



MEDITERRANIA
CAPITAL PARTNERS

Building world-class companies
with flexible and dynamic
investments in Africa

ABOUT MEDITERRANIA CAPITAL PARTNERS

Mediterrania Capital Partners is a Private Equity firm focusing on growth investments in SMEs and mid-cap companies in Africa. With offices in Abidjan, Algiers, Barcelona, Casablanca, and Malta. We take an intensely proactive, hands-on approach to implementing its growth strategy by leading the governance of the portfolio companies and driving the key internal value creation process.

FUNDS: MC I, MC II and MC III · **€430 million AuM**



21
INVESTMENTS

8
EXITS

Portfolio Companies
total Sales:

€1.2 billion

Double-digit growth
over the last five years

MC II Portfolio
Companies total
EBITDA growth:

25.6%

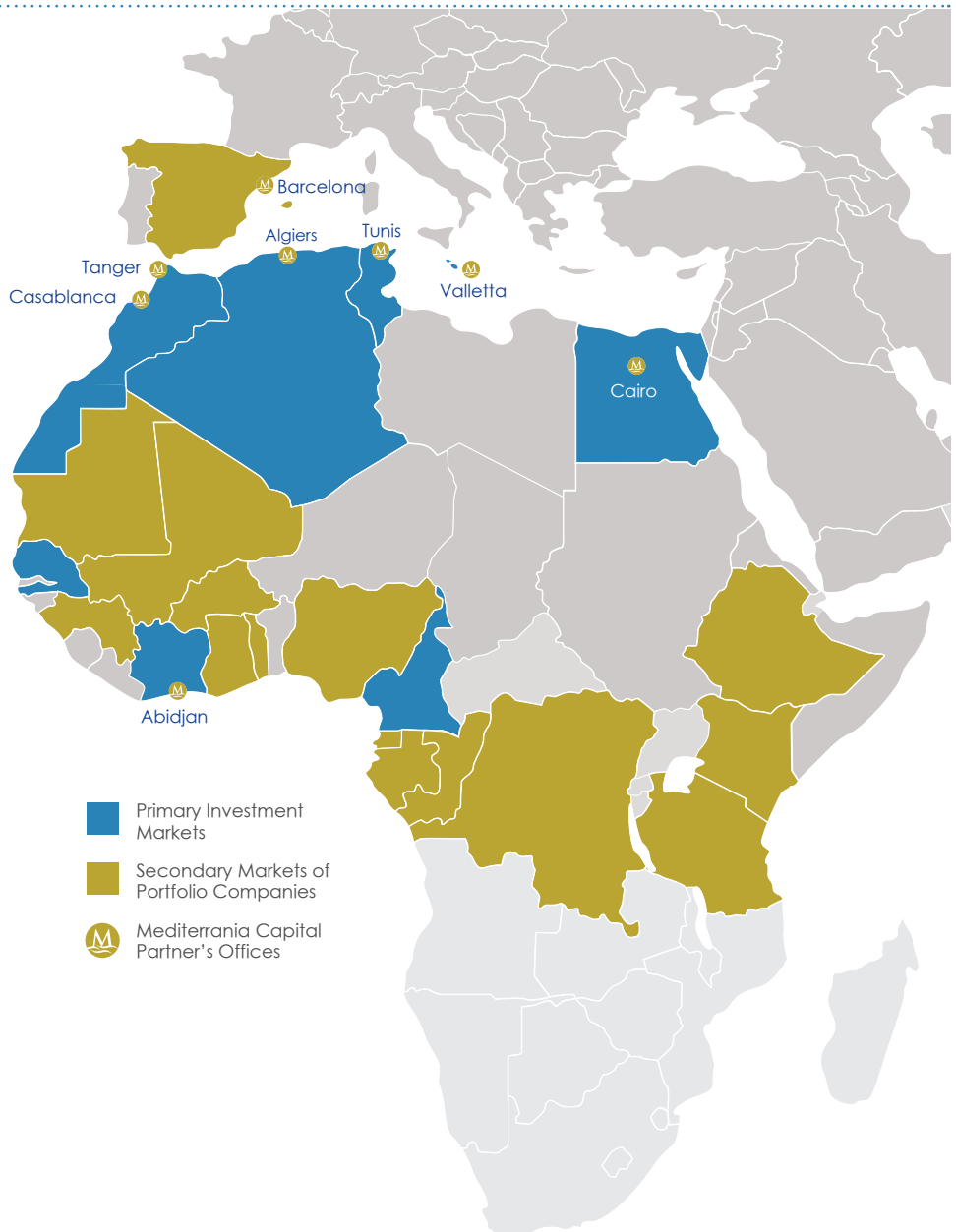
year-on-year

Double-digit growth
over the last five years

Direct jobs
Supported:

16,000

By Mediterrania Capital Partners
current portfolio companies



SETTING THE RIGHT FOUNDATION FOR SUSTAINABLE GROWTH

Impact investing has always formed an integral part of Mediterrania Capital Partners' investment process and portfolio management, supporting and driving sustainable thinking and practices in the industry.

Through Mediterrania Capital Partners' funds we have invested in sectors which have a very important role to play in supporting the growth of the economies and the improvement of the people's quality of life in Africa, such as health care, education and low-income financial services.

Thanks to our disciplined approach towards responsible investing and ethical business practices, over the years we have continued to deliver progress against the SDGs goals, with a special focus on the following ones:



