



Mobilising capital for
transformative social impact

Summary

Social Private Equity:

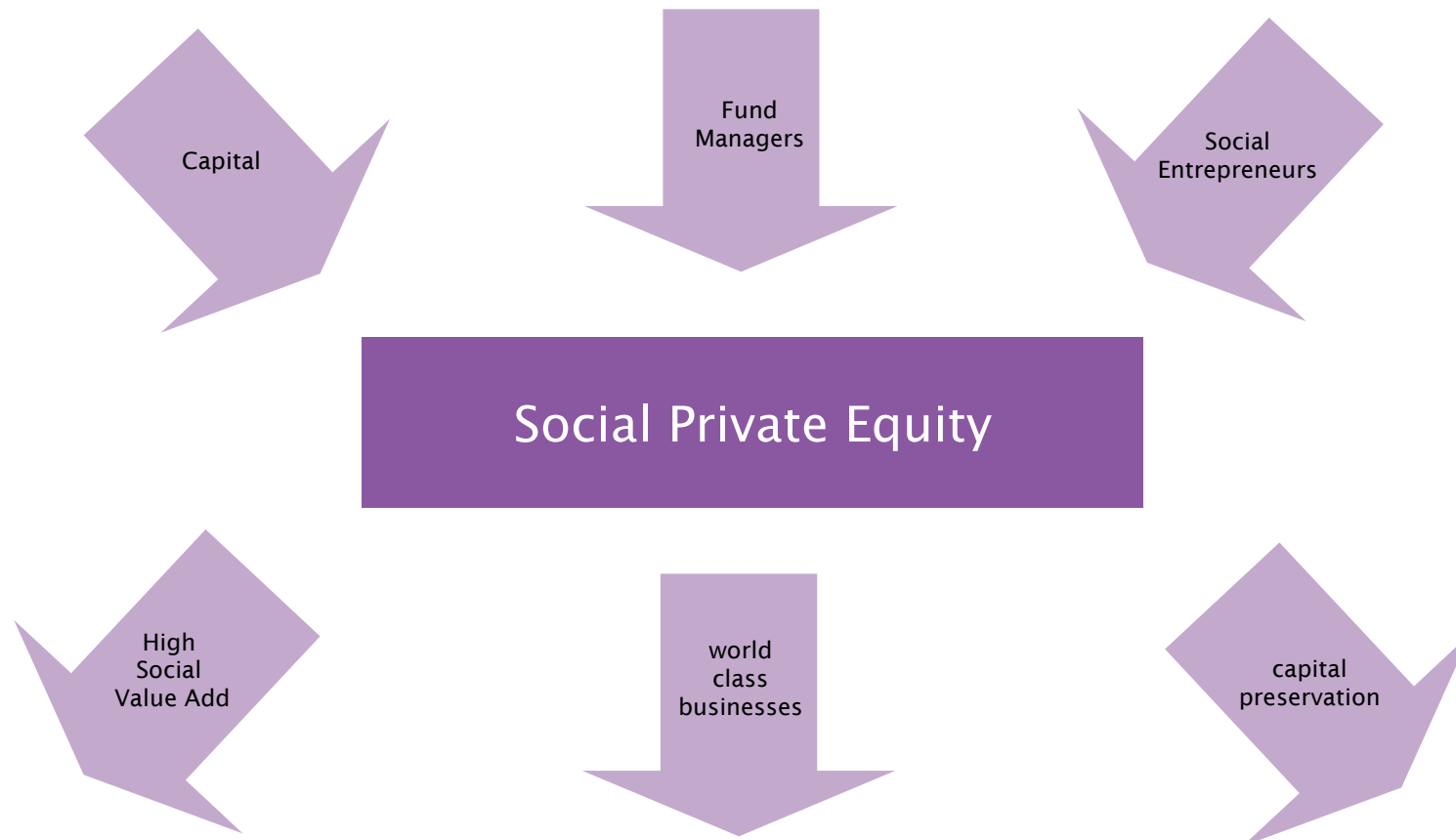
- is a novel arrangement to provide financial and corporate mentorship support to enterprises generating high social value add
- funds will invest in entities, including NPOs, that are, or aim to become, financially sustainable in the medium term.
- is an alternative, and complementary, to traditional charity/philanthropic and state interventions:
 - fostering entrepreneurial forces in the traditional non-profit sector.
 - investing in the space not well served by capital markets or the state
- is an emerging asset class that affords access to socially transformative interventions with financial capital preservation

