



**Maia Capital
Partners**

Connect with opportunity

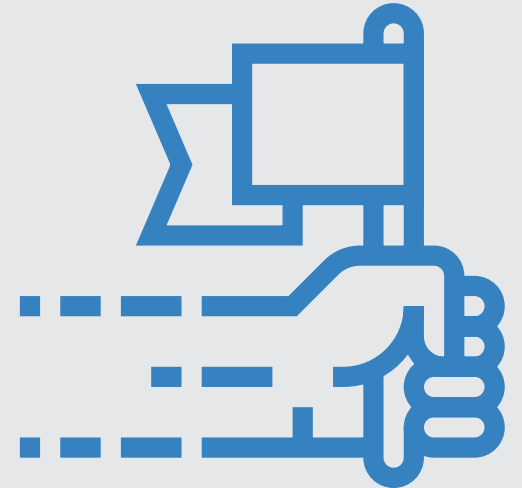
Debt Impact Fund I

WHO WE ARE

- Established in 2020 as a boutique financial services firm.
- Facilitates high-impact investment opportunities for investors.
- Led by founders with a unique entrepreneurial craft and experience in investments and infrastructure development.

OUR PURPOSE

- To apply private capital to address societal challenges and make a transformative impact on society.
- Investing in select sectors that generate competitive investor returns and a positive social impact.



MAIA IMPACT DEBT FUND

Targeted to raise

R2bn

For impact
investment

- Investing through mezzanine debt.
- We aim to repurpose and enable investees to scale up their impact.

Founders



Mutle Mogase
Executive Chairman

Dinao Lerutla, CFA
Managing Partner

John Oliphant
Founder Director

Executive Development Programme, CUNY, USA B.Com,
University of Cape Town Diploma in Corporate Governance
(Institute of Management Technology, Johannesburg)

- Co-founder and former executive chairman of Vantage Capital Group (2000-2016), one of the pioneers of mezzanine debt in SA
- Investment committee of the Sentinel Retirement Fund
- Past chairman of the investment committee of the Post Office Pension Fund
- Previously chairman of SAVCA
- Previously on the advisory board of JP Morgan South Africa

Masters Dev. Finance (USB)
CFA Charterholder, CFA Institute
B. Bus. Sc. (Honours) -UCT

- Previously employed at Barclays, EY (corporate finance), and Royal Bafokeng Holdings
- Non-executive director, RH Bophelo (a JSE-listed healthcare company)
- Past non-executive director at Futuregrowth Asset Managers and Edge Growth
- Futuregrowth Development Equity Fund (DEF), and KZN Growth Fund

BSc (Actuarial Science & Mathematical Statistics) BSc(Hons)
Advanced Mathematics of Finance, Wits MSc Finance
(Economic Policy) – University of London

- Founder and chairman of Third Way Investment Partners - R2.5 billion infrastructure debt
- Fund chairman of All Weather Capital
- Founding chairman of RH Bophelo - a listed healthcare company
- Founding chairman of Boxwood Property Fund
- Past principal officer of the GEPPF
- Led the development of the GEPPF's investment policies, including the Developmental and Responsible Investment Framework
- Chairman of CRISA

Investment team



Mutle Mogase
Executive Chairman

Dinao Lerutla, CFA
Managing Partner

Tshandu Ramusetheli
Associate Partner

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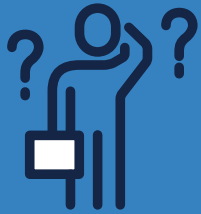
Postgraduate Diploma in Digital Business,
Columbia Business School
B. Bus. Sc. (Honours) –UCT

- Previously head of BEE Finance and Senior Transactor, Investec Leveraged Finance
- Executed on more than R5 billion of leveraged finance transactions, mostly for acquisition finance
- Experience in deal making across sectors, as well as deal structuring on mezzanine debt facilities
- Senior Associate, Leverage Finance, Barclays Africa
- Analyst, Leveraged Finance and Corporate Debt, Barclays Africa



South Africa Microeconomy

Identified gaps in South Africa's macroeconomy



PUBLIC DEBT

The government has high debt levels and is without sufficient financial muscle to invest in infrastructure.

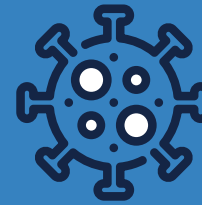


PUBLIC SPEND ON INFRASTRUCTURE

The decline in investment by government, including SOEs, leaves a gap in the infrastructure spend required.

Social infrastructure is most affected by the decline in infrastructure spending.

The construction industry has been the most severely impacted by the decline in the economy and COVID-19.



UNEMPLOYMENT EXACERBATED BY COVID-19 PANDEMIC

The COVID-19 pandemic has exposed South Africa to a higher number of jobs at risk, adding to what was already high and unsustainable levels of unemployment in SA.

The risk is primarily exposing low-income households and affecting households' disposable income.



ECONOMIC RECOVERY

SA's economic recovery requires significant private capital investment.

It's critical that the capital invested and economic growth must positively impact society to address unemployment and enable inclusive growth.

To achieve GDP recovery, we need investments that are intentional and directed to enabling inclusive growth.

Opportunity for mezzanine debt

1

Economic recovery for the SA economy is reliant on private capital investment given the low reserves of government currently.

2

Equity reserves of companies have been eroded by the current economic crisis and the low growth in SA over the past ten years.

3

There is a need for quasi-equity to enable businesses to have healthy capital structures that will allow them to operate and scale up economic activity in the country.

4

Financing options are traditionally dominated by equity (own cash reserves, dilution of shareholding, rights issue/s) and senior debt (primarily from commercial banks).

