

East Africa Consumer/ Growth Opportunities and Outlook



Clive Potter

Standard Bank Global Head, Consumer Client Coverage

Africa is an undeniable opportunity – but each country is unique and each of the 54 countries in Africa offer something different. Many of our clients who are already working in Africa are looking to grow their presence to become pan-regional, pan-African players. With our global connections, we are also supporting organisations as they invest in Africa, and African companies expanding beyond the continent. We are supporting them every step of the way, with trusted advice, financial support and commercial insight.

Highlights:

- Woolworths' ZAR21 billion deal to acquire David Jones and Country Road minority shareholders, ZAR10 billion rights offer and ZAR2 billion accelerated bookbuild (2014 and 2015)

- Mondelez sale of certain non-core assets in South Africa (2013)
- AB Inbev's secondary listing on the JSE (2016)
- Steinhoff on its EUR1.2 billion acquisition of Euforma (2012)
- Nominated Dealmaker of the Year 2014 (DealMakers Award) BComm (Honours), CA (SA), CFA Charterholder
- 12 years investment banking experience, focusing on M&A in emerging markets
- Worked on major cross-border M&A and corporate finance transactions across Africa, Central America, the UK, Ukraine and Australia.
- Harvard AMP (2016)

Contact:

Tel: +27 11 721 8780
Mobile: +27 82 331 9702
Email: clive.potter@standardbank.co.za



Junaid Jadwat

Standard Bank Executive, Agribusiness Coverage

With roughly 60% of the world's uncultivated arable land, and around 10% of the world's food grown in Africa (yet importing twice as much as we consume), there is considerable scope for growth. Higher production would also boost the agro-industry sector, which includes traders, processors, packers and exporters, and suppliers of agricultural commodities such as machinery, seeds, chemicals, irrigation systems and related equipment.

As sector specialists who understand the regulatory environment, we are well-positioned to identify suitable local partners and evaluate opportunity versus risk across our African footprint.

Highlights:

- Willowton's borrowing base facility to help with operational requirements (2015)

- Olam's USD15 million and USD20 million pre-export facilities in Mozambique and Zimbabwe respectively (2013)
- Illovo's USD50 million revolving credit facility (2013)
- Zambia Sugar's USD120 million expansion finance term loan (2015) BComm (Finance and Economics)
- 18 years banking experience with the last 10 years in investment banking and client coverage
- Worked with a full suite of corporate and investment banking products across Africa, the UK and the USA.

Contact:

Tel: +27 11 344 5129
Mobile: +27 73 649 5786
Email: junaid.jadwat@standardbank.co.za



Brendan Grundlingh

Standard Bank Executive, FMCG / Beverage Coverage

More than 60% of Africans are under the age of 25. They form a vibrant and optimistic consumer set that will exert growing buying power as regional economies gain traction. FMCG multinationals looking for new sources of growth will find an attractive and receptive market in Africa. In this era of rapid change, traditional business models have had to make way for more flexible and innovative solutions. With regional expertise and deeply-honed skills, we are the right partner for local and multinational companies who are taking on the challenge and opportunity of expanding into and across Africa.

Highlights:

- Part of the Credit Suisse EMEA research team covering emerging market food producers for Credit Suisse Standard Securities

- Recognised by Financial Mail's "Analyst of the year" awards in the Food Producers Sector, receiving analyst of the year in 2010 BComm (Economics), Honours (Strategic Management and Finance)
- 13 years investment industry experience
- Previously, pan-African Food and Beverage sector head for Standard Bank's equity division, SBG Securities, where he covered the listed food and beverage space in South Africa and East Africa.

Contact:

Tel: +27 11 721 6987
Mobile: +27 82 576 1360
Email: brendan.grundlingh@standardbank.co.za



Khetha Mazibuko

Standard Bank Executive, Retail Coverage

Traditionally, 90% of African sales were transactions between customers and informal traders in kiosks, stands and open markets. This mind-set, plus underdeveloped infrastructure and defective supply chains, presented supermarket retailers and wholesalers with considerable challenges. Nevertheless, a small but growing number of multinationals are operating in various regions and are designing products that are suitable for the African market. Retailers who formulate competitive strategies and team up with the right local partners should reap significant rewards. Our attention to detail and hands-on experience in engaging with local players underpin our informed approach.

Highlights:

- Part of the deal team that was awarded South African DealMakers, Deal of the Year 2010
- [Others to include?] BComm (Accountancy and Management), Honours (Management)

- Four years' management consulting experience focused on Retail strategy and 10 years' Investment and Retail banking experience
- Extensive experience in post merger implementation within the Retail Sector
- Advised on strategic expansion opportunities in emerging markets, specifically South Korea, Brazil, India, South Africa
- Worked on cross-border M&A and corporate finance transactions across Africa, Central America and the UK.

Contact

Tel: +27 11 721 9364

Mobile: +27 83 562 9777

Email: khetha.mazibuko@standardbank.co.za

Please can we include bio's for Heloise Smith (and James Chomba – Heloise to confirm) as part of the Consumer sector coverage team across EA and SA.



Heloise Smith

Head: Consumer Sector East Africa

Client Coverage Africa

Corporate and Investment Banking

Stanbic Bank/Standard Bank

Heloise is the Head for the Consumer Sector East Africa in Stanbic Bank, based in Nairobi, Kenya. She has more than 15 years experience in financial services, and has been working on the African continent in various capacities in the public and private sector since the early 1990s. In her previous role as Head: African Telecoms and Media for the Standard Bank Group, she raised in excess of US\$bn in non-recourse funding for African mobile operators. She has in depth knowledge of the debt capital markets of many African countries.

Heloise has also consulted to the MTN Group, Africa's largest mobile operator, regarding fundraising for its operations in Africa and the Middle East. Whilst at MTN, Heloise lived in Nigeria for a period of time, arranging Naira 250bn plus USD400m in funding for MTN Nigeria, as well as funding for MTN's operations in Afghanistan, Iran, Cote d'Ivoire, Liberia, South Africa, and Uganda. Heloise has also consulted to the Illovo Group, a subsidiary of Associated British Foods, on a greenfield integrated sugar project in Mali, and funding for operations in Swaziland and Zambia.

Prior to taking up her current role in East Africa, Heloise was a senior banker in the African Investment Banking Team of Standard Bank. She had responsibility for developing opportunities across the continent with existing and potential clients, both from within Africa and abroad, with a key focus is on the FMCG and Agri-business sectors where the booming African middle class is driving consumption.

Heloise holds B.Com, LLB and MBA degrees.