



Genghis Capital Corporate Finance

Grow with us

In 2011, Genghis Capital established its Corporate Finance arm, with a strategic focus on becoming a top-tier financial advisory firm. We are proactive in seeking investment opportunities and leveraging our extensive networks within the investor community to highlight the unique opportunities in the East African market.

Our services are available to public and private corporates, fund managers, and other entities in East Africa, with the aim of establishing long-term partnerships and helping them achieve their strategic objectives. Leveraging our international network and well-established Kenyan footprint, our Corporate Finance department is committed to delivering the highest quality service, with absolute integrity and value-added support to our clients.

Our independent business valuation services are provided using globally recognized standard methodologies, in support of a wide range of private and public transactions. We believe that our commitment to excellence, integrity, and value-added support sets us apart from the competition and ensures our clients receive the best possible advice and service.

Why You Should Work With Us

Depth of Service

- Unique structuring and execution capabilities

Partnering Mind-set

- We provide end-to-end solutions and maintain our association with companies long after the engagement is completed.

Process Optimization

- Proven experience in providing time-efficient services
- In-house familiarity with leading funding channels

I. Debt Capital Markets

Genghis Capital is a leading player in the credit market, serving large corporate and institutional clients. We offer unparalleled expertise in debt origination and structuring, combined with exceptional distribution capabilities to a wide base of investors.

Our origination team works directly with issuers, including banks, corporations, and other entities seeking debt and quasi-debt financing. Genghis Capital advises these clients on debt financing strategies ranging from simple bank loans to large-scale capital raising initiatives worth billions of shillings.

II. Equity Capital Markets

At Genghis Capital, our capabilities in the equity capital markets are unmatched. We offer a wide range of expertise, from initial public offerings to follow-on equity issues, and from public transactions to private placements across various industries and sectors in the region.

Our team comprises of nominated advisors who are qualified to advise clients on listing on the Growth Enterprise Market Segment (GEMS) of the Nairobi Securities Exchange. We offer exceptional origination capabilities that include:

- Initial Public Offers
- Private Offerings and OTC Trading
- Follow-on Issuances
- Convertible Issuances
- Listings & Cross Listings

III. Mergers and Acquisitions

At Genghis Capital, our Corporate Finance Team is committed to providing innovative and customized solutions to our clients' most challenging issues. Our Mergers and Acquisitions (M&A) team specializes in domestic and regional transactions, including acquisitions, divestitures, mergers, joint ventures, recapitalizations, spin-offs, Management Buy Ins and Buy Outs (MBIs & MBOs), as well as shareholder advisory services.

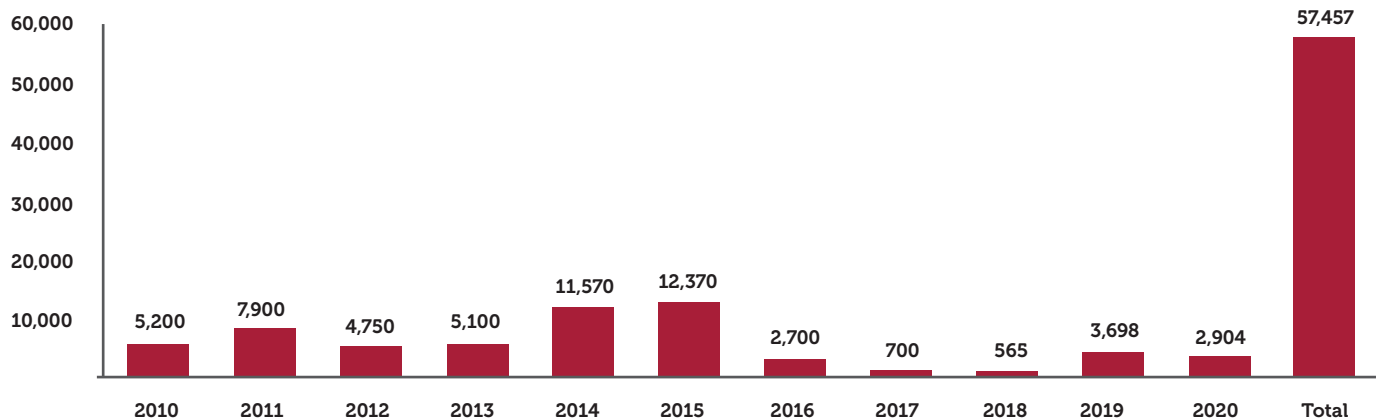
Leveraging our extensive experience with local industries, regions, and products, we help our clients achieve their short- and long-term strategic objectives with our comprehensive expertise in M&A transactions.

IV. Business Advisory

At Genghis Capital, our Corporate Finance Advisory team is well-equipped to provide expert advice to our clients on a variety of corporate finance topics. From capital structure and portfolio valuation to distribution policy and liquidity management, we offer comprehensive solutions to meet your business needs.

Our team is highly experienced in developing feasibility details for specialized projects, such as power projects, and formulating strategy plans for corporate and institutional clients. We take a tailored approach to each client, ensuring that our advice is specific to their unique circumstances and objectives. Trust us to provide you with sound advice that will enhance your business performance.

Structured & Marketed Transaction Volumes to Date (KES Million)



Succesful Transactions



Public Debt Issuance

KES. 4.0Bn

Co-Arranger and Co-Placing Agent to Family Bank



Buy-side Aquisition

KES. 0.25Bn

Transaction Advisor to Branch



M&A

KES. 2.65Bn

Transaction Advisor



M&A

KES. 6.2Bn

Transaction Advisor to NSSF



Valuation mandate

KES. 0.5Bn

Commercial and financial Due Dilligence



Note Issuance Facility

KES. 2.0Bn

Lead Arranger & Sale Placing Agent



Transaction Advisor in Alternative Asset Portfolio Property and Private Equity



M&A

KES. 1.87Bn

Transaction Advisor



M&A

KES. 1.0Bn

Transaction Advisor



Advisory

KES. 1.87Bn

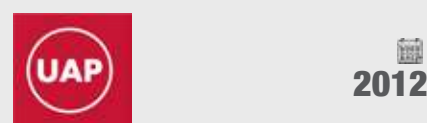
Financial Due Dilligence for the Buyer



Initial Public Offer

KES. 0.6Bn

Transaction Advisor



Limited Public Offer

KES. 1.87Bn

Co-Placing Agent



M&A, Acq. of Access Kenya

KES. 3.4Bn

Buy Side Transaction Advisor