

# Henshaw Capital Partners

## Accelerated Venture Capital and Private Equity Ecosystem Development Program

## The HAVE Program™

Barbara James

Founder and CEO, Henshaw Capital Partners

March 2014

# Trademarks and Copyright

---

- The ***Henshaw Accelerated Venture Capital and Private Equity Ecosystem Development Program (The HAVE Program)*** and the ***Henshaw Accelerated Venture Capital and Private Equity Ecosystem Development Model (The HAVE Model)*** are Trademarks of Henshaw Capital Partners
- The material included in this presentation is Copyright, and cannot be reused without the express written permission of Henshaw Capital Partners.

# Contents

---

- **The Nigerian PEVC Imperative**
- **The Nigerian PEVC Opportunity**
- **HAVE Program**
- **HAVE Model**
- **HAVE Implementation Levels**

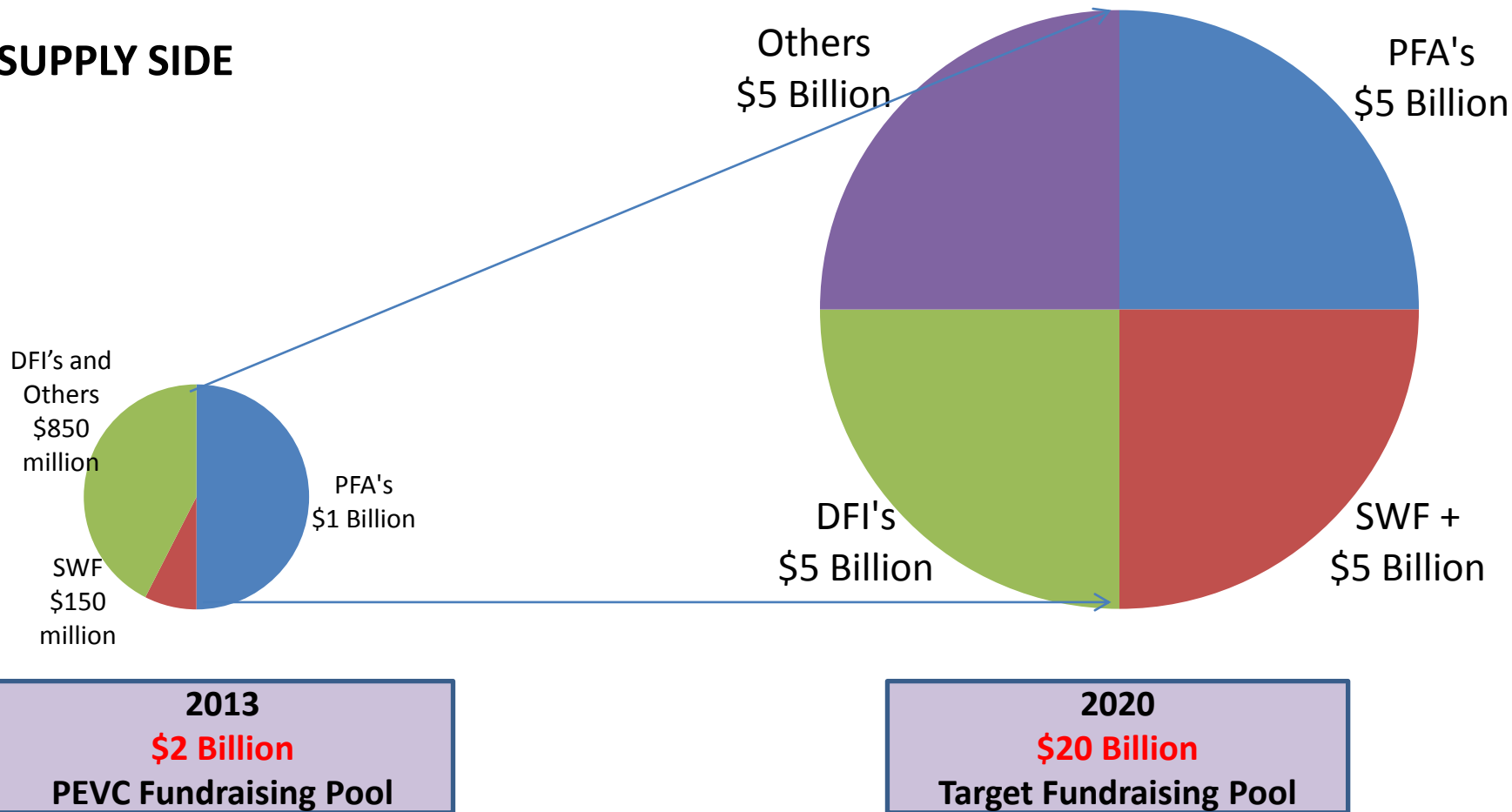
# The Nigerian PEVC Imperative

---

- Entrepreneurship development can transform Nigeria's impressive but jobless growth into an inclusive growth that impacts Nigerians
- A small proportion of entrepreneurs will grow their businesses exponentially, creating wealth for investors and creating jobs 10 times faster than average
- Nigeria needs a robust PEVC industry to seek, attract, start up, nurture, grow and finance these potential high growth businesses

# The Nigerian PEVC Opportunity

## SUPPLY SIDE



© 2014

- PFA's 5% of Assets; Currently N3.4T (>\$20Billion); Estimated \$100B by 2020
- SWF 15% of AUM, Currently \$1B, Estimated \$6B by 2020, Catalyse 4x co-investment
- DFI's – Nigerian, African E.g. AfDB EU, US, BRICS (Estimated at \$1 Billion each)

# The Nigerian PEVC Opportunity

## DEMAND SIDE

**2013**  
3-10 Fund  
Managers  
Approx. \$2B AUM



**2020**  
Target  
  
+100 Fund Managers  
+\$20B AUM

**50** Fund  
Managers  
\$40m AUM



**40** Fund  
Managers  
\$200m AUM

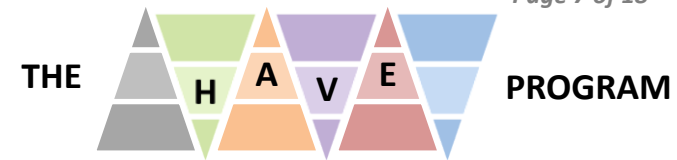


