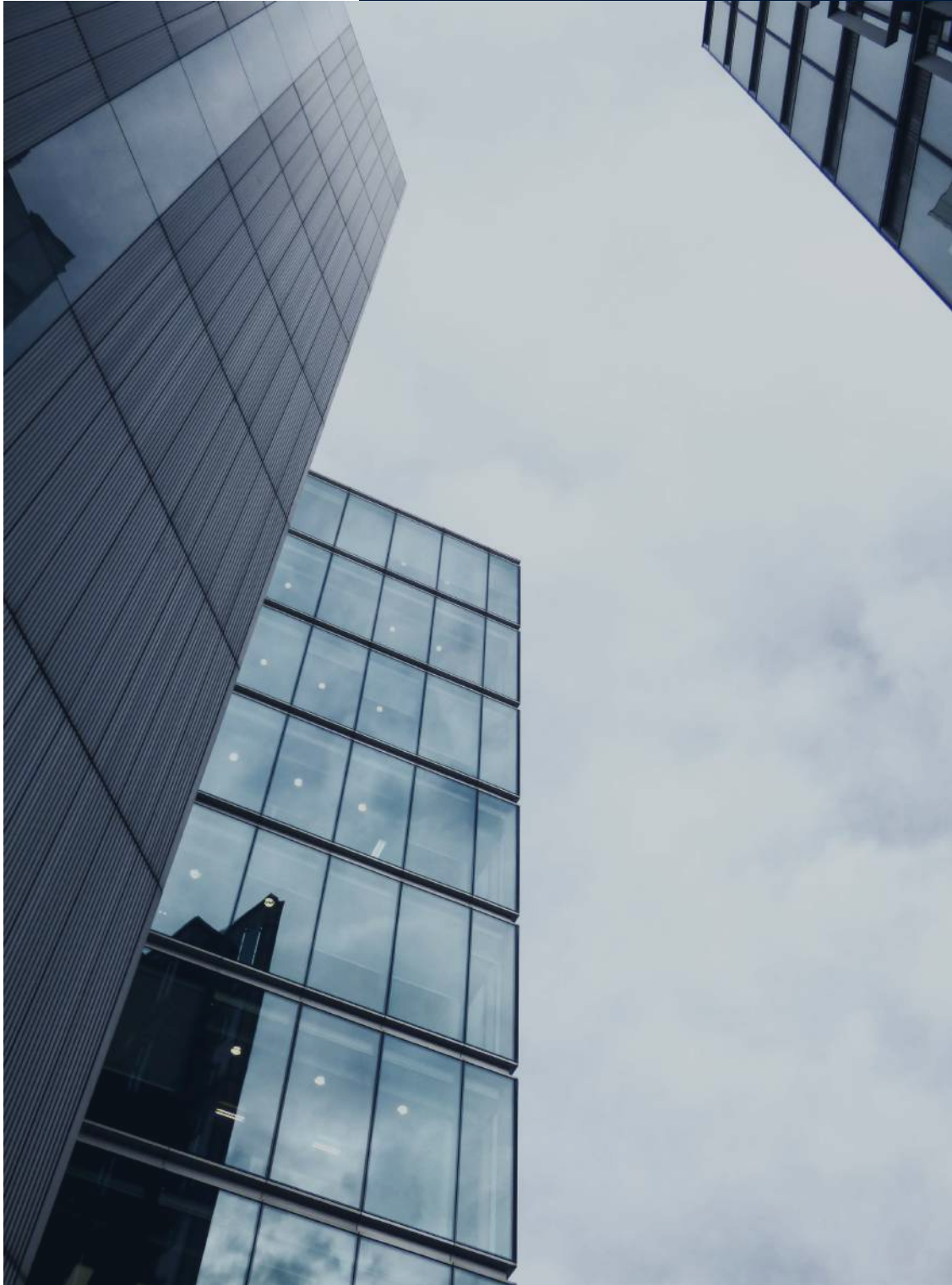


.Our drive is to achieve success for our partners



“XBRL is recognised as a pioneer firm, whose focus is to add value to African businesses, by partnering with such businesses and introducing cutting edge advisory and enterprise support services backed with sources of financing.”

