSMEs, particularly after the strict lockdowns of 2020 and 2021.
13-Oct-22	Honda Trading Corporation and Skylight Consulting Inc.	Unchorlight Kenya Limited (UNK)	Undisclosed	IT	PE - VC	Kenya	Honda Trading Corporation and Skylight Consulting Inc. made an equity investment in Unchorlight Kenya Limited (UNK), a company that operates a rent-to-own motorcycle rental business in Kenya. Targeting sole traders who make a living as motorcycle-taxi riders and lastmile delivery riders in Kenya, Unchorlight provides motorcycles on a daily-payment model using digital payment.
17-Oct-22	Talanton and Other Investors	Moko Home + Living	6.5	Manufacturing	PE - VC	Kenya	Moko Home + Living, a Kenyan furniture startup, raised USD6.5 million for expansion in the Kenyan market. This Series B debt-equity funding round was co-led by US-Based investment fund Talanton and Swiss investor AlphaMundi Group. Other participants include Novastar ventures, Blink CV, and Kenya's Victoria Commercial Bank which offered USD2 million in debt financing.
25-Oct-22	Serena Ventures and Other Investors	Numida	12.3	IT	PE - VC	Uganda	Numida, the Uganda-based fintech company, announced a USD12.3 million pre-series A financing round. Serena Ventures led the USD7.3 million equity portion of the round with participation from Breega, 4Di Capital, Launch Africa, Soma Capital, and Y Combinator, which are all making their first Ugandan investment, and existing investor MFS Africa, which is following on. The round will be completed with USD5 million in debt from Lendable Asset Management. With this new financing, Numida will reinforce its Ugandan presence and launch in two new African markets.
03-Nov-22	DOB Equity and Other Investors	Eden Care	Undisclosed	Financial Services	PE - VC	Rwanda	Eden Care, a licensed Rwanda-based digital insurer, completed a pre-seed funding round from DOB Equity, Seedstars International, Norrsken Foundation, and Bathurst Capital. The company aims to disrupt the inefficient provision of health insurance in East Africa, with a digital-first solution which saves consumers money by disintermediating insurance brokers. At 0.50% of African GDP, health insurance penetration in Africa lags behind the global average of 6.00%.
09-Nov-22	Helios Investment Partners	IXAfrica Data Centre Limited	50	IT	PE - VC	Kenya	IXAfrica Data Centre Limited, a developer and operator of hyperscale-ready data centres in East Africa, and private equity firm Helios Investments Partners announced Helios' USD 50 million growth capital investment into the company to accelerate the development of the company's Nairobi campus. The investment is expected to close by the end of the year, subject to customary closing conditions.
11-Nov-22	KMOL PLUS	Sendy	Undisclosed	Logistics	PE - VC	Kenya	Sendy, a Nairobi-based on demand logistics platform, secured an investment from KMOL PLUS, a Tokyo based investor. This is the first investment by MOL PLUS in an African startup. Sendy operates a platform that connects logistics companies and shippers in Kenya and the rest of Africa.
16-Nov-22	Mobility54	BasiGo	6.6	IT	PE - VC	Kenya	BasiGo received Sh804.5 million from venture capitalists in Silicon Valley to enable the company to begin local manufacturing of electric buses and charging infrastructure next year in Kenya. The funding comes from Mobility54, the corporate venture capital arm of Toyota Tsusho; Trucks VC, a transportation-focused venture capital fund in Silicon Valley; and Novastar Ventures, a global VC supporting entrepreneurs transforming markets in Africa. This brings the total investment received in 2022 to Sh1.3 billion.