**10** Fund  
Managers  
\$1B AUM



Total **100**  
Fund  
Managers  
\$20B AUM

**Nigeria needs 12-15 new fund managers a year to reach 100 managers with \$20B AUM by 2020**



## HENSHAW CAPITAL PARTNERS

### The Henshaw Accelerated Venture Capital and Private Equity Ecosystem Development Program

#### The HAVE Program

Henshaw Capital Partners have developed a program to accelerate the development of private equity (pe) and venture capital (vc) ecosystems in Africa – ***The Henshaw Accelerated Venture Capital and Private Equity Ecosystem Development Program - The HAVE Program.***

The program is based on the HAVE model - a 6 segment, 6 level activity matrix that aims to accelerate the development of a robust private equity and venture capital ecosystem in a country.

The 6 segments represent the 5 stakeholder groups within the ecosystem and Henshaw as organisers. The stakeholder groups are entrepreneurs, venture capital fund managers, policy makers, investors and service providers (to the venture capital industry).

The 6 levels within each stakeholder segment begin with introducing venture capital to each stakeholder group and graduates through providing in depth capacity building training on venture capital, activating national venture capital industry associations, preparing for venture capital fundraising and investing (through incubation, internships and policy development) then actualising venture capital fundraising and investment and finally monitoring venture capital investment to identify any gaps, design and implement solutions to plug gaps.

#### Nigeria Implementation

In 2010, Henshaw Capital launched the “Nigerian National Private Equity Initiative” (NNPEI) to raise awareness of venture capital and private equity finance to grow businesses and create jobs. This awareness initiative is supported by the Federal Ministry of Finance.

