









**Maris**

## **APPENDIX 5**

### **CAPITAL MOBILISATION**

# CAPITAL MOBILISATION

Maris is a platform-building, equity investor mobilising capital from DFIs, family offices, HNWIs, and strategics, alongside debt, across its various portfolio companies for capital structure optimization. The breakdown below shows some examples of capital mobilised by Maris:

MARIS PORTFOLIO	PARTNERS	CAPITAL MOBILIZED	
<b>ALP</b> <i>Kenya</i> <i>Properties</i>		<b>DFI co-investment alongside Maris</b> <i>Equity invested – USD 52m</i> <i>Debt raised - USD32m</i>	<div style="text-align: center;">   <b>3x</b> </div> <div style="text-align: center;"> <b>USD 73m</b>                      Maris capital Deployed                 </div> <div style="text-align: center;"> <b>USD 207m</b>                      Third-party capital Mobilised                 </div> <div style="text-align: center;"> <b>56% Equity vs 44% Debt</b> </div> <div style="text-align: center;"> <b>44% DFI vs 56% Non DFI</b> </div> <div style="text-align: center;"> <b>&gt;25</b>                      Platform deals executed                 </div>
<b>Equator Energy</b> <i>East Africa</i> <i>Renewable Energy</i>		<b>Financiers</b> <i>Debt raised – USD 25m</i>	
<b>Agris Foods (Avocados)</b> <i>Kenya   Tanzania   Uganda</i> <i>Agriculture</i>		<b>Israeli strategic JV partner</b> <i>Equity invested – USD 7m</i> <i>Debt raised – USD 10m</i>	
<b>META</b> <i>Angola   TZ   Kenya   Uganda   Moz</i> <i>Machinery Services</i>		<b>Omani strategic family-office</b> <i>Equity invested – USD 8.5m</i>	
<b>Karebe Gold</b> <i>Kenya</i> <i>Mining</i>		<b>Kenyan local pension and HNWI's</b> <i>Equity invested – USD 6.6m</i>	

## Why this is Relevant for MAF II

- **Mobilisation has become a defining KPI for African LPs** - In a market where Africa has historically attracted 3 - 4% of global FDI, LPs need GP partners who can credibly mobilise commercial, strategic, and local capital alongside concessional flows.
- **Maris has a diversified mobilisation track record** - USD 207m raised across DFI co-investors, strategic corporate JV partners, family offices, and Kenyan pension capital, deal-by-deal to match each platform's stage, geography, and capital structure. Capital Mobilization for MAF II target sectors (Ag & Climate) was **3x** the Maris Capital deployed.
- **MAF II leverages this capability** - MAF II will lead rounds, anchor DFI co-investment, and bring in strategic and local capital in parallel, shortening time to deployment, delivering measurable mobilisation per dollar of fund capital, and enhancing fund-level returns.