

SBM Capital Management Ltd

SCML Products Offering

31th March 2016



SBM India Fund

Invest in the future

*With as little as USD 100,
invest in the incredible
potential of SBM India Fund*



Fund Overview

An open ended fund having as main objective to identify and invest in companies that are expected to benefit from India's macroeconomic improvements. Focus of investment will be on the big picture and long term fundamentals rather than short term events.

Market positioning & Rationale

- For investors who have high risk profile and are seeking to maximise capital growth over the medium to long term
- Main markets : Young professional's, HNW Clients & Institutional Clients
- Products competes with **XYZ Fund**
- Additional feature

Uniqueness and Strategy

- Proven track record of the Investment Strategy
(**Total Return of 104% in USD terms over the last 3 years**)
- Experienced team of Asset Managers
- Low minimum investment of USD 100, making it accessible to most investors
- Ability to buy and sell shares in the SBM India Fund on a daily basis
- Tax free capital gains

Status on Progress

- **Has the fund reached maturity stage?**
- **Has it reach optimal size?**
- **Sales performance over last 3 years**

Way Forward

- Revamping & Marketing of the product
- Training of sale team
- Target size greater than USD 15m in 5 years



SBM Maharaja Bond Fund

SBM Maharaja Growth Fund

SBM Maharaja Property Fund



SBM Africa Equity Fund Ltd

Brief Overview



31 March 2016



SBM Africa Equity Fund



Fund of African Private Equity Funds & Co-Investments

Investment Theme

A Close-Ended Fund investing in the African Private Equity Funds, Secondaries and Co-Investments. Suitable for clients with high risk-appetite willing to have a full exposure in Africa over a long time.

Market Positioning and Rationale

- Greater opportunity set in PE than listed equity – better transparency, downside protection and lesser volatility
- Viable Exit Opportunities – growing appetite among multinationals in core sectors for African acquisitions, improved regulations and maturing capital markets
- Low PE penetration – Across Africa, the ratio of private equity investments to GDP is just 0.09%, compared with 1.05% in the UK and 0.86% in the US
- Tailor-made for Institutional clients , pension funds and High Net Worth Individuals
- Help to fill in the Gap in NBFC Product Offering
- Enhance Shareholders Return through allocations to Secondaries and Co-Investments/Direct Investments

Uniqueness

- Seamless single point access to “best-of-breed” PE Managers across Africa achieving diversification across Managers, Fund Strategies, Geography, Deal sizes, currencies and Vintages (economic cycles)
- Rapid participation in PE investments over a comparatively longer time. Ease of managing liquidity due to frequent cash flows.
- Access to African PE Experts as Independent IC members; Company Visits and ESG Compliance
- Allocation to Secondaries and Cherry-picking best Co-Investments deals with return enhancing potential
- Providing access to Private Equity Funds which have already closed to investors
- Independent third-party valuation and Look-through Professional reporting on a monthly, quarterly and annual basis

Status on Progress and Way Forward

- Fund duly incorporated and has GBL 1 license
- Seed Capital of USD 10M obtained from SBM Holdings Ltd pending Bank of Mauritius approval
- First Board Meeting of the Fund and Formal Appointment of Investment Committee members by Mid-April 2016
- Screening of investments in PE Funds in progress with first commitment by end of April 2016
- Official launch of the PE Fund with presence of Independent African Private Equity Experts by end of April 2016
- Training of Stakeholders through Roadshows. Optimal Fund size at final close (30 September 2016) expected at around USD 40M to USD 50M



Our Coverage through Fund-of-Fund Structure

