



Driving Investment, Enterprise,  
Development and Jobs  
in Africa

January 2014

# The British African Agenda

- 1. British African Business Alliance**
  - Our Commitment to Members
- 2. About the Diaspora**
  - Creating cohesion
  - What can 500,000 people achieve?
  - A Task Force for Africa
  - BABA's Communications Hub
- 3. British African's Big Six Initiatives**
  1. Affiliation & Membership
  2. BABA Investment Forum
  3. BABA Business Pipeline
  4. BABA Entrepreneurs Packs
  5. BABA Market Leaders Events
  6. BABA Events Calendar
- 4. BABA's Current Opportunities – Every deal counts!**

# British African Business Alliance

- A diaspora-led initiative
  - A privately funded, commercially driven, communications hub
- To share in and stimulate the 6%+ growth in Africa
  - By improving the communication of business opportunities between
    - Diaspora communities
    - Businesses in the UK and Africa and
    - Those organisations involved in supporting commercial and development projects.
- To build a UK membership of 10,000 to accelerate the creation of “widely-held wealth” in Africa

# BABA's Commitment to Members

- BABA works with individual members to help them achieve their business objectives
  - Members submit projects
    - BABA agrees the “Perfect Outcome”
  - BABA mobilises its network to reach out to
    - Funders and Investors
    - Business partners
    - Consultants and Advisors
    - Potential Employees
    - Customers and suppliers
- BABA works with Diaspora Leaders to create opportunities
  - In the UK
  - Across Africa

PROJECT SHEET

British African BUSINESS ALLIANCE

PROJECT NAME: \_\_\_\_\_

MEMBER: \_\_\_\_\_ COUNTRY: \_\_\_\_\_

DRIVER: \_\_\_\_\_ DATE: \_\_\_\_\_

APPROVER: \_\_\_\_\_ CONTRIBUTORS: \_\_\_\_\_

OBJECTIVES: \_\_\_\_\_

TARGET AUDIENCE: \_\_\_\_\_

OVERVIEW: \_\_\_\_\_

PLANNED OUTCOME: \_\_\_\_\_

ACTIONS REQUIRED: \_\_\_\_\_

TIMINGS: \_\_\_\_\_

COST: \_\_\_\_\_

# The Opportunity is the **Diaspora**...

## Creating Cohesion

- The Diaspora in the UK is fragmented along *country* and *tribal* lines as well as on *political* and a *socio-economic* basis.
- This results in isolated silos of people who either do not meet or are unable to communicate well.
- The High Commissions and Embassies do not always know the location, number or interests of their diaspora populations.
- The UK Diaspora has *a very high level of contact* with people at home.
- The highest concentration of Africans outside the continent



# What can **500,000** people achieve?

## Number of Africans in UK

- 4.5m people (estimated)
- 1.5m families
- 300k – 500k Business Leaders
  - Estimated 60m-100m contacts
  - £6bn – £25bn of Investment Potential



## “Diaspora Business Leaders” defined:-

- Someone who owns or runs an organisation or business that employs people either in the UK or in Africa.