Social Private Equity – The Concept

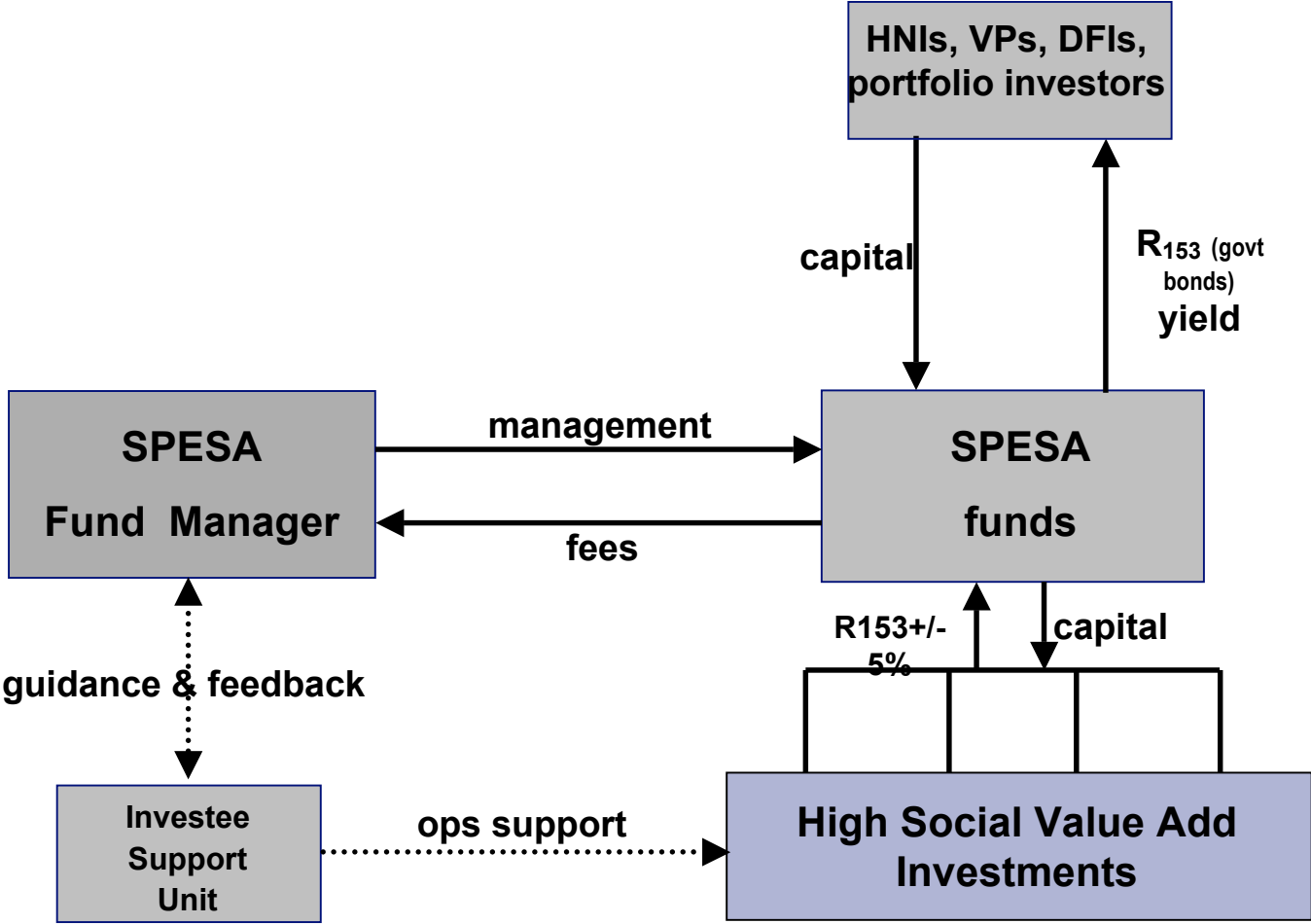
SPE:

- is an emerging asset class that affords institutions and private individuals access to investments which generate an economic return – similar to government bonds, whilst creating compelling social value
- it screens opportunities for high Social Value Add, then applies Private Equity approaches to scale, replicate and embed outstanding socio-commercial models
- provides patient capital and business mentorship for accelerated & sustained growth, while preserving the entity's core social impact
- is an effective market based alternative to philanthropy, charity and State interventions
- fosters constructively entrepreneurial forces in the traditional non-profit sector

