



AMARAMBA INVESTIMENTOS

"Maximize Your Capital"

COMPANY PROFILE

AMARAMBA INVESTIMENTOS, SA is a Mozambican registered private and independent company which was established in 2015, whose main pillars are:

+ **Advisory & Private Equity** in the areas of project packaging, investors and financiers, energy, infrastructure - midstream, oil & gas - downstream, gold, agriculture and real estate; and

+ **Fundraising & Corporate Finance.**

Amaramba Investimentos covers Southern Africa, Asia, Europe through strategic relationships and established regional partnerships, where our transactions are executed through an extensive distribution network of private equity firms, investors, development finance institutions and venture capitalists.



The founders of *Amaramba Investimentos* bring in excess of 20 years experience across the African Continent with special focus on Mozambique and share a common passion for Mozambique's development. The principals have transactional, business management and leadership experience having worked in some of the leading public and private global organizations in the country.



OUR VISION

To be Mozambique's best financial & infra-structure solution company.

OUR MISSION

Breaking Barriers, Building Investment Opportunities.

We are oriented to supply excellent financial and property services and determined in preserving customer centricity in all our actions.

We enable communication by breaking barriers and building business opportunities.

We believe that creating and delivering value to our customers, employees and shareholders is fundamental to our business.



OUR CORE VALUES

Amaramba Investimentos' Core Values underpin our desire to create a unity of purpose across the Company and reflect our common aspiration to foster a performance-based culture that is open and innovative.

These core values distinguish *Amaramba Investimentos* on the market for its unique style, and inside the company, for the great sense of belonging to all its stakeholders.



CHALLENGER SPIRIT

When faced with challenges and opportunities, we do not say "Cannot" but ask "Why not?" We are tenacious and we compete fairly.

INTEGRITY

We are proactive in identifying issues and coming up with solutions. We ensure that the highest ethical standards guide us in making decisions.

ACCOUNTABILITY

We are responsible for what we do, individually and collectively. Accountable for the time, the money, all resources spent and the results obtained.

INNOVATION

We prepare the future, we solve problems and bring to our customers new solutions.

RESPECT

Colleagues, customers, suppliers, environment, rules and principles of working.

CUSTOMER FOCUS

We listen to and connect with customers and treat them with dignity and respect.





ADVISORY & PRIVATE EQUITY

Amaramba Investimentos provides strategic corporate advisory services in addition to other investment banking offerings. Depending on the depth and scope of the engagement, *Amaramba Investimentos* leads certain client engagements with advisory services. This approach is based on the conviction that valued, long-term client relationships are more effectively built from advisory rather than transactional relationships.

PROJECT PACKAGING

We leverage our extensive project finance experience and knowledge for the benefit of project sponsors and promoters to "make deals bankable" for development financiers and other financial institutions.

INVESTORS AND FINANCIERS

Our affiliate investors comprise of African Financial & Investment institutions, Asian Financial & Investment institutions, European Financial & Investment institution and large international private equity groups.

OIL & GAS (*Downstream*)

We pride ourselves with vast knowledge and experience of the refining industry and in supporting clients in the downstream sector as they work to ensure their products are as desirable as possible. Our key downstream business sectors include refining, supply and trading, and product marketing and retail.

REAL ESTATE

We offer a full range of consultancy, valuation, brokerage and project management. All real estate services are performed under best international practices benchmark, the mark of property professionalism worldwide.

MINING & ENERGY

Our team has decades of combined African knowledge and extensive working experience in prospecting, exploration and trade of ores, metals and power generation projects. We run efficient and cost effective exploration programs which deliver results as early as possible.

AGRICULTURE

We assist our clients in the production, promotion, wholesale and retail trade of all kinds of agricultural products, including the supply of agricultural inputs and equipment.



FUNDRAISING & CORPORATE FINANCE

Our consultancy services range from financial management, accounting and legal assistance, as well as the representation of brands, organizations, whether commercial or not, public and private, as well as the provision of intermediation services.

We provide access to equity-based capital to both privately held and publicly traded companies. Our network is comprised of partners and affiliates located in the Development Financial Institutions, Asia, and Europe who invest throughout the entire life cycle of the business development process - from early stage and growth capital to later stage investments.

We work to deliver maximum flexibility in supporting the equity requirements of our clients allowing us to meet the needs of companies at all points on the financing spectrum.

FUNDRAISING & CORPORATE FINANCE (cont.)

We focus on the individual needs of our clients and develop capital structures that allow for maximum flexibility. Our aim includes the arrangement of straight debt, interest bearing notes convertible to equity, interest-only as the convertible component, cash-flow financing, and draw-down accounts. We have deep experience in arranging debt for our clients and we work to find the instrument that most precisely satisfies their needs.

STRATEGIC ADVISORY

Through assisting our clients in the negotiation and implementation of strategic alliances and joint ventures, we help them maximize synergies and improve shareholder value.

INDUSTRY RESEARCH

We perform thorough industry research and analysis for every transaction that we are engaged on. We believe that those industries that continue to evolve at a rapid pace require special consideration and therefore research and stay abreast of developments in software, medical devices, wireless, telecom and media, and energy.

MERGERS & ACQUISITIONS

We provide both advisory services to both large and middle-market companies whether privately held or publicly traded. Our fully staffed teams are highly qualified professionals, who leverage their experience and industry knowledge to ensure that our client's objectives are met.

CROSS-BORDER TRANSACTIONS

For many companies, moving into the foreign marketplace can be extremely risky. At *Amaramba Investimentos*, our network and familiarity with certain countries allows our clients to sidestep foreign market barriers. Our insight into these markets allows our clients to navigate the difficult components that typically comprise foreign acquisitions and alliances.

RESTRUCTURINGS

We conduct strategic reviews with our clients that lead to restructuring plans for existing debt and equity. We develop divestiture strategies where appropriate in conjunction with these restructurings that include planning the sale, valuing the business, identifying the buyers and negotiating and closing the sale.



JOAQUIM BAZAR

Founder / Managing Partner

With over 18 years of professional experience, most of it in the banking sector, Bazar is an expert on corporate finance and has an in-depth knowledge of Mozambique's business climate and also has wide experience in strategy and relationship banking. His vast knowledge of the Mozambican business landscape coupled with his passion for providing holistic solutions to our clients' projects, enables him to bring unique perspectives to capital projects.

Working with specialist teams within *Amaramba Investimentos*, Bazar leads our corporate finance efforts focusing on deal sourcing, structuring and implementation . His clients include some of the biggest players in property development, finance and infra-structure in Mozambique.

Currently, Bazar has business interests in strategic institutions with interests in strategic business sectors.

Bazar holds an honours Degree in Financial Management and a post-graduation in Management Business Leadership from the Gordon Institute of Business Science and Duke University.



AMARAMBA

INVESTIMENTOS

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