

Enexus provides M&A and fundraising services to companies operating in Africa

Clients


Corporates

- African corporates willing to engage in cross-border acquisitions or raise funds to finance their expansion
- African corporates looking for a buyer
- International corporates looking for a local partner to penetrate new African markets

Financial institutions

- African financial institutions
- International financial institutions on transactions related to African markets

Financial investors

- Private equity funds
 - Development finance institutions and impact investors
 - Institutional investors including asset managers, sovereign funds and insurance companies
 - Family offices and other private investors
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Activities


We can cover the full process or work solely on one of the tasks listed below.

Mergers, acquisitions and cessions

Sell-side advisory

- Identifying needs
- Assessing modes of partnership: from minority stake to full divestiture
- Shortlisting potential investors
- Structuring information
- Drafting information materials including teaser and information memorandum
- Assisting with valuation
- Preparing the data room
- Pitching identified investors
- Assisting with structuring, due diligence, negotiations and transaction execution, up to deal closure

Buy-side advisory

- Providing market intelligence
 - Market screening to identify potential acquisition opportunities
 - Assessing relevant modes of entry: from minority stake to full acquisition
 - Shortlisting potential targets
 - Pitching identified targets
 - Assisting with valuation and definition of target price
 - Assisting with structuring, due diligence, negotiations and transaction execution, up to deal closure
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Debt and equity fundraising

- Fundraising expansion and growth capital, acquisition and post-acquisition financing, refinancing, restructuring, seed capital and start-up financing
 - Designing optimal financing structure (equity, quasi-equity, debt)
 - Structuring information and drafting teaser and information memorandum
 - Assisting with valuation (if relevant) and preparing the data room
 - Shortlisting investors or lenders
 - Marketing the transaction to selected investors or lenders
 - Assisting with structuring, due diligence, negotiations and transaction execution, up to deal closure
- Fundraising for private equity, venture capital and debt funds

Joint ventures & partnering

- Advising on strategic alternatives
 - Joint venture
 - Strategic alliance
 - Franchise
 - Other partnerships

Other advisory services

- Assisting with business development, market screening, target identification and introduction to relevant partners
- Assisting with business plan and financial modelling
- Financial engineering of alternative financing schemes
 - Trade finance facilities
 - Mutual funds
 - Mobilisation of savings
 - Guarantee schemes
 - Stand-by lines of credit
 - Portfolio securitisation

Industries

Manufacturing

- Building materials including plastics, glass, brick, cement, metals, wood industry and furniture
- Packaging
- Pulp, paper and printing industry
- Textile and leather
- Chemicals including fertilizers, pharmaceutical industry and personal care and painting

Agri-business

- Vegetal & animal production and animal feed
- Forestry and rubber trees
- Agricultural products including sugar, grains, oilseeds, tea, coffee and cocoa
- Food, beverage and other FMCG
- Trading

Services

- Transport, logistics and storage
 - Retail, hospitality and commercial real estate
 - Construction
 - Healthcare
 - Education
 - ICT, technology and digital economy
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Financial sector

- Bank
- Insurance
- Leasing
- Microfinance

Infrastructure and energy

- Transport
- Water and waste
- Digital infrastructure and telecommunications
- Energy



Enexus

Finance within Africa

Enexus Finance helps companies invest and grow in Africa. By identifying opportunities in underserved markets and bringing together the right partners, we seek to foster investments in Africa.

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