# A Task Force for Africa...

## Business Development

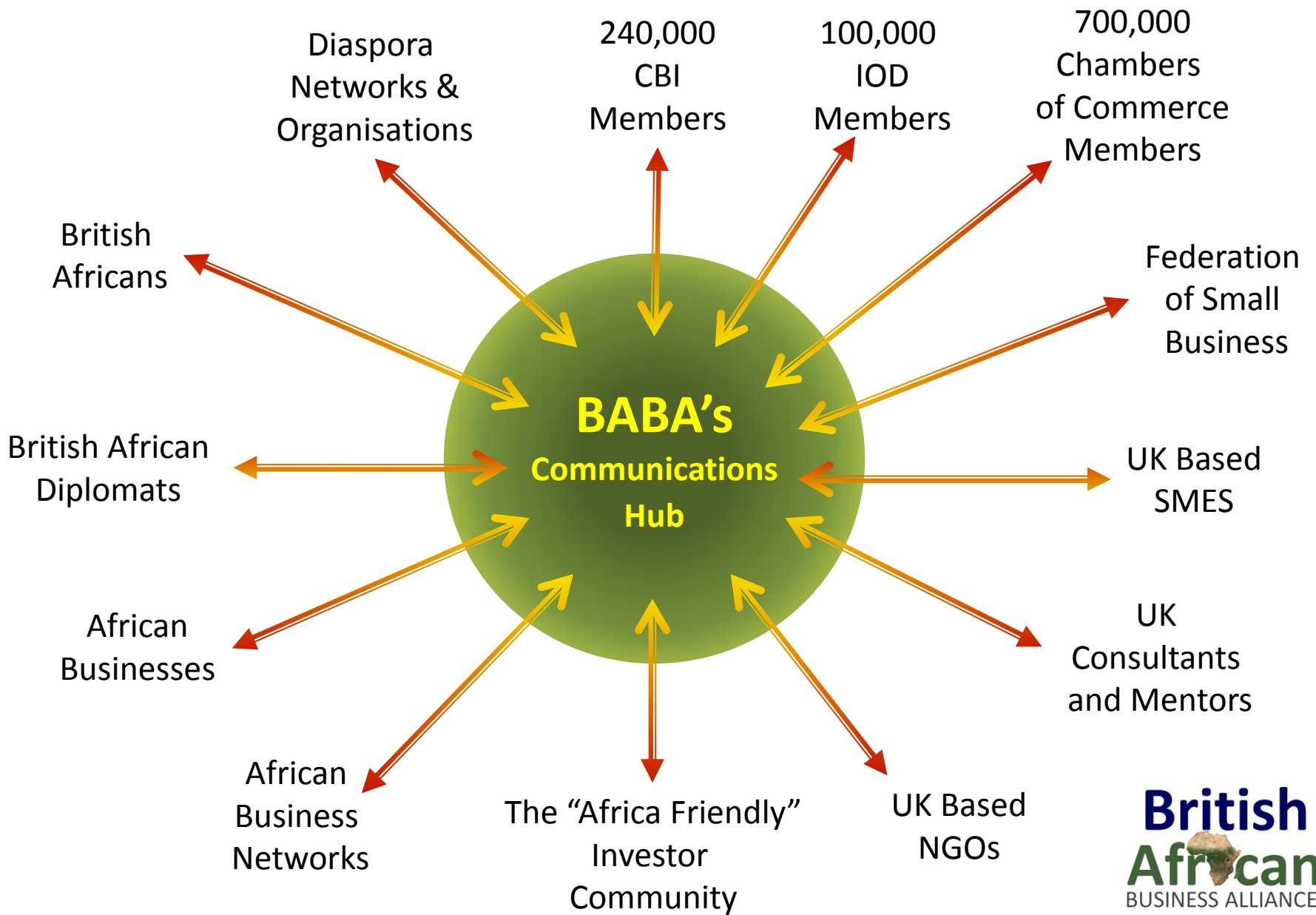
- To stimulate the creation of SMEs in Africa
- By identifying the resources required to set up run and optimise the provision of commercial solutions.

## Social Development

- Targeting the areas of Health and Education.
- There are opportunities to better meet people's needs.

## Wealth Development

- Finance is only a part of what is required.
- Fulfilment is achieved when the basic needs of people are met; when their existence is peaceful; and, they see a better future for themselves and their families.

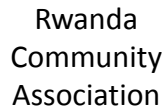




# British African's **Big Six** Initiatives

- |   |   |  |
|---|---|--|
| <b>1. Adding value through Affiliation, Membership and creating Regional Business Clubs</b> | ) | Designed to deliver High Value Membership Services |
| <b>2. BABA Investment Forum</b>   | ) |  |
| <b>3. BABA Business Pipeline</b>  | ) |  |
| <b>4. BABA Entrepreneur's Packs</b>   | ) |  |
| <b>5. Market Leaders Events</b>   | ) |  |
| <b>6. BABA Events Calendar</b>  | ) |  |

# British African works with Affiliates



- BABA UK Business Clubs
  - London, Aberdeen, Oxford, Yorkshire, W Midlands, North West
- BABA African Business Clubs
  - Uganda, Kenya, Nigeria, Rwanda,  
*... and we are looking to support more of these, across the UK and the African Continent.*

# BABA works with its Members

Membership Category	Annual Fee	Entitlement
<b>Student</b>	£10 pa	1 Named Member
<b>Individual</b>	£100 pa	1 Named Member
<b>Company</b> (up to 200 Employees)	£300 pa	3 Named Members
<b>Corporate UK</b> (Over 200 Employees)	£1,000 pa	Multiple Named Members
<b>Corporate Pan Africa</b>	£6,000 pa	Multiple Named Members
<b>NGO</b> (Up to 200 Employees)	£200 pa	3 Named Members
<b>NGO</b> (Over 200 Employees)	£1000 pa	Multiple Named Members
<b>Founder Member</b> (Life long status)	£500 pa	Individual/Multiple Named Members

# British African works with “Africa Friendly” Investors

## The British African Investment Forum

- A low cost, web based interactive meeting place
- Where entrepreneurs and investors and funders can meet in a controlled environment