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21-Nov-22	Acumen	Stable Foods	0.6	Agribusiness	PE - VC	Kenya	Kenyan agri-tech startup Stable Foods has secured USD600,000 from Acumen Resilient Agriculture Fund (ARAF) and Mercy Corps Ventures. The money will be utilized for scaling up its proof of concept to 500 farmers by the end of next year.
23-Nov-22	Flexcap Ventures and Other Investors	Ramani	32	IT	PE - VC	Tanzania	Ramani, the African software company building a cloud network of micro-distribution centres for Africa's USD1 trillion consumer-packaged goods supply chain, has today announced the close of its USD32 million series A round of equity and debt. The round was led by Flexcap Ventures and Jared Schreiber, founder of Infoscout.
28-Nov-22	4Di Capital and Other Investors	Leta	3	IT	PE - VC	Kenya	Leta, a one-year-old Kenyan B2B supply chain and logistics SaaS provider, has secured USD3 million pre-seed funding from 4Di Capital, Chandaria Capital, Chui Ventures, PANI, Samurai Incubate, and Verdant Frontiers Fintech besides some angel investors. The startup seeks to optimize fleet management and is currently present across Kenya, Tanzania, Uganda, Zambia and Zimbabwe, with plans to enter West Africa, in particular Ghana and Nigeria.
02-Dec-22	FirstCheck Africa and Other Investors	Uncover	1	FMCG	PE - VC	Kenya	Nairobi-based skincare startup Uncover raised USD1 million in seed capital, which it will use to scale up its operations in Kenya and establish a presence across Africa. The USD1 million seed round featured investors including FirstCheck Africa, Samata Capital, Future Africa and IgniteXL, as well as a number of angel investors.
05-Dec-22	Firstminute Capital, Giant Ventures, Base Capital, Founder Collective, Raven One Ventures	Kapu	8	ICT	PE - VC	Kenya	Kenya-based Kapu raised USD8M in its SEED round co-led by Giant Ventures and Firstminute Capital, with participation from Founder Collective, Base Capital, Norrskan (Klarna co-founder Niklas Adalberth's fund), Raven One, and angel investors.
07-Dec-22	Venture Catalysts and other Investors	Badili Africa	2.1	FMCG	PE - VC	Kenya	Badili Africa, a company that allows customers to trade in their old phones for new ones at friendly prices raised USD2.1 million (Sh259 million) funding to scale up operations. The investment was led by Venture Catalysts, V&R Africa, Grenfell holdings and SOSV with participation from family offices and angel investors from Kenya, Nigeria, South Africa and India.
09-Dec-22	Gridless	Stillmark & Block and Other Investors	2	ICT	PE - VC	Kenya	Kenya's Gridless, a bitcoin mining company helping to bring new energy generation to rural communities in East Africa, secured USD2 million in seed funding to support expansion of bitcoin mines across Africa. This expansion will be funded by a USD2 million seed round of funding, led by Stillmark and Block, Inc., in addition to pre-seed round led by Factor[e], which is also participating in this round.
15-Dec-22	GIIG Africa Fund and Other Investors	MyHealth Africa	1	Healthcare	PE - VC	Kenya	Nairobi-based e-health startup MyHealth Africa raised a USD1 million round of seed funding to fuel its expansion across Africa and beyond. Founded in 2017, MyHealth Africa is a full-service integrated healthcare platform, connecting patients with local and international health specialists and hospitals.
16-Dec-22	LeapFrog	Sun King	70	Energy	PE-VC	Kenya	Sun King, the largest provider of solar energy products for off-grid homes in Africa and Asia, received USD70 million in equity investment in an extension of its Series D round, led by LeapFrog Investments.
23-Dec-22	Truvalu and Other Investors	EcoDudu	0.5	Agribusiness	PE - VC	Kenya	Ecodudu, a Kenyan company producing animal feed and fertiliser from insects, announced the close of a USD540,000 funding round led by Truvalu with participation from GreenTec Capital Partners, ShEquity and Opes-Lcef.

