

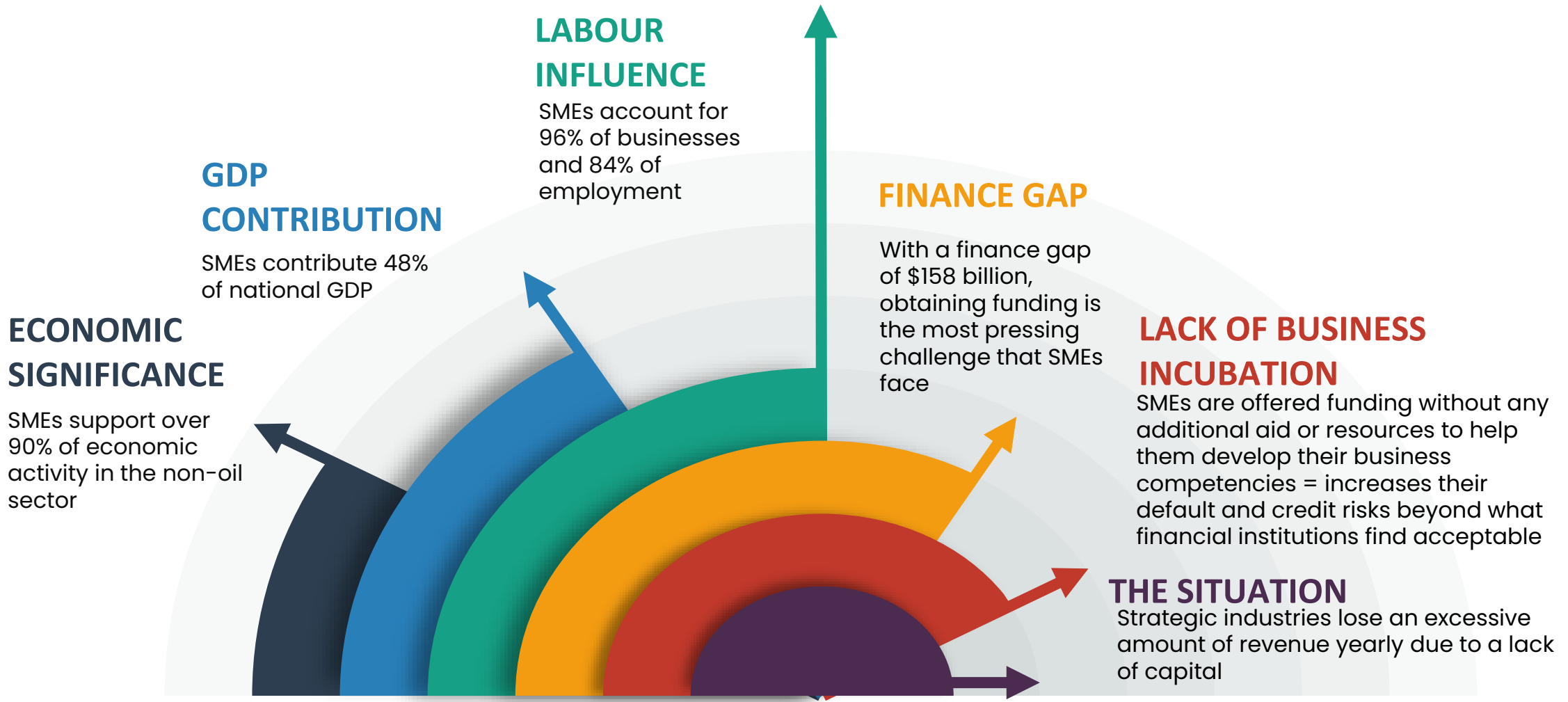
BridgeAngels

Fund TWO

An institutional investment scheme aimed at developing SMEs across Africa.



Environmental Context– The Nigerian Case Study



Solution since 2018: BridgeAngels Fund One

Fund one is an open-ended **crowdfunding vehicle** that sources funding from high-net-worth individuals to support the short-term capital needs of SMEs.