MEDITERRANIA CAPITAL PARTNERS IMPACT ON THE REGION

Improving Communities



New jobs created since 2008



Of jobs are held by women



New jobs created during 2017

Championing Change



Of reporting companies produce annual audited financial statements



Of partner companies provide health insurance and pension plans to employees

Boosting Innovation



Resources invested in portfolio companies

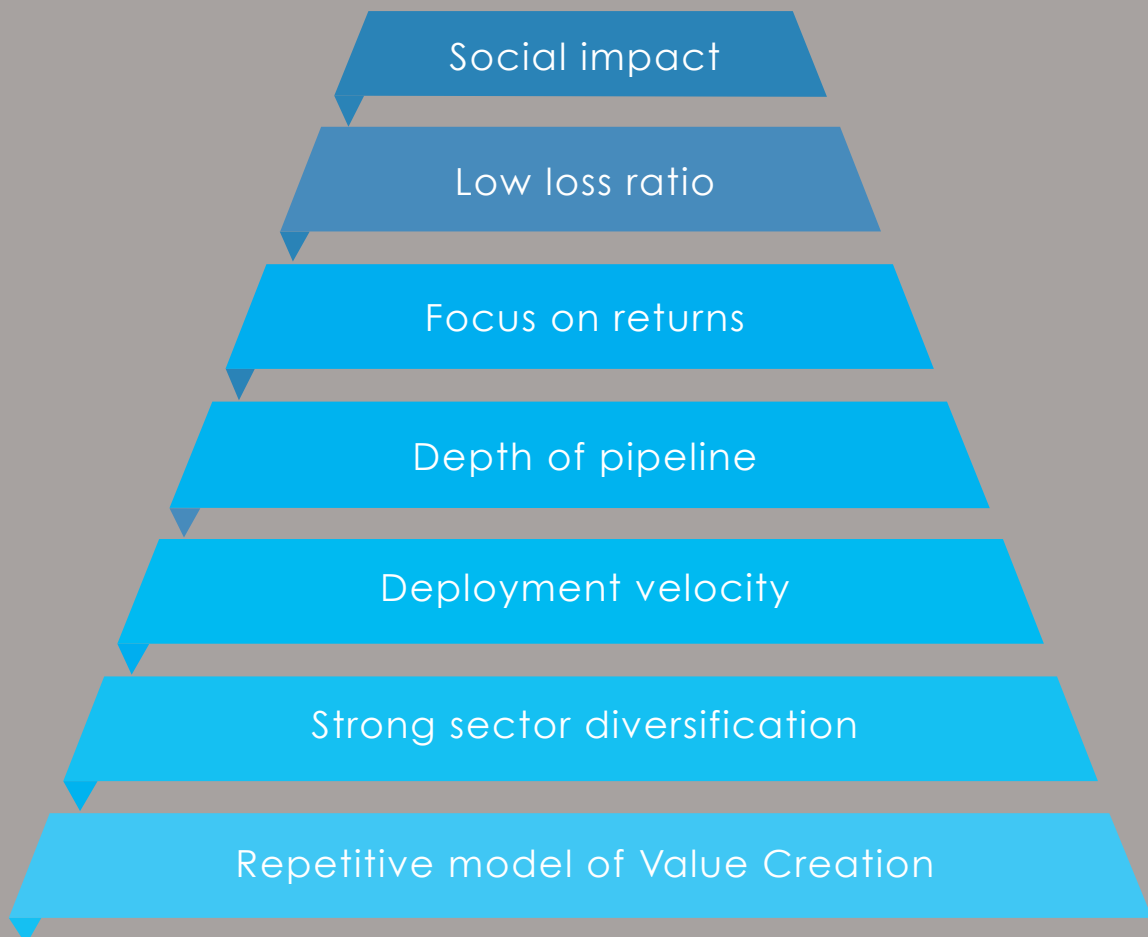
Promoting Environmental Conservation



Of partner companies have policy statements documenting commitment to the environment



10 YEARS INVESTING IN GROWTH CAPITAL IN AFRICA



SECTORS AND COUNTRIES DIVERSIFICATION

Mediterrania Capital Partners investment criteria rely on choosing key growing sectors. We focus on value creation and ensure market and consumer support, seeking to maximise shareholder value with sustainable and socially responsible investments.

Besides investing in different countries, we support portfolio companies in their international expansion. Our business expertise help partner companies to expand and promote their products and services across Africa and in lucrative developed markets.

Mediterrania Capital II investments

	Company name and description	Sector	Country	Investment date
	CASH PLUS → Money transfer company based in Morocco, active in both national and international cash transfer businesses	Financial services	Morocco	August 2014
	C.E.C.I. → Moroccan group of companies specialised in truck body manufacture, truck and bus assembly and spare parts sales	General industry	Morocco and Algeria	November 2014