As at February 2014, Henshaw has organised 16 introductory seminars for investors, entrepreneurs, policy makers and fund managers, co-sponsored by companies like The Carlyle Group, MTN and Intel and featuring leading stakeholders in the venture capital industry - venture capital firms such as Grofin SME Fund, investors such as pension managers Pensions Alliance Limited and Stanbic IBTC Pensions, policy makers such as the Nigerian Securities and Exchange Commission, Federal Minister for Power and Federal Minister for Health and service providers such as Udo Udoma & Bello Osagie law firm.

The Nigerian National Private Equity Initiative represents Level 1 of The HAVE Model – Introducing venture capital to the 5 stakeholder groups in the venture capital ecosystem.

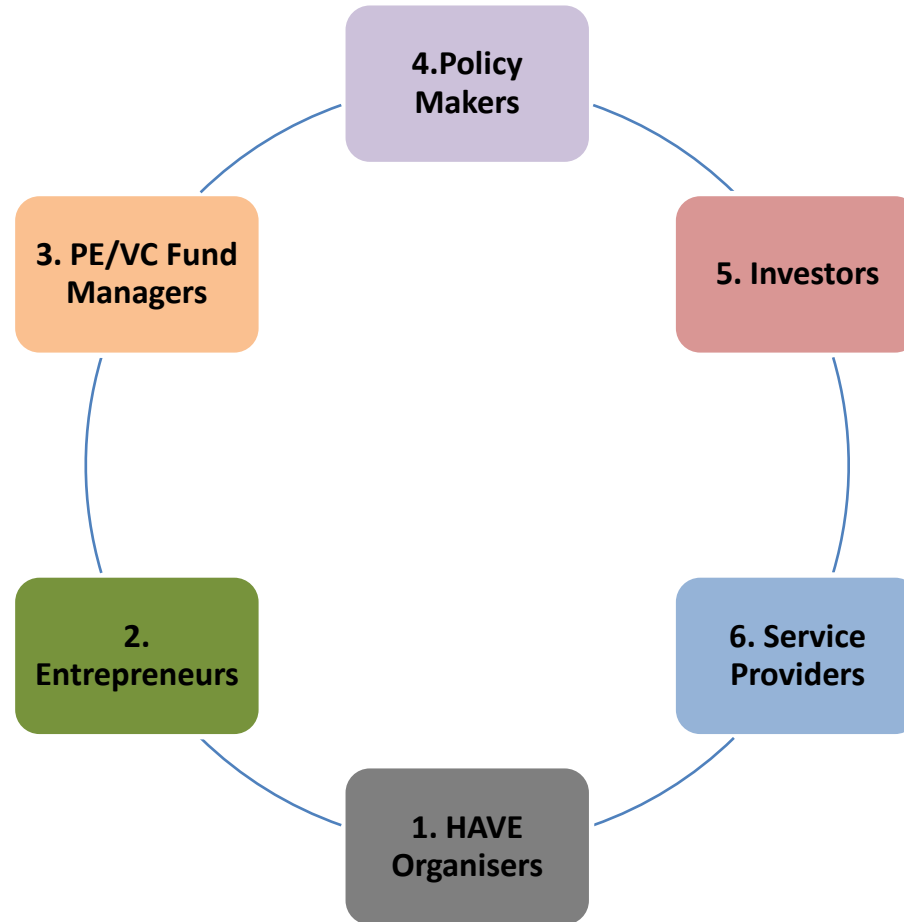
Proposals are underway to begin to implement Level 2 of The HAVE Model and provide more in-depth capacity building seminars for each stakeholder group.

Henshaw has also initiated plans to revive the national venture capital association in Nigeria.

