

Ai Investment Awards 2004

Information on winners

1. Best Initiative in Support of the Millennium Development Goals

Highly Commended: Barclays Bank of Kenya

The judges were impressed by Barclays' clearly articulated policies and guidelines for corporate social responsibility. They also noted that the match funding of funds raised by employees demonstrated that Barclays is community centred.

<u>Winner: Shell Foundation – Empowerment through Energy Fund</u>

The judges commended the Foundation's commitment to small & medium enterprise and the innovative solutions they are implementing. The Empowerment Through Energy Fund responds to a vital need to support and foster black-owned small business.

2. Venture Capital Deal of the Year

Actis - Lenco Holdings

The judges saw this deal as an excellent multi objective model that introduces an important player into the market. Actis' Management Buy Out is praised for having leveraged off specialised expertise and black economic empowerment. Actis is also recognised for its work to turn a local company into a pan African powerhouse within the packaging sector.

3. Financial Consultancy of the Year

Loita Capital Partners

The judges felt that Loita capital partners, should be recognised for their support of the development of local capital markets. The consultancy facilitates the availability of local currency funding, and thereby alleviates the currency risk for local companies. It is further praised for the seven year bond issue, which extends the yield curve in Kenya and so creates critical long term assets and liabilities needed for sustainable lending and growth.

4. Infrastructure Deal of the Year

<u>Standard Bank – Offshore and Investment Banking – Sasol Temane Natural</u> <u>Gas Pipeline Project</u>

Standard Bank is commended for the innovative structuring of its project, and the impressive teamwork demonstrated throughout. The judges recognise the effective strategies employed for risk sharing. They have praised the unique combination of corporate and project finance used on the deal, and also the methods of covering political risk. This is an excellent example of a successful Public-Private Partnership.



5. Privatisation Programme of the Year

Municipal Infrastructure Investment Unit, for the privatisation of Epping Market

The judges agreed that this was a very well prepared and executed privatisation, particularly for addressing the needs of all the stakeholders. They felt that the Epping Market programme showed privatisation used in an innovative manner, and to enhance value in the facility. It was also felt that this was using privatisation for the improvement of municipal service delivery. The judges praised the programme for being able to attract international funding and expertise to support the unit.

6. Investment Promotion Agency of the Year

Highly Commended: Agence Nationale Chargée de la Promotion de l'Investissement et des Grands travauX (APIX), Senegal

The judges would also like to Highly Commend APIX Agency for their work. The agency is recognised for great achievements in a short period of time, and for its clear articulation of its goals. It is a leader in taking measures to improve investor perception of Senegal as a destination for FDI.

Winner: Tanzania Investment Centre

The Tanzania Investment Centre has been called a "one-stop-shop" for investment, and the judges confirm that this truly is the case. The aftercare at the agency is commended as very effective, and their use of technology to support the business process is also recognised.

7. Bank of the Year

Barclays Africa

This award has been given to acknowledge Barclays' deep commitment to Africa. The company has recognised and is acting upon its vital social responsibility, with the judges giving special praise for its Kenya's schools funding programme. The bank is commended for its community centred focus.

8. Smart Regulation Award

Entebbe Municipal Council / Bannock Consulting

The judges felt that Entebbe Municipal Council and Bannock Consulting showed a good focus on the vital constraints in business regulation. They commended it for responding to the demands of the grassroots, and praised the use of smart regulation to both realise high compliance levels and increase the government revenue.

9. Sustainability Investing in Africa

Highly Commended Nedbank – The Green Trust



The judges would also like to give a highly commend award to Nedbank's The Green Trust as a champion of grassroots community-based conservation. The Trust is seen as responding innovatively to this great need, and is a great model of partnership.

Winner: British American Tobacco, Nigeria

British American Tobacco is recognised for its sustainability programme, which combines and addresses a great variety of social needs. The judges see BAT as a good corporate citizen for its work.

10.Employer of the Year

Diageo Africa

Diageo Africa is the judges' choice for its clearly articulated policies in order to ensure that employees have a positive experience. The company's emphasis on the need to reverse Africa's Brain Drain problem is particularly praised.

11.Businesswoman of the Year

Highly Commended: Ms Suzanne Ravenall – IDCS – Highly Commended

The judges felt that Suzanne should also be highly commended as a superb role model for her leadership in a technology centred environment.

Winner: Dr Konji Sebati - Pfizer inc

Dr Sebati is recognised for her work leading Pfizer's HIV/AIDS programme internationally. The judges give her special mention for her launch of the programme for donating Pfizer's HIV/Aids medication across seventeen countries in Africa.

12.Ai International Business Leader

<u>Sir Richard Branson – President and Founder, Virgin</u>

Sir Richard is recognised for showing the spirit of entrepreneurship so badly needed in Africa today, and a particularly welcome gain for Nigeria. The judges acknowledge him as an expert who knows how to make a business profitable whilst also providing excellent client service. They also praise his fearless attitude in continually seeking to break new frontiers.

13.Ai African Business Leader

Dr Mohammed Ibrahim – Celtel

The judges have described Dr Ibrahim as a visionary leader, and praise his drive to build a world class institution with Celtel. They recognise his remarkable tendency to dare where others fear, with great effect, and his intuitive ability to understand and respond to business trends globally.