A

Skewed towards value addition/creation and business incubation



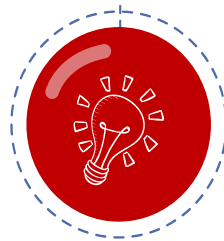
B

Successfully raised over \$2,218,730.90 for 12 SMEs across 5 industries



C

Retail investor focus



D

Fund one is open-ended



Fund One Social Impact

- 22 jobs created
- 18 women impacted
- 9 youth hired
- 4 SMEs funded

2018



2019

- 37 jobs created
- 30 women impacted
- 24 youth hired
- 6 SMEs funded

- 150 jobs created
- 60 women impacted
- 45 youth hired
- 12 SMEs funded






2020









2021

- 421 jobs created
- 580 women impacted
- 168 youth hired
- 8 SMEs funded

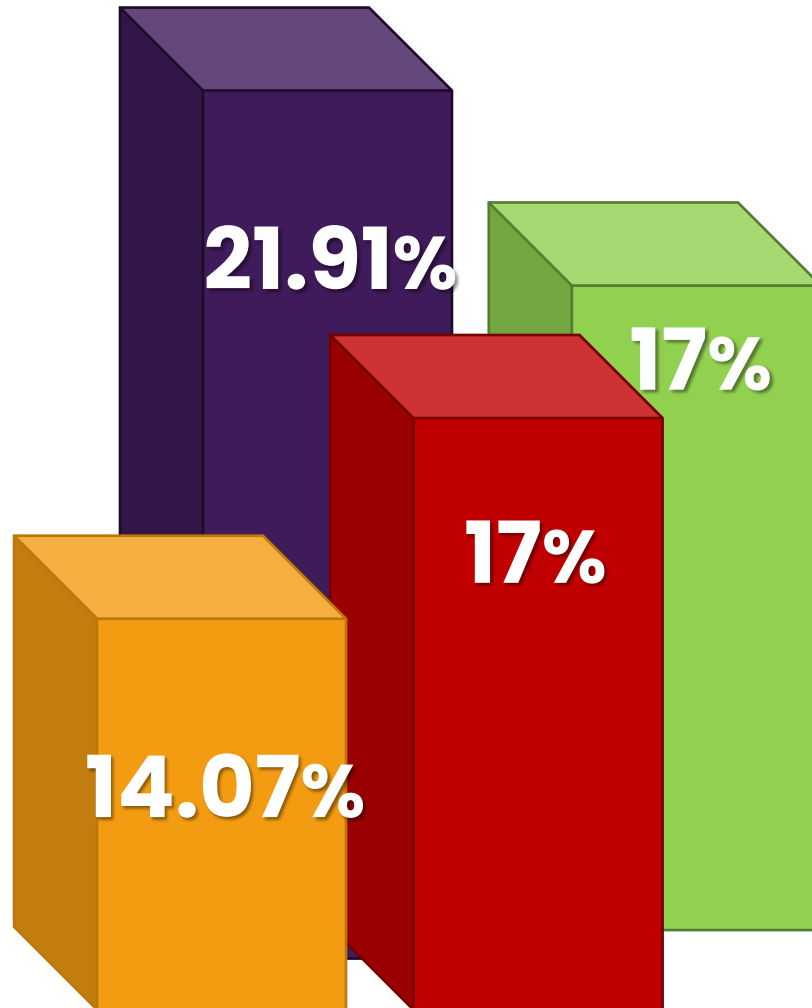
Fund One Financial Impact

		Total Funds Raised (\$)	Amount Repaid (\$)	Amount Outstanding (\$)
	AFN	34,134	12,500	21,634
	Easylink	48,076	48,076	-
	KEEXS Global Corp	250,000	173,076	76,923
	Allany's Agriq	774,038	642,292	131,745
	Esteemma Diamonds Global Investment Ltd	481,971	320,913	161,057
	Crown Natures Nigeria	360,576	204,326	156,250

Fund One Financial Impact

	Total Funds Raised (\$)	Amount repaid (\$)	Amount Outstanding (\$)
 Bowentech	45,673	27,764	17,908
 Just Series Ltd	24,038	-	24,038
 Patolek	31,250	12,380	18,869
 Twine Global Ltd	173,076	112,980	60,096
 Mayor Farms and Agro Services Ltd	442,307	221,153	221,153
 Real Velvet Ltd	12,019	12,019	-
TOTAL	2,677,163	1,787,486	889,676