## Entrepreneur Friendly

- Qualified “Africa Friendly” Investors and funders covering a spectrum of investment sectors
  - \$2,000 - \$20,000 – Social Investors and Funders
  - \$20,000 - \$200,000 – Private Investors and Syndicates
  - \$200,000 - \$2m – Venture Capital
  - \$2m - \$20m – VC and Private Equity
  - \$20m - \$200m – Private Equity and larger Investment Funds
  - \$200m + Larger Investment Funds

## Investor Friendly

- Qualified Proposals, validated by membership, references and use of a proven format
- Video Presentation capability

# BABA qualifies Business Partners

BABA Business Qualification Criteria for: "Your Company Name"	Your Company Score	Score in Points
Is the company a fully paid up BABA Member, Affiliate Member, or member of the BABA Investment Forum?	20	20 pts
Have they provided copies of their Company Registration and Memorandum and Articles?	5	5 pts
Have they provided their reports and accounts for the last 3 years?	9	3 pts each
Have they provided up to date Management Accounts? (Investment Deals only)		10 pts
Have they provided 2 trade references?	6	3 pts each
Have they provided a banker's reference?		10 pts
Have they met with a BABA Representative or Director?	5	5 pts
Have they submitted a BABA Project Summary for this project	5	5 pts
Have they submitted the Executive Summary to a complete business plan?	10	10 pts
Is the complete business plan available?		20 pts
Have they submitted a resume or CV?	10	10 pts
<b>Total</b>	<b>65</b>	<b>110 pts</b>

# BABA promotes The Business Pipeline

Through which, we introduce

1. Business partners
2. Consultants
3. Mentors
4. Suppliers
5. Customers

To qualified business opportunities.

**British African Business Pipeline – October 2011**  
For further information about the projects listed below contact [info@britishafrican.org](mailto:info@britishafrican.org)

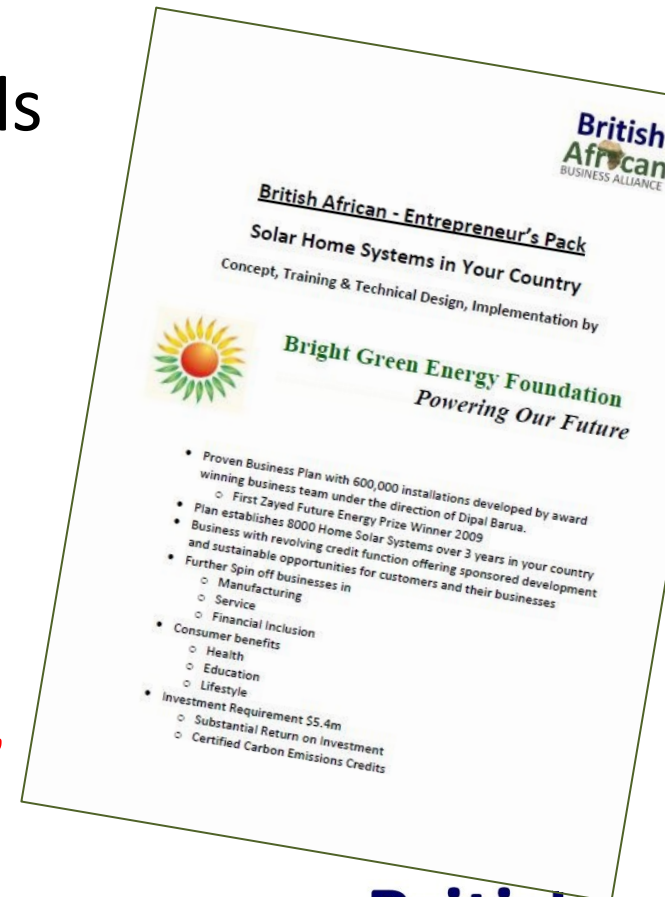
Project	Country	Description	Requirement	BABA Qualification
1. Financial Inclusion and Branchless Banking	Pan Africa	UK based payment platform seeks funding for Pan African/Global implementation. Operational technology Mobile Money, Card and Online delivery of low cost developed deployment programme to blue chip customers across 35 countries.	• £2.5m in staged tranches	<ul style="list-style-type: none"> <li>✓ BABA Member</li> <li>✓ Exec Summary Available</li> <li>✓ NDA required for full Business Plan</li> <li>✓ Qualified investors only.</li> <li>Contact: <a href="mailto:info@britishafrican.org">info@britishafrican.org</a></li> </ul>
2. Solar Home Systems	Pan Africa with projects available for funding in Kenya, Uganda and Nigeria	Well established business model, delivers low cost, solar power systems to individual families. Multiple health, education and economic benefits including local sales and manufacturing capability. Ideal for Foundations or Corporates wishing to supply workers' families with access to electricity.	<ul style="list-style-type: none"> <li>• Entrepreneurs</li> <li>• Funding required from around \$5m (varies by project) from investors, Foundations, Corporates or development agencies</li> </ul>	<ul style="list-style-type: none"> <li>✓ BABA Business Partner</li> <li>✓ 800,000 homes supplied</li> <li>✓ BABA Entrepreneur's Pack</li> <li>✓ Full Business Plan available</li> <li>Contact: <a href="mailto:info@britishafrican.org">info@britishafrican.org</a></li> </ul>
3. Juicing Company	Tanzania	Gov't Agency seeks partners and investors to create passion fruit. Project includes land acquisition for the factory, building the factory training provided to selected suppliers of avocado and passion fruits. Employees trained for quality skills.	• US\$200,000	<ul style="list-style-type: none"> <li>✓ Gov't Agency</li> <li>✓ BABA Project Summary</li> <li>Contact: <a href="mailto:info@britishafrican.org">info@britishafrican.org</a></li> </ul>
4. Hospital and Health Service Development in West Africa	Gambia	UK based, Gambian medical team are leading the development of a consortium of local business leaders with Government support, alongside international hospital supporting health centre network, with outlying provision and medical training.	<ul style="list-style-type: none"> <li>• Commitments already received for 50% of £14m budget.</li> <li>• Investors, supporting and operational partners and investors now sought</li> </ul>	<ul style="list-style-type: none"> <li>✓ BABA member</li> <li>✓ Project information available</li> <li>✓ Business Plan and Projects available to qualified enquiries.</li> <li>Contact: <a href="mailto:info@britishafrican.org">info@britishafrican.org</a></li> </ul>