**The HAVE program will be implemented in Nigeria to meet the Nigerian PEVC opportunity**

## HAVE Segments: PE/VC Ecosystem Stakeholders

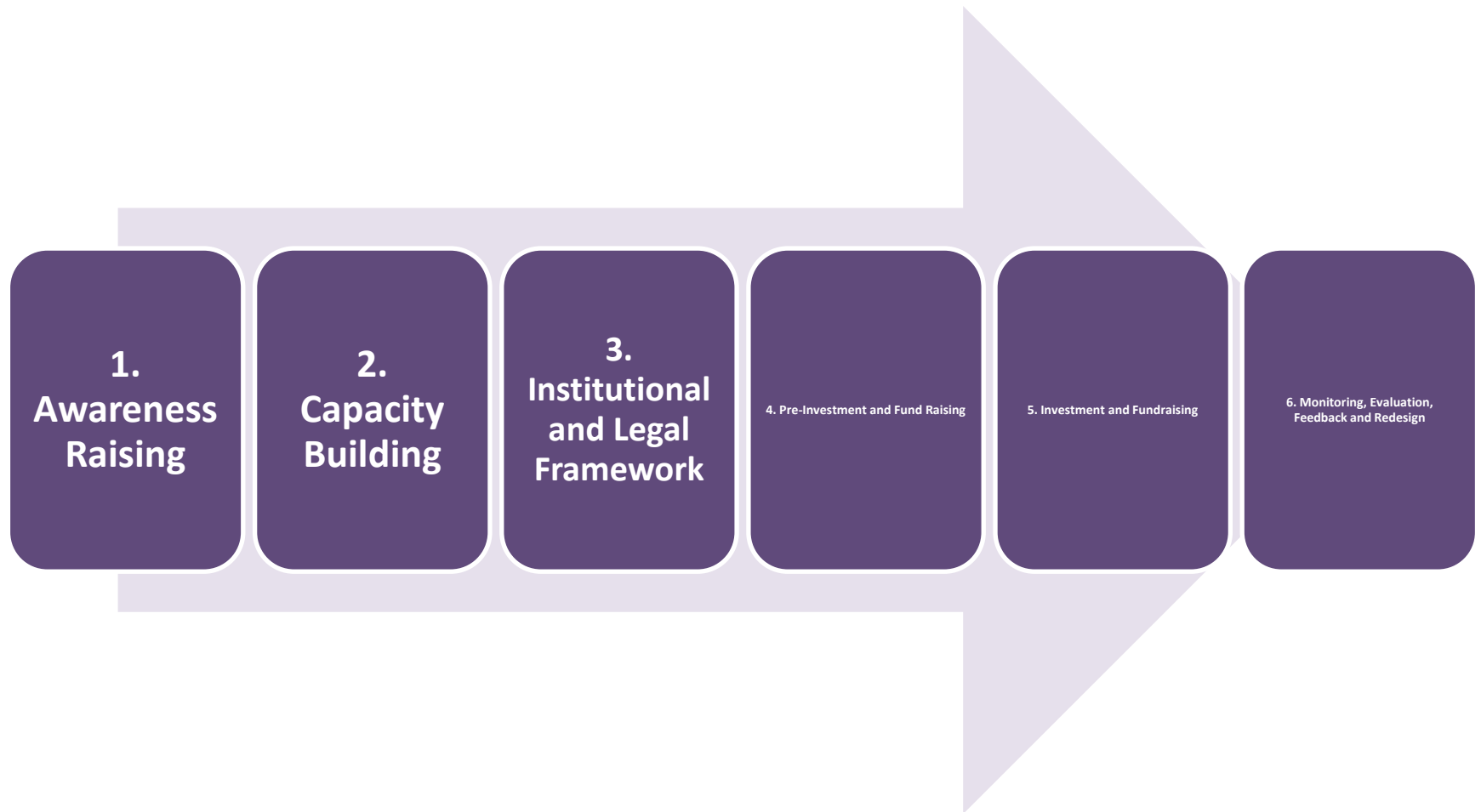
---

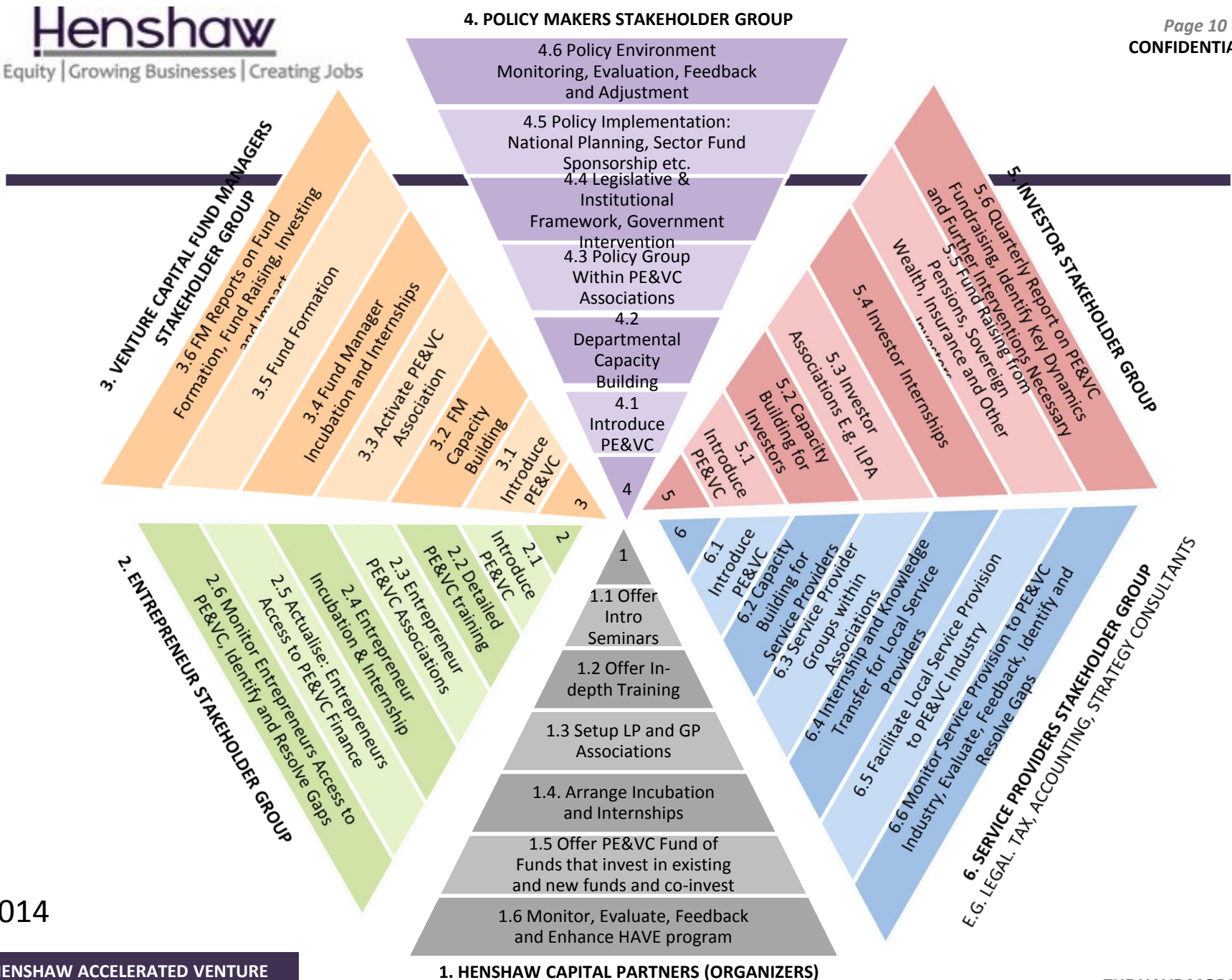




# HAVE Levels

---





© 2014

# HAVE SEGMENT 1: Organisers

---

- 1.1 Offer introductory awareness raising seminars
- 1.2 Offer in-depth capacity building training
- 1.3 Setup LP and GP associations
- 1.4 Arrange incubation and internships
- 1.5 Offer PE&VC Fund of Funds that invest in existing and new funds and co-invest
- 1.6 Monitor, Evaluate, Feedback and Enhance HAVE

