



COMPANY PROFILE

TVCN TANZANIA
VENTURE
CAPITAL
NETWORK

www.tvcan.org



ABOUT US

- Tanzania Venture Capital Network is a not-for-profit initiative established by SSC Consulting to promote the growth and development of Private equity and Venture capital industry in Tanzania
- The network will carry out various activities for creating awareness, knowledge, data, intelligence, advocacy, and organize events and networking for promoting the industry growth

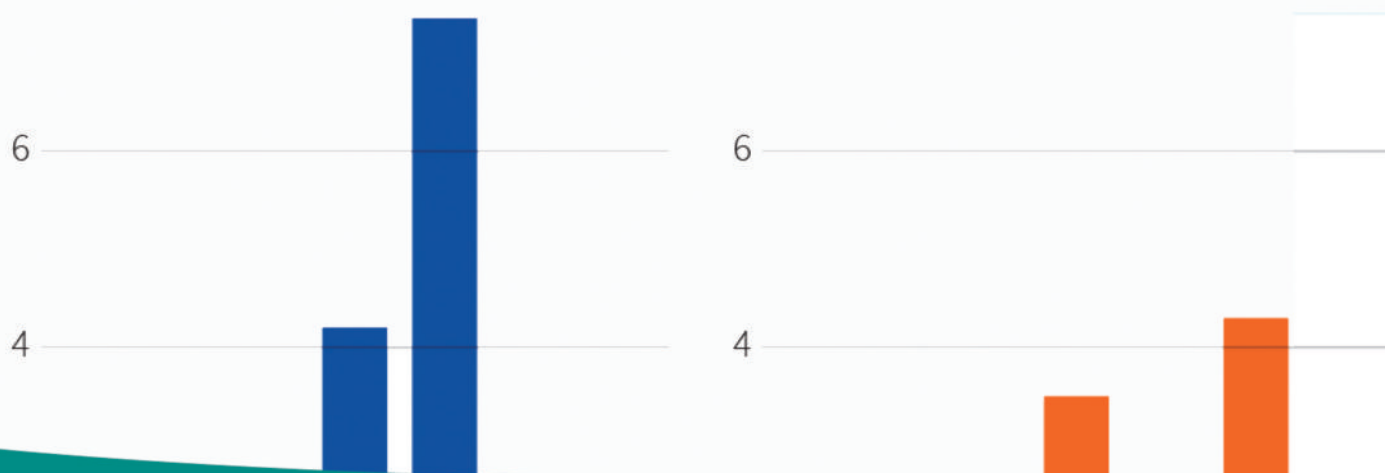
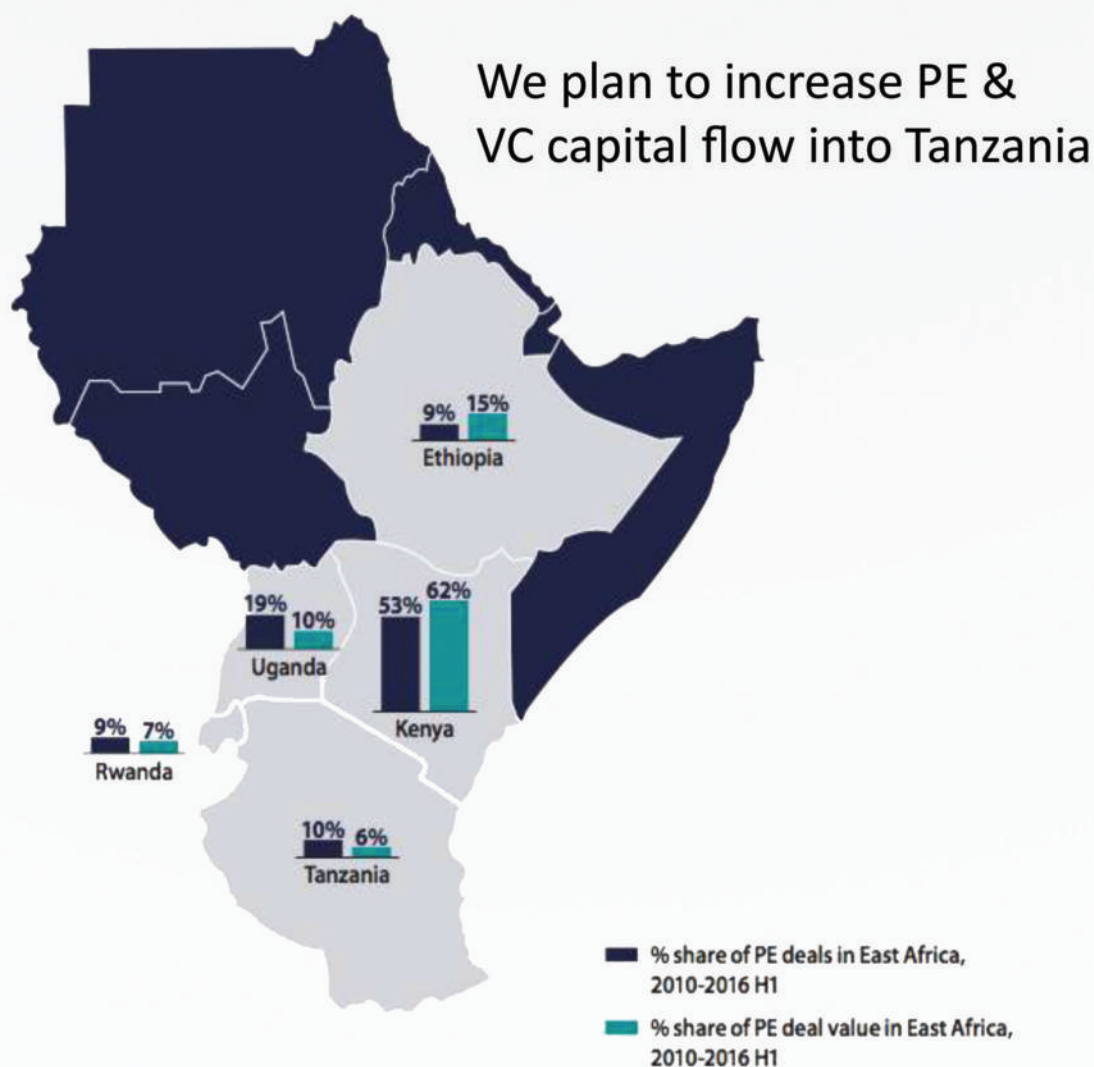
ABOUT SSC CONSULTING