SELECTED PE EXIT DEALS IN EA - 2022

Date	Buyer	Seller	Deal Size (M USD)	Sector	Type	Target Nation	Synopsis
01-Jan-22	Kerry Group	I&P Afrique Entrepreneurs 2	Undisclosed	Manufacturing	PE Exit / M&A	Rwanda	The Kerry Group expanded its footprint in Africa following its acquisition of Rwanda-based Afribon. This transaction was expected to enhance Kerry's focus as a business to business ingredient solutions provider for the food, beverage and pharmaceutical markets.
29-Mar-22	Eurapharma	LeapFrog Investments	Undisclosed	Healthcare	PE Exit	Kenya	LeapFrog Investments announced the sale of nearly 30% of Goodlife Pharmacies, East Africa's leading pharmacy chain, to Eurapharma, the healthcare division of CFAO Group and one of the leading wholesalers of quality pharmaceutical products in Africa, where it owns and operates subsidiaries in 23 countries. LeapFrog, which will remain the majority shareholder of Goodlife, wanted to partner with a leading player in pharmaceutical distribution in Africa with the experience and expertise to help Goodlife take new steps in its development.
13-Apr-22	AfricInvest and IFC	Actis	Undisclosed	Automotive	PE Exit	Kenya	Private equity firm AfricInvest and the International Finance Corporation (IFC) have bought a combined 36% stake in auto parts distributor AutoXpress from Actis for an undisclosed sum. The exit by Actis comes after the PE firm had helped the company to grow in the local and regional market. AutoXpress more than doubled its branches to 56, and increased its market presence from two to four countries after Actis's investment in 2014.
08-Jun-22	Access Bank	Centum Investment Company	36.8	Financial Services	PE Exit / M&A	Kenya	Nigeria's top lender, Access Bank, acquired a majority stake in Sidian Bank from Centum Investments for KES 4.3 billion (USD 36.8 million), two years after it entered the Kenyan market with the buyout of Transnational Bank. Centum Investments announced a binding agreement to sell 83.4% stake in Sidian to the Nigerian lender, which has been on an acquisition spree in Africa.
24-Jun-22	IBL, Proparco and Other Investors	Amethis, IFC and Other Investors	Undisclosed	FMCG	PE Exit	Kenya	A consortium comprising World Bank's International Finance Corporation (IFC) and French private fund Amethis sold an estimated 30% stake in Naivas Supermarket to a cluster of investors led by Mauritian conglomerate IBL Group and French DFI Proparco. The value of the transaction was not disclosed.
03-Oct-22	Treasury	Helios Investment Partners	50	IT	PE Exit / M&A	Kenya	The Treasury acquired a 60% stake in Telkom Kenya from UK-based private equity fund, Helios Investment Partners, for Sh6.09 billion, making the company fully State-owned.
03-Oct-22	Cerba Lancet Africa	Ascent Capital	Undisclosed	Healthcare	PE Exit / M&A	Ethiopia	Ascent Rift Valley Fund Ltd ("ARVF" or the "Fund") announced its successful exit of Medpharm Holdings Africa ("Medpharm" or the "Company"), the leading provider of medical diagnostic laboratory services in Ethiopia, through the sale of its stake to Cerba Lancet Africa ("CLA"), a leading network of clinical pathology and medical diagnosis in Africa with 170 sites, across Sub-Saharan Africa.
25-Nov-22	The Metro Group Plc (TMG)	Evercare Group	Undisclosed	Healthcare	PE Exit	Kenya	The Metro Group Plc (TMG) completed the acquisition of the Evercare Health Fund's majority shareholding in Metropolitan Hospital Holdings Limited (MHHL), the holding company that owns Metropolitan Hospital and Ladnan Hospital. The transaction will enable the Hospitals to continue on their growth trajectories while maintaining their commitment to delivering high quality and accessible healthcare services in underserved communities. With the close of the transaction, TMG now assumes majority ownership of MHHL. Terms of the transaction were not disclosed.



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Disclosed* M&A Deals - 2022

**Transactions that were publicly disclosed during the year. This list and subsequent lists are a fair reflection of the deal activity in the region but do not purport to be comprehensive.*

