



EXEO CAPITAL ENQUIRY FORM

- In order to best assess whether the investment opportunity you are presenting is a fit with EXEO Capital's mandate:
- Please provide the requested information below and fill in ALL drop-down lists.
- All sections in GREY are required fields.
- Complete and return form to: office@exeocapital.com

Company Details

Company name:

Liaison email address:

Company location:

(Is the investment opportunity located in sub-Saharan Africa?)

Promoter name:

Promoter email address:

1 Sector

Excludes tobacco, alcohol, hunting, extractive industries

2 Nature of the business: What does the business do?

3 Regional reach: What country does the business operate in?

Sub-Saharan Africa

4 Current business size: What is the most recent auditted annual turnover achieved?

Turnover greater than USD 1 million annually

5 Stage of business: (see footnote description 1).

Excludes seed and start-up stages



6 Number of years operationally profitable (positive earnings before interest, tax and depreciation).

Minimum requirement is three (3) years

7 Investment size: Envisioned equity investment required.

The preferred amount to invest is USD 10 million, although lower amounts can be considered

8 Nature of capital required: What will the capital be used for?

Open to growth, buy-out, replacement or a combination thereof

9 Farming percentage of total annual turnover.

Cannot invest into primary agriculture or 100% farming

10 Status of proposed project (see footnote description 2).

Excludes greenfields projects

Footnote

1 Description of stages of business alternatives:

- a) Pre-seed/seed stage (excluded from EXEO mandate) – financing the early development of a new product or service. These early financings may be directed toward product development, market research, building a management team, and developing a business plan.
- b) Start up (excluded from EXEO mandate) – financing provides funds to companies for product development and initial marketing. Have been in business just a short time but have not yet sold their product in the marketplace.
- c) Series D (not applicable to EXEO mandate) – funding stage after series A–C, capital is provided to accelerate growth.
- d) Early stage (EXEO mandate minimal allocation) – capital is provided to initiate commercial scale manufacturing and sales. Most early-stage companies have been in business less than three years and have a product or service in production. In some cases, the product may be commercially available.
- e) Later stage (EXEO mandate focus) – capital provided after commercial manufacturing and sales, including growth consolidation, corporate unbundling, privatisation, broad-based, black economic empowerment, and management buyout capital.

2 Description of the status of project alternatives:

- a) A 'greenfield' investment (excluded from EXEO mandate) is the investment in a manufacturing, office, or other physical commerce-related structure or group of structures in an area where no previous facilities exist.
- b) A 'brownfield' investment is the investment in established manufacturing, office, or other physical commerce-related structure or group of structures or alternatively an investment into an area or company where facilities exist either in the same or other geographic location.

3 USD: United States dollar

EXEO Fund Advisors (Pty) Ltd is a financial service provider authorised by the Financial Sector Conduct Authority in South Africa (Licence no. 46251), which provides investment advisory services to the Fund Manager and the General Partner. EXEO Capital (the "Promoters") manages its two funds, Agri-Vie Fund I and Agri-Vie Fund II, through Agri-Vie Investment Advisors (Pty) Ltd (Licence no. 33826) and EXEO Fund Advisors (Pty) Ltd (Licence no. 46251), respectively.

