



**CONVERGENCE**  
PARTNERS  
2006 / onwards

# CONVERGENCE PARTNERS

*Convergence Partners  
Communications  
Infrastructure Fund*

*June 2016*



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# CONVERGENCE PARTNERS COMMUNICATIONS INFRASTRUCTURE FUND (CPCIF)





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# INVESTMENT ENVIRONMENT & OPPORTUNITY

**1.18 bn**  
POPULATION



**75%**  
OF MOBILE  
SUBSCRIPTIONS  
3G/4G IN 2019



**39.7%**  
URBAN

**30m km<sup>2</sup>**  
LAND MASS



MOBILE  
CONNECTIONS



**28%**  
ONLINE



**41%**  
UNDER 15 YEARS



2013

2019

**2X**

**93%**  
2020

6.3%  
CAGR

**77%**  
2015



**20X**

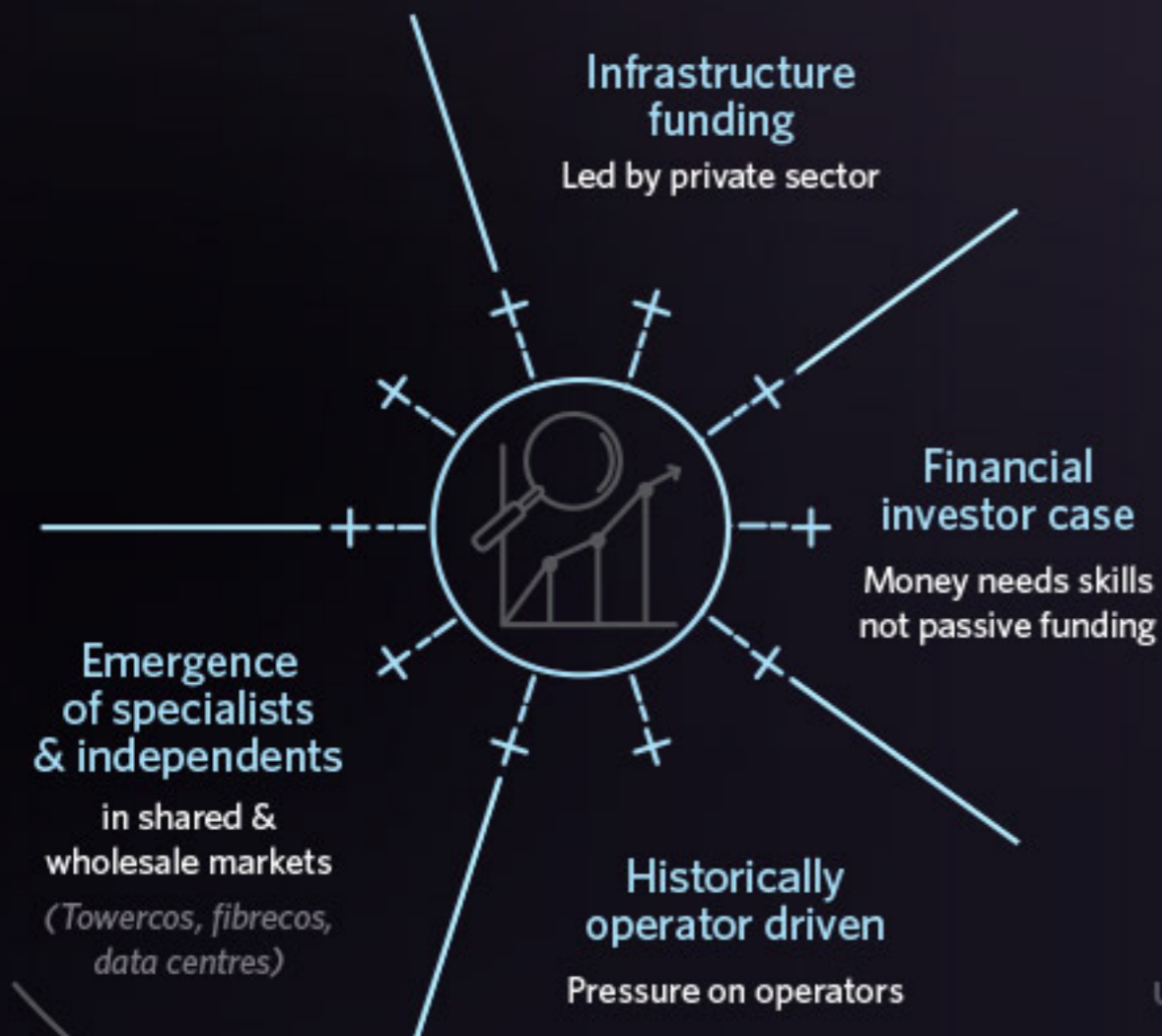


2013

2019

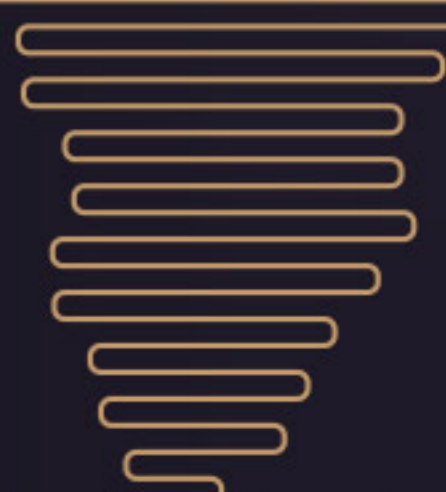
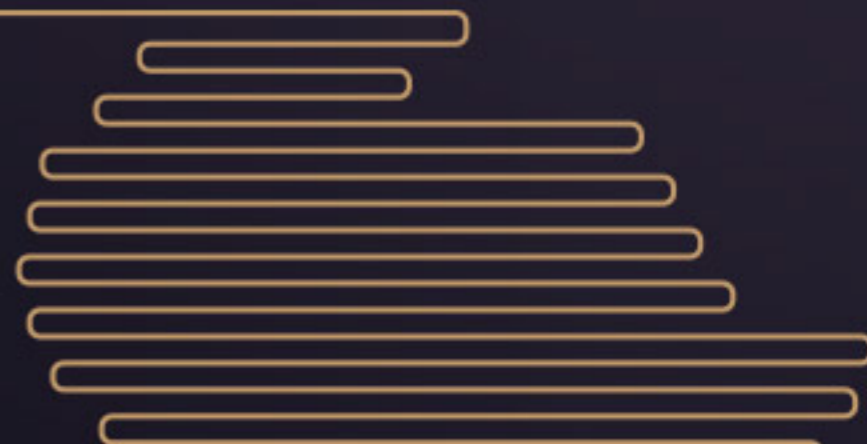


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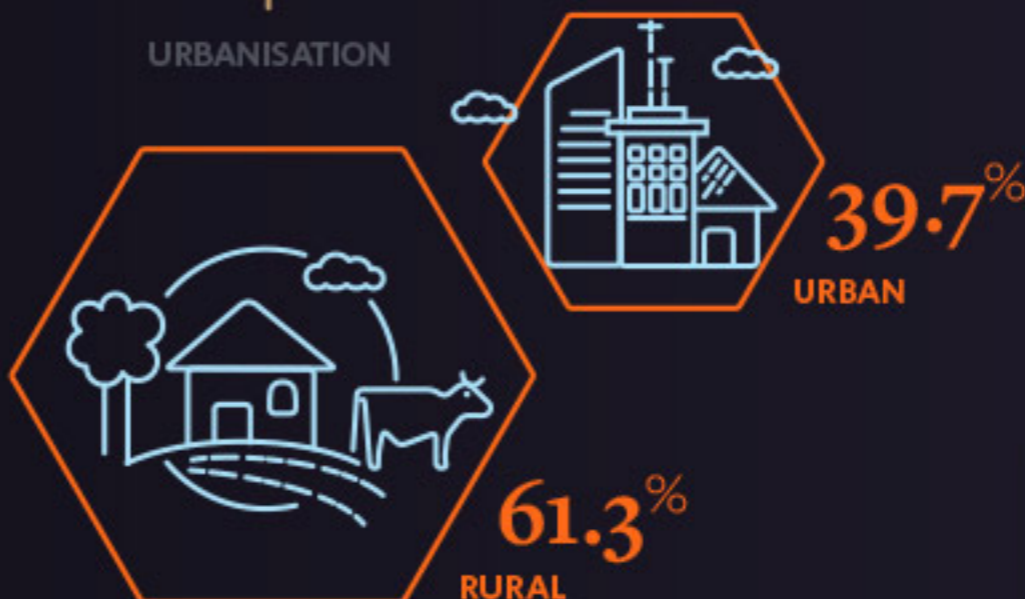
## *Specialist, active investment approach*

