

The background is a dark blue gradient. It features several large, overlapping, concentric circular patterns. These circles are composed of many thin, light blue lines that form a grid-like structure. Some of these lines are straight, while others are curved, creating a sense of depth and movement. There are also some small, light blue dots scattered across the background, connected by thin lines, resembling a network or a molecular structure.

SOUTHBRIDGE



*“It Always
Seems
Impossible
Until It
Is Done”*

NELSON MANDELA



We Are SouthBridge. Our Roots Are In Africa, Our Vision Is Pan-African And Our Reach Is Global.

We are a full-service Pan-African financial advisory services provider for public and private clients.

We are a team dedicated to accompany Africa's new dawn ushered in at the turn of the new millennium.

Our extensive knowledge of Africa is the bridge that links local knowledge and global excellence.

We aim to turn and translate our countries' bold vision into execution and delivery at country, regional and continental level.

We provide a platform for Africa's young professional minds to bring their skills, talents and enthusiasm to bear on Africa's future.



We Are The Bridge To Success

With our highly experienced pools located in Abidjan, Kigali, London and Paris, we are convinced that the key to achieving our vision is establishing bridges to support ground-breaking deals that allow companies to scale.

BRIDGES between global excellence and local knowledge.

BRIDGES between pools of capital and overestimated risks, underestimated needs.

BRIDGES between vision and execution.

BRIDGES between generations.

In 2017, Donald Kaberuka, Lionel Zinsou and the involved teams launched SouthBridge, an innovative, tailored financial advisory solutions firm.



Our Principles



Turning A Vision Into Action

OUR MISSION

Our mission is to unlock Africa's promise.

To be a committed and trusted partner for Africa's governments, corporates and global investors, providing innovative, tailored and customized financial advisory solutions.

OUR VALUES

- Highest ethical standards.
- Excellence and adherence to the highest corporate governance standards.
- Rigour and discipline for delivery of world class products.
- Commitment to our partners and clients.
- In reflection of our full confidence in Africa's bright future, we are in for the long term.



Our Services



Africa Faces New Challenges That Require New Solutions

FINANCIAL SERVICES

FUND STRUCTURING

We specialize in fund structuring and financing options and execute a variety of structuring transactions (including but not limited to, equity, quasi equity, debt issuances and mezzanine).

M&A

We provide mergers and acquisitions advice and services to our clients on some of their most important strategic decisions and industry defining transactions. We distinguish ourselves by having a highly experienced team, deep industry sector expertise, on ground assessment and global reach.

MIDDLE MARKET ADVISORY

Our Middle Market Financial Advisory Solutions are tailored & adjusted to the needs of mid-sized companies and firms, while delivering high value transactions. Our expertise and solutions include: private capital investing, lender finance, alternative energy and real estate and infrastructure.

SOVEREIGN ADVISORY

We are a trusted and experienced financial advisor to governments, multilaterals and other sovereign entities. We provide customized and innovative guidance on major aspects of public sector operations, including policy and financial issues.

DEBT ADVISORY AND RESTRUCTURING

We specialize in debt advisory & restructuring, specifically in the African context. A highly seasoned team of professionals with global perspective and local expertise provides solutions to all types of complex & debt restructuring problems. Our expertise includes restructuring, recapitalization, asset sales, capital raising and divestitures.

EQUITY ADVISORY

Having an exceptional insight on African equity market and sector-specific intelligence from our network and partnerships, we provide an unrivalled and independent perspective on investors, market transactions and transactions requiring capital raising.

SHAREHOLDER ADVISORY

Our team provides corporate leaders and directors with valuable insights on shareholders. We help our clients in defenses against activists and unsolicited takeover attempts, build agreements and shareholder supports on strategic transactions, develop corporate preparedness and effective engagement strategies.

FUNDRAISING

With a strong expertise in raising capital, we advise and raise region-specific funds, sector-specific funds and JVS through our Fund Services Division.

STRATEGIC CONSULTING

BUSINESS UNIT STRATEGY

We support businesses and SMEs in strategic problems concerning different business lines and units to increase profitability and maximize their economic potential.

TRANSACTION

Focused on sustainability & growth, we advise clients on complex transactions. Constant interaction with our Financial Advisory division and local partners help us deliver robust industry expertise and insight.

PORTFOLIO STRATEGY

We support our clients to leverage their portfolio and foster sustained growth, aligned with their overall business objectives and strategy. We also advise on efficient portfolio strategies to be responsive to market dynamics and changes.

SHAREHOLDER ADVISORY

Through our industry specific expertise, insight and foresight, we advise our clients to identify clearly their fundamental sources and drivers of value.

CORPORATE STRATEGY

We help in better resource allocation, integrated business strategies and planning processes. We identify corporate profitability centers and differentiating capabilities of business units to position them in alignment with the overall objectives of the firm to create value for a sustainable growth.

SUSTAINABILITY

Focused on SDGs and long term growth, we help companies to develop renewable energy policies, recycling processes, identify new partnerships and understand the impact of trends and government regulations on their business.

FAMILY BUSINESS

We help family businesses to identify their growth potential and scaling opportunities. With deep operational insights of SMEs, we help our clients to maximize the profitability of their supply chain and help in wealth planning, family governance, legislation and international investments.

PROJECT FINANCE AND PPP

We consult our clients on various ways of financing and partnering for projects and transactions, including but not limited to secondary transactions, equity and quasi-equity options.

SOVEREIGN ADVISORY

We consult governments and sovereign funds on strategic sector implementation, investment & diversification.