XBRL

| ADVOSORY | EQUITY | FINANCE |

www.xbrl-group.com

T A B L E O F C O N T E N T

At **XBRL**, we have a simple statement that encapsulates our broader purpose as a global business advisory firm: **unlocking the potential of those who advance the world**. We try to live our purpose through our work every day by focusing on five purpose principles:

- We bring insight to light by challenging traditional thinking and ways of operating and bringing new perspectives to the toughest problems.
- We drive inspired impact by looking beyond the next deadline to the next decade and by collaborating closely with our clients to enable and energize their organizations.
- We conquer complexity by discovering unique sources of competitive advantage and hidden truths in dynamic, complex systems.
- We lead with integrity by confronting the hard issues, staying true to our values, and stating our views candidly and directly.
- We grow by growing others, enabling our clients, colleagues, and the broader community to build success and achieve their full potential



02

Welcome

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What We Offer

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Our Success Stories

FROM US WELCOME

We are here to help management teams and thus the companies they run create value for the benefit of the company, its employees and ultimately the stakeholders who subscribe to these companies.

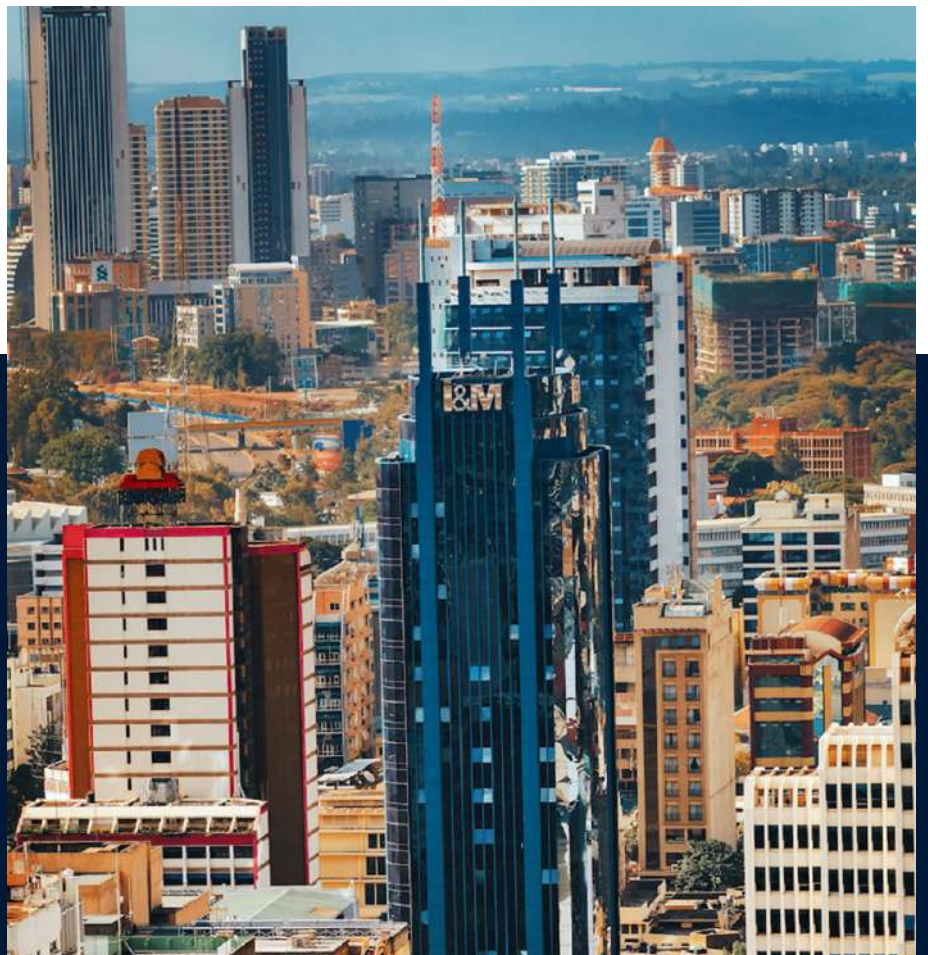
Our experts bring deep industry and functional expertise and a range of perspectives that question the status quo and spark change. We work in a uniquely collaborative model across the firm and throughout all levels of the client organization, fueled by the goal of helping our clients thrive and enabling them to make the world a better place.

OUR MISSION

Our mission is to help management teams and thus the companies they manage create value for the benefit of the company, its employees, and ultimately the stakeholders who subscribe to these companies. We provide this service with the utmost integrity and professionalism.

OUR VISION

To assist African businesses, realize their full, commercial potential and achieve global success.





OUR COMPANY

XBRL was founded by a group of African investors and Entrepreneurs who, having studied the African business / financial landscape and identified the existing gaps/ emerging business opportunities, founded the organization in 2006, with a view to bridging the gaps and tapping into/from these opportunities, to create value. **XBRL** has its headquarters in Nairobi, Kenya.