- > Complex regulatory environment
- > Rapidly changing technology, business models
- > ICT strategic national asset
- > Expensive to deploy infrastructure



**30m km<sup>2</sup>**

URBANISATION





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## CPCIF STRATEGY



### FOCUS



Enabled  
Platforms



Services



Physical  
Infrastructure

### STRATEGY



Regional  
Assets



Portfolio  
Synergies



Platforms/  
Buy & Build



Partnership  
Model



Growth  
Capital

### MANDATE



Equity



ICT



Pan African



Active



Returns



Impact



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## VALUE-ADD



Key to Convergence Partners model

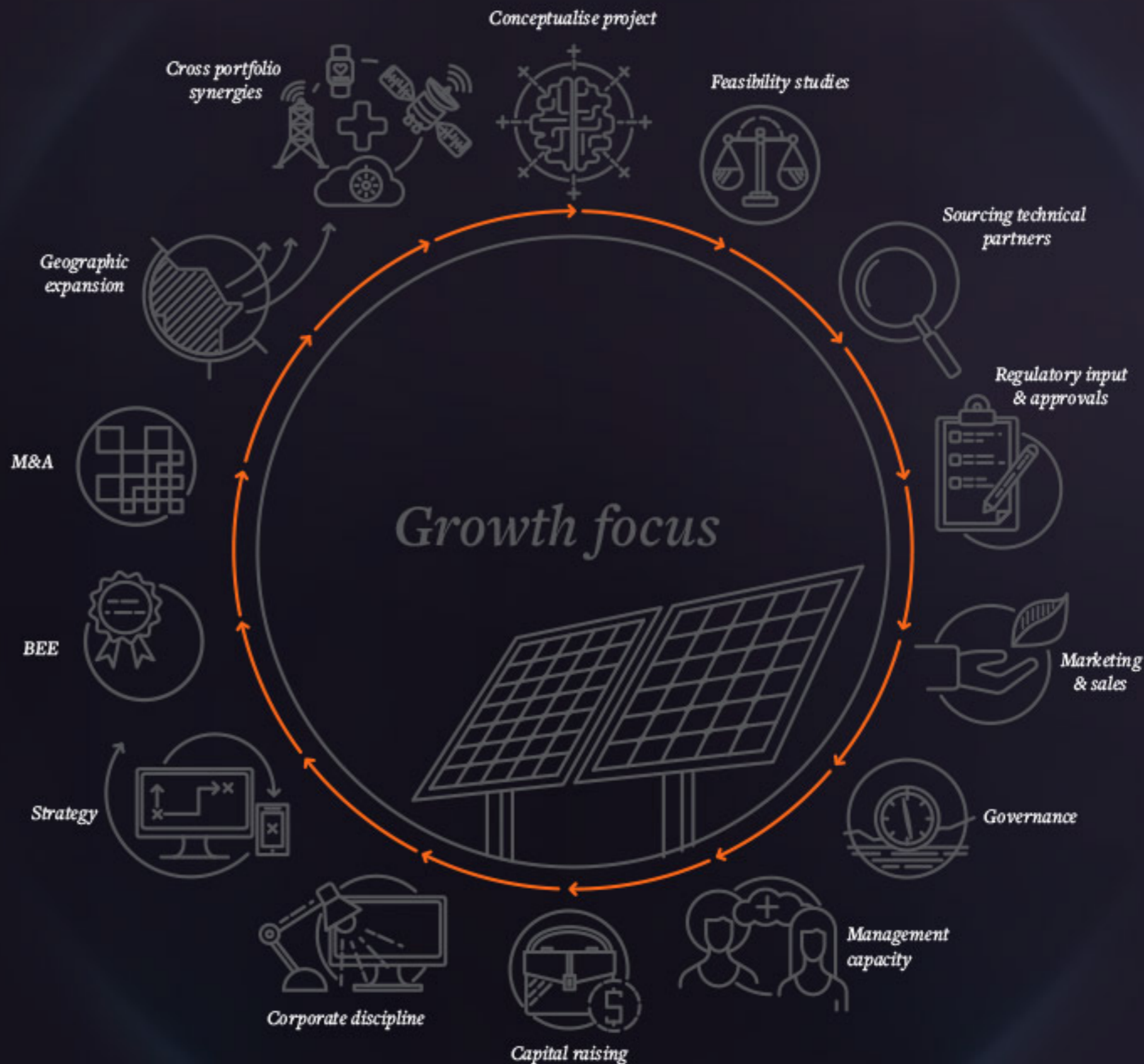
Focus Mandate

Strategic stakes to exert  
significant influence

Active, growth capital,  
not opportunistic investors

Integrated portfolio approach

- Cross-portfolio synergies
- Derisk investments through access to key skills; partnership approach; and business alliances





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## TEAM



**>150 years**

collective experience



**>10 years**

Core team together

Publicly recognised  
leaders in our field

Strong skills across  
all disciplines  
(Strategy, regulatory, legal,  
fundraising, administration,  
operational, technical,  
governance & research)

Access to global leaders  
in African ICT investment



**Idan Segal**  
*Chief Investment Officer  
& Founding Partner*  
B Bus Science (Fin) Hons,  
CA (SA)  
**>10 years**



**Lindokuhle Mkhize**  
*Financial Manager*  
BComm Hons, BAcc, (CA SA)  
**>5 years**



**Ik Kanu**  
*Principal*  