Our Leadership



Donald Kaberuka

Managing Partner

Founder and Managing Partner of SouthBridge, Donald Kaberuka was the 7th President of the African Development Bank Group from 2005 to 2015.

From 1997 to 2005, he was Minister of Finance and Economic Planning and led the economic recovery of Rwanda. As such, he also served as Governor for the International Monetary Fund (IMF) and the World Bank (representing Rwanda).

In January 2016, Kaberuka was appointed Special Envoy of the African Union in charge of funding activities for the Union and its special Peace Fund. He is on the board of several institutions including Africa Leadership University and the Rockefeller foundation.

Dr Donald Kaberuka holds a PhD in economics from the University of Glasgow.

Lionel Zinsou

Managing Partner



Founder and Managing Partner of SouthBridge, Lionel Zinsou is a former Prime Minister of Benin (2015-2016).

Before that, he was successively member of the Executive committee of Danone where he held several executive positions, General Partner at Rothschild & Cie and President of PAI Partners, one of the leading European Private Equity firms.

Lionel Zinsou started his career as an academic before joining the office of the Ministry of Industry (1980-1984) and Prime Minister (1983-1986), Laurent Fabius. Mr Zinsou is currently on the board of several institutions and corporates including Terra Nova (Chairman), Danone and PAI Partners.

He studied at Ecole Normale Supérieure and at Paris IV and Paris VII universities (history of economics). He also graduated from Sciences Po Paris and was a research student at the London School of Economics.



Andrew Alli

Group CEO, Partner

Partner and group CEO, Andrew Alli was the Chief Executive Officer of the Africa Finance Corporation between 2008 and 2018.

After a decade at the International Finance Corporation (IFC) in different positions, including Country Manager for Southern Africa and for Nigeria, he was appointed CEO of the nascent Africa Finance Corporation, which he built into a robust DFI focusing on African infrastructure, natural resource and heavy industries.

During his tenure as CEO, AFC made cumulative investments of over USD4.5 billion in 30 African countries and achieved the second highest credit rating for an African lending institution.

Andrew is a Chartered Accountant, who holds a BEng in Electronics and Electrical Engineering from King's College, University of London, and an MBA from INSEAD.

Serge Thiémélé

Partner



Partner, Serge Thiémélé is the former Lead Partner of Ernst and Young (EY) in charge of the Transactions Services business line for francophone Sub Saharan Africa.

He started his career in 1991 as a financial auditor at Ernst and Young Cote d'Ivoire where he worked mainly in the electricity, telecommunications and banking sectors. 15 years later later, he specialized in Transaction Advisory, involved in fundraising (equity & debt), due diligence and M&A operations for governments, public and private companies in Francophone African countries. Serge Thiémélé left EY in 2017 to launch First Capital, before joining SouthBridge.

Serge holds a degree in economics (mention "Analysis and Politics") from the Paris 1 University - Panthéon Sorbonne. He also graduated from Sciences Po Paris.



Hamet Aguemon

Partner

Partner, Hamet Aguemon has an extensive financial experience in Sub-Saharan Africa including at Goldman Sachs (2008-2012) and VTB Capital (2012-2014).

In 2014, he launched a personal fund to support booming sectors in Sub-Saharan Africa before joining the office of the Prime Minister of Benin in 2015 to lead the cabinet financing efforts and foster partnerships with the private sector.

In 2016, he started Khulatech, a startup with the objective of digitalizing the regional economies through innovative and disruptive contents. Mr. Aguemon is currently on the Board of the African School of Economics, Bullion Holdings, Vox Africa and Agriledger. Mr. Aguemon holds a Master in Finance from the École Supérieure de Gestion Paris, and an MBA from the Wharton School.

William Ediko

Partner



Partner, William Ediko is a former business lawyer at the Paris bar.

Before joining SouthBridge, Mr. Ediko collaborated with the office of the Prime Minister of Benin as a technical advisor in charge of relations with private investors. William Ediko has more than 10 years of experience acquired in law firm (Dentons), audit firm (Deloitte) and investment bank (HSBC).

He is specialized in supporting investment transactions, restructuring and M&A operations, mainly in francophone Africa. He advised several corporate clients as well as government institutions.

Mr. Ediko holds a PhD in Public Law from Université Paris 1 Panthéon-Sorbonne and a Certificat d'Aptitude à la Profession d'Avocat ("CAPA") from the École de Formation professionnelle des Barreaux de la cour d'appel de Paris ("EFB").

BOARD OF DIRECTORS

Donald Kaberuka

Managing Partner

Lionel Zinsou

Managing Partner

Andrew Alli

Group CEO, Partner

Hamet Aguemon

Partner

William Ediko

Partner

Fatoumata Ba

Director

Founder, Janngo

Nousrath Bhugeloo

Director

Partner, Abax

Venkatesen Chetty

Director

Director, Abax

Frannie Leautier

Director

*Former vice-president,
African Development Bank*

Thoko Moyo

Director

*Dean of Communications,
Harvard Kennedy School*



Abidjan

Immeuble Brandon & McCain,
Boulevard Arsène Usher Assouan,
Riviera Golf 4
Abidjan • Côte d'Ivoire
+225 2244 3252

Kigali

PCD Tower, 11th Floor,
KN 67 Street
Kigali • Rwanda
+250 252 555 000

Paris

6, rue Auguste Vacquerie,
75016 Paris • France
+33 1 70 81 20 70

www.southbgroup.com

contact@southbgroup.com