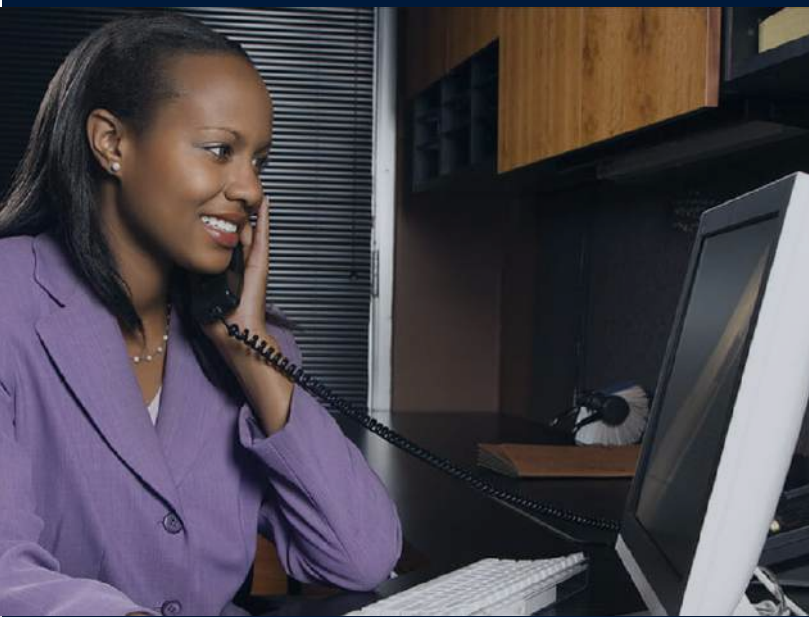
XBRL is recognized as a pioneer firm, whose focus is to add value to African businesses, by partnering with such businesses, and introducing cutting-edge business & financial advisory, and management services, backed up with linkages to sources of financing, to turn around such businesses and grow them strategically for continental and global presence, through active alliances, and hands-on participation.

We are also Limited partners in institutional venture capital funds in the US, Europe, Canada, and Africa. We work closely with these funds, sharing mutual deal flow, due diligence, and often side-by-side investments. Through these global activities, we have developed a wide-reaching network of other investors and entrepreneurs who are pursuing activities in markets and technologies that complement our services.



XBRL partners with promising start-up companies and early-stage and late-stage companies across a broad spectrum of sectors and industries in Africa, supporting them with capital, technology, and management, and a global network of potential development partners.

We are active in sustaining these companies throughout their early critical years, from seed to later stage investment.



MEET THE TEAM



UYI EDOKPOLO

Client Coverage/ Management

Uyi has extensive experience and expertise in business advisory services, corporate finance, investment banking, technical assistance operations, micro-credit, and venture capital operations.



ALI MULUMBA

Transaction Services

Ali has extensive banking experience and expertise in trade finance, lending, and credit operations and has worked for a number of financial institutions where he led specialized teams in providing banking solutions.

MEET THE TEAM



NICHOLAS MWANIKI
Advisory Services

Nicholas has over 20 years working experience in banking and finance, business development, marketing, customer service and relationship management.



JORDAN ESOHE
Legal Advisory

With a degree in law and hands-on experience in both the non-profit and startup sectors, she has a proven track record of success with over 4 years of experience in legal services, project management, marketing, and product development.

WHAT WE OFFER?

01 ADVISORY

OUR BUSINESS ADVISORS CAN HELP:

- Diagnose and evaluate the health of your business
- Develop and update your business plans
- Develop strategies to expand your reach and customer base
- Analyze & improve your financial performance
- Conduct industry & sector research geared to the specific needs of your business
- Identify sources of capital and help you apply for funding

A keystone of **XBRL** is the business advisory services(BAS) it provides small and medium-sized business owners and managers for their unique, day-to-day management issues. Whether you're an experienced small business owner or thinking about becoming an entrepreneur, XBRL works both with firms that are planning expansions or exploration of new business opportunities and with firms that are experiencing operational or financial difficulties.



ENTERPRISE SUPPORT

XBRL's Enterprise Support Services (ESS) team is active in the deployment of solutions that improve management capacities and the performance of small and medium-sized enterprises by providing a platform to Small and Medium Enterprises focused on enhancing their operational efficiencies thus improving the running of the businesses, and their capacity to serve their clients.