19 October 2011  
If you have a project you would like to add to this programme, listing is free, but other conditions may apply. Contact [info@britishafrican.org](mailto:info@britishafrican.org) for further details

[www.britishafrican.org](http://www.britishafrican.org)

# BABA provides Entrepreneur's Packs

- A library of proven business models
  - Reducing risks for entrepreneurs
  - Not reinventing the wheel
  - Extending the influence of originator
    - Sharing the business model, knowledge, technology and supply lines
  - Creating **“Collaborative Advantage”**



# BABA Entrepreneur's Packs

## Live Programmes

- Solar Home Systems ... from just a few cents a day
  - 800,000+ homes fitted in Bangladesh
  - \$5m creates 75 jobs/8000 homes over 3 years/local manufacturing plant and returns profit...
  - Projects under discussion in Uganda, Kenya and Nigeria
- Brick Making and Low Cost Buildings From £5,000
  - Homes
  - Schools and Clinics
  - Offices and Warehouses
- Ice Making
  - Robust design for African Markets
  - Low cost (\$10,000)
  - 50 10kg Ice blocks per day
  - Pays for itself in 120 days

## Under Discussion

- Secondary School Design, Built to Run Sustainably
  - 8 schools up and running
  - Up to 1000 pupils each
  - £250k



# British African Market Leaders Events

- **Finance and Investment**
  - Remittances, Diaspora Business Banking, Investment through the Diaspora,
- **Health**
  - A new Hospital, Health Education and Training, Pharma Distribution
- **Education**
  - Primary Schools, Secondary Schools, Satellite Phone Schools
- **Agriculture**
  - Reducing the cost of finance, Improving Productivity, Micro Production
- **Resources & Technology**
  - Water, Solar Power, Bio Fuels, Young People, Applications for commercial and social benefit
- **Foundations for New Businesses**
  - BABA entrepreneurs' Packs, and social enterprise models

# BABA's

## - All events - Business Calendar Sharing Interests Creating Opportunity

### The UK and Pan African Event Calendar

This calendar comprises events run by a variety of organisations, to make your booking directly, please click through to their website. Thank you!