SELECTED M&A DEALS IN EA - 2022

Date	Buyer	Seller	Deal Size (M USD)	Sector	Type	Target Nation	Synopsis
01-Jan-22	Kerry Group	I&P Afrique Entrepreneurs 2	Undisclosed	Manufacturing	PE Exit / M&A	Rwanda	The Kerry Group expanded its footprint in Africa following its acquisition of Rwanda-based Afribon. This transaction was expected to enhance Kerry's focus as a business to business ingredient solutions provider for the food, beverage and pharmaceutical markets.
11-Jan-22	Dow	Mr. Green Africa	Undisclosed	Waste Management	M&A	Kenya	Dow invested in Mr. Green Africa - the first recycling company in Africa to be a Certified B Corporation - to enable further diversion of plastic waste from informal dumpsites and the environment, drive positive change in local communities, address inadequacies in existing waste management systems and close the loop on plastics waste across Africa.
03-Feb-22	Lami Technologies	Bluewave Insurance Agency	Undisclosed	IT	M&A	Kenya	Lami Technologies, an insurtech startup, acquired Bluewave Insurance Agency, another Kenyan-based insurtech startup for an undisclosed amount. Bluewave leverages mobile technology to reach the underserved population tapping into Africa's insurance gap. Lami's acquisition of Bluewave is expected help grow its presence across Africa by entering new markets where Bluewave is already operating with an expected business growth of 65,000 current policies and potential growth of hundreds of thousands expected in 2022 across Kenya, Malawi, Tanzania, Uganda, Rwanda, Nigeria, Gambia and the Democratic Republic of Congo (DRC).
08-Feb-22	LOLC Mauritius	Key Microfinance Bank Plc	Undisclosed	Financial Services	M&A	Kenya	LOLC Mauritius, a firm organised under Mauritius laws and owned by LOLC Holdings, Sri Lanka's second largest publicly traded company by revenue, received regulatory approval to acquire a 73.2% stake in Key Microfinance Bank Plc.
03-Mar-22	KITEA Group	Furniture Palace	Undisclosed	FMCG	M&A (PE Bolt On)	Kenya	Moroccan furniture dealer Kitea Group backed by Africa-focused private equity firm Tana Africa Capital bought a majority stake in Furniture Palace for an undisclosed amount. Founded in 2002, Furniture Palace at the time operated in Nairobi, Mombasa, and Eldoret across nine showrooms and planned to expand its store network over the coming years.
18-Mar-22	A.P Moller Capital	Melec PowerGen and Africa Energy Resources	Undisclosed	Energy	M&A	Kenya	A.P. Moller Capital acquired Thika Power, an 87 MW independent power producer located in the Kenyan capital Nairobi. With this acquisition, A.P. Moller Capital will own two power plants located in Nairobi with a combined capacity of 140MW. This will make A.P. Moller Capital's power platform, East Africa Infrastructure Platform Limited, one of the largest independent power producers in Kenya, and enable A.P. Moller Capital to actively participate in Kenya's energy transition efforts.
17-May-22	Ramco Plexus	Carton Manufacturers	4.3	Manufacturing	M&A	Kenya	Ramco Plexus, the print and packaging unit of Kenya based Ramco Group, received unconditional regulatory approval to take full control of Platinum Packaging in a transaction that sources estimated at about KES 500 million (USD 4.3m). Platinum Packaging is one of the largest gravures and digital printed flexible packaging company in the Eastern and Central African region, serving the fast-moving consumer goods (FMCG), food and beverage and agrochemical sectors among others.
26-May-22	I&M Group Plc	I&M Burbidge Capital Limited	Undisclosed	Financial Services	M&A	Kenya	I&M Group Plc acquired the remaining 35% shares in I&M Burbidge Capital Limited ("IMBC"), a leading corporate finance advisor based in Nairobi with coverage of the Sub-Saharan Africa region. As a result of this acquisition, IMBC has become a wholly owned subsidiary of the Company.