THE ENTERPRISE SUPPORT SERVICES (ESS) COVER OPERATIONAL EFFICIENCY ENHANCING MODULES, SUCH AS:

- Business diagnostics
- Providing short-term management and mentors for support
- Improving productivity and quality assurance
- Assisting with strategic planning systems
- Developing organizational structures and human resources systems
- Developing and implementing marketing and sales strategies systems
- Improving purchasing and inventory management systems systems
- Developing and implementing management information systems systems
- Improving financial management and accounting systems
- Working capital management systems

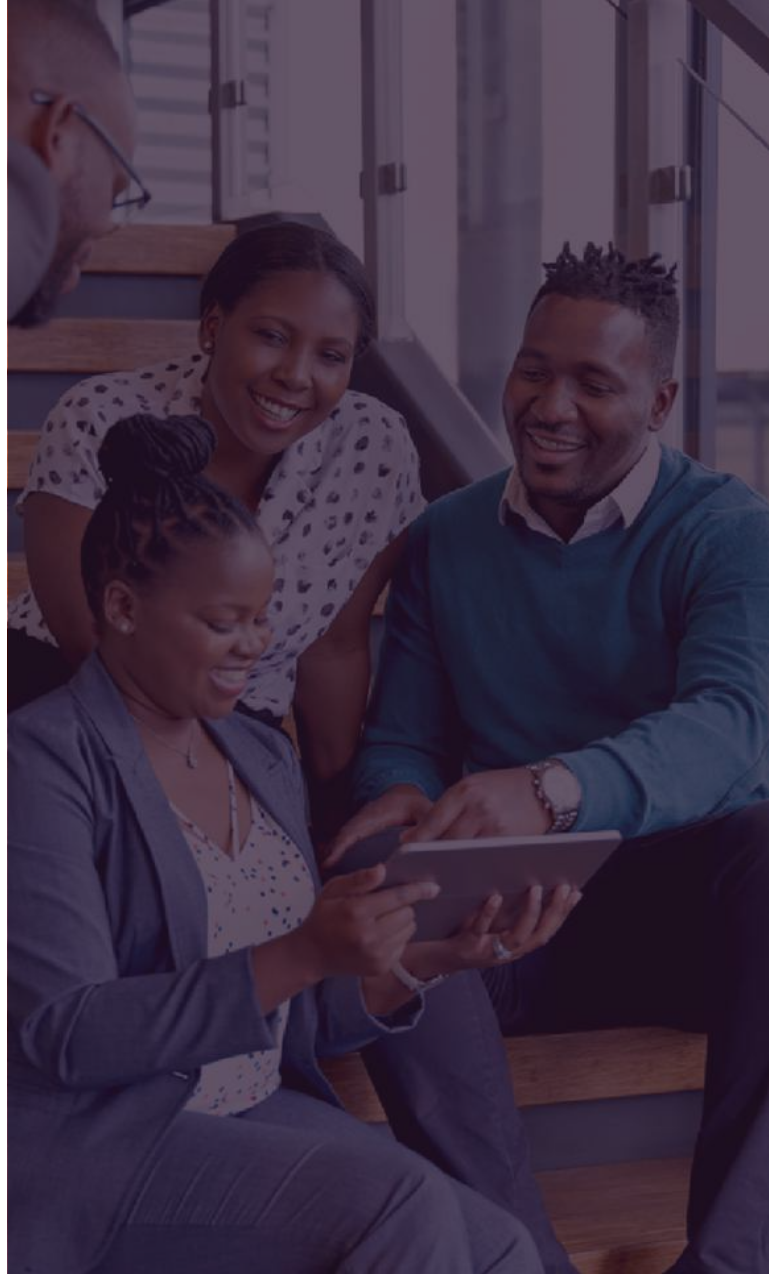


WHAT WE OFFER?

02 EQUITY

XBRL Equity Services provides a platform for us to partner with small & medium-sized businesses by providing equity capital for such businesses and earning a return for the company. Our participation span is usually from 6 months to three years, thus assisting the businesses we partner with, achieve a bankworthy status, and ensuring a life line / access to funding and growth that usually will not be available to such small businesses; and through such partnerships grow the value of the company.

Our exit routes are usually via a direct sale of our interests in such companies to venture capital companies through mergers and acquisitions or through management buy-outs. As direct equity participants, we work with investment professionals globally to provide our partners with innovative solutions, comprehensive and flexible enough to meet their needs today as well as in the future. Depending on your goals, needs, risk tolerance and investment philosophy, we offer several approaches through our team of seasoned investment experts, advisors, and partner broker / dealers to drive your growth goals.