Fund One Annualized Return For Investors



2018

2019

2020

2021

Fund One sample success stories

KEEKS Global Ltd



FUNDS PROVIDED

\$682,331.00 (debt)

CORE ACTIVITIES

Sesame seed and cashew trading

COMPANY DYNAMICS

Commodities are purchased from farmers and Local Buying Agents (LBAs)

SOCIAL IMPACT

More youth employed as laborers and LBAs, more women hired to sort produce and increased revenue for women farmers.



Allany's Agriq

Fund One sample success stories

Crown Natures Nigeria Ltd



FUNDS PROVIDED

\$271,878.00 (debt)



CORE ACTIVITIES

Garment Manufacturing



COMPANY DYNAMICS

Woman owned, High labor employer with ability to scale operations yearly



SOCIAL IMPACT

Prevented complete company shutdown. Rehired laid off staff that is made up of approximately 80% women and 60% youth

FUNDS PROVIDED

\$383,926.00 (debt)

CORE ACTIVITIES

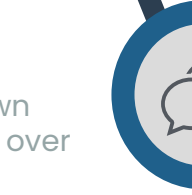
Cashew Processing Factory

COMPANY DYNAMICS

Labor intensive

SOCIAL IMPACT

Prevented factory shutdown and led to employment of over 15 Youth and 30 women



Esteemna Diamonds Global Investment Ltd

Fund One sample financial growth

Esteemma Diamonds Global Investment Ltd

	2019 (\$)	2020 (\$)	2021 (\$)
Funds provided	12,019	147,836	322,115
Revenue	588,942	1,417,960	1,748,741
YoY Percentage	-	140.7%	23.3%

**2021 cashew season was affected by the COVID Delta variant*

Introducing FUND TWO

The Objectives

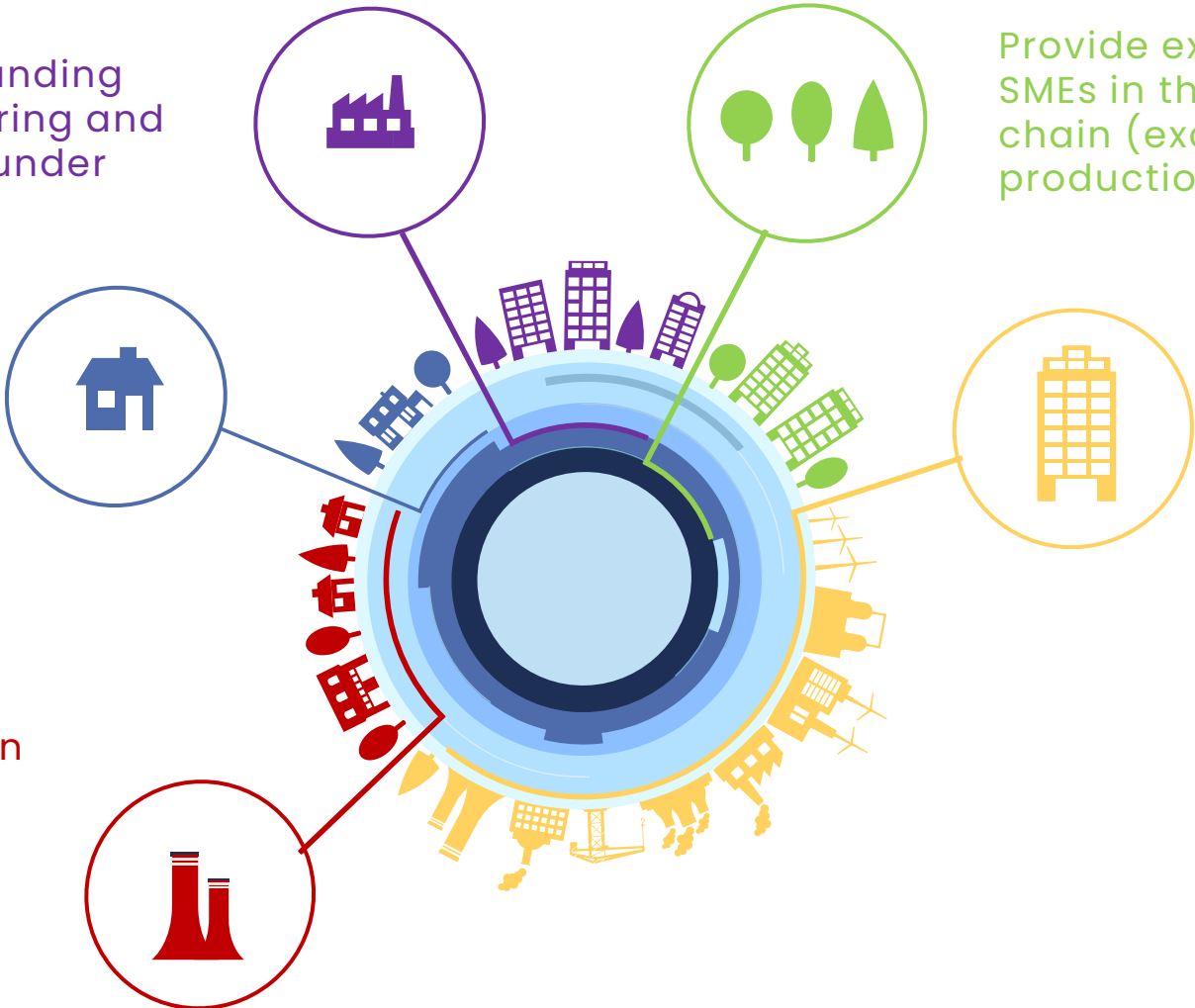
Provide longer termed funding than SMEs in manufacturing and processing can receive under Fund One.