BSc Elec. Eng., Msc, MBA  
**>5 years**



**Brandon Doyle**  
*Chief Executive Officer  
& Founding Partner*  
BComm Hons, CA (SA)  
**>20 years**



**Sihle Gumede**  
*Senior Associate*  
BComm Hons, CA (SA)  
**>8 years**



**Envir Fraser**  
*Chief Strategy Officer  
& Principal*  
BArts Hons; Postgraduate  
Diploma in Management  
**>10 years**



**Yolande Tabo**  
*Executive: Fundraising  
& Investor Relations*  
BComm, PGDip (Acc),  
CA (SA)  
**>8 years**



**Andile Ngcaba**  
*Chairman  
& Founding Partner*  
MComm, Hon Dcomm  
**>30 years**



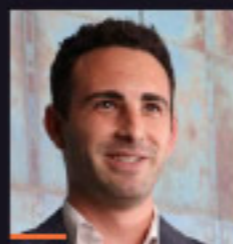
**Mark Fourie**  
*Financial Manager*  
B Acc (cum laude),  
B Acc (Hons), CA (SA)  
**>5 years**



**Craig Wilson**  
*Principal*  
BComm Hons, CA (SA)  
**>10 years**



**Bontle Letlape**  
*Portfolio Analyst*  
MM In Finance and  
Investment  
**>3 years**



**Jeremy Zinman**  
*Fund Administration  
Manager*  
Post Graduate Diploma in  
Accounting Science  
**>3 years**



**Stefan Ferreira**  
*Chief Financial Officer  
& Founding Partner*  
BComm Hons, CA (SA)  
**>10 years**



**Uchenna Enebeli**  
*Analyst*  
BSc Econ., CFA  
**>3 years**



**Craig Beney**  
*Chief Operating Officer*  
B Comm Dip ACC, CA (SA)  
**>15 years**



**Ruveshan Moodliyar**  
*Senior Associate*  
B Acc, CA(SA)  
**>6 years**



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# PORTFOLIO

*CPCIF (Fund II)*



## FibreCo

*National long-haul fibre network in SA*

## Comsol

*Wireless network deployment & solutions co.*

## Venture Garden Group

*Fintech company in Nigeria addressing reconciliation and payment processing challenges*