WHAT WE OFFER?

03 FINANCE



XBRL's Corporate Finance Services (CFS) team is driven by success. Success for our partners in achieving their acquisition, exit, and financing strategy and success for us in establishing a position as the leading corporate finance team committed to the lower to mid-market.

We help generate value in your business through the Origination, Execution, and support of your transactions. The extensive transactional and commercial experience of our team of professionals will ensure that your acquisition, disposal, or MBO investment is carried out at a competitive price, with low risk, and in an efficient manner. Being an integral part of the XBRL Group, we are unique in combining the dynamism, knowledge, and experience of a corporate finance 'boutique' with a full range of business advisory services. This ensures that all the expertise you require can be provided in a seamless, high-quality, and cost-effective manner.



Whether you need advice on buying and selling companies or help with identifying suitable target companies, raising capital, valuing a business, or any other form of strategic advice, we have experienced professionals who can help your business to achieve its corporate objectives and to fulfill its potential in the given fields below:

- Buying and selling companies
- IPO's
- Raising capital to grow your business
- Share and business valuations
- Due diligence investigations
- Management buy-outs and buy-ins
- Reconstructions and reorganizations
- Strategic planning for your company

XBRL's Project Finance Services (PFS) team specializes in structuring complex, limited recourse financing transactions for both small and large-scale global infrastructure and industrial projects. The team also provides advisory services to developers and sponsors, thus assisting both its private and public sector partners to achieve their goals.

Our Project Finance group has experience in the acquisition, development and financing of a variety of stand-alone industrial and commercial projects. Across XBRL, creative and specialist project finance team members combine breadth of experience and depth of expertise on a local and global level, which is flexible to the way you work, and highly focused on finding the best and most efficient financing solution for your project. It is a single-minded, hands-on approach to project finance, and a real desire to get involved in our clients' businesses that gets results.



OUR SUCCESS STORIES

XBRL is providing business and financial advisory services to IZone Africa Group. An ongoing project that seeks to onboard new investors into the company through the injection of US\$ 3 million as new equity.

Today, we work closely with clients to embrace a transformational approach aimed at benefiting all stakeholders—empowering organizations to grow, build sustainable competitive advantage, and drive positive societal impact.

Our success depends on a spirit of deep collaboration and a global community of diverse individuals determined to make the world and each other better every day.

Our diverse, teams are passionate about unlocking potential and making change happen, delivering integrated solutions through leading-edge management consulting, technology and design, and corporate and digital ventures.

We deliver sustained impact through our work with clients, bringing diverse, global teams together to tackle today's most urgent challenges. But just as important are our internal commitments and a determination to embed sustainable and responsible practices into our daily work. This is how we lead by example, helping realize a more prosperous and inclusive future and striving to make a difference.



XBRL provided Apex Projects Limited specialized advise in developing a market study for its proposed US\$ 5 million data center in Hargeisa, Somaliland as a precursor to making a final investment decision.



XBRL provided business and financial advisory services to Mada Hotels Group in accessing the Government of Kenya's 2020 stimulus package for the Tourism Industry; to raise US\$ 2.5 Million.



XBRL provided Enterprise Support to the Board and management of the SAACO through a discovery program, by deploying the FUNDES Diagnostics Evaluation tool in a series of sessions attended by the Board and Management staff.

OUR SUCCESS STORIES

We commit to working to a standard that nurtures, develops, and contributes to our colleagues, clients, suppliers, and the greater community. We strive to add value to every engagement, to leave things significantly better than how we found them, and to drive meaningful and lasting change that will ultimately make our clients more competitive and successful.



XBRL provided business and financial advisory services to SealTowers Limited for its telecommunications infrastructure project rollout, to raise US\$ 10.05 Million and its negotiations with equity investors and financial institutions



XBRL provided business and financial advisory services to Keystone Micro Finance Bank Limited for its rollout project, to raise US\$ 5.0 Million and its negotiations with possible equity investors.



XBRL provided business and financial advisory services to Auto Movers Limited (Diagnostic Evaluation and Corporate Finance Advisory) for its expansion project, leading to the injection of US\$ 1. Million by a local financier.



XBRL provided business and financial advisory services to Empeut Resort for its expansion project, to raise US\$ 1.0 Million and its negotiations with equity investors.

CONTACT US

OUR BUSINESS FOOTPRINT
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