SELECTED M&A DEALS IN EA - 2022

Date	Buyer	Seller	Deal Size (M USD)	Sector	Type	Target Nation	Synopsis
01-Jun-22	Allianz Group	Jubilee Holdings and Aga Khan Fund for Economic Development	10	Financial Services	M&A	Tanzania	Jubilee Holdings received Sh1.4 billion from the sale of a majority stake in its Tanzanian general insurance business to Allianz, marking the latest transaction completed by the two parties. The insurance giant took a 51% stake in Jubilee General Insurance Company of Tanzania Limited, which was expected to change its name to Jubilee Allianz General Insurance Company Limited, subject to approvals. The multinational bought the stake from Jubilee and the Aga Khan Fund for Economic Development.
06-Jun-22	AkzoNobel	Kansai Paint Co Limited	Undisclosed	Manufacturing	M&A	Kenya	Dutch paint maker AkzoNobel agreed to buy Japan's Kansai Paint's business in Kenya and the rest of Africa, strengthening its footprint in the region. Kansai Plascon assets and operations which are owned by Tokyo-listed Kansai Paint Co Ltd including in Uganda, Kenya, Tanzania, Zanzibar, and Burundi will now transfer to the Dutch firm, they said in a statement.
08-Jun-22	Access Bank	Centum Investment Company	36.8	Financial Services	PE Exit/M&A	Kenya	Nigeria's top lender, Access Bank, acquired a majority stake in Sidian Bank from Centum Investments for KES 4.3 billion (USD 36.8 million), two years after it entered the Kenyan market with the buyout of Transnational Bank. Centum Investments announced a binding agreement to sell 83.4% stake in Sidian to the Nigerian lender, which has been on an acquisition spree in Africa.
20-Jun-22	Mirova	SunFunder	Undisclosed	Financial Services	M&A	Kenya	SunFunder, a fund manager and intermediary for solar energy investments, was acquired by Mirova, an affiliate of Natixis Investment Managers dedicated to impact investing, to accelerate emerging market clean energy and climate investment. Financing the environmental and energy transition is a key objective for Mirova, and the acquisition marks an expansion of its investment platform in emerging markets.
19-Jul-22	Exim Bank Tanzania	First National Bank	Undisclosed	Financial Services	M&A	Tanzania	Exim Bank Tanzania, a commercial bank, completed the acquisition of assets and liabilities of First National Bank (FNB) Tanzania Limited, a financial services company, as it ups its expansion plan domestically and regionally. The move comes almost nine months after Exim Bank Tanzania signed the offer to acquire certain assets and liabilities of FNB Tanzania in October 2021.
29-Jul-22	Maanzoni Lodges	680 Hotel	10	Hospitality	M&A	Kenya	The billionaire owner of 680 Hotel in Nairobi's city centre sold the three star-facility to Machakos-based Maanzoni lodges for an estimated Sh1.2 billion. The deal comes in a period when top hotels have either closed shop or witnessed ownership changes as the sector recovers from Covid-19 travel curbs, underlining the deal-making in Kenya's hospitality sector.
16-Aug-22	Deere & Company	Hello Tractor	Undisclosed	IT	M&A	Kenya	Deere & Company, a U.S. tractor maker, made a minority investment in Hello Tractor, an ag-tech company based in Nairobi, Kenya, as part of its strategy to boost sales in Africa. Hello Tractor connects tractor owners with smallholder farmers in Africa and Asia through a farm-equipment-sharing app, which allows farmers to track and manage their fleet, book customers, and access financing options.
25-Aug-22	Pwani Oil	Kartasi Industries Limited	Undisclosed	Manufacturing	M&A	Kenya	Mombasa-based manufacturer Pwani Oil Products bought stationery firm Kartasi Industries Limited for an undisclosed sum closing a strategic move to diversify its business. The Competition Authority of Kenya (CAK) said it had approved the deal on the condition that Kartasi's 69 permanent employees are retained for 12 months after the transaction is concluded.

SELECTED M&A DEALS IN EA - 2022

Date	Buyer	Seller	Deal Size (M USD)	Sector	Type	Target Nation	Synopsis
17-Sep-22	HotelOnline	HotelPlus	1.9	ICT	M&A	Kenya	HotelOnline, a Kenya-based revenue management company, acquired HotelPlus, a provider of hotel software to 2,200 clients in East Africa. HotelOnline is backed by Yanolja, the South Korea-based travel startup valued recently at more than USD1 billion. HotelPlus was a fully bootstrapped company, meaning that it never took outside venture capital.
03-Oct-22	Treasury	Helios Investment Partners	50	IT	PE Exit / M&A	Kenya	The Treasury acquired a 60% stake in Telkom Kenya from UK-based private equity fund, Helios Investment Partners, for Sh6.09 billion, making the company fully State-owned.
03-Oct-22	Kenafric and Britannia Industries	Britania Biscuits	8.2	Manufacturing	M&A	Kenya	Kenya's Kenafric Industries teamed up with an Indian food giant to acquire the distressed Biscuit maker Britania in a deal estimated at Sh1 billion. Kenafric and India's Britannia Industries, which has no relations with the troubled Kenyan firm, made the acquisition through a controlled auction that attracted eight bidders.
03-Oct-22	Cerba Lancet Africa	Ascent Capital	Undisclosed	Healthcare	PE Exit / M&A	Ethiopia	Ascent Rift Valley Fund Ltd ("ARVF" or the "Fund") announced its successful exit of Medpharm Holdings Africa ("Medpharm" or the "Company"), the leading provider of medical diagnostic laboratory services in Ethiopia, through the sale of its stake to Cerba Lancet Africa ("CLA"), a leading network of clinical pathology and medical diagnosis in Africa with 170 sites, across Sub-Saharan Africa.
23-Dec-22	Aramco Overseas Company	VGP Holdings (Kenya)	Undisclosed	Energy	M&A	Kenya	Saudi Aramco, the world's biggest oil producer, is set to enter the Kenyan market through the acquisition of US motor oil and lubricants group Valvoline which has a presence locally. The Competition Authority of Kenya (CAK) gave Aramco Overseas Company, the investment arm of Saudi Aramco, the nod to acquire the Kenyan operations of VGP Holdings as part of the global deal worth USD2.65 billion.



