

A Platform to Fuel Africa's Entrepreneurial Growth

Twelve million laborers are entering Africa's workforce every year, yet only 3 million jobs are being created. Small and growing businesses (SGBs) are the number one creator of new jobs on the continent, yet a major barrier to growth is access to finance. Impact investing is on the rise and could unlock billions of dollars in capital for SGBs, yet many wealthy families who want to invest in Africa lack a trusted way to do so. The world needs blended finance solutions to achieve the Sustainable Development Goals (SDGs). The Exchange provides a solution.

Join a blended finance consortium to expand The Exchange, and enable thousands of investors to invest in hundreds of companies across Africa. By opening The Exchange in 20 countries, we will help crowd in the private sector and create significant impact on the SDGs.

Project Duration: 2018 to 2038

Total Project Budget: \$130M, average of \$6.5M per country

Geographic Scope: 20 countries across East Africa (Phase 1), Southern Africa (Phase 2) and West Africa (Phase 3). Immediate expansion plans include Uganda and Rwanda.

Five-Year Plan:

03 Exchanges Opened in New Countries

1,500 SGBs and Startups Trained in PE

300 CFOs Trained in Advanced Finance

150 Executive Trained on Rapid Scaling and Growth Tactics

25 Investments in SGBs

08 Investments in Women-Led Companies

15,000 Jobs Supported

30,000 Smallholder Farmers Supported

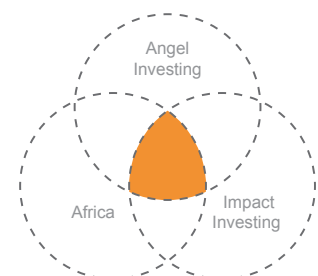


An Innovative Impact Investment Model

The Exchange has been successfully launched in Addis Ababa, Ethiopia. The Exchange provides both a space and an investment platform for the Impact Angel Network (IAN) and local angel investors to find, invest in and help grow startups and SGBs into market leaders.

What makes The Exchange and its partnership with the IAN so different? The platform is unlocking private capital from wealthy families around the world to invest in local businesses in Africa. Currently, most of that money is on the sidelines without a trusted, on the ground partner, or invested into private equity funds that typically can't invest less than \$5M and thus aren't effective in investing in the "missing middle". The Exchange, in partnership with the IAN, has the potential to be a significant answer to today's development challenge and build Africa's private sector. As RENEW expands The Exchange to new countries and the Impact Angel Network grows, we will unlock billions of dollars for local companies, crowd in the private sector, encourage local angel investors to jump into the game and help achieve the SDGs.

The Exchange becomes sustainable in a country after 7 years through success-based management fees RENEW collects from investors. The Exchange stimulates the local ecosystem by partnering with local incubators, accelerators and angel networks as it strengthens the investment landscape.



RENEW leverages three trends.

The Exchange



Investments



Training



Results



Since launching The Exchange Ethiopia, RENEW and the IAN have become the most active PE investors in the country.

About the Model: The Exchange has four key elements:

1. The Exchange – An investment and training space in the capitol city, managed and staffed by RENEW.
2. The Impact Angel Network – With more than 115 families from the U.S., Canada, U.K., Europe and Asia, and growing rapidly each year, this network has the capacity to invest in hundreds of companies.
3. Core Training – PE500, The Exec's Program and CFO100 are designed to scale SGBs into market leaders.
4. Results – RENEW and the IAN are now the most active PE investor in the country.

The Exchange Ethiopia Results:

09 Investments
in 8 Companies

800 Jobs
Created

1,500 Jobs
Supported

5,700 Small Holder Farmers
Supported

> \$10M Capital Channeled
to Companies

The Exchange Ethiopia Partners:

Canada



About the Impact Angel Network:

The group is made up of more than 115 wealthy families and has grown more than 37% over the last 12 months. Members are compassionate capitalists who realize we must invest in the private sector to bring about long-term prosperity.

About RENEW:

The RENEW team brings together an international team of finance, legal and business professionals with extensive experience in investment management, training, deal structuring and operations.

Why Bring The Exchange to 20 Countries:

Startups and SGBs are critical to Africa's future. Businesses that are less than five years old and with fewer than 20 employees are the greatest contributor to new job growth on the continent; yet access to finance is a major barrier to growth. Addressing this problem is critical to Africa's long-term future, as studies estimate that 12 million Africans will enter the workforce each year, but the formal private sector will only create 3 million openings at its current state. Thankfully, the time is right: Studies indicate that 22% of Africa's working population are entrepreneurs - the highest percentage of any region in the world. And much of this is because African entrepreneurs see opportunity, indicating a growing excitement for entrepreneurship.

Similarly, impact investing is growing in popularity mainly in developed countries such as U.S., Canada, the UK and much of Europe. More than \$9B of impact capital is earmarked for Africa and, if properly organized, could provide growth capital for SGBs. While capital is trying to move into the region, SGBs and start-ups are too small for funds, and because the local ecosystem in most countries is not yet conducive for local angel networks, The Exchange is needed to stimulate an investment ecosystem.



RENEW™

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Sources: AfDB (2017) "The African Economic Outlook", Africa Growth Institute, Quartey et al., (2017) "Financing the growth of SME in Africa", The GIIN (2017) "Annual Impact Investor Survey", The Economist (2017) "A growth engine: Trends and outcomes of private equity in Africa", UNDP (2015) "Impact Investment in Africa: Trends, Constraints and Opportunities", World Bank (2015) "SME Finance in Ethiopia: Addressing the Missing Middle Challenge"