

TGR Investors

# Community Prospectus



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Together we can build a new Africa

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|01

# Vision

*VISION*



# Vision

Our vision for the TGR Investors Community is to transform the economies of Africa. We also want to help build the kind of Africa we can all be proud of. Living in the diaspora for many of us is the result of our homeland not being able to provide us with opportunities for economic prosperity.

However, the situation would never change unless we are willing to invest in building the kind of Africa which can offer us and future generations those opportunities that we have been forced to seek in the developed world. We aim to break this cycle, and we will measure our success by the extent to which our efforts have been able to boost economic growth, create jobs, improve living standards and reduce poverty in Africa.

02

# Mission

M I S S I O N

# Mission

Our mission is to build an Investors' Community made up of like-minded individuals from the African diaspora who are passionate about the development of Africa and believe it is our responsibility to play a significant role in that development.

As a community, we can mobilise our collective financial resources and channel them into key areas where investment is needed to support long term sustainable economic development. We can also form strategic partnerships with African governments and local businesses to help tackle some of the challenges preventing growth and development.

Historically, there have been several barriers which make investment in Africa difficult for the African diaspora. Such barriers include the high transactional cost of investing in Africa, inability to monitor investments from overseas, lack of credible and trusted institutions to help facilitate the efficient allocation of diaspora capital and the non-existence of an investment eco-system to connect diaspora capital with African entrepreneurs and businesses.

A key aspect of our mission is to utilise the TGR Investors' Community to help remove these barriers so that diaspora capital can be used as a force for good in the transformation of African economies.

|03

# Purpose



# Purpose

Our purpose with the Investors' Community is to help the African diaspora make attractive financial returns from investing in African development.

Africa is an emerging market which is set to be the next growth region after Asia, and this presents the African diaspora with an opportunity to build wealth from participating in its development.

The African diaspora as a collective economic unit already contributes billions annually to African economies through remittances and tourism.

What we want to do is help channel some of that money into much needed investment to support the growth of the SME sector. Currently, there is a major financing gap for the SME sector in most African economies.

For example, only half of SMEs in Ghana have accessed credit from banks; 75 per cent of which is shorter than 3 years in tenor, and only a handful raise private equity or venture capital funding each year.

Since SMEs are the backbone of any economy, the only way to achieve our vision for Africa is to utilise the power of diaspora capital to fill that financing gap.



04

# Becoming a member



# Becoming a member

Becoming a member of the Investors' Community is a vote of confidence in the future growth and prosperity of Africa. Individually, our ability to impact the development of Africa is little, but as a community we are very powerful.

By harnessing the power of crowdfunding, we can raise investment capital from members subscribing to a monthly contribution (amount) they are comfortable with. The contributions would be placed in a venture capital fund.

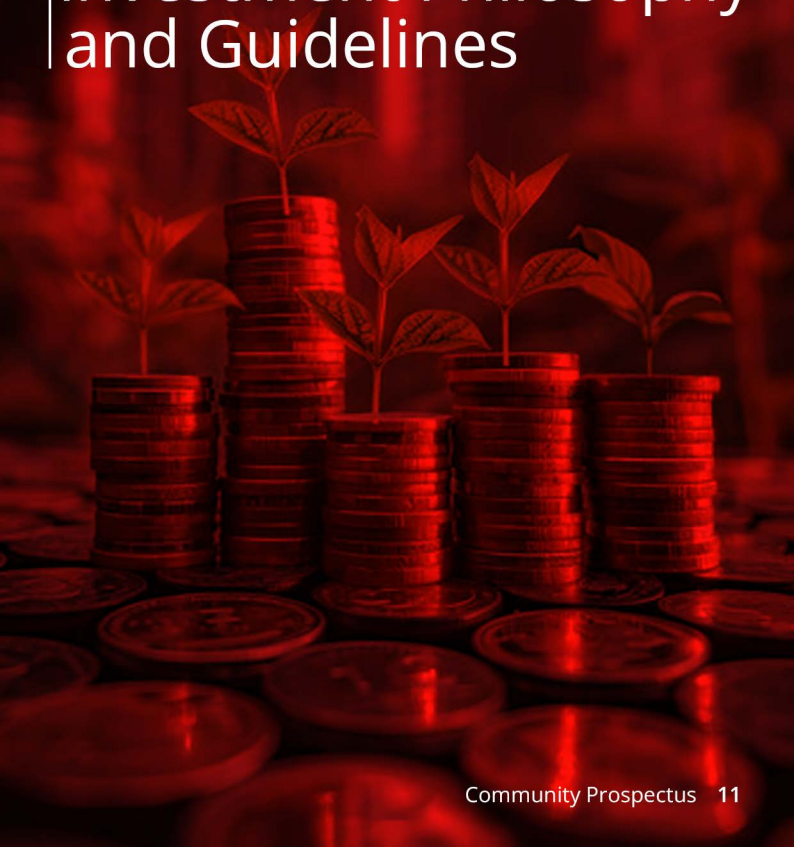
The fund will be used to invest in some of the fastest growing and most innovative companies that are playing a transformational role in the development of Africa.