	RANDA → Founded in 1987 by the Hachicha family, Randa Group is a leading integrated Tunisian player specialising in wheat collection, transformation and distribution in the local market and abroad.	Food and Beverages	Tunisia and across Africa	September 2015
	INDIGO GROUP → Leading retail clothing group of companies selling 11 apparel brands including French Jennyfer and Spanish Inditex and Mango	Retail clothing	Morocco, Algeria and Tunisia	November 2015 (follow-on in October 2016)
	CIEPTAL CARS → Algerian company engaged in the long term car rental and transportation business	Business services	Algeria	March 2016
	MEDTECH → Leading IT system integrator incorporating solutions from Oracle, Microsoft, NCR, Alcatel-Lucent, Cisco, EMC and IBM	ICT	Morocco, Sub-Saharan Africa and Europe	June 2016 (follow-on in July 2017)
	UPM (Université Privée de Marrakech) → Leading university with over 3,200 students in Morocco and expanding across Africa	Education	Morocco and Sub-Saharan Africa	September 2016
	GROUPE SCOLAIRE RENÉ DESCARTES → Tunisian group specialising in French and Tunisian tuition programmes from pre-primary school to high school	Education	Tunisia	January 2018



Cairo Scan (MC III)



TGCC (MC III)






Groupe Cofina (MC III)

MEDITERRANIA CAPITAL III

Our third fund with focus on Africa, MC III, is in fundraising stage with a planned final closing during 2019. So far, MC III has invested in three companies from core sectors in Morocco, Egypt and West Africa.

