

Henshaw

Who We Are?

Henshaw Capital Partners is a private equity firm founded to generate returns to its investors and contribute exponentially to economic development in Africa through investment in growth companies.

Henshaw develops and intends to manage a suite of venture capital and private equity fund of funds products leveraging domestic African institutional investment to attract international investors. Its funds under management will be invested with the best venture capital and private equity fund managers across Africa, who in turn identify high growth companies to invest with. These high growth companies are a key engine for job creation and economic development in Africa.

What We Do?

Henshaw Funds: Henshaw has launched one and plans a series of private equity fund of funds products for the African market.

Henshaw launched a \$300 million Pan-African Private Equity Fund of Funds to invest in 10-12 of the future best performing managers primarily in Sub-Saharan Africa. 70% of the fund will be invested in carefully selected managers and 30 % of the fund will be invested alongside selected managers in co-investment opportunities. The fund will invest across diversified sectors and countries in Africa.

Henshaw has also initiated a \$200 million African SME Fund of Funds especially targeted at SME venture capital funds who invest in small and medium sized businesses.

Henshaw also plans sector specific, country, regional and managed account fund of funds across Africa including an infrastructure fund of funds and a mezzanine fund.

Henshaw Target Investors: Henshaw targets both African and international institutional investors – pension, insurance, sovereign wealth and endowment funds. African and international development finance institutions who invest with Henshaw help catalyse more institutional investment into African private equity.

Henshaw Research: Henshaw carries out research and thought leadership on the African private equity industry. Our *African Private Equity Funds in Market 2009 Survey* identified 43 funds in the market to raise a total of \$13 billion as at January 2009.

Henshaw Institute: Henshaw conducts training seminars for investors, fund managers, entrepreneurs and policy makers. Henshaw aims to raise awareness of the opportunity of African private equity for superior returns and accelerated development including job creation.

Why We Do It?

African private equity offers good risk adjusted returns to investors. Top quartile managers generate in excess of 40% annual returns. Institutional investors not allocating or investing in African private equity are missing out on these returns.

Private equity backed businesses in Africa have the potential to create a significant proportion of jobs in Africa at a faster rate than non private equity backed businesses.

The development impact of private equity and venture capital across Africa coupled with its return potential create a compelling asset class for African and institutional investors as well as development oriented organisations.

How It Started?

Henshaw Founder and CEO: Henshaw Capital Partners was founded by Barbara James. Barbara was Chief Executive of the African Venture Capital Association (AVCA) from 2005 to 2007. Prior to beginning a career in venture capital and private equity in 2002, she had a 15 year career in information and communication technology enabled business analysis and consulting including as senior manager at Deloitte & Touch.

During her career in ICT, Barbara identified the potential of ICT to transform businesses and economies – Africa in particular. She transitioned into finance and private equity in particular because she believes the twin sectors of technology and finance are catalytic engines for Africa's accelerated development.

As Chief Executive of the African Venture Capital Association, she conducted the first pan-African venture capital surveys in 2005 and 2006 which identified the lack of institutional investment into African private equity and led her to setup Africa's first fund of funds especially targeted at institutional investors - a more traditional source of venture capital fundraising with significant exponential fundraising capacity.

How to Get Involved?

We are keen to hear from potential investors, venture capital and private equity fund managers investing in Africa, development focused organisations and policy makers who want to find out more about the return opportunities and development potential of African private equity and how Henshaw can help you achieve both.

Henshaw Contact: To contact Henshaw email Barbara James on bjames@africanfundoffunds.com.