As a member of the Investors' Community, you will be entitled to receive payments from future returns of the companies within the investment portfolio.

To qualify for membership, you must be of African heritage, be passionate about African development and be willing to make a minimum monthly contribution of \$10 (up to any amount one wishes) to the investment fund on a subscription basis.

05

# Investment Philosophy and Guidelines



# Investment Philosophy and Guidelines

The investment philosophy of the TGR Investors' Community is based on the idea of making profit through the fulfilment of purpose. We believe investing in the development of Africa provides a great opportunity for long term wealth creation. Our aim is to always balance the need for profitable returns with the desire to support sustainable economic development in Africa.

The funds raised from the investors community will be used to support the growth and development of local businesses within key strategic sectors where the biggest opportunities are. Our focus will be on supporting SMEs who have the capacity to grow and become large companies but face challenges gaining access to capital from traditional sources. Our investments would target the development of Africa's manufacturing and industrial capacity.

We would also focus on import substitution and value-chain activities to reduce Africa's dependency on imports and boost its export potential. These areas are still underdeveloped yet provide a key source of long-term economic growth and development. We would also seek to form public private partnerships to launch investment projects that tackle issues related to infrastructure development and affordable housing.

We are developing an extensive due diligence process and looking to put together an investment committee of professionals whose task would be to evaluate potential investment opportunities. Any company seeking funding will have to be legally registered, be in good financial health, have a competent management team, be able to demonstrate consistent revenue growth and profitability and must be able to provide a compelling story of how their success will contribute to the development of Africa

Our focus will be on providing long term capital financing in the form of credit and equity. The fund will adopt a long-term investment horizon. This would allow our investors to benefit from the compounded effects of reinvested earnings whilst giving our portfolio companies the time they need to grow and reach maturity. Investment returns will come from a combination of interest payments and dividend payments we receive from our portfolio companies. The fund is expected to make regular payments to investors from the returns generated by our investment activities after 10 years of membership. Investors can also decide to liquidate their equity stake in the fund after 10 years.

# Our Sectors



|06

# Ghana



# Ghana

Initially, the investors community will focus its investment activities in Ghana. We believe the most effective approach to achieving long term sustainable economic development in Africa will be by targeting our collective resources to a particular country as part of a pilot program. The program will allow us to learn lessons which can then be applied to other African countries.

We believe Ghana has reached the right stage of its development to provide a suitable investment climate for the Investors' Community. From a strategic standpoint, success in Ghana will serve as a beacon of hope for all African nations and provide a development blueprint for them to follow.





07

# Corporate Governance

# Corporate Governance

To safeguard our investments and make sure funds are being allocated appropriately by the companies we support, the Investment Fund would have a representative on the board of every company within our portfolio. This would ensure we are accurately informed about major business decisions to give us the ability to monitor their activities effectively.

We would also be launching a partnership program which aims to provide a wholistic approach to how we support these companies by going beyond mere financial assistance. Our aim is to send a signal to these companies that we are here to support them in other areas such as better financial management, business development, business strategy and corporate governance. As partners, we align our financial interests with the long-term growth and development of these companies.

The funds raised from the investors community will be held in an investment trust with members of the community being the sole beneficiaries. TGR Africa will act as the trustee of the investment trust. The investment fund will be regulated by the Securities & Exchange Commission which is the primary regulatory board for the financial sector in Ghana.

This would ensure the proper safeguarding of our fiduciary duties to our investors. The investment fund will be overseen by a board of directors composed of representatives from TGR Africa, an independent director with expertise in the SME Financing industry and investment professionals. The investment fund will be managed by a fund manager who will be licensed by the Security & Exchange Commission. All investments will be reviewed by the investment committee and receive final approval by the board of directors before capital is deployed to any company.



08

# Investors Community Platform

# Investors Community Platform

We are designing an online platform which is intended to provide complete transparency for all investment activities. The platform will enable investors to access the profiles of all the companies within our portfolio and monitor their progress.

The platform will allow investors to track the total assets under management, total contributions they have made to the fund, their equity stake, earnings from investment returns and a breakdown of management fees.

Investors would also be able to make changes to their account and update their profile.

Our goal is to offer the highest level of transparency, safety and security to our investors. We want to give members of the investors community the reassurance that funds are being managed appropriately and effectively.

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# Challenges



# Challenges

The journey to transformational development is not going to be smooth. There are going to be challenges and obstacles along the way. Development is a learning process which means we must be willing to experiment and accept failure as a necessary part of growth. The investment opportunity available in Africa is significant and so are some of the challenges.

These challenges include being able to distinguish good companies from bad companies, problems with macroeconomic instability, inadequate infrastructure, corruption and the lack of well-developed business ecosystems to support grass roots entrepreneurship.

Despite these challenges, we believe we will be able to adopt robust systems and procedures to manage risks and ensure funds are utilised effectively and efficiently. Over time, the fund should make excellent returns for its investors.

# Get In Touch

We'd love to hear from you



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TGR Africa



TGR Africa



TGR Africa



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