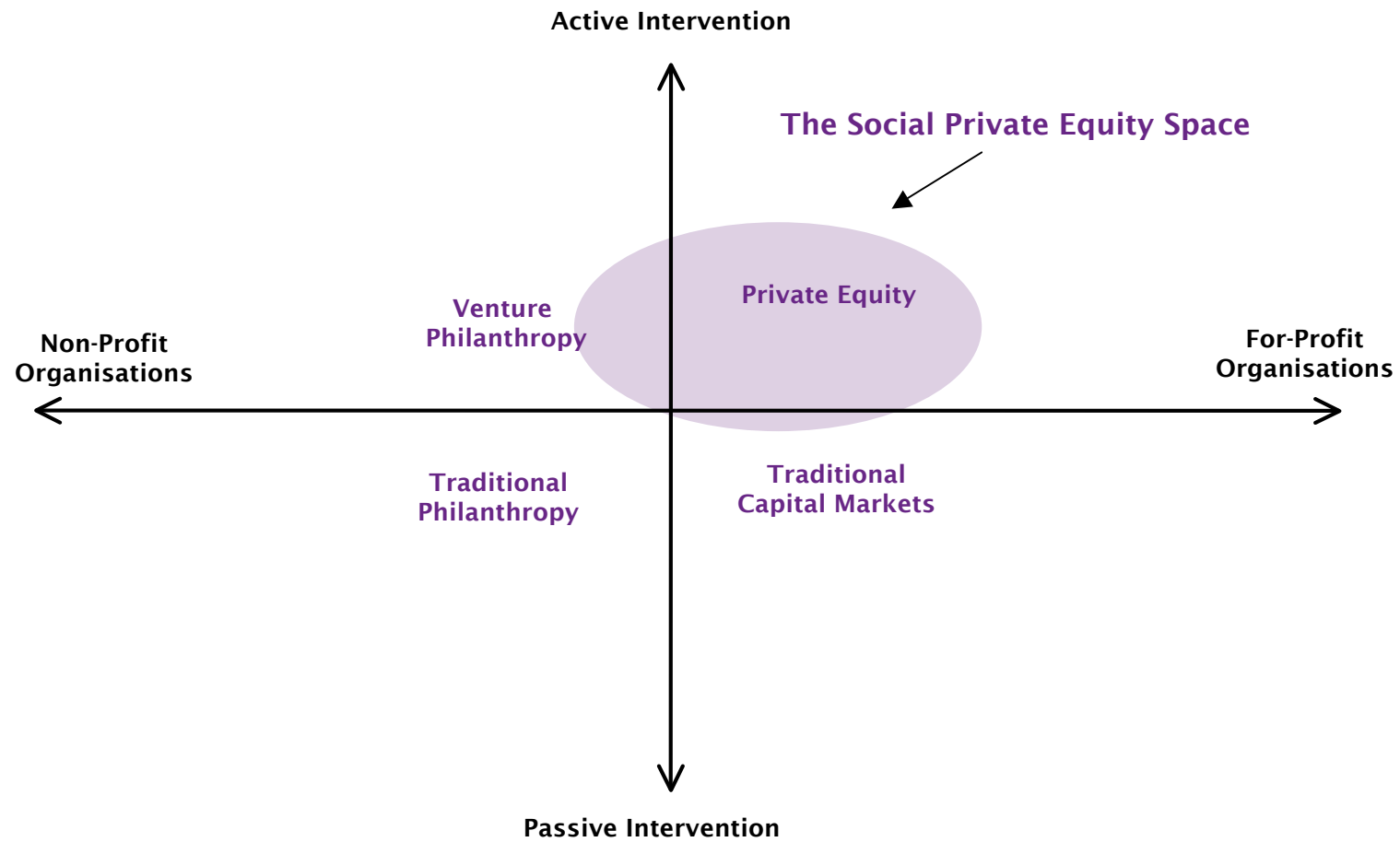
Social Private Equity – Inputs and Outputs



SPESA Structure



SPESA – The Positioning



....in Pipeline....

| Pipeline | Total Requirement (Rm) | SVA Metric | | | Financial Metric | |
|---|------------------------|---------------------|------------------------------|------------------------|------------------|------------------|
| | | Direct Job Creation | Creating 'New' Entrepreneurs | Quality of Life Impact | Risk | Expected IRR (%) |
| Incremental Housing Financier | 60 | medium | medium | high | low | >15 |
| Infectious Disease Service Provider | 100 | medium | low | high | low/medium | >10 |
| Rural Tele-medicine Clinic Network (60) | 60*3 | medium | medium | high | medium | ? |
| Rural Schools Sanitation | 10 | very high | high | high | low | >15 |
| Remote Education Provider | 10 | high | low | high | high | ? |