5

Commercial banks have lowered their risk tolerance due to the economy's volatility and uncertainty, therefore limiting available debt overall.

6

Mezzanine debt provides an opportunity to crowd-in equity and senior debt and unlocks capital structures for investment into the economy.

7

Without access to suited finance, this would hinder the private sector's plans to rebuild the economy.

8

Mezzanine is patient capital that enables companies to pursue opportunities from a long-term strategic approach.

Our investment philosophy

Our philosophy is to enable inclusive growth by making investments that change people's lives.

We prioritise the value of gender inclusion in building resilient and high performing businesses.

WE AIM TO BUILD A RESILIENT INVESTMENT PORTFOLIO THAT:

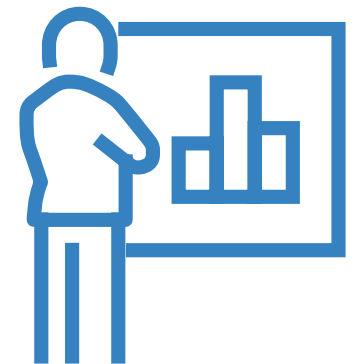
1

Provides investors with exposure to self-liquidating instruments.

2

Provides investors with downside protection on the capital invested.

We collaborate with various investment partners such as DFIs to enable the collective investment community to achieve a multidimensional return on capital invested.



Our investment themes

Maia capital facilitates a connection between private and inclusive growth



EDUCATION

Spend on public education per learner compares well with the average fees for private education for low-income families.



HEALTHCARE

SA's public healthcare system does not have adequate capacity to provide quality service to the population. There is a need to provide solutions that enable access to affordable quality healthcare for this segment of the population.



HOUSING

Rental housing is anticipated to be a significant form of tenure for low-income households while the backlog grows.



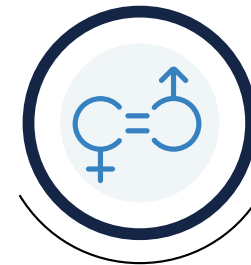
CLEAN TECHNOLOGY

Impact of climate change and food crisis, water and energy impedes access to service for the majority of the population in SA.



FINANCIAL INCLUSION

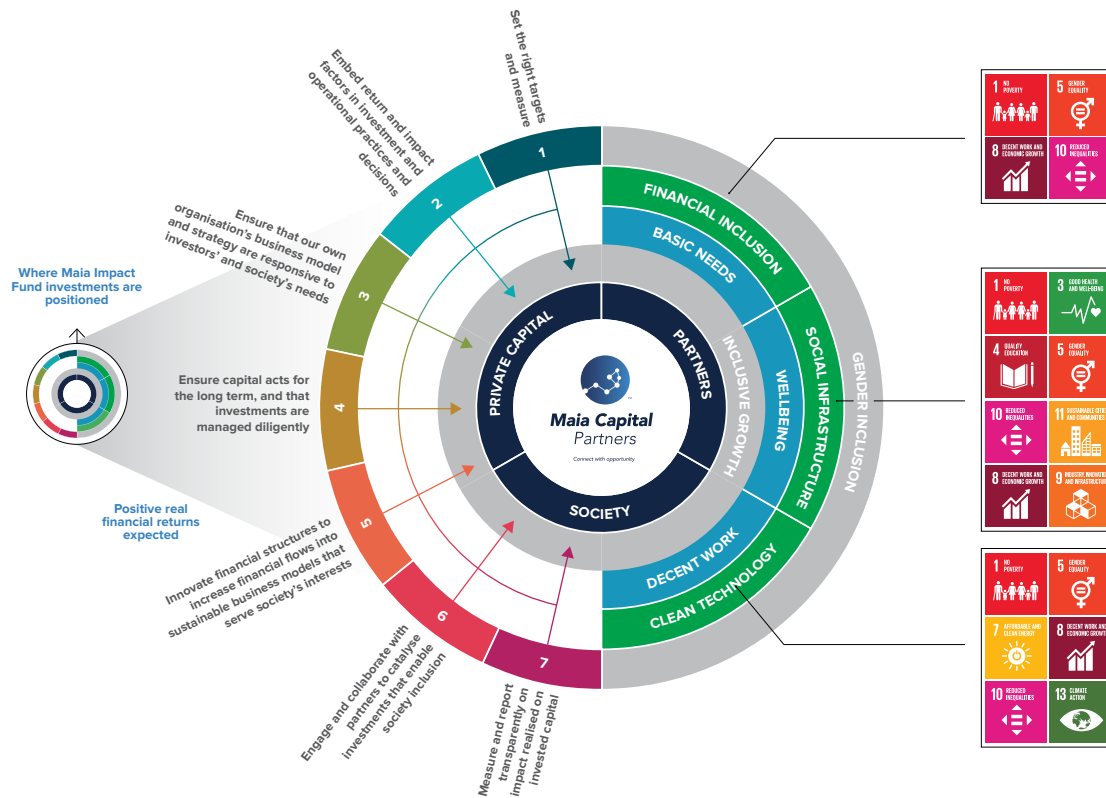
SA has a large population of low-income households that would be better served by affordable financial products and enable access to finance.



GENDER INCLUSION

Gender inclusion is proven to enhance and performance of businesses and is a wrap-around across all investment themes and therefore included as a metric in all investment opportunities.

Impact themes and approach



We aim to contribute to enabling inclusive growth by focusing on impact investing.

We focus on investments that yield impact without compromising financial returns.

Impact investing is also enabling the realisation of SDG goals through private capital



Maia Capital Partners

Connect with opportunity

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