



Financing
Sustainable
Business Growth

Norsad
CAPITAL

→ Who we are

Norsad Capital is an impact investor and private credit provider. We offer tailor made debt solutions to profitable growth-stage companies in Africa that deliver desirable social impact. Our investment coverage is sub-Saharan Africa, and our principal operational area is the Southern Africa region. We have offices in Gaborone, Botswana, and Johannesburg, South Africa

→ Our core offering

We offer tailor-made debt solutions to well-managed mid-sized growth companies. We are a long-term funding partner with a typical investment holding period of 4 to 7 years. We work with sponsors, entrepreneurs, and management teams to provide tailor-made financing solutions that enable companies to achieve their strategic goals.

→ Our purpose

Our purpose is to build a better Africa by supporting the growth of profitable African companies through tailor-made debt solutions, enabling them to have substantial and ongoing social impact through the services and employment they provide.



Our sector focus

In terms of proactively sourcing deals, we prioritise and focus on the following four sectors:



financial institutions



food value chain



soft and social infrastructure



industrials and manufacturing

We can lend to businesses in a diverse range of industries if there is a good impact case that aligns with the Sustainable Development Goals (SDGs).

Exclusion list:



<https://norsadcapital.com/wp-content/uploads/2022/01/Norsad-Exclusion-list-V8.pdf>

Our impact

We support partner companies that can deliver desirable social and environmental impact:



Sustainable livelihoods



Financial inclusion



Gender equality



Climate and clean energy

Community Development (CSI)

The following are significant impact numbers in our portfolio:

15 140
jobs supported

1 737
new jobs created in 2022

133 community development programmes or initiatives were carried out in 2022

2 605
youth jobs supported

5 818
employees trained

\$1 775 747
CSI spend across the portfolio



35.5 million lives impacted

298 894
beneficiaries supported



Our offering

We offer tailor-made debt solutions to well-managed mid-sized growth companies

Complementary Financing

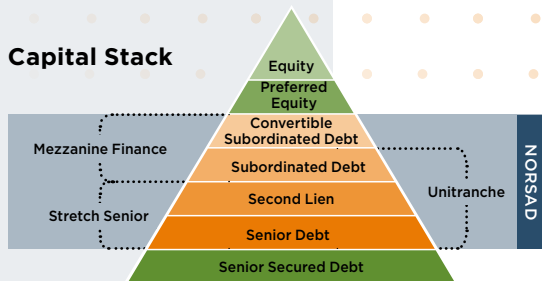
- We provide complementary financing that is layered between senior debt and equity.
- We offer a range of debt solutions products in the middle of the capital stack including stretch senior debt, subordinated debt, mezzanine finance and unitranche debt.

Growth Capital

Catalytic Financing

We provide catalytic financing to companies that have reached an inflection point in their growth cycle.

Capital Stack



Financing Structures

Structure:

Amortising, bullet or tailored

Ticket size:

Our target ticket size is USD5 to USD15M (or ZAR equivalent).

Loan tenor:

The average tenor of loans extended is 4 to 7 years.

Expected return:

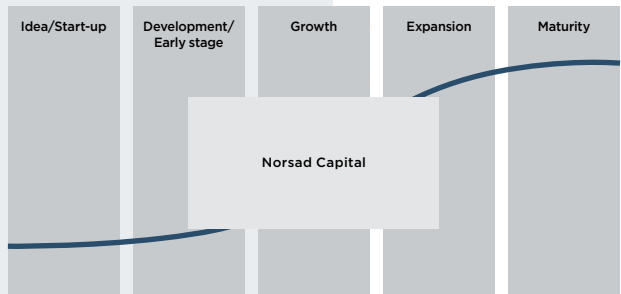
Price to risk, Bespoke

Ranking:

Senior (Parri passu), Subordinated

Security:

Secured (First or Second Charge)



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