Increase the social and economic impacts that has been achieved under Fund One

Offer SMEs operating in strategic industries incubation services to build their knowledge capabilities

Provide expansion capital to SMEs in the agriculture value chain (excluding primary production).

Offer a stable segregated mandate structure that appeals to financial institutions and encompasses both debt and equity interests



Fund Two Term Sheet

Fund Manager

- PearlBridge Capital Managers
- Fund manager's commitment = 1% of total fund size (class B share)
- Management Fee = 2% of the committed capital
- Every year the fund manager will earn a carried interest of 20% on returns over 13% to investors

- Fund size = **\$50,000,000**
- Mezzanine Financing
- Financial instruments: Long term capital vehicles (redeemable preference shares and convertible instruments)

Fund Type

First Close

- First closing date: TBA
- First closing target: \$20 million (minimum)
- Investors are expected to commit a minimum of \$1,000,000

- 8 + 2 years starting from the first closing date
- Investment period – 4 years (Within this period, SMEs will receive funding within a range of \$500,000 – \$3,000,000)

Fund Duration

Proposed Returns

- Annual Coupon Yield =15%
- Payment schedule to investors = bi-annually from year 2

Fund Two Term Sheet

Investment Due Diligence Summary

investment decisions will be based on each SME's business plan, which should contain the following:

- a description of the project
- proof of consistent positive cashflow, current turnover and profitability calculations and forecasts
- any previous assessment of project viability
- a clear "exit-strategy" for the fund.
- an EBITDA of at least 20% of the requested investment amount
- Compliance and good corporate structure (tax, legal and personnel due diligence)

All proposed investment opportunities shall be reviewed and approved by an investment committee constituted of

- At most two representatives of the General Partner,
- Two independent persons with demonstrated experience and capability in equity and debt investment analysis.

Investment Committee





Reporting

- The fund manager shall report according to the guidelines of the relevant regulatory bodies in countries where the fund and or fund manager is registered.

- Books and records of the fund will be kept at the registered fund address for at least 7 years after the fund is liquidated.