## e4 Strategic

*Group of companies developing and operating Software-as-a-Service platforms to provide B2B solutions and services*

## Synergy Communications

*Holding co. for grouping of licensed spectrum owning broadband providers*

## Skyband

*ISP operating in Malawi*

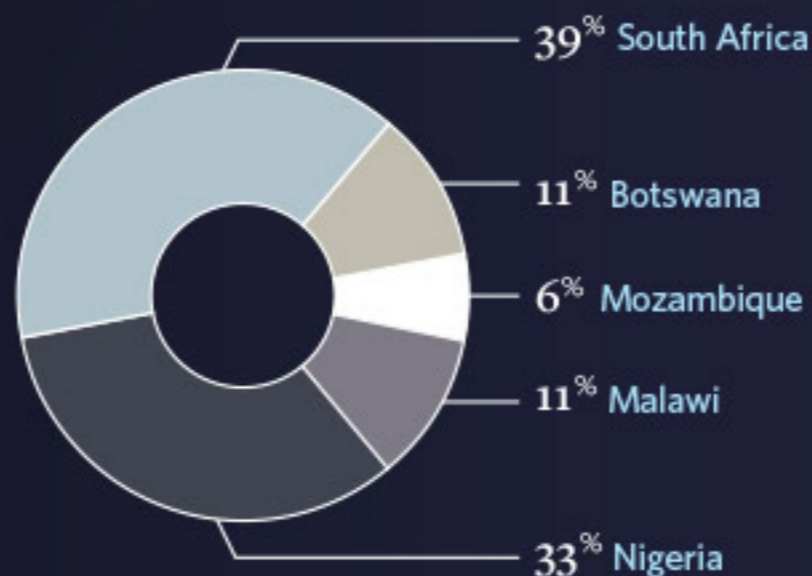
## IS Mozambique

*ISP operating in Mozambique*

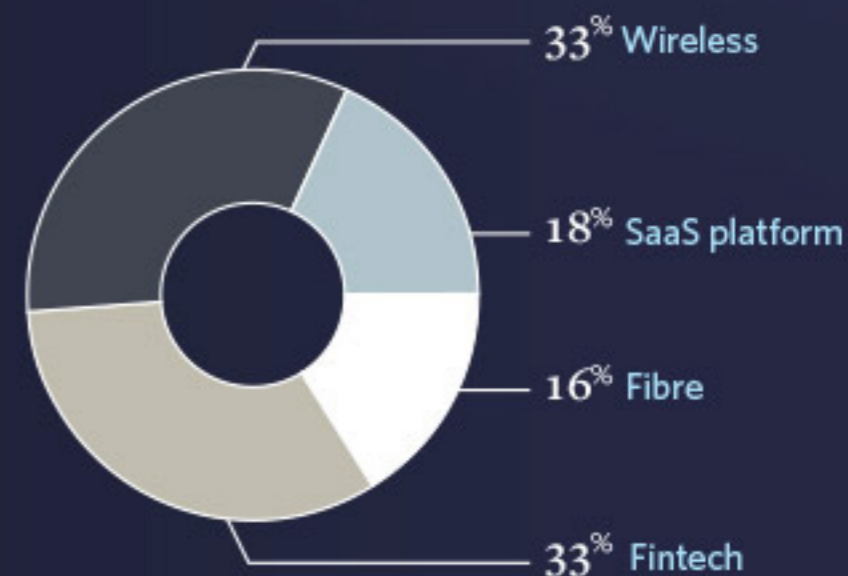
## VCN

*ISP operating in Botswana*

PORTFOLIO BY REGION



PORTFOLIO BY SECTOR





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## IMPACT



Human Resources  
/headcount

680

31%



women

**>400**  
JOBS CREATED



Revenues

>US\$70m



New infrastructure

\$35.2m



Payment to government  
& agencies

US\$3.5m

AFRICA INTERNET  
TO ADD

**\$300 bn**

TO AFRICAN GDP  
ANNUALLY BY 2020

(McKinsey)

**1.4%**

GDP UPLIFT  
FOR EACH 10% INCREASE IN  
BROADBAND PENETRATION

(World Bank)



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# THANK YOU



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