- SSC Consulting is an advisory firm offering advisory services in Business Development,
- Finance, Investment, Transactional services, Risk Management, Research, Corporate and Debt Restructuring, Economic advisory, and Project management
- Under our Transactional advisory section, we help Tanzanian companies raise capital from PE, VC, and debt players from different parts of the world
- We work as an intermediary for regional and global PE and VC firms. We have so far raised more USD 300m in debt for Tanzanian companies
- We have offices in Tanzania and Rwanda



MARKET LANDSCAPE

Percentage share of the volume of reported PE deals in East Africa, by country, 2010-2016 H1



OUR KEY OBJECTIVES

- To create awareness on the importance of Private equity and venture capital industry for country's economic development.
- To create a network which will bring together different industry players regularly
- To conduct activities that will help build knowledge and awareness to local businesses on all matters of PE and VC industry
- To help PE and VC funds find and execute more deals in Tanzania
- To conduct research and publish industry information and insights regularly.
- To advocate for a better business environment needed by PE and VC players to establish and operate their businesses in the country
- To promote the growth of home-grown VC funds and Angel Investors





TRAINING

- Specialized training to entrepreneurs o Training to regulatory bodies
- Training to potential GPs and LPs
- Training to Industry service providers

AWARENESS

- Monthly newsletters
- Regular seminars
- Featured presentations/presenting papers in related conferences and events
- Radio and TV interviews
- Posting of articles and industry updates on local newspapers



EVENTS & NETWORKING

- Annual Tanzania VC conference
- Participating in international events and conferences on PE and VC issues
- Periodic network and cocktail events
- Arranging for intermediary events for VCs and Entrepreneurs
- Joining regional and international associations

ADVOCACY

- Influence any policy changes necessary for increase VC penetration in Tanzania
- Conduct periodic reviews on legal and regulatory framework impacts on VC development in Tanzania.