Monitoring and Audit

Sample Pipeline Transactions

 Turner Wright Ltd	Veterinary Pharmaceuticals	Require \$1.2m to construct a new factory and expand operations
 Mayor Farms and Agro Services Ltd	Poultry and Fish Production, feed milling	Require \$6m to maximize their installed capacity and increase revenue from \$841,346 to \$7m over 3 years and achieve an EBITDA of 30-35% of revenue.
 Esteemma Diamonds Global Investment Ltd	Agri-Processing Factory	Require \$2m to maximise their processing capacity for the upcoming cashew and sesame season
 Efunpo Pharma Ltd	Pharmaceutical	Require \$300k to meet capital requirements and fund new product development in their vitamin C range

Sample Pipeline Transactions



Al Barq
Contracting
LLC

Livestock agriculture

Require \$3.7m to to secure 250 acres of land to be cultivated and prepared for their cattle ranching business.



Crown
Natures
Nigeria PLC

Garment Manufacturing

Require \$2m to expand operations and increase their product lines



Falke
Industries
Ltd

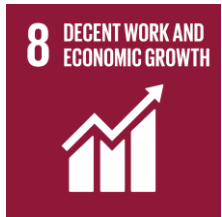
Processing and extraction
from oil bearing crop

Require \$20.3m (can be disbursed in phases) to purchase crude oil, soya bean, a soya bean refinery, machinery, additional consumables and raw materials

Fund Two Focus

Who does Fund Two serve?

- ❑ High employers of youth and female labor (align with our ESG policy)
- ❑ Industries = manufacturing, agricultural processing, education, pharmaceuticals and green energy technology.
- ❑ Investments will be made in alignment with our ESG policy and the following SDG goals:

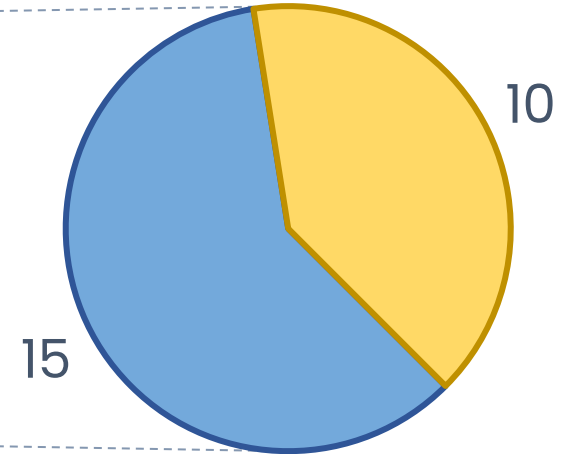
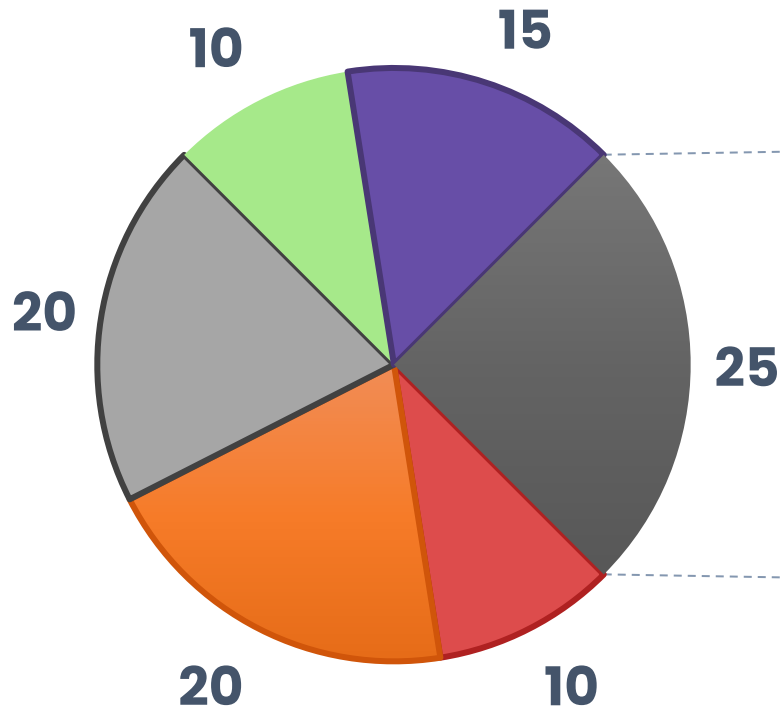


Who will Fund Two NOT serve?

