

# EastAfrica Analyst

Your leading business forum

## EA Business

Cross-border mobile money service key growth area for regional telecoms

9 reasons why doing business in Rwanda is a smart strategy

## World Business

UAE to become world's first nation to roll out 5G network

Over 12,000 African companies operating in Dubai

## Business Opinion

Business interviews with key panelists of the coming Africa Finance & investment Forum 2015

# Rwanda Stock Exchange on course to meet 2015 target



Rwanda: RWF1500 | Burundi: BFR3500 | Uganda: UGS7000 | Tanzania: TSH4500  
Kenya: KSH300 | South Sudan: SP10 | Rest of the World: USD5





## Hendrik Jordaan President and CEO of 1K1Voices

# Q&A

1

1K1Voice is an equity fund based in America and representing some of the largest fortunes. Why the interest in Africa's private sector?

One Thousand & One Voices Africa Fund I, LP ("1K1V") is a private family capital fund targeting some of the world's highest growth regions and industries, located in Sub-Saharan Africa's "lower middle market," through a differentiated model that is specifically designed for globally influential, industry-leading families and enhances the "traditional" PE model in several respects. The Fund's unique model leverages the business insights and relationships of globally influential investing families in every transaction. The Fund targets industries benefiting most from Africa's rising middle class such as agribusiness, consumer/retail, logistics/distribution and manufacturing (and where the investing families' Three-Dimensional Capital can be leveraged).

2

This is your second year as an AFIF speaker and participant. Why the comeback and how significant is it that the forum is being held for the first time in Africa?

Given Africa's growth story and rising middle class, Africa is becoming an increasingly important player in the



global markets. Having the AFIF conference on Africa soil for the first time is testament to the massive opportunity residing across the continent and provides a unique opportunity for interested partners to gather and witness part of the growth story.

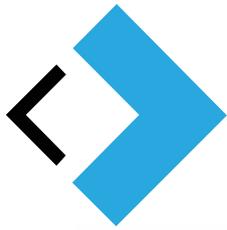
**3** As an investor in some of Africa's leading enterprises, what are you looking for? Have you seen a change over the years in terms of the breadth and diversity that each sector has to offer?

The market has corroborated 1K1V's investment thesis of investing in leading family-held SMEs in four targeted industries. In a few instances, our general investment approach has been honed in response to specific market conditions and opportunities. For example, 1K1V has been presented with multiple agribusiness investment opportunities where the target portfolio company has material competitive advantages over similar companies around the world (including reduced labour cost, climactic conditions, a significant export base to reduce currency exposure, among others). We have determined that, where the opportunity to add significant value to such target company exists, and the target company's perceived investment risk is not correlated to the reality of the risk-return opportunity, an attractive investment opportunity exists. More generally, lessons learned include the fact that 1K1V has a material competitive advantage by focusing on leading family-held businesses in industries where 1K1V's investing family offices have deep Intellectual Capital and Relational Capital rather than focusing on typical "auction" transactions where a large number of investors compete.

**4** The majority of AFIF2015 participants will be African-based entrepreneurs, what would you advise those looking for partners or financing? What can help take their businesses to the next level?

Accessing Intellectual Capital and Relational Capital is as important, if not more important, to an African entrepreneur than mere financial capital. 1K1V seeks to deploy the business insights and relationships of globally influential investment families in its portfolio companies, in order to target greater returns and outcomes than may be achieved by financial capital alone.

One Thousand & One Voices (1K1V) is a private capital fund that seeks to enhance the best of what private equity investment has to offer with the Intellectual Capital, Relational Capital and Patient Financial Capital – or the "Three-Dimensional Capital"<sup>SM</sup> – of industry-leading family offices. Through this approach we invest in leading companies in some of the fastest growing regions and industries in Sub-Saharan Africa.



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- Bifite imyaka itatu ya garanti
- Bifite hejuru y'imyaka 10 biri ku isoko, bikoreshwa.
- Guhugurirwa no kugirango abatekinisiye bakwereke uko bikoreshwa bikorerwa byose ku Ubuntu.
- Wabikoresha muri buzinesi yose ushatse

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