



LION'S HEAD

global partners

- Transaction Focused
- Solutions Oriented
- Delivering Highest Quality Services
- We Measure Ourselves by Your Success

Lion's Head Global Partners (LHGP)

is a London based independent boutique Investment Bank focused on emerging markets (EM) and development with a specific geographic bias towards Africa. Leveraging our many years of investment banking experience, we provide bespoke financial solutions to governments, corporations, fund managers and foundations.

Following the recent financial turmoil many large banks have refocused their strategies. We found that many clients, for example in Africa, including governments and major businesses, are unable to attract high quality financial advice. LHGP was created to fill this gap and give clients access to state-of-the-art advisory and execution capacity plus the means to reach major pools of international capital.



Emerging Markets are Becoming a Driving Force



Africa is Ready to Take a Leading Role



Climate Change Concerns Everybody



Tackling Food Security is a Major Priority

Our Services are goal-oriented focusing on delivering tangible results

Advisory:

We provide high quality financial advice:

- Corporate strategic activities
- Financial valuations
- Due diligence and deal structuring
- Market analysis

Capital Markets:

We have a long track record executing debt/bond and equity issuances for governments, corporations and financial institutions.

- Debt issuance: bonds, loans
- Credit rating advice
- Equity capital raising
- Deal structuring

Corporate Finance:

We come from leading investment banks such as Goldman Sachs, Morgan Stanley and JP Morgan. Our competencies include:

- M&A and divestitures
- Recapitalizations and corporate restructurings
- Fund Raising and Fund Structuring
- Hedging and Risk Management

Asset Management:

Through our regulated subsidiary, LHGP Asset Management, we offer fund investments for institutional and HNW investors.

Impact Investing:

We recognize the need for a new approach to mission driven investing. We work with foundations and philanthropists on investment strategies that are grounded in economic reality and have sustainable double bottom line outcomes.

Our Expertise covers some of the most dynamic areas in EM and Africa specifically

Agriculture:

(we have firsthand experience as an investor in an African agri-business)

- Market response to food security concerns
- Risk analysis
- Entry strategies

Carbon & Climate Change:

- Global policy initiatives (REDD etc)
- Carbon reduction initiatives in OECD and EM

Africa:

- Investment climate
- Recent developments
- Key investment themes

Impact Investment:

- Focus on double bottom line
- Effective deployment of capital
- New entry models

Selected Transactions

TransFarm Africa Fund (TFA Fund)

The TFA Fund is currently our main asset management offering.

TransFarm Africa Fund		
Project Type	Industry Focus	Geographic Focus
Fund Management	Agriculture	Sub-Saharan Africa
Target Fund Size	Targeted IRR	Closing Date
\$50m	10%-15%	Q1 2011

Objective:

TFA is an agriculture fund focused on sub-Saharan Africa. The fund is targeted at \$50m and plans to invest \$3-5m into individual agri-businesses (including primary agriculture, processing and services). TFA has a strong development component. It seeks to have a positive impact on smallholder farmers and nascent local markets by providing capital to what we term the 'missing middle' – Agricultural entrepreneurs that have good business ideas and the necessary business skills to execute a business plan, but lack capital. Typically, capital tends to be available to the subsistence farmer, provided mainly by NGOs, or to large commercial enterprises, from typical institutional investors. Middle market entrepreneurs, who ultimately represent the growth engine of African agriculture, are lacking access to capital. The 'missing middle' is not just the foundation upon which the African green revolution has to be built, it is also often characterized by local entrepreneurs that work very closely within their communities and see local farmers as a potential opportunity – as customers, partners or employees. TFA is looking to support middle market entrepreneurs whose businesses exhibit this link to local markets and hence deliver development benefits as part of a commercial sustainable business plan.



Carbon Trust

A notable financial advisory project we recently undertook helped map out current sector activity and the level and methodology of constructive government intervention.

Carbon Trust		
Project Type	Industry Focus	Geographic Focus
Advisory Services	Renewable Energy	UK

Objective:

Strategy formation and financial feasibility study on the creation of a Green Investment Bank to act as a source and channel of capital to large renewable and energy efficiency projects. This advisory work included an investigation of the existing and future investment activity by the major energy suppliers and the results of the project helped formulate government policy in this sector.



UK Forestry Company

In the Corporate Finance space we have helped raise private capital for a private Forestry firm in its pursuit to expand its business operations.

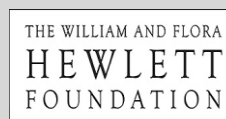
UK Forestry Company		
Project Type	Industry Focus	Geographic Focus
Corporate Finance	Forestry	UK/Africa

Objective:

LHGP has assisted a UK based forestry company raise equity capital in its pursuit to expand its Southern African forestry operations. We are currently aiding a secondary sale on equity in the company thereby providing exit to an early stage investor.

UK Forestry Company

Our Clients Include:



Our Partners

Bim Hundal – Chairman of Lion's Head

Previously Bim was a Managing Director and worked for 17 years with Goldman Sachs (Head of EM – Capital Markets group). Bim is a graduate of Cambridge University with a degree in Economics.

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Christopher Egerton-Warburton – Partner

Previously Edge worked for 14 years with Goldman Sachs (Head of Sovereign, Agency & Supranational Agency – Capital Markets group). He graduated with a degree in Biochemistry from Oxford.

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Clemens Calice – Partner

Previously Clemens worked with Goldman Sachs and Morgan Stanley focusing on the natural resources space, structuring financing and investment opportunities. Clemens graduated from the Swiss Institute of Technology (ETH) and has an MBA from INSEAD.

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