Fund Two **strictly prohibits** SMEs:

- ❑ that are currently not profitable
- ❑ operating in the gambling, pornography, tobacco, and alcohol markets.
- ❑ that employ forced child labor.
- ❑ that have poor environmental sustainability practices.
- ❑ that create little to no social impact, specifically on their operating communities
- ❑ that are prohibited according to the policies of our investors

Fund Two Asset Allocation



Green Energy

Pharmaceutical

Commodities trading

Technology

Education

Manufacturing

Agri Processing Factories

Fund Two Expected Impact



2024

No of businesses impacted: 120
Expected job creation: 1200
Direct impact on the youth: 800
Impact on women: 500
Impact on national output: \$50m



2025

No of businesses impacted: 250
Expected job creation: 2500
Direct impact on the youth: 2000
Impact on women: 1200
Impact on national output: \$80m



2026

No of businesses impacted: 530
Expected job creation: 5300
Direct impact on the youth: 4200
Impact on women: 2200
Impact on national output: \$120m



2027

No of businesses impacted: 620
Expected job creation: 6000
Direct impact on the youth: 5000
Impact on women: 3500
Impact on national output: \$150m

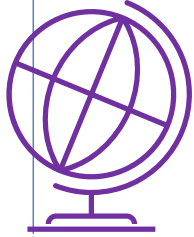


2028

No of businesses impacted: 760
Expected job creation: 6700
Direct impact on the youth: 5600
Impact on women: 4000
Impact on national output: \$200m

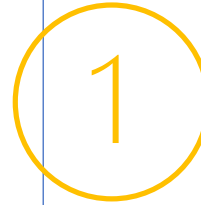


Fund Manager – who we are



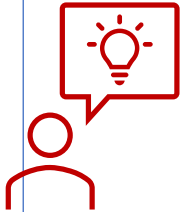
Established industry ecosystem

- Our diverse network of SMEs, financial and international partners (AGRA and the USAID).



First-hand **experience**

- Understanding of the Nigerian environment and experience managing **Fund One**



Business incubation strategy

- Our executive training and financial advisory arms allow us to train SMEs and provide technical and managerial support = reduce their default risk and mitigate against credit risk for investors



The **greater good**

- Fund Two will expand on the social impact achieved under fund one.

Meet our team!

Olufunmi Adepoju, CFA



Chief Investment Officer

Over 22 years experience in banking, economic and equity research, credit risk management, asset management and credit ratings.

She is a CFA Charter holder, a chartered accountant, a certified FRM, and a registered sponsored individual with SEC, Nigeria

Jumoke Awolumate,



Senior Fund Manager

over 26yrs experience in the corporate finance, asset management and wealth management space.

A previous CEO of Meristem Wealth Management Ltd and COO of Integrate Dairies Limited.

Oyindamola Oni



Senior Investment Analyst

Has worked on big-ticket transactions worth over \$300 million as a financial analyst.

Under Fund One, she served as an investment officer, analyzing and structuring transactions. She will play a similar role in Fund 2.

Temitope Soladoye, MBA



Portfolio Monitoring

Over 10 years of experience in loan origination, review, processing and administration, credit administration and micro lending.

Her versatility in various Nigerian languages is a major strength that aids her ability to manage clients and SMEs

Victor Igbukolu



Portfolio Monitoring

Experience in Human Capital Management, Finance, Information Technology and Strategy development.

Victor will assist Temitope in monitoring portfolio companies by coordinating field and onsite visits.



Contact us!

To find out more about Fund Two, reach us at:



+2348165789484, +2348023155122,



fundtwo@pearlmutual.com; Olufunmi.Adepoju@pearlmutual.com



#1A Stella Ogunleye Str, Off Bosun Adekoya Str, Victoria Island
Extension, Oniru, Lagos, Nigeria



www.pearlmutual.com



[PearlMutual Consulting Ltd](#)