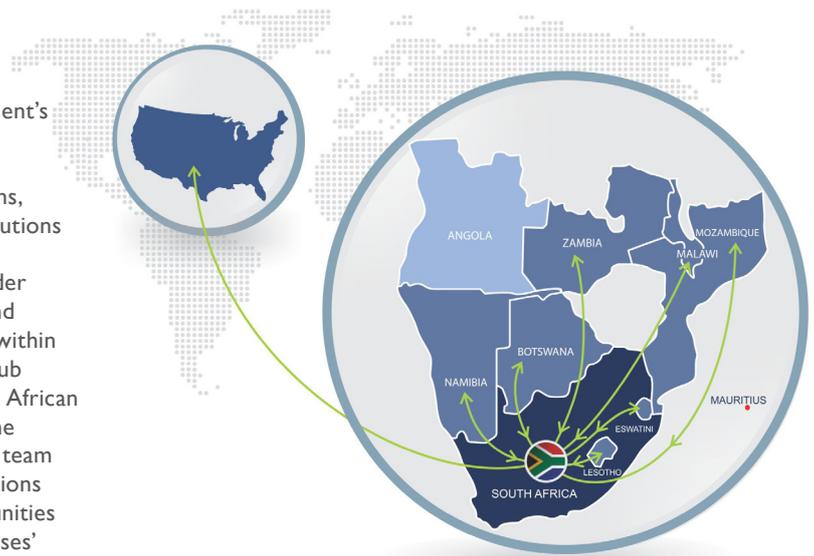


FINANCE AND INVESTMENT

THE SOUTHERN AFRICA TRADE AND INVESTMENT HUB

The United States Agency for International Development’s USAID Southern Africa Trade and Investment Hub (USAID TradeHub) partners with private and public sector organizations, business and industry associations, international development agencies and financial institutions across Southern Africa to deepen regional economic integration, promote two-way trade with the U.S. under the African Growth and Opportunity Act (AGOA), and attract investment that drives commercial expansion within the region and to global markets. The USAID TradeHub partners with regional governments and the Southern African Development Community (SADC) on trade policy. The USAID TradeHub’s dedicated Finance and Investment team works with regional and international financial institutions to identify and assess prospective investment opportunities and develop innovative solutions that enhance businesses’ access to finance while delivering returns on investments.



FINANCE AND INVESTMENT TEAM SERVICES

- Regulatory and market assessment services and commercial due diligence to support corporate and investment-driven financial transactions
- Partnerships with local banks that enable equity investors to find local debt capital to quickly close on transactions
- Long-standing experience collaborating with regional institutions including SADC to overcome market-entry challenges, such as helping to remove non-tariff trade barriers and harmonizing customs norms and procedures
- Convening power with key stakeholders in the region as well as with U.S. government agencies to assist financial institutions with private sector transactions

ADVISORY TOOLKIT	U.S. Investors & Private Equity Firms	U.S. Corporations	U.S. Pension Funds
On-the-Ground Country Intelligence	✓	✓	✓
Introduction to Local Partners	✓	✓	✓
Identification of Acquisition Targets	✓	✓	✓
Opportunity Validation	✓	✓	✓
Tailored Market Studies	✓	✓	✓
Market Entry Strategy	✓	✓	—
Commercial and Operational Due Diligence	✓	✓	✓
Financial Analysis and Deal Structuring	✓	✓	✓
Investment Implementation Strategy	✓	✓	—
Technical Assistance	✓	—	—
Fundraising Support	✓	—	✓

FINANCE AND INVESTMENT TEAM HIGHLIGHTS

- Identifying and maintaining a pipeline of investment opportunities for U.S. businesses and investors
- Developing financing mechanisms for agribusiness, including trade finance and warehouse receipts, which producers can use as collateral against loans
- Collaborating with SADC and national trade promotion agencies to develop and implement national action plans on investment
- Cooperating with banks and other financial institutions to assess barriers to lending towards export-oriented businesses

The Finance and Investment team has supported over 16 investments worth \$177 million to date

 <p>DEVELOPING WORLD MARKETS</p>	 <p>FINCA</p>  <p>Retail Capital</p>	<p>Assisted U.S. – based Developing World Markets (DWM) with \$5 million worth of transactions in Zambia and South Africa</p>
 <p>European Investment Bank</p>	 <p>NB National Bank of Malawi</p>	<p>Facilitated a \$35 million loan from the European Investment Bank (EIB) to the National Bank of Malawi (NBM) for the building of commodities warehouses in Malawi for the expansion of the agricultural sector</p>
 <p>EXEO CAPITAL</p>	 <p>Capital FISHERIES</p>	<p>Supported a \$6.4m million investment in a Zambian importer and wholesaler of frozen fish and meat products</p>
 <p>KIBO CAPITAL PARTNERS</p>	 <p>Tropigalia</p>	<p>Assisted a private equity investment in a leading consumer goods distributor in Mozambique</p>

TARGET MARKETS

Building a vibrant, broad-based and export-oriented private sector and promoting a governing environment that is conducive to business fosters resilience among Southern African economies and fuels demand for U.S. goods and services. The USAID TradeHub implements activities in four critical areas: finance and investment, enabling environment and trade facilitation, export competitiveness, and agribusiness. The program works with eight Southern Africa Development Community member states: Botswana, Lesotho, Malawi, Mozambique, Namibia, South Africa, Swaziland and Zambia. The USAID TradeHub is assessing potential activities in Angola, the Democratic Republic of Congo, and Zimbabwe.



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