83

Number of reported PE deals in Africa in 2016 H1

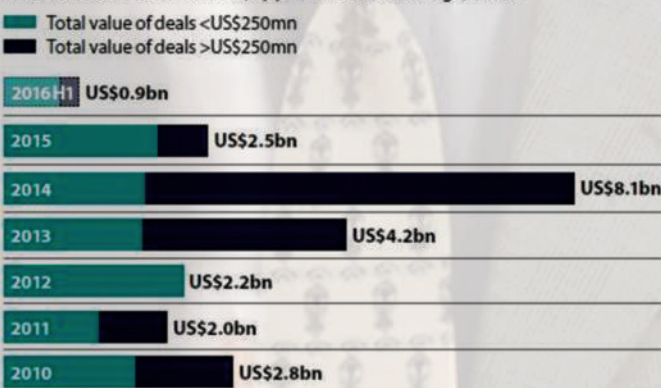
US\$0.9bn

Total value of reported PE deals in Africa in 2016 H1

US\$1.1bn

Total value of Africa PE fundraising in 2016 H1

Total value of PE deals in Africa, by year and deal size range, US\$bn



Selection of PE funds in Africa in 2016 H1

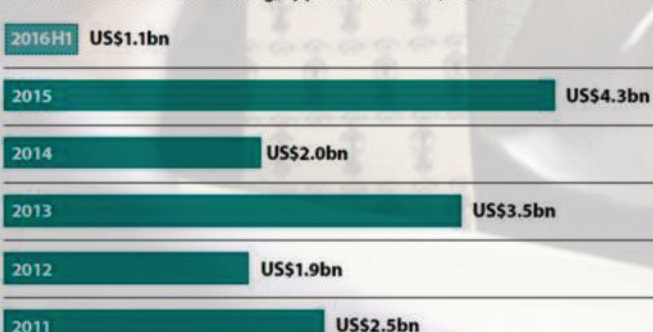
Portfolio Company	Sector	Investor(s)	Region
Continental Reinsurance	Financials	African Capital Alliance	Multi-region
Gold Coast Fruits	Consumer Staples	Injaro Agricultural Capital Holdings	West Africa
MedTech Group	Information Technology	Mediterrania Capital Partners	North Africa
Opham	Health Care	Adenia Partners	Southern Africa
Verde Beef Processing	Consumer Staples	8 Miles	East Africa

AVCA's 2016 H1 African Private Equity Data Tracker provides a summary of trends in private equity (PE) in Africa.

Key findings:

- 83 PE deals were reported in Africa during the first half of 2016
- Between 2010 and 2016 H1, there were 928 reported PE deals on the continent
- US\$0.9bn of reported PE deals were completed in Africa in 2016 H1. Overall, US\$22.7bn was invested in Africa PE from 2010 to 2016 H1
- 75% of PE deals completed in Africa in 2016 H1 were below US\$250mn in size; a similar trend was also seen in 2015
- In 2016 H1, Africa PE funds achieved a final close total of US\$1.1bn; 46% of the total raised to date, which is dedicated to Real Estate

Total value of Africa PE fundraising, by year of final close, US\$bn



Selection of PE funds that announced a final close in 2016 H1

Fund Name	Reported Final Close (US\$m)	Fund Sector	Regional Focus
Actis Africa Real Estate Fund III	500	Real Estate	Sub-Saharan Africa
Enko Africa Private Equity Fund	83	Generalist	Pan-African
Investec Africa Private Equity Fund II	295	Generalist	Sub-Saharan Africa
			East &



RESEARCH

- Annual private equity survey
- Impact assessment of private equity on the economy
- Industry studies and data updates

PARTNERSHIPS

TVCN plans to partner and work closely with industry associations that include;

- Tanzania Private Equity and Venture Association under TPSF
- East Africa Venture Capital Association
- Africa Venture Capital Association
- Emerging Markets Private Equity Association
- Local industry associations

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