Mediterrania Capital III investments

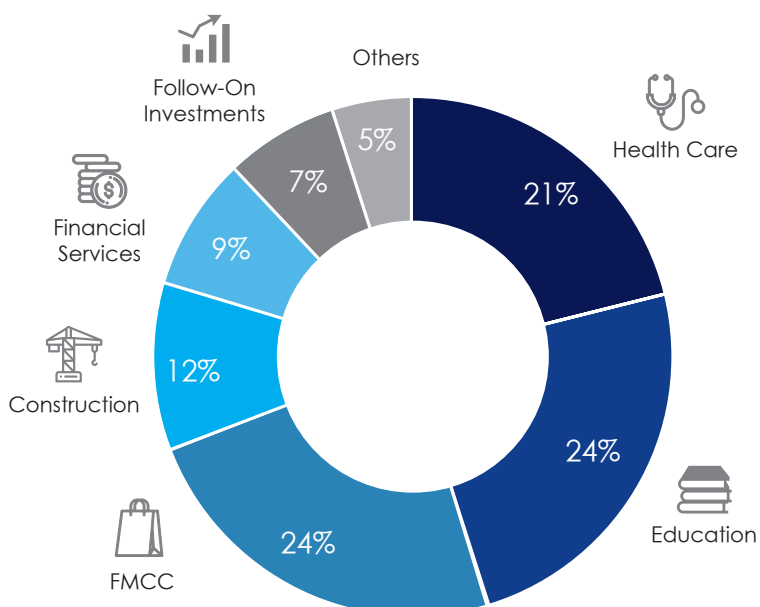
Company name and description	Sector	Country	Investment date
 TGCC → The leading general contractor specialising in construction and public works in Morocco and Sub-Saharan Africa. The company accounts for large projects that span several activity sectors such as Residential, Hospitality, Commercial, Industrial, Administrative and Infrastructure	Construction	Morocco, Ivory Coast and Gabon	January 2018
 CAIRO SCAN → The leading private provider of medical imaging services and diagnostics in Egypt. The company operates as a specialised, fully integrated diagnostic and interventional imaging and medical laboratory services institution providing high-quality imaging, analytical and related services	Healthcare	Egypt	January 2018
 GROUPE COFINA → Founded in 2014, Groupe Cofina is specialised in meso-finance and transactional services in West and Central Africa, operating under microfinance institution licenses	Financial services	Côte d'Ivoire and West & Central Africa	March 2018

Diversification strategy

MC III focuses on sectors and countries that are critical for the overall economic development of Africa and that are benefiting from a growing population, a middle class with increasing purchasing power, and improved governance practices across the business landscape.

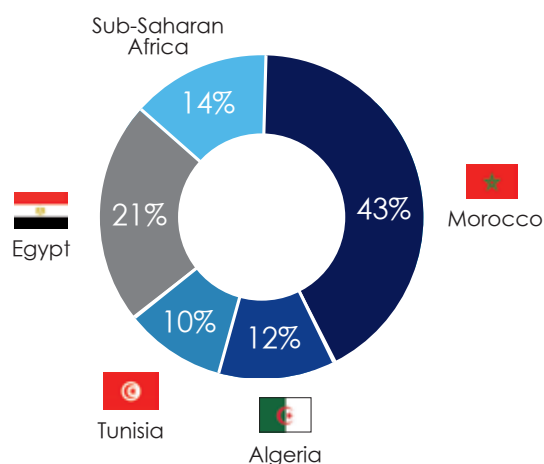
Sectoral diversification

(by invested funds)



Geographical diversification

(by invested funds)





A UNIQUE INVESTMENT STRATEGY

Mediterranea Capital Partners builds and grows world-class companies in North Africa and Francophone Sub-Saharan Africa in a diversified portfolio, serving and benefiting from the growing middle class to generate superior returns to investors.



→ **North- and Francophone Sub-Saharan Africa**

Offering a diversified portfolio across countries and currencies in the less competitive Francophone part of Africa with huge growth potential.



→ **Emerging middle class**

Industries benefiting from the growth of an emerging middle class across Africa and especially in our investee regions.



→ **Established growing businesses**

Profitable or cash flow positive African SMEs and mid-cap companies with strong projected growth rates plus an experienced and eager management.



→ **Unique opportunities**

Proprietary and strategic opportunities with significant upsides.



→ **Exit potential**

Reasonably priced, high quality deals with attractive exit opportunities identified right from the beginning.



→ **We don't invest in...**

Turnarounds or start-ups, "passive" investments, investments in heavily government-linked businesses, primary agriculture, real estate.



Seeking to generate superior returns for our investors and partners
by promoting sustainable and socially responsible investments

ABIDJAN · ALGIERS · BARCELONA
CAIRO · CASABLANCA · VALLETTA