**British  
African**  
BUSINESS ALLIANCE

Date	Event	Detail	Location
Tuesday 6 <sup>th</sup> March 2012 17.30 – 19.00	Strengthening local supply chain opportunities in the extractives sector	Business Fights Poverty 2012 Event Series: This event will bring together business and development practitioners to discuss the latest thinking on how to harness local procurement as a driver of economic growth and development. <a href="#">Click here to book directly with BFP</a>	Anglo American, 20 Carlton House Terrace, London
Wednesday 7 <sup>th</sup> March 2012 09.30 – 10.30	Cash and Compassion: The Role of the Somali Diaspora in Relief, Development and Peace-building	This Chatham House event will look at the findings of a new report commissioned by the United Nations Development Programme's Somalia office, which looks at one of the few success stories related to Somalis today: how effective the Somali diaspora is in supporting relief and development activities in their country of origin. <a href="#">Click here for more information</a>	Chatham House, 10 St James's Square, London, SW1Y 4LE
Friday 9 <sup>th</sup> March 2012 18.30 – 22.30	Paceworking Business Leaders celebrate International Women's Week	This networking event is for men and women. Light refreshments will be provided and there is also a cash bar. To confirm attendance and receive a programme <a href="#">for more information</a> .	The Park Room Rydges Hotel, Kensington, 61 Gloucester Rd, London SW7 4PE (Nr Gloucester Rd Station)
Saturday, 10th March 2012 09.00 – 17.00 GMT	Conference on Entrepreneurship and Economic Development in Africa 2012	The conference will bring together government representatives, business leaders and entrepreneurs, to explore several aspects of entrepreneurship and economic development in Africa. The discussion will reflect on practical experience, real success and future prospects for growth and opportunity in Africa. Further promises to stimulate thoughts and action with a view to promoting further trade and investment in Africa's dynamic economies. <a href="#">Click here to book directly with Sub-Saharan Consulting Group</a>	Brunel Gallery Lecture Theatre SOAS Russell Square, London
Tuesday 13 <sup>th</sup> March 2012 17.30 – 20.00	Investor Briefing: Clean Energy in 2012 and beyond	This event will debate the role of technology developers, investors and the wider community and how existing and emerging UK energy policies will impact upon them. We are delighted to confirm James Close, Cleantech and Sustainability Partner at Ernst & Young will give the keynote speech. Each delegate place costs £50 + VAT and places are strictly limited. Please email <a href="mailto:enquiries@forburyinvest.com">enquiries@forburyinvest.com</a> to register or call 020 7539 8000	One Vine Street, London
Wednesday 15th March 2012 12.15 – 14.15 h	Tanzania - Africa's Sleeping Giant	Tanzania is a country with enormous natural resources, from great agricultural potential to oil and gas (with some very significant recent discoveries) and minerals, including gold, uranium and rare earths. The country is very stable politically, with an impressive economic growth record in recent years, averaging over 6%, and its increasingly liberalized economy offers numerous investment and business opportunities in a wide range of sectors. <a href="http://www.britishafrican.org">www.britishafrican.org</a> <a href="#">Click here to book directly with BCA</a>	Business Council for Africa, The Africa Centre 38 King Street, WC2E 8JT, London

**British  
African**  
BUSINESS ALLIANCE

# BABA's - Current Opportunities

- \$150m Waste to Power plants in Nigeria and Ghana
- Mining in Nigeria, Ghana, S Sudan and Guinea
- Building in Ethiopia from £200k
- Centres for Appropriate Technology in Malawi
- Palm Oil Processing – Nigeria from \$500k
- Mid-market Motor Servicing in Nigeria
- Pan African Sales and Distribution Opportunities
  - Construction
  - Refrigeration and Ice
  - Wind Turbines
  - Edible Oils
  - High volume, Low Cost Housing
  - Low cost, rural, road building
  - Ultra-secure communications

# For BABA – Every Deal Counts!

Accelerate the application of proven technology to deliver:-

1. Business and Social Development
2. To enable people to save money
3. To enable people to make money
4. To create “widely-held wealth”

Around good health, good education, sustainable businesses and social development organisations.

How can BABA help you?

*...and when it comes to dreams...*



## A UK based local networking initiative

- 30 to 50 Local Africa Focussed Businesses meet monthly
- Objectives
  - To draw together local business owners and managers from the African Community
  - To provide a regular business networking venue
  - To stimulate the transfer of business opportunities between village members
- Membership Values
  - To build trust, support and mutual benefit through respect, fair trading and timely delivery of agreed services
  - To make prompt payment for services requested and well delivered

“It takes a village to raise a child...”

# Diaspora Investment into Africa

1. Diaspora Bonds
2. Remittances Activity
3. The Diaspora Bank
  - A Linked In Group, part of **Africa – All Things Business**
  - 140 people
  - 12 months of discussion
  - Targeting 4 funds
    - Innovation
    - SME Businesses
    - Micro-finance
    - Property
  - Match funding Diaspora Investment with local funds through qualified, local investment intermediaries
  - A Continuing Open Conversation



# **BABA** is stepping up to the plate

For the future:-

## **The BABA Online Remittance Platform**

- Remittance and Business Payments
  - Bank account to bank account
  - Delivering to cards, online and mobiles anywhere in Africa

## **The BABA UK Micro-Finance**

## **The BABA Jobs Across Africa Links**