**Henshaw began developing a program to develop the Nigerian private equity and venture capital industry in 2009. The HAVE program to accelerate this work is a result of 6 years of research and development.**

# HAVE SEGMENT 2: Entrepreneur

---

- 2.1 Introduce PE&VC to entrepreneurs
- 2.2 Detailed PE&VC training for selected entrepreneurs
- 2.3 Entrepreneur PE&VC associations
- 2.4 Entrepreneur incubation & internship
- 2.5 Catalyse entrepreneurs access to PE&VC finance
- 2.6 Monitor entrepreneurs access to PE&VC, identify and resolve gaps

**Entrepreneurs in key sectors of the economy - including physical and social infrastructure – health, education, renewable energy, agriculture, housing, solid minerals, ICT etc – are introduced to and supported to access pe/vc.**

# HAVE SEGMENT 3: Fund Manager

---

- 3.1 Introduce PE&VC to aspiring fund managers
- 3.2 Capacity Building for fund managers
- 3.3 Activate PE&VC association
- 3.4 Fund Manager incubation and internships
- 3.5 Fund formation
- 3.6 Regular reports on Fund Formation, Fund Raising, Investing and Impact

**Nigeria should aim for a good balance of indigenous and international fund managers in developing a robust private equity and venture capital ecosystem.**

# HAVE SEGMENT 4: Policy Makers

---

- 4.1 Introduce PE&VC to policy makers
- 4.2 Departmental capacity building
- 4.3 Policy group within PE&VC associations
- 4.4 Develop legislative, regulatory & institutional framework and government interventions
- 4.5 Policy Implementation: National Planning, sector fund sponsorship etc.
- 4.6 Policy environment monitoring, evaluation, feedback and adjustment

## **Primary MDA's include**

**NPC, SEC, CBN, NIPC, SMEDAN, PENCOM, SWF, FIRS, NITDA, FMTI, FMF, FMARD, F  
MCT, FMH, FMP.**

**National Assembly committees include Capital  
Markets, Finance, Pensions, Banking, Industry, Trade & Investment.**

# HAVE SEGMENT 5: Investors

---

- 5.1 Introduce PE&VC to investors
- 5.2 Capacity building for investors
- 5.3 Investor associations E.g. ILPA
- 5.4 Investor internships
- 5.5 Fund raising from pensions, sovereign wealth, insurance and other investors
- 5.6 Quarterly report on PE&VC fundraising, identify key dynamics and further interventions necessary

**Investors include domestic & international Governments, pension, endowment, insurance and sovereign wealth funds.**

# HAVE SEGMENT 6: Service Providers

---

- 6.1 Introduce PE&VC to service providers
- 6.2 Capacity building for service providers
- 6.3 Service provider groups within PE/VC associations
- 6.4 Internship and knowledge transfer for local service providers
- 6.5 Facilitate local service provision to PE&VC industry
- 6.6 Monitor service provision to PE&VC industry, evaluate, feedback, identify and resolve gaps

**Service Providers include Legal practitioners, Tax consultants, Accountants, Administrators, Custodians, Business consultants, Academic institutions, Media, Incubators, Accelerators and Entrepreneurship Development Centres.**



# HAVE Implementation Levels

---

- National
- 6 Geopolitical Zones
- 36 States
- 109 Senatorial Districts
- 360 Federal Constituencies
- 774 Local Governments

**HAVE activity units are implemented  
at the appropriate level**

# Discussion, Next Steps and Contact

---

- Discussion
- Next Steps
- Contact

Barbara James

Founder and CEO

Henshaw Capital Partners

[bjames@HenshawNigeria.com](mailto:bjames@HenshawNigeria.com)

[www.HenshawNigeria.com](http://www.HenshawNigeria.com)

**THANK YOU**