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Disclosed* Other Deals - 2022

**Transactions that were publicly disclosed during the year. This list and subsequent lists are a fair reflection of the deal activity in the region but do not purport to be comprehensive.*



OTHER DEALS IN EA - 2022

Date	Buyer	Seller	Deal Size (M USD)	Sector	Type	Target Nation	Synopsis
14-Mar-22	Various Investors	Kenya Mortgage Refinance Company	12	Real Estate	Corporate Bond	Kenya	The Kenya Mortgage Refinance Company PLC (KMRC) officially rang the bell to mark the listing and the commencement of trading of the KMRC Corporate Bond on the Nairobi Securities Exchange (NSE). The Company's first tranche of the Medium-Term Note program was oversubscribed by more than 400%, netting applications worth KES 8.114 billion (USD 16 million) against a target of KES 1.4 billion (USD 12 million).
30-May-22	DreamStart Labs	KEIPhone	Undisclosed	ICT	Strategic Partnership	Uganda	DreamStart Labs, a provider of digital banking technology for emerging markets, and KEIPhone have announced a strategic partnership to bring free fintech-enabled smartphones to unbanked women in Africa. KEIPhone is the first company generating revenue in Africa through lockscreen advertising and increasing access to devices.

Glossary of Abbreviations

ABBREVIATION	MEANING
"ALSIUG"	Uganda All Share Index
"AVCA"	African Private Equity And Venture Capital Association
"c."	Circa
"CAPEX"	Capital Expenditure
"COVID-19"	Coronavirus Pandemic
"DFI"	Development Finance Institutions
"DSEI(TZ)"	Tanzania All Share Index
"EAC"	East African Community
"EGP"	Egyptian Pound
"EGX"	Egyptian Exchange
"ETB"	Ethiopian Birr
"EU"	European Union
"EUR"	Euro
"FMCG"	Fast-Moving Consumer Goods
"FTSE"	Financial Times Stock Exchange
"FY"	Financial Year
"GBP"	Great Britain Pound
"GDP"	Gross Domestic Product
"IMBC"	I&M Burbidge Capital
"JALSH(SA)"	JSE All Share
"KES"	Kenyan Shilling
"M&A"	Mergers and Acquisitions
"NASI"	Nairobi All Share Index
"NBV"	Net Book Value
"NSE"	Nairobi Stock Exchange
"NGN"	Nigerian Naira
"NGSEINDEX"	NGX All Share Index
"NYSE"	New York Stock Exchange
"PE"	Private Capital
"RSA"	South African Reserve Bank
"RWF"	Rwandese Franc
"SSA"	Sub-Saharan Africa
"S&P 500"	Standard and Poor's 500
"TZS"	Tanzanian Shilling
"UK"	United Kingdom
"USD"	United States Dollars
"UGX"	Ugandan Shilling
"VC"	Venture Capital
"y-o-y"	Year - on - year
"ZAR"	South African Rand

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I&M Burbidge Capital Limited is a corporate finance advisory firm operating across Sub-Saharan Africa and a subsidiary of the I&M Group Plc, creating long-term value and solutions for its clients across the region.

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